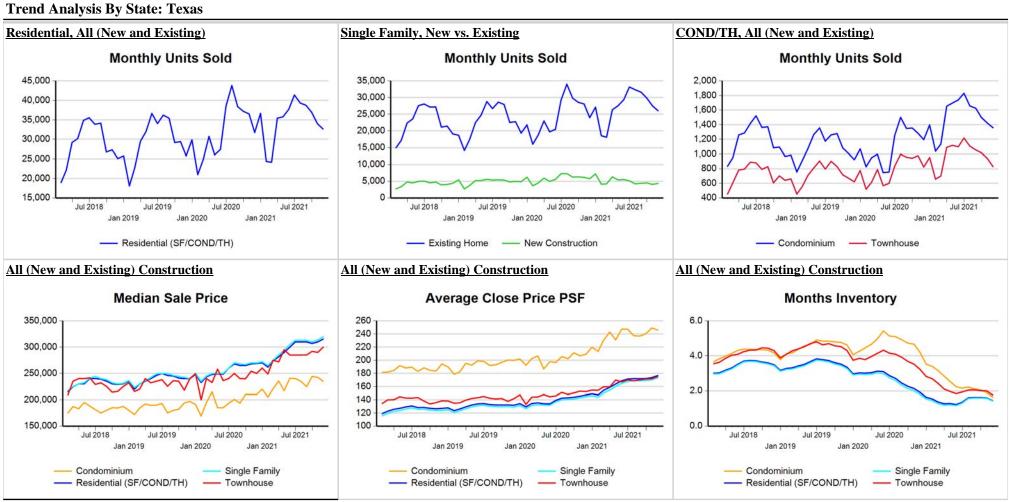
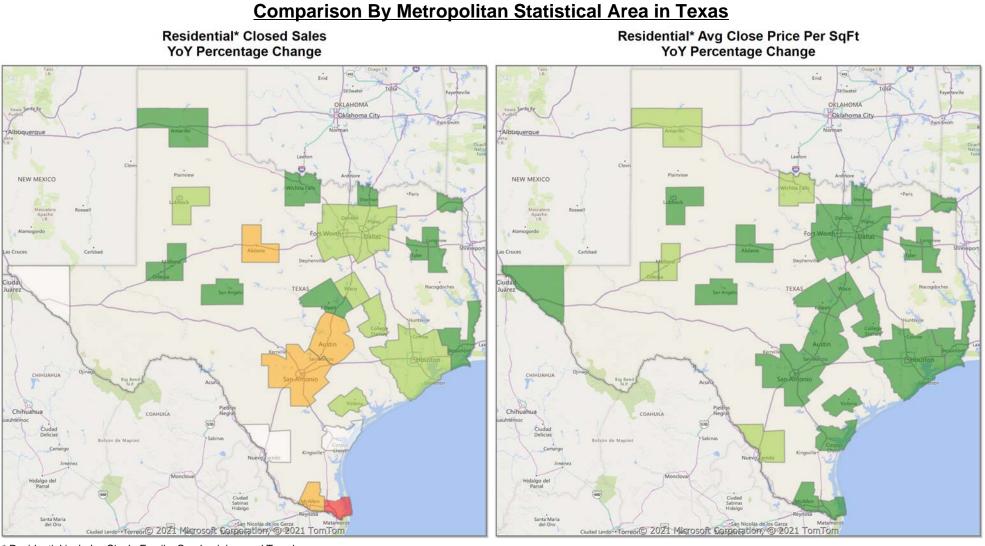
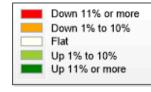
November 2021

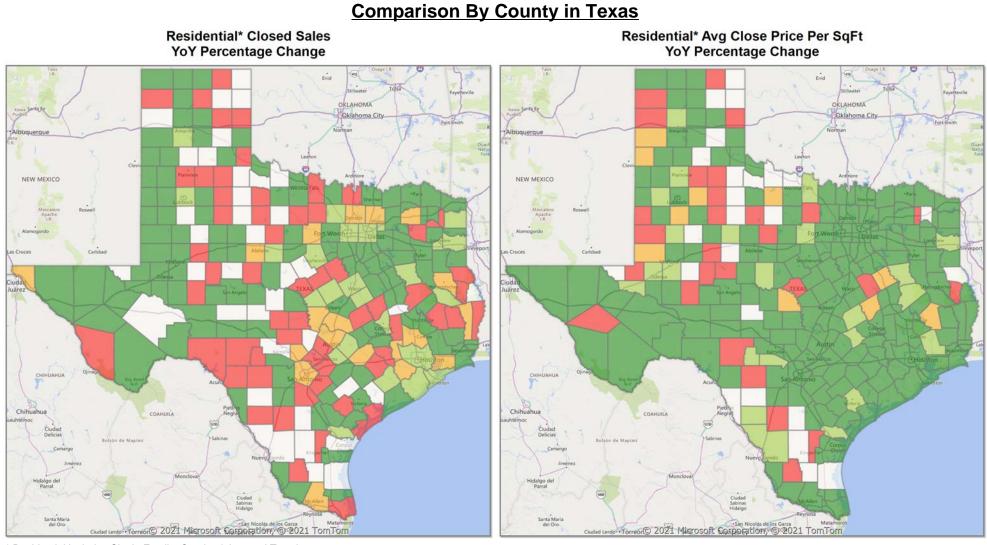
Market Analysis Property Type		Closed Sales*	YoY%	Dollar Volume	YoY%	Average Price	YoY%	Median Price	YoY%	Price/ Sqft	YoY%	DOM	New Listings	Active Listings	Pending Sales	Months Inventory	Close To OLP
All(New and Existin	<b>σ</b> )									1			8	8			
Residential (SF/CONI	-	32,634	2.8% \$	\$12,494,320,450	18.4%	\$382,862	15.2%	\$315,450	17.3%	\$177	19.9%	32	33,194	50,246	32,124	1.4	98.9%
	YTD:	380,464		\$141,261,203,58 7	26.5%	\$371,287	18.5%	\$300,000	16.3%	\$167	19.7%	34	461,307	50,038	392,536		100.0%
Single Family	_	30,415	2.3% \$	, \$11,780,897,746	17.9%	\$387,338	15.2%	\$320,000	18.5%	\$174	20.0%	32	30,944	46,048	29,859	1.4	98.9%
	YTD:	352,922	5.2% \$	\$132,574,624,68 1	25.0%	\$375,649	18.8%	\$300,000	15.4%	\$164	19.4%	33	426,352	44,934	364,355		100.1%
Townhouse		829	0.7%	\$270,585,385	17.2%	\$326,400	16.4%	\$300,000	20.0%	\$175	15.1%	34	959	1,731	966	1.8	98.3%
	YTD:	10,826	25.6%	\$3,407,227,616	44.2%	\$314,726	14.9%	\$284,900	18.2%	\$167	13.5%	39	14,335	1,903	11,400		98.8%
Condominium		1,359	13.7%	\$432,295,029	31.6%	\$318,098	15.7%	\$235,000	12.0%	\$246	17.6%	43	1,291	2,467	1,299	1.6	97.3%
	YTD:	16,658	36.4%	\$5,260,633,526	65.6%	\$315,802	21.4%	\$232,000	16.6%	\$239	18.1%	51	20,620	3,199	16,781		98.2%
Existing Home																	
Residential (SF/CONI	D/TH)	28,125	9.2% \$	\$10,639,733,209	25.9%	\$378,302	15.4%	\$310,000	19.2%	\$175	20.7%	29	27,439	37,542	25,899	1.3	98.7%
	YTD:	325,621	12.2% \$	120,554,924,07\$ 6	35.2%	\$370,231	20.6%	\$295,000	18.5%	\$167	21.1%	30	389,293	38,540	330,013		99.9%
Single Family		26,060	8.7%	\$9,985,886,449	25.2%	\$383,188	15.2%	\$311,000	17.4%	\$172	20.5%	28	25,436	34,165	23,947	1.3	98.8%
	YTD:	300,668	10.6% \$	112,941,931,46\$ 7	33.7%	\$375,637	20.8%	\$300,000	20.0%	\$164	20.8%	28	358,486	34,387	305,027		100.0%
Townhouse		730	7.7%	\$233,817,935	26.3%	\$320,299	17.3%	\$295,000	22.9%	\$172	16.4%	30	801	1,170	774	1.4	98.0%
	YTD:	9,194	29.7%	\$2,837,807,598	53.6%	\$308,659	18.4%	\$275,000	22.2%	\$164	15.4%	35	11,704	1,318	9,399		98.5%
Condominium		1,305	18.1%	\$409,821,711	42.4%	\$314,040	20.6%	\$230,000	15.1%	\$246	21.8%	41	1,202	2,207	1,178	1.6	97.2%
	YTD:	15,707	37.8%	\$4,758,755,479	69.5%	\$302,970	23.0%	\$222,000	18.1%	\$236	19.8%	49	19,103	2,834	15,587		98.1%
New Construction																	
Residential (SF/CONI	D/TH)	4,498	-24.9%	\$1,850,300,760	-12.2%	\$411,361	16.9%	\$350,000	19.0%	\$183	18.1%	56	5,755	12,704	6,225	2.4	100.0%
	YTD:	54,816	-16.9% \$	\$20,695,989,956	-7.9%	\$377,554	10.8%	\$315,000	8.6%	\$169	14.2%	57	72,014	11,497	62,523		100.7%
Single Family		4,342	-24.5%	\$1,789,947,062	-11.4%	\$412,240	17.4%	\$350,000	19.3%	\$182	19.5%	55	5,508	11,883	5,912	2.4	100.0%
	YTD:	52,229	-17.9% \$	\$19,623,299,387	-9.1%	\$375,717	10.7%	\$314,490	8.8%	\$166	14.0%	56	67,866	10,546	59,328		100.7%
Townhouse		101	-30.3%	\$37,464,153	-18.0%	\$370,932	17.8%	\$340,259	16.5%	\$197	14.4%	62	158	561	192	3.7	100.5%
	YTD:	1,632	6.3%	\$569,392,855	10.8%	\$348,893	4.2%	\$312,098	1.9%	\$186	8.1%	63	2,631	585	2,001		100.4%
Condominium		52	-42.2%	\$21,688,558	-46.8%	\$417,088	-7.9%	\$386,000	-3.8%	\$241	-18.3%	90	89	260	121	2.8	100.0%
	YTD:	948	17.3%	\$500,328,030	35.6%	\$527,772	15.6%	\$406,808	2.7%	\$304	5.1%	78	1,517	365	1,194		100.9%





\* Residential includes Single Family, Condominium and Townhouse.





\* Residential includes Single Family, Condominium and Townhouse.



November 2021

Property Type		Closed Sales*	YoY%	Dollar Volume	YoY%	Average Price	YoY%	Median Price	YoY%	Price/ Sqft	YoY%	DOM	New Listings	Active Listings	Pending Sales	Months Inventory	Close To OLP
All(New and Existi	<u>ng)</u>																
Residential (SF/CON	ND/TH)	22	0.0%	\$12,063,857	37.8%	\$548,357	37.8%	\$585,000	80.6%	\$308	72.4%	35	16	56	26	2.5	95.8%
	YTD:	247	26.7%	\$133,796,099	100.7%	\$541,685	58.4%	\$396,500	32.2%	\$251	31.6%	54	358	54	271		98.0%
Single Family		22	0.0%	\$12,063,857	37.8%	\$548,357	37.8%	\$585,000	80.6%	\$308	72.4%	35	16	56	26	2.5	95.8%
	YTD:	246	26.2%	\$133,758,146	100.6%	\$543,732	59.0%	\$397,000	32.3%	\$251	31.6%	54	358	54	270		98.0%
Townhouse		-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-	-	0.0%
	YTD:	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-		0.0%
Condominium		-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-	-	0.0%
	YTD:	1	100.0%	\$40,000	100.0%	\$40,000	100.0%	\$40,000	100.0%	-	0.0%	177	-	1	1		90.9%
Existing Home																	
Residential (SF/CON	ID/TH)	19	5.6%	\$10,584,583	42.1%	\$557,083	34.6%	\$612,500	97.0%	\$316	74.1%	22	10	39	16	2.7	94.9%
	YTD:	160	9.6%	\$102,623,537	91.7%	\$641,397	74.9%	\$495,000	43.5%	\$280	37.6%	54	215	33	167		96.4%
Single Family		19	5.6%	\$10,584,583	42.1%	\$557,083	34.6%	\$612,500	97.0%	\$316	74.1%	22	10	39	16	2.7	94.9%
	YTD:	159	8.9%	\$102,587,343	91.6%	\$645,203	76.0%	\$497,500	44.2%	\$280	37.6%	53	215	33	166		96.5%
Townhouse		-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-	-	0.0%
	YTD:	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-		0.0%
Condominium		-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-	-	0.0%
	YTD:	1	100.0%	\$40,000	100.0%	\$40,000	100.0%	\$40,000	100.0%	-	0.0%	177	-	1	1		90.9%
New Construction																	
Residential (SF/CON	ND/TH)	3	-25.0%	\$1,488,000	13.7%	\$496,000	51.7%	\$494,500	52.7%	\$262	57.4%	112	6	17	10	2.2	101.0%
	YTD:	87	77.6%	\$31,272,274	137.9%	\$359,451	34.0%	\$336,450	15.7%	\$195	29.0%	54	143	21	104		100.9%
Single Family		3	-25.0%	\$1,488,000	13.7%	\$496,000	51.7%	\$494,500	52.7%	\$262	57.4%	112	6	17	10	2.2	101.0%
	YTD:	87	77.6%	\$31,272,274	137.9%	\$359,451	34.0%	\$336,450	15.7%	\$195	29.0%	54	143	21	104		100.9%
Townhouse		-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-	-	0.0%
	YTD:	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-		0.0%
Condominium		-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-	-	0.0%
	YTD:	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-		0.0%

Market Analysis By County: Gillespie County

Property Type		Closed Sales*	YoY%	Dollar Volume	YoY%	Average Price	YoY%	Median Price	YoY%	Price/ Sqft	YoY%	DOM	New Listings	Active Listings	Pending Sales	Months Inventory	Close To OLP
All(New and Exis	<u>ting)</u>																
Residential (SF/CC	ND/TH)	37	-41.3%	\$32,007,281	-4.4%	\$865,062	62.8%	\$532,500	33.4%	\$371	41.1%	94	39	84	49	1.8	94.9%
	YTD:	494	3.4%	\$342,720,068	37.3%	\$693,765	32.8%	\$525,000	31.6%	\$339	34.1%	89	585	92	265		97.9%
Single Family		38	-39.7%	\$32,872,342	-1.8%	\$865,062	62.8%	\$532,500	33.4%	\$371	41.1%	94	39	83	49	1.8	94.9%
	YTD:	493	3.1%	\$340,830,412	36.5%	\$691,340	32.4%	\$525,000	31.6%	\$339	34.2%	89	583	90	263		97.9%
Townhouse		-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-	-	0.0%
	YTD:	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-		0.0%
Condominium		-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	1	-	6.0	0.0%
	YTD:	2	100.0%	\$2,578,570	100.0%	\$1,289,285	100.0%	\$1,289,285	100.0%	\$209	100.0%	53	2	1	2		96.5%
Existing Home																	
Residential (SF/CC	ND/TH)	31	-39.2%	\$29,064,308	17.2%	\$937,558	92.9%	\$552,500	41.2%	\$398	62.8%	83	28	73	37	1.8	93.3%
	YTD:	436	4.1%	\$318,359,427	44.0%	\$730,182	38.4%	\$569,000	39.6%	\$354	39.2%	82	496	75	206		97.4%
Single Family		31	-39.2%	\$29,064,308	17.2%	\$937,558	92.9%	\$552,500	41.2%	\$398	62.8%	83	28	72	37	1.8	93.3%
	YTD:	434	3.6%	\$315,778,275	42.8%	\$727,600	37.9%	\$569,000	39.6%	\$355	39.3%	82	494	73	204		97.4%
Townhouse		-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-	-	0.0%
	YTD:	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-		0.0%
Condominium		-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	1	-	6.0	0.0%
	YTD:	2	100.0%	\$2,578,570	100.0%	\$1,289,285	100.0%	\$1,289,285	100.0%	\$209	100.0%	53	2	1	2		96.5%
New Construction																	
Residential (SF/CC	ND/TH)	6	-50.0%	\$3,015,469	-65.3%	\$502,578	-30.6%	\$418,210	1.2%	\$232	-31.5%	152	11	11	12	2.0	101.7%
	YTD:	58	-1.7%	\$24,397,058	-14.6%	\$420,639	-13.2%	\$372,250	6.4%	\$226	-6.4%	139	89	17	59		101.3%
Single Family		6	-50.0%	\$3,015,469	-65.3%	\$502,578	-30.6%	\$418,210	1.2%	\$232	-31.5%	152	11	11	12	2.0	101.7%
	YTD:	58	-1.7%	\$24,397,058	-14.6%	\$420,639	-13.2%	\$372,250	6.4%	\$226	-6.4%	139	89	17	59		101.3%
Townhouse		-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-	-	0.0%
	YTD:	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-		0.0%
Condominium		-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-	-	0.0%
	YTD:		0.0%	-	0.0%	_	0.0%	_	0.0%	_	0.0%	-	_	_	_		0.0%

Market Analysis By County: Kimble County

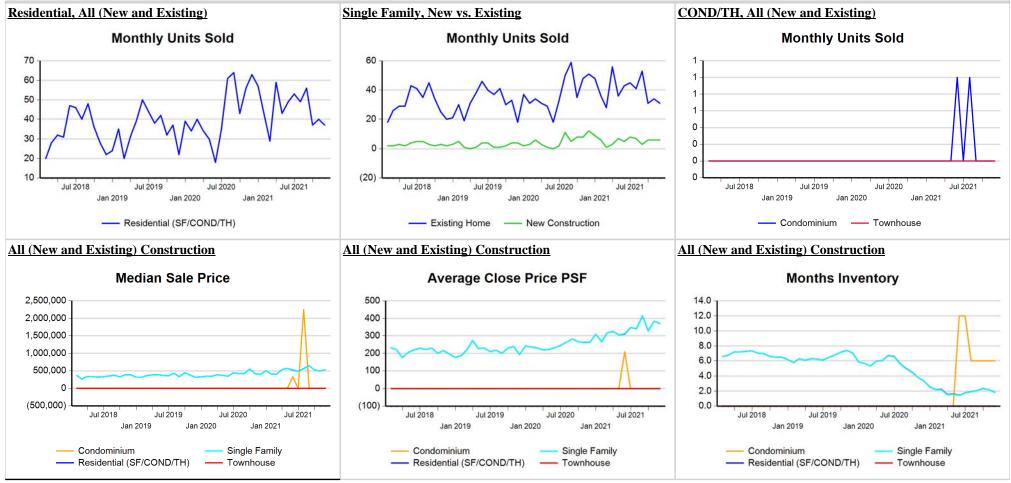
All(New and Exist Residential (SF/CO Single Family	6				YoY%	Price	YoY%	Price	YoY%	Sqft	YoY%	DOM	Listings	Listings	Sales	Inventory	To OLP
Single Family	VTD.	2	100.0%	\$621,000	100.0%	\$310,500	100.0%	\$310,500	100.0%	\$147	100.0%	49	2	12	1	14.4	0.0%
Single Family	110.	9	-10.0%	\$2,683,900	60.3%	\$298,211	78.1%	\$280,000	72.3%	\$185	25.3%	82	20	5	5		94.1%
Olingie Farmy		2	100.0%	\$621,000	100.0%	\$310,500	100.0%	\$310,500	100.0%	\$147	100.0%	49	2	12	1	14.4	0.0%
	YTD:	9	-10.0%	\$2,683,900	60.3%	\$298,211	78.1%	\$280,000	72.3%	\$185	25.3%	82	20	5	5		94.1%
Townhouse		-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-	-	0.0%
	YTD:	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-		0.0%
Condominium		-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-	-	0.0%
	YTD:	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-		0.0%
Existing Home																	
Residential (SF/CO	ND/TH)	2	100.0%	\$621,000	100.0%	\$310,500	100.0%	\$310,500	100.0%	\$147	100.0%	49	2	12	1	14.4	0.0%
	YTD:	9	-10.0%	\$2,683,900	60.3%	\$298,211	78.1%	\$280,000	72.3%	\$185	25.3%	82	20	5	5		94.1%
Single Family		2	100.0%	\$621,000	100.0%	\$310,500	100.0%	\$310,500	100.0%	\$147	100.0%	49	2	12	1	14.4	0.0%
	YTD:	9	-10.0%	\$2,683,900	60.3%	\$298,211	78.1%	\$280,000	72.3%	\$185	25.3%	82	20	5	5		94.1%
Townhouse		-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-	-	0.0%
	YTD:	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-		0.0%
Condominium		-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-	-	0.0%
	YTD:	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-		0.0%
New Construction	<u> </u>																
Residential (SF/CO	ND/TH)	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-	-	0.0%
	YTD:	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-		0.0%
Single Family		-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-	-	0.0%
	YTD:	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-		0.0%
Townhouse		-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-	-	0.0%
	YTD:	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-		0.0%
Condominium		-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-	-	0.0%
	YTD:	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-		0.0%

Market Analysis By County: Mason County

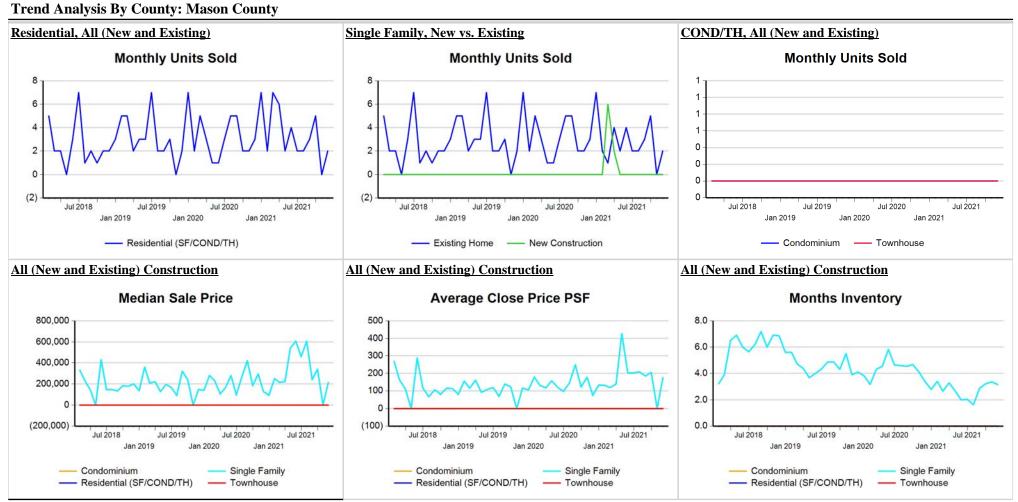
Property Type		Closed Sales*	YoY	Dollar % Volume	YoY%	Average Price	YoY%	Median Price	YoY%	Price/ Sqft	YoY%	DOM	New Listings	Active Listings	Pending Sales	Months Inventory	Close To OLP
All(New and Existing	<u>g)</u>																
Residential (SF/COND	)/TH)	2	-33.	3% \$427,000	-2.7%	\$213,500	45.9%	\$213,500	70.8%	\$175	133.3%	74	4	11	5	3.1	94.2%
	YTD:	35	9.	4% \$11,902,695	38.6%	\$340,077	26.8%	\$239,000	3.0%	\$181	22.9%	62	45	9	15		96.3%
Single Family		2	-33.	3% \$427,000	-2.7%	\$213,500	45.9%	\$213,500	70.8%	\$175	133.3%	74	4	11	5	3.1	94.2%
•	YTD:	35	9.	4% \$11,902,695	38.6%	\$340,077	26.8%	\$239,000	3.0%	\$181	22.9%	62	45	9	15		96.3%
Townhouse		-	0.	0% -	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-	-	0.0%
•	YTD:	-	0.	0% -	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-		0.0%
Condominium		-	0.	0% -	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-	-	0.0%
,	YTD:	-	0.	0% -	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-		0.0%
Existing Home																	
Residential (SF/COND	)/TH)	2	-33.	3% \$427,000	-2.7%	\$213,500	45.9%	\$213,500	70.8%	\$175	133.3%	74	4	11	5	3.9	94.2%
	YTD:	27	-15.	6% \$10,186,925	18.7%	\$377,294	40.6%	\$299,000	28.8%	\$199	34.9%	81	45	9	15		95.1%
Single Family		2	-33.	3% \$427,000	-2.7%	\$213,500	45.9%	\$213,500	70.8%	\$175	133.3%	74	4	11	5	3.9	94.2%
	YTD:	27	-15.			\$377,294	40.6%	\$299,000	28.8%	\$199	34.9%	81	45	9	15		95.1%
Townhouse		-	0.	0% -	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-	-	0.0%
	YTD:	-	0.	0% -	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-		0.0%
Condominium		-	0.	0% -	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-	-	0.0%
	YTD:	-	0.	0% -	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-		0.0%
New Construction																	
Residential (SF/COND	)/TH)	-	0.		0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-	-	0.0%
	YTD:	8	100.	0% \$1,715,770		\$214,471	100.0%	\$214,215		\$122		-	-	-	-		100.0%
Single Family	_	-		0% <del>-</del>		-	0.0%	-	0.0%	-	0.0%	-	_	-	-	-	0.0%
	YTD:	8	100.			\$214,471	100.0%	\$214,215		\$122		-	-	-	-		100.0%
Townhouse	_	-		0% <del>-</del>		-	0.0%	-	0.0%	-	0.0%	-	_	-	-	-	0.0%
	YTD:	-		0% -		-	0.0%	-	0.0%	-	0.0%	-	-	-	-		0.0%
Condominium		_		0% -		-	0.0%	_	0.0%	-	0.0%	-	-	-	-		0.0%
	YTD:	-		0% -		-	0.0%	_	0.0%	-	0.0%	-	-	-	-		0.0%
			0.		0.076		0.076		0.078		0.070						0.070

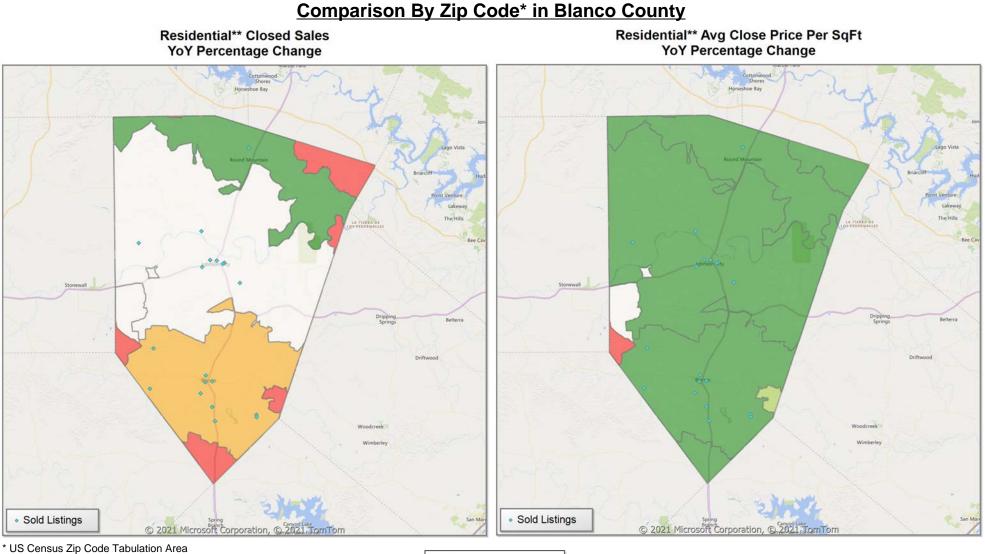
#### **Trend Analysis By County: Blanco County Residential, All (New and Existing)** Single Family, New vs. Existing COND/TH, All (New and Existing) **Monthly Units Sold Monthly Units Sold Monthly Units Sold** 40 25 35 1 20 30 1 15 25 1 20 10 0 15 5 0 10 0 0 5 0 0 (5) Jul 2018 Jul 2020 Jul 2021 Jul 2018 Jul 2019 Jul 2021 Jul 2018 Jul 2019 Jul 2020 Jul 2021 Jul 2019 Jul 2020 Jan 2019 Jan 2020 Jan 2021 Jan 2019 Jan 2020 Jan 2021 Jan 2019 Jan 2020 Jan 2021 - Residential (SF/COND/TH) - Existing Home ---- New Construction ---- Condominium ----- Townhouse All (New and Existing) Construction All (New and Existing) Construction All (New and Existing) Construction Average Close Price PSF **Months Inventory Median Sale Price** 600,000 350 14.0 300 12.0 250 400,000 10.0 200 8.0 150 200,000 6.0 100 4.0 50 0 2.0 0 (200.000)(50)0.0 Jul 2018 Jul 2018 Jul 2018 Jul 2019 Jul 2020 Jul 2021 Jul 2019 Jul 2020 Jul 2021 Jul 2019 Jul 2020 Jul 2021 Jan 2019 Jan 2020 Jan 2021 Jan 2019 Jan 2020 Jan 2021 Jan 2019 Jan 2020 Jan 2021 Single Family Single Family Single Family Condominium Condominium Condominium Residential (SF/COND/TH) Townhouse Residential (SF/COND/TH) Townhouse Residential (SF/COND/TH) - Townhouse



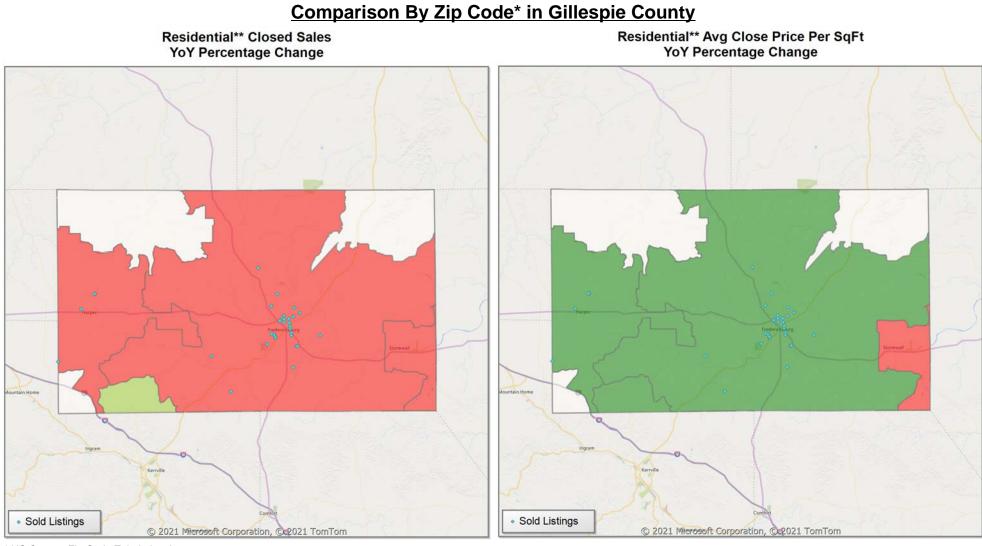






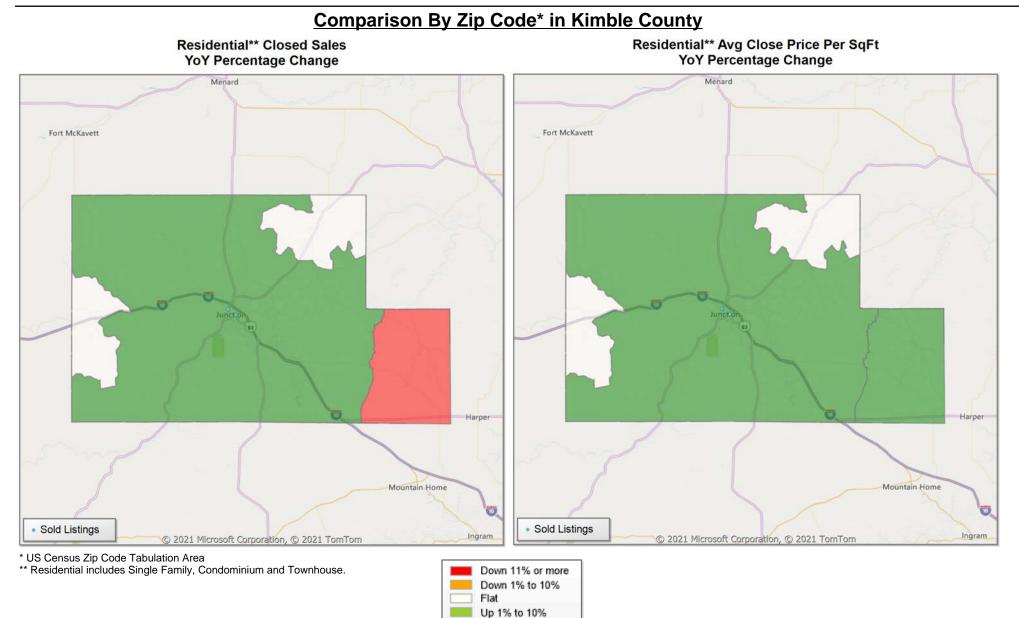




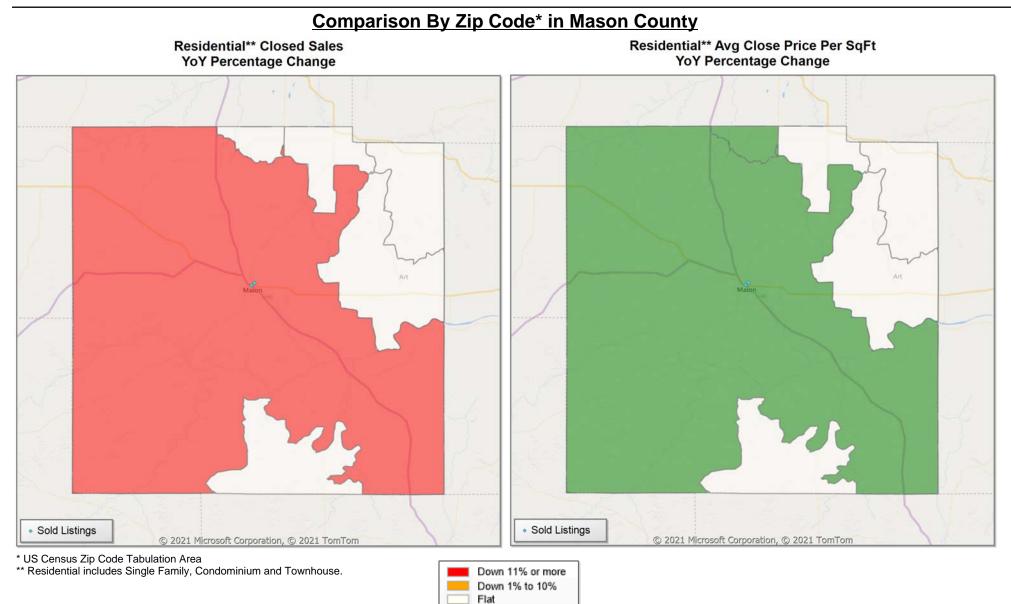


\* US Census Zip Code Tabulation Area

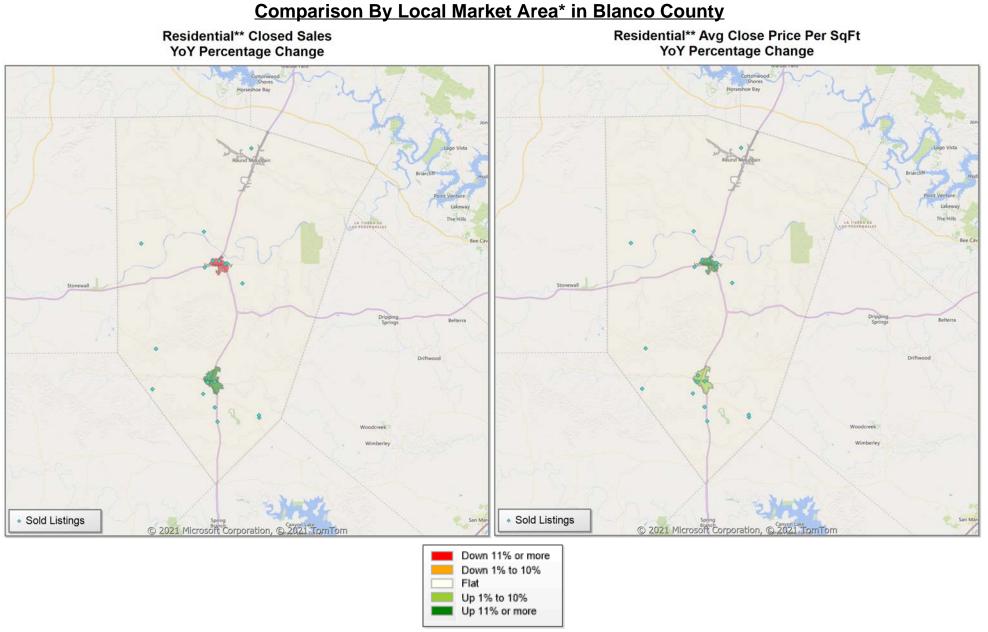




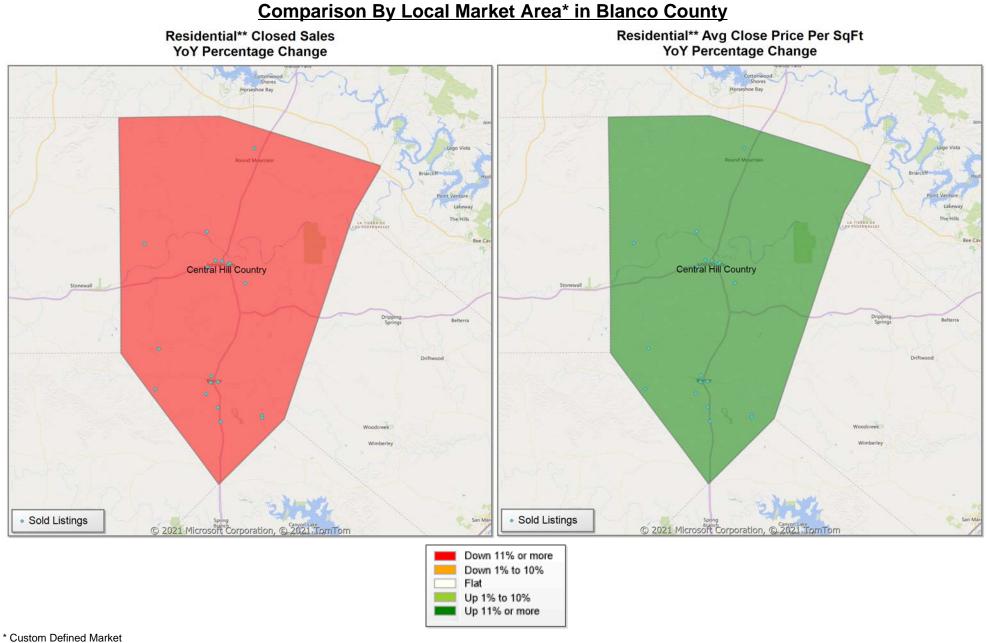
Up 11% or more



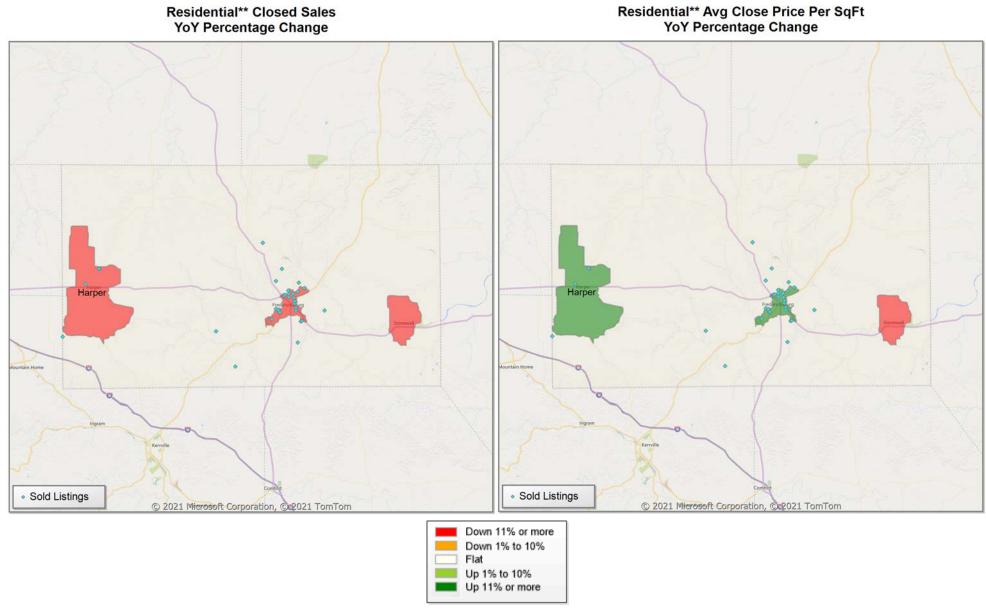
Up 1% to 10% Up 11% or more



\* Census Place Group

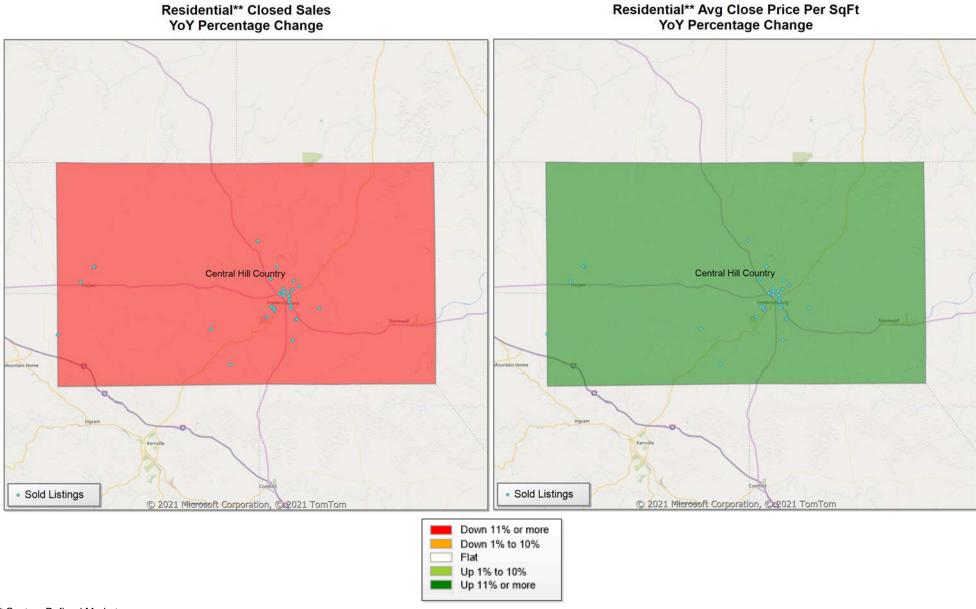




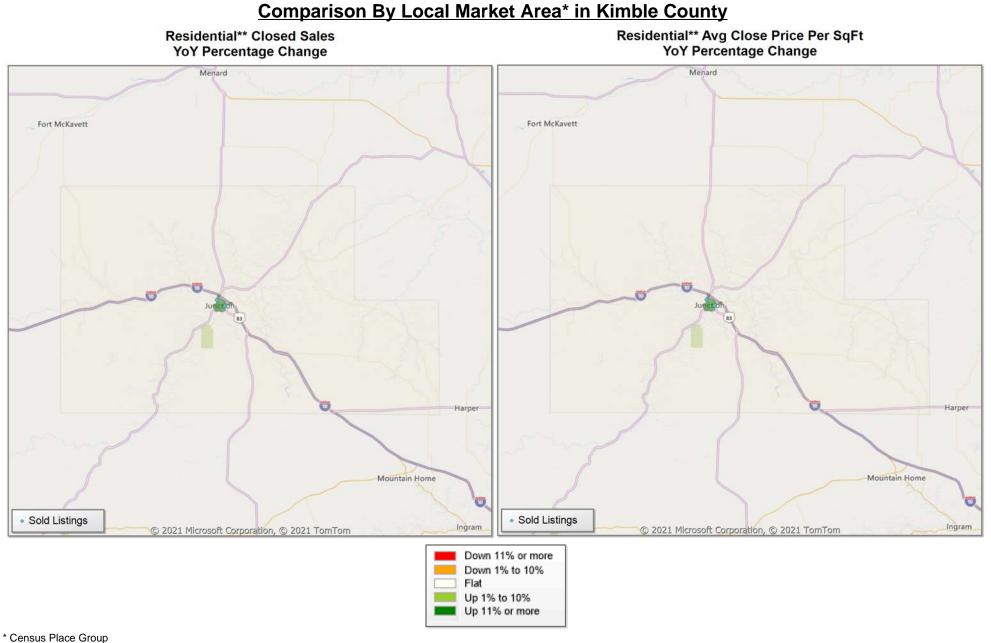


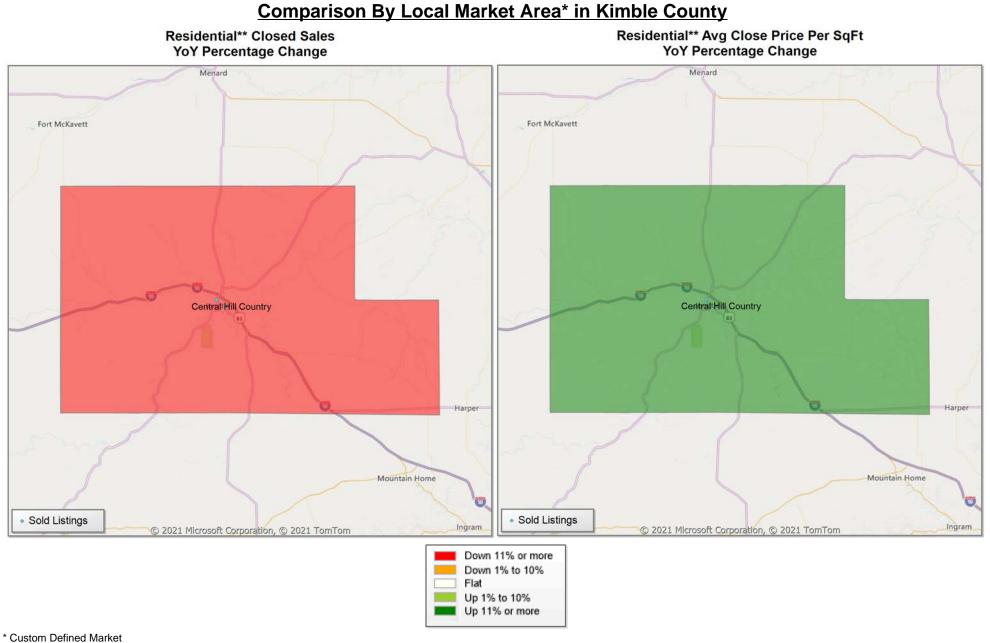
\* Census Place Group





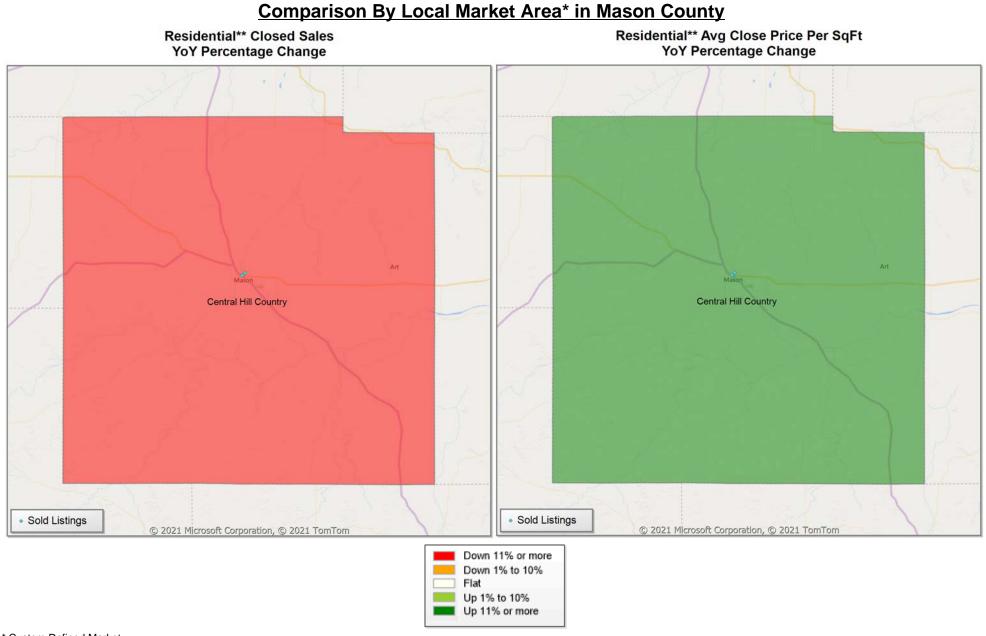
\* Custom Defined Market







\* Census Place Group



#### \* Custom Defined Market

# **Central Hill Country Board of REALTORS**

## Market Analysis By Local Market Area\*: Blanco

Property Type		Closed Sales**	YoY%	Dollar Volume	YoY%	Average Price	YoY%	Median Price	YoY%	Price/ Sqft	YoY%	DOM	New Listings	Active Listings	Pending Sales	Months Inventory	Close To OLP
All(New and Existing	<u>g)</u>																
Residential (SF/CONE	D/TH)	3	50.0%	\$640,000	34.2%	\$213,333	-10.6%	\$245,000	2.7%	\$166	9.2%	14	-	9	2	4.2	87.7%
	YTD:	20	-47.4%	\$5,972,900	-31.6%	\$298,645	30.0%	\$264,000	20.6%	\$199	27.5%	41	30	6	21		94.1%
Single Family		3	50.0%	\$640,000	34.2%	\$213,333	-10.6%	\$245,000	2.7%	\$166	9.2%	14	-	9	2	4.2	87.7%
	YTD:	20	-47.4%	\$5,972,900	-31.6%	\$298,645	30.0%	\$264,000	20.6%	\$199	27.5%	41	30	6	21		94.1%
Townhouse		-	0.0%		0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-	-	0.0%
	YTD:	-	0.0%		0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-		0.0%
Condominium		-	0.0%		0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-	-	0.0%
	YTD:	-	0.0%		0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-		0.0%
Existing Home																	
Residential (SF/COND	D/TH)	3	50.0%	\$640,000	34.2%	\$213,333	-10.6%	\$245,000	2.7%	\$166	9.2%	14	-	8	2	4.0	87.7%
	YTD:	19	-36.7%	\$5,714,900	-11.2%	\$300,784	40.3%	\$265,000	35.9%	\$197	26.6%	42	27	6	20		93.6%
Single Family		3	50.0%	\$640,000	34.2%	\$213,333	-10.6%	\$245,000	2.7%	\$166	9.2%	14	-	8	2	4.0	87.7%
	YTD:	19	-36.7%	\$5,714,900	-11.2%	\$300,784	40.3%	\$265,000	35.9%	\$197	26.6%	42	27	6	20		93.6%
Townhouse		-	0.0%	) –	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-	-	0.0%
	YTD:	-	0.0%		0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-		0.0%
Condominium		-	0.0%	) –	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-	-	0.0%
	YTD:	-	0.0%		0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-		0.0%
New Construction																	
Residential (SF/COND	D/TH)	-	0.0%		0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	1	-	6.0	0.0%
	YTD:	1	-87.5%	\$258,000	-88.8%	\$258,000	-10.1%	\$258,000	-13.2%	\$235	48.8%	5	3	1	1		103.2%
Single Family		-	0.0%	) –	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	1	-	6.0	0.0%
	YTD:	1	-87.5%	\$258,000	-88.8%	\$258,000	-10.1%	\$258,000	-13.2%	\$235	48.8%	5	3	1	1		103.2%
Townhouse		-	0.0%		0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-	-	0.0%
	YTD:	-	0.0%		0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-		0.0%
Condominium		-	0.0%		0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-	-	0.0%
	YTD:	-	0.0%		0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-		0.0%

\* Local Market Area Code: 91; Type: Census Place Group

November 2021

### Market Analysis By Local Market Area\*: Central Hill Country

Property Type		Closed Sales**	YoY%	Dollar Volume	YoY%	Average Price	YoY%	Median Price	YoY%	Price/ Sqft	YoY%	DOM	New Listings	Active Listings	Pending Sales	Months Inventory	Close To OLP
All(New and Existing)																	
Residential (SF/COND/TH	H)	64	-27.3%	\$45,855,181	7.4%	\$716,487	47.7%	\$525,000	37.3%	\$335	42.6%	72	61	163	81	2.2	95.2%
YT	D:	787	10.1%	\$492,369,827	50.7%	\$625,629	37.0%	\$469,000	32.1%	\$303	31.8%	77	1,008	162	556		97.9%
Single Family		65	-26.1%	\$46,571,668	9.1%	\$716,487	47.7%	\$525,000	37.3%	\$335	42.6%	72	61	162	81	2.2	95.2%
YT	D:	785	9.8%	\$490,372,131	50.1%	\$624,678	36.7%	\$469,000	32.1%	\$303	31.8%	76	1,006	161	553		97.9%
Townhouse		-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-	-	. 0.0%
YT	D:	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-		0.0%
Condominium		-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	1	-	4.0	) 0.0%
YT	D:	3	100.0%	\$2,618,570	100.0%	\$872,857	100.0%	\$328,570	100.0%	\$209	100.0%	94	2	1	3		94.6%
Existing Home																	
Residential (SF/COND/Th	H)	55	-23.6%	\$41,463,918	26.9%	\$753,889	66.1%	\$552,500	52.4%	\$351	58.5%	60	44	135	59	2.3	93.9%
YT	D:	634	4.5%	\$435,228,129	52.8%	\$686,480	46.3%	\$529,500	40.8%	\$326	39.0%	75	776	124	393		97.0%
Single Family		55	-23.6%	\$41,463,918	26.9%	\$753,889	66.1%	\$552,500	52.4%	\$351	58.5%	60	44	134	59	2.3	93.9%
YT	D:	631	4.0%	\$432,605,992	51.8%	\$685,588	46.1%	\$530,000	41.0%	\$327	39.1%	75	774	122	390		97.1%
Townhouse		-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-	-	- 0.0%
YT	D:	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-		0.0%
Condominium		-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	1	-	4.0	) 0.0%
YT	D:	3	100.0%	\$2,618,570	100.0%	\$872,857	100.0%	\$328,570	100.0%	\$209	100.0%	94	2	1	3		94.6%
New Construction																	
Residential (SF/COND/Th	H)	10	-37.5%	\$5,003,854	-50.0%	\$500,385	-19.9%	\$494,500	23.9%	\$242	-18.1%	138	17	28	22	2.0	) 101.5%
YT	D:	154	42.6%	\$57,760,168	38.5%	\$375,066	-2.9%	\$350,000	13.7%	\$203	1.4%	83	232	38	163		101.0%
Single Family		10	-37.5%	\$5,003,854	-50.0%	\$500,385	-19.9%	\$494,500	23.9%	\$242	-18.1%	138	17	28	22	2.0	) 101.5%
YT	D:	154	42.6%	\$57,760,168	38.5%	\$375,066	-2.9%	\$350,000	13.7%	\$203	1.4%	83	232	38	163		101.0%
Townhouse		-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-	-	- 0.0%
YT	D:	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-		0.0%
Condominium		-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-	-	- 0.0%
YT	D:	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-		0.0%

\* Local Market Area Code: CHC; Type: Custom Defined Market \*\* Closed Sale counts for most recent 3 months are Preliminary.

November 2021

#### Market Analysis By Local Market Area\*: Fredericksburg

Property Type		Closed Sales**	YoY%	Dollar Volume	YoY%	Average Price	YoY%	Median Price	YoY%	Price/ Sqft	YoY%	DOM	New Listings	Active Listings	Pending Sales	Months Inventory	Close To OLF
All(New and Exist	ting)																
Residential (SF/CO	ND/TH)	24	-38.5%	\$14,881,794	-16.9%	\$620,075	35.0%	\$487,250	24.5%	\$322	27.6%	93	28	38	34	1.2	<u>96.7%</u>
	YTD:	329	11.5%	\$192,483,005	45.3%	\$585,055	30.3%	\$477,975	31.0%	\$326	30.8%	90	380	51	177		98.4%
Single Family		24	-38.5%	\$14,881,794	-16.9%	\$620,075	35.0%	\$487,250	24.5%	\$322	27.6%	93	28	38	34	1.3	<b>96.7</b> %
	YTD:	327	10.9%	\$189,900,114	43.4%	\$580,734	29.3%	\$477,975	31.0%	\$326	30.9%	91	378	50	175		98.4%
Townhouse		-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-	•	- 0.0%
	YTD:	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-		0.0%
Condominium		-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-	•	- 0.0%
	YTD:	2	100.0%	\$2,578,570	100.0%	\$1,289,285	100.0%	\$1,289,285	100.0%	\$209	100.0%	53	2	1	2		96.5%
Existing Home																	
Residential (SF/CO	ND/TH)	19	-36.7%	\$12,420,986	-12.0%	\$653,736	38.9%	\$510,000	37.6%	\$347	32.1%	74	17	31	22	1.2	94.9%
	YTD:	278	11.7%	\$170,779,008	47.8%	\$614,313	32.4%	\$525,000	36.5%	\$344	34.0%	79	304	36	123		97.8%
Single Family		19	-36.7%	\$12,420,986	-12.0%	\$653,736	38.9%	\$510,000	37.6%	\$347	32.1%	74	17	31	22	1.2	94.9%
	YTD:	276	10.8%	\$168,195,529	45.5%	\$609,404	31.3%	\$525,000	36.5%	\$345	34.2%	79	302	36	121		97.8%
Townhouse		-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-	-	- 0.0%
	YTD:	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-		0.0%
Condominium		-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-	-	- 0.0%
	YTD:	2	100.0%	\$2,578,570	100.0%	\$1,289,285	100.0%	\$1,289,285	100.0%	\$209	100.0%	53	2	1	2		96.5%
New Construction																	
Residential (SF/CO		5	-44.4%	\$2,494,469	-34.2%	\$498,894	18.4%	\$401,340	0.5%	\$233	6.4%	162	11	7	12	1.4	102.6%
	YTD:	51	10.9%	\$21,733,255	28.5%	\$426,142	15.9%	\$372,500	8.8%	\$227	9.3%	152	76	14	54		101.4%
Single Family		5	-44.4%	\$2,494,469	-34.2%	\$498,894	18.4%	\$401,340	0.5%	\$233	6.4%	162	11	7	12	1.4	102.6%
	YTD:	51	10.9%	\$21,733,255	28.5%	\$426,142	15.9%	\$372,500	8.8%	\$227	9.3%	152	76	14	54		101.4%
Townhouse		-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-		- 0.0%
	YTD:	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-		0.0%
Condominium	_	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-		- 0.0%
	YTD:	_	0.0%	_	0.0%	_	0.0%		0.0%	_	0.0%			_			0.0%

\* Local Market Area Code: 335; Type: Census Place Group \*\* Closed Sale counts for most recent 3 months are Preliminary.

Market Analysis By Local Market Area\*: Harper

Property Type		Closed Sales**	YoY%	Dollar Volume	YoY%	Average Price	YoY%	Median Price	YoY%	Price/ Sqft	YoY%	DOM	New Listings	Active Listings	Pending Sales	Months Inventory	Close To OLP
All(New and Existi	ing)																
Residential (SF/CON	ND/TH)	3	-40.0%	\$1,103,500	-33.6%	\$367,833	10.7%	\$290,000	-11.6%	\$265	48.6%	102	3	6	1	5.1	94.1%
	YTD:	12	-52.0%	\$4,333,500	-26.4%	\$361,125	53.4%	\$264,250	10.1%	\$209	29.6%	70	20	4	8		93.3%
Single Family		3	-40.0%	\$1,103,500	-33.6%	\$367,833	10.7%	\$290,000	-11.6%	\$265	48.6%	102	3	6	1	5.1	94.1%
	YTD:	12	-52.0%	\$4,333,500	-26.4%	\$361,125	53.4%	\$264,250	10.1%	\$209	29.6%	70	20	4	8		93.3%
Townhouse		-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-	-	. 0.0%
	YTD:	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-		0.0%
Condominium		-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-	-	. 0.0%
	YTD:	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-		0.0%
Existing Home																	
Residential (SF/CON	ND/TH)	3	-40.0%	\$1,103,500	-33.6%	\$367,833	10.7%	\$290,000	-11.6%	\$265	48.6%	102	3	4	1	3.4	94.1%
	YTD:	12	-52.0%	\$4,333,500	-26.4%	\$361,125	53.4%	\$264,250	10.1%	\$209	29.6%	70	18	3	8		93.3%
Single Family		3	-40.0%	\$1,103,500	-33.6%	\$367,833	10.7%	\$290,000	-11.6%	\$265	48.6%	102	3	4	1	3.4	94.1%
	YTD:	12	-52.0%	\$4,333,500	-26.4%	\$361,125	53.4%	\$264,250	10.1%	\$209	29.6%	70	18	3	8		93.3%
Townhouse		-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-	-	0.0%
	YTD:	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-		0.0%
Condominium		-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-	-	0.0%
	YTD:	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-		0.0%
New Construction																	
Residential (SF/CON	ND/TH)	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	2	-	-	0.0%
	YTD:	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	2	2	-		0.0%
Single Family		-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	2	-	-	- 0.0%
	YTD:	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	2	2	-		0.0%
Townhouse		-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-	-	0.0%
	YTD:	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-		0.0%
Condominium		-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-	-	0.0%
	YTD:	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-		0.0%

\* Local Market Area Code: 404; Type: Census Place Group \*\* Closed Sale counts for most recent 3 months are Preliminary.

November 2021

Market Analysis By Local Market Area\*: Johnson City

Property Type		Closed Sales**	YoY%	Dollar Volume	YoY%	Average Price	YoY%	Median Price	YoY%	Price/ Sqft	YoY%	DOM	New Listings	Active Listings	Pending Sales	Months Inventory	Close To OLP
All(New and Exist	<u>ing)</u>																
Residential (SF/CO	ND/TH)	4	-33.3%	\$1,738,000	6.5%	\$434,500	59.7%	\$494,500	86.6%	\$249	53.6%	92	3	4	3	0.9	95.3%
	YTD:	49	69.0%	\$16,033,790	105.2%	\$327,220	21.5%	\$319,000	24.2%	\$204	18.9%	61	60	5	50		96.3%
Single Family		4	-33.3%	\$1,738,000	6.5%	\$434,500	59.7%	\$494,500	86.6%	\$249	53.6%	92	3	4	3	0.9	95.3%
	YTD:	49	69.0%	\$16,033,790	105.2%	\$327,220	21.5%	\$319,000	24.2%	\$204	18.9%	61	60	5	50		96.3%
Townhouse		-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-	-	0.0%
	YTD:	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-		0.0%
Condominium		-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-	-	0.0%
	YTD:	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-		0.0%
Existing Home																	
Residential (SF/CO	ND/TH)	1	-83.3%	\$250,000	-84.7%	\$250,000	-8.1%	\$250,000	-5.7%	\$211	30.1%	33	2	3	2	1.1	78.1%
	YTD:	32	10.3%	\$10,995,700	40.7%	\$343,616	27.5%	\$334,500	30.2%	\$211	23.3%	58	36	3	32		94.4%
Single Family		1	-83.3%	\$250,000	-84.7%	\$250,000	-8.1%	\$250,000	-5.7%	\$211	30.1%	33	2	3	2	1.1	78.1%
	YTD:	32	10.3%	\$10,995,700	40.7%	\$343,616	27.5%	\$334,500	30.2%	\$211	23.3%	58	36	3	32		94.4%
Townhouse		-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-	-	0.0%
	YTD:	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-		0.0%
Condominium		-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-	-	0.0%
	YTD:	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-		0.0%
New Construction																	
Residential (SF/CO	ND/TH)	3	100.0%	\$1,488,000	100.0%	\$496,000	100.0%	\$494,500	100.0%	\$262	100.0%	112	1	1	1	0.7	101.0%
	YTD:	17	100.0%	\$5,038,090	100.0%	\$296,358	100.0%	\$250,000	100.0%	\$189	100.0%	68	24	2	18		99.8%
Single Family		3	100.0%	\$1,488,000	100.0%	\$496,000	100.0%	\$494,500	100.0%	\$262	100.0%	112	1	1	1	0.7	101.0%
	YTD:	17	100.0%	\$5,038,090	100.0%	\$296,358	100.0%	\$250,000	100.0%	\$189	100.0%	68	24	2	18		99.8%
Townhouse		-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-	-	0.0%
	YTD:	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-		0.0%
Condominium		-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-	-	0.0%
	YTD:	_	0.0%	_	0.0%	_	0.0%	-	0.0%	_	0.0%	_	_	_	_		0.0%

\* Local Market Area Code: 484; Type: Census Place Group \*\* Closed Sale counts for most recent 3 months are Preliminary.

Market Analysis By Local Market Area\*: Junction

Property Type		Closed Sales**	YoY%	Dollar Volume	YoY%	Average Price	YoY%	Median Price	YoY%	Price/ Sqft	YoY%	DOM	New Listings	Active Listings	Pending Sales	Months Inventory	Close To OLP
All(New and Exist	<u>ing)</u>																
Residential (SF/CO	ND/TH)	1	100.0%	\$136,000	100.0%	\$136,000	100.0%	\$136,000	100.0%	\$93	100.0%	49	1	4	1	16.0	0.0%
	YTD:	3	0.0%	\$461,000	254.6%	\$153,667	254.6%	\$136,000	212.6%	\$100	122.2%	85	7	3	2		0.0%
Single Family		1	100.0%	\$136,000	100.0%	\$136,000	100.0%	\$136,000	100.0%	\$93	100.0%	49	1	4	1	16.0	0.0%
	YTD:	3	0.0%	\$461,000	254.6%	\$153,667	254.6%	\$136,000	212.6%	\$100	122.2%	85	7	3	2		0.0%
Townhouse		-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-	-	0.0%
	YTD:	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-		0.0%
Condominium		-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-	-	0.0%
	YTD:	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-		0.0%
Existing Home																	
Residential (SF/CO	ND/TH)	1	100.0%	\$136,000	100.0%	\$136,000	100.0%	\$136,000	100.0%	\$93	100.0%	49	1	4	1	16.0	0.0%
	YTD:	3	0.0%	\$461,000	254.6%	\$153,667	254.6%	\$136,000	212.6%	\$100	122.2%	85	7	3	2		0.0%
Single Family		1	100.0%	\$136,000	100.0%	\$136,000	100.0%	\$136,000	100.0%	\$93	100.0%	49	1	4	1	16.0	0.0%
	YTD:	3	0.0%	\$461,000	254.6%	\$153,667	254.6%	\$136,000	212.6%	\$100	122.2%	85	7	3	2		0.0%
Townhouse		-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-	-	0.0%
	YTD:	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-		0.0%
Condominium		-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-	-	0.0%
	YTD:	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-		0.0%
New Construction																	
Residential (SF/CO	ND/TH)	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-	-	0.0%
	YTD:	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-		0.0%
Single Family		-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-	-	0.0%
-	YTD:	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-		0.0%
Townhouse	_	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-	-	0.0%
	YTD:	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-		0.0%
Condominium	_	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-	-	0.0%
	YTD:	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-		0.0%

\* Local Market Area Code: 490; Type: Census Place Group \*\* Closed Sale counts for most recent 3 months are Preliminary.

Market Analysis By Local Market Area\*: Mason

Property Type		Closed Sales**	YoY%	Dollar Volume	YoY%	Average Price	YoY%	Median Price	YoY%	Price/ Sqft	YoY%	DOM	New Listings	Active Listings	Pending Sales	Months Inventory	Close To OLP
All(New and Exis	sting)																
Residential (SF/CC	OND/TH)	2	-33.3%	\$427,000	-2.7%	\$213,500	45.9%	\$213,500	70.8%	\$175	133.3%	74	3	9	5	4.2	94.2%
	YTD:	20	-9.1%	\$5,150,365	12.2%	\$257,518	23.4%	\$245,000	9.3%	\$161	31.8%	77	33	7	12		94.9%
Single Family		2	-33.3%	\$427,000	-2.7%	\$213,500	45.9%	\$213,500	70.8%	\$175	133.3%	74	3	9	5	4.2	94.2%
	YTD:	20	-9.1%	\$5,150,365	12.2%	\$257,518	23.4%	\$245,000	9.3%	\$161	31.8%	77	33	7	12		94.9%
Townhouse		-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-	-	0.0%
	YTD:	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-		0.0%
Condominium		-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-	-	0.0%
	YTD:	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-		0.0%
Existing Home																	
Residential (SF/CC	OND/TH)	2	-33.3%	\$427,000	-2.7%	\$213,500	45.9%	\$213,500	70.8%	\$175	133.3%	74	3	9	5	4.2	94.2%
	YTD:	20	-9.1%	\$5,150,365	12.2%	\$257,518	23.4%	\$245,000	9.3%	\$161	31.8%	77	33	7	12		94.9%
Single Family		2	-33.3%	\$427,000	-2.7%	\$213,500	45.9%	\$213,500	70.8%	\$175	133.3%	74	3	9	5	4.2	94.2%
	YTD:	20	-9.1%	\$5,150,365	12.2%	\$257,518	23.4%	\$245,000	9.3%	\$161	31.8%	77	33	7	12		94.9%
Townhouse		-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-	-	0.0%
	YTD:	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-		0.0%
Condominium		-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-	-	0.0%
	YTD:	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-		0.0%
New Construction	<u>n</u>																
Residential (SF/CC	OND/TH)	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-	-	0.0%
	YTD:	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-		0.0%
Single Family		-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-	-	0.0%
	YTD:	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-		0.0%
Townhouse	_	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-	-	0.0%
	YTD:	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-		0.0%
Condominium		-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-	-	0.0%
	YTD:	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-		0.0%

\* Local Market Area Code: 620; Type: Census Place Group \*\* Closed Sale counts for most recent 3 months are Preliminary.

#### Market Analysis By Local Market Area\*: Round Mountain

Property Type		Closed Sales**		YoY%	Dollar Volume	YoY%	Average Price	YoY%	Median Price	YoY%	Price/ Sqft	YoY%	DOM	New Listings	Active Listings	Pending Sales	Months Inventory	Close To OLP
All(New and Existin	<u>ng)</u>																	
Residential (SF/CON	ID/TH)		-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	1	-	1.5	0.0%
	YTD:		8	100.0%	\$6,122,900	100.0%	\$765,363	100.0%	\$843,000	100.0%	\$294	100.0%	149	3	2	7		100.1%
Single Family			-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	1	-	1.5	0.0%
	YTD:		8	100.0%	\$6,122,900	100.0%	\$765,363	100.0%	\$843,000	100.0%	\$294	100.0%	149	3	2	7		100.1%
Townhouse			-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-	-	0.0%
	YTD:		-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-		0.0%
Condominium			-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-	-	0.0%
	YTD:		-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-		0.0%
Existing Home																		
Residential (SF/CON	ID/TH)		-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	1	-	2.0	0.0%
	YTD:		6	100.0%	\$4,436,900	100.0%	\$739,483	100.0%	\$825,750	100.0%	\$275	100.0%	150	3	2	5		98.3%
Single Family			-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	1	-	2.0	0.0%
	YTD:		6	100.0%	\$4,436,900	100.0%	\$739,483	100.0%	\$825,750	100.0%	\$275	100.0%	150	3	2	5		98.3%
Townhouse			-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-	-	0.0%
	YTD:		-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-		0.0%
Condominium			-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-	-	0.0%
	YTD:		-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-		0.0%
New Construction																		
Residential (SF/CON	ID/TH)		-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-	-	0.0%
	YTD:		2	100.0%	\$1,686,000	100.0%	\$843,000	100.0%	\$843,000	100.0%	\$348	100.0%	146	-	2	2		105.5%
Single Family			-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-	-	0.0%
	YTD:		2	100.0%	\$1,686,000	100.0%	\$843,000	100.0%	\$843,000	100.0%	\$348	100.0%	146	-	2	2		105.5%
Townhouse			-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-	-	0.0%
	YTD:		-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-		0.0%
Condominium			-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-	-	0.0%
	YTD:		-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-		0.0%

\* Local Market Area Code: 871; Type: Census Place Group \*\* Closed Sale counts for most recent 3 months are Preliminary.

Market Analysis By Local Market Area\*: Stonewall

All New and Existing:           Residential (SF/COND/TH         -         100.0%         -         100.0%         2         0.0%         2	Property Type		Closed Sales**	Y	oY%	Dollar Volume	YoY%	Average Price	YoY%	Median Price	YoY%	Price/ Sqft	YoY%	DOM	New Listings	Active Listings	Pending Sales	Months Inventory	Close To OLP	
Trin         4         33.3%         \$2,175,000         129.0%         \$\$43,750         71.7%         \$450,000         28.6%         \$221         54.2%         140         3         1         2           Single Family         -         100.0%         -         100.0%         -         100.0%         5.21         100.0%         5.21         100.0%         5.21         100.0%         5.21         100.0%         5.21         100.0%         5.21         100.0%         5.21         100.0%         5.21         100.0%         5.21         100.0%         5.21         100.0%         5.21         15.2%         140         3         1         2           Trin         33.3%         \$2,175,000         120.0%         543,750         71.7%         \$450,000         26.0%         52.1%         140.0%         52.1%         140.0%         52.1%         140.0%         100.0%         50.0%	All(New and Exis	<u>sting)</u>																		
Single Family         - 100.0%	Residential (SF/CO	OND/TH)	-	'	100.0%	-	-100.0%	-	-100.0%	-	-100.0%	-	-100.0%	-	-	1	-	3.0	) 0.0%	
YTD:         4         33.3%         \$2,175,00         129.0%         \$543,750         71.7%         \$450,000         28.6%         \$28.1         54.2%         140         3         1         2           Townhouse         -         0.0%		YTD:	4	1	33.3%	\$2,175,000	129.0%	\$543,750	71.7%	\$450,000	28.6%	\$281	54.2%	140	3	1	2		97.3%	
Townhouse         Image: Control of the control o	Single Family		-		100.0%	-	-100.0%	-	-100.0%	-	-100.0%	-	-100.0%	-	-	1	-	3.0	) 0.0%	
YTD:       0.0%		YTD:	4	1	33.3%	\$2,175,000	129.0%	\$543,750	71.7%	\$450,000	28.6%	\$281	54.2%	140	3	1	2		97.3%	
Condominium         . <th< td=""><td>Townhouse</td><td></td><td>-</td><td>-</td><td>0.0%</td><td>-</td><td>0.0%</td><td>-</td><td>0.0%</td><td>-</td><td>0.0%</td><td>-</td><td>0.0%</td><td>-</td><td>-</td><td>-</td><td>-</td><td>-</td><td>- 0.0%</td></th<>	Townhouse		-	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-	-	- 0.0%	
YTD:         0.0% <th< td=""><td></td><td>YTD:</td><td>-</td><td>-</td><td>0.0%</td><td>-</td><td>0.0%</td><td>-</td><td>0.0%</td><td>-</td><td>0.0%</td><td>-</td><td>0.0%</td><td>-</td><td>-</td><td>-</td><td>-</td><td></td><td>0.0%</td></th<>		YTD:	-	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-		0.0%	
Sestion Homes           Residential (SF/COND/TH)         -         -         -         -         1         -         4.0           Single Family         -         -         -         1         -         4.0           Single Family         -         Single Family         - <th c<="" td=""><td>Condominium</td><td></td><td>-</td><td>-</td><td>0.0%</td><td>-</td><td>0.0%</td><td>-</td><td>0.0%</td><td>-</td><td>0.0%</td><td>-</td><td>0.0%</td><td>-</td><td>-</td><td>-</td><td>-</td><td>-</td><td>. 0.0%</td></th>	<td>Condominium</td> <td></td> <td>-</td> <td>-</td> <td>0.0%</td> <td>-</td> <td>0.0%</td> <td>-</td> <td>0.0%</td> <td>-</td> <td>0.0%</td> <td>-</td> <td>0.0%</td> <td>-</td> <td>-</td> <td>-</td> <td>-</td> <td>-</td> <td>. 0.0%</td>	Condominium		-	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-	-	. 0.0%
Residential (SF/COND/TH)       · · · · · · · · · · · · · · · · · · ·		YTD:	-	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-		0.0%	
YTD:         3         50.0%         \$1,965,000         172.9%         \$655,000         81.9%         \$630,00         75.0%         \$328         56.9%         145         3         1         2           Single Family         -         100.0%         -         100.0%         -         100.0%         -         100.0%         -         100.0%         -         100.0%         -         0.0%         -         0.0%         -         0.0%         5630,00         75.0%         \$328         56.9%         145         3         1         4.0           YDE         3         50.0%         \$19.65,000         172.9%         \$655,000         81.9%         \$630,000         75.0%         \$328         56.9%         145         3         1         4.0           YDE         0.0%         \$12.9%         \$655,000         81.9%         \$630,000         75.0%         \$328         56.9%         145         3         1         4.0           YDE         0.0%         0.0%         0.0%         0.0%         0.0%         0.0%         0.0%         0.0%         0.0%         0.0%         0.0%         0.0%         0.0%         0.0%         0.0%         0.0%         0.0%         0.0	Existing Home																			
Single Family       - 100.0%	Residential (SF/CO	OND/TH)	-	'	100.0%	-	-100.0%	-	-100.0%	-	-100.0%	-	-100.0%	-	-	1	-	4.0	) 0.0%	
YTD:       3       50.0%       \$1,965,000       172.9%       \$655,000       81.9%       \$630,000       75.0%       \$328       56.9%       145       3       1       2         Townhouse       -       0.0% <td></td> <td>YTD:</td> <td>3</td> <td>3</td> <td>50.0%</td> <td>\$1,965,000</td> <td>172.9%</td> <td>\$655,000</td> <td>81.9%</td> <td>\$630,000</td> <td>75.0%</td> <td>\$328</td> <td>56.9%</td> <td>145</td> <td>3</td> <td>1</td> <td>2</td> <td></td> <td>98.7%</td>		YTD:	3	3	50.0%	\$1,965,000	172.9%	\$655,000	81.9%	\$630,000	75.0%	\$328	56.9%	145	3	1	2		98.7%	
$ \begin{array}{c c c c c c c c c c c c c c c c c c c $	Single Family	_	-	'	100.0%	-	-100.0%	-	-100.0%	-	-100.0%	-	-100.0%	-	-	1	-	4.0	) 0.0%	
$ \begin{array}{c c c c c c c c c c c c c c c c c c c $		YTD:	3	3	50.0%	\$1,965,000	172.9%	\$655,000	81.9%	\$630,000	75.0%	\$328	56.9%	145	3	1	2		98.7%	
Condominium       -       0.0%       -       0.0%       -       0.0%       -       0.0%       - <td>Townhouse</td> <td></td> <td>-</td> <td>-</td> <td>0.0%</td> <td>-</td> <td>0.0%</td> <td>-</td> <td>0.0%</td> <td>-</td> <td>0.0%</td> <td>-</td> <td>0.0%</td> <td>-</td> <td>-</td> <td>-</td> <td>-</td> <td>-</td> <td>. 0.0%</td>	Townhouse		-	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-	-	. 0.0%	
YTD:0.0%0.		YTD:	-	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-		0.0%	
New Construction         -         0.0%         0.0%         0.0%         0.0%         0.0%         0.0%         -	Condominium		-	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-	-	. 0.0%	
Residential (SF/COND/TH)       -       0.0%       -       0.0%       -       0.0%       -		YTD:	-	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-		0.0%	
YTD:         1         0.0%         \$210,000         -8.7%         \$210,000         -8.7%         \$140         9.0%         126         -         -         -           Single Family         -         0.0%         -         0.0%         -         0.0%         -         0.0%         -	New Constructio	<u>n</u> –																		
Single Family       -       0.0%       -       0.0%       -       0.0%       - <td>Residential (SF/CO</td> <td>OND/TH)</td> <td>-</td> <td>-</td> <td>0.0%</td> <td>-</td> <td>0.0%</td> <td>-</td> <td>0.0%</td> <td>-</td> <td>0.0%</td> <td>-</td> <td>0.0%</td> <td>-</td> <td>-</td> <td>-</td> <td>-</td> <td>-</td> <td>- 0.0%</td>	Residential (SF/CO	OND/TH)	-	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-	-	- 0.0%	
YTD:         1         0.0%         \$210,000         -8.7%         \$210,000         -8.7%         \$140         9.0%         126         -         -         -           Townhouse         -         0.0%         -         0.0%         -         0.0%         -         0.0%         -		YTD:	1	I	0.0%	\$210,000	-8.7%	\$210,000	-8.7%	\$210,000	-8.7%	\$140	9.0%	126	-	-	-		93.3%	
Townhouse       -       0.0%	Single Family	_	-	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-	-	- 0.0%	
YTD:       -       0.0%       -       0.0%       -       0.0%       -       0.0%       -		YTD:	1	I	0.0%	\$210,000	-8.7%	\$210,000	-8.7%	\$210,000	-8.7%	\$140	9.0%	126	-	-	-		93.3%	
Condominium - 0.0% - 0.0% - 0.0% - 0.0% - 0.0%	Townhouse	_	-	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-	•	0.0%	
		YTD:	-	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-		0.0%	
YTD: - 0.0% - 0.0% - 0.0% - 0.0%	Condominium	_	-	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-	•	- 0.0%	
		YTD:	-	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	-	-		0.0%	

\* Local Market Area Code: 966; Type: Census Place Group \*\* Closed Sale counts for most recent 3 months are Preliminary.