

# Monthly Indicators

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



## July 2021

The White House recently announced additional measures to help struggling homeowners avoid foreclosure as they exit forbearance, including loan modifications and payment reductions. Borrowers with federally backed mortgages can lock in lower interest rates and extend the length of their mortgages. For borrowers who can't resume their monthly mortgage, HUD will offer lenders the ability to provide all eligible borrowers with a 25% principal and interest reduction.

New Listings were up in the North Texas region 5.6 percent to 16,713. Pending Sales decreased 16.8 percent to 11,652. Inventory shrank 51.4 percent to 17,003 units.

Prices moved higher as Median Sales Price was up 17.3 percent to \$335,000. Days on Market decreased 59.2 percent to 20. Months Supply of Inventory was down 54.5 percent to 1.5 months., indicating that demand increased relative to supply.

The National Association of REALTORS® reported inventory of homes for sale nationwide rose slightly in June as more sellers list their homes, hoping to take advantage of record-high sales prices across the country. Even with renewed home seller interest, inventory overall remains 18.8% lower than a year ago, according to NAR.

## Quick Facts

**- 18.5%**

**+ 17.3%**

**- 51.4%**

Change in  
Closed Sales

Change in  
Median Sales Price

Change in  
Inventory

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# Market Overview

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



Key Metrics	Historical Sparklines	7-2020	7-2021	+/-	YTD 2020	YTD 2021	+/-
<b>New Listings</b>		15,825	<b>16,713</b>	+ 5.6%	99,051	<b>93,968</b>	- 5.1%
<b>Pending Sales</b>		14,010	<b>11,652</b>	- 16.8%	81,456	<b>81,051</b>	- 0.5%
<b>Closed Sales</b>		15,257	<b>12,439</b>	- 18.5%	72,778	<b>76,243</b>	+ 4.8%
<b>Days on Market Until Sale</b>		49	<b>20</b>	- 59.2%	55	<b>29</b>	- 47.3%
<b>Median Sales Price</b>		\$285,560	<b>\$335,000</b>	+ 17.3%	\$270,000	<b>\$317,500</b>	+ 17.6%
<b>Percent of Original List Price Received</b>		97.1%	<b>102.1%</b>	+ 5.1%	96.4%	<b>100.8%</b>	+ 4.6%
<b>Housing Affordability Index</b>		127	<b>108</b>	- 15.0%	135	<b>114</b>	- 15.6%
<b>Inventory of Homes for Sale</b>		34,996	<b>17,003</b>	- 51.4%	--	--	--
<b>Months Supply of Homes for Sale</b>		3.3	<b>1.5</b>	- 54.5%	--	--	--

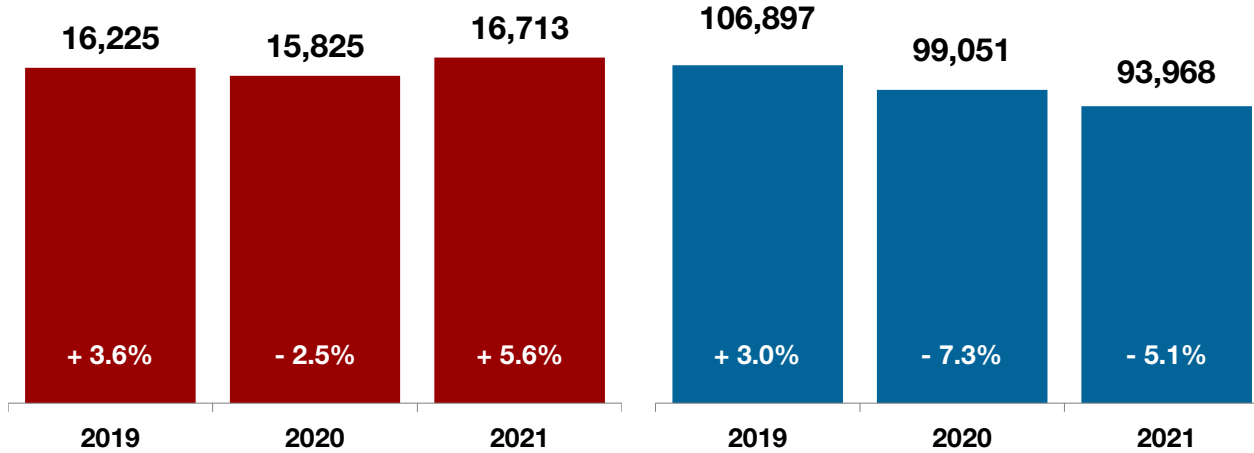
# New Listings

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



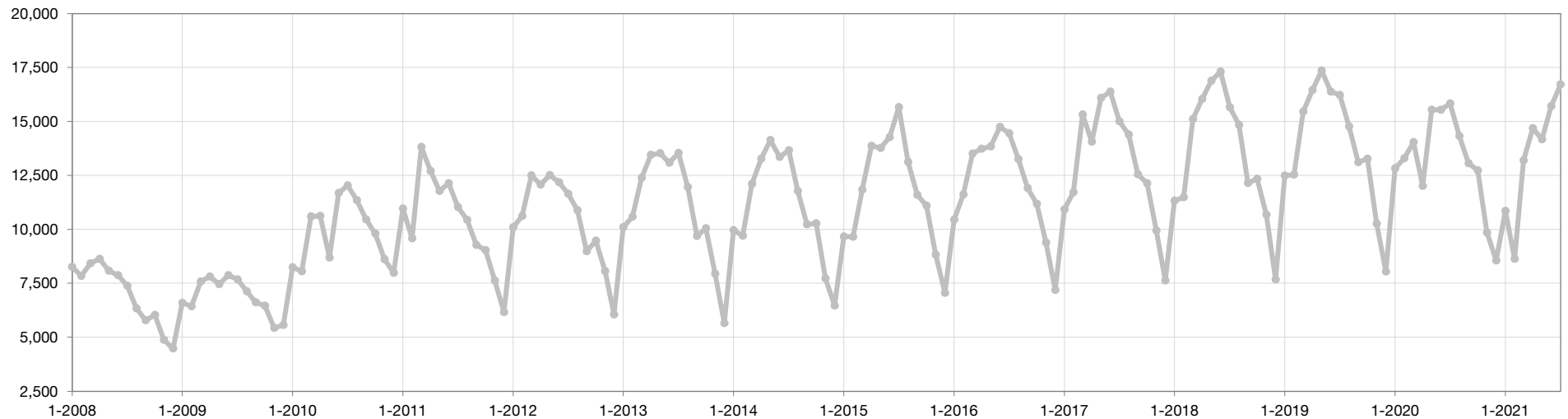
## July

## Year to Date



Month	Prior Year	Current Year	+ / -
August	14,770	<b>14,330</b>	-3.0%
September	13,107	<b>13,060</b>	-0.4%
October	13,262	<b>12,732</b>	-4.0%
November	10,268	<b>9,848</b>	-4.1%
December	8,043	<b>8,560</b>	+6.4%
January	12,824	<b>10,846</b>	-15.4%
February	13,288	<b>8,631</b>	-35.0%
March	14,034	<b>13,192</b>	-6.0%
April	12,010	<b>14,683</b>	+22.3%
May	15,533	<b>14,167</b>	-8.8%
June	15,537	<b>15,713</b>	+1.1%
July	15,825	<b>16,713</b>	+5.6%
12-Month Avg	13,208	<b>12,706</b>	-3.8%

## Historical New Listings



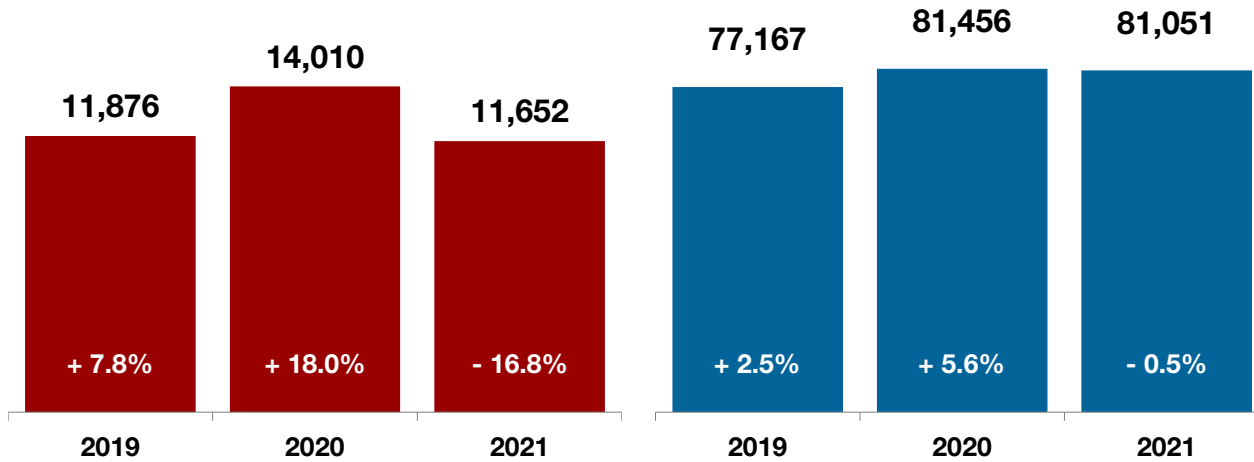
# Pending Sales

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



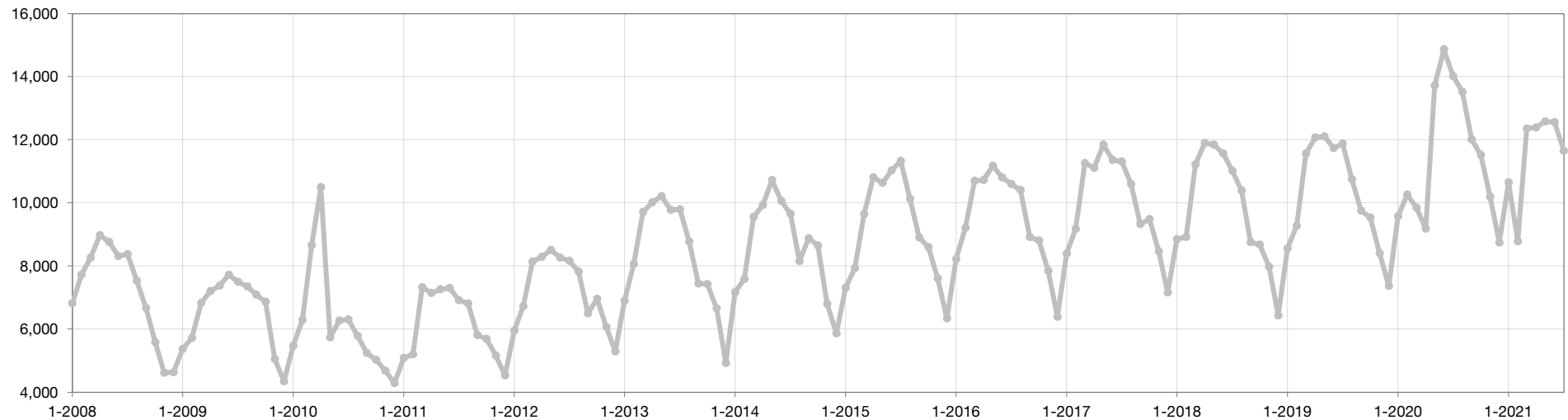
## July

## Year to Date



Month	Prior Year	Current Year	+ / -
August	10,747	<b>13,521</b>	+25.8%
September	9,754	<b>12,013</b>	+23.2%
October	9,534	<b>11,516</b>	+20.8%
November	8,404	<b>10,191</b>	+21.3%
December	7,366	<b>8,739</b>	+18.6%
January	9,575	<b>10,646</b>	+11.2%
February	10,263	<b>8,776</b>	-14.5%
March	9,843	<b>12,357</b>	+25.5%
April	9,182	<b>12,387</b>	+34.9%
May	13,719	<b>12,584</b>	-8.3%
June	14,864	<b>12,559</b>	-15.5%
July	14,010	<b>11,652</b>	-16.8%
12-Month Avg	10,605	<b>11,412</b>	+7.6%

## Historical Pending Sales



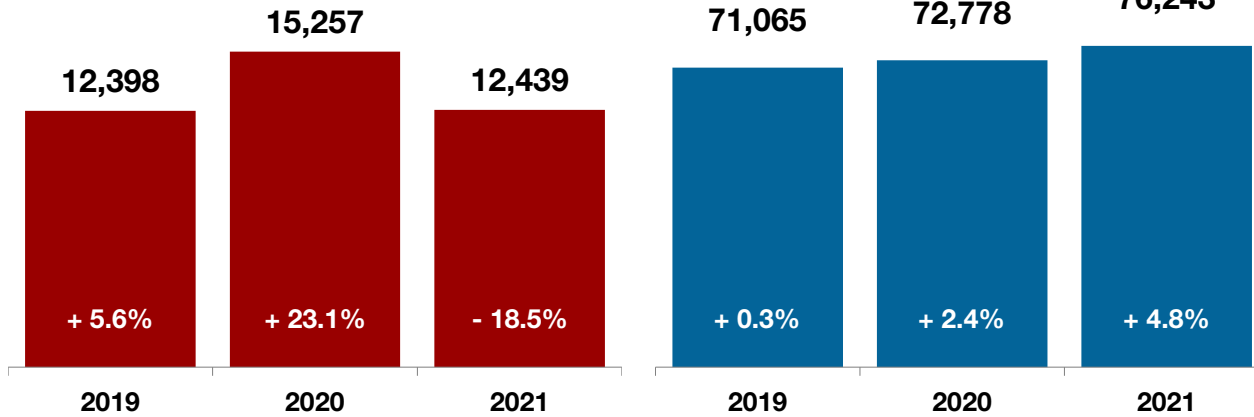
# Closed Sales

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



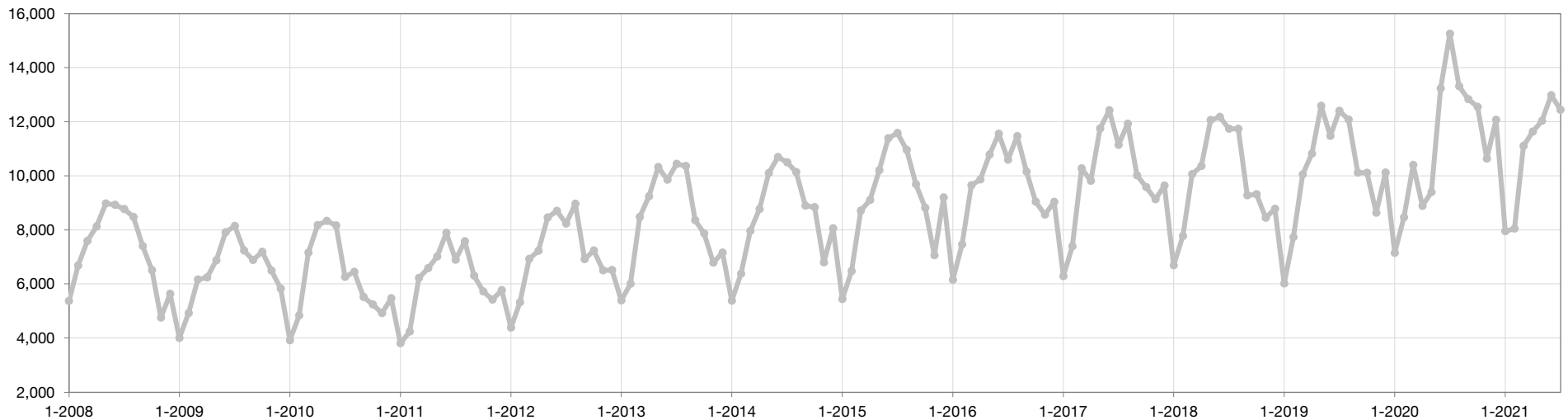
## July

## Year to Date



Month	Prior Year	Current Year	+ / -
August	12,077	13,309	+10.2%
September	10,113	12,833	+26.9%
October	10,104	12,549	+24.2%
November	8,633	10,635	+23.2%
December	10,114	12,064	+19.3%
January	7,147	7,948	+11.2%
February	8,463	8,049	-4.9%
March	10,401	11,101	+6.7%
April	8,881	11,634	+31.0%
May	9,394	12,028	+28.0%
June	13,235	12,976	-2.0%
July	15,257	12,439	-18.5%
12-Month Avg	10,318	11,464	+11.1%

## Historical Closed Sales



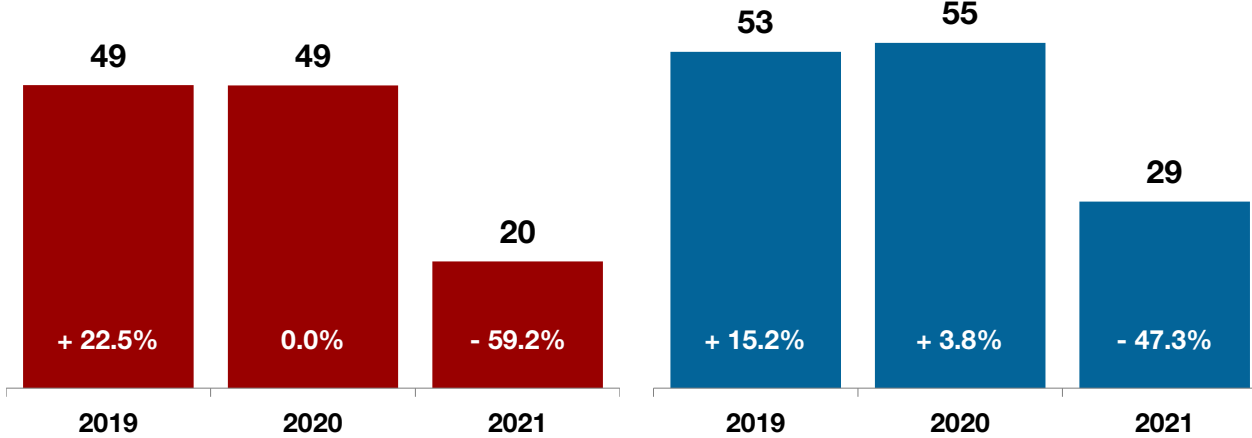
# Days on Market Until Sale

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



## July

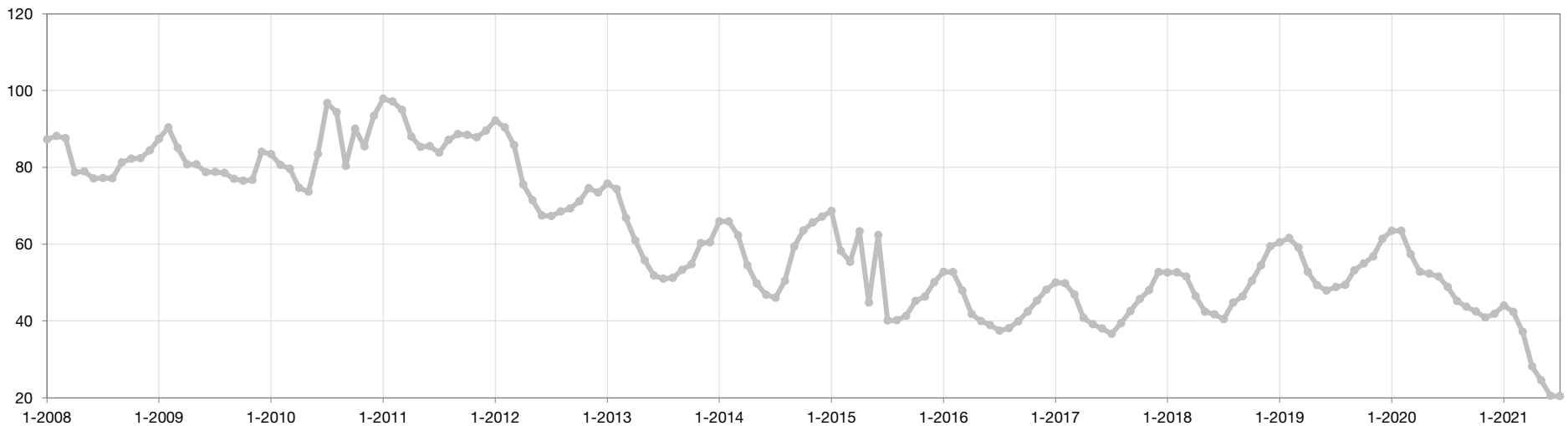
## Year to Date



Month	Prior Year	Current Year	+ / -
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%
May	52	25	-51.9%
June	52	21	-59.6%
July	49	20	-59.2%
12-Month Avg*	55	35	-36.4%

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

## Historical Days on Market Until Sale



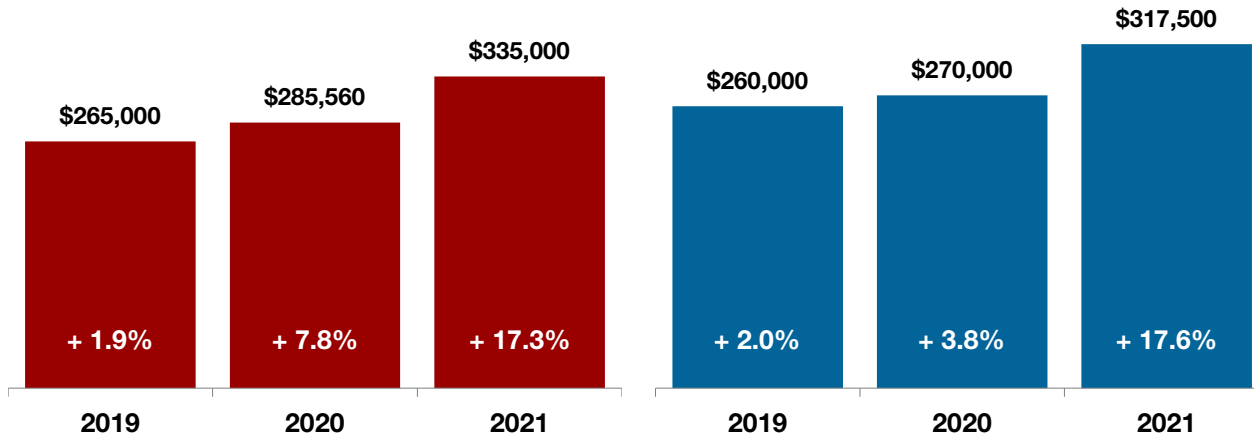
# Median Sales Price

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



## July

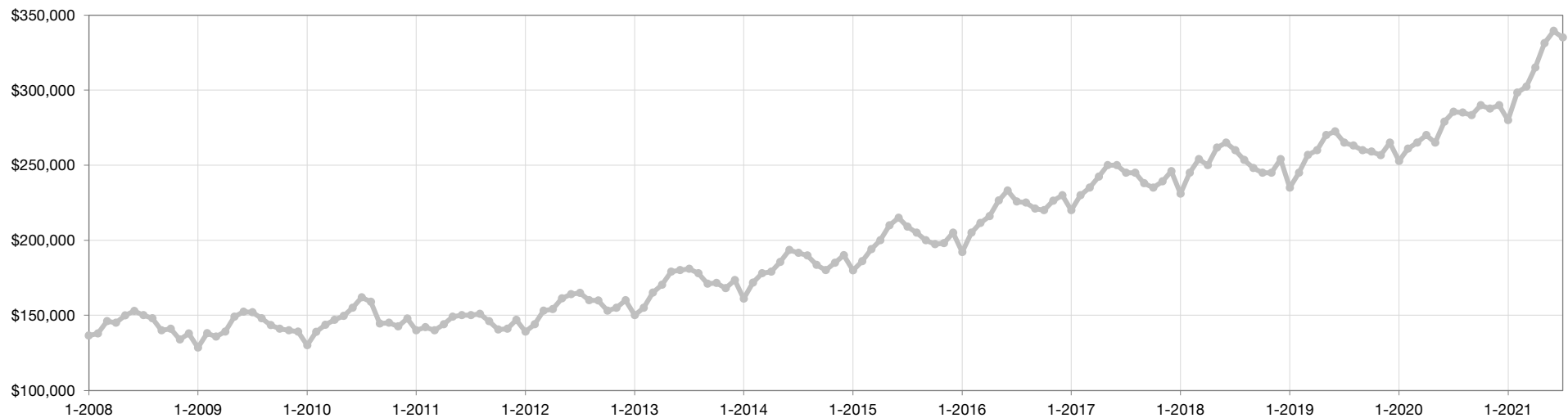
## Year to Date



Month	Prior Year	Current Year	+ / -
August	\$263,000	<b>\$285,000</b>	+8.4%
September	\$259,900	<b>\$283,335</b>	+9.0%
October	\$259,000	<b>\$290,000</b>	+12.0%
November	\$256,539	<b>\$287,600</b>	+12.1%
December	\$265,000	<b>\$290,000</b>	+9.4%
January	\$252,750	<b>\$280,000</b>	+10.8%
February	\$261,000	<b>\$298,300</b>	+14.3%
March	\$265,000	<b>\$302,371</b>	+14.1%
April	\$270,000	<b>\$315,000</b>	+16.7%
May	\$265,000	<b>\$331,213</b>	+25.0%
June	\$279,000	<b>\$339,357</b>	+21.6%
July	\$285,560	<b>\$335,000</b>	+17.3%
12-Month Avg*	\$266,000	<b>\$303,000</b>	+13.9%

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

## Historical Median Sales Price



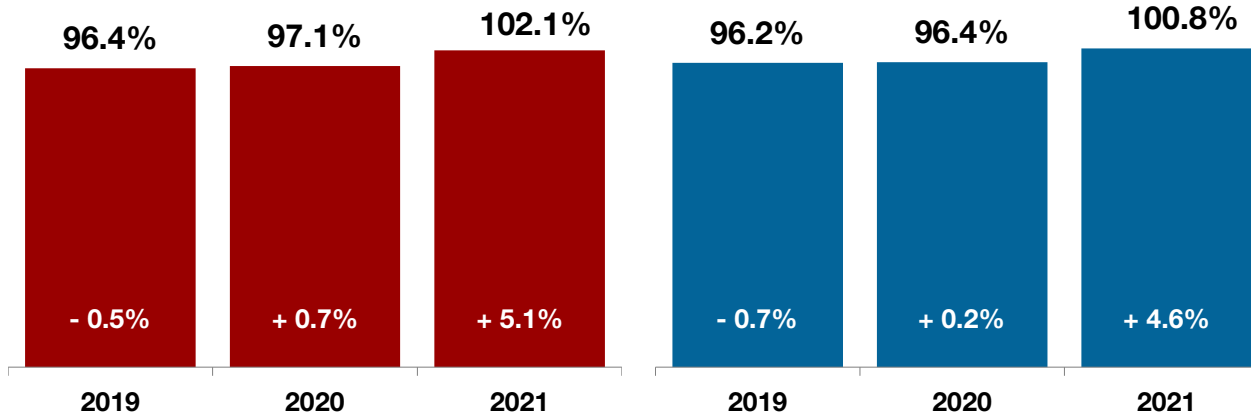
# Percent of Original List Price Received

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.



## July

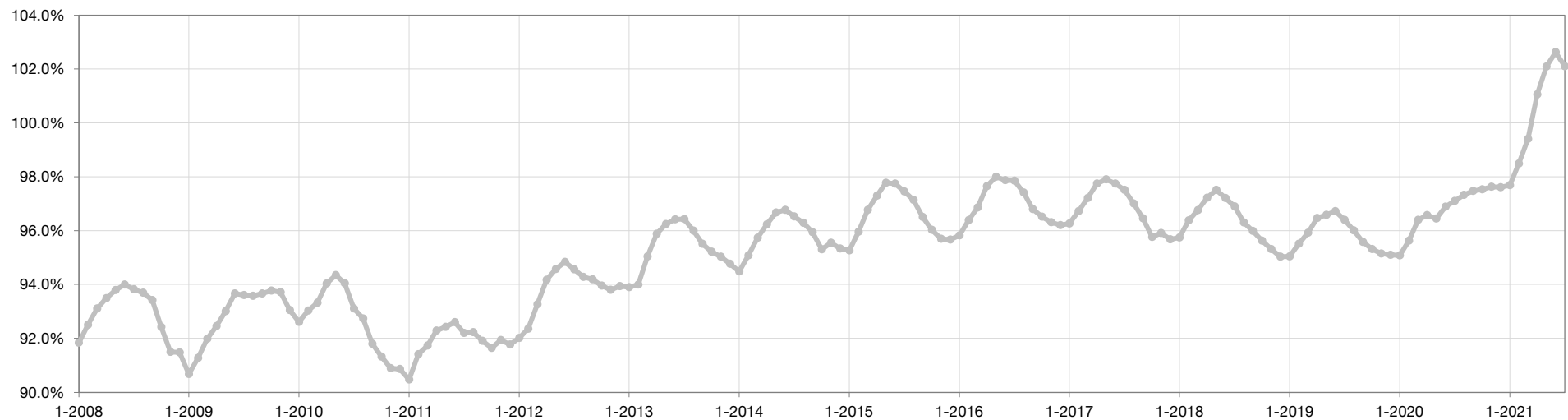
## Year to Date



Month	Prior Year	Current Year	+ / -
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%
May	96.4%	<b>102.1%</b>	+5.9%
June	96.9%	<b>102.6%</b>	+5.9%
July	97.1%	<b>102.1%</b>	+5.1%
<b>12-Month Avg*</b>	<b>96.0%</b>	<b>99.3%</b>	<b>+3.4%</b>

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

## Historical Percent of Original List Price Received





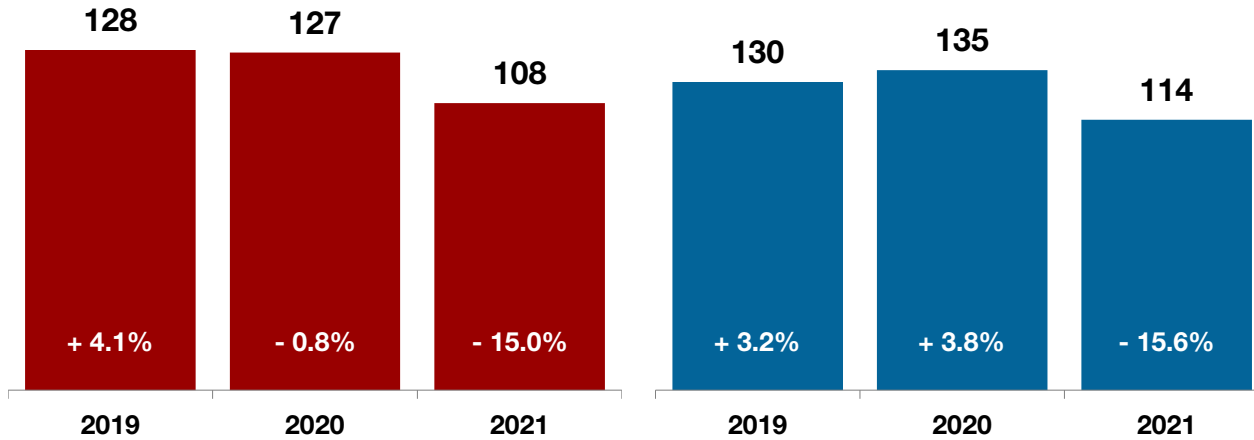
# Housing Affordability Index

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.



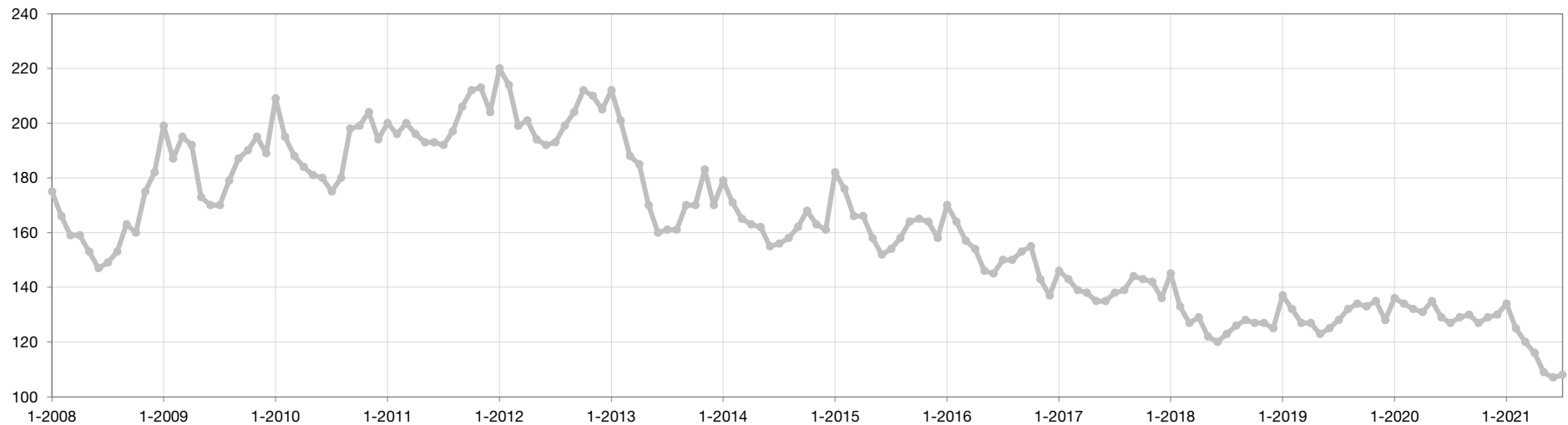
## July

## Year to Date



Month	Prior Year	Current Year	+ / -
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	116	-11.5%
May	135	109	-19.3%
June	129	107	-17.1%
July	127	108	-15.0%
12-Month Avg	132	122	-7.6%

## Historical Housing Affordability Index

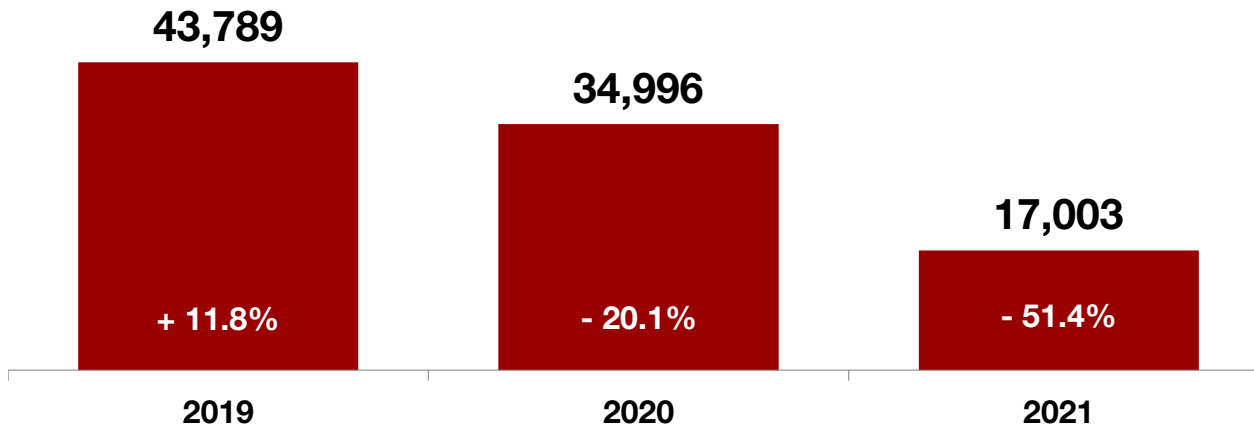


# Inventory of Homes for Sale

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

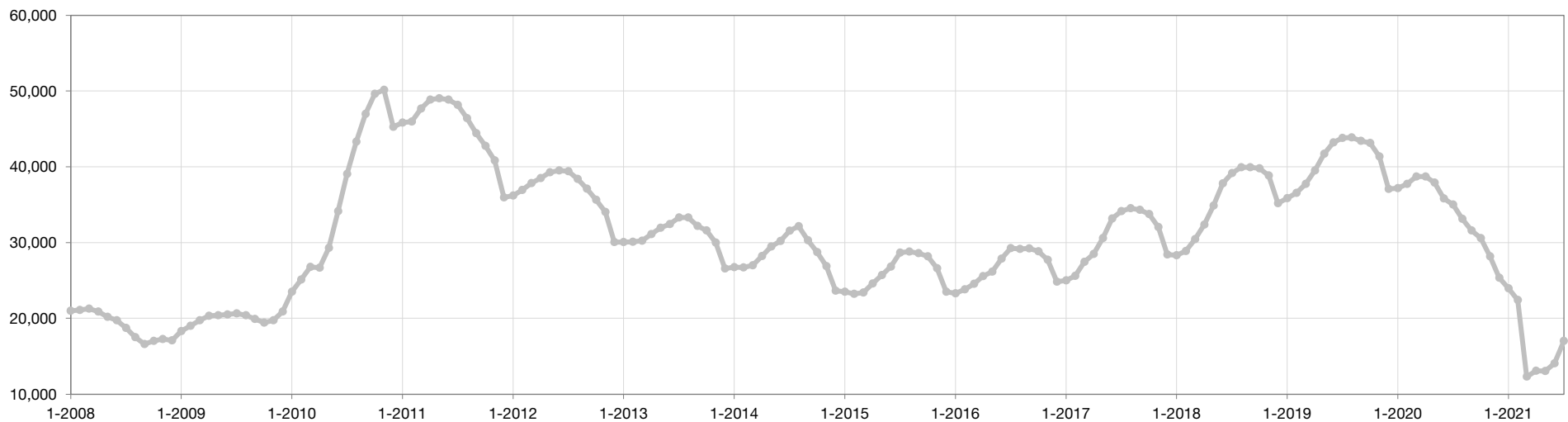


## July



Month	Prior Year	Current Year	+ / -
August	43,852	<b>33,110</b>	-24.5%
September	43,415	<b>31,590</b>	-27.2%
October	43,140	<b>30,569</b>	-29.1%
November	41,372	<b>28,165</b>	-31.9%
December	37,073	<b>25,340</b>	-31.6%
January	37,185	<b>23,948</b>	-35.6%
February	37,733	<b>22,428</b>	-40.6%
March	38,706	<b>12,293</b>	-68.2%
April	38,691	<b>13,069</b>	-66.2%
May	37,888	<b>13,025</b>	-65.6%
June	35,827	<b>14,060</b>	-60.8%
July	34,996	<b>17,003</b>	-51.4%
12-Month Avg	39,157	22,050	-43.7%

## Historical Inventory of Homes for Sale

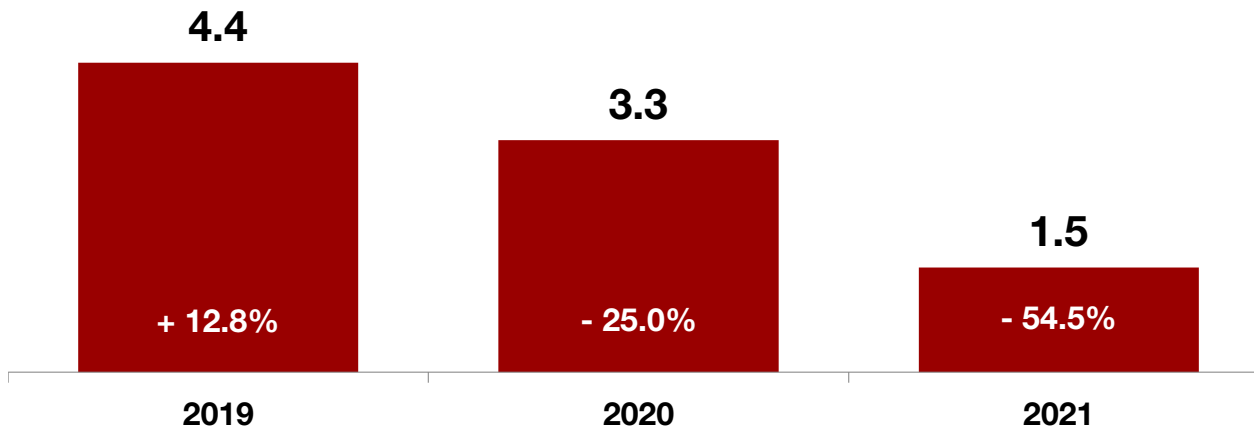


# Months Supply of Homes for Sale

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.



## July



Month	Prior Year	Current Year	+ / -
August	4.4	3.1	-29.5%
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	2.1	-41.7%
February	3.6	2.0	-44.4%
March	3.8	1.1	-71.1%
April	3.9	1.1	-71.8%
May	3.7	1.1	-70.3%
June	3.4	1.2	-64.7%
July	3.3	1.5	-54.5%
12-Month Avg*	3.8	2.0	-47.4%

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

## Historical Months Supply of Homes for Sale

