



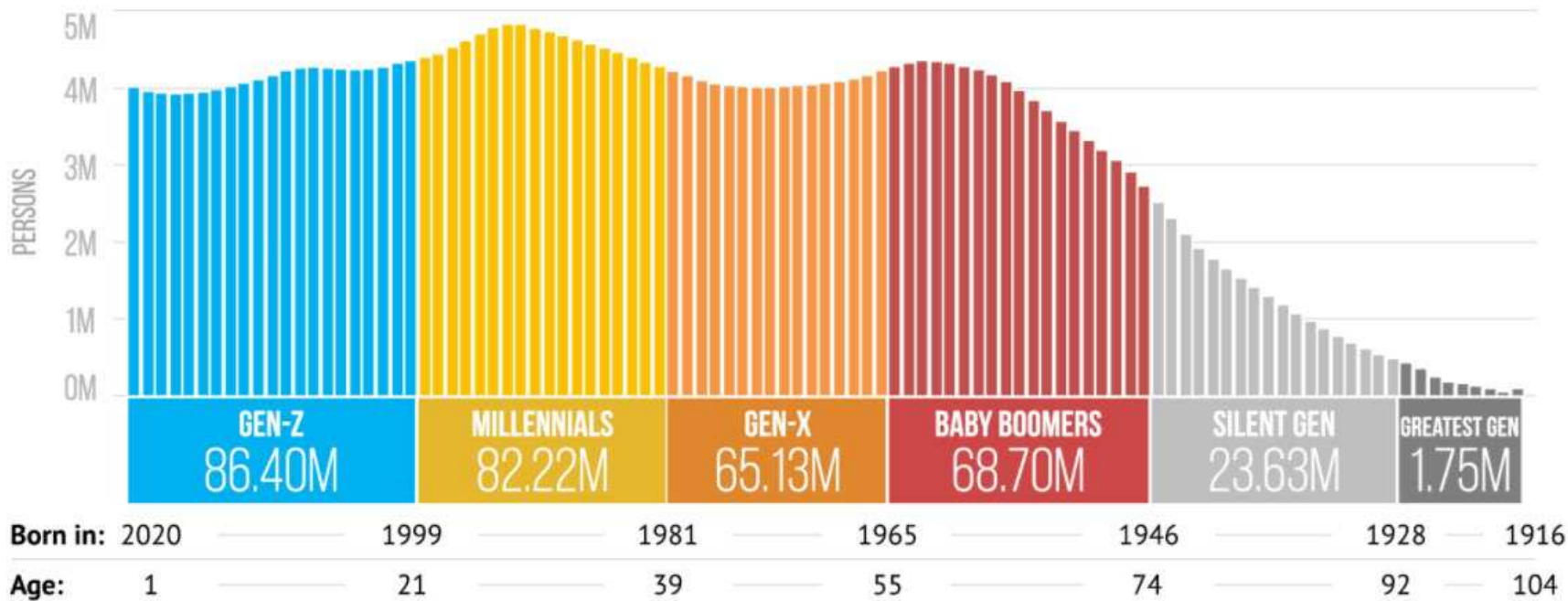
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Chris Kelly

*President & CEO,
Ebbly Halliday Companies*



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Median Years in Home

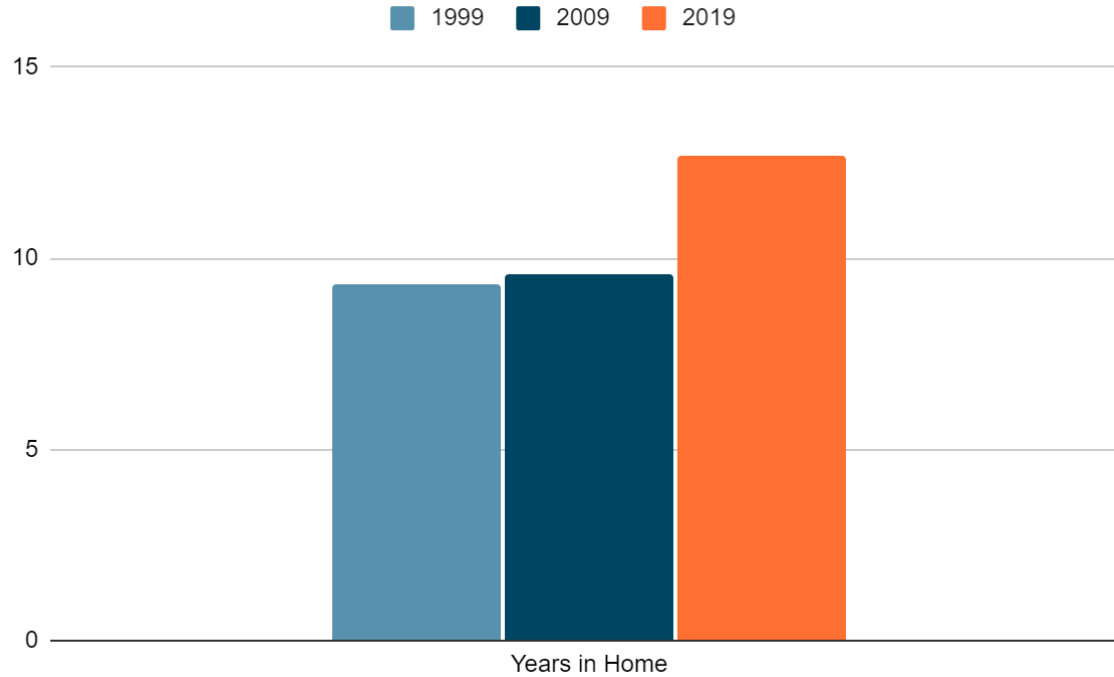
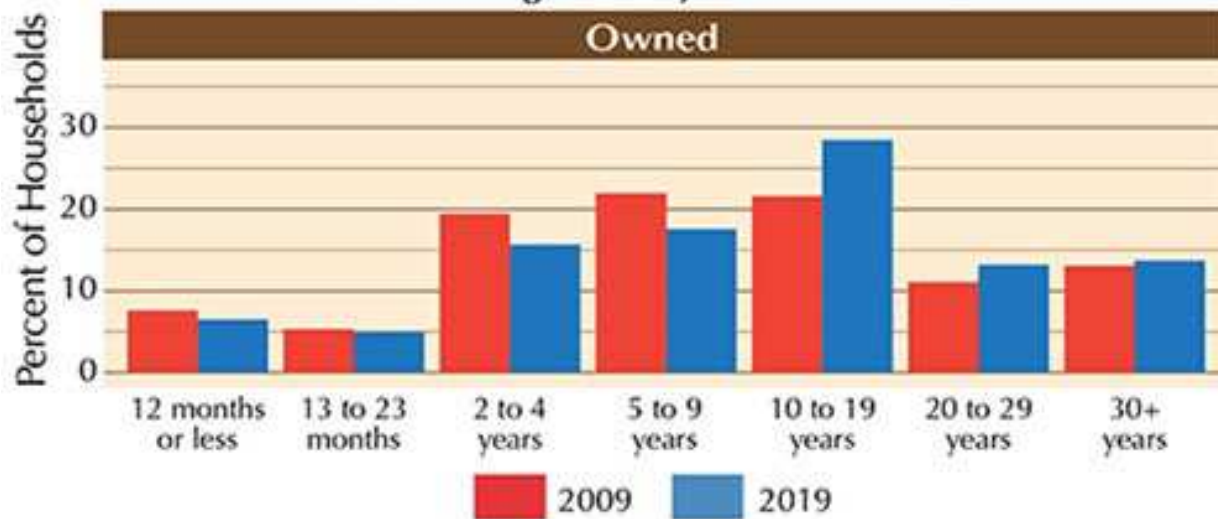
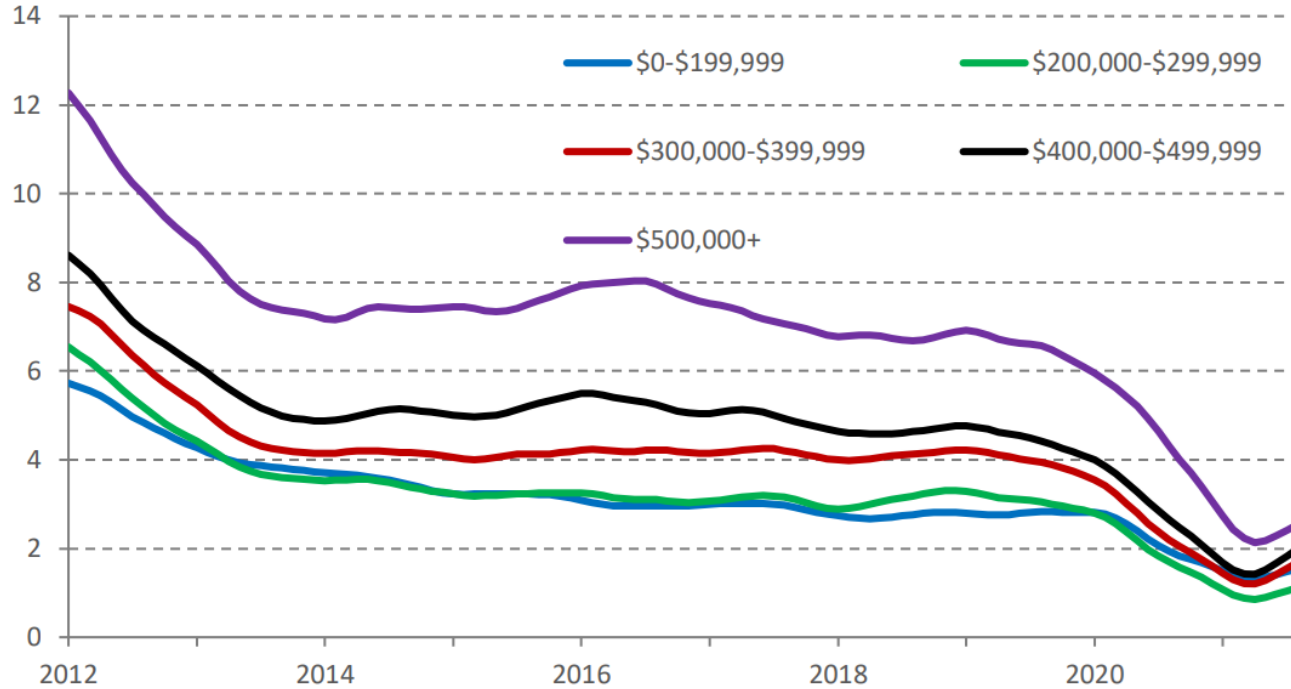


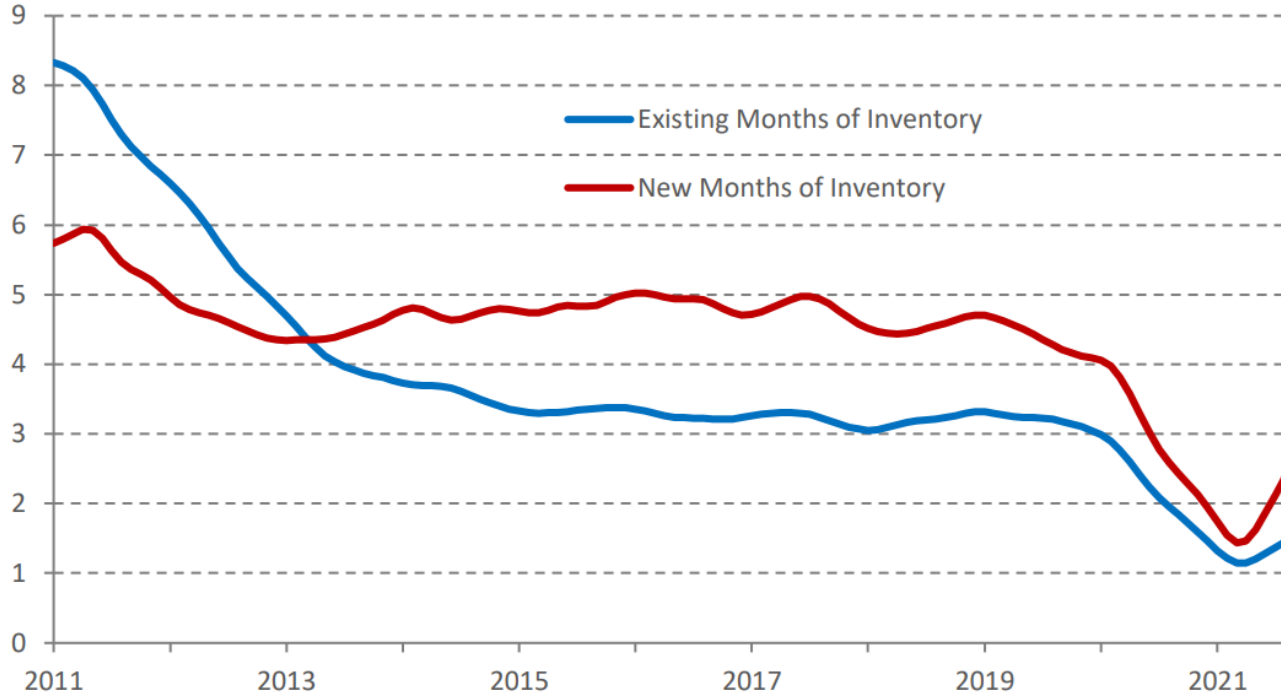
Figure 1. How Long Since Texas Homeowners Moved Into Their Single-family Detached Home?



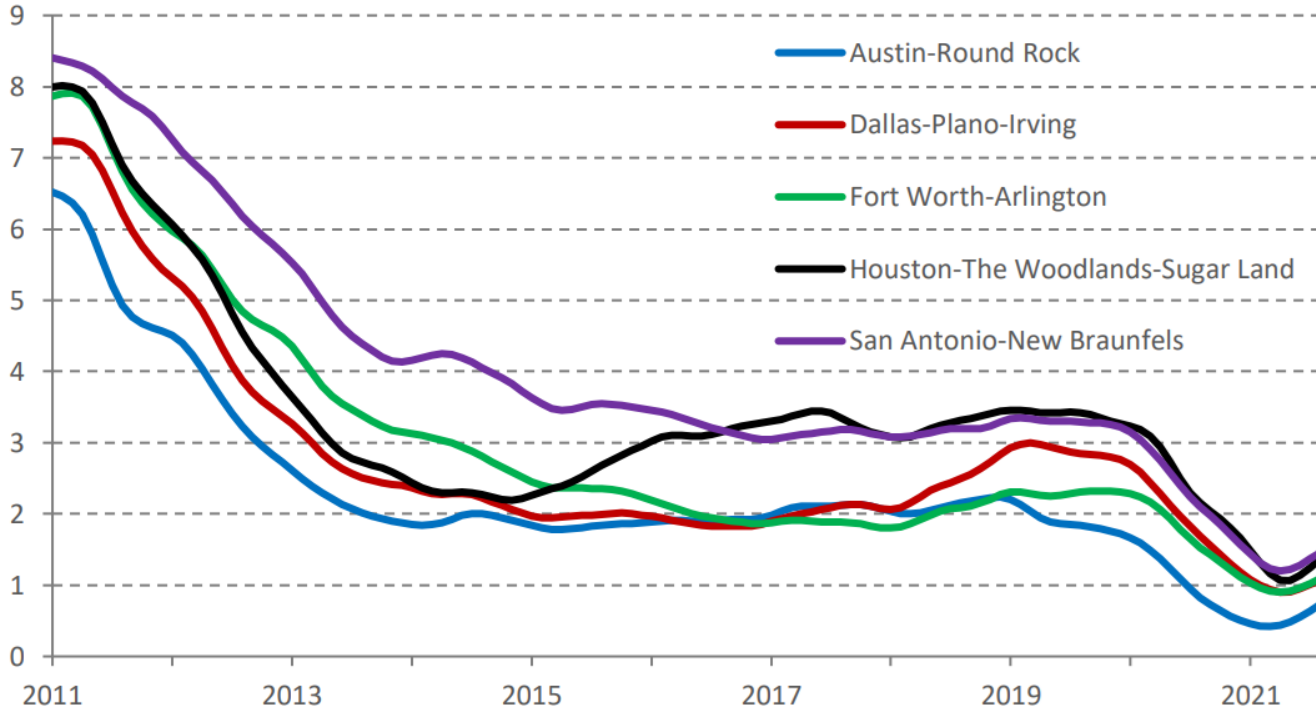
Texas Months of Inventory by Price Cohort (Months)



Texas Existing and New Home Months of Inventory (Months)

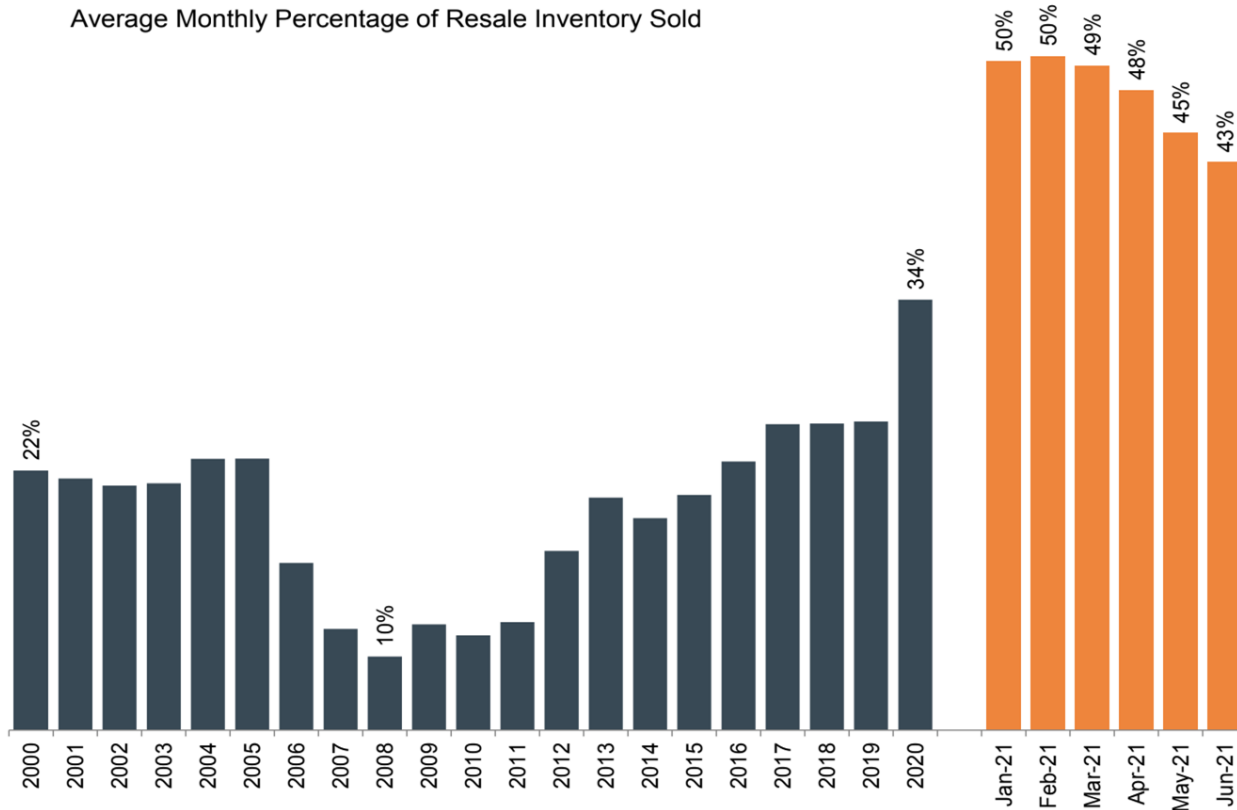


Major Metros Existing Home Months of Inventory (Months)

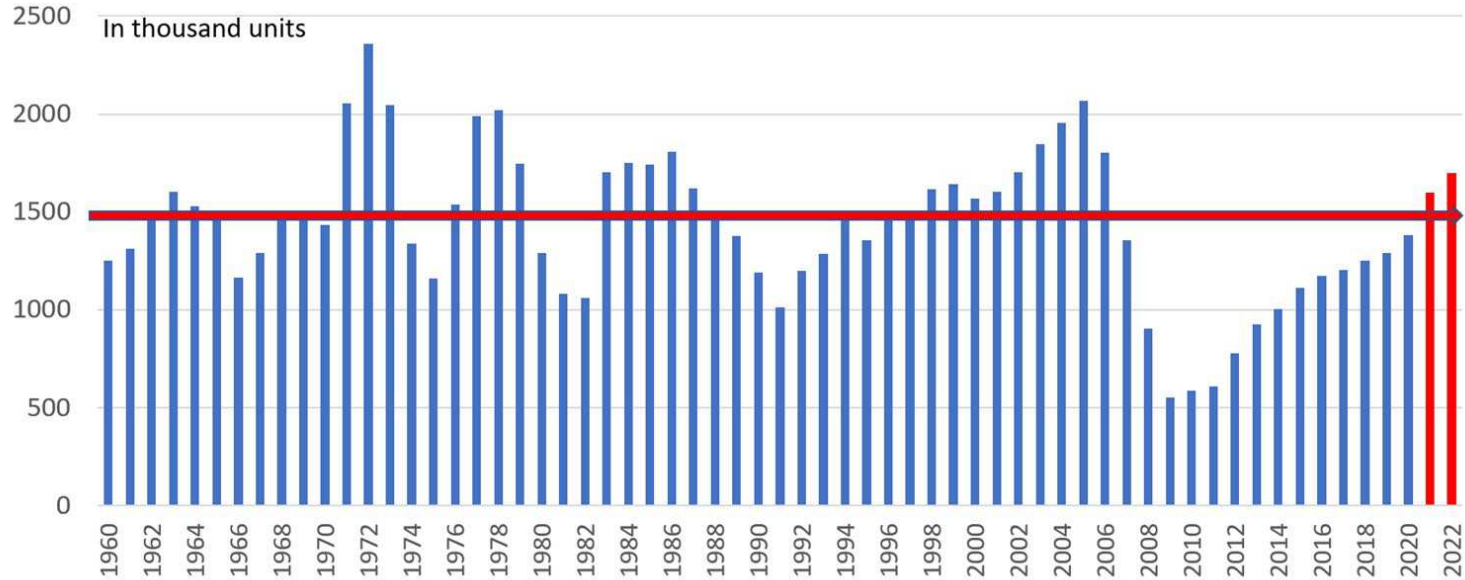


Resale Velocity Trending Down From Record High

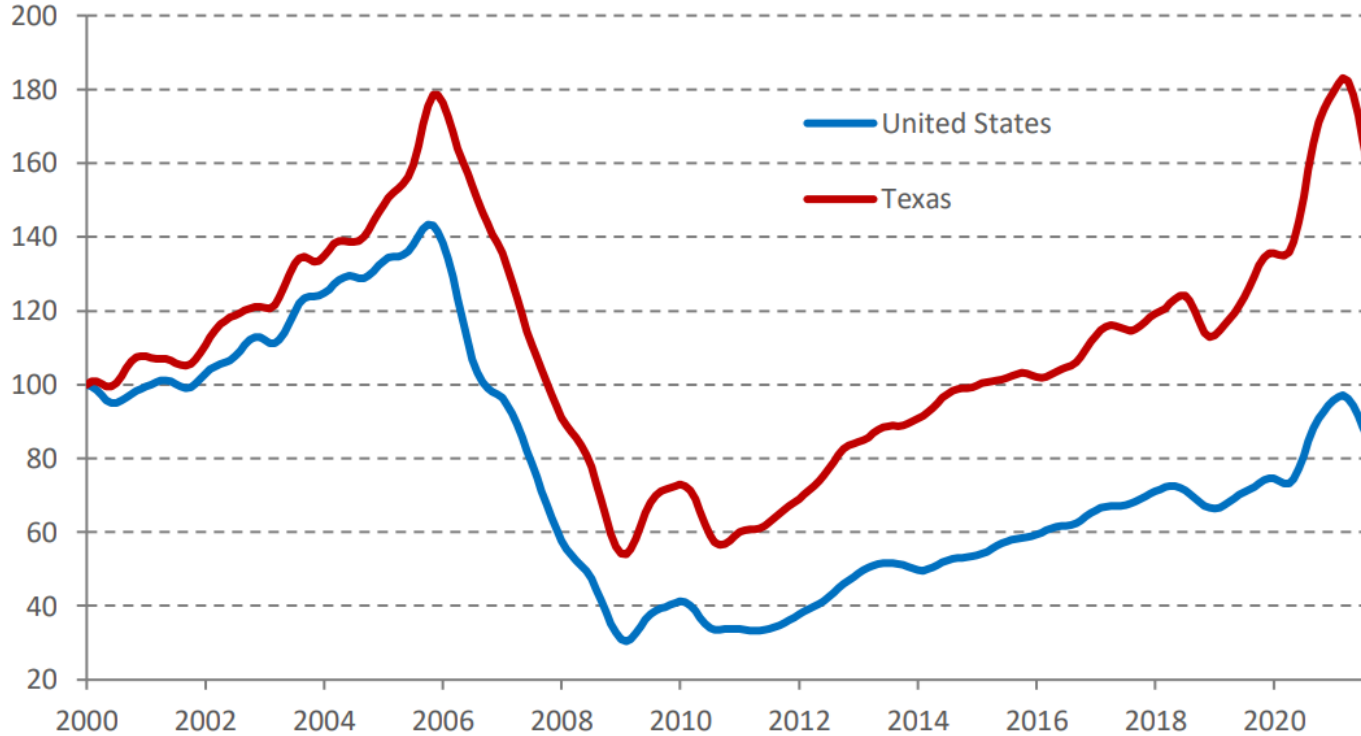
Average Monthly Percentage of Resale Inventory Sold



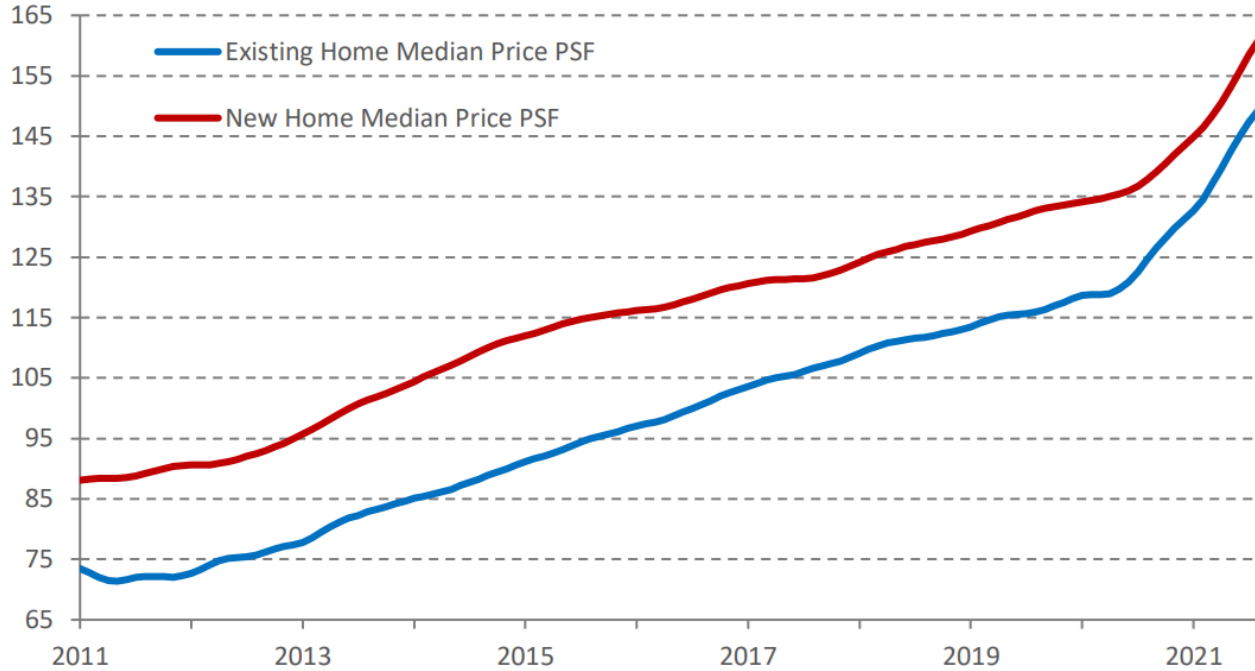
TOTAL HOUSING STARTS FROM 1960 TO 2020 AND FORECAST



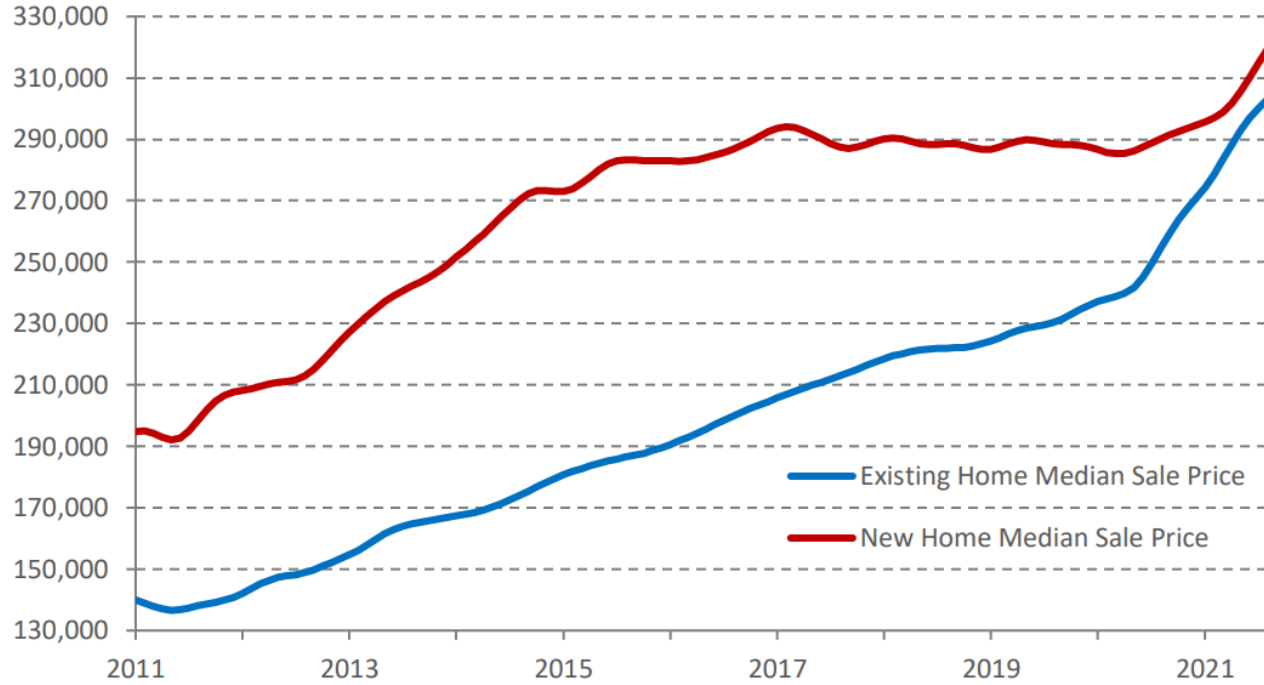
Single-Family Housing Construction Permits (Index Jan 2000 = 100)



Texas Home Median Price Per Square Foot (\$)

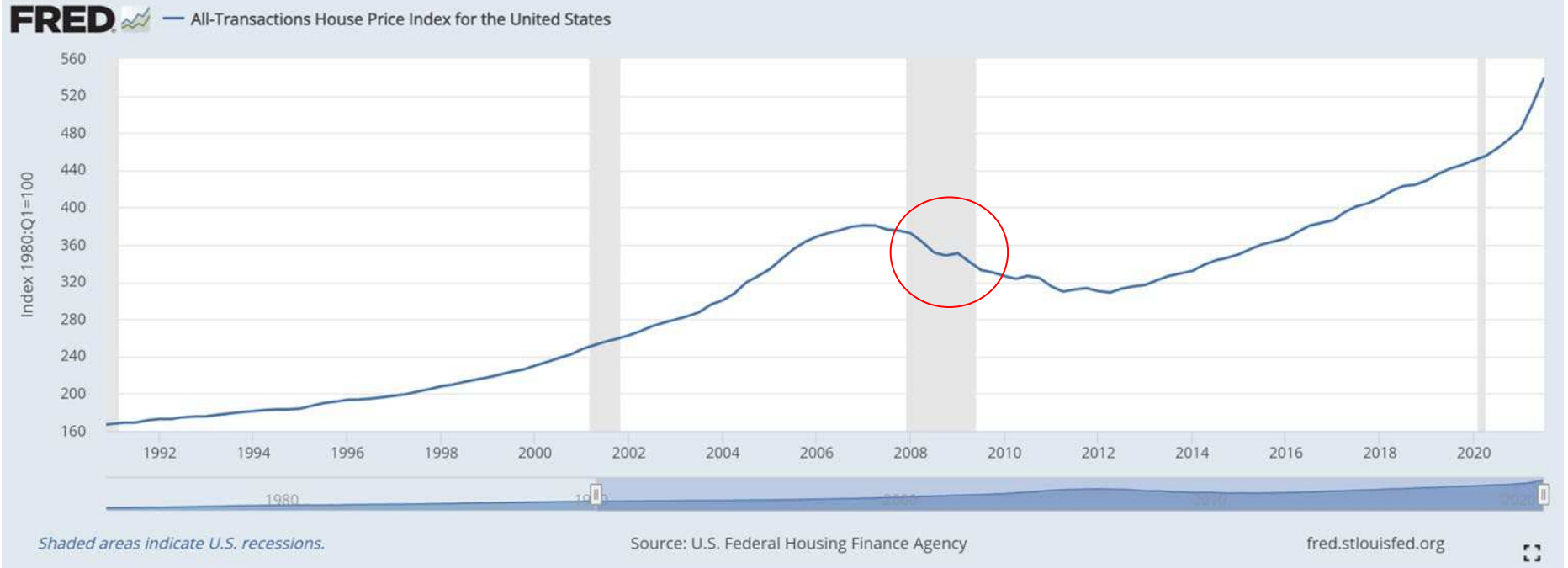


Texas Existing and New Home Median Sales Price (\$)



Inflation

Nationally - 20-25% drop



Texas - Decline of 3.9% Prices Recovered in 18%



1981

2021



44%

First time home buyer share



34%



Age of a repeat buyer **36** **56**



29



33

Age of first time buyers (median)



73% **60%**
Married couples



11% **19%**
Single females



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