



## Residential Strategies

January 27, 2022

Jim Skinner  
Sheriff  
Collin County Sheriff's Office  
4300 Community Avenue  
McKinney, TX 75071

Re: Collin County Sheriff's Office Territory - Annual New Home Forecast

Dear Sheriff Skinner,

Thank you for giving Residential Strategies, Inc. ("RSI") the opportunity to provide a proposal for research related to the territory of the Collin County Sheriff's office.

The primary objective of the research, as proposed below, is to provide the Collin County Sheriff's office with a new home construction forecast the service territory.

RSI's proposal for a market analysis follows below.

### Residential Strategies, Inc. Proposal

#### Description of Service

##### ***1. Evaluation of Current and Future New Home Construction in the Collin County Sheriff's Office Service Territory***

---

- RSI will prepare 5-Year Quarterly Forecasts covering the service territory that overlaps with RSI's quarterly census of the new home market.
  - The forecast report will be provided in an Excel spreadsheet with separate projections for each subdivision, including annual starts and closings, total occupied homes, projected starts, and remaining lot supply.
  - The forecasts will cover 2018-2020 historical data and the five-year period of 2022-2026
- RSI will provide maps that highlight the service territory, subdivision locations, and the section status of new home developments. Maps are provided in electronic format (JPEG).



## Residential Strategies

- RSI will provide shapefiles and KMZ files (for use in Google Earth) of subdivision and section locations within the service territory that include developer, builder, and price range data
- RSI will provide an annual summary of the Dallas-Ft. Worth and Collin County New Home Market. The presentation will be in PowerPoint format and include RSI's aerial photos of residential developments in the service territory
- One (1) in-person meeting/presentation by an RSI Consultant to the Collin County Commissioners Court or other entity chosen by the Sheriff's office.

### Fees and Payment

The total annual fee for the services described above is \$8,500

RSI will invoice the Collin County Sheriff's Office upon delivery of the report. The report will be delivered by February 28, 2022.

Additional presentations are charged at a rate of \$150 per hour (\$500 minimum) plus travel expenses.

### Items Specifically Excluded From the Proposal

As a result of the findings from the market research provided by RSI, the Collin County Sheriff's Office may from time to time request RSI to perform additional services (e.g. large print jobs such as wall maps, notebooks with dividers for committee meetings, or other services outside the scope of the services outlined above), and in such event RSI will price these projects separately from this letter agreement, either on a project or per hour basis; provided, however, that RSI shall obtain written approval prior to commencing work on, and/or incurring costs in connection with, any such additional services.

### Miscellaneous Terms

Renewal Terms and Termination. At the expiration of the initial term of this Agreement as set out above, this Agreement shall automatically renew on an annual basis until either party gives the other notice of cancellation at least 30 days before the end of the then-current quarter. RSI may make price adjustments to the fees due under this Agreement on this annual basis. RSI may terminate this Agreement for convenience upon 60 days' written notice to you or immediately for your material breach of this Agreement that remains uncured for 30 days after RSI' notice thereof.



## Residential Strategies

The Colling County Sheriff's Office agrees and acknowledges that RSI regularly provides written and oral advice and data to various clients that may have business interests that are adverse or potentially adverse to the Collin County Sheriff's Office business interests. In particular, RSI advises real estate developers, builders, vendors and financing sources as to information that may include information and data that is similar in substance to the information and data that RSI furnishes to the sheriff's office under this letter agreement. By executing this letter agreement, the Collin County Sheriff's office waives any existing or potential conflict of interest that may exist with respect to any such other engagements that RSI may have now or in the future.

RSI agrees not to disclose any Client Information (defined below) that the sheriff's office may deliver to RSI in connection with RSI's engagement hereunder. For purposes hereof, the term "Client Information" includes any information concerning the Collin County Sheriff's Office proposed or existing business activities disclosed to, or uncovered or overheard by, RSI or its employees agents, or representatives in connection with RSI's performance of the services described in this letter agreement. The term Confidential Information does not include information which (i) is or becomes generally available to the public other than as a result of a disclosure by RSI or its representatives, (ii) was rightfully within RSI's possession prior to its being furnished by or on behalf of the Collin County Sheriff's Office pursuant hereto or is disclosed to RSI by another party without obligation of confidentiality, (iii) becomes available to RSI on a non-confidential basis from a source other than the Collin County Sheriff's Office, or (iv) is developed independently by RSI.

RSI shall use commercially reasonable efforts to provide information to the Collin County Sheriff's Office in connection with the services rendered hereunder that is accurate and complete in all material respects. RSI shall not be liable to the Collin County Sheriff's Office or any of its affiliates for any inaccuracies, errors or omissions in connection with the services provided hereunder unless such inaccuracies, errors or omissions are the result of RSI's gross negligence or willful misconduct. In no event shall RSI have any liability to you or your affiliates in excess of the total amount of fees paid hereunder. Except as set forth above, RSI makes no representation or warranty, express or implied, regarding the services rendered hereunder or the implementation of such services by the Collin County Sheriff's office.

This letter agreement contains the entire understanding and agreement of the parties concerning the subject matter hereof, and supersedes all previous agreements (oral or written) between the parties.

\* \* \* \* \*



## Residential Strategies

If the foregoing conforms with your understanding of our discussions and is acceptable, please indicate your acceptance of the proposal by signing in the space below, at which time this letter will be our agreement concerning our respective obligations.

We look forward to working with you and appreciate the opportunity to prepare a proposal for this research project.

Very truly yours,

Brent Alexander

Director of Demographic Research

---

*Agreed to and accepted by:*

Accepted and Agreed as of this \_\_\_\_\_ day of \_\_\_\_\_, 2022.

By: \_\_\_\_\_

Printed Name: \_\_\_\_\_