

Local Market Updates

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



November 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 – November 2019

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



- 25.0%

0.0%

+ 2.6%

Change in
New Listings

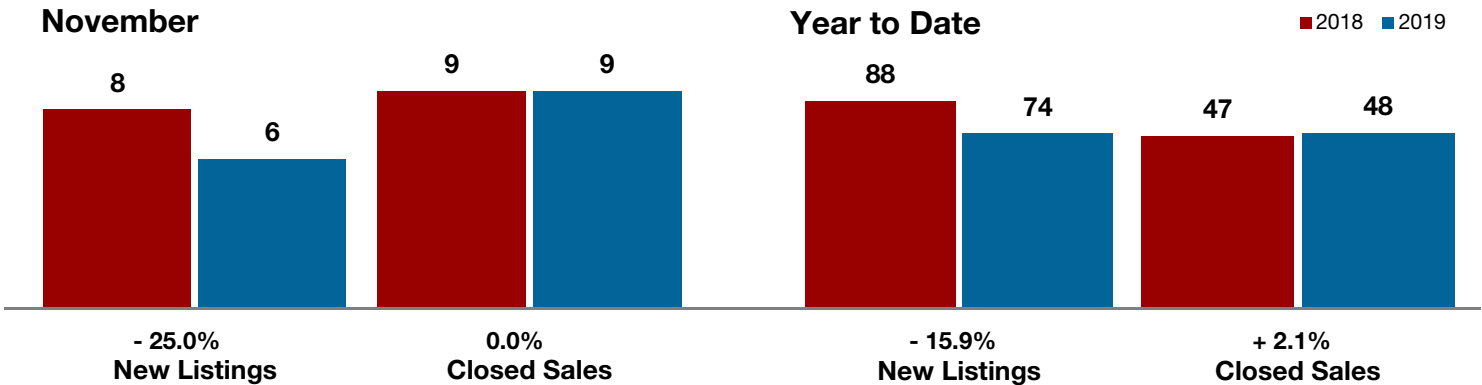
Change in
Closed Sales

Change in
Median Sales Price

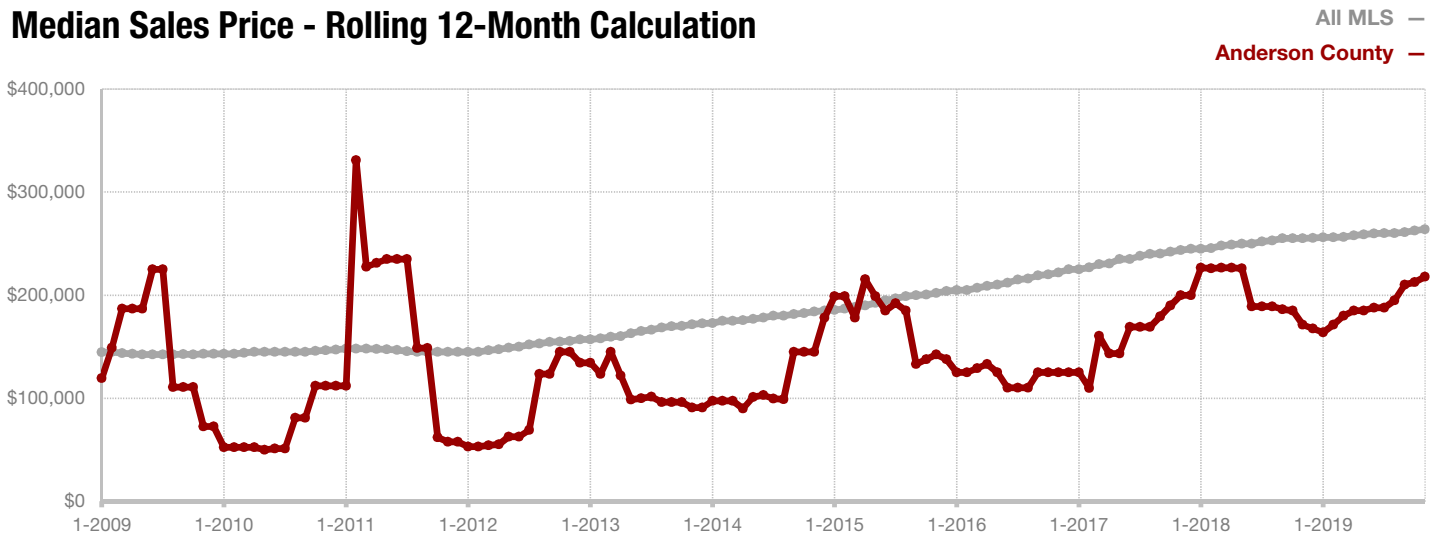
Anderson County

	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	8	6	- 25.0%	88	74	- 15.9%
Pending Sales	6	3	- 50.0%	50	47	- 6.0%
Closed Sales	9	9	0.0%	47	48	+ 2.1%
Average Sales Price*	\$193,066	\$270,822	+ 40.3%	\$189,493	\$274,042	+ 44.6%
Median Sales Price*	\$185,050	\$189,900	+ 2.6%	\$167,500	\$218,500	+ 30.4%
Percent of Original List Price Received*	91.5%	92.6%	+ 1.2%	91.9%	93.2%	+ 1.4%
Days on Market Until Sale	84	82	- 2.4%	73	108	+ 47.9%
Inventory of Homes for Sale	35	34	- 2.9%	--	--	--
Months Supply of Inventory	8.2	8.3	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 – November 2019

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



- 15.4%

+ 11.1%

+ 61.5%

Change in
New Listings

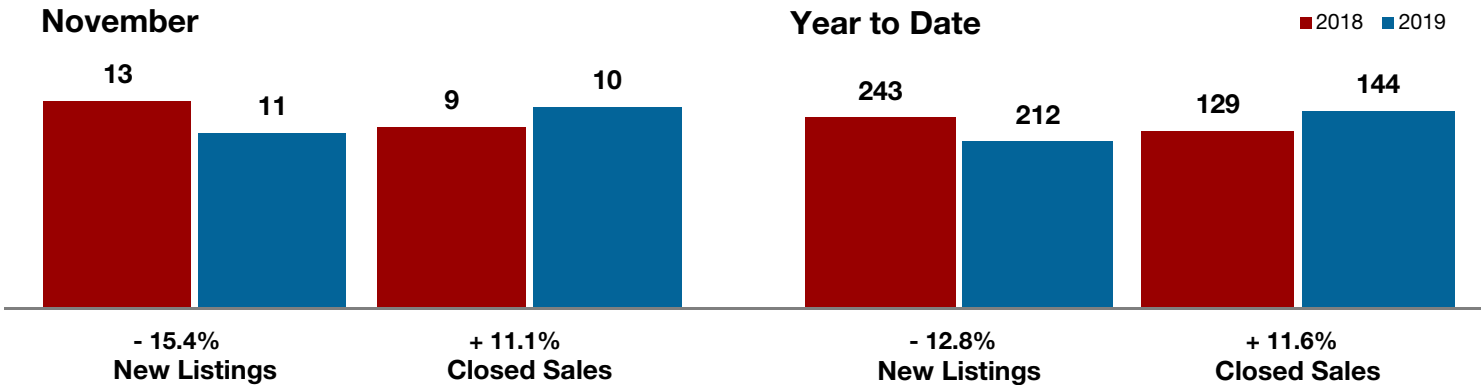
Change in
Closed Sales

Change in
Median Sales Price

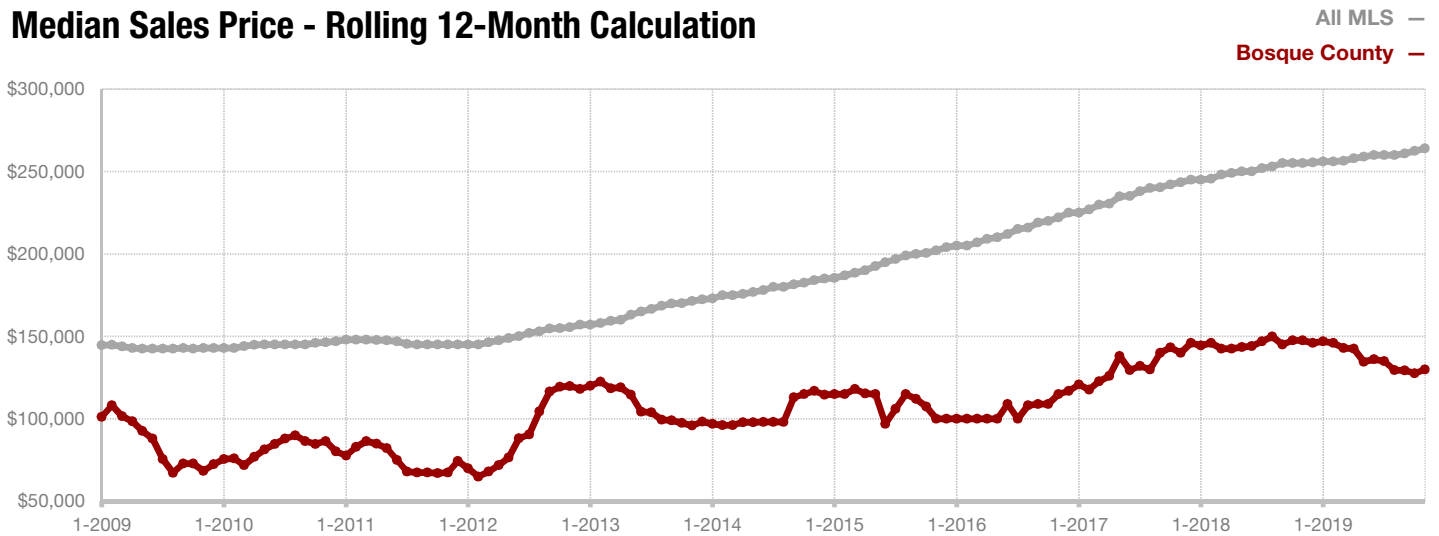
Bosque County

	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	13	11	- 15.4%	243	212	- 12.8%
Pending Sales	14	13	- 7.1%	138	158	+ 14.5%
Closed Sales	9	10	+ 11.1%	129	144	+ 11.6%
Average Sales Price*	\$157,958	\$302,745	+ 91.7%	\$238,704	\$178,521	- 25.2%
Median Sales Price*	\$125,000	\$201,850	+ 61.5%	\$145,000	\$129,250	- 10.9%
Percent of Original List Price Received*	94.4%	89.8%	- 4.9%	90.3%	90.6%	+ 0.3%
Days on Market Until Sale	58	112	+ 93.1%	89	95	+ 6.7%
Inventory of Homes for Sale	99	77	- 22.2%	--	--	--
Months Supply of Inventory	8.2	5.8	- 25.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – November 2019

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- 46.3%

+ 39.3%

- 7.0%

Change in
New Listings

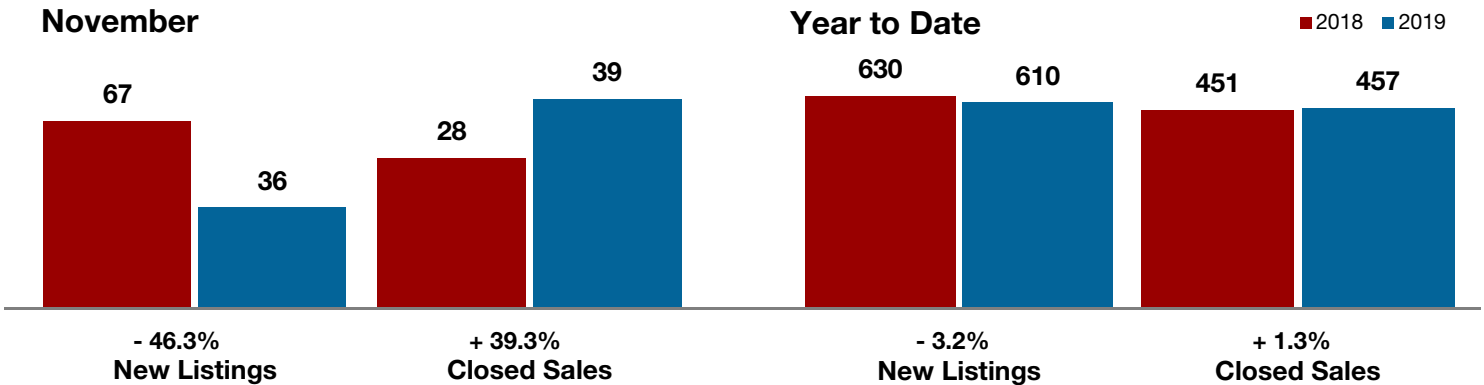
Change in
Closed Sales

Change in
Median Sales Price

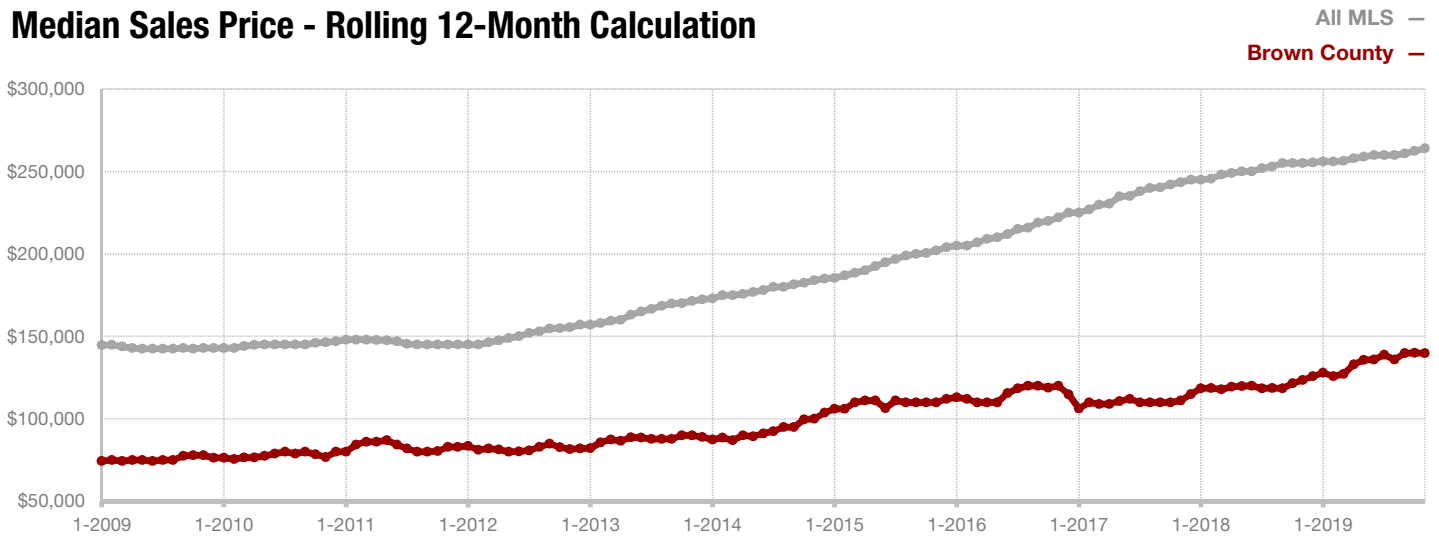
Brown County

	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	67	36	- 46.3%	630	610	- 3.2%
Pending Sales	28	22	- 21.4%	453	455	+ 0.4%
Closed Sales	28	39	+ 39.3%	451	457	+ 1.3%
Average Sales Price*	\$189,945	\$158,973	- 16.3%	\$160,342	\$171,316	+ 6.8%
Median Sales Price*	\$155,950	\$145,000	- 7.0%	\$125,000	\$137,000	+ 9.6%
Percent of Original List Price Received*	91.9%	94.2%	+ 2.5%	91.5%	93.1%	+ 1.7%
Days on Market Until Sale	95	67	- 29.5%	96	90	- 6.3%
Inventory of Homes for Sale	238	194	- 18.5%	--	--	--
Months Supply of Inventory	6.0	4.9	- 16.7%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – November 2019

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



- 41.7%

+ 30.0%

- 19.8%

Change in
New Listings

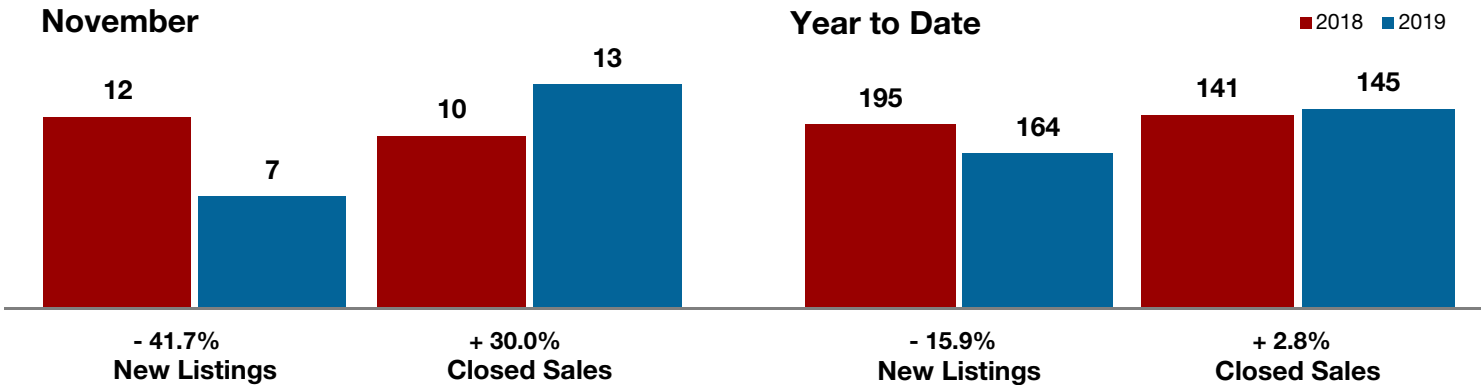
Change in
Closed Sales

Change in
Median Sales Price

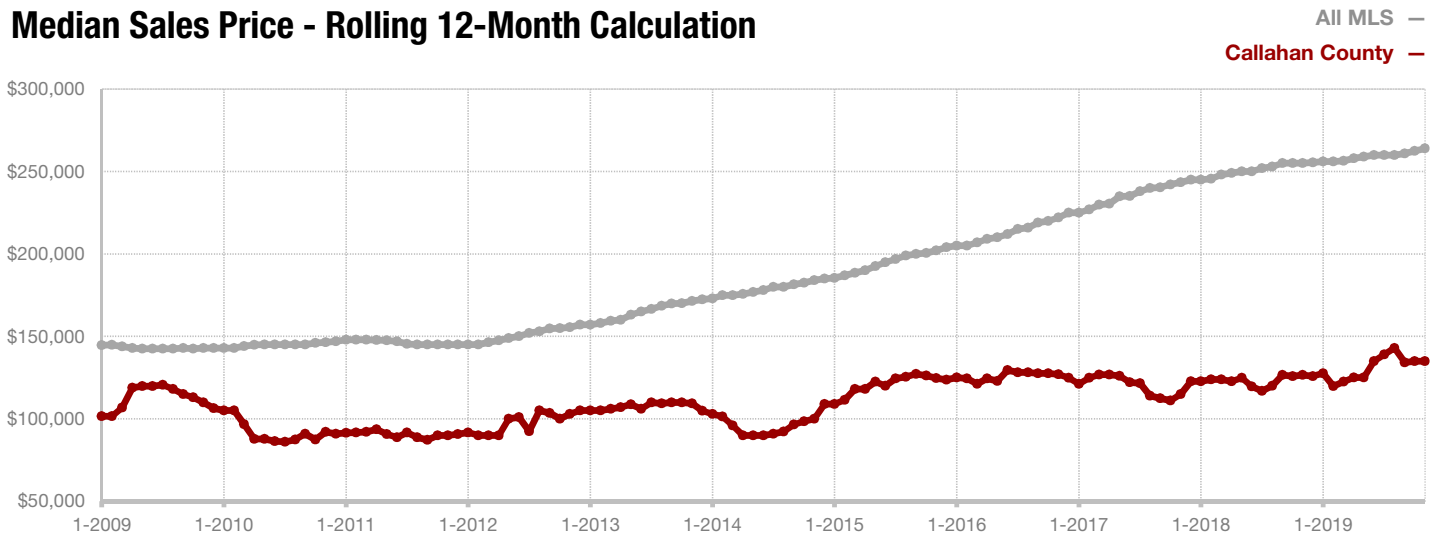
Callahan County

	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	12	7	- 41.7%	195	164	- 15.9%
Pending Sales	8	3	- 62.5%	144	140	- 2.8%
Closed Sales	10	13	+ 30.0%	141	145	+ 2.8%
Average Sales Price*	\$215,565	\$151,938	- 29.5%	\$142,258	\$157,125	+ 10.5%
Median Sales Price*	\$153,425	\$123,000	- 19.8%	\$127,500	\$135,000	+ 5.9%
Percent of Original List Price Received*	89.9%	91.4%	+ 1.7%	92.1%	94.4%	+ 2.5%
Days on Market Until Sale	125	51	- 59.2%	72	68	- 5.6%
Inventory of Homes for Sale	61	37	- 39.3%	--	--	--
Months Supply of Inventory	4.8	3.1	- 40.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – November 2019

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



-- + 100.0% - 37.7%

Change in
New Listings

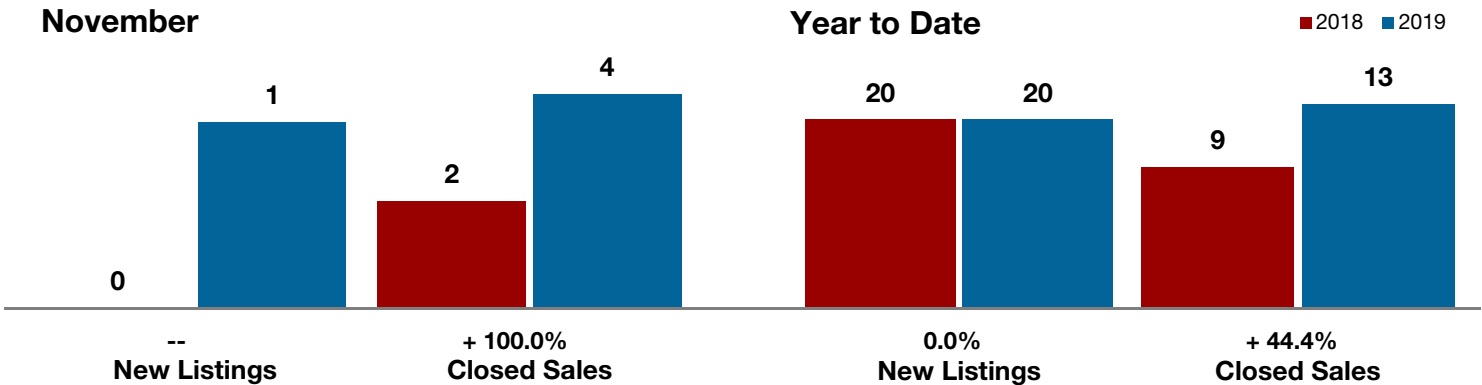
Change in
Closed Sales

Change in
Median Sales Price

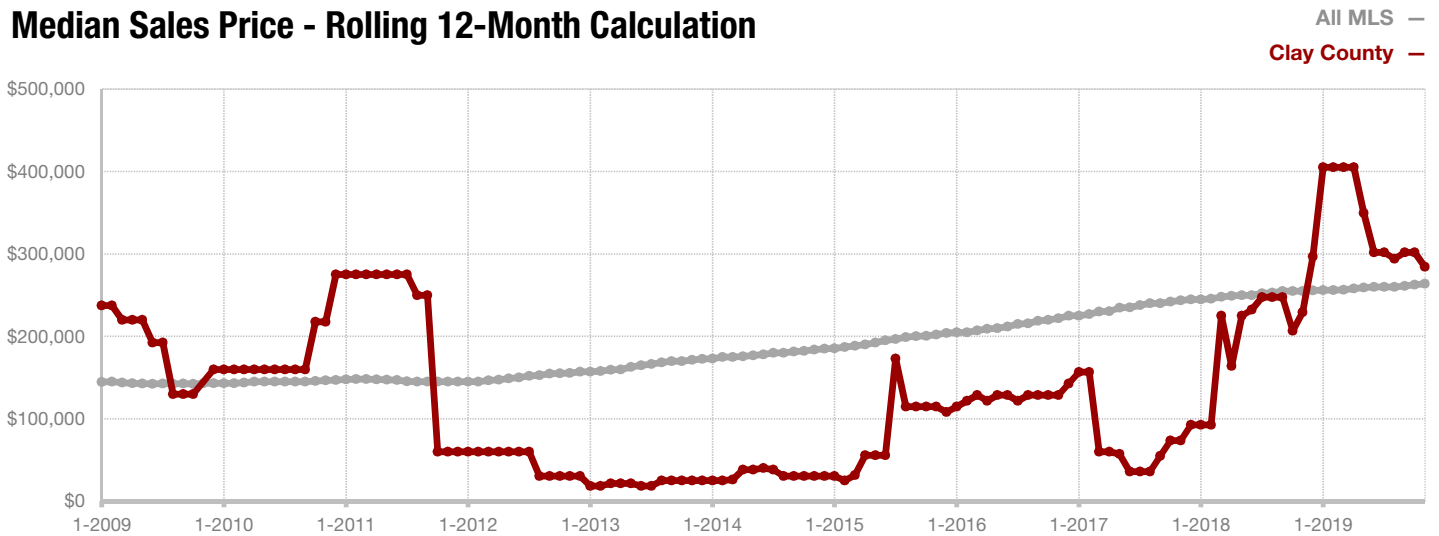
Clay County

	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	0	1	--	20	20	0.0%
Pending Sales	2	3	+ 50.0%	12	13	+ 8.3%
Closed Sales	2	4	+ 100.0%	9	13	+ 44.4%
Average Sales Price*	\$247,000	\$157,000	- 36.4%	\$317,889	\$267,231	- 15.9%
Median Sales Price*	\$247,000	\$154,000	- 37.7%	\$188,500	\$279,000	+ 48.0%
Percent of Original List Price Received*	100.0%	88.0%	- 12.0%	96.8%	91.1%	- 5.9%
Days on Market Until Sale	39	70	+ 79.5%	84	66	- 21.4%
Inventory of Homes for Sale	7	5	- 28.6%	--	--	--
Months Supply of Inventory	5.3	3.2	- 40.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – November 2019

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+ 77.8%

+ 50.0%

+ 147.6%

Change in
New Listings

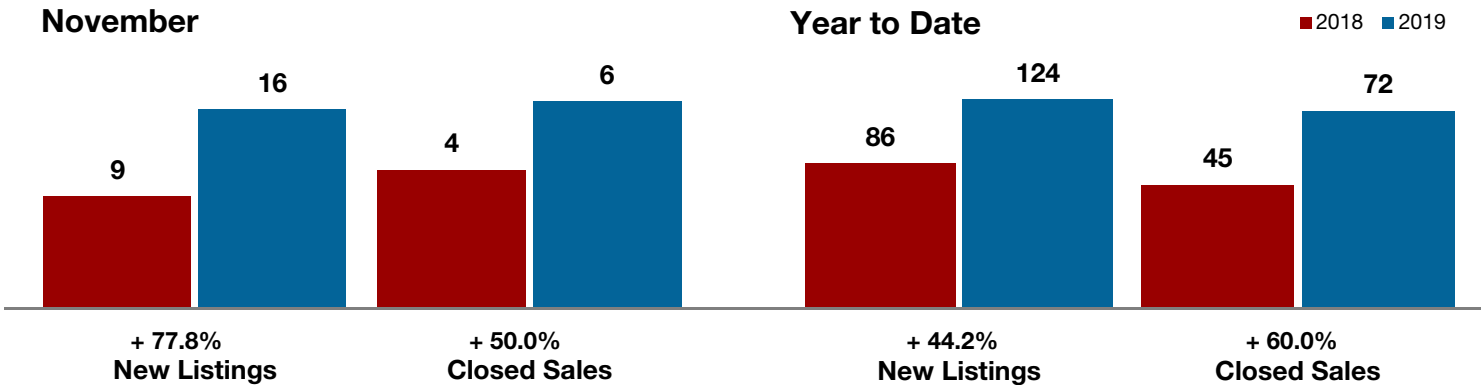
Change in
Closed Sales

Change in
Median Sales Price

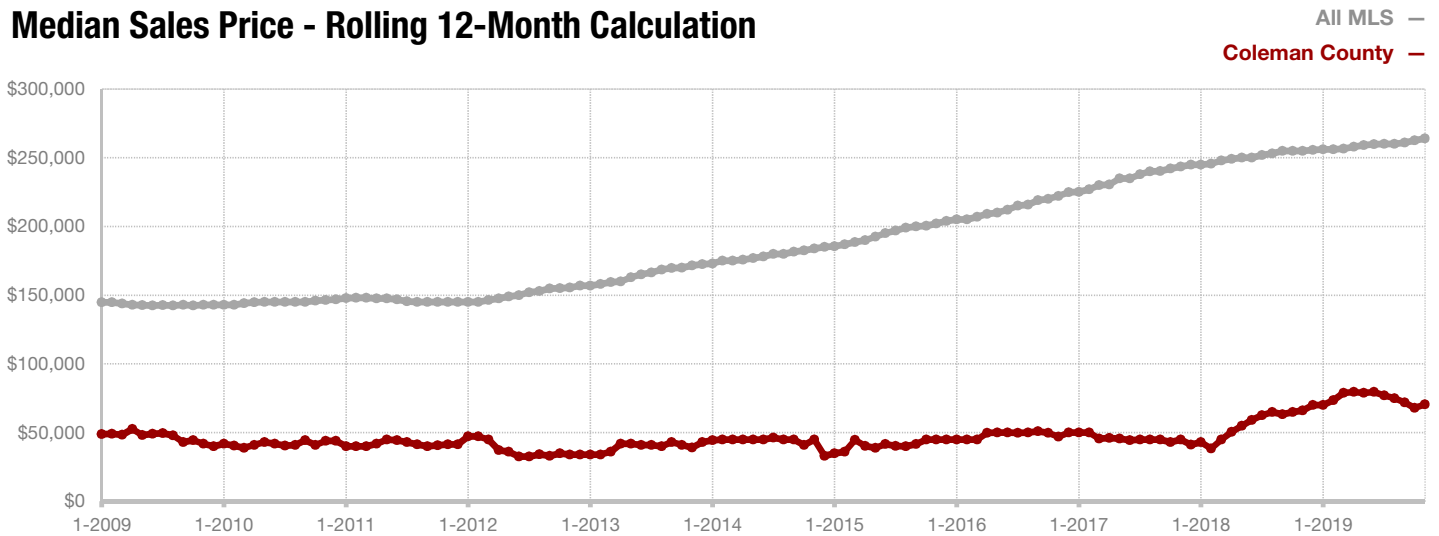
Coleman County

	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	9	16	+ 77.8%	86	124	+ 44.2%
Pending Sales	2	4	+ 100.0%	45	75	+ 66.7%
Closed Sales	4	6	+ 50.0%	45	72	+ 60.0%
Average Sales Price*	\$92,667	\$256,400	+ 176.7%	\$103,398	\$110,208	+ 6.6%
Median Sales Price*	\$105,000	\$260,000	+ 147.6%	\$70,000	\$70,505	+ 0.7%
Percent of Original List Price Received*	82.1%	77.3%	- 5.8%	85.6%	85.1%	- 0.6%
Days on Market Until Sale	139	141	+ 1.4%	132	142	+ 7.6%
Inventory of Homes for Sale	59	58	- 1.7%	--	--	--
Months Supply of Inventory	15.4	9.2	- 40.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



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- 9.6%

Change in
New Listings

- 6.2%

Change in
Closed Sales

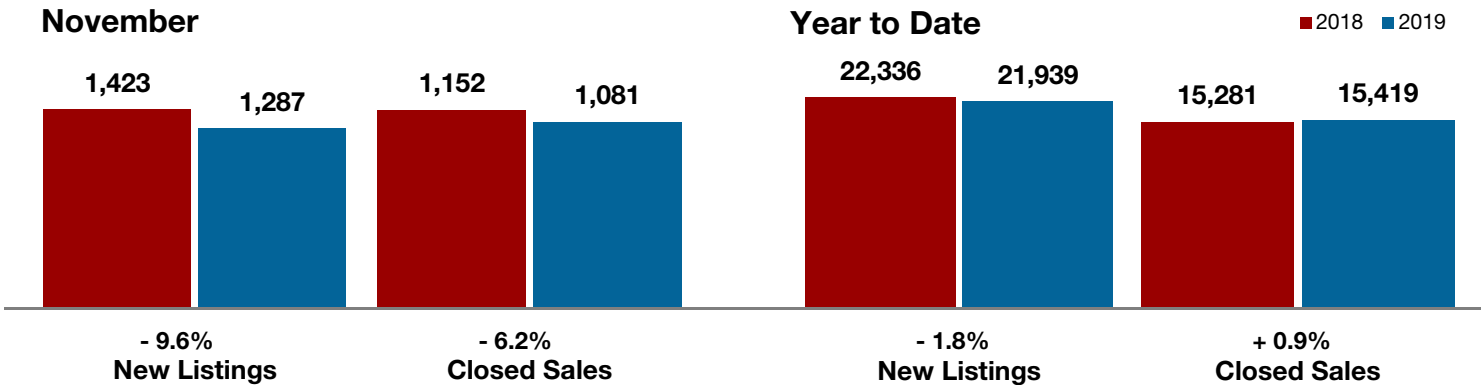
+ 2.1%

Change in
Median Sales Price

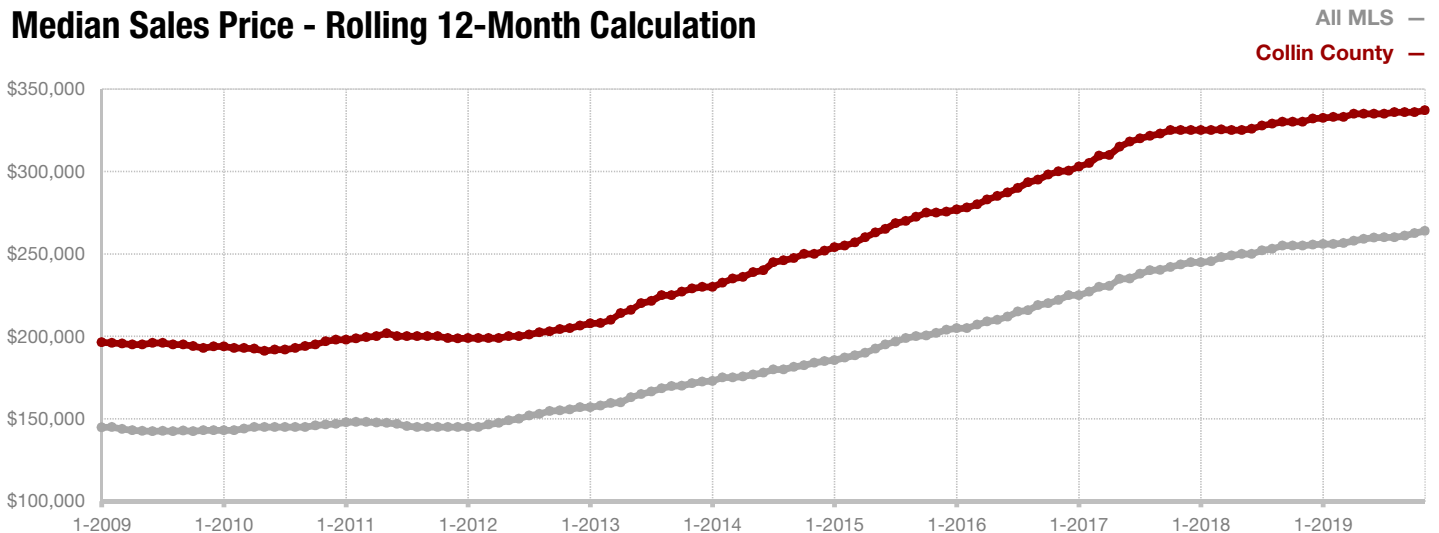
Collin County

	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	1,423	1,287	- 9.6%	22,336	21,939	- 1.8%
Pending Sales	1,092	1,044	- 4.4%	15,522	15,909	+ 2.5%
Closed Sales	1,152	1,081	- 6.2%	15,281	15,419	+ 0.9%
Average Sales Price*	\$377,765	\$361,443	- 4.3%	\$373,280	\$378,132	+ 1.3%
Median Sales Price*	\$323,000	\$329,833	+ 2.1%	\$332,000	\$337,990	+ 1.8%
Percent of Original List Price Received*	94.9%	95.1%	+ 0.2%	96.6%	95.8%	- 0.8%
Days on Market Until Sale	64	61	- 4.7%	48	59	+ 22.9%
Inventory of Homes for Sale	4,846	4,191	- 13.5%	--	--	--
Months Supply of Inventory	3.5	3.0	- 25.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – November 2019

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- 27.8%

- 35.3%

+ 177.6%

Change in
New Listings

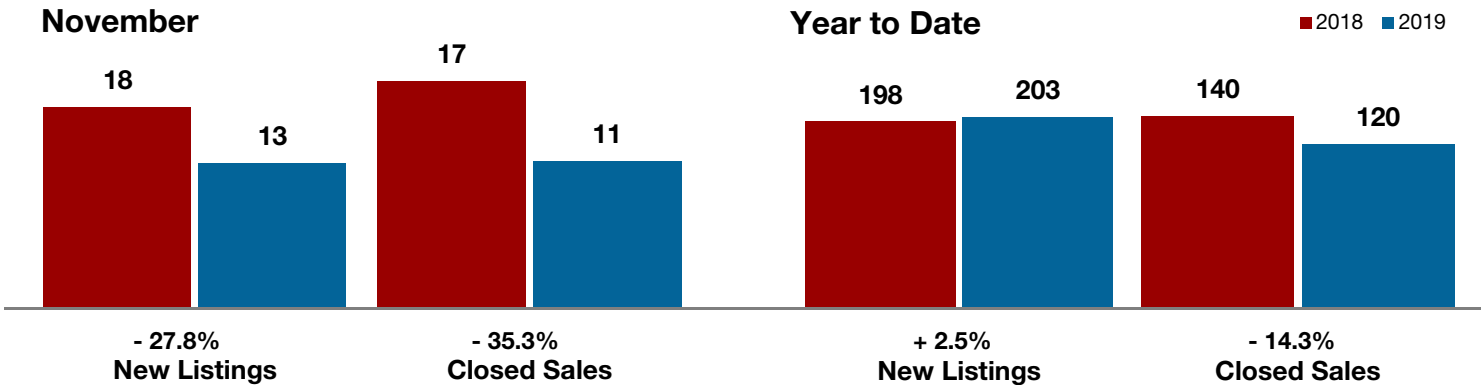
Change in
Closed Sales

Change in
Median Sales Price

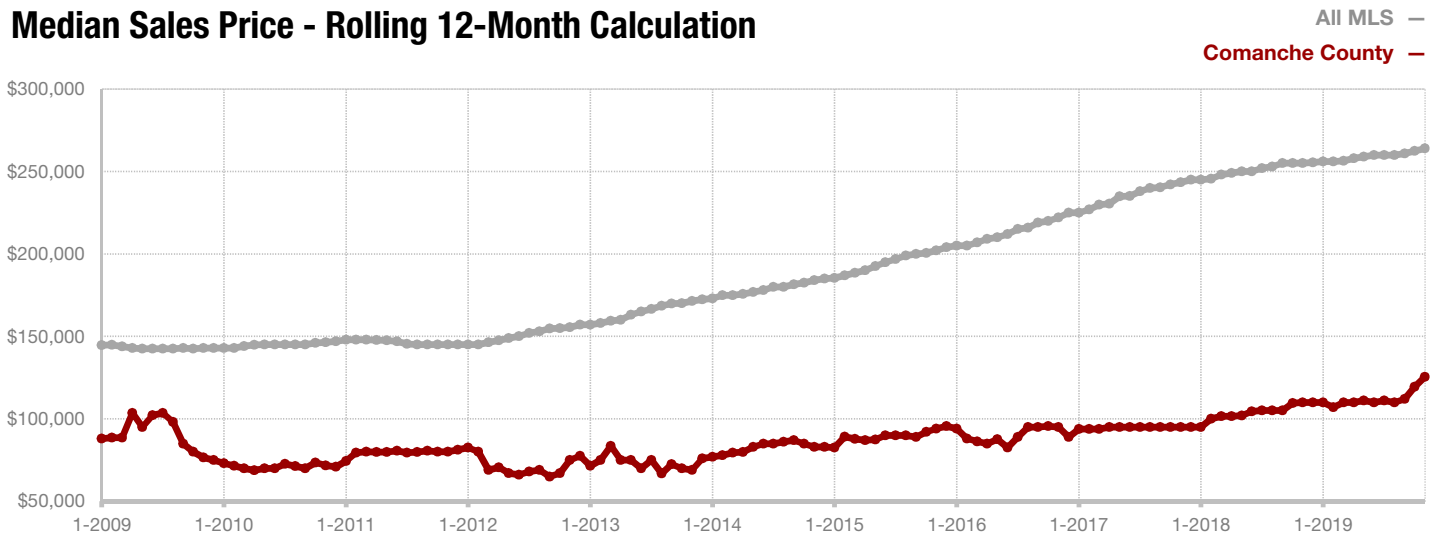
Comanche County

	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	18	13	- 27.8%	198	203	+ 2.5%
Pending Sales	6	6	0.0%	130	122	- 6.2%
Closed Sales	17	11	- 35.3%	140	120	- 14.3%
Average Sales Price*	\$140,481	\$221,955	+ 58.0%	\$166,207	\$193,308	+ 16.3%
Median Sales Price*	\$85,000	\$236,000	+ 177.6%	\$113,250	\$126,250	+ 11.5%
Percent of Original List Price Received*	86.2%	91.7%	+ 6.4%	89.2%	89.2%	0.0%
Days on Market Until Sale	166	55	- 66.9%	114	92	- 19.3%
Inventory of Homes for Sale	84	77	- 8.3%	--	--	--
Months Supply of Inventory	7.1	7.1	0.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – November 2019

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- 23.7%

0.0%

- 1.5%

Change in
New Listings

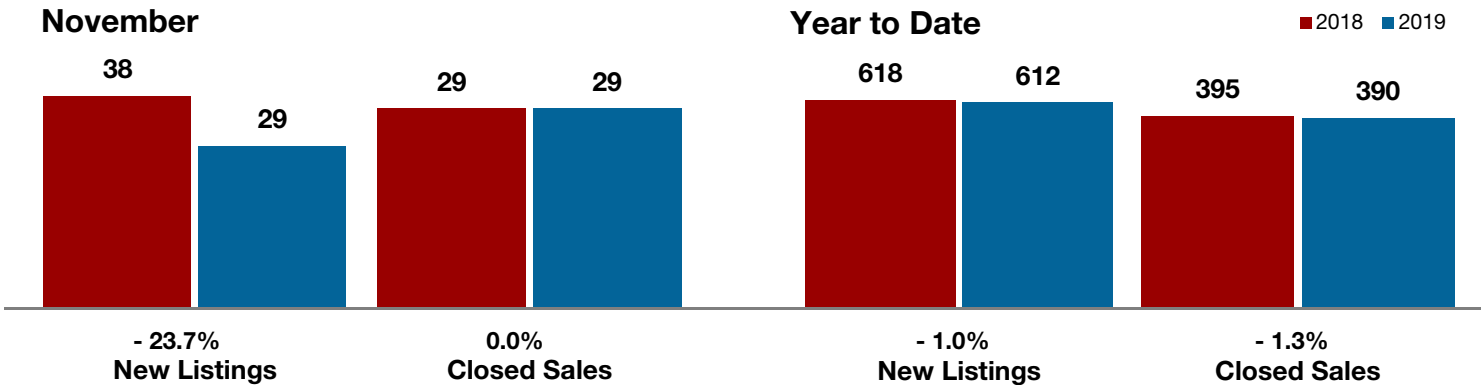
Change in
Closed Sales

Change in
Median Sales Price

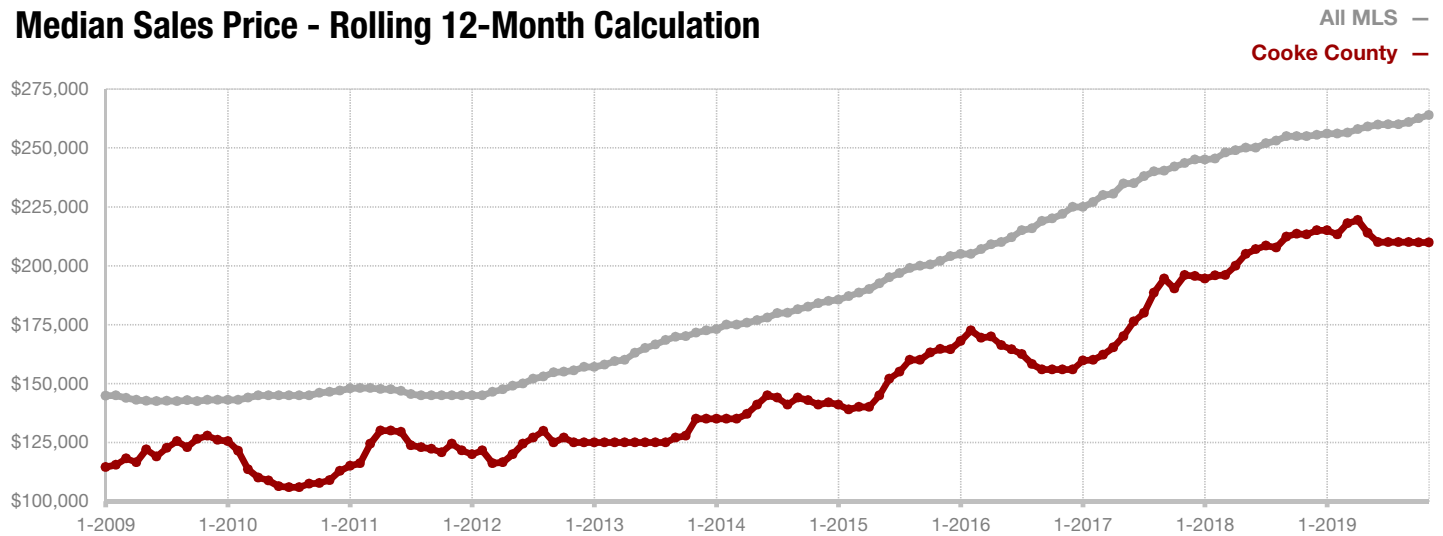
Cooke County

	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	38	29	- 23.7%	618	612	- 1.0%
Pending Sales	29	18	- 37.9%	408	396	- 2.9%
Closed Sales	29	29	0.0%	395	390	- 1.3%
Average Sales Price*	\$252,593	\$262,573	+ 4.0%	\$279,176	\$270,782	- 3.0%
Median Sales Price*	\$210,000	\$206,900	- 1.5%	\$215,000	\$209,700	- 2.5%
Percent of Original List Price Received*	96.3%	93.4%	- 3.0%	94.5%	94.2%	- 0.3%
Days on Market Until Sale	55	47	- 14.5%	58	67	+ 15.5%
Inventory of Homes for Sale	174	186	+ 6.9%	--	--	--
Months Supply of Inventory	4.9	5.4	0.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – November 2019

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- 7.4%

Change in
New Listings

- 2.6%

Change in
Closed Sales

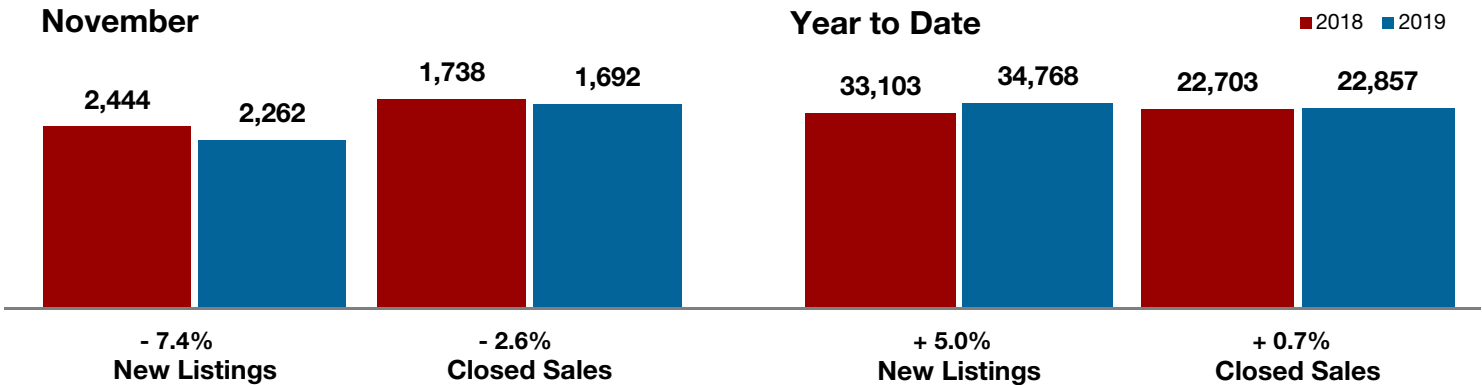
+ 6.5%

Change in
Median Sales Price

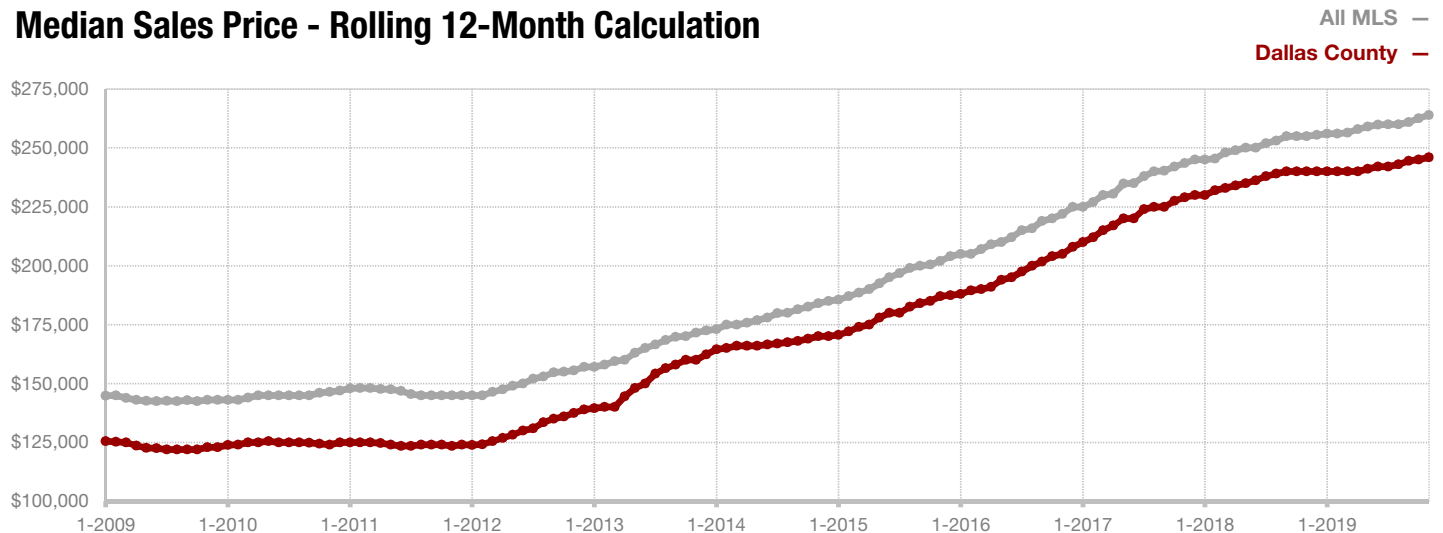
Dallas County

	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	2,444	2,262	- 7.4%	33,103	34,768	+ 5.0%
Pending Sales	1,699	1,707	+ 0.5%	23,055	23,725	+ 2.9%
Closed Sales	1,738	1,692	- 2.6%	22,703	22,857	+ 0.7%
Average Sales Price*	\$361,200	\$355,484	- 1.6%	\$353,022	\$354,498	+ 0.4%
Median Sales Price*	\$234,750	\$250,000	+ 6.5%	\$240,000	\$247,000	+ 2.9%
Percent of Original List Price Received*	95.7%	95.0%	- 0.7%	97.0%	96.0%	- 1.0%
Days on Market Until Sale	42	49	+ 16.7%	35	43	+ 22.9%
Inventory of Homes for Sale	6,618	6,361	- 3.9%	--	--	--
Months Supply of Inventory	3.2	3.0	0.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – November 2019

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- 57.1%

+ 25.0%

+ 2.2%

Change in
New Listings

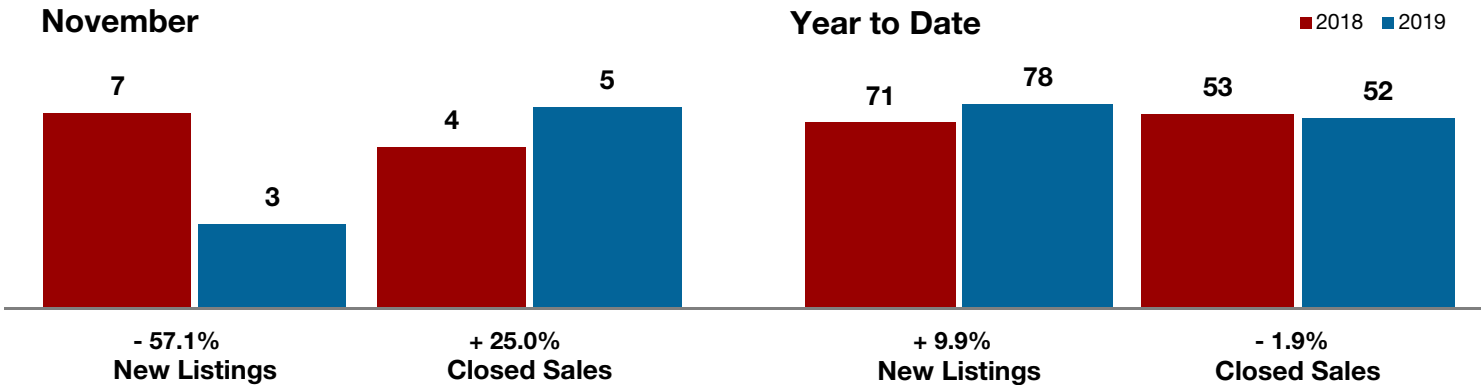
Change in
Closed Sales

Change in
Median Sales Price

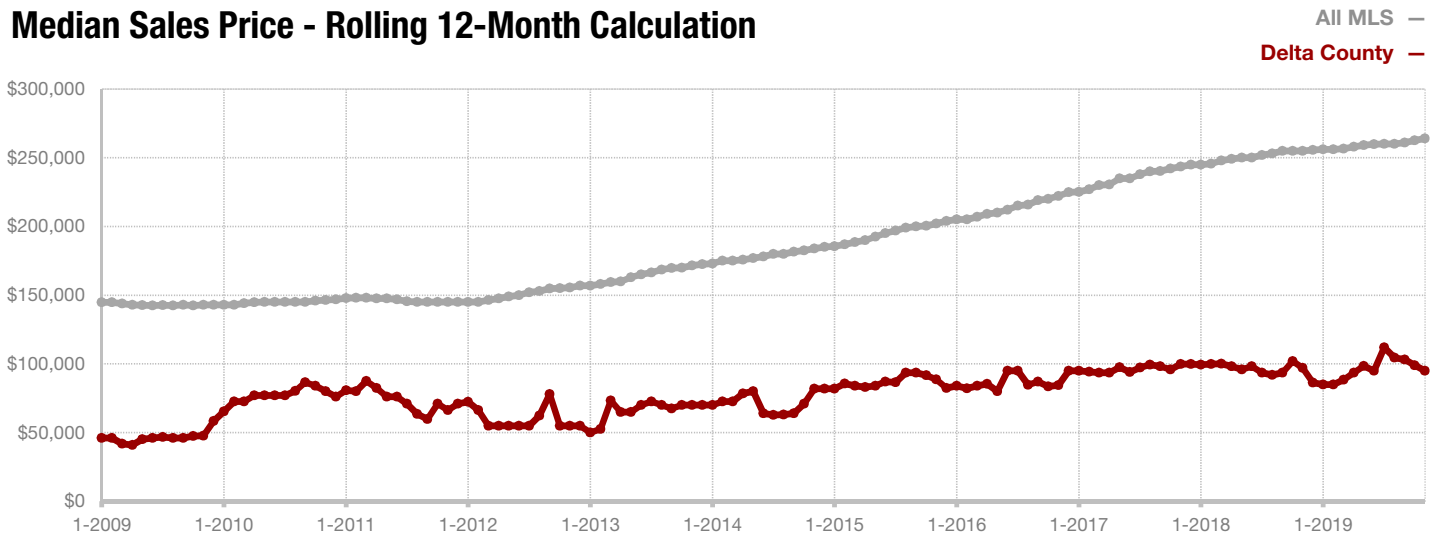
Delta County

	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	7	3	- 57.1%	71	78	+ 9.9%
Pending Sales	4	1	- 75.0%	52	51	- 1.9%
Closed Sales	4	5	+ 25.0%	53	52	- 1.9%
Average Sales Price*	\$122,875	\$136,400	+ 11.0%	\$127,220	\$137,976	+ 8.5%
Median Sales Price*	\$122,250	\$125,000	+ 2.2%	\$92,000	\$103,750	+ 12.8%
Percent of Original List Price Received*	90.7%	89.8%	- 1.0%	90.3%	92.6%	+ 2.5%
Days on Market Until Sale	25	36	+ 44.0%	63	37	- 41.3%
Inventory of Homes for Sale	13	18	+ 38.5%	--	--	--
Months Supply of Inventory	2.9	3.9	+ 33.3%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



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- 1.7%

Change in
New Listings

- 0.6%

Change in
Closed Sales

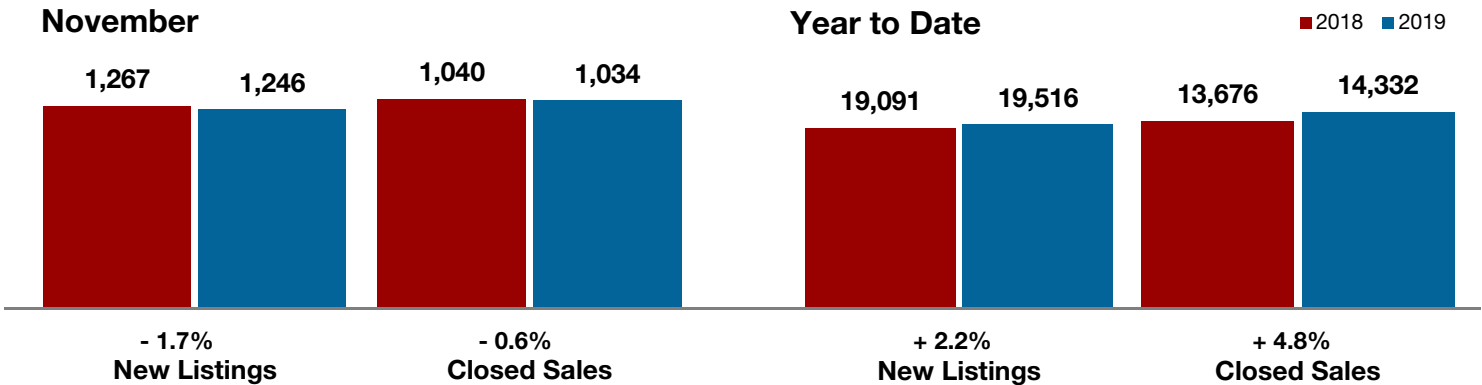
+ 2.9%

Change in
Median Sales Price

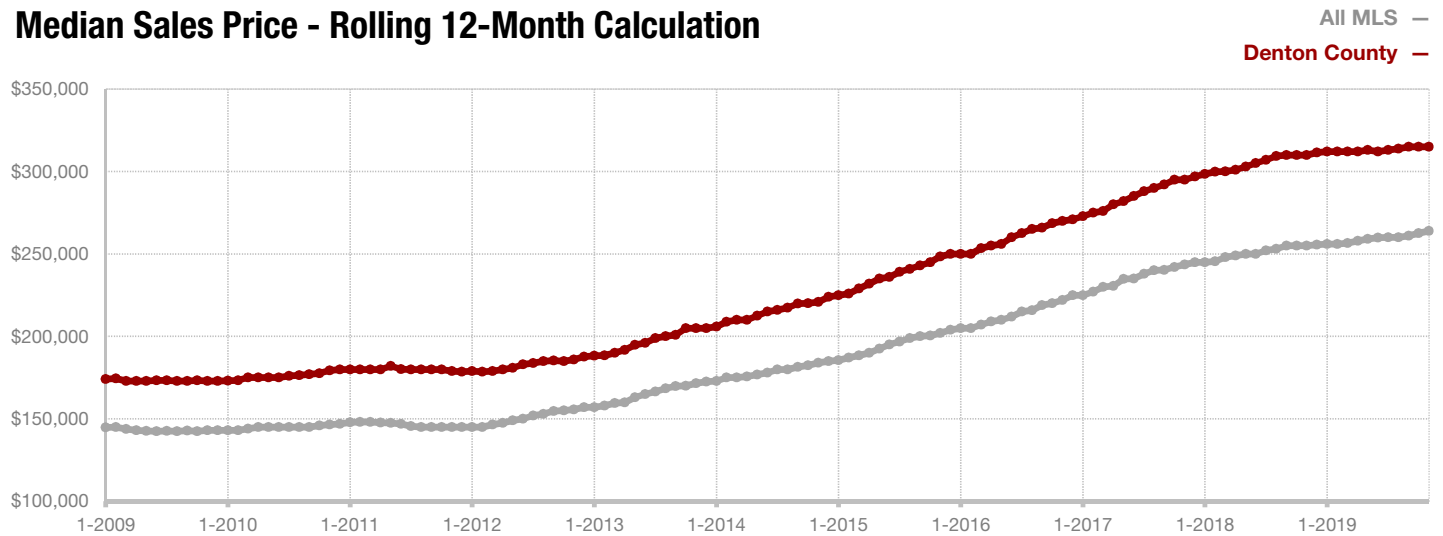
Denton County

	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	1,267	1,246	- 1.7%	19,091	19,516	+ 2.2%
Pending Sales	998	1,059	+ 6.1%	13,872	14,864	+ 7.2%
Closed Sales	1,040	1,034	- 0.6%	13,676	14,332	+ 4.8%
Average Sales Price*	\$345,536	\$361,220	+ 4.5%	\$355,688	\$362,239	+ 1.8%
Median Sales Price*	\$306,000	\$315,000	+ 2.9%	\$312,000	\$315,000	+ 1.0%
Percent of Original List Price Received*	95.5%	95.6%	+ 0.1%	97.0%	96.4%	- 0.6%
Days on Market Until Sale	55	60	+ 9.1%	45	54	+ 20.0%
Inventory of Homes for Sale	3,825	3,508	- 8.3%	--	--	--
Months Supply of Inventory	3.1	2.7	0.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – November 2019

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+ 8.3%

+ 40.0%

- 44.8%

Change in
New Listings

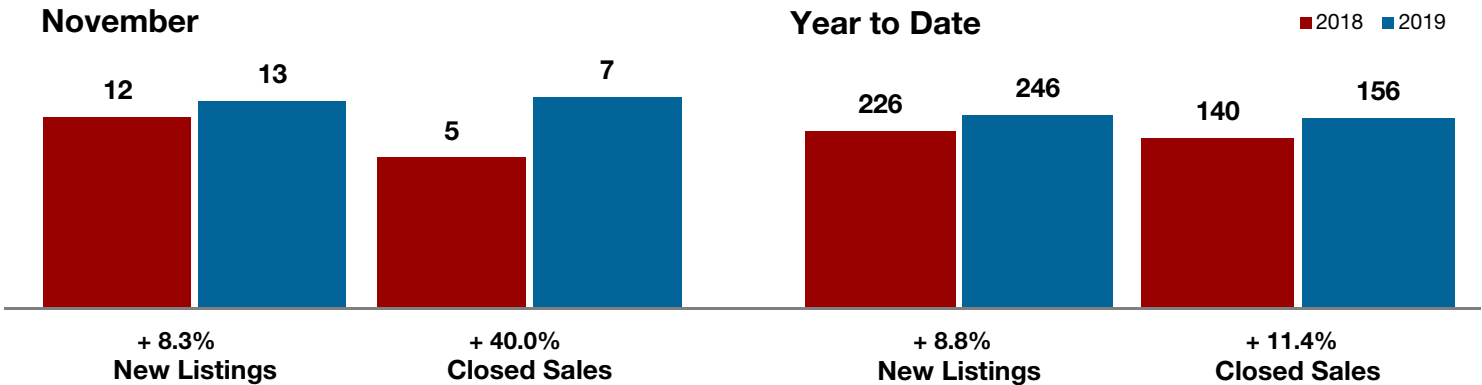
Change in
Closed Sales

Change in
Median Sales Price

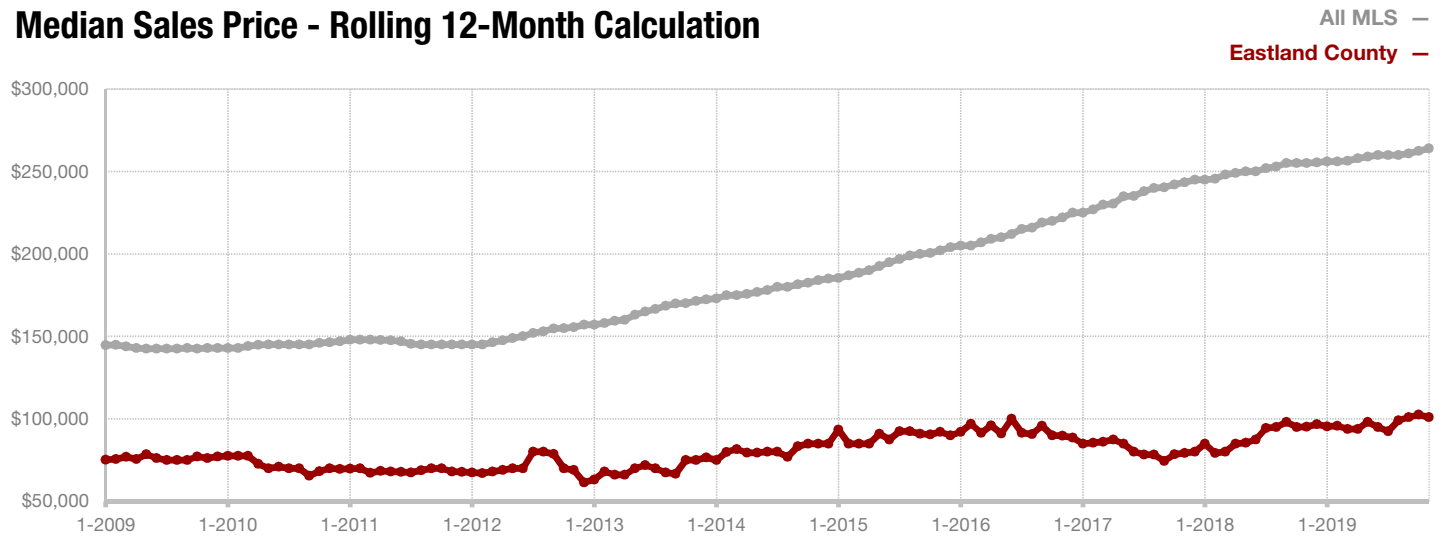
Eastland County

	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	12	13	+ 8.3%	226	246	+ 8.8%
Pending Sales	14	10	- 28.6%	141	162	+ 14.9%
Closed Sales	5	7	+ 40.0%	140	156	+ 11.4%
Average Sales Price*	\$137,200	\$106,114	- 22.7%	\$137,838	\$188,027	+ 36.4%
Median Sales Price*	\$145,000	\$80,000	- 44.8%	\$99,000	\$102,500	+ 3.5%
Percent of Original List Price Received*	84.0%	89.1%	+ 6.1%	88.2%	89.9%	+ 1.9%
Days on Market Until Sale	157	156	- 0.6%	120	112	- 6.7%
Inventory of Homes for Sale	103	99	- 3.9%	--	--	--
Months Supply of Inventory	7.9	7.1	- 12.5%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – November 2019

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



+ 22.6%

Change in
New Listings

+ 3.2%

Change in
Closed Sales

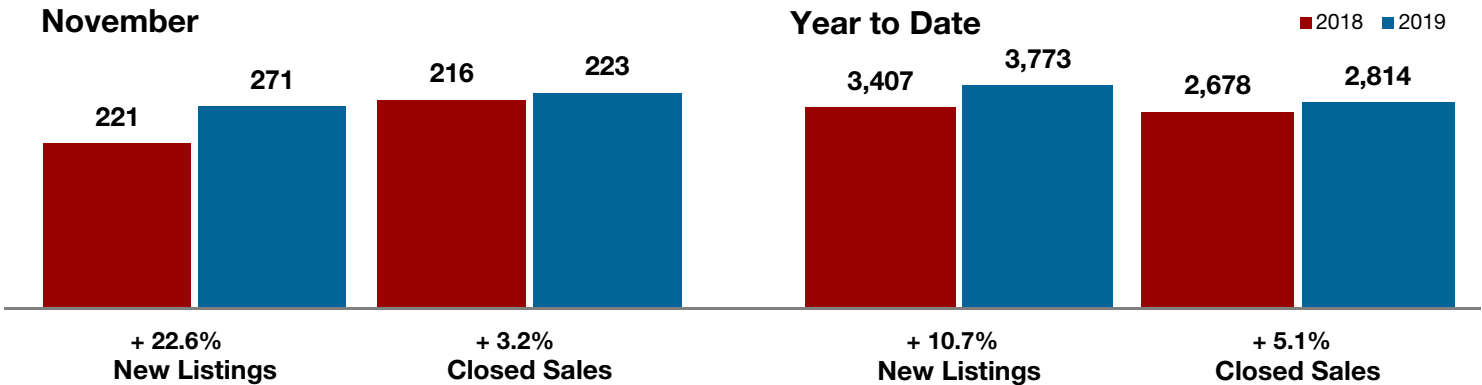
+ 0.5%

Change in
Median Sales Price

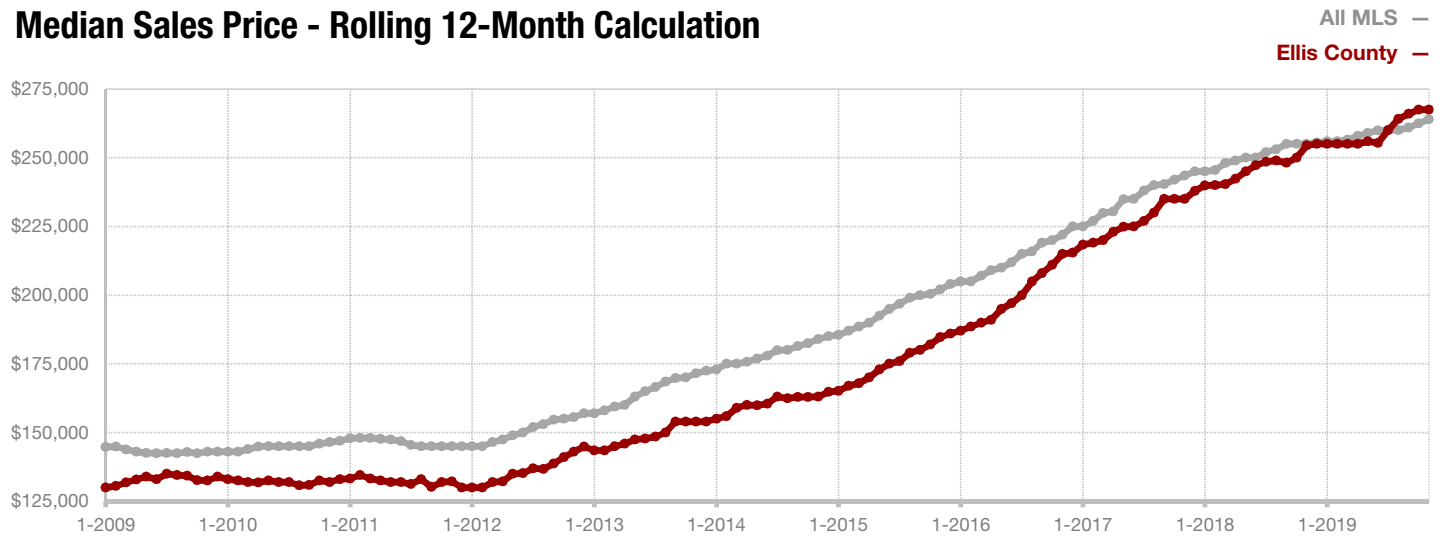
Ellis County

	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	221	271	+ 22.6%	3,407	3,773	+ 10.7%
Pending Sales	185	186	+ 0.5%	2,712	2,953	+ 8.9%
Closed Sales	216	223	+ 3.2%	2,678	2,814	+ 5.1%
Average Sales Price*	\$283,121	\$302,172	+ 6.7%	\$273,696	\$286,889	+ 4.8%
Median Sales Price*	\$281,556	\$283,000	+ 0.5%	\$255,000	\$266,000	+ 4.3%
Percent of Original List Price Received*	97.1%	95.1%	- 2.1%	97.2%	97.1%	- 0.1%
Days on Market Until Sale	61	51	- 16.4%	52	52	0.0%
Inventory of Homes for Sale	697	775	+ 11.2%	--	--	--
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 – November 2019

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



- 23.8%

+ 2.7%

+ 1.0%

Change in
New Listings

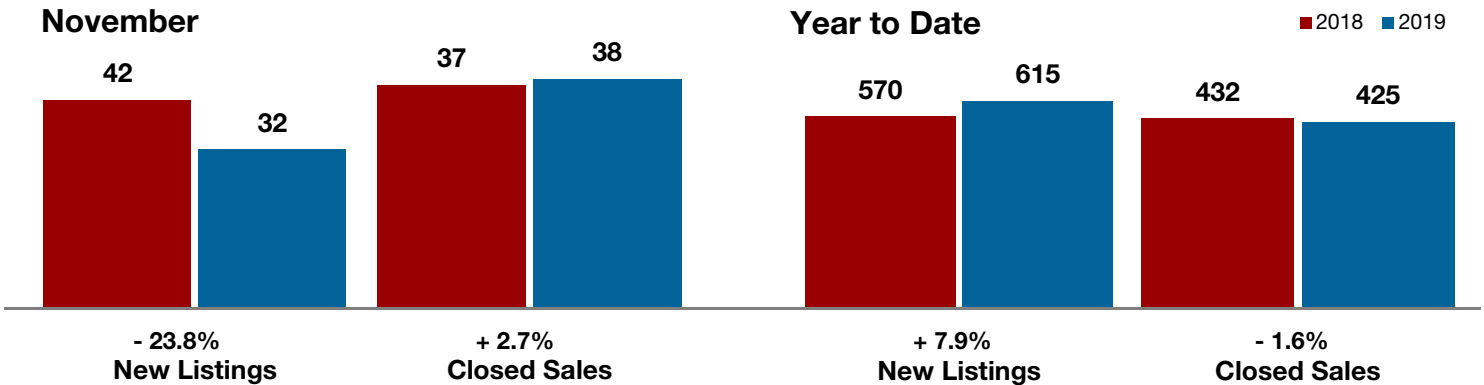
Change in
Closed Sales

Change in
Median Sales Price

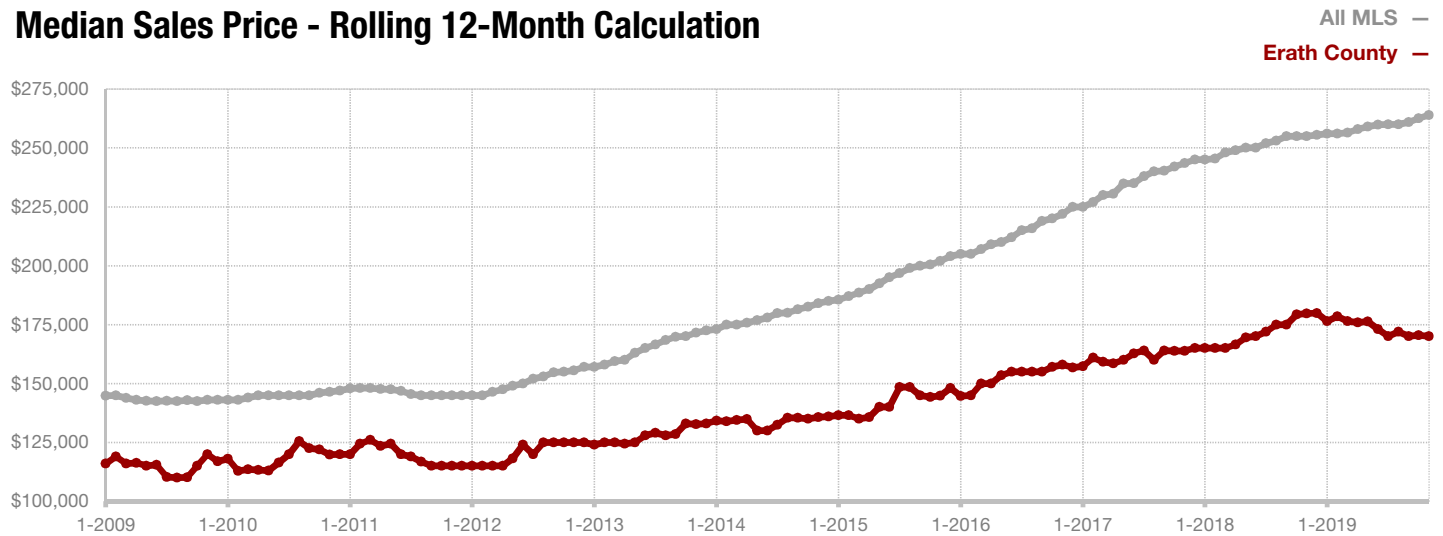
Erath County

	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	42	32	- 23.8%	570	615	+ 7.9%
Pending Sales	32	22	- 31.3%	435	433	- 0.5%
Closed Sales	37	38	+ 2.7%	432	425	- 1.6%
Average Sales Price*	\$221,311	\$240,382	+ 8.6%	\$234,682	\$215,454	- 8.2%
Median Sales Price*	\$175,800	\$177,501	+ 1.0%	\$179,950	\$170,000	- 5.5%
Percent of Original List Price Received*	92.6%	91.8%	- 0.9%	93.3%	93.5%	+ 0.2%
Days on Market Until Sale	70	61	- 12.9%	66	59	- 10.6%
Inventory of Homes for Sale	150	170	+ 13.3%	--	--	--
Months Supply of Inventory	3.8	4.5	+ 25.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – November 2019

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



- 10.3%

+ 4.5%

- 23.8%

Change in
New Listings

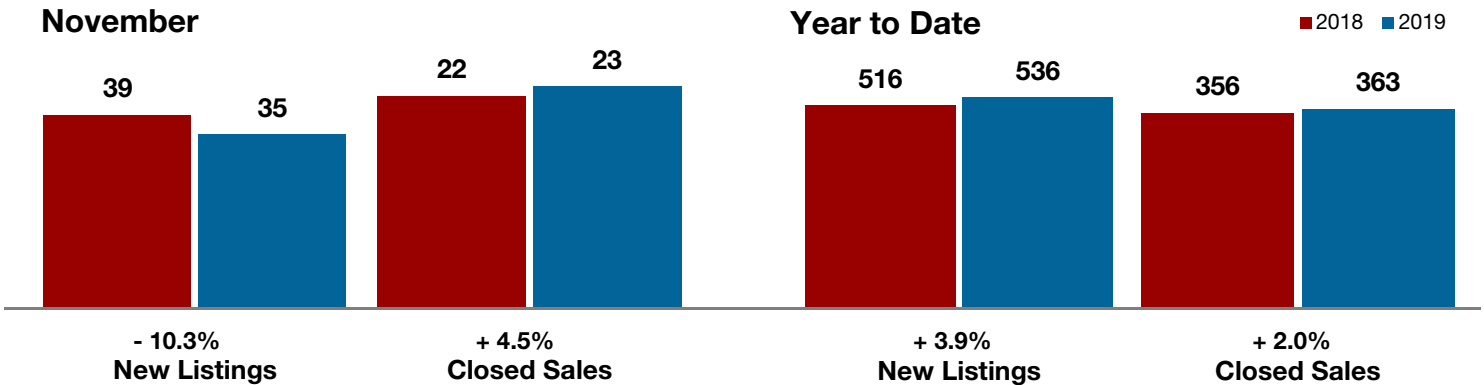
Change in
Closed Sales

Change in
Median Sales Price

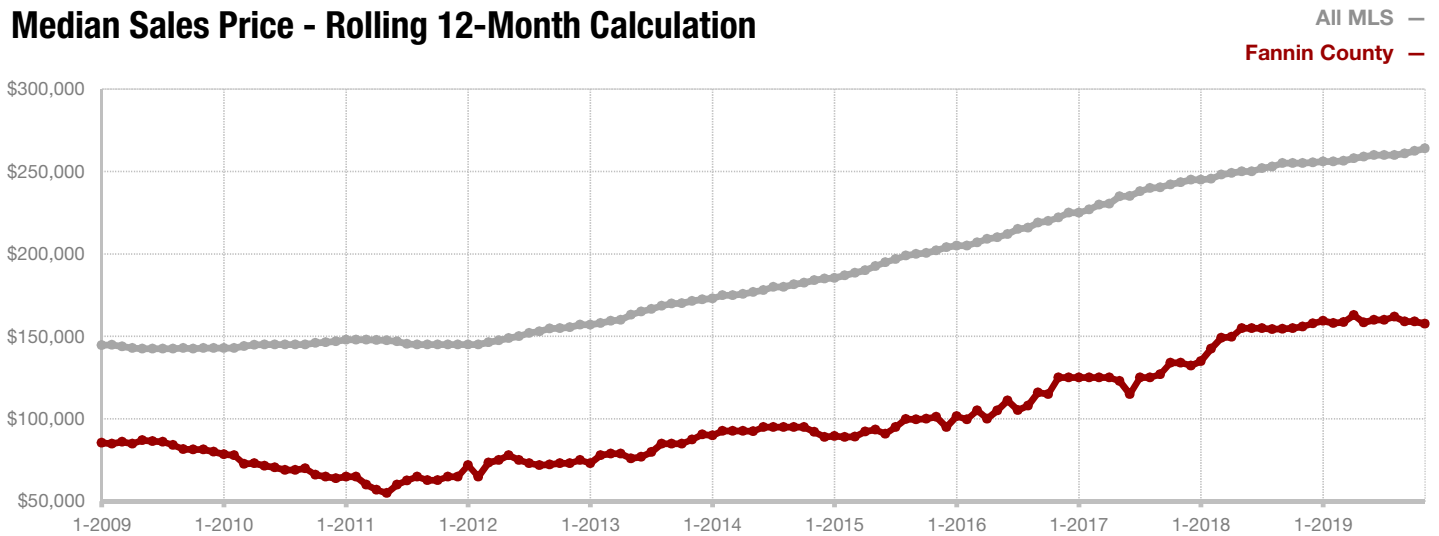
Fannin County

	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	39	35	- 10.3%	516	536	+ 3.9%
Pending Sales	23	14	- 39.1%	353	360	+ 2.0%
Closed Sales	22	23	+ 4.5%	356	363	+ 2.0%
Average Sales Price*	\$214,215	\$151,376	- 29.3%	\$189,378	\$184,723	- 2.5%
Median Sales Price*	\$170,500	\$130,000	- 23.8%	\$157,700	\$157,500	- 0.1%
Percent of Original List Price Received*	91.9%	89.1%	- 3.0%	93.7%	92.9%	- 0.9%
Days on Market Until Sale	80	57	- 28.8%	59	62	+ 5.1%
Inventory of Homes for Sale	153	152	- 0.7%	--	--	--
Months Supply of Inventory	4.8	4.8	0.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – November 2019

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



- 77.8%

+ 66.7%

+ 532.2%

Change in
New Listings

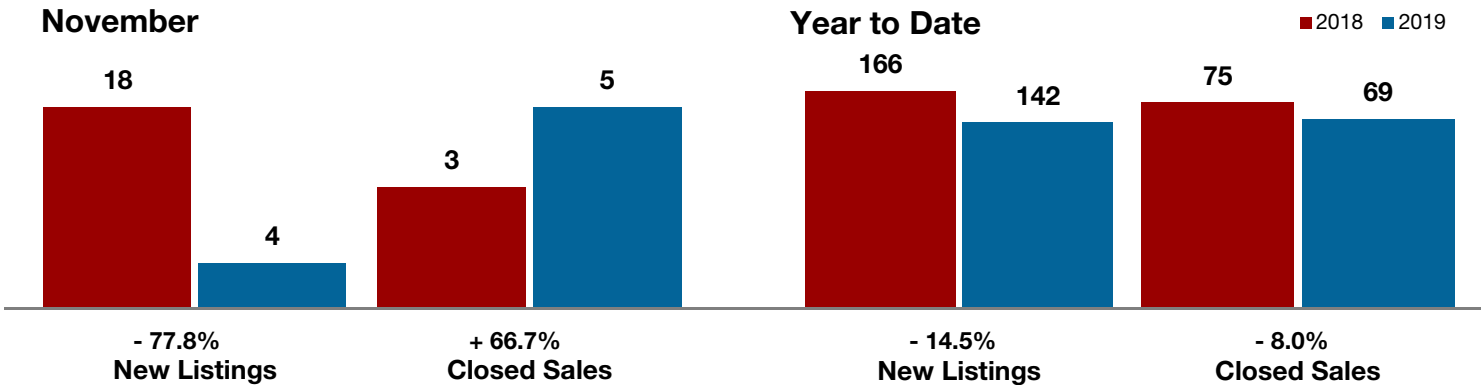
Change in
Closed Sales

Change in
Median Sales Price

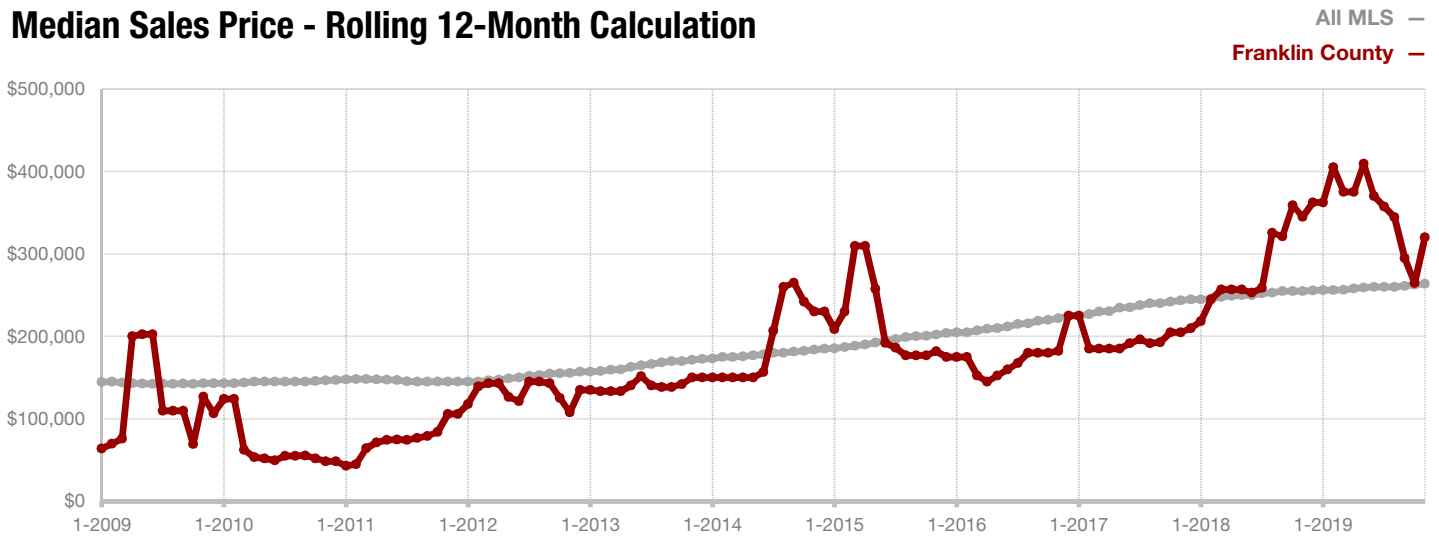
Franklin County

	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	18	4	- 77.8%	166	142	- 14.5%
Pending Sales	7	3	- 57.1%	77	64	- 16.9%
Closed Sales	3	5	+ 66.7%	75	69	- 8.0%
Average Sales Price*	\$256,633	\$795,660	+ 210.0%	\$483,911	\$416,501	- 13.9%
Median Sales Price*	\$115,000	\$727,000	+ 532.2%	\$375,000	\$320,000	- 14.7%
Percent of Original List Price Received*	94.9%	90.9%	- 4.2%	90.8%	91.8%	+ 1.1%
Days on Market Until Sale	8	60	+ 650.0%	78	78	0.0%
Inventory of Homes for Sale	56	48	- 14.3%	--	--	--
Months Supply of Inventory	8.4	8.2	0.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – November 2019

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



- 52.6%

0.0%

+ 64.5%

Change in
New Listings

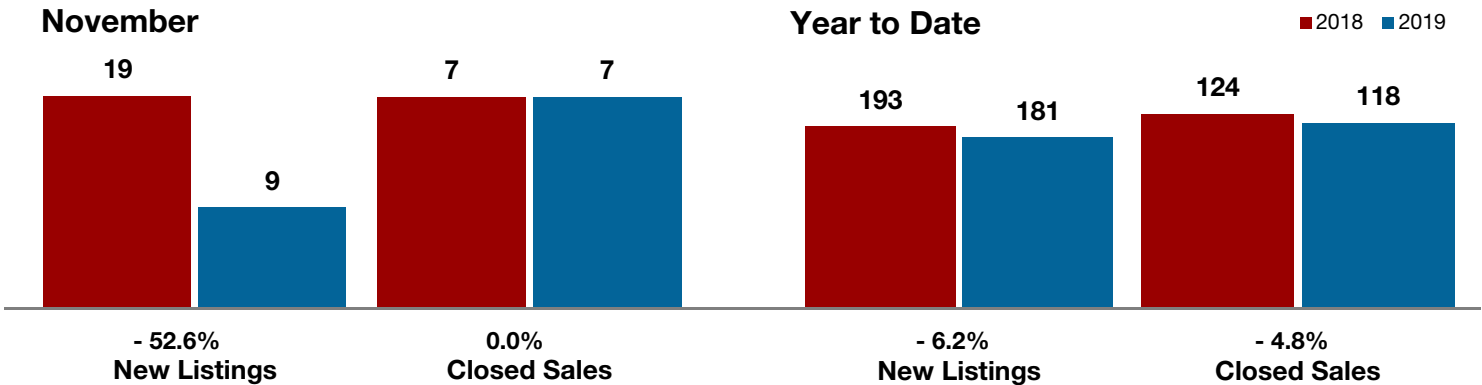
Change in
Closed Sales

Change in
Median Sales Price

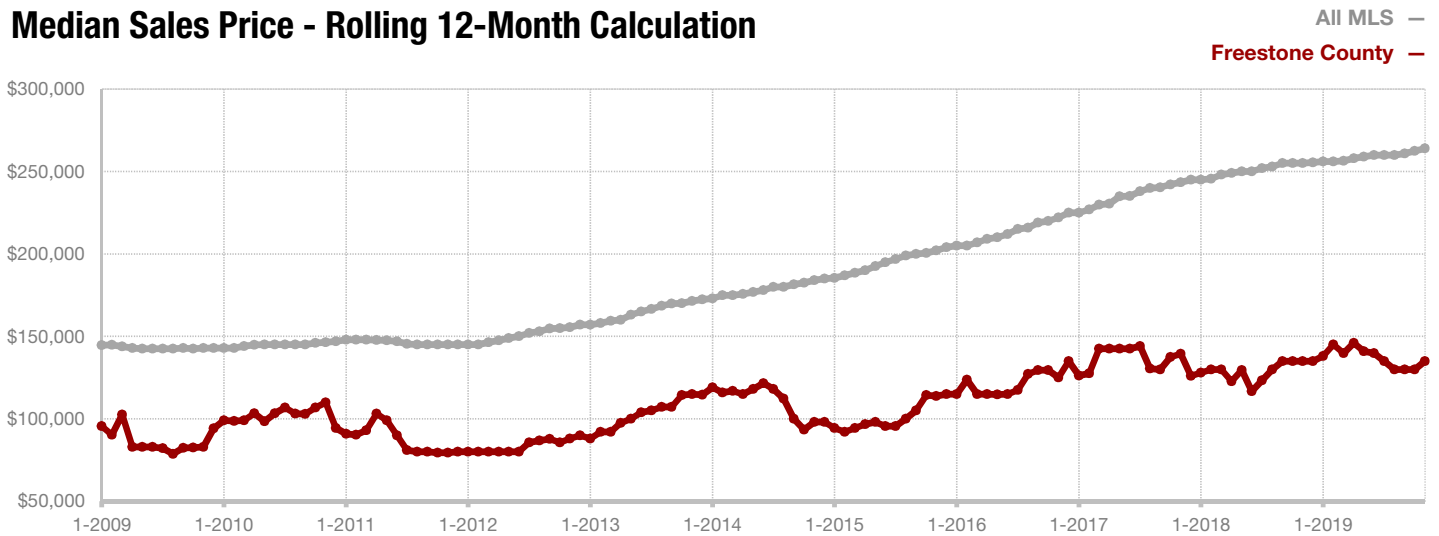
Freestone County

	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	19	9	- 52.6%	193	181	- 6.2%
Pending Sales	7	4	- 42.9%	131	117	- 10.7%
Closed Sales	7	7	0.0%	124	118	- 4.8%
Average Sales Price*	\$152,000	\$208,714	+ 37.3%	\$203,742	\$161,906	- 20.5%
Median Sales Price*	\$110,000	\$181,000	+ 64.5%	\$135,000	\$132,750	- 1.7%
Percent of Original List Price Received*	91.0%	93.4%	+ 2.6%	91.7%	91.0%	- 0.8%
Days on Market Until Sale	97	62	- 36.1%	86	76	- 11.6%
Inventory of Homes for Sale	62	58	- 6.5%	--	--	--
Months Supply of Inventory	5.5	5.7	0.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – November 2019

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



- 13.5%

+ 25.2%

- 5.7%

Change in
New Listings

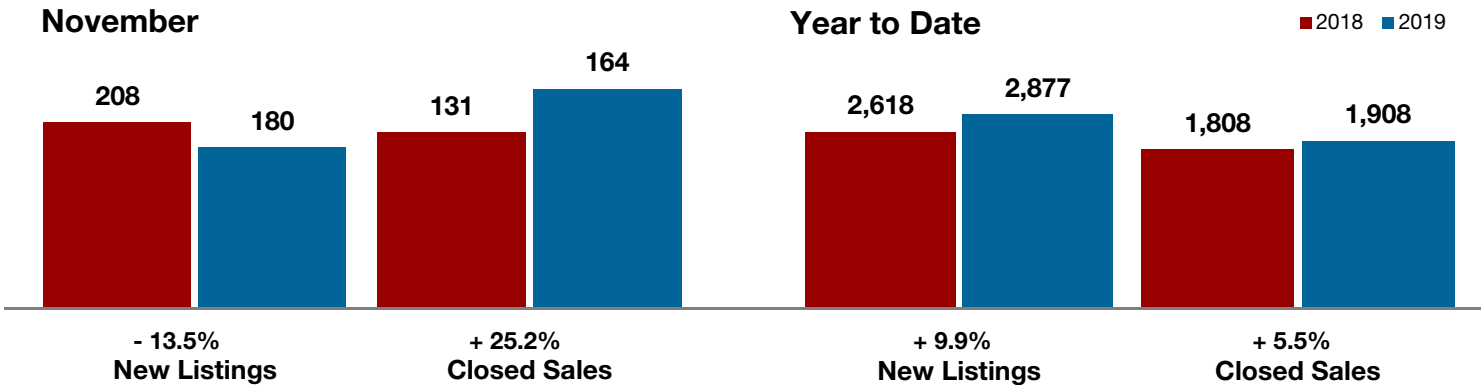
Change in
Closed Sales

Change in
Median Sales Price

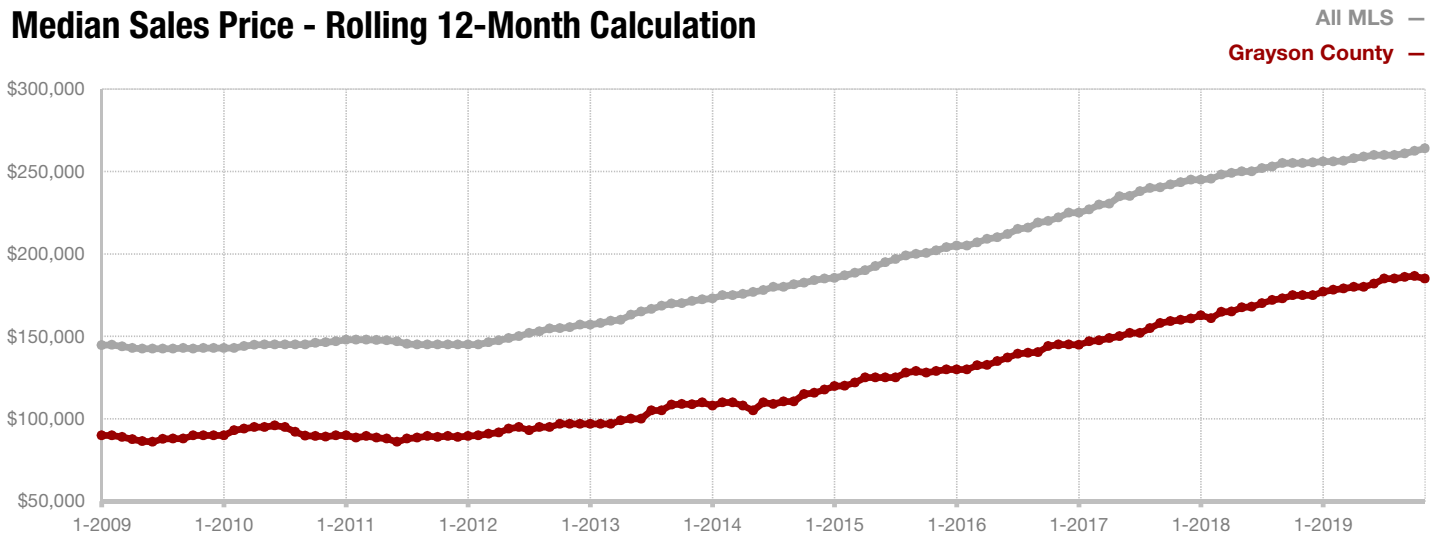
Grayson County

	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	208	180	- 13.5%	2,618	2,877	+ 9.9%
Pending Sales	142	133	- 6.3%	1,830	1,984	+ 8.4%
Closed Sales	131	164	+ 25.2%	1,808	1,908	+ 5.5%
Average Sales Price*	\$204,801	\$218,759	+ 6.8%	\$211,319	\$222,857	+ 5.5%
Median Sales Price*	\$193,500	\$182,500	- 5.7%	\$175,000	\$186,300	+ 6.5%
Percent of Original List Price Received*	93.2%	93.0%	- 0.2%	94.1%	93.9%	- 0.2%
Days on Market Until Sale	47	58	+ 23.4%	53	60	+ 13.2%
Inventory of Homes for Sale	710	685	- 3.5%	--	--	--
Months Supply of Inventory	4.4	3.9	0.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – November 2019

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



+ 250.0%

- 44.4%

+ 81.0%

Change in
New Listings

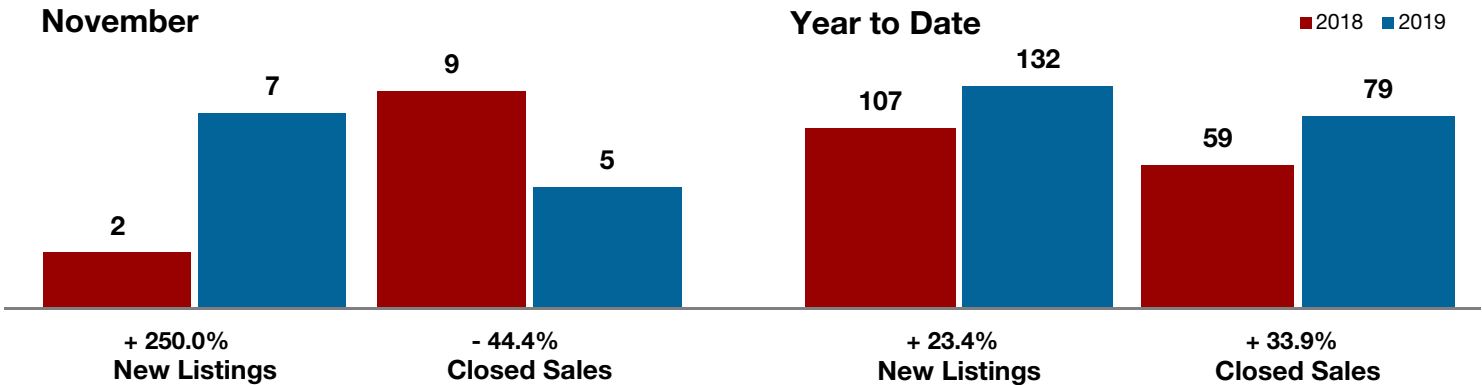
Change in
Closed Sales

Change in
Median Sales Price

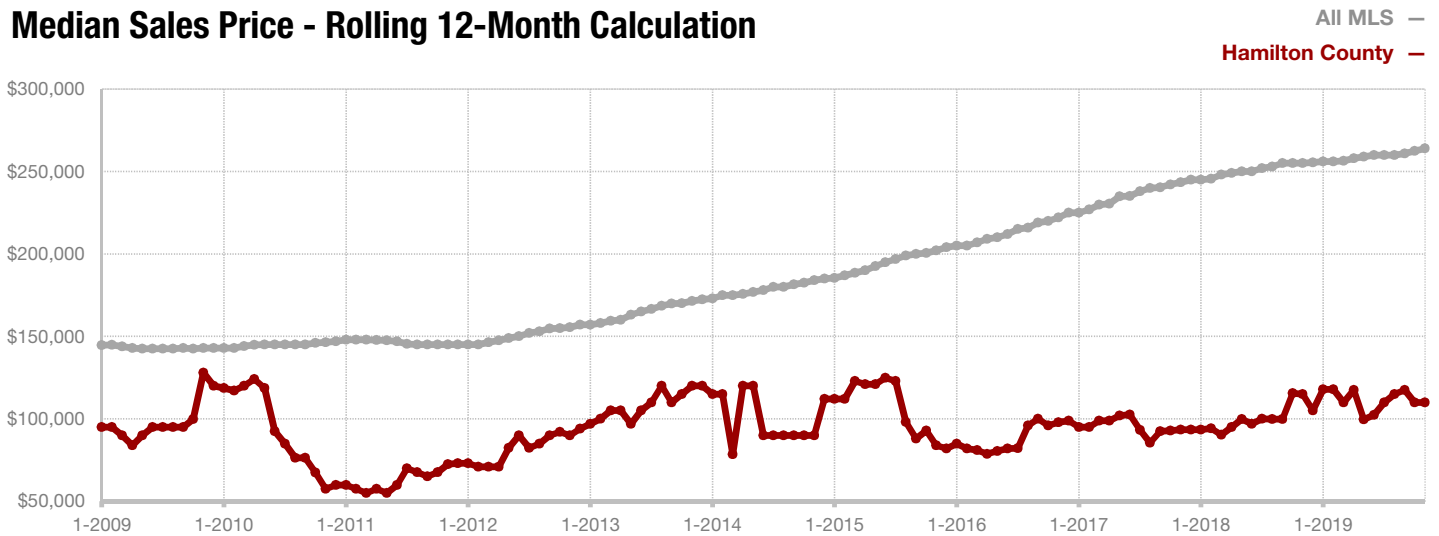
Hamilton County

	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	2	7	+ 250.0%	107	132	+ 23.4%
Pending Sales	1	4	+ 300.0%	61	85	+ 39.3%
Closed Sales	9	5	- 44.4%	59	79	+ 33.9%
Average Sales Price*	\$116,211	\$153,900	+ 32.4%	\$146,115	\$192,551	+ 31.8%
Median Sales Price*	\$105,000	\$190,000	+ 81.0%	\$115,000	\$115,000	0.0%
Percent of Original List Price Received*	87.6%	85.4%	- 2.5%	89.1%	87.7%	- 1.6%
Days on Market Until Sale	103	45	- 56.3%	112	106	- 5.4%
Inventory of Homes for Sale	58	50	- 13.8%	--	--	--
Months Supply of Inventory	10.1	6.7	- 30.0%	--	--	--

* 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 – November 2019

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



+ 100.0%

0.0%

- 91.5%

Change in
New Listings

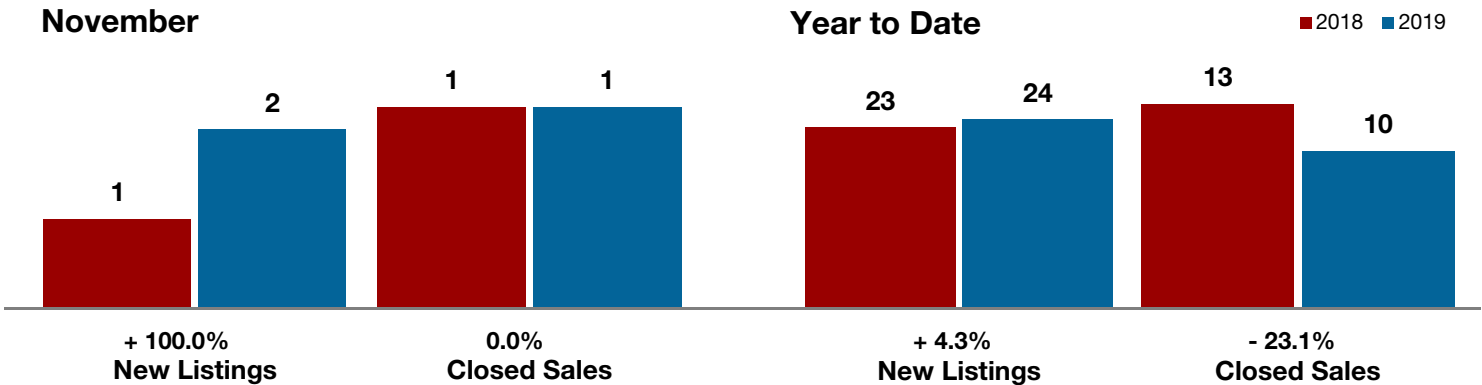
Change in
Closed Sales

Change in
Median Sales Price

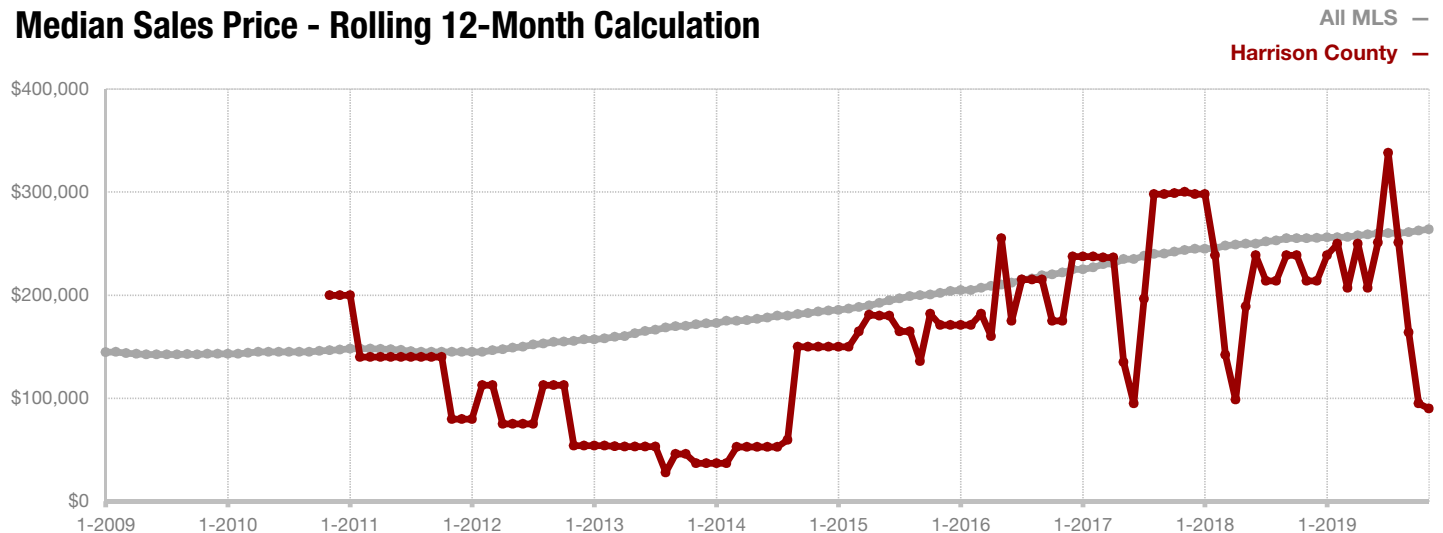
Harrison County

	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	1	2	+ 100.0%	23	24	+ 4.3%
Pending Sales	1	0	- 100.0%	14	11	- 21.4%
Closed Sales	1	1	0.0%	13	10	- 23.1%
Average Sales Price*	\$164,000	\$14,000	- 91.5%	\$504,275	\$171,600	- 66.0%
Median Sales Price*	\$164,000	\$14,000	- 91.5%	\$238,700	\$72,500	- 69.6%
Percent of Original List Price Received*	94.0%	50.0%	- 46.8%	91.2%	83.6%	- 8.3%
Days on Market Until Sale	90	259	+ 187.8%	97	92	- 5.2%
Inventory of Homes for Sale	12	13	+ 8.3%	--	--	--
Months Supply of Inventory	8.6	8.7	0.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – November 2019

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



- 9.6%

Change in
New Listings

- 26.0%

Change in
Closed Sales

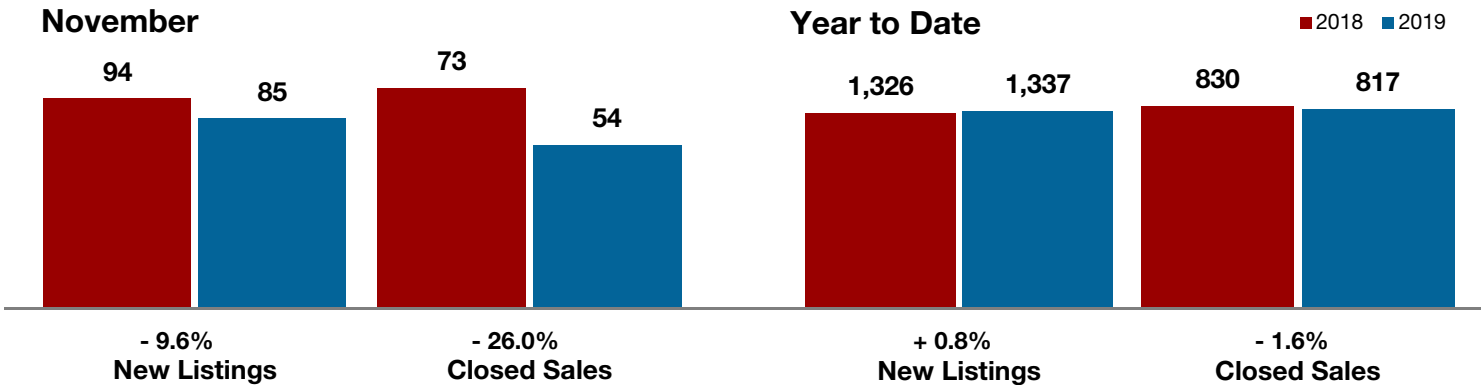
- 10.2%

Change in
Median Sales Price

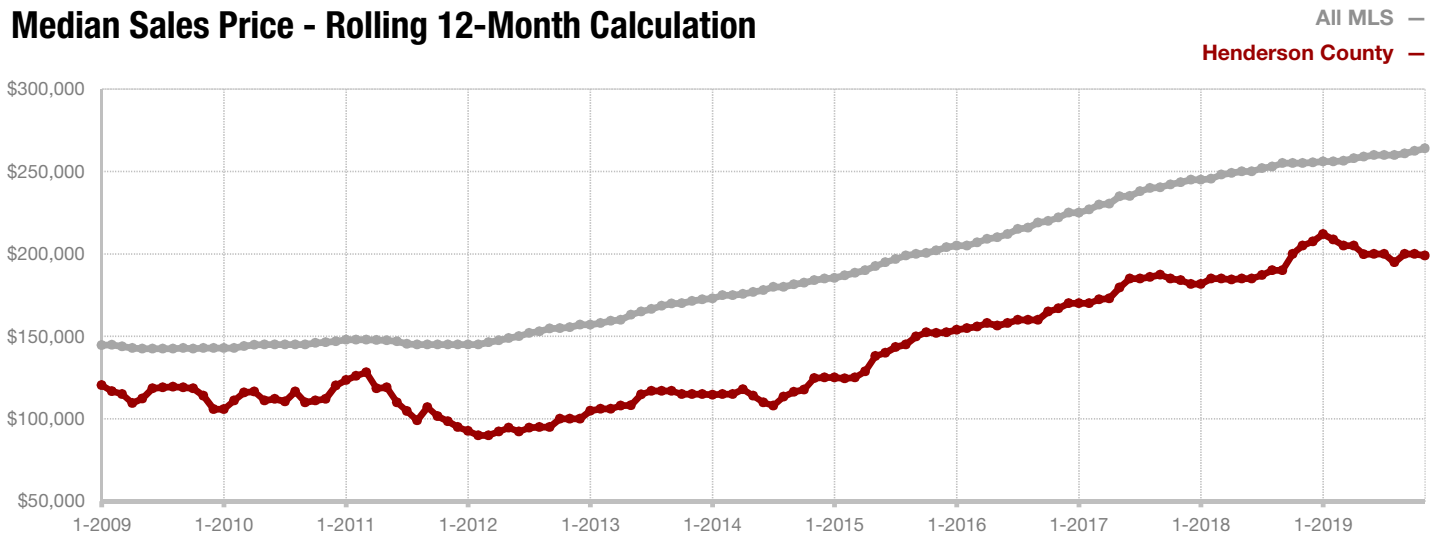
Henderson County

	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	94	85	- 9.6%	1,326	1,337	+ 0.8%
Pending Sales	64	53	- 17.2%	854	842	- 1.4%
Closed Sales	73	54	- 26.0%	830	817	- 1.6%
Average Sales Price*	\$264,120	\$254,880	- 3.5%	\$284,975	\$284,011	- 0.3%
Median Sales Price*	\$195,000	\$175,050	- 10.2%	\$212,000	\$200,000	- 5.7%
Percent of Original List Price Received*	91.7%	93.5%	+ 2.0%	92.4%	92.6%	+ 0.2%
Days on Market Until Sale	81	58	- 28.4%	82	71	- 13.4%
Inventory of Homes for Sale	437	420	- 3.9%	--	--	--
Months Supply of Inventory	5.9	5.7	0.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – November 2019

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



+ 58.3%

- 14.8%

+ 8.3%

Change in
New Listings

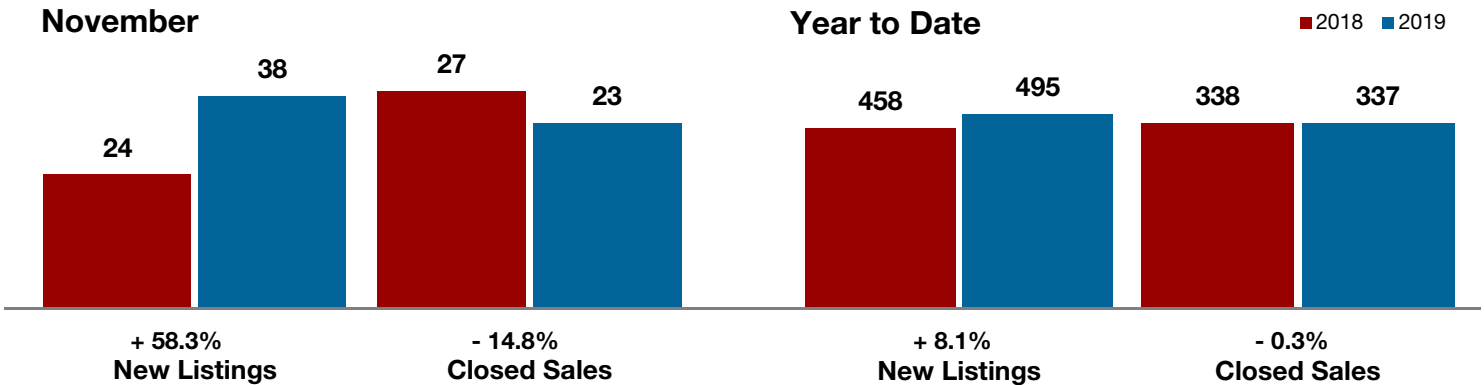
Change in
Closed Sales

Change in
Median Sales Price

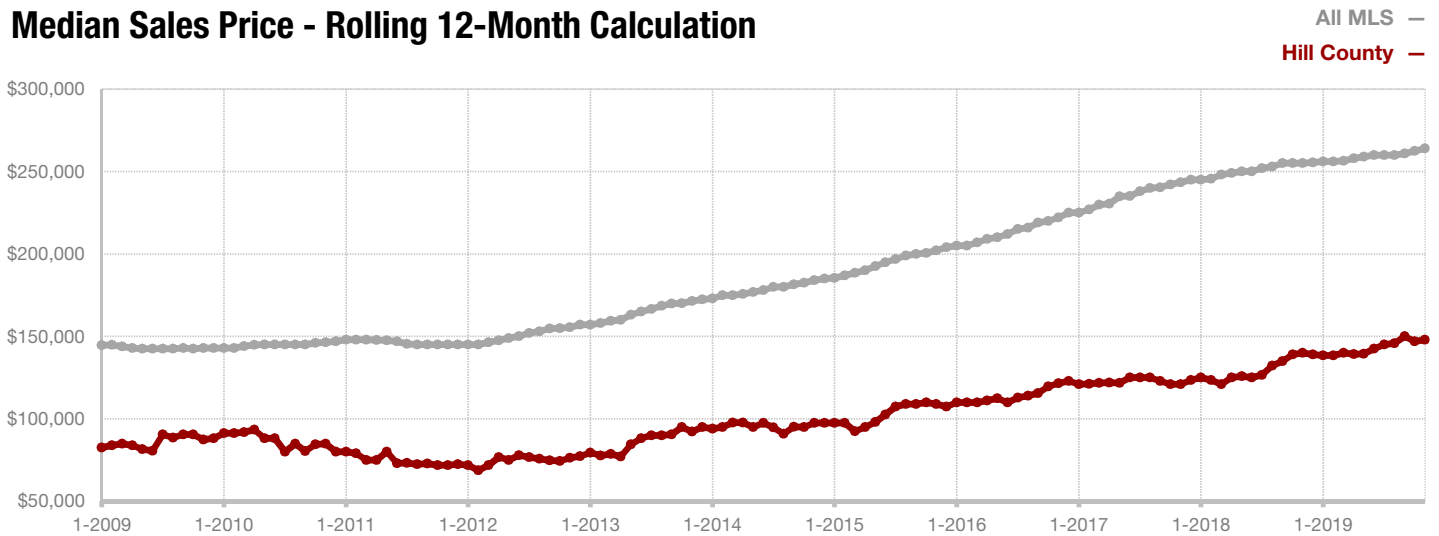
Hill County

	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	24	38	+ 58.3%	458	495	+ 8.1%
Pending Sales	23	25	+ 8.7%	341	355	+ 4.1%
Closed Sales	27	23	- 14.8%	338	337	- 0.3%
Average Sales Price*	\$153,828	\$157,773	+ 2.6%	\$167,042	\$176,776	+ 5.8%
Median Sales Price*	\$145,000	\$157,000	+ 8.3%	\$139,000	\$147,900	+ 6.4%
Percent of Original List Price Received*	91.1%	90.5%	- 0.7%	91.8%	92.6%	+ 0.9%
Days on Market Until Sale	53	80	+ 50.9%	81	71	- 12.3%
Inventory of Homes for Sale	144	131	- 9.0%	--	--	--
Months Supply of Inventory	4.7	4.3	- 20.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – November 2019

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



+ 7.5%

- 10.6%

+ 35.9%

Change in
New Listings

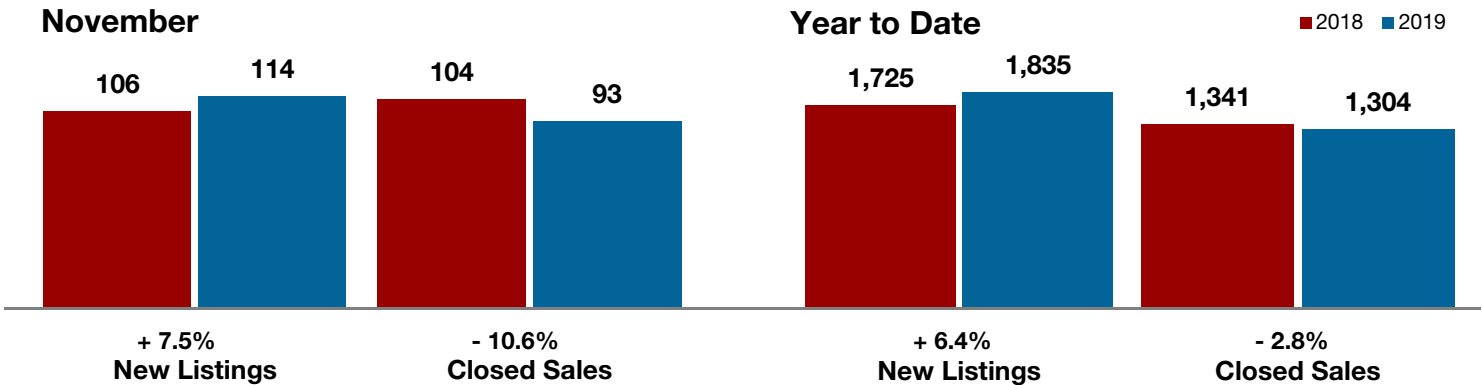
Change in
Closed Sales

Change in
Median Sales Price

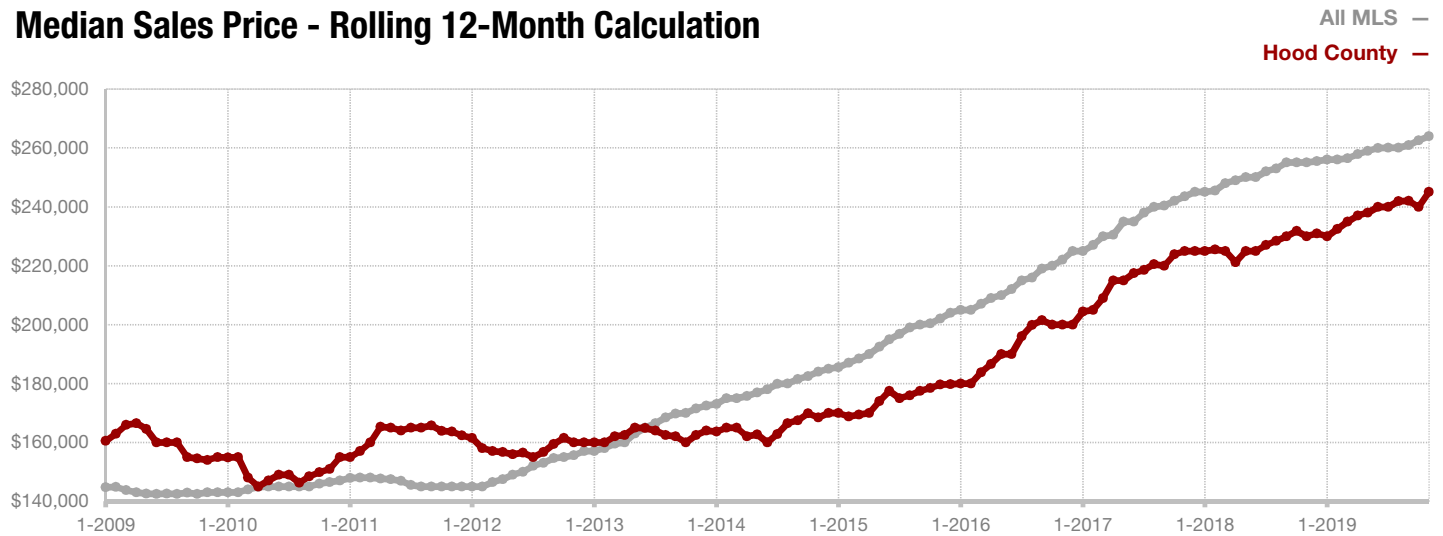
Hood County

	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	106	114	+ 7.5%	1,725	1,835	+ 6.4%
Pending Sales	74	68	- 8.1%	1,334	1,321	- 1.0%
Closed Sales	104	93	- 10.6%	1,341	1,304	- 2.8%
Average Sales Price*	\$255,771	\$288,943	+ 13.0%	\$265,441	\$277,324	+ 4.5%
Median Sales Price*	\$195,000	\$265,000	+ 35.9%	\$230,000	\$245,000	+ 6.5%
Percent of Original List Price Received*	94.7%	95.4%	+ 0.7%	95.9%	95.9%	0.0%
Days on Market Until Sale	42	59	+ 40.5%	46	50	+ 8.7%
Inventory of Homes for Sale	329	374	+ 13.7%	--	--	--
Months Supply of Inventory	2.8	3.2	0.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – November 2019

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



+ 3.7%

- 22.7%

- 20.5%

Change in
New Listings

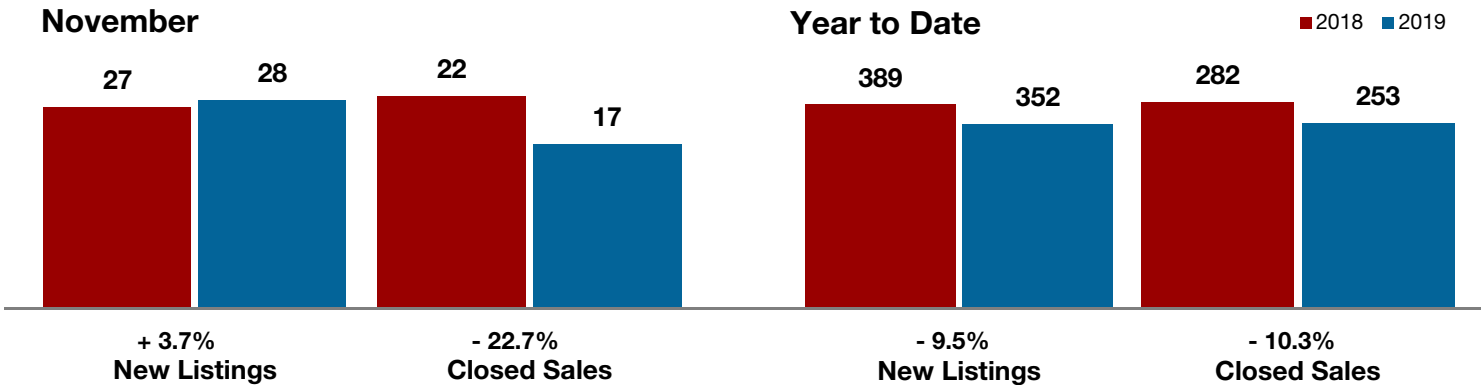
Change in
Closed Sales

Change in
Median Sales Price

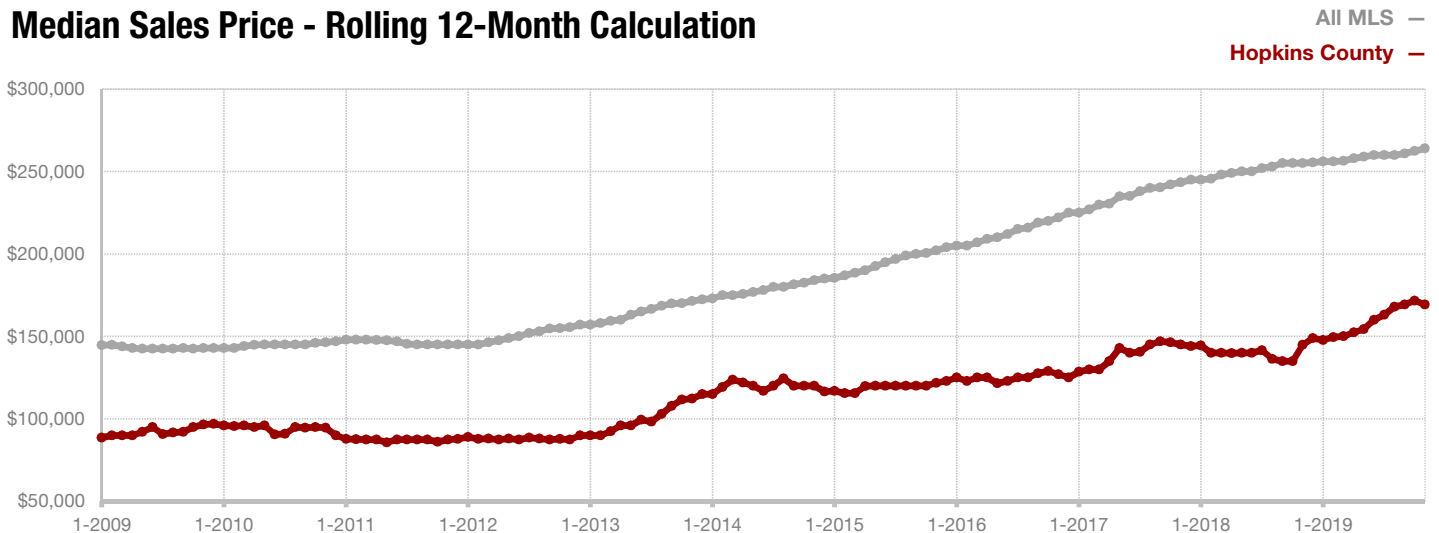
Hopkins County

	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	27	28	+ 3.7%	389	352	- 9.5%
Pending Sales	16	15	- 6.3%	274	256	- 6.6%
Closed Sales	22	17	- 22.7%	282	253	- 10.3%
Average Sales Price*	\$205,967	\$192,869	- 6.4%	\$184,528	\$202,887	+ 9.9%
Median Sales Price*	\$215,000	\$171,000	- 20.5%	\$148,500	\$170,000	+ 14.5%
Percent of Original List Price Received*	95.7%	92.9%	- 2.9%	93.3%	94.3%	+ 1.1%
Days on Market Until Sale	49	42	- 14.3%	63	52	- 17.5%
Inventory of Homes for Sale	103	98	- 4.9%	--	--	--
Months Supply of Inventory	4.2	4.3	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 – November 2019

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



+ 34.7%

+ 22.7%

+ 9.1%

Change in
New Listings

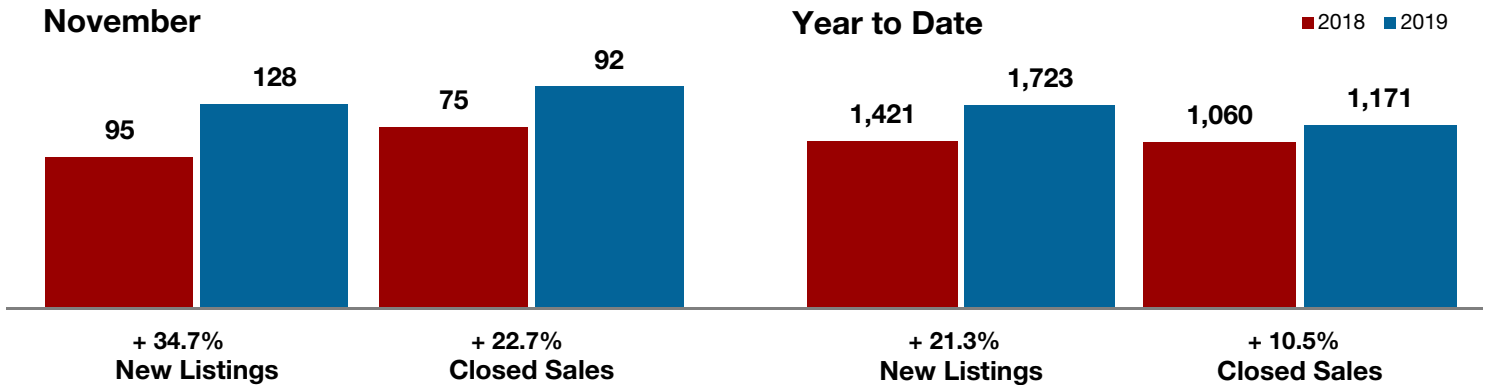
Change in
Closed Sales

Change in
Median Sales Price

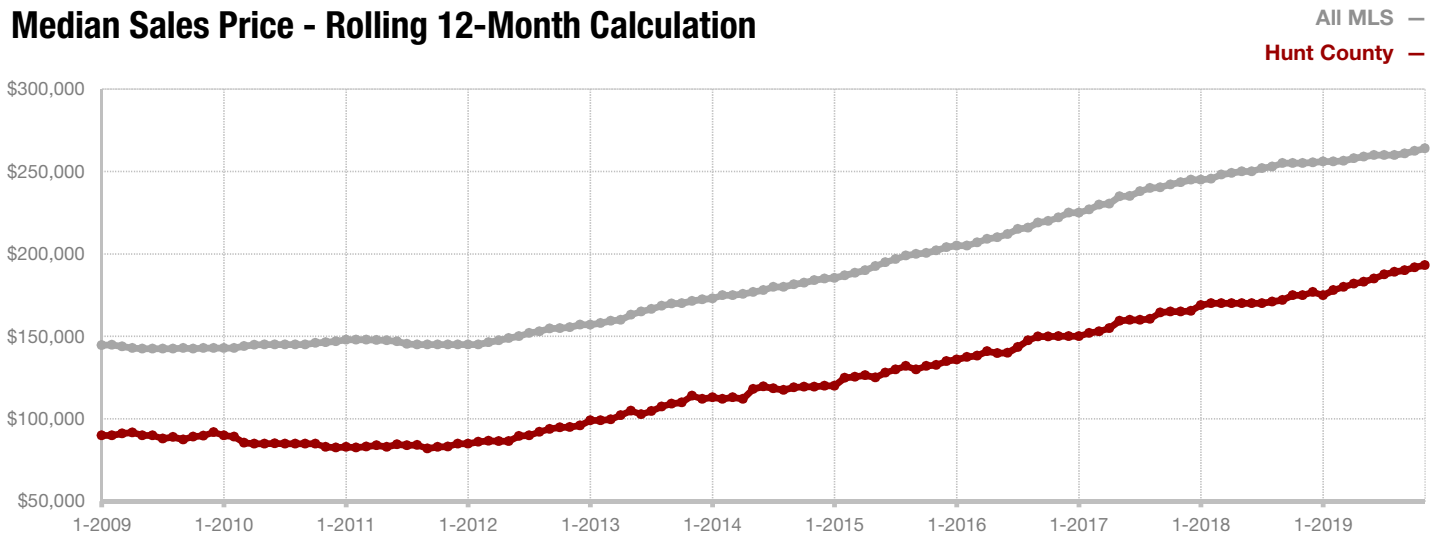
Hunt County

	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	95	128	+ 34.7%	1,421	1,723	+ 21.3%
Pending Sales	69	86	+ 24.6%	1,059	1,215	+ 14.7%
Closed Sales	75	92	+ 22.7%	1,060	1,171	+ 10.5%
Average Sales Price*	\$190,406	\$197,951	+ 4.0%	\$196,129	\$216,989	+ 10.6%
Median Sales Price*	\$165,000	\$180,000	+ 9.1%	\$175,000	\$193,200	+ 10.4%
Percent of Original List Price Received*	93.4%	95.3%	+ 2.0%	95.4%	95.4%	0.0%
Days on Market Until Sale	53	49	- 7.5%	43	49	+ 14.0%
Inventory of Homes for Sale	320	379	+ 18.4%	--	--	--
Months Supply of Inventory	3.3	3.6	+ 33.3%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – November 2019

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



+ 66.7%

Change in
New Listings

+ 50.0%

Change in
Closed Sales

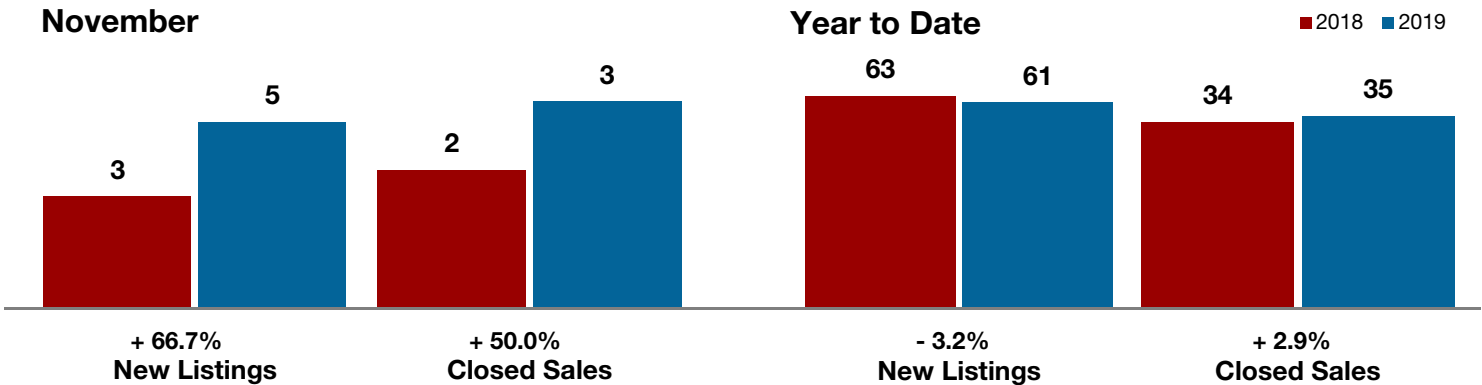
+ 56.3%

Change in
Median Sales Price

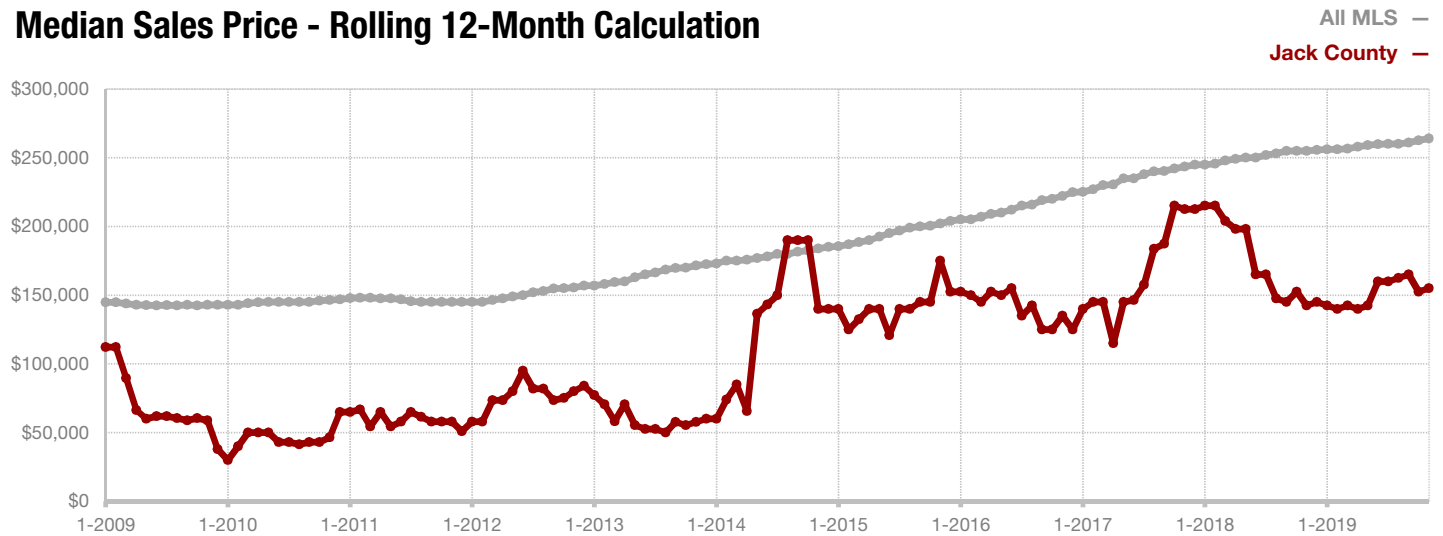
Jack County

	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	3	5	+ 66.7%	63	61	- 3.2%
Pending Sales	4	3	- 25.0%	37	35	- 5.4%
Closed Sales	2	3	+ 50.0%	34	35	+ 2.9%
Average Sales Price*	\$91,500	\$155,667	+ 70.1%	\$237,267	\$197,266	- 16.9%
Median Sales Price*	\$91,500	\$143,000	+ 56.3%	\$142,500	\$152,450	+ 7.0%
Percent of Original List Price Received*	95.6%	89.6%	- 6.3%	91.2%	87.8%	- 3.7%
Days on Market Until Sale	39	64	+ 64.1%	120	95	- 20.8%
Inventory of Homes for Sale	21	15	- 28.6%	--	--	--
Months Supply of Inventory	6.1	4.9	- 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 – November 2019

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



+ 0.9%

- 21.5%

+ 1.5%

Change in
New Listings

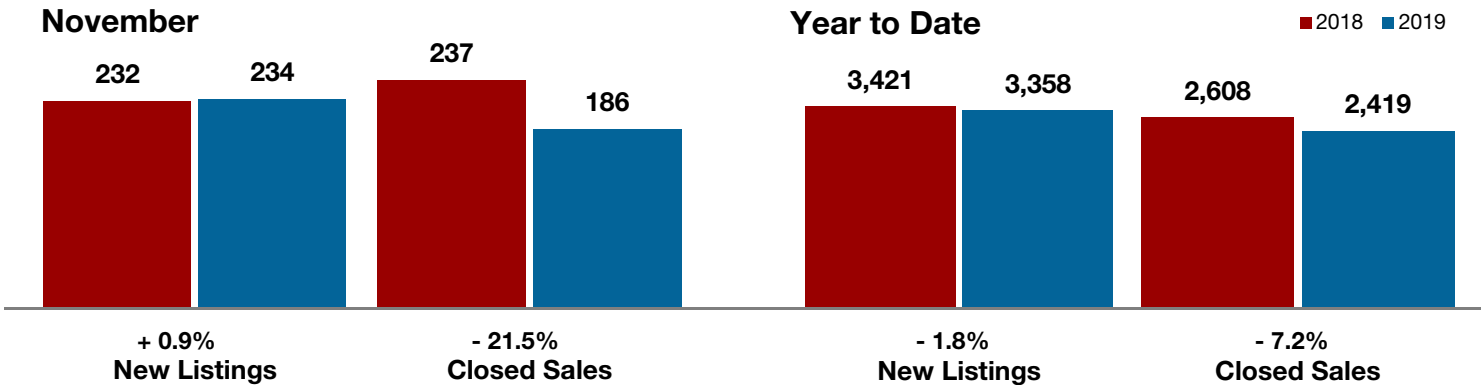
Change in
Closed Sales

Change in
Median Sales Price

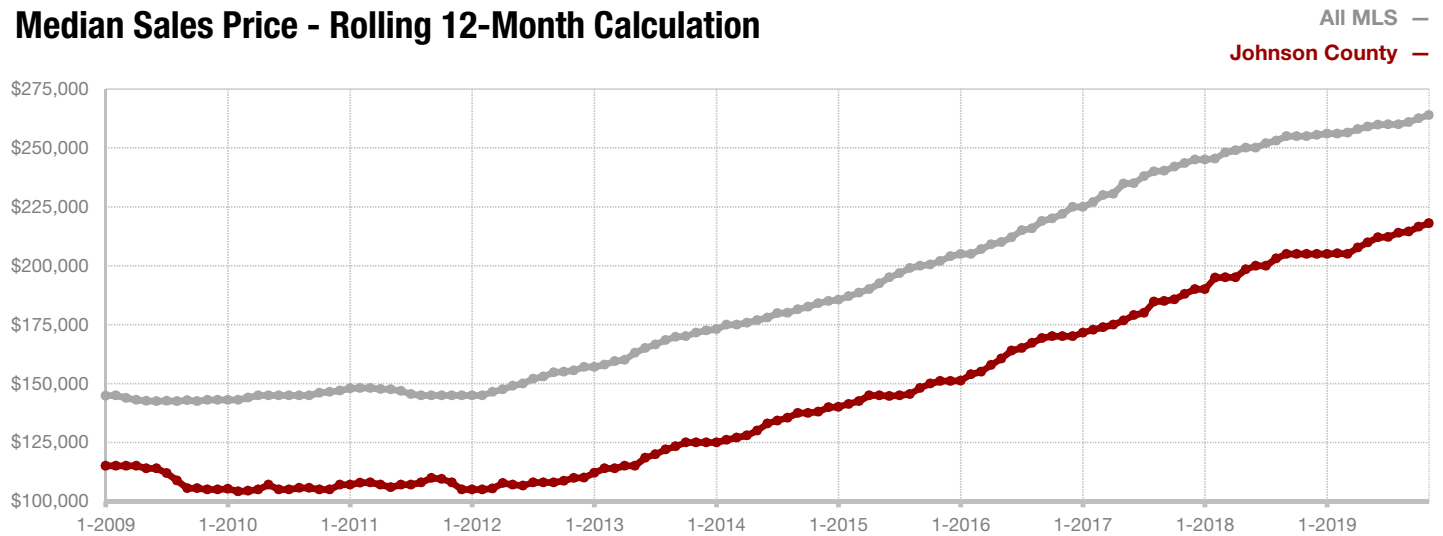
Johnson County

	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	232	234	+ 0.9%	3,421	3,358	- 1.8%
Pending Sales	222	164	- 26.1%	2,679	2,513	- 6.2%
Closed Sales	237	186	- 21.5%	2,608	2,419	- 7.2%
Average Sales Price*	\$223,064	\$234,430	+ 5.1%	\$231,426	\$241,708	+ 4.4%
Median Sales Price*	\$201,000	\$204,000	+ 1.5%	\$205,000	\$219,000	+ 6.8%
Percent of Original List Price Received*	96.5%	96.7%	+ 0.2%	97.3%	96.8%	- 0.5%
Days on Market Until Sale	43	49	+ 14.0%	40	47	+ 17.5%
Inventory of Homes for Sale	637	675	+ 6.0%	--	--	--
Months Supply of Inventory	2.7	3.0	0.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – November 2019

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



0.0%

- 10.0%

+ 68.9%

Change in
New Listings

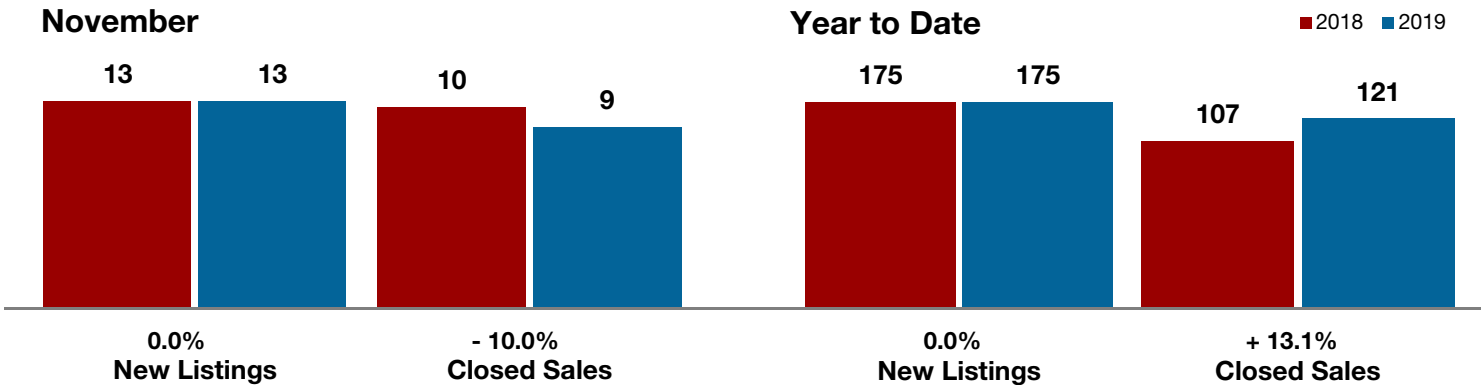
Change in
Closed Sales

Change in
Median Sales Price

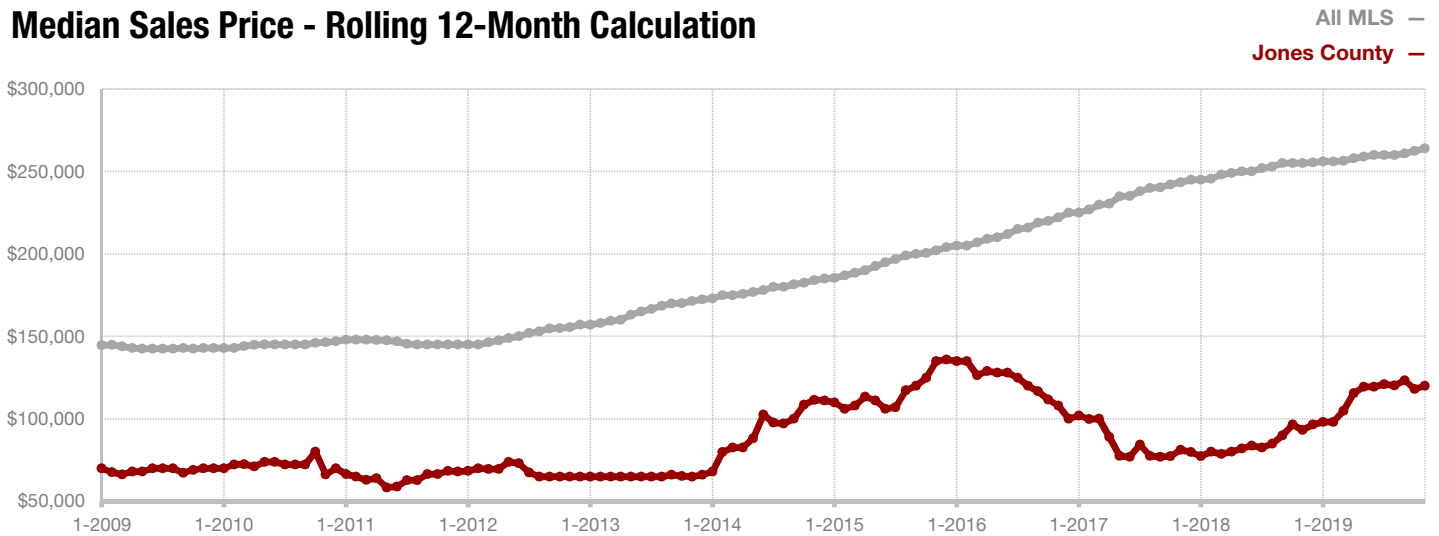
Jones County

	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	13	13	0.0%	175	175	0.0%
Pending Sales	7	4	- 42.9%	103	119	+ 15.5%
Closed Sales	10	9	- 10.0%	107	121	+ 13.1%
Average Sales Price*	\$145,759	\$188,856	+ 29.6%	\$120,747	\$128,873	+ 6.7%
Median Sales Price*	\$122,000	\$206,000	+ 68.9%	\$96,000	\$119,500	+ 24.5%
Percent of Original List Price Received*	88.8%	95.7%	+ 7.8%	92.1%	91.6%	- 0.5%
Days on Market Until Sale	85	39	- 54.1%	89	73	- 18.0%
Inventory of Homes for Sale	74	58	- 21.6%	--	--	--
Months Supply of Inventory	8.1	5.4	- 37.5%	--	--	--

* 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 – November 2019

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



+ 14.4%

+ 17.3%

0.0%

Change in
New Listings

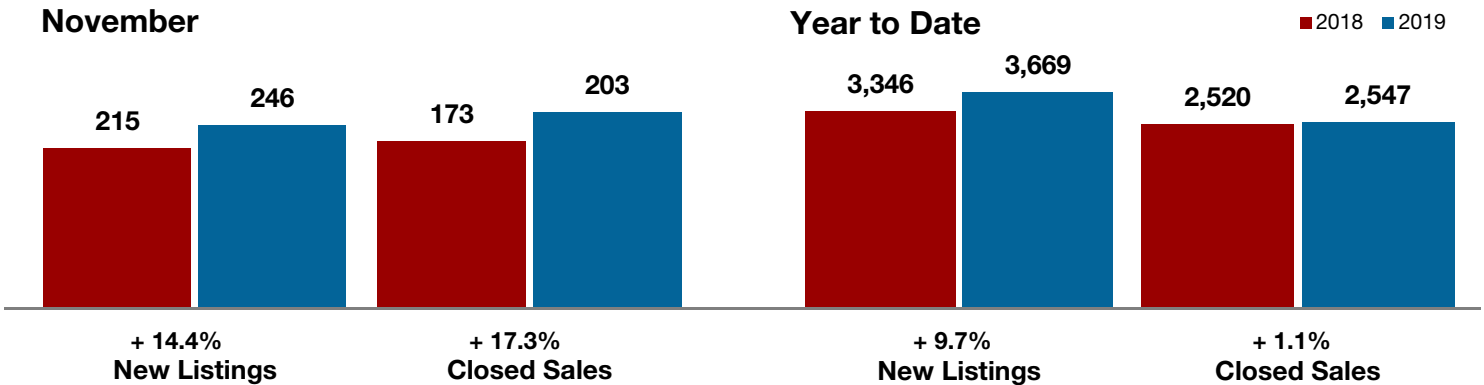
Change in
Closed Sales

Change in
Median Sales Price

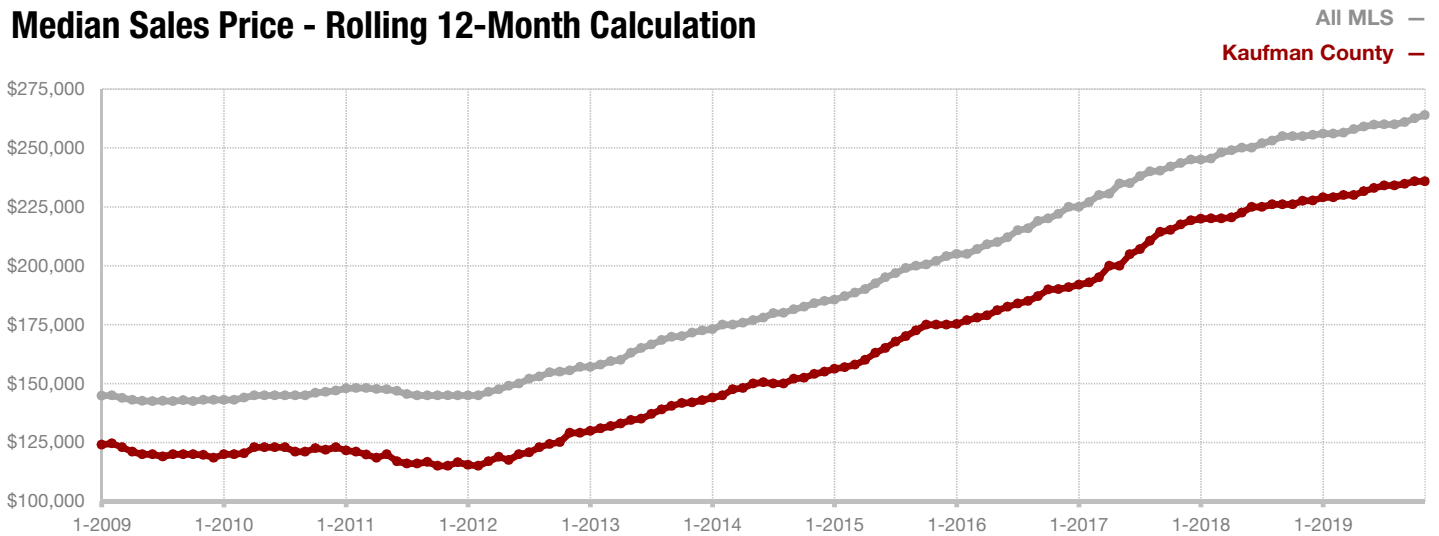
Kaufman County

	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	215	246	+ 14.4%	3,346	3,669	+ 9.7%
Pending Sales	191	214	+ 12.0%	2,549	2,692	+ 5.6%
Closed Sales	173	203	+ 17.3%	2,520	2,547	+ 1.1%
Average Sales Price*	\$248,865	\$254,881	+ 2.4%	\$237,967	\$247,635	+ 4.1%
Median Sales Price*	\$235,000	\$235,000	0.0%	\$227,598	\$236,000	+ 3.7%
Percent of Original List Price Received*	95.5%	94.8%	- 0.7%	96.8%	96.1%	- 0.7%
Days on Market Until Sale	60	55	- 8.3%	44	56	+ 27.3%
Inventory of Homes for Sale	692	780	+ 12.7%	--	--	--
Months Supply of Inventory	3.0	3.3	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 – November 2019

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



- 34.5%

- 40.0%

+ 14.8%

Change in
New Listings

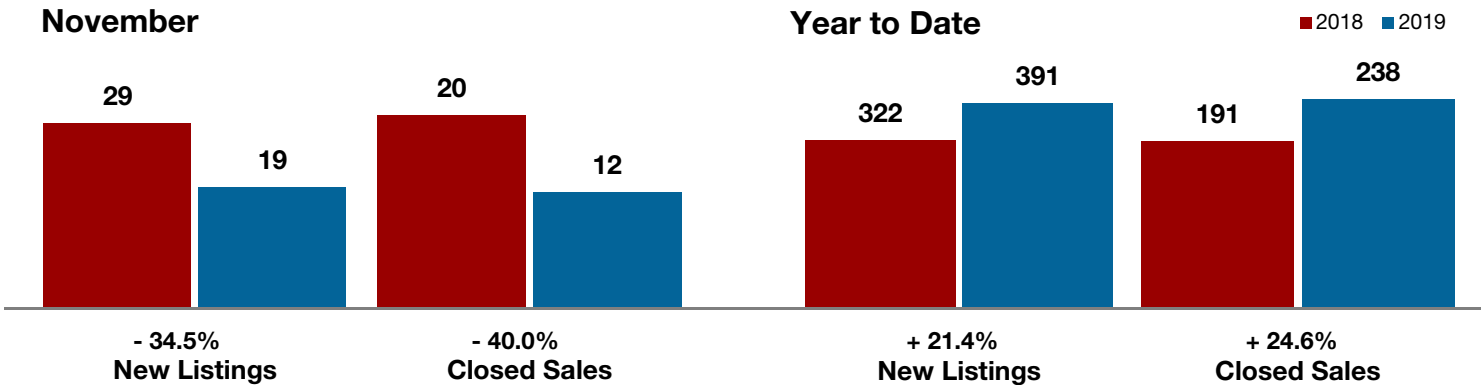
Change in
Closed Sales

Change in
Median Sales Price

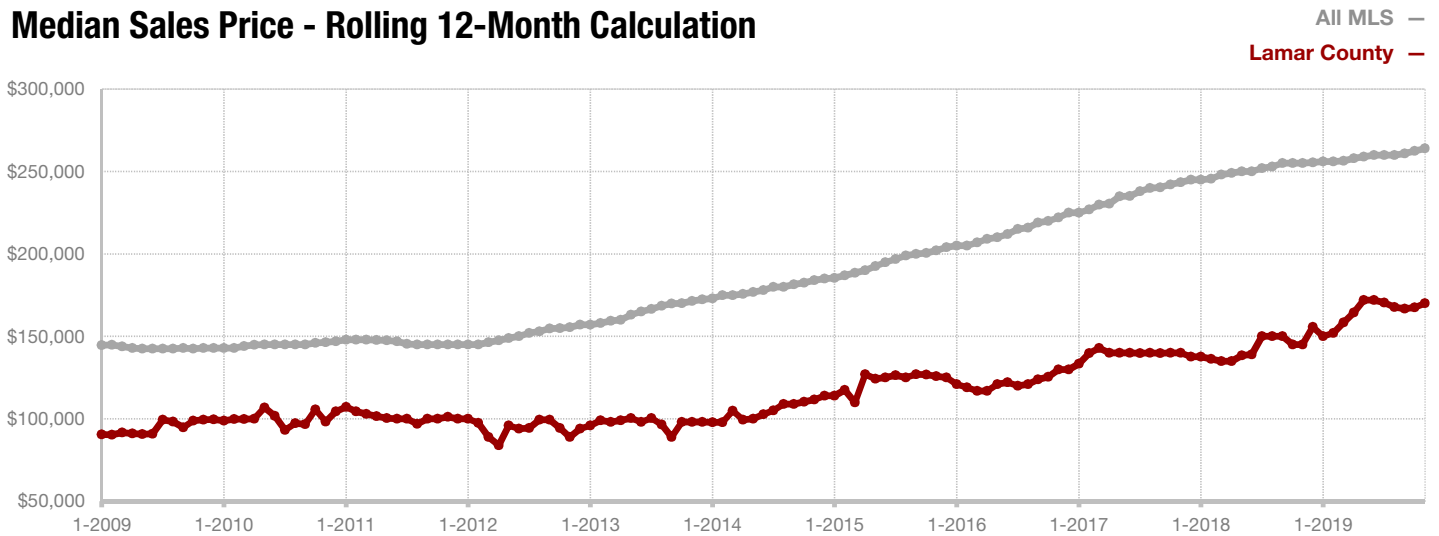
Lamar County

	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	29	19	- 34.5%	322	391	+ 21.4%
Pending Sales	18	11	- 38.9%	185	245	+ 32.4%
Closed Sales	20	12	- 40.0%	191	238	+ 24.6%
Average Sales Price*	\$139,640	\$202,240	+ 44.8%	\$175,820	\$190,228	+ 8.2%
Median Sales Price*	\$145,950	\$167,500	+ 14.8%	\$150,000	\$165,000	+ 10.0%
Percent of Original List Price Received*	93.4%	99.8%	+ 6.9%	92.1%	92.8%	+ 0.8%
Days on Market Until Sale	51	65	+ 27.5%	75	74	- 1.3%
Inventory of Homes for Sale	123	122	- 0.8%	--	--	--
Months Supply of Inventory	7.3	5.7	- 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 – November 2019

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



+ 150.0% **+ 200.0%** **- 6.7%**

Change in
New Listings

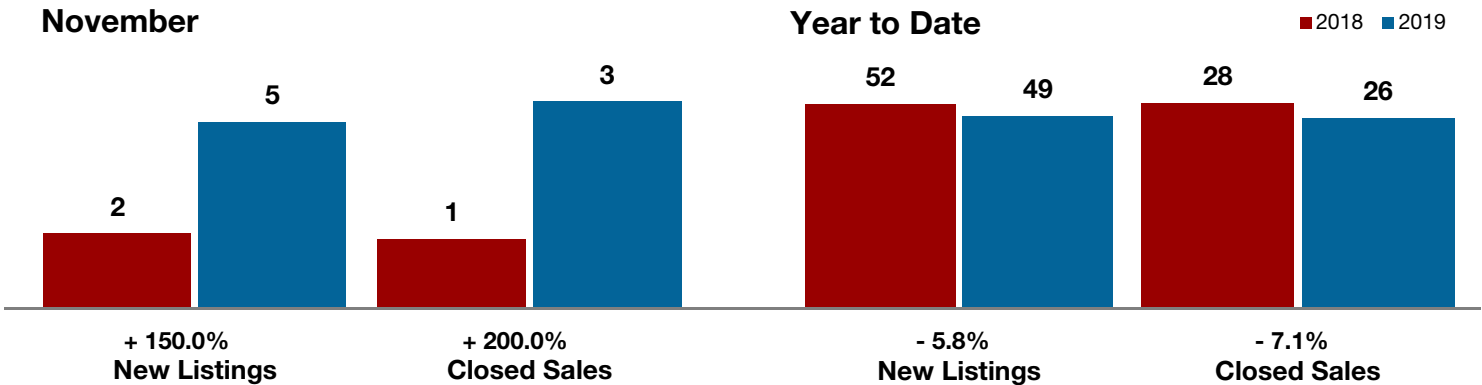
Change in
Closed Sales

Change in
Median Sales Price

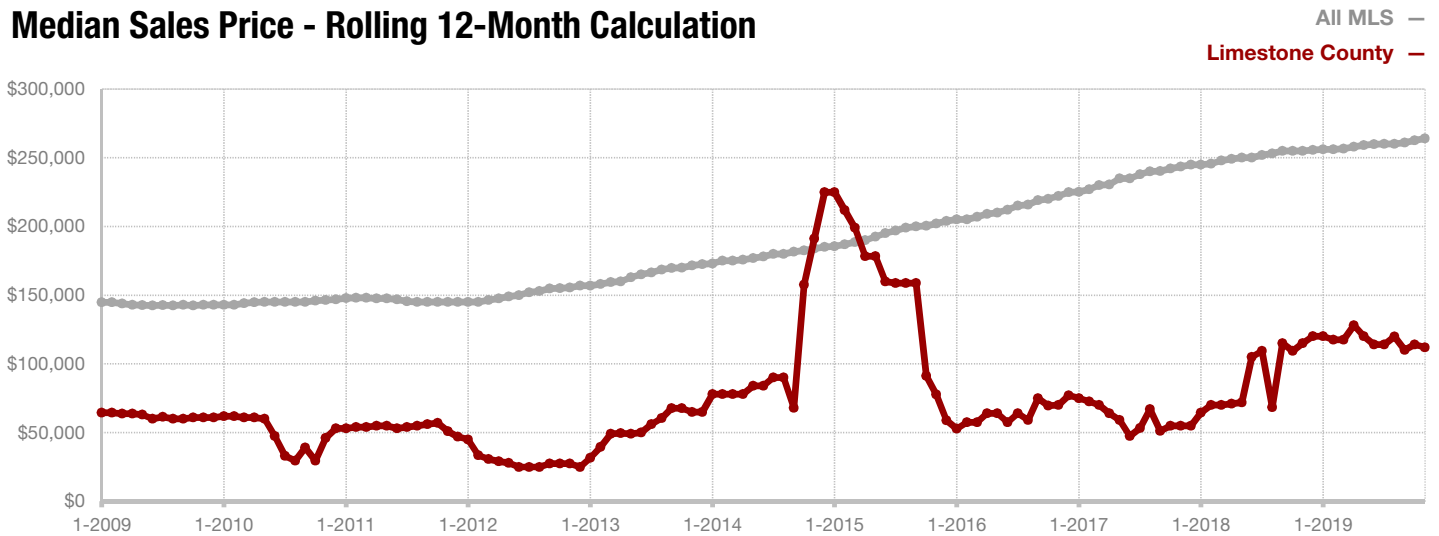
Limestone County

	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	2	5	+ 150.0%	52	49	- 5.8%
Pending Sales	4	1	- 75.0%	30	25	- 16.7%
Closed Sales	1	3	+ 200.0%	28	26	- 7.1%
Average Sales Price*	\$120,000	\$118,600	- 1.2%	\$140,545	\$133,373	- 5.1%
Median Sales Price*	\$120,000	\$112,000	- 6.7%	\$117,500	\$111,000	- 5.5%
Percent of Original List Price Received*	72.7%	91.1%	+ 25.3%	87.8%	87.5%	- 0.3%
Days on Market Until Sale	157	35	- 77.7%	104	78	- 25.0%
Inventory of Homes for Sale	23	23	0.0%	--	--	--
Months Supply of Inventory	7.4	10.2	+ 42.9%	--	--	--

* 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 – November 2019

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



- 8.3%

0.0%

+ 58.8%

Change in
New Listings

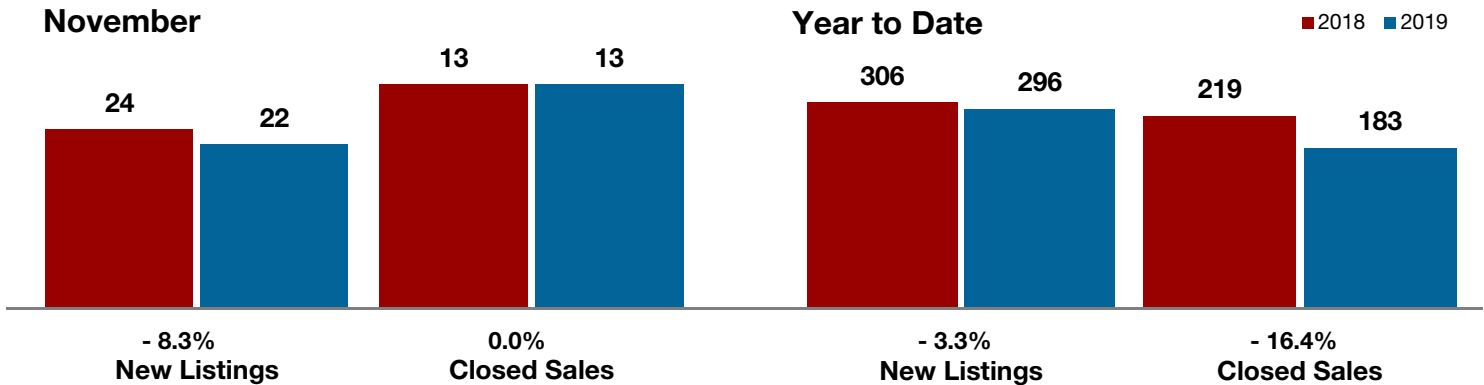
Change in
Closed Sales

Change in
Median Sales Price

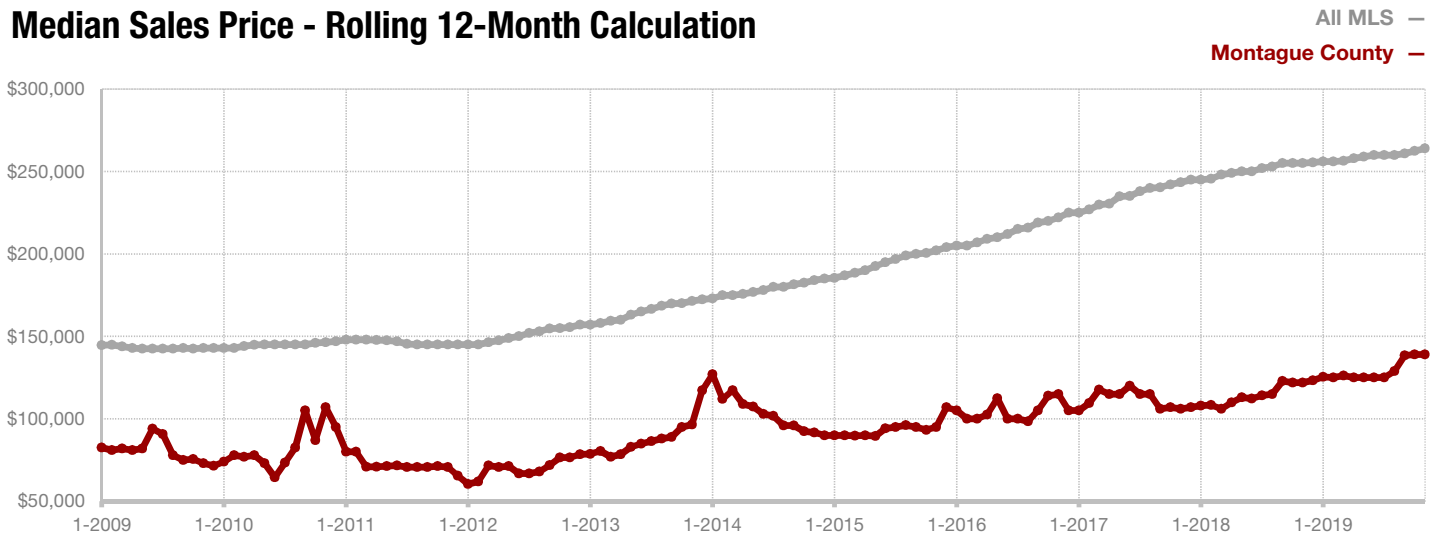
Montague County

	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	24	22	- 8.3%	306	296	- 3.3%
Pending Sales	14	17	+ 21.4%	210	197	- 6.2%
Closed Sales	13	13	0.0%	219	183	- 16.4%
Average Sales Price*	\$238,346	\$136,592	- 42.7%	\$168,130	\$182,763	+ 8.7%
Median Sales Price*	\$89,995	\$142,900	+ 58.8%	\$124,750	\$139,900	+ 12.1%
Percent of Original List Price Received*	90.8%	92.1%	+ 1.4%	92.1%	91.8%	- 0.3%
Days on Market Until Sale	115	79	- 31.3%	94	79	- 16.0%
Inventory of Homes for Sale	119	99	- 16.8%	--	--	--
Months Supply of Inventory	6.2	5.7	0.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – November 2019

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



- 32.8%

+ 6.1%

- 14.7%

Change in
New Listings

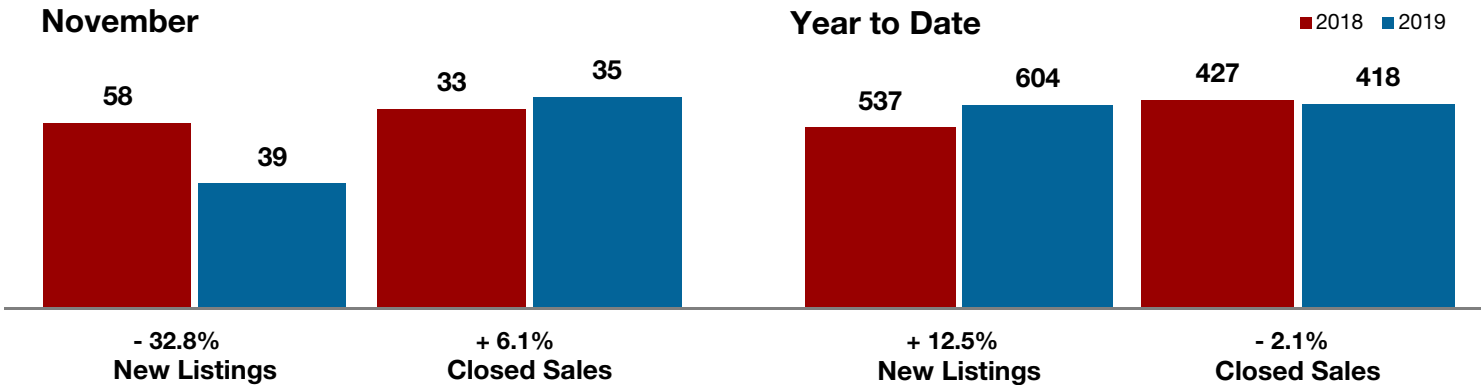
Change in
Closed Sales

Change in
Median Sales Price

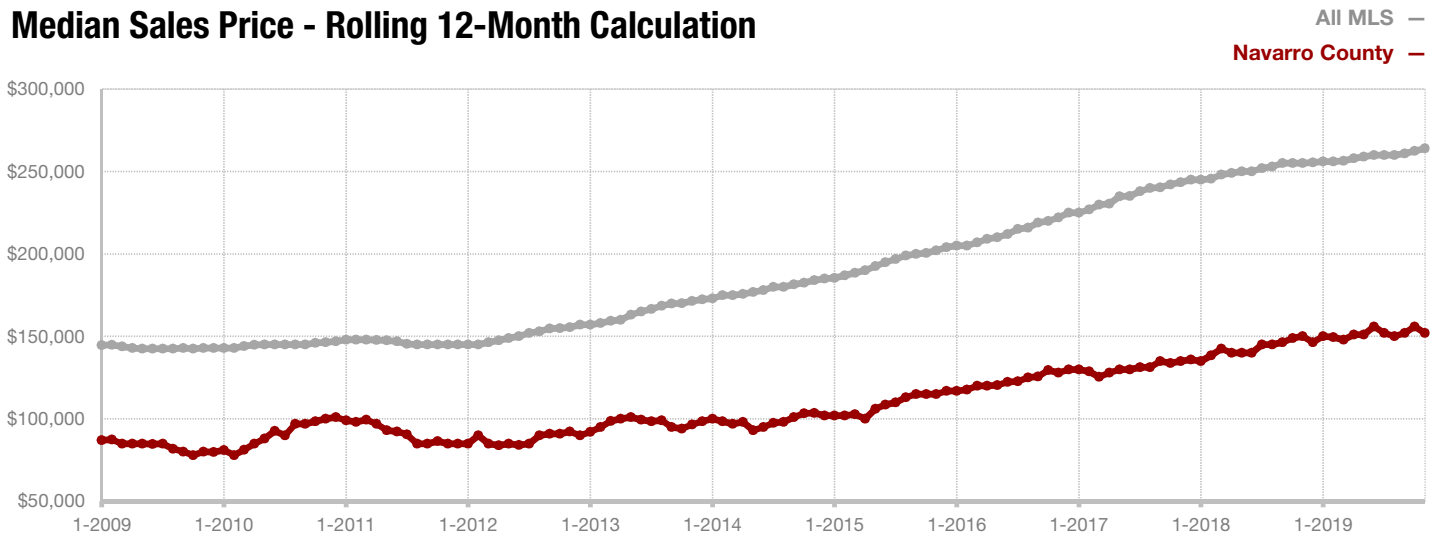
Navarro County

	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	58	39	- 32.8%	537	604	+ 12.5%
Pending Sales	28	24	- 14.3%	418	414	- 1.0%
Closed Sales	33	35	+ 6.1%	427	418	- 2.1%
Average Sales Price*	\$207,045	\$181,051	- 12.6%	\$196,728	\$198,476	+ 0.9%
Median Sales Price*	\$166,500	\$142,000	- 14.7%	\$150,000	\$155,000	+ 3.3%
Percent of Original List Price Received*	95.2%	95.5%	+ 0.3%	94.0%	94.0%	0.0%
Days on Market Until Sale	53	45	- 15.1%	69	62	- 10.1%
Inventory of Homes for Sale	150	155	+ 3.3%	--	--	--
Months Supply of Inventory	4.0	4.2	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 – November 2019

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



- 50.0%

0.0%

+ 147.5%

Change in
New Listings

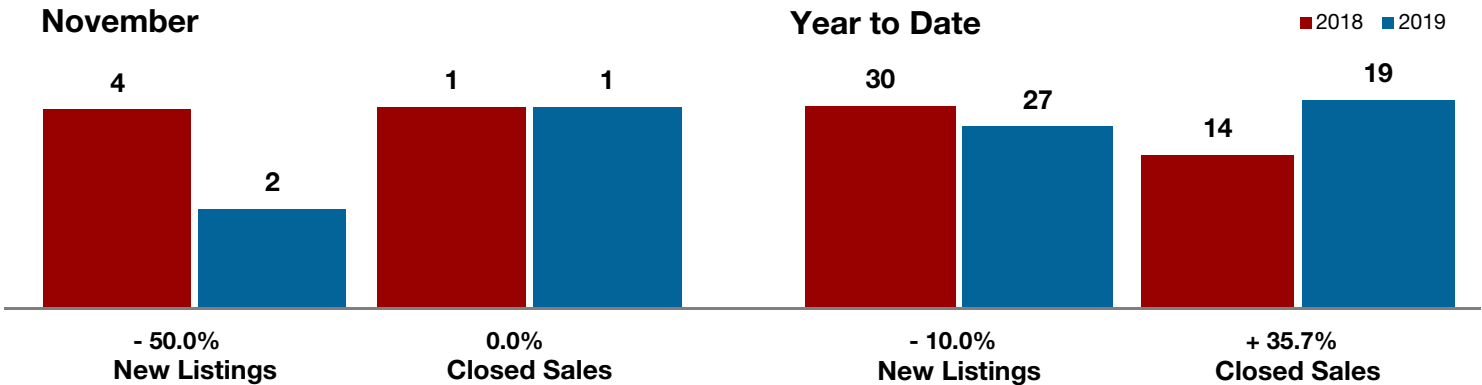
Change in
Closed Sales

Change in
Median Sales Price

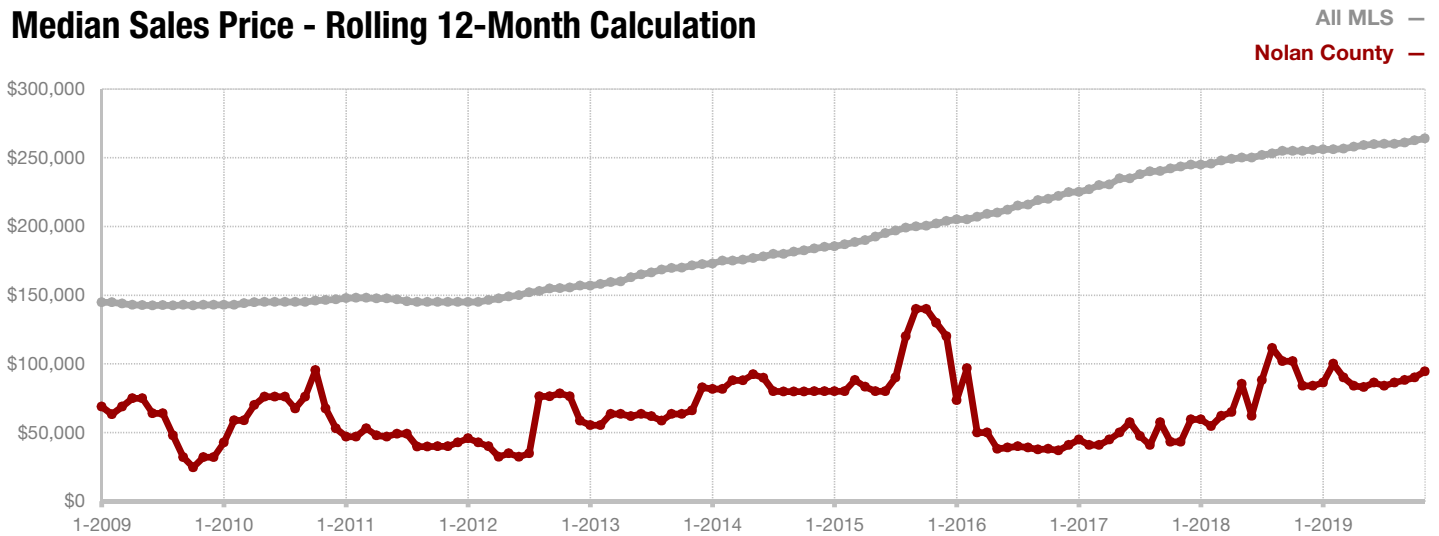
Nolan County

	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	4	2	- 50.0%	30	27	- 10.0%
Pending Sales	2	1	- 50.0%	15	17	+ 13.3%
Closed Sales	1	1	0.0%	14	19	+ 35.7%
Average Sales Price*	\$40,000	\$99,000	+ 147.5%	\$143,757	\$147,929	+ 2.9%
Median Sales Price*	\$40,000	\$99,000	+ 147.5%	\$74,500	\$99,000	+ 32.9%
Percent of Original List Price Received*	100.0%	100.0%	0.0%	88.9%	92.3%	+ 3.8%
Days on Market Until Sale	12	14	+ 16.7%	102	70	- 31.4%
Inventory of Homes for Sale	12	12	0.0%	--	--	--
Months Supply of Inventory	6.4	6.7	+ 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 – November 2019

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



0.0%

- 21.9%

+ 26.6%

Change in
New Listings

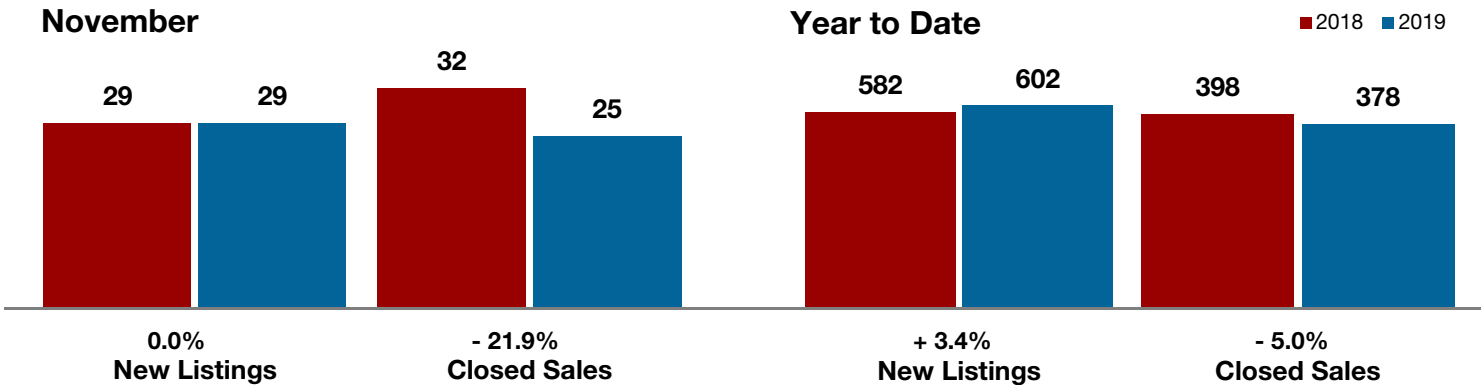
Change in
Closed Sales

Change in
Median Sales Price

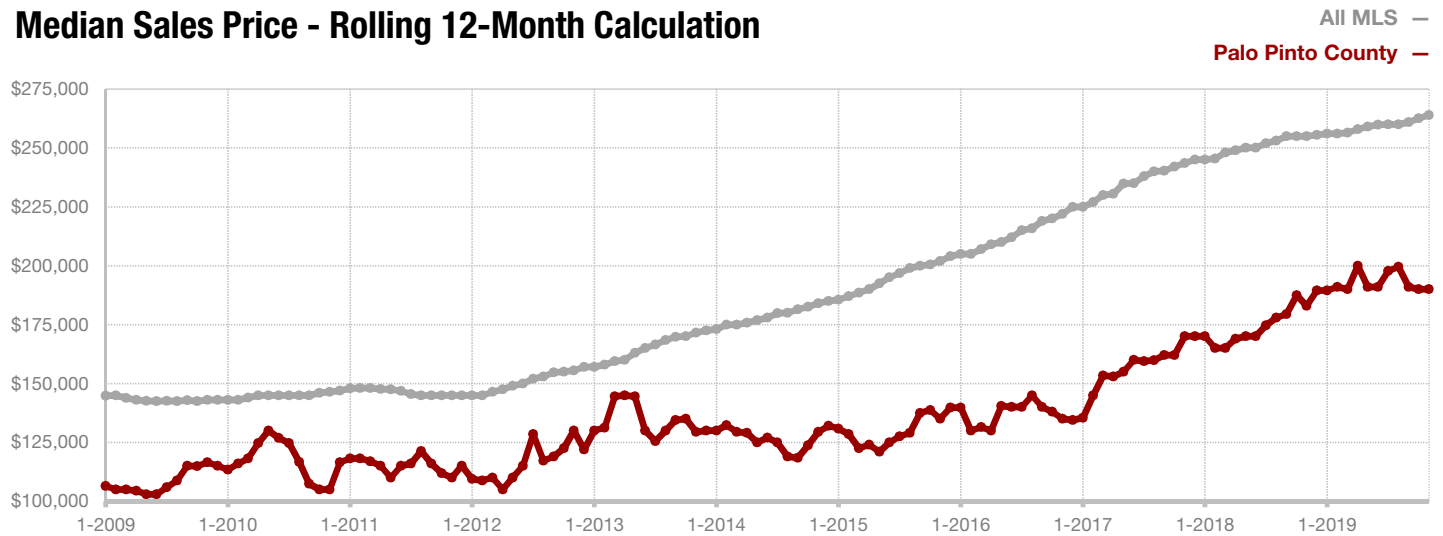
Palo Pinto County

	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	29	29	0.0%	582	602	+ 3.4%
Pending Sales	20	17	- 15.0%	401	375	- 6.5%
Closed Sales	32	25	- 21.9%	398	378	- 5.0%
Average Sales Price*	\$317,619	\$426,930	+ 34.4%	\$315,674	\$328,548	+ 4.1%
Median Sales Price*	\$144,000	\$182,250	+ 26.6%	\$190,000	\$190,050	+ 0.0%
Percent of Original List Price Received*	90.1%	92.6%	+ 2.8%	90.1%	91.1%	+ 1.1%
Days on Market Until Sale	137	62	- 54.7%	122	100	- 18.0%
Inventory of Homes for Sale	239	223	- 6.7%	--	--	--
Months Supply of Inventory	6.8	6.7	0.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – November 2019

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



+ 6.8%

+ 21.2%

- 1.0%

Change in
New Listings

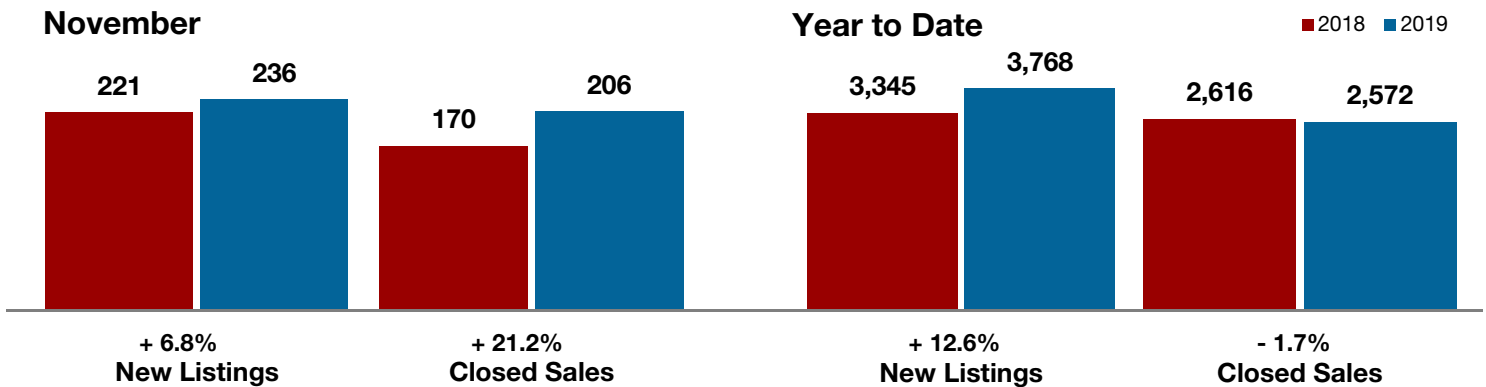
Change in
Closed Sales

Change in
Median Sales Price

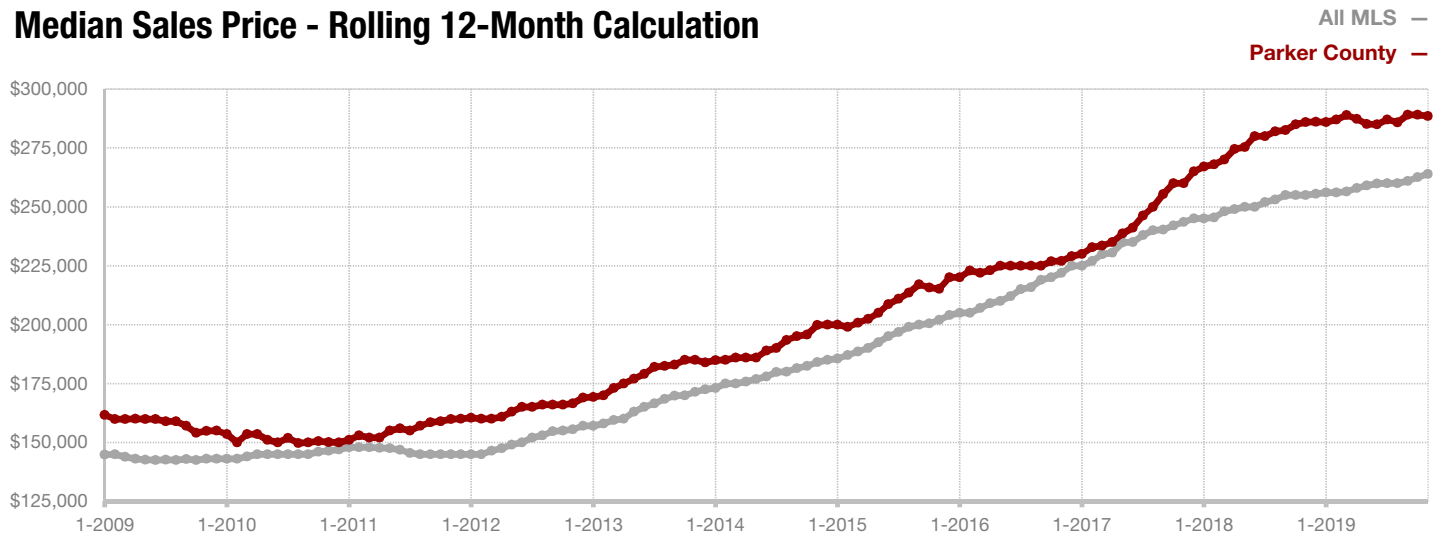
Parker County

	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	221	236	+ 6.8%	3,345	3,768	+ 12.6%
Pending Sales	189	150	- 20.6%	2,659	2,622	- 1.4%
Closed Sales	170	206	+ 21.2%	2,616	2,572	- 1.7%
Average Sales Price*	\$288,783	\$317,482	+ 9.9%	\$310,918	\$320,594	+ 3.1%
Median Sales Price*	\$273,945	\$271,250	- 1.0%	\$285,975	\$288,450	+ 0.9%
Percent of Original List Price Received*	95.6%	94.6%	- 1.0%	96.3%	96.2%	- 0.1%
Days on Market Until Sale	60	61	+ 1.7%	59	58	- 1.7%
Inventory of Homes for Sale	711	913	+ 28.4%	--	--	--
Months Supply of Inventory	3.0	4.0	+ 33.3%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – November 2019

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



+ 63.6%

+ 23.1%

- 9.0%

Change in
New Listings

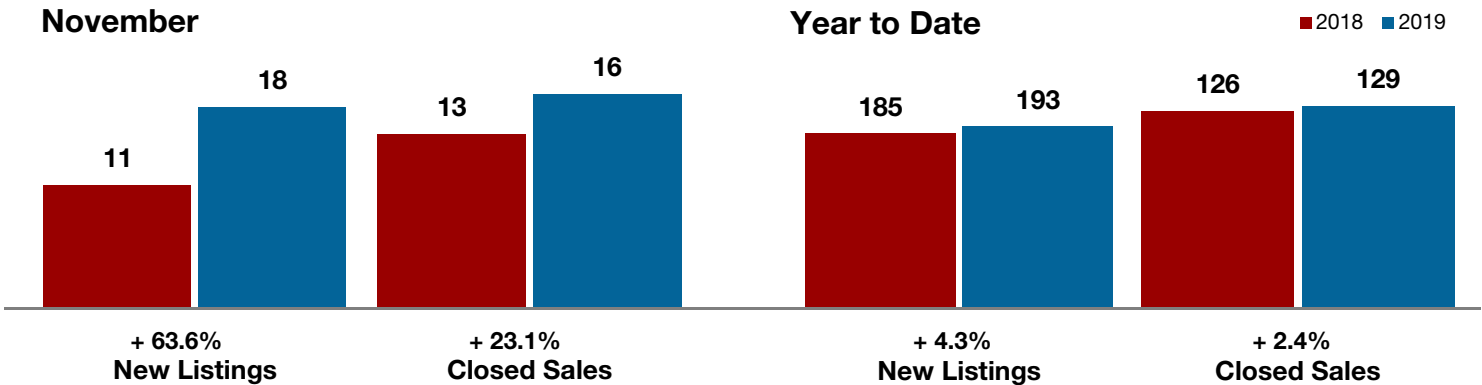
Change in
Closed Sales

Change in
Median Sales Price

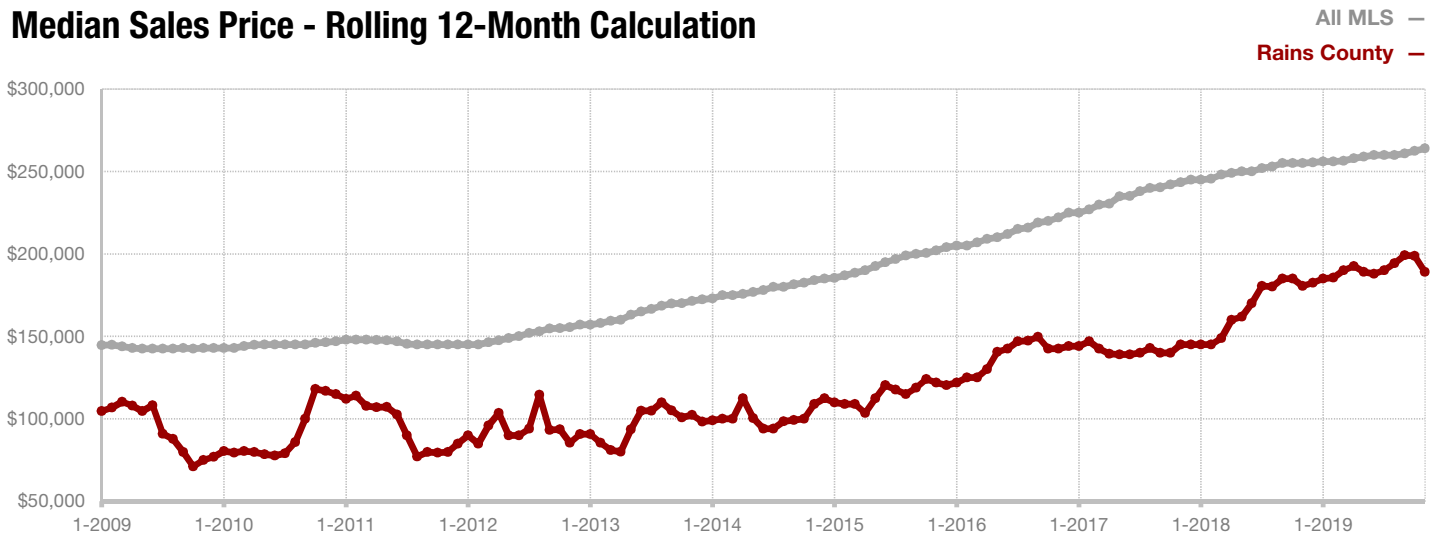
Rains County

	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	11	18	+ 63.6%	185	193	+ 4.3%
Pending Sales	10	9	- 10.0%	127	138	+ 8.7%
Closed Sales	13	16	+ 23.1%	126	129	+ 2.4%
Average Sales Price*	\$216,123	\$173,594	- 19.7%	\$204,657	\$253,560	+ 23.9%
Median Sales Price*	\$158,800	\$144,500	- 9.0%	\$178,750	\$186,750	+ 4.5%
Percent of Original List Price Received*	90.1%	94.0%	+ 4.3%	93.4%	92.8%	- 0.6%
Days on Market Until Sale	97	67	- 30.9%	59	70	+ 18.6%
Inventory of Homes for Sale	58	47	- 19.0%	--	--	--
Months Supply of Inventory	5.2	4.0	- 20.0%	--	--	--

* 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 – November 2019

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



+ 11.4%

- 4.1%

+ 1.3%

Change in
New Listings

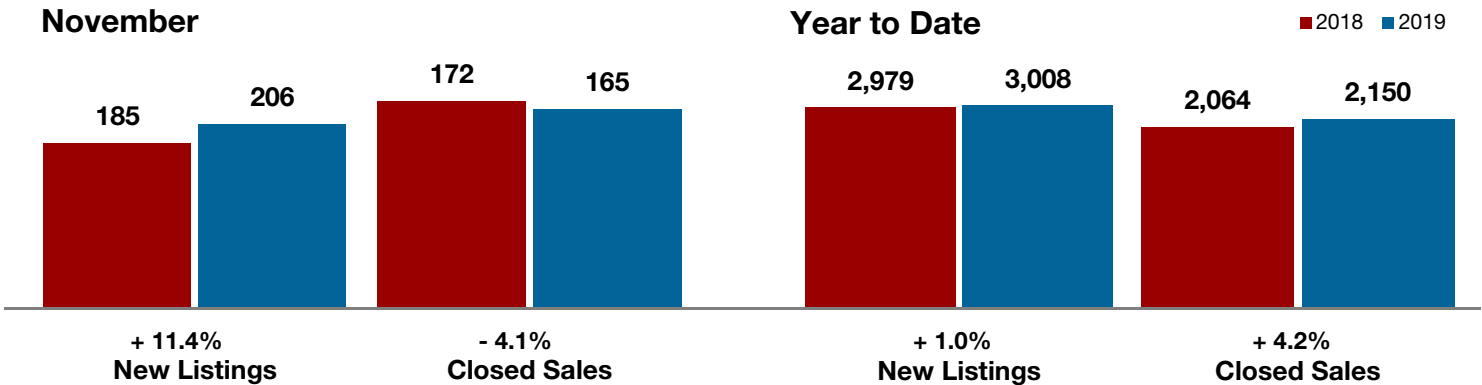
Change in
Closed Sales

Change in
Median Sales Price

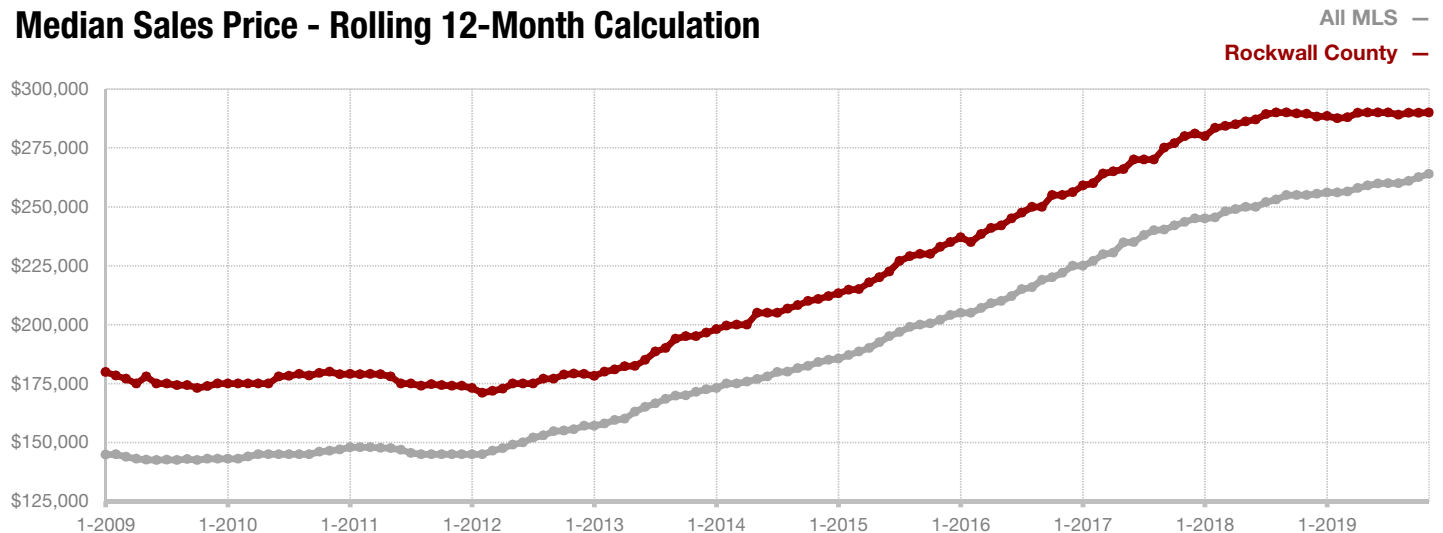
Rockwall County

	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	185	206	+ 11.4%	2,979	3,008	+ 1.0%
Pending Sales	157	156	- 0.6%	2,113	2,215	+ 4.8%
Closed Sales	172	165	- 4.1%	2,064	2,150	+ 4.2%
Average Sales Price*	\$361,933	\$337,335	- 6.8%	\$330,214	\$338,565	+ 2.5%
Median Sales Price*	\$292,850	\$296,651	+ 1.3%	\$289,990	\$291,742	+ 0.6%
Percent of Original List Price Received*	94.7%	94.9%	+ 0.2%	96.0%	95.7%	- 0.3%
Days on Market Until Sale	64	64	0.0%	51	62	+ 21.6%
Inventory of Homes for Sale	707	697	- 1.4%	--	--	--
Months Supply of Inventory	3.8	3.6	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 – November 2019

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



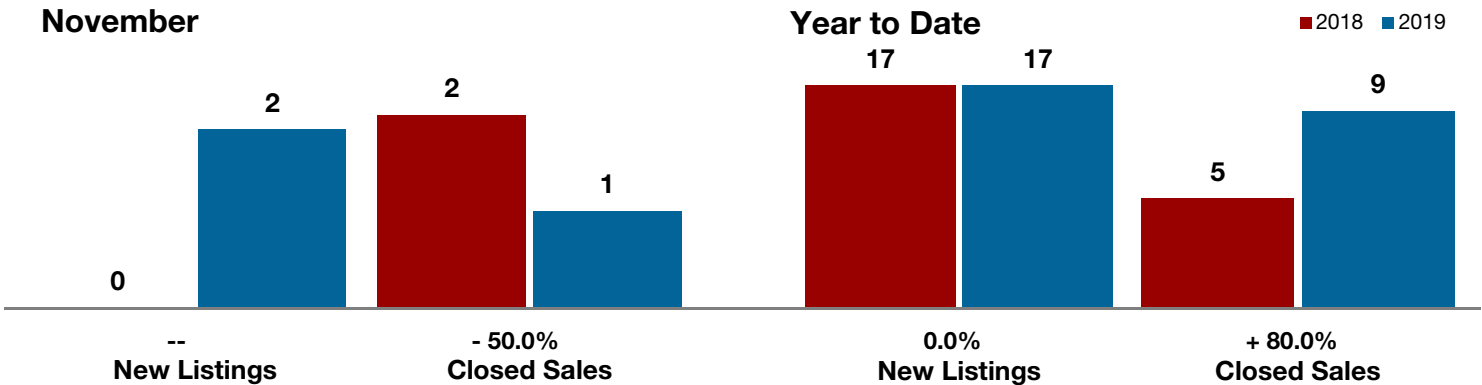
Shackelford County

-- - 50.0% + 126.4%

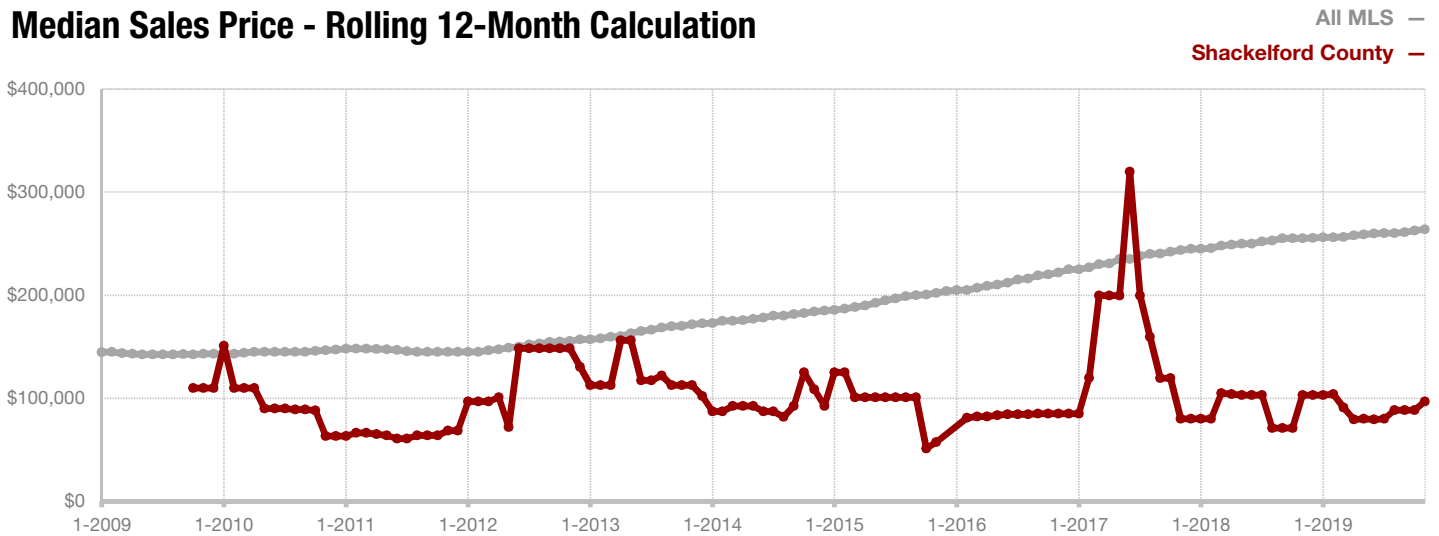
Change in New Listings Change in Closed Sales Change in Median Sales Price

	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	0	2	--	17	17	0.0%
Pending Sales	0	0	0.0%	5	9	+ 80.0%
Closed Sales	2	1	- 50.0%	5	9	+ 80.0%
Average Sales Price*	\$132,500	\$300,000	+ 126.4%	\$102,400	\$124,433	+ 21.5%
Median Sales Price*	\$132,500	\$300,000	+ 126.4%	\$103,000	\$96,900	- 5.9%
Percent of Original List Price Received*	94.7%	88.3%	- 6.8%	88.8%	88.1%	- 0.8%
Days on Market Until Sale	20	28	+ 40.0%	50	110	+ 120.0%
Inventory of Homes for Sale	6	8	+ 33.3%	--	--	--
Months Supply of Inventory	6.0	6.2	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 – November 2019

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



- 6.6%

- 14.3%

+ 10.0%

Change in
New Listings

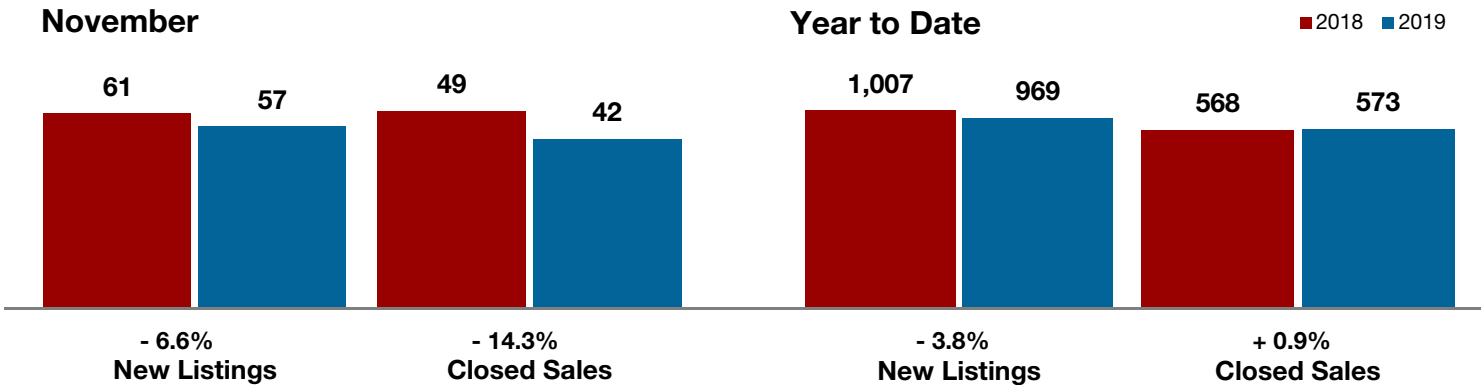
Change in
Closed Sales

Change in
Median Sales Price

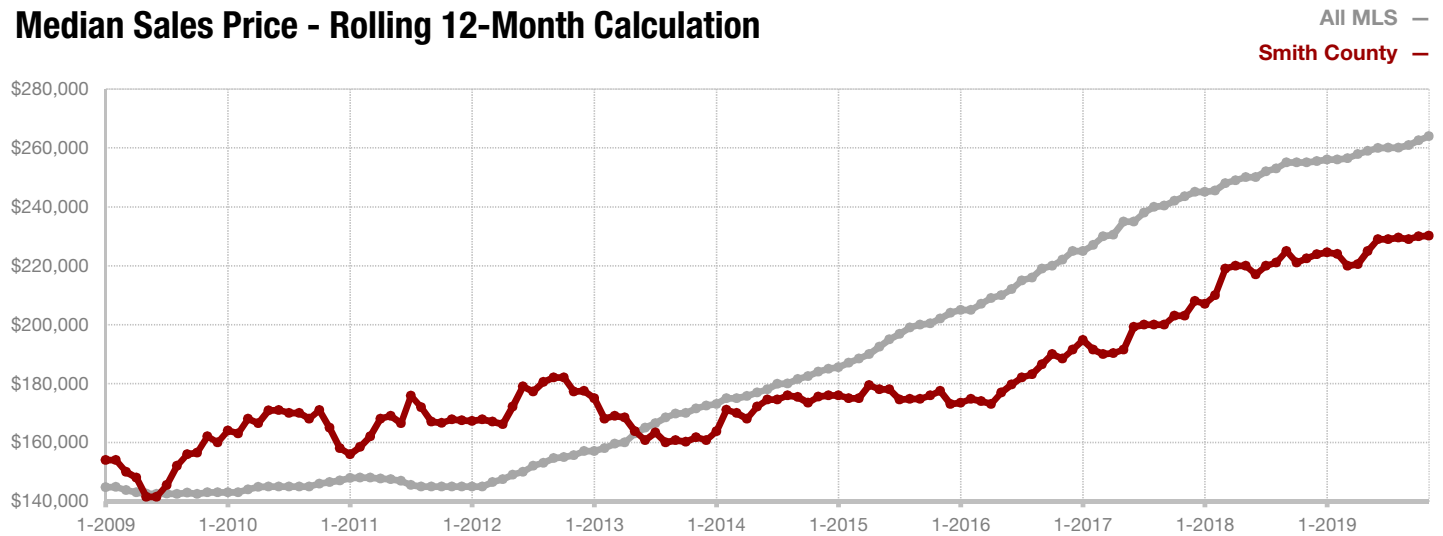
Smith County

	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	61	57	- 6.6%	1,007	969	- 3.8%
Pending Sales	42	24	- 42.9%	584	580	- 0.7%
Closed Sales	49	42	- 14.3%	568	573	+ 0.9%
Average Sales Price*	\$291,315	\$251,668	- 13.6%	\$267,549	\$269,361	+ 0.7%
Median Sales Price*	\$210,000	\$231,000	+ 10.0%	\$222,500	\$230,125	+ 3.4%
Percent of Original List Price Received*	93.7%	92.4%	- 1.4%	94.6%	95.0%	+ 0.4%
Days on Market Until Sale	68	59	- 13.2%	75	64	- 14.7%
Inventory of Homes for Sale	297	246	- 17.2%	--	--	--
Months Supply of Inventory	5.8	4.9	- 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 – November 2019

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



- 50.0%

0.0%

- 17.0%

Change in
New Listings

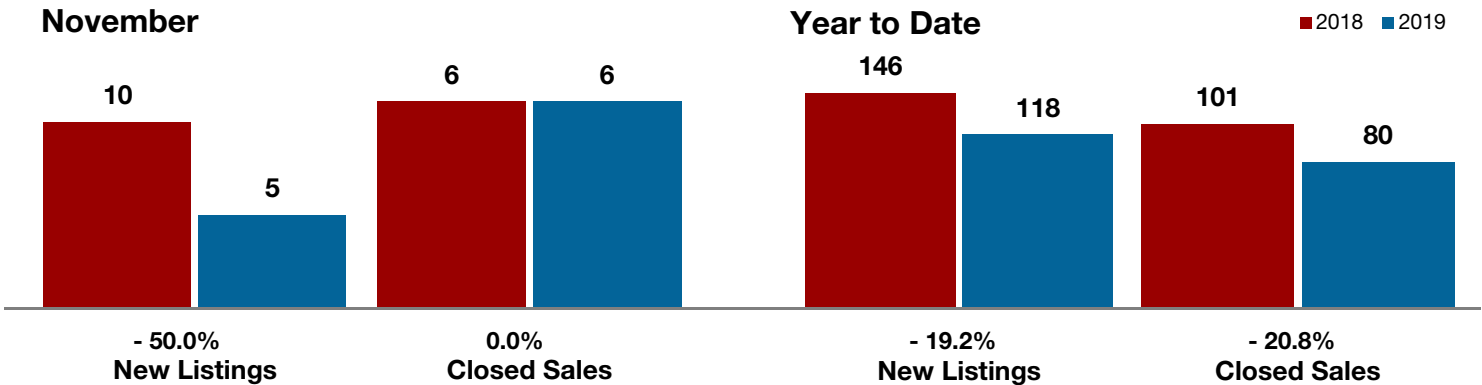
Change in
Closed Sales

Change in
Median Sales Price

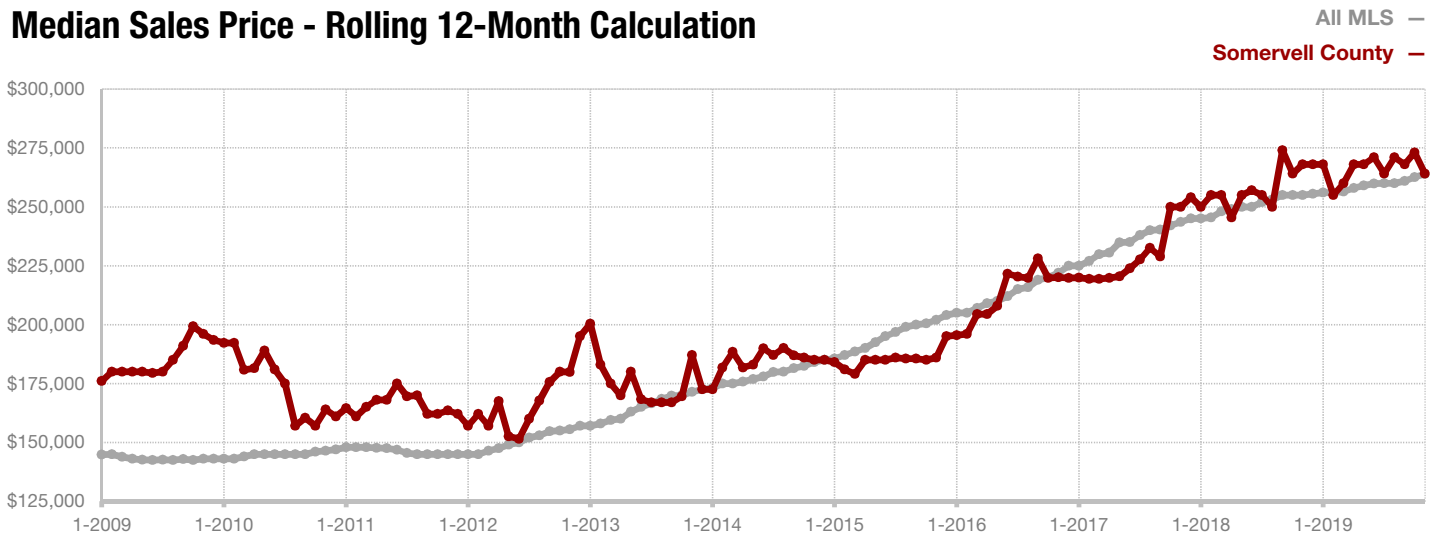
Somervell County

	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	10	5	- 50.0%	146	118	- 19.2%
Pending Sales	9	3	- 66.7%	102	76	- 25.5%
Closed Sales	6	6	0.0%	101	80	- 20.8%
Average Sales Price*	\$236,040	\$287,167	+ 21.7%	\$293,620	\$339,556	+ 15.6%
Median Sales Price*	\$264,000	\$219,000	- 17.0%	\$268,000	\$264,000	- 1.5%
Percent of Original List Price Received*	91.9%	90.2%	- 1.8%	93.4%	93.9%	+ 0.5%
Days on Market Until Sale	41	65	+ 58.5%	63	73	+ 15.9%
Inventory of Homes for Sale	42	26	- 38.1%	--	--	--
Months Supply of Inventory	4.7	3.7	- 20.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – November 2019

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



+ 100.0%

- 33.3%

+ 60.5%

Change in
New Listings

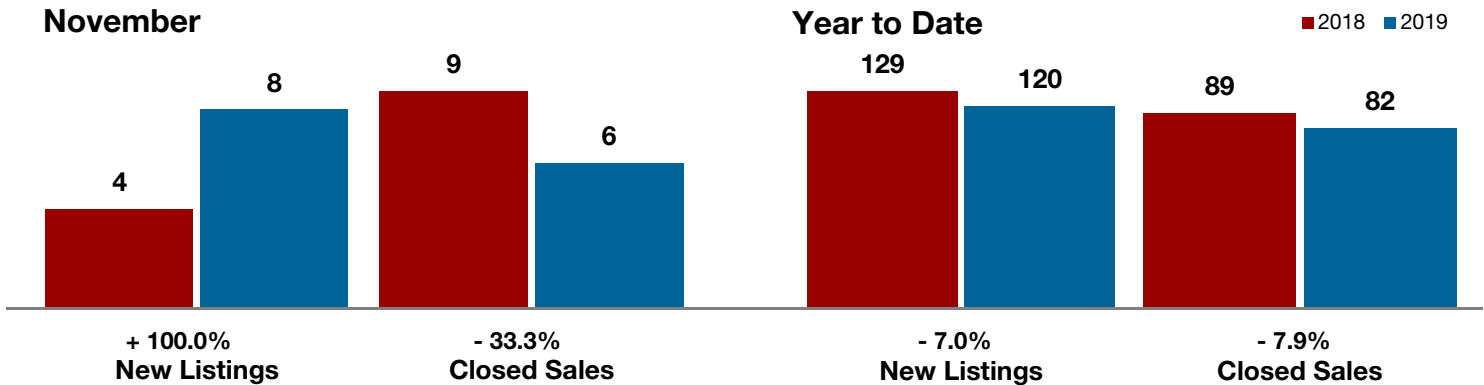
Change in
Closed Sales

Change in
Median Sales Price

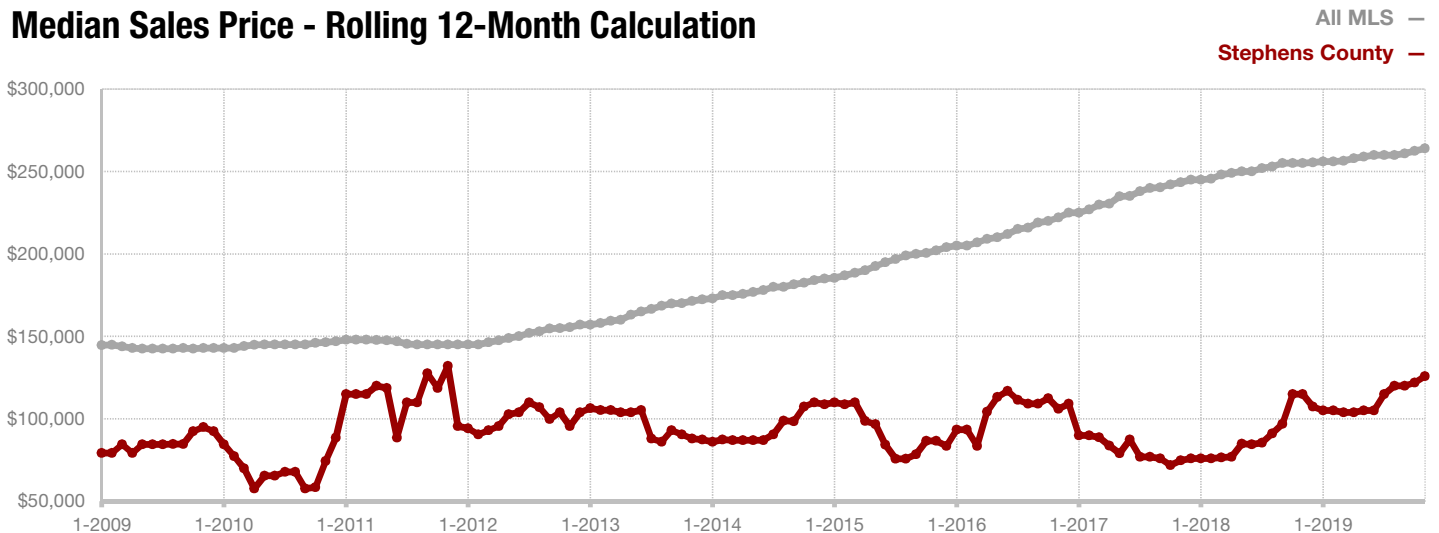
Stephens County

	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	4	8	+ 100.0%	129	120	- 7.0%
Pending Sales	6	4	- 33.3%	91	88	- 3.3%
Closed Sales	9	6	- 33.3%	89	82	- 7.9%
Average Sales Price*	\$99,313	\$175,167	+ 76.4%	\$124,855	\$159,829	+ 28.0%
Median Sales Price*	\$116,500	\$187,000	+ 60.5%	\$115,000	\$130,000	+ 13.0%
Percent of Original List Price Received*	91.1%	92.5%	+ 1.5%	90.3%	90.2%	- 0.1%
Days on Market Until Sale	60	45	- 25.0%	93	90	- 3.2%
Inventory of Homes for Sale	45	47	+ 4.4%	--	--	--
Months Supply of Inventory	5.8	6.2	0.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – November 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

November

Year to Date

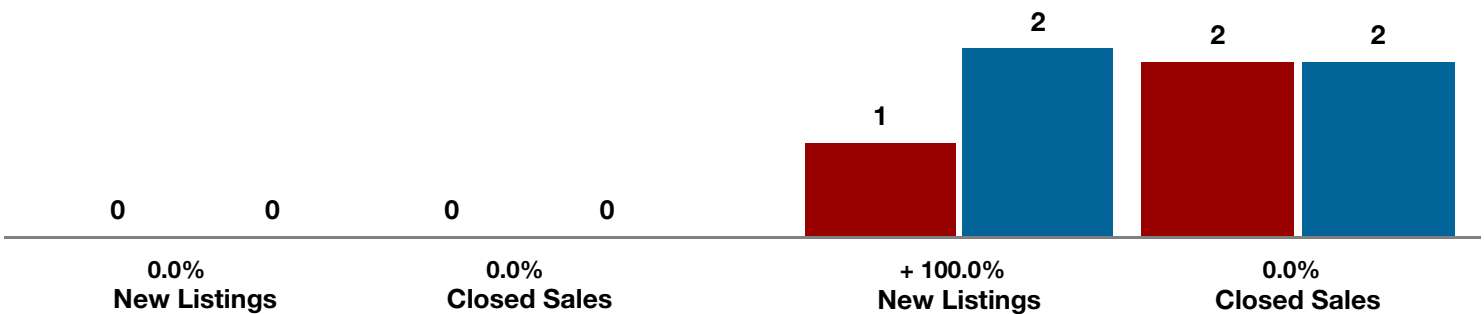
	2018	2019	+ / -	2018	2019	+ / -
New Listings	0	0	0.0%	1	2	+ 100.0%
Pending Sales	0	0	0.0%	2	2	0.0%
Closed Sales	0	0	0.0%	2	2	0.0%
Average Sales Price*	--	--	--	\$55,000	\$64,500	+ 17.3%
Median Sales Price*	--	--	--	\$55,000	\$64,500	+ 17.3%
Percent of Original List Price Received*	--	--	--	84.3%	92.7%	+ 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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November

Year to Date

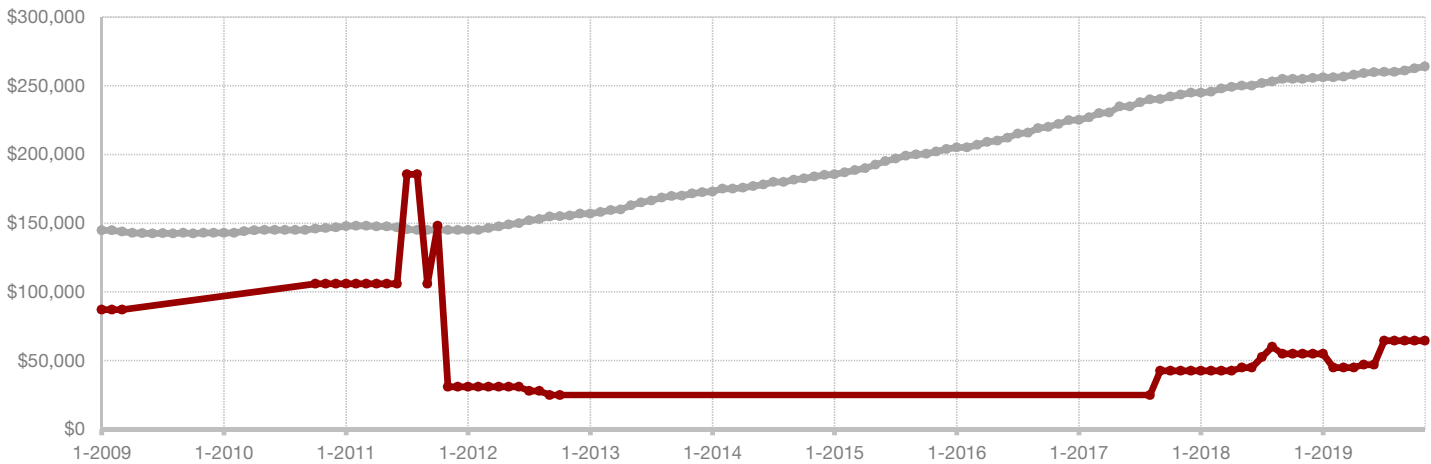
■ 2018 ■ 2019



Median Sales Price - Rolling 12-Month Calculation

All MLS —

Stonewall County —



Local Market Update – November 2019

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



- 9.1%

Change in
New Listings

- 2.7%

Change in
Closed Sales

+ 7.6%

Change in
Median Sales Price

Tarrant County

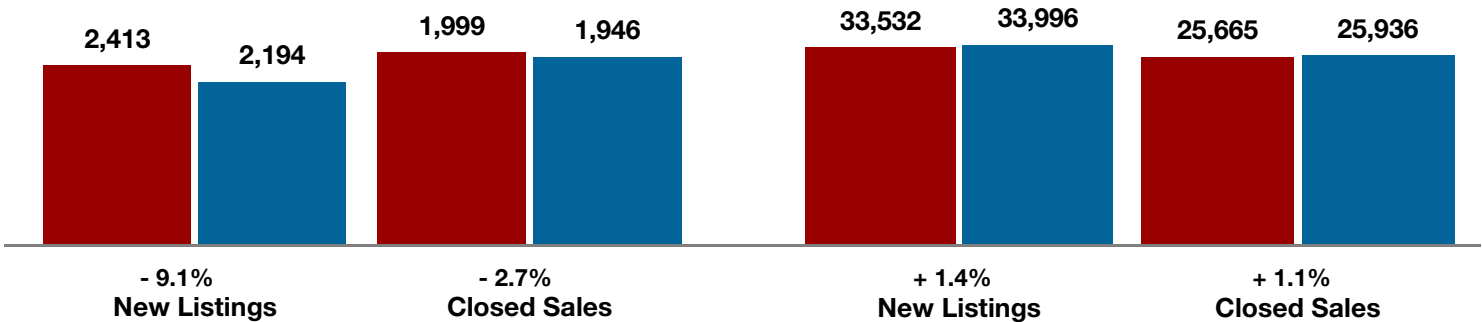
	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	2,413	2,194	- 9.1%	33,532	33,996	+ 1.4%
Pending Sales	1,863	1,719	- 7.7%	26,037	26,724	+ 2.6%
Closed Sales	1,999	1,946	- 2.7%	25,665	25,936	+ 1.1%
Average Sales Price*	\$265,308	\$281,640	+ 6.2%	\$279,089	\$288,655	+ 3.4%
Median Sales Price*	\$225,000	\$242,000	+ 7.6%	\$230,000	\$241,000	+ 4.8%
Percent of Original List Price Received*	96.5%	96.3%	- 0.2%	97.8%	97.2%	- 0.6%
Days on Market Until Sale	41	44	+ 7.3%	33	39	+ 18.2%
Inventory of Homes for Sale	5,655	5,139	- 9.1%	--	--	--
Months Supply of Inventory	2.4	2.2	0.0%	--	--	--

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November

Year to Date

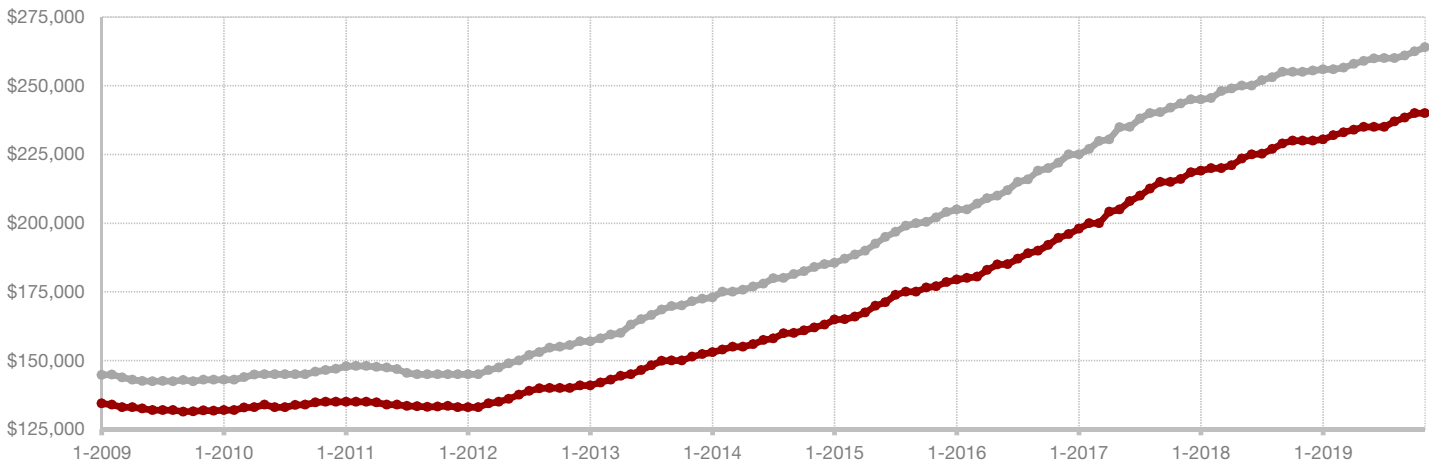
■ 2018 ■ 2019



Median Sales Price - Rolling 12-Month Calculation

All MLS —

Tarrant County —



Local Market Update – November 2019

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- 7.0%

+ 4.5%

+ 10.2%

Change in
New Listings

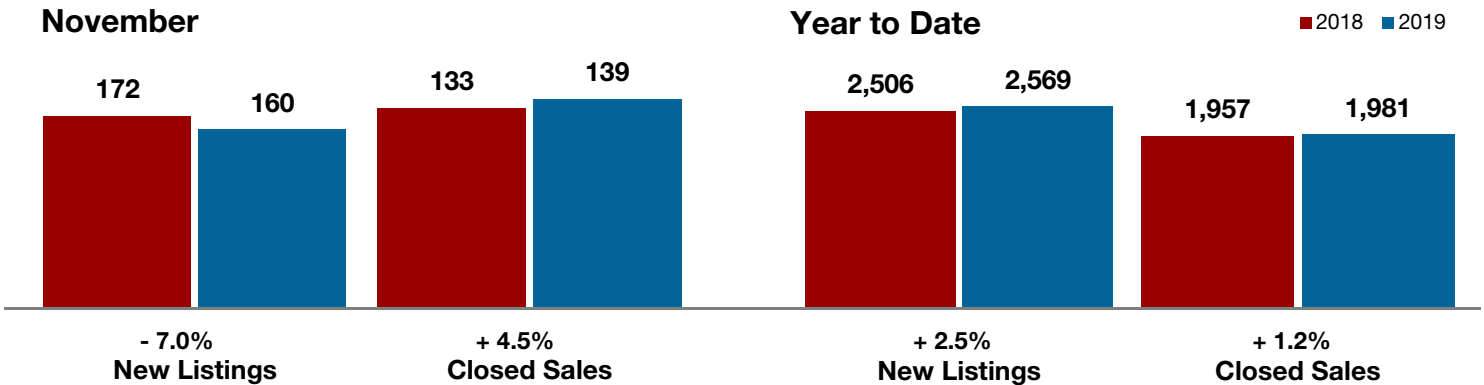
Change in
Closed Sales

Change in
Median Sales Price

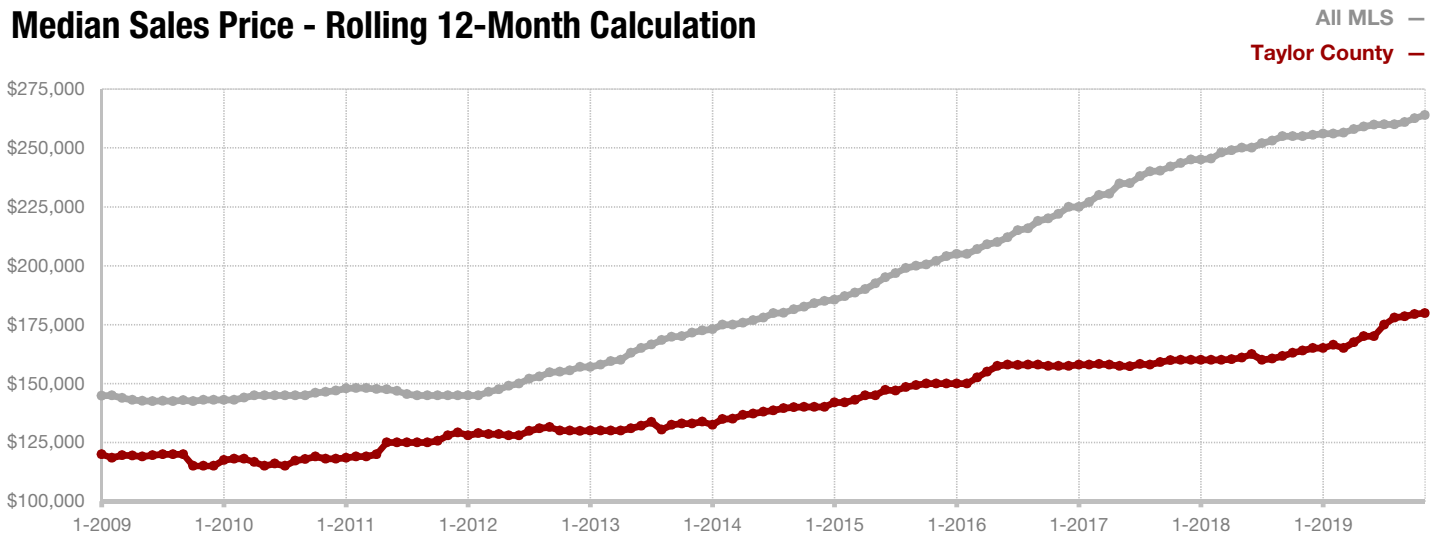
Taylor County

	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	172	160	- 7.0%	2,506	2,569	+ 2.5%
Pending Sales	141	102	- 27.7%	1,942	2,001	+ 3.0%
Closed Sales	133	139	+ 4.5%	1,957	1,981	+ 1.2%
Average Sales Price*	\$186,810	\$205,802	+ 10.2%	\$179,593	\$196,270	+ 9.3%
Median Sales Price*	\$166,900	\$184,000	+ 10.2%	\$164,900	\$179,900	+ 9.1%
Percent of Original List Price Received*	94.3%	95.8%	+ 1.6%	95.7%	95.8%	+ 0.1%
Days on Market Until Sale	58	51	- 12.1%	51	56	+ 9.8%
Inventory of Homes for Sale	605	553	- 8.6%	--	--	--
Months Supply of Inventory	3.5	3.1	- 25.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – November 2019

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



+ 100.0% **+ 100.0%** **+ 20.1%**

Change in
New Listings

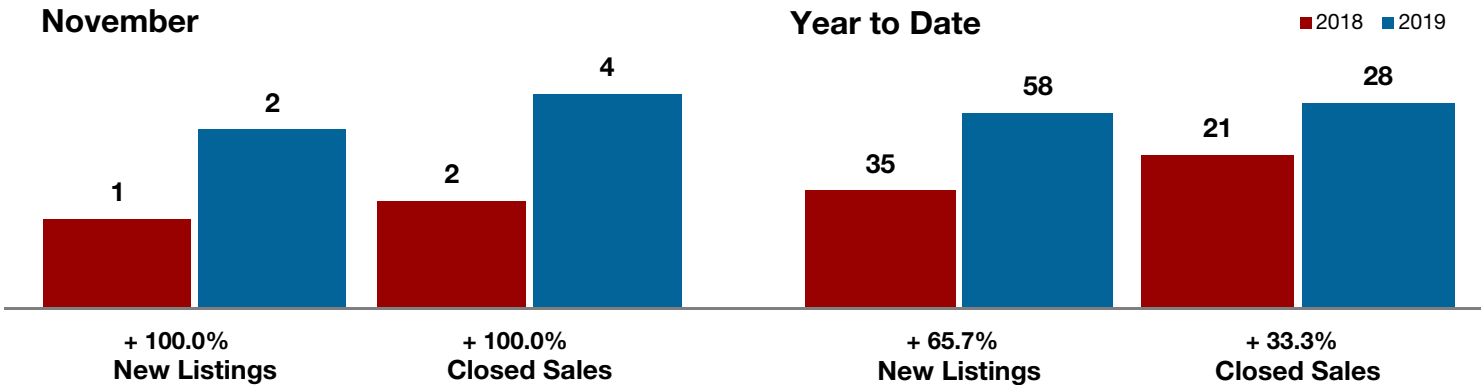
Change in
Closed Sales

Change in
Median Sales Price

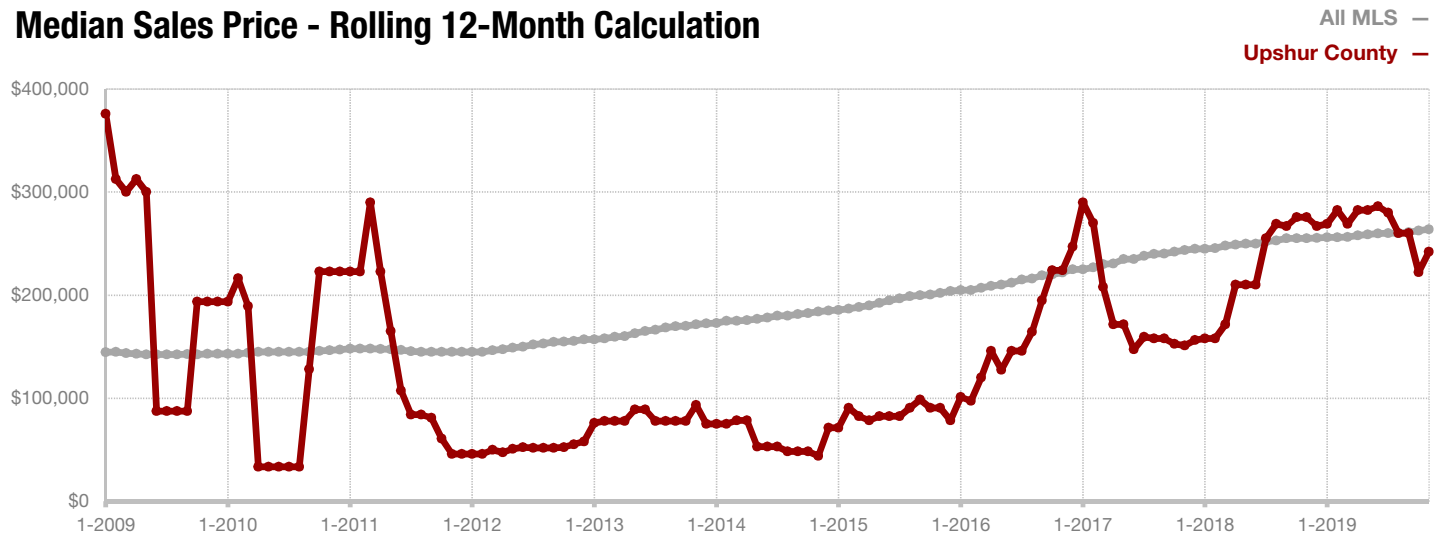
Upshur County

	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	1	2	+ 100.0%	35	58	+ 65.7%
Pending Sales	1	3	+ 200.0%	23	29	+ 26.1%
Closed Sales	2	4	+ 100.0%	21	28	+ 33.3%
Average Sales Price*	\$162,000	\$595,838	+ 267.8%	\$319,310	\$330,298	+ 3.4%
Median Sales Price*	\$162,000	\$194,500	+ 20.1%	\$275,750	\$260,000	- 5.7%
Percent of Original List Price Received*	89.7%	98.0%	+ 9.3%	89.6%	94.8%	+ 5.8%
Days on Market Until Sale	99	71	- 28.3%	102	68	- 33.3%
Inventory of Homes for Sale	13	25	+ 92.3%	--	--	--
Months Supply of Inventory	6.0	9.5	+ 66.7%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – November 2019

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+ 34.8%

+ 14.6%

+ 8.3%

Change in
New Listings

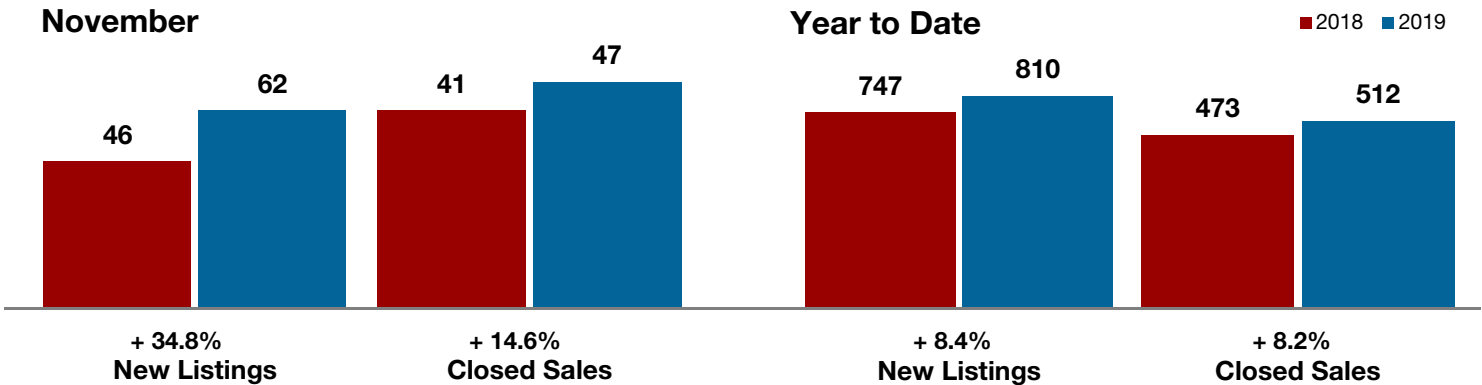
Change in
Closed Sales

Change in
Median Sales Price

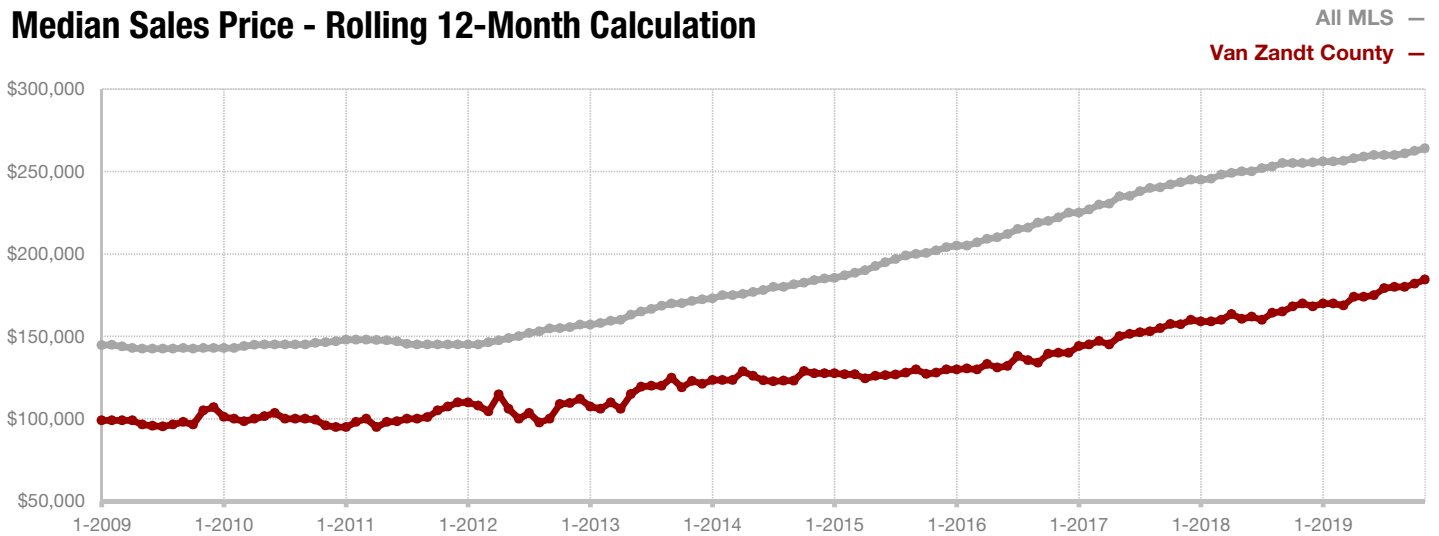
Van Zandt County

	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	46	62	+ 34.8%	747	810	+ 8.4%
Pending Sales	38	28	- 26.3%	491	533	+ 8.6%
Closed Sales	41	47	+ 14.6%	473	512	+ 8.2%
Average Sales Price*	\$237,986	\$213,137	- 10.4%	\$195,697	\$211,389	+ 8.0%
Median Sales Price*	\$180,000	\$195,000	+ 8.3%	\$169,000	\$185,000	+ 9.5%
Percent of Original List Price Received*	87.9%	92.2%	+ 4.9%	92.9%	93.6%	+ 0.8%
Days on Market Until Sale	81	75	- 7.4%	64	66	+ 3.1%
Inventory of Homes for Sale	237	235	- 0.8%	--	--	--
Months Supply of Inventory	5.5	5.1	- 16.7%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – November 2019

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



+ 27.0%

- 20.0%

+ 18.0%

Change in
New Listings

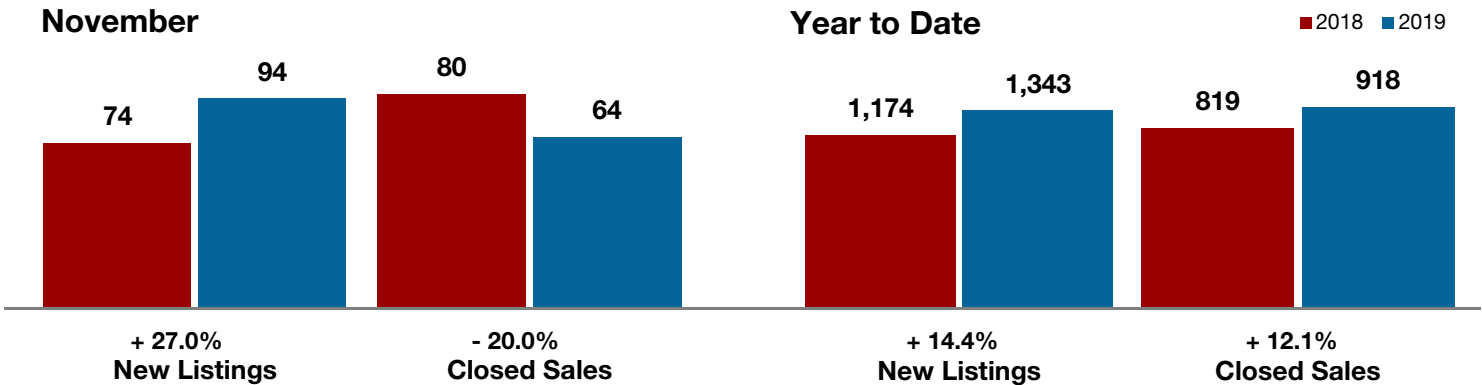
Change in
Closed Sales

Change in
Median Sales Price

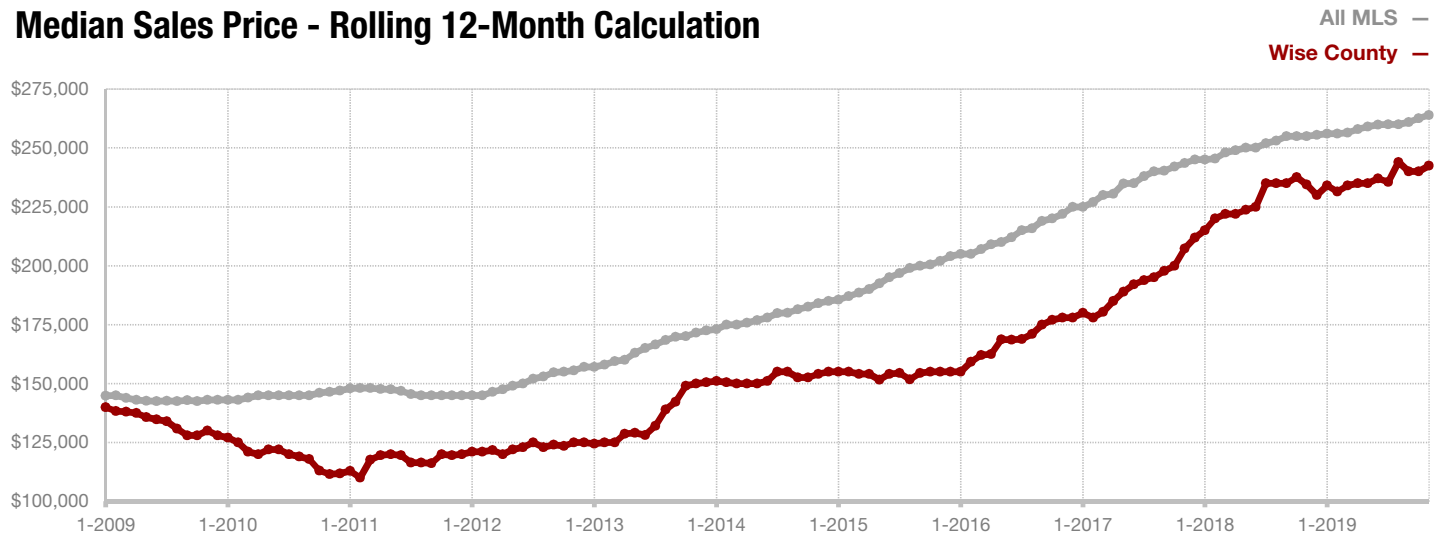
Wise County

	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	74	94	+ 27.0%	1,174	1,343	+ 14.4%
Pending Sales	51	64	+ 25.5%	823	960	+ 16.6%
Closed Sales	80	64	- 20.0%	819	918	+ 12.1%
Average Sales Price*	\$250,519	\$284,825	+ 13.7%	\$262,250	\$269,647	+ 2.8%
Median Sales Price*	\$205,000	\$242,000	+ 18.0%	\$234,000	\$245,000	+ 4.7%
Percent of Original List Price Received*	93.8%	95.2%	+ 1.5%	96.3%	95.7%	- 0.6%
Days on Market Until Sale	61	72	+ 18.0%	55	58	+ 5.5%
Inventory of Homes for Sale	313	336	+ 7.3%	--	--	--
Months Supply of Inventory	4.2	4.0	0.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – November 2019

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



- 2.4%

Change in
New Listings

- 48.6%

Change in
Closed Sales

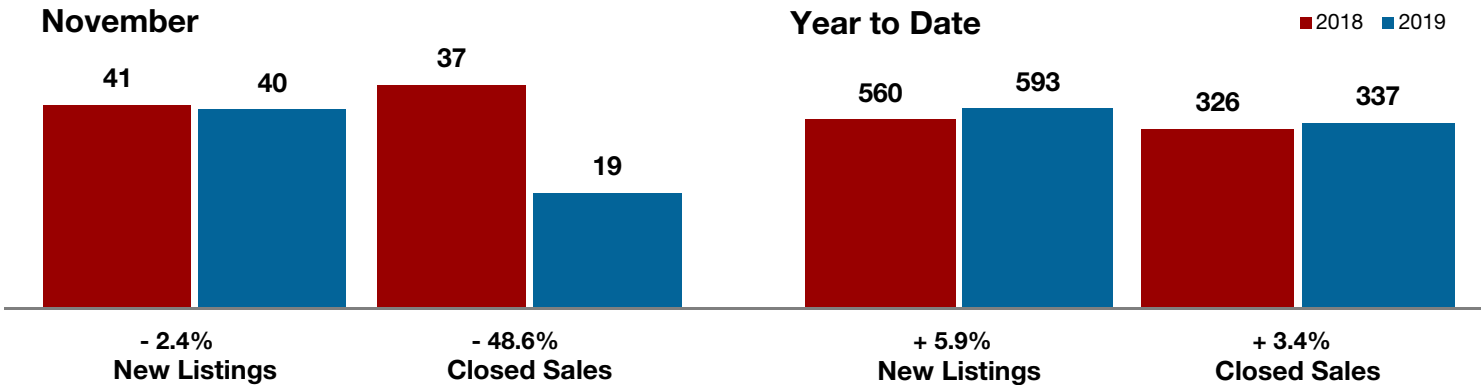
+ 18.4%

Change in
Median Sales Price

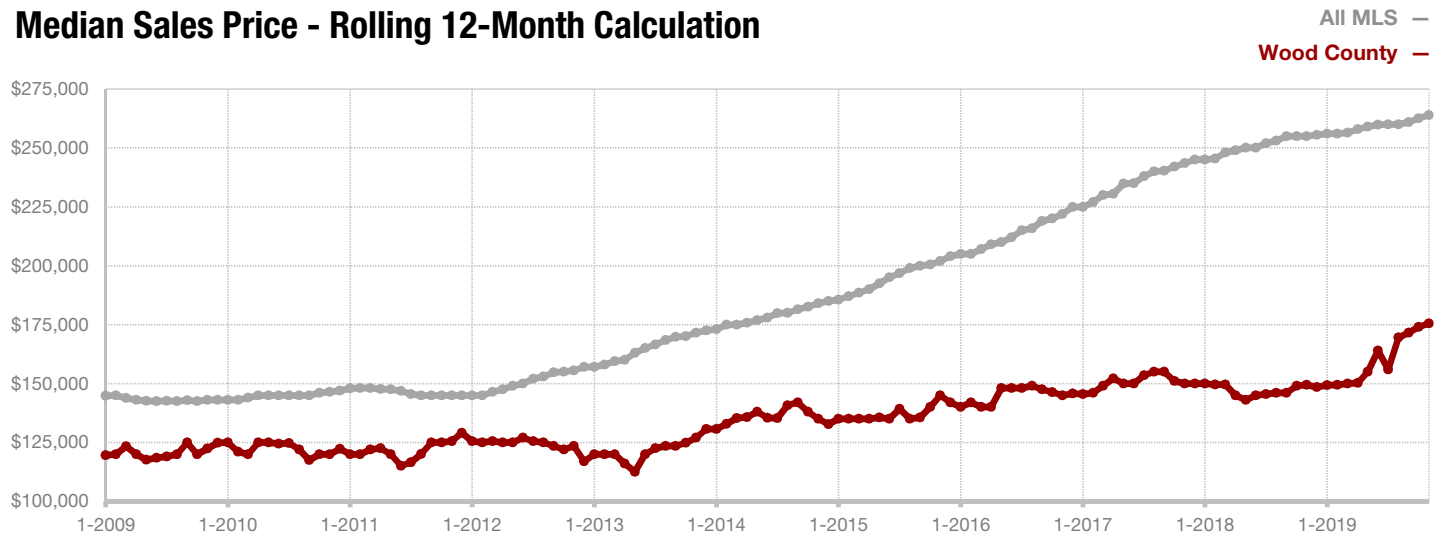
Wood County

	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	41	40	- 2.4%	560	593	+ 5.9%
Pending Sales	20	22	+ 10.0%	331	349	+ 5.4%
Closed Sales	37	19	- 48.6%	326	337	+ 3.4%
Average Sales Price*	\$186,776	\$204,537	+ 9.5%	\$198,848	\$217,826	+ 9.5%
Median Sales Price*	\$152,000	\$180,000	+ 18.4%	\$148,950	\$179,500	+ 20.5%
Percent of Original List Price Received*	93.7%	91.6%	- 2.2%	91.8%	92.4%	+ 0.7%
Days on Market Until Sale	58	72	+ 24.1%	88	78	- 11.4%
Inventory of Homes for Sale	218	199	- 8.7%	--	--	--
Months Supply of Inventory	7.4	6.5	0.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – November 2019

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



- 33.3%

+ 33.3%

- 13.4%

Change in
New Listings

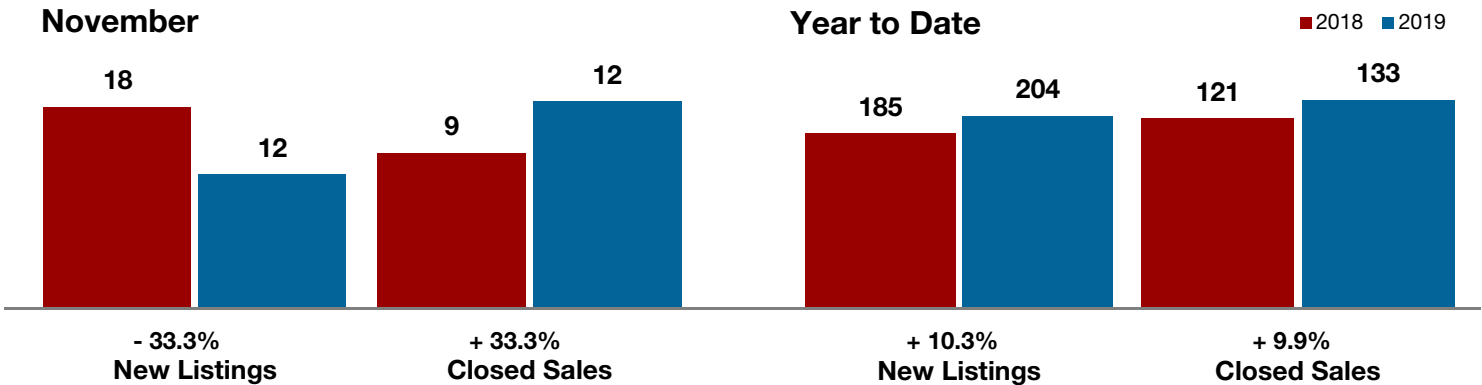
Change in
Closed Sales

Change in
Median Sales Price

Young County

	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	18	12	- 33.3%	185	204	+ 10.3%
Pending Sales	8	12	+ 50.0%	119	140	+ 17.6%
Closed Sales	9	12	+ 33.3%	121	133	+ 9.9%
Average Sales Price*	\$133,511	\$147,967	+ 10.8%	\$151,470	\$167,096	+ 10.3%
Median Sales Price*	\$110,000	\$95,250	- 13.4%	\$127,000	\$125,000	- 1.6%
Percent of Original List Price Received*	95.9%	88.9%	- 7.3%	90.6%	91.2%	+ 0.7%
Days on Market Until Sale	78	127	+ 62.8%	115	114	- 0.9%
Inventory of Homes for Sale	78	88	+ 12.8%	--	--	--
Months Supply of Inventory	7.5	7.4	- 12.5%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation

