

# Monthly Indicators

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



## April 2021

April was another strong month for home sales. The busy spring market continues to see many multiple offer situations driving sales prices above asking price. With such strong activity, by the time a property sale closes, the market may have already moved higher than that sold price suggests. Such markets can create stress and frustration for prospective homebuyers, who are frequently having to submit offers on multiple properties before they are able to secure a purchase.

New Listings were up in the North Texas region 20.1 percent to 14,427. Pending Sales increased 25.9 percent to 11,560. Inventory shrank 67.8 percent to 12,436 units.

Prices moved higher as Median Sales Price was up 17.4 percent to \$316,883. Days on Market decreased 47.2 percent to 28. Months Supply of Inventory was down 71.8 percent to 1.1 months., indicating that demand increased relative to supply.

In the spirit of the great Wayne Gretzky, buyers, sellers, and their agents are all trying their best to skate where the puck, or rather, the housing market, is going, not where it has been. While housing affordability remains an area to watch as prices continue to rise, strong buyer demand and limited housing supply show no signs of easing soon, pointing to a continuation of this market trend through spring and into summer.

## Quick Facts

**+ 27.1%**      **+ 17.4%**      **- 67.8%**

Change in  
Closed Sales

Change in  
Median Sales Price

Change in  
Inventory

Market Overview	2
New Listings	3
Pending Sales	4
Closed Sales	5
Days On Market Until Sale	6
Median Sales Price	7
Percent of Original List Price Received	8
Housing Affordability Index	9
Inventory of Homes for Sale	10
Months Supply of Homes for Sale	11



# Market Overview

Key market metrics for the current month and year-to-date.



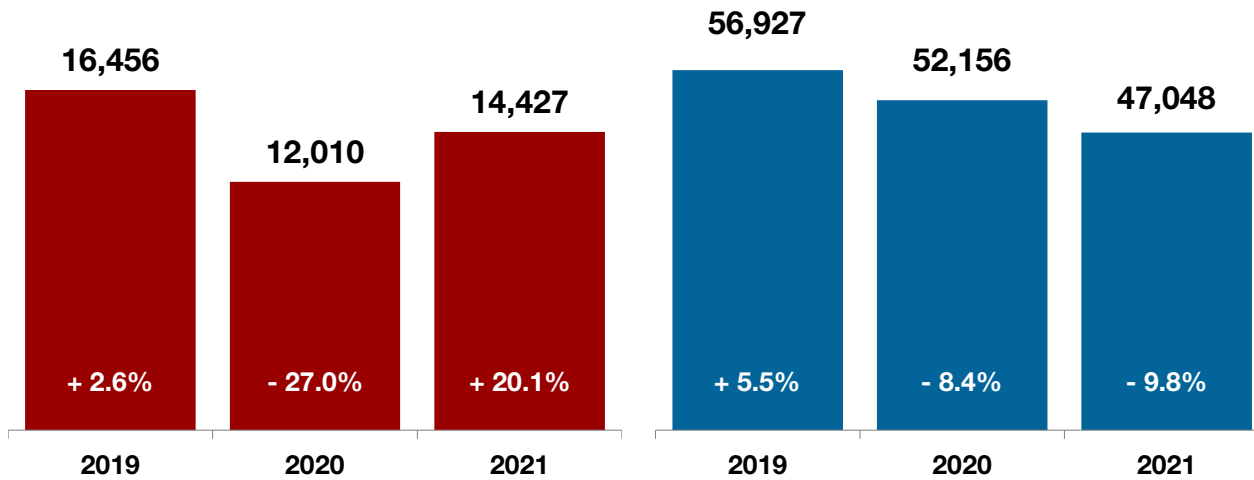
Key Metrics	Historical Sparklines	4-2020	4-2021	+/-	YTD 2020	YTD 2021	+/-
<b>New Listings</b>		12,010	<b>14,427</b>	+ 20.1%	52,156	<b>47,048</b>	- 9.8%
<b>Pending Sales</b>		9,183	<b>11,560</b>	+ 25.9%	38,864	<b>43,445</b>	+ 11.8%
<b>Closed Sales</b>		8,880	<b>11,284</b>	+ 27.1%	34,891	<b>38,312</b>	+ 9.8%
<b>Days on Market Until Sale</b>		53	<b>28</b>	- 47.2%	59	<b>37</b>	- 37.3%
<b>Median Sales Price</b>		\$270,000	<b>\$316,883</b>	+ 17.4%	\$263,000	<b>\$300,000</b>	+ 14.1%
<b>Percent of Original List Price Received</b>		96.6%	<b>101.1%</b>	+ 4.7%	96.0%	<b>99.4%</b>	+ 3.5%
<b>Housing Affordability Index</b>		131	<b>115</b>	- 12.2%	135	<b>121</b>	- 10.4%
<b>Inventory of Homes for Sale</b>		38,680	<b>12,436</b>	- 67.8%	--	--	--
<b>Months Supply of Homes for Sale</b>		3.9	<b>1.1</b>	- 71.8%	--	--	--

# New Listings

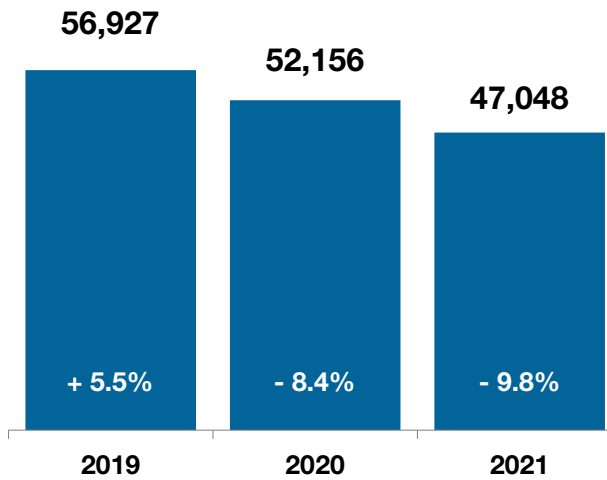
A count of the properties that have been newly listed on the market in a given month.



## April

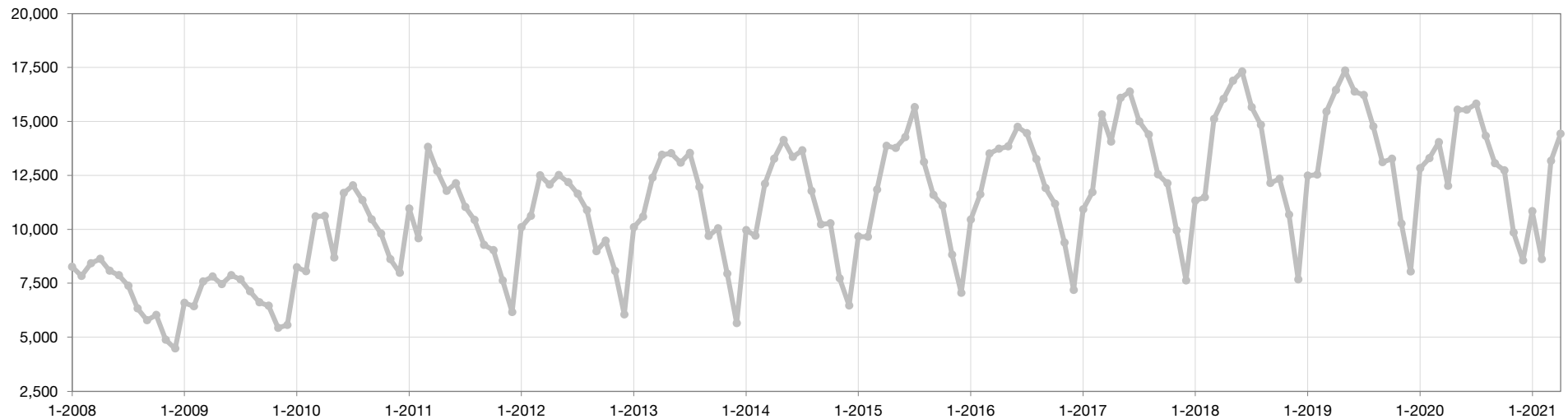


## Year to Date



Month	Prior Year	Current Year	+ / -
May	17,359	15,533	-10.5%
June	16,386	15,537	-5.2%
July	16,225	15,823	-2.5%
August	14,770	14,328	-3.0%
September	13,107	13,054	-0.4%
October	13,262	12,730	-4.0%
November	10,268	9,847	-4.1%
December	8,043	8,555	+6.4%
January	12,824	10,840	-15.5%
February	13,288	8,611	-35.2%
March	14,034	13,170	-6.2%
April	12,010	14,427	+20.1%
12-Month Avg	13,465	12,705	-5.6%

## Historical New Listings

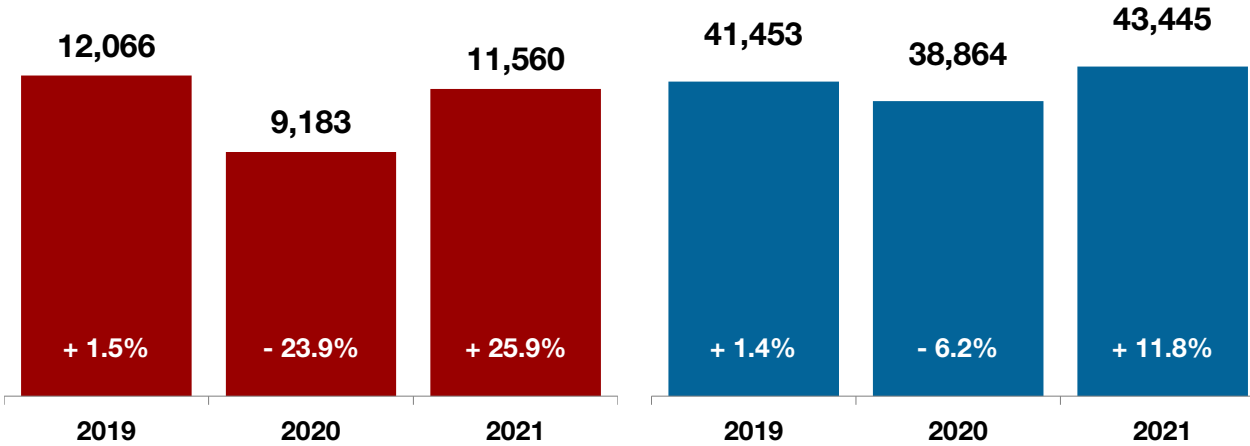


# Pending Sales

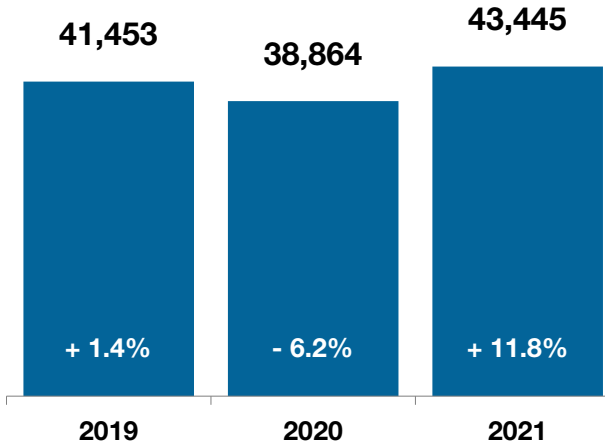
A count of the properties on which offers have been accepted in a given month.



## April

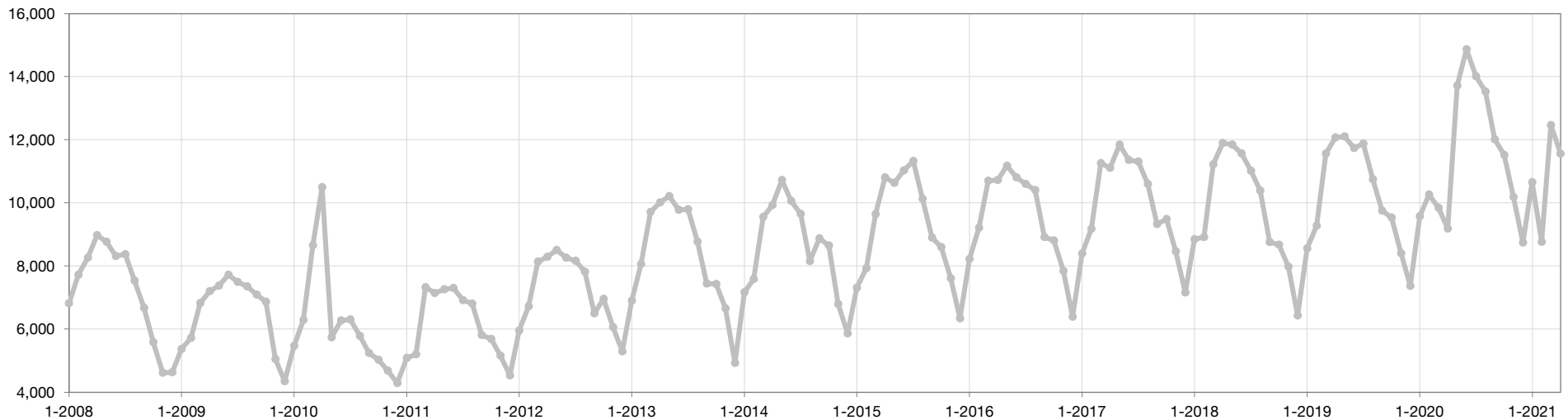


## Year to Date



Month	Prior Year	Current Year	+ / -
May	12,105	13,721	+13.3%
June	11,734	14,867	+26.7%
July	11,877	14,010	+18.0%
August	10,747	13,523	+25.8%
September	9,754	12,009	+23.1%
October	9,534	11,517	+20.8%
November	8,404	10,186	+21.2%
December	7,366	8,737	+18.6%
January	9,576	10,657	+11.3%
February	10,263	8,766	-14.6%
March	9,842	12,462	+26.6%
April	9,183	11,560	+25.9%
12-Month Avg	10,032	11,835	+18.0%

## Historical Pending Sales

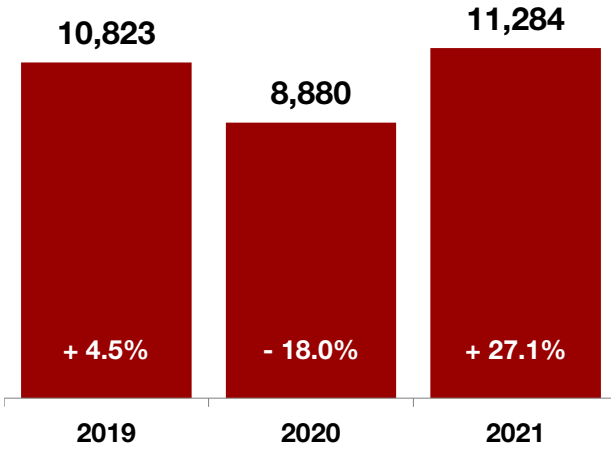


# Closed Sales

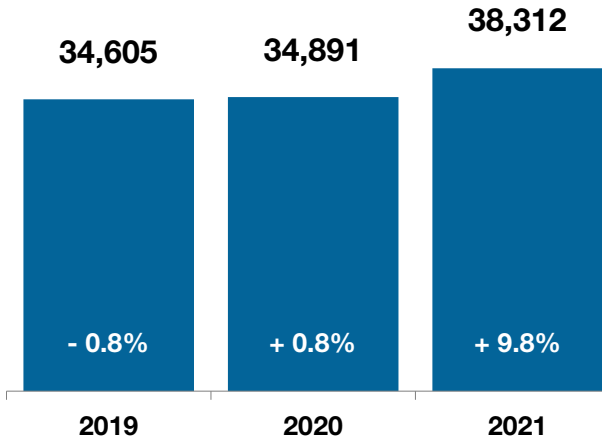
A count of the actual sales that closed in a given month.



## April

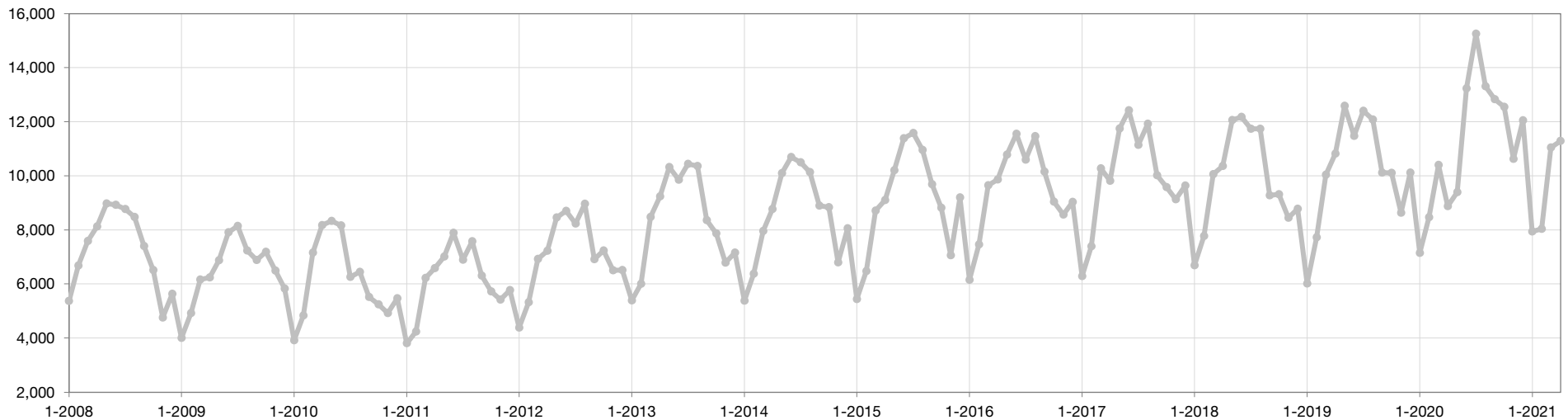


## Year to Date



Month	Prior Year	Current Year	+ / -
May	12,589	<b>9,394</b>	-25.4%
June	11,471	<b>13,235</b>	+15.4%
July	12,398	<b>15,254</b>	+23.0%
August	12,077	<b>13,310</b>	+10.2%
September	10,113	<b>12,833</b>	+26.9%
October	10,104	<b>12,549</b>	+24.2%
November	8,633	<b>10,627</b>	+23.1%
December	10,114	<b>12,052</b>	+19.2%
January	7,147	<b>7,942</b>	+11.1%
February	8,463	<b>8,038</b>	-5.0%
March	10,401	<b>11,048</b>	+6.2%
April	8,880	<b>11,284</b>	+27.1%
12-Month Avg	10,199	<b>11,464</b>	+12.4%

## Historical Closed Sales



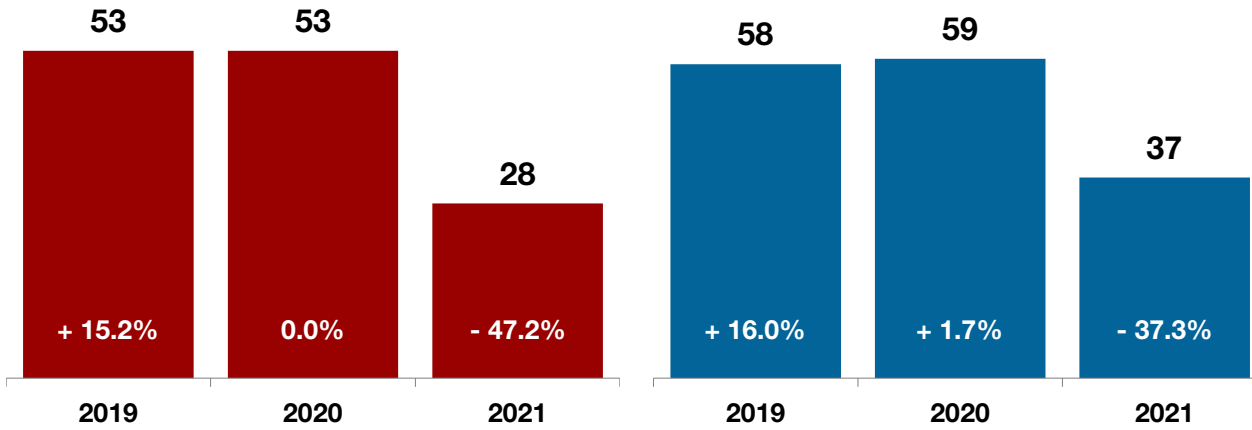
# Days on Market Until Sale

Average number of days between when a property is listed and when an offer is accepted in a given month.



## April

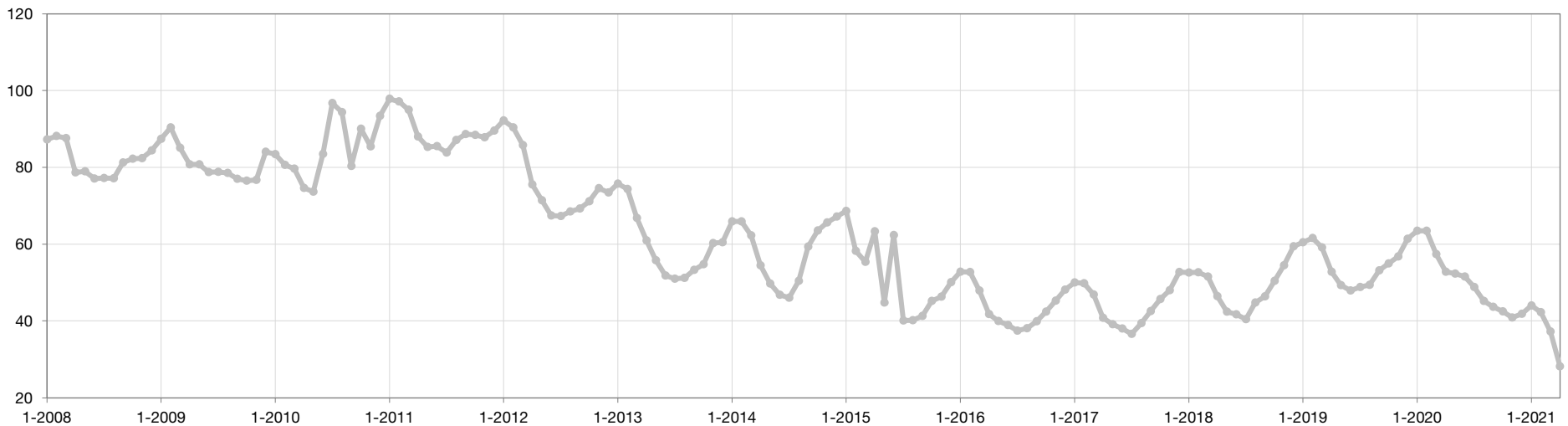
## Year to Date



Month	Prior Year	Current Year	+ / -
May	49	52	+6.1%
June	48	52	+8.3%
July	49	49	0.0%
August	49	45	-8.2%
September	53	44	-17.0%
October	55	42	-23.6%
November	57	41	-28.1%
December	61	42	-31.1%
January	63	44	-30.2%
February	63	42	-33.3%
March	57	37	-35.1%
April	53	28	-47.2%
12-Month Avg*	54	43	-20.4%

\* Days on Market for all properties from May 2020 through April 2021. This is not the average of the individual figures above.

## Historical Days on Market Until Sale

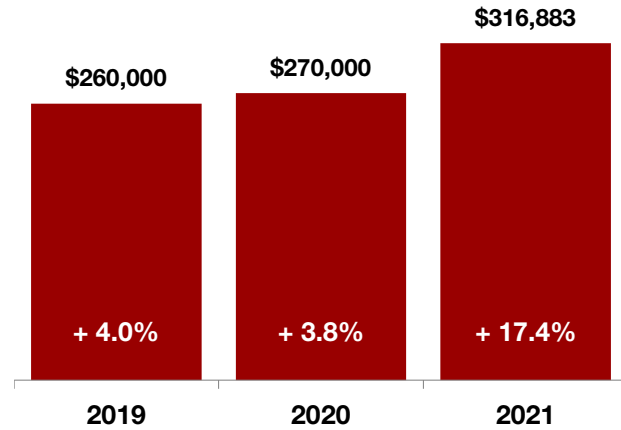


# Median Sales Price

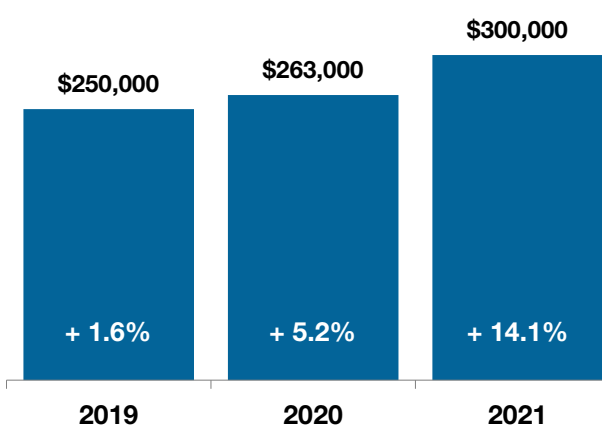
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## April



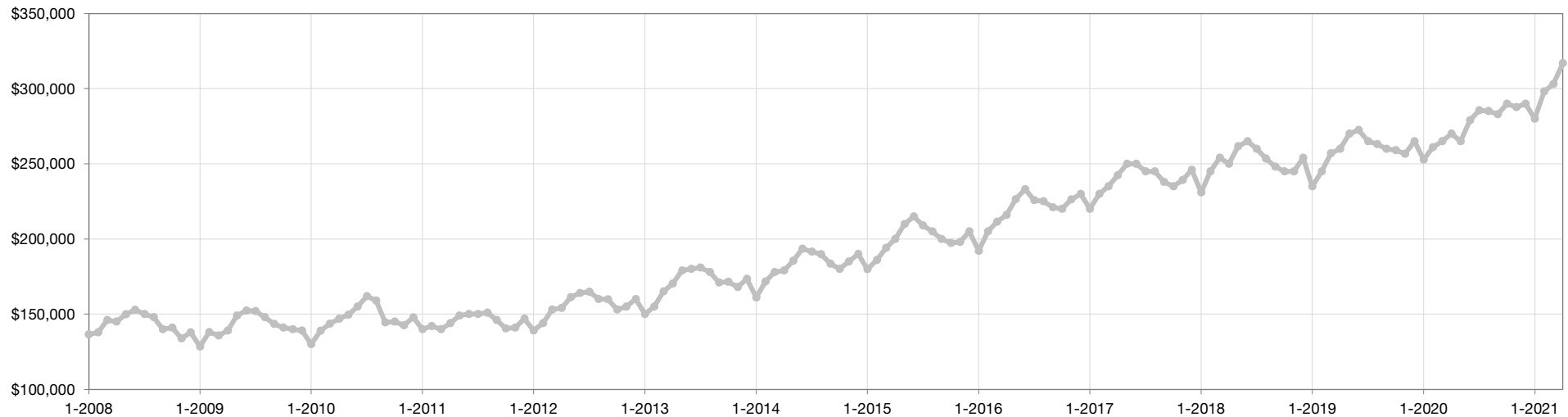
## Year to Date



Month	Prior Year	Current Year	+ / -
May	\$270,000	\$265,000	-1.9%
June	\$272,500	\$279,000	+2.4%
July	\$265,000	\$285,635	+7.8%
August	\$263,000	\$285,000	+8.4%
September	\$259,900	\$283,000	+8.9%
October	\$259,000	\$290,000	+12.0%
November	\$256,539	\$287,651	+12.1%
December	\$265,000	\$290,000	+9.4%
January	\$252,750	\$280,000	+10.8%
February	\$261,000	\$298,150	+14.2%
March	\$265,000	\$303,000	+14.3%
April	\$270,000	\$316,883	+17.4%
12-Month Avg*	\$264,000	\$288,900	+9.4%

\* Median Sales Price for all properties from May 2020 through April 2021. This is not the average of the individual figures above.

## Historical Median Sales Price



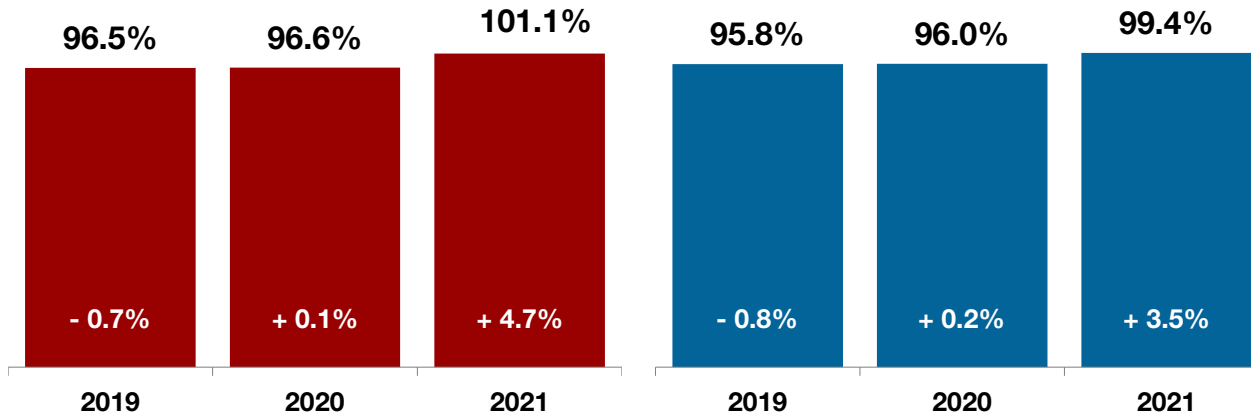
# Percent of Original List Price Received

Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## April

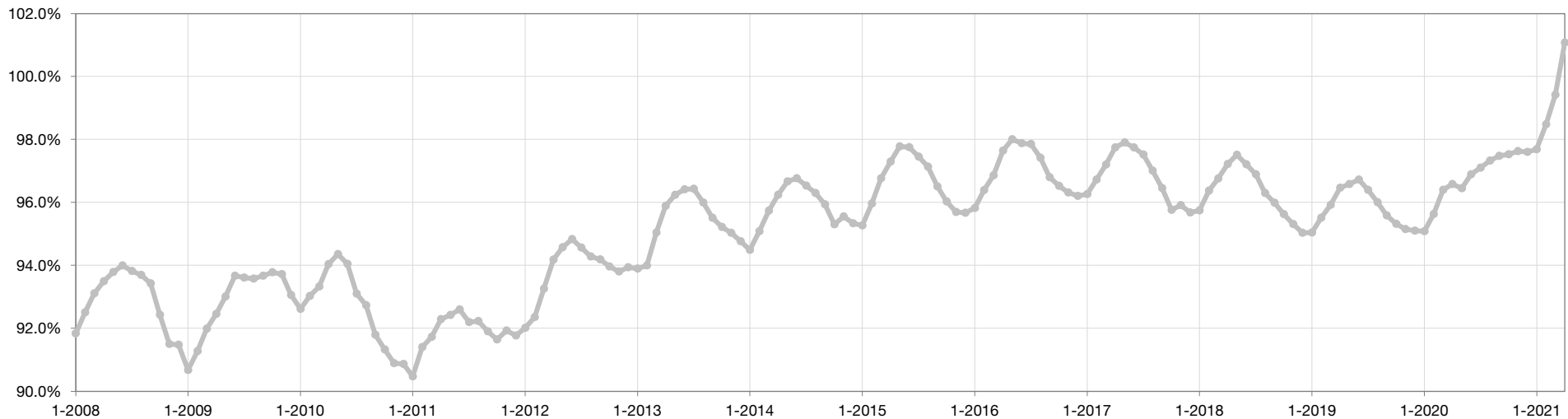
## Year to Date



Month	Prior Year	Current Year	+ / -
May	96.6%	<b>96.4%</b>	-0.2%
June	96.7%	<b>96.9%</b>	+0.2%
July	96.4%	<b>97.1%</b>	+0.7%
August	96.0%	<b>97.3%</b>	+1.4%
September	95.6%	<b>97.5%</b>	+2.0%
October	95.3%	<b>97.5%</b>	+2.3%
November	95.1%	<b>97.6%</b>	+2.6%
December	95.1%	<b>97.6%</b>	+2.6%
January	95.1%	<b>97.7%</b>	+2.7%
February	95.6%	<b>98.5%</b>	+3.0%
March	96.4%	<b>99.4%</b>	+3.1%
April	96.6%	<b>101.1%</b>	+4.7%
12-Month Avg*	95.9%	<b>97.8%</b>	+2.0%

\* Pct. of Orig. Price Received for all properties from May 2020 through April 2021. This is not the average of the individual figures above.

## Historical Percent of Original List Price Received



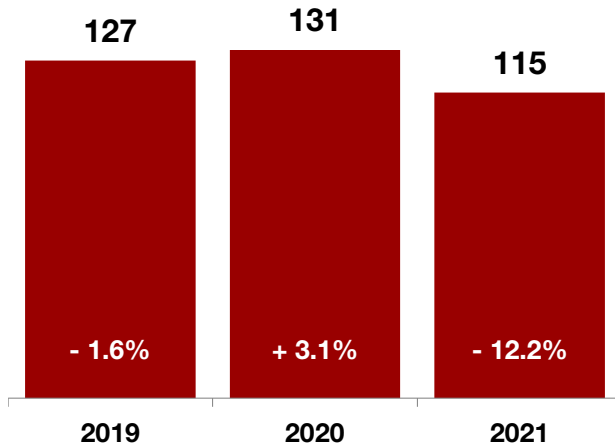


# Housing Affordability Index

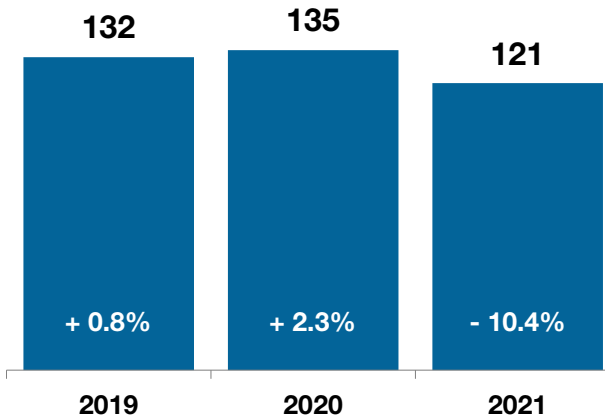
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## April



## Year to Date



Month	Prior Year	Current Year	+ / -
May	123	135	+9.8%
June	125	129	+3.2%
July	128	127	-0.8%
August	132	129	-2.3%
September	134	130	-3.0%
October	133	127	-4.5%
November	135	129	-4.4%
December	128	130	+1.6%
January	136	134	-1.5%
February	134	125	-6.7%
March	132	120	-9.1%
April	131	115	-12.2%
12-Month Avg	131	128	-2.3%

## Historical Housing Affordability Index

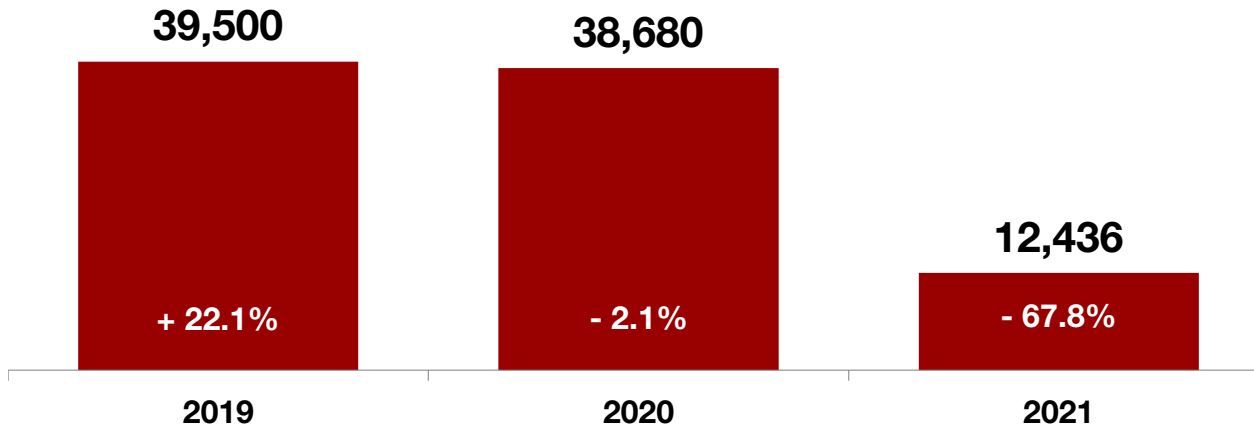


# Inventory of Homes for Sale

The number of properties available for sale in active status at the end of a given month.

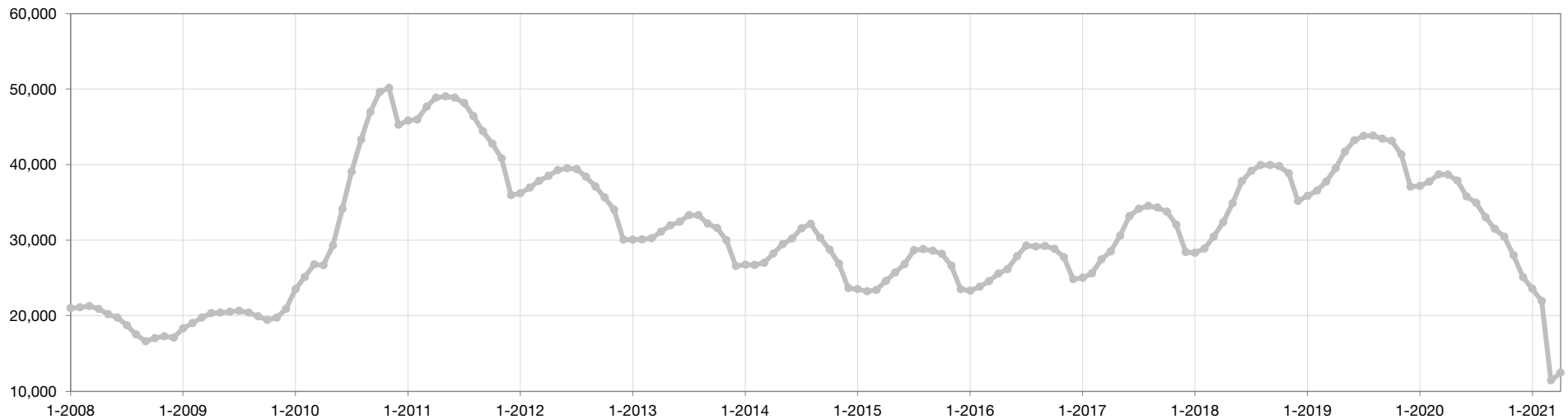


## April



Month	Prior Year	Current Year	+ / -
May	41,709	<b>37,869</b>	-9.2%
June	43,209	<b>35,793</b>	-17.2%
July	43,786	<b>34,935</b>	-20.2%
August	43,847	<b>33,019</b>	-24.7%
September	43,409	<b>31,483</b>	-27.5%
October	43,135	<b>30,440</b>	-29.4%
November	41,367	<b>27,996</b>	-32.3%
December	37,068	<b>25,106</b>	-32.3%
January	37,179	<b>23,585</b>	-36.6%
February	37,726	<b>21,922</b>	-41.9%
March	38,698	<b>11,424</b>	-70.5%
April	38,680	<b>12,436</b>	-67.8%
12-Month Avg	40,818	27,167	-33.4%

## Historical Inventory of Homes for Sale

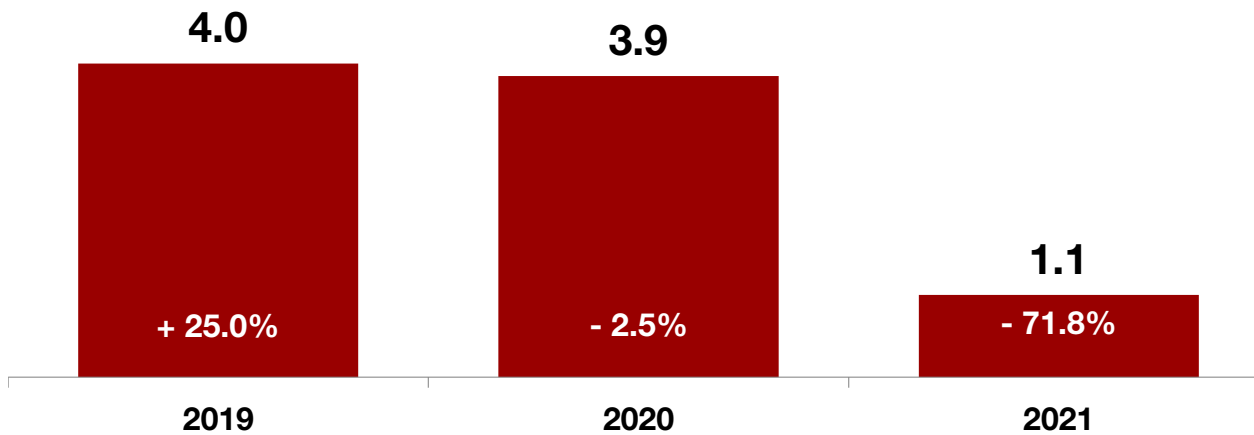


# Months Supply of Homes for Sale

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.



## April



Month	Prior Year	Current Year	+ / -
May	4.2	3.7	-11.9%
June	4.4	3.4	-22.7%
July	4.4	3.3	-25.0%
August	4.4	3.0	-31.8%
September	4.3	2.9	-32.6%
October	4.3	2.7	-37.2%
November	4.1	2.5	-39.0%
December	3.6	2.2	-38.9%
January	3.6	2.0	-44.4%
February	3.6	1.9	-47.2%
March	3.8	1.0	-73.7%
April	3.9	1.1	-71.8%
12-Month Avg*	4.0	2.5	-37.5%

\* Months Supply for all properties from May 2020 through April 2021. This is not the average of the individual figures above.

## Historical Months Supply of Homes for Sale

