

Texas by the numbers

MEDIAN PRICE \$240,000 UP 3.2% from 2018

ACTIVE LISTINGS 104,859 UP 5.6% from 2018

AVERAGE DAYS ON MARKET

59 1 day more than 2018 HOMES SOLD **357,238** UP 4% from 2018

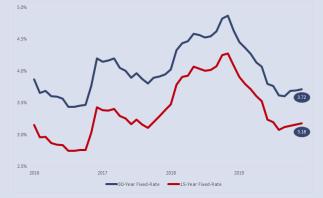
MONTHS OF INVENTORY 3.1

Compared to 3.2 in 2018

MEDIAN PRICE PER SQ. FT. \$121.15 UP 4.2% from 2018 4-YEAR COMPARISON Home sales volume vs. Median Price



MONTHLY AVERAGE MORTGAGE INTEREST RATES



\$59,570

MEDIAN HOUSEHOLD INCOME TEXAS

ACCORDING TO THE U.S. CENSUS BUREAU

Texas

\$0 - \$99,999	6.3%
\$100,000 - \$199,999	27.7%
\$200,000 - \$299,999	33.2%
\$300,000 - \$399,999	16.4%
\$400,000 - \$499,999	7.5%
\$500,000 - \$749,999	6.0%
\$750,000 - \$999,999	1.6%
\$1,000,000+	1.5%



Dallas-Fort Worth-Arlington MSA

\$0 - \$99,999	2.1 %
\$100,000 - \$199,999	19.2%
\$200,000 - \$299,999	36.9%
\$300,000 - \$399,999	20.9%
\$400,000 - \$499,999	9.7%
\$500,000 - \$749,999	7.5%
\$750,000 - \$999,999	1.9%
\$1,000,000+	l 1.8%

Houston-The Woodlands-Sugar Land MSA

\$0 - \$99,999	4.0%
\$100,000 - \$199,999	27.6%
\$200,000 - \$299,999	34.6%
\$300,000 - \$399,999	16.7%
\$400,000 - \$499,999	7.4%
\$500,000 - \$749,999	6.0%
\$750,000 - \$999,999	1.8%
\$1,000,000+	l 1.9 %

The availability of homes priced under $200,000\ has$ deceased 17.5% since 2015

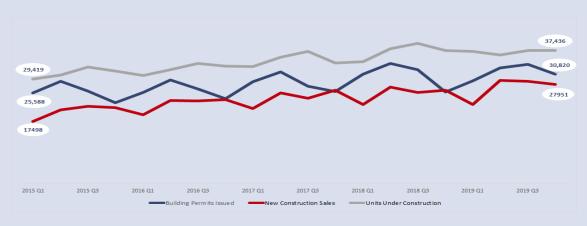
Austin-Round Rock MSA

\$0 - \$99,999	0.3%
\$100,000 - \$199,999	7.8%
\$200,000 - \$299,999	38.0%
\$300,000 - \$399,999	23.0%
\$400,000 - \$499,999	12.9%
\$500,000 - \$749,999	11.8%
\$750,000 - \$999,999	3.2%
\$1,000,000+	3.1%

San Antonio-New Braunfels MSA

\$0 - \$99,999	4.3%
\$100,000 - \$199,999	30.6%
\$200,000 - \$299,999	37.3%
\$300,000 - \$399,999	15.2%
\$400,000 - \$499,999	6.6%
\$500,000 - \$749,999	4.4%
\$750,000 - \$999,999	1.0%
\$1,000,000+	0.6 %

NEW CONSTRUCTION Texas



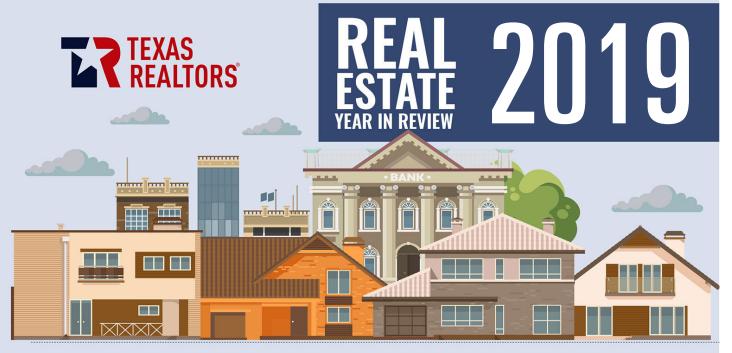


APARTMENT RENT & VACANCY RATES

	2019 Average Asking Rent	% Change in Rent Rate - YoY	Vacancy Rate	
Odessa-Midland	\$1,381	▲ 1.6%	5.5%	
Austin	\$1,292	▲ 4.8%	5.4%	
Dallas	\$1,255	▲ 4.6%	6.3%	
Houston	\$1,105	▲ 2.9%	5.4%	
Fort Worth	\$1,025	▲ 4.0%	4.4%	
Corpus Christi	\$981	▲ 1.5%	3.9%	
San Antonio	\$975	▲ 2.7%	5.9%	
College Station-Bryan	\$896	▲ 1.9%	4.6%	
Tyler	\$895	▲ 2.9%	4.0%	
Laredo	\$891	▲ 1.5%	4.2%	
Victoria	\$856	▲ 3.5%	2.6%	
Beaumont	\$836	▼ -0.5%	4.4%	

	2019 Average Asking Rent	% Change in Rent Rate - YoY	Vacancy Rate
El Paso	\$830	▲ 2.7%	4.5%
Waco	\$804	▲ 2.2%	2.5%
Killeen-Fort Hood	\$789	▲ 2.9%	3.1%
San Angelo	\$786	▲ 2.8%	3.9%
Lubbock	\$785	▲ 1.6%	5.9%
McAllen	\$759	▲ 2.4%	4.1%
Abilene	\$754	▲ 4.3%	2.9%
Amarillo	\$753	▲ 2.0%	7.2%
Sherman-Denison	\$741	▲ 1.6%	2.0%
Longview	\$730	▲ 1.6%	3.3%
Brownsville-Harlingen	\$724	▲ 5.6%	2.2%
Wichita Falls	\$696	▲ 3.0%	4.6%

Abilene Metropolitan Statistical Area



Abilene MSA by the numbers

MEDIAN PRICE \$173,000 UP 8.2% from 2018

ACTIVE LISTINGS 645 UP 1.1% from 2018

AVERAGE DAYS ON MARKET

57 3 days more than 2018 HOMES SOLD **2,383** UP 2.5% from 2018

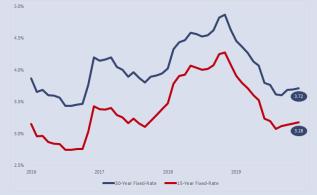
> MONTHS OF INVENTORY **3.0**

Compared to 3.2 in 2018

MEDIAN PRICE PER SQ. FT. \$102.57 UP 5.6% from 2018 4-YEAR COMPARISON Home sales volume vs. Median Price



MONTHLY AVERAGE MORTGAGE INTEREST RATES



\$49,945

MEDIAN HOUSEHOLD INCOME ABILENE

ACCORDING TO THE U.S. CENSUS BUREAU

Abilene MSA

18.1%	\$0 - \$99,999
43.6%	\$100,000 - \$199,999
26.5%	\$200,000 - \$299,999
8.7%	\$300,000 - \$399,999
1.9%	\$400,000 - \$499,999
1.1%	\$500,000 - \$749,999
0.2%	\$750,000 - \$999,999
0.1%	\$1,000,000+

The Real Estate Center at Texas A&M University cites \$150,000-\$200,000 as a typical budget threshold for entry-level and first-time homebuyers.

Taylor County

\$0 - \$99,999	15.6%
\$100,000 - \$199,999	43.8%
\$200,000 - \$299,999	27.9%
\$300,000 - \$399,999	9.3%
\$400,000 - \$499,999	2.1%
\$500,000 - \$749,999	1.1%
\$750,000 - \$999,999	0.2%
\$1,000,000+	l 0.1%

Callahan County

\$0 - \$99,999	31.9%
\$100,000 - \$199,999	49.3%
\$200,000 - \$299,999	13.8%
\$300,000 - \$399,999	4.4%
\$400,000 - \$499,999	0.0%
\$500,000 - \$749,999	0.7%
\$750,000 - \$999,999	0.0%
\$1,000,000+	0.0%

The availability of homes priced under $200,000\ has$ deceased $12.5\%\ since\ 2015$

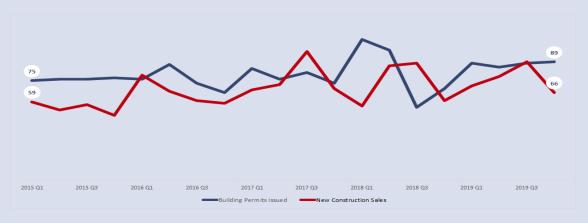
Jones County

\$0 - \$99,999	45.8%
\$100,000 - \$199,999	35.0%
\$200,000 - \$299,999	16.7%
\$300,000 - \$399,999	1.7%
\$400,000 - \$499,999	0.0%
\$500,000 - \$749,999	0.8%
\$750,000 - \$999,999	0.0%
\$1,000,000+	0.0%

Runnels County

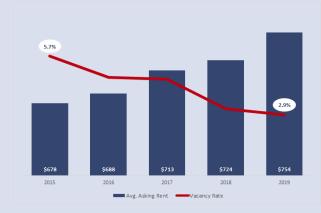
\$0 - \$99,999		55.0%
\$100,000 - \$199,999		33.3%
\$200,000 - \$299,999	6.7%	
\$300,000 - \$399,999	1.7%	
\$400,000 - \$499,999	3.3%	
\$500,000 - \$749,999	0.0%	
\$750,000 - \$999,999	0.0%	
\$1,000,000+	0.0%	

NEW CONSTRUCTION Abilene

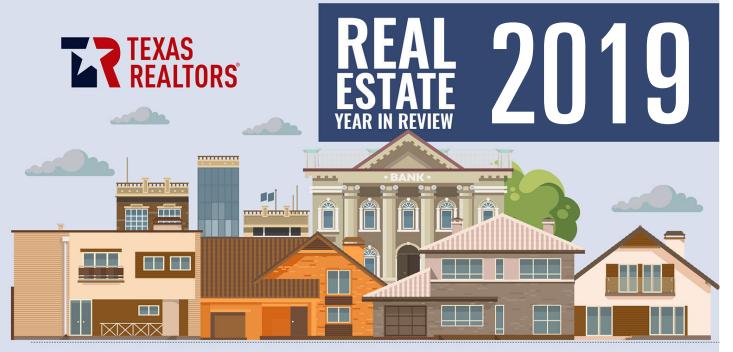




APARTMENT RENT & VACANCY RATES



Amarillo Metropolitan Statistical Area



Amarillo MSA by the numbers

MEDIAN PRICE \$172,000 UP 4.2% from 2018

ACTIVE LISTINGS **1,054** DOWN 3.7% from 2018

> AVERAGE DAYS ON MARKET

55 3 days more than 2018 HOMES SOLD **3,415** UP 3.3% from 2018

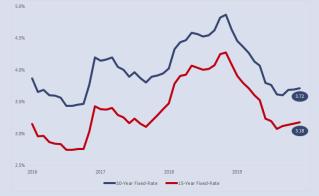
MONTHS OF INVENTORY **3.0**

Compared to 3.9 in 2018

MEDIAN PRICE PER SQ. FT. \$102.41 UP 4.1% from 2018 4-YEAR COMPARISON Home sales volume vs. Median Price



MONTHLY AVERAGE MORTGAGE INTEREST RATES



\$54,912

MEDIAN HOUSEHOLD INCOME AMARILLO

ACCORDING TO THE U.S. CENSUS BUREAU

Amarillo MSA

\$0 - \$99,999	14.7%
\$100,000 - \$199,999	48.2%
\$200,000 - \$299,999	22.6%
\$300,000 - \$399,999	8.6%
\$400,000 - \$499,999	3.6%
\$500,000 - \$749,999	1.6%
\$750,000 - \$999,999	0.5%
\$1,000,000+	0.2%

The Real Estate Center at Texas A&M University cites \$150,000-\$200,000 as a typical budget threshold for entry-level and first-time homebuyers.

Randall County

\$0 - \$99,999	6.9%	
\$100,000 - \$199,999		51.9 %
\$200,000 - \$299,999	25.9%	
\$300,000 - \$399,999	9.0%	
\$400,000 - \$499,999	3.8%	
\$500,000 - \$749,999	1.8%	
\$750,000 - \$999,999	0.5%	
\$1,000,000+	0.2%	

Potter County

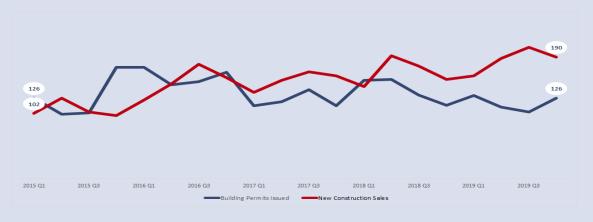
\$0 - \$99,999	32.0%
\$100,000 - \$199,999	39.5%
\$200,000 - \$299,999	15.5%
\$300,000 - \$399,999	7.7%
\$400,000 - \$499,999	3.3%
\$500,000 - \$749,999	1.3%
\$750,000 - \$999,999	0.5%
\$1,000,000+	0.1%

The availability of homes priced under \$200,000 has deceased 7.6% since 2015

Texas

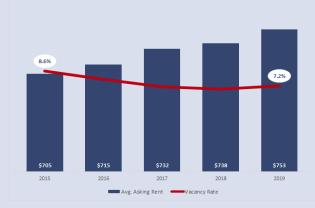
\$0 - \$99,999	6.3%
\$100,000 - \$199,999	27.7%
\$200,000 - \$299,999	33.2%
\$300,000 - \$399,999	16.4%
\$400,000 - \$499,999	7.5%
\$500,000 - \$749,999	6.0%
\$750,000 - \$999,999	1.6%
\$1,000,000+	1.5%

NEW CONSTRUCTION Amarillo





APARTMENT RENT & VACANCY RATES



Austin-Round Rock Metropolitan Statistical Area



Austin-Round Rock MSA by the numbers



ACTIVE LISTINGS **6,989** DOWN 4.6% from 2018

> AVERAGE DAYS ON MARKET

56 Unchanged from 2018 HOMES SOLD **36,782** UP 6.3% from 2018

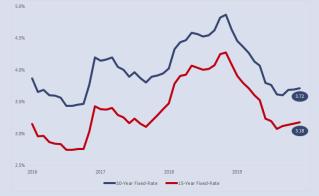
> MONTHS OF INVENTORY 1.7

Compared to 2.2 in 2018

MEDIAN PRICE PER SQ. FT. \$158.59 UP 3.3% from 2018 4-YEAR COMPARISON HOME SALES VOLUME VS. MEDIAN PRICE



MONTHLY AVERAGE MORTGAGE INTEREST RATES



\$73,213

MEDIAN HOUSEHOLD INCOME AUSTIN-ROUND ROCK

ACCORDING TO THE U.S. CENSUS BUREAU

Austin-Round Rock MSA

\$0 - \$99,999	0.3%
\$100,000 - \$199,999	7.8%
\$200,000 - \$299,999	38.0%
\$300,000 - \$399,999	23.0%
\$400,000 - \$499,999	12.9%
\$500,000 - \$749,999	11.8%
\$750,000 - \$999,999	3.2%
\$1,000,000+	3.1%



Travis County

\$0 - \$99,999	0.1
\$100,000 - \$199,999	5.
\$200,000 - \$299,999	
\$300,000 - \$399,999	
\$400,000 - \$499,999	
\$500,000 - \$749,999	
\$750,000 - \$999,999	5.
\$1,000,000+	5.



Williamson County

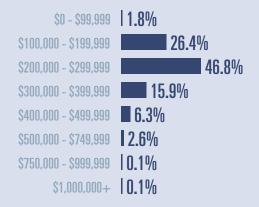
\$0 - \$99,999	0.3%
\$100,000 - \$199,999	7.2%
\$200,000 - \$299,999	48.4%
\$300,000 - \$399,999	26.3%
\$400,000 - \$499,999	11.0%
\$500,000 - \$749,999	6.2%
\$750,000 - \$999,999	0.6%
\$1,000,000+	0.2%

The availability of homes priced under \$200,000 has deceased 17.5% since 2015

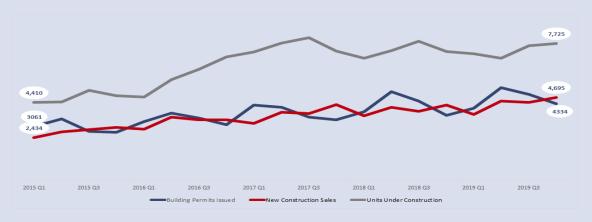
Hays County

\$0 - \$99,999	0.3%	
\$100,000 - \$199,999	10.7%	
\$200,000 - \$299,999		48.5%
\$300,000 - \$399,999	15.8%	
\$400,000 - \$499,999	10.4%	
\$500,000 - \$749,999	11.3%	
\$750,000 - \$999,999	2.3%	
\$1,000,000+	0.9%	

Bastrop County

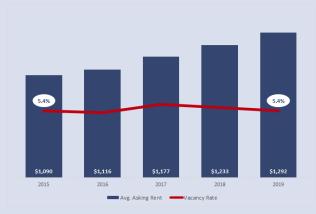


NEW CONSTRUCTION Austin-Round Rock





APARTMENT RENT & VACANCY RATES



Beaumont-Port Arthur Metropolitan Statistical Area



Beaumont-Port Arthur MSA by the numbers

MEDIAN PRICE \$164,900 UP 9.9% from 2018

ACTIVE LISTINGS 1,374 UP 21.6th from 2018

> AVERAGE DAYS ON MARKET

80 5 days more than 2018 HOMES SOLD **3,893** UP 1.6% from 2018

> MONTHS OF INVENTORY **4**.0

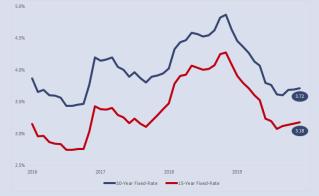
Compared to 3.7 in 2018

MEDIAN PRICE PER SQ. FT. \$ 96.78 UP 9% from 2018

4-YEAR COMPARISON HOME SALES VOLUME VS. MEDIAN PRICE



MONTHLY AVERAGE MORTGAGE INTEREST RATES



\$51,094

MEDIAN HOUSEHOLD INCOME BEAUMONT-PORT ARTHUR

ACCORDING TO THE U.S. CENSUS BUREAU

Beaumont-Port Arthur MSA

\$0 - \$99,999	20.6%
\$100,000 - \$199,999	43.9%
\$200,000 - \$299,999	22.9%
\$300,000 - \$399,999	8.7%
\$400,000 - \$499,999	2.7%
\$500,000 - \$749,999	1.0%
\$750,000 - \$999,999	0.2%
\$1,000,000+	0.1%



The Real Estate Center at Texas A&M University cites \$150,000-\$200,000 as a typical budget threshold for entry-level and first-time homebuyers.

Jefferson County

\$0 - \$99,999	21.1%
\$100,000 - \$199,999	46.2%
\$200,000 - \$299,999	21.0%
\$300,000 - \$399,999	7.4%
\$400,000 - \$499,999	3.0%
\$500,000 - \$749,999	1.1%
\$750,000 - \$999,999	0.1%
\$1,000,000+	l 0.1%

Orange County

\$0 - \$99,999	25.0%
\$100,000 - \$199,999	41.7%
\$200,000 - \$299,999	25.0%
\$300,000 - \$399,999	6.9%
\$400,000 - \$499,999	1.0%
\$500,000 - \$749,999	0.2%
\$750,000 - \$999,999	0.1%
\$1,000,000+	0.0%

The availability of homes priced under \$200,000 has deceased 11.1% since 2015

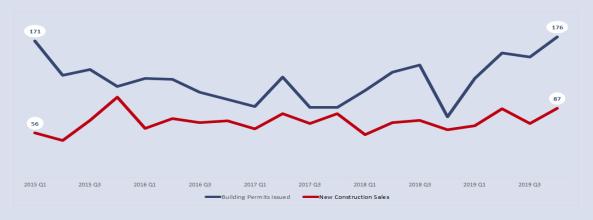
Hardin County

\$0 - \$99,999	12.1%
\$100,000 - \$199,999	38.6%
\$200,000 - \$299,999	27.8%
\$300,000 - \$399,999	15.6%
\$400,000 - \$499,999	4.0%
\$500,000 - \$749,999	1.4%
\$750,000 - \$999,999	0.5%
\$1,000,000+	0.0%

Texas

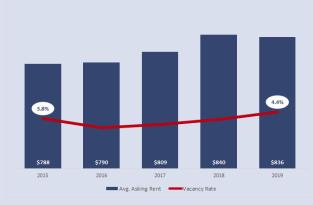
\$0 - \$99,999	6.3%
\$100,000 - \$199,999	27.7%
\$200,000 - \$299,999	33.2%
\$300,000 - \$399,999	16.4%
\$400,000 - \$499,999	7.5%
\$500,000 - \$749,999	6.0%
\$750,000 - \$999,999	1.6%
\$1,000,000+	1.5%

NEW CONSTRUCTION Beaumont-Port Arthur





APARTMENT RENT & VACANCY RATES



Brownsville-Harlingen Metropolitan Statistical Area



Brownsville-Harlingen MSA by the numbers

MEDIAN PRICE \$150,000 UP 4.2% from 2018

ACTIVE LISTINGS **1,388** DOWN 10.2[%] from 2018

> AVERAGE DAYS ON MARKET

108 13 days less than 2018 HOMES SOLD **2,442** UP 6% from 2018

MONTHS OF

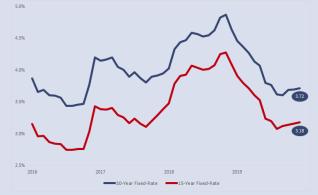
6.4 Compared to 7.6 in 2018

> MEDIAN PRICE PER SQ. FT. \$ 93.92 UP 7% from 2018

4-YEAR COMPARISON HOME SALES VOLUME VS. MEDIAN PRICE



MONTHLY AVERAGE MORTGAGE INTEREST RATES



\$37,132

MEDIAN HOUSEHOLD INCOME BROWNSVILLE-HARLINGEN

ACCORDING TO THE U.S. CENSUS BUREAU

Brownsville-Harlingen MSA

\$0 - \$99,999	20.9%
\$100,000 - \$199,999	50.4%
\$200,000 - \$299,999	18.1%
\$300,000 - \$399,999	6.7%
\$400,000 - \$499,999	2.0 %
\$500,000 - \$749,999	1.5%
\$750,000 - \$999,999	0.3%
\$1,000,000+	0.0%



The Real Estate Center at Texas A&M University cites \$150,000-\$200,000 as a typical budget threshold for entry-level and first-time homebuyers.

Hidalgo County

\$0 - \$99,999	15.6%	
\$100,000 - \$199,999		59.2 %
\$200,000 - \$299,999	19.9%	
\$300,000 - \$399,999	3.4%	
\$400,000 - \$499,999	1.1%	
\$500,000 - \$749,999	0.7%	
\$750,000 - \$999,999	0.1%	
\$1,000,000+	0.0%	

Cameron County

\$0 - \$99,999	20.9%	
\$100,000 - \$199,999	50.	4%
\$200,000 - \$299,999	18.1%	
\$300,000 - \$399,999	6.7%	
\$400,000 - \$499,999	2.0%	
\$500,000 - \$749,999	1.5%	
\$750,000 - \$999,999	0.3%	
\$1,000,000+	0.0%	

The availability of homes priced under $200,000\ has$ deceased $9.9\%\ since\ 2015$

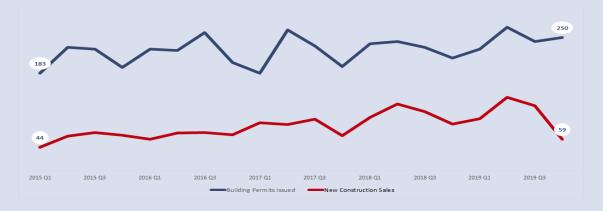
Willacy County

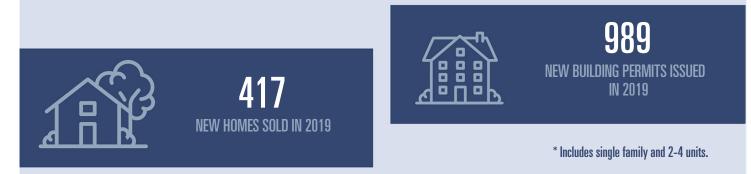
\$0 - \$99,999	46.2%
\$100,000 - \$199,999	28.2%
\$200,000 - \$299,999	23.1%
\$300,000 - \$399,999	2.6%
\$400,000 - \$499,999	0.0%
\$500,000 - \$749,999	0.0%
\$750,000 - \$999,999	0.0%
\$1,000,000+	0.0%

Texas

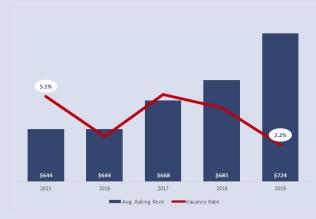
\$0 - \$99,999	6.3%
\$100,000 - \$199,999	27.7%
\$200,000 - \$299,999	33.2%
\$300,000 - \$399,999	16.4%
\$400,000 - \$499,999	7.5%
\$500,000 - \$749,999	6.0%
\$750,000 - \$999,999	1.6%
\$1,000,000+	1.5%

NEW CONSTRUCTION Brownsville-Harlingen





APARTMENT RENT & VACANCY RATES



College Station-Bryan Metropolitan Statistical Area



College Station-Bryan MSA by the numbers

MEDIAN PRICE \$222,000 DOWN 0.8% from 2018

ACTIVE LISTINGS 1,433 UP 17.9% from 2018

> AVERAGE DAYS ON MARKET

70 7 days more than 2018 HOMES SOLD **3,386** UP 1.8% from 2018

> MONTHS OF Inventory

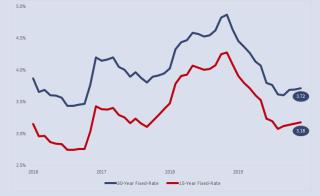
4.5 Compared to 4.0 in 2018

MEDIAN PRICE PER SQ. FT. \$130.25 UP 0.4% from 2018

4-YEAR COMPARISON Home sales volume vs. Median Price



MONTHLY AVERAGE MORTGAGE INTEREST RATES



\$48,213

MEDIAN HOUSEHOLD INCOME COLLEGE STATION-BRYAN

ACCORDING TO THE U.S. CENSUS BUREAU

College Station-Bryan MSA

\$0 - \$99,999	5.9 %
\$100,000 - \$199,999	32.4%
\$200,000 - \$299,999	35.6%
\$300,000 - \$399,999	14.2%
\$400,000 - \$499,999	5.7 %
\$500,000 - \$749,999	4.7%
\$750,000 - \$999,999	1.1%
\$1,000,000+	0.6%



.0%

Brazos County

4.0%	\$0 - \$99,999
31.9%	\$100,000 - \$199,999
37.0%	\$200,000 - \$299,999
14.6%	\$300,000 - \$399,999
6.0%	\$400,000 - \$499,999
4.8%	\$500,000 - \$749,999
1.1%	\$750,000 - \$999,999
0.6%	\$1,000,000+

Burleson County

\$0 - \$99,999	26.7%
\$100,000 - \$199,999	40.5%
\$200,000 - \$299,999	22.8%
\$300,000 - \$399,999	6.7%
\$400,000 - \$499,999	2.8%
\$500,000 - \$749,999	0.6%
\$750,000 - \$999,999	0.0%
\$1,000,000+	 0.0 %

The availability of homes priced under \$200,000 has deceased 18.8% since 2015

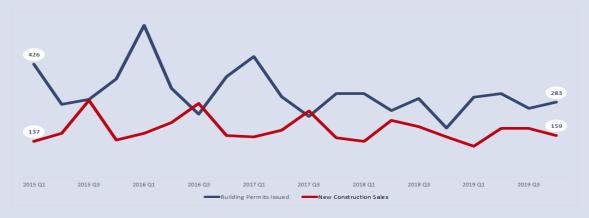
Robertson County

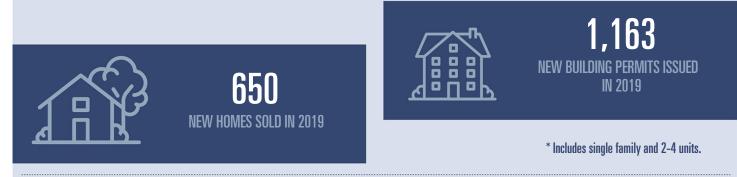
\$0 - \$99,999	24.8%
\$100,000 - \$199,999	33.3%
\$200,000 - \$299,999	17.1%
\$300,000 - \$399,999	13.7%
\$400,000 - \$499,999	3.4%
\$500,000 - \$749,999	6.8%
\$750,000 - \$999,999	0.9%
\$1,000,000+	0.0%

Leon County

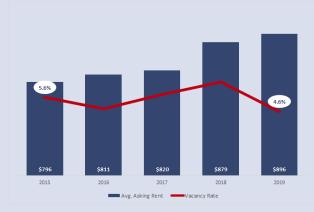
\$0 - \$99,999	15.8%	
\$100,000 - \$199,999	52.5%	
\$200,000 - \$299,999	24.8%	
\$300,000 - \$399,999	5.9 %	
\$400,000 - \$499,999	0.0%	
\$500,000 - \$749,999	l 1.0%	
\$750,000 - \$999,999	0.0%	
\$1,000,000+	0.0%	

NEW CONSTRUCTION College Station-Bryan





APARTMENT RENT & VACANCY RATES



Corpus Christi Metropolitan Statistical Area



Corpus Christi MSA by the numbers

MEDIAN PRICE \$200,000 UP 2.6% from 2018

ACTIVE LISTINGS 2,552 UP 4.2% from 2018

AVERAGE DAYS ON MARKET

80 1 day less than 2018 HOMES SOLD 5,807 UP 3.4% from 2018

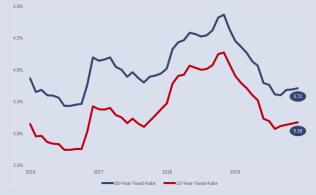
> MONTHS OF INVENTORY 4_7

Compared to 4.9 in 2018

MEDIAN PRICE PER SQ. FT. \$121.75 UP 3.8% from 2018 4-YEAR COMPARISON Home sales volume vs. Median Price



MONTHLY AVERAGE MORTGAGE INTEREST RATES



\$54,499

MEDIAN HOUSEHOLD INCOME Corpus Christi

ACCORDING TO THE U.S. CENSUS BUREAU

Corpus Christi MSA

\$0 - \$99,999	10.9%
\$100,000 - \$199,999	39.0%
\$200,000 - \$299,999	29.8%
\$300,000 - \$399,999	10.4%
\$400,000 - \$499,999	4.9 %
\$500,000 - \$749,999	3.7%
\$750,000 - \$999,999	0.8%
\$1,000,000+	0.6%



The Real Estate Center at Texas A&M University cites \$150,000-\$200,000 as a typical budget threshold for entry-level and first-time homebuyers.

Nueces County

\$0 - \$99,999	11.0%
\$100,000 - \$199,999	38.0%
\$200,000 - \$299,999	29.9%
\$300,000 - \$399,999	10.4%
\$400,000 - \$499,999	5.5%
\$500,000 - \$749,999	3.8%
\$750,000 - \$999,999	0.8%
\$1,000,000+	0.5%

San Patricio County

\$0 - \$99,999	12.0%
\$100,000 - \$199,999	48.6%
\$200,000 - \$299,999	27.9%
\$300,000 - \$399,999	6.9%
\$400,000 - \$499,999	1.8 %
\$500,000 - \$749,999	2.2%
\$750,000 - \$999,999	0.3%
\$1,000,000+	0.4%

The availability of homes priced under \$200,000 has deceased 8.8% since 2015

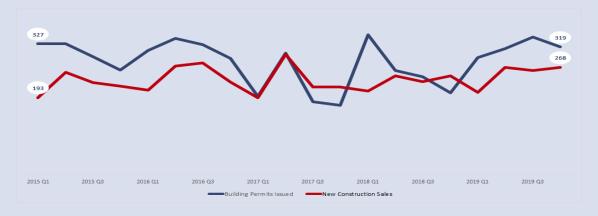
Aransas County

\$0 - \$99,999	8.1%
\$100,000 - \$199,999	33.3%
\$200,000 - \$299,999	31.3%
\$300,000 - \$399,999	15.2%
\$400,000 - \$499,999	4.1%
\$500,000 - \$749,999	5.2 %
\$750,000 - \$999,999	1.6 %
\$1,000,000+	1.3%

Texas

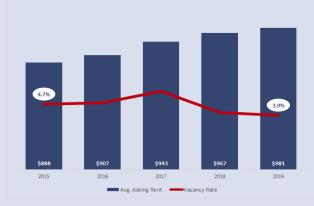
\$0 - \$99,999	6.3%
\$100,000 - \$199,999	27.7%
\$200,000 - \$299,999	33.2%
\$300,000 - \$399,999	16.4%
\$400,000 - \$499,999	7.5%
\$500,000 - \$749,999	6.0%
\$750,000 - \$999,999	1.6%
\$1,000,000+	1.5%

NEW CONSTRUCTION Corpus Christi





APARTMENT RENT & VACANCY RATES



Dallas-Fort Worth-Arlington Metropolitan Statistical Area



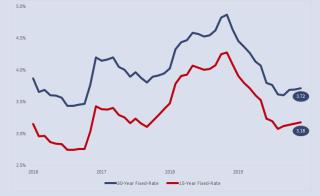
Dallas-Fort Worth-Arlington MSA by the numbers



4-YEAR COMPARISON Home sales volume vs. Median Price



MONTHLY AVERAGE MORTGAGE INTEREST RATES



\$66,982

MEDIAN HOUSEHOLD INCOME DALLAS-FORT WORTH-ARLINGTON

ACCORDING TO THE U.S. CENSUS BUREAU

Dallas-Fort Worth-Arlington MSA

\$0 - \$99,999	2.1%
\$100,000 - \$199,999	19.2%
\$200,000 - \$299,999	36.9%
\$300,000 - \$399,999	20.9%
\$400,000 - \$499,999	9.7%
\$500,000 - \$749,999	7.5%
\$750,000 - \$999,999	1.9 %
\$1,000,000+	1.8%



The Real Estate Center at Texas A&M University cites \$150,000-\$200,000 as a typical budget threshold for entry-level and first-time homebuyers.

Tarrant County

	2.0%	\$0 - \$99,999
25.2%		\$100,000 - \$199,999
43.0%		\$200,000 - \$299,999
6.2 %	16	\$300,000 - \$399,999
D	6.1%	\$400,000 - \$499,999
	4.9%	\$500,000 - \$749,999
	1.6%	\$750,000 - \$999,999
	1.1%	\$1,000,000+

Dallas County

\$0 - \$99,999	3.5%
\$100,000 - \$199,999	28.8%
\$200,000 - \$299,999	30.2%
\$300,000 - \$399,999	14.3%
\$400,000 - \$499,999	8.1%
\$500,000 - \$749,999	8.2%
\$750,000 - \$999,999	2.7%
\$1,000,000+	4.3%

The availability of homes priced under \$200,000 has deceased 24.9% since 2015

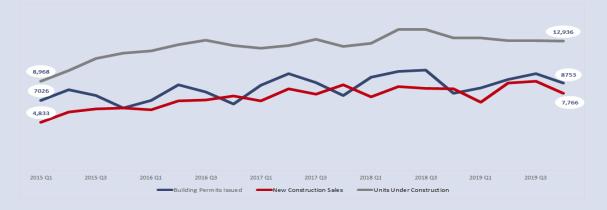
Collin County

\$0 - \$99,999	0.3%
\$100,000 - \$199,999	3.6 %
\$200,000 - \$299,999	32.1%
\$300,000 - \$399,999	32.5%
\$400,000 - \$499,999	16.6%
\$500,000 - \$749,999	11.4%
\$750,000 - \$999,999	2.2%
\$1,000,000+	1.3%

Denton County

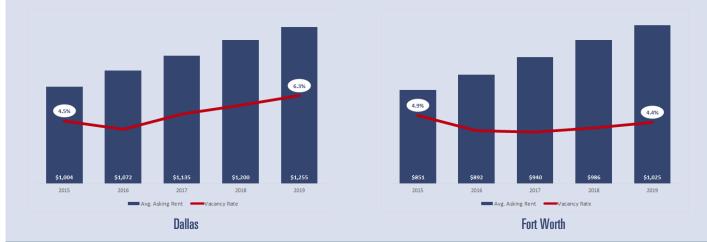
\$0 - \$99,999	0.2%
\$100,000 - \$199,999	5.1%
\$200,000 - \$299,999	39.5%
\$300,000 - \$399,999	27.5%
\$400,000 - \$499,999	13.9%
\$500,000 - \$749,999	10.6%
\$750,000 - \$999,999	2.2%
\$1,000,000+	1.1%

NEW CONSTRUCTION Dallas-Fort Worth-Arlington





APARTMENT RENT & VACANCY RATES



El Paso Metropolitan Statistical Area



El Paso MSA by the numbers

MEDIAN PRICE \$162,450 UP 5.2% from 2018

ACTIVE LISTINGS **2,514** DOWN 17.9[%] from 2018

> AVERAGE DAYS ON MARKET

74 23 days less than 2018

HOMES SOLD **8,669** UP 0.7% from 2018

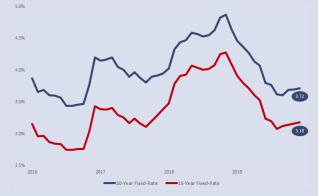
> MONTHS OF INVENTORY 3.0

Compared to 3.8 in 2018

MEDIAN PRICE PER SQ. FT. \$ 95.57 UP 4.2% from 2018 4-YEAR COMPARISON Home sales volume vs. Median Price



MONTHLY AVERAGE MORTGAGE INTEREST RATES



\$44,531

MEDIAN HOUSEHOLD INCOME EL PASO

ACCORDING TO THE U.S. CENSUS BUREAU

El Paso MSA

\$0 - \$99,999	10.3%	
\$100,000 - \$199,999		62.0%
\$200,000 - \$299,999	20.6%	
\$300,000 - \$399,999	4.7%	
\$400,000 - \$499,999	1.5%	
\$500,000 - \$749,999	0.7%	
\$750,000 - \$999,999	0.2%	
\$1,000,000+	0.1%	

The Real Estate Center at Texas A&M University cites \$150,000-\$200,000 as a typical budget threshold for entry-level and first-time homebuyers.

El Paso County

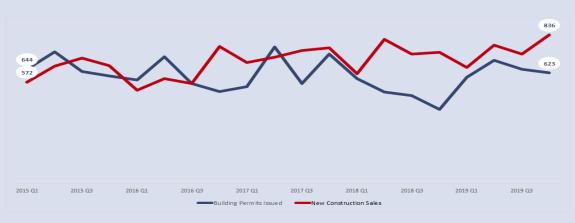
\$0 - \$99,999	10.3%	
\$100,000 - \$199,999		62.0%
\$200,000 - \$299,999	20.7%	
\$300,000 - \$399,999	4.7%	
\$400,000 - \$499,999	1.5%	
\$500,000 - \$749,999	0.7%	
\$750,000 - \$999,999	0.2%	
\$1,000,000+	0.1%	

Texas

6.3%	\$0 - \$99,999
27.7%	\$100,000 - \$199,999
33.2%	\$200,000 - \$299,999
16.4 %	\$300,000 - \$399,999
7.5%	\$400,000 - \$499,999
6.0%	\$500,000 - \$749,999
1.6%	\$750,000 - \$999,999
1.5%	\$1,000,000+

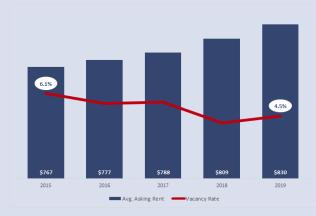
The availability of homes priced under $200,000\ has$ deceased $7.8\%\ since\ 2015$

NEW CONSTRUCTION El Paso





APARTMENT RENT & VACANCY RATES



Houston-The Woodlands-Sugar Land Metropolitan Statistical Area



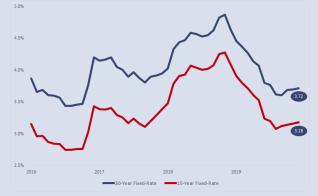
Houston-The Woodlands-Sugar Land MSA by the numbers



4-YEAR COMPARISON HOME SALES VOLUME VS. MEDIAN PRICE



MONTHLY AVERAGE MORTGAGE INTEREST RATES



\$65,381

MEDIAN HOUSEHOLD INCOME Houston-The Woodlands-Sugar I and

ACCORDING TO THE U.S. CENSUS BUREAU

Houston-The Woodlands-Sugar Land MSA

\$0 - \$99,999	4.0%
\$100,000 - \$199,999	27.6%
\$200,000 - \$299,999	34.6%
\$300,000 - \$399,999	16.7%
\$400,000 - \$499,999	7.4%
\$500,000 - \$749,999	6.0%
\$750,000 - \$999,999	1.8%
\$1,000,000+	1.9 %



The Real Estate Center at Texas A&M University cites \$150,000-\$200,000 as a typical budget threshold for entry-level and first-time homebuyers.

Harris County

\$0 - \$99,999	4.7%
\$100,000 - \$199,999	32.6%
\$200,000 - \$299,999	31.4%
\$300,000 - \$399,999	14.2%
\$400,000 - \$499,999	6.6%
\$500,000 - \$749,999	5.7 %
\$750,000 - \$999,999	2.1%
\$1,000,000+	2.8%

Fort Bend County

\$0 - \$99,999	0.6%
\$100,000 - \$199,999	15.0%
\$200,000 - \$299,999	41.7%
\$300,000 - \$399,999	23.1%
\$400,000 - \$499,999	10.5%
\$500,000 - \$749,999	7.5%
\$750,000 - \$999,999	1.1%
\$1,000,000+	0.6 %

The availability of homes priced under \$200,000 has deceased 15.1% since 2015

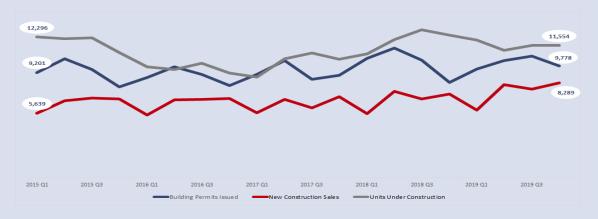
Montgomery County

\$0 - \$99,999	2.8 %
\$100,000 - \$199,999	21.1%
\$200,000 - \$299,999	36.4%
\$300,000 - \$399,999	18.4%
\$400,000 - \$499,999	9.6%
\$500,000 - \$749,999	7.7%
\$750,000 - \$999,999	2.3%
\$1,000,000+	1.6%

Galveston County

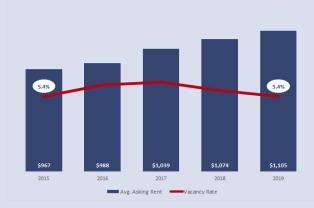
\$0 - \$99,999	5.6 %
\$100,000 - \$199,999	25.8%
\$200,000 - \$299,999	35.3%
\$300,000 - \$399,999	18.5%
\$400,000 - \$499,999	6.8%
\$500,000 - \$749,999	6.3%
\$750,000 - \$999,999	1.2%
\$1,000,000+	0.5%

NEW CONSTRUCTION Houston-The Woodlands-Sugar Land





APARTMENT RENT & VACANCY RATES



Killeen-Temple Metropolitan Statistical Area



Killeen-Temple MSA by the numbers

MEDIAN PRICE \$168,000 UP 5% from 2018

ACTIVE LISTINGS **1,530** DOWN 10.3[%] from 2018

> AVERAGE DAYS ON MARKET

5 bays less than 2018

HOMES SOLD **7,335** UP 10.6% from 2018

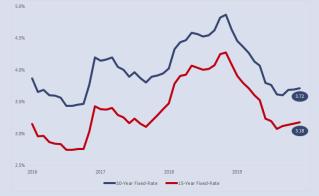
> MONTHS OF INVENTORY 2.3

Compared to 2.9 in 2018

MEDIAN PRICE PER SQ. FT. \$ 92.26 UP 4.9% from 2018 4-YEAR COMPARISON Home sales volume vs. Median Price



MONTHLY AVERAGE MORTGAGE INTEREST RATES



\$53,953

MEDIAN HOUSEHOLD INCOME KILLEEN-TEMPLE

ACCORDING TO THE U.S. CENSUS BUREAU

Killeen-Temple MSA

\$0 - \$99,999	13.3%	
\$100,000 - \$199,999		53.5%
\$200,000 - \$299,999	22.3%	
\$300,000 - \$399,999	6.9%	
\$400,000 - \$499,999	2.4%	
\$500,000 - \$749,999	1.2%	
\$750,000 - \$999,999	0.2%	
\$1,000,000+	0.1%	



Bell County

11.3%	\$0 - \$99,999
54.3%	\$100,000 - \$199,999
23.1%	\$200,000 - \$299,999
.2%	\$300,000 - \$399,999
5%	\$400,000 - \$499,999
90	\$500,000 - \$749,999
.%	\$750,000 - \$999,999
0%	\$1,000,000+

Coryell County

\$0 - \$99,999	27.3%
\$100,000 - \$199,999	51.7%
\$200,000 - \$299,999	15.2%
\$300,000 - \$399,999	3.8%
\$400,000 - \$499,999	1.3%
\$500,000 - \$749,999	0.4%
\$750,000 - \$999,999	0.1%
\$1,000,000+	0.3%

The availability of homes priced under $200,000\ has$ deceased $10.2\%\ since\ 2015$

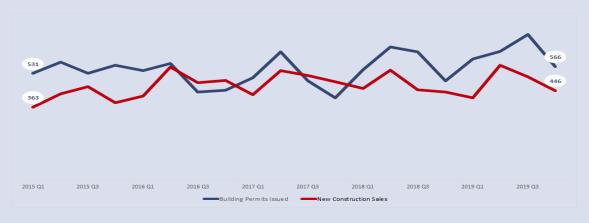
Lampasas County

\$0 - \$99,999	7.2%
\$100,000 - \$199,999	45.4%
\$200,000 - \$299,999	30.0%
\$300,000 - \$399,999	12.3%
\$400,000 - \$499,999	3.9%
\$500,000 - \$749,999	0.6%
\$750,000 - \$999,999	0.3%
\$1,000,000+	0.3%

Texas

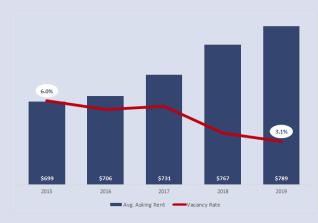
\$0 - \$99,999	6.3%
\$100,000 - \$199,999	27.7%
\$200,000 - \$299,999	33.2%
\$300,000 - \$399,999	16.4%
\$400,000 - \$499,999	7.5%
\$500,000 - \$749,999	6.0%
\$750,000 - \$999,999	1.6%
\$1,000,000+	1.5%

NEW CONSTRUCTION Killeen-Temple





APARTMENT RENT & VACANCY RATES



Laredo Metropolitan Statistical Area



Laredo MSA by the numbers

MEDIAN PRICE \$175,000 UP 6.7% from 2018

ACTIVE LISTINGS 566 UP 11.2[%] from 2018

> AVERAGE DAYS ON MARKET

5 bays less than 2018

HOMES SOLD 1,377 UP 9.6% from 2018

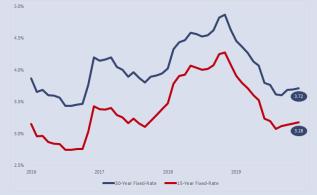
> MONTHS OF INVENTORY 7.3

Compared to 4.4 in 2018

MEDIAN PRICE PER SQ. FT. \$106.85 UP 5.8% from 2018 4-YEAR COMPARISON Home sales volume vs. Median Price



MONTHLY AVERAGE MORTGAGE INTEREST RATES



\$42,293

MEDIAN HOUSEHOLD INCOME

LAREDO

ACCORDING TO THE U.S. CENSUS BUREAU

Laredo MSA

\$0 - \$99,999	9.5%
\$100,000 - \$199,999	54.1%
\$200,000 - \$299,999	27.1%
\$300,000 - \$399,999	6.4%
\$400,000 - \$499,999	1.3%
\$500,000 - \$749,999	1.0%
\$750,000 - \$999,999	0.2%
\$1,000,000+	0.4%



The Real Estate Center at Texas A&M University cites \$150,000-\$200,000 as a typical budget threshold for entry-level and first-time homebuyers.

Webb County

\$0 - \$99,999	9.5%	
\$100,000 - \$199,999		54.1%
\$200,000 - \$299,999	27.1%	
\$300,000 - \$399,999	6.4%	
\$400,000 - \$499,999	1.3%	
\$500,000 - \$749,999	1.0%	
\$750,000 - \$999,999	0.2%	
\$1,000,000+	0.4%	

Maverick County

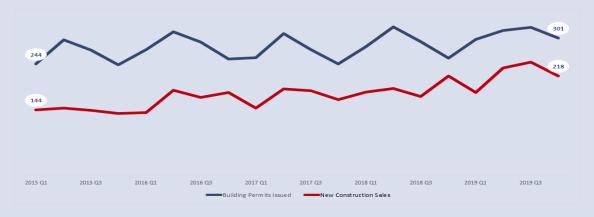
\$0 - \$99,999	14.1%	
\$100,000 - \$199,999		66.3%
\$200,000 - \$299,999	17.2%	
\$300,000 - \$399,999	2.0%	
\$400,000 - \$499,999	0.0%	
\$500,000 - \$749,999	0.3%	
\$750,000 - \$999,999	0.0%	
\$1,000,000+	0.0%	

The availability of homes priced under $200,000\ has$ deceased $8.2\%\ since\ 2015$

Duval County

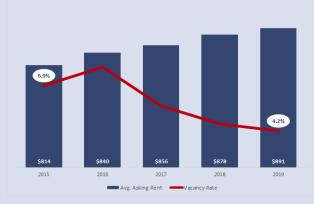
\$0 - \$99,999	
ýn - ýss'ssa	80.0%
\$100,000 - \$199,999	20.0%
\$200,000 - \$299,999	0.0%
\$300,000 - \$399,999	0.0%
\$400,000 - \$499,999	0.0%
\$500,000 - \$749,999	0.0%
\$750,000 - \$999,999	0.0%
\$1,000,000+	0.0%
exas	
\$0 - \$99,999	6.3%
\$100,000 - \$199,999	27.7%
\$200,000 - \$299,999	33.2%
\$300,000 - \$399,999	16.4%
\$400,000 - \$499,999	7.5%
\$500,000 - \$749,999	6.0%
\$750,000 - \$999,999	1.6%
\$1,000,000+	1.5%

NEW CONSTRUCTION Laredo





APARTMENT RENT & VACANCY RATES



Longview Metropolitan Statistical Area



Longview MSA by the numbers

MEDIAN PRICE \$162,000 UP 4.8% from 2018

ACTIVE LISTINGS 893 DOWN 11.3[%] from 2018

> AVERAGE DAYS ON MARKET

77 12 days less than 2018 HOMES SOLD 2,175 UP 4.2[%] from 2018

> MONTHS OF Inventory

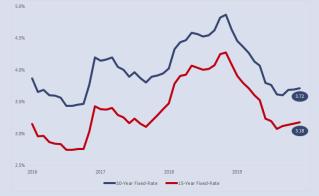
4.3 Compared to 5.0 in 2018

> MEDIAN PRICE PER SQ. FT. \$ 86.99 UP 5% from 2018

4-YEAR COMPARISON Home sales volume vs. Median Price



MONTHLY AVERAGE MORTGAGE INTEREST RATES



\$49,958

MEDIAN HOUSEHOLD INCOME Longview

ACCORDING TO THE U.S. CENSUS BUREAU

Longview MSA

\$0 - \$99,999	19.0%
\$100,000 - \$199,999	49.4%
\$200,000 - \$299,999	20.5%
\$300,000 - \$399,999	7.3%
\$400,000 - \$499,999	2.1%
\$500,000 - \$749,999	1.4%
\$750,000 - \$999,999	0.3%
\$1,000,000+	0.1%

The Real Estate Center at Texas A&M University cites \$150,000-\$200,000 as a typical budget threshold for entry-level and first-time homebuyers.

Gregg County

\$0 - \$99,999	14.5%	
\$100,000 - \$199,999		51.2 %
\$200,000 - \$299,999	23.0%	
\$300,000 - \$399,999	6.9%	
\$400,000 - \$499,999	2.4%	
\$500,000 - \$749,999	1.5%	
\$750,000 - \$999,999	0.4%	
\$1,000,000+	l 0.2 %	

Rusk County

\$0 - \$99,999	27.7%
\$100,000 - \$199,999	49.5%
\$200,000 - \$299,999	11.7%
\$300,000 - \$399,999	8.6%
\$400,000 - \$499,999	1.0%
\$500,000 - \$749,999	1.3%
\$750,000 - \$999,999	0.3%
\$1,000,000+	0.0%

The availability of homes priced under \$200,000 has deceased 7.5% since 2015

Texas

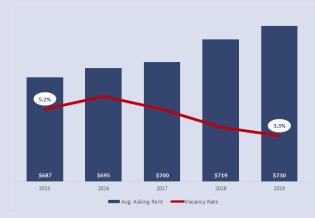
\$0 - \$99,999	6.3%
\$100,000 - \$199,999	27.7%
\$200,000 - \$299,999	33.2%
\$300,000 - \$399,999	16.4%
\$400,000 - \$499,999	7.5%
\$500,000 - \$749,999	6.0%
\$750,000 - \$999,999	1.6%
\$1,000,000+	1.5%

NEW CONSTRUCTION Longview





APARTMENT RENT & VACANCY RATES



Lubbock Metropolitan Statistical Area



Lubbock MSA by the numbers

MEDIAN PRICE \$174,000 UP 4.2% from 2018

ACTIVE LISTINGS 903 DOWN 9.8% from 2018

> AVERAGE DAYS ON MARKET

42 Unchanged from 2018 HOMES SOLD **4,610** UP 2.3% from 2018

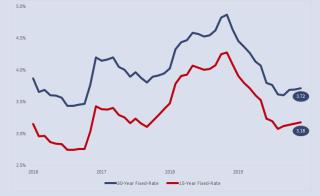
> MONTHS OF INVENTORY 2.1

Compared to 2.6 in 2018

MEDIAN PRICE PER SQ. FT. \$ 95.85 UP 4% from 2018 4-YEAR COMPARISON Home sales volume vs. Median Price



MONTHLY AVERAGE MORTGAGE INTEREST RATES



\$49,998

MEDIAN HOUSEHOLD INCOME LUBBOCK

ACCORDING TO THE U.S. CENSUS BUREAU

Lubbock MSA

\$0 - \$99,999	13.0%	
\$100,000 - \$199,999		47.8%
\$200,000 - \$299,999	21.8%	
\$300,000 - \$399,999	10.1%	
\$400,000 - \$499,999	3.8%	
\$500,000 - \$749,999	2.8%	
\$750,000 - \$999,999	0.5%	
\$1,000,000+	0.2%	



Lubbock County

\$0 - \$99,999	12.4%
\$100,000 - \$199,999	48.1%
\$200,000 - \$299,999	22.1%
\$300,000 - \$399,999	10.1%
\$400,000 - \$499,999	3.8%
\$500,000 - \$749,999	2.8%
\$750,000 - \$999,999	0.5%
\$1,000,000+	0.2%

Hale County

\$0 - \$99,999		46.7%
\$100,000 - \$199,999		39.1 %
\$200,000 - \$299,999	11.6%	
\$300,000 - \$399,999	2.2%	
\$400,000 - \$499,999	0.0%	
\$500,000 - \$749,999	0.4%	
\$750,000 - \$999,999	0.0%	
\$1,000,000+	0.0%	

The availability of homes priced under $200,000\ has$ deceased 15.3% since 2015

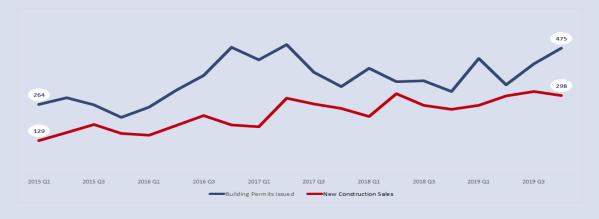
Hockley County

\$0 - \$99,999	27.5%
\$100,000 - \$199,999	52.7%
\$200,000 - \$299,999	14.3%
\$300,000 - \$399,999	4.4%
\$400,000 - \$499,999	0.0%
\$500,000 - \$749,999	1.1%
\$750,000 - \$999,999	0.0%
\$1,000,000+	0.0%

Texas

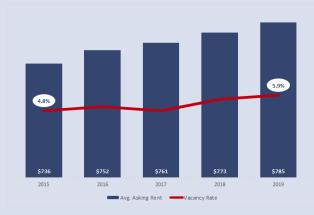
\$0 - \$99,999	6.3%
\$100,000 - \$199,999	27.7%
\$200,000 - \$299,999	33.2%
\$300,000 - \$399,999	16.4%
\$400,000 - \$499,999	7.5%
\$500,000 - \$749,999	6.0%
\$750,000 - \$999,999	1.6%
\$1,000,000+	1.5%

NEW CONSTRUCTION Lubbock





APARTMENT RENT & VACANCY RATES



McAllen-Edinburg-Mission Metropolitan Statistical Area



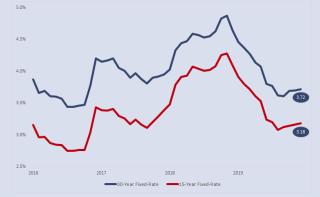
McAllen-Edinburg-Mission MSA by the numbers



4-YEAR COMPARISON HOME SALES VOLUME VS. MEDIAN PRICE



MONTHLY AVERAGE MORTGAGE INTEREST RATES



\$38,398

MEDIAN HOUSEHOLD INCOME MCALLEN-EDINBURG-MISSION

ACCORDING TO THE U.S. CENSUS BUREAU

McAllen-Edinburg-Mission MSA

\$0 - \$99,999	15.6%	
\$100,000 - \$199,999		59.2 %
\$200,000 - \$299,999	19.9%	
\$300,000 - \$399,999	3.4%	
\$400,000 - \$499,999	1.1%	
\$500,000 - \$749,999	0.7%	
\$750,000 - \$999,999	0.1%	
\$1,000,000+	0.0%	



The Real Estate Center at Texas A&M University cites \$150,000-\$200,000 as a typical budget threshold for entry-level and first-time homebuyers.

Hidalgo County

\$0 - \$99,999	15.6%	
\$100,000 - \$199,999		59.2%
\$200,000 - \$299,999	19.9%	
\$300,000 - \$399,999	3.4%	
\$400,000 - \$499,999	1.1%	
\$500,000 - \$749,999	0.7%	
\$750,000 - \$999,999	0.1%	
\$1,000,000+	0.0%	

Cameron County

\$0 - \$99,999	20.9%
\$100,000 - \$199,999	50.4%
\$200,000 - \$299,999	18.1%
\$300,000 - \$399,999	6.7%
\$400,000 - \$499,999	2.0%
\$500,000 - \$749,999	1.5%
\$750,000 - \$999,999	0.3%
\$1,000,000+	0.0%

The availability of homes priced under \$200,000 has deceased 10.0% since 2015

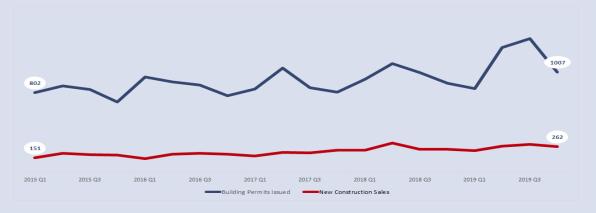
Starr County

\$0 - \$99,999	28.9%	
\$100,000 - \$199,999		60.0%
\$200,000 - \$299,999	8.9%	
\$300,000 - \$399,999	2.2%	
\$400,000 - \$499,999	0.0%	
\$500,000 - \$749,999	0.0%	
\$750,000 - \$999,999	0.0%	
\$1,000,000+	0.0%	

Willacy County

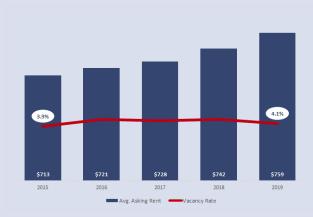
\$0 - \$99,999	46.2%
\$100,000 - \$199,999	28.2%
\$200,000 - \$299,999	23.1%
\$300,000 - \$399,999	2.6%
\$400,000 - \$499,999	0.0%
\$500,000 - \$749,999	0.0%
\$750,000 - \$999,999	0.0%
\$1,000,000+	0.0%

NEW CONSTRUCTION McAllen-Edinburg-Mission





APARTMENT RENT & VACANCY RATES



Midland Metropolitan Statistical Area



Midland MSA by the numbers

MEDIAN PRICE \$300,000 UP 3.5% from 2018

ACTIVE LISTINGS 505 UP 51.2% from 2018

> AVERAGE DAYS ON MARKET

32 2 days more than 2018

HOMES SOLD **2,864** UP 2.4% from 2018

> MONTHS OF Inventory

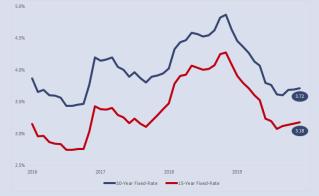
2.4 Compared to 1.5 in 2018

> MEDIAN PRICE PER SQ. FT. \$149.78 UP 7% from 2018

4-YEAR COMPARISON Home sales volume vs. Median Price



MONTHLY AVERAGE MORTGAGE INTEREST RATES



\$78,581

MEDIAN HOUSEHOLD INCOME MIDLAND

ACCORDING TO THE U.S. CENSUS BUREAU

Midland MSA

2.5%	\$0 - \$99,999
12.4%	\$100,000 - \$199,999
34.3%	\$200,000 - \$299,999
25.9%	\$300,000 - \$399,999
12.3%	\$400,000 - \$499,999
9.5%	\$500,000 - \$749,999
2.1%	\$750,000 - \$999,999
1.0%	\$1,000,000+



Midland County

\$0 - \$99,999	2.4%
\$100,000 - \$199,999	12.0%
\$200,000 - \$299,999	34.4%
\$300,000 - \$399,999	26.1%
\$400,000 - \$499,999	12.4%
\$500,000 - \$749,999	9.5%
\$750,000 - \$999,999	2.1%
\$1,000,000+	1.0 %

Ector County

\$0 - \$99,999	6.0%
\$100,000 - \$199,999	31.7%
\$200,000 - \$299,999	41.4%
\$300,000 - \$399,999	14.2%
\$400,000 - \$499,999	3.9%
\$500,000 - \$749,999	2.2%
\$750,000 - \$999,999	0.5%
\$1,000,000+	0.2 %

The availability of homes priced under \$200,000 has deceased 18.3% since 2015

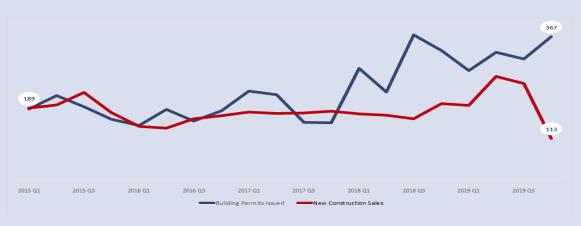
Howard County

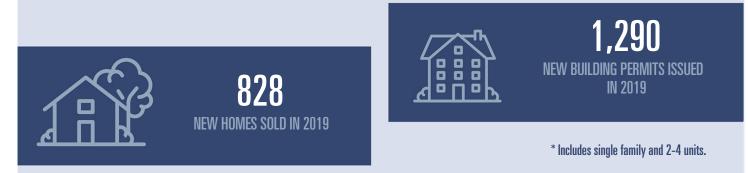
\$0 - \$99,999	22.6%
\$100,000 - \$199,999	39.8%
\$200,000 - \$299,999	25.9%
\$300,000 - \$399,999	8.7%
\$400,000 - \$499,999	1.6%
\$500,000 - \$749,999	1.1%
\$750,000 - \$999,999	0.0%
\$1,000,000+	0.3%

Scurry County

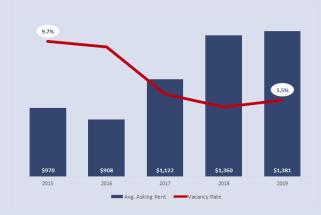
\$0 - \$99,999	31.6%
\$100,000 - \$199,999	51.6%
\$200,000 - \$299,999	13.6%
\$300,000 - \$399,999	2.6%
\$400,000 - \$499,999	0.7%
\$500,000 - \$749,999	0.0%
\$750,000 - \$999,999	0.0%
\$1,000,000+	0.0%

NEW CONSTRUCTION Midland





APARTMENT RENT & VACANCY RATES



Odessa Metropolitan Statistical Area



Odessa MSA by the numbers

MEDIAN PRICE \$226,650 UP 11.7% from 2018

ACTIVE LISTINGS **270** UP 35[%] from 2018

AVERAGE DAYS ON MARKET

37 2 days less than 2018

HOMES SOLD **1,673** DOWN 1.8% from 2018

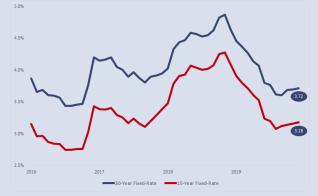
> MONTHS OF Inventory 2.3

Compared to 1.4 in 2018

MEDIAN PRICE PER SQ. FT. \$128.14 UP 10.7% from 2018 4-YEAR COMPARISON Home sales volume vs. Median Price



MONTHLY AVERAGE MORTGAGE INTEREST RATES



\$60,676

MEDIAN HOUSEHOLD INCOME ODESSA

ACCORDING TO THE U.S. CENSUS BUREAU

Odessa MSA

6.0%
31.7%
41.4%
14.2%
3.9%
2.2%
0.5%
l 0.2%

The Real Estate Center at Texas A&M University cites \$150,000-\$200,000 as a typical budget threshold for entry-level and first-time homebuyers.

34.4%

Midland County



\$0 - \$99,999	6.0%
\$100,000 - \$199,999	31.7%
\$200,000 - \$299,999	41.4%
\$300,000 - \$399,999	14.2%
\$400,000 - \$499,999	3.9 %
\$500,000 - \$749,999	2.2%
\$750,000 - \$999,999	0.5%
\$1,000,000+	0.2%

The availability of homes priced under \$200,000 has deceased 28.1% since 2015

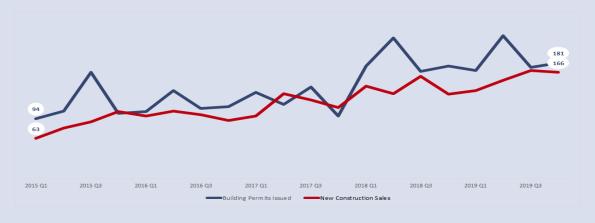
Andrews County

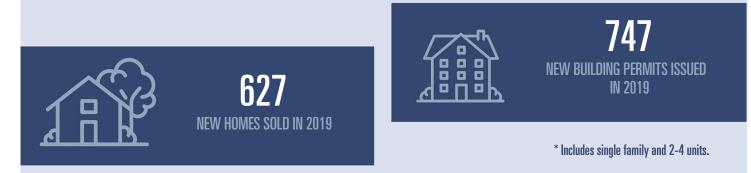
\$0 - \$99,999	3.1%
\$100,000 - \$199,999	44.2%
\$200,000 - \$299,999	37.6%
\$300,000 - \$399,999	11.7%
\$400,000 - \$499,999	2.0%
\$500,000 - \$749,999	1.5%
\$750,000 - \$999,999	0.0%
\$1,000,000+	0.0%

Ward County

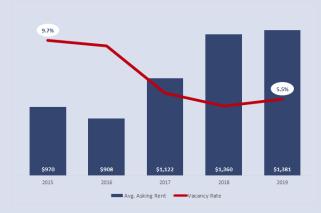
8.5%	
	42.7%
	40.2%
4.9%	
2.4%	
1.2%	
0.0%	
0.0%	
	4.9% 2.4% 1.2% 0.0%

NEW CONSTRUCTION Odessa





APARTMENT RENT & VACANCY RATES



San Angelo Metropolitan Statistical Area



San Angelo MSA by the numbers

MEDIAN PRICE \$185,000 UP 6.3% from 2018

ACTIVE LISTINGS 354 DOWN 13[%] from 2018

> AVERAGE DAYS ON MARKET

53 16 days less than 2018 HOMES SOLD **1,735** UP 10.7% from 2018

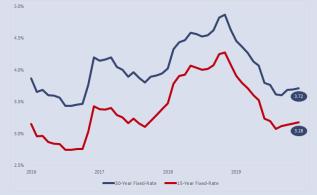
> MONTHS OF INVENTORY

2.3 Compared to 2.9 in 2018

MEDIAN PRICE PER SQ. FT. \$108.62 UP 4.9% from 2018 4-YEAR COMPARISON Home sales volume vs. Median Price



MONTHLY AVERAGE MORTGAGE INTEREST RATES



\$51,738

MEDIAN HOUSEHOLD INCOME San Angelo

ACCORDING TO THE U.S. CENSUS BUREAU

San Angelo MSA

\$0 - \$99,999	10.3%
\$100,000 - \$199,999	45.1%
\$200,000 - \$299,999	30.3%
\$300,000 - \$399,999	8.8%
\$400,000 - \$499,999	2.8%
\$500,000 - \$749,999	2.0%
\$750,000 - \$999,999	0.4%
\$1,000,000+	0.3%



The Real Estate Center at Texas A&M University cites \$150,000-\$200,000 as a typical budget threshold for entry-level and first-time homebuyers.

Tom Green County

10.4%	\$0 - \$99,999
45.0%	\$100,000 - \$199,999
30.3%	\$200,000 - \$299,999
8.7%	\$300,000 - \$399,999
2.8%	\$400,000 - \$499,999
2.0%	\$500,000 - \$749,999
0.4%	\$750,000 - \$999,999
l 0.3%	\$1,000,000+

Runnels County

\$0 - \$99,999		55.0%
\$100,000 - \$199,999		33.3%
\$200,000 - \$299,999	6.7%	
\$300,000 - \$399,999	1.7%	
\$400,000 - \$499,999	3.3%	
\$500,000 - \$749,999	0.0%	
\$750,000 - \$999,999	0.0%	
\$1,000,000+	0.0%	

The availability of homes priced under \$200,000 has deceased 14.0% since 2015

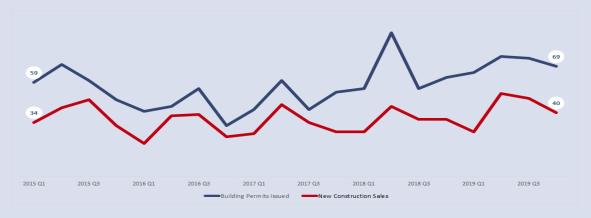
Coke County

\$0 - \$99,999		66.7%
\$100,000 - \$199,999	25.0%	
\$200,000 - \$299,999	4.2%	
\$300,000 - \$399,999	0.0%	
\$400,000 - \$499,999	4.2%	
\$500,000 - \$749,999	0.0%	
\$750,000 - \$999,999	0.0%	
\$1,000,000+	0.0%	

Irion County

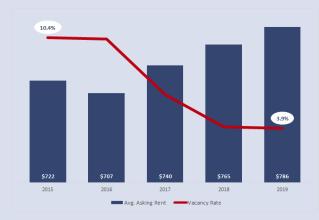
\$0 - \$99,999	l 0.0%
\$100,000 - \$199,999	46.2%
\$200,000 - \$299,999	30.8%
\$300,000 - \$399,999	23.1%
\$400,000 - \$499,999	0.0%
\$500,000 - \$749,999	0.0%
\$750,000 - \$999,999	0.0%
\$1,000,000+	 0.0 %

NEW CONSTRUCTION San Angelo





APARTMENT RENT & VACANCY RATES



San Antonio-New Braunfels Metropolitan Statistical Area



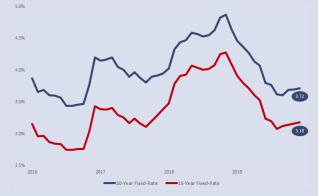
San Antonio-New Braunfels MSA by the numbers



4-YEAR COMPARISON HOME SALES VOLUME VS. MEDIAN PRICE



MONTHLY AVERAGE MORTGAGE INTEREST RATES



\$58,201

MEDIAN HOUSEHOLD INCOME San Antonio-New Braunfels

ACCORDING TO THE U.S. CENSUS BUREAU

San Antonio-New Braunfels MSA

\$0 - \$99,999	4.3 %
\$100,000 - \$199,999	30.6%
\$200,000 - \$299,999	37.3%
\$300,000 - \$399,999	15.2%
\$400,000 - \$499,999	6.6%
\$500,000 - \$749,999	4.4%
\$750,000 - \$999,999	1.0%
\$1,000,000+	 0.6 %



Bexar County

\$0 - \$99,999	4.7 %
\$100,000 - \$199,999	35.7%
\$200,000 - \$299,999	36.0%
\$300,000 - \$399,999	13.4%
\$400,000 - \$499,999	5.5%
\$500,000 - \$749,999	3.5%
\$750,000 - \$999,999	0.8%
\$1,000,000+	0.5%

Comal County

\$0 - \$99,999	1.6 %
\$100,000 - \$199,999	12.8%
\$200,000 - \$299,999	38.6%
\$300,000 - \$399,999	20.2%
\$400,000 - \$499,999	13.4%
\$500,000 - \$749,999	11.5%
\$750,000 - \$999,999	1.5%
\$1,000,000+	0.4%

The availability of homes priced under \$200,000 has deceased 18.4% since 2015

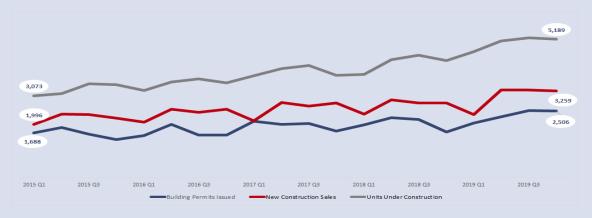
Guadalupe County

\$0 - \$99,999	2.2%	
\$100,000 - \$199,999	19.8%	
\$200,000 - \$299,999		56.3%
\$300,000 - \$399,999	17.5%	
\$400,000 - \$499,999	2.8%	
\$500,000 - \$749,999	1.0%	
\$750,000 - \$999,999	0.2%	
\$1,000,000+	0.3%	

Kendall County

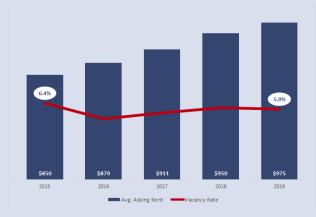
\$0 - \$99,999	0.2%
\$100,000 - \$199,999	3.4%
\$200,000 - \$299,999	18.2%
\$300,000 - \$399,999	30.5%
\$400,000 - \$499,999	15.7%
\$500,000 - \$749,999	17.1%
\$750,000 - \$999,999	8.3%
\$1,000,000+	6.5%

NEW CONSTRUCTION San Antonio-New Braunfels





APARTMENT RENT & VACANCY RATES



Sherman-Denison Metropolitan Statistical Area



Sherman-Denison MSA by the numbers

MEDIAN PRICE \$184,000 UP 5.8% from 2018

ACTIVE LISTINGS 666 UP 21.8% from 2018

> AVERAGE DAYS ON MARKET

58 4 days more than 2018

HOMES SOLD **2,044** UP 6.9% from 2018

MONTHS OF

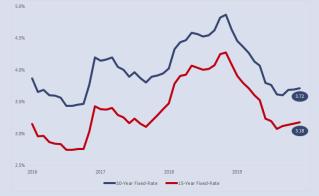
3.5 Compared to 3.5 in 2018

MEDIAN PRICE PER SQ. FT. \$110.35 UP 6.2% from 2018

4-YEAR COMPARISON Home sales volume vs. Median Price



MONTHLY AVERAGE MORTGAGE INTEREST RATES



\$54,370

MEDIAN HOUSEHOLD INCOME SHERMAN-DENISON

ACCORDING TO THE U.S. CENSUS BUREAU

Sherman-Denison MSA

\$0 - \$99,999	15.4%
\$100,000 - \$199,999	40.7%
\$200,000 - \$299,999	26.2%
\$300,000 - \$399,999	10.1%
\$400,000 - \$499,999	4.4%
\$500,000 - \$749,999	2.3%
\$750,000 - \$999,999	0.7%
\$1,000,000+	0.2%



The Real Estate Center at Texas A&M University cites \$150,000-\$200,000 as a typical budget threshold for entry-level and first-time homebuyers.

Grayson County

\$0 - \$99,999	15.4%
\$100,000 - \$199,999	40.7%
\$200,000 - \$299,999	26.2%
\$300,000 - \$399,999	10.1%
\$400,000 - \$499,999	4.4%
\$500,000 - \$749,999	2.3%
\$750,000 - \$999,999	0.7 %
\$1,000,000+	0.2%

Cooke County

\$0 - \$99,999	11.5%
\$100,000 - \$199,999	38.4%
\$200,000 - \$299,999	27.6%
\$300,000 - \$399,999	9.5%
\$400,000 - \$499,999	6.0%
\$500,000 - \$749,999	4.8%
\$750,000 - \$999,999	1.5%
\$1,000,000+	0.8%

The availability of homes priced under \$200,000 has deceased 20.1% since 2015

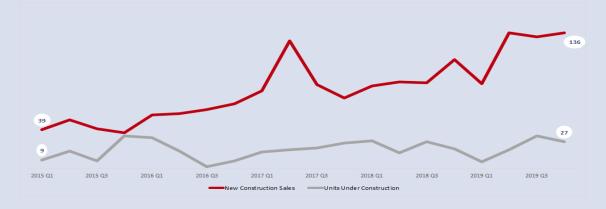
Fannin County

\$0 - \$99,999	28.4%
\$100,000 - \$199,999	41.9%
\$200,000 - \$299,999	19.7%
\$300,000 - \$399,999	6.0%
\$400,000 - \$499,999	3.0%
\$500,000 - \$749,999	0.8%
\$750,000 - \$999,999	0.0%
\$1,000,000+	0.3%

Texas

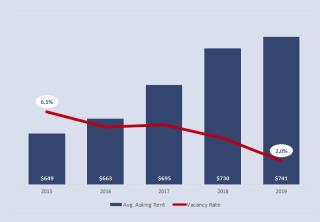
\$0 - \$99,999	6.3%
\$100,000 - \$199,999	27.7%
\$200,000 - \$299,999	33.2%
\$300,000 - \$399,999	16.4%
\$400,000 - \$499,999	7.5%
\$500,000 - \$749,999	6.0%
\$750,000 - \$999,999	1.6 %
\$1,000,000+	1.5%

NEW CONSTRUCTION Sherman-Denison





APARTMENT RENT & VACANCY RATES



Texarkana Metropolitan Statistical Area



Texarkana MSA by the numbers

MEDIAN PRICE \$145,000 UP 7.4% from 2018

ACTIVE LISTINGS **1,062** UP 18.4[%] from 2018

> AVERAGE DAYS ON MARKET

85 2 days more than 2018

HOMES SOLD **765** UP 1.2[%] from 2018

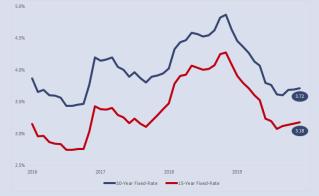
MONTHS OF INVENTORY **17.6**

Compared to 15.7 in 2018

MEDIAN PRICE PER SQ. FT. \$ 80.56 UP 8.1% from 2018 4-YEAR COMPARISON HOME SALES VOLUME VS. MEDIAN PRICE



MONTHLY AVERAGE MORTGAGE INTEREST RATES



\$45,185

MEDIAN HOUSEHOLD INCOME TEXARKANA

ACCORDING TO THE U.S. CENSUS BUREAU

Texarkana MSA

\$0 - \$99,999	29.8%
\$100,000 - \$199,999	40.9%
\$200,000 - \$299,999	19.6%
\$300,000 - \$399,999	5.0 %
\$400,000 - \$499,999	2.6%
\$500,000 - \$749,999	2.1%
\$750,000 - \$999,999	0.0%
\$1,000,000+	0.0%



The Real Estate Center at Texas A&M University cites \$150,000-\$200,000 as a typical budget threshold for entry-level and first-time homebuyers.

Bowie County

\$0 - \$99,999	29.8%
\$100,000 - \$199,999	40.9%
\$200,000 - \$299,999	19.6%
\$300,000 - \$399,999	5.0 %
\$400,000 - \$499,999	2.6%
\$500,000 - \$749,999	2.1%
\$750,000 - \$999,999	0.0%
\$1,000,000+	0.0%

Titus County	/
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\$0 - \$99,999	14.8%
\$100,000 - \$199,999	48.9%
\$200,000 - \$299,999	23.3%
\$300,000 - \$399,999	9.0%
\$400,000 - \$499,999	1.4%
\$500,000 - \$749,999	2.2%
\$750,000 - \$999,999	0.5%
\$1,000,000+	0.0%

The availability of homes priced under \$200,000 has deceased 10.9% since 2015

Cass County

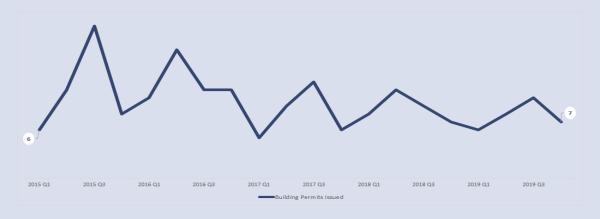
\$0 - \$99,999		47.3%
\$100,000 - \$199,999		38.4%
\$200,000 - \$299,999	8.9%	
\$300,000 - \$399,999	4.4%	
\$400,000 - \$499,999	0.0%	
\$500,000 - \$749,999	0.5%	
\$750,000 - \$999,999	0.5%	
\$1,000,000+	0.0%	

Morris County

\$0 - \$99,999		50.5%
\$100,000 - \$199,999		37.1%
\$200,000 - \$299,999	8.6%	
\$300,000 - \$399,999	1.9%	
\$400,000 - \$499,999	1.0%	
\$500,000 - \$749,999	0.0%	
\$750,000 - \$999,999	1.0%	
\$1,000,000+	0.0%	

NEW HOME CONSTRUCTION

NEW CONSTRUCTION Texarkana





* Includes single family and 2-4 units.

Tyler Metropolitan Statistical Area



Tyler MSA by the numbers

MEDIAN PRICE \$209,900 UP 6.3% from 2018

ACTIVE LISTINGS 908 DOWN 7.9% from 2018

> AVERAGE DAYS ON MARKET

79 8 days less than 2018 HOMES SOLD **2,953** UP 4.9% from 2018

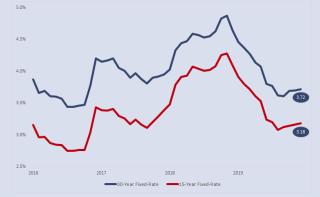
> MONTHS OF INVENTORY

3.4 Compared to 3.6 in 2018

MEDIAN PRICE PER SQ. FT. \$110.53 UP 5.3% from 2018 4-YEAR COMPARISON Home sales volume vs. Median Price



MONTHLY AVERAGE MORTGAGE INTEREST RATES



\$53,511

MEDIAN HOUSEHOLD INCOME Tyler

ACCORDING TO THE U.S. CENSUS BUREAU

Tyler MSA

\$0 - \$99,999	6.9%
\$100,000 - \$199,999	40.0%
\$200,000 - \$299,999	31.2%
\$300,000 - \$399,999	14.1%
\$400,000 - \$499,999	4.3%
\$500,000 - \$749,999	2.9%
\$750,000 - \$999,999	0.4%
\$1,000,000+	0.3%

The Real Estate Center at Texas A&M University cites \$150,000-\$200,000 as a typical budget threshold for entry-level and first-time homebuyers.

Smith County

\$0 - \$99,999	6.9%
\$100,000 - \$199,999	40.0%
\$200,000 - \$299,999	31.2%
\$300,000 - \$399,999	14.1%
\$400,000 - \$499,999	4.3%
\$500,000 - \$749,999	2.9%
\$750,000 - \$999,999	0.4%
\$1,000,000+	0.3%

Wood County

\$0 - \$99,999	24.0%	
\$100,000 - \$199,999	45.9%	
\$200,000 - \$299,999	18.1%	
\$300,000 - \$399,999	7.2%	
\$400,000 - \$499,999	2.8%	
\$500,000 - \$749,999	1.1%	
\$750,000 - \$999,999	0.5%	
\$1,000,000+	0.5%	

The availability of homes priced under \$200,000 has deceased 18.5% since 2015

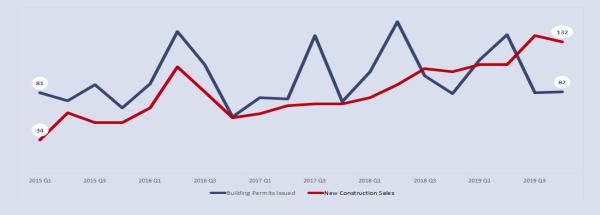
Cherokee County

30.2%
38.2%
16.8%
8.0%
4.3%
2.3%
0.3%
0.0%

Texas

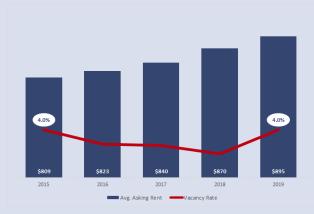
\$0 - \$99,999	6.3%
\$100,000 - \$199,999	27.7%
\$200,000 - \$299,999	33.2%
\$300,000 - \$399,999	16.4%
\$400,000 - \$499,999	7.5%
\$500,000 - \$749,999	6.0%
\$750,000 - \$999,999	l 1.6%
\$1,000,000+	l 1.5%

NEW CONSTRUCTION Tyler





APARTMENT RENT & VACANCY RATES



Victoria Metropolitan Statistical Area



Victoria MSA by the numbers



HOMES SOLD **887** DOWN 1.1% from 2018

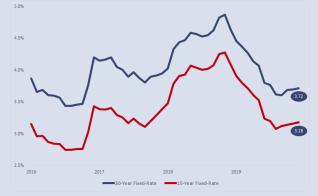
> MONTHS OF INVENTORY **4.1**

Compared to 3.4 in 2018

MEDIAN PRICE PER SQ. FT. \$108.42 UP 3.8% from 2018 4-YEAR COMPARISON Home sales volume vs. Median Price



MONTHLY AVERAGE MORTGAGE INTEREST RATES



\$56,215

MEDIAN HOUSEHOLD INCOME VICTORIA

ACCORDING TO THE U.S. CENSUS BUREAU

Victoria MSA

\$0 - \$99,999	11.5%
\$100,000 - \$199,999	44.3%
\$200,000 - \$299,999	30.3%
\$300,000 - \$399,999	9.2%
\$400,000 - \$499,999	2.6%
\$500,000 - \$749,999	1.8 %
\$750,000 - \$999,999	0.1%
\$1,000,000+	l 0.1%

The Real Estate Center at Texas A&M University cites \$150,000-\$200,000 as a typical budget threshold for entry-level and first-time homebuyers.

Victoria County

\$0 - \$99,999	11.7%
\$100,000 - \$199,999	44.9%
\$200,000 - \$299,999	29.9%
\$300,000 - \$399,999	9.0%
\$400,000 - \$499,999	2.8%
\$500,000 - \$749,999	1.7%
\$750,000 - \$999,999	0.1 %
\$1,000,000+	0.0%

Calhoun County

\$0 - \$99,999	24.2%
\$100,000 - \$199,999	33.3%
\$200,000 - \$299,999	24.7%
\$300,000 - \$399,999	10.5%
\$400,000 - \$499,999	2.7%
\$500,000 - \$749,999	3.7%
\$750,000 - \$999,999	0.9%
\$1,000,000+	0.0%

The availability of homes priced under \$200,000 has deceased 5.3% since 2015

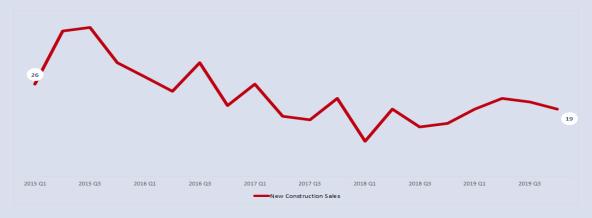
Lavaca County

\$0 - \$99,999	17.8%	
\$100,000 - \$199,999		49.5 %
\$200,000 - \$299,999	20.6%	
\$300,000 - \$399,999	9.4%	
\$400,000 - \$499,999	1.9%	
\$500,000 - \$749,999	0.9%	
\$750,000 - \$999,999	0.0%	
\$1,000,000+	0.0%	

Goliad County

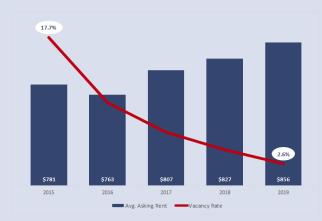
\$0 - \$99,999	8.0%
\$100,000 - \$199,999	34.0%
\$200,000 - \$299,999	38.0%
\$300,000 - \$399,999	14.0%
\$400,000 - \$499,999	0.0 %
\$500,000 - \$749,999	4.0%
\$750,000 - \$999,999	0.0%
\$1,000,000+	2.0%

NEW CONSTRUCTION Victoria





APARTMENT RENT & VACANCY RATES



Waco Metropolitan Statistical Area



Waco MSA by the numbers

MEDIAN PRICE \$189,000 UP 5.6% from 2018

ACTIVE LISTINGS 713 UP 4.2% from 2018

AVERAGE DAYS ON MARKET

55 4 days less than 2018 HOMES SOLD **3,143** UP 7.9% from 2018

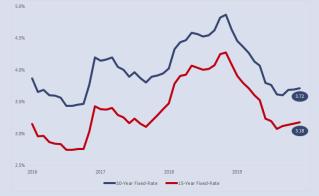
> MONTHS OF INVENTORY 2.5

Compared to 2.8 in 2018

MEDIAN PRICE PER SQ. FT. \$109.47 UP 6.9% from 2018 4-YEAR COMPARISON Home sales volume vs. Median Price



MONTHLY AVERAGE MORTGAGE INTEREST RATES



\$47,438

MEDIAN HOUSEHOLD INCOME WACO

ACCORDING TO THE U.S. CENSUS BUREAU

0

Waco MSA

14.9%	\$0 - \$99,999
40.4%	\$100,000 - \$199,999
26.2%	\$200,000 - \$299,999
10.9%	\$300,000 - \$399,999
3.9%	\$400,000 - \$499,999
2.9 %	\$500,000 - \$749,999
0.4%	\$750,000 - \$999,999
0.5%	\$1,000,000+

The Real Estate Center at Texas A&M University cites \$150,000-\$200,000 as a typical budget threshold for entry-level and first-time homebuyers.

McLennan County

\$0 - \$99,999	13.5%
\$100,000 - \$199,999	40.8%
\$200,000 - \$299,999	26.7%
\$300,000 - \$399,999	11.1%
\$400,000 - \$499,999	4.0%
\$500,000 - \$749,999	3.0 %
\$750,000 - \$999,999	0.4%
\$1,000,000+	0.5%

Limestone County

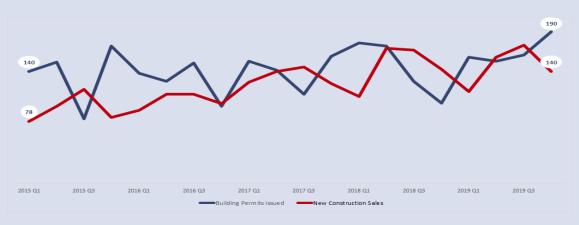
\$0 - \$99,999	36.1%
\$100,000 - \$199,999	44.5%
\$200,000 - \$299,999	10.3%
\$300,000 - \$399,999	4.5%
\$400,000 - \$499,999	3.9%
\$500,000 - \$749,999	0.7 %
\$750,000 - \$999,999	0.0%
\$1,000,000+	0.0%

The availability of homes priced under $200,000\ has$ deceased $20.7\%\ since\ 2015$

Texas

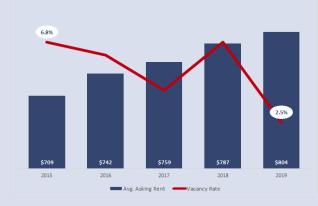
\$0 - \$99,999	6.3%
\$100,000 - \$199,999	27.7%
\$200,000 - \$299,999	33.2%
\$300,000 - \$399,999	16.4%
\$400,000 - \$499,999	7.5%
\$500,000 - \$749,999	6.0%
\$750,000 - \$999,999	1.6%
\$1,000,000+	1.5%

NEW CONSTRUCTION Waco





APARTMENT RENT & VACANCY RATES



Wichita Falls Metropolitan Statistical Area



Wichita Falls MSA by the numbers

HOMES SOLD

1,889

UP 4.4% from 2018

MONTHS OF

INVENTORY

2.5

Compared to 2.8 in 2018

MEDIAN PRICE

PER SQ. FT.

UP 5.2% from 2018

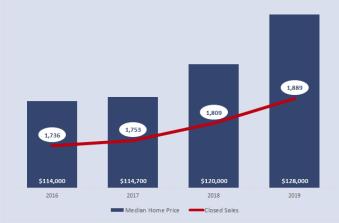
MEDIAN PRICE \$128,000 UP 6.7% from 2018

ACTIVE LISTINGS 403 DOWN 13.5% from 2018

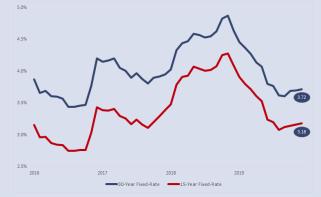
> AVERAGE DAYS ON MARKET

47 4 days less than 2018

4-YEAR COMPARISON HOME SALES VOLUME VS. MEDIAN PRICE



MONTHLY AVERAGE MORTGAGE INTEREST RATES



\$47,609

MEDIAN HOUSEHOLD INCOME WICHITA FALLS

ACCORDING TO THE U.S. CENSUS BUREAU

Wichita Falls MSA

\$0 - \$99,999	36.4%
\$100,000 - \$199,999	41.1%
\$200,000 - \$299,999	16.4%
\$300,000 - \$399,999	4.8%
\$400,000 - \$499,999	0.9%
\$500,000 - \$749,999	0.5%
\$750,000 - \$999,999	0.0%
\$1,000,000+	0.0%



The Real Estate Center at Texas A&M University cites \$150,000-\$200,000 as a typical budget threshold for entry-level and first-time homebuyers.

Wichita County

\$0 - \$99,999	36.0%
\$100,000 - \$199,999	42.3%
\$200,000 - \$299,999	16.4%
\$300,000 - \$399,999	4.2 %
\$400,000 - \$499,999	0.8%
\$500,000 - \$749,999	0.4 %
\$750,000 - \$999,999	0.0 %
\$1,000,000+	0.0 %

Young County

\$0 - \$99,999	38.4%
\$100,000 - \$199,999	39.7%
\$200,000 - \$299,999	13.3%
\$300,000 - \$399,999	4.6 %
\$400,000 - \$499,999	1.3%
\$500,000 - \$749,999	2.0 %
\$750,000 - \$999,999	0.7%
\$1,000,000+	0.0%

The availability of homes priced under \$200,000 has deceased 8.4% since 2015

Clay County

\$0 - \$99,999	47.4%
\$100,000 - \$199,999	32.0%
\$200,000 - \$299,999	12.4%
\$300,000 - \$399,999	5.2 %
\$400,000 - \$499,999	2.1%
\$500,000 - \$749,999	1.0%
\$750,000 - \$999,999	0.0%
\$1,000,000+	0.0%

Archer County

\$0 - \$99,999	34.1%
\$100,000 - \$199,999	28.7%
\$200,000 - \$299,999	19.2%
\$300,000 - \$399,999	14.9%
\$400,000 - \$499,999	1.1%
\$500,000 - \$749,999	2.1%
\$750,000 - \$999,999	0.0%
\$1,000,000+	0.0%

NEW CONSTRUCTION Wichita Falls



