# Supplemental Appendix A

Annual Closed Home Sales | Holly Lake Ranch, Hideaway & Quitman | 2016–2026

Issued September 2026 • Companion to the previously distributed HOA Costs, Financial Management and Property Values report

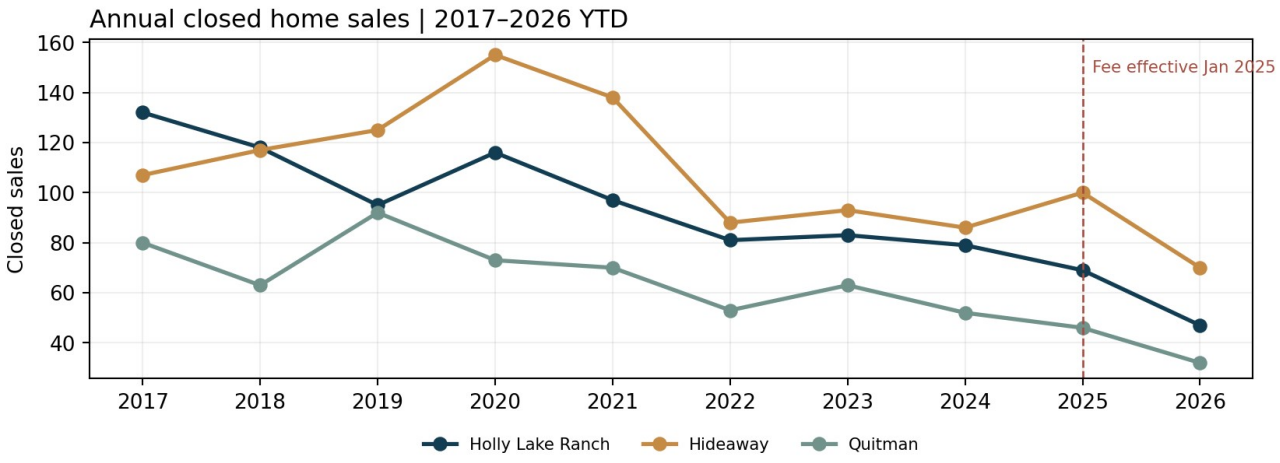
## Purpose and principal finding

This appendix adds closed-sale unit counts to the original property-value and marketability analysis. In the first full year following the January 1, 2025 initiation-fee change, Holly Lake Ranch (HLR) closed 69 sales, down from 79 in 2024 (−12.7%). Hideaway increased from 86 to 100 (+16.3%), while Quitman declined from 52 to 46 (−11.5%). The 2025 decline was therefore not unique to HLR. Over equivalent January 1–September 18 periods from 2024 to 2026, however, HLR declined 16.1%, versus a 5.9% decline in Quitman and a 20.7% increase in Hideaway.

## Annual closed single-family home sales

| Year | HLR | Hideaway | Quitman |
|---|---|---|---|
| 2016 * | 26 | 24 | 23 |
| 2017 | 132 | 107 | 80 |
| 2018 | 118 | 117 | 63 |
| 2019 | 95 | 125 | 92 |
| 2020 | 116 | 155 | 73 |
| 2021 | 97 | 138 | 70 |
| 2022 | 81 | 88 | 53 |
| 2023 | 83 | 93 | 63 |
| 2024 | 79 | 86 | 52 |
| 2025 | 69 | 100 | 46 |
| 2026 † | 47 | 70 | 32 |

* 2016 begins in September. † 2026 is year-to-date, not a full calendar year. Counts reflect the MLS exports provided for this study; they are not a census of every transaction across all MLS systems.



## Like-for-like year-to-date comparison

The following comparison uses January 1–September 18 for each year rather than comparing 2026 year-to-date with full-year totals.

| Community | 2024 | 2025 | 2026 | 2024–26 change |
|---|---|---|---|---|
| **Holly Lake Ranch** | 56 | 54 | 47 | -16.1% |
| **Hideaway** | 58 | 74 | 70 | +20.7% |
| **Quitman** | 34 | 36 | 32 | -5.9% |

## Interpretation for the original report

Closed-sale volume provides a further measure of transaction activity. HLR's same-period decline exceeds Quitman's, while Hideaway's volume increased. This pattern is consistent with the Advisory's reported buyer resistance and the original report's findings on marketing time and price negotiation, particularly among lower-priced HLR homes. It does not independently identify how many purchases were lost because of the initiation fee.

A further inventory check is needed before treating lower closed-sale volume as a direct measure of reduced buyer demand: fewer listings offered for sale can also produce fewer closings. Annual new listings, active inventory and pending sales would help distinguish reduced supply from weaker absorption.

## How this appendix should be used

Read this supplement alongside the original report. It adds a transaction-volume measure without changing the original report's fee-benefit comparison, affordability discussion or Realtors' transaction-level observations. It does not claim a quantified dollar impact on home values or attribute every unclosed transaction to the fee.

## Data and calculation notes

Source: user-supplied GTAR/MLS CSV exports titled "HLR 10 Year.csv" (943 rows), "HIDEAWAY  10 Year.csv" (1,103 rows) and "QUITMAN 10 Year.csv" (647 rows). Closed sales counted by Close Date; residential single-family detached, sold records as exported. Dataset close-date ranges: HLR September 19, 2016–September 18, 2026; Hideaway September 20, 2016–September 10, 2026; Quitman September 19, 2016–September 17, 2026. The equivalent-period table uses a September 18 cutoff; the last observed closing dates differ among the exports. Percent change = (later count ÷ earlier count − 1) × 100. Small-market counts may fluctuate with inventory and transaction mix.