2022 TEXAS REAL ESTATE YEAR IN REVIEW



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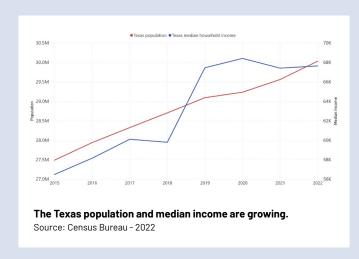
The 2022 edition of the Texas REALTORS® Year in Review Report analyzes Texas home sales, prices, supply inventory, apartment rentals and vacancies, and new home construction trends. The report provides insights on statewide trends and analyzes data in 25 metropolitan areas throughout the state.

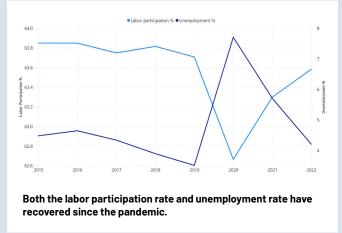
The information provided throughout the report utilizes data provided by the Texas Real Estate Research Center at Texas A&M alongside data from MLSs in Texas, Freddie Mac, Moody's Analytics, Zonda, the U.S. Census, St. Louis Federal Reserve and Google Mobility. The report begins with background on the current state of the Texas real estate market and highlights that provide key insights from the data.

2022 TEXAS REAL ESTATE YEAR IN REVIEW MARKET BACKGROUND

Analysis of economic and real estate activity over the past year resulted in the identification of several factors affecting consumer behavior.

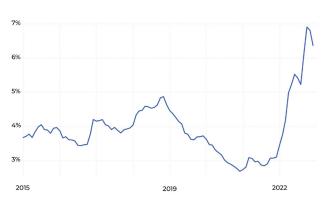
Four key indicators of the Texas economy agree: the Texas economy is strong.





Current homebuyers face higher mortgage rates.

- Changes in new mortgage rates are important because rates impact buyer and seller motivations:
 - Some homeowners may be less willing to sell due to higher interest rates than their current mortgage.
 - New buyers face higher monthly costs than they would have a year ago.
- With the Texas median home price of \$340k, the average additional cost of a 30-year mortgage for each additional percentage point on the mortgage was \$18,488.
- Higher mortgage interest rates could cause some buyers to make compromises or postpone a purchase to continue saving. Since 2009, buyers generally enjoyed lower mortgage interest rates than are available now. This could result in fewer homeowners who are willing to sell their current homes to buy another with a loan that has a higher interest rate.
- Though current rates are within historical norms, interest rates have reached much higher in the past, peaking above 18% in the early 1980s.



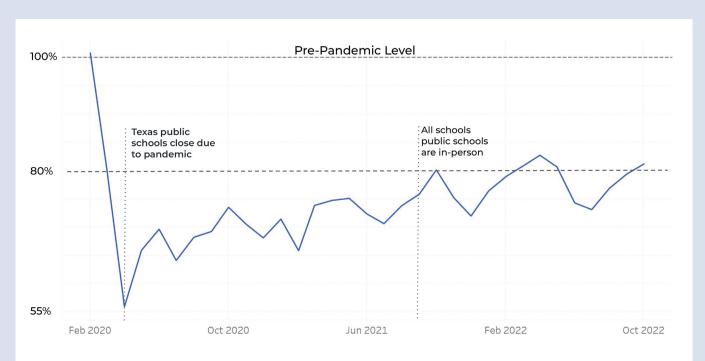
Over the course of 2022, the interest on a 30-year mortgage approximately doubled from 3.1 to 6.5%.

While a dramatic year, the rate at the end of the year (6.5%) is within norms by historical standards.

2022 TEXAS REAL ESTATE YEAR IN REVIEW MARKET BACKGROUND

Analysis of economic and real estate activity over the past year resulted in the identification of several factors affecting consumer behavior.

Current work-from-home levels may be permanent.



More than 2 years after pandemic start, time spent at offices is only 80% of pre-pandemic levels.

Time spent in the office dropped to 55% of baseline at the start of the pandemic. Of those that stopped visiting the office, about half have returned.

Source: Google LLC "Google COVID-19 Community Mobility Reports". https://www.google.com/covid19/mobility/ Accessed: 2/2/2023

Working from home changes the motivation of homebuyers.

- 1. Commute times are not as important for those who work entirely or sometimes from home.
- 2. Space for a home office is more important.

These factors lead to market conditions that may affect current real estate markets:

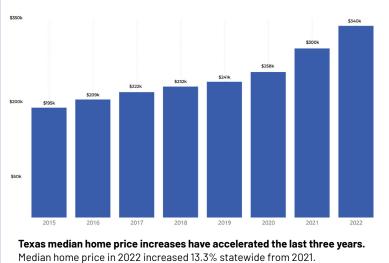
- Renters who can afford to purchase a home may enter the market so that they can work from home.
- 2. New homebuyers who need to commute less are more likely to prefer the suburbs and exurbs for the space these locations offer.

2022 TEXAS REAL ESTATE YEAR IN REVIEW HIGHLIGHTS

Analysis of the Year in Review report data revealed the following notable trends in the overall state of the Texas real estate market.

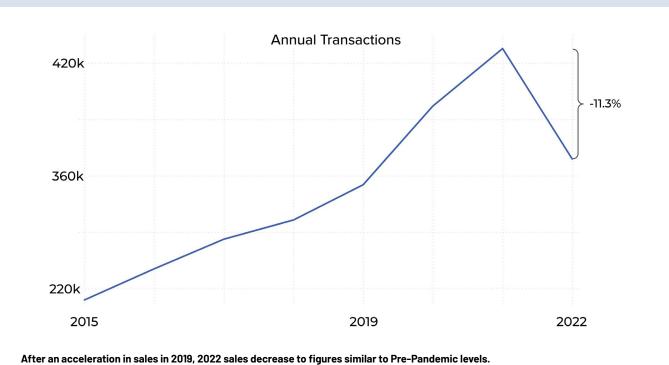
Texas housing prices grew in 2022.

- In 2022, the median home prices increased by 13.3% from \$300k to \$340k.
- While this represents a slowdown from the substantial increase of 16.2% observed in 2021, it is in line with the upward trend seen prior to 2021.



Source: Texas REALTORS®

With a decline in sales of 11%, Texas residential real estate transactions cool sightly in 2022.



2022 transaction levels are 11.3% lower than 2021.

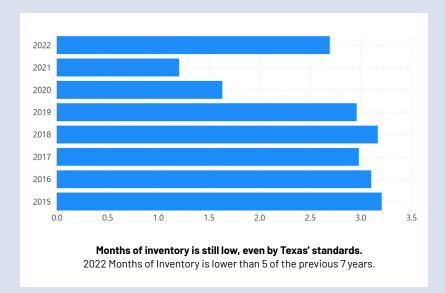
- Higher mortgage payments have resulted in a decrease in closed sales.
- All MSAs but 4 experienced the same trend. Odessa, Texarkana, Sherman-Denison and McAllen had higher numbers of sales compared to 2021.
- After a heightened level of sales in 2020 and 2021, it's possible the market is returning to more typical activity.
- Despite the 11.3% decline in sales, the total number of sales is the third highest on record and the second highest total dollar volume of sales.

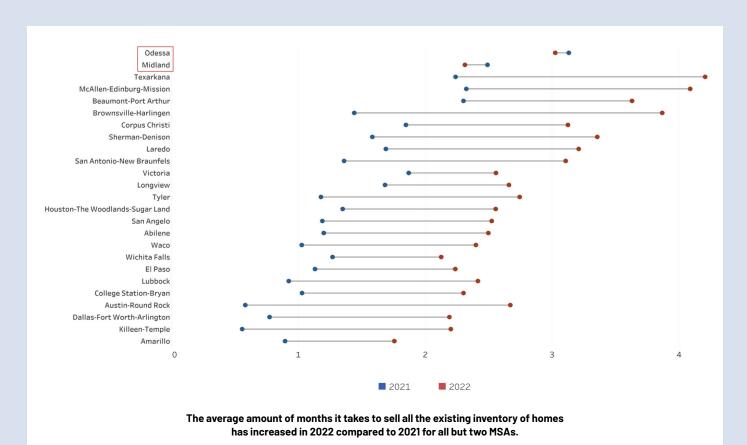
2022 TEXAS REAL ESTATE YEAR IN REVIEW HIGHLIGHTS

Analysis of the Year in Review report data revealed the following notable trends in the overall state of the Texas real estate market.

Months of inventory increased in 2022 compared to 2021 for all but two MSAs.

- "Months of inventory" is a measure of housing supply and demand. It is calculated by determining how long it would take to sell all the homes currently for sale if the current rate of sales remained unchanged. Generally, a market balanced between buyers and sellers occurs when the are 6 to 6.5 months of inventory.
- No metro area in Texas has more than 4.2 months of inventory.
- All metros areas except Midland and Odessa experienced a longer time for their home inventory to be sold in 2022.
- These inventory levels may indicate a shift more in favor of buyers, although the market may still be a seller's market in general.

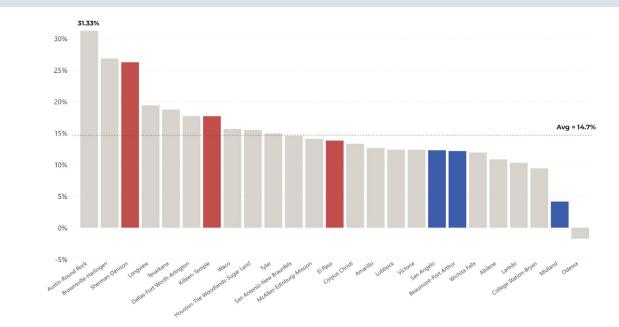




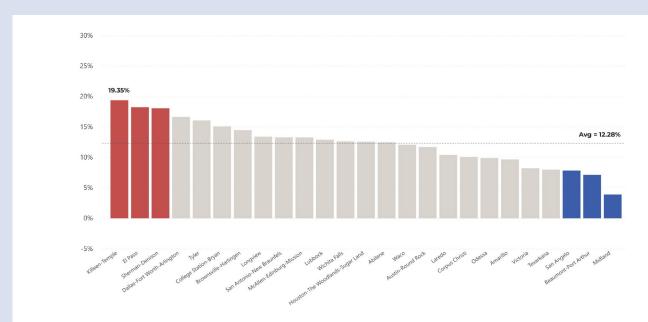
2022 TEXAS REAL ESTATE YEAR IN REVIEW HIGHLIGHTS

Analysis of the Year in Review report data revealed the following notable trends in the overall state of the Texas real estate market.

Texas markets are more stable in 2022; prices increased across the board.



2021 Housing Price Change Comparison: Highlighting the MSAs with the most (Killeen-Temple, El Paso and Sherman-Denison) and least (San Angelo, Beaumont-Port Arthur and Midland) fluctuations in 2022



2022 Housing Price Change Comparison: Highlighting the MSAs with the most (Killeen-Temple, El Paso and Sherman-Denison) and least (San Angelo, Beaumont-Port Arthur and Midland) fluctuations in 2022

- In 2021, the market with the largest increase (Austin) saw sale prices rise by 31%, while the market at the other end of the scale (Odessa) saw prices drop slightly (1.7%).
- In 2022, however, the market with the highest increase (Killeen-Temple) grew by 19%, while the market with the lowest price appreciation (Midland) also grew by 4%.





REAL 2022 STATE PER IN REVIEW



Texas by the numbers*

MEDIAN PRICE

\$340,000

UP 13.3% from 2021

ACTIVE LISTINGS

66,160

UP 36.9% from 2021

AVERAGE DAYS ON MARKET

35 1 day more than 2021 **HOMES SOLD**

367,472

DOWN 11.3% from 2021

MONTHS OF INVENTORY

2.7

Compared to 1.2 in 2021

MEDIAN PRICE PER SQ. FT.

\$174.17

UP 15.9% from 2021

* 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 98.7% of the price at which they were originally listed.

Texas

\$0 - \$99,999	12.7%
\$100,000 - \$199,999	11.6%
\$200,000 - \$299,999	24.8%
\$300,000 - \$399,999	23.7%
\$400,000 - \$499,999	14.5%
\$500,000 - \$749,999	14.7%
\$750,000 - \$999,999	4.4%
\$1,000,000+	3.6%

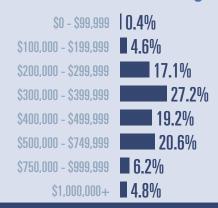


The median price per square foot in Texas has increased 57.2% since 2017.

Houston-The Woodlands-Sugar Land MSA

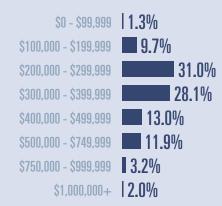
1.3%	\$0 - \$99,999
8.7%	\$100,000 - \$199,999
28.7%	\$200,000 - \$299,999
26.6%	\$300,000 - \$399,999
14.4%	\$400,000 - \$499,999
13.2%	\$500,000 - \$749,999
3.7%	\$750,000 - \$999,999
3.4 %	\$1,000,000+

Dallas-Fort Worth-Arlington MSA



The availability of homes priced under \$300,000 has decreased 31.5% since 2017.

San Antonio-New Braunfels MSA



Austin-Round Rock MSA

\$0 - \$99,999	0.1%
\$100,000 - \$199,999	0.6%
\$200,000 - \$299,999	4.3 %
\$300,000 - \$399,999	19.8%
\$400,000 - \$499,999	24.1%
\$500,000 - \$749,999	30.4%
\$750,000 - \$999,999	10.9%
\$1,000,000+	9.9%

NEW CONSTRUCTION Texas



^{*} Includes single family and attached units





	2022 YE Asking Rent	% Change in Rent Rate - YoY	Vacancy Rate		2022 YE Asking Rent	% Change in Rent Rate - YoY	Vacancy Rate
Austin	\$1,585	▲ 8.6%	5.0%	Amarillo	\$948	▲ 8.6%	4.6%
Dallas	\$1,546	▲ 11.6%	5.1%	Waco	\$907	▲ 4.8%	1.0%
Houston	\$1,267	▲ 7.5%	5.4%	Brownsville-Harlingen	\$893	▲ 7.8%	7.1%
Fort Worth	\$1,202	▲ 4.4%	3.9%	Sherman-Denison	\$879	▲ 1.1%	2.6%
Corpus Christi	\$1,156	▲ 3.6%	6.5%	Laredo	\$873	▼ -3.4%	3.4%
Odessa-Midland	\$1,141	▲ 3.3%	10.0%	Lubbock	\$867	▲ 2.8%	3.2%
San Antonio	\$1,135	▲ 2.8%	5.0%	San Angelo	\$857	▲ 7.8%	4.6%
Killeen-Fort Hood	\$1,057	▲ 4.0%	1.9%	Longview	\$856	▼ -1.3%	6.2%
El Paso	\$1,048	▲ 11.2%	2.2%	McAllen	\$853	▲ 11.0%	4.8%
Tyler	\$1,023	▲ 6.5%	2.5%	Abilene	\$816	▲ 3.7%	3.4%
College Station-Bryan	\$963	▲ 4.9%	5.9%	Wichita Falls	\$754	▲ 0.5%	6.0%
Victoria	\$963	▲ 0.5%	7.3%	Texarkana	\$742	▲ 2.1%	4.3%
Beaumont	\$950	▲ 3.0%	5.6%				

Abilene Metropolitan Statistical Area



Abilene MSA by the numbers*

MEDIAN PRICE

\$235,000

UP 11.8% from 2021

ACTIVE LISTINGS

455UP 43.1% from 2021

AVERAGE DAYS

ON MARKET

31 2 days more than 2021

HOMES SOLD

2,549

DOWN 8% from 2021

MONTHS OF INVENTORY

2.5

Compared to 1.2 in 2021

MEDIAN PRICE PER SO. FT.

\$139.16

UP 12.9% from 2021

* Data includes new and existing home sales.

4-YEAR COMPARISON HOME SALES VOLUME VS. MEDIAN PRICE

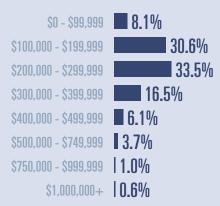


MONTHLY AVERAGE MORTGAGE INTEREST RATES



On average, homes sold at 97.1% of the price at which they were originally listed.

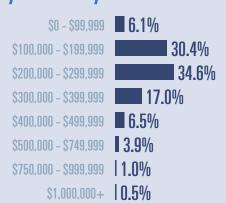
Abilene MSA



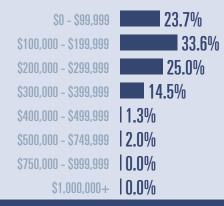


The median price per square foot in Abilene has increased 52.2% since 2017.

Taylor County

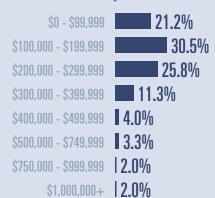


Jones County



The availability of homes priced under \$300,000 has decreased 19.8% since 2017.

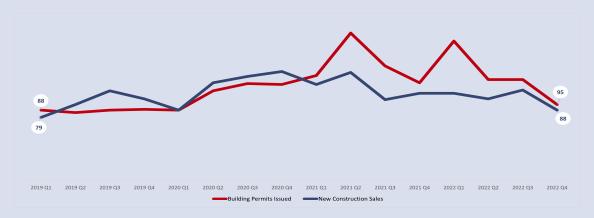
Callahan County



Runnels County

\$0 - \$99,999	36.7%
\$100,000 - \$199,999	31.7%
\$200,000 - \$299,999	13.3%
\$300,000 - \$399,999	8.3%
\$400,000 - \$499,999	6.7 %
\$500,000 - \$749,999	l 1.7%
\$750,000 - \$999,999	11.7%
\$1,000,000+	0.0%

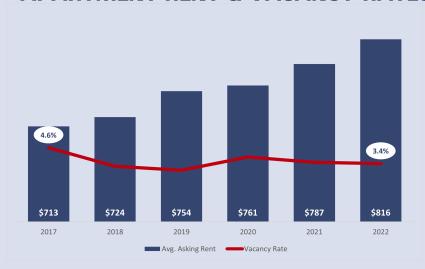
NEW CONSTRUCTION Abilene



^{*} Includes single family and attached units







Amarillo Metropolitan Statistical Area



REAL 2022 YEAR IN REVIEW



Amarillo MSA by the numbers*

MEDIAN PRICE

\$237,500

UP 10.2% from 2021

ACTIVE LISTINGS

418UP 13% from 2021

AVERAGE DAYS ON MARKET

24 3 days less than 2021

HOMES SOLD

3,458

DOWN 14% from 2021

MONTHS OF INVENTORY

1.7

Compared to 0.9 in 2021

MEDIAN PRICE PER SQ. FT.

\$136.73

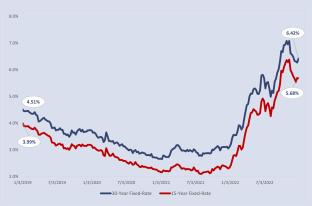
UP 11.6% from 2021

* 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 98.1% of the price at which they were originally listed.

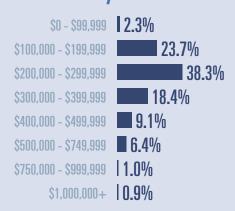
Amarillo MSA

\$0 - \$99,999	7.6%
\$100,000 - \$199,999	29.1%
\$200,000 - \$299,999	32.1%
\$300,000 - \$399,999	15.3%
\$400,000 - \$499,999	8.7%
\$500,000 - \$749,999	5.6 %
\$750,000 - \$999,999	0.9%
\$1,000,000+	0.8%

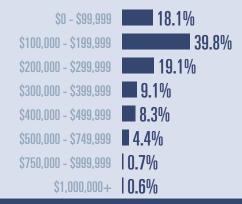


The median price per square foot in Amarillo has increased 42.9% since 2017.

Randall County



Potter County

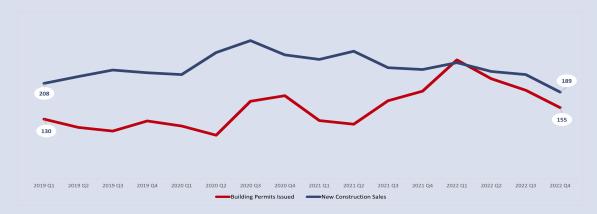


The availability of homes priced under \$300,000 has decreased 19.5% since 2017.

Texas

\$0 - \$99,999	12.7%
\$100,000 - \$199,999	11.6%
\$200,000 - \$299,999	24.8%
\$300,000 - \$399,999	23.7%
\$400,000 - \$499,999	14.5%
\$500,000 - \$749,999	14.7%
\$750,000 - \$999,999	4.4%
\$1,000,000+	3.6 %

NEW CONSTRUCTION Amarillo



^{*} Includes single family and attached units



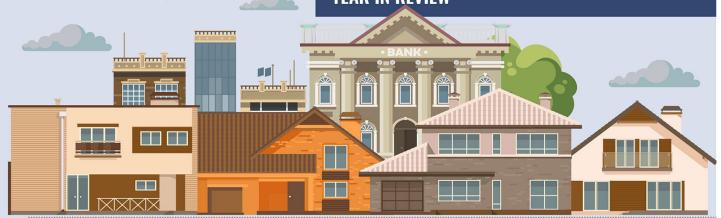




Austin-Round Rock Metropolitan Statistical Area



REAL 2022 YEAR IN REVIEW



Austin-Round Rock MSA by the numbers*

MEDIAN PRICE

\$502,000

UP 11.2% from 2021

ACTIVE LISTINGS

5,893UP 155.2% from 2021

AVERAGE DAYS ON MARKET

32 12 days more than 2021 **HOMES SOLD**

33,647

DOWN 18.1% from 2021

MONTHS OF INVENTORY

2.7 Compared to 0.6 in 2021

MEDIAN PRICE PER SQ. FT.

\$260.36 UP 10.4% from 2021

* 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 99.6% of the price at which they were originally listed.

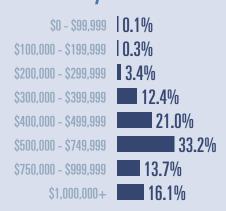
Austin-Round Rock MSA

\$0 - \$99,999	0.1%
\$100,000 - \$199,999	10.6%
\$200,000 - \$299,999	4.3 %
\$300,000 - \$399,999	19.8%
\$400,000 - \$499,999	24.1%
\$500,000 - \$749,999	30.4%
\$750,000 - \$999,999	10.9%
\$1,000,000+	9.9%

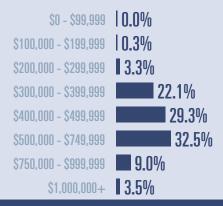


The median price per square foot in Austin-Round Rock has increased 76% since 2017.

Travis County



Williamson County



The availability of homes priced under \$300,000 has decreased 46.7% since 2017.

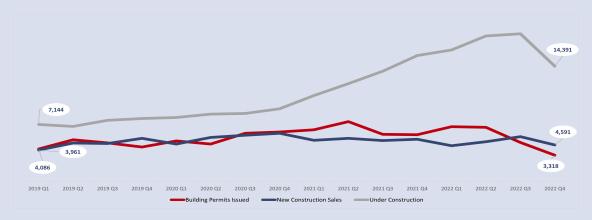
Hays County

\$0 - \$99,999	0.0%
\$100,000 - \$199,999	10.8%
\$200,000 - \$299,999	5.7 %
\$300,000 - \$399,999	31.3%
\$400,000 - \$499,999	23.0%
\$500,000 - \$749,999	22.3%
\$750,000 - \$999,999	8.8%
\$1,000,000+	8.2%

Bastrop County

\$0 - \$99,999	0.1%
\$100,000 - \$199,999	2.1%
\$200,000 - \$299,999	11.6%
\$300,000 - \$399,999	38.0%
\$400,000 - \$499,999	25.1%
\$500,000 - \$749,999	17.2%
\$750,000 - \$999,999	4.5 %
\$1,000,000+	1.4%

NEW CONSTRUCTION Austin-Round Rock



^{*} Includes single family and attached units







Beaumont-Port Arthur Metropolitan Statistical Area



REAL 2022 STATE PEAR IN REVIEW



Beaumont-Port Arthur MSA by the numbers*

MEDIAN PRICE

\$208,500

UP 6.9% from 2021

ACTIVE LISTINGS

1,040

UP 19% from 2021

AVERAGE DAYS ON MARKET

42 5 days less than 2021

HOMES SOLD

4,248

DOWN 3.2% from 2021

MONTHS OF INVENTORY

3.6

Compared to 2.3 in 2021

MEDIAN PRICE PER SO. FT.

\$120.56

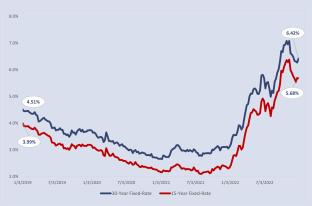
UP 9% from 2021

* 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.

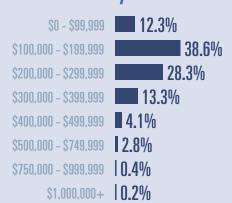
Beaumont-Port Arthur MSA

\$0 - \$99,999	11.3%
\$100,000 - \$199,999	35.3%
\$200,000 - \$299,999	30.0%
\$300,000 - \$399,999	14.1%
\$400,000 - \$499,999	5.6 %
\$500,000 - \$749,999	3.1%
\$750,000 - \$999,999	0.5%
\$1,000,000+	0.1%

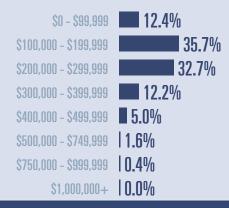


The median price per square foot in Beaumont-Port Arthur has increased 41.8% since 2017.

Jefferson County

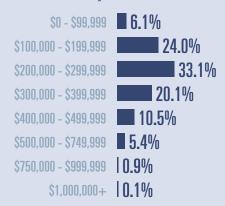


Orange County



The availability of homes priced under \$300,000 has decreased **14.8%** since 2017.

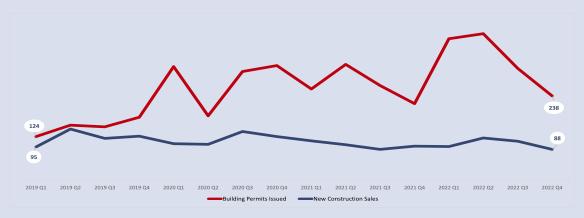
Hardin County



Texas

\$0 - \$99,999	12.7%
\$100,000 - \$199,999	11.6%
\$200,000 - \$299,999	24.8%
\$300,000 - \$399,999	23.7%
\$400,000 - \$499,999	14.5%
\$500,000 - \$749,999	14.7%
\$750,000 - \$999,999	4.4%
\$1,000,000+	3.6 %

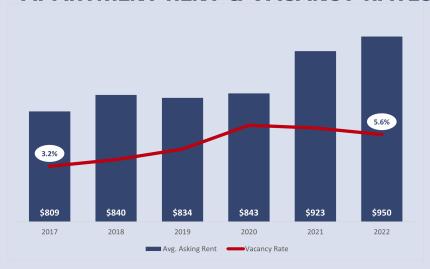
NEW CONSTRUCTION Beaumont-Port Arthur



^{*} Includes single family and attached units



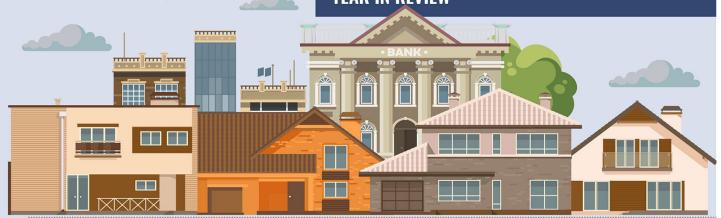




Brownsville-Harlingen Metropolitan Statistical Area



REAL 2022 YEAR IN REVIEW



Brownsville-Harlingen MSA by the numbers*

MEDIAN PRICE

\$249,900

UP 16.2% from 2021

ACTIVE LISTINGS

596

UP 31.9% from 2021

AVERAGE DAYS ON MARKET

53 16 days less than 2021 **HOMES SOLD**

2,604

DOWN 18.1% from 2021

MONTHS OF INVENTORY

3.8

Compared to 1.4 in 2021

MEDIAN PRICE PER SO. FT.

\$144.81

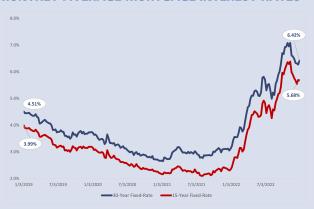
UP 15.2% from 2021

* 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 96.9% of the price at which they were originally listed.

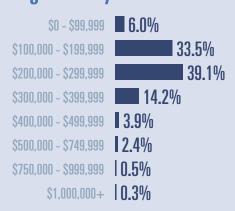
Brownsville-Harlingen MSA

\$0 - \$99,999	6.9 %
\$100,000 - \$199,999	27.0%
\$200,000 - \$299,999	32.8%
\$300,000 - \$399,999	19.0%
\$400,000 - \$499,999	6.1 %
\$500,000 - \$749,999	5.7 %
\$750,000 - \$999,999	11.9%
\$1,000,000+	10.7 %

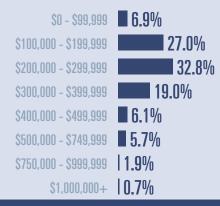


The median price per square foot in Brownsville-Harlingen has increased 77.1% since 2017.

Hidalgo County

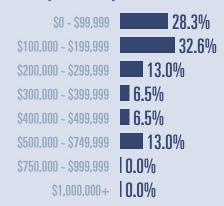


Cameron County



The availability of homes priced under \$300,000 has decreased 25.6% since 2017.

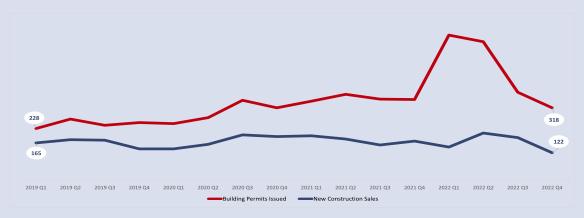
Willacy County



Texas

\$0 - \$99,999	12.7%
\$100,000 - \$199,999	11.6%
\$200,000 - \$299,999	24.8%
\$300,000 - \$399,999	23.7%
\$400,000 - \$499,999	14.5%
\$500,000 - \$749,999	14.7%
\$750,000 - \$999,999	4.4%
\$1,000,000+	3.6 %

NEW CONSTRUCTION Brownsville-Harlingen



^{*} Includes single family and attached units



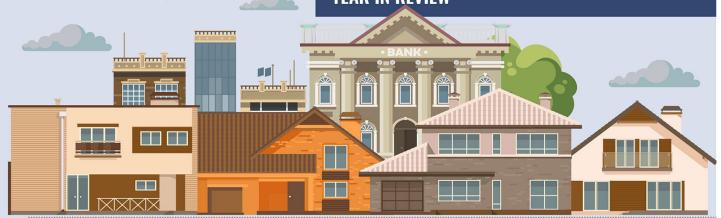




College Station-Bryan Metropolitan Statistical Area



REAL 2022 STATE YEAR IN REVIEW



College Station-Bryan MSA by the numbers*

MEDIAN PRICE

\$288,000

UP 15.2% from 2021

ACTIVE LISTINGS

610

UP 16.2% from 2021

AVERAGE DAYS ON MARKET

34

17 days less than 2021

HOMES SOLD

3,778

DOWN 12.4% from 2021

MONTHS OF INVENTORY

2.3

Compared to 1.0 in 2021

MEDIAN PRICE PER SO. FT.

\$173.92

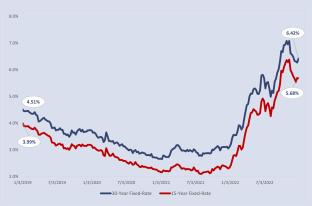
UP 17.6% from 2021

* 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.

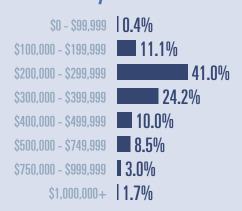
College Station-Bryan MSA

11.4%	\$0 - \$99,999
12.1%	\$100,000 - \$199,999
41.1%	\$200,000 - \$299,999
23.0%	\$300,000 - \$399,999
9.6%	\$400,000 - \$499,999
8.3%	\$500,000 - \$749,999
12.9%	\$750,000 - \$999,999
11.6%	\$1,000,000+



The median price per square foot in College Station-Bryan has increased 37.4% since 2017.

Brazos County

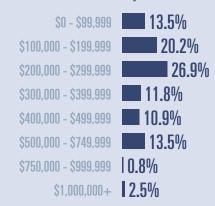


Burleson County



The availability of homes priced under \$300,000 has decreased 22.2% since 2017.

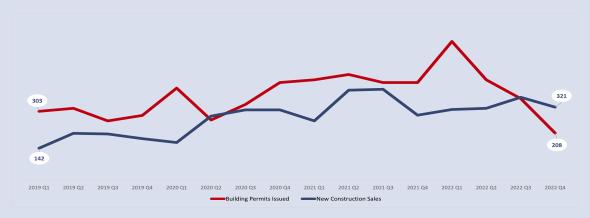
Robertson County



Leon County

	•
13.3%	\$0 - \$99,999
34.5%	\$100,000 - \$199,999
24.8%	\$200,000 - \$299,999
14.2%	\$300,000 - \$399,999
6.2 %	\$400,000 - \$499,999
5.3 %	\$500,000 - \$749,999
11.8%	\$750,000 - \$999,999
0.0%	\$1,000,000+

NEW CONSTRUCTION College Station-Bryan



^{*} Includes single family and attached units







Corpus Christi Metropolitan Statistical Area



REAL 2022 STATE PER IN REVIEW



Corpus Christi MSA by the numbers*

MEDIAN PRICE

\$280,000

UP 9.8% from 2021

ACTIVE LISTINGS

1,509 UP 27.6% from 2021

AVERAGE DAYS ON MARKET

47 1 day less than 2021 **HOMES SOLD**

6,461

DOWN 10.7% from 2021

MONTHS OF INVENTORY

3.1

Compared to 1.9 in 2021

MEDIAN PRICE PER SQ. FT.

\$169.02

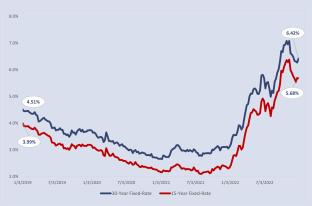
UP 12.2% from 2021

* 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 96.1% of the price at which they were originally listed.

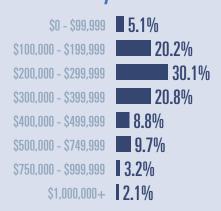
Corpus Christi MSA

\$0 - \$99,999	5.0 %
\$100,000 - \$199,999	19.5%
\$200,000 - \$299,999	30.5%
\$300,000 - \$399,999	20.9%
\$400,000 - \$499,999	9.2%
\$500,000 - \$749,999	9.5%
\$750,000 - \$999,999	3.2%
\$1,000,000+	2.3%

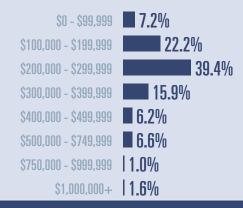


The median price per square foot in Corpus Christi has increased 48.1% since 2017.

Nueces County



San Patricio County



The availability of homes priced under \$300,000 has decreased 27.3% since 2017.

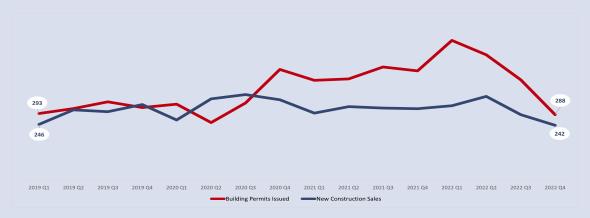
Aransas County

12.1%	\$0 - \$99,999
11.8%	\$100,000 - \$199,999
23.3%	\$200,000 - \$299,999
26.9%	\$300,000 - \$399,999
14.7%	\$400,000 - \$499,999
11.5%	\$500,000 - \$749,999
■ 5.1 %	\$750,000 - \$999,999
4.7%	\$1,000,000+

Texas

12.7%	\$0 - \$99,999
11.6%	\$100,000 - \$199,999
24.8%	\$200,000 - \$299,999
23.7%	\$300,000 - \$399,999
14.5%	\$400,000 - \$499,999
14.7%	\$500,000 - \$749,999
4.4%	\$750,000 - \$999,999
3.6%	\$1,000,000+

NEW CONSTRUCTION Corpus Christi



^{*} Includes single family and attached units







Dallas-Fort Worth-Arlington Metropolitan Statistical Area



REAL 2022 STATE PER IN REVIEW



Dallas-Fort Worth-Arlington MSA by the numbers*

MEDIAN PRICE

\$400,000

UP 15.6% from 2021

ACTIVE LISTINGS

14,680

UP 42.2% from 2021

AVERAGE DAYS ON MARKET

28 3 days more than 2021

HOMES SOLD

97,119

DOWN 12.7% from 2021

MONTHS OF INVENTORY

2.2

Compared to 0.8 in 2021

MEDIAN PRICE PER SO. FT.

\$199.53

UP 18.4% from 2021

* 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 100.5% of the price at which they were originally listed.

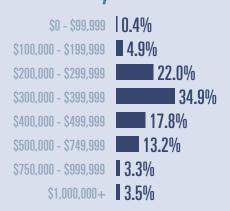
Dallas-Fort Worth-Arlington MSA

\$0 - \$99,999	0.4%
\$100,000 - \$199,999	4.6%
\$200,000 - \$299,999	17.1%
\$300,000 - \$399,999	27.2 %
\$400,000 - \$499,999	19.2%
\$500,000 - \$749,999	20.6%
\$750,000 - \$999,999	6.2%
\$1,000,000+	4.8 %

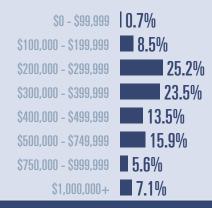


The median price per square foot in Dallas-Fort Worth-Arlington has increased 65.4% since 2017.

Tarrant County



Dallas County



The availability of homes priced under \$300,000 has decreased 40.4% since 2017.

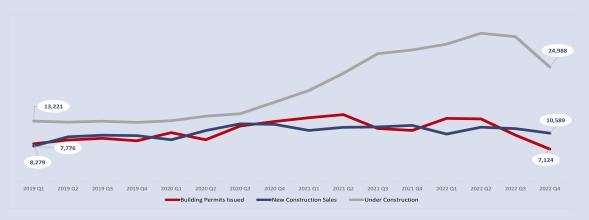
Collin County

0.0%	\$0 - \$99,999
0.6%	\$100,000 - \$199,999
3.6 %	\$200,000 - \$299,999
17.7%	\$300,000 - \$399,999
22.4%	\$400,000 - \$499,999
35.8%	\$500,000 - \$749,999
13.2%	\$750,000 - \$999,999
6.7 %	\$1,000,000+

Denton County

\$0 - \$99,999	0.0%
\$100,000 - \$199,999	0.6%
\$200,000 - \$299,999	■ 5.5%
\$300,000 - \$399,999	25.7%
\$400,000 - \$499,999	26.1%
\$500,000 - \$749,999	28.0%
\$750,000 - \$999,999	8.7%
\$1,000,000+	5.5 %

NEW CONSTRUCTION Dallas-Fort Worth-Arlington

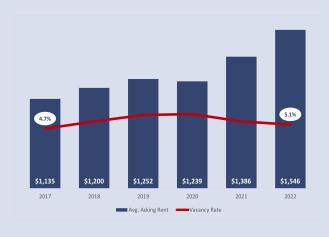


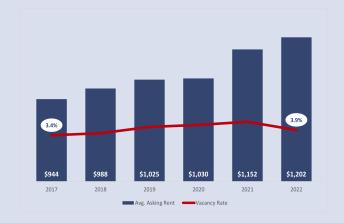
^{*} Includes single family and attached units





APARTMENT RENT & VACANCY RATES





Dallas Fort Worth

El Paso Metropolitan Statistical Area



El Paso MSA by the numbers*

MEDIAN PRICE

\$237,000

UP 18.5% from 2021

ACTIVE LISTINGS

1,361

UP 24.8% from 2021

AVERAGE DAYS ON MARKET

45 2 days more than 2021

HOMES SOLD

9,404

DOWN 9.8% from 2021

MONTHS OF INVENTORY

2.2

Compared to 1.1 in 2021

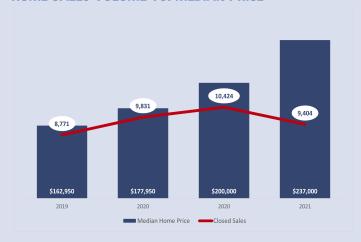
MEDIAN PRICE PER SQ. FT.

\$136.69

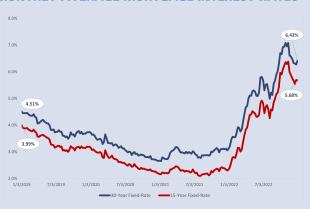
UP 15.8% from 2021

* Data includes new and existing home sales.

4-YEAR COMPARISON HOME SALES VOLUME VS. MEDIAN PRICE



MONTHLY AVERAGE MORTGAGE INTEREST RATES

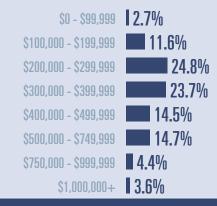


On average, homes sold at 101.5% of the price at which they were originally listed.

El Paso MSA

\$0 - \$99,999	11.6%
\$100,000 - \$199,999	28.1%
\$200,000 - \$299,999	47.0%
\$300,000 - \$399,999	14.4%
\$400,000 - \$499,999	4.7 %
\$500,000 - \$749,999	3.4%
\$750,000 - \$999,999	0.6%
\$1,000,000+	0.2%

Texas

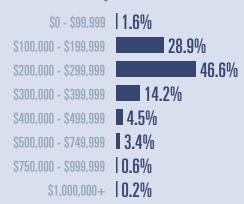


The availability of homes priced under \$300,000 has decreased 17.9% since 2017.

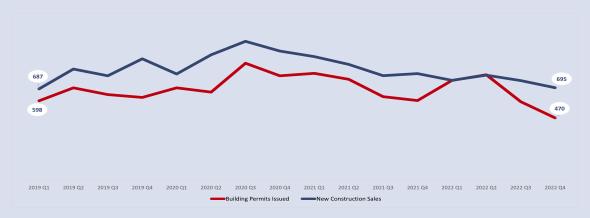


The median price per square foot in El Paso has increased 52.9% since 2017.

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

\$335,000

UP 11.7% from 2021

ACTIVE LISTINGS

17,223

UP 22% from 2021

AVERAGE DAYS ON MARKET

36 1 day more than 2021



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HOMES SOLD

98,189

DOWN 11.9% from 2021

MONTHS OF INVENTORY

2.6

Compared to 1.4 in 2021

MEDIAN PRICE PER SO. FT.

\$161.29

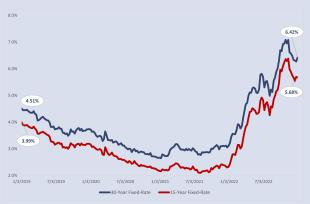
UP 15.9% from 2021

* 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.

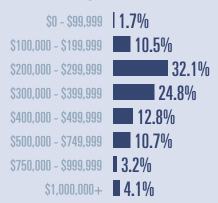
Houston-The Woodlands-Sugar Land MSA

\$0 - \$99,999	l 1.3%
\$100,000 - \$199,999	8.7%
\$200,000 - \$299,999	28.79
\$300,000 - \$399,999	26.6%
\$400,000 - \$499,999	14.4%
\$500,000 - \$749,999	13.2%
\$750,000 - \$999,999	3.7 %
\$1,000,000+	3.4%

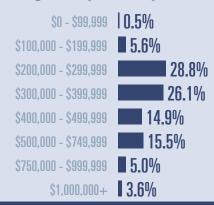


The median price per square foot in Houston-The Woodlands-Sugar Land has increased 54% since 2017.

Harris County



Montgomery County



The availability of homes priced under \$300,000 has decreased **30.4%** since 2017.

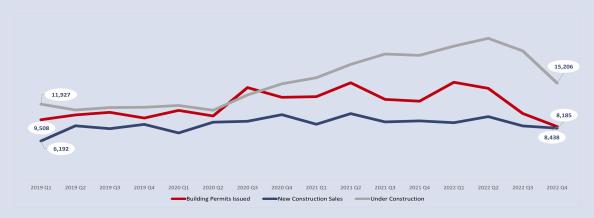
Fort Bend County

0.1%	\$0 - \$99,999
2.2%	\$100,000 - \$199,999
17.4%	\$200,000 - \$299,999
32.1%	\$300,000 - \$399,999
19.8%	\$400,000 - \$499,999
21.7%	\$500,000 - \$749,999
4.7 %	\$750,000 - \$999,999
12 1%	\$1,000,000+

Galveston County

\$0 - \$99,999	1.8%
\$100,000 - \$199,999	10.6%
\$200,000 - \$299,999	24.8%
\$300,000 - \$399,999	24.9%
\$400,000 - \$499,999	13.4%
\$500,000 - \$749,999	15.2%
\$750,000 - \$999,999	5.4 %
\$1,000,000+	4.0 %

NEW CONSTRUCTION Houston-The Woodlands-Sugar Land



^{*} Includes single family and attached units







Killeen-Temple Metropolitan Statistical Area



REAL 2022 STATE PER IN REVIEW



Killeen-Temple MSA by the numbers*

MEDIAN PRICE

\$266,000

UP 18.2% from 2021

ACTIVE LISTINGS

899

UP 109.1% from 2021

AVERAGE DAYS ON MARKET

28 1 day more than 2021 **HOMES SOLD**

7,898

DOWN 7.9% from 2021

MONTHS OF INVENTORY

2.2

Compared to 0.6 in 2021

MEDIAN PRICE PER SQ. FT.

\$146.89

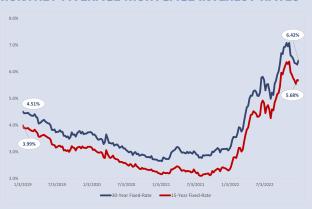
UP 20% from 2021

* 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 100.0% of the price at which they were originally listed.

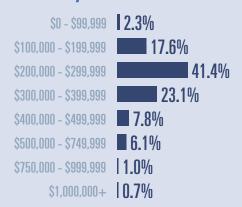
Killeen-Temple MSA

2.8%	\$0 - \$99,999
19.7%	\$100,000 - \$199,999
40.8%	\$200,000 - \$299,999
21.7%	\$300,000 - \$399,999
7.7 %	\$400,000 - \$499,999
5.8 %	\$500,000 - \$749,999
10.9%	\$750,000 - \$999,999
0.6%	\$1,000,000+

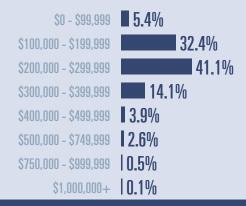


The median price per square foot in Killeen-Temple has increased 77.6% since 2017.

Bell County



Coryell County



The availability of homes priced under \$300,000 has decreased 28.1% since 2017.

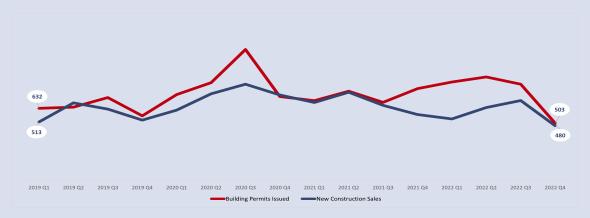
Lampasas County

\$0 - \$99,999	1 2.8%
\$100,000 - \$199,999	15.9%
\$200,000 - \$299,999	27.5%
\$300,000 - \$399,999	22.0%
\$400,000 - \$499,999	18.7%
\$500,000 - \$749,999	11.3%
\$750,000 - \$999,999	0.9%
\$1,000,000+	0.9%

Texas

\$0 - \$99,999	12.7 %
\$100,000 - \$199,999	11.6%
\$200,000 - \$299,999	24.8%
\$300,000 - \$399,999	23.7%
\$400,000 - \$499,999	14.5%
\$500,000 - \$749,999	14.7%
\$750,000 - \$999,999	4.4%
\$1,000,000+	3.6%

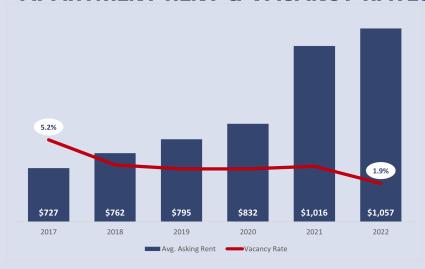
NEW CONSTRUCTION Killeen-Temple



^{*} Includes single family and attached units



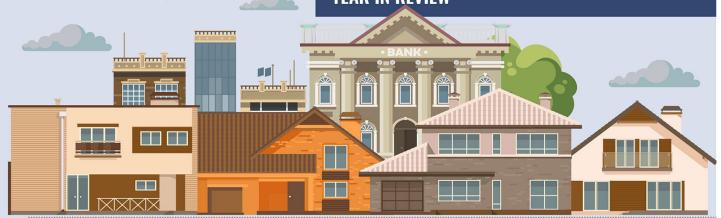




Laredo Metropolitan Statistical Area



REAL 2022 YEAR IN REVIEW



Laredo MSA by the numbers*

MEDIAN PRICE

\$225,000

UP 10.3% from 2021

ACTIVE LISTINGS

276

UP 16% from 2021

AVERAGE DAYS ON MARKET

36 1 day less than 2021

HOMES SOLD

1,318

DOWN 10.8% from 2021

MONTHS OF INVENTORY

3.2

Compared to 1.7 in 2021

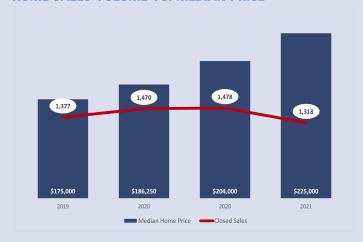
MEDIAN PRICE PER SQ. FT.

\$140.00

UP 12.7% from 2021

* 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.

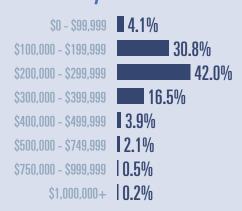
Laredo MSA

\$0 - \$99,999	4.1 %
\$100,000 - \$199,999	30.8%
\$200,000 - \$299,999	42.0%
\$300,000 - \$399,999	16.5%
\$400,000 - \$499,999	3.9%
\$500,000 - \$749,999	2.1%
\$750,000 - \$999,999	l 0.5 %
\$1,000,000+	l 0.2 %



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

Webb County



Maverick County



The availability of homes priced under \$300,000 has decreased 15.9% since 2017.

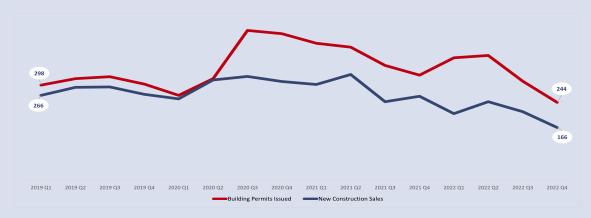
Duval County

\$0 - \$99,999		58.3 %
\$100,000 - \$199,999	29.2%	
\$200,000 - \$299,999	8.3%	
\$300,000 - \$399,999	0.0%	
\$400,000 - \$499,999	0.0%	
\$500,000 - \$749,999	4.2 %	
\$750,000 - \$999,999	l 0.0 %	
\$1,000,000+	10.0%	

Texas

\$0 - \$99,999	12.7%
\$100,000 - \$199,999	11.6%
\$200,000 - \$299,999	24.8%
\$300,000 - \$399,999	23.7%
\$400,000 - \$499,999	14.5%
\$500,000 - \$749,999	14.7%
\$750,000 - \$999,999	4.4%
\$1,000,000+	3.6 %

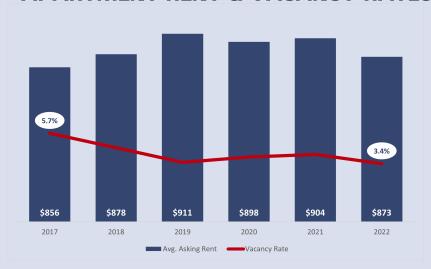
NEW CONSTRUCTION Laredo



^{*} Includes single family and attached units



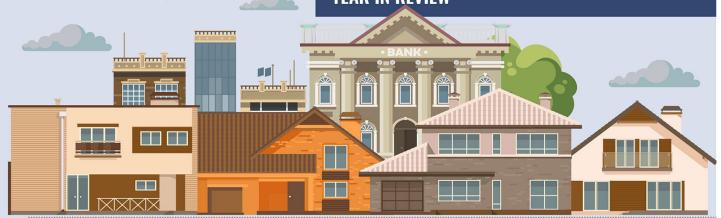




Longview Metropolitan Statistical Area



REAL 2022 STATE VEAR IN REVIEW



Longview MSA by the numbers*

MEDIAN PRICE

\$235,000

UP 13.5% from 2021

ACTIVE LISTINGS

464

UP 5.2% from 2021

AVERAGE DAYS ON MARKET

32 8 days less than 2021 **HOMES SOLD**

2,352

DOWN 6.7% from 2021

MONTHS OF INVENTORY

2.6

Compared to 1.7 in 2021

MEDIAN PRICE PER SO. FT.

\$126.27

UP 14.7% from 2021

* 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 96.9% of the price at which they were originally listed.

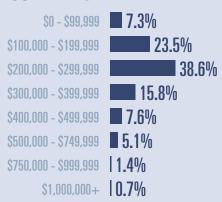
Longview MSA

9.1%	\$0 - \$99,999
27.2%	\$100,000 - \$199,999
34.6%	\$200,000 - \$299,999
14.1%	\$300,000 - \$399,999
7.9 %	\$400,000 - \$499,999
5.1 %	\$500,000 - \$749,999
1.3%	\$750,000 - \$999,999
l 0.8 %	\$1,000,000+

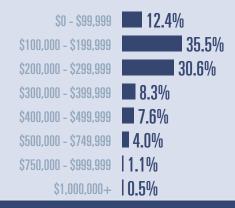


The median price per square foot in Longview has increased 57.4% since 2017.

Gregg County



Rusk County

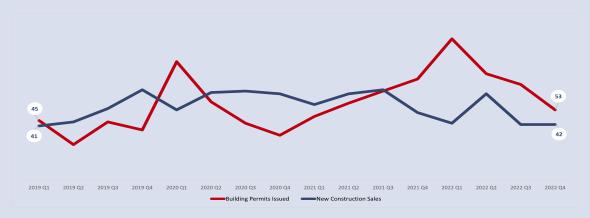


The availability of homes priced under \$300,000 has decreased 21.1% since 2017.

Texas

12.7%	\$0 - \$99,999
11.6%	\$100,000 - \$199,999
24.8%	\$200,000 - \$299,999
23.7%	\$300,000 - \$399,999
14.5%	\$400,000 - \$499,999
14.7%	\$500,000 - \$749,999
4.4%	\$750,000 - \$999,999
3.6%	\$1,000,000+

NEW CONSTRUCTION Longview



^{*} Includes single family and attached units







Lubbock Metropolitan Statistical Area



REAL 2022 YEAR IN REVIEW



Lubbock MSA by the numbers*

MEDIAN PRICE

\$241,000

UP 12.1% from 2021

ACTIVE LISTINGS

677

UP 43.1% from 2021

AVERAGE DAYS ON MARKET

26 1 day more than 2021 **HOMES SOLD**

4,801

DOWN 11.5% from 2021

MONTHS OF INVENTORY

2.4

Compared to 0.9 in 2021

MEDIAN PRICE PER SO. FT.

\$135.73

UP 15.8% from 2021

* 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.

Lubbock MSA

5.7 %	\$0 - \$99,999
27.2%	\$100,000 - \$199,999
34.4%	\$200,000 - \$299,999
15.9%	\$300,000 - \$399,999
8.7%	\$400,000 - \$499,999
5.7 %	\$500,000 - \$749,999
1.3%	\$750,000 - \$999,999
11.0%	\$1,000,000+

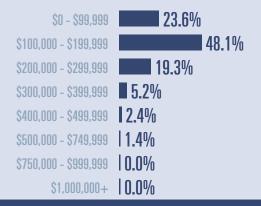


The median price per square foot in Lubbock has increased 53.9% since 2017.

Lubbock County



Hale County



The availability of homes priced under \$300,000 has decreased 21.9% since 2017.

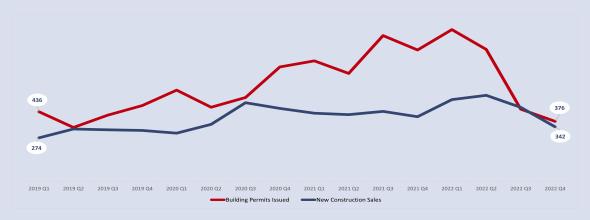
Hockley County



Texas

12.7 %	\$0 - \$99,999
11.6%	\$100,000 - \$199,999
24.8%	\$200,000 - \$299,999
23.7%	\$300,000 - \$399,999
14.5%	\$400,000 - \$499,999
14.7%	\$500,000 - \$749,999
4.4%	\$750,000 - \$999,999
3.6 %	\$1,000,000+

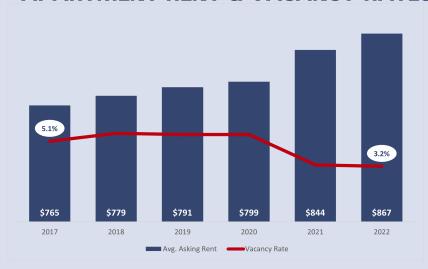
NEW CONSTRUCTION Lubbock



^{*} Includes single family and attached units







McAllen-Edinburg-Mission Metropolitan Statistical Area



REAL 2022 STATE PER IN REVIEW



McAllen-Edinburg-Mission MSA by the numbers*

MEDIAN PRICE

\$220,000

UP 13.1% from 2021

ACTIVE LISTINGS

1,047

UP 25.8% from 2021

AVERAGE DAYS ON MARKET

50 9 days less than 2021

HOMES SOLD

4,244

UP 0.8% from 2021

MONTHS OF INVENTORY

4.0

Compared to 2.3 in 2021

MEDIAN PRICE PER SO. FT.

\$128.73

UP 17.1% from 2021

* 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.

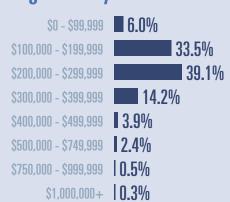
McAllen-Edinburg-Mission MSA

l	■ 6.0%	\$0 - \$99,999
33.5%	0.07	\$100,000 - \$199,999
39.1%		\$200,000 - \$299,999
<u>.2</u> %	14	\$300,000 - \$399,999
/ -	3.9%	\$400,000 - \$499,999
	12.4%	\$500,000 - \$749,999
	0.5%	\$750,000 - \$999,999
	0.3%	\$1,000,000+

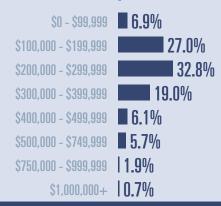


The median price per square foot in McAllen-Edinburg-Mission has increased 60.3% since 2017.

Hidalgo County



Cameron County



The availability of homes priced under \$300,000 has decreased 16.4% since 2017.

Starr County

\$0 - \$99,999	27.9%
\$100,000 - \$199,999	43.0%
\$200,000 - \$299,999	25.3%
\$300,000 - \$399,999	3.8 %
\$400,000 - \$499,999	0.0%
\$500,000 - \$749,999	0.0%
\$750,000 - \$999,999	0.0%
\$1,000,000+	10.0%

Willacy County

\$0 - \$99,999	28.3%
\$100,000 - \$199,999	32.6%
\$200,000 - \$299,999	13.0%
\$300,000 - \$399,999	6.5 %
\$400,000 - \$499,999	6.5 %
\$500,000 - \$749,999	13.0%
\$750,000 - \$999,999	0.0%
\$1,000,000+	0.0%

NEW CONSTRUCTION McAllen-Edinburg-Mission



^{*} Includes single family and attached units



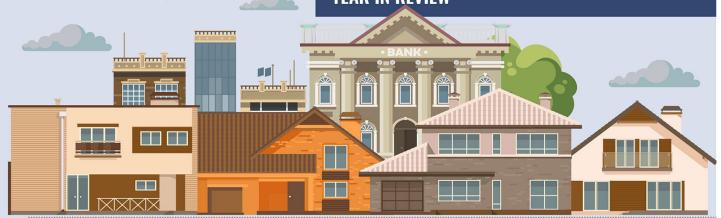




Midland Metropolitan Statistical Area







Midland MSA by the numbers*

MEDIAN PRICE

\$323,150

UP 4.2% from 2021

ACTIVE LISTINGS

596DOWN 15.1% from 2021

AVERAGE DAYS ON MARKET

46 2 days less than 2021

HOMES SOLD

2,972

FLAT 0% from 2021

MONTHS OF INVENTORY

2.3

Compared to 2.5 in 2021

MEDIAN PRICE PER SQ. FT.

\$160.09

UP 5.9% from 2021

* 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 95.8% of the price at which they were originally listed.

Midland MSA

\$0 - \$99,999	12.4%
\$100,000 - \$199,999	10.6%
\$200,000 - \$299,999	29.1%
\$300,000 - \$399,999	29.0%
\$400,000 - \$499,999	12.7%
\$500,000 - \$749,999	11.8%
\$750,000 - \$999,999	12.8 %
\$1,000,000+	11.6%

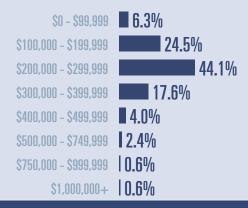


The median price per square foot in Midland has increased 27.5% since 2017.

Midland County

12.4%	\$0 - \$99,999
10.3%	\$100,000 - \$199,999
28.9%	\$200,000 - \$299,999
29.2%	\$300,000 - \$399,999
12.8%	\$400,000 - \$499,999
12.0%	\$500,000 - \$749,999
12.8%	\$750,000 - \$999,999
1.6%	\$1.000.000+

Ector County



The availability of homes priced under \$300,000 has decreased 22.1% since 2017.

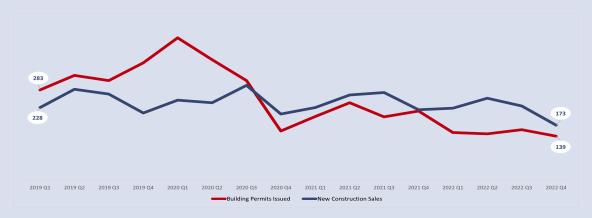
Howard County

18.8%	\$0 - \$99,999
35.5%	\$100,000 - \$199,999
26.5%	\$200,000 - \$299,999
13.0%	\$300,000 - \$399,999
4.0 %	\$400,000 - \$499,999
1 2.0%	\$500,000 - \$749,999
10.3%	\$750,000 - \$999,999
0.0%	\$1,000,000+

Scurry County

\$0 - \$99,999	25.8%
\$100,000 - \$199,999	46.8%
\$200,000 - \$299,999	21.0%
\$300,000 - \$399,999	3.8%
\$400,000 - \$499,999	l 1.6 %
\$500,000 - \$749,999	l 1.1%
\$750,000 - \$999,999	l 0.0 %
\$1,000,000+	0.0%

NEW CONSTRUCTION Midland



^{*} Includes single family and attached units







Odessa Metropolitan Statistical Area



Odessa MSA by the numbers*

MEDIAN PRICE

\$247,000

UP 9.8% from 2021

ACTIVE LISTINGS

486DOWN 6.7% from 2021

AVERAGE DAYS ON MARKET

48 7 days less than 2021

HOMES SOLD

1,936

UP 9% from 2021

MONTHS OF INVENTORY

3.0 Compared to 3.1 in 2021

MEDIAN PRICE PER SO. FT.

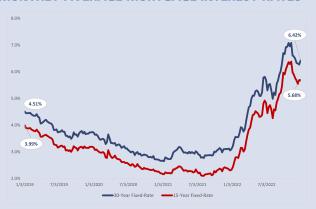
\$137.30 UP 5.5% from 2021

* Data includes new and existing home sales.

4-YEAR COMPARISON HOME SALES VOLUME VS. MEDIAN PRICE

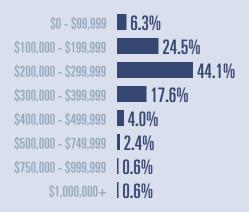


MONTHLY AVERAGE MORTGAGE INTEREST RATES



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

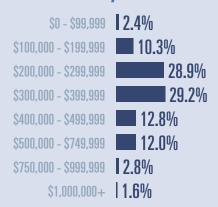
Odessa MSA



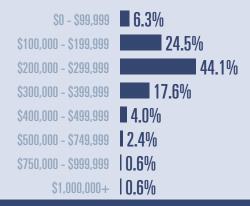


The median price per square foot in Odessa has increased 35% since 2017.

Midland County



Ector County



The availability of homes priced under \$300,000 has decreased 15.6% since 2017.

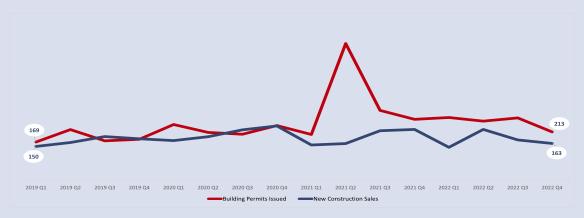
Andrews County

9.1%	\$0 - \$99,999
23.7%	\$100,000 - \$199,999
32.3%	\$200,000 - \$299,999
22.6%	\$300,000 - \$399,999
8.6%	\$400,000 - \$499,999
2.2%	\$500,000 - \$749,999
1.6%	\$750,000 - \$999,999
I N N0/n	\$1,000,000+

Ward County

	•
11.8%	\$0 - \$99,999
34.1%	\$100,000 - \$199,999
27.1%	\$200,000 - \$299,999
21.2%	\$300,000 - \$399,999
4.7 %	\$400,000 - \$499,999
1.2%	\$500,000 - \$749,999
0.0%	\$750,000 - \$999,999
0.0%	\$1,000,000+

NEW CONSTRUCTION Odessa



^{*} Includes single family and attached units







San Angelo Metropolitan Statistical Area



REAL 2022 YEAR IN REVIEW



San Angelo MSA by the numbers*

MEDIAN PRICE

\$245,000

UP 8.9% from 2021

ACTIVE LISTINGS

274

UP 51.4% from 2021

AVERAGE DAYS ON MARKET

33 6 days more than 2021

HOMES SOLD

1,726

DOWN 12.4% from 2021

MONTHS OF INVENTORY

2.5

Compared to 1.2 in 2021

MEDIAN PRICE PER SO. FT.

\$147.93

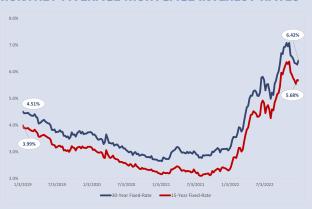
UP 10.2% from 2021

* 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 97.0% of the price at which they were originally listed.

San Angelo MSA

■ 5.9%	\$0 - \$99,999
27.3%	\$100,000 - \$199,999
35.7%	\$200,000 - \$299,999
17.6%	\$300,000 - \$399,999
5.8 %	\$400,000 - \$499,999
5.9 %	\$500,000 - \$749,999
1.3%	\$750,000 - \$999,999
l 0.6%	\$1,000,000+



The median price per square foot in San Angelo has increased 52.3% since 2017.

Tom Green County



Runnels County



The availability of homes priced under \$300,000 has decreased 20.7% since 2017.

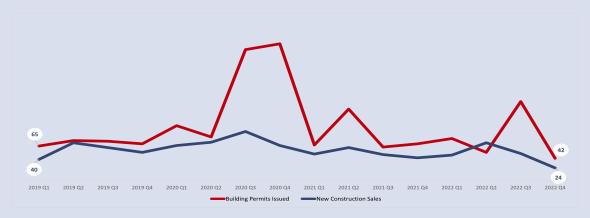
Coke County

\$0 - \$99,999		1 31.8%
\$100,000 - \$199,999		131.8 %
\$200,000 - \$299,999		131.8 %
\$300,000 - \$399,999	4.6%	
\$400,000 - \$499,999	0.0%	
\$500,000 - \$749,999	0.0%	
\$750,000 - \$999,999	10.0%	
\$1,000,000+	10.0 %	

Irion County

\$0 - \$99,999	10.0%
\$100,000 - \$199,999	45.5%
\$200,000 - \$299,999	36.4%
\$300,000 - \$399,999	9.1%
\$400,000 - \$499,999	0.0%
\$500,000 - \$749,999	0.0%
\$750,000 - \$999,999	0.0%
\$1,000,000+	9.1%

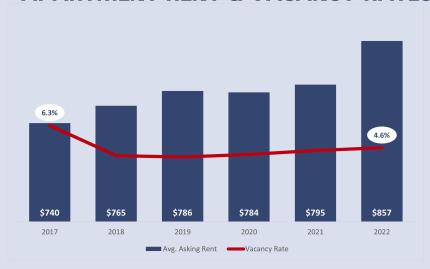
NEW CONSTRUCTION San Angelo



^{*} Includes single family and attached units







San Antonio-New Braunfels Metropolitan Statistical Area



REAL 2022 STATE PEAR IN REVIEW



San Antonio-New Braunfels MSA by the numbers*

MEDIAN PRICE

\$320,000

UP 13.1% from 2021

ACTIVE LISTINGS

7,139

UP 41.7% from 2021

AVERAGE DAYS ON MARKET

36 3 days more than 2021

HOMES SOLD

37,059

DOWN 11% from 2021

MONTHS OF INVENTORY

3.1

Compared to 1.4 in 2021

MEDIAN PRICE PER SO. FT.

\$173.76

UP 16.5% from 2021

* 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.

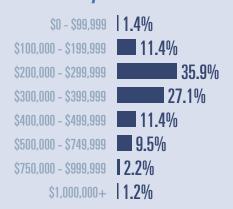
San Antonio-New Braunfels MSA

1.3%	\$0 - \$99,999
9.7%	\$100,000 - \$199,999
31.0%	\$200,000 - \$299,999
28.1%	\$300,000 - \$399,999
13.0%	\$400,000 - \$499,999
11.9%	\$500,000 - \$749,999
3.2 %	\$750,000 - \$999,999
12.0%	\$1,000,000+

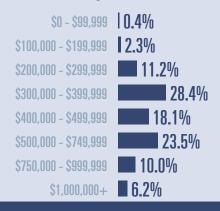


The median price per square foot in San Antonio-New Braunfels has increased 60.8% since 2017.

Bexar County



Comal County



The availability of homes priced under \$300,000 has decreased 34.5% since 2017.

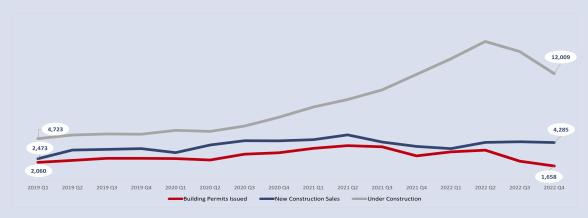
Guadalupe County

\$0 - \$99,999	0.7%
\$100,000 - \$199,999	4.1%
\$200,000 - \$299,999	25.3%
\$300,000 - \$399,999	43.8%
\$400,000 - \$499,999	16.0%
\$500,000 - \$749,999	8.4%
\$750,000 - \$999,999	0.9%
\$1,000,000+	0.9%

Kendall County

\$0 - \$99,999	0.0%
\$100,000 - \$199,999	0.9%
\$200,000 - \$299,999	3.3 %
\$300,000 - \$399,999	11.5%
\$400,000 - \$499,999	21.4%
\$500,000 - \$749,999	33.9%
\$750,000 - \$999,999	13.8%
\$1,000,000+	15.2%

NEW CONSTRUCTION San Antonio-New Braunfels



^{*} Includes single family and attached units







Sherman-Denison Metropolitan Statistical Area



REAL 2022 YEAR IN REVIEW



Sherman-Denison MSA by the numbers*

MEDIAN PRICE

\$299,000

UP 19.6% from 2021

ACTIVE LISTINGS

526

UP 70.2% from 2021

AVERAGE DAYS ON MARKET

34 1 day less than 2021

HOMES SOLD

2,505

UP 4.6% from 2021

MONTHS OF INVENTORY

3.4

Compared to 1.6 in 2021

MEDIAN PRICE PER SQ. FT.

\$175.02

UP 23% from 2021

* 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 97.8% of the price at which they were originally listed.

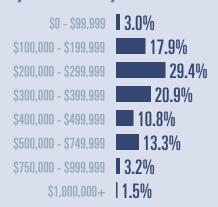
Sherman-Denison MSA

\$0 - \$99,999	3.0%
\$100,000 - \$199,999	17.9%
\$200,000 - \$299,999	29.4%
\$300,000 - \$399,999	20.9%
\$400,000 - \$499,999	10.8%
\$500,000 - \$749,999	13.3%
\$750,000 - \$999,999	3.2%
\$1,000,000+	1.5%

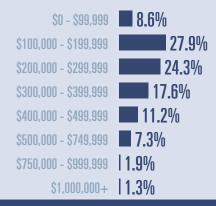


The median price per square foot in Sherman-Denison has increased 84.5% since 2017.

Grayson County



Fannin County



The availability of homes priced under \$300,000 has decreased 37.2% since 2017.

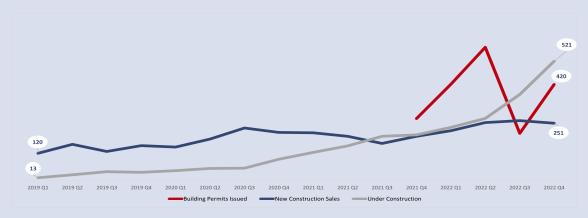
Cooke County

3.8 %	\$0 - \$99,999
17.6%	\$100,000 - \$199,999
35.0%	\$200,000 - \$299,999
18.3%	\$300,000 - \$399,999
9.9%	\$400,000 - \$499,999
9.3%	\$500,000 - \$749,999
1 2.3%	\$750,000 - \$999,999
3.8 %	\$1,000,000+

Texas

\$0 - \$99,999	12.7%
\$100,000 - \$199,999	11.6%
\$200,000 - \$299,999	24.8%
\$300,000 - \$399,999	23.7%
\$400,000 - \$499,999	14.5%
\$500,000 - \$749,999	14.7%
\$750,000 - \$999,999	4.4%
\$1,000,000+	3.6 %

NEW CONSTRUCTION Sherman-Denison



^{*} Includes single family and attached units







Texarkana Metropolitan Statistical Area



Texarkana MSA by the numbers*

MEDIAN PRICE

\$200,000

UP 6.5% from 2021

ACTIVE LISTINGS

199

UP 25.2% from 2021

AVERAGE DAYS ON MARKET

42 5 days less than 2021

HOMES SOLD

852

UP 1% from 2021

MONTHS OF INVENTORY

4.0

Compared to 2.2 in 2021

MEDIAN PRICE PER SO. FT.

\$113.24

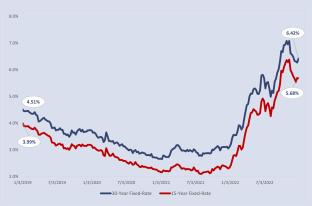
UP 10.3% from 2021

* 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 94.9% of the price at which they were originally listed.

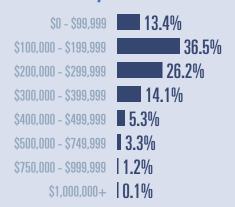
Texarkana MSA

\$0 - \$99,999	13.4%
\$100,000 - \$199,999	36.5%
\$200,000 - \$299,999	26.2%
\$300,000 - \$399,999	14.1%
\$400,000 - \$499,999	5.3 %
\$500,000 - \$749,999	3.3%
\$750,000 - \$999,999	1.2%
\$1,000,000+	0.1%



The median price per square foot in Texarkana has increased 51% since 2017.

Bowie County

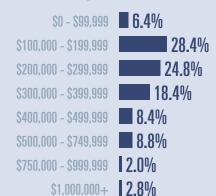


Cass County



The availability of homes priced under \$300,000 has decreased 16.9% since 2017.

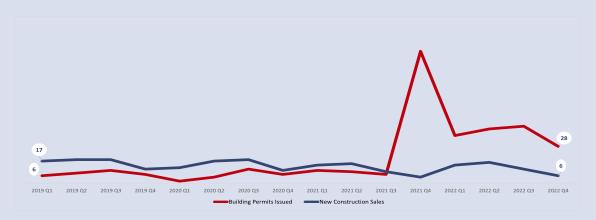
Titus County



Morris County

	•
25.6%	\$0 - \$99,999
42.9%	\$100,000 - \$199,999
18.1%	\$200,000 - \$299,999
4.5 %	\$300,000 - \$399,999
4.5 %	\$400,000 - \$499,999
3.0 %	\$500,000 - \$749,999
10.8%	\$750,000 - \$999,999
0.8%	\$1,000,000+

NEW CONSTRUCTION Texarkana









Tyler Metropolitan Statistical Area



REAL 2022 YEAR IN REVIEW



Tyler MSA by the numbers*

MEDIAN PRICE

\$305,000

UP 15.6% from 2021

ACTIVE LISTINGS

507

UP 24.3% from 2021

AVERAGE DAYS ON MARKET

28 7 days less than 2021

HOMES SOLD

3,147

DOWN 10.1% from 2021

MONTHS OF INVENTORY

2.7

Compared to 1.2 in 2021

MEDIAN PRICE PER SQ. FT.

\$165.32

UP 18.4% from 2021

* 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.

Tyler MSA

\$0 - \$99,999	2.7%
\$100,000 - \$199,999	14.4%
\$200,000 - \$299,999	30.9%
\$300,000 - \$399,999	24.5%
\$400,000 - \$499,999	12.9%
\$500,000 - \$749,999	9.7%
\$750,000 - \$999,999	3.2 %
\$1,000,000+	1.8%

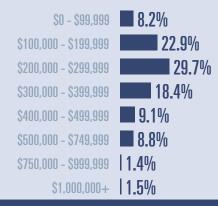


The median price per square foot in Tyler has increased 66.2% since 2017.

Smith County



Wood County



The availability of homes priced under \$300,000 has decreased 34.6% since 2017.

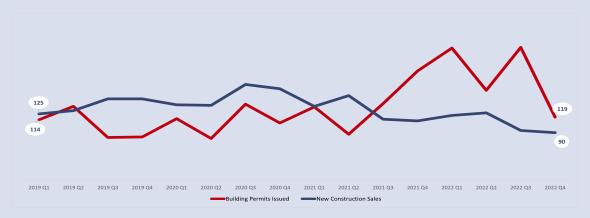
Cherokee County

11.6%	\$0 - \$99,999
29.3%	\$100,000 - \$199,999
22.8%	\$200,000 - \$299,999
15.3%	\$300,000 - \$399,999
8.2%	\$400,000 - \$499,999
9.7%	\$500,000 - \$749,999
2.2%	\$750,000 - \$999,999
I n q 0/ ₀	\$1,000,000+

Texas

\$0 - \$99,999	12.7%
\$100,000 - \$199,999	11.6%
\$200,000 - \$299,999	24.8%
\$300,000 - \$399,999	23.7%
\$400,000 - \$499,999	14.5%
\$500,000 - \$749,999	14.7%
\$750,000 - \$999,999	4.4%
\$1,000,000+	3.6 %

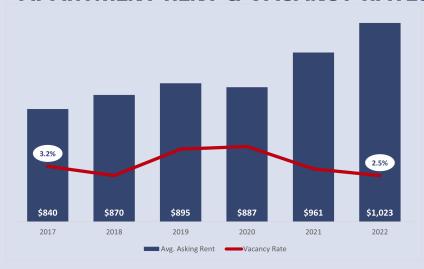
NEW CONSTRUCTION Tyler



^{*} Includes single family and attached units







Victoria Metropolitan Statistical Area



Victoria MSA by the numbers*

MEDIAN PRICE

\$239,000

UP 8.6% from 2021

ACTIVE LISTINGS

183

UP 17.3% from 2021

AVERAGE DAYS ON MARKET

50 16 days less than 2021 **HOMES SOLD**

1,021

DOWN 8.3% from 2021

MONTHS OF INVENTORY

2.6

Compared to 1.9 in 2021

MEDIAN PRICE PER SQ. FT.

\$140.47

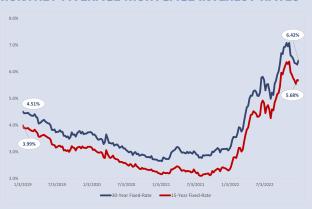
UP 10.8% from 2021

* 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 96.4% of the price at which they were originally listed.

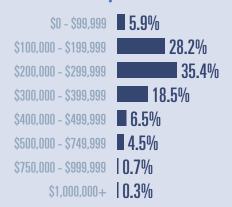
Victoria MSA

6.4%	\$0 - \$99,999
27.7%	\$100,000 - \$199,999
34.5%	\$200,000 - \$299,999
18.6%	\$300,000 - \$399,999
6.8 %	\$400,000 - \$499,999
5.0 %	\$500,000 - \$749,999
10.8%	\$750,000 - \$999,999
10.3%	\$1,000,000+

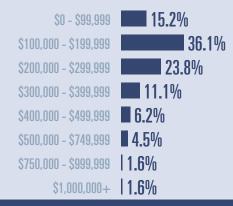


The median price per square foot in Victoria has increased 44.8% since 2017.

Victoria County

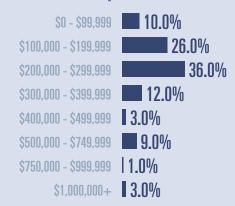


Calhoun County



The availability of homes priced under \$300,000 has decreased 22.2% since 2017.

Lavaca County



Goliad County

\$0 - \$99,999	13.3%
\$100,000 - \$199,999	20.0%
\$200,000 - \$299,999	20.0%
\$300,000 - \$399,999	20.0%
\$400,000 - \$499,999	11.7%
\$500,000 - \$749,999	13.3%
\$750,000 - \$999,999	1.7%
\$1,000,000+	0.0%

NEW CONSTRUCTION Victoria



^{*} Includes single family and attached units







Waco Metropolitan Statistical Area



REAL 2022 YEAR IN REVIEW



Waco MSA by the numbers*

MEDIAN PRICE

\$275,000

UP 12.2% from 2021

ACTIVE LISTINGS

478

UP 67.7% from 2021

AVERAGE DAYS ON MARKET

28 2 days less than 2021

HOMES SOLD

3,398

DOWN 3.7% from 2021

MONTHS OF INVENTORY

2.4

Compared to 1.0 in 2021

MEDIAN PRICE PER SQ. FT.

\$165.14

UP 17.1% from 2021

* 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 96.9% of the price at which they were originally listed.

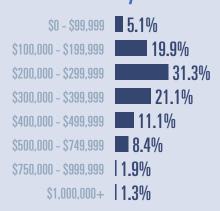
Waco MSA

6.0 %
20.4%
30.6%
20.6%
11.0%
8.2 %
11.9%
1.3%

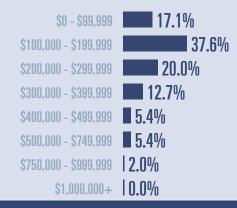


The median price per square foot in Waco has increased 75% since 2017.

McLennan County

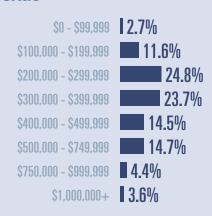


Limestone County

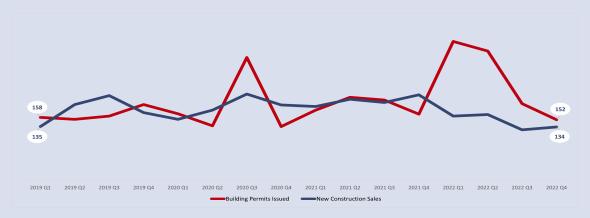


The availability of homes priced under \$300,000 has decreased 29.9% since 2017.

Texas



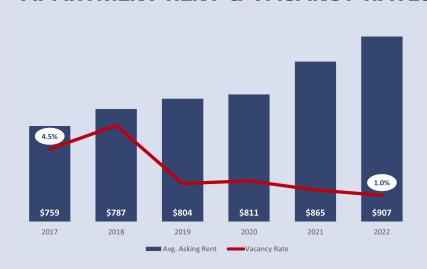
NEW CONSTRUCTION Waco



^{*} Includes single family and attached units







Wichita Falls Metropolitan Statistical Area



REAL 2022 YEAR IN REVIEW



Wichita Falls MSA by the numbers*

MEDIAN PRICE

\$180,000

UP 9.9% from 2021

ACTIVE LISTINGS

301

UP 32% from 2021

AVERAGE DAYS ON MARKET

23 1 day more than 2021 **HOMES SOLD**

2,144

DOWN 5.1% from 2021

MONTHS OF INVENTORY

2.1

Compared to 1.3 in 2021

MEDIAN PRICE PER SO. FT.

\$116.22

UP 12.8% from 2021

* 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.

Wichita Falls MSA

\$0 - \$99,999	19.2%
\$100,000 - \$199,999	38.1%
\$200,000 - \$299,999	25.0%
\$300,000 - \$399,999	10.3%
\$400,000 - \$499,999	4.1 %
\$500,000 - \$749,999	1 2.8%
\$750,000 - \$999,999	10.3%
\$1,000,000+	0.4%

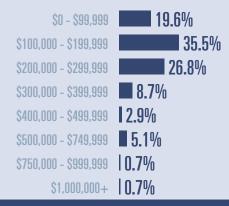


The median price per square foot in Wichita Falls has increased 65.1% since 2017.

Wichita County



Young County



The availability of homes priced under \$300,000 has decreased 13.5% since 2017.

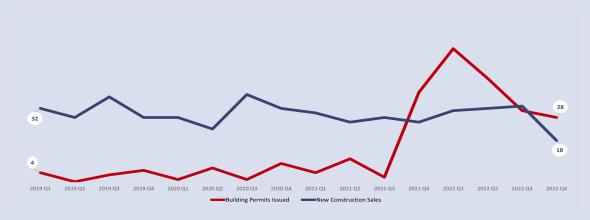
Clay County

\$0 - \$99,999	29.7%
\$100,000 - \$199,999	31.2%
\$200,000 - \$299,999	21.9%
\$300,000 - \$399,999	10.9%
\$400,000 - \$499,999	3.9 %
\$500,000 - \$749,999	1.6%
\$750,000 - \$999,999	0.0%
\$1,000,000+	10.8%

Archer County

\$0 - \$99,999	14.6%
\$100,000 - \$199,999	16.5%
\$200,000 - \$299,999	26.2%
\$300,000 - \$399,999	20.4%
\$400,000 - \$499,999	9.7%
\$500,000 - \$749,999	7.8 %
\$750,000 - \$999,999	1.9%
\$1,000,000+	2.9%

NEW CONSTRUCTION Wichita Falls



^{*} Includes single family and attached units





