

College Station-Bryan MSA Housing Report

May 2024



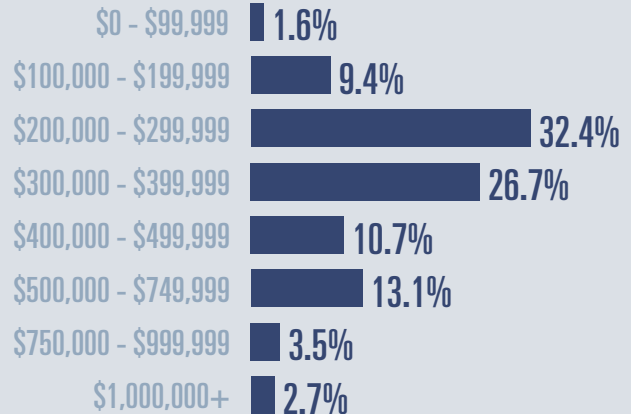
Median price

\$315,128

↓ 1.5%

Compared to May 2023

Price Distribution



Active listings

↑ 64.4%

1,111 in May 2024



Closed sales

↑ 7%

382 in May 2024



Days on market

Days on market 61

Days to close 36

Total 97

6 days more than May 2023



Months of inventory

4.2

Compared to 2.3 in May 2023

About the data used in this report

Data used in this report come from the Texas REALTOR® Data Relevance Project, a partnership among the Texas Association of REALTORS® and local REALTOR® associations throughout the state. Analysis is provided through a research agreement with the Real Estate Center at Texas A&M University.



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Bryan Housing Report

May 2024

Price Distribution

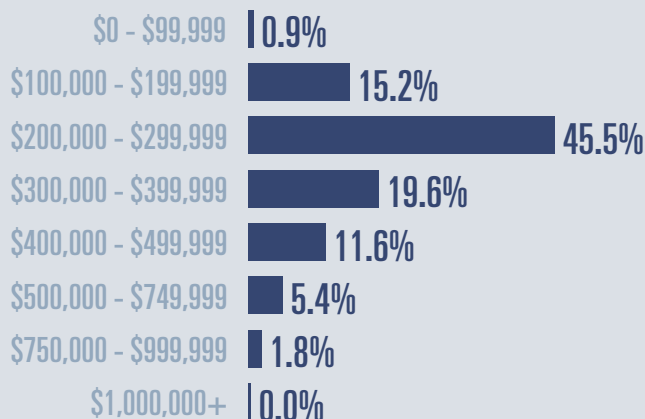


Median price

\$284,625

↑ **3.1%**

Compared to May 2023



Active listings

↑ **66.7%**

280 in May 2024



Closed sales

↑ **8.6%**

114 in May 2024



Days on market

Days on market 63

Days to close 32

Total 95

7 days more than May 2023



Months of inventory

3.6

Compared to 1.8 in May 2023

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College Station Housing Report

May 2024

Price Distribution

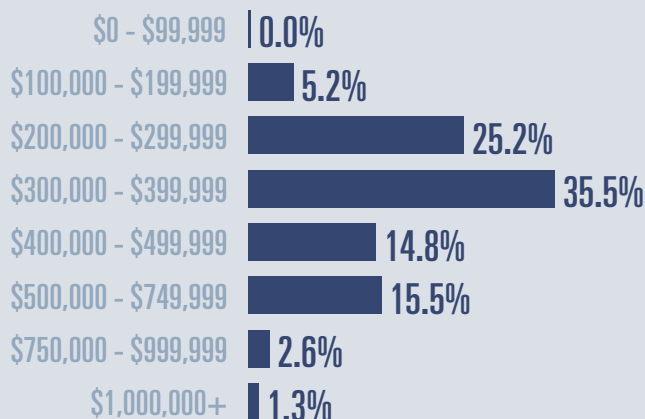


Median price

\$338,000

Flat **0%**

Compared to May 2023



Active listings

↑ **98.6%**

421 in May 2024



Closed sales

↑ **3.3%**

158 in May 2024



Days on market

Days on market 47

Days to close 37

Total 84

9 days more than May 2023



Months of inventory

3.8

Compared to 1.7 in May 2023

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Brazos County Housing Report

May 2024



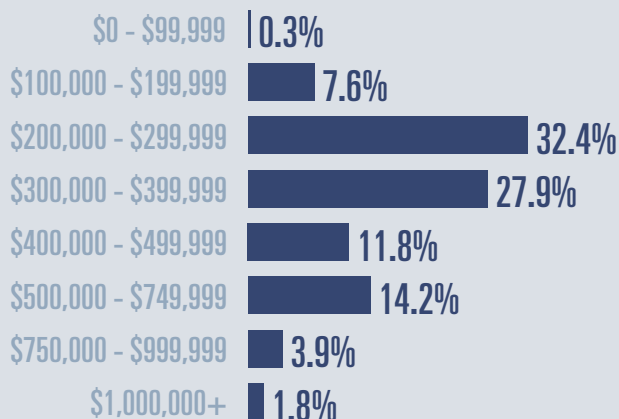
Median price

\$325,000

↑ 0.2%

Compared to May 2023

Price Distribution



Active listings

↑ 65.6%

916 in May 2024



Closed sales

↑ 5.6%

338 in May 2024



Days on market

Days on market 56

Days to close 36

Total 92

1 day more than May 2023



Months of inventory

3.8

Compared to 2.1 in May 2023

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Burleson County Housing Report

May 2024

Price Distribution

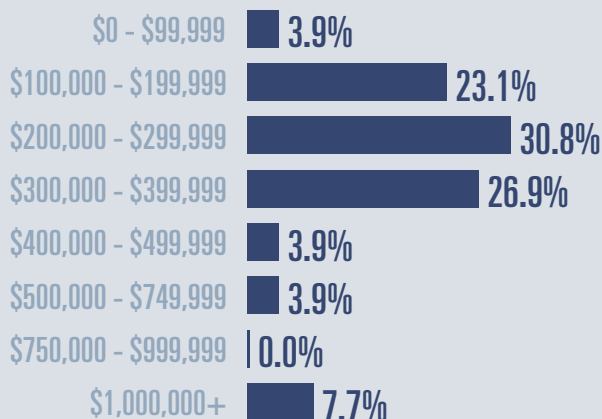


Median price

\$286,980

↑ **1.8%**

Compared to May 2023



Active listings

↑ **60.3%**

117 in May 2024



Closed sales

↓ **3.7%**

26 in May 2024



Days on market

Days on market 90

Days to close 37

Total 127

23 days more than May 2023



Months of inventory

6.8

Compared to 3.5 in May 2023

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Grimes County Housing Report

May 2024



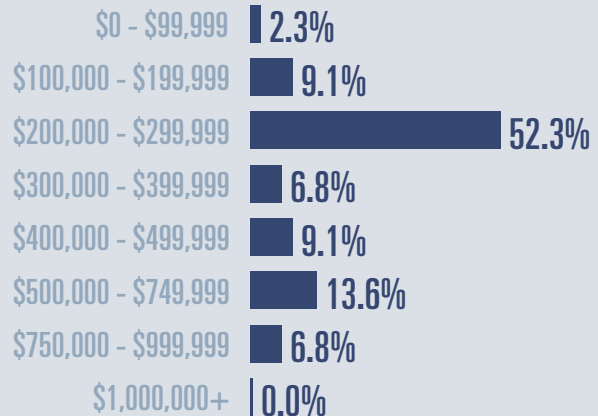
Median price

\$263,500

↓ 14%

Compared to May 2023

Price Distribution



Active listings

↑ 55.2%

163 in May 2024



Closed sales

↑ 18.4%

45 in May 2024



Days on market

Days on market 95

Days to close 37

Total 132

16 days more than May 2023



Months of inventory

4.9

Compared to 4.1 in May 2023

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Leon County Housing Report

May 2024



Median price

\$215,000

↓ 17.3%

Compared to May 2023

Price Distribution

\$0 - \$99,999	16.7%
\$100,000 - \$199,999	16.7%
\$200,000 - \$299,999	50.0%
\$300,000 - \$399,999	0.0%
\$400,000 - \$499,999	8.3%
\$500,000 - \$749,999	8.3%
\$750,000 - \$999,999	0.0%
\$1,000,000+	0.0%



Active listings

↑ 25.9%

68 in May 2024



Closed sales

↑ 50%

12 in May 2024



Days on market

Days on market 102

Days to close 47

Total 149

53 days more than May 2023



Months of inventory

8.5

Compared to 6.3 in May 2023

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Madison County Housing Report

May 2024

Price Distribution



Median price

\$169,000

↓ 42.1%

Compared to May 2023

\$0 - \$99,999	0.0%
\$100,000 - \$199,999	100.0%
\$200,000 - \$299,999	0.0%
\$300,000 - \$399,999	0.0%
\$400,000 - \$499,999	0.0%
\$500,000 - \$749,999	0.0%
\$750,000 - \$999,999	0.0%
\$1,000,000+	0.0%



Active listings

↓ 3.1%

31 in May 2024



Closed sales

↓ 66.7%

2 in May 2024



Days on market

Days on market 92

Days to close 30

Total 122

23 days more than May 2023



Months of inventory

6.8

Compared to 6.6 in May 2023

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Robertson County Housing Report

May 2024



Median price

\$207,513

↓ 40.5%

Compared to May 2023

Price Distribution

\$0 - \$99,999	22.2%
\$100,000 - \$199,999	22.2%
\$200,000 - \$299,999	33.3%
\$300,000 - \$399,999	5.6%
\$400,000 - \$499,999	0.0%
\$500,000 - \$749,999	5.6%
\$750,000 - \$999,999	0.0%
\$1,000,000+	11.1%



Active listings

↑ 56%

78 in May 2024



Closed sales

↑ 80%

18 in May 2024



Days on market

Days on market 118

Days to close 35

Total 153

83 days more than May 2023



Months of inventory

7.5

Compared to 5.6 in May 2023

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RESIDENTIAL STATS MAY 2024

ALL AREAS

Average DOM: 103

New Listings: 558

Sold Listings								
Price Class	<2 Beds	3 Beds	4+ Beds	Total	Active	Pending	Expired	Off Mrkt
\$49,999 & under	1	1	1	3	1	0	0	0
\$50,000-\$99,999	5	1	0	6	15	3	0	1
\$100,000-\$119,999	1	2	0	3	7	0	0	3
\$120,000-\$139,999	9	2	0	11	20	4	2	3
\$140,000-\$159,999	6	0	0	6	19	4	0	3
\$160,000-\$179,999	6	3	1	10	25	7	0	1
\$180,000-\$199,999	3	4	0	7	25	9	0	4
\$200,000-\$219,999	4	5	1	10	34	3	2	0
\$220,000-\$239,999	1	17	2	20	54	14	1	6
\$240,000-\$259,999	2	18	3	23	65	18	1	4
\$260,000-\$279,999	2	18	7	27	61	21	1	9
\$280,000-\$299,999	1	31	12	44	99	14	1	12
\$300,000-\$349,999	3	35	29	67	191	33	6	29
\$350,000-\$399,999	0	13	18	31	149	26	0	15
\$400,000-\$499,999	3	9	32	44	158	24	6	15
\$500,000-\$599,999	0	5	27	32	118	11	3	11
\$600,000-\$699,999	0	3	17	20	78	16	2	3
\$700,000-\$799,999	0	2	8	10	44	3	1	7
\$800,000-\$899,999	0	1	6	7	38	8	1	4
\$900,000-\$999,999	0	1	3	4	38	1	0	2
\$1,000,000 & over	0	3	9	12	116	6	3	12
Total Units	47	174	176	397	1355	225	30	144
Average Price	187,611	351,698	506,955	401,101	549,463	393,213	677,209	519,658
Volume	8,818,000	61,195,000	89,224,000	159,237,000	744,523,000	88,473,000	20,316,000	74,831

RESIDENTIAL STATS MAY 2024

BRAZOS

Average DOM: 95

New Listings: 404

Sold Listings

Price Class	<2 Beds	3 Beds	4+ Beds	Total	Active	Pending	Expired	Off Mrkt
\$49,999 & under	0	0	0	0	0	0	0	0
\$50,000-\$99,999	1	0	0	1	2	1	0	0
\$100,000-\$119,999	1	1	0	2	6	0	0	1
\$120,000-\$139,999	8	1	0	9	3	3	1	2
\$140,000-\$159,999	6	0	0	6	5	2	0	1
\$160,000-\$179,999	5	1	0	6	6	4	0	0
\$180,000-\$199,999	1	1	0	2	12	4	0	2
\$200,000-\$219,999	2	2	1	5	18	1	1	0
\$220,000-\$239,999	1	12	1	14	23	11	1	5
\$240,000-\$259,999	0	14	2	16	42	11	0	3
\$260,000-\$279,999	2	13	6	21	35	15	0	6
\$280,000-\$299,999	0	30	8	38	54	13	1	8
\$300,000-\$349,999	1	33	22	56	151	26	3	24
\$350,000-\$399,999	0	12	18	30	121	22	0	10
\$400,000-\$499,999	1	7	29	37	111	19	2	11
\$500,000-\$599,999	0	3	25	28	85	10	1	7
\$600,000-\$699,999	0	0	16	16	57	13	1	2
\$700,000-\$799,999	0	1	6	7	29	3	0	4
\$800,000-\$899,999	0	1	6	7	21	5	0	2
\$900,000-\$999,999	0	0	3	3	24	1	0	1
\$1,000,000 & over	0	0	7	7	55	3	1	6
Total Units	29	132	150	311	860	167	12	95
Average Price	176,851	309,344	517,814	397,538	515,921	391,318	579,432	482,391
Volume	5,129,000	40,833,000	77,672,000	123,634,000	443,692,000	65,350,000	6,953,000	45,827,000

RESIDENTIAL STATS MAY 2024

BURLESON

Average DOM: 127

New Listings: 42

Sold Listings								
Price Class	<2 Beds	3 Beds	4+ Beds	Total	Active	Pending	Expired	Off Mrkt
\$49,999 & under	1	0	0	1	0	0	0	0
\$50,000-\$99,999	0	0	0	0	4	0	0	1
\$100,000-\$119,999	0	1	0	1	0	0	0	0
\$120,000-\$139,999	0	0	0	0	5	0	0	0
\$140,000-\$159,999	0	0	0	0	4	0	0	1
\$160,000-\$179,999	0	2	0	2	8	2	0	1
\$180,000-\$199,999	1	1	0	2	4	0	0	0
\$200,000-\$219,999	0	0	0	0	3	0	0	0
\$220,000-\$239,999	0	1	0	1	6	1	0	0
\$240,000-\$259,999	0	1	0	1	4	2	1	0
\$260,000-\$279,999	0	2	1	3	12	1	0	0
\$280,000-\$299,999	0	1	2	3	8	0	0	1
\$300,000-\$349,999	0	1	5	6	13	2	0	0
\$350,000-\$399,999	0	0	0	0	1	1	0	0
\$400,000-\$499,999	0	0	1	1	6	1	2	1
\$500,000-\$599,999	0	0	0	0	2	0	0	2
\$600,000-\$699,999	0	0	0	0	2	0	0	0
\$700,000-\$799,999	0	0	0	0	3	0	1	0
\$800,000-\$899,999	0	0	0	0	5	0	0	0
\$900,000-\$999,999	0	0	0	0	4	0	0	0
\$1,000,000 & over	0	0	1	1	8	0	0	0
Total Units	2	10	10	22	102	10	4	7
Average Price	106,750	226,370	398,996	293,962	435,968	288,990	496,975	326,127
Volume	214,000	2,264,000	3,990,000	6,467,000	44,469,000	2,890,000	1,988,000	2,283,000

RESIDENTIAL STATS MAY 2024

GRIMES

Average DOM: 135

New Listings: 32

Sold Listings								
Price Class	<2 Beds	3 Beds	4+ Beds	Total	Active	Pending	Expired	Off Mrkt
\$49,999 & under	0	0	0	0	0	0	0	0
\$50,000-\$99,999	1	0	0	1	1	0	0	0
\$100,000-\$119,999	0	0	0	0	0	0	0	1
\$120,000-\$139,999	0	0	0	0	1	0	0	0
\$140,000-\$159,999	0	0	0	0	2	0	0	0
\$160,000-\$179,999	0	0	0	0	2	0	0	0
\$180,000-\$199,999	1	0	0	1	2	1	0	1
\$200,000-\$219,999	0	0	0	0	3	0	0	0
\$220,000-\$239,999	0	3	0	3	9	0	0	0
\$240,000-\$259,999	0	1	0	1	9	3	0	0
\$260,000-\$279,999	0	2	0	2	8	1	0	3
\$280,000-\$299,999	0	0	1	1	10	0	0	1
\$300,000-\$349,999	1	0	1	2	4	0	1	3
\$350,000-\$399,999	0	1	0	1	5	0	0	1
\$400,000-\$499,999	1	1	1	3	11	1	0	1
\$500,000-\$599,999	0	1	1	2	7	0	0	1
\$600,000-\$699,999	0	3	0	3	7	1	0	0
\$700,000-\$799,999	0	0	1	1	5	0	0	2
\$800,000-\$899,999	0	0	0	0	3	1	0	1
\$900,000-\$999,999	0	0	0	0	4	0	0	0
\$1,000,000 & over	0	0	0	0	9	1	0	2
Total Units	4	12	5	21	102	9	1	17
Average Price	255,000	395,108	457,121	383,186	505,266	527,799	309,500	611,640
Volume	1,020,000	4,741,000	2,286,000	8,047,000	51,537,000	4,750,000	310,000	10,398,000

RESIDENTIAL STATS MAY 2024

LEON

Average DOM: 196

New Listings: 10

Sold Listings								
Price Class	<2 Beds	3 Beds	4+ Beds	Total	Active	Pending	Expired	Off Mrkt
\$49,999 & under	0	0	0	0	1	0	0	0
\$50,000-\$99,999	1	1	0	2	1	0	0	0
\$100,000-\$119,999	0	0	0	0	0	0	0	0
\$120,000-\$139,999	0	0	0	0	2	0	0	0
\$140,000-\$159,999	0	0	0	0	0	0	0	0
\$160,000-\$179,999	0	0	0	0	2	0	0	0
\$180,000-\$199,999	0	0	0	0	1	0	0	0
\$200,000-\$219,999	0	2	0	2	1	0	0	0
\$220,000-\$239,999	0	0	0	0	3	0	0	0
\$240,000-\$259,999	0	0	1	1	1	0	0	0
\$260,000-\$279,999	0	0	0	0	0	0	0	0
\$280,000-\$299,999	0	0	1	1	7	0	0	1
\$300,000-\$349,999	0	0	0	0	1	0	1	0
\$350,000-\$399,999	0	0	0	0	5	0	0	0
\$400,000-\$499,999	0	0	0	0	5	0	1	0
\$500,000-\$599,999	0	0	0	0	1	0	1	0
\$600,000-\$699,999	0	0	0	0	0	0	0	0
\$700,000-\$799,999	0	0	0	0	0	0	0	0
\$800,000-\$899,999	0	0	0	0	0	0	0	0
\$900,000-\$999,999	0	0	0	0	1	0	0	0
\$1,000,000 & over	0	0	0	0	3	0	0	0
Total Units	1	3	2	6	35	0	3	1
Average Price	55,000	154,967	276,250	178,734	490,409	0	420,833	295,000
Volume	55,000	465,000	553,000	1,072,000	17,164,000	0	1,263,000	295,000

RESIDENTIAL STATS MAY 2024

MADISON

Average DOM: 122

New Listings: 12

Sold Listings								
Price Class	<2 Beds	3 Beds	4+ Beds	Total	Active	Pending	Expired	Off Mrkt
\$49,999 & under	0	0	0	0	0	0	0	0
\$50,000-\$99,999	0	0	0	0	1	1	0	0
\$100,000-\$119,999	0	0	0	0	0	0	0	0
\$120,000-\$139,999	0	0	0	0	1	0	0	0
\$140,000-\$159,999	0	0	0	0	2	0	0	0
\$160,000-\$179,999	1	0	1	2	1	0	0	0
\$180,000-\$199,999	0	0	0	0	1	0	0	1
\$200,000-\$219,999	0	0	0	0	1	0	0	0
\$220,000-\$239,999	0	0	0	0	2	1	0	0
\$240,000-\$259,999	0	0	0	0	1	0	0	0
\$260,000-\$279,999	0	0	0	0	0	0	0	0
\$280,000-\$299,999	0	0	0	0	4	0	0	0
\$300,000-\$349,999	0	0	0	0	5	1	0	1
\$350,000-\$399,999	0	0	0	0	5	2	0	1
\$400,000-\$499,999	0	0	0	0	2	0	0	1
\$500,000-\$599,999	0	0	0	0	2	0	0	0
\$600,000-\$699,999	0	0	0	0	2	0	0	0
\$700,000-\$799,999	0	0	0	0	0	0	0	0
\$800,000-\$899,999	0	0	0	0	2	0	0	0
\$900,000-\$999,999	0	0	0	0	1	0	0	1
\$1,000,000 & over	0	0	0	0	1	0	0	0
Total Units	1	0	1	2	34	5	0	5
Average Price	173,000	0	165,000	169,000	403,924	274,400	0	477,180
Volume	173,000	0	165,000	338,000	13,733,000	1,372,000	0	2,386,000

RESIDENTIAL STATS MAY 2024

ROBERTSON

Average DOM: 160

New Listings: 8

Sold Listings								
Price Class	<2 Beds	3 Beds	4+ Beds	Total	Active	Pending	Expired	Off Mrkt
\$49,999 & under	0	1	1	2	0	0	0	0
\$50,000-\$99,999	2	0	0	2	5	1	0	0
\$100,000-\$119,999	0	0	0	0	1	0	0	1
\$120,000-\$139,999	1	1	0	2	2	0	1	1
\$140,000-\$159,999	0	0	0	0	2	0	0	0
\$160,000-\$179,999	0	0	0	0	1	0	0	0
\$180,000-\$199,999	0	2	0	2	2	3	0	0
\$200,000-\$219,999	2	0	0	2	4	0	1	0
\$220,000-\$239,999	0	1	1	2	4	0	0	0
\$240,000-\$259,999	1	0	0	1	2	1	0	0
\$260,000-\$279,999	0	0	0	0	3	0	1	0
\$280,000-\$299,999	1	0	0	1	0	0	0	1
\$300,000-\$349,999	0	1	0	1	5	1	0	0
\$350,000-\$399,999	0	0	0	0	7	0	0	0
\$400,000-\$499,999	0	0	0	0	6	0	0	1
\$500,000-\$599,999	0	1	0	1	7	0	0	0
\$600,000-\$699,999	0	0	0	0	4	1	0	0
\$700,000-\$799,999	0	1	0	1	2	0	0	0
\$800,000-\$899,999	0	0	0	0	3	0	0	0
\$900,000-\$999,999	0	0	0	0	2	0	0	0
\$1,000,000 & over	0	2	0	2	4	1	0	1
Total Units	7	10	2	19	66	8	3	5
Average Price	177,361	670,504	137,500	432,714	454,783	429,969	208,300	449,000
Volume	1,242,000	6,705,000	275,000	8,222,000	30,016,000	3,440,000	625,000	2,245,000

RENTAL STATS MAY 2024

ALL AREAS

Average DOM: 55

New Listings: 304

Leased Listings								
Price Class	<2 Beds	3 Beds	4+ Beds	Total	Active	Pending	Expired	Off Mrkt
\$499 & under	0	0	0	0	0	0	0	0
\$500-\$749	9	0	0	9	16	3	1	1
\$750-\$999	24	1	0	25	31	4	0	1
\$1,000-\$1,249	47	1	0	48	74	19	0	11
\$1,250-\$1,499	38	8	0	46	66	5	1	5
\$1,500-\$1,749	7	42	1	50	63	3	0	14
\$1,750-\$1,999	4	31	13	48	65	6	0	5
\$2,000-\$2,249	0	34	21	55	103	11	1	8
\$2,250-\$2,499	0	9	14	23	47	7	0	5
\$2,500-\$2,749	1	10	13	24	40	4	1	5
\$2,750-\$2,999	0	3	10	13	16	2	0	0
\$3,000 & over	0	1	12	13	28	2	1	6
Total Units	130	140	84	354	549	66	5	61
Average Price	1,140	1,889	2,477	1,754	1,821	1,671	2,545	1,891
Volume	148,000	265,000	208,000	621,000	1,000,000	110,000	13,000	115,000

This chart does not include individual room rentals.

RESIDENTIAL STATISTICS FOR 2024

	January		February		March		April		May		June		Semi-Annual	
	#	Amount	#	Amount	#	Amount	#	Amount	#	Amount	#	Amount	#	Amount
Single-family	84	\$32,669,000	140	\$54,136,000	194	\$81,171,000	231	\$88,386,000	257	\$111,657,000				
Condo	15	\$3,266,000	13	\$2,823,000	18	\$4,162,000	21	\$4,805,000	26	\$5,427,000				
Homeplex	1	\$148,000	0	\$0	0	\$0	0	\$0	1	\$175,000				
Manufactured Home	8	\$1,318,000	5	\$1,443,000	6	\$1,506,000	12	\$3,326,000	11	\$6,247,000				
Modular Home	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0				
New Builder Home	46	\$16,087,000	71	\$29,905,000	89	\$36,168,000	65	\$30,026,000	62	\$24,252,000				
New Patio Home	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0				
New Townhome	1	\$370,000	0	\$0	2	\$760,000	0	\$0	2	\$740,000				
Patio Home	1	\$708,000	1	\$400,000	3	\$1,411,000	2	\$601,000	0	\$0				
Recreational	0	\$0	3	\$1,997,000	3	\$3,550,000	0	\$0	3	\$530,000				
Townhome	20	\$6,280	19	\$5,760,000	13	\$3,396,000	13	\$3,626,000	35	\$10,211,000				
TOTALS:	176	\$54,572,280	252	\$96,464,000	328	\$132,124,000	344	\$130,770,000	397	\$159,239,000				

	July		August		September		October		November		December		2nd Semi-Annual	
	#	Amount	#	Amount	#	Amount	#	Amount	#	Amount	#	Amount	#	Amount
Single-family														
Condo														
Homeplex														
Manufactured Home														
Modular Home														
New Builder Home														
New Patio Home														
New Townhome														
Patio Home														
Recreational														
Townhome														
TOTALS:														

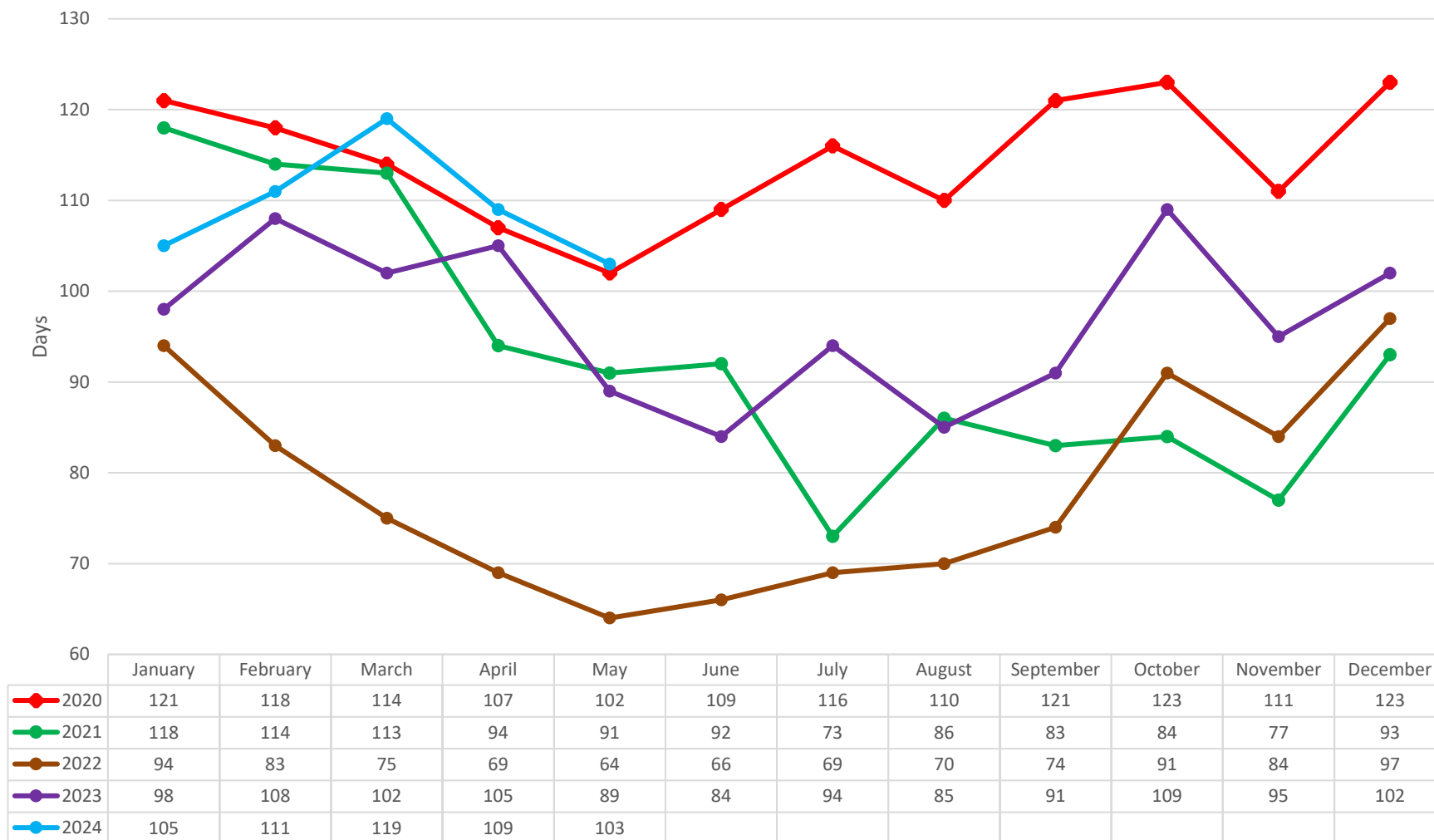
May Year to Date Sales			
	2024	2023	2022
Year to Date Solds:	1,497	3,297	3,982
Total \$ Amount:	\$573,169,280	\$1,256,839,000	\$1,451,549,000
Total Average \$ of Home Sales:	\$382,878	\$381,206	\$364,527
# of Active End of Year:		1,113	915

[illegible]

2024 RES Annual Sales by Price Range

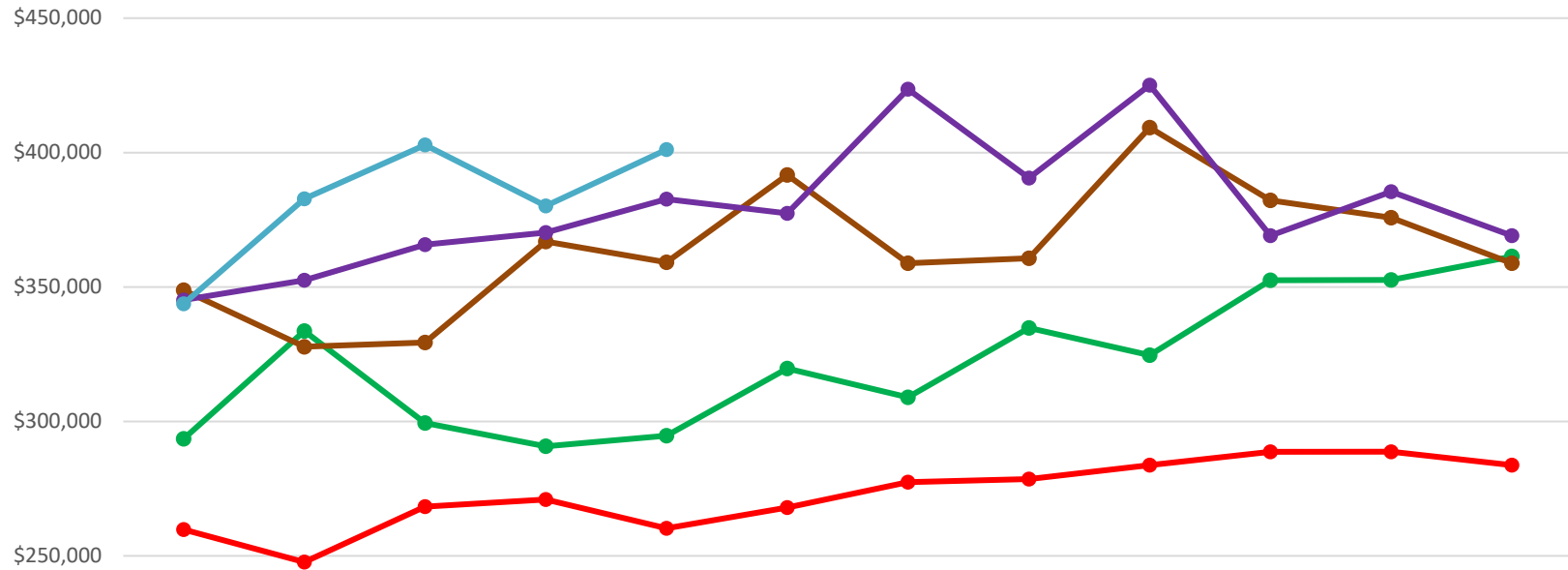
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	<u>Total</u>
\$49,999 & under	0	1	1	1	3								
\$50,000-\$99,999	4	3	5	4	6								
\$100,000-\$119,999	0	1	3	8	3								
\$120,000-\$139,999	5	3	3	5	11								
\$140,000-\$159,999	7	3	6	10	6								
\$160,000-\$179,999	5	3	7	9	10								
\$180,000-\$199,999	3	7	5	11	7								
\$200,000-\$219,000	4	10	9	9	10								
\$220,000-\$239,999	15	22	23	16	20								
\$240,000-\$259,999	11	17	25	30	23								
\$260,000-\$279,999	16	28	21	33	27								
\$280,000-\$299,999	15	25	27	28	44								
\$300,000-\$349,999	25	33	48	44	67								
\$350,000-\$399,999	25	26	36	29	31								
\$400,000-\$499,999	24	31	38	38	44								
\$500,000-\$599,999	6	13	24	16	32								
\$600,000-\$699,999	4	8	19	20	20								
\$700,000-\$799,999	2	3	10	11	10								
\$800,000-\$899,999	1	3	7	9	7								
\$900,000-\$999,999	3	3	3	5	4								
\$1,000,000 & over	2	9	8	8	12								
Total:	177	252	328	344	397								

Average DOM



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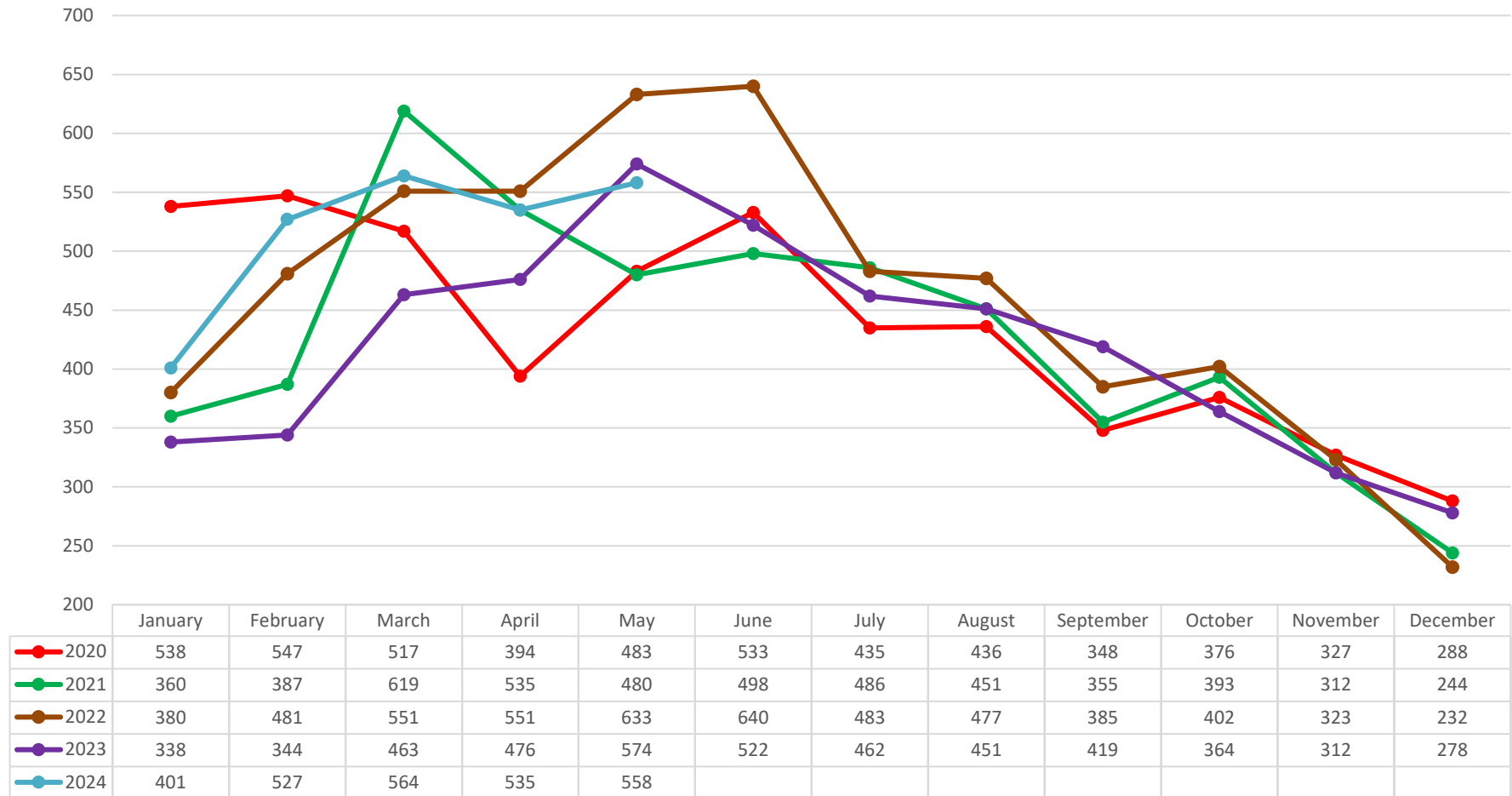
Average Sales Price



	January	February	March	April	May	June	July	August	September	October	November	December
2020	\$259,756	\$247,660	\$268,279	\$270,942	\$260,281	\$267,913	\$277,434	\$278,547	\$283,685	\$288,682	\$288,728	\$283,768
2021	\$293,561	\$333,665	\$299,380	\$290,727	\$294,693	\$319,635	\$308,974	\$334,797	\$324,651	\$352,458	\$352,579	\$361,311
2022	\$348,757	\$327,783	\$329,323	\$366,948	\$359,159	\$391,712	\$358,845	\$360,661	\$409,276	\$382,230	\$375,748	\$358,878
2023	\$345,170	\$352,533	\$365,788	\$370,188	\$382,663	\$377,356	\$423,612	\$390,463	\$425,096	\$369,082	\$385,428	\$369,102
2024	\$343,761	\$382,789	\$402,814	\$380,146	\$401,101							

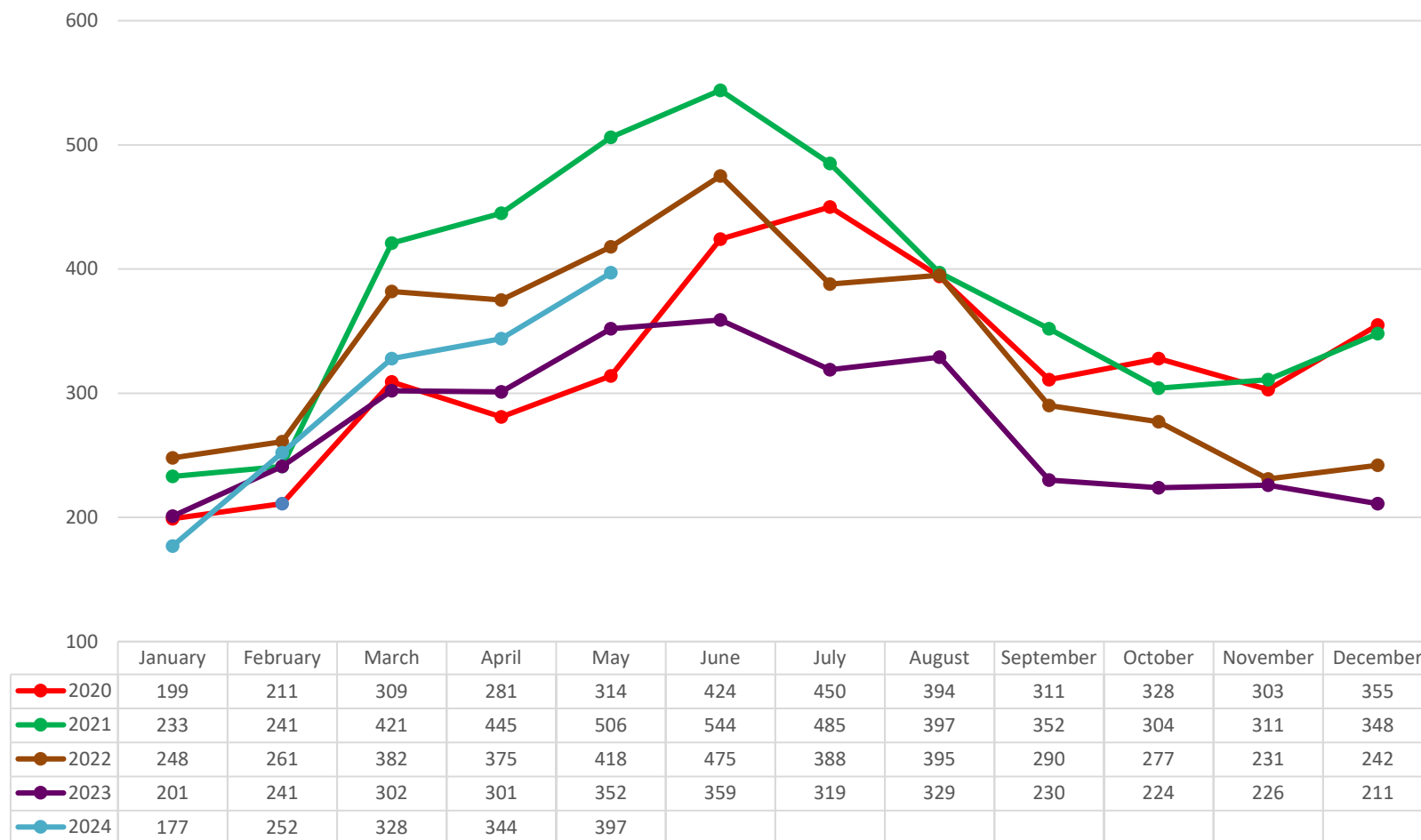
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New Listings



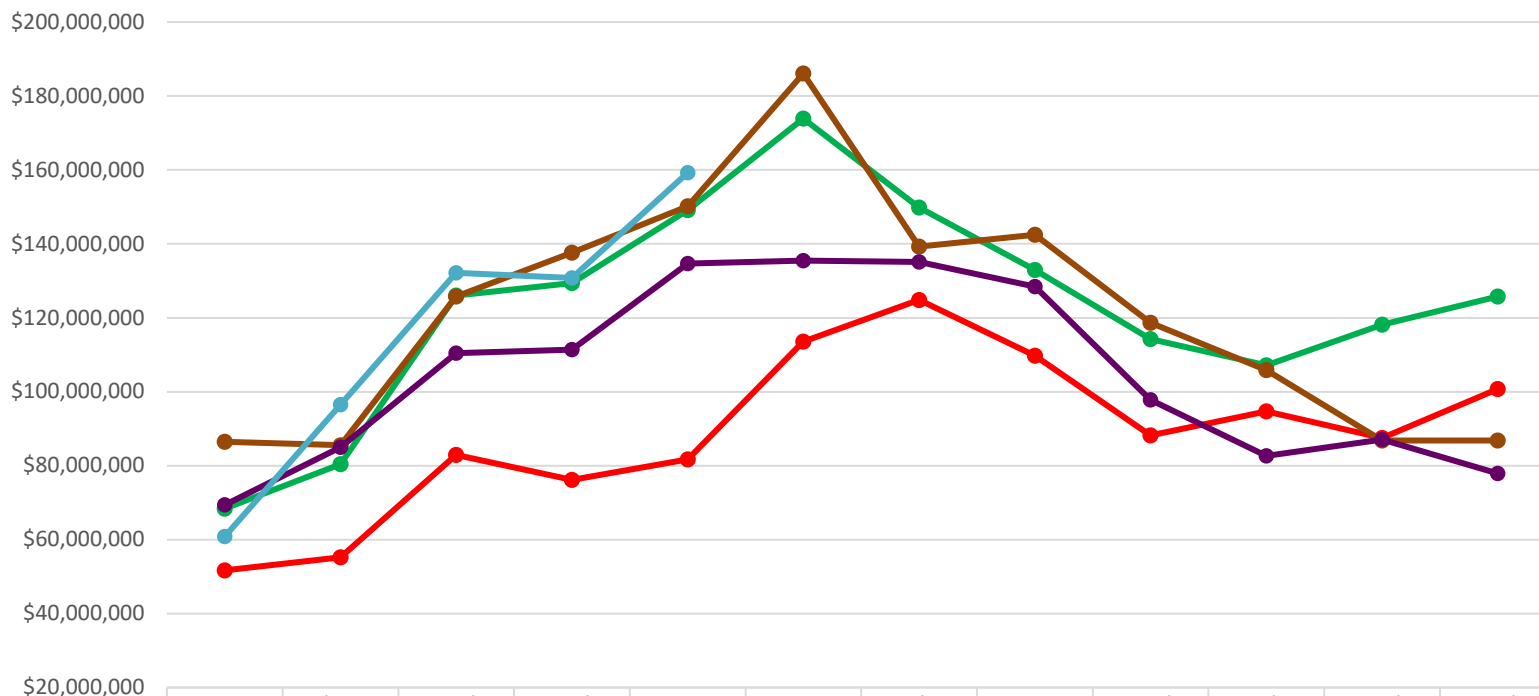
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Units Sold



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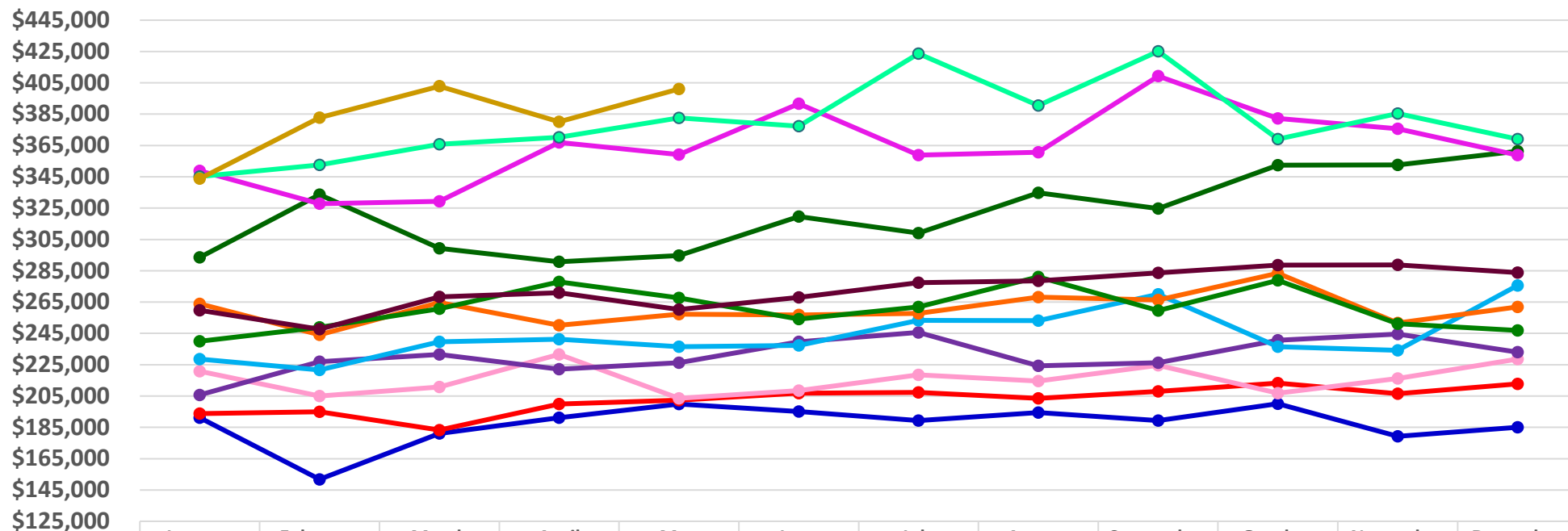
Total Monthly Sales



	January	February	March	April	May	June	July	August	September	October	November	December
2020	\$51,691,000	\$55,256,000	\$82,898,000	\$76,135,000	\$81,728,000	\$113,595,000	\$124,845,000	\$109,748,000	\$88,226,000	\$94,688,000	\$87,485,000	\$100,737,000
2021	\$68,400,000	\$80,413,000	\$126,039,000	\$129,373,000	\$149,115,000	\$173,882,000	\$149,852,000	\$132,914,000	\$114,277,000	\$107,147,000	\$118,114,000	\$125,736,000
2022	\$86,492,000	\$85,551,000	\$125,801,000	\$137,605,000	\$150,129,000	\$186,063,000	\$139,232,000	\$142,461,000	\$118,690,000	\$105,878,000	\$86,797,000	\$86,848,000
2023	\$69,379,000	\$84,960,000	\$110,468,000	\$111,426,000	\$134,697,000	\$135,471,000	\$135,132,000	\$128,462,000	\$97,772,000	\$82,674,000	\$87,107,000	\$77,880,000
2024	\$60,846,000	\$96,463,000	\$132,123,000	\$130,770,000	\$159,237,000							

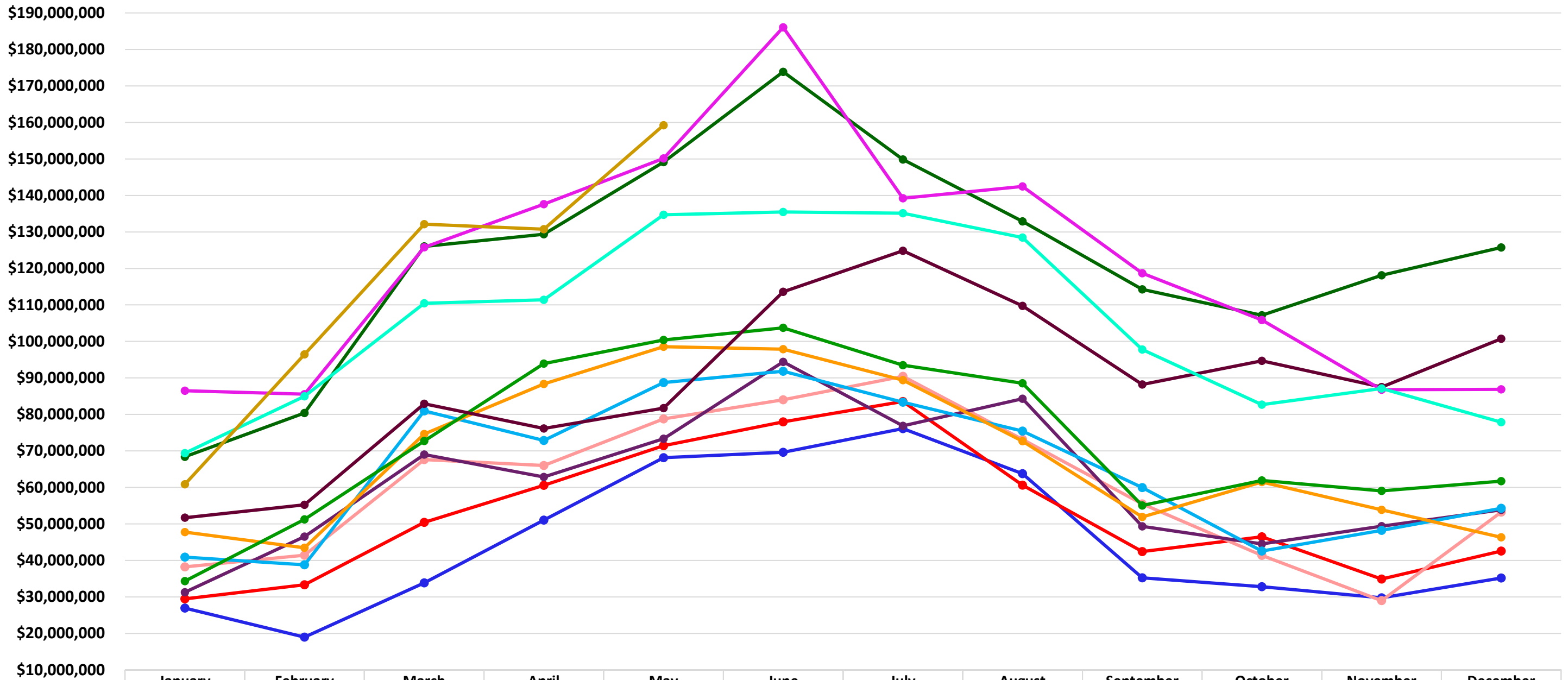
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10 Year Historical Average Monthly Sales



	January	February	March	April	May	June	July	August	September	October	November	December
2013	\$191,214	\$151,814	\$181,066	\$191,222	\$199,886	\$195,079	\$189,343	\$194,388	\$189,356	\$200,085	\$179,241	\$185,099
2014	\$193,798	\$194,902	\$183,286	\$199,939	\$202,426	\$206,852	\$207,312	\$203,486	\$207,942	\$213,233	\$206,526	\$212,765
2015	\$220,837	\$205,052	\$210,727	\$231,603	\$203,539	\$208,500	\$218,436	\$214,579	\$224,567	\$206,767	\$216,175	\$228,580
2016	\$205,724	\$226,968	\$231,561	\$222,069	\$226,350	\$239,603	\$245,616	\$224,241	\$226,308	\$240,670	\$244,550	\$233,083
2017	\$228,597	\$221,647	\$239,580	\$241,284	\$236,553	\$237,290	\$253,366	\$253,150	\$269,888	\$236,564	\$234,231	\$275,589
2018	\$263,823	\$244,126	\$264,674	\$250,220	\$257,330	\$256,852	\$257,686	\$268,199	\$266,283	\$283,396	\$251,741	\$261,863
2019	\$239,979	\$248,823	\$260,671	\$277,841	\$267,720	\$254,215	\$261,881	\$281,074	\$259,589	\$278,952	\$251,247	\$246,864
2020	\$259,756	\$247,660	\$268,279	\$270,942	\$260,281	\$267,913	\$277,434	\$278,547	\$283,685	\$288,682	\$288,728	\$283,768
2021	\$293,561	\$333,665	\$299,380	\$290,727	\$294,693	\$319,635	\$308,974	\$334,797	\$324,651	\$352,458	\$352,579	\$361,311
2022	\$348,757	\$327,783	\$329,323	\$366,948	\$359,159	\$391,712	\$358,845	\$360,661	\$409,276	\$382,230	\$375,748	\$358,878
2023	\$345,170	\$352,533	\$365,788	\$370,188	\$382,663	\$377,356	\$423,612	\$390,463	\$425,096	\$369,082	\$385,428	\$369,102
2024	\$343,761	\$382,789	\$402,814	\$380,146	\$401,101							

10 Year Historical
Total Monthly Sales



	January	February	March	April	May	June	July	August	September	October	November	December
2013	\$26,961,175	\$18,976,762	\$33,859,431	\$51,056,250	\$68,161,256	\$69,643,093	\$76,115,910	\$63,759,360	\$35,220,141	\$32,813,858	\$29,754,064	\$35,168,785
2014	\$29,457,300	\$33,328,264	\$50,403,677	\$60,581,421	\$71,456,404	\$77,983,319	\$83,546,871	\$60,638,705	\$42,420,126	\$46,484,824	\$34,902,867	\$42,553,034
2015	\$38,204,866	\$41,420,584	\$67,643,518	\$66,006,889	\$78,769,642	\$84,025,416	\$90,432,362	\$73,171,352	\$55,468,000	\$41,354,000	\$28,967,000	\$53,259,000
2016	\$31,271,000	\$46,528,000	\$69,005,000	\$62,846,000	\$73,338,000	\$94,404,000	\$76,878,000	\$84,315,000	\$49,335,000	\$44,524,000	\$49,399,000	\$53,842,000
2017	\$40,919,000	\$38,788,000	\$80,978,000	\$72,868,000	\$88,707,000	\$91,831,000	\$83,357,000	\$75,433,000	\$59,937,000	\$42,582,000	\$48,252,000	\$54,291,000
2018	\$47,752,000	\$43,455,000	\$74,638,000	\$88,328,000	\$98,557,000	\$97,861,000	\$89,417,000	\$72,682,000	\$51,925,000	\$61,497,000	\$53,873,000	\$46,350,000
2019	\$34,317,000	\$51,257,000	\$72,727,000	\$93,910,000	\$100,395,000	\$103,720,000	\$93,491,000	\$88,538,000	\$55,033,000	\$61,927,000	\$59,043,000	\$61,716,000
2020	\$51,691,000	\$55,256,000	\$82,898,000	\$76,135,000	\$81,728,000	\$113,595,000	\$124,845,000	\$109,748,000	\$88,226,000	\$94,688,000	\$87,485,000	\$100,737,000
2021	\$68,400,000	\$80,413,000	\$126,039,000	\$129,373,000	\$149,115,000	\$173,882,000	\$149,852,000	\$132,914,000	\$114,277,000	\$107,147,000	\$118,114,000	\$125,736,000
2022	\$86,492,000	\$85,551,000	\$125,801,000	\$137,605,000	\$150,129,000	\$186,063,000	\$139,232,000	\$142,461,000	\$118,690,000	\$105,878,000	\$86,797,000	\$86,848,000
2023	\$69,379,000	\$84,960,000	\$110,468,000	\$111,426,000	\$134,697,000	\$135,471,000	\$135,132,000	\$128,462,000	\$97,772,000	\$82,674,000	\$87,107,000	\$77,880,000
2024	\$60,846,000	\$96,463,000	\$132,123,000	\$130,770,000	\$159,237,000							