

# Market Summary

Austin | 4Q24

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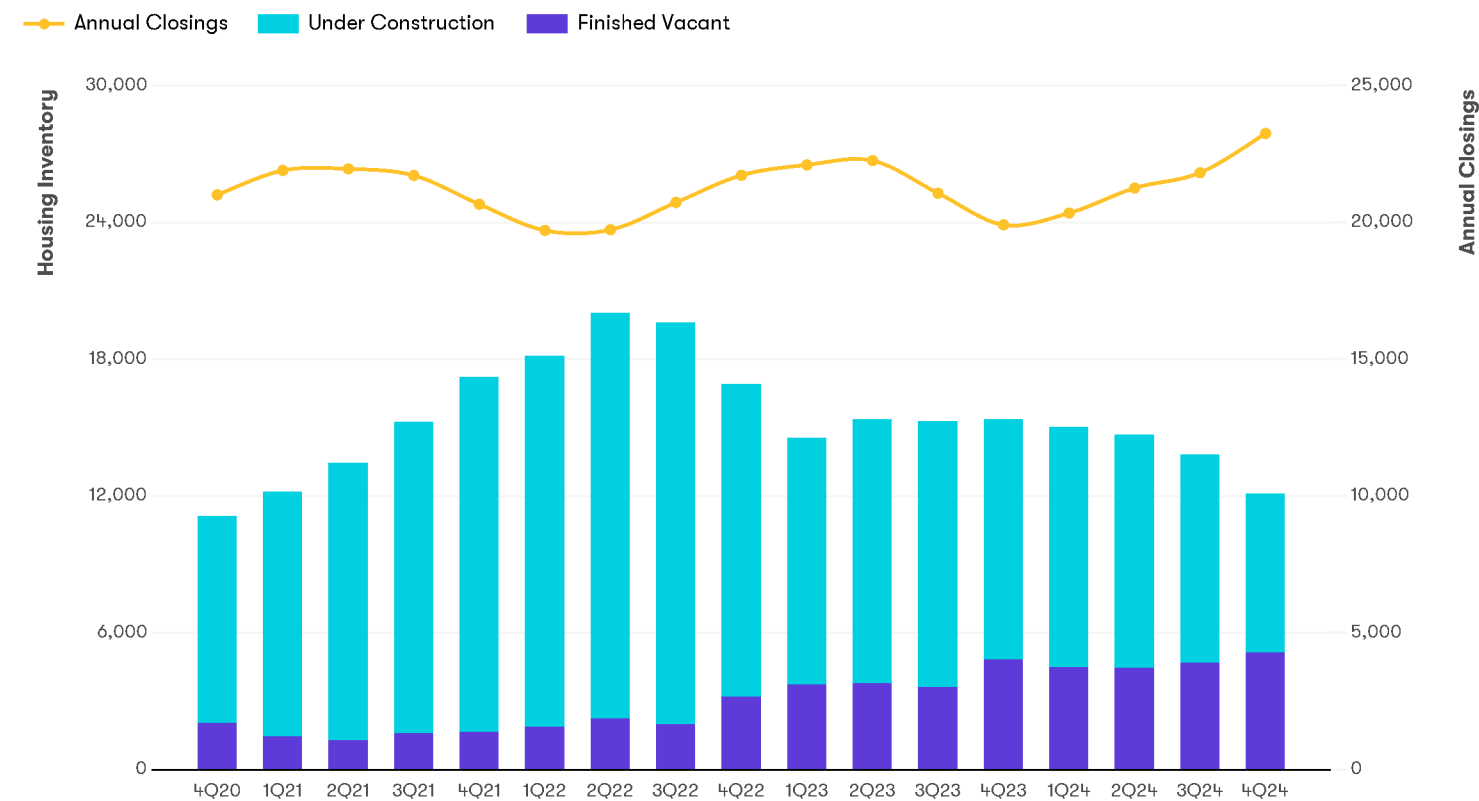
Map displaying market areas in the market

# Historical Housing Activity

## Overview

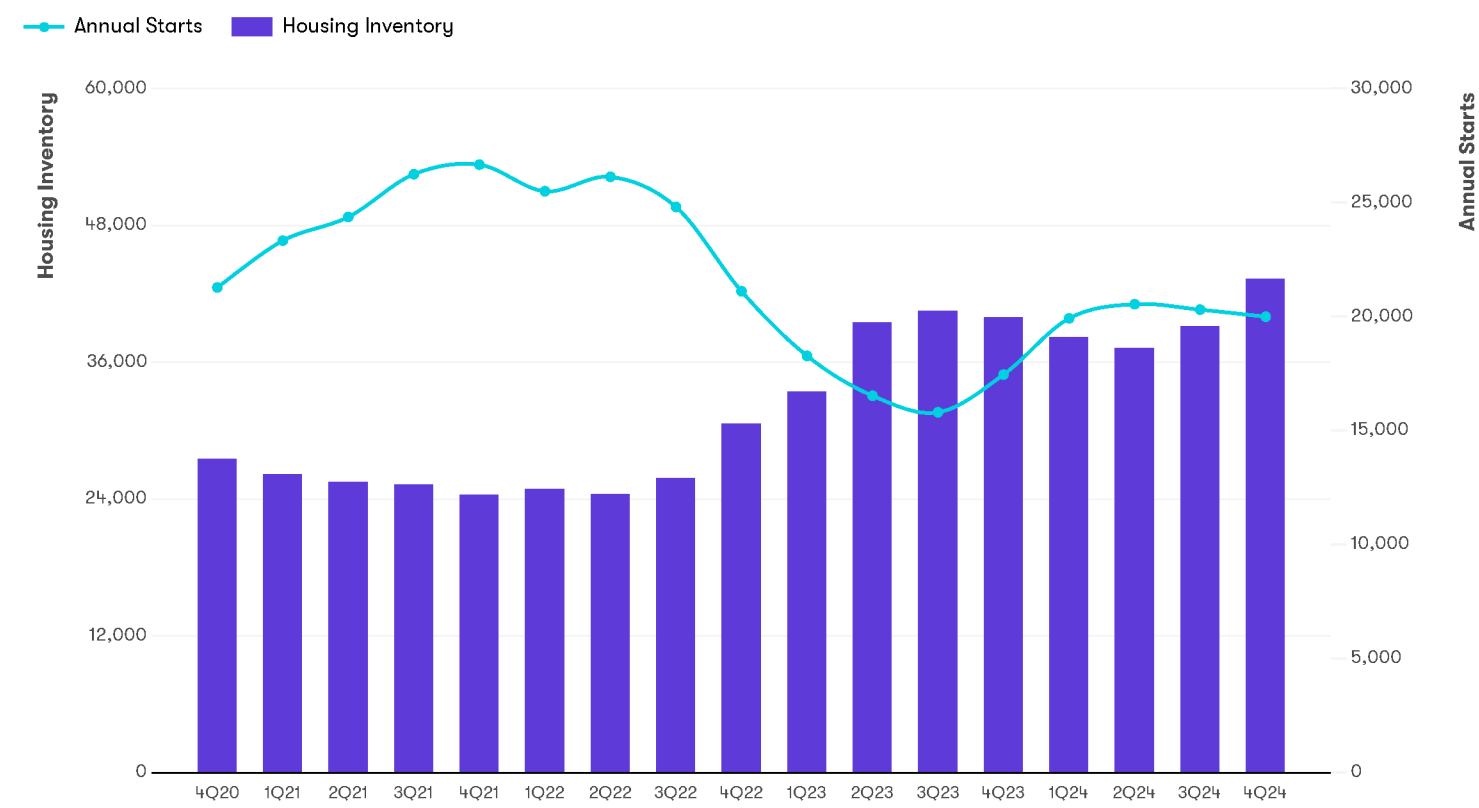
QTR	QTR CLOS	ANN CLOS	MODEL	FIN VAC	UC	TOTAL INV	TOTAL SUPPLY	QTR STARTS	ANN STARTS	VDL	VDL SUPPLY	FUT LOTS	ANN LOT DELIV
4Q20	5,614	21,012	562	2,034	9,087	11,683	6.7	6,056	21,281	27,516	15.5	189,529	21,730
1Q21	5,603	21,903	533	1,459	10,741	12,733	7.0	6,653	23,338	26,186	13.5	191,129	21,107
2Q21	5,076	21,961	533	1,280	12,181	13,994	7.6	6,333	24,376	25,474	12.5	190,804	21,840
3Q21	5,428	21,721	516	1,578	13,679	15,773	8.7	7,207	26,249	25,280	11.6	193,244	23,705
4Q21	4,559	20,666	510	1,646	15,577	17,733	10.3	6,476	26,669	24,389	11.0	191,919	23,542
1Q22	4,648	19,711	501	1,881	16,269	18,651	11.4	5,486	25,502	24,880	11.7	198,136	24,196
2Q22	5,100	19,735	515	2,250	17,780	20,545	12.5	6,965	26,134	24,426	11.2	207,182	25,086
3Q22	6,426	20,733	511	1,987	17,628	20,126	11.6	5,888	24,815	25,829	12.5	209,559	25,364
4Q22	5,555	21,729	527	3,186	13,716	17,429	9.6	2,778	21,117	30,612	17.4	213,607	27,340
1Q23	5,025	22,106	541	3,720	10,826	15,087	8.2	2,654	18,285	33,441	21.9	219,154	26,846
2Q23	5,258	22,264	577	3,775	11,592	15,944	8.6	5,215	16,535	39,507	28.7	252,464	31,616
3Q23	5,236	21,074	605	3,615	11,651	15,871	9.0	5,162	15,809	40,520	30.8	257,236	30,511
4Q23	4,397	19,916	598	4,829	10,535	15,962	9.6	4,433	17,464	39,971	27.5	262,508	26,823
1Q24	5,455	20,346	605	4,484	10,535	15,624	9.2	5,117	19,927	38,182	23.0	266,227	24,668
2Q24	6,173	21,261	613	4,448	10,229	15,290	8.6	5,839	20,551	37,251	21.8	267,540	18,295
3Q24	5,797	21,822	604	4,670	9,149	14,423	7.9	4,920	20,309	39,172	23.1	281,332	18,961
4Q24	5,831	23,256	601	5,132	6,984	12,717	6.6	4,125	20,001	43,322	26.0	282,398	23,352

## Housing Inventory and Closings By Quarter

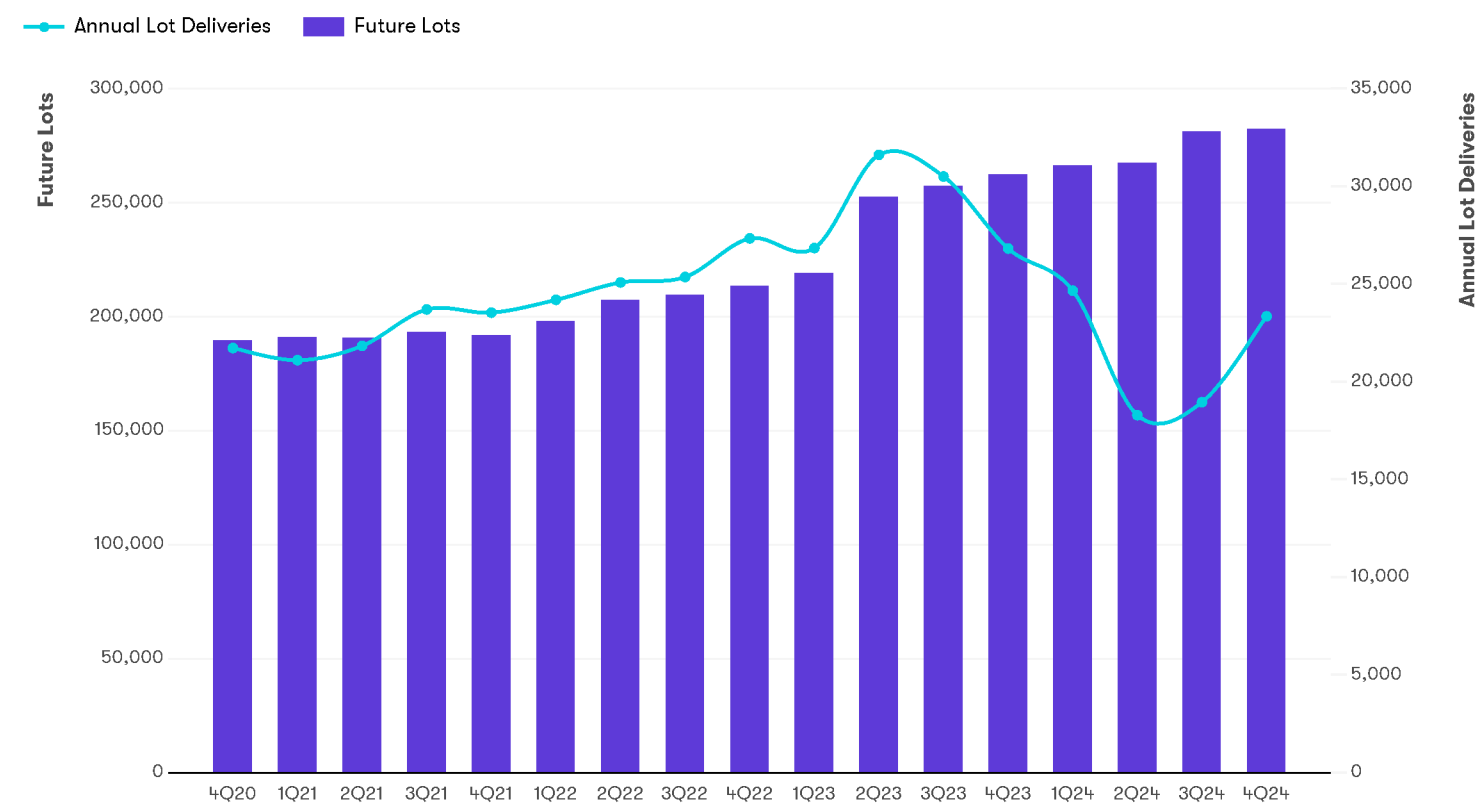


# Historical Housing Activity

Vacant Developed Lots and Starts By Quarter



Future Lots and Deliveries By Quarter



# Housing Inventory & Activity

## By Market Area

CURRENT STATUS							% SHARE OF MARKET		4Q23	1Q24	2Q24	3Q24	4Q24	ANN.RATES/ *INV SUPPLY
Totals							100%	Starts	4,433	5,117	5,839	4,920	4,125	20,001
Occ	Mod	FinVac	U/C	VDL	Future	Total	100%	Closings	4,397	5,455	6,173	5,797	5,831	23,256
418,904	601	5,132	6,984	43,322	282,398	757,341	100%	Housing Inv	15,962	15,624	15,290	14,423	12,717	6.6 mos
							100%	VDL Inv	39,971	38,182	37,251	39,172	43,322	26.0 mos
Bell							14%	Starts	492	623	785	819	670	2,897
Occ	Mod	FinVac	U/C	VDL	Future	Total	10%	Closings	429	469	639	586	714	2,408
7,194	59	846	893	6,845	27,040	42,877	14%	Housing Inv	1,299	1,453	1,599	1,842	1,798	9.0 mos
							16%	VDL Inv	6,915	7,050	6,793	7,037	6,845	28.4 mos
Burnet							2%	Starts	68	102	93	44	63	302
Occ	Mod	FinVac	U/C	VDL	Future	Total	1%	Closings	93	66	107	65	100	338
1,104	12	60	91	1,938	6,835	10,040	1%	Housing Inv	199	235	221	200	163	5.8 mos
							4%	VDL Inv	1,413	1,493	1,607	1,783	1,938	77.0 mos
Central							1%	Starts	16	42	54	38	6	140
Occ	Mod	FinVac	U/C	VDL	Future	Total	3%	Closings	54	81	203	287	168	739
21,154	4	538	967	274	5,914	28,851	12%	Housing Inv	2,108	2,069	1,920	1,671	1,509	24.5 mos
							1%	VDL Inv	395	372	318	280	274	23.5 mos
East							5%	Starts	202	298	263	354	160	1,075
Occ	Mod	FinVac	U/C	VDL	Future	Total	5%	Closings	265	418	290	300	255	1,263
22,057	36	341	241	2,018	27,588	52,281	5%	Housing Inv	806	686	659	713	618	5.9 mos
							5%	VDL Inv	1,788	1,850	2,025	1,964	2,018	22.5 mos
North							29%	Starts	1,172	1,245	1,799	1,371	1,314	5,729
Occ	Mod	FinVac	U/C	VDL	Future	Total	27%	Closings	976	1,544	1,703	1,347	1,738	6,332
149,224	178	881	1,918	10,643	56,208	219,052	23%	Housing Inv	3,580	3,281	3,377	3,401	2,977	5.6 mos
							25%	VDL Inv	9,215	8,606	8,287	9,437	10,643	22.3 mos
Northwest							17%	Starts	771	933	951	784	646	3,314
Occ	Mod	FinVac	U/C	VDL	Future	Total	17%	Closings	826	916	1,168	927	895	3,906
80,346	108	793	879	5,491	16,341	103,958	14%	Housing Inv	2,372	2,389	2,172	2,029	1,780	5.5 mos
							13%	VDL Inv	5,712	5,425	5,415	4,848	5,491	19.9 mos
South							22%	Starts	1,207	1,287	1,323	1,051	713	4,374
Occ	Mod	FinVac	U/C	VDL	Future	Total	23%	Closings	1,147	1,219	1,268	1,636	1,329	5,452
42,640	117	1,270	821	8,459	84,804	138,111	17%	Housing Inv	3,286	3,354	3,409	2,824	2,208	4.9 mos
							20%	VDL Inv	7,168	6,399	5,999	6,862	8,459	23.2 mos
Southeast							6%	Starts	255	352	337	231	297	1,217
Occ	Mod	FinVac	U/C	VDL	Future	Total	6%	Closings	221	342	401	345	345	1,433
30,678	60	231	660	4,679	42,745	79,053	7%	Housing Inv	1,167	1,177	1,113	999	951	8.0 mos
							11%	VDL Inv	4,619	4,267	4,118	4,305	4,679	46.1 mos
Southwest							3%	Starts	180	171	130	142	167	610
Occ	Mod	FinVac	U/C	VDL	Future	Total	4%	Closings	261	242	268	202	167	879
43,368	15	117	315	1,900	8,519	54,234	4%	Housing Inv	716	645	507	447	447	6.1 mos
							4%	VDL Inv	1,518	1,366	1,439	1,492	1,900	37.4 mos
West							2%	Starts	70	64	104	86	89	343
Occ	Mod	FinVac	U/C	VDL	Future	Total	2%	Closings	125	158	126	102	120	506
21,139	12	55	199	1,075	6,404	28,884	2%	Housing Inv	429	335	313	297	266	6.3 mos
							2%	VDL Inv	1,228	1,354	1,250	1,164	1,075	37.6 mos

# Historical Activity By Housing Type

## By Quarter

		4Q22	1Q23	2Q23	3Q23	4Q23	1Q24	2Q24	3Q24	4Q24	ANN. RATE
Single Family	Starts	2,354	2,499	4,861	4,716	4,257	4,791	5,448	4,541	3,901	18,681
	Closings	5,147	4,659	4,931	4,942	4,235	5,263	5,683	5,296	5,389	21,631
	Housing Inv	14,760	12,629	13,449	13,224	13,249	12,777	12,542	11,797	10,309	5.7 mos
	VDL Inv	29,180	31,636	37,160	38,002	37,557	35,684	34,986	37,013	40,917	26.3 mos
TH/Plex/Other	Starts	168	129	215	258	176	326	391	379	224	1,320
	Closings	207	248	246	277	128	184	321	265	364	1,134
	Housing Inv	1,066	947	926	907	1,007	1,149	1,219	1,333	1,193	12.6 mos
	VDL Inv	1,381	1,675	2,217	2,394	2,290	2,374	2,141	2,035	2,281	20.7 mos
Condominium	Starts	256	26	139	188	0	0	0	0	0	0
	Closings	201	118	81	17	34	8	169	236	78	491
	Housing Inv	1,603	1,511	1,569	1,740	1,706	1,698	1,529	1,293	1,215	29.7 mos
	Released	51	130	130	124	124	124	124	124	124	0.0

## By Profile

	OCC	MOD	F/V	U/C	T/INV	VDL	FUT	VAC LAND	SURVEY STAKES	EQUIP ON SITE	EXCA-VATION	STREET PAVING	STREET IN	TOTAL
Totals	418,904	601	5,132	6,984	12,717	43,322	282,398	256,505	13	11,036	10,206	4,530	108	757,341
Single Family	397,069	560	4,175	5,574	10,309	40,917	259,754	236,276	13	8,976	9,895	4,486	108	708,049
TH/Plex/Other	13,616	41	561	591	1,193	2,281	18,604	16,959	0	1,290	311	44	0	35,694
Condominium	8,219	0	396	819	1,215	124	4,040	3,270	0	770	0	0	0	13,598

## By Price Range

	Min Price Max Price	\$0 \$299K	\$300K \$349K	\$350K \$399K	\$400K \$449K	\$450K \$499K	\$500K \$549K	\$550K \$599K	\$600K \$99M	TOTAL
Totals		3,220	3,185	3,517	2,484	1,635	1,376	966	2,862	19,244
Single Family	Ann Starts	3,025	2,982	3,152	2,354	1,607	1,301	929	2,808	18,157
TH/Plex/Other	Ann Starts	195	203	365	130	28	75	37	54	1,087
Condominium	Ann Starts	0	0	0	0	0	0	0	0	0

## By Lot Width

	Min Lot Front Max Lot Front	N/A	< 50	50 54	55 59	60 64	65 69	70 79	80 89	> 90	TOTAL
Totals		1,845	7,546	5,960	714	1,770	407	814	223	722	20,001
Single Family	Ann Starts	1,079	7,080	5,942	714	1,700	407	814	223	722	18,681
TH/Plex/Other	Ann Starts	766	466	18	0	70	0	0	0	0	1,320
Condominium	Ann Starts	0	0	0	0	0	0	0	0	0	0

## By Base Price

	1Q24 AVERAGES			2Q24 AVERAGES			3Q24 AVERAGES			4Q24 AVERAGES		
	Price	Sqft	\$/SF	Price	Sqft	\$/SF	Price	Sqft	\$/SF	Price	Sqft	\$/SF
Single Family	\$532,389	2,433	\$218.75	\$531,109	2,436	\$217.59	\$529,448	2,434	\$216.83	\$528,075	2,444	\$215.69
TH/Plex/Other	\$547,543	1,936	\$286.96	\$526,268	1,938	\$274.48	\$485,964	1,903	\$265.23	\$562,072	1,996	\$287.43
Condominium	\$1,150,305	1,420	\$755.34	\$1,555,939	1,383	\$830.31	\$1,310,995	1,295	\$750.14	\$1,230,763	1,293	\$703.34

# Price Segmentation

## By Market Area

LOT RANGE	% SHARE OF MARKET		< \$299K	\$300K \$349K	\$350K \$399K	\$400K \$449K	\$450K \$499K	\$500K \$549K	\$550K \$599K	\$600K >	Total
Totals	100%	4Q24 Ann Starts	3,219	3,185	3,517	2,485	1,635	1,376	966	2,862	19,244
	100%	4Q24 Ann Closings	3,178	3,433	4,288	3,157	2,074	1,698	1,296	3,857	22,981
	100%	4Q24 Housing Inv	1,536	1,805	1,907	1,477	1,054	921	681	2,999	12,380
	100%	4Q24 VDL Inv	5,724	5,973	5,434	3,796	2,899	1,964	1,624	6,838	34,253
		Housing Supply (mos)	5.8	6.3	5.3	5.6	6.1	6.5	6.3	9.3	6.5
		VDL Supply (mos)	21.3	22.5	18.5	18.3	21.3	17.1	20.2	28.7	21.4
Bell 30'-311'	13.5%	4Q24 Ann Starts	1,190	547	372	196	96	72	46	87	2,606
	9.9%	4Q24 Ann Closings	966	436	281	228	120	101	64	88	2,284
	13.4%	4Q24 Housing Inv	629	354	240	152	106	68	31	80	1,660
	17.2%	4Q24 VDL Inv	1,739	1,380	1,030	494	331	236	157	533	5,901
		Housing Supply (mos)	7.8	9.8	10.2	8.0	10.6	8.1	5.8	10.9	8.7
		VDL Supply (mos)	17.5	30.3	33.3	30.2	41.3	39.3	41.1	73.8	27.2
Burnet 40'-626'	1.2%	4Q24 Ann Starts	30	45	51	53	5	11	3	37	235
	1.4%	4Q24 Ann Closings	46	23	76	98	31	8	3	33	318
	1.3%	4Q24 Housing Inv	4	35	30	31	12	5	4	37	157
	4.3%	4Q24 VDL Inv	5	234	173	133	72	60	54	739	1,470
		Housing Supply (mos)	1.1	18.3	4.8	3.8	4.4	6.9	15.3	13.4	5.9
		VDL Supply (mos)	2.1	62.6	40.9	30.1	157.9	68.0	199.4	240.0	75.1
Central 20'-400'	0.6%	4Q24 Ann Starts	0	0	0	0	1	29	43	51	124
	3.2%	4Q24 Ann Closings	10	50	42	45	47	85	121	324	724
	11.9%	4Q24 Housing Inv	0	3	16	76	68	129	146	1,031	1,469
	0.5%	4Q24 VDL Inv	10	0	8	0	39	12	20	94	182
		Housing Supply (mos)	0.1	0.7	4.5	20.4	17.3	18.2	14.5	38.2	24.3
		VDL Supply (mos)	-	-	-	0.0	556.1	4.8	5.5	22.0	17.6
East 30'-235'	5.5%	4Q24 Ann Starts	197	276	404	127	29	12	8	2	1,055
	5.5%	4Q24 Ann Closings	185	354	466	140	44	29	19	26	1,263
	4.9%	4Q24 Housing Inv	110	160	205	85	26	3	3	9	601
	4.1%	4Q24 VDL Inv	145	309	458	270	50	6	6	153	1,398
		Housing Supply (mos)	7.1	5.4	5.3	7.2	7.1	1.2	1.9	4.3	5.7
		VDL Supply (mos)	8.8	13.4	13.6	25.6	20.3	6.5	9.2	740.5	15.9
North 20'-400'	28.7%	4Q24 Ann Starts	845	719	1,080	807	571	466	294	745	5,527
	27.4%	4Q24 Ann Closings	825	716	1,304	1,030	692	534	358	839	6,298
	23.5%	4Q24 Housing Inv	285	418	582	392	331	273	187	439	2,907
	24.6%	4Q24 VDL Inv	1,196	1,472	1,450	1,168	875	594	496	1,158	8,411
		Housing Supply (mos)	4.1	7.0	5.4	4.6	5.7	6.1	6.3	6.3	5.5
		VDL Supply (mos)	17.0	24.6	16.1	17.4	18.4	15.3	20.3	18.7	18.3
Northwest 17'-400'	17.1%	4Q24 Ann Starts	0	93	400	478	381	447	331	1,162	3,291
	17.0%	4Q24 Ann Closings	0	144	465	556	430	467	366	1,471	3,899
	14.4%	4Q24 Housing Inv	2	39	157	262	198	226	149	748	1,780
	13.2%	4Q24 VDL Inv	16	149	475	525	610	516	305	1,933	4,528
		Housing Supply (mos)	120.0	3.2	4.1	5.7	5.5	5.8	4.9	6.1	5.5
		VDL Supply (mos)	-	19.2	14.2	13.2	19.2	13.8	11.1	20.0	16.5
South 20'-250'	22.4%	4Q24 Ann Starts	920	1,306	949	505	240	103	89	203	4,314
	23.7%	4Q24 Ann Closings	1,031	1,527	1,361	655	328	161	127	262	5,452
	17.7%	4Q24 Housing Inv	420	674	509	249	109	56	48	123	2,188
	17.4%	4Q24 VDL Inv	1,051	2,115	1,407	594	336	120	122	223	5,968
		Housing Supply (mos)	4.9	5.3	4.5	4.6	4.0	4.2	4.5	5.6	4.8
		VDL Supply (mos)	13.7	19.4	17.8	14.1	16.8	14.0	16.5	13.2	16.6
Southeast 25'-244'	6.2%	4Q24 Ann Starts	38	198	248	243	187	78	50	154	1,196
	6.2%	4Q24 Ann Closings	113	181	273	321	216	96	64	169	1,433
	7.4%	4Q24 Housing Inv	85	119	154	174	133	64	40	147	916
	12.1%	4Q24 VDL Inv	1,560	314	413	493	421	230	286	432	4,150
		Housing Supply (mos)	9.0	7.9	6.8	6.5	7.4	8.1	7.5	10.4	7.7
		VDL Supply (mos)	492.9	19.1	20.0	24.4	27.1	35.2	68.5	33.6	41.6

# Price Segmentation

## By Market Area

LOT RANGE	% SHARE OF MARKET		< \$299K	\$300K \$349K	\$350K \$399K	\$400K \$449K	\$450K \$499K	\$500K \$549K	\$550K \$599K	\$600K >	Total
Southwest 22'-550'	2.9%	4Q24 Ann Starts	0	1	14	76	119	109	44	194	556
	3.6%	4Q24 Ann Closings	1	1	20	82	158	157	91	315	825
	3.5%	4Q24 Housing Inv	0	3	13	55	70	67	32	196	436
	3.5%	4Q24 VDL Inv	0	0	19	119	151	121	85	690	1,185
		Housing Supply (mos)	0.0	42.6	7.8	8.1	5.3	5.1	4.2	7.5	6.3
		VDL Supply (mos)	0.0	0.0	16.7	18.8	15.3	13.3	23.1	42.8	25.6
West 20'-473'	1.8%	4Q24 Ann Starts	0	0	0	0	6	49	58	226	340
	2.1%	4Q24 Ann Closings	0	0	1	1	7	60	84	331	485
	2.1%	4Q24 Housing Inv	0	0	0	0	2	30	42	190	266
	3.1%	4Q24 VDL Inv	1	0	0	0	14	69	92	883	1,060
		Housing Supply (mos)	-	3.3	2.7	2.4	4.1	6.1	6.0	6.9	6.6
		VDL Supply (mos)	-	-	0.0	0.0	27.7	16.8	19.2	46.8	37.4

# Lot Segmentation

## By Market Area

PRICE RANGE	% SHARE OF MARKET		N/A	< 50	50-54	55-59	60-64	65-69	70-79	80-89	90 >	TOTAL
Totals	100%	Ann Starts	1,845	7,546	5,960	714	1,770	407	814	223	722	20,001
	100%	VDL Inv	14,156	9,525	8,803	669	2,885	465	2,428	553	3,838	43,322
	100%	Future Inv	249,265	10,954	11,452	699	3,593	469	2,643	586	2,737	282,398
		VDL Supply (mos)	92.1	15.1	17.7	11.2	19.6	13.7	35.8	29.8	63.8	26.0
Bell	14.5%	Ann Starts	573	179	1,121	139	207	231	182	71	194	2,897
\$170K-\$1.2M	15.8%	VDL Inv	2,862	322	1,791	115	363	171	341	93	787	6,845
	9.6%	Future Inv	26,439	0	601	0	0	0	0	0	0	27,040
		VDL Supply (mos)	59.9	21.6	19.2	9.9	21.0	8.9	22.5	15.7	48.7	28.4
Burnet	1.5%	Ann Starts	35	50	73	0	39	0	26	1	78	302
\$234K-\$2M	4.5%	VDL Inv	843	2	39	0	117	0	110	5	822	1,938
	2.4%	Future Inv	6,809	0	0	0	0	0	26	0	0	6,835
		VDL Supply (mos)	289.0	0.5	6.4	-	36.0	-	50.8	60.0	126.5	77.0
Central	0.7%	Ann Starts	46	11	83	0	0	0	0	0	0	140
\$71K-\$18.5M	0.6%	VDL Inv	173	61	35	0	1	0	0	0	4	274
	2.1%	Future Inv	5,906	0	8	0	0	0	0	0	0	5,914
		VDL Supply (mos)	45.1	66.5	5.1	-	-	-	-	-	-	23.5
East	5.4%	Ann Starts	56	514	474	0	28	1	0	0	2	1,075
\$75K-\$800K	4.7%	VDL Inv	551	442	858	22	127	0	0	0	18	2,018
	9.8%	Future Inv	20,752	2,091	3,917	0	744	0	0	0	84	27,588
		VDL Supply (mos)	118.1	10.3	21.7	-	54.4	0.0	-	-	108.0	22.5
North	28.6%	Ann Starts	551	2,582	1,577	316	398	66	194	18	27	5,729
\$80K-\$3M	24.6%	VDL Inv	3,398	3,522	2,288	208	609	25	269	50	274	10,643
	19.9%	Future Inv	48,324	3,693	2,318	95	882	0	357	129	410	56,208
		VDL Supply (mos)	74.0	16.4	17.4	7.9	18.4	4.5	16.6	33.3	121.8	22.3
Northwest	16.6%	Ann Starts	148	1,100	876	0	710	5	207	81	187	3,314
\$80K-\$5M	12.7%	VDL Inv	1,618	1,092	982	21	695	4	287	186	606	5,491
	5.8%	Future Inv	14,549	180	594	0	501	0	87	143	287	16,341
		VDL Supply (mos)	131.2	11.9	13.5	-	11.7	9.6	16.6	27.6	38.9	19.9
South	21.9%	Ann Starts	312	2,203	1,198	200	224	40	124	1	72	4,374
\$80K-\$1.18M	19.5%	VDL Inv	2,922	2,492	1,893	190	607	109	96	2	148	8,459
	30.0%	Future Inv	79,215	2,484	1,869	452	242	68	189	0	285	84,804
		VDL Supply (mos)	112.4	13.6	19.0	11.4	32.5	32.7	9.3	24.0	24.7	23.2
Southeast	6.1%	Ann Starts	80	584	352	10	93	11	0	12	75	1,217
\$80K-\$1.25M	10.8%	VDL Inv	959	1,147	695	80	139	78	1,226	120	235	4,679
	15.1%	Future Inv	35,069	1,898	1,611	152	522	401	1,788	272	1,032	42,745
		VDL Supply (mos)	143.9	23.6	23.7	96.0	17.9	85.1	-	120.0	37.6	46.1
Southwest	3.0%	Ann Starts	39	256	114	28	39	25	20	35	54	610
\$90K-\$6M	4.4%	VDL Inv	766	390	94	2	144	48	22	64	370	1,900
	3.0%	Future Inv	5,923	608	534	0	613	0	196	19	626	8,519
		VDL Supply (mos)	235.7	18.3	9.9	0.9	44.3	23.0	13.2	21.9	82.2	37.4
West	1.7%	Ann Starts	5	67	92	21	32	28	61	4	33	343
\$140K-\$15M	2.5%	VDL Inv	64	55	128	31	83	30	77	33	574	1,075
	2.3%	Future Inv	6,279	0	0	0	89	0	0	23	13	6,404
		VDL Supply (mos)	153.6	9.9	16.7	17.7	31.1	12.9	15.1	99.0	208.7	37.6



# Quarterly Plan Summary

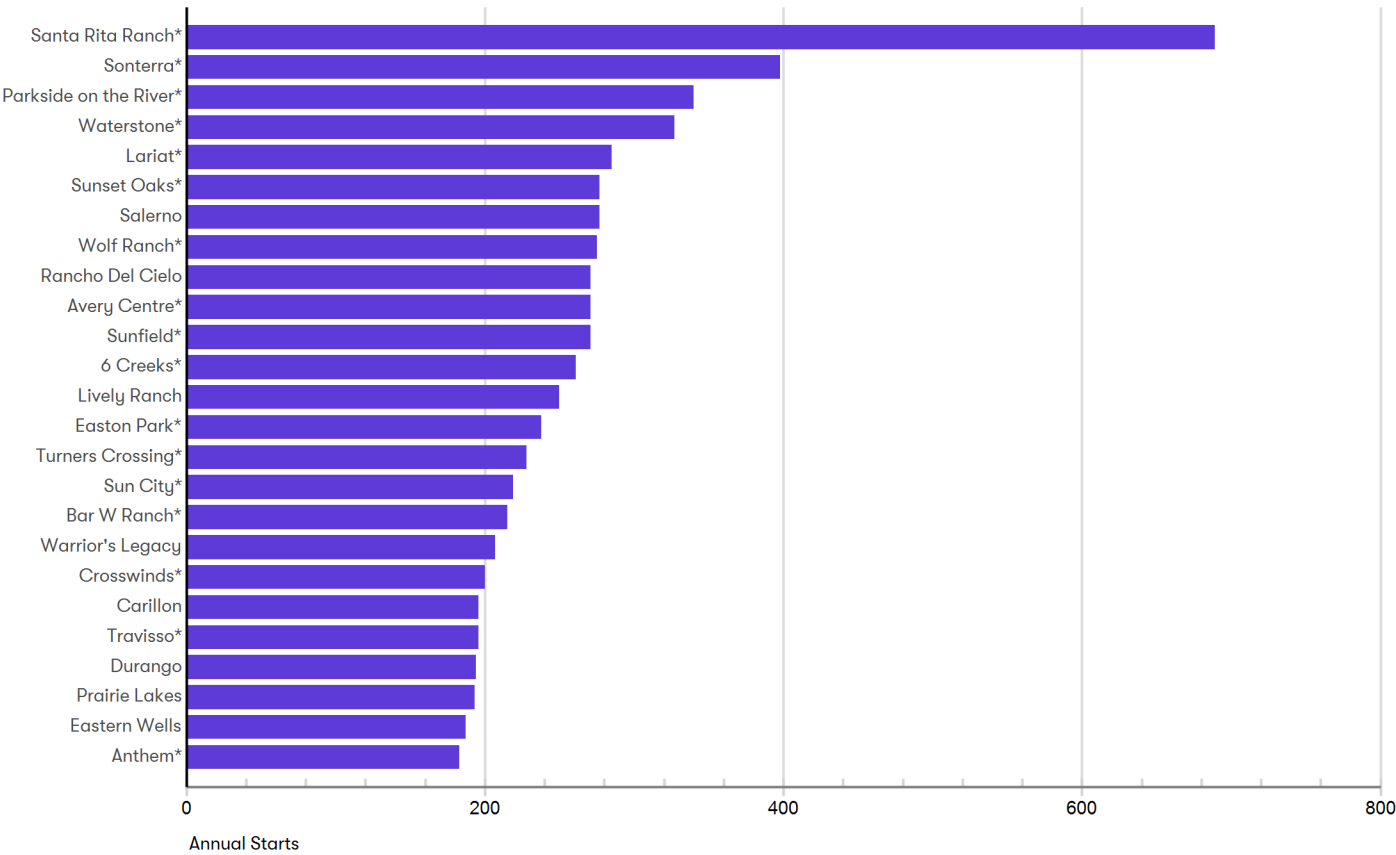
By Market Area

	4Q23 AVERAGES			1Q24 AVERAGES			2Q24 AVERAGES			3Q24 AVERAGES			4Q24 AVERAGES		
	Price	SqFt	\$/SF	Price	SqFt	\$/SF	Price	SqFt	\$/SF	Price	SqFt	\$/SF	Price	SqFt	\$/SF
Averages	\$531,309	2,447	\$218.6	\$531,359	2,437	\$219.8	\$535,172	2,441	\$220.2	\$530,130	2,426	\$219.5	\$528,924	2,434	\$218.4
Bell	\$366,607	2,056	\$178.6	\$369,550	2,069	\$179.4	\$357,360	2,017	\$178.5	\$366,737	2,030	\$181.0	\$377,830	2,069	\$182.8
Burnet	\$470,132	2,170	\$217.5	\$465,313	2,163	\$215.4	\$461,452	2,166	\$215.5	\$434,925	2,132	\$207.9	\$424,189	2,064	\$209.5
Central	\$1,044,978	1,949	\$508.9	\$993,413	1,798	\$548.4	\$1,143,317	1,743	\$593.5	\$994,712	1,649	\$552.0	\$983,664	1,699	\$529.4
East	\$369,498	1,919	\$195.5	\$359,377	1,912	\$190.2	\$356,493	1,929	\$187.5	\$362,427	1,955	\$188.1	\$397,084	2,098	\$196.3
North	\$504,660	2,381	\$213.2	\$510,264	2,381	\$215.7	\$518,732	2,404	\$216.4	\$510,477	2,363	\$216.6	\$505,209	2,373	\$213.8
Northwest	\$604,569	2,697	\$226.2	\$608,807	2,697	\$227.2	\$628,638	2,758	\$229.0	\$625,399	2,813	\$223.0	\$639,923	2,875	\$223.3
South	\$458,272	2,351	\$198.7	\$452,476	2,327	\$197.8	\$454,031	2,313	\$199.3	\$455,066	2,301	\$200.1	\$451,688	2,298	\$199.6
Southeast	\$534,821	2,341	\$233.2	\$525,175	2,304	\$232.2	\$517,210	2,330	\$226.7	\$500,438	2,261	\$225.6	\$488,920	2,240	\$222.3
Southwest	\$782,998	3,092	\$253.3	\$756,498	3,008	\$251.2	\$761,207	3,001	\$253.2	\$776,380	3,055	\$253.0	\$818,924	3,145	\$259.0
West	\$847,186	3,009	\$278.6	\$792,964	2,937	\$268.7	\$787,180	2,944	\$267.0	\$790,433	2,946	\$267.8	\$808,310	2,926	\$277.8

# Subdivision Ranking By Annual Starts

## Top 25 Subdivisions

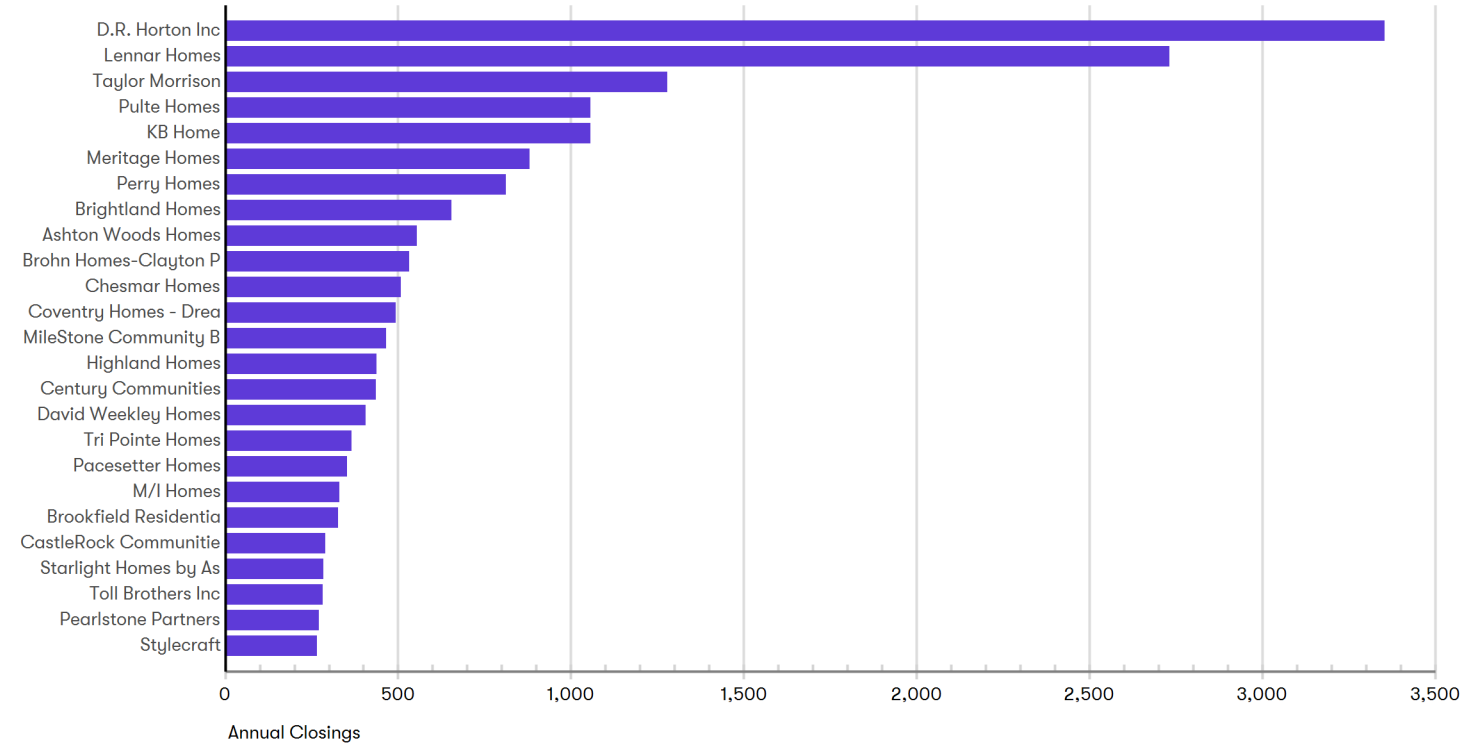
RANK	NAME	STYLE	ACTIVE BUILDERS	PRICE RANGE	ANN. STARTS	ANN. CLOSINGS	MARKET AREA
Totals					6,648	7,059	
1	Santa Rita Ranch*	Mixed	12	\$320-\$1,355	689	686	North
2	Sonterra*	Mixed	9	\$100-\$409	398	460	North
3	Parkside on the River*	Single Family	5	\$388-\$971	340	361	North
4	Waterstone*	Mixed	2	\$226-\$432	327	217	South
5	Lariat*	Single Family	6	\$310-\$721	285	227	Northwest
6	Salerno	Single Family	1	\$319-\$535	277	290	North
7	Sunset Oaks*	Single Family	2	\$212-\$395	277	245	South
8	Wolf Ranch*	Mixed	10	\$275-\$1,085	275	310	North
9	Sunfield*	Single Family	7	\$144-\$705	271	533	South
10	Avery Centre*	Mixed	4	\$338-\$517	271	272	North
11	Rancho Del Cielo	Single Family	1	\$221-\$280	271	253	North
12	6 Creeks*	Single Family	7	\$373-\$977	261	315	Southwest
13	Lively Ranch	Single Family	1	\$367-\$690	250	239	Northwest
14	Easton Park*	Mixed	6	\$234-\$808	238	247	Southeast
15	Turners Crossing*	Mixed	3	\$308-\$560	228	240	South
16	Sun City*	Mixed	1	\$130-\$617	219	229	North
17	Bar W Ranch*	Single Family	1	\$385-\$665	215	271	Northwest
18	Warrior's Legacy	Single Family	13	\$250-\$558	207	172	Bell
19	Crosswinds*	Single Family	7	\$302-\$722	200	314	South
20	Travisso*	Single Family	8	\$544-\$1,750	196	308	Northwest
21	Carillon	Single Family	4	\$350-\$496	196	253	East
22	Durango	Single Family	1	\$271-\$366	194	128	Southeast
23	Prairie Lakes	Single Family	1	\$312-\$382	193	175	South
24	Eastern Wells	Single Family	5	\$270-\$345	187	113	North
25	Anthem*	Single Family	8	\$300-\$650	183	201	Southwest



# Builder Benchmark: Observed Closings

## Top 25 Builders

RANK	NAME	1Q24 CLOSINGS	2Q24 CLOSINGS	3Q24 CLOSINGS	4Q24 CLOSINGS	ANNUAL CLOSINGS	% SHARE OF MARKET
	All Builders Totals	5,455	6,173	5,797	5,831	23,256	100%
	All Prod Builders Totals	5,249	5,940	5,622	5,589	22,400	96.3%
1	D.R. Horton Inc	810	895	886	763	3,354	14.4%
2	Lennar Homes	571	574	738	848	2,731	11.7%
3	Taylor Morrison	291	321	349	318	1,279	5.5%
4	KB Home	211	346	228	271	1,056	4.5%
5	Pulte Homes	252	319	283	202	1,056	4.5%
6	Meritage Homes	245	315	192	128	880	3.8%
7	Perry Homes	221	194	177	221	813	3.5%
8	Brightland Homes	180	147	162	166	655	2.8%
9	Ashton Woods Homes	156	127	132	140	555	2.4%
10	Brohn Homes-Clayton Properties Group	150	100	168	115	533	2.3%
	Top 10 Totals	3,087	3,338	3,315	3,172	12,912	55.5%
11	Chesmar Homes	112	131	120	145	508	2.2%
12	Coventry Homes - Dream Finders Homes	123	111	118	142	494	2.1%
13	MileStone Community Builders	84	129	148	105	466	2.0%
14	Highland Homes	105	116	108	109	438	1.9%
15	Century Communities	91	105	125	116	437	1.9%
16	David Weekley Homes	115	77	88	127	407	1.8%
17	Tri Pointe Homes	78	84	78	126	366	1.6%
18	Pacesetter Homes	70	105	85	92	352	1.5%
19	M/I Homes	90	110	51	79	330	1.4%
20	Brookfield Residential	76	86	66	98	326	1.4%
21	CastleRock Communities	131	70	34	55	290	1.2%
22	Starlight Homes by Ashton Woods	91	99	56	38	284	1.2%
23	Toll Brothers Inc	51	90	67	75	283	1.2%
24	Pearlstone Partners	0	70	193	9	272	1.2%
25	Stylecraft	48	66	77	74	265	1.1%
	Top 25 Totals	4,352	4,787	4,729	4,562	18,430	79.2%



# Austin Market Area Map

