

## Houston Area Single-Family Residential Market by Area for October 2017

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Data computations 2017 Better Homes and Gardens Real Estate Gary Greene

| Year                            | Closed Listings | Average Price | Median Price | Price Per Sq Ft | Close to OL Price | New Listings | Active Listings | Pending Sales | DOM     | Months Inventory |
|---------------------------------|-----------------|---------------|--------------|-----------------|-------------------|--------------|-----------------|---------------|---------|------------------|
| <b>Area 1-Atascocita</b>        |                 |               |              |                 |                   |              |                 |               |         |                  |
| 2016 YTD                        | 2702            | \$222,684     | \$195,000    | \$90            | 96.0%             | 4064         | 756             | 2,755         | 50      | 3.0              |
| 2017 YTD                        | 2687            | \$230,479     | \$207,990    | \$92            | 95.9%             | 4510         | 948             | 2845          | 50      | 3.7              |
| Difference                      | -15             | \$7,795       | \$12,990     | \$2             | -0.1%             | 446          | 192             | 90            | 0       | 0.7              |
| % Difference                    | -0.56%          | 3.50%         | 6.66%        | 2.22%           | -0.1%             | 10.97%       | 25.40%          | 3.27%         | 0.00%   | 23.33%           |
| <b>Area 2-East</b>              |                 |               |              |                 |                   |              |                 |               |         |                  |
| 2016 YTD                        | 1891            | \$141,430     | \$136,000    | \$77            | 95.9%             | 2823         | 540             | 1902          | 49      | 3.2              |
| 2017 YTD                        | 2039            | \$151,412     | \$149,900    | \$84            | 95.4%             | 3097         | 612             | 2,152         | 51      | 3.1              |
| Difference                      | 148             | \$9,982       | \$13,900     | \$7             | -0.5%             | 274          | 72              | 250           | 2       | -0.1             |
| % Difference                    | 7.83%           | 7.06%         | 10.22%       | 9.09%           | -0.5%             | 9.71%        | 13.33%          | 13.14%        | 4.08%   | -3.13%           |
| <b>Area 3-Southeast</b>         |                 |               |              |                 |                   |              |                 |               |         |                  |
| 2016 YTD                        | 1,531           | \$152,471     | \$149,900    | \$83            | 96.2%             | 2,191        | 335             | 1,562         | 40      | 2.5              |
| 2017 YTD                        | 1,633           | \$159,191     | \$159,000    | \$87            | 96.3%             | 2,453        | 427             | 1,739         | 43      | 2.7              |
| Difference                      | 102             | \$6,720       | \$9,100      | \$4             | 0.1%              | 262          | 92              | 177           | 3       | 0.2              |
| % Difference                    | 6.66%           | 4.41%         | 6.07%        | 4.82%           | 0.1%              | 11.96%       | 27.46%          | 11.33%        | 7.50%   | 8.00%            |
| <b>Area 4-South</b>             |                 |               |              |                 |                   |              |                 |               |         |                  |
| 2016 YTD                        | 531             | \$213,139     | \$180,000    | \$118           | 94.2%             | 990          | 224             | 553           | 52      | 4.7              |
| 2017 YTD                        | 559             | \$228,261     | \$212,302    | \$128           | 93.5%             | 1086         | 235             | 600           | 51      | 4.7              |
| Difference                      | 28              | \$15,122      | \$32,302     | \$10            | -0.7%             | 96           | 11              | 47            | -1      | 0                |
| % Difference                    | 5.27%           | 7.09%         | 17.95%       | 8.47%           | -0.7%             | 9.70%        | 4.91%           | 8.50%         | -1.92%  | 0.00%            |
| <b>Area: 5 - Brazoria</b>       |                 |               |              |                 |                   |              |                 |               |         |                  |
| 2016 YTD                        | 3516            | \$236,698     | \$220,000    | \$102           | 96.5%             | 4918         | 889             | 3,604         | 47      | 3                |
| 2017 YTD                        | 3662            | \$243,167     | \$230,000    | \$108           | 96.0%             | 5349         | 1083            | 3,810         | 52      | 3                |
| Difference                      | 146             | \$6,469       | \$10,000     | \$6             | -0.5%             | 431          | 194             | 206           | 5       | 0.1              |
| % Difference                    | 4.15%           | 2.73%         | 4.55%        | 5.88%           | -0.5%             | 8.76%        | 21.82%          | 5.72%         | 10.64%  | 3.33%            |
| <b>Area: 6-Pasadena</b>         |                 |               |              |                 |                   |              |                 |               |         |                  |
| 2016 YTD                        | 1145            | \$165,156     | \$154,000    | \$89            | 96.7%             | 1474         | 173             | 1165          | 37      | 1.9              |
| 2017 YTD                        | 1102            | \$176,572     | \$162,250    | \$95            | 96.1%             | 1454         | 183             | 1140          | 34      | 1.9              |
| Difference                      | -43             | \$11,416      | \$8,250      | \$6             | -0.6%             | -20          | 10              | -25           | -3      | 0                |
| % Difference                    | -3.76%          | 6.91%         | 5.36%        | 6.74%           | -0.6%             | -1.36%       | 5.78%           | -2.15%        | -8.11%  | 0.00%            |
| <b>Area: 7- Clear Lake</b>      |                 |               |              |                 |                   |              |                 |               |         |                  |
| 2016 YTD                        | 1671            | \$234,766     | \$210,000    | \$100           | 96.8%             | 2246         | 349             | 1709          | 39      | 2.3              |
| 2017 YTD                        | 1647            | \$253,332     | \$223,000    | \$106           | 96.3%             | 2370         | 384             | 1725          | 42      | 2.5              |
| Difference                      | -24             | \$18,566      | \$13,000     | \$6             | -0.5%             | 124          | 35              | 16            | 3       | 0.2              |
| % Difference                    | -1.44%          | 7.91%         | 6.19%        | 6.00%           | -0.5%             | 5.52%        | 10.03%          | 0.94%         | 7.69%   | 8.70%            |
| <b>Area: 8- Bear Creek</b>      |                 |               |              |                 |                   |              |                 |               |         |                  |
| 2016 YTD                        | 1709            | \$212,074     | \$191,500    | \$90            | 97.0%             | 2642         | 411             | 1736          | 37      | 2.8              |
| 2017 YTD                        | 1830            | \$215,971     | \$198,500    | \$92            | 96.9%             | 2731         | 448             | 1892          | 42      | 2.5              |
| Difference                      | 121             | \$3,897       | \$7,000      | \$2             | -0.1%             | 89           | 37              | 156           | 5       | -0.3             |
| % Difference                    | 7.08%           | 1.84%         | 3.66%        | 2.22%           | -0.1%             | 3.37%        | 9.00%           | 8.99%         | 13.51%  | -10.71%          |
| <b>Area: 9- The Heights</b>     |                 |               |              |                 |                   |              |                 |               |         |                  |
| 2016 YTD                        | 2341            | \$425,397     | \$387,500    | \$207           | 94.6%             | 4782         | 1,233           | 2,488         | 63      | 5.0              |
| 2017 YTD                        | 2435            | \$435,298     | \$395,000    | \$216           | 95.1%             | 4640         | 1,116           | 2576          | 55      | 4.7              |
| Difference                      | 94              | \$9,901       | \$7,500      | \$9             | 0.5%              | -142         | -117            | 88            | -8      | -0.3             |
| % Difference                    | 4.02%           | 2.33%         | 1.94%        | 4.35%           | 0.5%              | -2.97%       | -9.49%          | 3.54%         | -12.70% | -6.00%           |
| <b>Area: 10- Hempstead East</b> |                 |               |              |                 |                   |              |                 |               |         |                  |
| 2016 YTD                        | 1847            | \$229,153     | \$210,000    | \$94            | 96.4%             | 2790         | 459             | 1,858         | 41      | 2.6              |
| 2017 YTD                        | 1845            | \$236,224     | \$215,200    | \$95            | 95.8%             | 2944         | 528             | 1938          | 43      | 2.9              |
| Difference                      | -2              | \$7,071       | \$5,200      | \$1             | -0.6%             | 154          | 69              | 80            | 2       | 0.3              |
| % Difference                    | -0.11%          | 3.09%         | 2.48%        | 1.06%           | -0.6%             | 5.52%        | 15.03%          | 4.31%         | 4.88%   | 11.54%           |
| <b>Area: 11-Near North</b>      |                 |               |              |                 |                   |              |                 |               |         |                  |
| 2016 YTD                        | 640             | \$147,441     | \$137,000    | \$79            | 96.7%             | 932          | 139             | 653           | 42      | 2.9              |
| 2017 YTD                        | 689             | \$157,547     | \$145,000    | \$85            | 96.3%             | 975          | 152             | 715           | 40      | 2.3              |
| Difference                      | 49              | \$10,106      | \$8,000      | \$6             | -0.4%             | 43           | 13              | 62            | -2      | -0.6             |
| % Difference                    | 7.66%           | 6.85%         | 5.84%        | 7.59%           | -0.4%             | 4.61%        | 9.35%           | 9.49%         | -4.76%  | -20.69%          |

| Year   | Sales  | Average Price | Median Price | Sales Price Per Sq Ft | Sold to List Price | New Listings | Active Listings | Pending Sales | DOM     | Months Inventory |
|--|--------|---------------|--------------|-----------------------|--------------------|--------------|-----------------|---------------|---------|------------------|
| <b>Area: 12- North</b>                       |        |               |              |                       |                    |              |                 |               |         |                  |
| 2016 YTD                                     | 1564   | \$157,004     | \$149,200    | \$80                  | 96.7%              | 2238         | 350             | 1604          | 44      | 2.4              |
| 2017 YTD                                     | 1467   | \$165,763     | \$154,000    | \$83                  | 97.0%              | 2228         | 422             | 1550          | 43      | 2.7              |
| Difference                                   | -97    | \$8,759       | \$4,800      | \$3                   | 0.3%               | -10          | 72              | -54           | -1      | 0.3              |
| % Difference                                 | -6.20% | 5.58%         | 3.22%        | 3.75%                 | 0.3%               | -0.45%       | 20.57%          | -3.37%        | -2.27%  | 12.50%           |
| <b>Area: 13- Northwest</b>                   |        |               |              |                       |                    |              |                 |               |         |                  |
| 2016 YTD                                     | 2260   | \$210,742     | \$184,900    | \$83                  | 96.3%              | 3720         | 746             | 2319          | 45      | 3.4              |
| 2017 YTD                                     | 2267   | \$213,298     | \$188,400    | \$86                  | 96.0%              | 3879         | 893             | 2433          | 49      | 3.6              |
| Difference                                   | 7      | \$2,556       | \$3,500      | \$3                   | -0.3%              | 159          | 147             | 114           | 4       | 0.2              |
| % Difference                                 | 0.31%  | 1.21%         | 1.89%        | 3.61%                 | -0.3%              | 4.27%        | 19.71%          | 4.92%         | 8.89%   | 5.88%            |
| <b>Area: 14- Far Northwest</b>               |        |               |              |                       |                    |              |                 |               |         |                  |
| 2016 YTD                                     | 2179   | \$291,780     | \$232,840    | \$104                 | 94.9%              | 3656         | 991             | 2200          | 63      | 4.3              |
| 2017 YTD                                     | 2036   | \$302,658     | \$242,000    | \$107                 | 95.0%              | 3464         | 946             | 2120          | 62      | 4.1              |
| Difference                                   | -143   | \$10,878      | \$9,160      | \$3                   | 0.1%               | -192         | -45             | -80           | -1      | -0.2             |
| % Difference                                 | -6.56% | 3.73%         | 3.93%        | 2.88%                 | 0.1%               | -5.25%       | -4.54%          | -3.64%        | -1.59%  | -4.65%           |
| <b>Area: 15- Montgomery County Southwest</b> |        |               |              |                       |                    |              |                 |               |         |                  |
| 2016 YTD                                     | 3689   | \$332,153     | \$269,000    | \$118                 | 94.8%              | 6509         | 1,604           | 3,766         | 58      | 4.5              |
| 2017 YTD                                     | 3995   | \$343,100     | \$274,325    | \$121                 | 95.1%              | 7100         | 1,703           | 4,167         | 56      | 4.2              |
| Difference                                   | 306    | \$10,947      | \$5,325      | \$3                   | 0.3%               | 591          | 99              | 401           | -2      | -0.3             |
| % Difference                                 | 8.29%  | 3.30%         | 1.98%        | 2.54%                 | 0.3%               | 9.08%        | 6.17%           | 10.65%        | -3.45%  | -6.67%           |
| <b>Area: 16- Central Inner Loop</b>          |        |               |              |                       |                    |              |                 |               |         |                  |
| 2016 YTD                                     | 813    | \$772,715     | \$542,000    | \$253                 | 93.7%              | 1714         | 524             | 847           | 77      | 6.0              |
| 2017 YTD                                     | 764    | \$808,388     | \$555,500    | \$266                 | 94.2%              | 1811         | 502             | 793           | 64      | 7.0              |
| Difference                                   | -49    | \$35,673      | \$13,500     | \$13                  | 0.5%               | 97           | -22             | -54           | -13     | 1.0              |
| % Difference                                 | -6.03% | 4.62%         | 2.49%        | 5.14%                 | 0.5%               | 5.66%        | -4.20%          | -6.38%        | -16.88% | 16.67%           |
| <b>Area: 17- Southwest Inner Loop</b>        |        |               |              |                       |                    |              |                 |               |         |                  |
| 2016 YTD                                     | 856    | \$896,373     | \$815,000    | \$280                 | 93.9%              | 1730         | 464             | 914           | 57      | 5.2              |
| 2017 YTD                                     | 893    | \$972,957     | \$857,000    | \$298                 | 94.5%              | 1967         | 486             | 953           | 54      | 5.5              |
| Difference                                   | 37     | \$76,584      | \$42,000     | \$18                  | 0.6%               | 237          | 22              | 39            | -3      | 0.3              |
| % Difference                                 | 4.32%  | 8.54%         | 5.15%        | 6.43%                 | 0.6%               | 13.70%       | 4.74%           | 4.27%         | -5.26%  | 5.77%            |
| <b>Area: 18- South Central</b>               |        |               |              |                       |                    |              |                 |               |         |                  |
| 2016 YTD                                     | 196    | \$151,928     | \$127,000    | \$87                  | 99.1%              | 299          | 35              | 206           | 35      | 1.6              |
| 2017 YTD                                     | 212    | \$156,943     | \$139,000    | \$91                  | 96.9%              | 347          | 53              | 232           | 34      | 3.1              |
| Difference                                   | 16     | \$5,015       | \$12,000     | \$4                   | -2.2%              | 48           | 18              | 26            | -1      | 1.5              |
| % Difference                                 | 8.16%  | 3.30%         | 9.45%        | 4.60%                 | -2.2%              | 16.05%       | 51.43%          | 12.62%        | -2.86%  | 93.75%           |
| <b>Area: 19- Montgomery County Northeast</b> |        |               |              |                       |                    |              |                 |               |         |                  |
| 2016 YTD                                     | 1047   | \$208,655     | \$179,700    | \$96                  | 94.6%              | 1679         | 408             | 1061          | 64      | 4.6              |
| 2017 YTD                                     | 1186   | \$217,978     | \$191,100    | \$100                 | 94.9%              | 1958         | 476             | 1271          | 64      | 4.0              |
| Difference                                   | 139    | \$9,323       | \$11,400     | \$4                   | 0.3%               | 279          | 68              | 210           | 0       | -0.6             |
| % Difference                                 | 13.28% | 4.47%         | 6.34%        | 4.17%                 | 0.3%               | 16.62%       | 16.67%          | 19.79%        | 0.00%   | -13.04%          |
| <b>Area: 20- Bellaire South</b>              |        |               |              |                       |                    |              |                 |               |         |                  |
| 2016 YTD                                     | 839    | \$283,148     | \$270,000    | \$133                 | 94.2%              | 1633         | 330             | 860           | 48      | 4.4              |
| 2017 YTD                                     | 791    | \$284,749     | \$256,000    | \$132                 | 94.3%              | 1789         | 387             | 850           | 47      | 4.9              |
| Difference                                   | -48    | \$1,601       | -\$14,000    | -\$1                  | 0.1%               | 156          | 57              | -10           | -1      | 0.5              |
| % Difference                                 | -5.72% | 0.57%         | -5.19%       | -0.75%                | 0.1%               | 9.55%        | 17.27%          | -1.16%        | -2.08%  | 11.36%           |
| <b>Area: 21- Bellaire West</b>               |        |               |              |                       |                    |              |                 |               |         |                  |
| 2016 YTD                                     | 155    | \$221,036     | \$178,000    | \$106                 | 96.4%              | 265          | 48              | 166           | 42      | 3.1              |
| 2017 YTD                                     | 173    | \$225,224     | \$195,000    | \$111                 | 94.6%              | 332          | 63              | 181           | 40      | 3.4              |
| Difference                                   | 18     | \$4,188       | \$17,000     | \$5                   | -1.8%              | 67           | 15              | 15            | -2      | 0.3              |
| % Difference                                 | 11.61% | 1.89%         | 9.55%        | 4.72%                 | -1.9%              | 25.28%       | 31.25%          | 9.04%         | -4.76%  | 9.68%            |
| <b>Area: 22 - Central West</b>               |        |               |              |                       |                    |              |                 |               |         |                  |
| 2016 YTD                                     | 377    | \$940,064     | \$662,500    | \$249                 | 92.7%              | 921          | 289             | 381           | 71      | 8.1              |
| 2017 YTD                                     | 426    | \$877,088     | \$639,000    | \$245                 | 93.0%              | 942          | 290             | 448           | 72      | 6.7              |
| Difference                                   | 49     | -\$62,976     | -\$23,500    | -\$4                  | 0.3%               | 21           | 1               | 67            | 1       | -1.4             |
| % Difference                                 | 13.00% | -6.70%        | -3.55%       | -1.61%                | 0.3%               | 2.28%        | 0.35%           | 17.59%        | 1.41%   | -17.28%          |

| Year  | Sales  | Average Price | Median Price | Sales Price Per Sq Ft | Sold to List Price | New Listings | Active Listings | Pending Sales | DOM     | Months Inventory |
|---|--------|---------------|--------------|-----------------------|--------------------|--------------|-----------------|---------------|---------|------------------|
| <b>Area: 23- Memorial</b>                         |        |               |              |                       |                    |              |                 |               |         |                  |
| 2016 YTD  | 517    | \$1,129,761   | \$790,000    | \$276                 | 92.7%              | 1167         | 335             | 546           | 59      | 6.4              |
| 2017 YTD  | 560    | \$1,146,055   | \$815,000    | \$280                 | 93.2%              | 1191         | 318             | 574           | 60      | 5.9              |
| Difference  | 43     | \$16,294      | \$25,000     | \$4                   | 0.5%               | 24           | -17             | 28            | 1       | -0.5             |
| % Difference                                      | 8.32%  | 1.44%         | 3.16%        | 1.45%                 | 0.5%               | 2.06%        | -5.07%          | 5.13%         | 1.69%   | -7.81%           |
| <b>Area: 24 - Spring Branch</b>                   |        |               |              |                       |                    |              |                 |               |         |                  |
| 2016 YTD  | 887    | \$430,036     | \$339,000    | \$172                 | 93.6%              | 1867         | 492             | 914           | 63      | 6.1              |
| 2017 YTD  | 1001   | \$429,839     | \$340,000    | \$178                 | 94.4%              | 1978         | 495             | 1070          | 63      | 5.4              |
| Difference  | 114    | -\$197        | \$1,000      | \$6                   | 0.8%               | 111          | 3               | 156           | 0       | -0.7             |
| % Difference                                      | 12.85% | -0.05%        | 0.29%        | 3.49%                 | 0.9%               | 5.95%        | 0.61%           | 17.07%        | 0.00%   | -11.48%          |
| <b>Area: 25- Far West</b>                         |        |               |              |                       |                    |              |                 |               |         |                  |
| 2016 YTD  | 3370   | \$229,478     | \$195,000    | \$96                  | 96.1%              | 4926         | 896             | 3447          | 52      | 2.9              |
| 2017 YTD  | 3353   | \$237,228     | \$203,000    | \$99                  | 95.7%              | 5174         | 1045            | 3,527         | 53      | 3.3              |
| Difference  | -17    | \$7,750       | \$8,000      | \$3                   | -0.4%              | 248          | 149             | 80            | 1       | 0.4              |
| % Difference                                      | -0.50% | 3.38%         | 4.10%        | 3.13%                 | -0.4%              | 5.03%        | 16.63%          | 2.32%         | 1.92%   | 13.79%           |
| <b>Area: 26- Waller County</b>                    |        |               |              |                       |                    |              |                 |               |         |                  |
| 2016 YTD  | 262    | \$260,137     | \$223,200    | \$103                 | 92.7%              | 459          | 149             | 268           | 71      | 6.2              |
| 2017 YTD  | 305    | \$249,694     | \$237,750    | \$107                 | 93.5%              | 516          | 171             | 341           | 82      | 5.3              |
| Difference  | 43     | -\$10,443     | \$14,550     | \$4                   | 0.8%               | 57           | 22              | 73            | 11      | -0.9             |
| % Difference                                      | 16.41% | -4.01%        | 6.52%        | 3.88%                 | 0.9%               | 12.42%       | 14.77%          | 27.24%        | 15.49%  | -14.52%          |
| <b>Area: 28- Alief Area</b>                       |        |               |              |                       |                    |              |                 |               |         |                  |
| 2016 YTD  | 547    | \$161,037     | \$150,000    | \$83                  | 97.4%              | 735          | 99              | 529           | 41      | 1.8              |
| 2017 YTD  | 504    | \$166,614     | \$155,000    | \$88                  | 97.0%              | 739          | 105             | 531           | 36      | 2.5              |
| Difference  | -43    | \$5,577       | \$5,000      | \$5                   | -0.4%              | 4            | 6               | 2             | -5      | 0.7              |
| % Difference                                      | -7.86% | 3.46%         | 3.33%        | 6.02%                 | -0.4%              | 0.54%        | 6.06%           | 0.38%         | -12.20% | 38.89%           |
| <b>Area: 29 - Fort Bend - Sugar Land Stafford</b> |        |               |              |                       |                    |              |                 |               |         |                  |
| 2016 YTD  | 1439   | \$377,217     | \$319,000    | \$124                 | 95.8%              | 2670         | 545             | 1491          | 49      | 4.2              |
| 2017 YTD  | 1568   | \$368,038     | \$315,000    | \$124                 | 95.2%              | 2982         | 665             | 1611          | 50      | 4.6              |
| Difference  | 129    | -\$9,179      | -\$4,000     | \$0                   | -0.6%              | 312          | 120             | 120           | 1       | 0.4              |
| % Difference                                      | 8.96%  | -2.43%        | -1.25%       | 0.00%                 | -0.6%              | 11.69%       | 22.02%          | 8.05%         | 2.04%   | 9.52%            |
| <b>Area: 30 - Fort Bend East - Missouri City</b>  |        |               |              |                       |                    |              |                 |               |         |                  |
| 2016 YTD  | 1982   | \$279,966     | \$256,936    | \$105                 | 94.8%              | 3551         | 875             | 2062          | 67      | 5.0              |
| 2017 YTD  | 2335   | \$304,116     | \$274,500    | \$110                 | 94.7%              | 4032         | 1050            | 2483          | 70      | 5.0              |
| Difference  | 353    | \$24,150      | \$17,564     | \$5                   | -0.1%              | 481          | 175             | 421           | 3       | 0                |
| % Difference                                      | 17.81% | 8.63%         | 6.84%        | 4.76%                 | -0.1%              | 13.55%       | 20.00%          | 20.42%        | 4.48%   | 0.00%            |
| <b>Area: 31-West</b>                              |        |               |              |                       |                    |              |                 |               |         |                  |
| 2016 YTD  | 667    | \$379,900     | \$326,000    | \$140                 | 94.8%              | 1367         | 308             | 690           | 48      | 4.9              |
| 2017 YTD  | 702    | \$401,613     | \$339,244    | \$144                 | 94.6%              | 1491         | 358             | 710           | 53      | 5.3              |
| Difference  | 35     | \$21,713      | \$13,244     | \$4                   | -0.2%              | 124          | 50              | 20            | 5       | 0.4              |
| % Difference                                      | 5.25%  | 5.72%         | 4.06%        | 2.86%                 | -0.2%              | 9.07%        | 16.23%          | 2.90%         | 10.42%  | 8.16%            |
| <b>Area: 32- Far Northeast</b>                    |        |               |              |                       |                    |              |                 |               |         |                  |
| 2016 YTD  | 1040   | \$280,124     | \$242,000    | \$101                 | 96.2%              | 1568         | 276             | 1049          | 45      | 2.8              |
| 2017 YTD  | 1024   | \$278,620     | \$242,850    | \$102                 | 96.0%              | 1601         | 303             | 1048          | 44      | 2.7              |
| Difference  | -16    | -\$1,504      | \$850        | \$1                   | -0.2%              | 33           | 27              | -1            | -1      | -0.1             |
| % Difference                                      | -1.54% | -0.54%        | 0.35%        | 0.99%                 | -0.2%              | 2.10%        | 9.78%           | -0.10%        | -2.22%  | -3.57%           |
| <b>Area: 33- Galveston</b>                        |        |               |              |                       |                    |              |                 |               |         |                  |
| 2016 YTD  | 4445   | \$249,849     | \$217,500    | \$116                 | 95.4%              | 6505         | 1,447           | 4,532         | 56      | 3.6              |
| 2017 YTD  | 4213   | \$270,902     | \$238,500    | \$125                 | 95.2%              | 6687         | 1,627           | 4,420         | 56      | 3.9              |
| Difference  | -232   | \$21,053      | \$21,000     | \$9                   | -0.2%              | 182          | 180             | -112          | 0       | 0.3              |
| % Difference                                      | -5.22% | 8.43%         | 9.66%        | 7.76%                 | -0.2%              | 2.80%        | 12.44%          | -2.47%        | 0.00%   | 8.33%            |
| <b>Area: 34- Aldine Westfield</b>                 |        |               |              |                       |                    |              |                 |               |         |                  |
| 2016 YTD  | 191    | \$118,968     | \$115,000    | \$75                  | 94.4%              | 260          | 49              | 194           | 46      | 2.3              |
| 2017 YTD  | 198    | \$127,985     | \$128,000    | \$80                  | 95.4%              | 337          | 57              | 217           | 29      | 3.8              |
| Difference  | 7      | \$9,017       | \$13,000     | \$5                   | 1.0%               | 77           | 8               | 23            | -17     | 1.5              |
| % Difference                                      | 3.66%  | 7.58%         | 11.30%       | 6.67%                 | 1.1%               | 29.62%       | 16.33%          | 11.86%        | -36.96% | 65.22%           |

| Year  | Sales   | Average Price | Median Price | Sales Price Per Sq Ft | Sold to List Price | New Listings | Active Listings | Pending Sales | DOM     | Months Inventory |
|---|---------|---------------|--------------|-----------------------|--------------------|--------------|-----------------|---------------|---------|------------------|
| <b>Area: 35- Hempstead West</b>               |         |               |              |                       |                    |              |                 |               |         |                  |
| 2016 YTD                                      | 1759    | \$273,698     | \$238,000    | \$102                 | 95.6%              | 2706         | 544             | 1796          | 51      | 3.4              |
| 2017 YTD                                      | 1911    | \$283,273     | \$245,000    | \$106                 | 95.2%              | 2985         | 661             | 2036          | 56      | 3.6              |
| Difference                                    | 152     | \$9,575       | \$7,000      | \$4                   | -0.4%              | 279          | 117             | 240           | 5       | 0.2              |
| % Difference                                  | 8.64%   | 3.50%         | 2.94%        | 3.92%                 | -0.4%              | 10.31%       | 21.51%          | 13.36%        | 9.80%   | 5.88%            |
| <b>Area: 36 - South Katy Area</b>             |         |               |              |                       |                    |              |                 |               |         |                  |
| 2016 YTD                                      | 2860    | \$340,355     | \$310,000    | \$113                 | 95.0%              | 4775         | 1008            | 2937          | 54      | 3.0              |
| 2017 YTD                                      | 2520    | \$343,252     | \$310,000    | \$113                 | 95.3%              | 4368         | 899             | 2593          | 51      | 3.5              |
| Difference                                    | -340    | \$2,897       | \$0          | \$0                   | 0.3%               | -407         | -109            | -344          | -3      | 0.5              |
| % Difference                                  | -11.89% | 0.85%         | 0.00%        | 0.00%                 | 0.3%               | -8.52%       | -10.81%         | -11.71%       | -5.56%  | 16.67%           |
| <b>Area: 37 - Fort Bend West</b>              |         |               |              |                       |                    |              |                 |               |         |                  |
| 2016 YTD                                      | 2406    | \$269,124     | \$241,050    | \$101                 | 95.5%              | 3726         | 784             | 2477          | 59      | 3.3              |
| 2017 YTD                                      | 2368    | \$275,751     | \$249,498    | \$104                 | 95.0%              | 4029         | 915             | 2446          | 60      | 4.0              |
| Difference                                    | -38     | \$6,627       | \$8,448      | \$3                   | -0.5%              | 303          | 131             | -31           | 1       | 0.7              |
| % Difference                                  | -1.58%  | 2.46%         | 3.50%        | 2.97%                 | -0.5%              | 8.13%        | 16.71%          | -1.25%        | 1.69%   | 21.21%           |
| <b>Area: 38 - Fort Bend East</b>              |         |               |              |                       |                    |              |                 |               |         |                  |
| 2016 YTD                                      | 1622    | \$261,788     | \$222,000    | \$96                  | 96.7%              | 2382         | 441             | 1647          | 50      | 3.1              |
| 2017 YTD                                      | 1652    | \$257,134     | \$229,995    | \$98                  | 95.9%              | 2758         | 576             | 1737          | 52      | 3.6              |
| Difference                                    | 30      | -\$4,654      | \$7,995      | \$2                   | -0.8%              | 376          | 135             | 90            | 2       | 0.5              |
| % Difference                                  | 1.85%   | -1.78%        | 3.60%        | 2.08%                 | -0.8%              | 15.79%       | 30.61%          | 5.46%         | 4.00%   | 16.13%           |
| <b>Area: 39 - Montgomery County Northwest</b> |         |               |              |                       |                    |              |                 |               |         |                  |
| 2016 YTD                                      | 1633    | \$308,865     | \$260,000    | \$116                 | 93.9%              | 3142         | 962             | 1687          | 76      | 6.1              |
| 2017 YTD                                      | 1761    | \$309,780     | \$259,000    | \$118                 | 94.0%              | 3355         | 1050            | 1847          | 74      | 5.9              |
| Difference                                    | 128     | \$915         | -\$1,000     | \$2                   | 0.1%               | 213          | 88              | 160           | -2      | -0.2             |
| % Difference                                  | 7.84%   | 0.30%         | -0.38%       | 1.72%                 | 0.1%               | 6.78%        | 9.15%           | 9.48%         | -2.63%  | -3.28%           |
| <b>Area: 40 - Montgomery County Southeast</b> |         |               |              |                       |                    |              |                 |               |         |                  |
| 2016 YTD                                      | 1169    | \$273,664     | \$245,041    | \$103                 | 93.9%              | 1919         | 503             | 1239          | 74      | 4.7              |
| 2017 YTD                                      | 1292    | \$287,330     | \$254,668    | \$108                 | 94.6%              | 2014         | 540             | 1339          | 71      | 4.1              |
| Difference                                    | 123     | \$13,666      | \$9,627      | \$5                   | 0.7%               | 95           | 37              | 100           | -3      | -0.6             |
| % Difference                                  | 10.52%  | 4.99%         | 3.93%        | 4.85%                 | 0.7%               | 4.95%        | 7.36%           | 8.07%         | -4.05%  | -12.77%          |
| <b>Area: 41 - Montgomery County Northwest</b> |         |               |              |                       |                    |              |                 |               |         |                  |
| 2016 YTD                                      | 68      | \$126,079     | \$100,450    | \$72                  | 86.2%              | 118          | 94              | 64            | 183     | 15.7             |
| 2017 YTD                                      | 60      | \$120,541     | \$97,175     | \$67                  | 82.7%              | 118          | 92              | 64            | 229     | 14.7             |
| Difference                                    | -8      | -\$5,538      | -\$3,275     | -\$5                  | -3.5%              | 0            | -2              | 0             | 46      | -1               |
| % Difference                                  | -11.76% | -4.39%        | -3.26%       | -6.94%                | -4.1%              | 0.00%        | -2.13%          | 0.00%         | 25.14%  | -6.37%           |
| <b>Area: 42 - Liberty County</b>              |         |               |              |                       |                    |              |                 |               |         |                  |
| 2016 YTD                                      | 100     | \$115,882     | \$91,000     | \$68                  | 91.3%              | 185          | 84              | 96            | 99      | 8.2              |
| 2017 YTD                                      | 132     | \$117,246     | \$89,000     | \$69                  | 88.3%              | 238          | 103             | 133           | 113     | 7.6              |
| Difference                                    | 32      | \$1,364       | -\$2,000     | \$1                   | -3.0%              | 53           | 19              | 37            | 14      | -0.6             |
| % Difference                                  | 32.00%  | 1.18%         | -2.20%       | 1.47%                 | -3.3%              | 28.65%       | 22.62%          | 38.54%        | 14.14%  | -7.32%           |
| <b>Area: 43 - Walker County</b>               |         |               |              |                       |                    |              |                 |               |         |                  |
| 2016 YTD                                      | 310     | \$172,624     | \$166,250    | \$90                  | 94.2%              | 458          | 123             | 316           | 62      | 4.4              |
| 2017 YTD                                      | 343     | \$176,362     | \$165,000    | \$96                  | 94.0%              | 488          | 143             | 340           | 65      | 4.1              |
| Difference                                    | 33      | \$3,738       | -\$1,250     | \$6                   | -0.2%              | 30           | 20              | 24            | 3       | -0.3             |
| % Difference                                  | 10.65%  | 2.17%         | -0.75%       | 6.67%                 | -0.2%              | 6.55%        | 16.26%          | 7.59%         | 4.84%   | -6.82%           |
| <b>Area: 44 - Polk County</b>                 |         |               |              |                       |                    |              |                 |               |         |                  |
| 2016 YTD                                      | 366     | \$167,223     | \$128,000    | \$97                  | 88.8%              | 688          | 291             | 373           | 111     | 7.9              |
| 2017 YTD                                      | 376     | \$171,844     | \$135,000    | \$100                 | 88.0%              | 777          | 329             | 393           | 98      | 9.1              |
| Difference                                    | 10      | \$4,621       | \$7,000      | \$3                   | -0.8%              | 89           | 38              | 20            | -13     | 1.2              |
| % Difference                                  | 2.73%   | 2.76%         | 5.47%        | 3.09%                 | -0.9%              | 12.94%       | 13.06%          | 5.36%         | -11.71% | 15.19%           |
| <b>Area: 45- Angelina County</b>              |         |               |              |                       |                    |              |                 |               |         |                  |
| 2016 YTD                                      | 52      | \$174,508     | \$146,000    | \$72                  | 92.5%              | 94           | 37              | 56            | 78      | 7.2              |
| 2017 YTD                                      | 37      | \$216,514     | \$224,000    | \$91                  | 90.3%              | 86           | 32              | 38            | 74      | 9.7              |
| Difference                                    | -15     | \$42,006      | \$78,000     | \$19                  | -2.2%              | -8           | -5              | -18           | -4      | 2.5              |
| % Difference                                  | -28.85% | 24.07%        | 53.42%       | 26.39%                | -2.4%              | -8.51%       | -13.51%         | -32.14%       | -5.13%  | 34.72%           |

| Year                              | Sales   | Average Price | Median Price | Sales Price Per Sq Ft | Sold to List Price | New Listings | Active Listings | Pending Sales | DOM     | Months Inventory |
|-----------------------------------|---------|---------------|--------------|-----------------------|--------------------|--------------|-----------------|---------------|---------|------------------|
| <b>Area: 46- Jasper County</b>    |         |               |              |                       |                    |              |                 |               |         |                  |
| 2016 YTD                          | 21      | \$107,243     | \$75,000     | \$55                  | 81.6%              | 67           | 27              | 25            | 127     | 17.3             |
| 2017 YTD                          | 39      | \$156,376     | \$129,000    | \$79                  | 89.8%              | 105          | 50              | 46            | 111     | 10.7             |
| Difference                        | 18      | \$49,133      | \$54,000     | \$24                  | 8.2%               | 38           | 23              | 21            | -16     | -6.6             |
| % Difference                      | 85.71%  | 45.81%        | 72.00%       | 43.64%                | 10.0%              | 56.72%       | 85.19%          | 84.00%        | -12.60% | -38.15%          |
| <b>Area: 47- Newton County</b>    |         |               |              |                       |                    |              |                 |               |         |                  |
| 2016 YTD                          | 1       | \$176,000     | \$176,000    | \$107                 | 88.4%              | 8            | 2               | 1             | 69      | 48.0             |
| 2017 YTD                          | 3       | \$151,667     | \$160,000    | \$87                  | 94.0%              | 8            | 4               | 4             | 63      | 12.0             |
| Difference                        | 2       | -\$24,333     | -\$16,000    | -\$20                 | 5.6%               | 0            | 2               | 3             | -6      | -3600.00%        |
| % Difference                      | 200.00% | -13.83%       | -9.09%       | -18.69%               | 6.3%               | 0.00%        | 100.00%         | 300.00%       | -8.70%  | -75.00%          |
| <b>Area: 48- Tyler County</b>     |         |               |              |                       |                    |              |                 |               |         |                  |
| 2016 YTD                          | 70      | \$102,417     | \$87,500     | \$59                  | 82.8%              | 140          | 66              | 75            | 131     | 12.0             |
| 2017 YTD                          | 78      | \$115,866     | \$110,000    | \$66                  | 84.3%              | 158          | 73              | 78            | 118     | 10.4             |
| Difference                        | 8       | \$13,449      | \$22,500     | \$7                   | 1.5%               | 18           | 7               | 3             | -13     | -1.6             |
| % Difference                      | 11.43%  | 13.13%        | 25.71%       | 11.86%                | 1.8%               | 13%          | 10.61%          | 200.00%       | -9.92%  | -13.33%          |
| <b>Area: 49- Hardin County</b>    |         |               |              |                       |                    |              |                 |               |         |                  |
| 2016 YTD                          | 32      | \$152,938     | \$135,000    | \$72                  | 86.3%              | 57           | 20              | 33            | 117     | 10.2             |
| 2017 YTD                          | 48      | \$183,742     | \$163,000    | \$84                  | 91.6%              | 94           | 33              | 56            | 60      | 8.2              |
| Difference                        | 16      | \$30,804      | \$28,000     | \$12                  | 5.3%               | 37           | 13              | 23            | -57     | -2               |
| % Difference                      | 50.00%  | 20.14%        | 20.74%       | 16.67%                | 6.1%               | 65%          | 65.00%          | 200.00%       | -48.72% | -19.61%          |
| <b>Area: 50- Orange County</b>    |         |               |              |                       |                    |              |                 |               |         |                  |
| 2016 YTD                          | 15      | \$155,240     | \$167,000    | \$62                  | 89.1%              | 44           | 16              | 17            | 115     | 15.8             |
| 2017 YTD                          | 35      | \$157,079     | \$175,000    | \$77                  | 93.2%              | 58           | 16              | 41            | 78      | 5.0              |
| Difference                        | 20      | \$1,839       | \$8,000      | \$15                  | 4.1%               | 14           | 0               | 24            | -37     | -10.8            |
| % Difference                      | 133.33% | 1.18%         | 4.79%        | 24.19%                | 4.6%               | 31.82%       | 0.00%           | 141.18%       | -32.17% | -68.35%          |
| <b>Area: 51- Jefferson County</b> |         |               |              |                       |                    |              |                 |               |         |                  |
| 2016 YTD                          | 66      | \$139,870     | \$109,500    | \$61                  | 88.6%              | 141          | 46              | 65            | 73      | 9.0              |
| 2017 YTD                          | 149     | \$205,673     | \$173,000    | \$90                  | 96.0%              | 253          | 53              | 158           | 50      | 4.7              |
| Difference                        | 83      | \$65,803      | \$63,500     | \$14                  | 7.4%               | 112          | 7               | 93            | -23     | -4.3             |
| % Difference                      | 125.76% | 47.05%        | 57.99%       | 47.54%                | 8.4%               | 79.43%       | 15.22%          | 143.08%       | -31.51% | -47.78%          |
| <b>Area: 52- Liberty County</b>   |         |               |              |                       |                    |              |                 |               |         |                  |
| 2016 YTD                          | 371     | \$147,991     | \$132,000    | \$80                  | 91.5%              | 659          | 184             | 395           | 69      | 5.5              |
| 2017 YTD                          | 406     | \$164,629     | \$150,000    | \$92                  | 92.1%              | 717          | 202             | 426           | 70      | 5.2              |
| Difference                        | 35      | \$16,638      | \$18,000     | \$12                  | 0.6%               | 58           | 18              | 31            | 1       | -0.3             |
| % Difference                      | 9.43%   | 11.24%        | 13.64%       | 15.00%                | 0.7%               | 8.80%        | 9.78%           | 7.85%         | 1.45%   | -5.45%           |
| <b>Area: 53- Chambers County</b>  |         |               |              |                       |                    |              |                 |               |         |                  |
| 2016 YTD                          | 410     | \$240,383     | \$231,600    | \$102                 | 96.5%              | 609          | 134             | 401           | 49      | 4.2              |
| 2017 YTD                          | 400     | \$266,218     | \$253,000    | \$110                 | 96.3%              | 630          | 154             | 456           | 57      | 4.0              |
| Difference                        | -10     | \$25,835      | \$21,400     | \$8                   | -0.2%              | 21           | 20              | 55            | 8       | -0.2             |
| % Difference                      | -2.44%  | 10.75%        | 9.24%        | 7.84%                 | -0.2%              | 3.45%        | 14.93%          | 13.72%        | 16.33%  | -4.76%           |
| <b>Area: 54- Matagorda County</b> |         |               |              |                       |                    |              |                 |               |         |                  |
| 2016 YTD                          | 132     | \$172,763     | \$161,000    | \$126                 | 92.6%              | 271          | 132             | 136           | 114     | 10.6             |
| 2017 YTD                          | 143     | \$179,132     | \$160,000    | \$131                 | 90.7%              | 313          | 155             | 152           | 97      | 11.2             |
| Difference                        | 11      | \$6,369       | -\$1,000     | \$5                   | -1.9%              | 42           | 23              | 16            | -17     | 0.6              |
| % Difference                      | 8.33%   | 3.69%         | -0.62%       | 3.97%                 | -2.1%              | 15.50%       | 17.42%          | 11.76%        | -14.91% | 5.66%            |
| <b>Area: 55- Wharton County</b>   |         |               |              |                       |                    |              |                 |               |         |                  |
| 2016 YTD                          | 160     | \$150,076     | \$131,500    | \$81                  | 89.1%              | 212          | 84              | 156           | 107     | 4.9              |
| 2017 YTD                          | 171     | \$157,244     | \$141,250    | \$86                  | 89.8%              | 282          | 96              | 183           | 97      | 6.9              |
| Difference                        | 11      | \$7,168       | \$9,750      | \$5                   | 0.7%               | 70           | 12              | 27            | -10     | 2                |
| % Difference                      | 6.88%   | 4.78%         | 7.41%        | 6.17%                 | 0.8%               | 33.02%       | 14.29%          | 17.31%        | -9.35%  | 40.82%           |
| <b>Area: 56- Colorado County</b>  |         |               |              |                       |                    |              |                 |               |         |                  |
| 2016 YTD                          | 70      | \$156,253     | \$150,000    | \$81                  | 88.3%              | 148          | 45              | 71            | 99      | 8.0              |
| 2017 YTD                          | 82      | \$231,999     | \$168,750    | \$103                 | 87.6%              | 138          | 58              | 84            | 108     | 7.1              |
| Difference                        | 12      | \$75,746      | \$18,750     | \$22                  | -0.7%              | -10          | 13              | 13            | 9       | -0.9             |
| % Difference                      | 17.14%  | 48.48%        | 12.50%       | 27.16%                | -0.8%              | -6.76%       | 28.89%          | 18.31%        | 9.09%   | -11.25%          |

| Year                                 | Sales   | Average Price | Median Price | Sales Price Per Sq Ft | Sold to List Price | New Listings | Active Listings | Pending Sales | DOM     | Months Inventory |
|--------------------------------------|---------|---------------|--------------|-----------------------|--------------------|--------------|-----------------|---------------|---------|------------------|
| <b>Area: 57 - Austin County</b>      |         |               |              |                       |                    |              |                 |               |         |                  |
| 2016 YTD                             | 134     | \$201,502     | \$185,000    | \$104                 | 92.4%              | 225          | 65              | 131           | 73      | 6.1              |
| 2017 YTD                             | 164     | \$216,946     | \$194,900    | \$112                 | 92.7%              | 261          | 94              | 171           | 78      | 6.3              |
| Difference                           | 30      | \$15,444      | \$9,900      | \$8                   | 0.3%               | 36           | 29              | 40            | 5       | 0.2              |
| % Difference                         | 22.39%  | 7.66%         | 5.35%        | 7.69%                 | 0.3%               | 16.00%       | 44.62%          | 30.53%        | 6.85%   | 3.28%            |
| <b>Area: 58- Washington County</b>   |         |               |              |                       |                    |              |                 |               |         |                  |
| 2016 YTD                             | 172     | \$195,901     | \$169,250    | \$101                 | 93.7%              | 261          | 72              | 176           | 63      | 4.6              |
| 2017 YTD                             | 184     | \$216,794     | \$190,000    | \$108                 | 93.6%              | 286          | 71              | 199           | 72      | 4.2              |
| Difference                           | 12      | \$20,893      | \$20,750     | \$7                   | -0.1%              | 25           | -1              | 23            | 9       | -0.4             |
| % Difference                         | 6.98%   | 10.67%        | 12.26%       | 6.93%                 | -0.1%              | 9.58%        | -1.39%          | 13.07%        | 14.29%  | -8.70%           |
| <b>Area: 59-Burleson County</b>      |         |               |              |                       |                    |              |                 |               |         |                  |
| 2016 YTD                             | 15      | \$62,258      | \$59,864     | \$51                  | 80.0%              | 28           | 11              | 17            | 203     | 3.8              |
| 2017 YTD                             | 12      | \$147,909     | \$103,125    | \$87                  | 88.2%              | 38           | 12              | 15            | 78      | 13.6             |
| Difference                           | -3      | \$85,651      | \$43,261     | \$36                  | 8.2%               | 10           | 1               | 3             | -125    | 9.8              |
| % Difference                         | -20.00% | 137.57%       | 72.27%       | 70.59%                | 10.3%              | 35.71%       | 9.09%           | -11.76%       | -61.58% | 257.89%          |
| <b>Area: 60-Grimes County</b>        |         |               |              |                       |                    |              |                 |               |         |                  |
| 2016 YTD                             | 75      | \$153,854     | \$137,500    | \$81                  | 90.4%              | 124          | 38              | 73            | 75      | 5.3              |
| 2017 YTD                             | 86      | \$169,413     | \$145,950    | \$93                  | 91.5%              | 163          | 50              | 95            | 74      | 6.9              |
| Difference                           | 11      | \$15,559      | \$8,450      | \$12                  | 1.1%               | 39           | 12              | 22            | -1      | 1.6              |
| % Difference                         | 14.67%  | 10.11%        | 6.15%        | 14.81%                | 1.2%               | 31.45%       | 31.58%          | 30.14%        | -1.33%  | 30.19%           |
| <b>Area: 61-Brazos County</b>        |         |               |              |                       |                    |              |                 |               |         |                  |
| 2016 YTD                             | 213     | \$261,727     | \$229,000    | \$118                 | 98.6%              | 323          | 60              | 223           | 54      | 3.9              |
| 2017 YTD                             | 229     | \$302,022     | \$259,395    | \$131                 | 97.1%              | 387          | 99              | 231           | 57      | 5.8              |
| Difference                           | 16      | \$40,295      | \$30,395     | \$13                  | -1.5%              | 64           | 39              | 8             | 3       | 1.9              |
| % Difference                         | 7.51%   | 15.40%        | 13.27%       | 11.02%                | -1.5%              | 19.81%       | 65.00%          | 3.59%         | 5.56%   | 48.72%           |
| <b>Area: 62-Madison County</b>       |         |               |              |                       |                    |              |                 |               |         |                  |
| 2016 YTD                             | 21      | \$130,233     | \$118,500    | \$68                  | 89.9%              | 35           | 12              | 21            | 84      | 7.5              |
| 2017 YTD                             | 29      | \$125,902     | \$130,000    | \$72                  | 89.2%              | 54           | 19              | 27            | 69      | 10.5             |
| Difference                           | 8       | -\$4,331      | \$11,500     | \$4                   | -0.7%              | 19           | 7               | 6             | -15     | 3                |
| % Difference                         | 38.10%  | -3.33%        | 9.70%        | 5.88%                 | -0.8%              | 54.29%       | 58.33%          | 28.57%        | -17.86% | 40.00%           |
| <b>Area: 63- Leon County</b>         |         |               |              |                       |                    |              |                 |               |         |                  |
| 2016 YTD                             | 28      | \$136,386     | \$134,500    | \$78                  | 87.7%              | 89           | 40              | 32            | 95      | 22.3             |
| 2017 YTD                             | 45      | \$140,130     | \$132,000    | \$76                  | 90.3%              | 65           | 33              | 45            | 137     | 6.8              |
| Difference                           | 17      | \$3,744       | -\$2,500     | -\$2                  | 2.6%               | -24          | -7              | 13            | 42      | -15.5            |
| % Difference                         | 60.71%  | 2.75%         | -1.86%       | -2.56%                | 3.0%               | -26.97%      | -17.50%         | 40.63%        | 44.21%  | -69.51%          |
| <b>Area: 64 - San Jacinto County</b> |         |               |              |                       |                    |              |                 |               |         |                  |
| 2016 YTD                             | 212     | \$192,635     | \$136,250    | \$99                  | 90.4%              | 412          | 150             | 220           | 86      | 7.4              |
| 2017 YTD                             | 236     | \$189,727     | \$142,900    | \$100                 | 90.4%              | 408          | 163             | 240           | 94      | 6.9              |
| Difference                           | 24      | -\$2,908      | \$6,650      | \$1                   | 0.0%               | -4           | 13              | 20            | 8       | -0.5             |
| % Difference                         | 11.32%  | -1.51%        | 4.88%        | 1.01%                 | 0.0%               | -0.97%       | 8.67%           | 9.09%         | 9.30%   | -6.76%           |
| <b>Area: 65-Calhoun County</b>       |         |               |              |                       |                    |              |                 |               |         |                  |
| 2016 YTD                             | 21      | \$148,489     | \$120,000    | \$102                 | 81.7%              | 22           | 15              | 20            | 135     | 7.6              |
| 2017 YTD                             | 12      | \$140,958     | \$111,250    | \$157                 | 85.2%              | 24           | 14              | 9             | 183     | 18.5             |
| Difference                           | -9      | -\$7,531      | -\$8,750     | \$55                  | 3.5%               | 2            | -1              | -11           | 175.4   | 10.9             |
| % Difference                         | -42.86% | -5.07%        | -7.29%       | 53.92%                | 4.3%               | 9%           | -7%             | 500%          | 35.56%  | 143.42%          |
| <b>Area: 66- Victoria County</b>     |         |               |              |                       |                    |              |                 |               |         |                  |
| 2016 YTD                             | 2       | \$120,000     | \$120,000    | \$89                  | 92.9%              | 11           | 3               | 2             | 135     | 30.0             |
| 2017 YTD                             | 5       | \$125,280     | \$126,500    | \$71                  | 88.6%              | 15           | 4               | 5             | 41      | 8.0              |
| Difference                           | 3       | \$5,280       | \$6,500      | -\$18                 | -4.3%              | 4            | 1               | 3             | -94     | -22              |
| % Difference                         | 150.00% | 4.40%         | 5.42%        | -20.22%               | -4.6%              | 36.36%       | 33.33%          | 150.00%       | -69.63% | -73.33%          |
| <b>Area: 67-Jackson County</b>       |         |               |              |                       |                    |              |                 |               |         |                  |
| 2016 YTD                             | 4       | \$117,125     | \$96,750     | \$84                  | 83.6%              | 7            | 4               | 3             | 249     | 12.0             |
| 2017 YTD                             | 6       | \$59,000      | \$35,000     | \$51                  | 80.5%              | 22           | 10              | 8             | 50      | 20.6             |
| Difference                           | 2       | -\$58,125     | -\$61,750    | -\$33                 | -3.1%              | 15           | 6               | 5             | -199    | 8.6              |
| % Difference                         | 50.00%  | -49.63%       | -63.82%      | -39.29%               | -3.7%              | 0%           | 150%            | 0%            | -79.92% | 71.67%           |

| Year                                  | Sales   | Average Price | Median Price | Sales Price Per Sq Ft | Sold to List Price | New Listings | Active Listings | Pending Sales | DOM     | Months Inventory |
|---------------------------------------|---------|---------------|--------------|-----------------------|--------------------|--------------|-----------------|---------------|---------|------------------|
| <b>Area: 68- Lavaca County</b>        |         |               |              |                       |                    |              |                 |               |         |                  |
| 2016 YTD                              | 13      | \$113,300     | \$109,900    | \$75                  | 87.5%              | 29           | 10              | 14            | 85      | 10.3             |
| 2017 YTD                              | 18      | \$101,381     | \$91,000     | \$64                  | 89.4%              | 29           | 10              | 22            | 93      | 4.9              |
| Difference                            | 5       | -\$11,919     | -\$18,900    | -\$11                 | 1.9%               | 0            | 0               | 8             | 8       | -5.4             |
| % Difference                          | 38.46%  | -10.52%       | -17.20%      | -14.67%               | 2.2%               | 0.00%        | 0.00%           | 57.14%        | 9.41%   | -52.43%          |
| <b>Area: 69- Fayette County</b>       |         |               |              |                       |                    |              |                 |               |         |                  |
| 2016 YTD                              | 25      | \$154,502     | \$168,500    | \$85                  | 85.8%              | 52           | 22              | 25            | 101     | 11.6             |
| 2017 YTD                              | 43      | \$191,304     | \$173,000    | \$99                  | 89.8%              | 68           | 26              | 40            | 110     | 7.2              |
| Difference                            | 18      | \$36,802      | \$4,500      | \$14                  | 4.0%               | 16           | 4               | 15            | 9       | -4.4             |
| % Difference                          | 72.00%  | 23.82%        | 2.67%        | 16.47%                | 4.7%               | 30.77%       | 18.18%          | 60.00%        | 8.91%   | -37.93%          |
| <b>Area: 70- Lee County</b>           |         |               |              |                       |                    |              |                 |               |         |                  |
| 2016 YTD                              | 11      | \$135,936     | \$125,000    | \$75                  | 92.2%              | 14           | 4               | 11            | 103     | 5.5              |
| 2017 YTD                              | 19      | \$161,823     | \$170,000    | \$87                  | 88.7%              | 20           | 6               | 19            | 85      | 3.4              |
| Difference                            | 8       | \$25,887      | \$45,000     | \$12                  | -3.5%              | 6            | 2               | 8             | -18     | -2.1             |
| % Difference                          | 72.73%  | 19.04%        | 36.00%       | 16.00%                | -3.8%              | 43%          | 50%             | 100%          | -17%    | -38%             |
| <b>Area: 71- Milam County</b>         |         |               |              |                       |                    |              |                 |               |         |                  |
| 2016 YTD                              | 1       | \$208,000     | \$208,000    | \$76                  | 99.0%              | 5            | 2               | 2             | 100     | 8.0              |
| 2017 YTD                              | 3       | \$138,100     | \$88,300     | \$83                  | 85.9%              | 9            | 2               | 3             | 56      | 15.0             |
| Difference                            | 2       | -\$69,900     | -\$119,700   | \$7                   | -13.1%             | 4            | 0               | 1             | -44     | 7                |
| % Difference                          | 200.00% | -33.61%       | -57.55%      | 9.21%                 | -13.2%             | 80.00%       | 0.00%           | 50.00%        | -44.00% | 87.50%           |
| <b>Area: 72- Robertson County</b>     |         |               |              |                       |                    |              |                 |               |         |                  |
| 2016 YTD                              | 8       | \$275,863     | \$244,950    | \$127                 | 93.7%              | 14           | 6               | 9             | 102     | 9.3              |
| 2017 YTD                              | 7       | \$138,000     | \$105,000    | \$80                  | 85.2%              | 19           | 8               | 11            | 91      | 6.0              |
| Difference                            | -1      | -\$137,863    | -\$139,950   | -\$47                 | -8.5%              | 5            | 2               | 2             | -11     | -3.3             |
| % Difference                          | -12.50% | -49.98%       | -57.13%      | -37.01%               | -9.1%              | 36%          | 33%             | 22%           | -10.78% | -35.48%          |
| <b>Area: 73- Limestone County</b>     |         |               |              |                       |                    |              |                 |               |         |                  |
| 2016 YTD                              | 7       | \$157,286     | \$197,000    | \$101                 | 89.6%              | 21           | 11              | 8             | 140     | 20.0             |
| 2017 YTD                              | 9       | \$148,611     | \$150,000    | \$105                 | 88.0%              | 19           | 13              | 9             | 162     | 10.9             |
| Difference                            | 2       | -\$8,675      | -\$47,000    | \$4                   | -1.6%              | -2           | 2               | 1             | 22      | -9.1             |
| % Difference                          | 28.57%  | -5.52%        | -23.86%      | 3.96%                 | -1.8%              | -9.52%       | 18.18%          | 12.50%        | 15.71%  | -45.50%          |
| <b>Area: 74- Freestone County</b>     |         |               |              |                       |                    |              |                 |               |         |                  |
| 2016 YTD                              | 1       | \$89,000      | \$89,000     | \$61                  | 100.0%             | 3            | 1               | 1             | 34      | 12.0             |
| 2017 YTD                              | 3       | \$123,333     | \$112,500    | \$78                  | 91.5%              | 10           | 5               | 3             | 85      | 24.0             |
| Difference                            | 2       | \$34,333      | \$23,500     | \$17                  | -8.5%              | 7            | 4               | 2             | 51      | 12.0             |
| % Difference                          | 200.00% | 38.58%        | 26.40%       | 27.87%                | -8.5%              | 100.00%      | 400.00%         | 200.00%       | 150.00% | 100.00%          |
| <b>Area: 75- Anderson County</b>      |         |               |              |                       |                    |              |                 |               |         |                  |
| 2016 YTD                              | 1       | \$500,000     | \$500,000    | \$71                  | 100.0%             | 7            | 2               | 1             | 10      | 48.0             |
| 2017 YTD                              | 3       | \$84,000      | \$90,000     | \$70                  | 90.3%              | 12           | 7               | 3             | 71      | 30.0             |
| Difference                            | 2       | -\$416,000    | -\$410,000   | -\$1                  | -9.7%              | 5            | 5               | 2             | 61      | -18.0            |
| % Difference                          | 200.00% | -83.20%       | -82.00%      | -1.41%                | -9.7%              | 71.43%       | 250.00%         | 200.00%       | 610.00% | -37.50%          |
| <b>Area: 76- Cherokee County</b>      |         |               |              |                       |                    |              |                 |               |         |                  |
| 2016 YTD                              | 1       | \$105,000     | \$105,000    | \$31                  | 70.5%              | 3            | 1               | 1             | 26      | 12.0             |
| 2017 YTD                              | 2       | \$146,250     | \$146,250    | \$39                  | 67.7%              | 5            | 1               | 2             | 38      | 12.0             |
| Difference                            | 1       | \$41,250      | \$41,250     | \$8                   | -2.8%              | -21          | 0               | 1             | -22     | 0.0              |
| % Difference                          | 100.00% | 39.29%        | 39.29%       | 25.81%                | -4.0%              | 66.67%       | 0.00%           | 100.00%       |         | 0.00%            |
| <b>Area: 77- Nacogdoches County</b>   |         |               |              |                       |                    |              |                 |               |         |                  |
| 2016 YTD                              | 8       | \$119,703     | \$95,313     | \$57                  | 84.7%              | 16           | 6               | 11            | 76      | 7.5              |
| 2017 YTD                              | 5       | \$200,600     | \$171,000    | \$94                  | 92.0%              | 24           | 9               | 6             | 67      | 12.0             |
| Difference                            | -3      | \$80,897      | \$75,687     | \$37                  | 7.3%               | 8            | 3               | -5            | -9      | 4.5              |
| % Difference                          | -37.50% | 67.58%        | 79.41%       | 64.91%                | 8.6%               | 50.00%       | 50.00%          | -45.45%       | -11.84% | 60.00%           |
| <b>Area: 78- San Augustine County</b> |         |               |              |                       |                    |              |                 |               |         |                  |
| 2017 YTD                              | 1       | \$95,500      | \$95,500     | \$58                  | 106.2%             | 2            | 1               | 1             | 635     | 12.0             |
| <b>Area: 79- Sabine County</b>        |         |               |              |                       |                    |              |                 |               |         |                  |
| 2016 YTD                              | 6       | \$124,717     | \$34,750     | \$67                  | 72.2%              | 9            | 4               | 6             | 60      | 6.0              |
| 2017 YTD                              | 2       | \$152,000     | \$152,000    | \$79                  | 83.4%              | 12           | 3               | 3             | 42      | 12.0             |
| Difference                            | -4      | \$27,283      | \$117,250    | \$12                  | 11.2%              | 3            | -1              | -3            | -18     | 6                |
| % Difference                          | -66.67% | 21.88%        | 337.41%      | 17.91%                | 15.5%              | 100.00%      | -25.00%         | 300.00%       | -30.00% | 100.00%          |