

Local Market Updates

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



March 2020

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

Local Market Update – March 2020

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



Collin County

- 18.0%

+ 1.7%

+ 2.8%

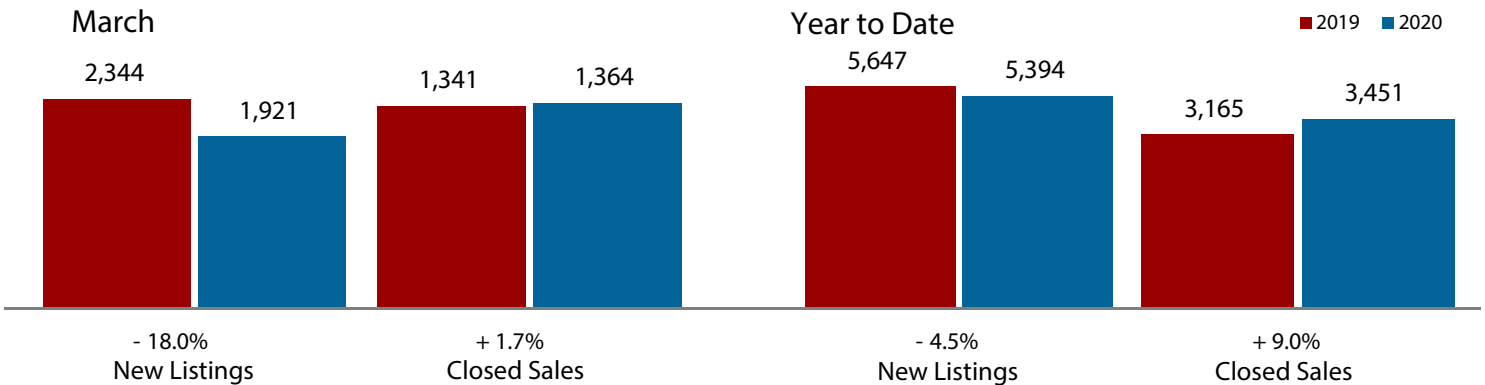
Change in
New Listings

Change in
Closed Sales

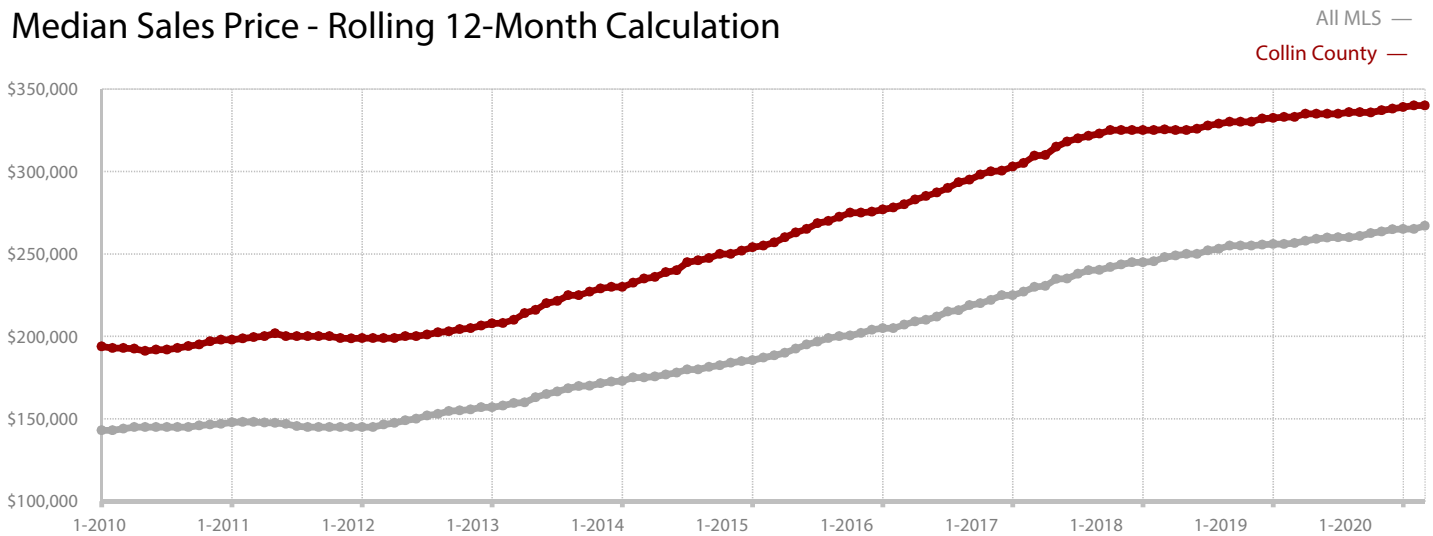
Change in
Median Sales Price

	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	2,344	1,921	- 18.0%	5,647	5,394	- 4.5%
Pending Sales	1,640	1,227	- 25.2%	4,011	3,960	- 1.3%
Closed Sales	1,341	1,364	+ 1.7%	3,165	3,451	+ 9.0%
Average Sales Price*	\$373,524	\$386,117	+ 3.4%	\$363,125	\$377,827	+ 4.0%
Median Sales Price*	\$335,750	\$345,000	+ 2.8%	\$325,000	\$340,000	+ 4.6%
Percent of Original List Price Received*	95.7%	96.9%	+ 1.3%	95.1%	96.2%	+ 1.2%
Days on Market Until Sale	71	57	- 19.7%	73	65	- 11.0%
Inventory of Homes for Sale	4,560	3,537	- 22.4%	--	--	--
Months Supply of Inventory	3.4	2.5	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 – March 2020

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- 14.9%

- 2.3%

+ 8.1%

Change in
New Listings

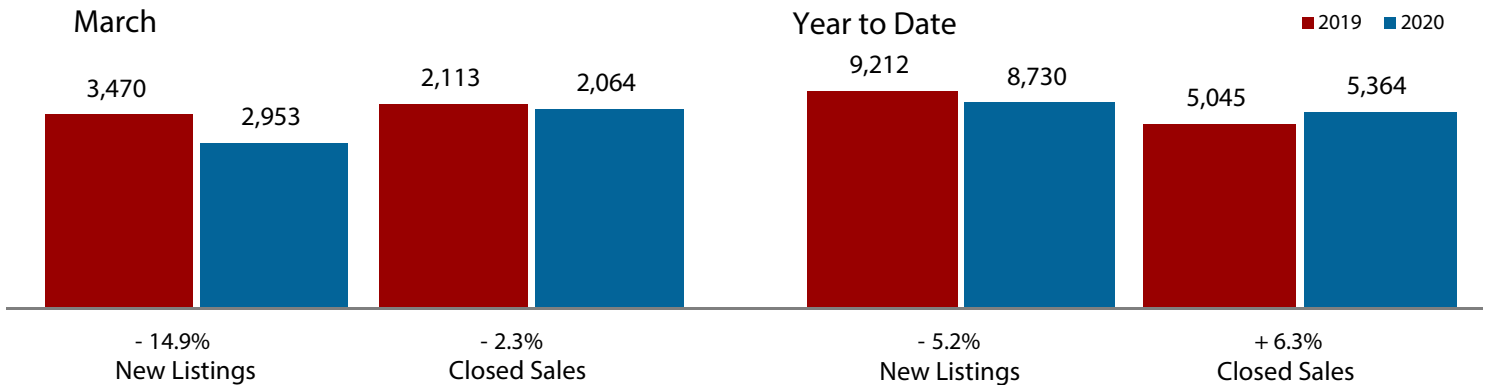
Change in
Closed Sales

Change in
Median Sales Price

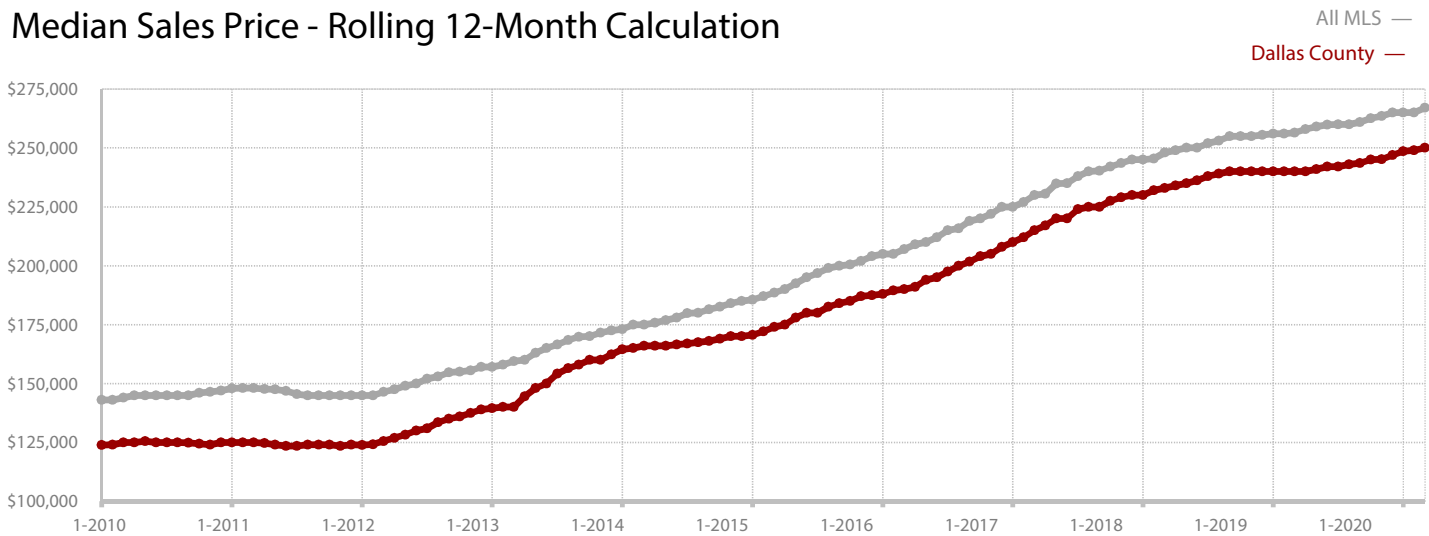
Dallas County

	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	3,470	2,953	- 14.9%	9,212	8,730	- 5.2%
Pending Sales	2,488	1,777	- 28.6%	6,223	5,937	- 4.6%
Closed Sales	2,113	2,064	- 2.3%	5,045	5,364	+ 6.3%
Average Sales Price*	\$352,087	\$376,223	+ 6.9%	\$328,556	\$362,650	+ 10.4%
Median Sales Price*	\$245,000	\$264,900	+ 8.1%	\$233,210	\$249,500	+ 7.0%
Percent of Original List Price Received*	96.2%	96.3%	+ 0.1%	95.9%	95.7%	- 0.2%
Days on Market Until Sale	44	46	+ 4.5%	45	52	+ 15.6%
Inventory of Homes for Sale	6,413	5,329	- 16.9%	--	--	--
Months Supply of Inventory	3.1	2.5	0.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



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- 5.5%

+ 0.4%

+ 1.2%

Change in
New Listings

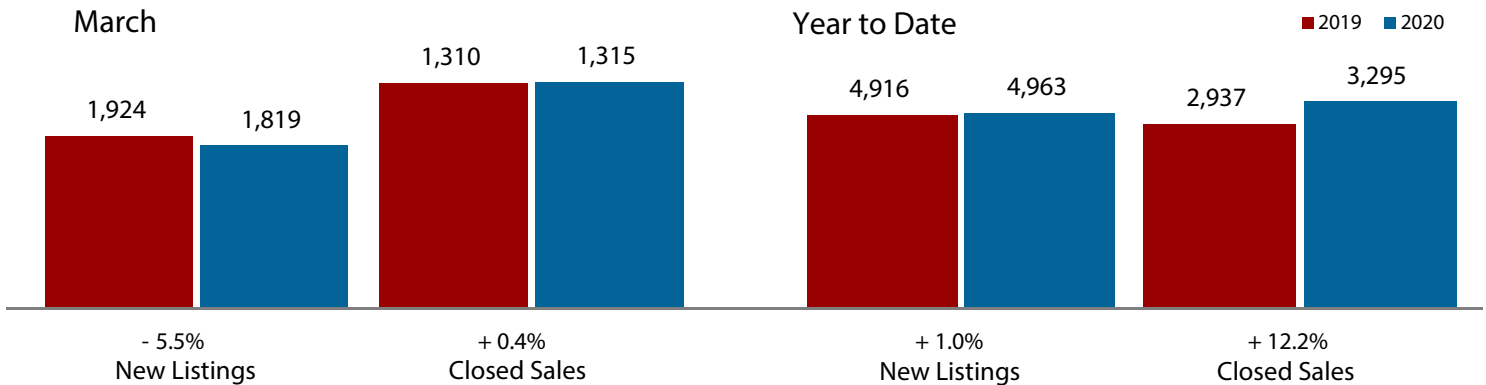
Change in
Closed Sales

Change in
Median Sales Price

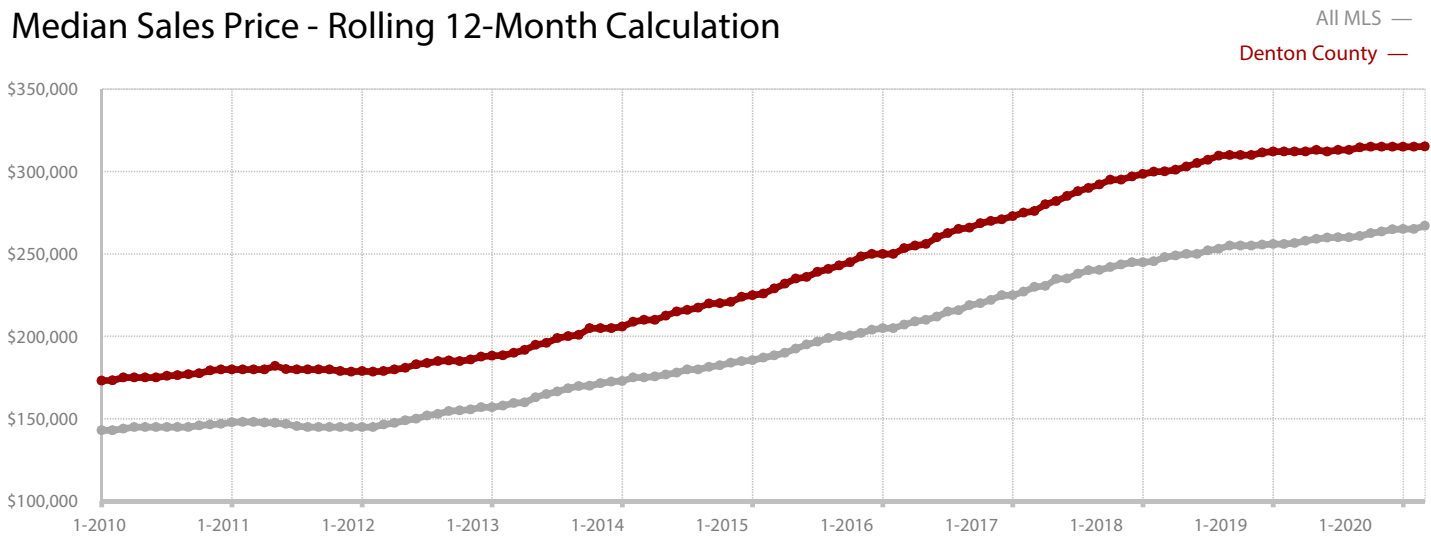
Denton County

	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	1,924	1,819	- 5.5%	4,916	4,963	+ 1.0%
Pending Sales	1,526	1,252	- 18.0%	3,727	3,833	+ 2.8%
Closed Sales	1,310	1,315	+ 0.4%	2,937	3,295	+ 12.2%
Average Sales Price*	\$364,386	\$364,356	- 0.0%	\$354,754	\$358,444	+ 1.0%
Median Sales Price*	\$316,300	\$319,995	+ 1.2%	\$308,000	\$313,000	+ 1.6%
Percent of Original List Price Received*	96.4%	97.2%	+ 0.8%	96.0%	96.5%	+ 0.5%
Days on Market Until Sale	61	55	- 9.8%	63	61	- 3.2%
Inventory of Homes for Sale	3,632	3,102	- 14.6%	--	--	--
Months Supply of Inventory	2.9	2.3	- 33.3%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



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Hill County

- 20.4%

- 21.4%

+ 2.5%

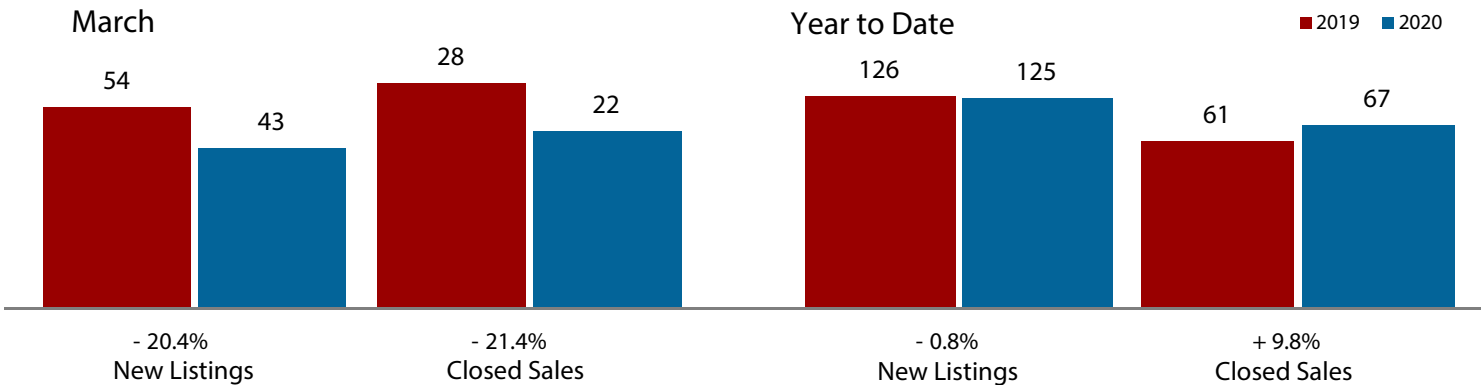
Change in
New Listings

Change in
Closed Sales

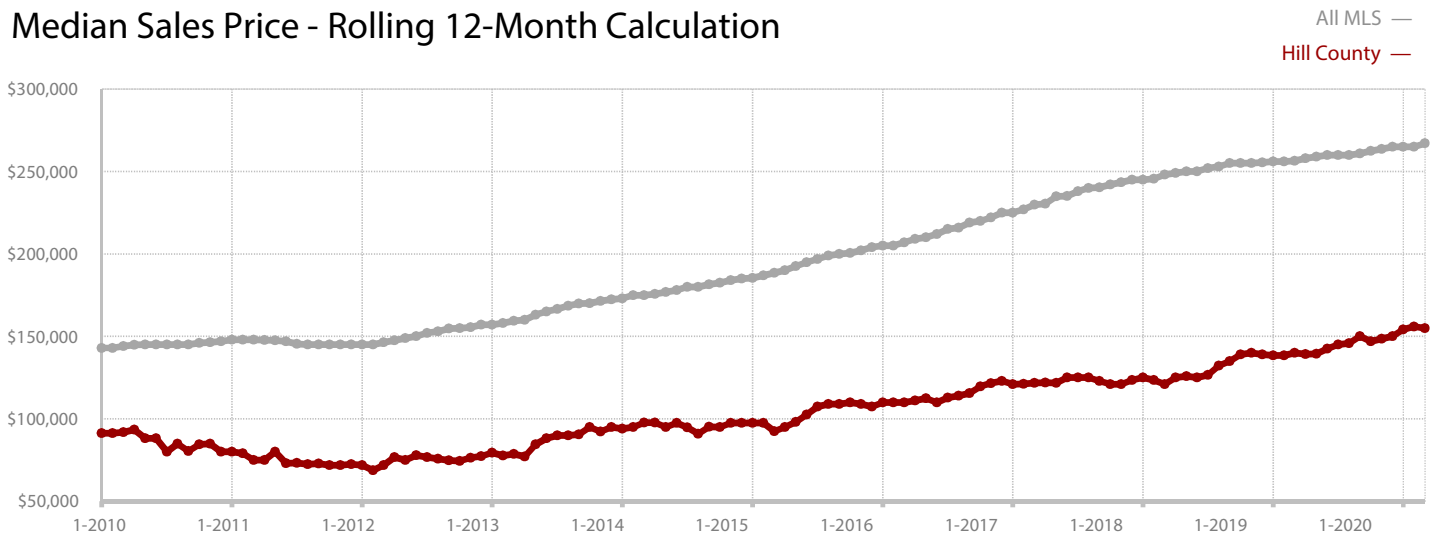
Change in
Median Sales Price

	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	54	43	- 20.4%	126	125	- 0.8%
Pending Sales	24	23	- 4.2%	81	74	- 8.6%
Closed Sales	28	22	- 21.4%	61	67	+ 9.8%
Average Sales Price*	\$177,492	\$170,494	- 3.9%	\$154,471	\$169,649	+ 9.8%
Median Sales Price*	\$141,500	\$144,975	+ 2.5%	\$120,500	\$150,000	+ 24.5%
Percent of Original List Price Received*	88.7%	96.0%	+ 8.2%	89.9%	92.3%	+ 2.7%
Days on Market Until Sale	78	55	- 29.5%	77	83	+ 7.8%
Inventory of Homes for Sale	146	138	- 5.5%	--	--	--
Months Supply of Inventory	5.1	4.5	0.0%	--	--	--

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+ 10.9%

+ 25.0%

+ 5.4%

Change in
New Listings

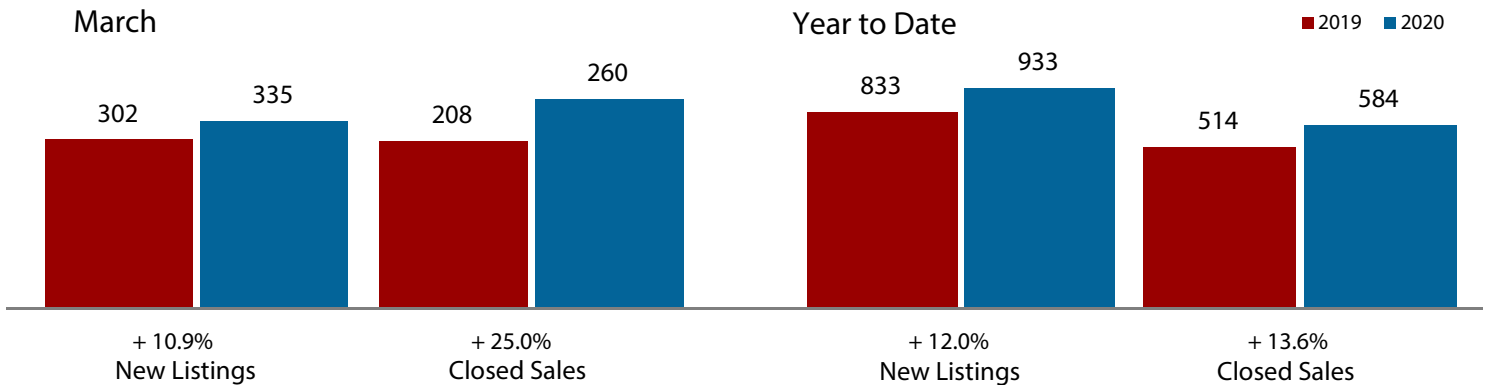
Change in
Closed Sales

Change in
Median Sales Price

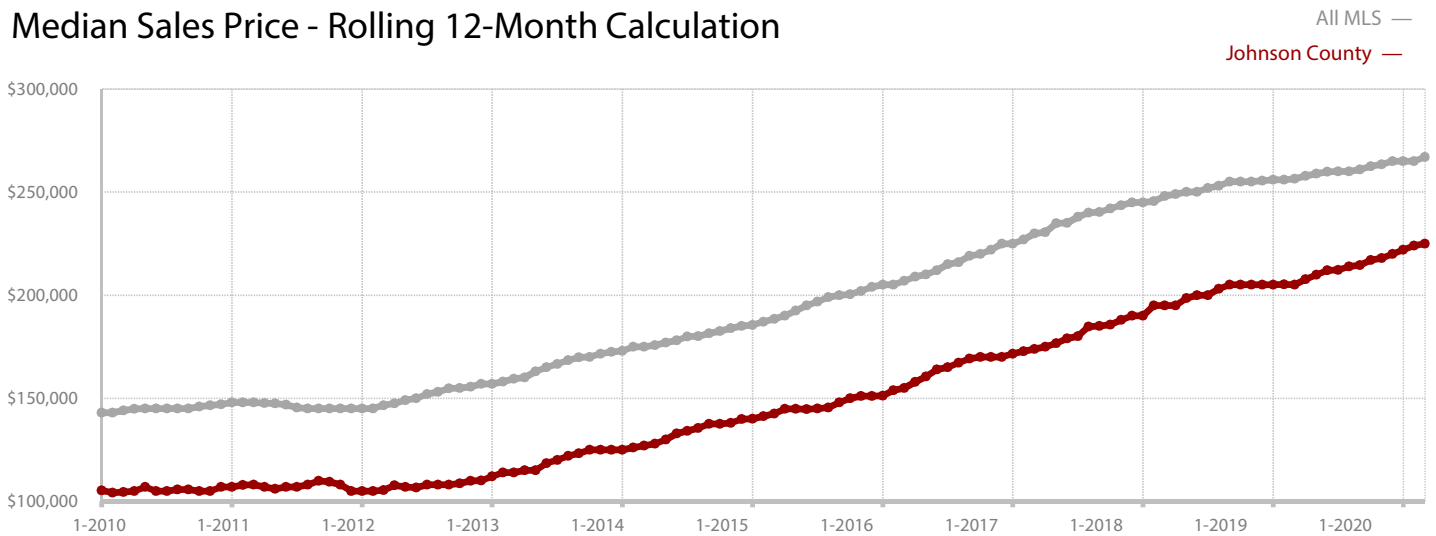
Johnson County

	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	302	335	+ 10.9%	833	933	+ 12.0%
Pending Sales	258	229	- 11.2%	639	686	+ 7.4%
Closed Sales	208	260	+ 25.0%	514	584	+ 13.6%
Average Sales Price*	\$240,495	\$248,193	+ 3.2%	\$230,992	\$246,707	+ 6.8%
Median Sales Price*	\$216,500	\$228,256	+ 5.4%	\$204,450	\$225,002	+ 10.1%
Percent of Original List Price Received*	97.6%	97.0%	- 0.6%	97.0%	96.5%	- 0.5%
Days on Market Until Sale	46	60	+ 30.4%	51	60	+ 17.6%
Inventory of Homes for Sale	585	668	+ 14.2%	--	--	--
Months Supply of Inventory	2.5	2.9	0.0%	--	--	--

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+ 18.7%

+ 12.1%

+ 11.8%

Change in
New Listings

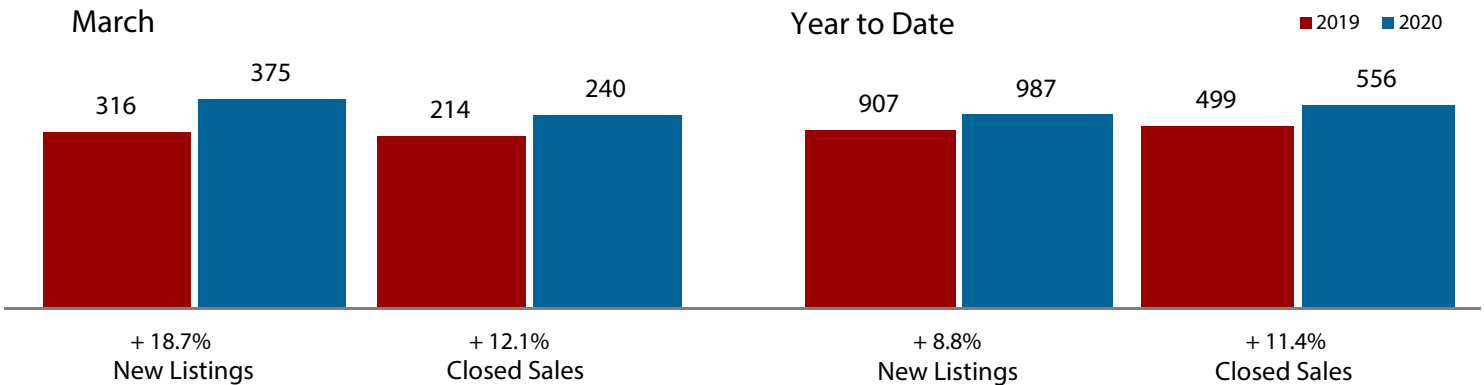
Change in
Closed Sales

Change in
Median Sales Price

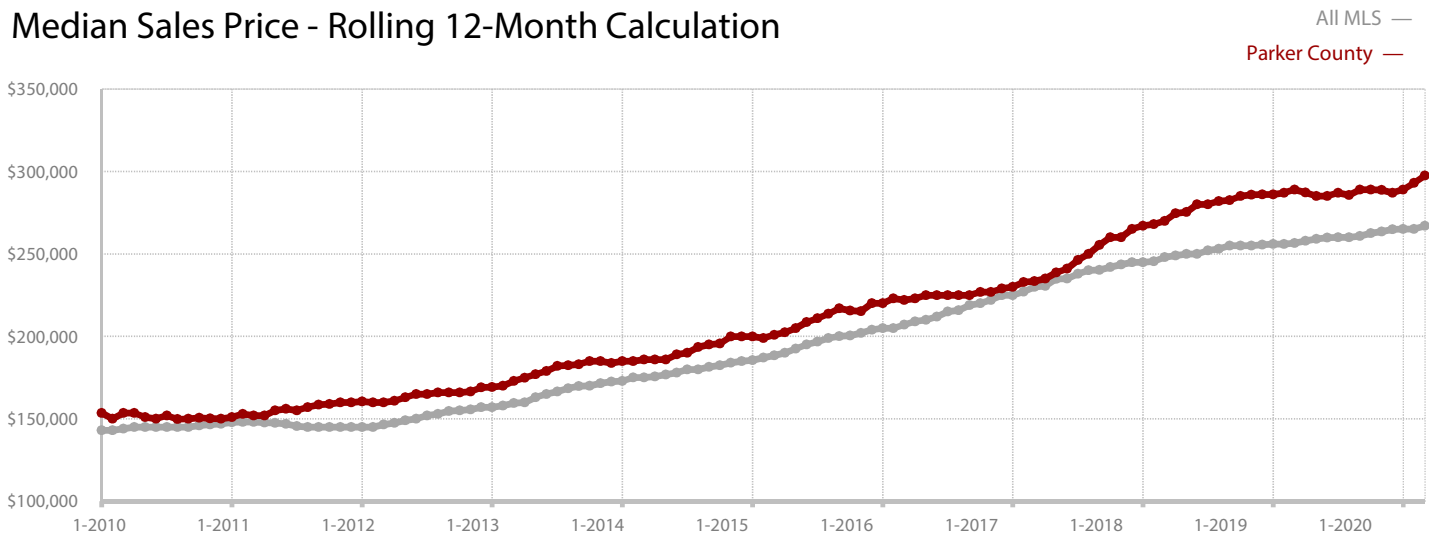
Parker County

	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	316	375	+ 18.7%	907	987	+ 8.8%
Pending Sales	240	200	- 16.7%	647	655	+ 1.2%
Closed Sales	214	240	+ 12.1%	499	556	+ 11.4%
Average Sales Price*	\$313,863	\$343,877	+ 9.6%	\$303,151	\$335,791	+ 10.8%
Median Sales Price*	\$285,125	\$318,750	+ 11.8%	\$275,000	\$312,700	+ 13.7%
Percent of Original List Price Received*	96.2%	96.6%	+ 0.4%	96.0%	95.8%	- 0.2%
Days on Market Until Sale	75	83	+ 10.7%	69	83	+ 20.3%
Inventory of Homes for Sale	748	888	+ 18.7%	--	--	--
Months Supply of Inventory	3.3	3.8	+ 33.3%	--	--	--

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- 13.3%

- 9.3%

+ 3.8%

Change in
New Listings

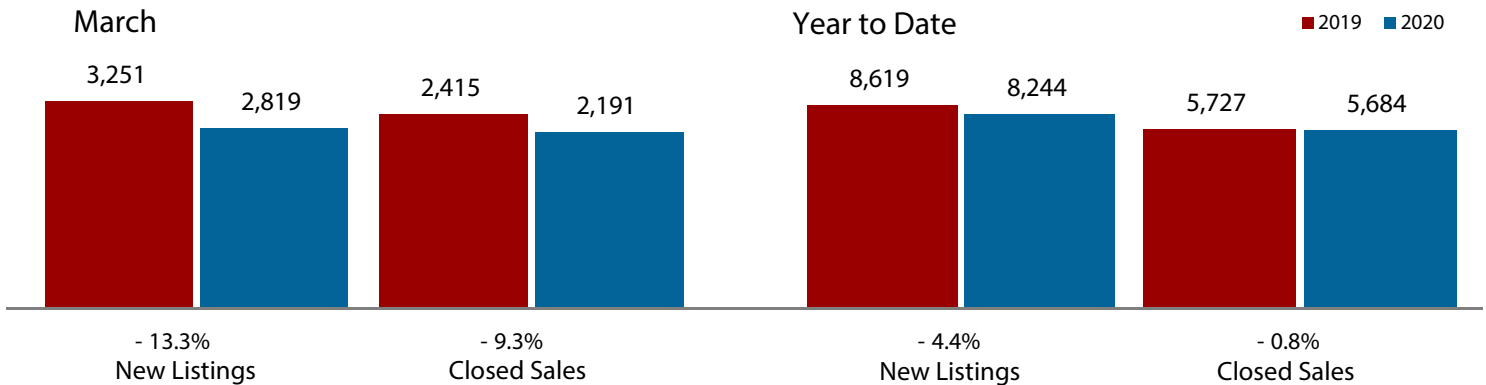
Change in
Closed Sales

Change in
Median Sales Price

Tarrant County

	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	3,251	2,819	- 13.3%	8,619	8,244	- 4.4%
Pending Sales	2,691	2,045	- 24.0%	6,967	6,541	- 6.1%
Closed Sales	2,415	2,191	- 9.3%	5,727	5,684	- 0.8%
Average Sales Price*	\$285,933	\$292,464	+ 2.3%	\$276,601	\$287,404	+ 3.9%
Median Sales Price*	\$238,015	\$247,000	+ 3.8%	\$230,000	\$244,000	+ 6.1%
Percent of Original List Price Received*	97.0%	97.3%	+ 0.3%	96.6%	96.9%	+ 0.3%
Days on Market Until Sale	45	43	- 4.4%	47	46	- 2.1%
Inventory of Homes for Sale	5,026	4,480	- 10.9%	--	--	--
Months Supply of Inventory	2.2	1.9	0.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation

