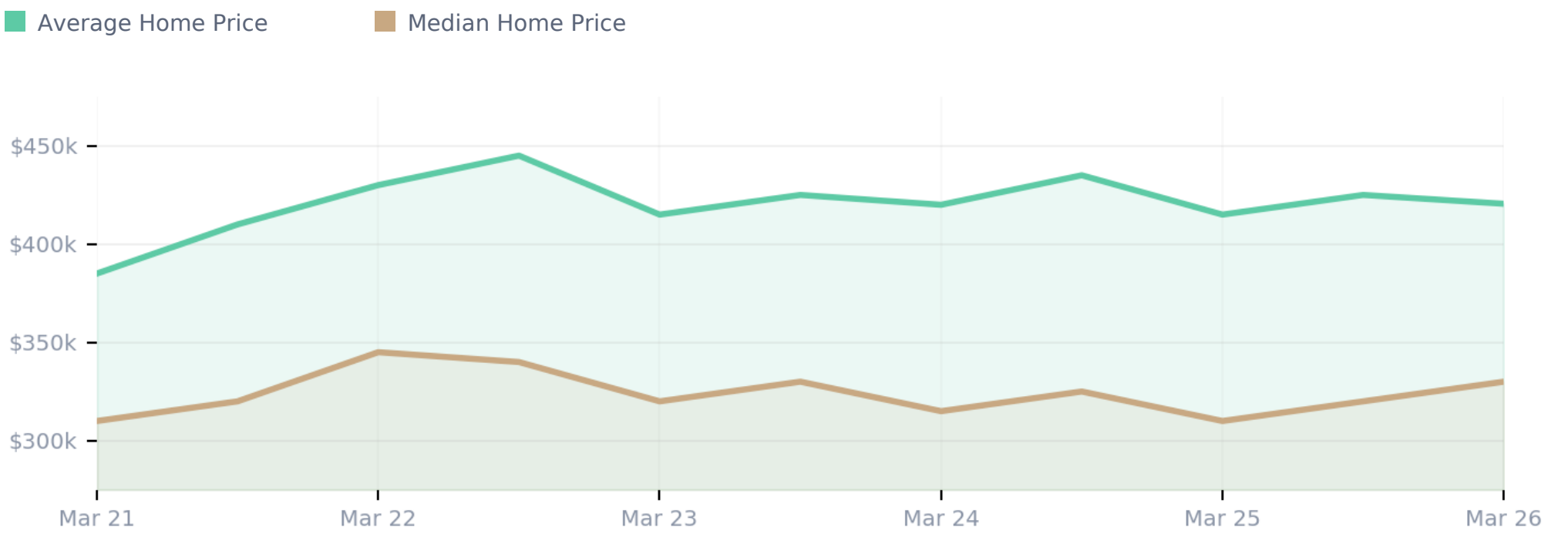


Houston Metro Overview

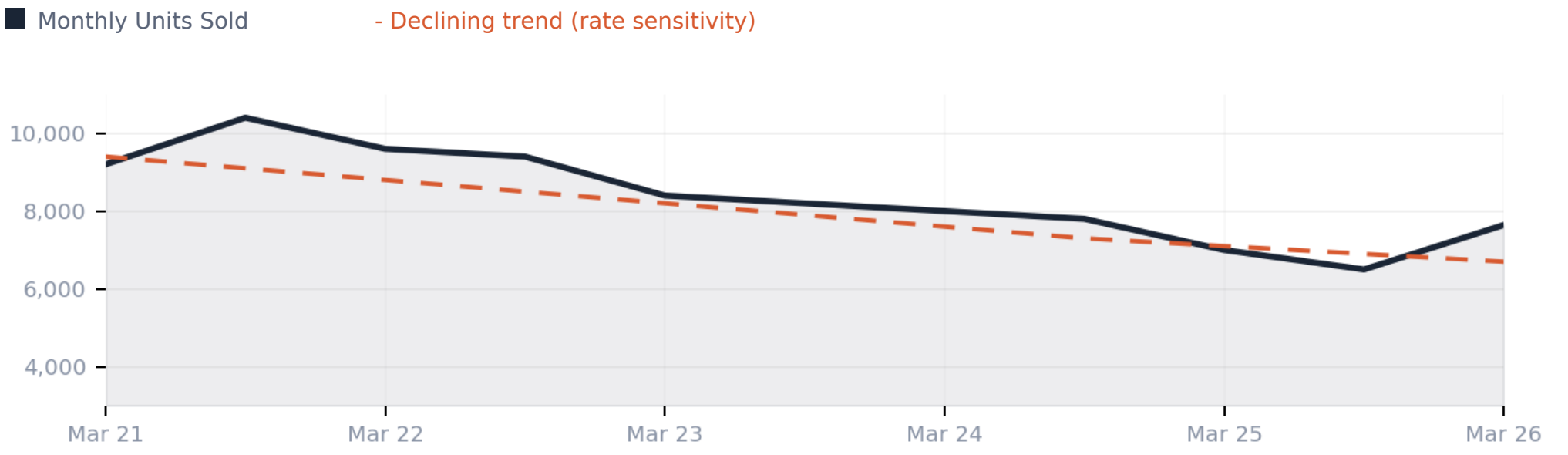
Single-Family Home Market at a Glance

<p>Median Sale Price</p> <p>\$330k</p> <p>Flat - 4+ year trend</p>	<p>Average Sale Price</p> <p>\$421k</p> <p>▲ Trending up (luxury)</p>	<p>Homes Sold (Mar '26)</p> <p>7,644</p> <p>▼ Down 10.4% YoY</p>	<p>Market Direction</p> <p>Buyer's Market</p> <p>More inventory, less urgency</p>
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Source: HAR.com - Mar 2026 - Trend lines show 5-year trajectory

Sales Volume Trend

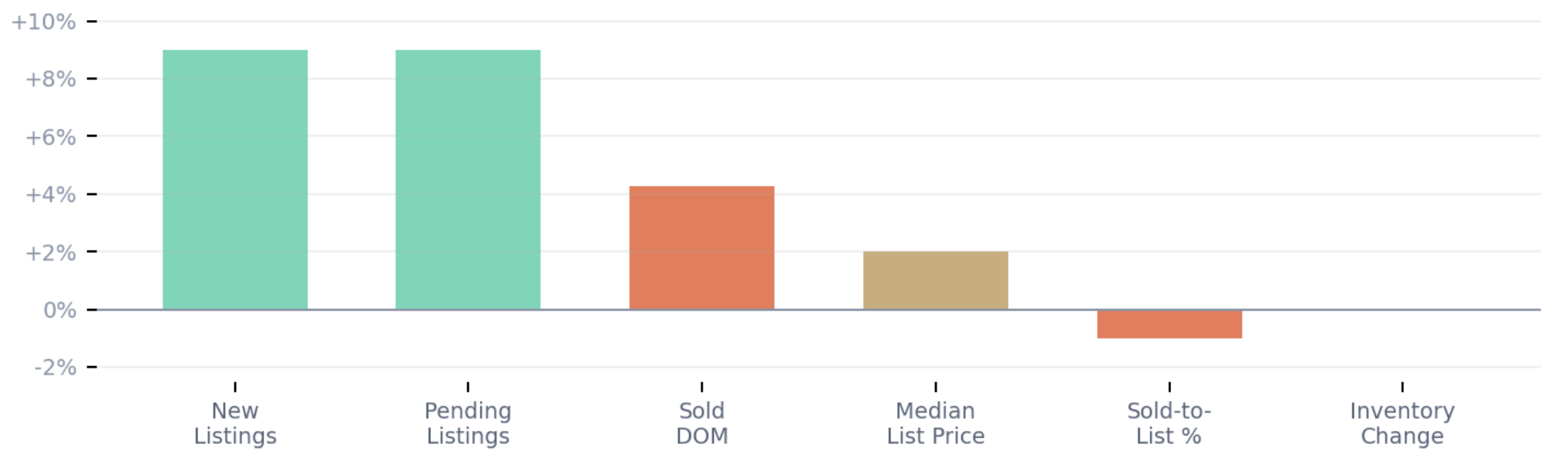


Source: HAR.com - Monthly sales volume, Mar 2021 - Mar 2026

- Median home prices have been essentially flat for 4+ years - a stabilizing force for affordability even as national markets fluctuate.
- ↑ The gap between median and average prices reflects luxury home sales pulling averages higher - the \$90k+ spread signals a two-speed market.
- ↓ Sales volume continues declining, largely driven by elevated interest rates reducing buyer purchasing power and sidelining move-up buyers.

SPOTLIGHT Montgomery County - April 2026

<p>Days on Market</p> <p>98</p> <p>▲ +4.3% - climbing</p>	<p>Price / Sq Ft</p> <p>\$159</p> <p>▼ -3.0% YoY</p>	<p>Active Listings</p> <p>4,779</p> <p>▲ +13.87% YoY</p>	<p>Median List Price</p> <p>\$356k</p> <p>▲ +2% Change</p>
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Source: Redfin - Montgomery County, TX - April 2026

Buyer Opportunity

- + Active listings up nearly 14% YoY gives buyers a wide selection and meaningful negotiating leverage.
- + New home builds have added significantly to inventory, creating competition that benefits buyers on price and terms.
- ! Homes sitting nearly 100 days before selling means patient buyers can negotiate - don't feel rushed.

The Woodlands Submarket

Premium Enclave Holding Stronger

The Woodlands has shown ~3.4% YoY appreciation in home values - outpacing the broader county. Corporate relocations and sustained demand for luxury properties are shielding higher-end inventory from the broader softness. Sellers in this submarket retain more pricing power.

- ↓ Sold home count for the county is down 10.4% Feb '26 vs Feb '25, in line with the Houston metro trend - rate-sensitive buyers remain on the sidelines.
- ◆ Sold-to-list price ratio of 96% signals sellers are still getting close to asking - but the 4% gap represents real negotiating room, especially as DOM extends.