

# Local Market Updates

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



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## JANUARY 2021

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

# Local Market Update

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



## Collin County

**+ 2.2%**

Change in  
New Listings

**+ 8.6%**

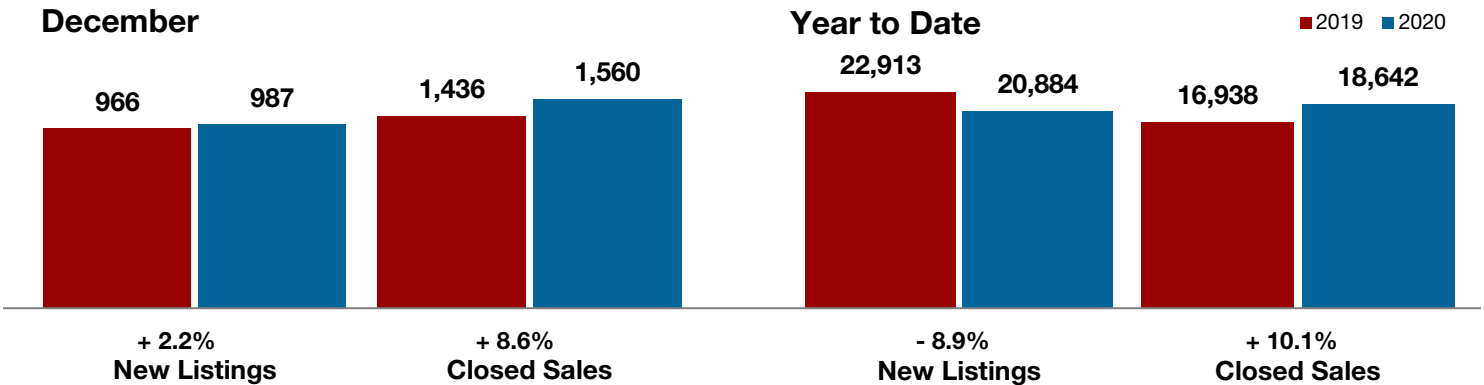
Change in  
Closed Sales

**+ 7.6%**

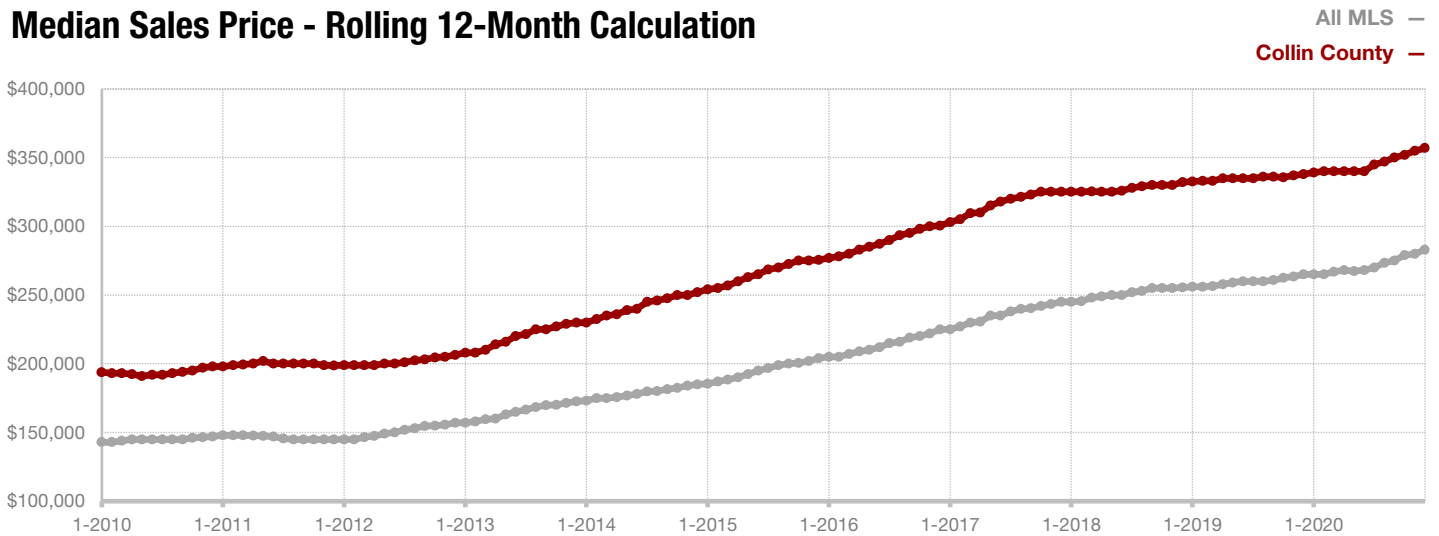
Change in  
Median Sales Price

	December			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	966	<b>987</b>	+ 2.2%	22,913	<b>20,884</b>	- 8.9%
Pending Sales	1,015	<b>1,073</b>	+ 5.7%	17,066	<b>19,029</b>	+ 11.5%
Closed Sales	1,436	<b>1,560</b>	+ 8.6%	16,938	<b>18,642</b>	+ 10.1%
Average Sales Price*	\$380,405	<b>\$420,627</b>	+ 10.6%	\$378,134	<b>\$402,326</b>	+ 6.4%
Median Sales Price*	\$340,000	<b>\$366,000</b>	+ 7.6%	\$338,000	<b>\$357,000</b>	+ 5.6%
Percent of Original List Price Received*	95.1%	<b>98.6%</b>	+ 3.7%	95.7%	<b>97.3%</b>	+ 1.7%
Days on Market Until Sale	69	<b>37</b>	- 46.4%	60	<b>47</b>	- 21.7%
Inventory of Homes for Sale	3,630	<b>1,244</b>	- 65.7%	--	--	--
Months Supply of Inventory	2.6	<b>0.8</b>	- 66.7%	--	--	--

\* 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

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**+ 7.6%**

Change in  
New Listings

**+ 6.7%**

Change in  
Closed Sales

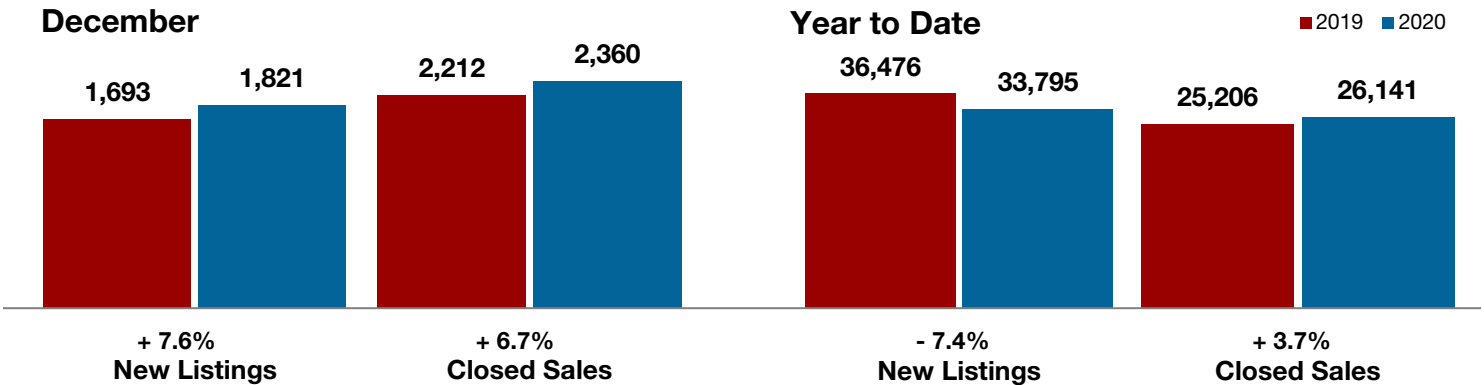
**+ 16.0%**

Change in  
Median Sales Price

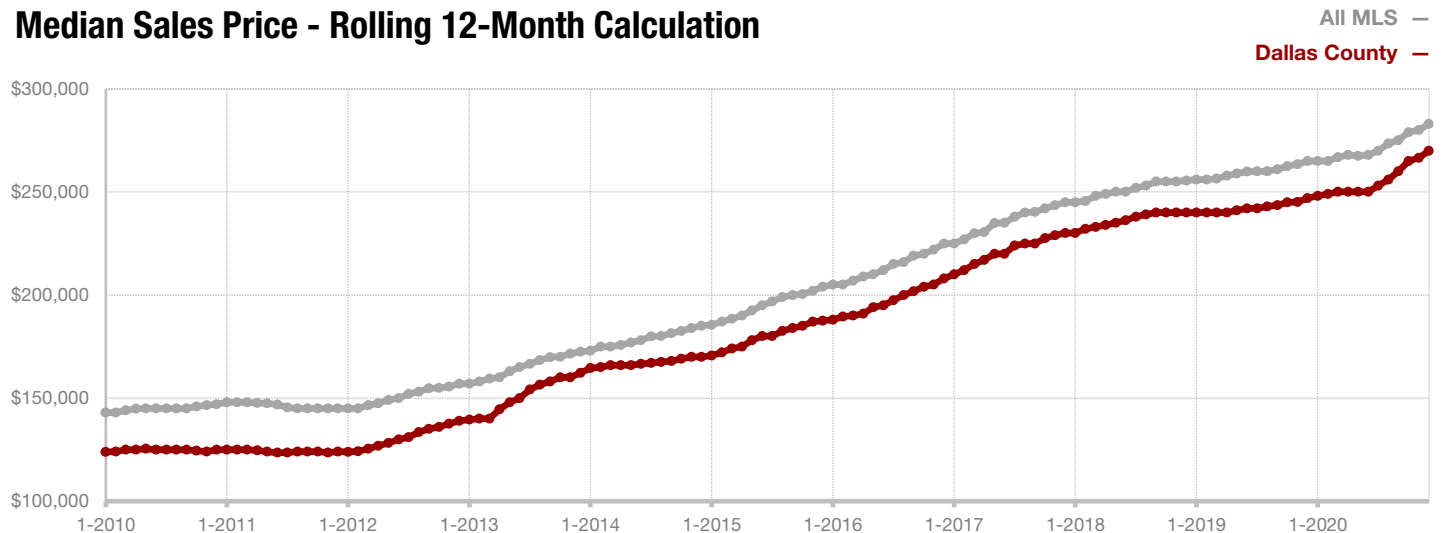
## Dallas County

	December			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	1,693	<b>1,821</b>	+ 7.6%	36,476	<b>33,795</b>	- 7.4%
Pending Sales	1,568	<b>1,717</b>	+ 9.5%	25,417	<b>26,606</b>	+ 4.7%
Closed Sales	2,212	<b>2,360</b>	+ 6.7%	25,206	<b>26,141</b>	+ 3.7%
Average Sales Price*	\$376,921	<b>\$430,473</b>	+ 14.2%	\$355,916	<b>\$389,240</b>	+ 9.4%
Median Sales Price*	\$250,000	<b>\$290,000</b>	+ 16.0%	\$247,000	<b>\$270,000</b>	+ 9.3%
Percent of Original List Price Received*	94.8%	<b>97.2%</b>	+ 2.5%	95.9%	<b>96.7%</b>	+ 0.8%
Days on Market Until Sale	53	<b>40</b>	- 24.5%	44	<b>42</b>	- 4.5%
Inventory of Homes for Sale	5,638	<b>3,515</b>	- 37.7%	--	--	--
Months Supply of Inventory	2.7	<b>1.6</b>	- 33.3%	--	--	--

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



# Local Market Update

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**+ 3.9%**

Change in  
New Listings

**+ 4.6%**

Change in  
Closed Sales

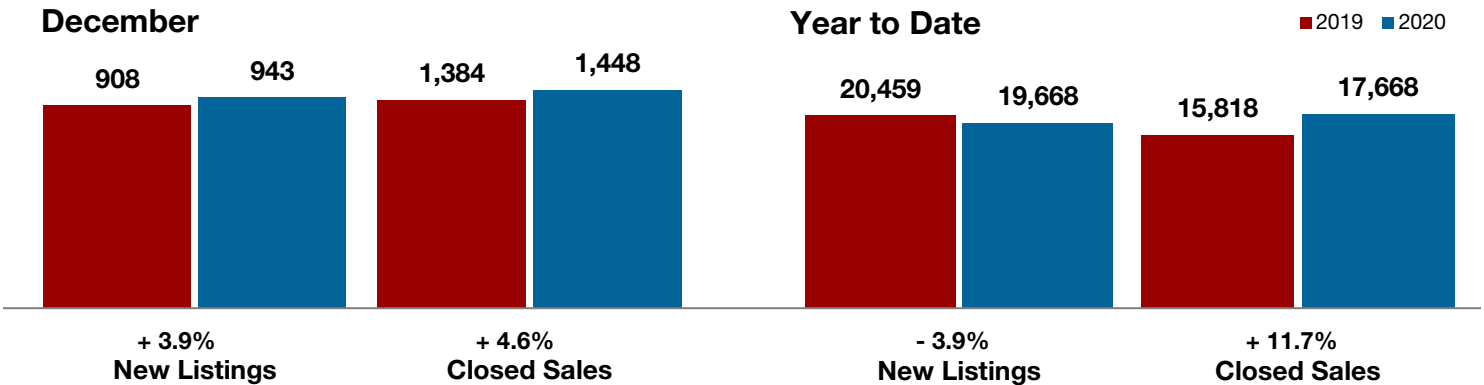
**+ 9.1%**

Change in  
Median Sales Price

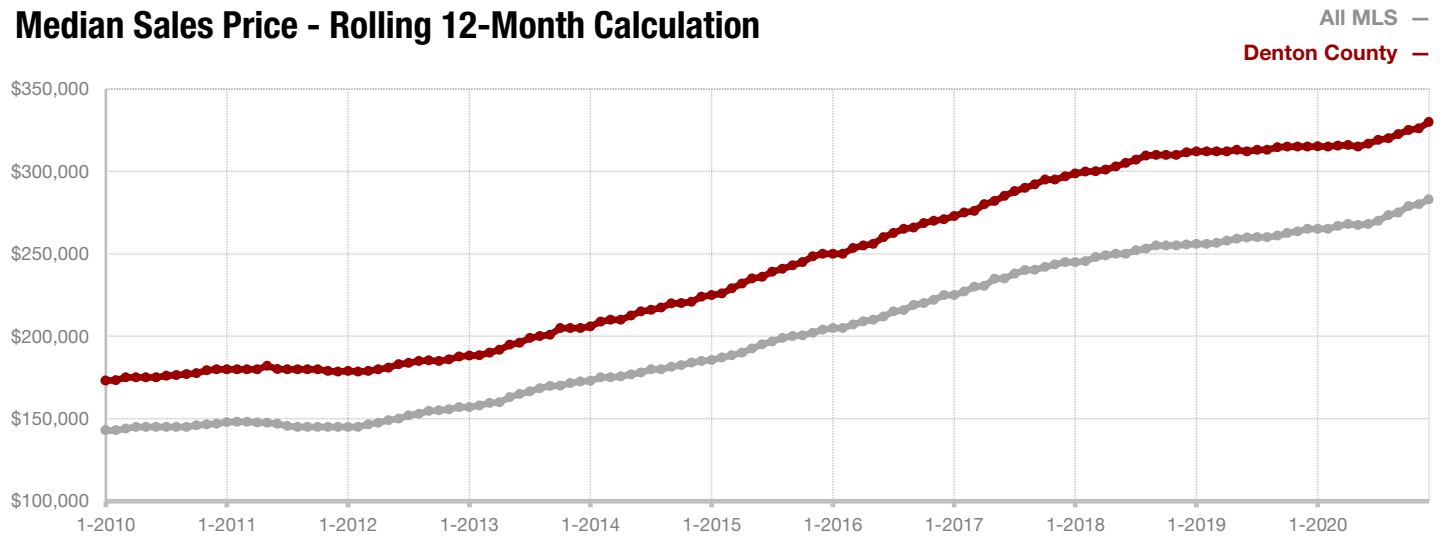
## Denton County

	December			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	908	<b>943</b>	+ 3.9%	20,459	<b>19,668</b>	- 3.9%
Pending Sales	988	<b>998</b>	+ 1.0%	15,924	<b>18,110</b>	+ 13.7%
Closed Sales	1,384	<b>1,448</b>	+ 4.6%	15,818	<b>17,668</b>	+ 11.7%
Average Sales Price*	\$358,838	<b>\$403,255</b>	+ 12.4%	\$361,683	<b>\$380,853</b>	+ 5.3%
Median Sales Price*	\$317,000	<b>\$345,956</b>	+ 9.1%	\$315,000	<b>\$329,900</b>	+ 4.7%
Percent of Original List Price Received*	95.4%	<b>98.7%</b>	+ 3.5%	96.4%	<b>97.7%</b>	+ 1.3%
Days on Market Until Sale	64	<b>35</b>	- 45.3%	54	<b>44</b>	- 18.5%
Inventory of Homes for Sale	3,152	<b>1,208</b>	- 61.7%	--	--	--
Months Supply of Inventory	2.4	<b>0.8</b>	- 50.0%	--	--	--

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## Median Sales Price - Rolling 12-Month Calculation



# Local Market Update

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**+ 14.8%**

**- 11.1%**

**- 3.4%**

Change in  
New Listings

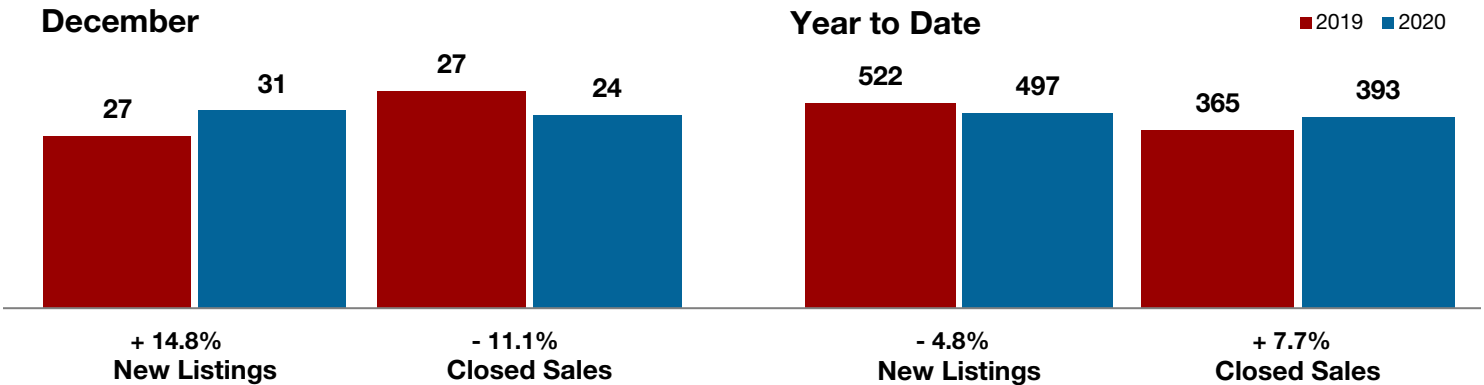
Change in  
Closed Sales

Change in  
Median Sales Price

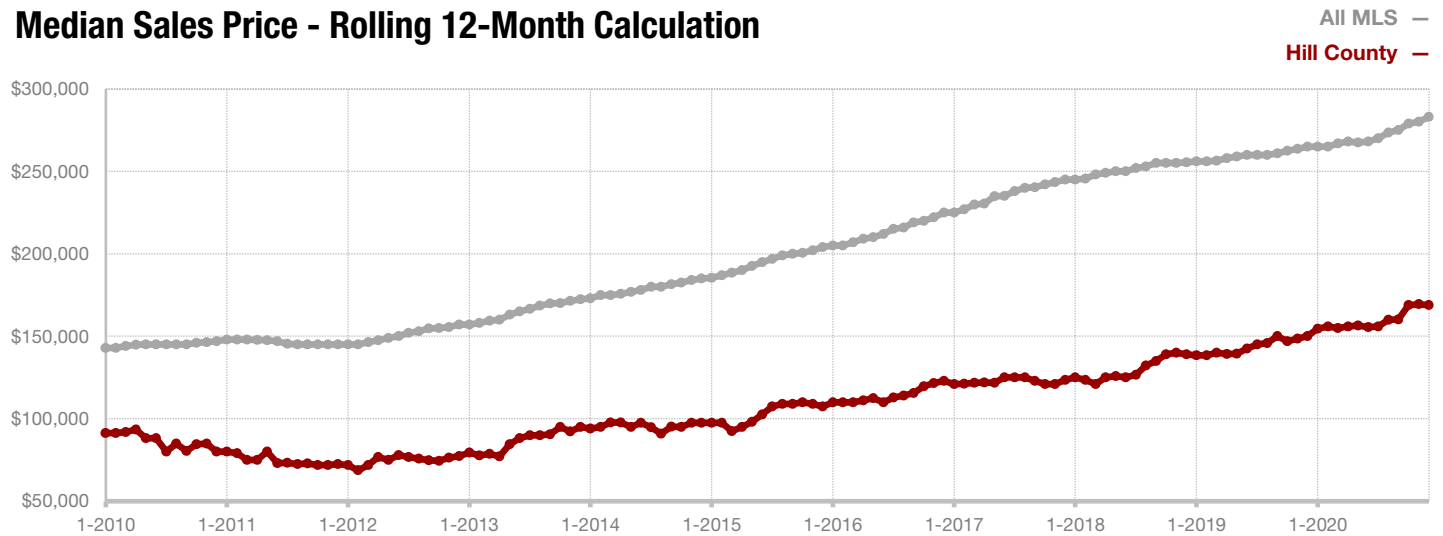
## Hill County

	December			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	27	31	+ 14.8%	522	497	- 4.8%
Pending Sales	19	35	+ 84.2%	374	412	+ 10.2%
Closed Sales	27	24	- 11.1%	365	393	+ 7.7%
Average Sales Price*	\$187,900	<b>\$209,413</b>	+ 11.4%	\$177,613	<b>\$204,347</b>	+ 15.1%
Median Sales Price*	\$176,736	<b>\$170,700</b>	- 3.4%	\$150,000	<b>\$169,000</b>	+ 12.7%
Percent of Original List Price Received*	93.2%	<b>94.7%</b>	+ 1.6%	92.7%	<b>93.3%</b>	+ 0.6%
Days on Market Until Sale	64	44	- 31.3%	70	72	+ 2.9%
Inventory of Homes for Sale	129	86	- 33.3%	--	--	--
Months Supply of Inventory	4.1	2.5	- 25.0%	--	--	--

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## Median Sales Price - Rolling 12-Month Calculation



# Local Market Update

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**- 3.3%**

**+ 18.6%**

**+ 5.7%**

Change in  
New Listings

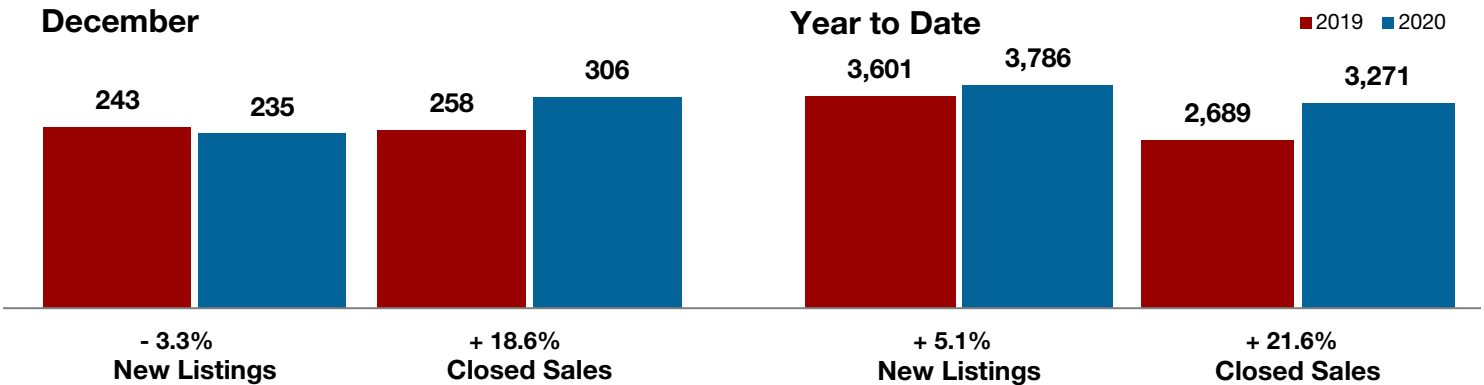
Change in  
Closed Sales

Change in  
Median Sales Price

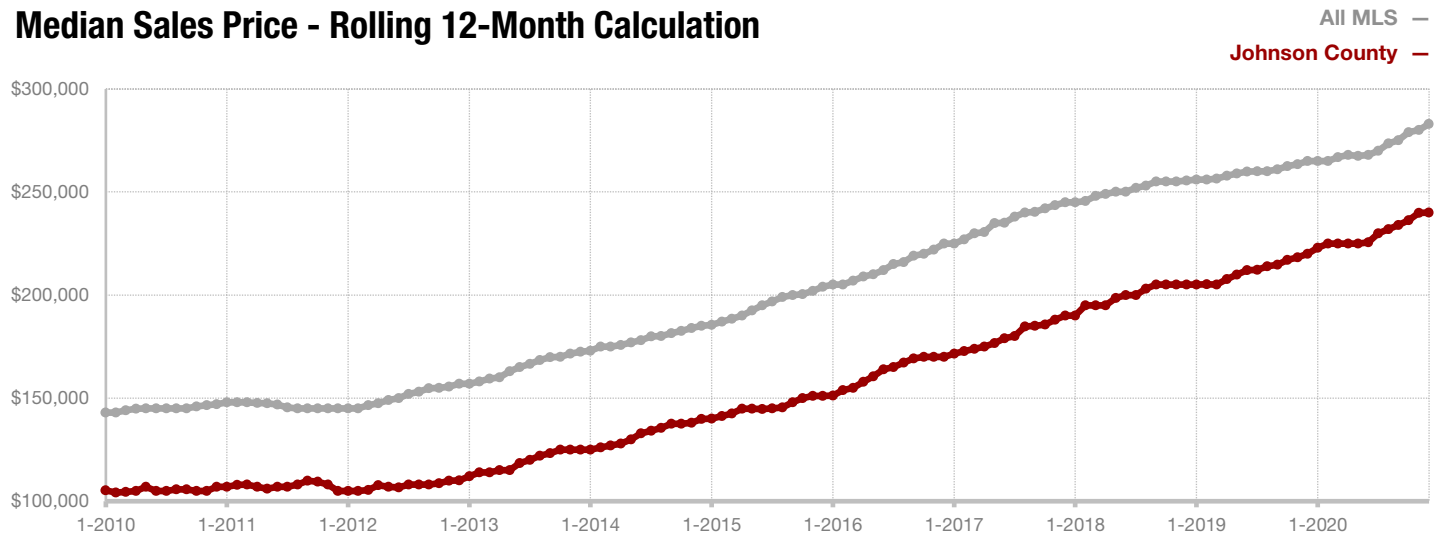
## Johnson County

	December			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	243	235	- 3.3%	3,601	3,786	+ 5.1%
Pending Sales	177	201	+ 13.6%	2,711	3,380	+ 24.7%
Closed Sales	258	306	+ 18.6%	2,689	3,271	+ 21.6%
Average Sales Price*	\$251,298	\$271,688	+ 8.1%	\$242,574	\$266,341	+ 9.8%
Median Sales Price*	\$235,355	\$248,700	+ 5.7%	\$220,000	\$240,000	+ 9.1%
Percent of Original List Price Received*	96.0%	98.0%	+ 2.1%	96.8%	97.7%	+ 0.9%
Days on Market Until Sale	52	31	- 40.4%	47	47	0.0%
Inventory of Homes for Sale	698	379	- 45.7%	--	--	--
Months Supply of Inventory	3.1	1.3	- 66.7%	--	--	--

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## Median Sales Price - Rolling 12-Month Calculation



# Local Market Update

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**+ 16.2%**

**+ 42.5%**

**+ 16.9%**

Change in  
New Listings

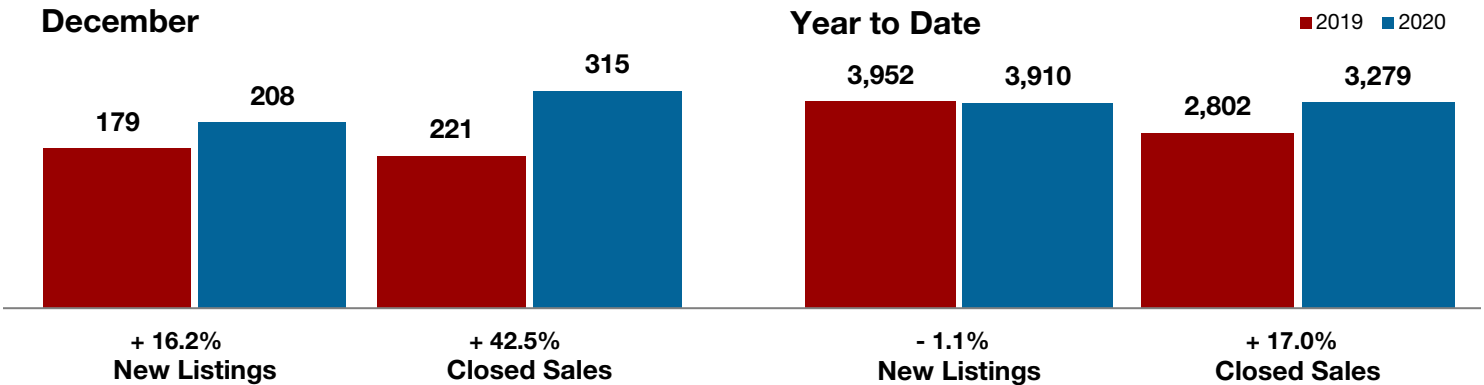
Change in  
Closed Sales

Change in  
Median Sales Price

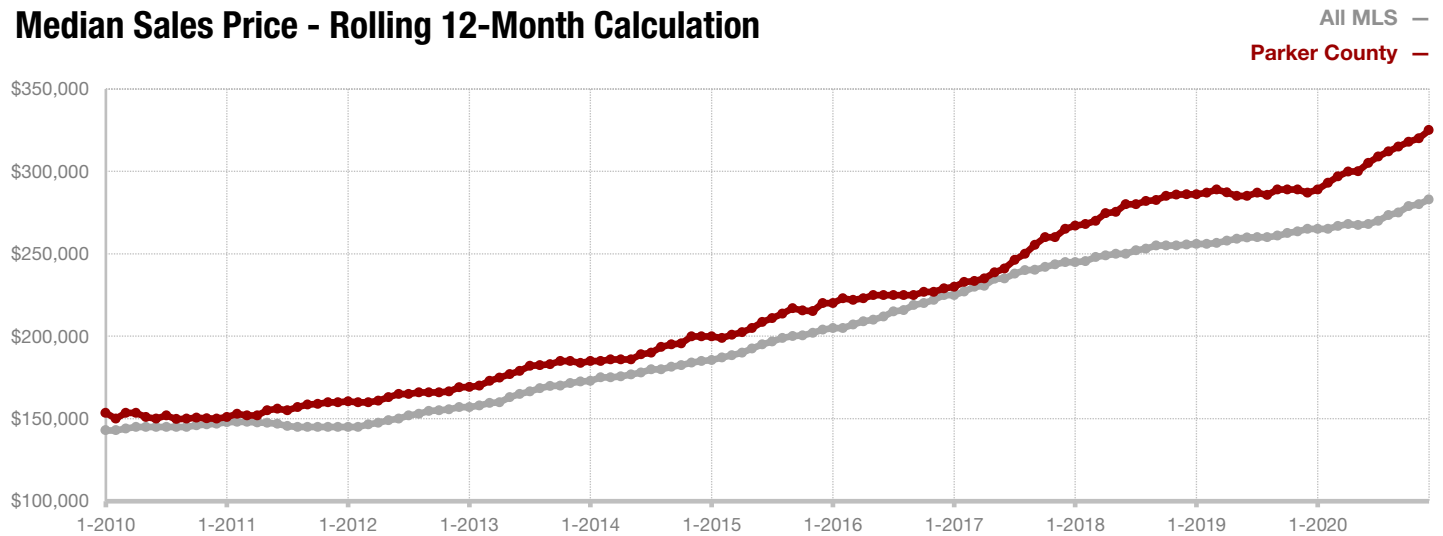
## Parker County

	December			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	179	208	+ 16.2%	3,952	3,910	- 1.1%
Pending Sales	142	184	+ 29.6%	2,814	3,408	+ 21.1%
Closed Sales	221	315	+ 42.5%	2,802	3,279	+ 17.0%
Average Sales Price*	\$305,400	\$378,279	+ 23.9%	\$319,364	\$360,373	+ 12.8%
Median Sales Price*	\$278,000	\$325,000	+ 16.9%	\$287,015	\$325,000	+ 13.2%
Percent of Original List Price Received*	94.3%	98.0%	+ 3.9%	96.1%	96.9%	+ 0.8%
Days on Market Until Sale	73	51	- 30.1%	59	65	+ 10.2%
Inventory of Homes for Sale	854	479	- 43.9%	--	--	--
Months Supply of Inventory	3.6	1.7	- 50.0%	--	--	--

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



# Local Market Update

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**+ 0.1%**

**+ 12.6%**

**+ 10.2%**

Change in  
New Listings

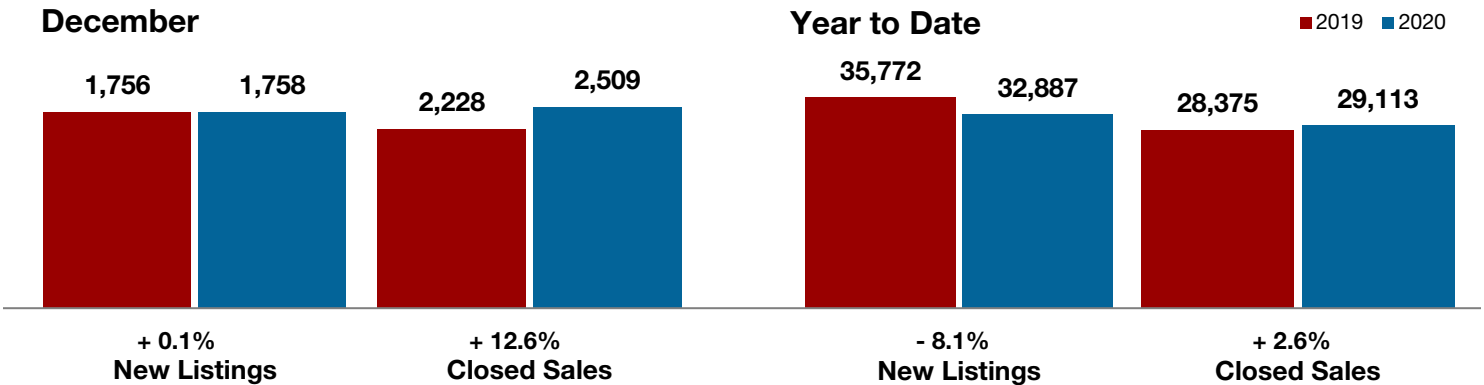
Change in  
Closed Sales

Change in  
Median Sales Price

## Tarrant County

	December			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	1,756	<b>1,758</b>	+ 0.1%	35,772	<b>32,887</b>	- 8.1%
Pending Sales	1,674	<b>1,672</b>	- 0.1%	28,528	<b>29,662</b>	+ 4.0%
Closed Sales	2,228	<b>2,509</b>	+ 12.6%	28,375	<b>29,113</b>	+ 2.6%
Average Sales Price*	\$297,010	<b>\$330,492</b>	+ 11.3%	\$289,121	<b>\$310,394</b>	+ 7.4%
Median Sales Price*	\$245,000	<b>\$270,000</b>	+ 10.2%	\$242,000	<b>\$257,000</b>	+ 6.2%
Percent of Original List Price Received*	96.4%	<b>98.3%</b>	+ 2.0%	97.1%	<b>97.9%</b>	+ 0.8%
Days on Market Until Sale	49	<b>31</b>	- 36.7%	40	<b>36</b>	- 10.0%
Inventory of Homes for Sale	4,718	<b>2,204</b>	- 53.3%	--	--	--
Months Supply of Inventory	2.0	<b>0.9</b>	- 50.0%	--	--	--

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

