

Local Market Updates

A RESEARCH TOOL PROVIDED BY THE
NORTH TEXAS REAL ESTATE INFORMATION SYSTEMS, INC.

June 2019

Collin County
Dallas County
Denton County
Johnson County
Parker County
Tarrant County

Local Market Update – June 2019

A RESEARCH TOOL PROVIDED BY NORTH TEXAS REAL ESTATE INFORMATION SYSTEMS, INC.



- 10.0%

- 5.7%

+ 1.5%

Change in
New Listings

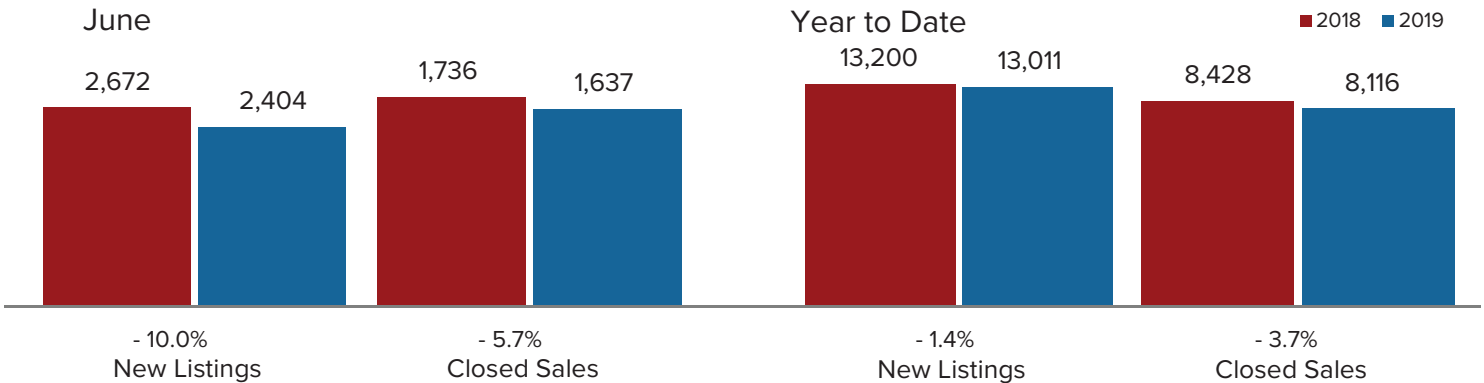
Change in
Closed Sales

Change in
Median Sales Price

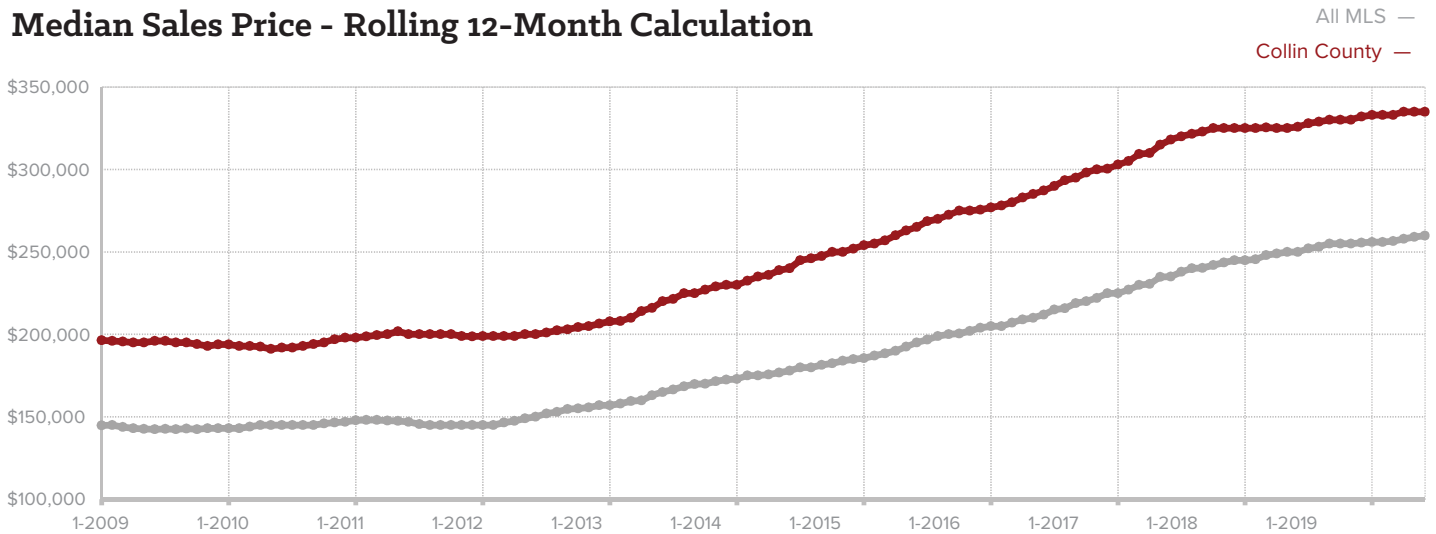
Collin County

| | June | | | Year to Date | | |
|--|-----------|-----------|---------|--------------|-----------|---------|
| | 2018 | 2019 | + / - | 2018 | 2019 | + / - |
| New Listings | 2,672 | 2,404 | - 10.0% | 13,200 | 13,011 | - 1.4% |
| Pending Sales | 1,625 | 1,309 | - 19.4% | 9,216 | 8,828 | - 4.2% |
| Closed Sales | 1,736 | 1,637 | - 5.7% | 8,428 | 8,116 | - 3.7% |
| Average Sales Price* | \$388,700 | \$398,635 | + 2.6% | \$371,264 | \$380,070 | + 2.4% |
| Median Sales Price* | \$346,825 | \$352,000 | + 1.5% | \$332,000 | \$339,900 | + 2.4% |
| Percent of Original List Price Received* | 97.5% | 96.5% | - 1.0% | 97.2% | 95.9% | - 1.3% |
| Days on Market Until Sale | 38 | 50 | + 31.6% | 47 | 61 | + 29.8% |
| Inventory of Homes for Sale | 5,107 | 5,458 | + 6.9% | -- | -- | -- |
| Months Supply of Inventory | 3.6 | 4.1 | 0.0% | -- | -- | -- |

* Does not include prices from any previous listing contracts or seller concessions. | Activity for one month can sometimes look extreme due to small sample size.



Median Sales Price - Rolling 12-Month Calculation



Local Market Update – June 2019

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- 3.9%

- 15.6%

+ 5.6%

Change in
New Listings

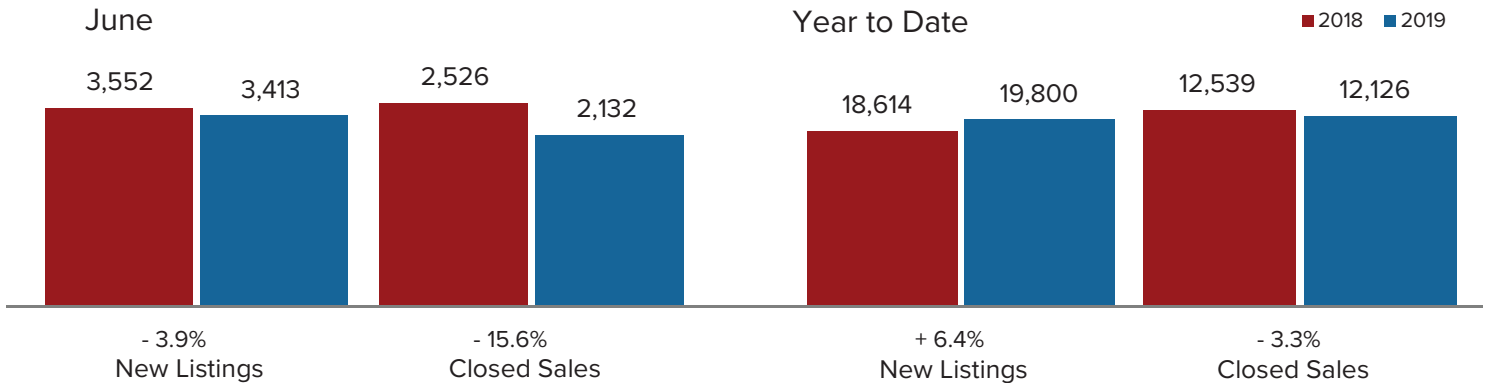
Change in
Closed Sales

Change in
Median Sales Price

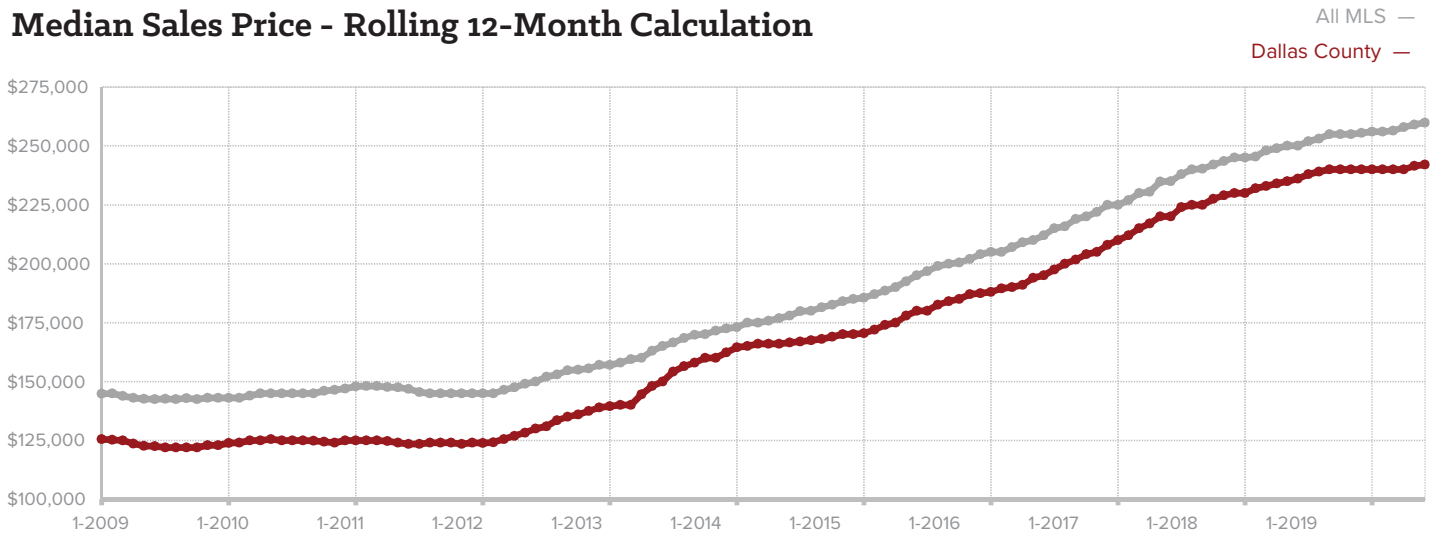
Dallas County

| | June | | | Year to Date | | |
|--|-----------|-----------|---------|--------------|-----------|---------|
| | 2018 | 2019 | + / - | 2018 | 2019 | + / - |
| New Listings | 3,552 | 3,413 | - 3.9% | 18,614 | 19,800 | + 6.4% |
| Pending Sales | 2,309 | 2,059 | - 10.8% | 13,405 | 13,273 | - 1.0% |
| Closed Sales | 2,526 | 2,132 | - 15.6% | 12,539 | 12,126 | - 3.3% |
| Average Sales Price* | \$386,568 | \$395,082 | + 2.2% | \$357,449 | \$359,855 | + 0.7% |
| Median Sales Price* | \$255,550 | \$269,800 | + 5.6% | \$245,000 | \$247,000 | + 0.8% |
| Percent of Original List Price Received* | 97.5% | 96.9% | - 0.6% | 97.4% | 96.3% | - 1.1% |
| Days on Market Until Sale | 30 | 37 | + 23.3% | 35 | 42 | + 20.0% |
| Inventory of Homes for Sale | 5,966 | 6,986 | + 17.1% | -- | -- | -- |
| Months Supply of Inventory | 2.8 | 3.4 | 0.0% | -- | -- | -- |

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Median Sales Price - Rolling 12-Month Calculation



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- 5.5%

- 10.9%

0.0%

Change in
New Listings

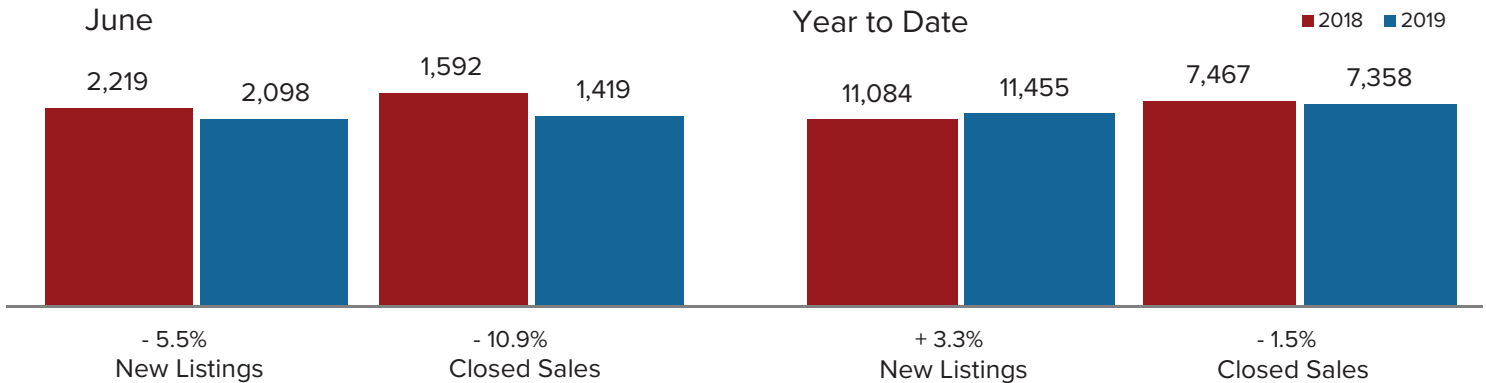
Change in
Closed Sales

Change in
Median Sales Price

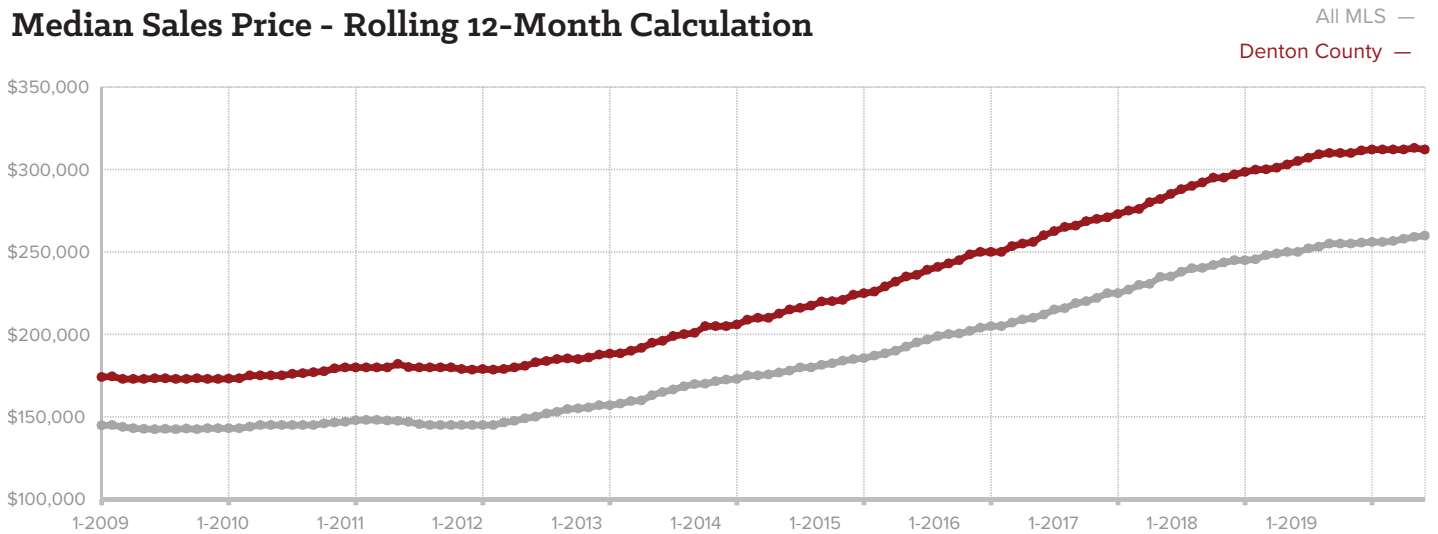
Denton County

| | June | | | Year to Date | | |
|--|-----------|-----------|---------|--------------|-----------|---------|
| | 2018 | 2019 | + / - | 2018 | 2019 | + / - |
| New Listings | 2,219 | 2,098 | - 5.5% | 11,084 | 11,455 | + 3.3% |
| Pending Sales | 1,478 | 1,370 | - 7.3% | 8,069 | 8,227 | + 2.0% |
| Closed Sales | 1,592 | 1,419 | - 10.9% | 7,467 | 7,358 | - 1.5% |
| Average Sales Price* | \$368,334 | \$364,294 | - 1.1% | \$355,455 | \$360,001 | + 1.3% |
| Median Sales Price* | \$325,000 | \$325,000 | 0.0% | \$314,445 | \$315,000 | + 0.2% |
| Percent of Original List Price Received* | 97.6% | 97.0% | - 0.6% | 97.5% | 96.6% | - 0.9% |
| Days on Market Until Sale | 39 | 47 | + 20.5% | 44 | 54 | + 22.7% |
| Inventory of Homes for Sale | 3,814 | 4,381 | + 14.9% | -- | -- | -- |
| Months Supply of Inventory | 3.0 | 3.5 | + 33.3% | -- | -- | -- |

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Median Sales Price - Rolling 12-Month Calculation



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- 11.5%

- 7.5%

+ 15.0%

Change in
New Listings

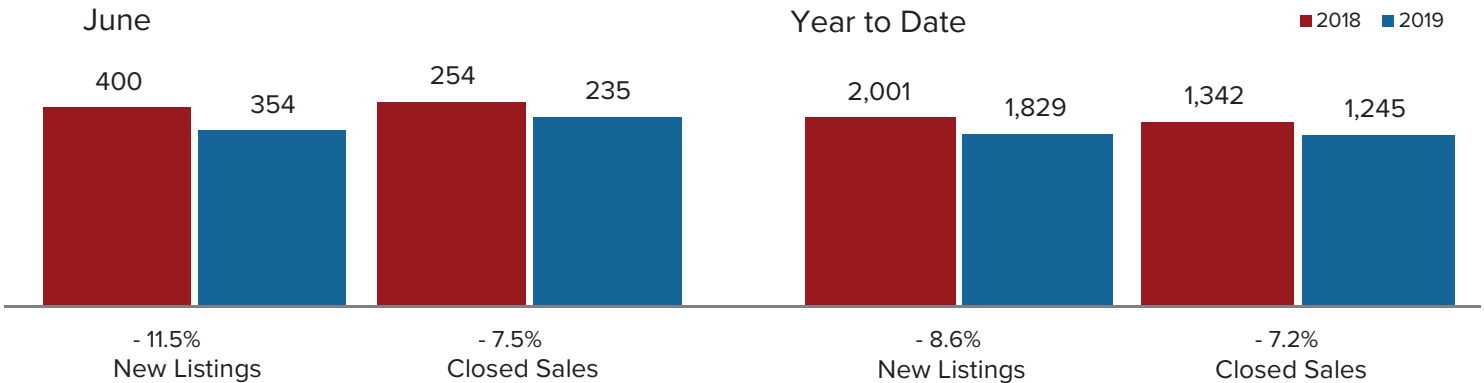
Change in
Closed Sales

Change in
Median Sales Price

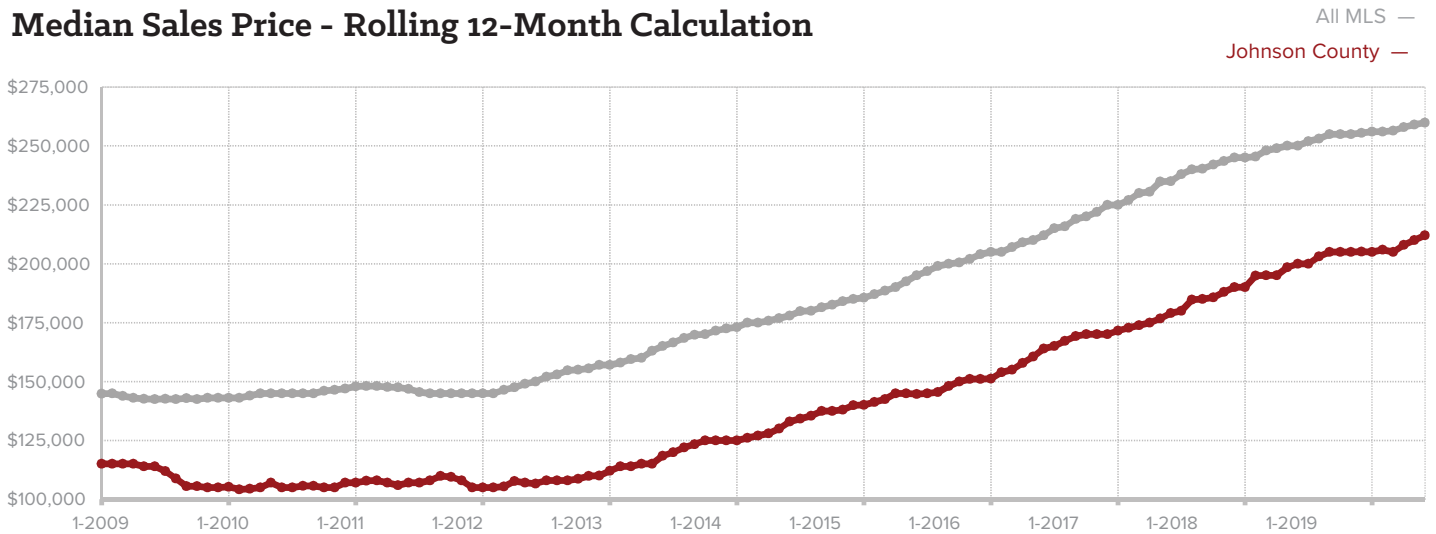
Johnson County

| | June | | | Year to Date | | |
|--|-----------|-----------|---------|--------------|-----------|---------|
| | 2018 | 2019 | + / - | 2018 | 2019 | + / - |
| New Listings | 400 | 354 | - 11.5% | 2,001 | 1,829 | - 8.6% |
| Pending Sales | 286 | 229 | - 19.9% | 1,532 | 1,371 | - 10.5% |
| Closed Sales | 254 | 235 | - 7.5% | 1,342 | 1,245 | - 7.2% |
| Average Sales Price* | \$232,068 | \$256,700 | + 10.6% | \$229,646 | \$241,808 | + 5.3% |
| Median Sales Price* | \$200,000 | \$230,000 | + 15.0% | \$205,000 | \$219,000 | + 6.8% |
| Percent of Original List Price Received* | 97.3% | 98.4% | + 1.1% | 97.6% | 97.3% | - 0.3% |
| Days on Market Until Sale | 38 | 39 | + 2.6% | 41 | 47 | + 14.6% |
| Inventory of Homes for Sale | 700 | 662 | - 5.4% | -- | -- | -- |
| Months Supply of Inventory | 3.0 | 3.0 | 0.0% | -- | -- | -- |

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Median Sales Price - Rolling 12-Month Calculation



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+ 14.9%

- 19.4%

+ 1.1%

Change in
New Listings

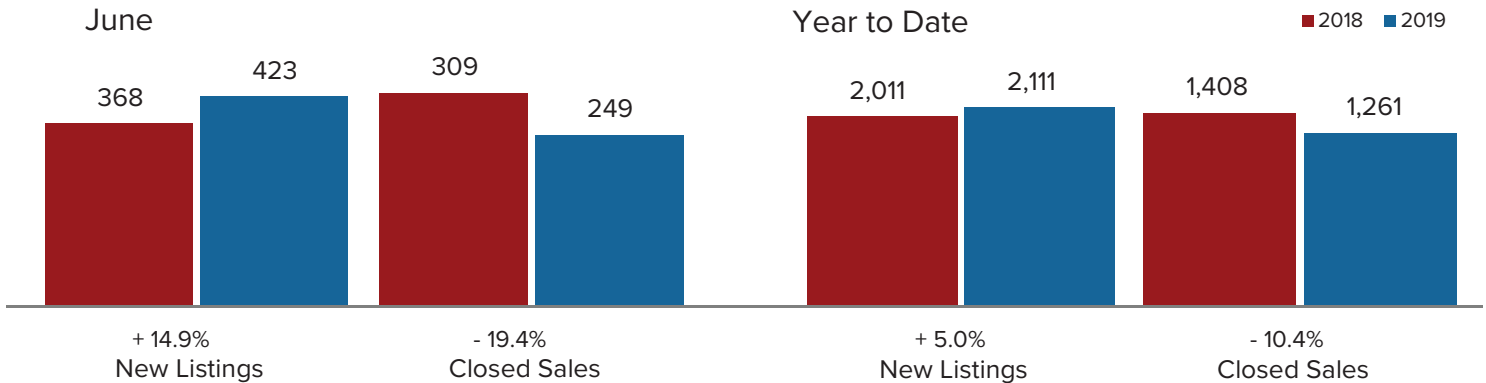
Change in
Closed Sales

Change in
Median Sales Price

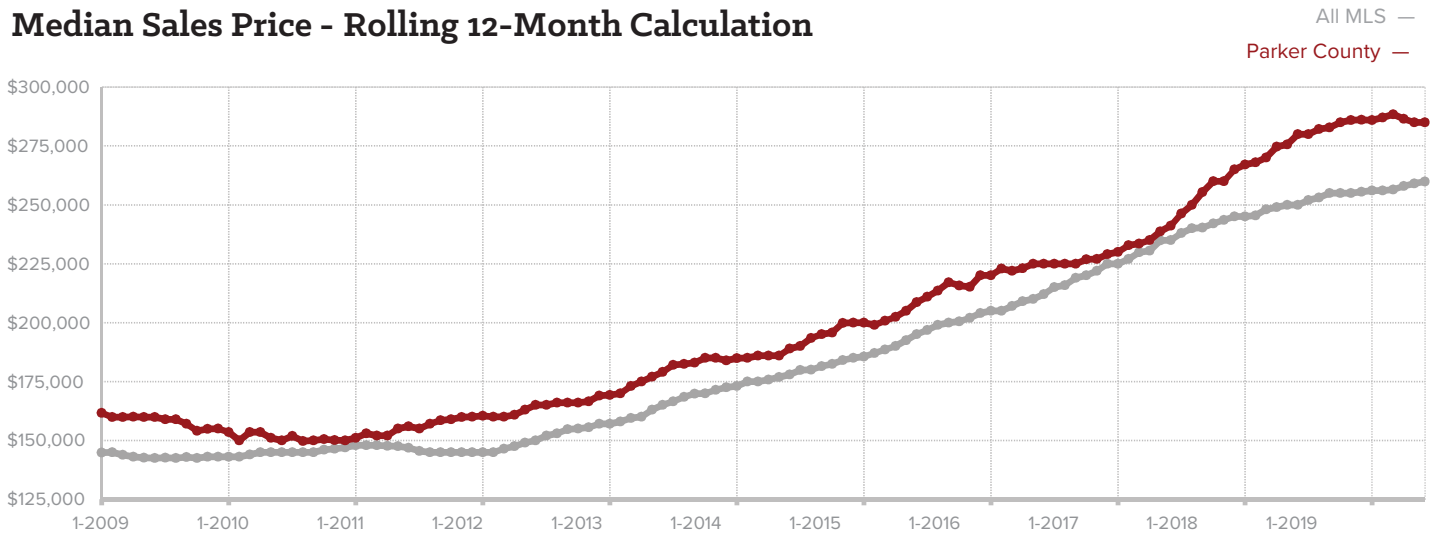
Parker County

| | June | | | Year to Date | | |
|--|-----------|-----------|---------|--------------|-----------|---------|
| | 2018 | 2019 | + / - | 2018 | 2019 | + / - |
| New Listings | 368 | 423 | + 14.9% | 2,011 | 2,111 | + 5.0% |
| Pending Sales | 277 | 216 | - 22.0% | 1,565 | 1,396 | - 10.8% |
| Closed Sales | 309 | 249 | - 19.4% | 1,408 | 1,261 | - 10.4% |
| Average Sales Price* | \$327,798 | \$339,527 | + 3.6% | \$309,747 | \$315,841 | + 2.0% |
| Median Sales Price* | \$305,650 | \$309,000 | + 1.1% | \$287,000 | \$285,000 | - 0.7% |
| Percent of Original List Price Received* | 97.1% | 96.8% | - 0.3% | 96.4% | 96.5% | + 0.1% |
| Days on Market Until Sale | 61 | 63 | + 3.3% | 64 | 60 | - 6.3% |
| Inventory of Homes for Sale | 822 | 946 | + 15.1% | -- | -- | -- |
| Months Supply of Inventory | 3.5 | 4.3 | 0.0% | -- | -- | -- |

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Median Sales Price - Rolling 12-Month Calculation



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- 8.1%

- 10.9%

+ 4.2%

Change in
New Listings

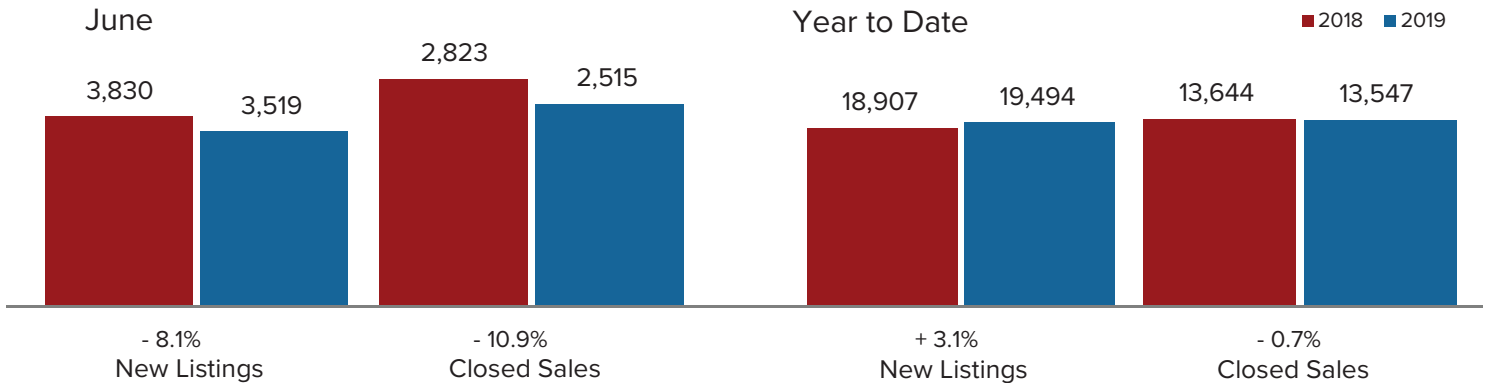
Change in
Closed Sales

Change in
Median Sales Price

Tarrant County

| | June | | | Year to Date | | |
|--|-----------|-----------|---------|--------------|-----------|---------|
| | 2018 | 2019 | + / - | 2018 | 2019 | + / - |
| New Listings | 3,830 | 3,519 | - 8.1% | 18,907 | 19,494 | + 3.1% |
| Pending Sales | 2,748 | 2,461 | - 10.4% | 14,879 | 14,999 | + 0.8% |
| Closed Sales | 2,823 | 2,515 | - 10.9% | 13,644 | 13,547 | - 0.7% |
| Average Sales Price* | \$298,325 | \$305,154 | + 2.3% | \$280,916 | \$287,937 | + 2.5% |
| Median Sales Price* | \$240,000 | \$250,000 | + 4.2% | \$230,000 | \$239,900 | + 4.3% |
| Percent of Original List Price Received* | 98.5% | 98.0% | - 0.5% | 98.3% | 97.3% | - 1.0% |
| Days on Market Until Sale | 26 | 31 | + 19.2% | 33 | 40 | + 21.2% |
| Inventory of Homes for Sale | 5,510 | 5,840 | + 6.0% | -- | -- | -- |
| Months Supply of Inventory | 2.4 | 2.5 | + 50.0% | -- | -- | -- |

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Median Sales Price - Rolling 12-Month Calculation

