



REAL 2021 YEAR IN REVIEW



Texas by the numbers*

MEDIAN PRICE

\$300,000

UP 15.7% from 2020

ACTIVE LISTINGS

49,247DOWN 37.8% from 2020

AVERAGE DAYS ON MARKET

34 21 days less than 2020

HOMES SOLD

416,853

UP 6.2% from 2020

MONTHS OF INVENTORY

1.2

Compared to 1.6 in 2020

MEDIAN PRICE PER SQ. FT.

\$150.13

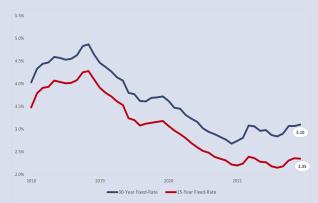
UP 16.9% from 2020

* Data includes new and existing home sales.

4-YEAR COMPARISON HOME SALES VOLUME VS. MEDIAN PRICE



MONTHLY AVERAGE MORTGAGE INTEREST RATES



On average, homes sold at 99.9% of the price at which they were originally listed.

Texas

\$0 - \$99,999	3.2%
\$100,000 - \$199,999	16.0%
\$200,000 - \$299,999	30.2%
\$300,000 - \$399,999	21.4%
\$400,000 - \$499,999	11.7%
\$500,000 - \$749,999	11.2%
\$750,000 - \$999,999	3.3%
\$1,000,000+	3.0%

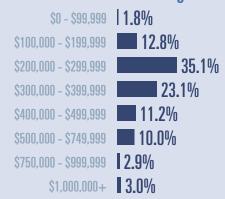


The median price per square foot in Texas has increased 35.6% since 2017.

Dallas-Fort Worth-Arlington MSA



Houston-The Woodlands-Sugar Land MSA



The availability of homes priced under \$300,000 has decreased 21.2% since 2017.

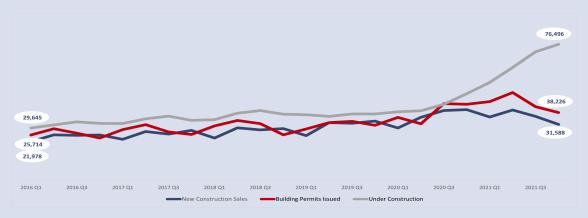
San Antonio-New Braunfels MSA



Austin-Round Rock MSA

\$0 - \$99,999	0.1%
\$100,000 - \$199,999	1.7%
\$200,000 - \$299,999	12.3%
\$300,000 - \$399,999	23.6%
\$400,000 - \$499,999	20.7%
\$500,000 - \$749,999	24.9%
\$750,000 - \$999,999	9.0%
\$1,000,000+	7.8 %

NEW CONSTRUCTION Texas



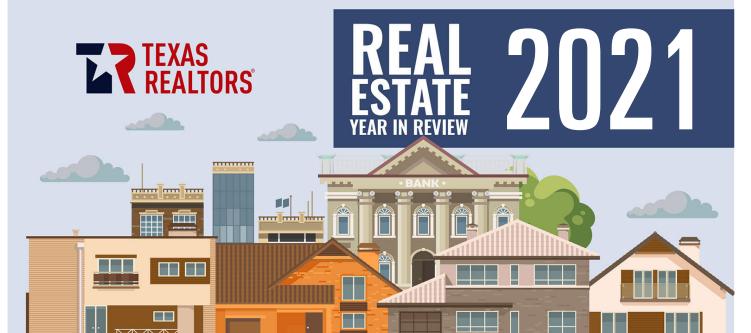
^{*} Includes single family and attached units





	2021 YE Asking Rent	% Change in Rent Rate - YoY	Vacancy Rate		2021 YE Asking Rent	% Change in Rent Rate - YoY	Vacancy Rate
Austin	\$1,450	▲ 13.6%	5.3%	Laredo	\$904	▲ 0.7%	4.1%
Dallas	\$1,378	▲ 11.4%	5.3%	Amarillo	\$873	▲ 15.6%	5.3%
Houston	\$1,174	▲ 8.6%	5.7%	Sherman-Denison	\$870	▲ 6.7%	3.8%
Fort Worth	\$1,146	▲ 11.2%	4.6%	Longview	\$867	▲ 14.1%	7.5%
Corpus Christi	\$1,102	▲ 11.2%	4.6%	Waco	\$865	▲ 6.7%	2.3%
San Antonio	\$1,102	▲ 10.7%	5.2%	Lubbock	\$844	▲ 5.6%	3.6%
Odessa-Midland	\$1,097	▲ 16.1%	15.3%	Brownsville-Harlingen	\$828	▲ 12.3%	1.9%
Killeen-Fort Hood	\$1,016	▲ 22.1%	3.2%	Abilene	\$787	▲ 3.3%	3.5%
Tyler	\$961	▲ 8.3%	3.0%	San Angelo	\$783	▼ -0.1%	3.4%
Victoria	\$958	▲ 10.5%	4.6%	McAllen	\$768	▲ 0.1%	5.2%
El Paso	\$942	▲ 12.7%	2.8%	Wichita Falls	\$744	▲ 3.7%	7.7%
Beaumont	\$924	▲ 9.5%	6.2%	Texarkana	\$727	▲ 5.8%	4.8%
College Station-Bryan	\$918	▲ 8.5%	6.7%				

Abilene Metropolitan Statistical Area



Abilene MSA by the numbers*

MEDIAN PRICE

\$209,900

UP 11.1% from 2020

ACTIVE LISTINGS

333DOWN 38.1% from 2020

AVERAGE DAYS ON MARKET

30 24 days less than 2020 **HOMES SOLD**

2,821

UP 3.9% from 2020

MONTHS OF INVENTORY

1.3

Compared to 1.6 in 2020

MEDIAN PRICE PER SQ. FT.

\$122.60

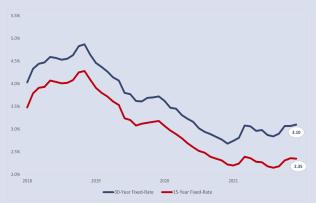
UP 11.3% from 2020

* Data includes new and existing home sales.

4-YEAR COMPARISON HOME SALES VOLUME VS. MEDIAN PRICE

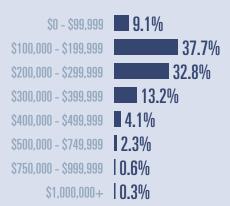


MONTHLY AVERAGE MORTGAGE INTEREST RATES



On average, homes sold at 97.7% of the price at which they were originally listed.

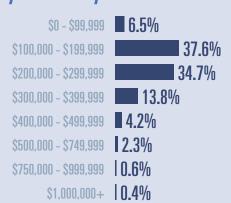
Abilene MSA



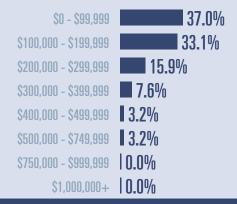


The median price per square foot in Abilene has increased 35.2% since 2017.

Taylor County

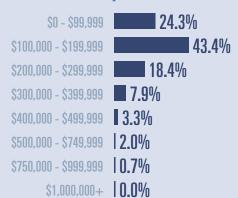


Jones County



The availability of homes priced under \$300,000 has decreased 12.5% since 2017.

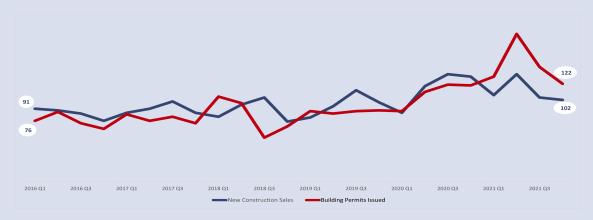
Callahan County



Runnels County

31.9%	\$0 - \$99,999
48.6%	\$100,000 - \$199,999
6.9 %	\$200,000 - \$299,999
9.7%	\$300,000 - \$399,999
1 2.8%	\$400,000 - \$499,999
0.0%	\$500,000 - \$749,999
0.0%	\$750,000 - \$999,999
0.0%	\$1,000,000+

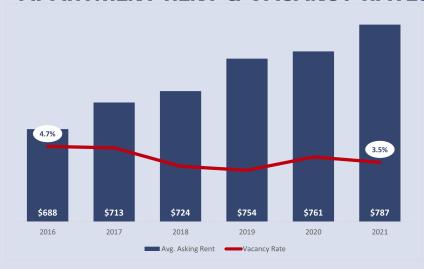
NEW CONSTRUCTION Abilene



^{*} Includes single family and attached units



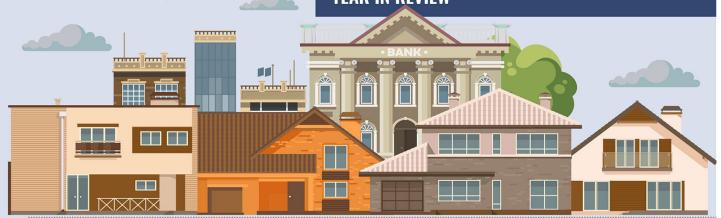




Amarillo Metropolitan Statistical Area



REAL 2021 ESTATE VEAR IN REVIEW



Amarillo MSA by the numbers*

MEDIAN PRICE

\$215,500

UP 12% from 2020

ACTIVE LISTINGS

372 DOWN 45.7% from 2020

AVERAGE DAYS ON MARKET

27 21 days less than 2020

HOMES SOLD

4,015

UP 10.6% from 2020

MONTHS OF INVENTORY

0.9

Compared to 1.5 in 2020

MEDIAN PRICE PER SQ. FT.

\$122.54

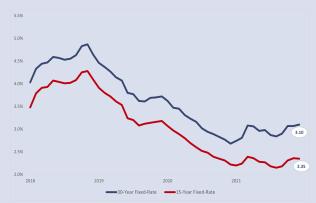
UP 12.6% from 2020

* Data includes new and existing home sales.

4-YEAR COMPARISON HOME SALES VOLUME VS. MEDIAN PRICE



MONTHLY AVERAGE MORTGAGE INTEREST RATES



On average, homes sold at 98.2% of the price at which they were originally listed.

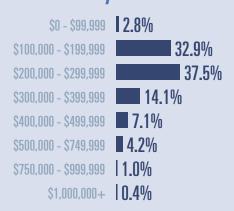
Amarillo MSA



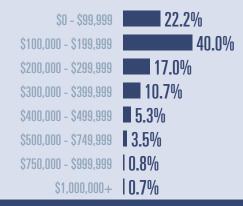


The median price per square foot in Amarillo has increased 28.1% since 2017.

Randall County

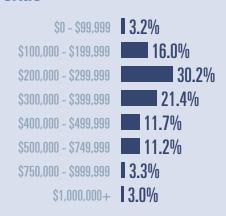


Potter County

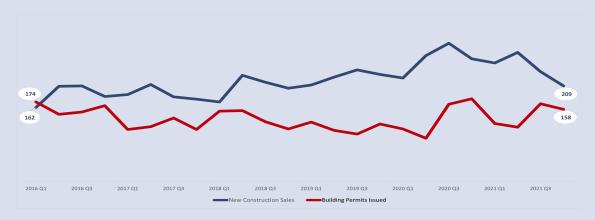


The availability of homes priced under \$300,000 has decreased 12.8% since 2017.

Texas



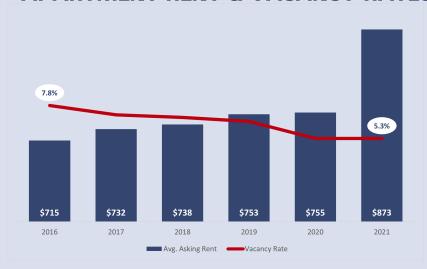
NEW CONSTRUCTION Amarillo



^{*} Includes single family and attached units







Austin-Round Rock Metropolitan Statistical Area



REAL 2021 YEAR IN REVIEW



Austin-Round Rock MSA by the numbers*

MEDIAN PRICE

\$450,000

UP 30.8% from 2020

ACTIVE LISTINGS

2,345DOWN 48.3% from 2020

AVERAGE DAYS ON MARKET

20 25 days less than 2020 **HOMES SOLD**

41,401

UP 2.7% from 2020

MONTHS OF INVENTORY

0.6

Compared to 0.6 in 2020

MEDIAN PRICE PER SQ. FT.

\$235.17

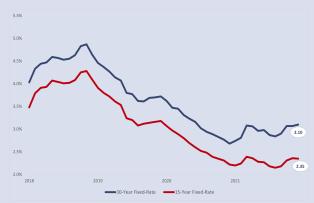
UP 38% from 2020

* Data includes new and existing home sales.

4-YEAR COMPARISON HOME SALES VOLUME VS. MEDIAN PRICE



MONTHLY AVERAGE MORTGAGE INTEREST RATES



On average, homes sold at 105.0% of the price at which they were originally listed.

Austin-Round Rock MSA

\$0 - \$99,999	0.1%
\$100,000 - \$199,999	1.7%
\$200,000 - \$299,999	12.3%
\$300,000 - \$399,999	23.6%
\$400,000 - \$499,999	20.7%
\$500,000 - \$749,999	24.9%
\$750,000 - \$999,999	9.0%
\$1,000,000+	7.8 %

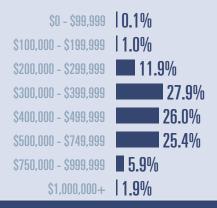


The median price per square foot in Austin-Round Rock has increased 59.0% since 2017.

Travis County

\$0 - \$99,999	10.0%
\$100,000 - \$199,999	l 1.3%
\$200,000 - \$299,999	7.6 %
\$300,000 - \$399,999	18.3%
\$400,000 - \$499,999	19.4%
\$500,000 - \$749,999	28.4%
\$750,000 - \$999,999	12.1%
\$1,000,000+	12.9%

Williamson County



The availability of homes priced under \$300,000 has decreased 37.7% since 2017.

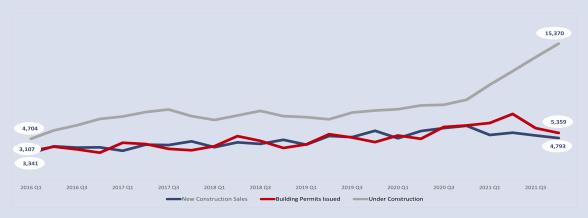
Hays County

\$0 - \$99,999	0.0%
\$100,000 - \$199,999	12.4 %
\$200,000 - \$299,999	23.2%
\$300,000 - \$399,999	31.8%
\$400,000 - \$499,999	14.5%
\$500,000 - \$749,999	14.9%
\$750,000 - \$999,999	7.3 %
\$1,000,000+	5.9 %

Bastrop County

\$0 - \$99,999	10.3%
\$100,000 - \$199,999	6.5 %
\$200,000 - \$299,999	35.4%
\$300,000 - \$399,999	28.9%
\$400,000 - \$499,999	14.8%
\$500,000 - \$749,999	10.2%
\$750,000 - \$999,999	3.1 %
\$1,000,000+	10.8%

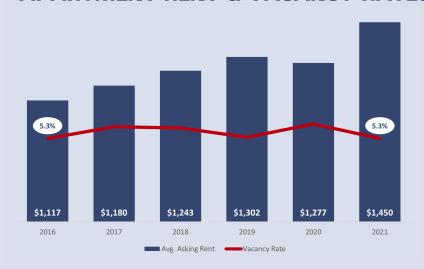
NEW CONSTRUCTION Austin-Round Rock



^{*} Includes single family and attached units







Beaumont-Port Arthur Metropolitan Statistical Area



REAL 2021 ESTATE VEAR IN REVIEW



Beaumont-Port Arthur MSA by the numbers*

MEDIAN PRICE

\$195,000 UP 11.4% from 2020

ACTIVE LISTINGS

879 DOWN 28.1% from 2020

AVERAGE DAYS ON MARKET

47 36 days less than 2020 **HOMES SOLD**

4,426UP 11.9% from 2020

MONTHS OF INVENTORY

2.4 Compared to 3.3 in 2020

MEDIAN PRICE PER SQ. FT.

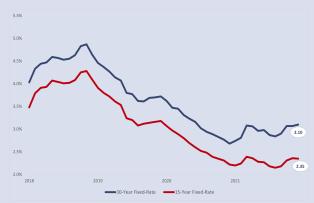
\$110.68 UP 10% from 2020

* Data includes new and existing home sales.

4-YEAR COMPARISON HOME SALES VOLUME VS. MEDIAN PRICE



MONTHLY AVERAGE MORTGAGE INTEREST RATES



On average, homes sold at 95.6% of the price at which they were originally listed.

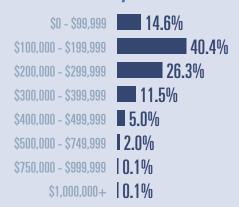
Beaumont-Port Arthur MSA

\$0 - \$99,999	13.9%
\$100,000 - \$199,999	37.9%
\$200,000 - \$299,999	28.3%
\$300,000 - \$399,999	12.8%
\$400,000 - \$499,999	4.6 %
\$500,000 - \$749,999	12.4%
\$750,000 - \$999,999	0.1%
\$1,000,000+	0.1%

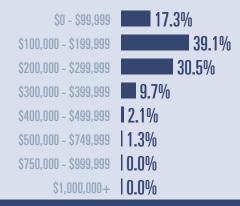


The median price per square foot in Beaumont-Port Arthur has increased 29.6% since 2017.

Jefferson County



Orange County



The availability of homes priced under \$300,000 has decreased 11.2% since 2017.

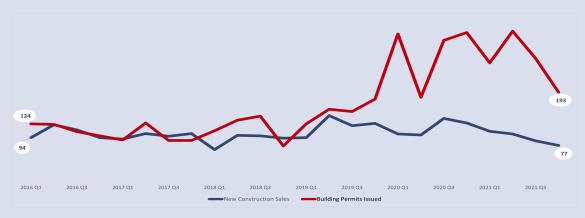
Hardin County

\$0 - \$99,999	6.0 %
\$100,000 - \$199,999	27.2%
\$200,000 - \$299,999	33.3%
\$300,000 - \$399,999	21.7%
\$400,000 - \$499,999	6.7 %
\$500,000 - \$749,999	4.9 %
\$750,000 - \$999,999	10.3%
\$1,000,000+	10.0%

Texas

\$0 - \$99,999	3.2 %
\$100,000 - \$199,999	16.0%
\$200,000 - \$299,999	30.2%
\$300,000 - \$399,999	21.4%
\$400,000 - \$499,999	11.7%
\$500,000 - \$749,999	11.2%
\$750,000 - \$999,999	3.3%
\$1,000,000+	3.0 %

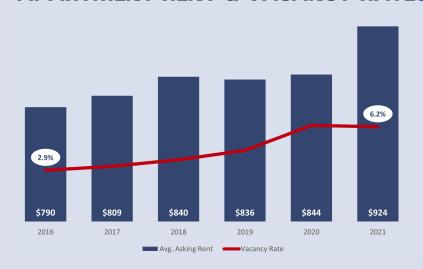
NEW CONSTRUCTION Beaumont-Port Arthur



^{*} Includes single family and attached units







Brownsville-Harlingen Metropolitan Statistical Area



REAL 2021 ESTATE VEAR IN REVIEW



Brownsville-Harlingen MSA by the numbers*

MEDIAN PRICE

\$215,000

UP 24.4% from 2020

ACTIVE LISTINGS

457

DOWN 53.7% from 2020

AVERAGE DAYS ON MARKET

69 34 days less than 2020 **HOMES SOLD**

3,176

UP 6.2% from 2020

MONTHS OF INVENTORY

1.5

Compared to 2.8 in 2020

MEDIAN PRICE PER SQ. FT.

\$125.59

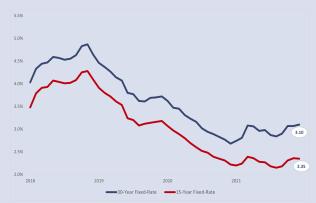
UP 19.6% from 2020

* Data includes new and existing home sales.

4-YEAR COMPARISON HOME SALES VOLUME VS. MEDIAN PRICE



MONTHLY AVERAGE MORTGAGE INTEREST RATES



On average, homes sold at 98.0% of the price at which they were originally listed.

Brownsville-Harlingen MSA

\$0 - \$99,999	7.7 %
\$100,000 - \$199,999	36.9%
\$200,000 - \$299,999	29.9%
\$300,000 - \$399,999	12.9%
\$400,000 - \$499,999	5.6 %
\$500,000 - \$749,999	4.8 %
\$750,000 - \$999,999	10.9%
\$1,000,000+	11.4%

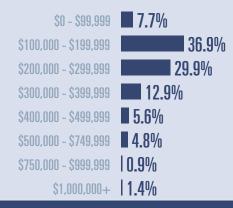


The median price per square foot in Brownsville-Harlingen has increased 53.4% since 2017.

Hidalgo County

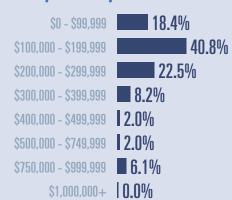


Cameron County



The availability of homes priced under \$300,000 has decreased 17.9% since 2017.

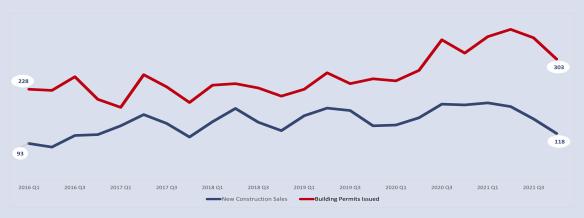
Willacy County



Texas

\$0 - \$99,999	3.2%
\$100,000 - \$199,999	16.0%
\$200,000 - \$299,999	30.2%
\$300,000 - \$399,999	21.4%
\$400,000 - \$499,999	11.7%
\$500,000 - \$749,999	11.2%
\$750,000 - \$999,999	3.3 %
\$1,000,000+	1 3.0%

NEW CONSTRUCTION Brownsville-Harlingen



^{*} Includes single family and attached units







College Station-Bryan Metropolitan Statistical Area



REAL 2021 ESTATE VEAR IN REVIEW



College Station-Bryan MSA by the numbers*

MEDIAN PRICE

\$250,000

UP 8.7% from 2020

ACTIVE LISTINGS

489

DOWN 56% from 2020

AVERAGE DAYS ON MARKET

49 25 days less than 2020

HOMES SOLD

4,326

UP 23% from 2020

MONTHS OF INVENTORY

0.9

Compared to 2.8 in 2020

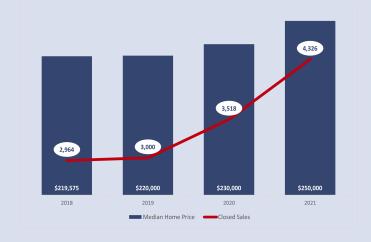
MEDIAN PRICE PER SQ. FT.

\$147.90

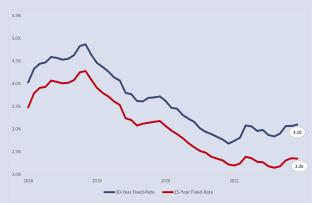
UP 9.6% from 2020

* Data includes new and existing home sales.

4-YEAR COMPARISON HOME SALES VOLUME VS. MEDIAN PRICE



MONTHLY AVERAGE MORTGAGE INTEREST RATES



On average, homes sold at 98.8% of the price at which they were originally listed.

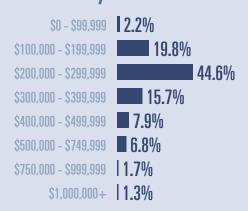
College Station-Bryan MSA

\$0 - \$99,999	3.1 %
\$100,000 - \$199,999	20.5%
\$200,000 - \$299,999	43.5%
\$300,000 - \$399,999	15.3%
\$400,000 - \$499,999	7.8 %
\$500,000 - \$749,999	6.8 %
\$750,000 - \$999,999	1.7%
\$1,000,000+	11.3%

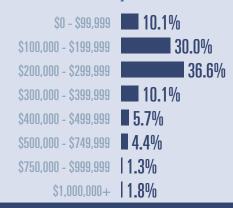


The median price per square foot in College Station-Bryan has increased 16.9% since 2017.

Brazos County



Burleson County



The availability of homes priced under \$300,000 has decreased 9.6% since 2017.

Leon County

14.6%	\$0 - \$99,999
39.7%	\$100,000 - \$199,999
29.8%	\$200,000 - \$299,999
8.6%	\$300,000 - \$399,999
12.0%	\$400,000 - \$499,999
4.6 %	\$500,000 - \$749,999
10.0%	\$750,000 - \$999,999
10.7%	\$1,000,000+

Robertson County

•	
20.0%	\$0 - \$99,999
27.2%	\$100,000 - \$199,999
20.0%	\$200,000 - \$299,999
11.2%	\$300,000 - \$399,999
8.8%	\$400,000 - \$499,999
9.6%	\$500,000 - \$749,999
1.6%	\$750,000 - \$999,999
1.6%	\$1,000,000+

NEW CONSTRUCTION College Station-Bryan



^{*} Includes single family and attached units







Corpus Christi Metropolitan Statistical Area



REAL 2021 ESTATE VEAR IN REVIEW



Corpus Christi MSA by the numbers*

MEDIAN PRICE

\$255,000

UP 13.3% from 2020

ACTIVE LISTINGS

1,186DOWN 34.2% from 2020

AVERAGE DAYS ON MARKET

48 28 days less than 2020 **HOMES SOLD**

7,251

UP 4.3% from 2020

MONTHS OF INVENTORY

1.8

Compared to 2.2 in 2020

MEDIAN PRICE PER SQ. FT.

\$150.69

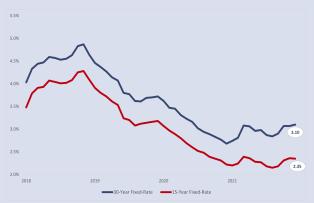
UP 13.2% from 2020

* Data includes new and existing home sales.

4-YEAR COMPARISON HOME SALES VOLUME VS. MEDIAN PRICE



MONTHLY AVERAGE MORTGAGE INTEREST RATES



On average, homes sold at 97.4% of the price at which they were originally listed.

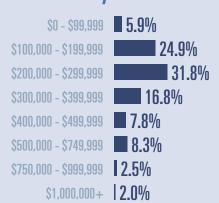
Corpus Christi MSA

4	= 5.00/
\$0 - \$99,999	5.6 %
\$100,000 - \$199,999	24.6%
\$200,000 - \$299,999	32.4%
\$300,000 - \$399,999	17.1%
\$400,000 - \$499,999	7.6 %
\$500,000 - \$749,999	8.0%
\$750,000 - \$999,999	1 2.5%
\$1,000,000+	1 2.2%

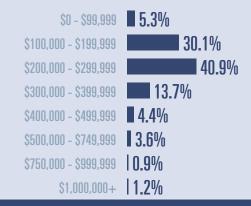


The median price per square foot in Corpus Christi has increased 32.0% since 2017.

Nueces County

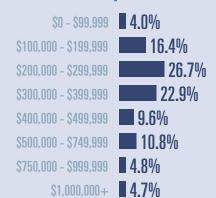


San Patricio County



The availability of homes priced under \$300,000 has decreased 19.6% since 2017.

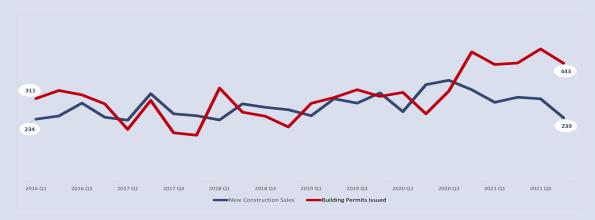
Aransas County



Texas

\$0 - \$99,999	3.2 %
\$100,000 - \$199,999	16.0%
\$200,000 - \$299,999	30.2%
\$300,000 - \$399,999	21.4%
\$400,000 - \$499,999	11.7%
\$500,000 - \$749,999	11.2%
\$750,000 - \$999,999	3.3 %
\$1,000,000+	I 3.0%

NEW CONSTRUCTION Corpus Christi



^{*} Includes single family and attached units







Dallas-Fort Worth-Arlington Metropolitan Statistical Area



REAL 2021 ESTATE VEAR IN REVIEW



Dallas-Fort Worth-Arlington MSA by the numbers*

MEDIAN PRICE

\$345,000

UP 18.6% from 2020

ACTIVE LISTINGS

10,538DOWN 43.6% from 2020

AVERAGE DAYS ON MARKET

25 20 days less than 2020

HOMES SOLD

112,379

DOWN 0.2% from 2020

MONTHS OF INVENTORY

8.0

Compared to 1.1 in 2020

MEDIAN PRICE PER SQ. FT.

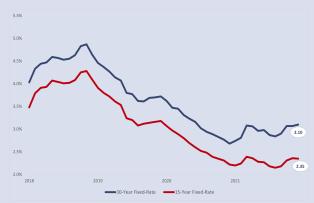
\$168.13 UP 21% from 2020

* Data includes new and existing home sales.

4-YEAR COMPARISON HOME SALES VOLUME VS. MEDIAN PRICE



MONTHLY AVERAGE MORTGAGE INTEREST RATES



On average, homes sold at 101.3% of the price at which they were originally listed.

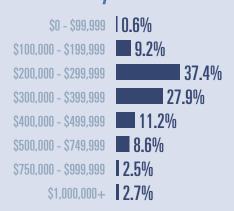
Dallas-Fort Worth-Arlington MSA

\$0 - \$99,999	10.8%
\$100,000 - \$199,999	8.2%
\$200,000 - \$299,999	27.6%
\$300,000 - \$399,999	26.4%
\$400,000 - \$499,999	15.4%
\$500,000 - \$749,999	14.3%
\$750,000 - \$999,999	3.8%
\$1,000,000+	3.5%

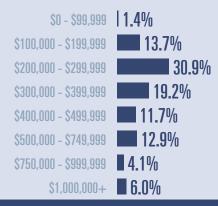


The median price per square foot in Dallas-Fort Worth-Arlington has increased 39.8% since 2017.

Tarrant County



Dallas County



The availability of homes priced under \$300,000 has decreased 26.2% since 2017.

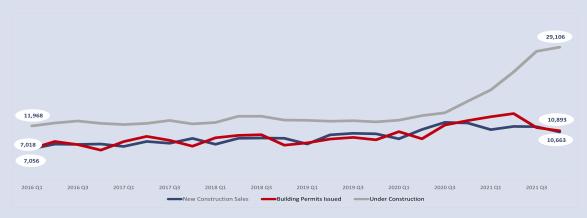
Collin County

999 0.1 %	\$0 - \$99,999
99 1.3%	\$100,000 - \$199,999
12.2%	\$200,000 - \$299,999
99 27.6%	\$300,000 - \$399,999
24.1%	\$400,000 - \$499,999
25.1%	\$500,000 - \$749,999
99 ■ 6.0 %	\$750,000 - \$999,999
0+ I 3.8 %	\$1,000,000+

Denton County

\$0 - \$99,999	0.1%
\$100,000 - \$199,999	1.4%
\$200,000 - \$299,999	16.8%
\$300,000 - \$399,999	32.9%
\$400,000 - \$499,999	20.0%
\$500,000 - \$749,999	20.1%
\$750,000 - \$999,999	5.3 %
\$1,000,000+	3.5 %

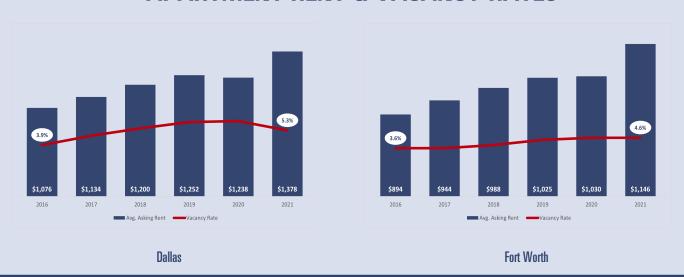
NEW CONSTRUCTION Dallas-Fort Worth-Arlington



^{*} Includes single family and attached units







El Paso Metropolitan Statistical Area



REAL 2021 ESTATE VEAR IN REVIEW



El Paso MSA by the numbers*

MEDIAN PRICE

\$200,000

UP 12.4% from 2020

ACTIVE LISTINGS

1,073 DOWN 36.7% from 2020

AVERAGE DAYS ON MARKET

43 20 days less than 2020 **HOMES SOLD**

10,408

UP 5.9% from 2020

MONTHS OF INVENTORY

1.1

Compared to 1.6 in 2020

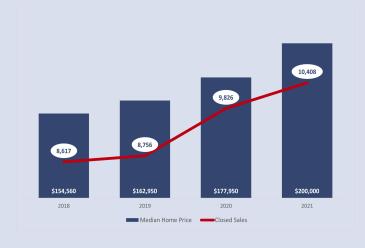
MEDIAN PRICE PER SQ. FT.

\$117.99

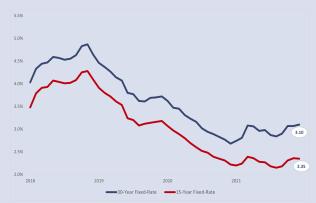
UP 13.2% from 2020

* Data includes new and existing home sales.

4-YEAR COMPARISON HOME SALES VOLUME VS. MEDIAN PRICE



MONTHLY AVERAGE MORTGAGE INTEREST RATES

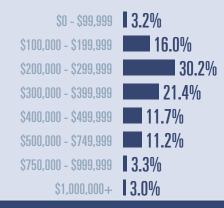


On average, homes sold at 101.1% of the price at which they were originally listed.

El Paso MSA

\$0 - \$99,999	12.9%
\$100,000 - \$199,999	46.4%
\$200,000 - \$299,999	35.7%
\$300,000 - \$399,999	9.8%
\$400,000 - \$499,999	1 2.8%
\$500,000 - \$749,999	11.8%
\$750,000 - \$999,999	0.4%
\$1,000,000+	0.2%

Texas

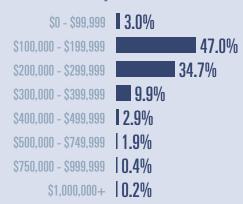


The availability of homes priced under \$300,000 has decreased 9.6% since 2017.



The median price per square foot in El Paso has increased 32.0% since 2017.

El Paso County



NEW CONSTRUCTION El Paso



^{*} Includes single family and attached units







Houston-The Woodlands-Sugar Land Metropolitan Statistical Area



Houston-The Woodlands-Sugar Land MSA by the numbers

MEDIAN PRICE

\$300,000

UP 15.4% from 2020

ACTIVE LISTINGS

14,288DOWN 34.7% from 2020

AVERAGE DAYS ON MARKET

35 19 days less than 2020



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HOMES SOLD

111,115

UP 12% from 2020

MONTHS OF INVENTORY

1.4

Compared to 1.9 in 2020

MEDIAN PRICE PER SO. FT.

\$139.21

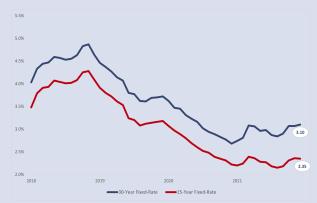
UP 16.6% from 2020

* Data includes new and existing home sales.

4-YEAR COMPARISON HOME SALES VOLUME VS. MEDIAN PRICE



MONTHLY AVERAGE MORTGAGE INTEREST RATES



On average, homes sold at 98.8% of the price at which they were originally listed.

Houston-The Woodlands-Sugar Land MSA

\$0 - \$99,999	1.8%
\$100,000 - \$199,999	12.8%
\$200,000 - \$299,999	35.1%
\$300,000 - \$399,999	23.1%
\$400,000 - \$499,999	11.2%
\$500,000 - \$749,999	10.0%
\$750,000 - \$999,999	12.9 %
\$1,000,000+	1 3.0%

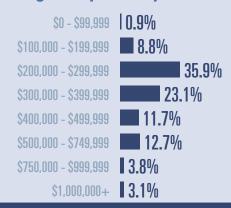


The median price per square foot in Houston-The Woodlands-Sugar Land has increased 32.8% since 2017.

Harris County



Montgomery County



The availability of homes priced under \$300,000 has decreased **19.4%** since 2017.

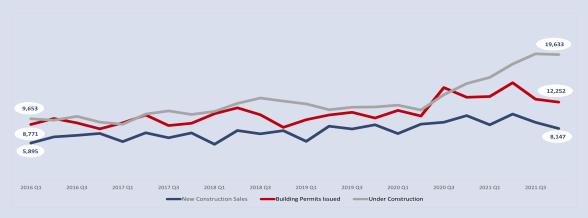
Fort Bend County

) D	999	\$0 - \$99,9
⁄ o	999	\$100,000 - \$199,9
29.5 %	999	\$200,000 - \$299,9
30.7%	999	\$300,000 - \$399,9
16.3%	999	\$400,000 - \$499,9
4.9%	999	\$500,000 - \$749,9
, 0	999	\$750,000 - \$999,9
1	N+	\$1,000,00

Galveston County

•	
2.6%	\$0 - \$99,999
14.1%	\$100,000 - \$199,999
31.6%	\$200,000 - \$299,999
22.6%	\$300,000 - \$399,999
12.1%	\$400,000 - \$499,999
10.7%	\$500,000 - \$749,999
3.9 %	\$750,000 - \$999,999
12.3%	\$1,000,000+

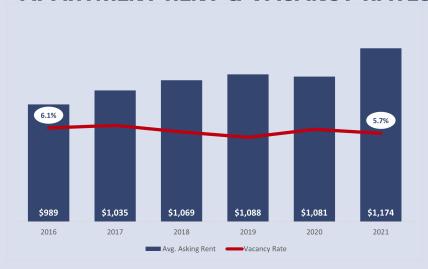
NEW CONSTRUCTION Houston-The Woodlands-Sugar Land



^{*} Includes single family and attached units







Killeen-Temple Metropolitan Statistical Area



REAL 2021 STATE YEAR IN REVIEW



Killeen-Temple MSA by the numbers*

MEDIAN PRICE

\$225,000

UP 18.4% from 2020

ACTIVE LISTINGS

436DOWN 48.5% from 2020

AVERAGE DAYS ON MARKET

27 24 days less than 2020

HOMES SOLD

8,604

UP 9.8% from 2020

MONTHS OF INVENTORY

0.6

Compared to 0.7 in 2020

MEDIAN PRICE PER SQ. FT.

\$122.54

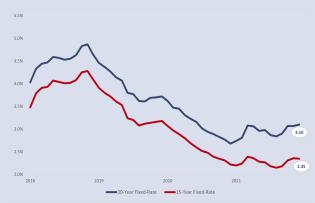
UP 19.3% from 2020

* Data includes new and existing home sales.

4-YEAR COMPARISON HOME SALES VOLUME VS. MEDIAN PRICE



MONTHLY AVERAGE MORTGAGE INTEREST RATES



On average, homes sold at 101.5% of the price at which they were originally listed.

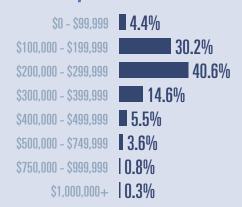
Killeen-Temple MSA

	4.8 %	\$0 - \$99,999
31.8%		\$100,000 - \$199,999
39.5%		\$200,000 - \$299,999
10/0	14.0	\$300,000 - \$399,999
	5.4 %	\$400,000 - \$499,999
	3.6%	\$500,000 - \$749,999
	0.8%	\$750,000 - \$999,999
	0.3%	\$1,000,000+

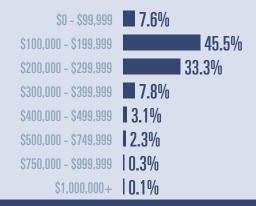


The median price per square foot in Killeen-Temple has increased 47.9% since 2017.

Bell County

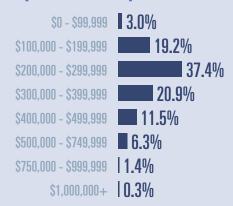


Coryell County



The availability of homes priced under \$300,000 has decreased 15.2% since 2017.

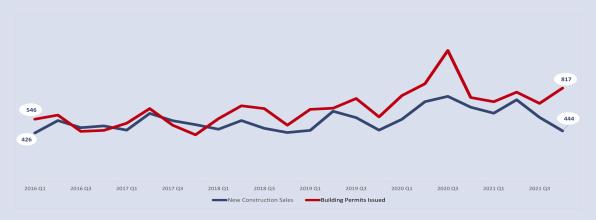
Lampasas County



Texas

\$0 - \$99,999	3.2%
\$100,000 - \$199,999	16.0%
\$200,000 - \$299,999	30.2%
\$300,000 - \$399,999	21.4%
\$400,000 - \$499,999	11.7%
\$500,000 - \$749,999	11.2%
\$750,000 - \$999,999	3.3 %
\$1,000,000+	I 3.0%

NEW CONSTRUCTION Killeen-Temple



^{*} Includes single family and attached units







Laredo Metropolitan Statistical Area



REAL 2021 ESTATE VEAR IN REVIEW



Laredo MSA by the numbers*

MEDIAN PRICE

\$204,000

UP 9.4% from 2020

ACTIVE LISTINGS

242DOWN 34.8% from 2020

AVERAGE DAYS ON MARKET

37 15 days less than 2020 **HOMES SOLD**

1,479

UP 0.4% from 2020

MONTHS OF INVENTORY

1.7

Compared to 2.0 in 2020

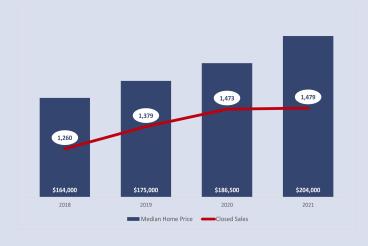
MEDIAN PRICE PER SQ. FT.

\$124.19

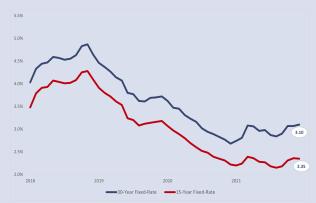
UP 10% from 2020

* Data includes new and existing home sales.

4-YEAR COMPARISON HOME SALES VOLUME VS. MEDIAN PRICE

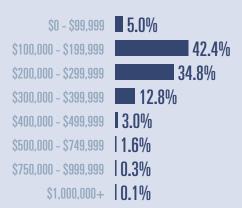


MONTHLY AVERAGE MORTGAGE INTEREST RATES



On average, homes sold at 97.6% of the price at which they were originally listed.

Laredo MSA



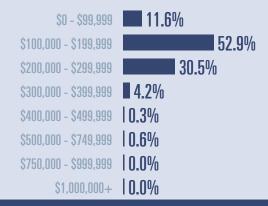


The median price per square foot in Laredo has increased 24.4% since 2017.

Webb County



Maverick County



The availability of homes priced under \$300,000 has decreased 10.6% since 2017.

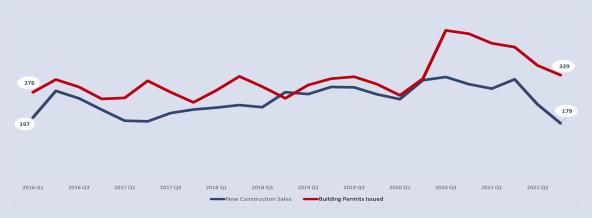
Duval County

\$0 - \$99,999		45.5%
\$100,000 - \$199,999		45.5%
\$200,000 - \$299,999	9.1%	
\$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%	

Texas

\$0 - \$99,999	3.2 %
\$100,000 - \$199,999	16.0%
\$200,000 - \$299,999	30.2%
\$300,000 - \$399,999	21.4%
\$400,000 - \$499,999	11.7%
\$500,000 - \$749,999	11.2%
\$750,000 - \$999,999	3.3 %
\$1,000,000+	I 3.0%

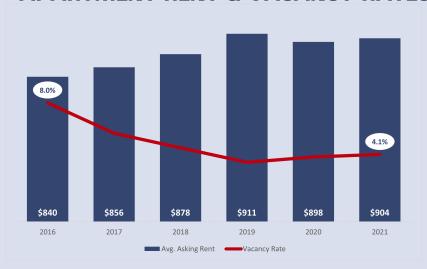
NEW CONSTRUCTION Laredo



^{*} Includes single family and attached units







Longview Metropolitan Statistical Area



REAL 2021 ESTATE VEAR IN REVIEW



Longview MSA by the numbers*

MEDIAN PRICE

\$205,000

UP 17.8% from 2020

ACTIVE LISTINGS

451

DOWN 33.5% from 2020

AVERAGE DAYS ON MARKET

40 27 days less than 2020 **HOMES SOLD**

2,543

UP 10.2% from 2020

MONTHS OF INVENTORY

1.8

Compared to 2.6 in 2020

MEDIAN PRICE PER SQ. FT.

\$109.93

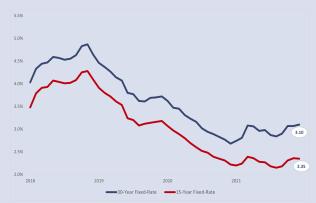
UP 17.1% from 2020

* Data includes new and existing home sales.

4-YEAR COMPARISON HOME SALES VOLUME VS. MEDIAN PRICE



MONTHLY AVERAGE MORTGAGE INTEREST RATES



On average, homes sold at 97.4% of the price at which they were originally listed.

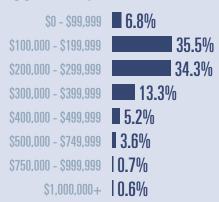
Longview MSA

\$0 - \$99,999	9.2%
\$100,000 - \$199,999	38.4%
\$200,000 - \$299,999	30.1%
\$300,000 - \$399,999	12.4%
\$400,000 - \$499,999	5.5 %
\$500,000 - \$749,999	3.4 %
\$750,000 - \$999,999	10.5%
\$1,000,000+	10.6%

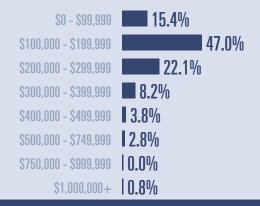


The median price per square foot in Longview has increased 37.2% since 2017.

Gregg County

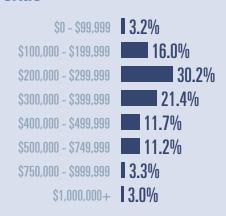


Rusk County

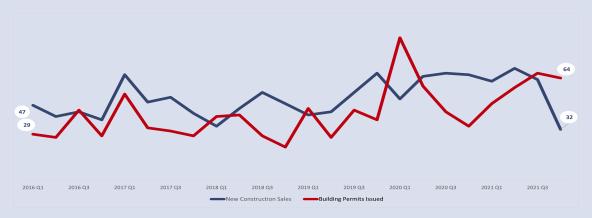


The availability of homes priced under \$300,000 has decreased 14.3% since 2017.

Texas



NEW CONSTRUCTION Longview



^{*} Includes single family and attached units







Lubbock Metropolitan Statistical Area



Lubbock MSA by the numbers*

MEDIAN PRICE

\$215,000

UP 12.3% from 2020

ACTIVE LISTINGS

472

DOWN 36.3% from 2020

AVERAGE DAYS ON MARKET

25 11 days less than 2020 **HOMES SOLD**

5,438

UP 9.7% from 2020

MONTHS OF INVENTORY

0.9

Compared to 1.3 in 2020

MEDIAN PRICE PER SQ. FT.

\$117.28

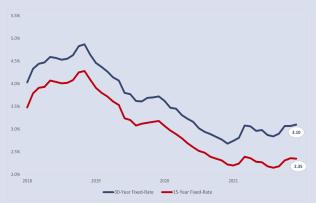
UP 13.4% from 2020

* Data includes new and existing home sales.

4-YEAR COMPARISON HOME SALES VOLUME VS. MEDIAN PRICE



MONTHLY AVERAGE MORTGAGE INTEREST RATES



On average, homes sold at 98.8% of the price at which they were originally listed.

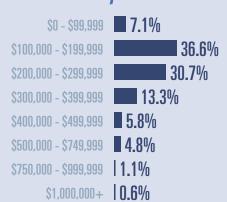
Lubbock MSA

7.7 %	\$0 - \$99,999
36.4%	\$100,000 - \$199,999
30.3%	\$200,000 - \$299,999
13.3%	\$300,000 - \$399,999
.8%	\$400,000 - \$499,999
.8%	\$500,000 - \$749,999
1%	\$750,000 - \$999,999
6 %	\$1,000,000+

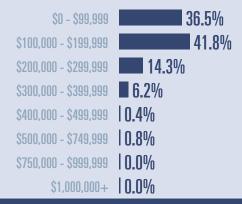


The median price per square foot in Lubbock has increased 33.0% since 2017.

Lubbock County



Hale County



The availability of homes priced under \$300,000 has decreased 14.7% since 2017.

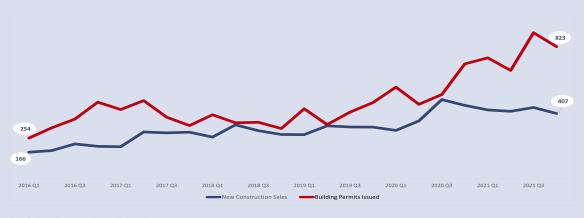
Hockley County

\$0 - \$99,999	19.7%
\$100,000 - \$199,999	44.4%
\$200,000 - \$299,999	25.3%
\$300,000 - \$399,999	6.6 %
\$400,000 - \$499,999	11.5%
\$500,000 - \$749,999	1 2.5%
\$750,000 - \$999,999	0.0%
\$1,000,000	I N N0/n

Texas

\$0 - \$99,999	3.2%
\$100,000 - \$199,999	16.0%
\$200,000 - \$299,999	30.2%
\$300,000 - \$399,999	21.4%
\$400,000 - \$499,999	11.7%
\$500,000 - \$749,999	11.2%
\$750,000 - \$999,999	3.3%
\$1,000,000+	I 3.0%

NEW CONSTRUCTION Lubbock



^{*} Includes single family and attached units







McAllen-Edinburg-Mission Metropolitan Statistical Area



REAL 2021 STATE YEAR IN REVIEW



McAllen-Edinburg-Mission MSA by the numbers*

MEDIAN PRICE

\$195,000

UP 14.7% from 2020

ACTIVE LISTINGS

839DOWN 37.6% from 2020

AVERAGE DAYS ON MARKET

59 22 days less than 2020

HOMES SOLD

4,202

UP 10.6% from 2020

MONTHS OF INVENTORY

2.4

Compared to 3.4 in 2020

MEDIAN PRICE PER SQ. FT.

\$110.01

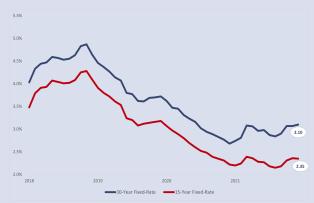
UP 14.4% from 2020

* Data includes new and existing home sales.

4-YEAR COMPARISON HOME SALES VOLUME VS. MEDIAN PRICE



MONTHLY AVERAGE MORTGAGE INTEREST RATES



On average, homes sold at 97.2% of the price at which they were originally listed.

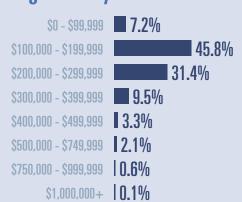
McAllen-Edinburg-Mission MSA

\$0 - \$99,999	7.2 %	
\$100,000 - \$199,999		45.8%
\$200,000 - \$299,999		31.4%
\$300,000 - \$399,999	9.5%	
\$400,000 - \$499,999	3.3%	
\$500,000 - \$749,999	12.1 %	
\$750,000 - \$999,999	10.6 %	
\$1,000,000+	0.1%	



The median price per square foot in McAllen-Edinburg-Mission has increased 36.7% since 2017.

Hidalgo County



Cameron County



The availability of homes priced under \$300,000 has decreased 10.7% since 2017.

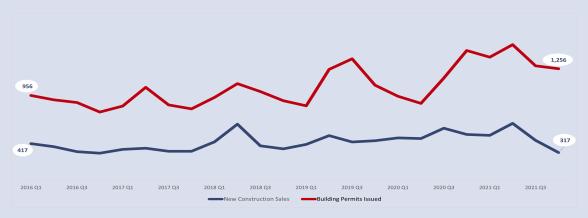
Starr County

\$0 - \$99,999	18.3%
\$100,000 - \$199,999	50.0%
\$200,000 - \$299,999	28.3%
\$300,000 - \$399,999	3.3%
\$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	18.4%
\$100,000 - \$199,999	40.8%
\$200,000 - \$299,999	22.5%
\$300,000 - \$399,999	8.2%
\$400,000 - \$499,999	2.0%
\$500,000 - \$749,999	2.0%
\$750,000 - \$999,999	6.1 %
\$1,000,000+	10.0%

NEW CONSTRUCTION McAllen-Edinburg-Mission



^{*} Includes single family and attached units







Midland Metropolitan Statistical Area



REAL 2021 ESTATE VEAR IN REVIEW



Midland MSA by the numbers*

MEDIAN PRICE

\$310,000

UP 3.4% from 2020

ACTIVE LISTINGS

720 DOWN 6.1% from 2020

AVERAGE DAYS ON MARKET

49 Unchanged from 2020

HOMES SOLD

2,997

UP 17% from 2020

MONTHS OF INVENTORY

2.6

Compared to 3.5 in 2020

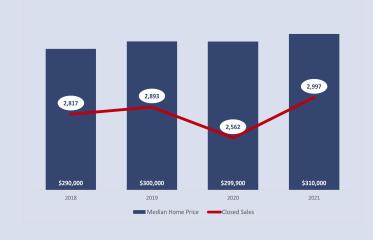
MEDIAN PRICE PER SQ. FT.

\$151.03

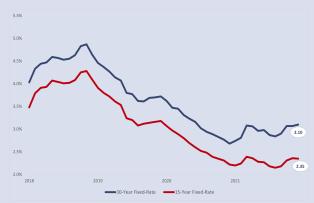
UP 1.2% from 2020

* Data includes new and existing home sales.

4-YEAR COMPARISON HOME SALES VOLUME VS. MEDIAN PRICE



MONTHLY AVERAGE MORTGAGE INTEREST RATES



On average, homes sold at 95.5% of the price at which they were originally listed.

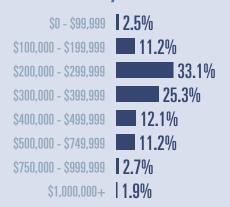
Midland MSA

12.5%	\$0 - \$99,999
11.6%	\$100,000 - \$199,999
33.0%	\$200,000 - \$299,999
25.2%	\$300,000 - \$399,999
12.2%	\$400,000 - \$499,999
11.2%	\$500,000 - \$749,999
12.6 %	\$750,000 - \$999,999
l 1.8%	\$1,000,000+



The median price per square foot in Midland has increased 20.2% since 2017.

Midland County

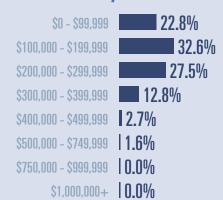


Ector County



The availability of homes priced under \$300,000 has decreased 17.1% since 2017.

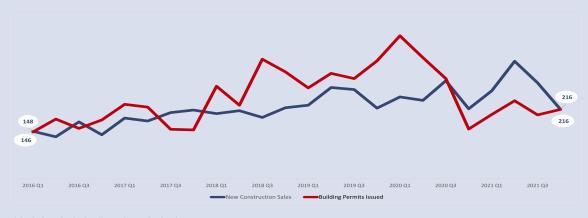
Howard County



Scurry County

\$0 - \$99,999	33.3%
\$100,000 - \$199,999	37.7%
\$200,000 - \$299,999	18.9%
\$300,000 - \$399,999	6.9 %
\$400,000 - \$499,999	11.9%
\$500,000 - \$749,999	10.0%
\$750,000 - \$999,999	11.3%
\$1,000,000+	10.0%

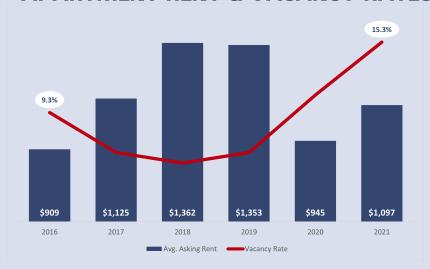
NEW CONSTRUCTION Midland



^{*} Includes single family and attached units







Odessa Metropolitan Statistical Area



REAL 2021 ESTATE VEAR IN REVIEW



Odessa MSA by the numbers*

MEDIAN PRICE

\$224,000

DOWN 1.8% from 2020

ACTIVE LISTINGS

528

UP 20.8% from 2020

AVERAGE DAYS ON MARKET

55 7 days more than 2020

HOMES SOLD

1,786

UP 24.7% from 2020

MONTHS OF INVENTORY

3.2

Compared to 4.6 in 2020

MEDIAN PRICE PER SQ. FT.

\$130.00

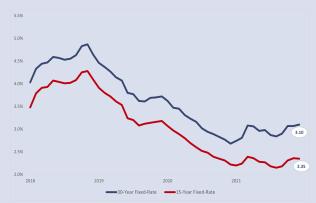
UP 0.4% from 2020

* Data includes new and existing home sales.

4-YEAR COMPARISON HOME SALES VOLUME VS. MEDIAN PRICE



MONTHLY AVERAGE MORTGAGE INTEREST RATES



On average, homes sold at 95.3% of the price at which they were originally listed.

Odessa MSA

\$0 - \$99,999	5.3 %
\$100,000 - \$199,999	32.1%
\$200,000 - \$299,999	43.1%
\$300,000 - \$399,999	13.0%
\$400,000 - \$499,999	3.7 %
\$500,000 - \$749,999	2.4%
\$750,000 - \$999,999	l 0.2%
\$1,000,000+	10.3%



The median price per square foot in Odessa has increased 27.6% since 2017.

Midland County

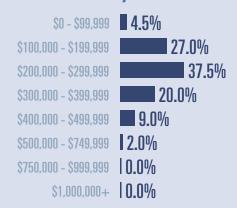


Ector County



The availability of homes priced under \$300,000 has decreased 9.7% since 2017.

Andrews County



Ward County

\$0 - \$99,999	17.7%
\$100,000 - \$199,999	40.3%
\$200,000 - \$299,999	25.8%
\$300,000 - \$399,999	12.9%
\$400,000 - \$499,999	3.2 %
\$500,000 - \$749,999	0.0%
\$750,000 - \$999,999	10.0%
\$1,000,000+	10.0%

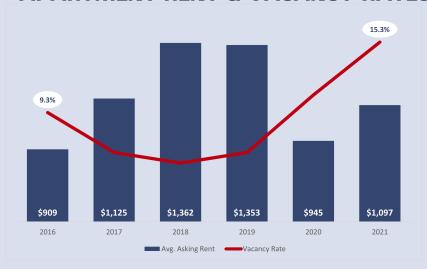
NEW CONSTRUCTION Odessa



^{*} Includes single family and attached units







San Angelo Metropolitan Statistical Area



REAL 2021 ESTATE VEAR IN REVIEW



San Angelo MSA by the numbers*

MEDIAN PRICE

\$225,000

UP 12.5% from 2020

ACTIVE LISTINGS

182DOWN 25.1% from 2020

AVERAGE DAYS ON MARKET

27 15 days less than 2020 **HOMES SOLD**

1,971

UP 8.5% from 2020

MONTHS OF INVENTORY

1.2

Compared to 1.2 in 2020

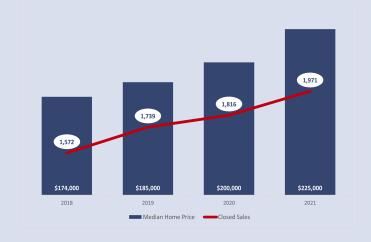
MEDIAN PRICE PER SQ. FT.

\$134.24

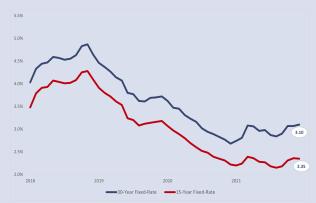
UP 13.6% from 2020

* Data includes new and existing home sales.

4-YEAR COMPARISON HOME SALES VOLUME VS. MEDIAN PRICE



MONTHLY AVERAGE MORTGAGE INTEREST RATES



On average, homes sold at 97.7% of the price at which they were originally listed.

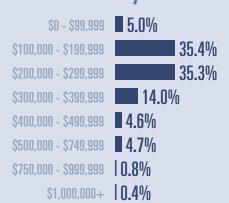
San Angelo MSA

5.1%	\$0 - \$99,999
35.2%	\$100,000 - \$199,999
35.4%	\$200,000 - \$299,999
13.9 %	\$300,000 - \$399,999
.6 %	\$400,000 - \$499,999
.6 %	\$500,000 - \$749,999
8%	\$750,000 - \$999,999
4 %	\$1,000,000+

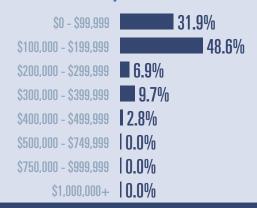


The median price per square foot in San Angelo has increased 38.2% since 2017.

Tom Green County

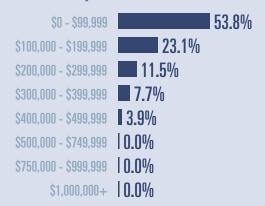


Runnels County



The availability of homes priced under \$300,000 has decreased 13.9% since 2017.

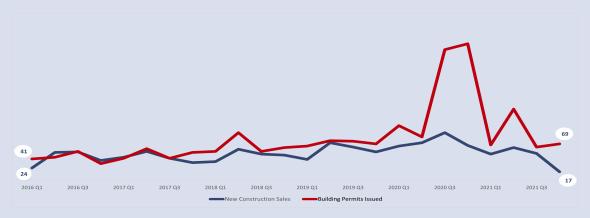
Coke County



Irion County

15.4%	\$0 - \$99,999
23.1%	\$100,000 - \$199,999
38.5%	\$200,000 - \$299,999
7.7 %	\$300,000 - \$399,999
15.4%	\$400,000 - \$499,999
0.0%	\$500,000 - \$749,999
0.0%	\$750,000 - \$999,999
10.0%	\$1,000,000+

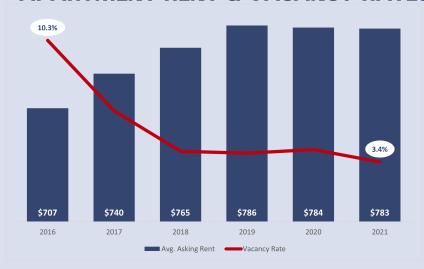
NEW CONSTRUCTION San Angelo



^{*} Includes single family and attached units







San Antonio-New Braunfels Metropolitan Statistical Area



REAL 2021 ESTATE VEAR IN REVIEW



San Antonio-New Braunfels MSA by the numbers*

MEDIAN PRICE

\$284,995

UP 14.5% from 2020

ACTIVE LISTINGS

5,221DOWN 35% from 2020

AVERAGE DAYS ON MARKET

34 23 days less than 2020

HOMES SOLD

42,053

UP 4.7% from 2020

MONTHS OF INVENTORY

1.4

Compared to 1.7 in 2020

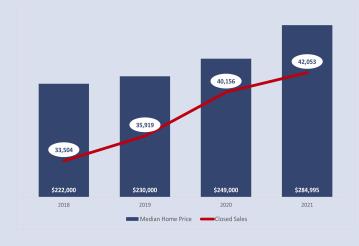
MEDIAN PRICE PER SQ. FT.

\$149.44

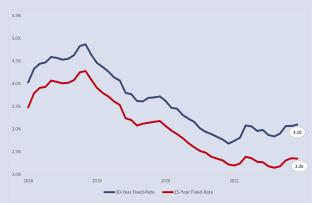
UP 15.9% from 2020

* Data includes new and existing home sales.

4-YEAR COMPARISON HOME SALES VOLUME VS. MEDIAN PRICE



MONTHLY AVERAGE MORTGAGE INTEREST RATES



On average, homes sold at 99.9% of the price at which they were originally listed.

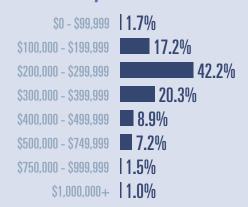
San Antonio-New Braunfels MSA

	1.6%	\$0 - \$99,999
	14.5%	\$100,000 - \$199,999
39.3%		\$200,000 - \$299,999
%	21.7	\$300,000 - \$399,999
	10.3%	\$400,000 - \$499,999
	8.9%	\$500,000 - \$749,999
	2.2%	\$750,000 - \$999,999
	1.5%	\$1,000,000+

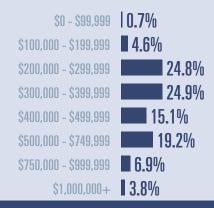


The median price per square foot in San Antonio-New Braunfels has increased 38.1% since 2017.

Bexar County

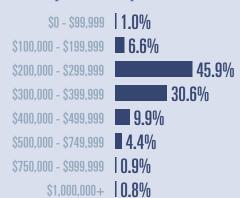


Comal County



The availability of homes priced under \$300,000 has decreased 20.8% since 2017.

Guadalupe County



Kendall County

\$0 - \$99,999	0.0%
\$100,000 - \$199,999	1.0%
\$200,000 - \$299,999	7.5%
\$300,000 - \$399,999	19.8%
\$400,000 - \$499,999	22.4%
\$500,000 - \$749,999	27.7%
\$750,000 - \$999,999	10.8%
\$1,000,000+	10.9%

NEW CONSTRUCTION San Antonio-New Braunfels



^{*} Includes single family and attached units







Sherman-Denison Metropolitan Statistical Area



REAL 2021 ESTATE VEAR IN REVIEW



Sherman-Denison MSA by the numbers*

MEDIAN PRICE

\$246,750

UP 23.4% from 2020

ACTIVE LISTINGS

328

DOWN 39.9% from 2020

AVERAGE DAYS ON MARKET

36 24 days less than 2020 **HOMES SOLD**

2,487

UP 5.1% from 2020

MONTHS OF INVENTORY

1.6

Compared to 1.7 in 2020

MEDIAN PRICE PER SQ. FT.

\$141.18

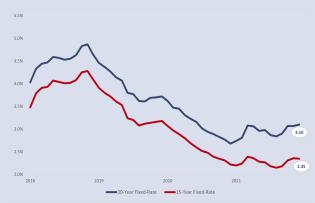
UP 16.6% from 2020

* Data includes new and existing home sales.

4-YEAR COMPARISON HOME SALES VOLUME VS. MEDIAN PRICE



MONTHLY AVERAGE MORTGAGE INTEREST RATES



On average, homes sold at 98.5% of the price at which they were originally listed.

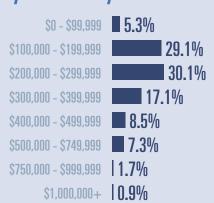
Sherman-Denison MSA

\$0 - \$99,999	5.3 %
\$100,000 - \$199,999	29.1%
\$200,000 - \$299,999	30.1%
\$300,000 - \$399,999	17.1%
\$400,000 - \$499,999	8.5%
\$500,000 - \$749,999	7.3 %
\$750,000 - \$999,999	l 1.7%
\$1,000,000+	0.9%

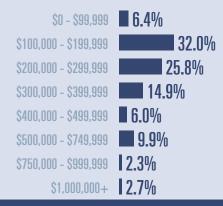


The median price per square foot in Sherman-Denison has increased 51.1% since 2017.

Grayson County

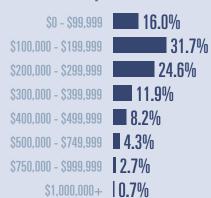


Cooke County



The availability of homes priced under \$300,000 has decreased 23.6% since 2017.

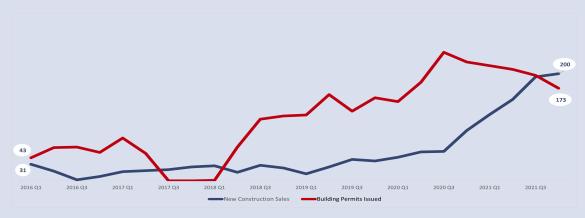
Fannin County



Texas

\$0 - \$99,999	3.2%
\$100,000 - \$199,999	16.0%
\$200,000 - \$299,999	30.2%
\$300,000 - \$399,999	21.4%
\$400,000 - \$499,999	11.7%
\$500,000 - \$749,999	11.2%
\$750,000 - \$999,999	3.3 %
\$1,000,000+	I 3.0%

NEW CONSTRUCTION Sherman-Denison

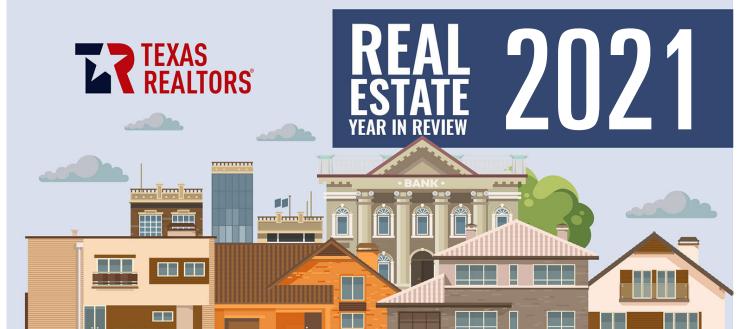


^{*} Includes single family and attached units





Texarkana Metropolitan Statistical Area



Texarkana MSA by the numbers*

MEDIAN PRICE

\$187,750

UP 17.3% from 2020

ACTIVE LISTINGS

165DOWN 48.9% from 2020

AVERAGE DAYS ON MARKET

47 27 days less than 2020

HOMES SOLD

844

UP 7.2% from 2020

MONTHS OF INVENTORY

2.5

Compared to 3.2 in 2020

MEDIAN PRICE PER SQ. FT.

\$102.58

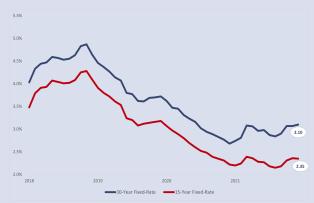
UP 18.9% from 2020

* Data includes new and existing home sales.

4-YEAR COMPARISON HOME SALES VOLUME VS. MEDIAN PRICE

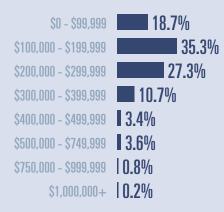


MONTHLY AVERAGE MORTGAGE INTEREST RATES



On average, homes sold at 96.5% of the price at which they were originally listed.

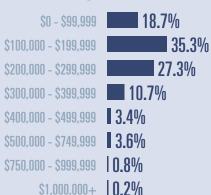
Texarkana MSA



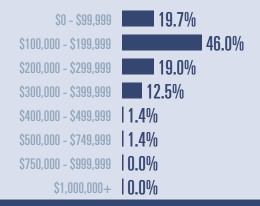


The median price per square foot in Texarkana has increased 36.8% since 2017.

Bowie County

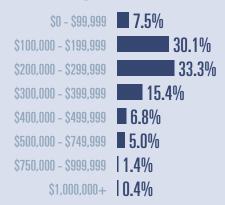


Cass County



The availability of homes priced under \$300,000 has decreased 11.7% since 2017.

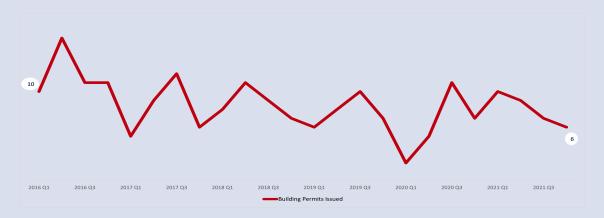
Titus County



Morris County

\$0 - \$99,999	28.3%
\$100,000 - \$199,999	40.0%
\$200,000 - \$299,999	13.3%
\$300,000 - \$399,999	6.7 %
\$400,000 - \$499,999	5.8 %
\$500,000 - \$749,999	4.2 %
\$750,000 - \$999,999	10.8%
\$1,000,000+	10.8%

NEW CONSTRUCTION Texarkana







Tyler Metropolitan Statistical Area



REAL 2021 ESTATE VEAR IN REVIEW



Tyler MSA by the numbers*

MEDIAN PRICE

\$262,050

UP 13.9% from 2020

ACTIVE LISTINGS

420

DOWN 43.6% from 2020

AVERAGE DAYS ON MARKET

36 40 days less than 2020 **HOMES SOLD**

3,505

UP 5.1% from 2020

MONTHS OF INVENTORY

1.2

Compared to 1.8 in 2020

MEDIAN PRICE PER SQ. FT.

\$139.45

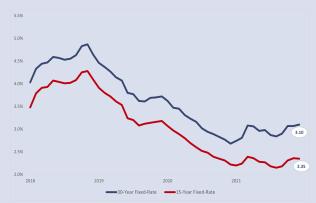
UP 16.4% from 2020

* Data includes new and existing home sales.

4-YEAR COMPARISON HOME SALES VOLUME VS. MEDIAN PRICE



MONTHLY AVERAGE MORTGAGE INTEREST RATES



On average, homes sold at 99.0% of the price at which they were originally listed.

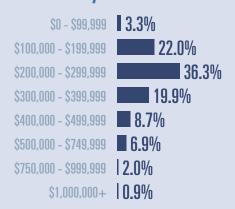
Tyler MSA

\$0 - \$99,999	I 3.3%
\$100,000 - \$199,999	22.0%
\$200,000 - \$299,999	36.3%
\$300,000 - \$399,999	19.9%
\$400,000 - \$499,999	8.7%
\$500,000 - \$749,999	6.9 %
\$750,000 - \$999,999	12.0%
\$1,000,000+	10.9%

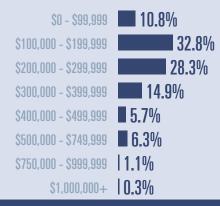


The median price per square foot in Tyler has increased 40.2% since 2017.

Smith County



Wood County



The availability of homes priced under \$300,000 has decreased 21.0% since 2017.

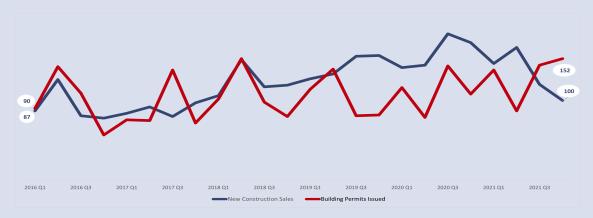
Cherokee County

15.7%	\$0 - \$99,999
25.3%	\$100,000 - \$199,999
24.1%	\$200,000 - \$299,999
18.3%	\$300,000 - \$399,999
6.0%	\$400,000 - \$499,999
7.6%	\$500,000 - \$749,999
11.8%	\$750,000 - \$999,999
1.2%	\$1,000,000+

Texas

\$0 - \$99,999	3.2%
\$100,000 - \$199,999	16.0%
\$200,000 - \$299,999	30.2%
\$300,000 - \$399,999	21.4%
\$400,000 - \$499,999	11.7%
\$500,000 - \$749,999	11.2%
\$750,000 - \$999,999	3.3 %
\$1,000,000+	I 3.0%

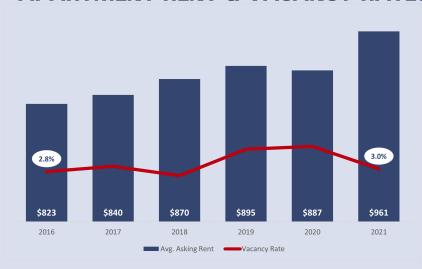
NEW CONSTRUCTION Tyler



^{*} Includes single family and attached units







Victoria Metropolitan Statistical Area



REAL 2021 YEAR IN REVIEW



Victoria MSA by the numbers*

MEDIAN PRICE

\$220,000

UP 12.8% from 2020

ACTIVE LISTINGS

156
DOWN 36.1% from 2020

AVERAGE DAYS ON MARKET

66 10 days less than 2020 **HOMES SOLD**

1,113

UP 8.8% from 2020

MONTHS OF INVENTORY

1.9

Compared to 2.4 in 2020

MEDIAN PRICE PER SQ. FT.

\$126.77

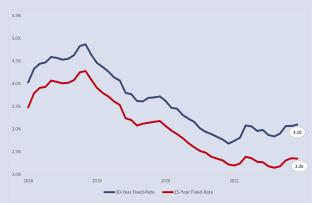
UP 11.4% from 2020

* Data includes new and existing home sales.

4-YEAR COMPARISON HOME SALES VOLUME VS. MEDIAN PRICE



MONTHLY AVERAGE MORTGAGE INTEREST RATES



On average, homes sold at 96.8% of the price at which they were originally listed.

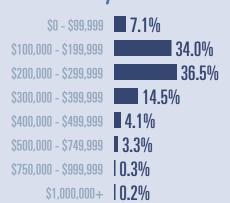
Victoria MSA

\$0 - \$99,999	7.4 %
\$100,000 - \$199,999	33.6%
\$200,000 - \$299,999	35.9%
\$300,000 - \$399,999	14.6%
\$400,000 - \$499,999	4.5%
\$500,000 - \$749,999	3.6 %
\$750,000 - \$999,999	10.3%
\$1,000,000+	0.3%

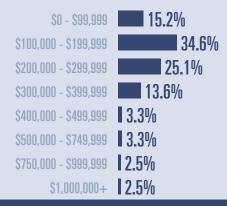


The median price per square foot in Victoria has increased 30.7% since 2017.

Victoria County

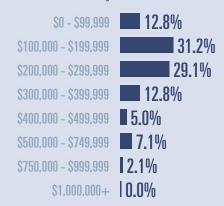


Calhoun County



The availability of homes priced under \$300,000 has decreased 14.0% since 2017.

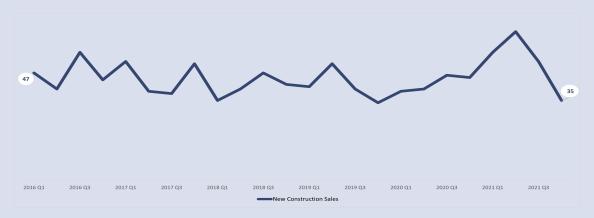
Lavaca County



Goliad County

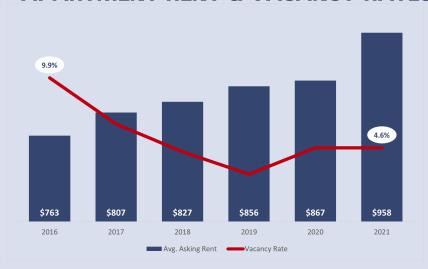
\$0 - \$99,999	12.8%
\$100,000 - \$199,999	25.5%
\$200,000 - \$299,999	21.3%
\$300,000 - \$399,999	14.9%
\$400,000 - \$499,999	12.8%
\$500,000 - \$749,999	10.6%
\$750,000 - \$999,999	0.0%
\$1,000,000+	12.1 %

NEW CONSTRUCTION Victoria



^{*} Includes single family and attached units





Waco Metropolitan Statistical Area



REAL 2021 ESTATE VEAR IN REVIEW



Waco MSA by the numbers*

MEDIAN PRICE

\$245,000

UP 14.2% from 2020

ACTIVE LISTINGS

290DOWN 46.4% from 2020

AVERAGE DAYS ON MARKET

31 18 days less than 2020 **HOMES SOLD**

3,527

UP 4% from 2020

MONTHS OF INVENTORY

1.0

Compared to 1.2 in 2020

MEDIAN PRICE PER SQ. FT.

\$141.00

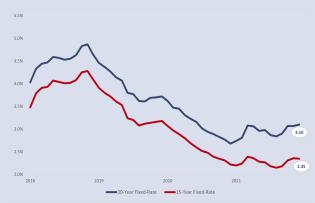
UP 18% from 2020

* Data includes new and existing home sales.

4-YEAR COMPARISON HOME SALES VOLUME VS. MEDIAN PRICE



MONTHLY AVERAGE MORTGAGE INTEREST RATES



On average, homes sold at 98.2% of the price at which they were originally listed.

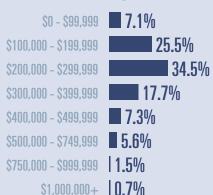
Waco MSA

\$0 - \$99,999	7.6 %
\$100,000 - \$199,999	25.8%
\$200,000 - \$299,999	33.9%
\$300,000 - \$399,999	17.4%
\$400,000 - \$499,999	7.4 %
\$500,000 - \$749,999	5.7 %
\$750,000 - \$999,999	1.5%
\$1,000,000+	l 0.7 %

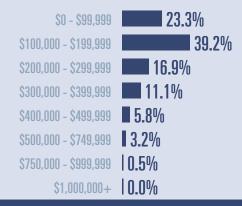


The median price per square foot in Waco has increased 49.4% since 2017.

McLennan County

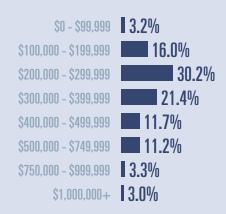


Limestone County

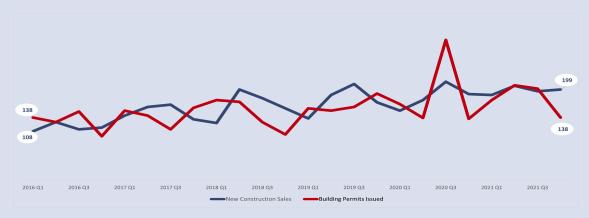


The availability of homes priced under \$300,000 has decreased 19.6% since 2017.

Texas



NEW CONSTRUCTION Waco



^{*} Includes single family and attached units







Wichita Falls Metropolitan Statistical Area



REAL 2021 ESTATE VEAR IN REVIEW



Wichita Falls MSA by the numbers*

MEDIAN PRICE

\$163,850 UP 13% from 2020

OI 13" IIUIII 2020

ACTIVE LISTINGS

227DOWN 22.5% from 2020

AVERAGE DAYS ON MARKET

22 15 days less than 2020 **HOMES SOLD**

2,259

UP 14% from 2020

MONTHS OF INVENTORY

1.3

Compared to 1.1 in 2020

MEDIAN PRICE PER SQ. FT.

\$103.06

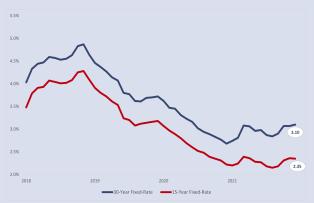
UP 15.1% from 2020

* Data includes new and existing home sales.

4-YEAR COMPARISON HOME SALES VOLUME VS. MEDIAN PRICE



MONTHLY AVERAGE MORTGAGE INTEREST RATES



On average, homes sold at 98.6% of the price at which they were originally listed.

Wichita Falls MSA

\$0 - \$99,999	21.7%
\$100,000 - \$199,999	44.4%
\$200,000 - \$299,999	21.8%
\$300,000 - \$399,999	7.5 %
\$400,000 - \$499,999	12.4 %
\$500,000 - \$749,999	11.8%
\$750,000 - \$999,999	10.3%
\$1,000,000+	0.1%

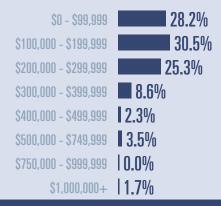


The median price per square foot in Wichita Falls has increased 46.4% since 2017.

Wichita County



Young County



The availability of homes priced under \$300,000 has decreased 7.7% since 2017.

Clay County

36.1%	\$0 - \$99,999
31.9%	\$100,000 - \$199,999
16.8%	\$200,000 - \$299,999
6.7 %	\$300,000 - \$399,999
3.4 %	\$400,000 - \$499,999
3.4 %	\$500,000 - \$749,999
1.7%	\$750,000 - \$999,999
10.0%	\$1,000,000+

Archer County

14.7%	\$0 - \$99,999
30.4%	\$100,000 - \$199,999
25.5%	\$200,000 - \$299,999
11.8%	\$300,000 - \$399,999
5.9 %	\$400,000 - \$499,999
7.8 %	\$500,000 - \$749,999
l 2.0%	\$750,000 - \$999,999
1 2 በ ‰	\$1,000,000+

NEW CONSTRUCTION Wichita Falls



^{*} Includes single family and attached units





