

Local Market Updates

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



October 2019

Anderson County
Bosque County
Brown County
Callahan County
Clay County
Coleman County
Collin County
Comanche County
Cooke County
Dallas County
Delta County
Denton County
Eastland County
Ellis County
Erath County
Fannin County
Franklin County
Freestone County
Grayson County
Hamilton County
Harrison County
Henderson County
Hill County
Hood County
Hopkins County
Hunt County

Jack County
Johnson County
Jones County
Kaufman County
Lamar County
Limestone County
Montague County
Navarro County
Nolan County
Palo Pinto County
Parker County
Rains County
Rockwall County
Shackelford County
Smith County
Somervell County
Stephens County
Stonewall County
Tarrant County
Taylor County
Upshur County
Van Zandt County
Wise County
Wood County
Young County

Local Market Update – October 2019

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



- 12.5%

- 33.3%

+ 188.8%

Change in
New Listings

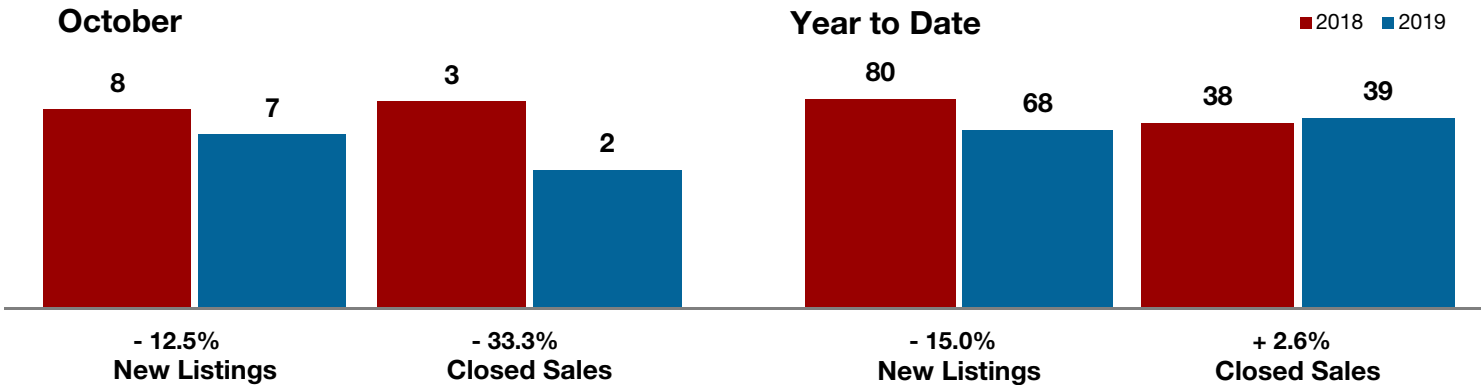
Change in
Closed Sales

Change in
Median Sales Price

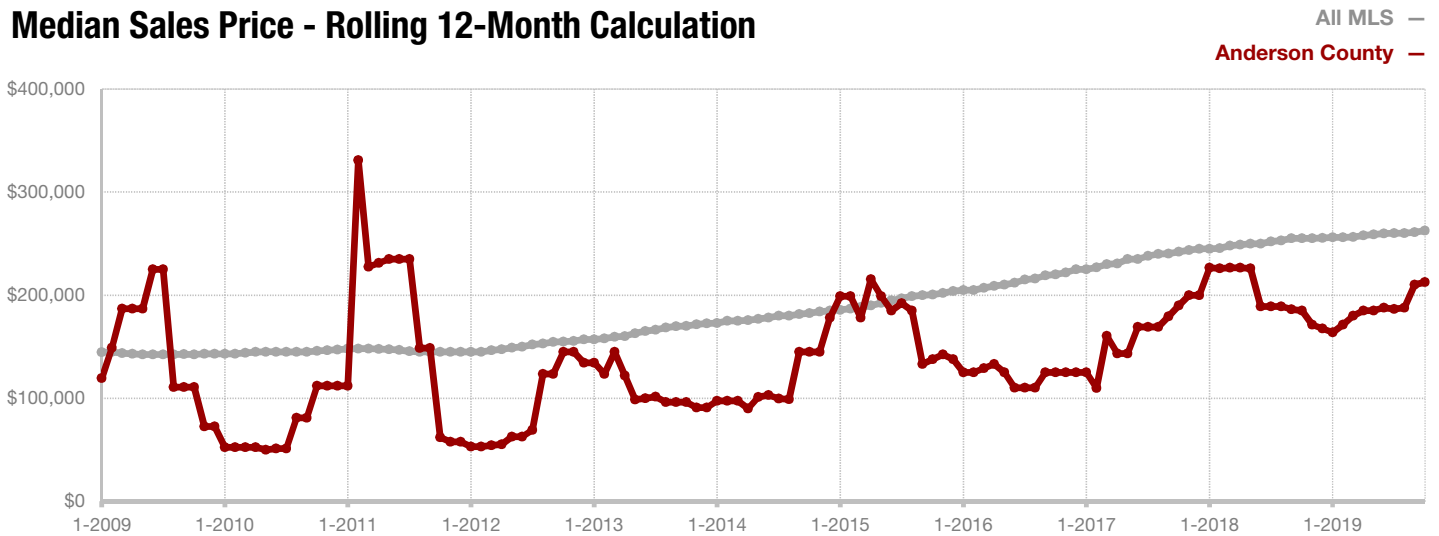
Anderson County

	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	8	7	- 12.5%	80	68	- 15.0%
Pending Sales	7	7	0.0%	44	43	- 2.3%
Closed Sales	3	2	- 33.3%	38	39	+ 2.6%
Average Sales Price*	\$114,000	\$231,000	+ 102.6%	\$188,647	\$274,785	+ 45.7%
Median Sales Price*	\$80,000	\$231,000	+ 188.8%	\$164,000	\$219,000	+ 33.5%
Percent of Original List Price Received*	80.8%	95.8%	+ 18.6%	92.0%	93.3%	+ 1.4%
Days on Market Until Sale	40	59	+ 47.5%	70	114	+ 62.9%
Inventory of Homes for Sale	36	31	- 13.9%	--	--	--
Months Supply of Inventory	9.0	7.3	- 22.2%	--	--	--

* 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 – October 2019

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



- 13.8%

Change in
New Listings

- 9.1%

Change in
Closed Sales

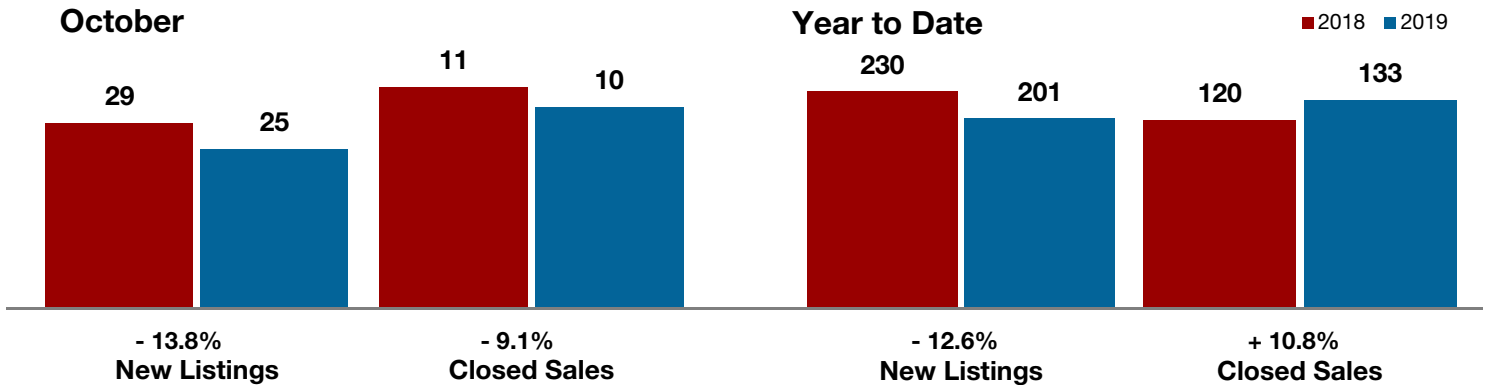
- 31.4%

Change in
Median Sales Price

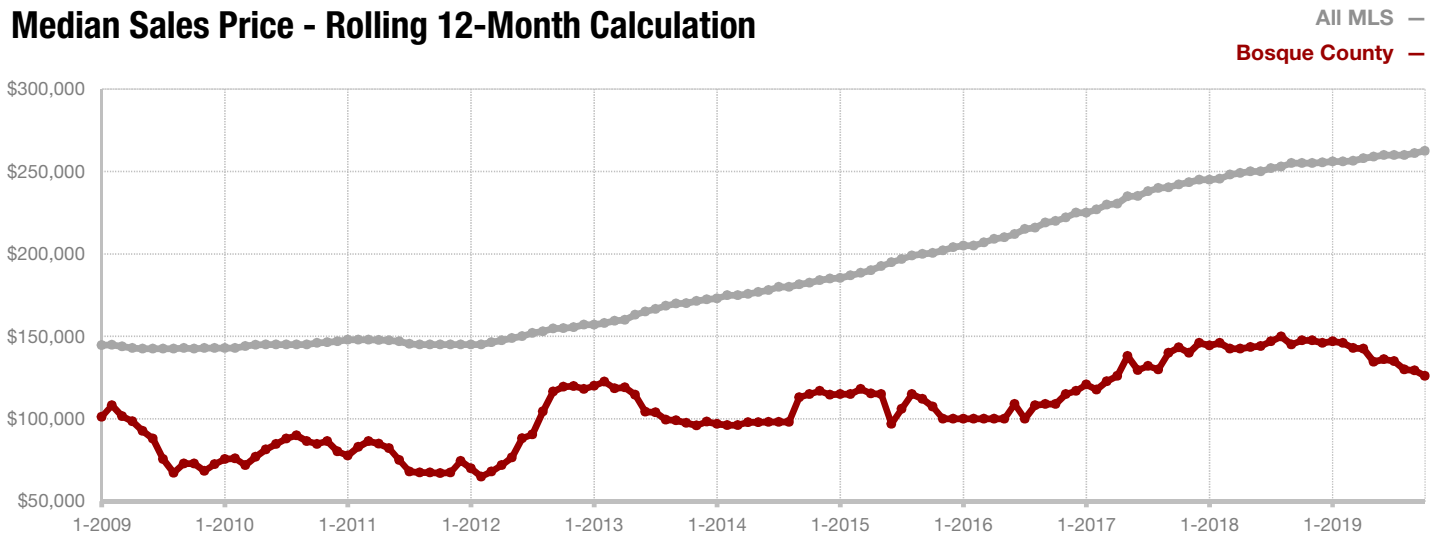
Bosque County

	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	29	25	- 13.8%	230	201	- 12.6%
Pending Sales	5	13	+ 160.0%	124	145	+ 16.9%
Closed Sales	11	10	- 9.1%	120	133	+ 10.8%
Average Sales Price*	\$238,873	\$168,300	- 29.5%	\$244,760	\$168,605	- 31.1%
Median Sales Price*	\$178,500	\$122,450	- 31.4%	\$146,000	\$125,000	- 14.4%
Percent of Original List Price Received*	86.8%	92.1%	+ 6.1%	90.0%	90.6%	+ 0.7%
Days on Market Until Sale	110	102	- 7.3%	91	95	+ 4.4%
Inventory of Homes for Sale	107	82	- 23.4%	--	--	--
Months Supply of Inventory	9.3	6.1	- 33.3%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – October 2019

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+ 38.2%

- 11.6%

+ 0.5%

Change in
New Listings

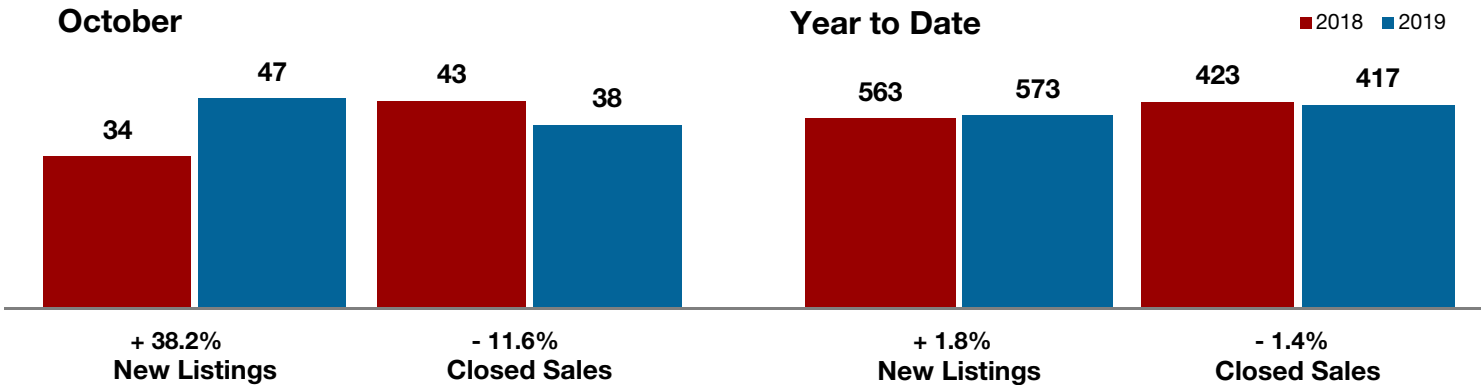
Change in
Closed Sales

Change in
Median Sales Price

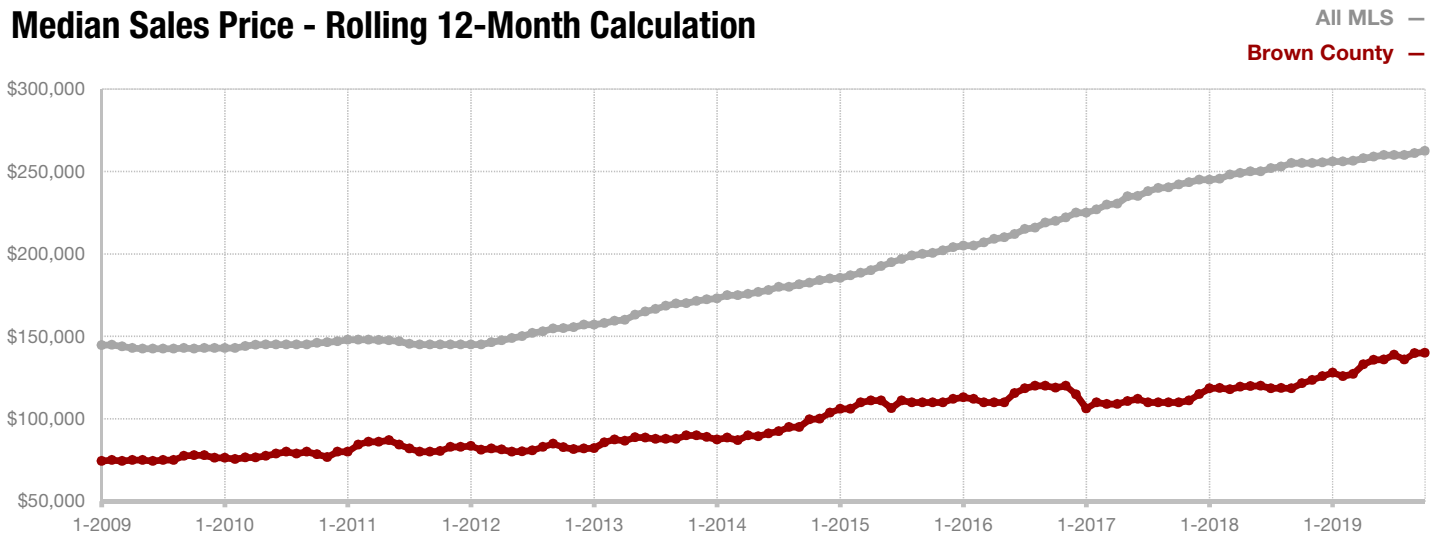
Brown County

	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	34	47	+ 38.2%	563	573	+ 1.8%
Pending Sales	35	27	- 22.9%	425	425	0.0%
Closed Sales	43	38	- 11.6%	423	417	- 1.4%
Average Sales Price*	\$181,145	\$210,871	+ 16.4%	\$158,374	\$172,414	+ 8.9%
Median Sales Price*	\$147,000	\$147,750	+ 0.5%	\$122,000	\$135,800	+ 11.3%
Percent of Original List Price Received*	90.9%	95.1%	+ 4.6%	91.4%	93.0%	+ 1.8%
Days on Market Until Sale	80	96	+ 20.0%	96	93	- 3.1%
Inventory of Homes for Sale	221	199	- 10.0%	--	--	--
Months Supply of Inventory	5.6	5.0	- 16.7%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – October 2019

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



- 14.3%

+ 58.3%

+ 22.8%

Change in
New Listings

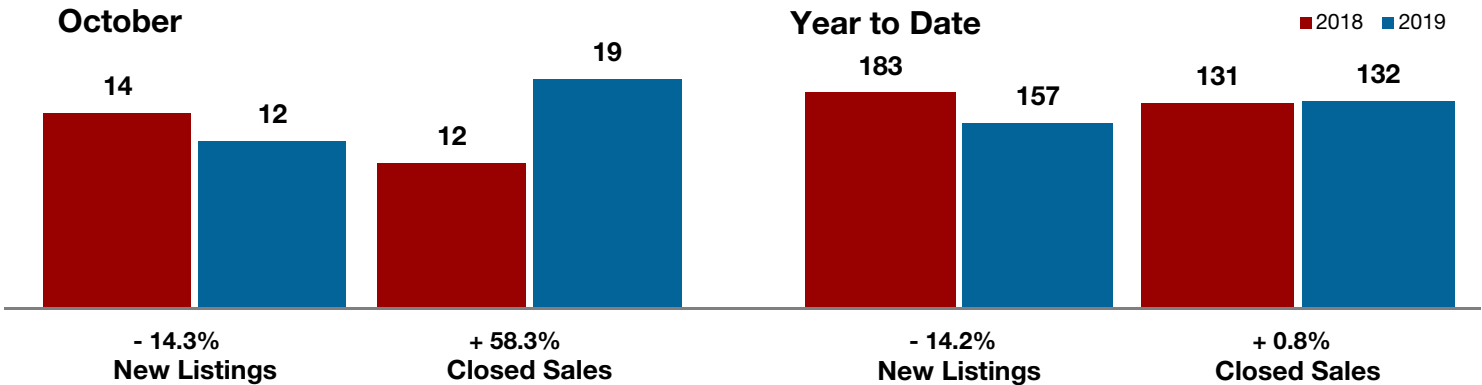
Change in
Closed Sales

Change in
Median Sales Price

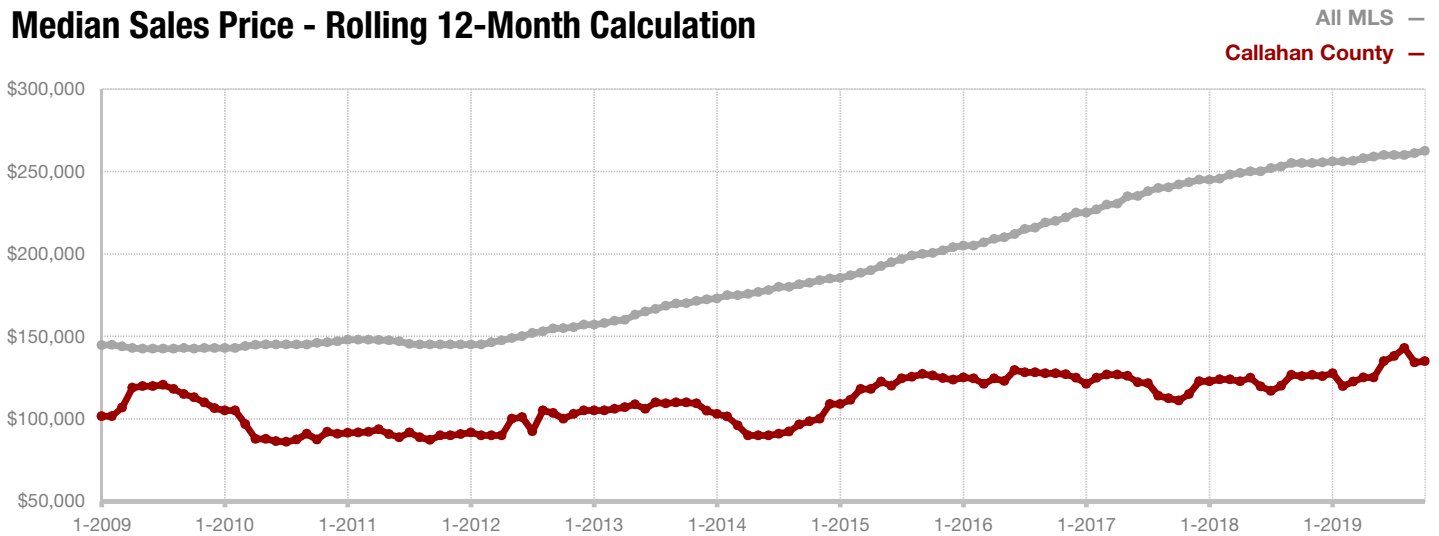
Callahan County

	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	14	12	- 14.3%	183	157	- 14.2%
Pending Sales	13	11	- 15.4%	136	136	0.0%
Closed Sales	12	19	+ 58.3%	131	132	+ 0.8%
Average Sales Price*	\$118,609	\$154,021	+ 29.9%	\$136,662	\$157,640	+ 15.4%
Median Sales Price*	\$109,950	\$135,000	+ 22.8%	\$125,900	\$135,000	+ 7.2%
Percent of Original List Price Received*	91.0%	89.3%	- 1.9%	92.3%	94.7%	+ 2.6%
Days on Market Until Sale	60	48	- 20.0%	68	70	+ 2.9%
Inventory of Homes for Sale	65	39	- 40.0%	--	--	--
Months Supply of Inventory	5.0	3.1	- 40.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – October 2019

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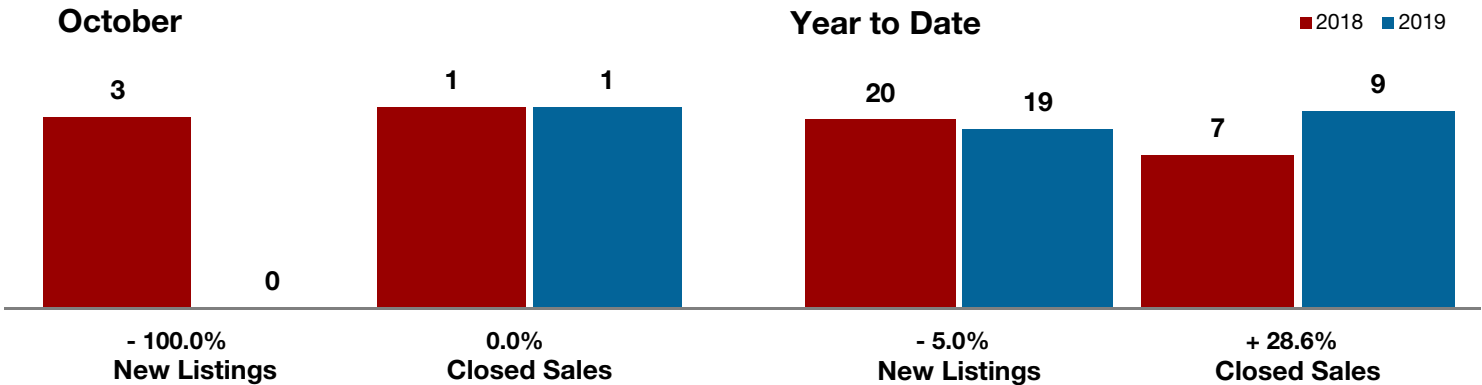


- 100.0%	0.0%	+ 396.9%
Change in New Listings	Change in Closed Sales	Change in Median Sales Price

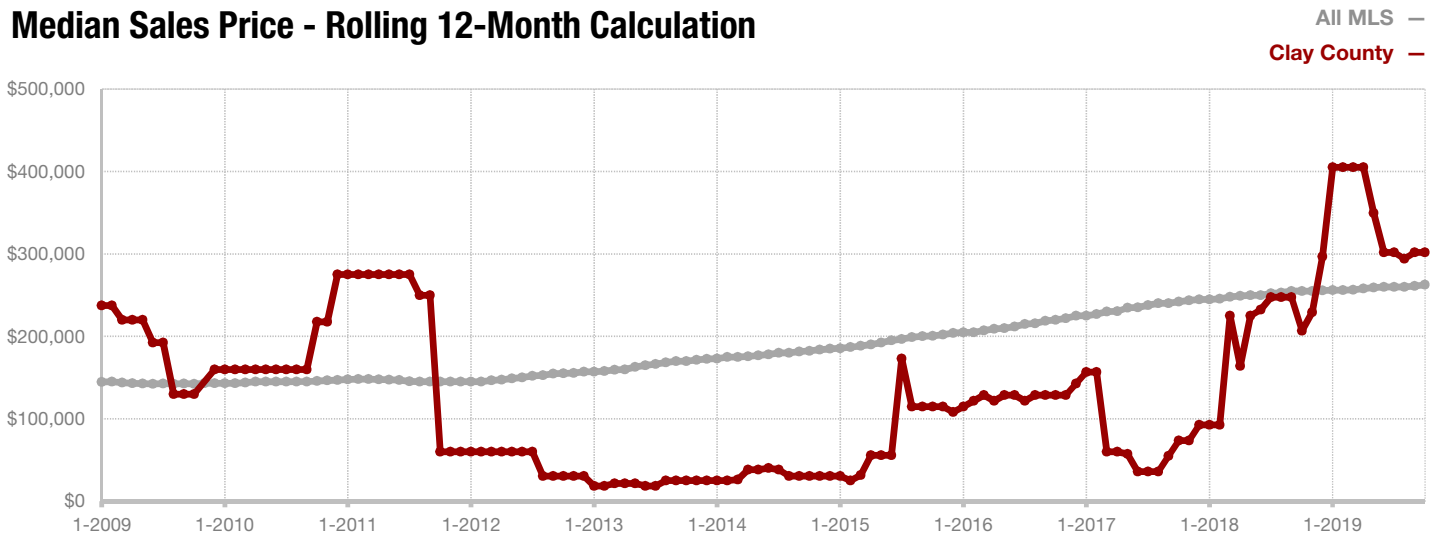
Clay County

	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	3	0	- 100.0%	20	19	- 5.0%
Pending Sales	1	0	- 100.0%	10	10	0.0%
Closed Sales	1	1	0.0%	7	9	+ 28.6%
Average Sales Price*	\$49,000	\$243,500	+ 396.9%	\$338,143	\$316,222	- 6.5%
Median Sales Price*	\$49,000	\$243,500	+ 396.9%	\$188,500	\$294,000	+ 56.0%
Percent of Original List Price Received*	93.3%	87.3%	- 6.4%	95.9%	92.5%	- 3.5%
Days on Market Until Sale	31	124	+ 300.0%	97	65	- 33.0%
Inventory of Homes for Sale	9	7	- 22.2%	--	--	--
Months Supply of Inventory	7.4	4.8	- 28.6%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – October 2019

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+ 133.3% **+ 150.0%** **- 62.5%**

Change in
New Listings

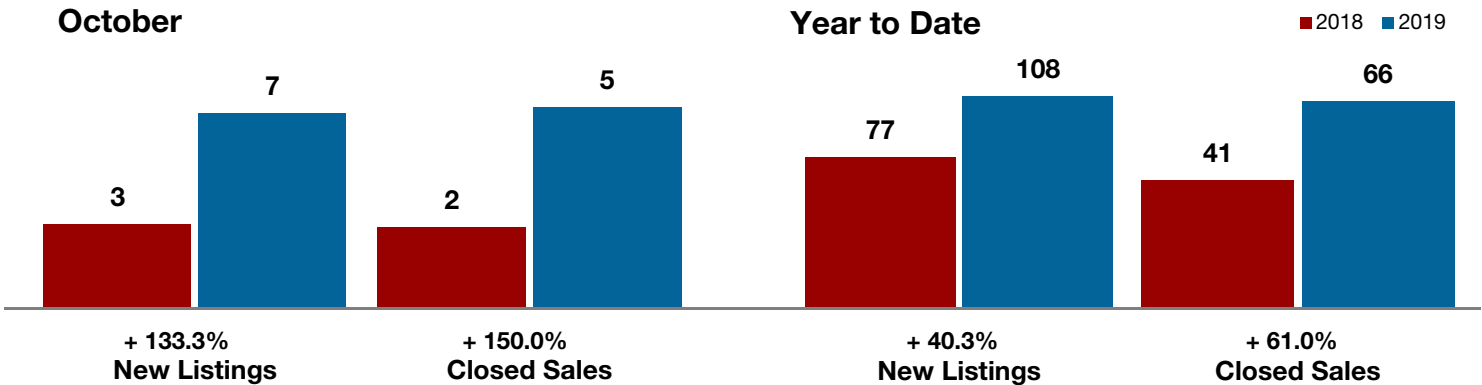
Change in
Closed Sales

Change in
Median Sales Price

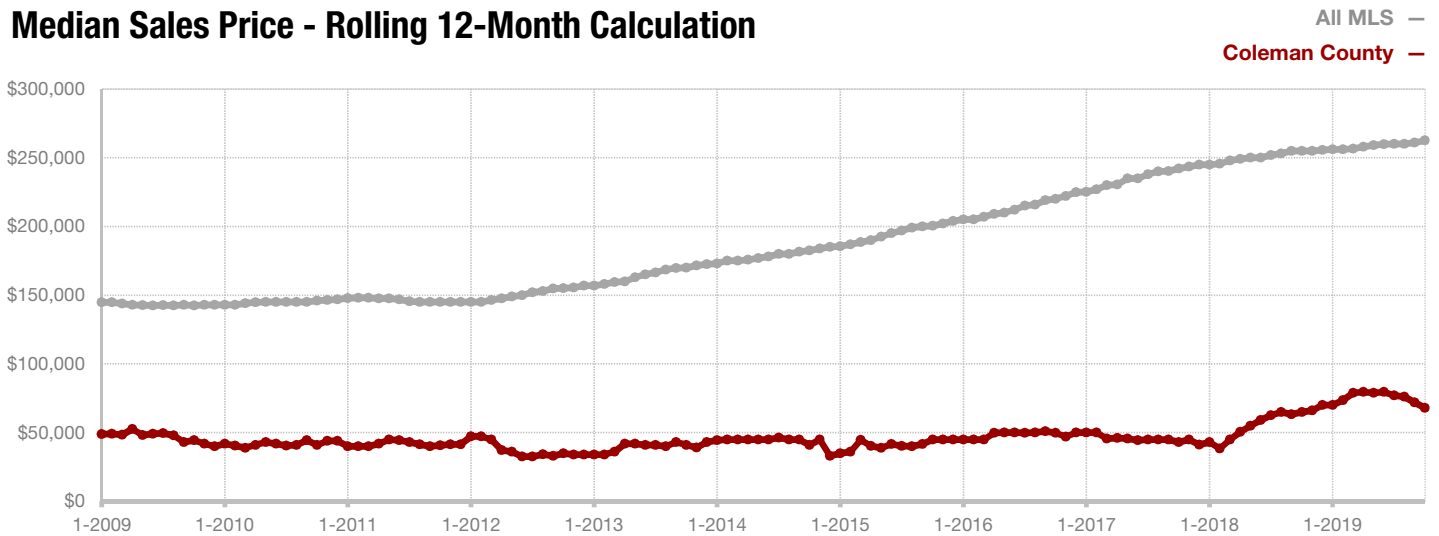
Coleman County

	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	3	7	+ 133.3%	77	108	+ 40.3%
Pending Sales	1	5	+ 400.0%	43	71	+ 65.1%
Closed Sales	2	5	+ 150.0%	41	66	+ 61.0%
Average Sales Price*	\$135,500	\$75,625	- 44.2%	\$104,203	\$98,606	- 5.4%
Median Sales Price*	\$135,500	\$50,750	- 62.5%	\$68,000	\$66,950	- 1.5%
Percent of Original List Price Received*	90.5%	84.2%	- 7.0%	85.8%	85.7%	- 0.1%
Days on Market Until Sale	153	149	- 2.6%	131	143	+ 9.2%
Inventory of Homes for Sale	60	49	- 18.3%	--	--	--
Months Supply of Inventory	15.0	7.9	- 46.7%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – October 2019

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+ 1.6%

+ 5.0%

- 1.0%

Change in
New Listings

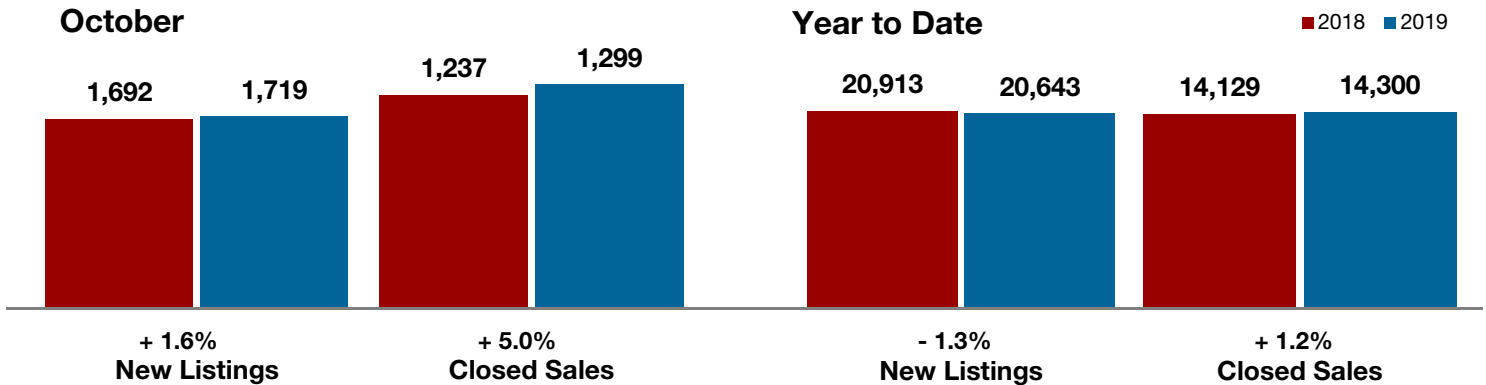
Change in
Closed Sales

Change in
Median Sales Price

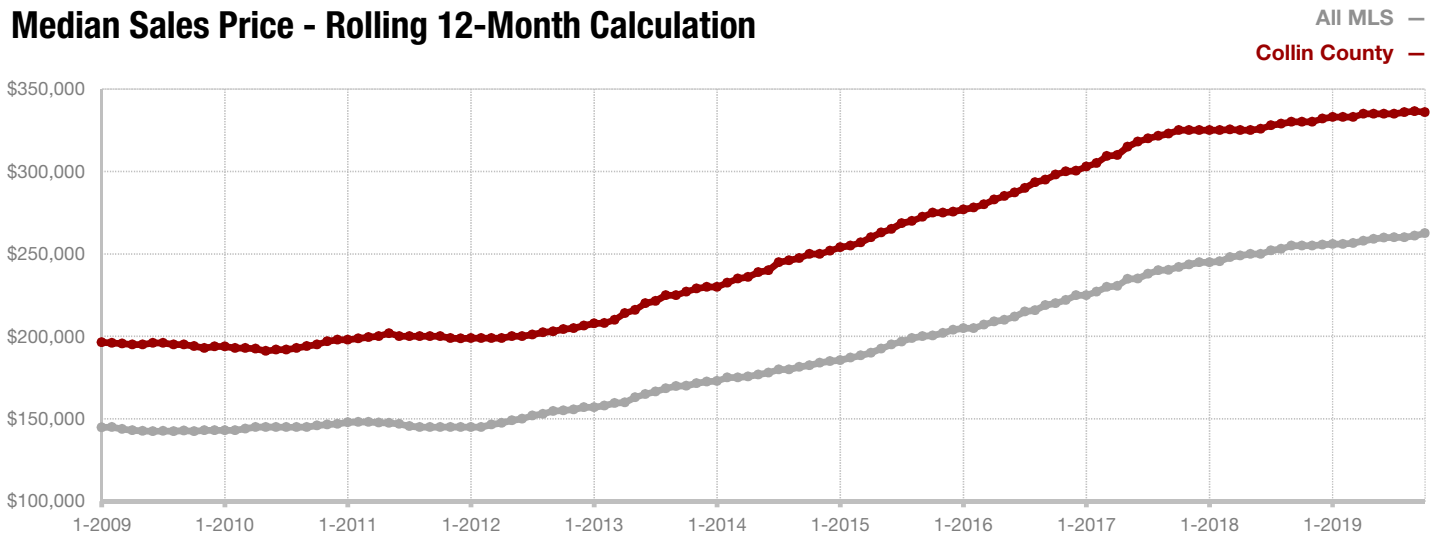
Collin County

	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	1,692	1,719	+ 1.6%	20,913	20,643	- 1.3%
Pending Sales	1,191	1,077	- 9.6%	14,430	14,682	+ 1.7%
Closed Sales	1,237	1,299	+ 5.0%	14,129	14,300	+ 1.2%
Average Sales Price*	\$378,345	\$372,776	- 1.5%	\$372,914	\$379,538	+ 1.8%
Median Sales Price*	\$335,000	\$331,730	- 1.0%	\$334,000	\$339,000	+ 1.5%
Percent of Original List Price Received*	95.0%	95.1%	+ 0.1%	96.7%	95.8%	- 0.9%
Days on Market Until Sale	58	58	0.0%	47	59	+ 25.5%
Inventory of Homes for Sale	5,112	4,652	- 9.0%	--	--	--
Months Supply of Inventory	3.7	3.3	- 25.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



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+ 18.8%

+ 33.3%

+ 40.6%

Change in
New Listings

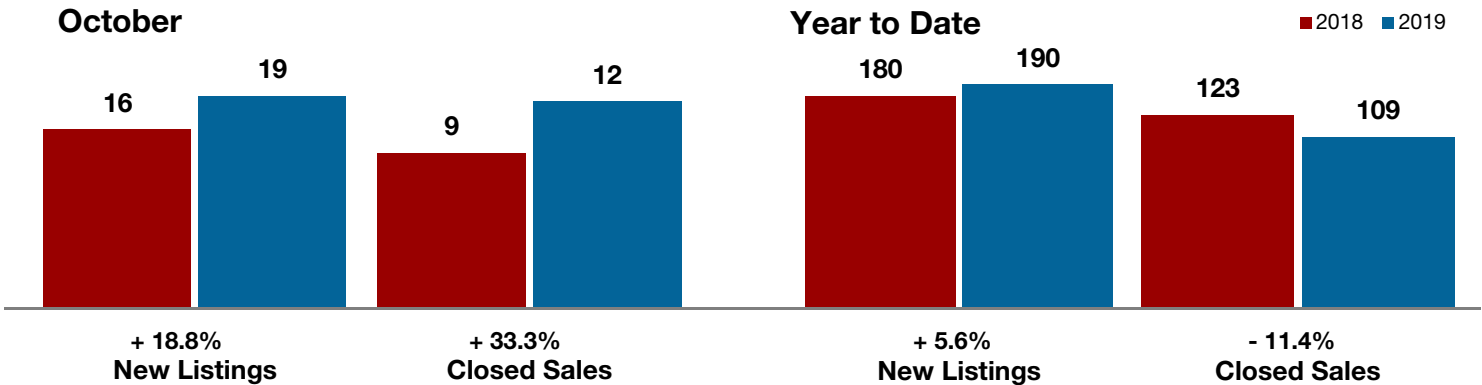
Change in
Closed Sales

Change in
Median Sales Price

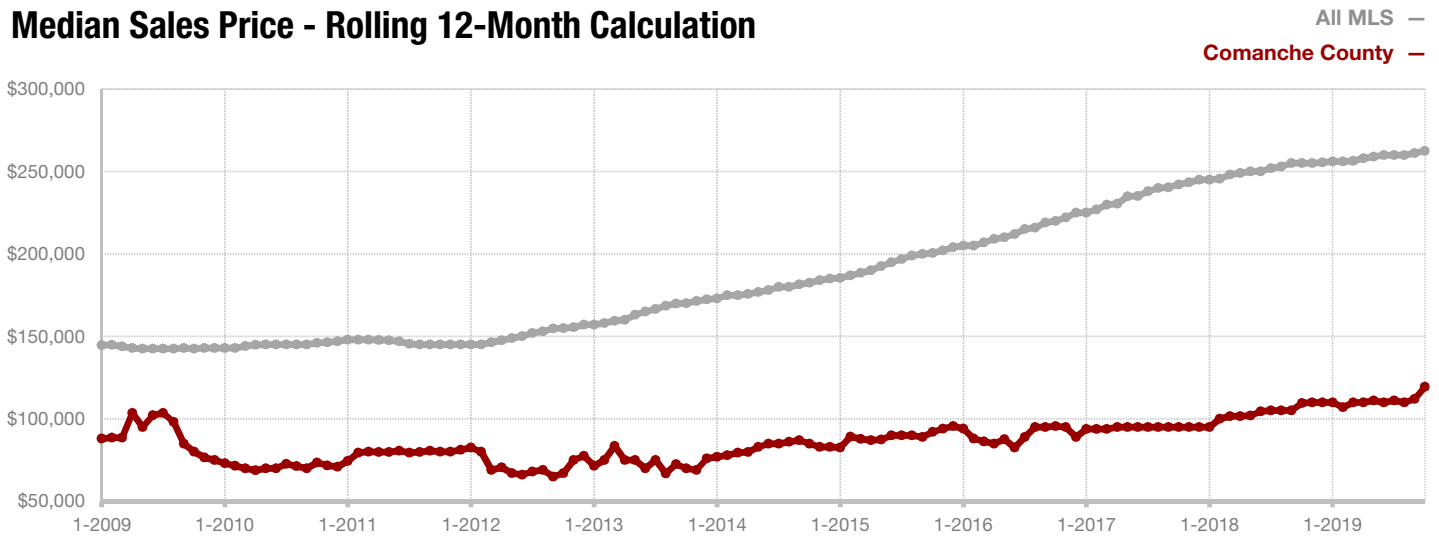
Comanche County

	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	16	19	+ 18.8%	180	190	+ 5.6%
Pending Sales	9	7	- 22.2%	124	114	- 8.1%
Closed Sales	9	12	+ 33.3%	123	109	- 11.4%
Average Sales Price*	\$99,389	\$183,765	+ 84.9%	\$169,763	\$190,417	+ 12.2%
Median Sales Price*	\$101,000	\$142,000	+ 40.6%	\$120,000	\$125,000	+ 4.2%
Percent of Original List Price Received*	92.1%	93.3%	+ 1.3%	89.6%	88.9%	- 0.8%
Days on Market Until Sale	30	92	+ 206.7%	107	96	- 10.3%
Inventory of Homes for Sale	79	79	0.0%	--	--	--
Months Supply of Inventory	6.4	7.3	+ 16.7%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – October 2019

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+ 52.4%

- 11.8%

- 14.8%

Change in
New Listings

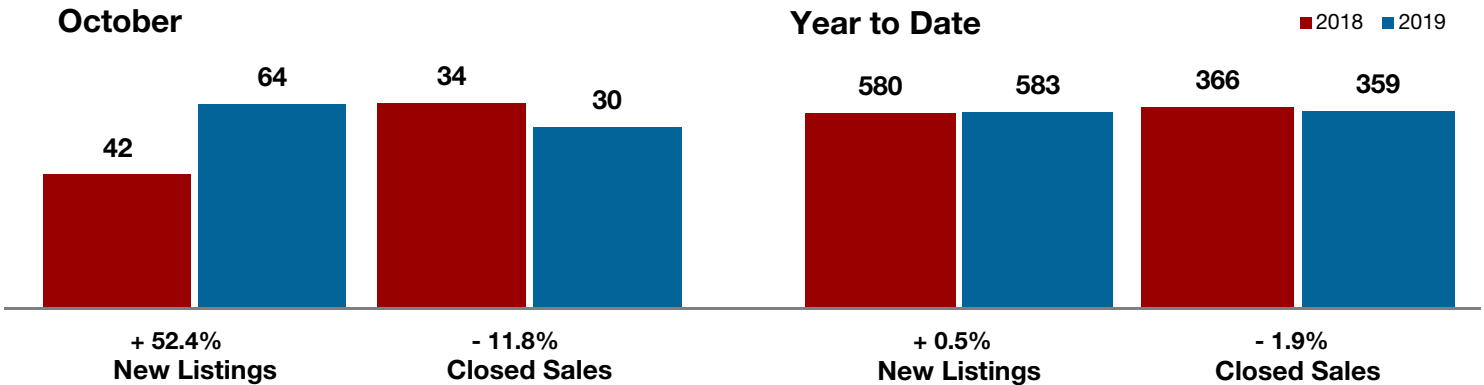
Change in
Closed Sales

Change in
Median Sales Price

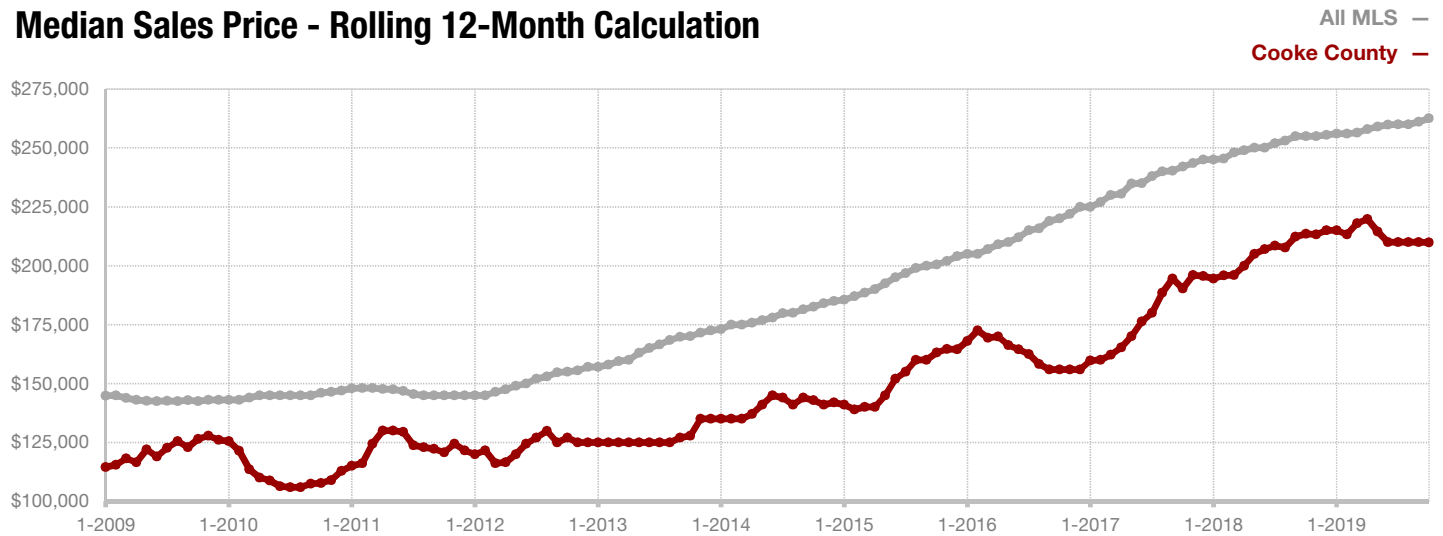
Cooke County

	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	42	64	+ 52.4%	580	583	+ 0.5%
Pending Sales	31	33	+ 6.5%	379	374	- 1.3%
Closed Sales	34	30	- 11.8%	366	359	- 1.9%
Average Sales Price*	\$304,104	\$245,458	- 19.3%	\$281,282	\$271,986	- 3.3%
Median Sales Price*	\$226,500	\$193,000	- 14.8%	\$216,000	\$209,900	- 2.8%
Percent of Original List Price Received*	95.5%	94.2%	- 1.4%	94.4%	94.3%	- 0.1%
Days on Market Until Sale	74	72	- 2.7%	58	69	+ 19.0%
Inventory of Homes for Sale	176	201	+ 14.2%	--	--	--
Months Supply of Inventory	5.0	5.7	+ 20.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – October 2019

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+ 1.0%

Change in
New Listings

+ 2.9%

Change in
Closed Sales

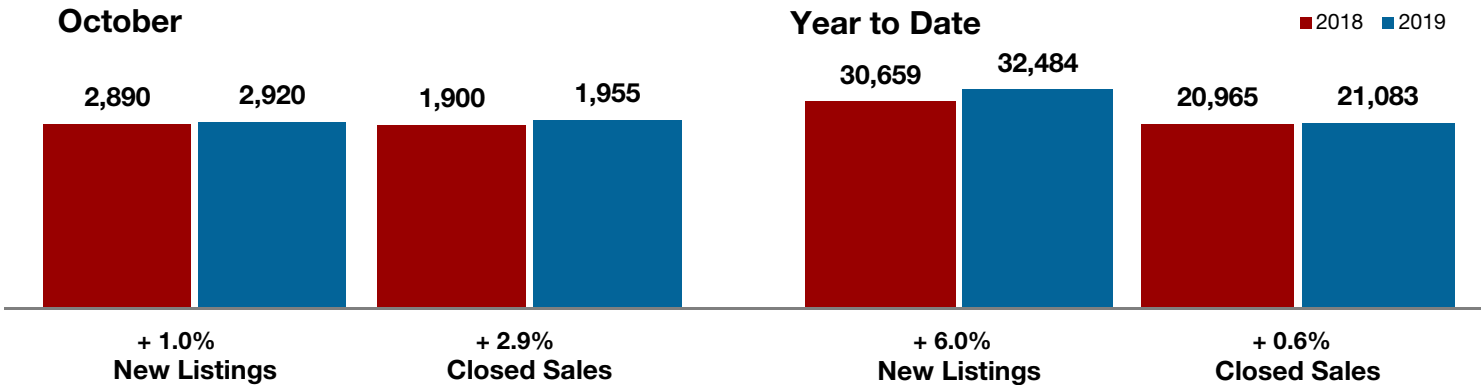
+ 10.3%

Change in
Median Sales Price

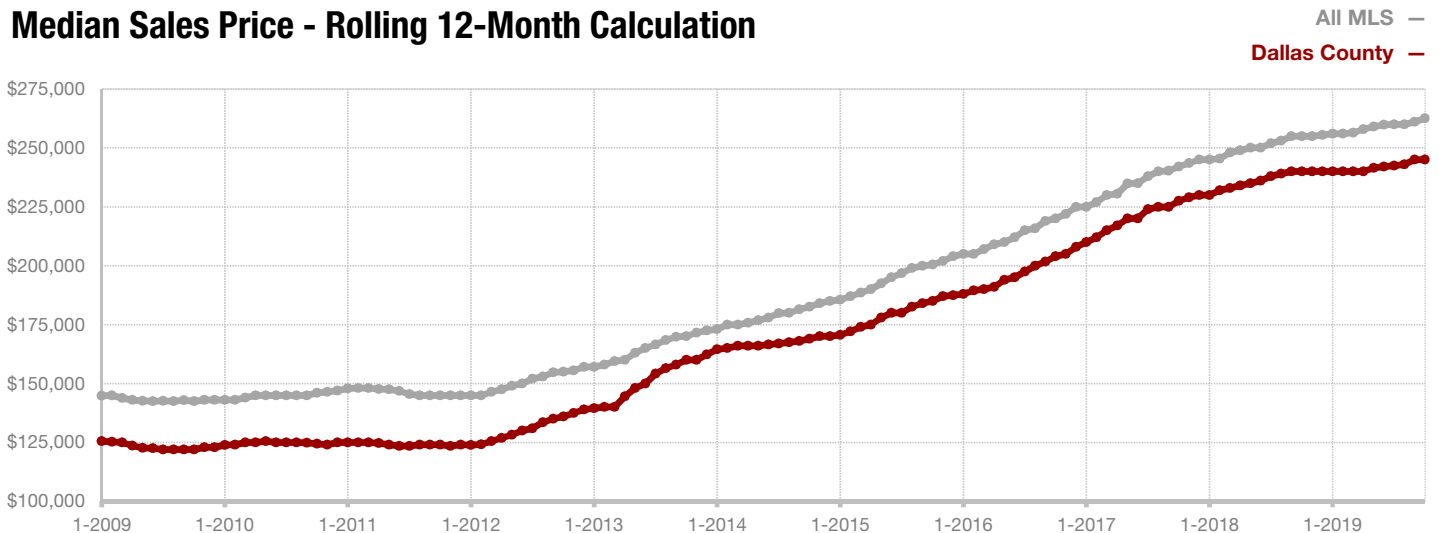
Dallas County

	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	2,890	2,920	+ 1.0%	30,659	32,484	+ 6.0%
Pending Sales	1,791	1,790	- 0.1%	21,355	21,831	+ 2.2%
Closed Sales	1,900	1,955	+ 2.9%	20,965	21,083	+ 0.6%
Average Sales Price*	\$318,903	\$358,845	+ 12.5%	\$352,344	\$354,746	+ 0.7%
Median Sales Price*	\$222,000	\$244,950	+ 10.3%	\$240,000	\$247,000	+ 2.9%
Percent of Original List Price Received*	96.1%	94.9%	- 1.2%	97.1%	96.1%	- 1.0%
Days on Market Until Sale	36	47	+ 30.6%	34	42	+ 23.5%
Inventory of Homes for Sale	6,743	6,970	+ 3.4%	--	--	--
Months Supply of Inventory	3.3	3.4	0.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – October 2019

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- 20.0%

+ 300.0%

- 43.5%

Change in
New Listings

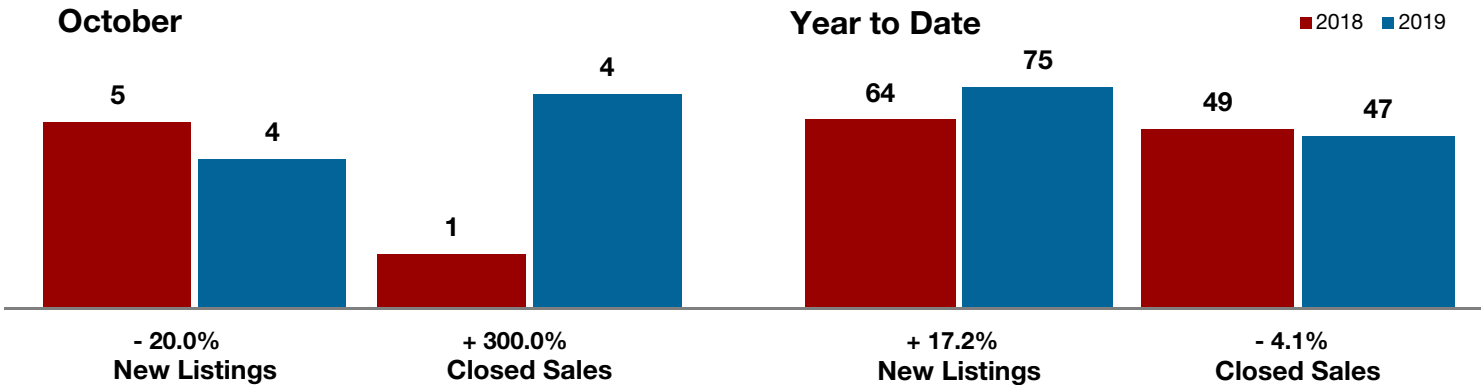
Change in
Closed Sales

Change in
Median Sales Price

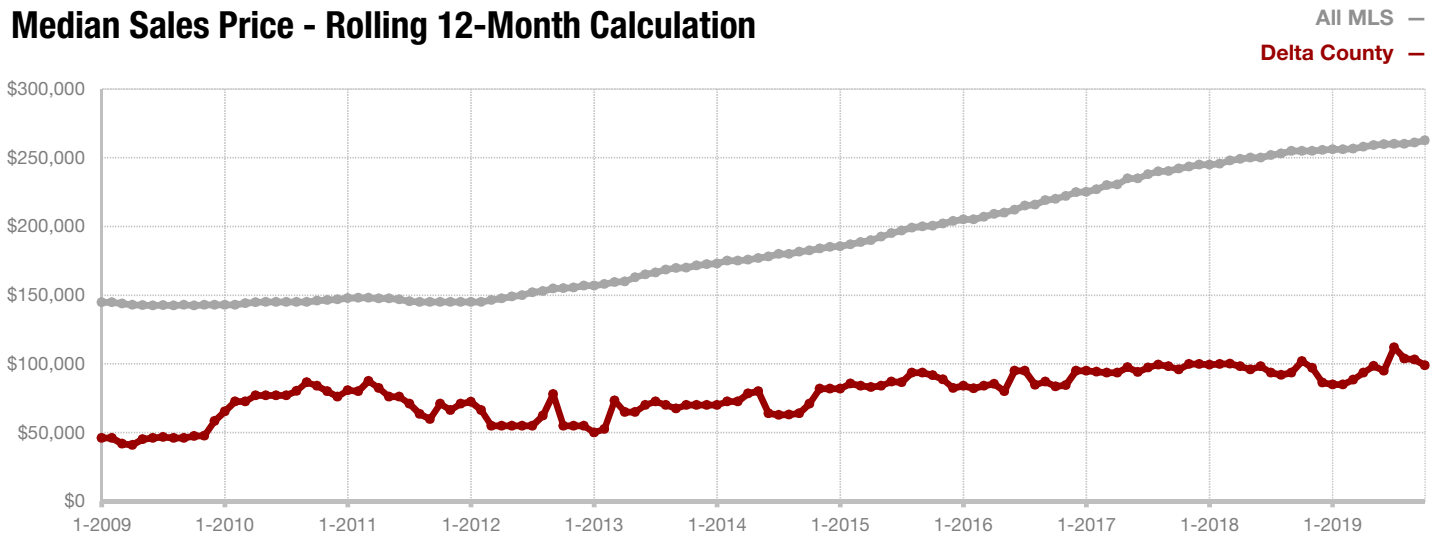
Delta County

	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	5	4	- 20.0%	64	75	+ 17.2%
Pending Sales	3	3	0.0%	48	50	+ 4.2%
Closed Sales	1	4	+ 300.0%	49	47	- 4.1%
Average Sales Price*	\$250,000	\$219,375	- 12.3%	\$127,575	\$138,144	+ 8.3%
Median Sales Price*	\$250,000	\$141,250	- 43.5%	\$87,500	\$103,000	+ 17.7%
Percent of Original List Price Received*	96.5%	89.3%	- 7.5%	90.3%	92.9%	+ 2.9%
Days on Market Until Sale	80	61	- 23.8%	66	37	- 43.9%
Inventory of Homes for Sale	16	22	+ 37.5%	--	--	--
Months Supply of Inventory	3.6	4.6	+ 25.0%	--	--	--

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+ 0.5%

+ 12.9%

+ 2.3%

Change in
New Listings

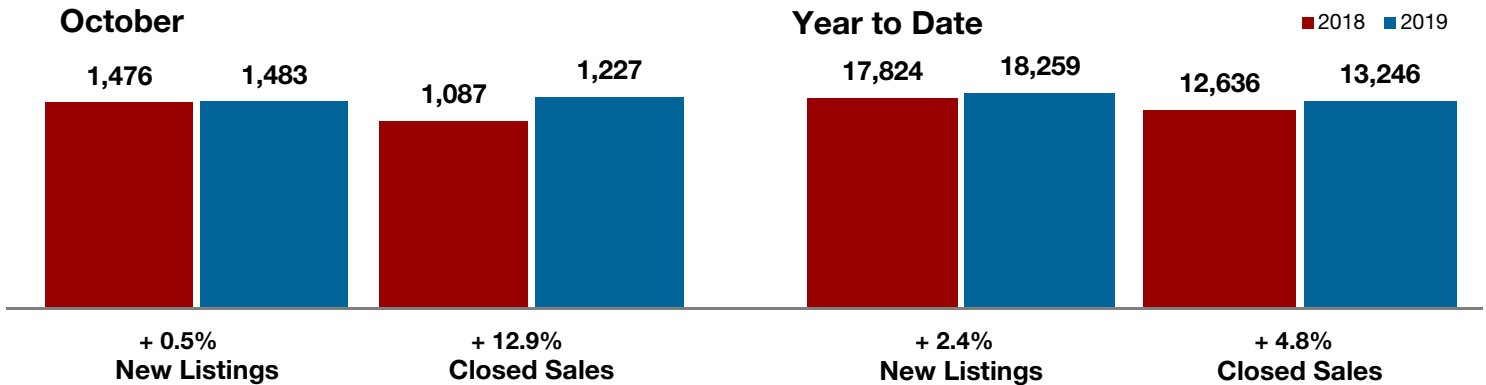
Change in
Closed Sales

Change in
Median Sales Price

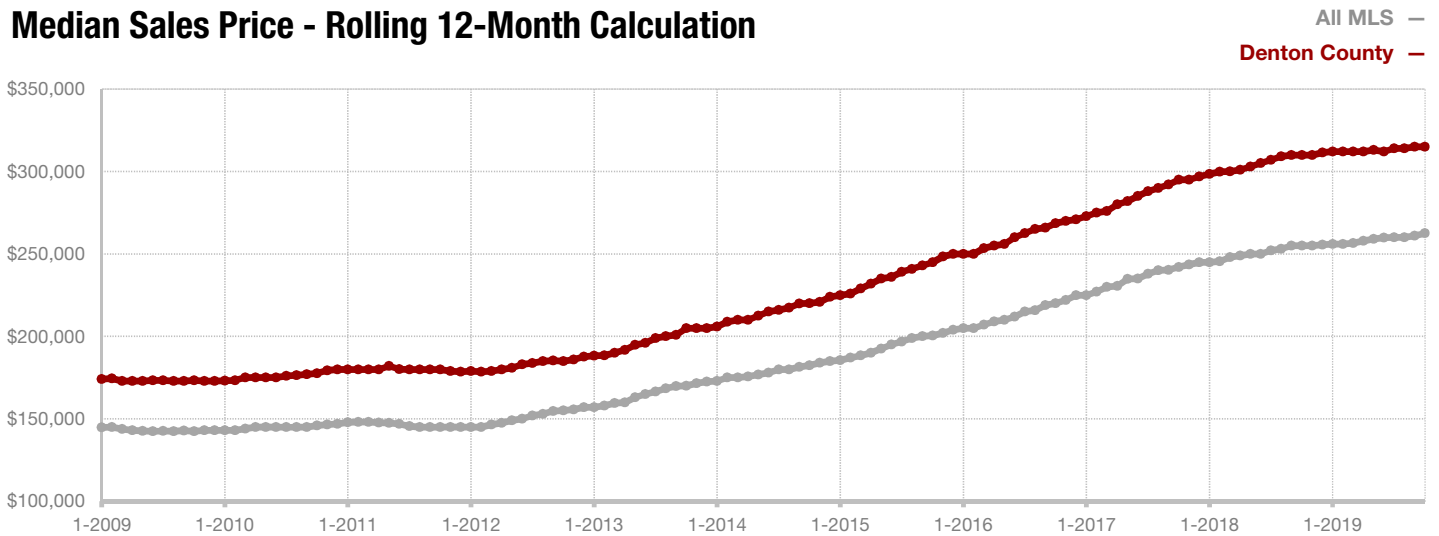
Denton County

	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	1,476	1,483	+ 0.5%	17,824	18,259	+ 2.4%
Pending Sales	1,084	1,059	- 2.3%	12,875	13,713	+ 6.5%
Closed Sales	1,087	1,227	+ 12.9%	12,636	13,246	+ 4.8%
Average Sales Price*	\$348,847	\$362,183	+ 3.8%	\$356,523	\$362,510	+ 1.7%
Median Sales Price*	\$308,000	\$315,000	+ 2.3%	\$312,990	\$315,000	+ 0.6%
Percent of Original List Price Received*	95.8%	95.8%	0.0%	97.1%	96.5%	- 0.6%
Days on Market Until Sale	52	53	+ 1.9%	44	53	+ 20.5%
Inventory of Homes for Sale	3,998	3,782	- 5.4%	--	--	--
Months Supply of Inventory	3.2	2.9	0.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – October 2019

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- 33.3%

Change in
New Listings

- 6.3%

Change in
Closed Sales

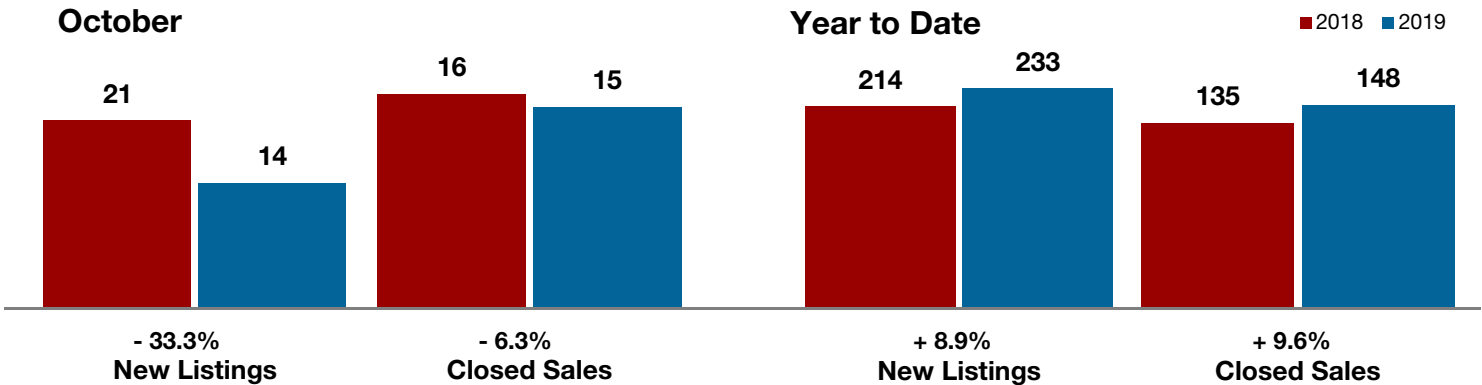
+ 14.5%

Change in
Median Sales Price

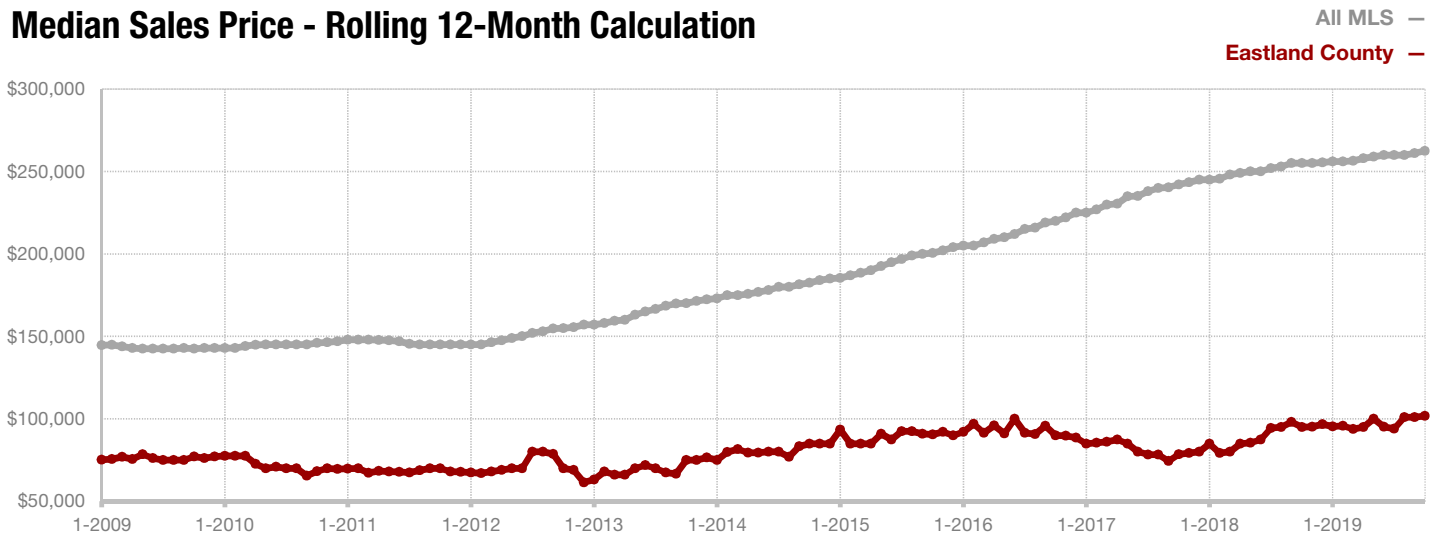
Eastland County

	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	21	14	- 33.3%	214	233	+ 8.9%
Pending Sales	9	7	- 22.2%	127	149	+ 17.3%
Closed Sales	16	15	- 6.3%	135	148	+ 9.6%
Average Sales Price*	\$135,153	\$179,993	+ 33.2%	\$137,862	\$192,323	+ 39.5%
Median Sales Price*	\$113,500	\$130,000	+ 14.5%	\$98,000	\$102,500	+ 4.6%
Percent of Original List Price Received*	87.0%	90.0%	+ 3.4%	88.4%	90.0%	+ 1.8%
Days on Market Until Sale	104	59	- 43.3%	119	109	- 8.4%
Inventory of Homes for Sale	113	102	- 9.7%	--	--	--
Months Supply of Inventory	8.7	7.3	- 22.2%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – October 2019

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



+ 24.1%

- 4.4%

+ 2.3%

Change in
New Listings

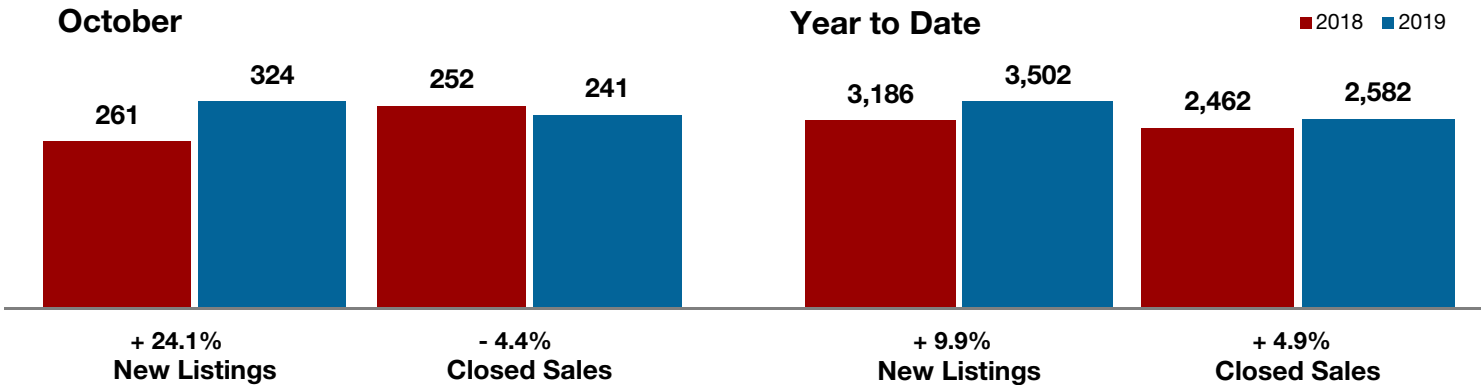
Change in
Closed Sales

Change in
Median Sales Price

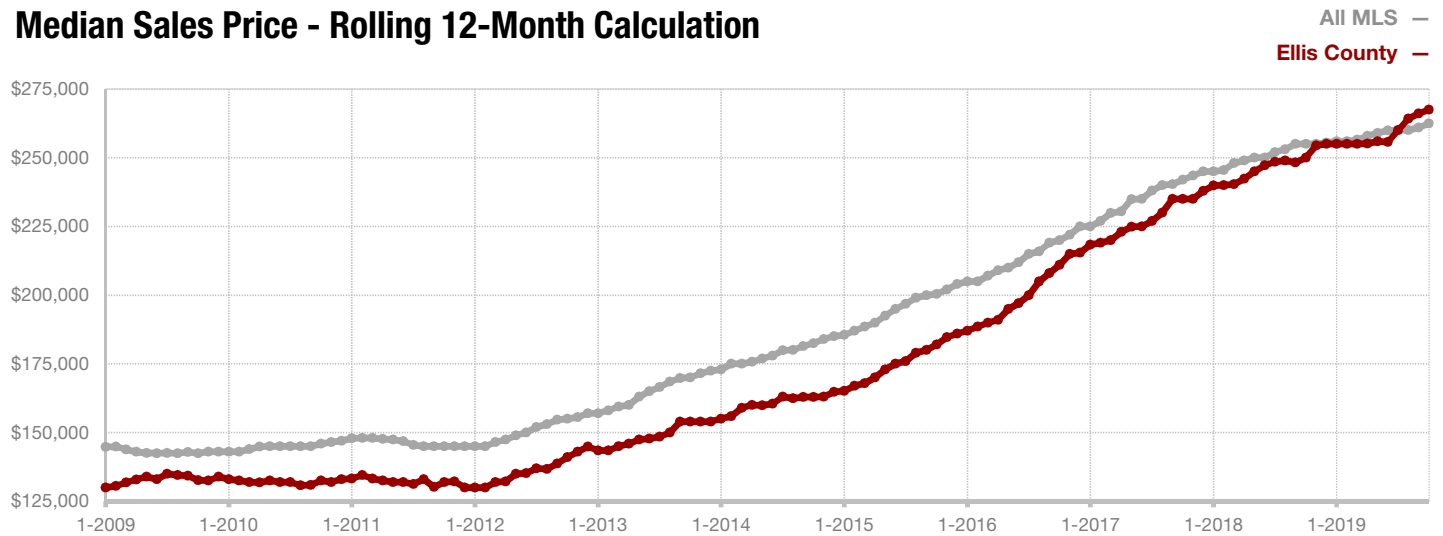
Ellis County

	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	261	324	+ 24.1%	3,186	3,502	+ 9.9%
Pending Sales	212	246	+ 16.0%	2,527	2,736	+ 8.3%
Closed Sales	252	241	- 4.4%	2,462	2,582	+ 4.9%
Average Sales Price*	\$277,469	\$288,034	+ 3.8%	\$272,869	\$285,322	+ 4.6%
Median Sales Price*	\$259,995	\$266,000	+ 2.3%	\$252,600	\$265,000	+ 4.9%
Percent of Original List Price Received*	96.7%	96.1%	- 0.6%	97.2%	97.2%	0.0%
Days on Market Until Sale	55	52	- 5.5%	51	52	+ 2.0%
Inventory of Homes for Sale	701	785	+ 12.0%	--	--	--
Months Supply of Inventory	2.9	3.0	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 – October 2019

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



+ 66.7%

- 8.9%

+ 4.1%

Change in
New Listings

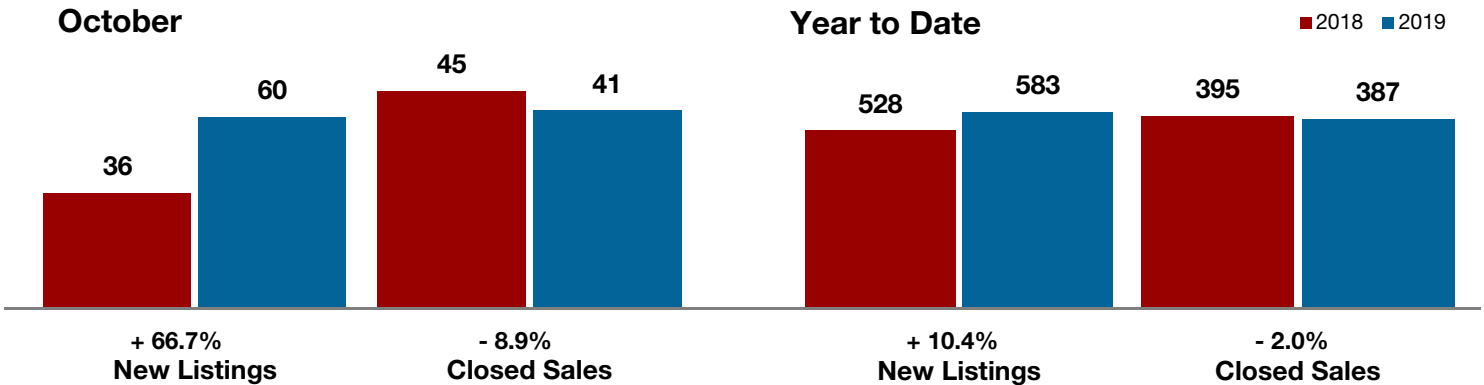
Change in
Closed Sales

Change in
Median Sales Price

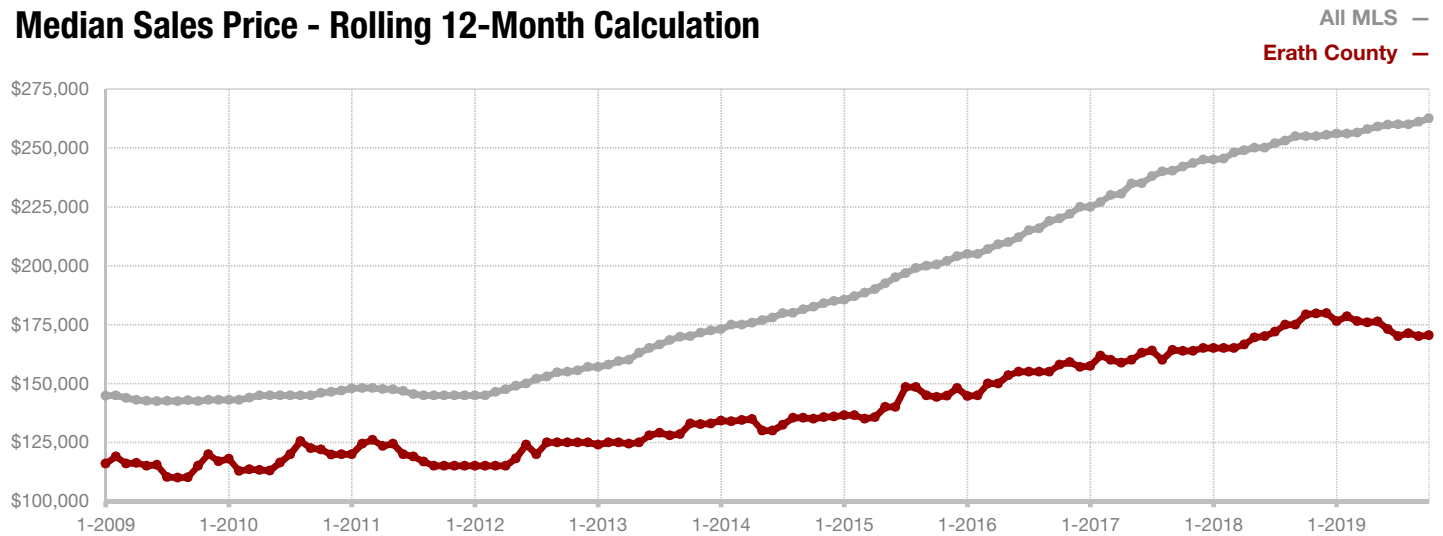
Erath County

	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	36	60	+ 66.7%	528	583	+ 10.4%
Pending Sales	33	30	- 9.1%	403	404	+ 0.2%
Closed Sales	45	41	- 8.9%	395	387	- 2.0%
Average Sales Price*	\$294,454	\$275,923	- 6.3%	\$235,941	\$213,000	- 9.7%
Median Sales Price*	\$197,000	\$205,000	+ 4.1%	\$180,000	\$170,000	- 5.6%
Percent of Original List Price Received*	92.6%	91.8%	- 0.9%	93.4%	93.6%	+ 0.2%
Days on Market Until Sale	59	76	+ 28.8%	65	58	- 10.8%
Inventory of Homes for Sale	155	182	+ 17.4%	--	--	--
Months Supply of Inventory	4.0	4.8	+ 25.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – October 2019

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



+ 13.2%

+ 9.1%

- 5.1%

Change in
New Listings

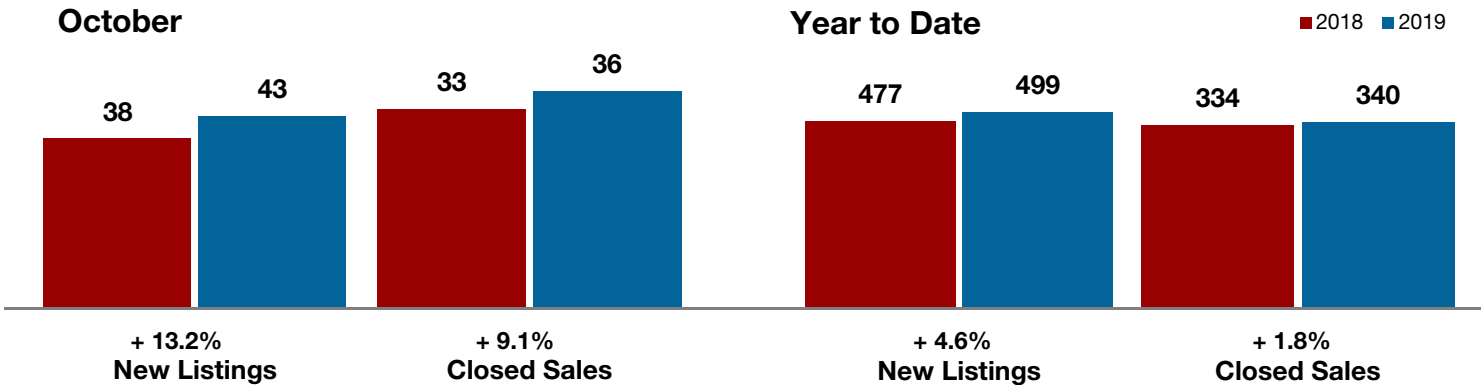
Change in
Closed Sales

Change in
Median Sales Price

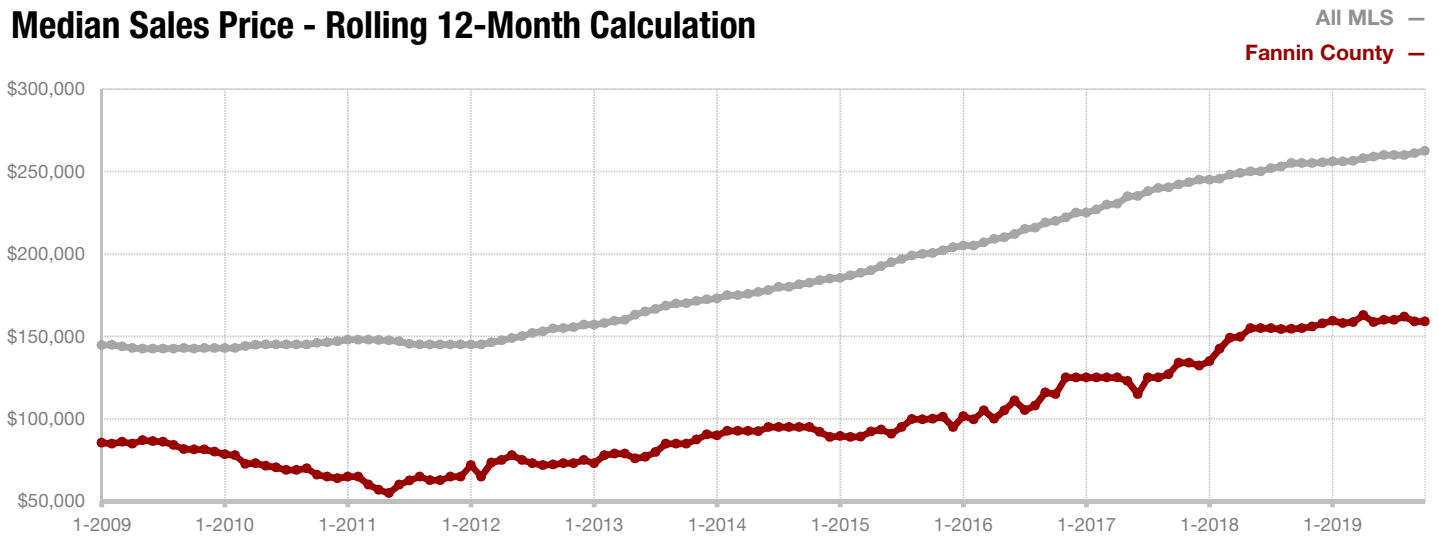
Fannin County

	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	38	43	+ 13.2%	477	499	+ 4.6%
Pending Sales	24	26	+ 8.3%	330	343	+ 3.9%
Closed Sales	33	36	+ 9.1%	334	340	+ 1.8%
Average Sales Price*	\$210,752	\$187,492	- 11.0%	\$187,737	\$186,992	- 0.4%
Median Sales Price*	\$191,000	\$181,250	- 5.1%	\$157,000	\$158,750	+ 1.1%
Percent of Original List Price Received*	95.8%	90.3%	- 5.7%	93.8%	93.2%	- 0.6%
Days on Market Until Sale	48	72	+ 50.0%	57	62	+ 8.8%
Inventory of Homes for Sale	147	163	+ 10.9%	--	--	--
Months Supply of Inventory	4.6	5.0	0.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – October 2019

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



+ 100.0%

- 20.0%

- 80.4%

Change in
New Listings

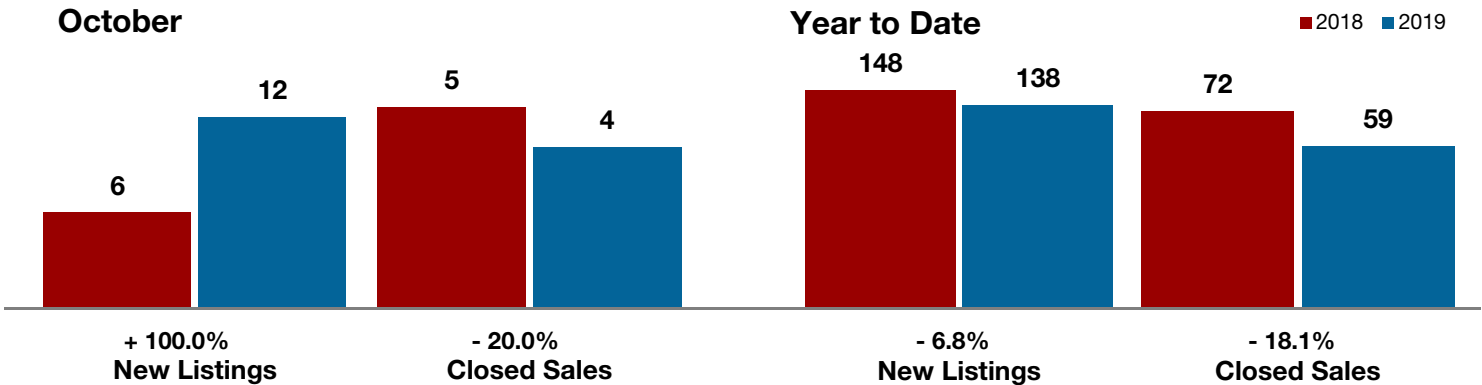
Change in
Closed Sales

Change in
Median Sales Price

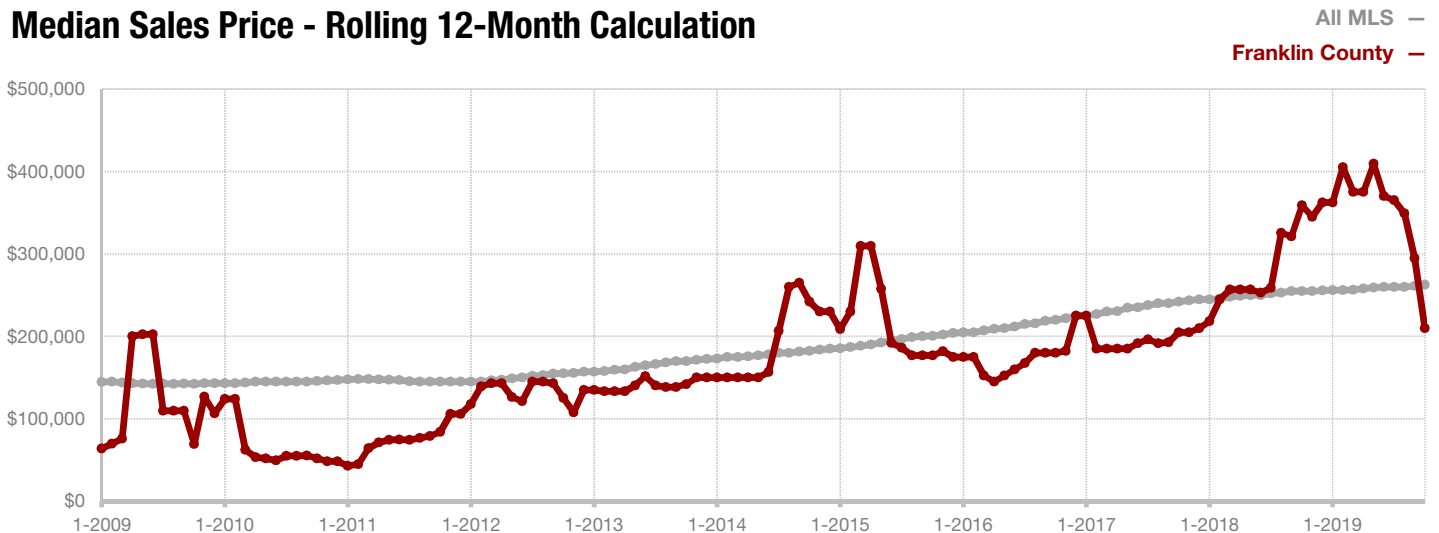
Franklin County

	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	6	12	+ 100.0%	148	138	- 6.8%
Pending Sales	2	3	+ 50.0%	70	61	- 12.9%
Closed Sales	5	4	- 20.0%	72	59	- 18.1%
Average Sales Price*	\$543,680	\$227,250	- 58.2%	\$493,380	\$380,903	- 22.8%
Median Sales Price*	\$470,000	\$92,000	- 80.4%	\$385,000	\$235,000	- 39.0%
Percent of Original List Price Received*	87.6%	93.5%	+ 6.7%	90.7%	91.6%	+ 1.0%
Days on Market Until Sale	130	158	+ 21.5%	81	83	+ 2.5%
Inventory of Homes for Sale	51	55	+ 7.8%	--	--	--
Months Supply of Inventory	7.7	8.9	+ 12.5%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – October 2019

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



- 10.0%

0.0%

+ 12.8%

Change in
New Listings

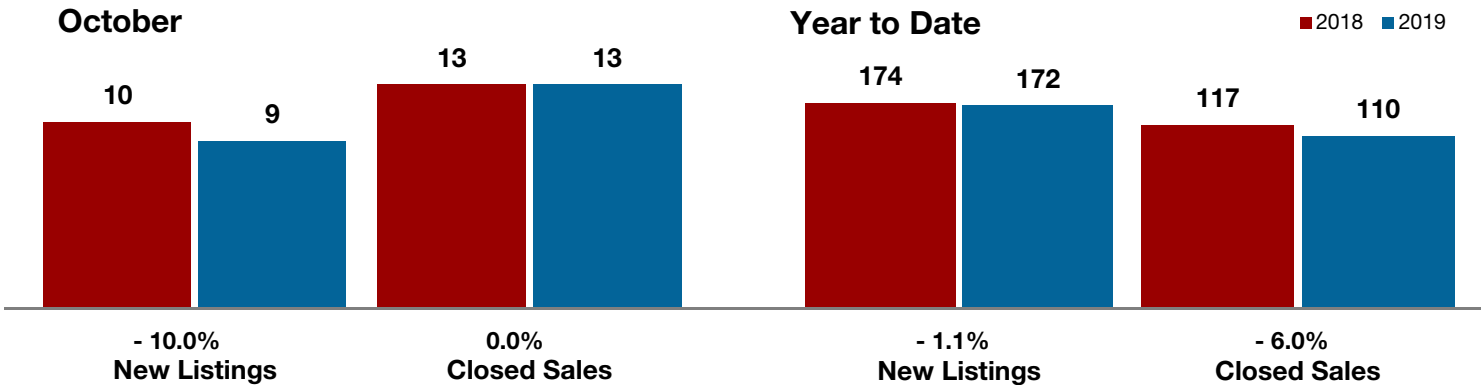
Change in
Closed Sales

Change in
Median Sales Price

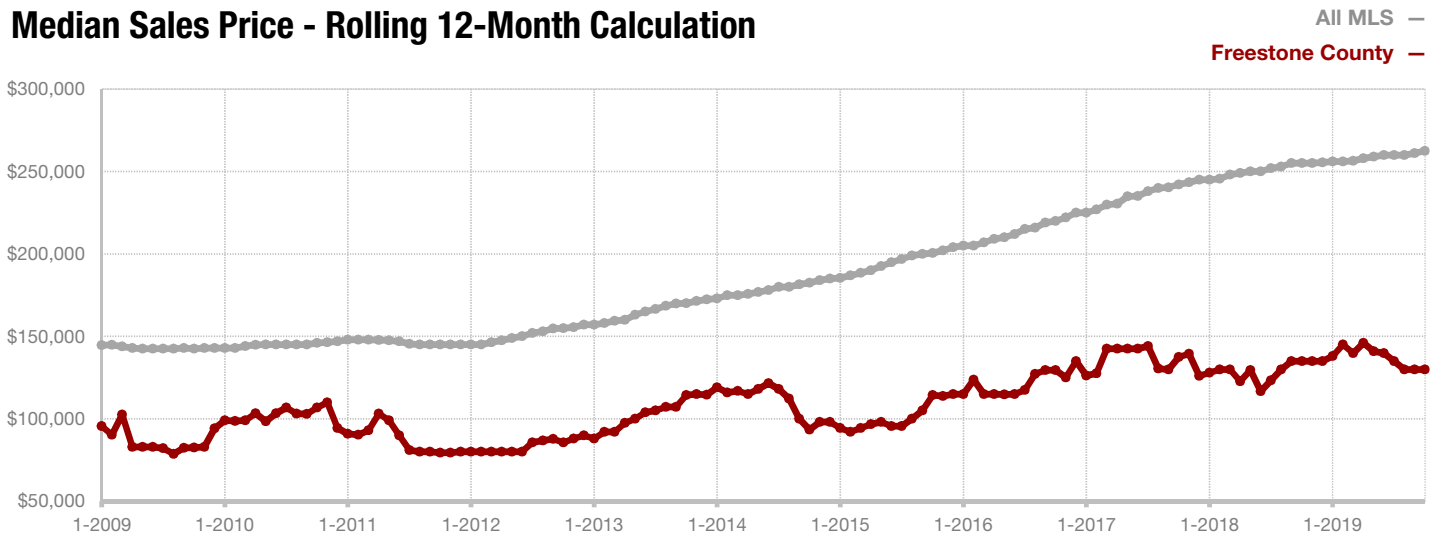
Freestone County

	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	10	9	- 10.0%	174	172	- 1.1%
Pending Sales	12	12	0.0%	124	114	- 8.1%
Closed Sales	13	13	0.0%	117	110	- 6.0%
Average Sales Price*	\$211,918	\$171,954	- 18.9%	\$206,837	\$159,899	- 22.7%
Median Sales Price*	\$141,000	\$159,000	+ 12.8%	\$135,000	\$130,000	- 3.7%
Percent of Original List Price Received*	92.0%	89.9%	- 2.3%	91.7%	90.8%	- 1.0%
Days on Market Until Sale	88	77	- 12.5%	85	78	- 8.2%
Inventory of Homes for Sale	61	57	- 6.6%	--	--	--
Months Supply of Inventory	5.5	5.4	- 16.7%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – October 2019

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



+ 13.3%

Change in
New Listings

+ 8.4%

Change in
Closed Sales

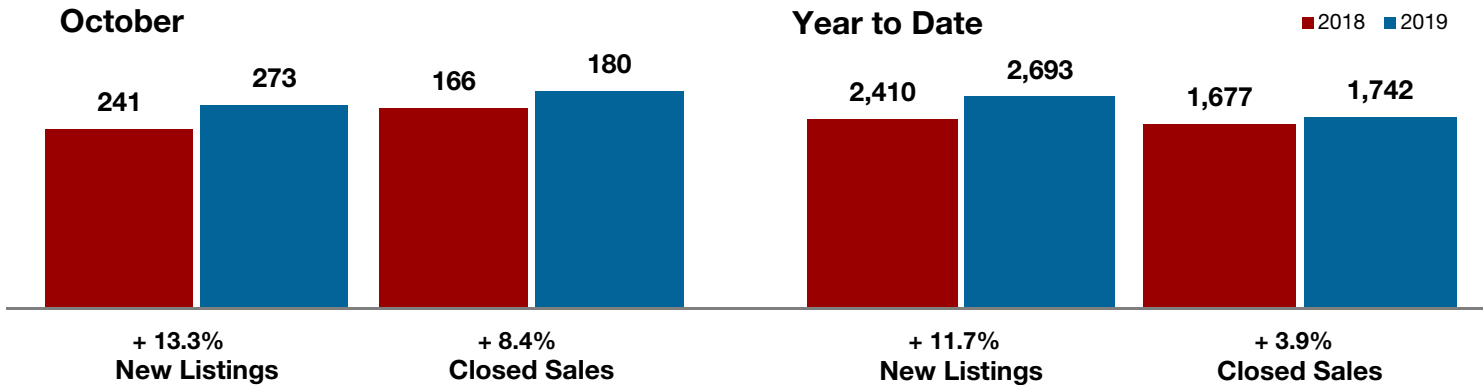
+ 5.6%

Change in
Median Sales Price

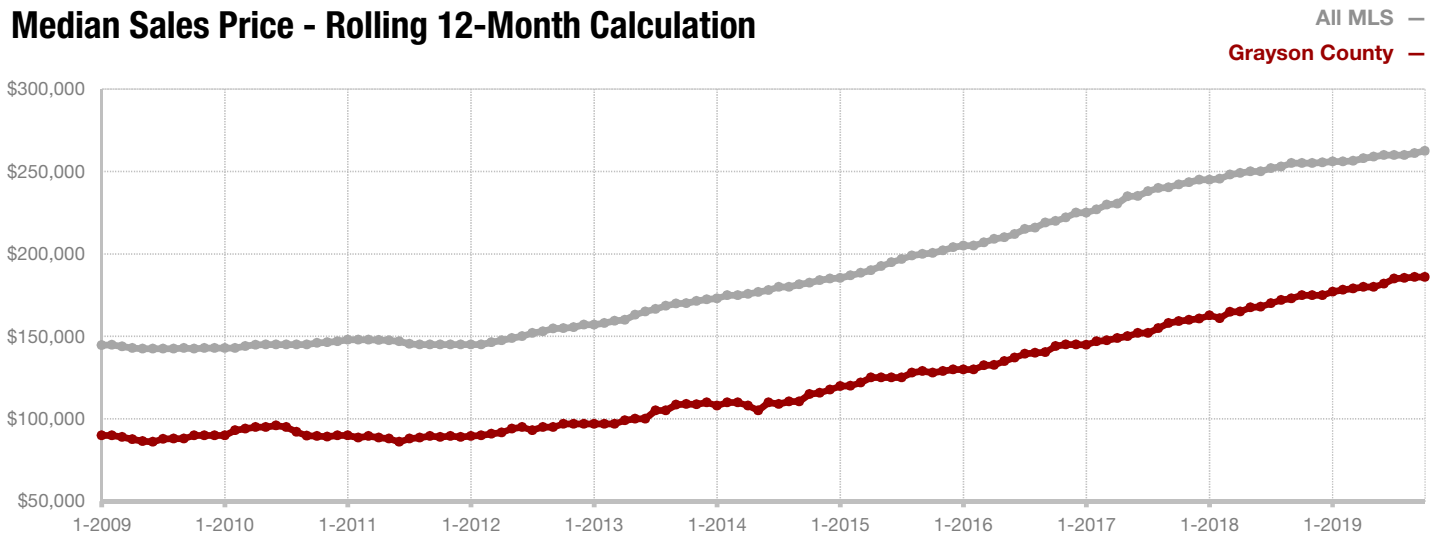
Grayson County

	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	241	273	+ 13.3%	2,410	2,693	+ 11.7%
Pending Sales	148	157	+ 6.1%	1,688	1,820	+ 7.8%
Closed Sales	166	180	+ 8.4%	1,677	1,742	+ 3.9%
Average Sales Price*	\$214,657	\$206,661	- 3.7%	\$211,828	\$223,215	+ 5.4%
Median Sales Price*	\$167,448	\$176,750	+ 5.6%	\$175,000	\$188,000	+ 7.4%
Percent of Original List Price Received*	93.2%	93.1%	- 0.1%	94.2%	94.0%	- 0.2%
Days on Market Until Sale	57	57	0.0%	54	60	+ 11.1%
Inventory of Homes for Sale	722	763	+ 5.7%	--	--	--
Months Supply of Inventory	4.5	4.4	- 20.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – October 2019

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



+ 8.3%

- 16.7%

- 55.9%

Change in
New Listings

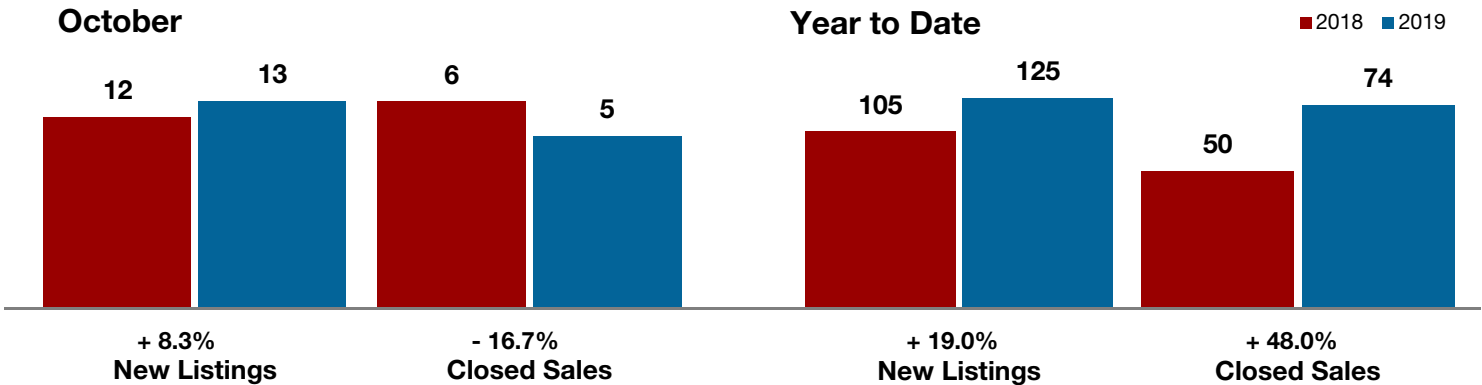
Change in
Closed Sales

Change in
Median Sales Price

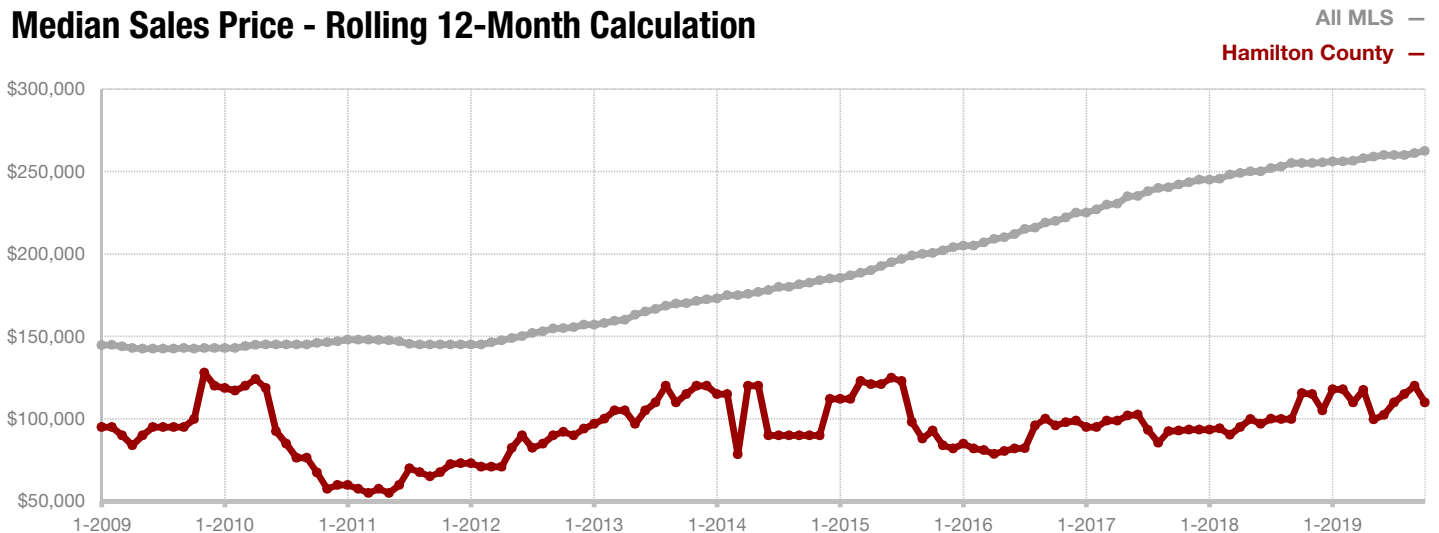
Hamilton County

	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	12	13	+ 8.3%	105	125	+ 19.0%
Pending Sales	11	11	0.0%	60	81	+ 35.0%
Closed Sales	6	5	- 16.7%	50	74	+ 48.0%
Average Sales Price*	\$333,384	\$161,300	- 51.6%	\$151,498	\$195,162	+ 28.8%
Median Sales Price*	\$271,952	\$120,000	- 55.9%	\$117,800	\$112,500	- 4.5%
Percent of Original List Price Received*	83.3%	87.4%	+ 4.9%	89.4%	87.9%	- 1.7%
Days on Market Until Sale	173	263	+ 52.0%	113	110	- 2.7%
Inventory of Homes for Sale	62	48	- 22.6%	--	--	--
Months Supply of Inventory	10.5	6.7	- 36.4%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – October 2019

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



- 50.0% **+ 200.0%** **- 73.4%**

Change in
New Listings

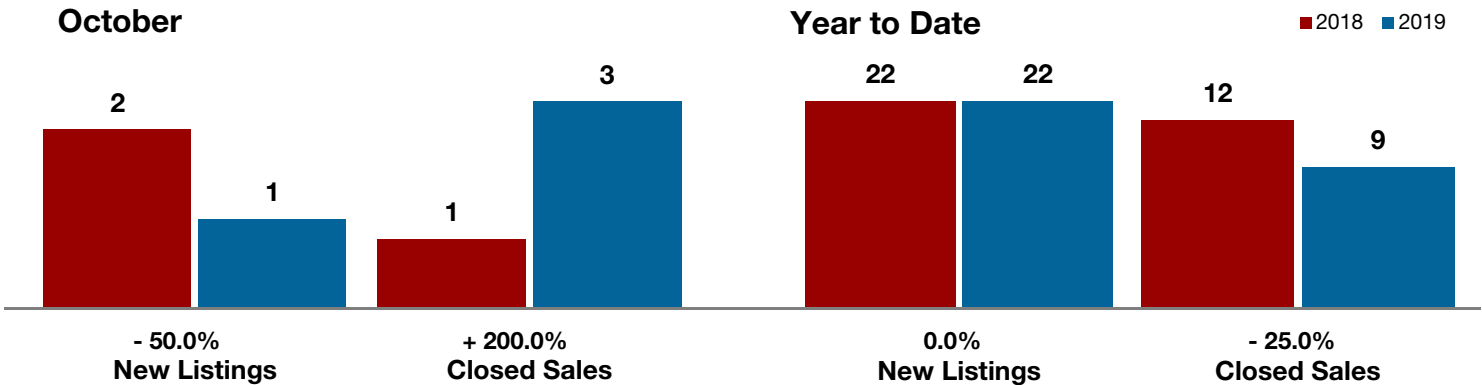
Change in
Closed Sales

Change in
Median Sales Price

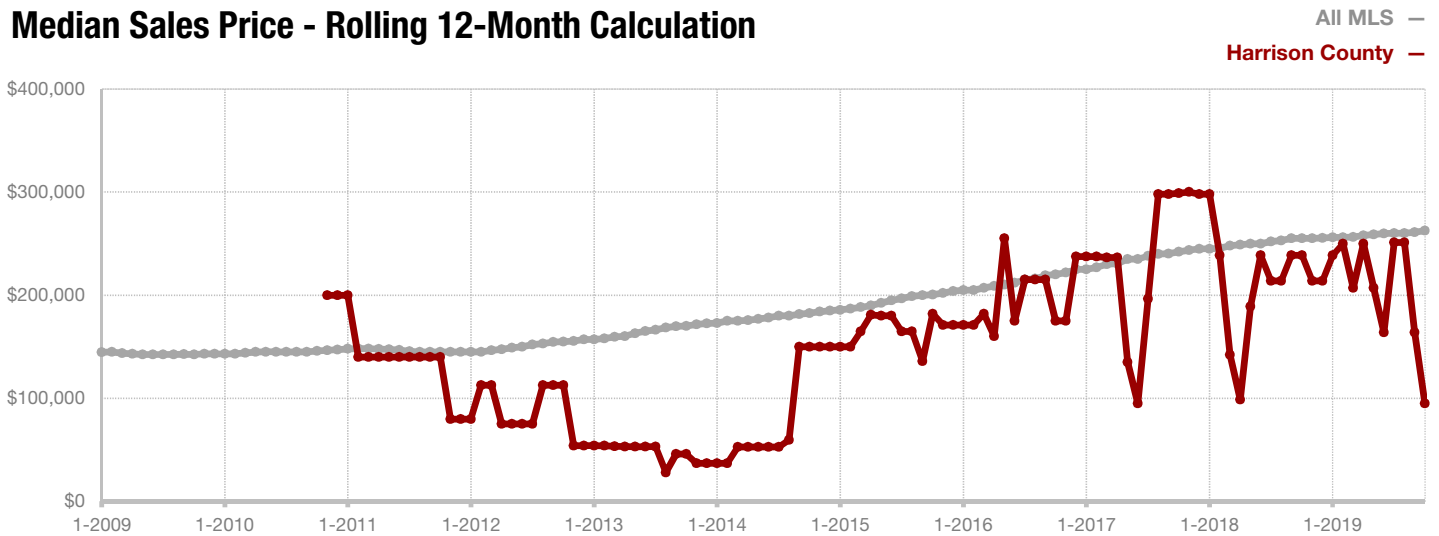
Harrison County

	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	2	1	- 50.0%	22	22	0.0%
Pending Sales	1	1	0.0%	13	11	- 15.4%
Closed Sales	1	3	+ 200.0%	12	9	- 25.0%
Average Sales Price*	\$338,000	\$71,000	- 79.0%	\$532,631	\$189,111	- 64.5%
Median Sales Price*	\$338,000	\$90,000	- 73.4%	\$244,239	\$90,000	- 63.2%
Percent of Original List Price Received*	100.0%	87.5%	- 12.5%	91.0%	87.3%	- 4.1%
Days on Market Until Sale	0	21	--	98	73	- 25.5%
Inventory of Homes for Sale	13	11	- 15.4%	--	--	--
Months Supply of Inventory	9.0	7.6	- 11.1%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – October 2019

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



+ 2.6%

- 12.3%

+ 1.6%

Change in
New Listings

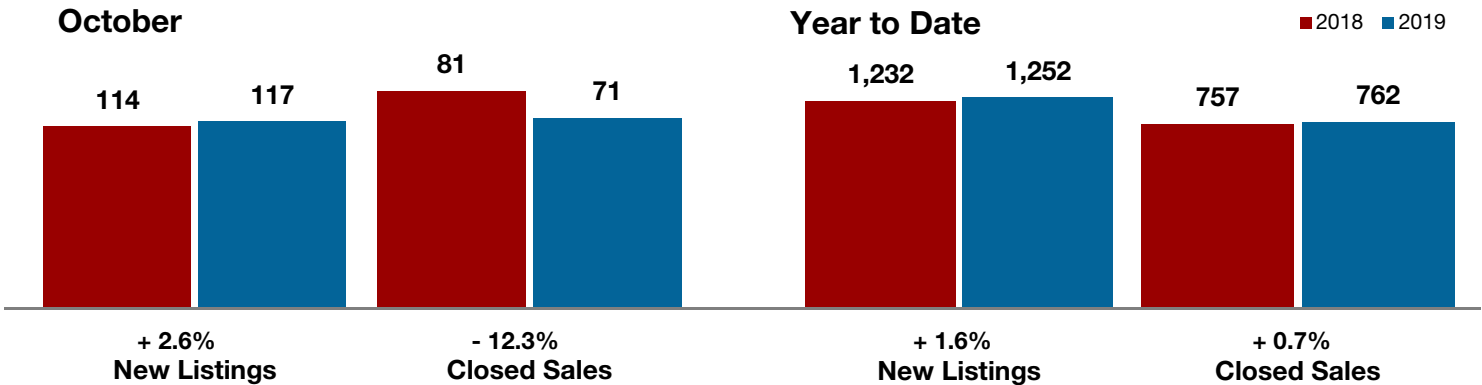
Change in
Closed Sales

Change in
Median Sales Price

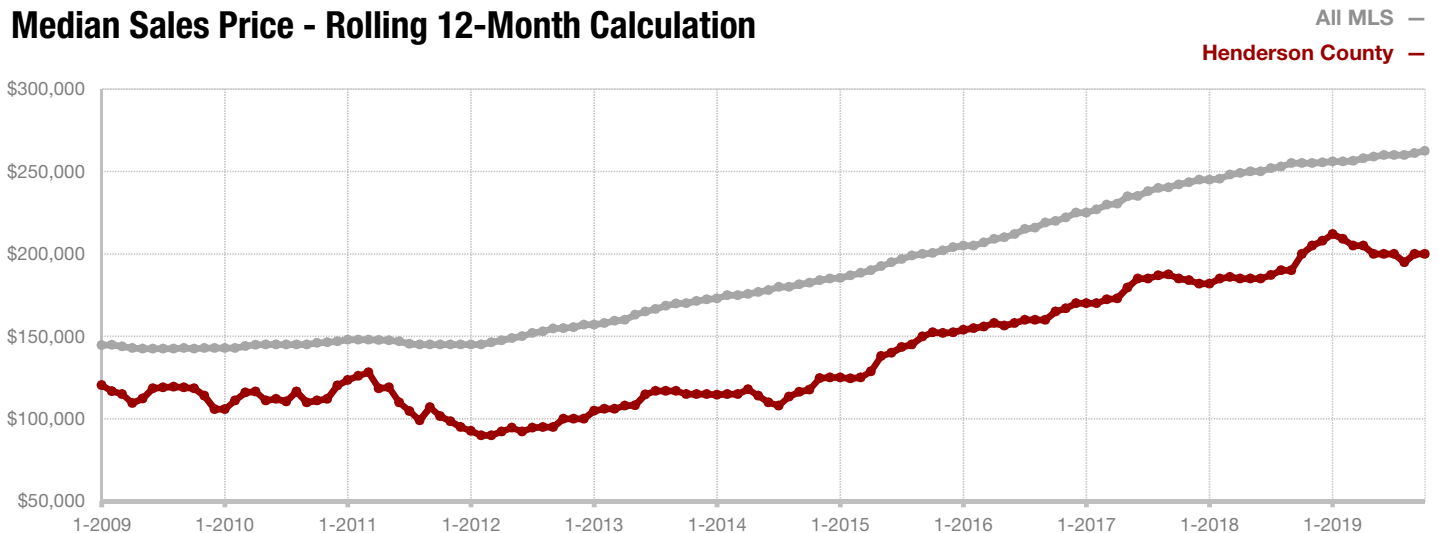
Henderson County

	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	114	117	+ 2.6%	1,232	1,252	+ 1.6%
Pending Sales	57	53	- 7.0%	790	781	- 1.1%
Closed Sales	81	71	- 12.3%	757	762	+ 0.7%
Average Sales Price*	\$290,290	\$274,566	- 5.4%	\$286,986	\$286,249	- 0.3%
Median Sales Price*	\$213,500	\$217,000	+ 1.6%	\$212,000	\$200,000	- 5.7%
Percent of Original List Price Received*	93.0%	91.9%	- 1.2%	92.5%	92.5%	0.0%
Days on Market Until Sale	86	76	- 11.6%	82	72	- 12.2%
Inventory of Homes for Sale	439	439	0.0%	--	--	--
Months Supply of Inventory	6.0	5.9	0.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – October 2019

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



- 15.4%

+ 66.7%

- 10.0%

Change in
New Listings

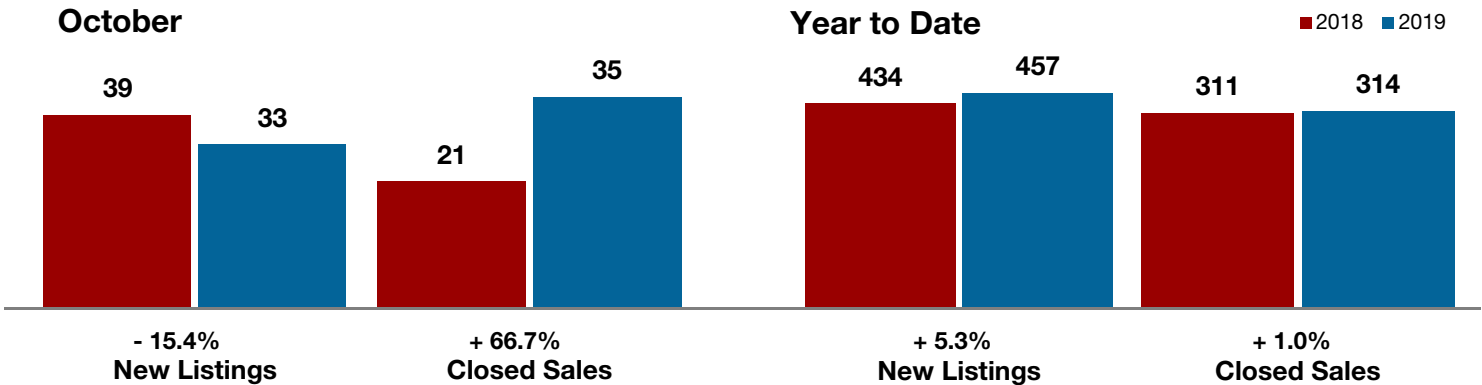
Change in
Closed Sales

Change in
Median Sales Price

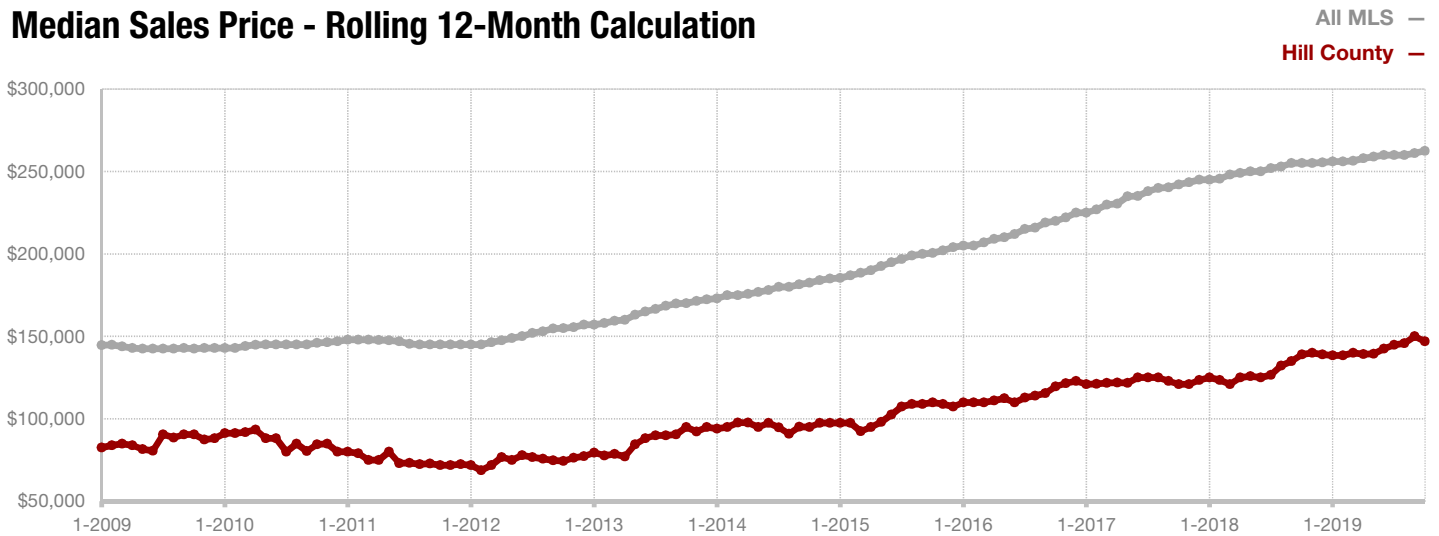
Hill County

	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	39	33	- 15.4%	434	457	+ 5.3%
Pending Sales	22	33	+ 50.0%	318	331	+ 4.1%
Closed Sales	21	35	+ 66.7%	311	314	+ 1.0%
Average Sales Price*	\$156,195	\$135,270	- 13.4%	\$168,193	\$178,168	+ 5.9%
Median Sales Price*	\$144,400	\$130,000	- 10.0%	\$138,750	\$147,450	+ 6.3%
Percent of Original List Price Received*	88.1%	91.3%	+ 3.6%	91.9%	92.8%	+ 1.0%
Days on Market Until Sale	38	73	+ 92.1%	83	70	- 15.7%
Inventory of Homes for Sale	156	124	- 20.5%	--	--	--
Months Supply of Inventory	5.2	4.0	- 20.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – October 2019

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



+ 10.2%

+ 9.6%

- 7.9%

Change in
New Listings

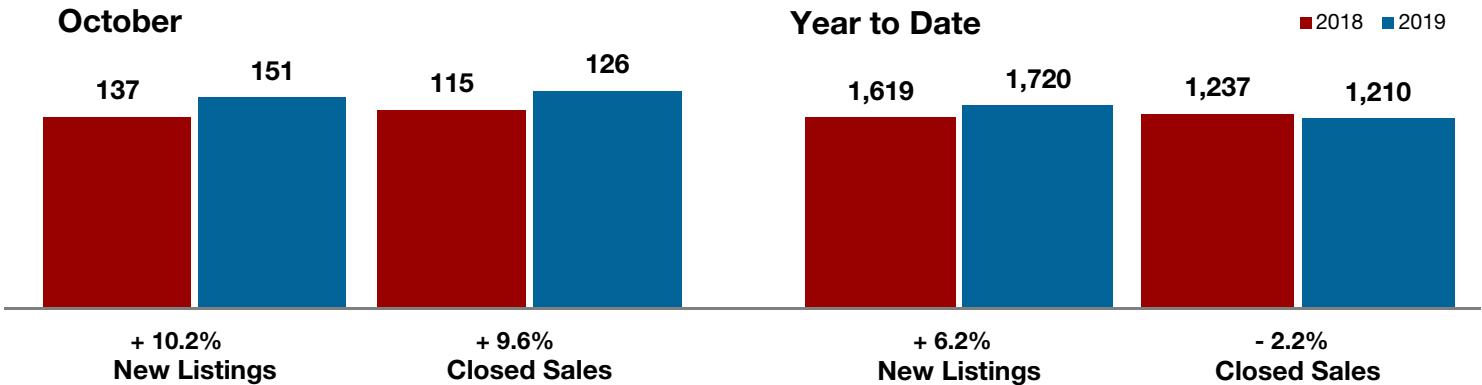
Change in
Closed Sales

Change in
Median Sales Price

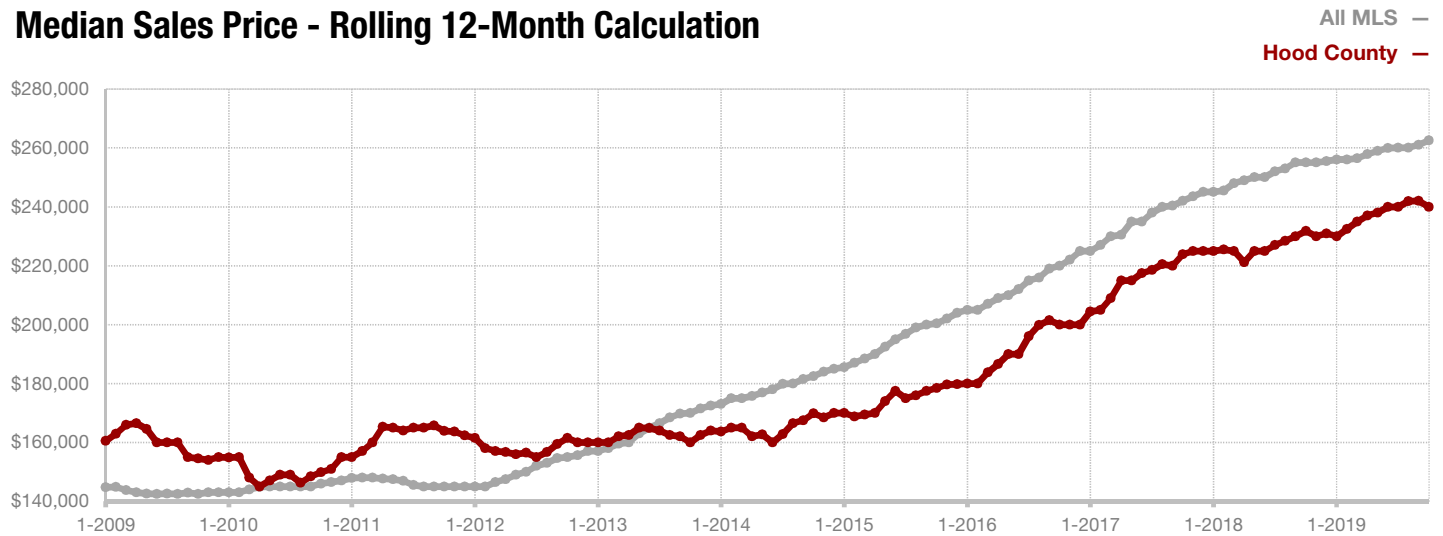
Hood County

	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	137	151	+ 10.2%	1,619	1,720	+ 6.2%
Pending Sales	91	79	- 13.2%	1,260	1,236	- 1.9%
Closed Sales	115	126	+ 9.6%	1,237	1,210	- 2.2%
Average Sales Price*	\$278,364	\$274,138	- 1.5%	\$266,255	\$276,482	+ 3.8%
Median Sales Price*	\$249,823	\$230,000	- 7.9%	\$235,000	\$245,000	+ 4.3%
Percent of Original List Price Received*	94.7%	95.8%	+ 1.2%	96.0%	95.9%	- 0.1%
Days on Market Until Sale	48	53	+ 10.4%	46	49	+ 6.5%
Inventory of Homes for Sale	340	388	+ 14.1%	--	--	--
Months Supply of Inventory	2.9	3.4	0.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – October 2019

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



- 36.2%

+ 4.8%

+ 32.6%

Change in
New Listings

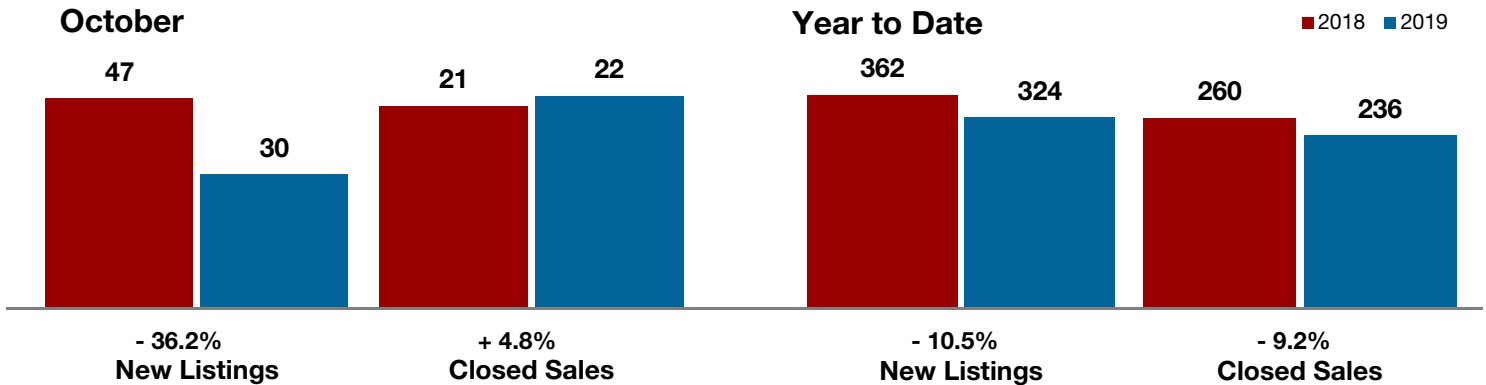
Change in
Closed Sales

Change in
Median Sales Price

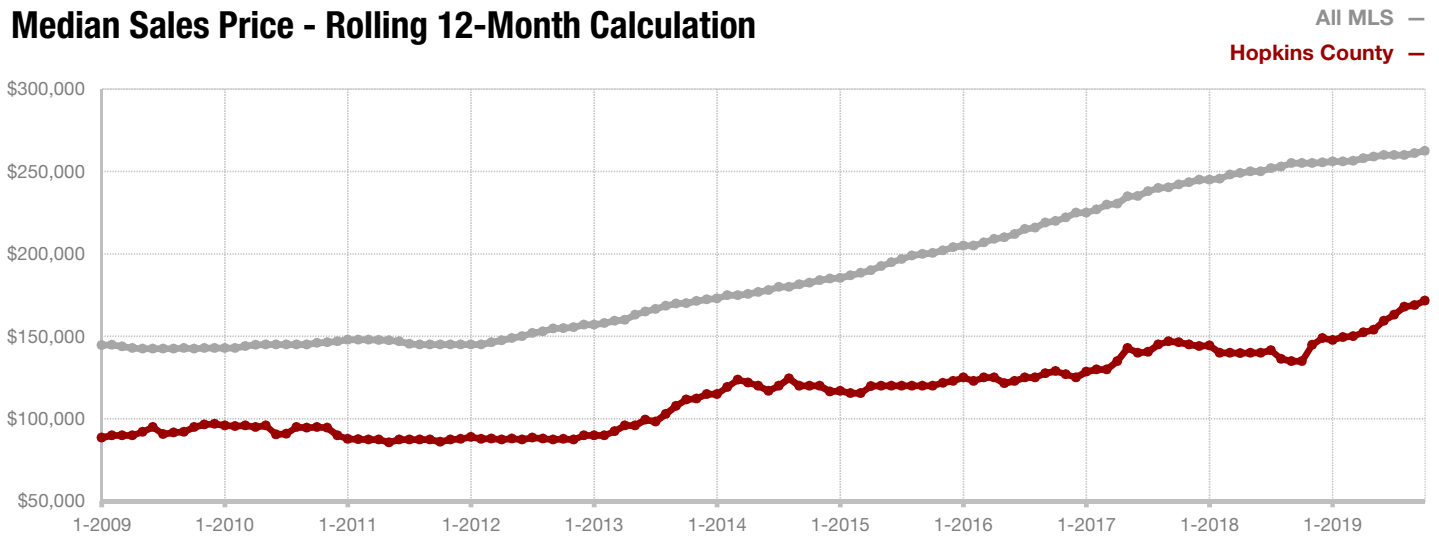
Hopkins County

	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	47	30	- 36.2%	362	324	- 10.5%
Pending Sales	28	21	- 25.0%	258	241	- 6.6%
Closed Sales	21	22	+ 4.8%	260	236	- 9.2%
Average Sales Price*	\$138,600	\$228,916	+ 65.2%	\$182,783	\$203,609	+ 11.4%
Median Sales Price*	\$124,400	\$165,000	+ 32.6%	\$144,700	\$169,850	+ 17.4%
Percent of Original List Price Received*	93.1%	92.8%	- 0.3%	93.1%	94.5%	+ 1.5%
Days on Market Until Sale	47	40	- 14.9%	64	53	- 17.2%
Inventory of Homes for Sale	107	98	- 8.4%	--	--	--
Months Supply of Inventory	4.2	4.3	0.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – October 2019

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



+ 55.3%

Change in
New Listings

- 5.6%

Change in
Closed Sales

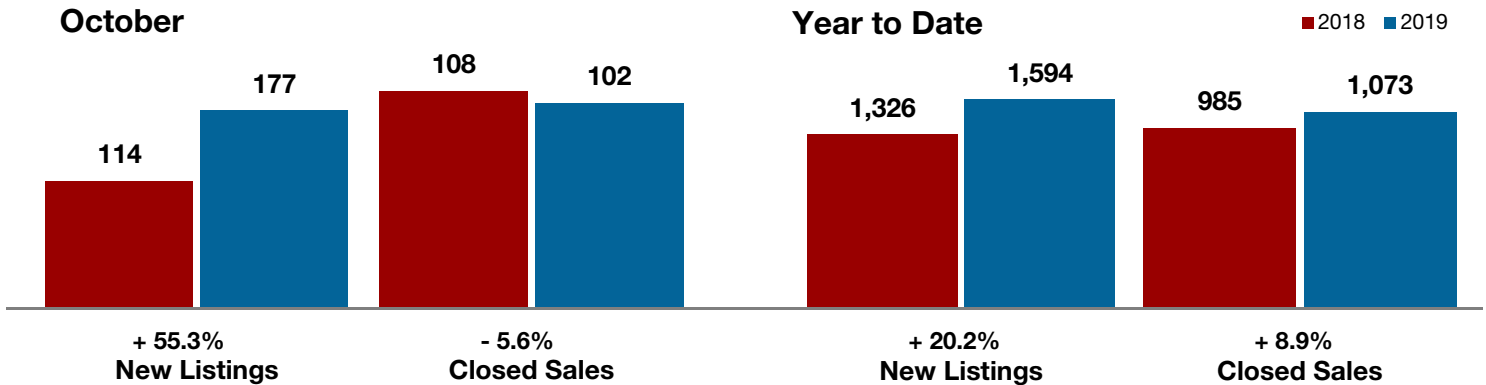
+ 13.2%

Change in
Median Sales Price

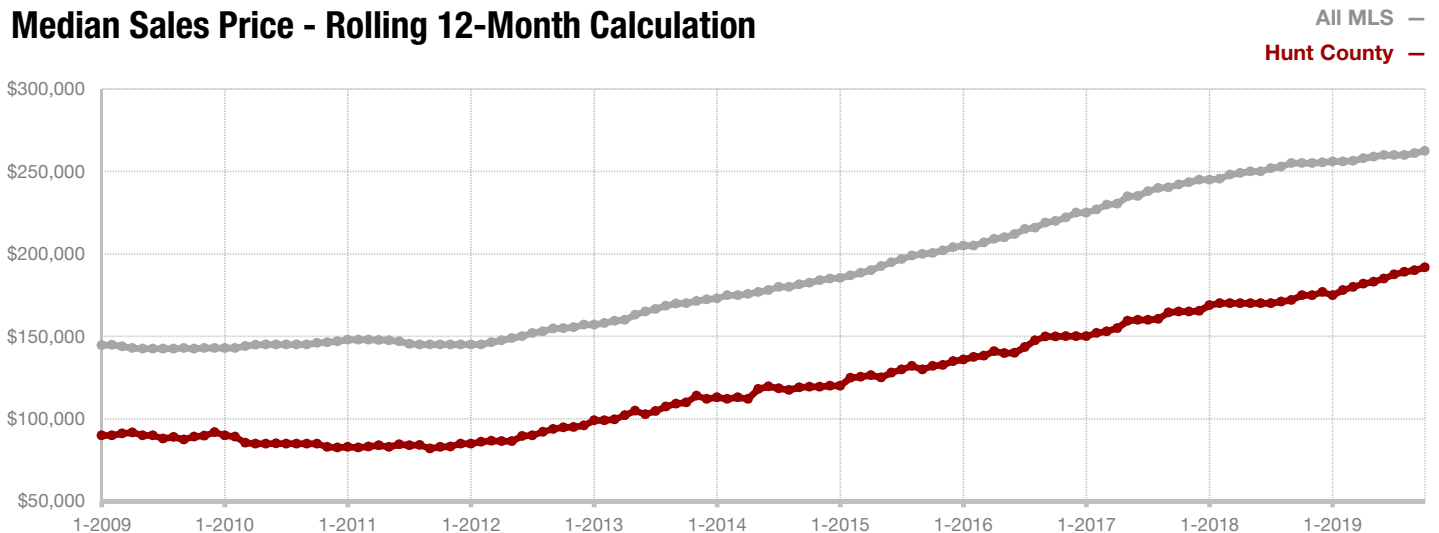
Hunt County

	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	114	177	+ 55.3%	1,326	1,594	+ 20.2%
Pending Sales	89	98	+ 10.1%	990	1,122	+ 13.3%
Closed Sales	108	102	- 5.6%	985	1,073	+ 8.9%
Average Sales Price*	\$207,649	\$248,779	+ 19.8%	\$196,567	\$217,995	+ 10.9%
Median Sales Price*	\$185,700	\$210,224	+ 13.2%	\$178,000	\$194,847	+ 9.5%
Percent of Original List Price Received*	94.2%	94.9%	+ 0.7%	95.6%	95.4%	- 0.2%
Days on Market Until Sale	53	68	+ 28.3%	43	49	+ 14.0%
Inventory of Homes for Sale	319	379	+ 18.8%	--	--	--
Months Supply of Inventory	3.3	3.6	+ 33.3%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – October 2019

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



- 14.3%

0.0%

- 61.2%

Change in
New Listings

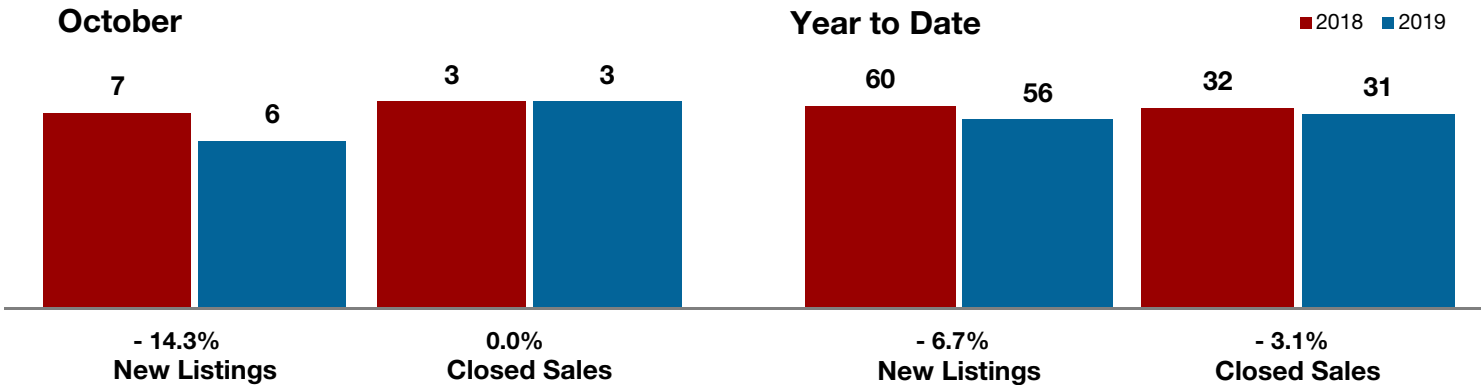
Change in
Closed Sales

Change in
Median Sales Price

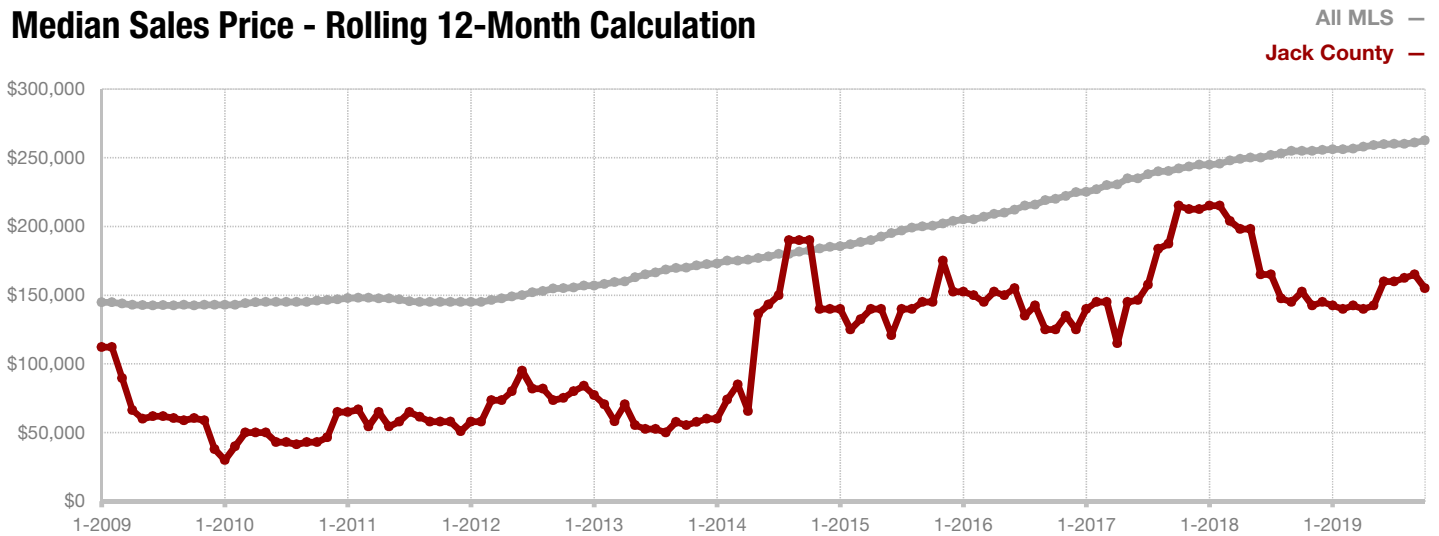
Jack County

	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	7	6	- 14.3%	60	56	- 6.7%
Pending Sales	0	4	--	33	31	- 6.1%
Closed Sales	3	3	0.0%	32	31	- 3.1%
Average Sales Price*	\$308,333	\$164,100	- 46.8%	\$246,378	\$205,001	- 16.8%
Median Sales Price*	\$315,000	\$122,300	- 61.2%	\$152,500	\$160,000	+ 4.9%
Percent of Original List Price Received*	90.1%	76.6%	- 15.0%	90.9%	88.1%	- 3.1%
Days on Market Until Sale	175	67	- 61.7%	125	100	- 20.0%
Inventory of Homes for Sale	22	18	- 18.2%	--	--	--
Months Supply of Inventory	6.9	5.8	- 14.3%	--	--	--

* 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 – October 2019

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



+ 10.4%

- 2.4%

+ 13.9%

Change in
New Listings

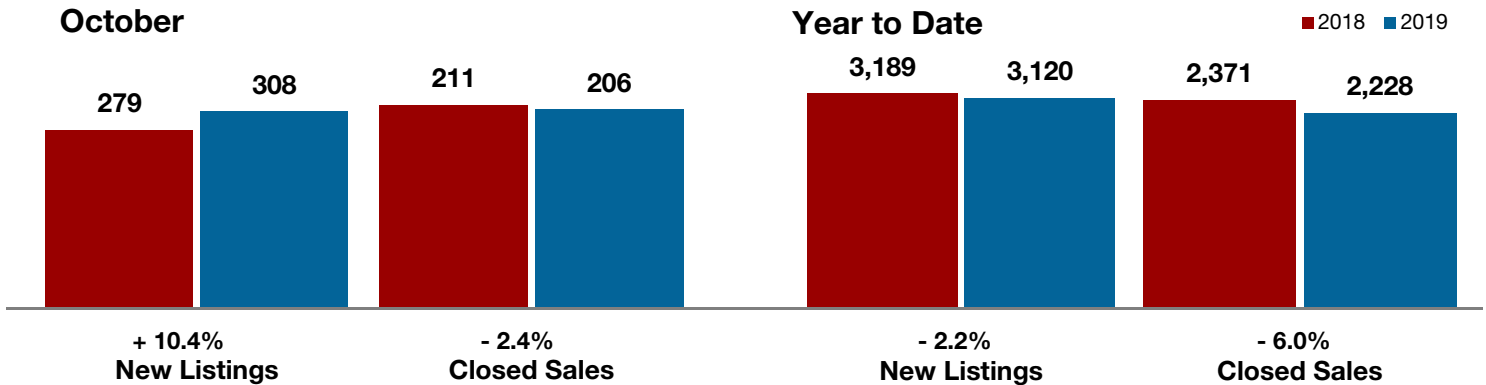
Change in
Closed Sales

Change in
Median Sales Price

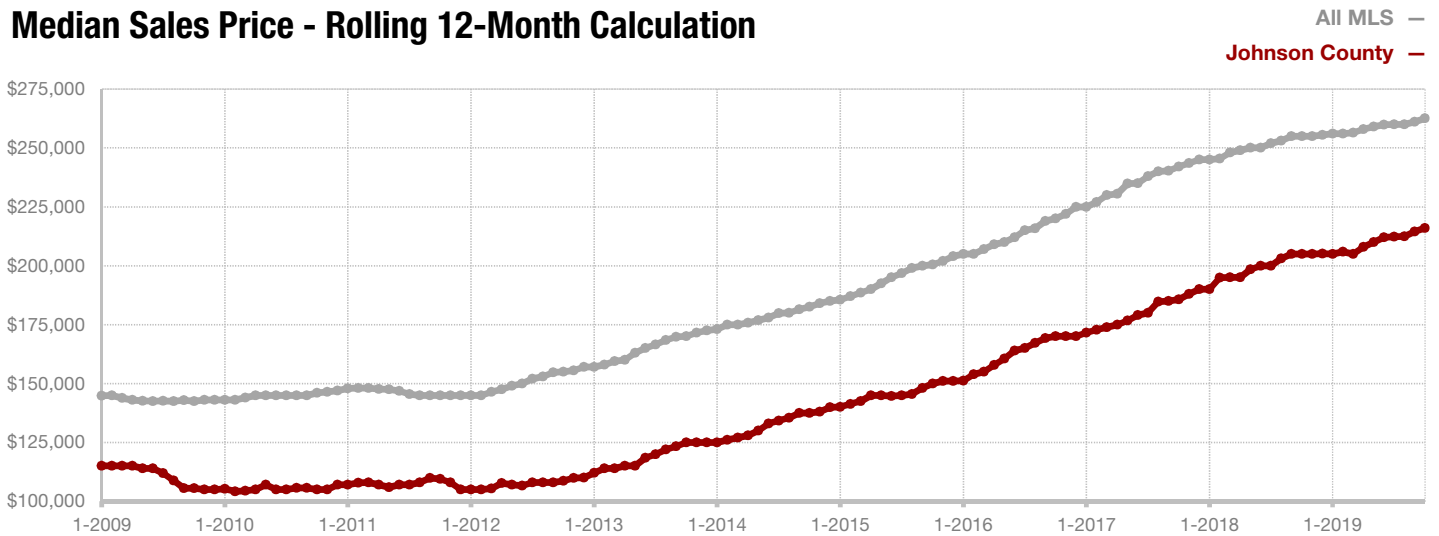
Johnson County

	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	279	308	+ 10.4%	3,189	3,120	- 2.2%
Pending Sales	205	202	- 1.5%	2,457	2,324	- 5.4%
Closed Sales	211	206	- 2.4%	2,371	2,228	- 6.0%
Average Sales Price*	\$227,645	\$240,916	+ 5.8%	\$232,262	\$241,949	+ 4.2%
Median Sales Price*	\$199,900	\$227,700	+ 13.9%	\$206,000	\$219,900	+ 6.7%
Percent of Original List Price Received*	96.3%	95.4%	- 0.9%	97.3%	96.8%	- 0.5%
Days on Market Until Sale	41	45	+ 9.8%	40	46	+ 15.0%
Inventory of Homes for Sale	712	712	0.0%	--	--	--
Months Supply of Inventory	3.1	3.2	0.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – October 2019

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



+ 6.7%

+ 75.0%

- 37.2%

Change in
New Listings

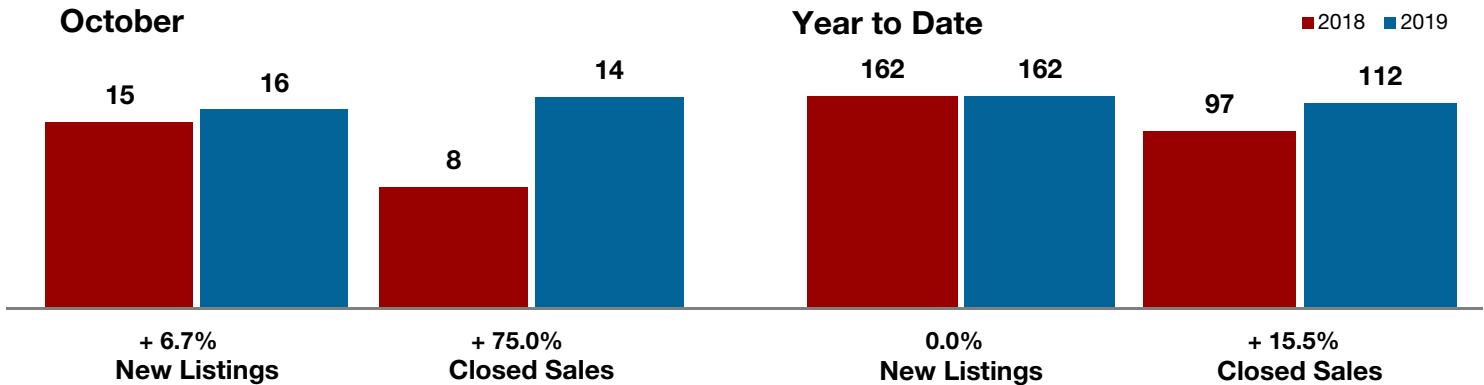
Change in
Closed Sales

Change in
Median Sales Price

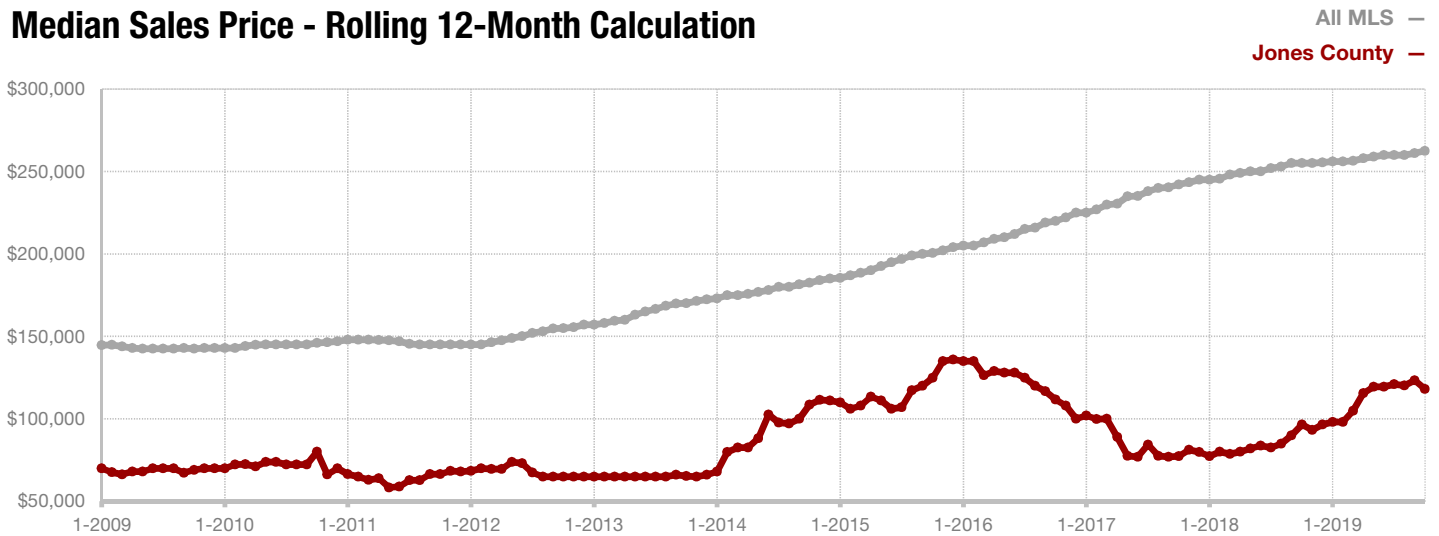
Jones County

	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	15	16	+ 6.7%	162	162	0.0%
Pending Sales	8	8	0.0%	96	112	+ 16.7%
Closed Sales	8	14	+ 75.0%	97	112	+ 15.5%
Average Sales Price*	\$175,813	\$113,935	- 35.2%	\$118,168	\$124,009	+ 4.9%
Median Sales Price*	\$142,500	\$89,450	- 37.2%	\$90,400	\$115,000	+ 27.2%
Percent of Original List Price Received*	91.9%	92.1%	+ 0.2%	92.4%	91.3%	- 1.2%
Days on Market Until Sale	84	101	+ 20.2%	90	76	- 15.6%
Inventory of Homes for Sale	73	56	- 23.3%	--	--	--
Months Supply of Inventory	7.9	5.3	- 37.5%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – October 2019

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



+ 29.9%

Change in
New Listings

+ 25.8%

Change in
Closed Sales

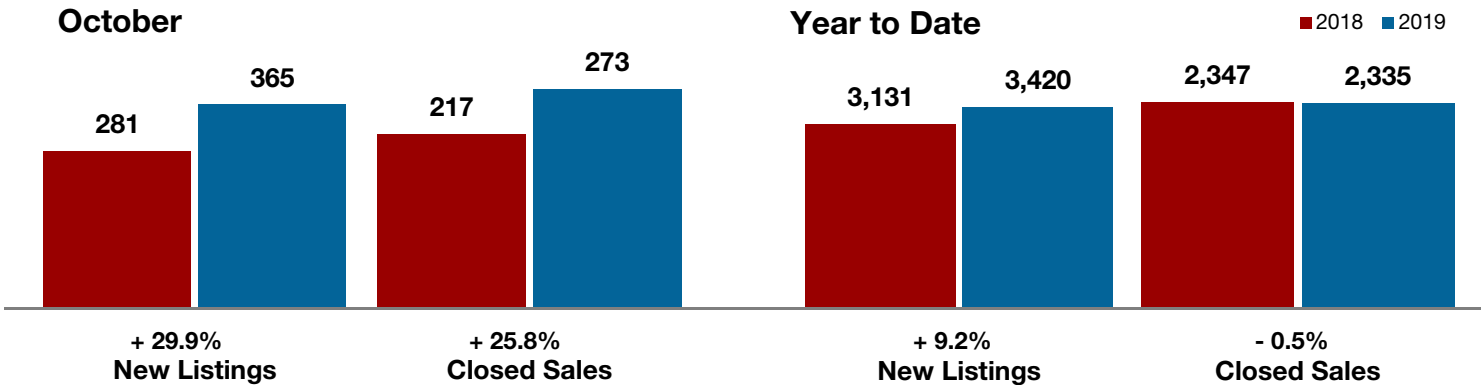
+ 8.9%

Change in
Median Sales Price

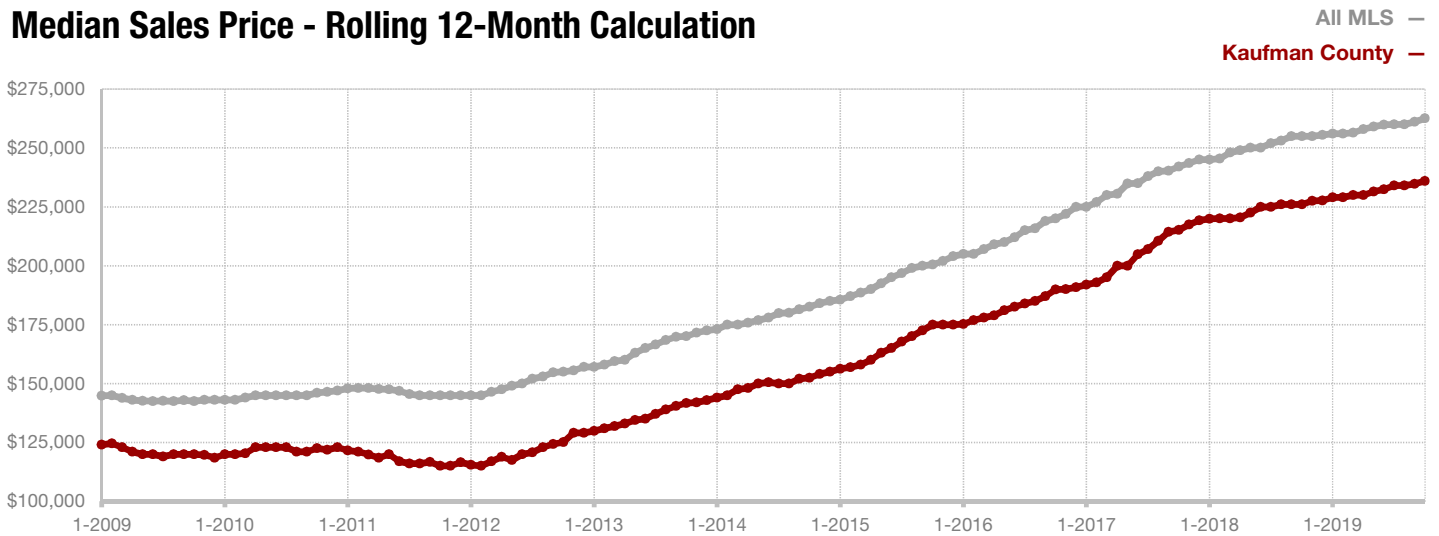
Kaufman County

	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	281	365	+ 29.9%	3,131	3,420	+ 9.2%
Pending Sales	179	242	+ 35.2%	2,358	2,462	+ 4.4%
Closed Sales	217	273	+ 25.8%	2,347	2,335	- 0.5%
Average Sales Price*	\$223,728	\$253,235	+ 13.2%	\$237,164	\$247,243	+ 4.2%
Median Sales Price*	\$220,370	\$240,000	+ 8.9%	\$227,000	\$236,000	+ 4.0%
Percent of Original List Price Received*	95.9%	95.5%	- 0.4%	96.9%	96.2%	- 0.7%
Days on Market Until Sale	46	54	+ 17.4%	43	56	+ 30.2%
Inventory of Homes for Sale	731	850	+ 16.3%	--	--	--
Months Supply of Inventory	3.2	3.7	+ 33.3%	--	--	--

* 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 – October 2019

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



+ 90.0%

+ 11.1%

+ 8.6%

Change in
New Listings

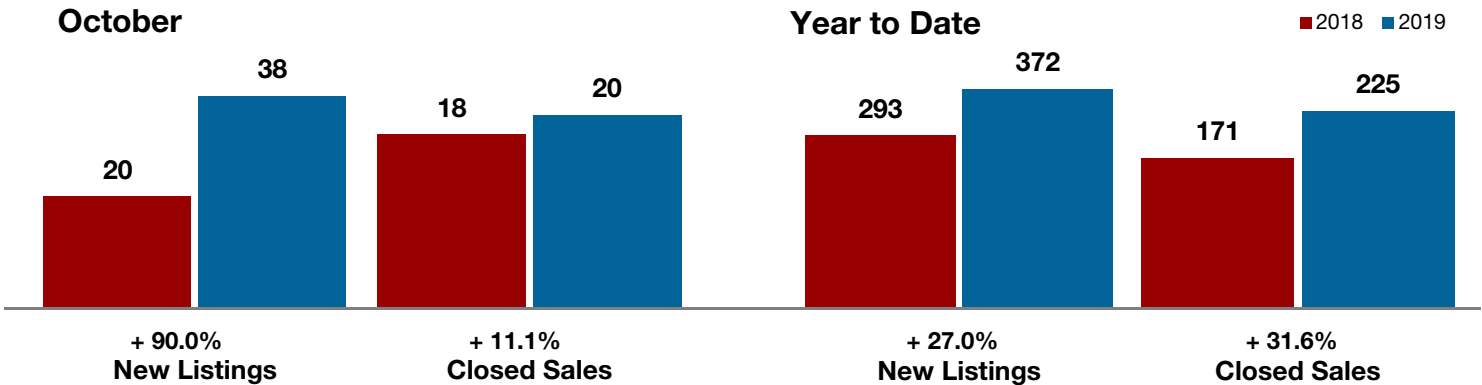
Change in
Closed Sales

Change in
Median Sales Price

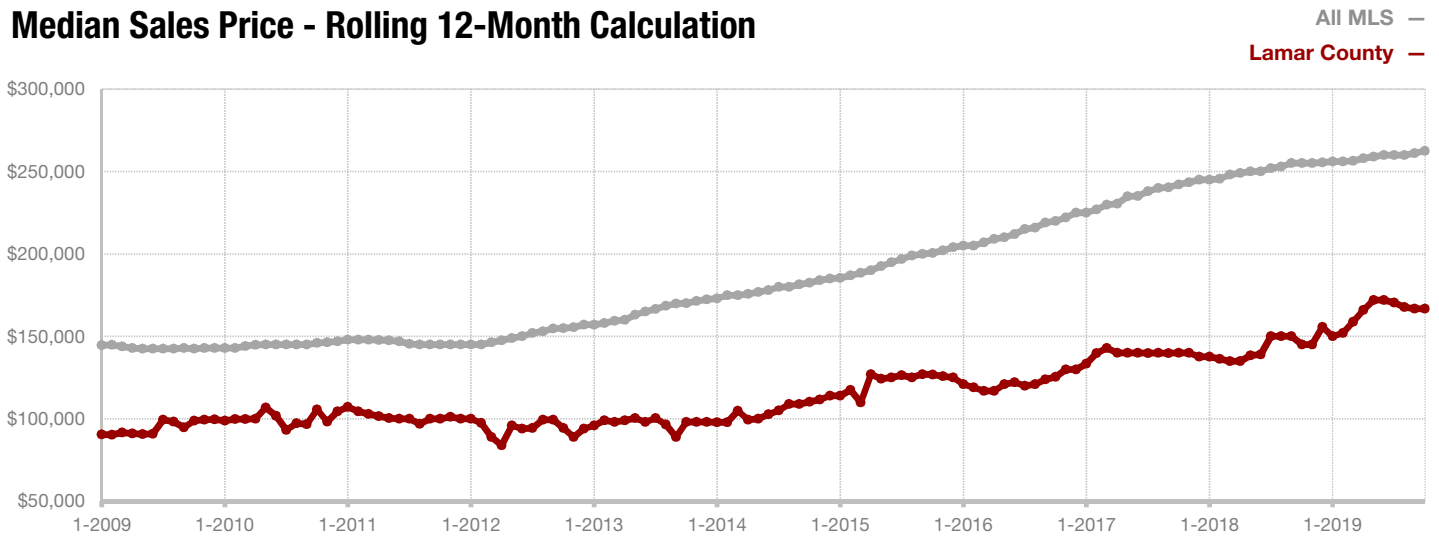
Lamar County

	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	20	38	+ 90.0%	293	372	+ 27.0%
Pending Sales	15	15	0.0%	167	232	+ 38.9%
Closed Sales	18	20	+ 11.1%	171	225	+ 31.6%
Average Sales Price*	\$166,215	\$195,115	+ 17.4%	\$180,128	\$189,274	+ 5.1%
Median Sales Price*	\$142,500	\$154,750	+ 8.6%	\$151,000	\$165,000	+ 9.3%
Percent of Original List Price Received*	91.0%	94.0%	+ 3.3%	91.9%	92.4%	+ 0.5%
Days on Market Until Sale	57	55	- 3.5%	78	74	- 5.1%
Inventory of Homes for Sale	125	128	+ 2.4%	--	--	--
Months Supply of Inventory	7.7	5.8	- 25.0%	--	--	--

* 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 – October 2019

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



+ 25.0%

+ 250.0%

+ 0.6%

Change in
New Listings

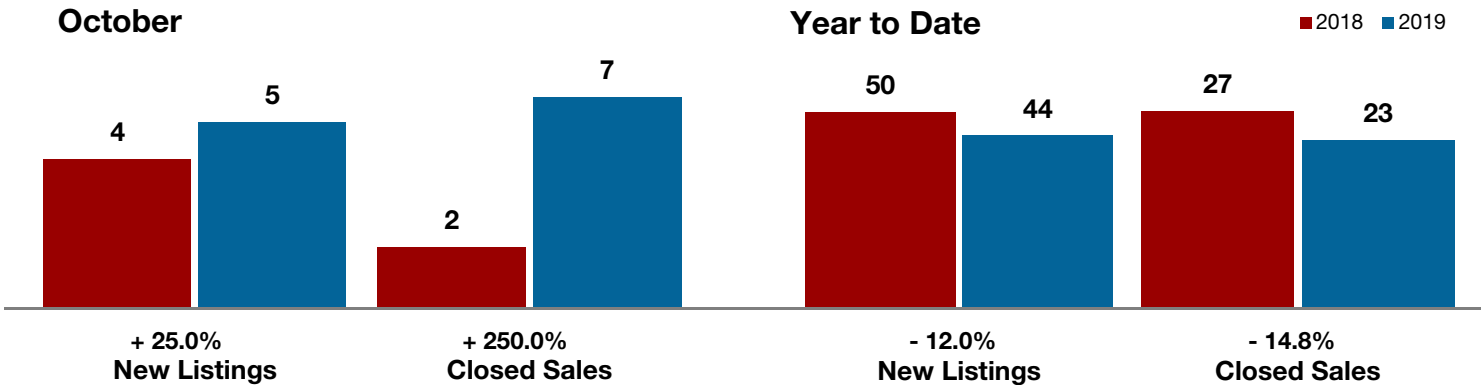
Change in
Closed Sales

Change in
Median Sales Price

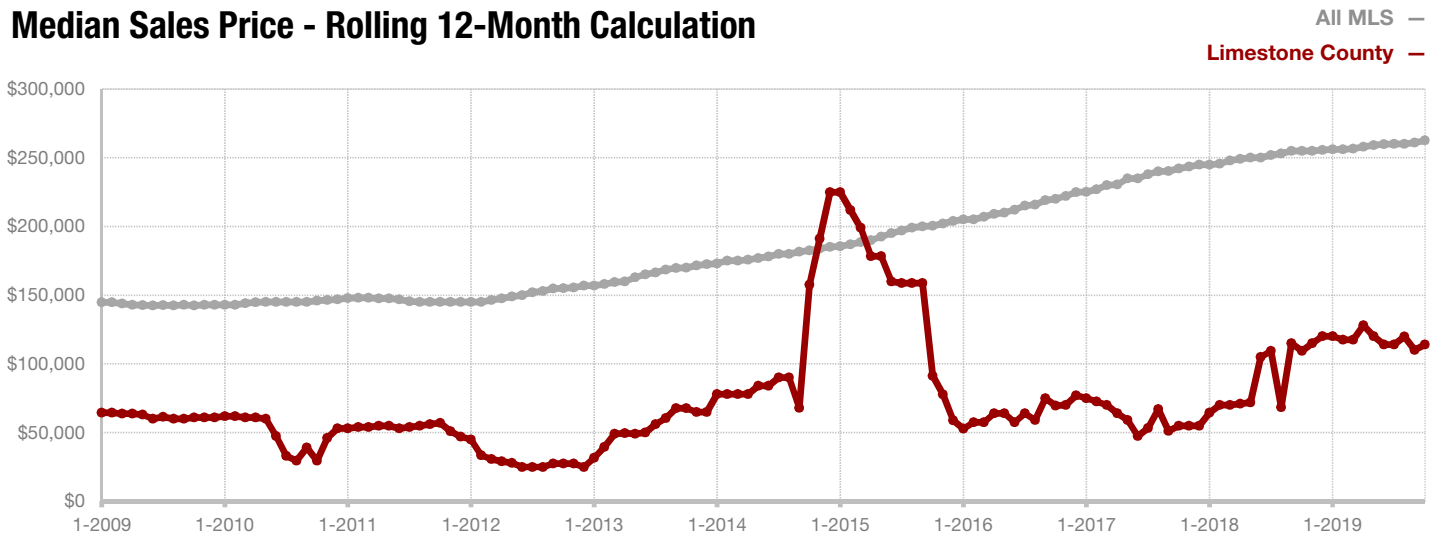
Limestone County

	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	4	5	+ 25.0%	50	44	- 12.0%
Pending Sales	0	4	--	26	25	- 3.8%
Closed Sales	2	7	+ 250.0%	27	23	- 14.8%
Average Sales Price*	\$131,240	\$168,357	+ 28.3%	\$141,306	\$135,300	- 4.3%
Median Sales Price*	\$131,240	\$132,000	+ 0.6%	\$115,000	\$110,000	- 4.3%
Percent of Original List Price Received*	88.7%	92.2%	+ 3.9%	88.4%	87.0%	- 1.6%
Days on Market Until Sale	202	53	- 73.8%	102	83	- 18.6%
Inventory of Homes for Sale	28	20	- 28.6%	--	--	--
Months Supply of Inventory	9.7	7.7	- 20.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – October 2019

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



+ 7.4%

Change in
New Listings

- 8.7%

Change in
Closed Sales

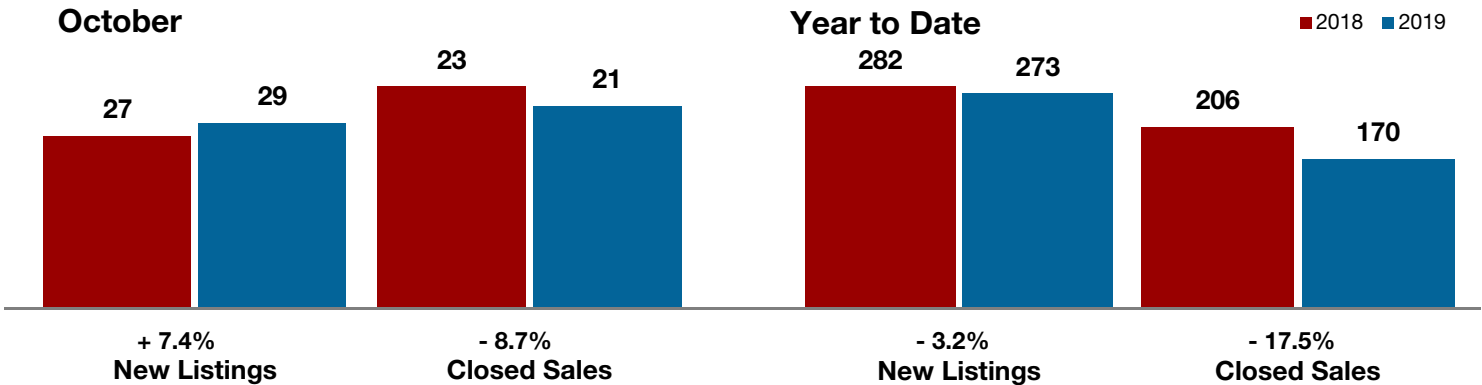
+ 8.1%

Change in
Median Sales Price

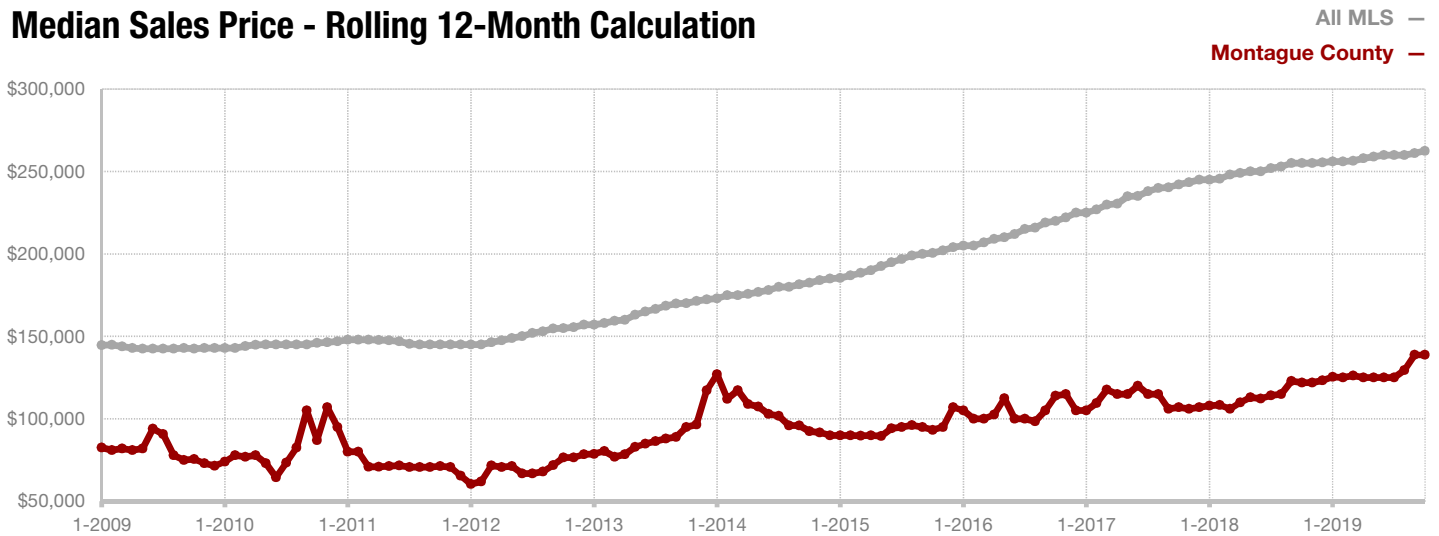
Montague County

	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	27	29	+ 7.4%	282	273	- 3.2%
Pending Sales	15	23	+ 53.3%	196	182	- 7.1%
Closed Sales	23	21	- 8.7%	206	170	- 17.5%
Average Sales Price*	\$150,091	\$136,563	- 9.0%	\$163,678	\$185,482	+ 13.3%
Median Sales Price*	\$105,000	\$113,500	+ 8.1%	\$125,000	\$139,000	+ 11.2%
Percent of Original List Price Received*	91.1%	90.8%	- 0.3%	92.2%	91.7%	- 0.5%
Days on Market Until Sale	102	69	- 32.4%	93	79	- 15.1%
Inventory of Homes for Sale	119	101	- 15.1%	--	--	--
Months Supply of Inventory	6.2	5.9	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 – October 2019

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



+ 27.0%

- 17.9%

+ 51.6%

Change in
New Listings

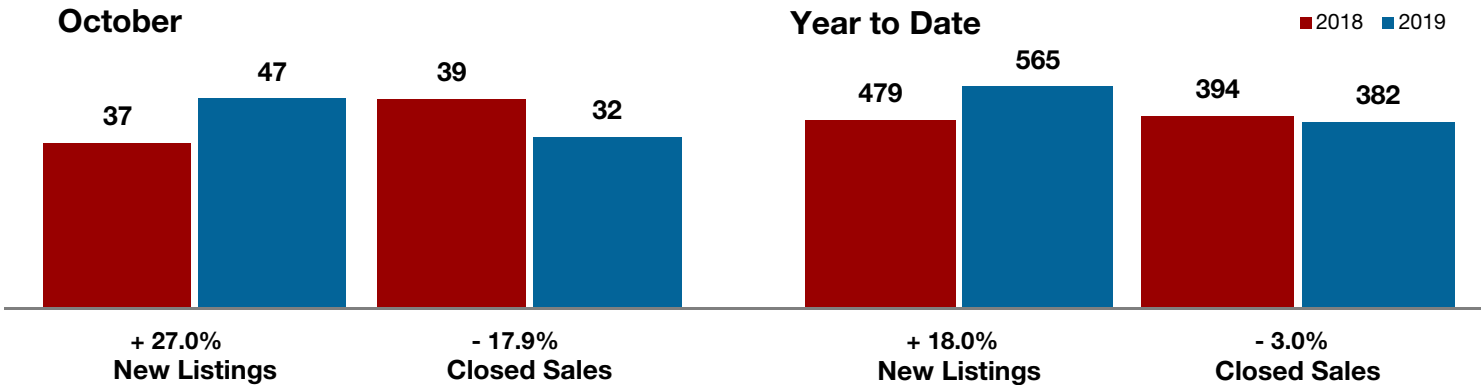
Change in
Closed Sales

Change in
Median Sales Price

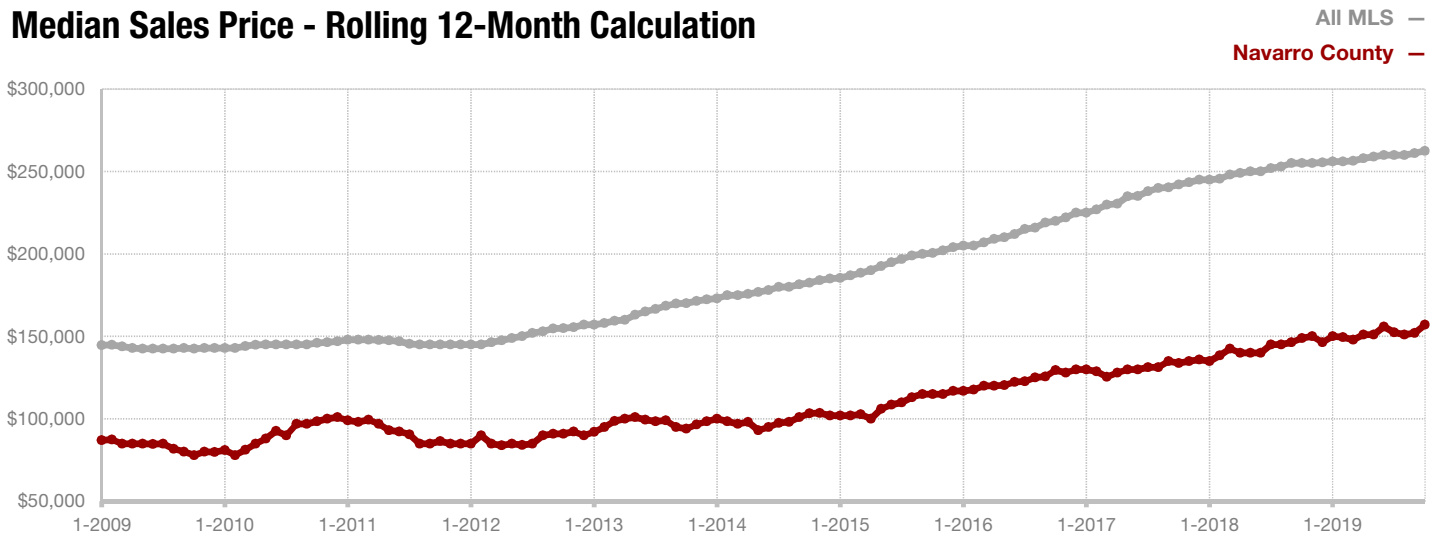
Navarro County

	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	37	47	+ 27.0%	479	565	+ 18.0%
Pending Sales	37	27	- 27.0%	390	382	- 2.1%
Closed Sales	39	32	- 17.9%	394	382	- 3.0%
Average Sales Price*	\$197,531	\$243,756	+ 23.4%	\$195,864	\$200,621	+ 2.4%
Median Sales Price*	\$127,000	\$192,500	+ 51.6%	\$146,500	\$159,000	+ 8.5%
Percent of Original List Price Received*	93.6%	94.4%	+ 0.9%	93.9%	93.9%	0.0%
Days on Market Until Sale	56	67	+ 19.6%	70	64	- 8.6%
Inventory of Homes for Sale	131	170	+ 29.8%	--	--	--
Months Supply of Inventory	3.5	4.6	+ 25.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – October 2019

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



0.0%

Change in
New Listings

0.0%

Change in
Closed Sales

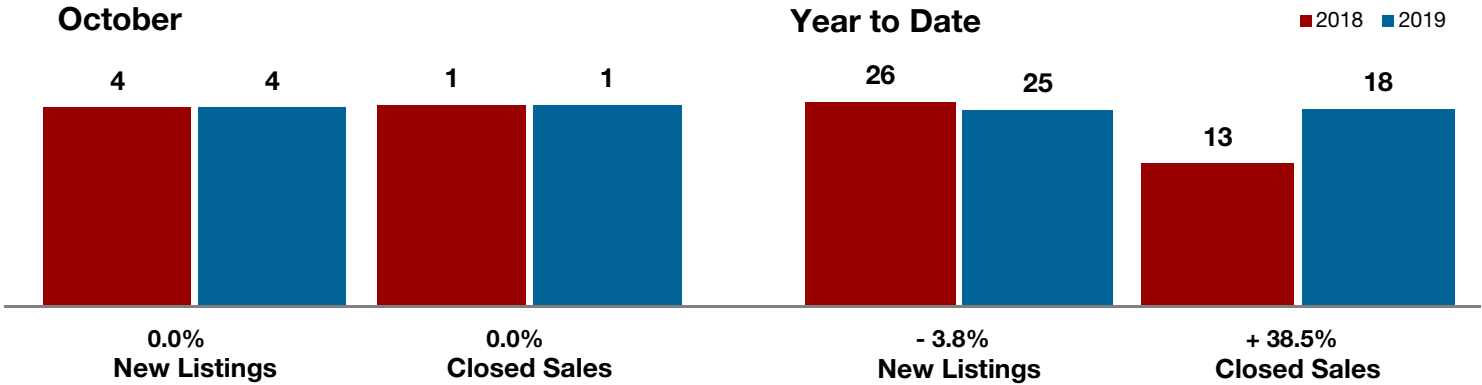
+ 400.0%

Change in
Median Sales Price

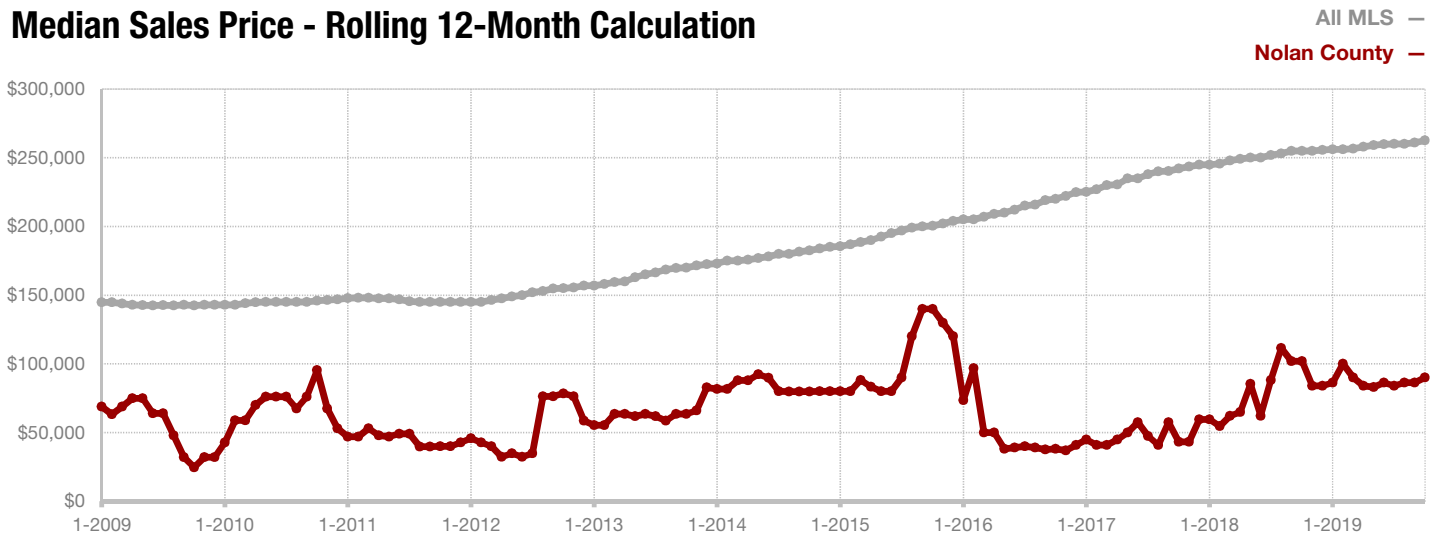
Nolan County

	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	4	4	0.0%	26	25	- 3.8%
Pending Sales	2	1	- 50.0%	13	16	+ 23.1%
Closed Sales	1	1	0.0%	13	18	+ 38.5%
Average Sales Price*	\$55,000	\$275,000	+ 400.0%	\$151,738	\$150,647	- 0.7%
Median Sales Price*	\$55,000	\$275,000	+ 400.0%	\$84,000	\$95,000	+ 13.1%
Percent of Original List Price Received*	91.8%	100.0%	+ 8.9%	88.0%	91.9%	+ 4.4%
Days on Market Until Sale	5	1	- 80.0%	109	74	- 32.1%
Inventory of Homes for Sale	10	12	+ 20.0%	--	--	--
Months Supply of Inventory	5.0	6.3	+ 20.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – October 2019

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



+ 33.3%

- 26.4%

- 13.2%

Change in
New Listings

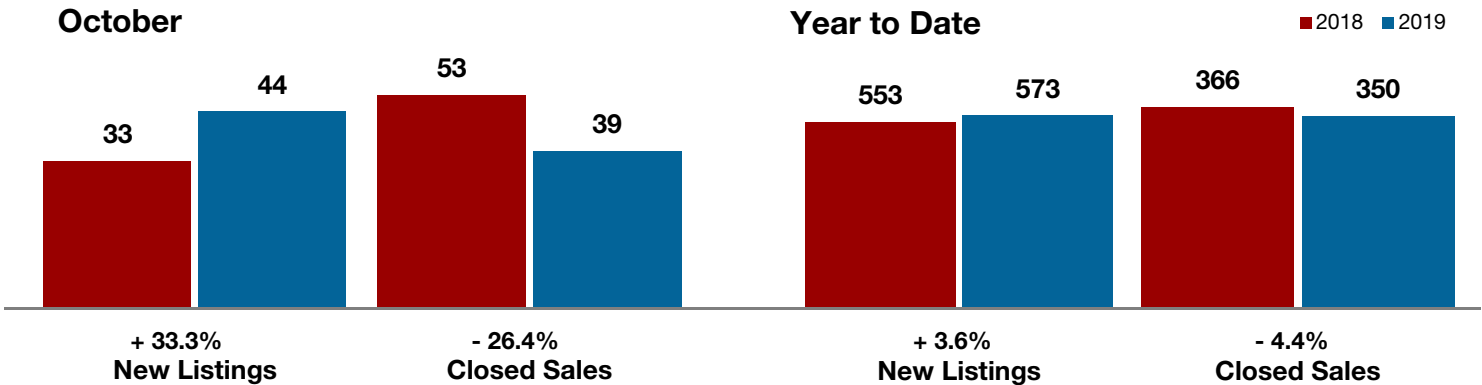
Change in
Closed Sales

Change in
Median Sales Price

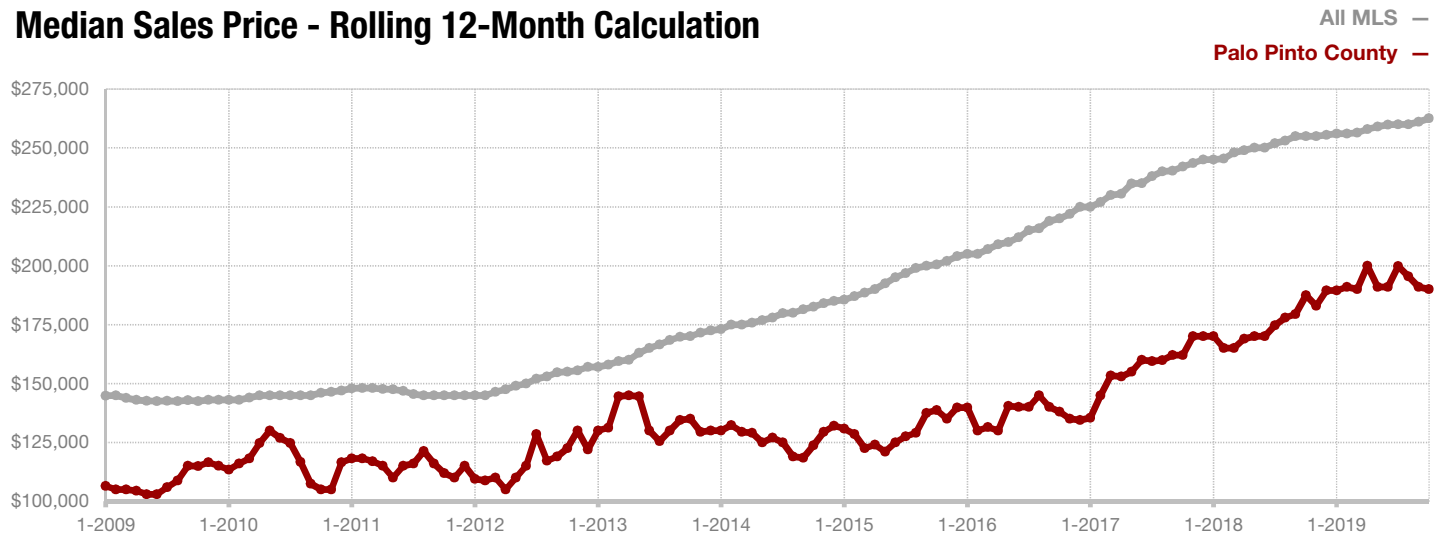
Palo Pinto County

	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	33	44	+ 33.3%	553	573	+ 3.6%
Pending Sales	38	22	- 42.1%	381	350	- 8.1%
Closed Sales	53	39	- 26.4%	366	350	- 4.4%
Average Sales Price*	\$339,702	\$332,261	- 2.2%	\$315,502	\$323,816	+ 2.6%
Median Sales Price*	\$265,000	\$230,000	- 13.2%	\$192,500	\$191,000	- 0.8%
Percent of Original List Price Received*	89.1%	89.7%	+ 0.7%	90.1%	91.0%	+ 1.0%
Days on Market Until Sale	131	106	- 19.1%	120	104	- 13.3%
Inventory of Homes for Sale	257	237	- 7.8%	--	--	--
Months Supply of Inventory	7.2	7.2	0.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – October 2019

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



+ 51.6%

+ 17.2%

+ 0.4%

Change in
New Listings

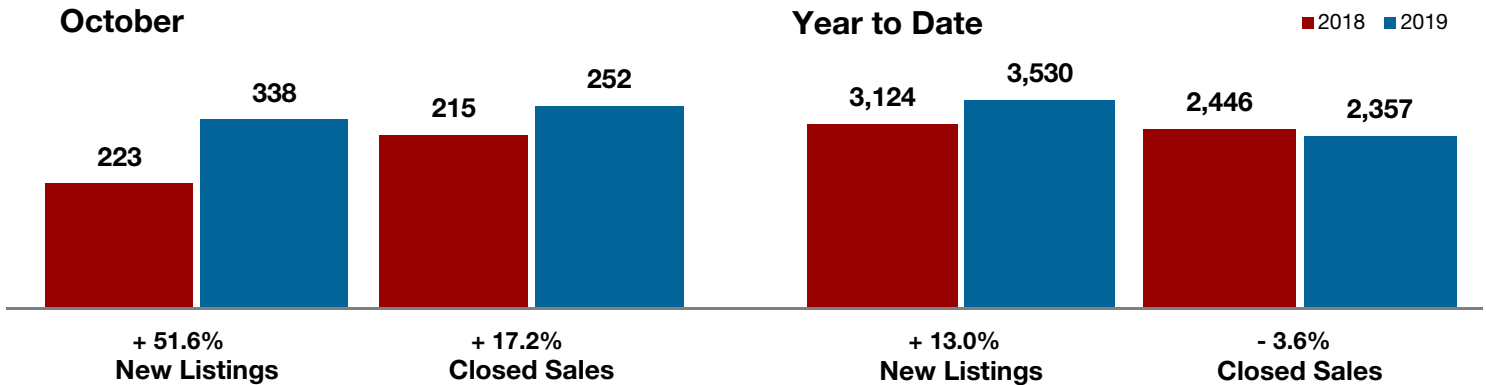
Change in
Closed Sales

Change in
Median Sales Price

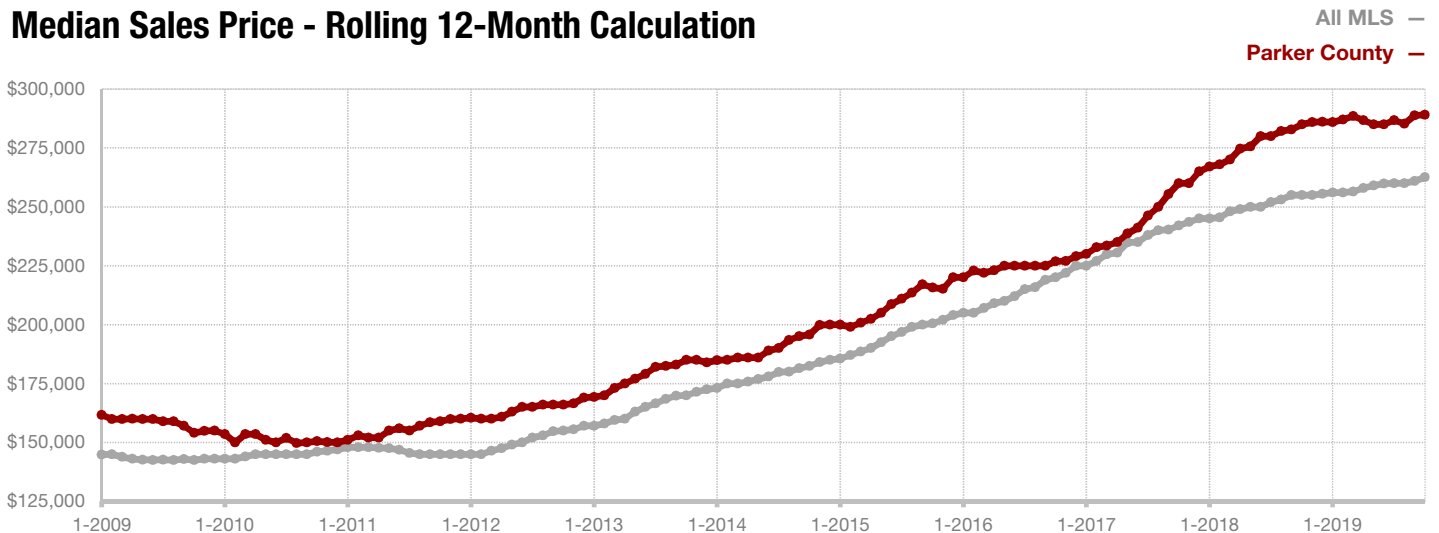
Parker County

	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	223	338	+ 51.6%	3,124	3,530	+ 13.0%
Pending Sales	168	181	+ 7.7%	2,470	2,431	- 1.6%
Closed Sales	215	252	+ 17.2%	2,446	2,357	- 3.6%
Average Sales Price*	\$314,234	\$315,834	+ 0.5%	\$312,456	\$320,442	+ 2.6%
Median Sales Price*	\$293,400	\$294,500	+ 0.4%	\$288,000	\$289,995	+ 0.7%
Percent of Original List Price Received*	96.3%	95.5%	- 0.8%	96.4%	96.4%	0.0%
Days on Market Until Sale	60	55	- 8.3%	59	58	- 1.7%
Inventory of Homes for Sale	749	950	+ 26.8%	--	--	--
Months Supply of Inventory	3.2	4.1	+ 33.3%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – October 2019

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



- 11.8%

+ 71.4%

+ 12.3%

Change in
New Listings

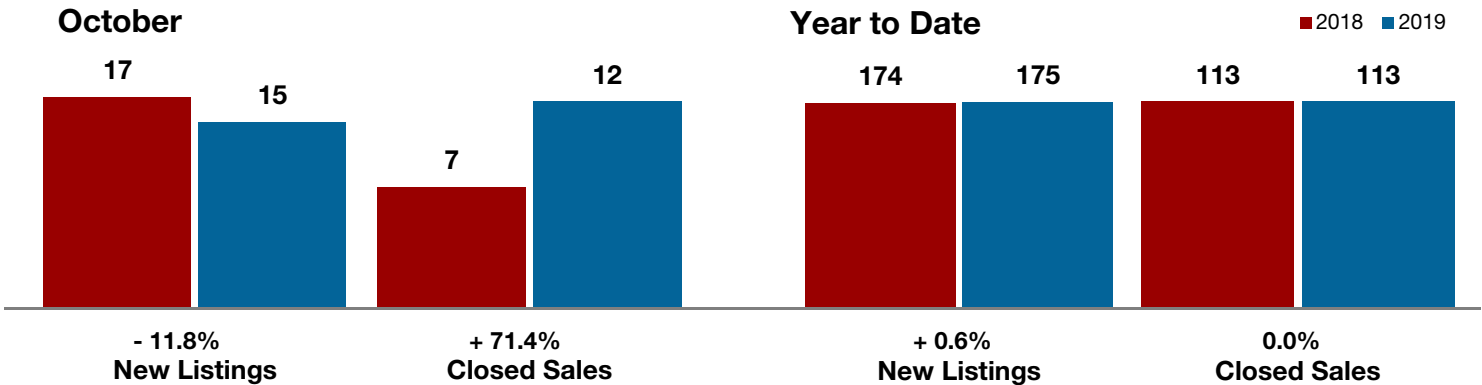
Change in
Closed Sales

Change in
Median Sales Price

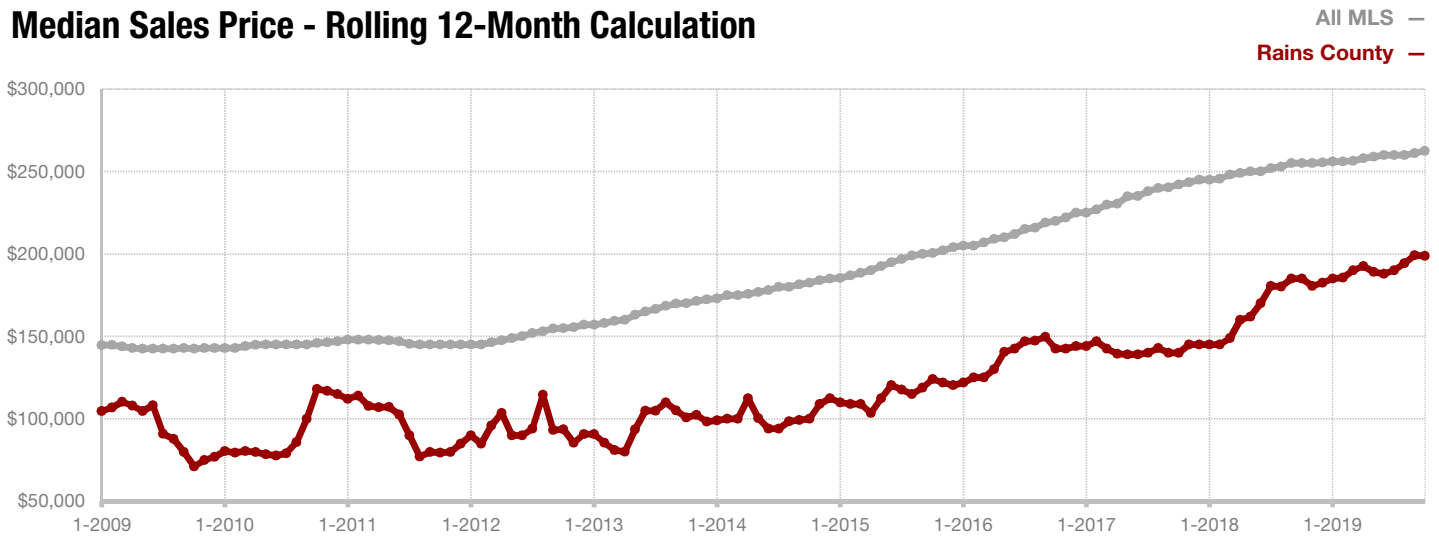
Rains County

	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	17	15	- 11.8%	174	175	+ 0.6%
Pending Sales	10	13	+ 30.0%	117	126	+ 7.7%
Closed Sales	7	12	+ 71.4%	113	113	0.0%
Average Sales Price*	\$205,214	\$233,238	+ 13.7%	\$203,338	\$264,984	+ 30.3%
Median Sales Price*	\$160,000	\$179,700	+ 12.3%	\$180,000	\$199,150	+ 10.6%
Percent of Original List Price Received*	89.2%	92.8%	+ 4.0%	93.8%	92.6%	- 1.3%
Days on Market Until Sale	55	124	+ 125.5%	55	70	+ 27.3%
Inventory of Homes for Sale	62	50	- 19.4%	--	--	--
Months Supply of Inventory	5.7	4.3	- 33.3%	--	--	--

* 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 – October 2019

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



+ 13.7%

+ 14.3%

+ 2.7%

Change in
New Listings

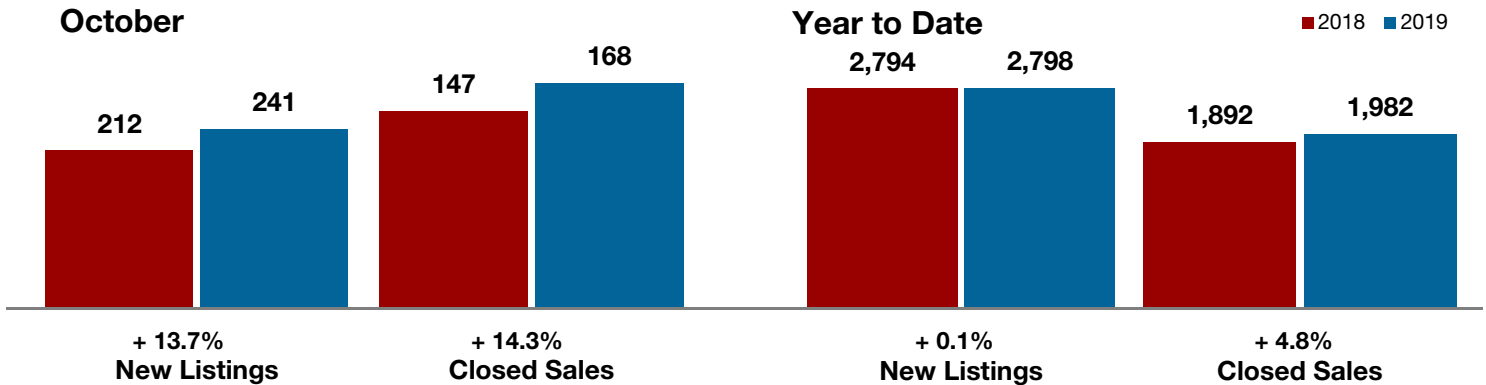
Change in
Closed Sales

Change in
Median Sales Price

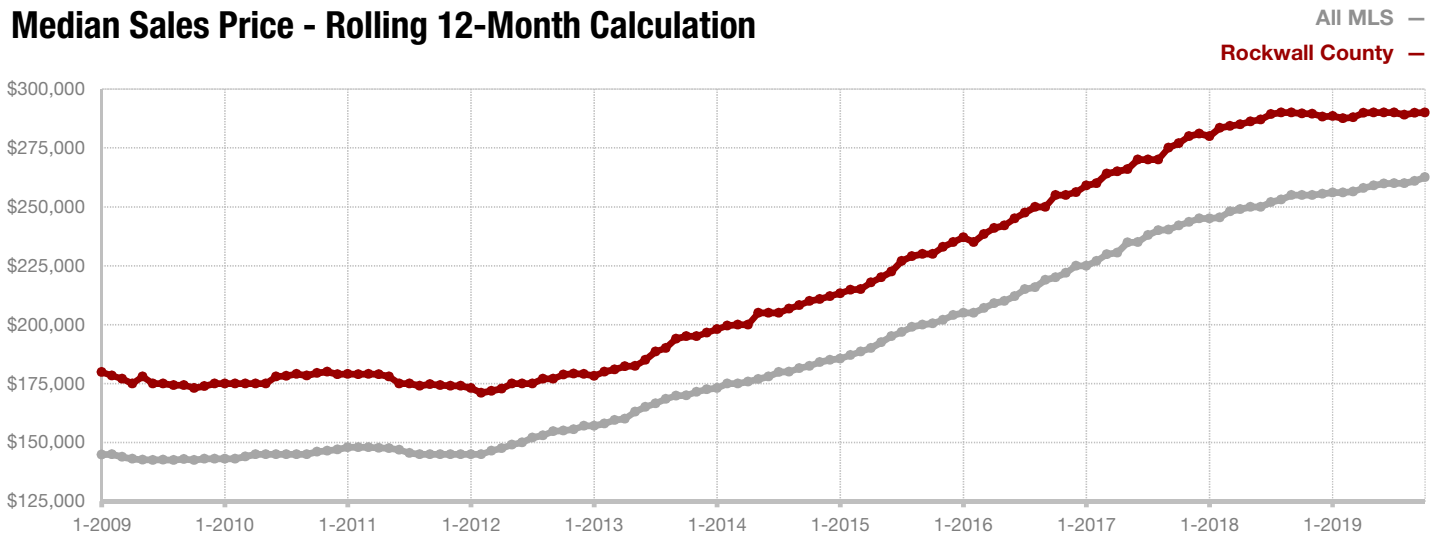
Rockwall County

	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	212	241	+ 13.7%	2,794	2,798	+ 0.1%
Pending Sales	151	162	+ 7.3%	1,956	2,049	+ 4.8%
Closed Sales	147	168	+ 14.3%	1,892	1,982	+ 4.8%
Average Sales Price*	\$309,854	\$322,052	+ 3.9%	\$327,331	\$338,820	+ 3.5%
Median Sales Price*	\$272,000	\$279,288	+ 2.7%	\$289,401	\$290,853	+ 0.5%
Percent of Original List Price Received*	94.9%	95.5%	+ 0.6%	96.1%	95.8%	- 0.3%
Days on Market Until Sale	53	65	+ 22.6%	50	61	+ 22.0%
Inventory of Homes for Sale	751	722	- 3.9%	--	--	--
Months Supply of Inventory	4.0	3.7	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 – October 2019

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

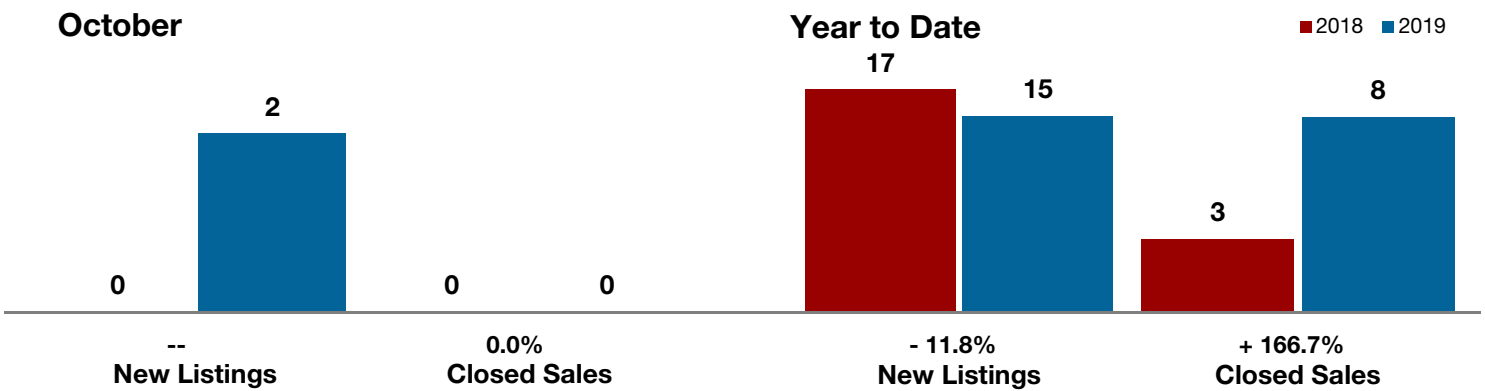


Shackelford County

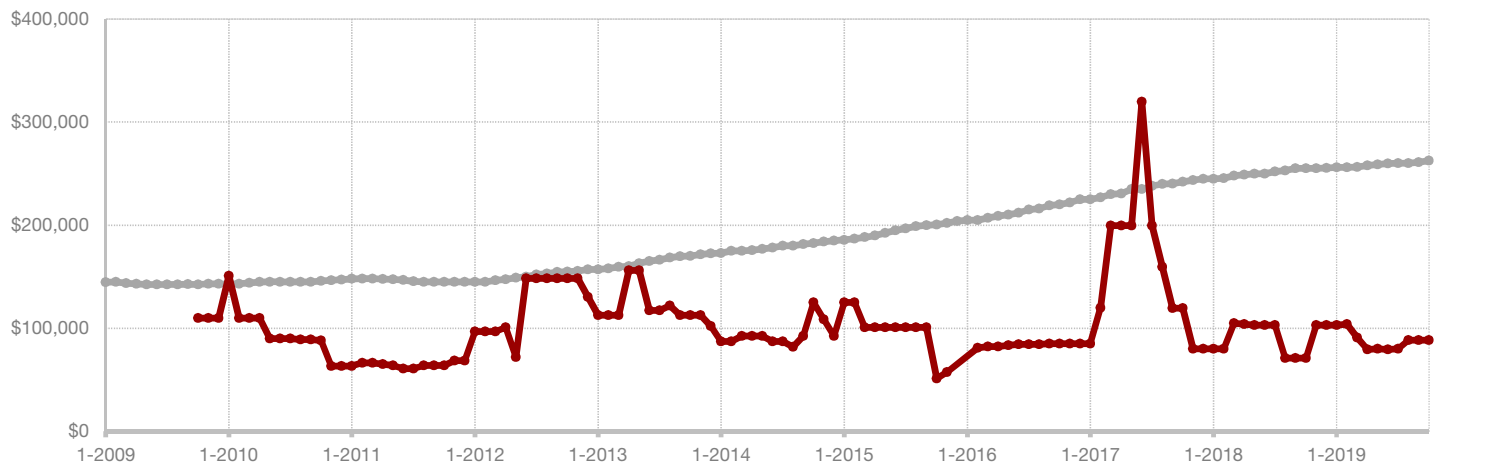
--	0.0%	--
Change in New Listings	Change in Closed Sales	Change in Median Sales Price

	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	0	2	--	17	15	- 11.8%
Pending Sales	1	1	0.0%	5	9	+ 80.0%
Closed Sales	0	0	0.0%	3	8	+ 166.7%
Average Sales Price*	--	--	--	\$82,333	\$102,488	+ 24.5%
Median Sales Price*	--	--	--	\$103,000	\$88,450	- 14.1%
Percent of Original List Price Received*	--	--	--	84.9%	88.1%	+ 3.8%
Days on Market Until Sale	--	--	--	70	120	+ 71.4%
Inventory of Homes for Sale	7	7	0.0%	--	--	--
Months Supply of Inventory	7.0	5.4	- 28.6%	--	--	--

* 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 – October 2019

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



- 11.6%

- 16.4%

+ 14.5%

Change in
New Listings

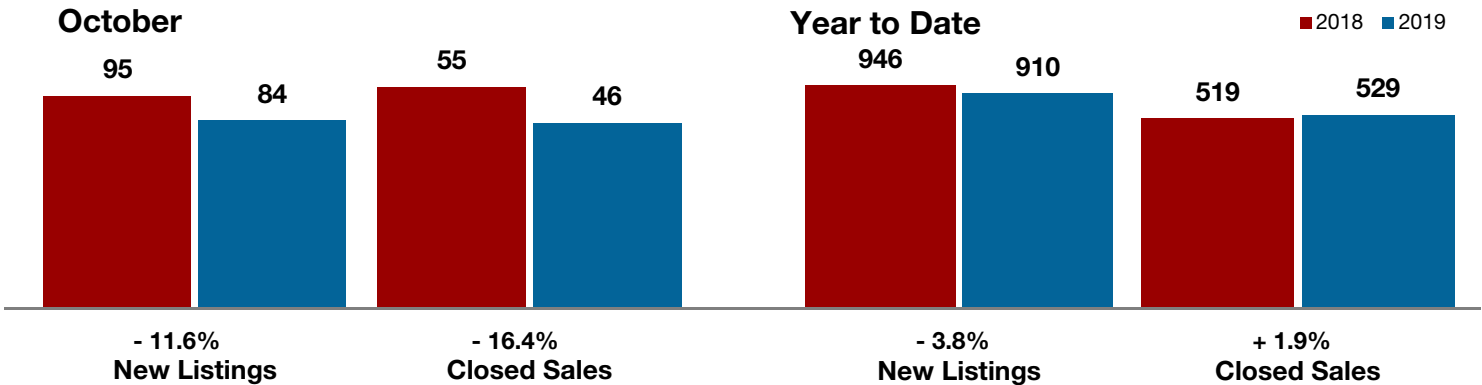
Change in
Closed Sales

Change in
Median Sales Price

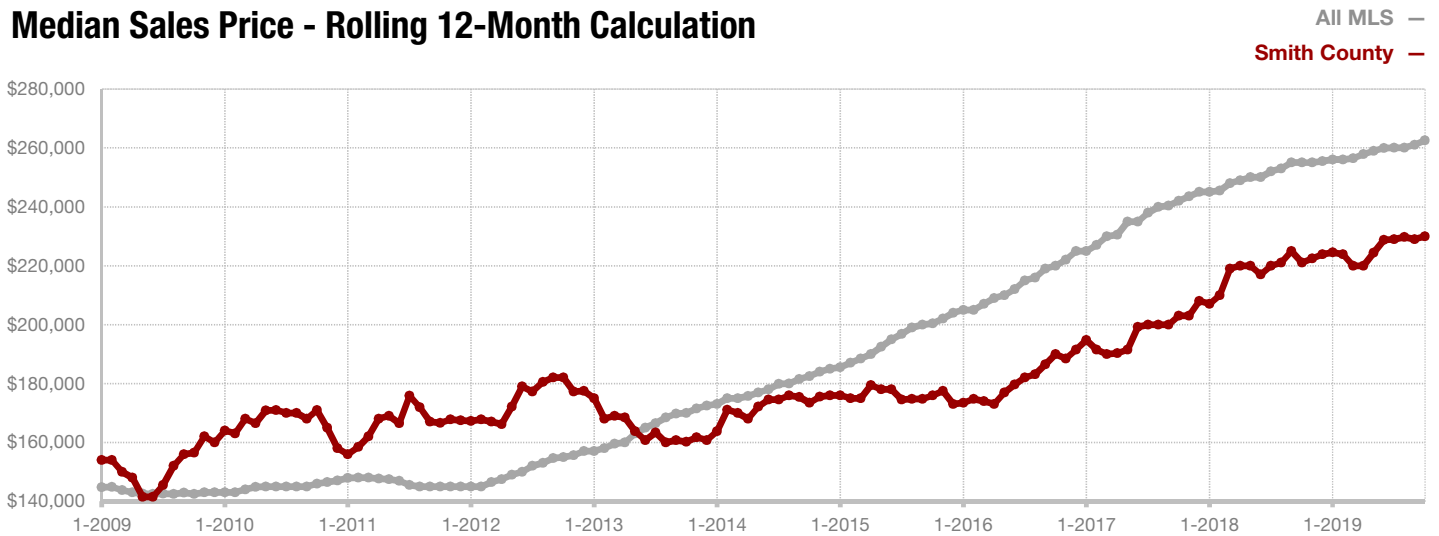
Smith County

	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	95	84	- 11.6%	946	910	- 3.8%
Pending Sales	46	42	- 8.7%	542	550	+ 1.5%
Closed Sales	55	46	- 16.4%	519	529	+ 1.9%
Average Sales Price*	\$258,597	\$260,245	+ 0.6%	\$265,283	\$271,161	+ 2.2%
Median Sales Price*	\$194,400	\$222,500	+ 14.5%	\$223,950	\$230,125	+ 2.8%
Percent of Original List Price Received*	92.5%	96.0%	+ 3.8%	94.7%	95.3%	+ 0.6%
Days on Market Until Sale	69	68	- 1.4%	75	64	- 14.7%
Inventory of Homes for Sale	321	248	- 22.7%	--	--	--
Months Supply of Inventory	6.2	4.8	- 16.7%	--	--	--

* 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 – October 2019

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



0.0%

Change in
New Listings

- 38.5%

Change in
Closed Sales

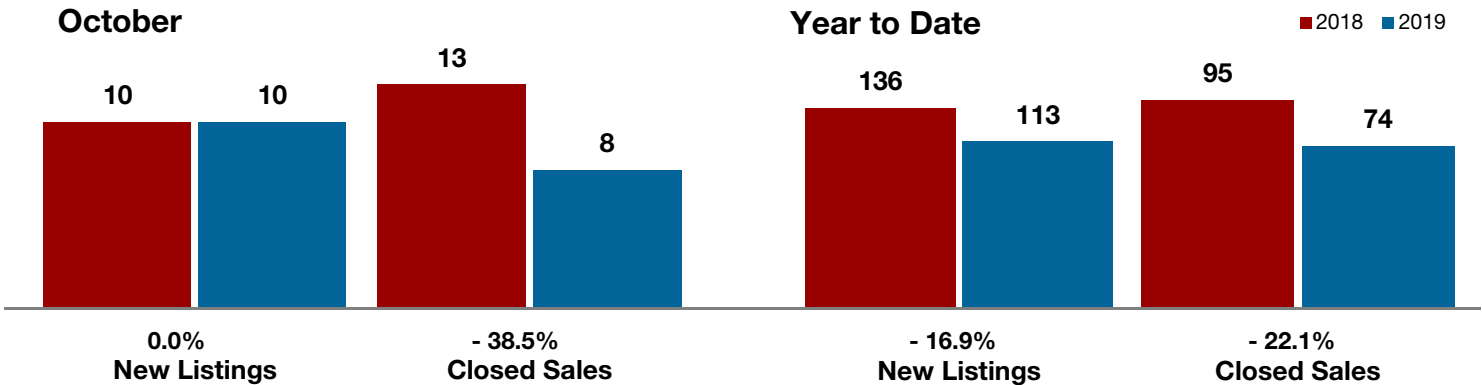
+ 22.9%

Change in
Median Sales Price

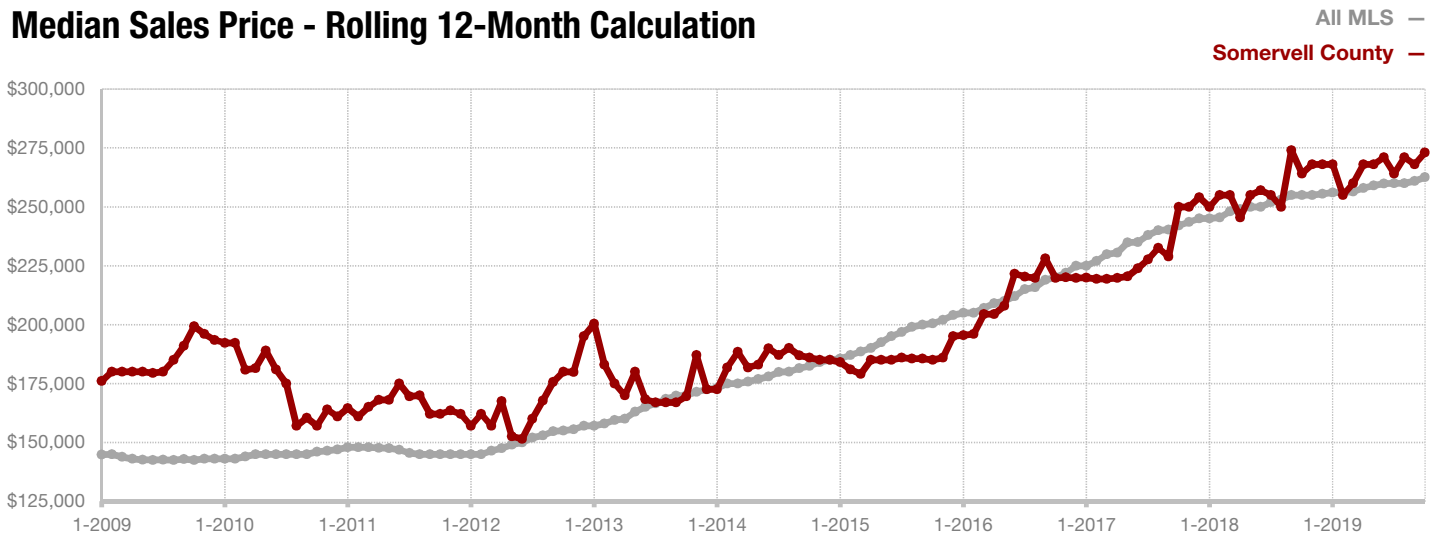
Somervell County

	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	10	10	0.0%	136	113	- 16.9%
Pending Sales	7	6	- 14.3%	93	71	- 23.7%
Closed Sales	13	8	- 38.5%	95	74	- 22.1%
Average Sales Price*	\$305,769	\$493,894	+ 61.5%	\$297,257	\$343,804	+ 15.7%
Median Sales Price*	\$290,000	\$356,500	+ 22.9%	\$268,000	\$275,125	+ 2.7%
Percent of Original List Price Received*	95.2%	97.5%	+ 2.4%	93.5%	94.2%	+ 0.7%
Days on Market Until Sale	73	76	+ 4.1%	65	74	+ 13.8%
Inventory of Homes for Sale	43	30	- 30.2%	--	--	--
Months Supply of Inventory	4.7	4.0	- 20.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – October 2019

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



- 36.4%

Change in
New Listings

- 62.5%

Change in
Closed Sales

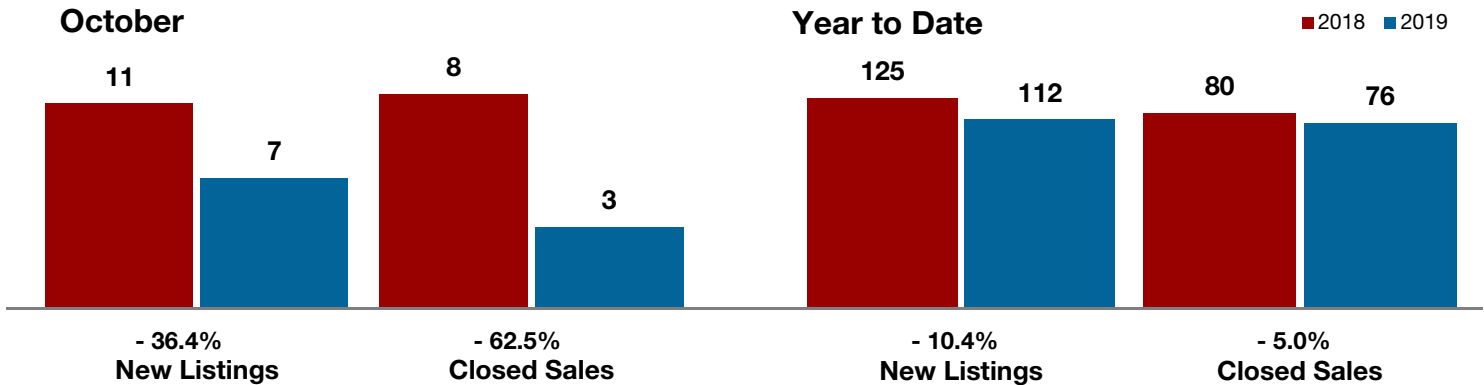
+ 57.4%

Change in
Median Sales Price

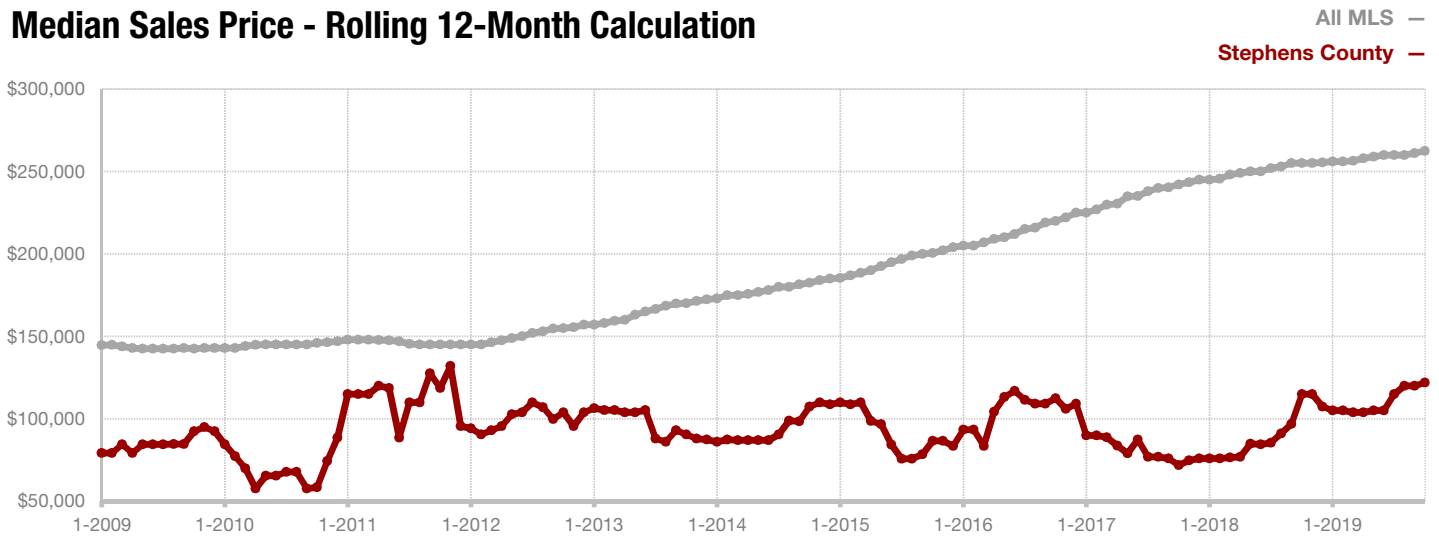
Stephens County

	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	11	7	- 36.4%	125	112	- 10.4%
Pending Sales	7	9	+ 28.6%	85	84	- 1.2%
Closed Sales	8	3	- 62.5%	80	76	- 5.0%
Average Sales Price*	\$132,363	\$149,667	+ 13.1%	\$127,475	\$158,618	+ 24.4%
Median Sales Price*	\$98,500	\$155,000	+ 57.4%	\$112,500	\$129,950	+ 15.5%
Percent of Original List Price Received*	88.9%	94.1%	+ 5.8%	90.3%	90.0%	- 0.3%
Days on Market Until Sale	100	14	- 86.0%	97	94	- 3.1%
Inventory of Homes for Sale	52	40	- 23.1%	--	--	--
Months Supply of Inventory	6.7	5.2	- 28.6%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – October 2019

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



Stonewall County

0.0%

Change in
New Listings

0.0%

Change in
Closed Sales

--

Change in
Median Sales Price

October

Year to Date

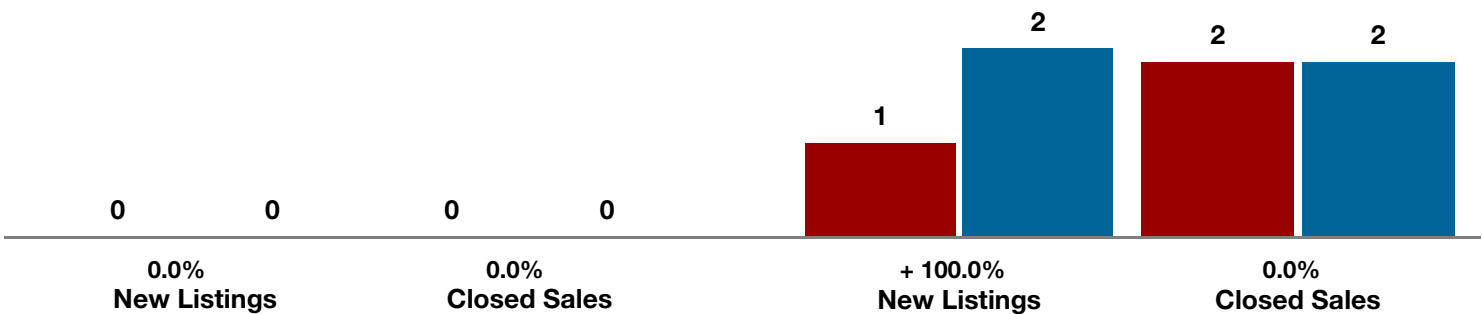
	2018	2019	+ / -	2018	2019	+ / -
New Listings	0	0	0.0%	1	2	+ 100.0%
Pending Sales	0	0	0.0%	2	2	0.0%
Closed Sales	0	0	0.0%	2	2	0.0%
Average Sales Price*	--	--	--	\$55,000	\$64,500	+ 17.3%
Median Sales Price*	--	--	--	\$55,000	\$64,500	+ 17.3%
Percent of Original List Price Received*	--	--	--	84.3%	92.7%	+ 10.0%
Days on Market Until Sale	--	--	--	90	28	- 68.9%
Inventory of Homes for Sale	0	0	0.0%	--	--	--
Months Supply of Inventory	--	--	--	--	--	--

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October

Year to Date

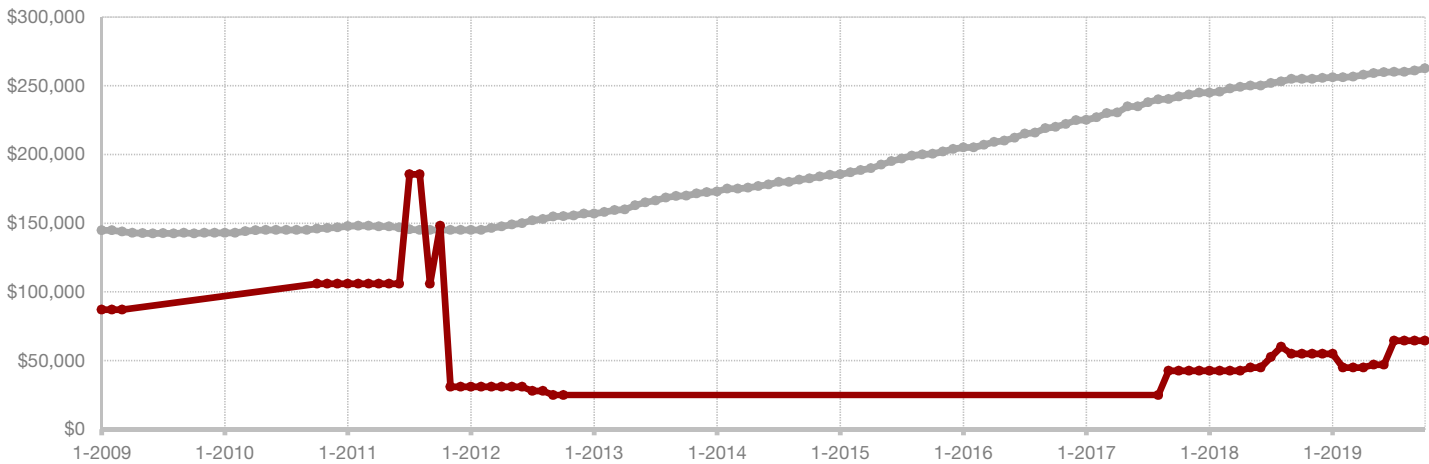
■ 2018 ■ 2019



Median Sales Price - Rolling 12-Month Calculation

All MLS —

Stonewall County —



Local Market Update – October 2019

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



+ 5.5%

Change in
New Listings

+ 1.4%

Change in
Closed Sales

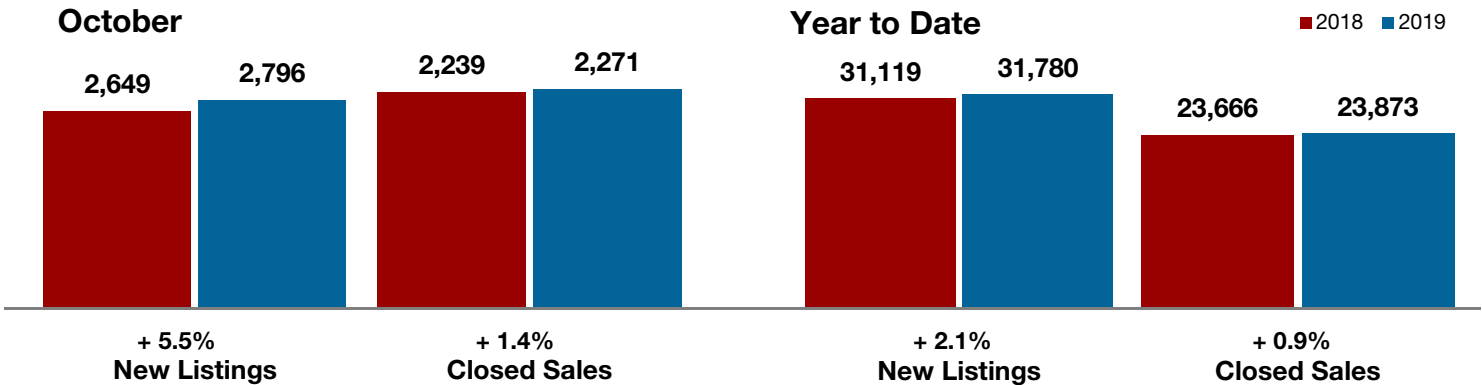
+ 7.9%

Change in
Median Sales Price

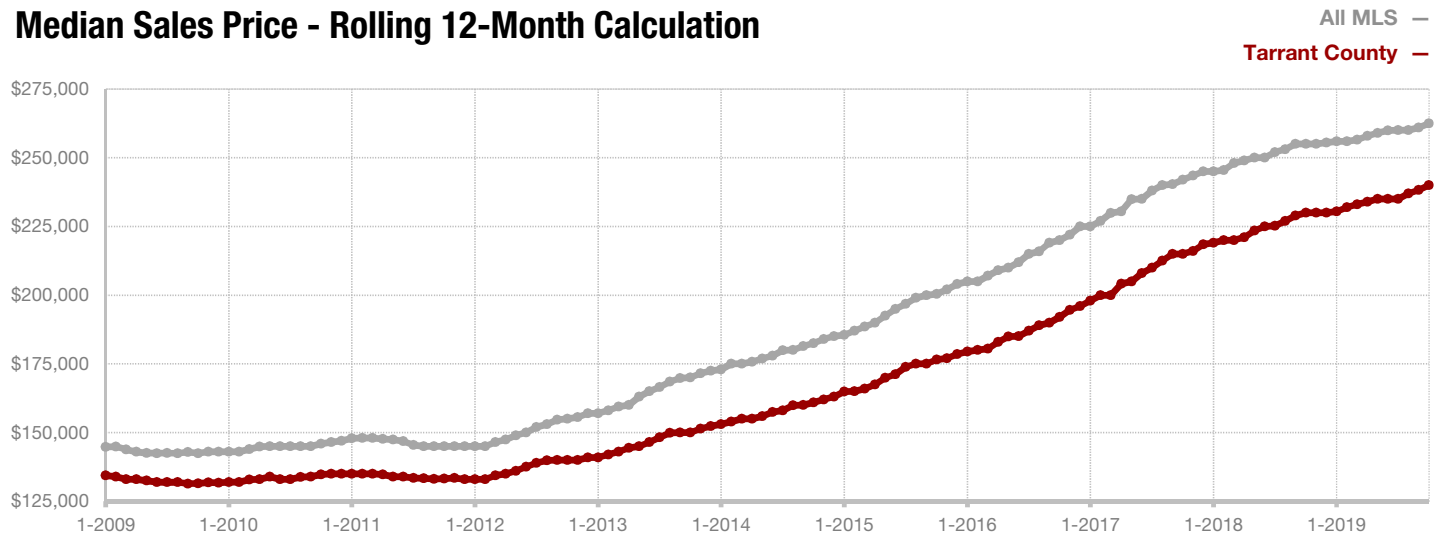
Tarrant County

	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	2,649	2,796	+ 5.5%	31,119	31,780	+ 2.1%
Pending Sales	2,139	2,079	- 2.8%	24,174	24,825	+ 2.7%
Closed Sales	2,239	2,271	+ 1.4%	23,666	23,873	+ 0.9%
Average Sales Price*	\$269,760	\$289,150	+ 7.2%	\$280,254	\$289,373	+ 3.3%
Median Sales Price*	\$228,000	\$246,000	+ 7.9%	\$230,000	\$241,000	+ 4.8%
Percent of Original List Price Received*	97.0%	96.7%	- 0.3%	98.0%	97.2%	- 0.8%
Days on Market Until Sale	36	43	+ 19.4%	33	39	+ 18.2%
Inventory of Homes for Sale	5,814	5,519	- 5.1%	--	--	--
Months Supply of Inventory	2.5	2.3	- 33.3%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – October 2019

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



0.0%

Change in
New Listings

- 6.0%

Change in
Closed Sales

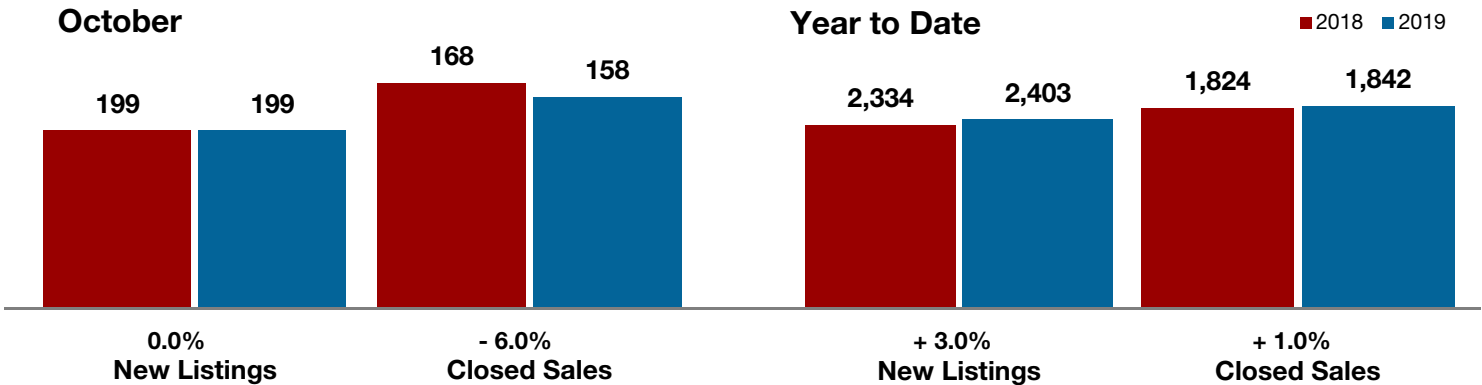
+ 5.0%

Change in
Median Sales Price

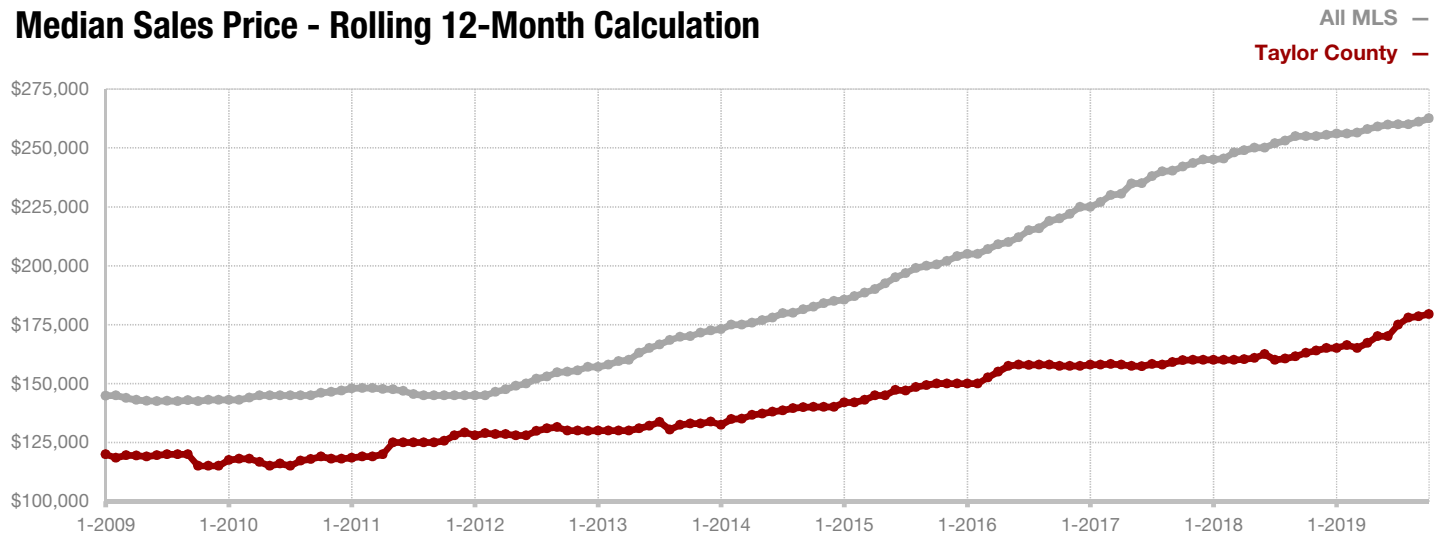
Taylor County

	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	199	199	0.0%	2,334	2,403	+ 3.0%
Pending Sales	128	134	+ 4.7%	1,801	1,872	+ 3.9%
Closed Sales	168	158	- 6.0%	1,824	1,842	+ 1.0%
Average Sales Price*	\$191,581	\$200,068	+ 4.4%	\$179,067	\$195,550	+ 9.2%
Median Sales Price*	\$176,000	\$184,750	+ 5.0%	\$164,900	\$179,900	+ 9.1%
Percent of Original List Price Received*	95.5%	95.0%	- 0.5%	95.8%	95.8%	0.0%
Days on Market Until Sale	55	57	+ 3.6%	51	57	+ 11.8%
Inventory of Homes for Sale	612	570	- 6.9%	--	--	--
Months Supply of Inventory	3.6	3.2	- 25.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – October 2019

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

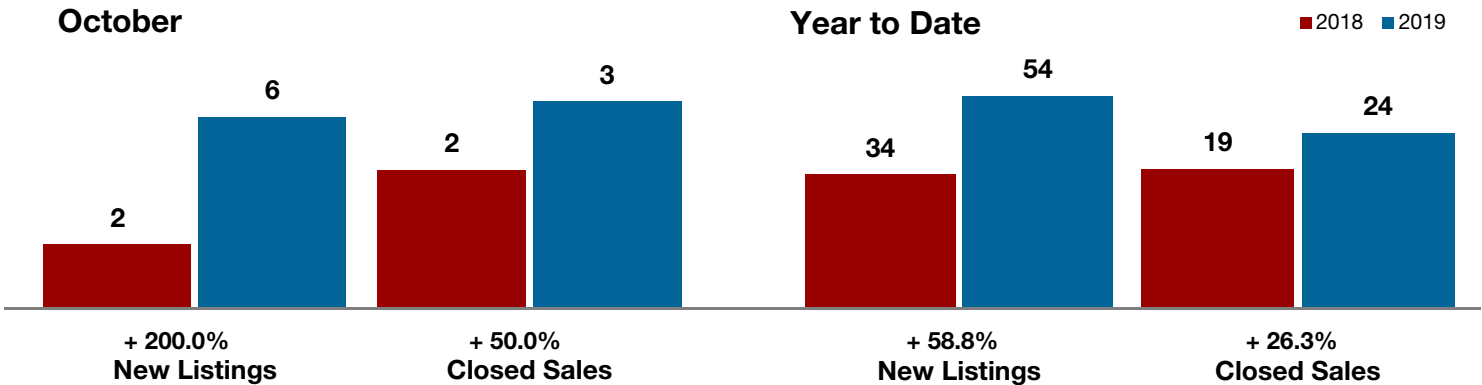


+ 200.0%	+ 50.0%	- 64.4%
Change in New Listings	Change in Closed Sales	Change in Median Sales Price

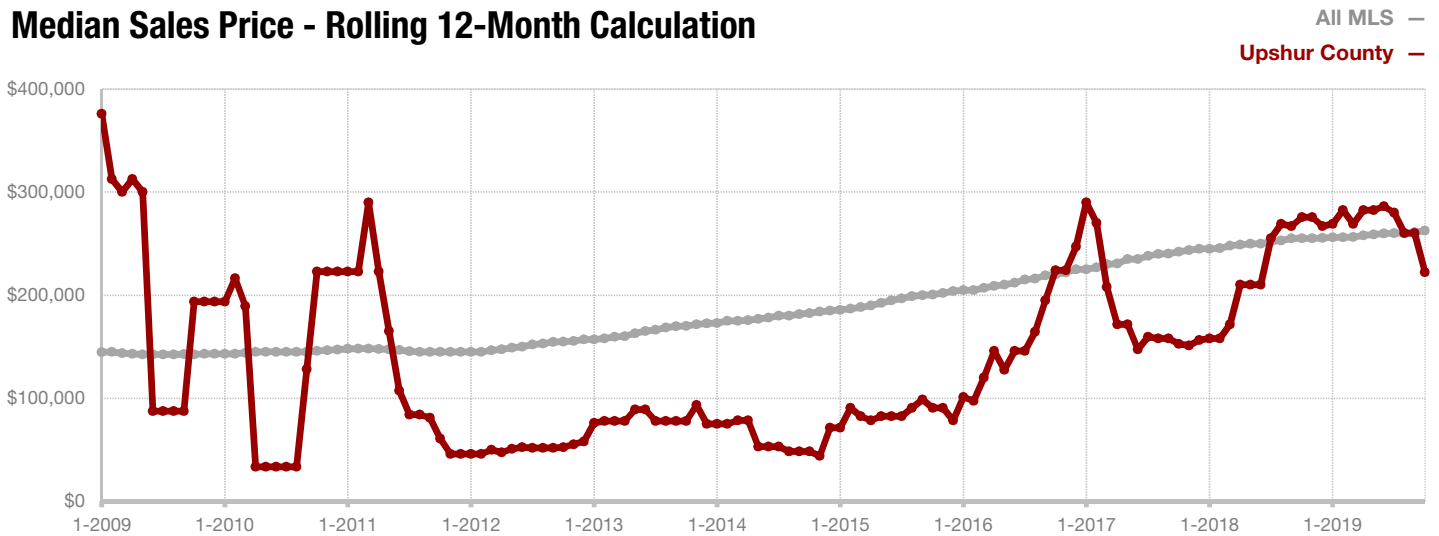
Upshur County

	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	2	6	+ 200.0%	34	54	+ 58.8%
Pending Sales	3	2	- 33.3%	22	26	+ 18.2%
Closed Sales	2	3	+ 50.0%	19	24	+ 26.3%
Average Sales Price*	\$630,000	\$202,583	- 67.8%	\$336,789	\$286,041	- 15.1%
Median Sales Price*	\$630,000	\$224,500	- 64.4%	\$285,875	\$260,000	- 9.1%
Percent of Original List Price Received*	80.6%	96.0%	+ 19.1%	89.6%	94.3%	+ 5.2%
Days on Market Until Sale	50	45	- 10.0%	103	68	- 34.0%
Inventory of Homes for Sale	14	26	+ 85.7%	--	--	--
Months Supply of Inventory	6.2	10.6	+ 83.3%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – October 2019

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



+ 37.9%

- 20.8%

+ 14.9%

Change in
New Listings

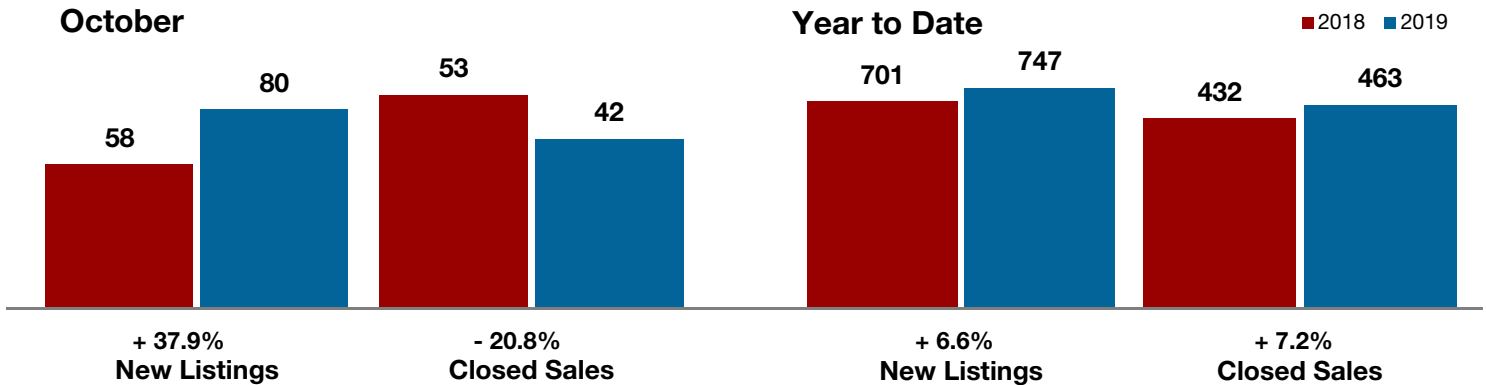
Change in
Closed Sales

Change in
Median Sales Price

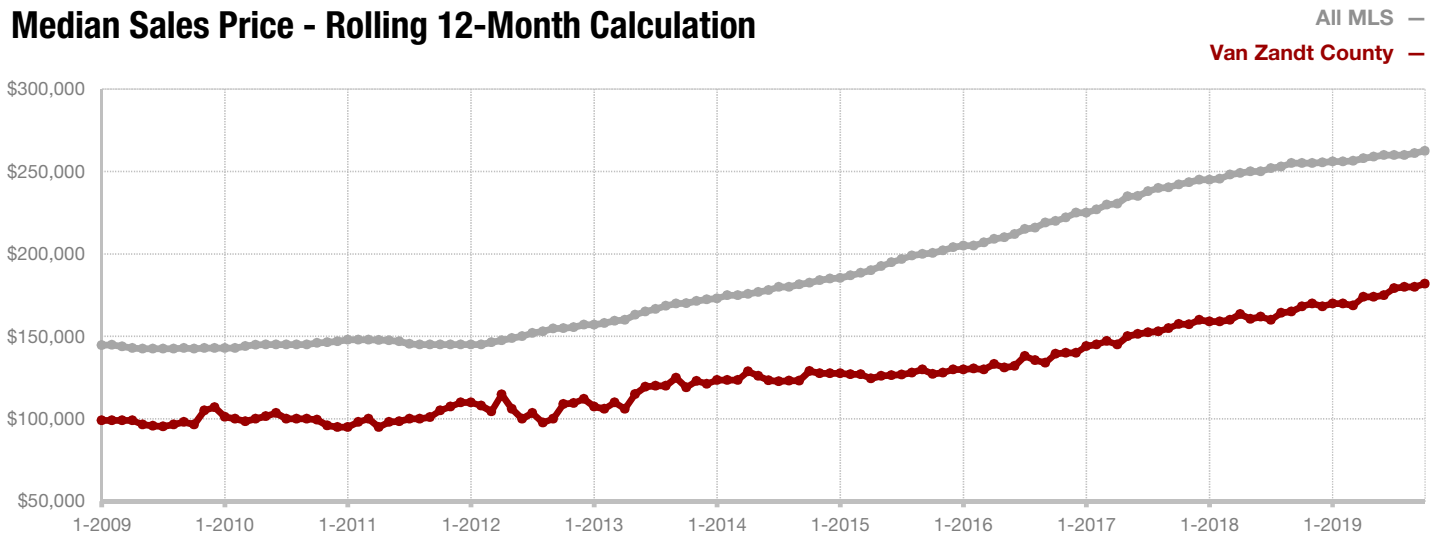
Van Zandt County

	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	58	80	+ 37.9%	701	747	+ 6.6%
Pending Sales	53	51	- 3.8%	453	503	+ 11.0%
Closed Sales	53	42	- 20.8%	432	463	+ 7.2%
Average Sales Price*	\$197,046	\$242,292	+ 23.0%	\$191,683	\$211,267	+ 10.2%
Median Sales Price*	\$185,000	\$212,500	+ 14.9%	\$168,100	\$184,900	+ 10.0%
Percent of Original List Price Received*	91.4%	90.4%	- 1.1%	93.4%	93.7%	+ 0.3%
Days on Market Until Sale	68	59	- 13.2%	63	65	+ 3.2%
Inventory of Homes for Sale	257	225	- 12.5%	--	--	--
Months Supply of Inventory	6.1	4.8	- 16.7%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – October 2019

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



+ 36.0%

+ 12.1%

+ 18.2%

Change in
New Listings

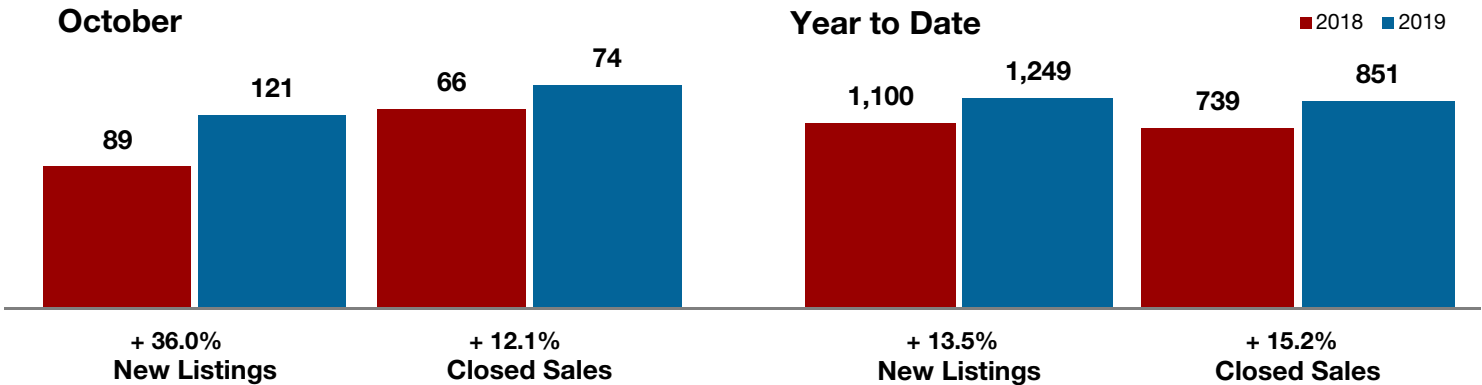
Change in
Closed Sales

Change in
Median Sales Price

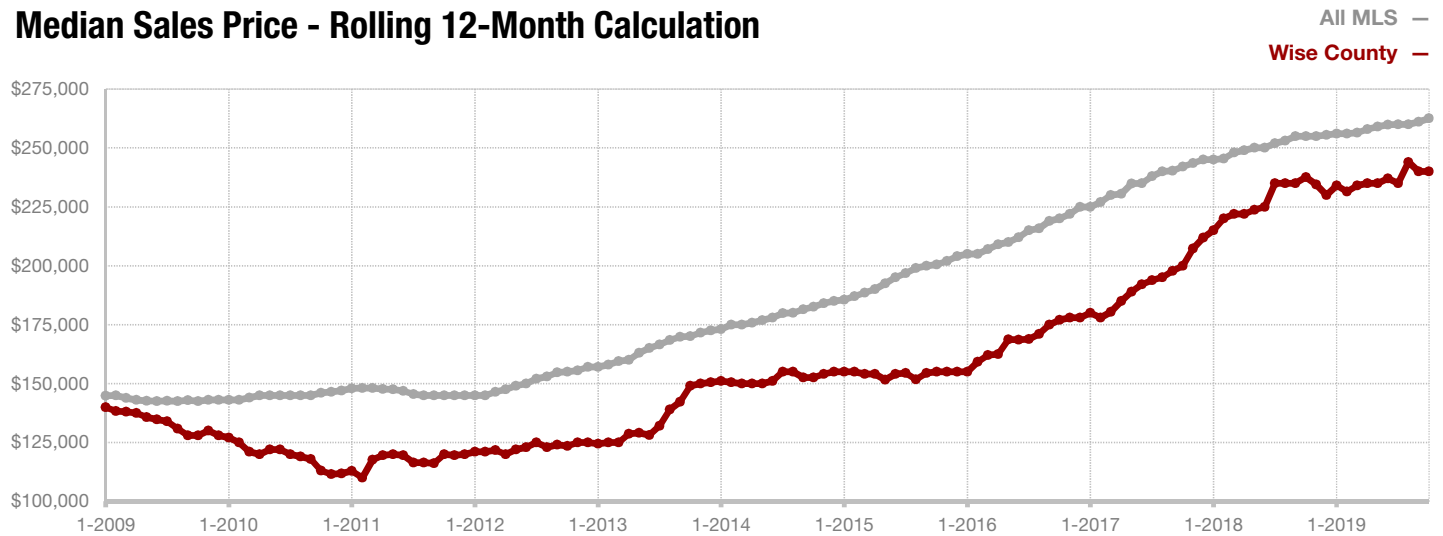
Wise County

	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	89	121	+ 36.0%	1,100	1,249	+ 13.5%
Pending Sales	74	70	- 5.4%	772	890	+ 15.3%
Closed Sales	66	74	+ 12.1%	739	851	+ 15.2%
Average Sales Price*	\$263,917	\$255,183	- 3.3%	\$263,523	\$268,742	+ 2.0%
Median Sales Price*	\$192,750	\$227,750	+ 18.2%	\$237,000	\$245,000	+ 3.4%
Percent of Original List Price Received*	96.3%	95.6%	- 0.7%	96.6%	95.7%	- 0.9%
Days on Market Until Sale	51	48	- 5.9%	54	57	+ 5.6%
Inventory of Homes for Sale	319	353	+ 10.7%	--	--	--
Months Supply of Inventory	4.3	4.3	0.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – October 2019

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



- 24.1%

+ 27.3%

+ 42.1%

Change in
New Listings

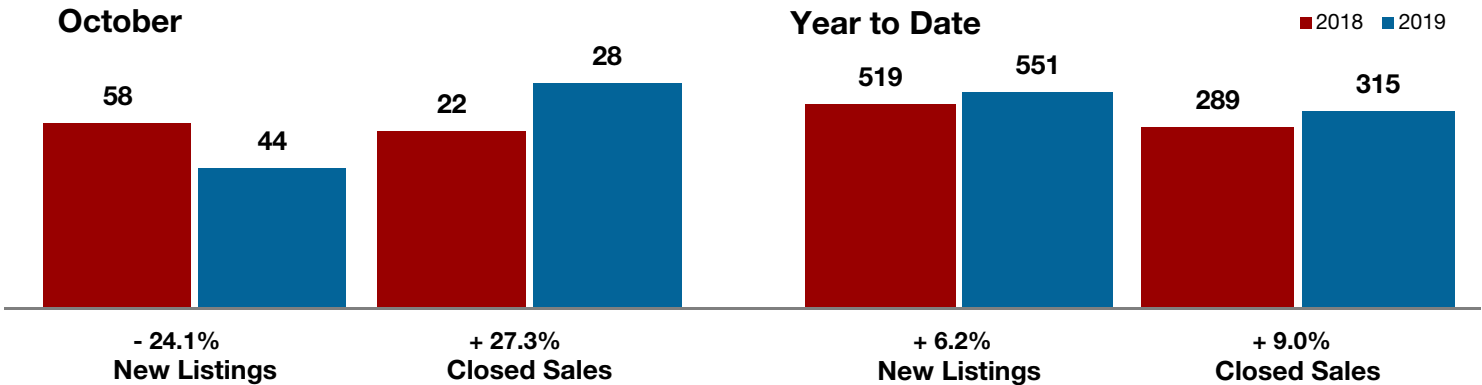
Change in
Closed Sales

Change in
Median Sales Price

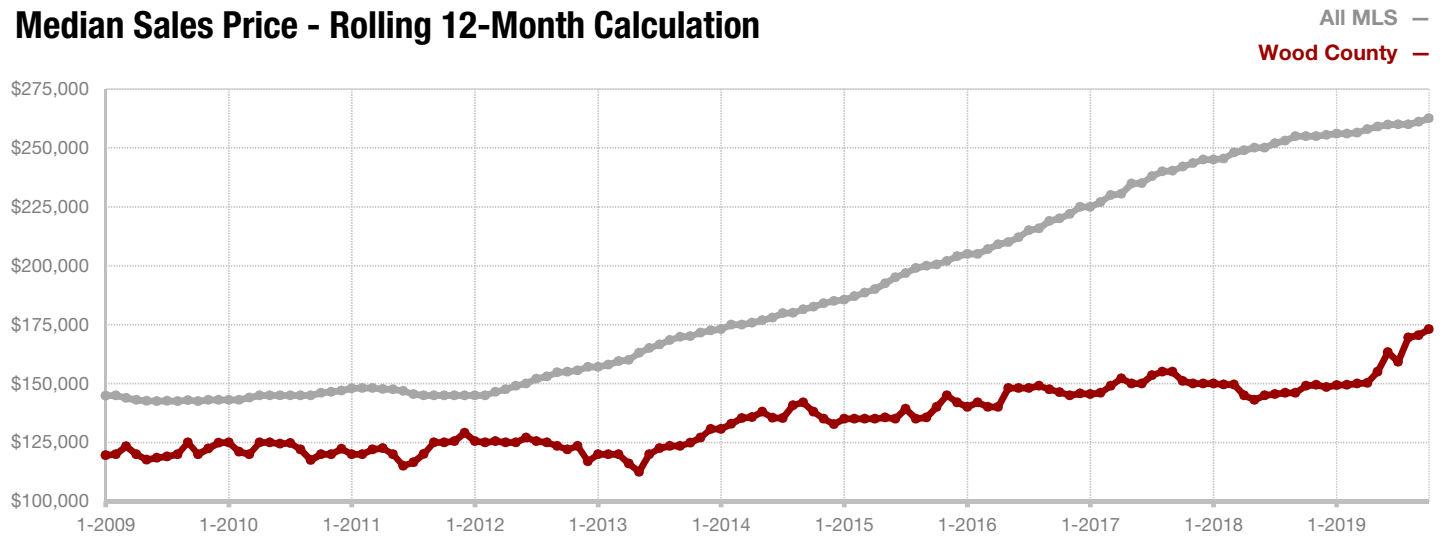
Wood County

	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	58	44	- 24.1%	519	551	+ 6.2%
Pending Sales	37	21	- 43.2%	311	322	+ 3.5%
Closed Sales	22	28	+ 27.3%	289	315	+ 9.0%
Average Sales Price*	\$219,723	\$227,080	+ 3.3%	\$200,393	\$218,922	+ 9.2%
Median Sales Price*	\$121,000	\$171,950	+ 42.1%	\$147,000	\$177,000	+ 20.4%
Percent of Original List Price Received*	92.6%	92.3%	- 0.3%	91.5%	92.5%	+ 1.1%
Days on Market Until Sale	102	72	- 29.4%	92	78	- 15.2%
Inventory of Homes for Sale	215	197	- 8.4%	--	--	--
Months Supply of Inventory	7.2	6.6	0.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – October 2019

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



0.0%

+ 28.6%

- 26.5%

Change in
New Listings

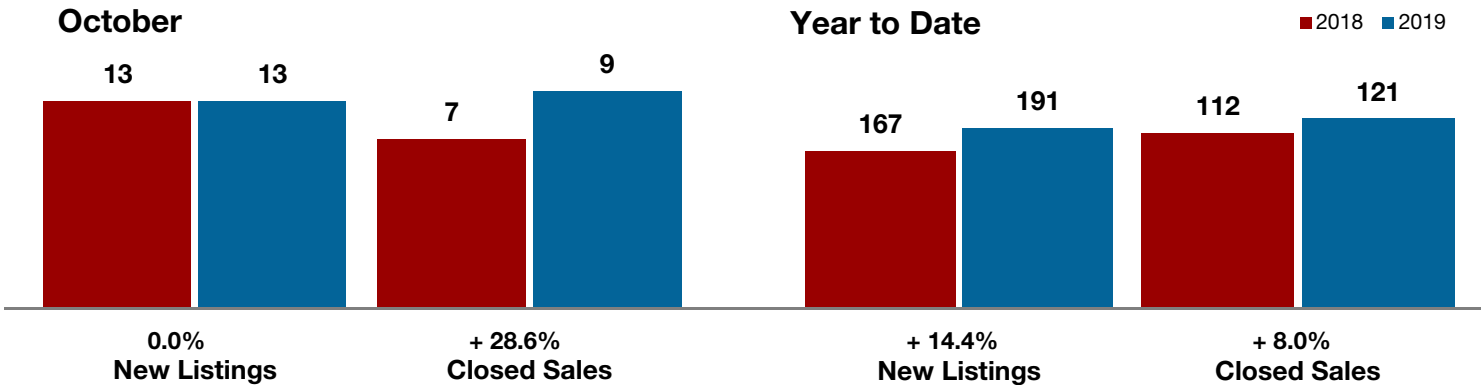
Change in
Closed Sales

Change in
Median Sales Price

Young County

	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	13	13	0.0%	167	191	+ 14.4%
Pending Sales	9	10	+ 11.1%	111	127	+ 14.4%
Closed Sales	7	9	+ 28.6%	112	121	+ 8.0%
Average Sales Price*	\$150,714	\$128,228	- 14.9%	\$152,914	\$168,993	+ 10.5%
Median Sales Price*	\$135,000	\$99,250	- 26.5%	\$127,250	\$131,500	+ 3.3%
Percent of Original List Price Received*	91.1%	92.1%	+ 1.1%	90.2%	91.4%	+ 1.3%
Days on Market Until Sale	78	75	- 3.8%	118	113	- 4.2%
Inventory of Homes for Sale	80	93	+ 16.3%	--	--	--
Months Supply of Inventory	7.7	8.1	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

