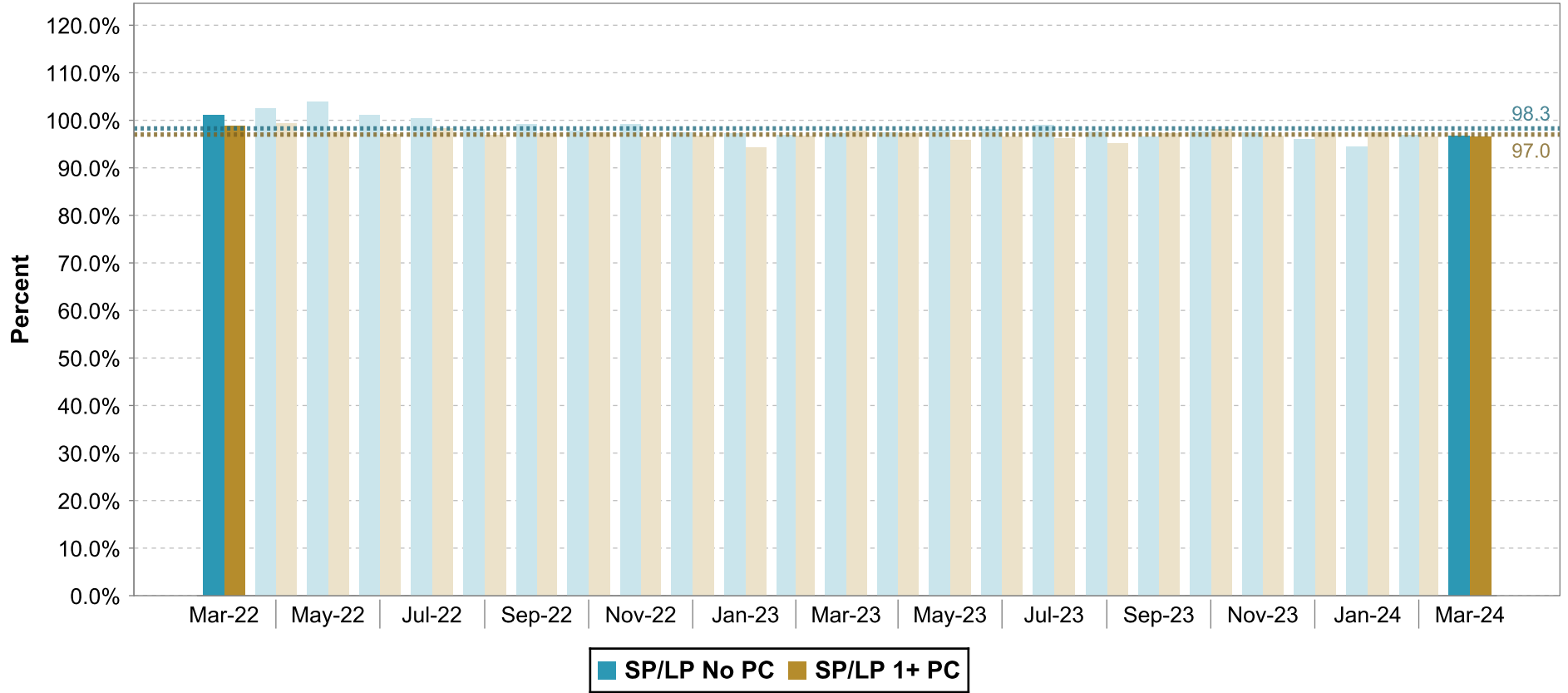


Market Dynamics

Keller Williams Realty Heritage

Average SP/LP Comparison - No Price Changes vs. 1+ Price Changes 2 Years (Monthly) 03/01/22 - 03/31/24



■ SP/LP No PC ■ SP/LP 1+ PC

KEY INFORMATION

| | Mar-22 | Mar-24 | Change | Percent Change |
|-------------------------|--------|--------|--------|----------------|
| SP/LP - No Price | 101.07 | 96.72 | -4.35 | -4.31 |
| SP/LP - 1+ Price | 98.80 | 96.58 | -2.22 | -2.25 |



| | | | | | | |
|------------------------|--------------------------------------|-------------------|----------------------------------|----------------------|-----------------------|----------------------|
| MLS: CTXMLS | Period: 2 Years (Monthly) | Price: All | Construction Type: Resale | Bedrooms: All | Bathrooms: All | Lot Size: All |
| Property Types: | Residential: (SingleFamilyResidence) | | | | | Sq Ft: All |
| City: | New Braunfels | | | | | |

Market Dynamics

Keller Williams Realty Heritage

Average SP/LP Comparison - No Price Changes vs. 1+ Price Changes 2 Years (Monthly) 03/01/22 - 03/31/24

| Time Period | No Price Changes | | | 1+ Price Changes | | |
|-------------|------------------|---------------|-------------|------------------|---------------|-------------|
| | # Sold | Average SP/LP | Average DOM | # Sold | Average SP/LP | Average DOM |
| Mar-24 | 33 | 96.7 | 47 | 70 | 96.6 | 136 |
| Feb-24 | 23 | 96.8 | 50 | 61 | 96.5 | 125 |
| Jan-24 | 29 | 94.5 | 41 | 62 | 97.4 | 132 |
| Dec-23 | 31 | 96.0 | 26 | 65 | 97.4 | 135 |
| Nov-23 | 29 | 97.4 | 34 | 56 | 96.7 | 112 |
| Oct-23 | 51 | 97.6 | 31 | 76 | 98.0 | 131 |
| Sep-23 | 49 | 96.4 | 28 | 72 | 97.2 | 116 |
| Aug-23 | 45 | 97.5 | 35 | 95 | 95.1 | 118 |
| Jul-23 | 51 | 99.0 | 33 | 88 | 96.3 | 121 |
| Jun-23 | 76 | 98.1 | 32 | 78 | 96.5 | 142 |
| May-23 | 69 | 98.0 | 31 | 103 | 95.8 | 120 |
| Apr-23 | 52 | 97.4 | 30 | 73 | 97.2 | 121 |
| Mar-23 | 74 | 97.2 | 42 | 83 | 97.7 | 130 |
| Feb-23 | 41 | 96.8 | 30 | 39 | 96.6 | 113 |
| Jan-23 | 34 | 97.1 | 31 | 40 | 94.3 | 111 |
| Dec-22 | 56 | 97.4 | 40 | 65 | 96.7 | 92 |
| Nov-22 | 31 | 99.1 | 20 | 45 | 96.6 | 81 |
| Oct-22 | 55 | 97.8 | 29 | 59 | 97.3 | 83 |
| Sep-22 | 67 | 99.1 | 26 | 53 | 97.1 | 67 |
| Aug-22 | 77 | 98.1 | 25 | 50 | 96.9 | 62 |
| Jul-22 | 95 | 100.4 | 22 | 32 | 98.2 | 68 |
| Jun-22 | 123 | 101.2 | 22 | 35 | 97.0 | 75 |
| May-22 | 123 | 103.8 | 23 | 33 | 97.6 | 61 |
| Apr-22 | 103 | 102.4 | 27 | 16 | 99.3 | 82 |
| Mar-22 | 102 | 101.1 | 31 | 33 | 98.8 | 90 |