

# Local Market Updates

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



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June 2020

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

# Local Market Update – June 2020

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



- 11.7%

+ 6.3%

+ 1.6%

Change in  
New Listings

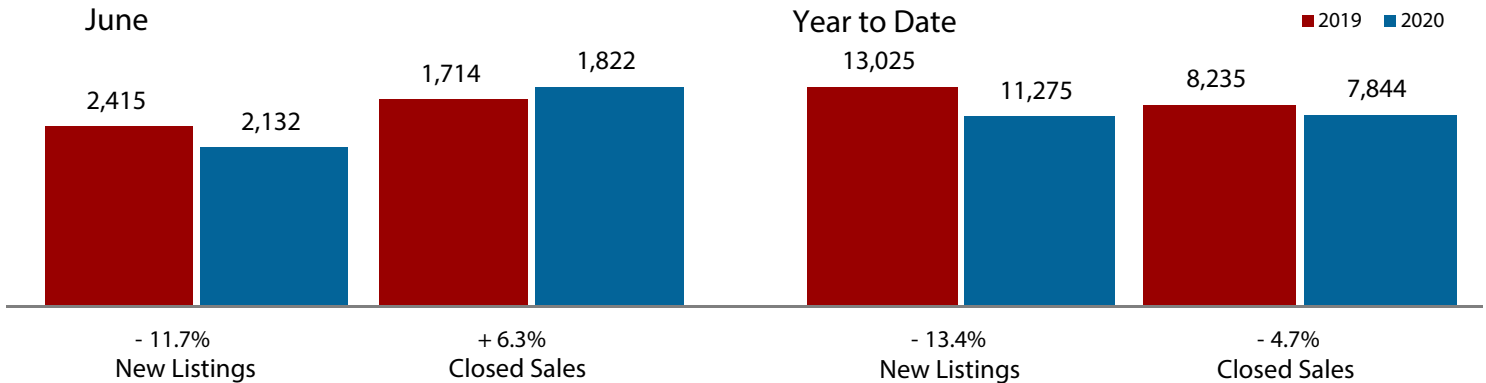
Change in  
Closed Sales

Change in  
Median Sales Price

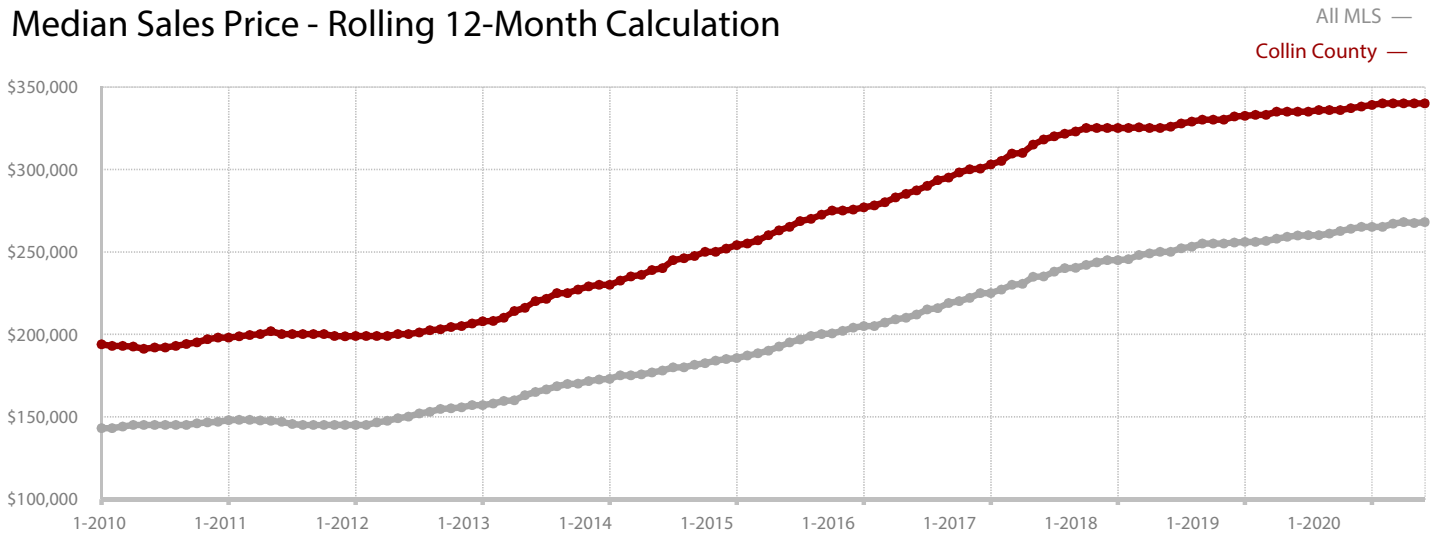
## Collin County

|  | June      |           |         | Year to Date |           |         |
|--|-----------|-----------|---------|--------------|-----------|---------|
|  | 2019      | 2020      | + / -   | 2019         | 2020      | + / -   |
| New Listings                             | 2,415     | 2,132     | - 11.7% | 13,025       | 11,275    | - 13.4% |
| Pending Sales                            | 1,614     | 1,813     | + 12.3% | 9,135        | 9,046     | - 1.0%  |
| Closed Sales                             | 1,714     | 1,822     | + 6.3%  | 8,235        | 7,844     | - 4.7%  |
| Average Sales Price*                     | \$399,480 | \$397,832 | - 0.4%  | \$380,373    | \$385,829 | + 1.4%  |
| Median Sales Price*                      | \$354,495 | \$360,000 | + 1.6%  | \$339,990    | \$346,524 | + 1.9%  |
| Percent of Original List Price Received* | 96.5%     | 97.1%     | + 0.6%  | 95.9%        | 96.6%     | + 0.7%  |
| Days on Market Until Sale                | 51        | 47        | - 7.8%  | 61           | 56        | - 8.2%  |
| Inventory of Homes for Sale              | 5,452     | 3,332     | - 38.9% | --           | --        | --      |
| Months Supply of Inventory               | 4.0       | 2.4       | - 50.0% | --           | --        | --      |

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



### Median Sales Price - Rolling 12-Month Calculation



# Local Market Update – June 2020

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**- 8.4%**

**+ 4.7%**

**+ 1.7%**

Change in  
New Listings

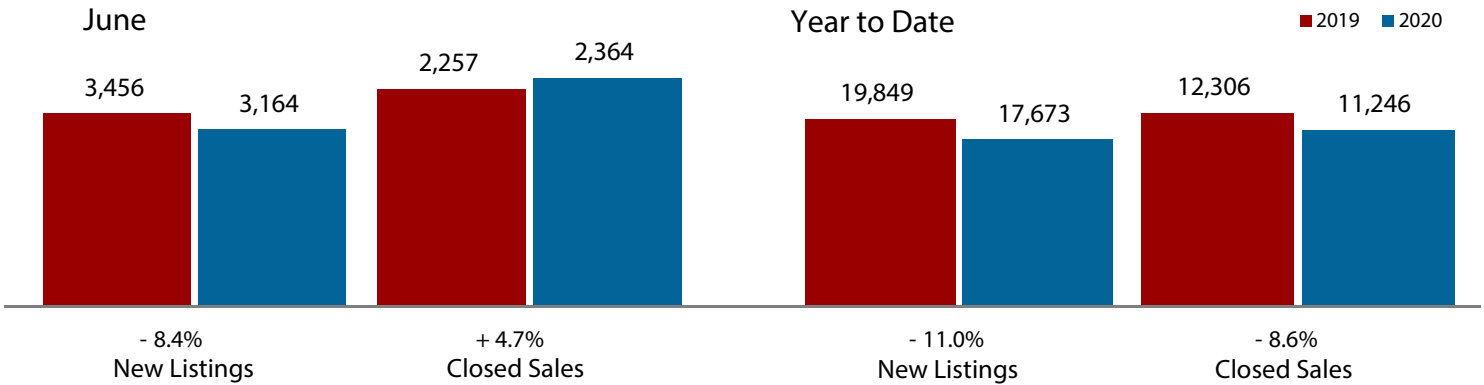
Change in  
Closed Sales

Change in  
Median Sales Price

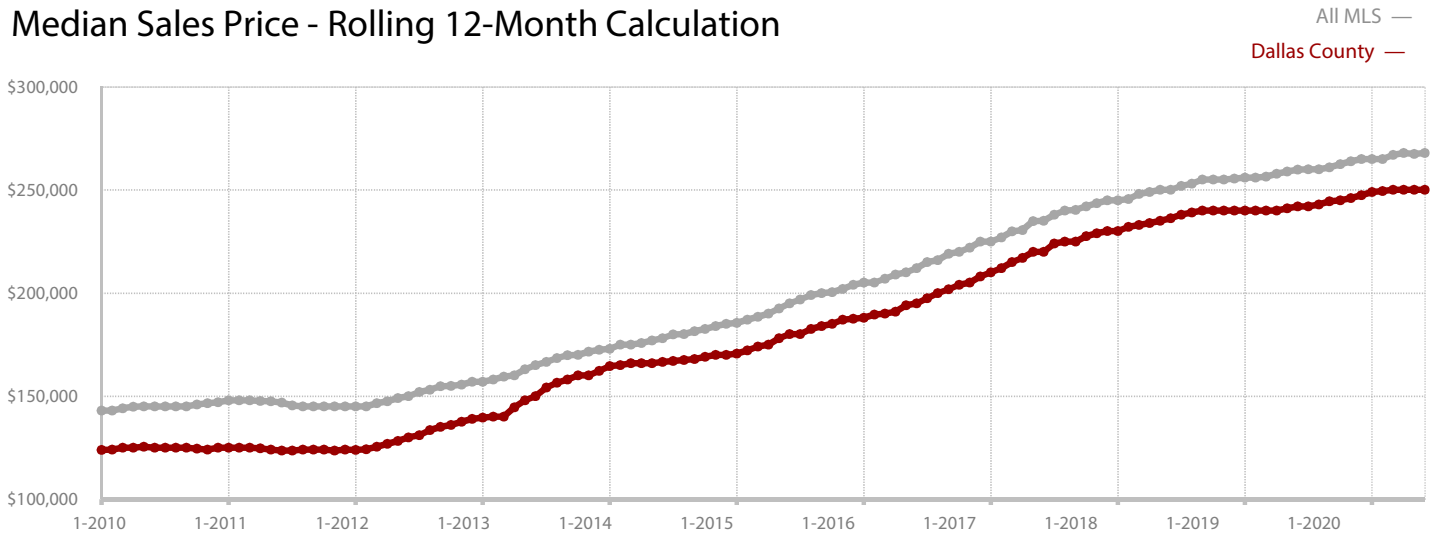
## Dallas County

|  | June      |           |         | Year to Date |           |         |
|--|-----------|-----------|---------|--------------|-----------|---------|
|  | 2019      | 2020      | + / -   | 2019         | 2020      | + / -   |
| New Listings                             | 3,456     | 3,164     | - 8.4%  | 19,849       | 17,673    | - 11.0% |
| Pending Sales                            | 2,321     | 2,511     | + 8.2%  | 13,503       | 12,779    | - 5.4%  |
| Closed Sales                             | 2,257     | 2,364     | + 4.7%  | 12,306       | 11,246    | - 8.6%  |
| Average Sales Price*                     | \$393,017 | \$391,726 | - 0.3%  | \$359,314    | \$360,763 | + 0.4%  |
| Median Sales Price*                      | \$266,000 | \$270,500 | + 1.7%  | \$247,000    | \$255,000 | + 3.2%  |
| Percent of Original List Price Received* | 96.8%     | 96.5%     | - 0.3%  | 96.3%        | 96.1%     | - 0.2%  |
| Days on Market Until Sale                | 37        | 43        | + 16.2% | 42           | 47        | + 11.9% |
| Inventory of Homes for Sale              | 7,360     | 5,461     | - 25.8% | --           | --        | --      |
| Months Supply of Inventory               | 3.6       | 2.7       | - 25.0% | --           | --        | --      |

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### Median Sales Price - Rolling 12-Month Calculation



# Local Market Update – June 2020

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- 5.2%

+ 15.6%

+ 1.2%

Change in  
New Listings

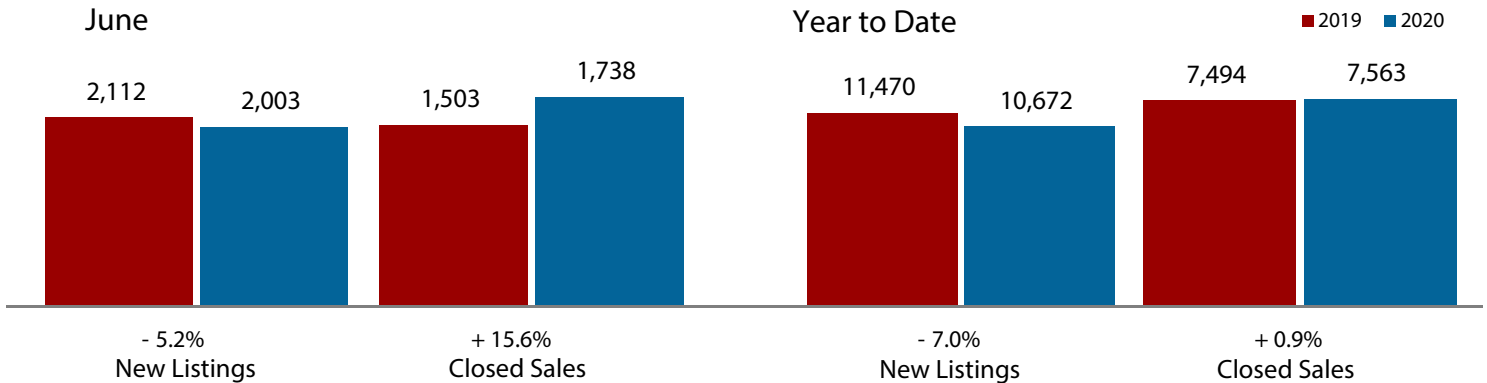
Change in  
Closed Sales

Change in  
Median Sales Price

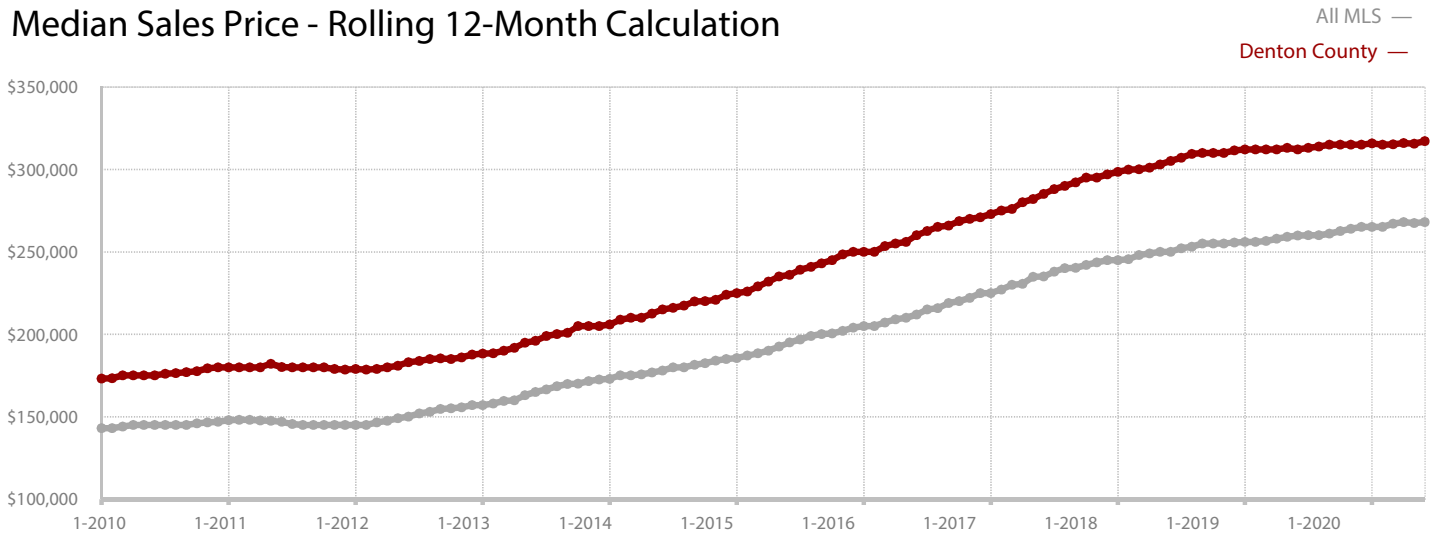
## Denton County

|  | June      |           |         | Year to Date |           |        |
|--|-----------|-----------|---------|--------------|-----------|--------|
|  | 2019      | 2020      | + / -   | 2019         | 2020      | + / -  |
| New Listings                             | 2,112     | 2,003     | - 5.2%  | 11,470       | 10,672    | - 7.0% |
| Pending Sales                            | 1,623     | 1,801     | + 11.0% | 8,491        | 8,810     | + 3.8% |
| Closed Sales                             | 1,503     | 1,738     | + 15.6% | 7,494        | 7,563     | + 0.9% |
| Average Sales Price*                     | \$363,517 | \$371,245 | + 2.1%  | \$360,167    | \$363,611 | + 1.0% |
| Median Sales Price*                      | \$321,100 | \$325,000 | + 1.2%  | \$315,000    | \$318,000 | + 1.0% |
| Percent of Original List Price Received* | 97.0%     | 97.8%     | + 0.8%  | 96.6%        | 97.0%     | + 0.4% |
| Days on Market Until Sale                | 48        | 46        | - 4.2%  | 54           | 53        | - 1.9% |
| Inventory of Homes for Sale              | 4,407     | 2,973     | - 32.5% | --           | --        | --     |
| Months Supply of Inventory               | 3.5       | 2.2       | - 50.0% | --           | --        | --     |

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### Median Sales Price - Rolling 12-Month Calculation



# Local Market Update – June 2020

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



- 23.6%

+ 20.0%

- 11.4%

Change in  
New Listings

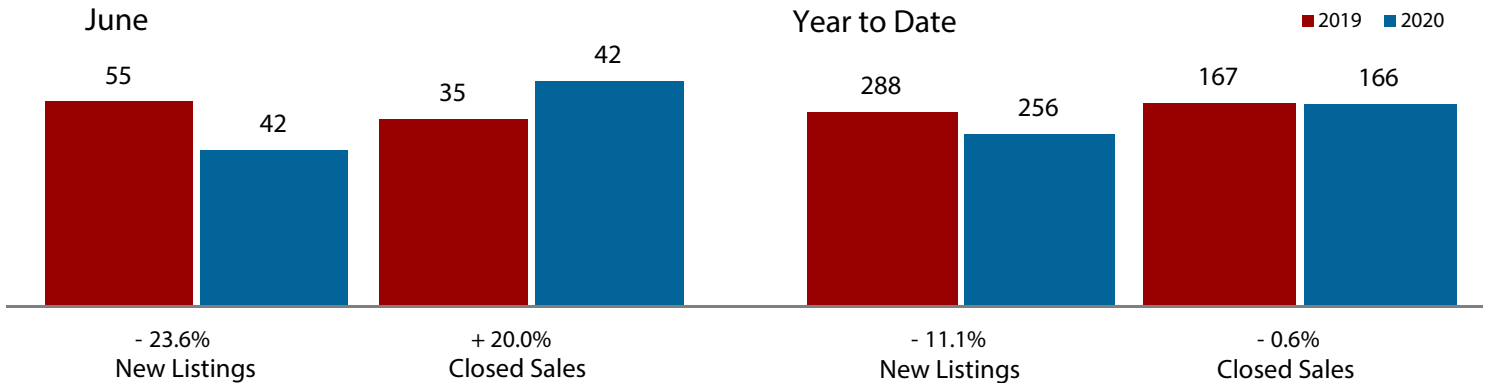
Change in  
Closed Sales

Change in  
Median Sales Price

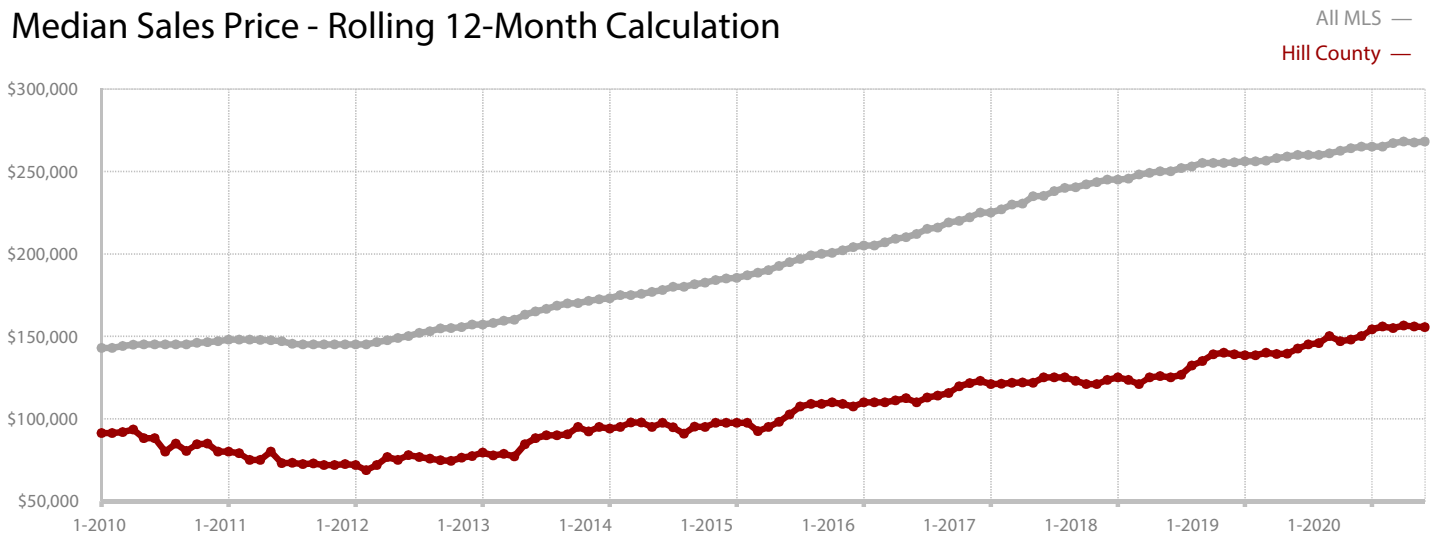
## Hill County

|  | June      |           |         | Year to Date |           |         |
|--|-----------|-----------|---------|--------------|-----------|---------|
|  | 2019      | 2020      | + / -   | 2019         | 2020      | + / -   |
| New Listings                             | 55        | 42        | - 23.6% | 288          | 256       | - 11.1% |
| Pending Sales                            | 32        | 32        | 0.0%    | 192          | 186       | - 3.1%  |
| Closed Sales                             | 35        | 42        | + 20.0% | 167          | 166       | - 0.6%  |
| Average Sales Price*                     | \$239,102 | \$189,916 | - 20.6% | \$186,713    | \$179,881 | - 3.7%  |
| Median Sales Price*                      | \$180,000 | \$159,500 | - 11.4% | \$139,500    | \$150,000 | + 7.5%  |
| Percent of Original List Price Received* | 93.8%     | 92.9%     | - 1.0%  | 92.7%        | 92.3%     | - 0.4%  |
| Days on Market Until Sale                | 120       | 71        | - 40.8% | 76           | 79        | + 3.9%  |
| Inventory of Homes for Sale              | 161       | 122       | - 24.2% | --           | --        | --      |
| Months Supply of Inventory               | 5.9       | 4.0       | - 33.3% | --           | --        | --      |

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## Median Sales Price - Rolling 12-Month Calculation



# Local Market Update – June 2020

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- 0.8%

+ 29.2%

+ 1.1%

Change in  
New Listings

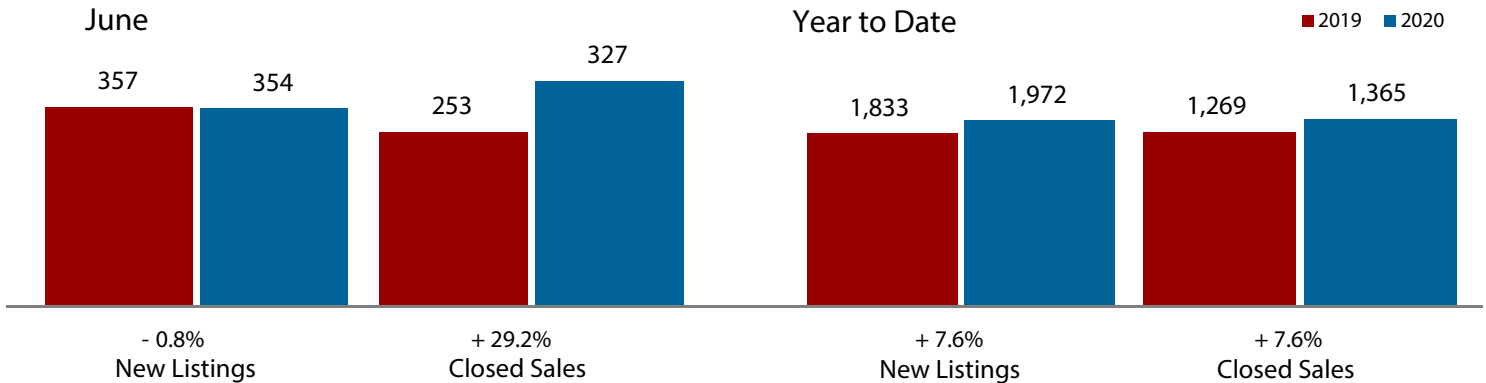
Change in  
Closed Sales

Change in  
Median Sales Price

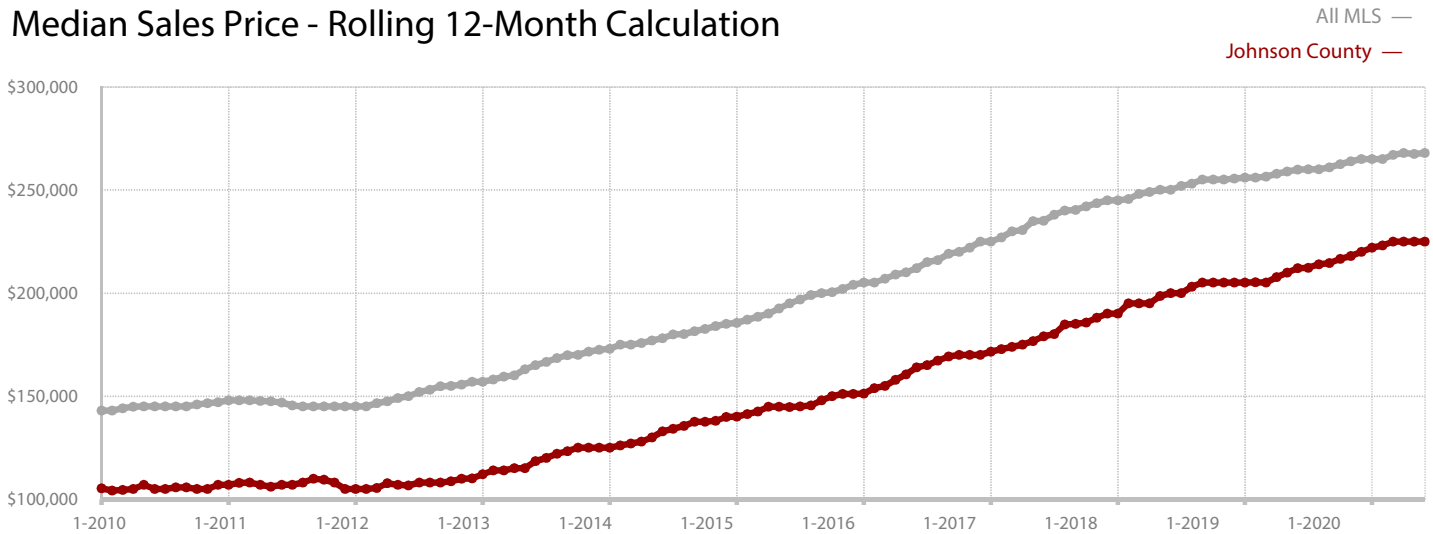
## Johnson County

|  | June      |           |         | Year to Date |           |         |
|--|-----------|-----------|---------|--------------|-----------|---------|
|  | 2019      | 2020      | + / -   | 2019         | 2020      | + / -   |
| New Listings                             | 357       | 354       | - 0.8%  | 1,833        | 1,972     | + 7.6%  |
| Pending Sales                            | 269       | 308       | + 14.5% | 1,416        | 1,597     | + 12.8% |
| Closed Sales                             | 253       | 327       | + 29.2% | 1,269        | 1,365     | + 7.6%  |
| Average Sales Price*                     | \$256,599 | \$264,414 | + 3.0%  | \$242,011    | \$253,958 | + 4.9%  |
| Median Sales Price*                      | \$229,950 | \$232,375 | + 1.1%  | \$218,500    | \$229,300 | + 4.9%  |
| Percent of Original List Price Received* | 98.3%     | 97.6%     | - 0.7%  | 97.3%        | 97.1%     | - 0.2%  |
| Days on Market Until Sale                | 40        | 51        | + 27.5% | 47           | 55        | + 17.0% |
| Inventory of Homes for Sale              | 665       | 597       | - 10.2% | --           | --        | --      |
| Months Supply of Inventory               | 2.9       | 2.5       | 0.0%    | --           | --        | --      |

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### Median Sales Price - Rolling 12-Month Calculation



# Local Market Update – June 2020

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- 13.1%

+ 16.4%

+ 13.1%

Change in  
New Listings

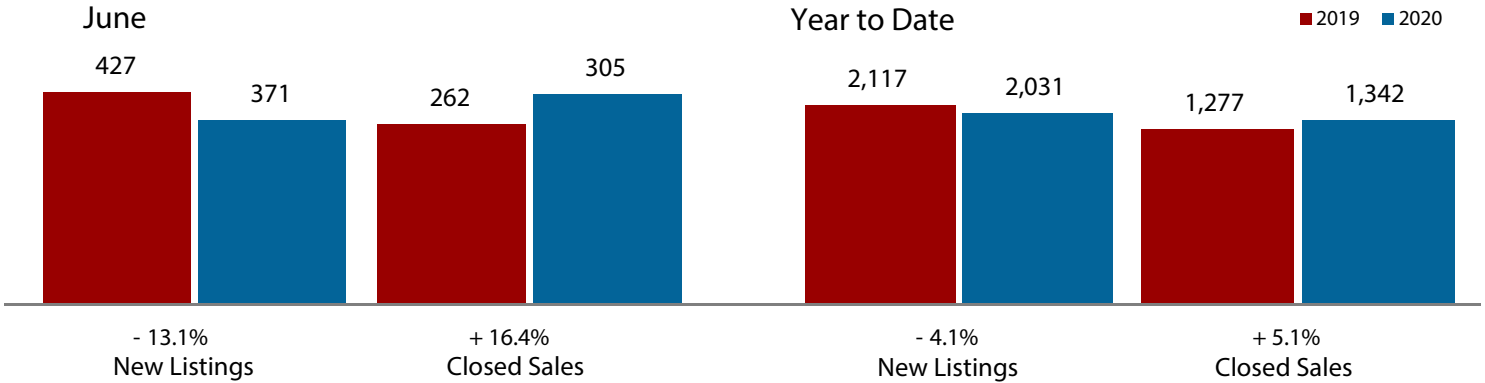
Change in  
Closed Sales

Change in  
Median Sales Price

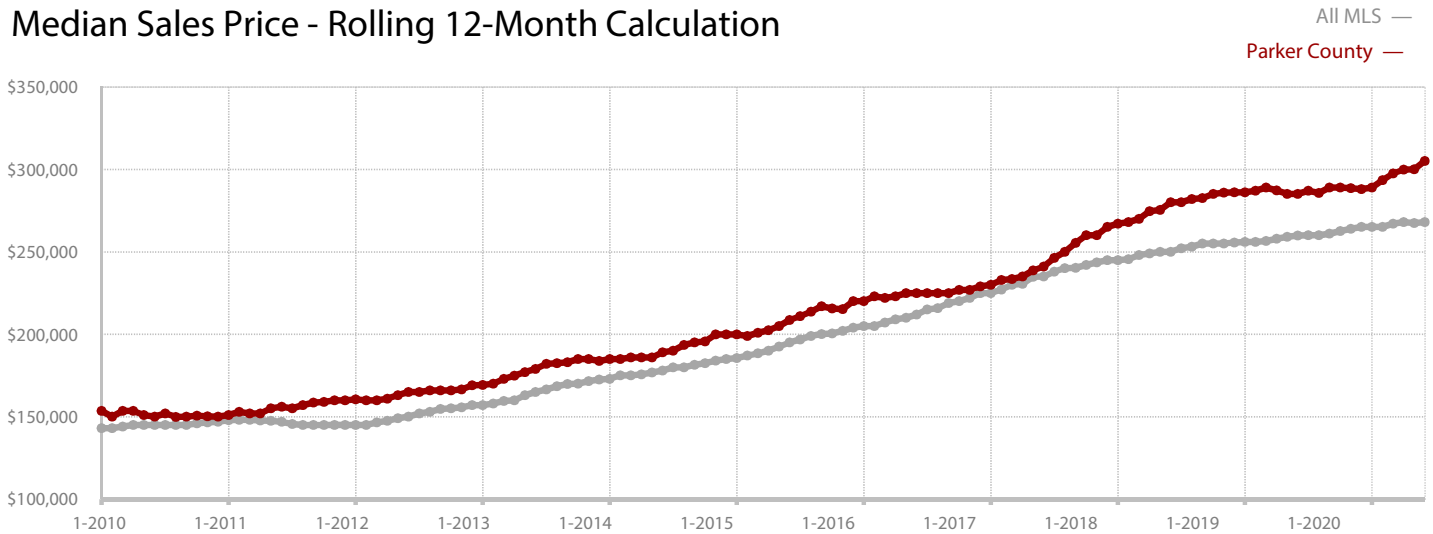
## Parker County

|  | June      |           |         | Year to Date |           |         |
|--|-----------|-----------|---------|--------------|-----------|---------|
|  | 2019      | 2020      | + / -   | 2019         | 2020      | + / -   |
| New Listings                             | 427       | 371       | - 13.1% | 2,117        | 2,031     | - 4.1%  |
| Pending Sales                            | 290       | 277       | - 4.5%  | 1,485        | 1,556     | + 4.8%  |
| Closed Sales                             | 262       | 305       | + 16.4% | 1,277        | 1,342     | + 5.1%  |
| Average Sales Price*                     | \$334,700 | \$374,502 | + 11.9% | \$315,111    | \$343,214 | + 8.9%  |
| Median Sales Price*                      | \$305,000 | \$345,000 | + 13.1% | \$285,000    | \$317,000 | + 11.2% |
| Percent of Original List Price Received* | 96.8%     | 97.2%     | + 0.4%  | 96.5%        | 96.3%     | - 0.2%  |
| Days on Market Until Sale                | 61        | 68        | + 11.5% | 60           | 73        | + 21.7% |
| Inventory of Homes for Sale              | 911       | 803       | - 11.9% | --           | --        | --      |
| Months Supply of Inventory               | 4.0       | 3.3       | - 25.0% | --           | --        | --      |

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- 10.0%

+ 2.8%

+ 2.1%

Change in  
New Listings

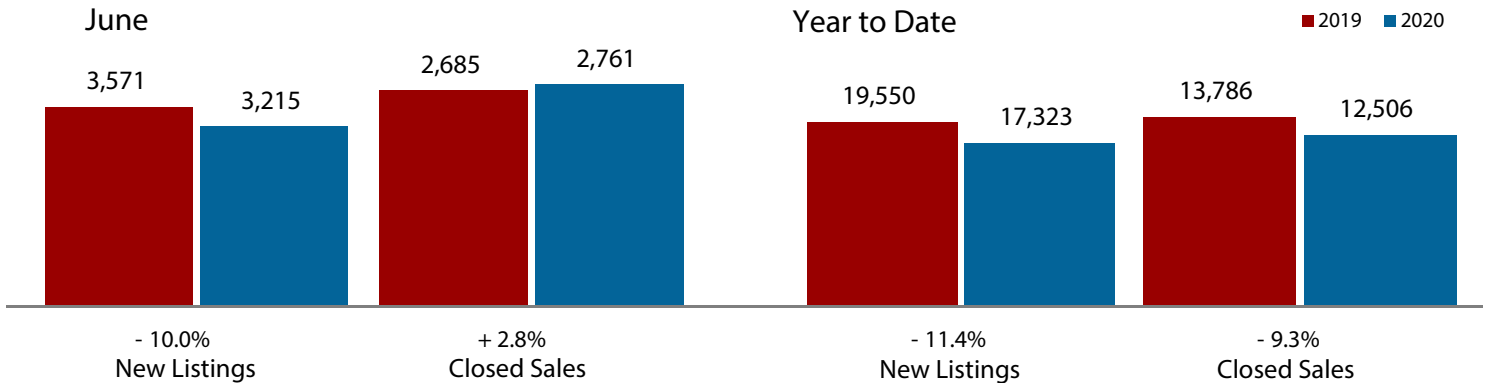
Change in  
Closed Sales

Change in  
Median Sales Price

## Tarrant County

|  | June      |           |         | Year to Date |           |         |
|--|-----------|-----------|---------|--------------|-----------|---------|
|  | 2019      | 2020      | + / -   | 2019         | 2020      | + / -   |
| New Listings                             | 3,571     | 3,215     | - 10.0% | 19,550       | 17,323    | - 11.4% |
| Pending Sales                            | 2,694     | 2,917     | + 8.3%  | 15,224       | 14,506    | - 4.7%  |
| Closed Sales                             | 2,685     | 2,761     | + 2.8%  | 13,786       | 12,506    | - 9.3%  |
| Average Sales Price*                     | \$304,442 | \$310,740 | + 2.1%  | \$287,822    | \$296,198 | + 2.9%  |
| Median Sales Price*                      | \$250,000 | \$255,250 | + 2.1%  | \$239,900    | \$249,900 | + 4.2%  |
| Percent of Original List Price Received* | 98.0%     | 97.9%     | - 0.1%  | 97.3%        | 97.3%     | 0.0%    |
| Days on Market Until Sale                | 32        | 36        | + 12.5% | 40           | 41        | + 2.5%  |
| Inventory of Homes for Sale              | 6,088     | 4,222     | - 30.7% | --           | --        | --      |
| Months Supply of Inventory               | 2.6       | 1.8       | - 33.3% | --           | --        | --      |

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### Median Sales Price - Rolling 12-Month Calculation

