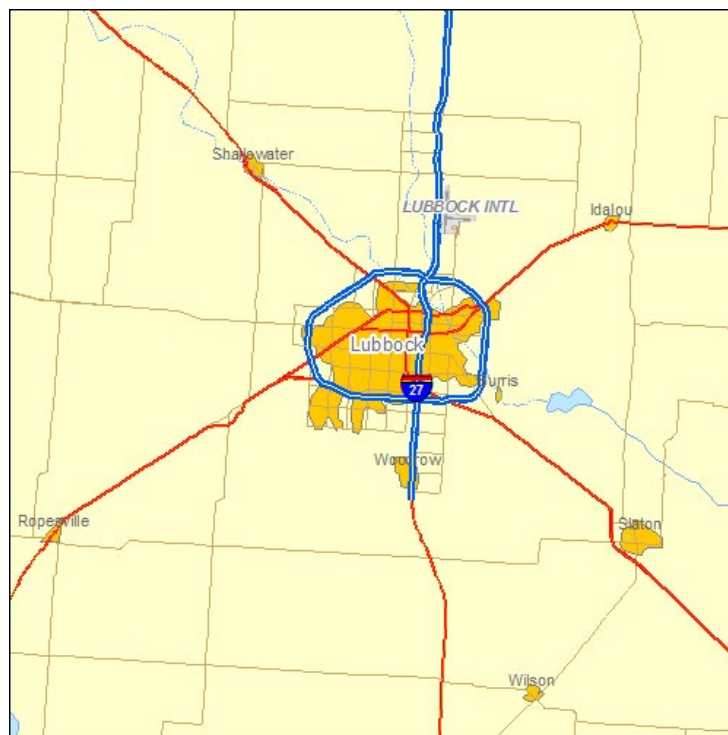


# Real Estate Market Overview 2004

## Lubbock

Located in the Texas Panhandle, Lubbock is the center of a 26-county trading area in the South Plains. The agricultural industry is the center of Lubbock's economy, with cotton as the primary crop. The state's ninth largest city proclaims itself the Chrysanthemum Capital of the World and prides itself on the beautiful October blooms. Lubbock is also the home of Buddy Holly, one of the greatest legends of rock music. The City of Lubbock's land area encompasses 115 square miles; Lubbock County spans more than 900 square miles. Lubbock County is the only county in the Lubbock MSA.

Quick Facts	
<b>Land Area</b>	900 square miles
<b>Population Density (2000)</b>	270 people per square mile
<b>Counties</b>	Lubbock
<b>Area Cities and Towns</b>	Abemathy, Hurlwood, Idalou, Lubbock, Posey, New Deal, Ransom Canyon, Shallowater, Slaton, Wolforth, Woodrow



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## Lubbock Market Overview 2004 Demographics

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### Lubbock MSA Population

Year	Population	Percent Change
1990	222,636	-0.1
1991	225,598	1.3
1992	227,237	0.7
1993	231,275	1.8
1994	235,617	1.9
1995	238,423	1.2
1996	239,740	0.6
1997	240,278	0.2
1998	239,602	-0.3
1999	240,776	0.5
2000	242,628	0.8
2001	245,677	1.3
2002	247,574	0.8

Source: U.S. Census Bureau

**Texas Metropolitan Area Population Change, 1990 - 2002**

<b>Metropolitan Area</b>	<b>1990 Population</b>	<b>2002 Population</b>	<b>Percent Change</b>
McAllen-Edinburg-Mission	383,545	614,474	60.2
Austin-San Marcos	846,227	1,349,291	59.4
Laredo	133,239	207,611	55.8
Dallas	2,676,248	3,743,254	39.9
Brownsville-Harlingen-San Benito	260,120	353,561	35.9
Brazoria County	191,707	257,256	34.2
Houston	3,321,911	4,420,081	33.1
Fort Worth-Arlington	1,361,034	1,802,465	32.4
<b>Texas</b>	<b>16,986,335</b>	<b>21,779,893</b>	<b>28.2</b>
Bryan-College Station	121,862	156,099	28.1
San Antonio	1,324,749	1,660,205	25.3
Killeen-Temple	255,299	319,163	25.0
Galveston-Texas City	217,396	261,219	20.2
Tyler	151,309	181,437	19.9
Sherman-Denison	95,019	113,860	19.8
Amarillo	187,514	222,915	18.9
El Paso	591,610	697,562	17.9
Waco	189,123	217,713	15.1
Victoria	74,361	84,932	14.2
<b>Lubbock</b>	<b>222,636</b>	<b>247,574</b>	<b>11.2</b>
Longview-Marshall	193,801	212,288	9.5
Corpus Christi	349,894	382,188	9.2
Texarkana	120,132	131,027	9.1
Wichita Falls	130,351	138,960	6.6
Odessa-Midland	225,545	239,981	6.4
Beaumont-Port Arthur	361,218	382,242	5.8
Abilene	119,655	125,647	5.0
San Angelo	98,458	103,018	4.6

Source: U.S. Census Bureau

**Lubbock MSA Projected Population**

Year	Texas State Data Center (Scenario 0.5)	Texas Water Development Board
2005	251,443	-
2010	259,231	261,695
2015	265,691	-
2020	270,924	279,223

Sources: Texas State Data Center and Texas Water Development Board

**Household Composition**

	Lubbock MSA	Texas
Average household size (2000)	2.52	2.74
Population younger than 18 (2000, in percent)	25.7	28.2
Population 65 and older (2000, in percent)	11.0	9.9

Source: U.S. Census Bureau

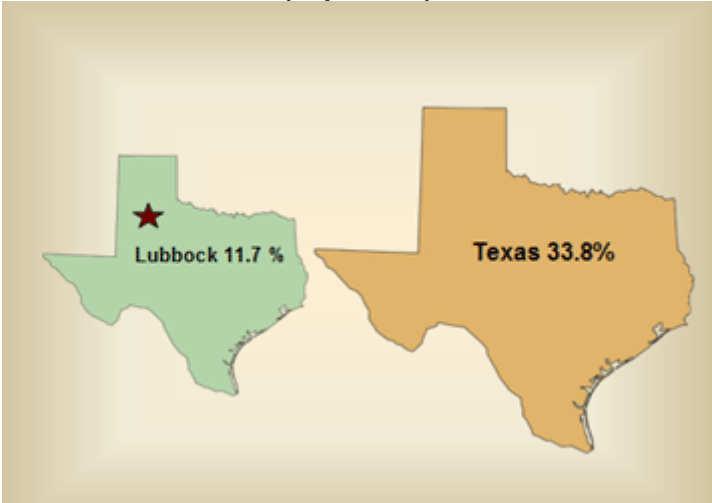
**Distribution by Race and Hispanic or Latino Origin (in percent)**

	Lubbock MSA		Texas	
	1990	2000	1990	2000
White	68.0	74.3	60.8	71.0
Black	7.5	7.7	11.7	11.5
Asian	1.2	1.3	0.3	2.7
American Indian	0.2	0.6	1.8	0.6
Other	0.2	14.1	0.1	11.7
Two or more races*	-	2.0	-	2.5
Hispanic (of any race)	22.9	27.5	25.3	32.0

\* For the 2000 Census, the Census Bureau changed the "race" options, allowing people to report their race as "other" or as two or more races.

Source: U.S. Census Bureau

**Projected Population Growth, 2000-2020  
(in percent)**



Source: Texas State Data Center (Scenario 0.5)

## Lubbock Market Overview 2004

### Education

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#### Educational Level, Persons Age 25 and Older 2000 (in percent)

Level of Education	Lubbock County	Texas
High school graduate	25.3	26.3
Some college, no degree	24.2	21.7
Associate's degree	4.6	5.2
Bachelor's degree	16.0	16.1
Graduate or professional degree	8.4	7.4

Source: U.S. Census Bureau, 2000 Census

#### Local College and University Enrollment

School	Fall 2002	Fall 2003
Texas Tech University	27,569	28,549

Sources: Educational institution

## Lubbock Market Overview 2004 Employment

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### Top Ten Employers

Employer	Sector	Employees
Covenant Medical Hospital	Health care	5,500
Texas Tech University	Education	4,743
Lubbock Independent School District	Education	4,233
Texas Tech Health Sciences Center	Health care and education	2,765
University Medical Center	Hospital	2,300
United Supermarkets (Corporate HQ)	Supermarkets	1,961
City of Lubbock	Government	1,893
Cingular	Wireless communication	1,900
Convergys	Call center	1,300
Wal-Mart	Retail	1,100

Source: Individual companies Jan-2004 and Lubbock Convention & Visitors' Bureau

### Top Ten Private Employers

Employer	Sector	Employees
Covenant Medical Hospital	Health care	5,500
University Medical Center	Hospital	2,300
United Supermarkets (Corporate HQ)	Supermarkets	1,961
Cingular	Wireless communication	1,900
Convergys	Call center	1,300
Wal-Mart	Retail	1,100
Operator Service Co.	Telecommunications	692
Interim Healthcare of West Texas	Home health care	650
American State Bank	Bank	625
Southwestern Bell	Telecommunications	510

Source: Individual companies Jan-2004 and Lubbock Convention & Visitors' Bureau

**Employment Growth by Industry - 2003**

	Lubbock MSA	Texas
Employment growth (percent)	-0.9	-0.5
Unemployment rate (percent)	3.6	6.8
New jobs	-1100	-49,800
<b>Employment growth by sector (percent)</b>		
Manufacturing	-5.1	-5.0
Construction	-	-3.0
Natural Resources and Mining	1.9	0.6
Trade, Transportation and Utilities	-1.2	-1.8
Information	0	-5.8
Financial Activities	1.5	0.9
Professional and Business Services	-6.2	-1.1
Educational and Health Services	-1.1	3.3
Leisure and Hospitality	-2.1	1.2
Government	0.7	1.3
Total Nonfarm	-0.9	-0.5

Source: Texas Workforce Commission and U.S. Bureau of Labor Statistics

**Texas Metropolitan Area Employment Change, 1990 - 2003**

<b>Metropolitan Area</b>	<b>1990 Employment</b>	<b>2003 Employment</b>	<b>Percent Change</b>
Austin-San Marcos	454,618	746,750	64.3
Laredo	48,766	77,065	58.0
McAllen-Edinburg-Mission	128,560	197,870	53.9
Brownsville-Harlingen-San Benito	90,866	131,457	44.7
Bryan-College Station	58,292	82,368	41.3
San Antonio	587,550	796,235	35.5
Killeen-Temple	87,724	117,801	34.3
Tyler	70,970	93,561	31.8
Dallas	1,467,668	1,916,607	30.6
<b>Texas</b>	<b>8,071,312</b>	<b>10,284,203</b>	<b>27.4</b>
Fort Worth-Arlington	721,875	915,919	26.9
Houston	1,720,152	2,180,719	26.8
Victoria	34,648	43,652	26.0
Amarillo	92,967	113,051	21.6
El Paso	229,358	274,926	19.9
<b>Lubbock</b>	<b>107,823</b>	<b>128,854</b>	<b>19.5</b>
Waco	86,347	102,310	18.5
Longview-Marshall	86,048	100,952	17.3
Odessa-Midland	104,401	120,374	15.3
Corpus Christi	150,142	172,705	15.0
San Angelo	43,587	49,798	14.2
Brazoria County	93,552	105,320	12.6
Abilene	52,389	58,513	11.7
Sherman-Denison	43,804	48,866	11.6
Wichita Falls	56,897	62,812	10.4
Galveston-Texas City	105,423	114,327	8.4
Texarkana	51,575	55,658	7.9
Beaumont-Port Arthur	157,435	167,915	6.7

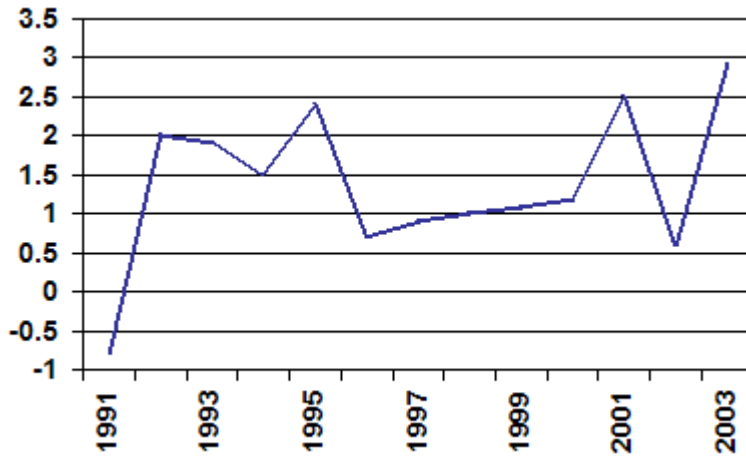
Source: U.S. Bureau of Labor Statistics and The Real Estate Center

**Lubbock MSA Employment**

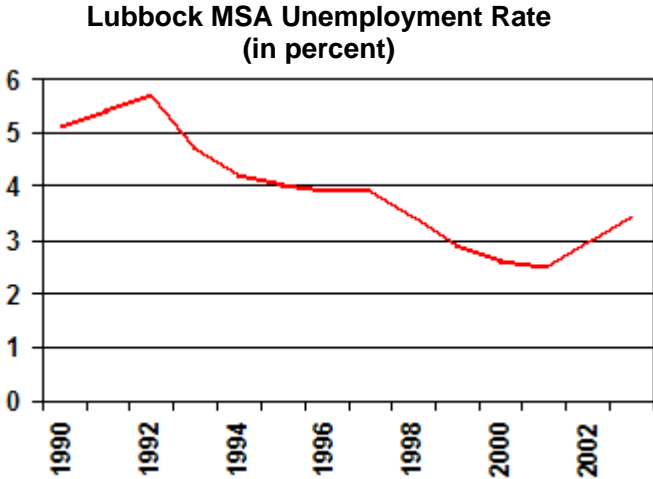
Year	Employment	Percent Change
1990	107,823	-
1991	106,944	-0.8
1992	109,107	2.0
1993	111,211	1.9
1994	112,865	1.5
1995	115,534	2.4
1996	116,348	0.7
1997	117,376	0.9
1998	118,568	1.0
1999	119,914	1.1
2000	121,389	1.2
2001	124,389	2.5
2002	125,180	0.6
2003	128,854	2.9

Source: U.S. Bureau of Labor Statistics

**Annual Percent Change in Lubbock MSA Employment**



Source: U.S. Bureau of Labor Statistics



Source: U.S. Bureau of Labor Statistics

## Lubbock Market Overview 2004 Economy

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### Lubbock MSA Gross Retail Sales

Year	Total Sales	Sales per Capita
1990	1,992,574,987	\$8,943
1991	2,025,534,906	9,048
1992	2,164,498,327	9,657
1993	2,384,586,292	10,516
1994	2,593,219,245	11,291
1995	2,622,155,767	11,351
1996	2,890,485,329	12,517
1997	2,932,249,795	12,745
1998	3,105,577,300	13,608
1999	3,231,720,427	14,181
2000	3,327,906,181	13,716
2001	3,377,675,279	13,843
2002	3,092,492,555	12,491
State Average 2002: \$12,143		

Source: Texas Comptroller's Office

## Lubbock Market Overview 2004 Infrastructure

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### Lubbock Airline Boardings

Airport	1998	1999	2000	2001	2002	2003
Enplaned	574,780	570,452	578,976	536,670	513,096	514,205
Deplaned	576,757	568,616	558,903	507,136	505,136	473,266
Total	1,151,537	1,139,068	1,137,879	1,043,806	1,018,232	987,471

Source: Lubbock International Airport

# Lubbock Market Overview 2004

## Public Facilities

Lubbock City Public Facilities Building Permits



Lubbock City Building Permit Office

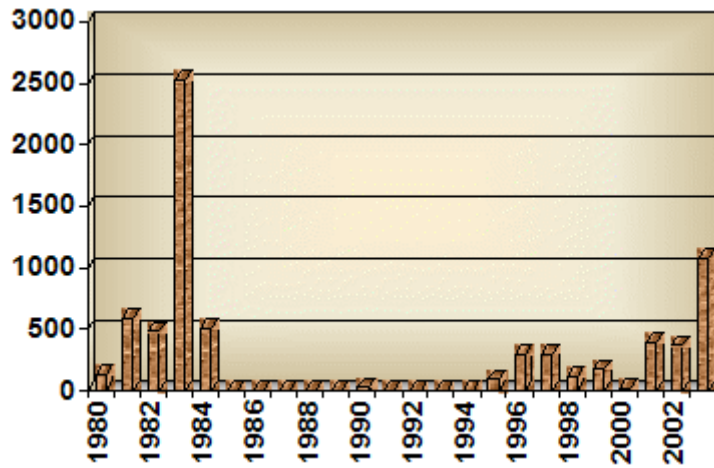
## Lubbock Market Overview 2004 Multifamily

**Lubbock Apartment Statistics 2003**

	Lubbock	Texas Metro Average
Average rent per square foot	\$0.67	\$0.79
Average rent for units built since 2000	\$0.59	\$0.91
Average occupancy (percent)	94.4	92.1
Average occupancy for units built since 2000 (percent)	95.5	90.8

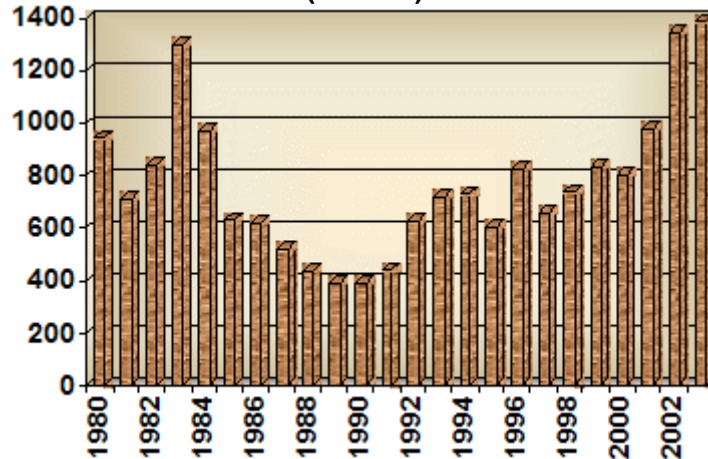
Source: Apartment MarketData Research

**Lubbock MSA Multifamily Building Permits  
(5+ Family Bldg. Permits in Units)**



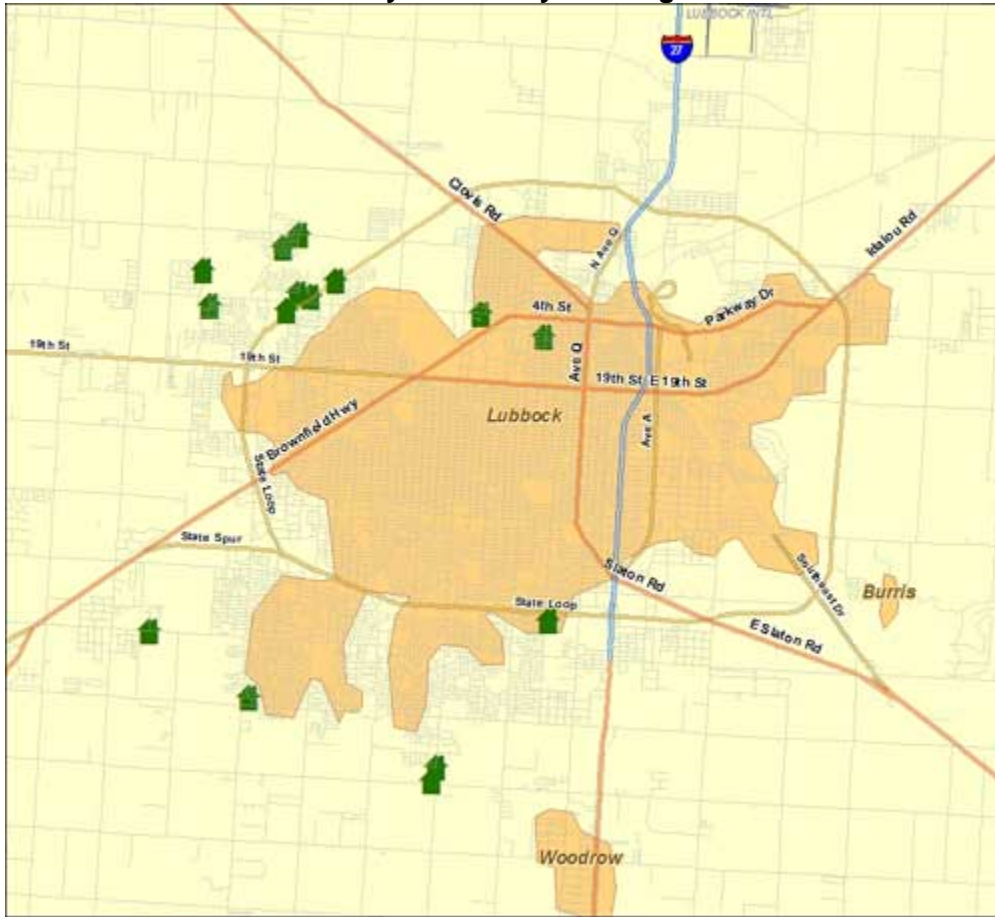
Source: U.S. Census Bureau

**Lubbock MSA Single-Family Building Permits  
(in units)**



Source: U.S. Census Bureau

### Lubbock City Multifamily Building Permits



Lubbock City Building Permit Office

## Lubbock Market Overview 2004

### Housing

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#### Housing Affordability - Fourth Quarter 2003

	Percent of Households That Can Afford Median-priced Home	THAI*	THAI for First-time Homebuyers
Lubbock MSA	55	1.07	0.86
Texas MLS Total	54	1.06	0.92
U.S. Total	55	1.06	0.77

\* The THAI is the ratio of median household income to the income required to buy the median priced home using currently available mortgage financing. Standard financing is a 30-year loan covering 80 percent of the cost of the home. A THAI of 1.00 indicates that the median household income is just enough to qualify for a loan sufficient to purchase the median-priced home.

Source: Real Estate Center at Texas A&M University

**Price Distribution of MLS Homes Sold, Lubbock, 2003  
(in percent)**

Price Range	1998	1999	2000	2001	2002	2003
\$29,999 or less	4.8	4.1	3.6	3.2	4.0	2.8
30,000 - 39,999	4.8	6.5	4.4	3.6	3.4	2.9
40,000 - 49,999	10.2	9.2	7.5	6.8	5.7	4.0
50,000 - 59,999	11.0	9.6	8.9	9.6	8.0	6.3
60,000 - 69,999	12.4	11.6	12.0	11.3	9.2	8.3
70,000 - 79,999	12.9	11.3	11.2	10.9	11.2	10.9
80,000 - 89,999	10.5	11.2	11.1	11.7	10.5	10.5
90,000 - 99,999	5.7	6.4	6.6	8.1	8.4	9.4
100,000 - 119,999	8.1	7.4	9.1	8.4	8.2	10.7
120,000 - 139,999	6.3	7.1	7.4	7.8	8.3	7.9
140,000 - 159,999	3.7	4.3	4.7	5.2	5.5	7.1
160,000 - 179,999	2.1	2.7	3.3	3.3	4.6	4.0
180,000 - 199,999	2.0	2.1	2.7	2.5	3.1	3.7
200,000 - 249,999	2.7	2.6	3.3	3.6	4.3	4.7
250,000 - 299,999	1.0	1.8	2.5	2.1	2.4	3.0
300,000 - 399,999	1.0	1.4	1.2	1.2	2.2	2.8
400,000 - 499,999	0.3	0.3	0.2	0.4	0.6	0.7
500,000 and more	0.3	0.3	0.4	0.4	0.3	0.4

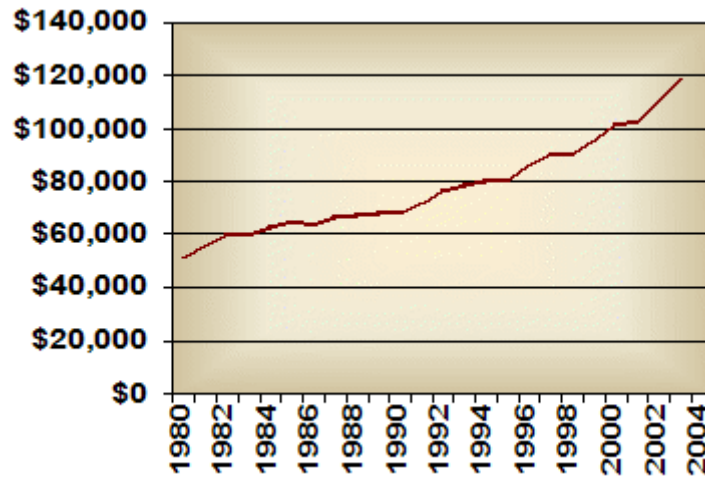
Source: Real Estate Center at Texas A&M University

**Property Tax Rates, 2003**

Taxing Entity	Tax Rate per \$100 Valuation
City of Lubbock	\$0.57
Lubbock County	0.19
Lubbock ISD	1.61
Hospital District	0.10
High Plains Water District	0.01
<b>Total</b>	<b>\$2.48</b>

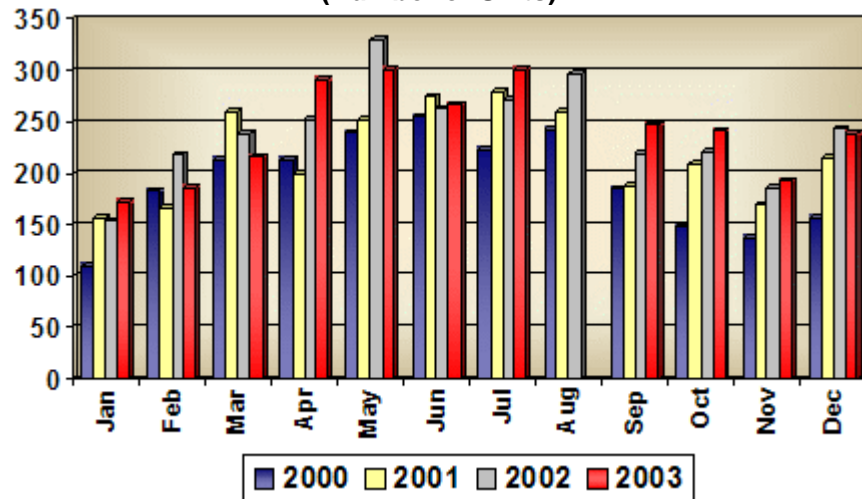
Source: Lubbock Central Appraisal District

**Average Sales Price of Single-Family Home, Lubbock Area**



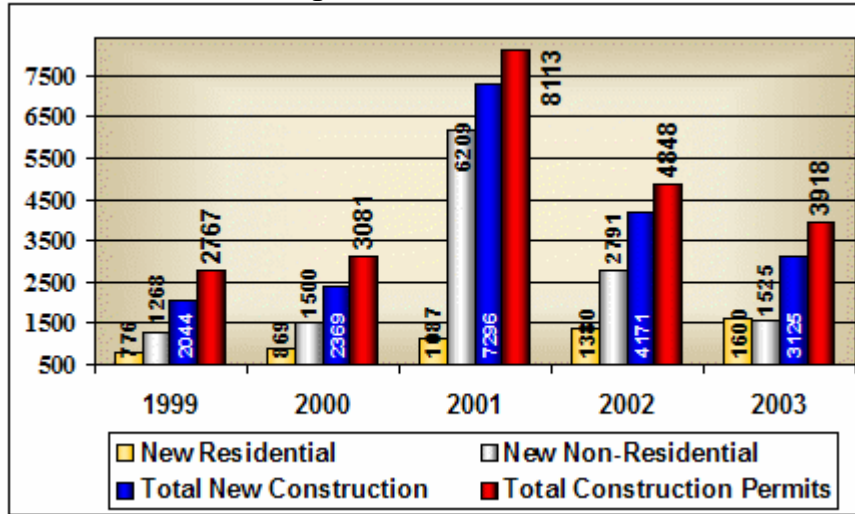
Source: Real Estate Center at Texas A&M University

**Single-Family Home Sales Volume, Lubbock Area  
 (Number of Units)**



Source: Real Estate Center at Texas A&M University

### Building Permits, Lubbock Area

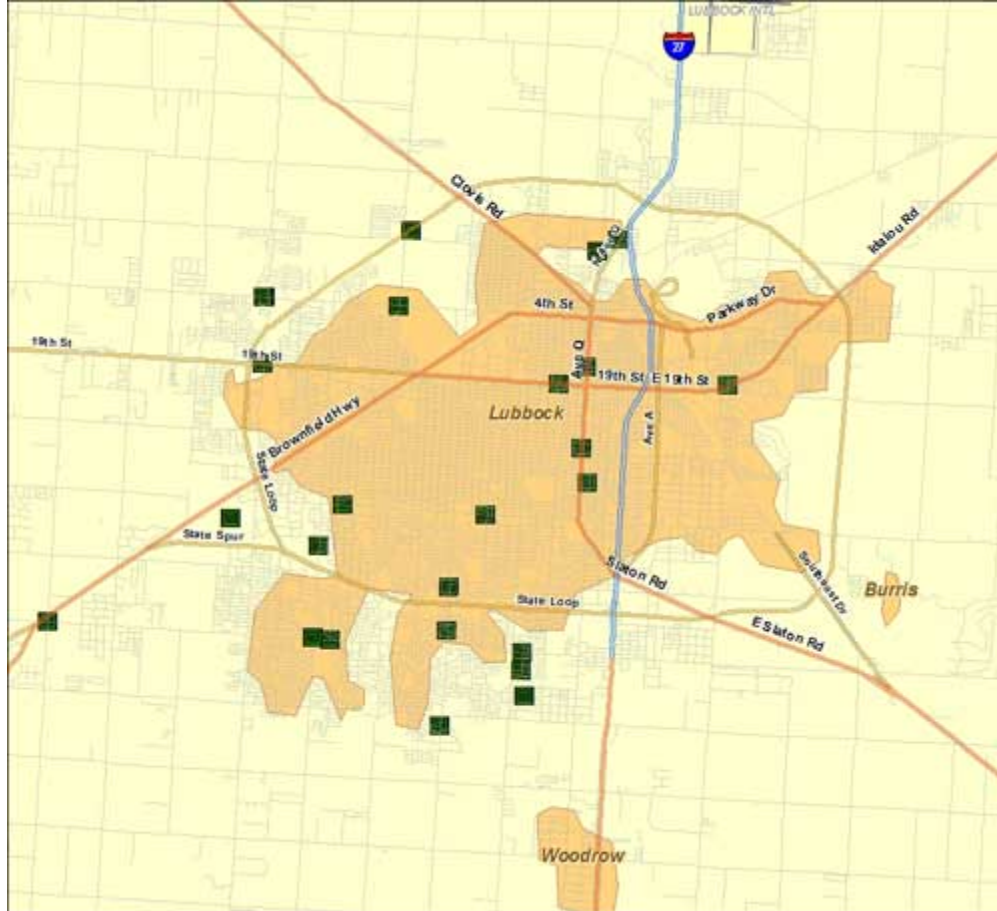


Source: Market Lubbock, Inc.

# Lubbock Market Overview 2004

## Retail

Lubbock City Retail Building Permits



Lubbock City Building Permit Office

## Lubbock Market Overview 2004 Hotel

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### Hotel\* Occupancy and Rental Rates

	Lubbock	Texas
<b>2000</b>		
Rooms (000)	3.2	296.8
Average daily rental rate	\$55.66	\$71.56
Occupancy rate (percent)	62.2	59.3
<b>2001</b>		
Rooms (000)	3.3	307.1
Average daily rental rate	\$56.92	\$70.27
Occupancy rate (percent)	63.4	57.3
<b>2002</b>		
Rooms (000)	3.4	314.3
Average daily rental rate	\$59.24	\$70.11
Occupancy rate (percent)	63.2	55.4
<b>2003</b>		
Rooms (000)	3.5	320.8
Average daily rental rate	\$59.13	\$68.78
Occupancy rate (percent)	61.0	54.3

Source: Office of the Governor Economic Development and Tourism and Source Strategies, Inc. of San Antonio  
\*Only properties exceeding \$16,600 in the current quarter are included; those units below \$16,600 only result in 1.5% of the total state revenues, and have been excluded from this database.

# Lubbock Market Overview 2004 Office

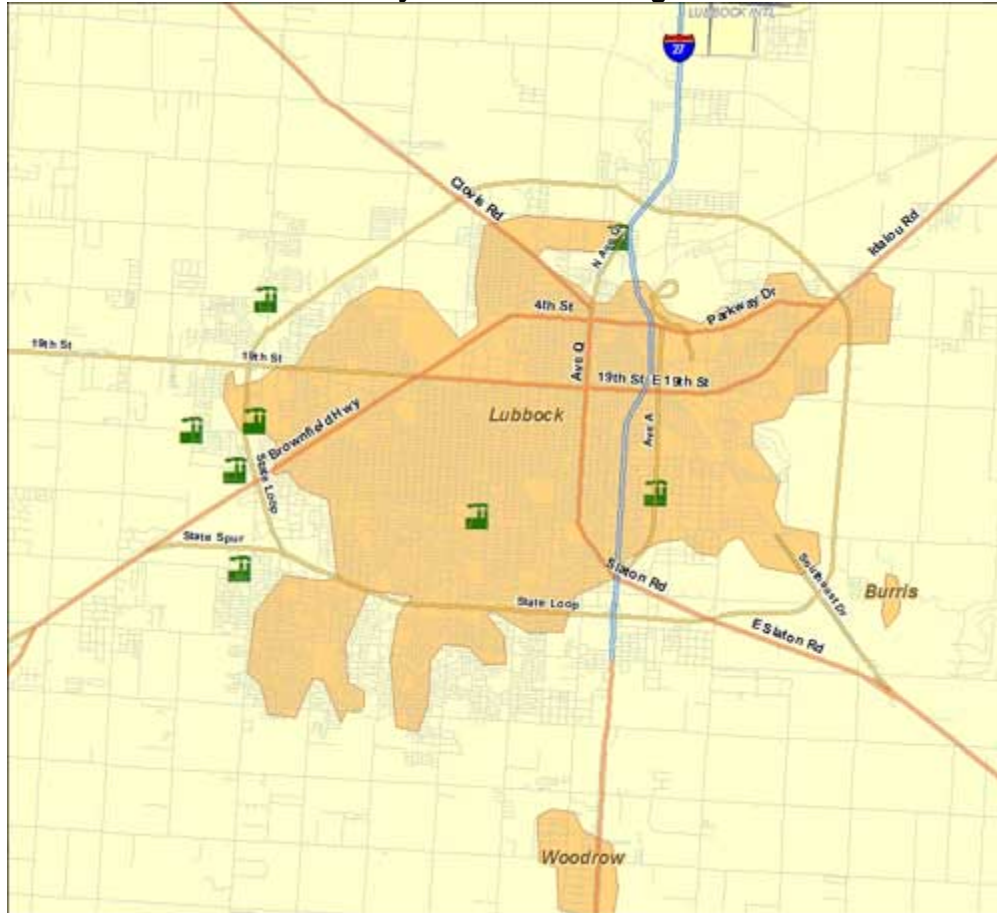
Lubbock City Office Building Permits



Lubbock City Building Permit Office

# Lubbock Market Overview 2004 Industrial

Lubbock City Industrial Building Permits



Lubbock City Building Permit Office



This annual report is created free of charge by the Real Estate Center at Texas A&M University. We strive to provide the most accurate, up-to-date, and insightful data to paint a detailed picture of Texas' Metropolitan Statistical Area's. The Center also provides numerous publications, resources, and data on building permits, employment, population, and home sales at <http://recenter.tamu.edu>.

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