

Local Market Updates

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



January 2020

Anderson County
Bosque County
Brown County
Callahan County
Clay County
Coleman County
Collin County
Comanche County
Cooke County
Dallas County
Delta County
Denton County
Eastland County
Ellis County
Erath County
Fannin County
Franklin County
Freestone County
Grayson County
Hamilton County
Harrison County
Henderson County
Hill County
Hood County
Hopkins County
Hunt County

Jack County
Johnson County
Jones County
Kaufman County
Lamar County
Limestone County
Montague County
Navarro County
Nolan County
Palo Pinto County
Parker County
Rains County
Rockwall County
Shackelford County
Smith County
Somervell County
Stephens County
Stonewall County
Tarrant County
Taylor County
Upshur County
Van Zandt County
Wise County
Wood County
Young County

Local Market Update – January 2020

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



+ 25.0%

- 25.0%

- 45.8%

Change in
New Listings

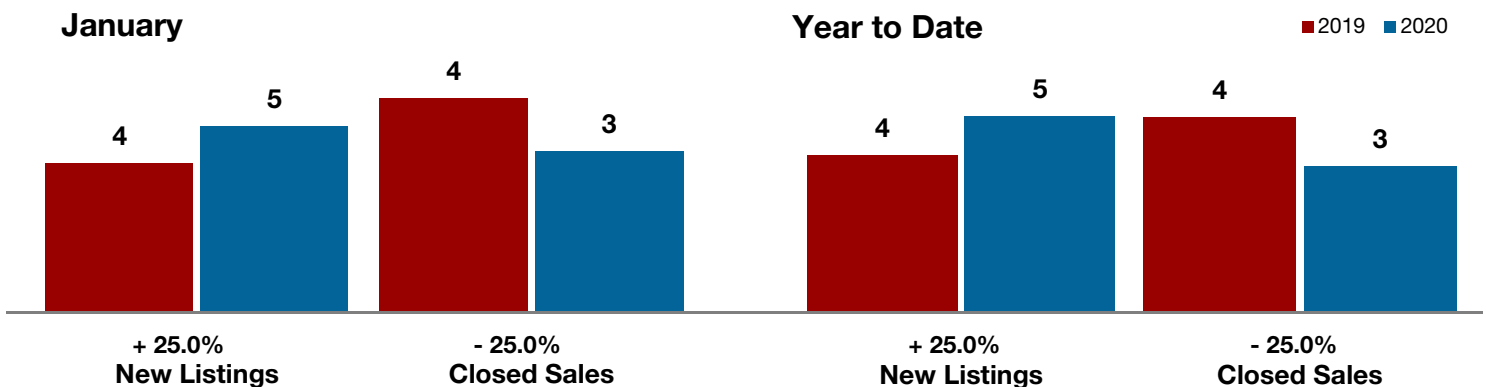
Change in
Closed Sales

Change in
Median Sales Price

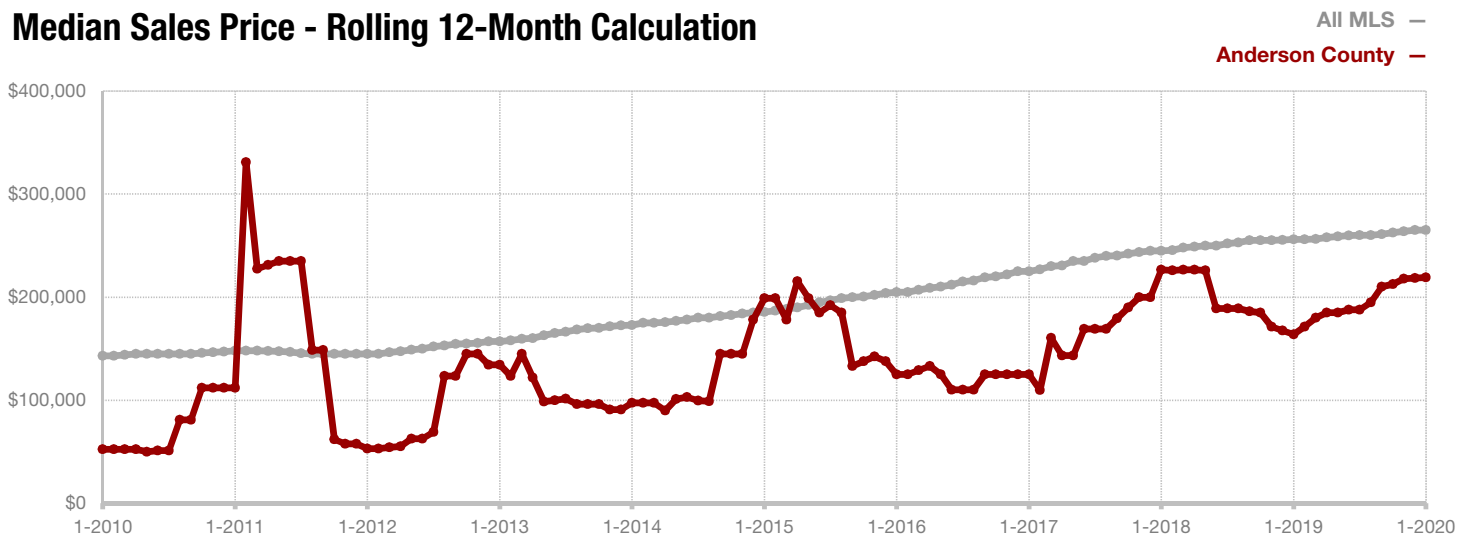
Anderson County

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	4	5	+ 25.0%	4	5	+ 25.0%
Pending Sales	2	2	0.0%	2	2	0.0%
Closed Sales	4	3	- 25.0%	4	3	- 25.0%
Average Sales Price*	\$758,750	\$325,632	- 57.1%	\$758,750	\$325,632	- 57.1%
Median Sales Price*	\$415,500	\$225,000	- 45.8%	\$415,500	\$225,000	- 45.8%
Percent of Original List Price Received*	97.4%	92.4%	- 5.1%	97.4%	92.4%	- 5.1%
Days on Market Until Sale	60	89	+ 48.3%	60	89	+ 48.3%
Inventory of Homes for Sale	34	31	- 8.8%	--	--	--
Months Supply of Inventory	7.8	7.2	- 12.5%	--	--	--

* 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 – January 2020

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



+ 64.3%

0.0%

+ 101.8%

Change in
New Listings

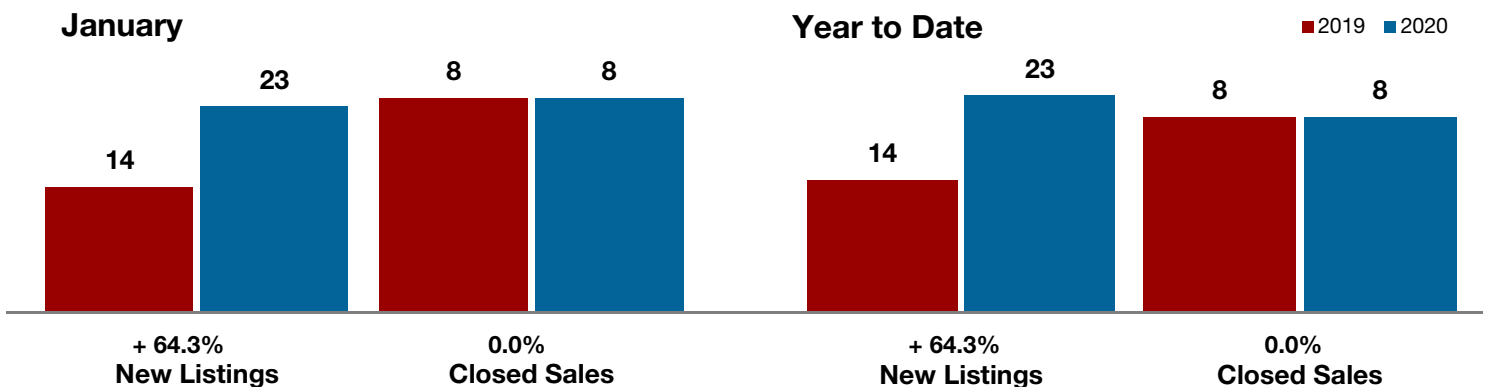
Change in
Closed Sales

Change in
Median Sales Price

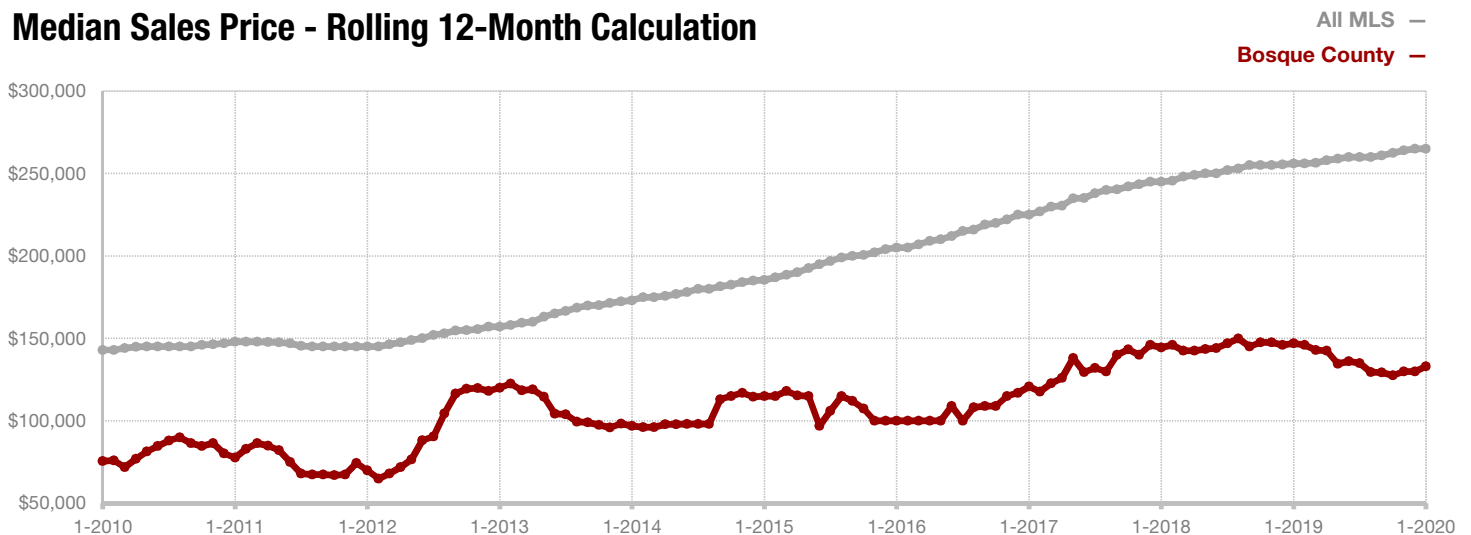
Bosque County

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	14	23	+ 64.3%	14	23	+ 64.3%
Pending Sales	12	7	- 41.7%	12	7	- 41.7%
Closed Sales	8	8	0.0%	8	8	0.0%
Average Sales Price*	\$125,939	\$305,575	+ 142.6%	\$125,939	\$305,575	+ 142.6%
Median Sales Price*	\$108,750	\$219,500	+ 101.8%	\$108,750	\$219,500	+ 101.8%
Percent of Original List Price Received*	87.3%	95.9%	+ 9.9%	87.3%	95.9%	+ 9.9%
Days on Market Until Sale	92	69	- 25.0%	92	69	- 25.0%
Inventory of Homes for Sale	101	74	- 26.7%	--	--	--
Months Supply of Inventory	8.4	5.6	- 25.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – January 2020

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- 7.3%

+ 14.8%

- 1.9%

Change in
New Listings

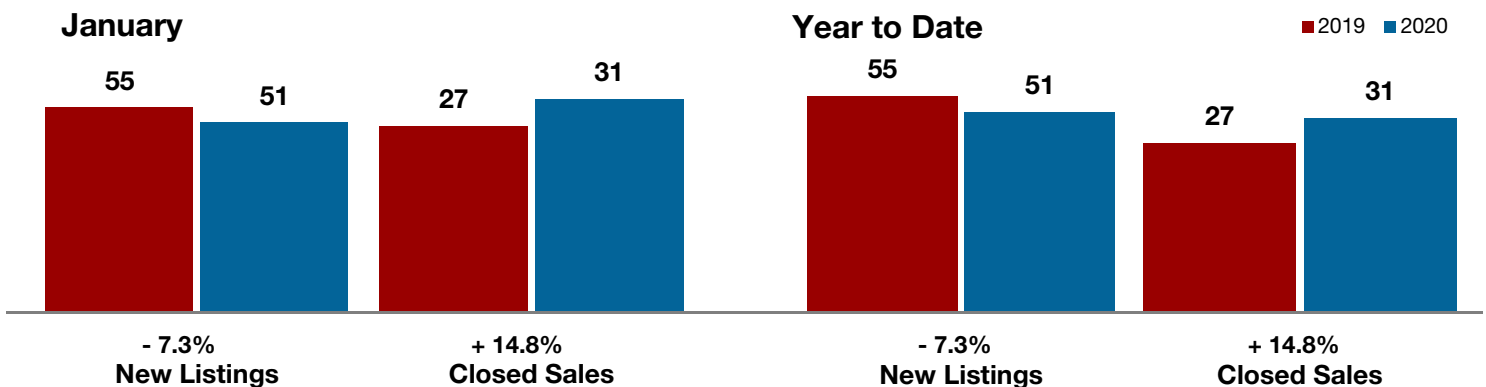
Change in
Closed Sales

Change in
Median Sales Price

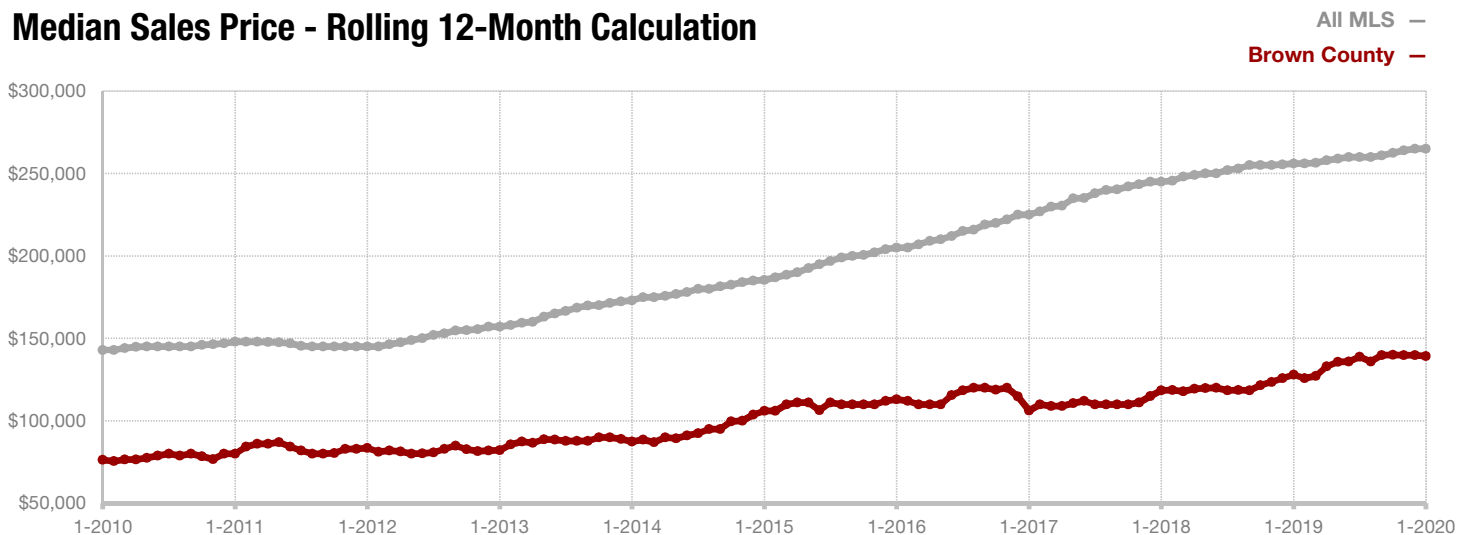
Brown County

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	55	51	- 7.3%	55	51	- 7.3%
Pending Sales	34	25	- 26.5%	34	25	- 26.5%
Closed Sales	27	31	+ 14.8%	27	31	+ 14.8%
Average Sales Price*	\$145,394	\$162,606	+ 11.8%	\$145,394	\$162,606	+ 11.8%
Median Sales Price*	\$130,000	\$127,500	- 1.9%	\$130,000	\$127,500	- 1.9%
Percent of Original List Price Received*	92.5%	92.2%	- 0.3%	92.5%	92.2%	- 0.3%
Days on Market Until Sale	91	86	- 5.5%	91	86	- 5.5%
Inventory of Homes for Sale	236	183	- 22.5%	--	--	--
Months Supply of Inventory	6.0	4.6	- 16.7%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – January 2020

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



+ 66.7%

- 40.0%

+ 26.9%

Change in
New Listings

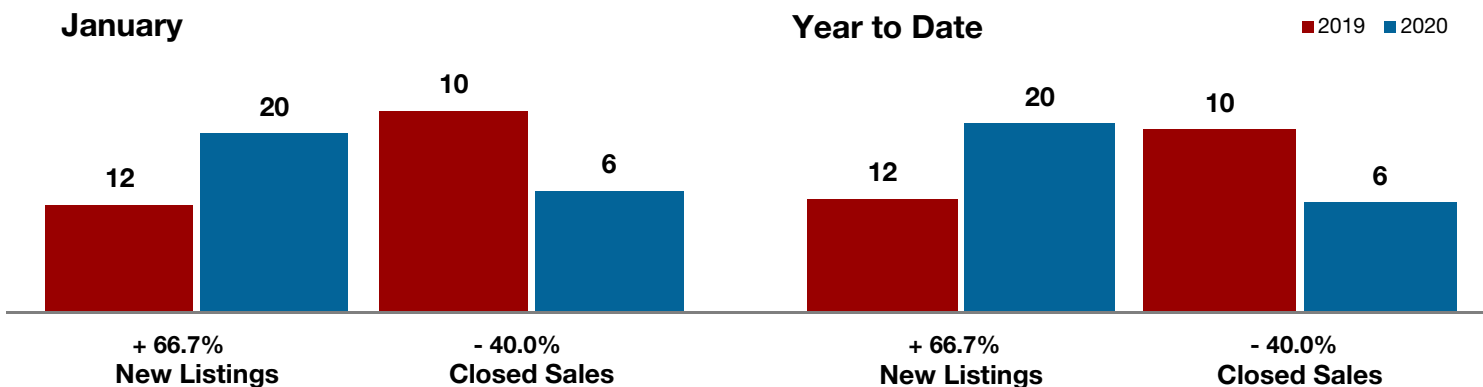
Change in
Closed Sales

Change in
Median Sales Price

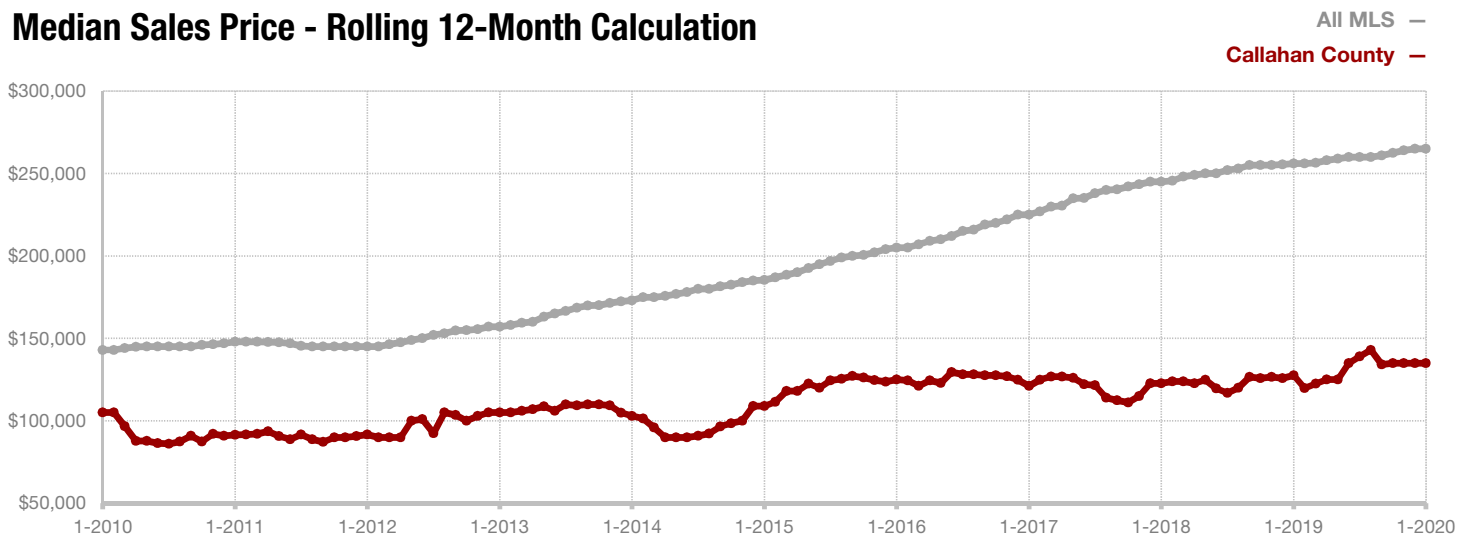
Callahan County

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	12	20	+ 66.7%	12	20	+ 66.7%
Pending Sales	17	6	- 64.7%	17	6	- 64.7%
Closed Sales	10	6	- 40.0%	10	6	- 40.0%
Average Sales Price*	\$128,395	\$187,625	+ 46.1%	\$128,395	\$187,625	+ 46.1%
Median Sales Price*	\$112,250	\$142,500	+ 26.9%	\$112,250	\$142,500	+ 26.9%
Percent of Original List Price Received*	89.6%	96.1%	+ 7.3%	89.6%	96.1%	+ 7.3%
Days on Market Until Sale	101	54	- 46.5%	101	54	- 46.5%
Inventory of Homes for Sale	50	42	- 16.0%	--	--	--
Months Supply of Inventory	3.9	3.6	0.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – January 2020

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Clay County

-- 0.0% - 42.3%

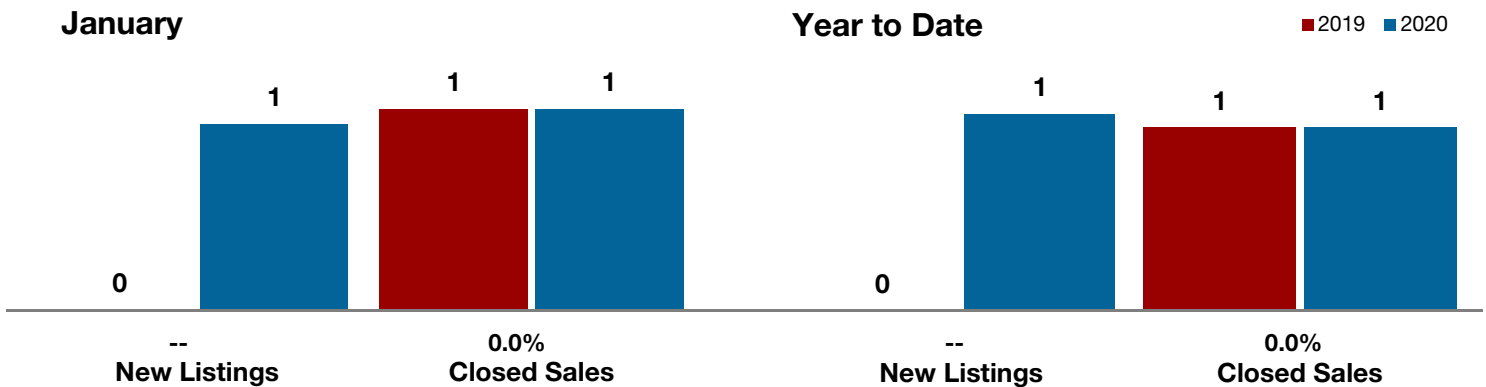
Change in
New Listings

Change in
Closed Sales

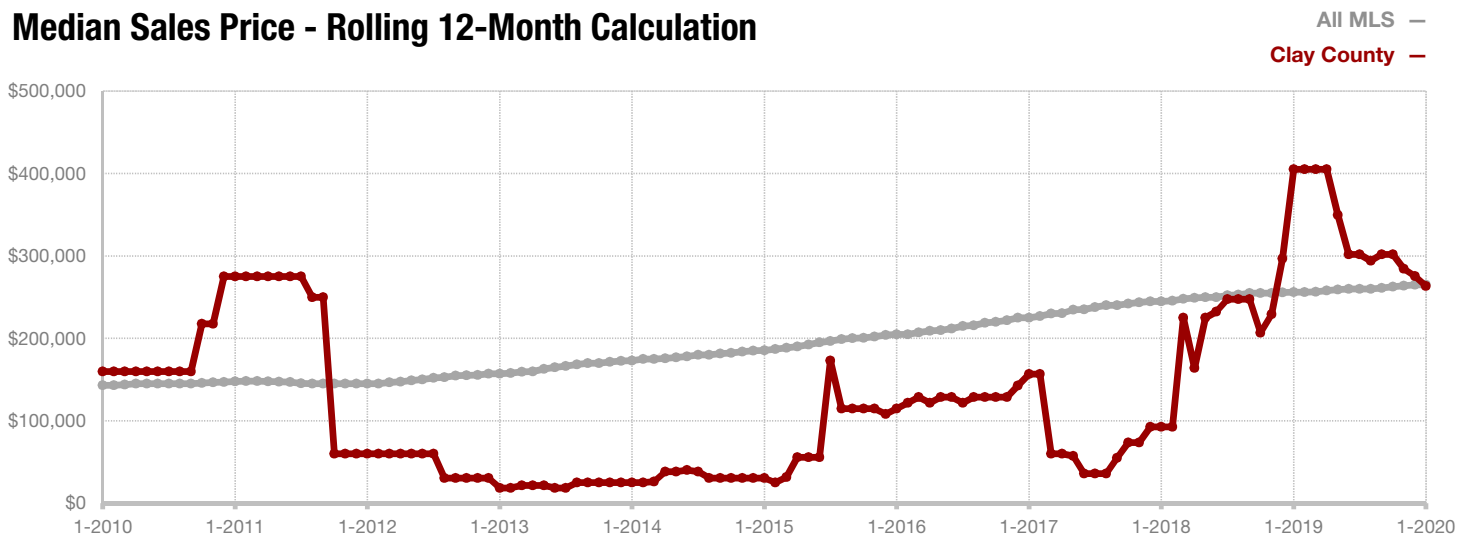
Change in
Median Sales Price

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	0	1	--	0	1	--
Pending Sales	0	0	0.0%	0	0	0.0%
Closed Sales	1	1	0.0%	1	1	0.0%
Average Sales Price*	\$442,000	\$255,000	- 42.3%	\$442,000	\$255,000	- 42.3%
Median Sales Price*	\$442,000	\$255,000	- 42.3%	\$442,000	\$255,000	- 42.3%
Percent of Original List Price Received*	95.1%	99.0%	+ 4.1%	95.1%	99.0%	+ 4.1%
Days on Market Until Sale	85	13	- 84.7%	85	13	- 84.7%
Inventory of Homes for Sale	4	7	+ 75.0%	--	--	--
Months Supply of Inventory	3.1	4.5	+ 66.7%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – January 2020

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



- 7.7%

+ 250.0%

- 24.7%

Change in
New Listings

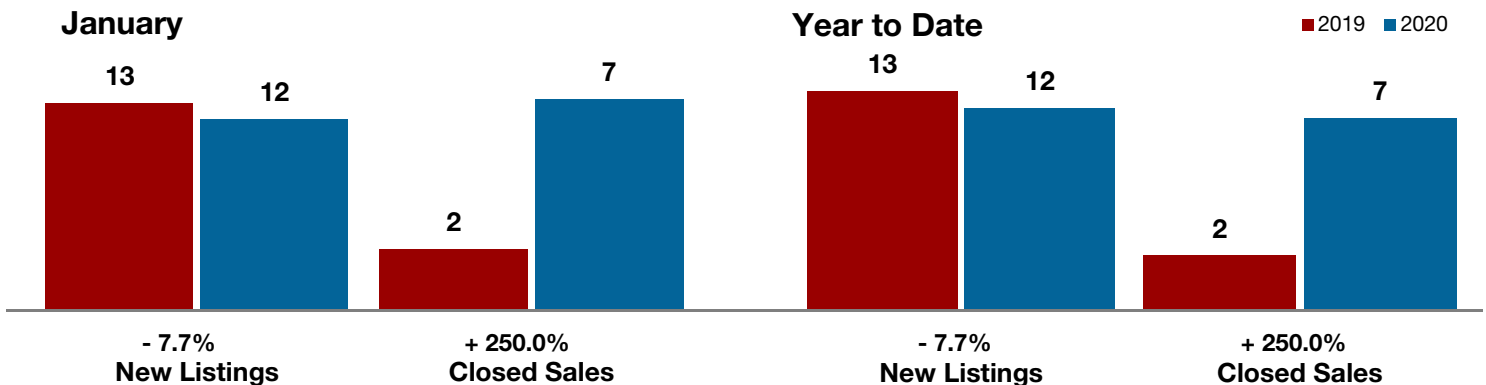
Change in
Closed Sales

Change in
Median Sales Price

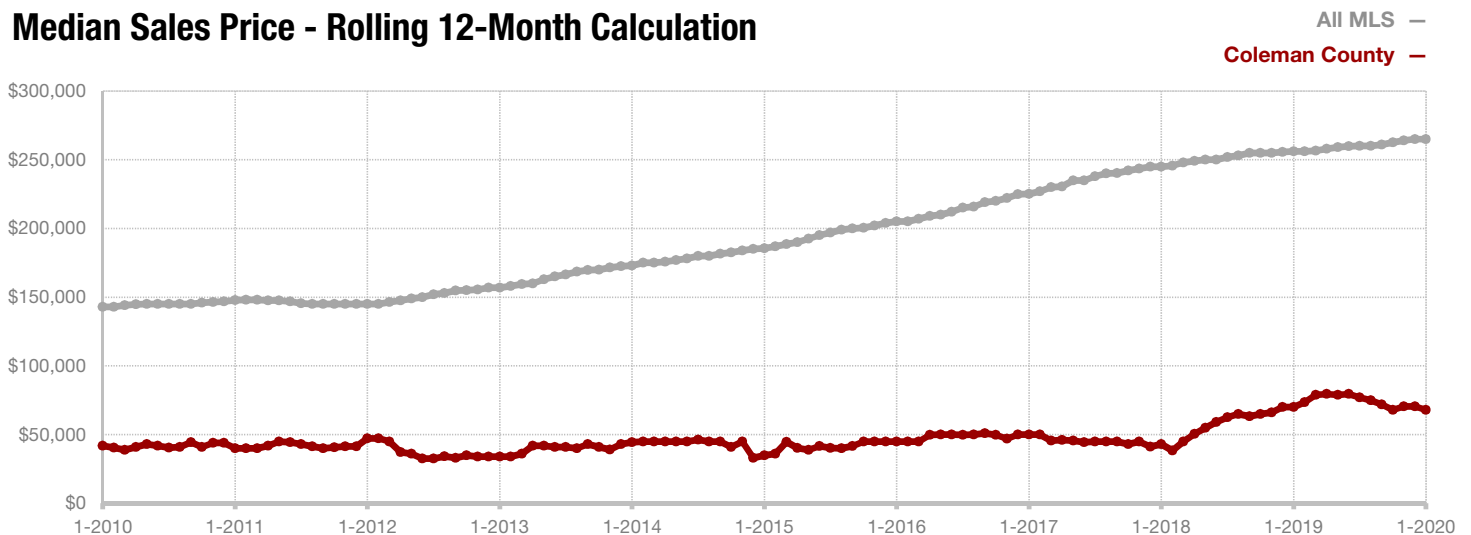
Coleman County

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	13	12	- 7.7%	13	12	- 7.7%
Pending Sales	2	11	+ 450.0%	2	11	+ 450.0%
Closed Sales	2	7	+ 250.0%	2	7	+ 250.0%
Average Sales Price*	\$73,000	\$61,500	- 15.8%	\$73,000	\$61,500	- 15.8%
Median Sales Price*	\$73,000	\$55,000	- 24.7%	\$73,000	\$55,000	- 24.7%
Percent of Original List Price Received*	74.1%	83.6%	+ 12.8%	74.1%	83.6%	+ 12.8%
Days on Market Until Sale	150	192	+ 28.0%	150	192	+ 28.0%
Inventory of Homes for Sale	61	55	- 9.8%	--	--	--
Months Supply of Inventory	16.6	7.4	- 58.8%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



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Collin County

+ 4.3%

Change in
New Listings

+ 13.7%

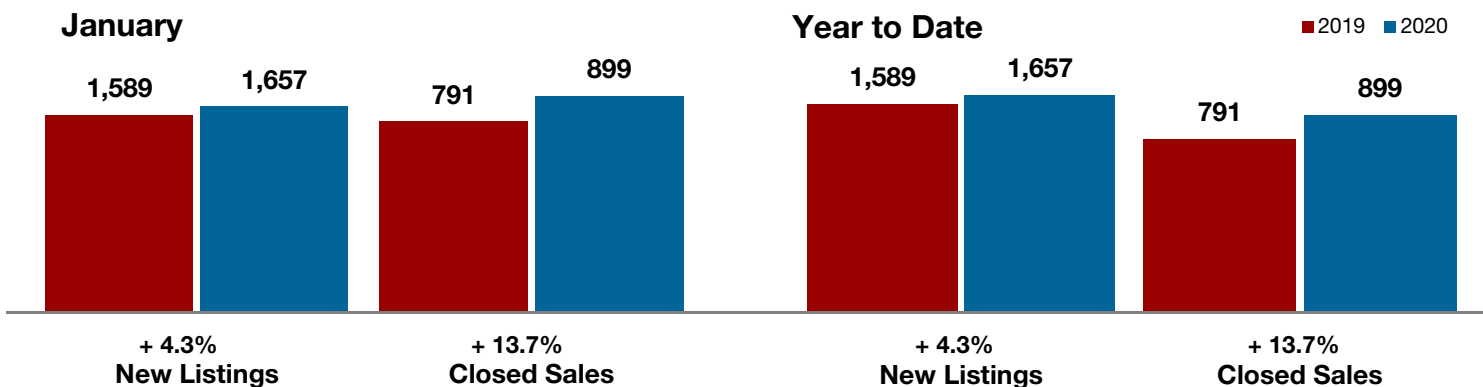
Change in
Closed Sales

+ 5.9%

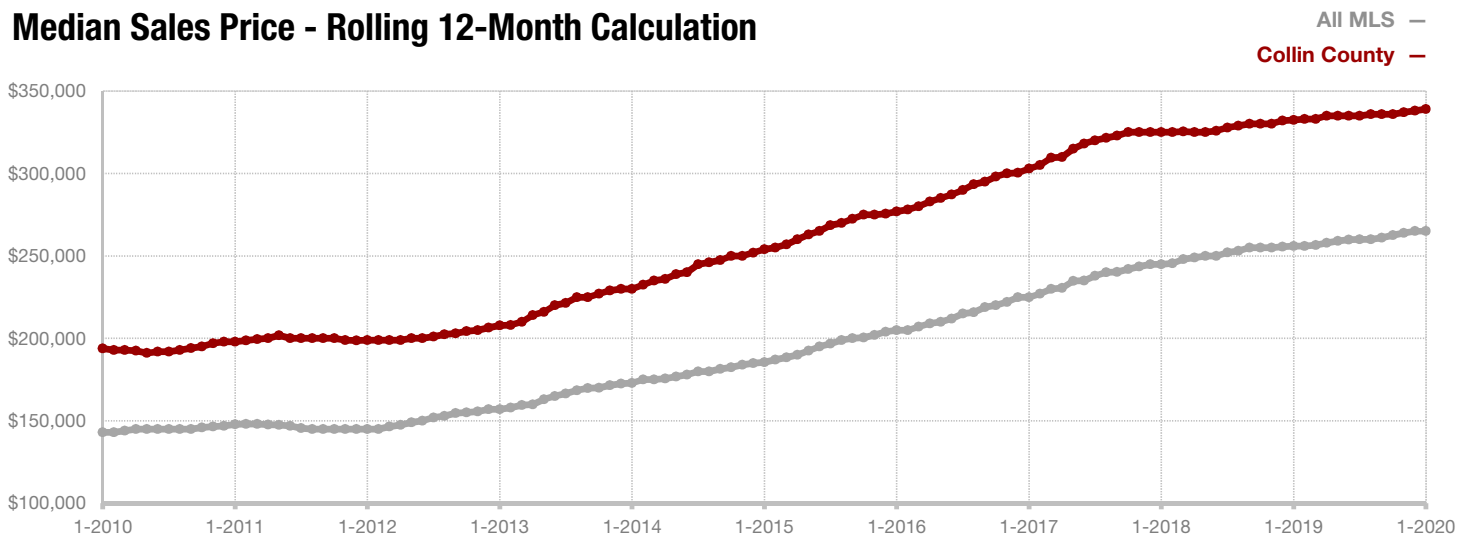
Change in
Median Sales Price

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	1,589	1,657	+ 4.3%	1,589	1,657	+ 4.3%
Pending Sales	1,145	1,166	+ 1.8%	1,145	1,166	+ 1.8%
Closed Sales	791	899	+ 13.7%	791	899	+ 13.7%
Average Sales Price*	\$347,955	\$373,824	+ 7.4%	\$347,955	\$373,824	+ 7.4%
Median Sales Price*	\$314,000	\$332,500	+ 5.9%	\$314,000	\$332,500	+ 5.9%
Percent of Original List Price Received*	94.5%	95.1%	+ 0.6%	94.5%	95.1%	+ 0.6%
Days on Market Until Sale	72	73	+ 1.4%	72	73	+ 1.4%
Inventory of Homes for Sale	4,127	3,467	- 16.0%	--	--	--
Months Supply of Inventory	3.0	2.4	- 33.3%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



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+ 66.7%

+ 12.5%

+ 97.1%

Change in
New Listings

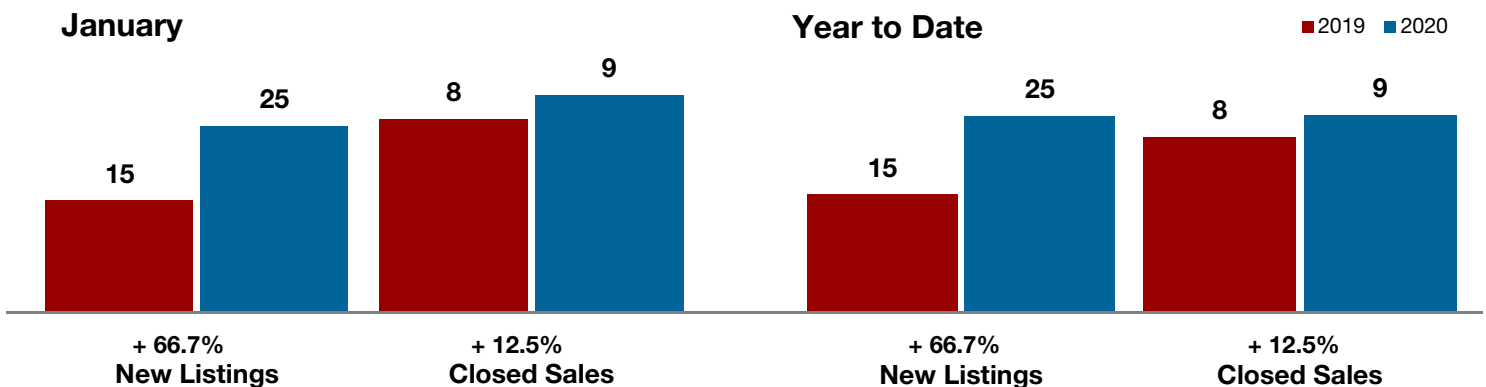
Change in
Closed Sales

Change in
Median Sales Price

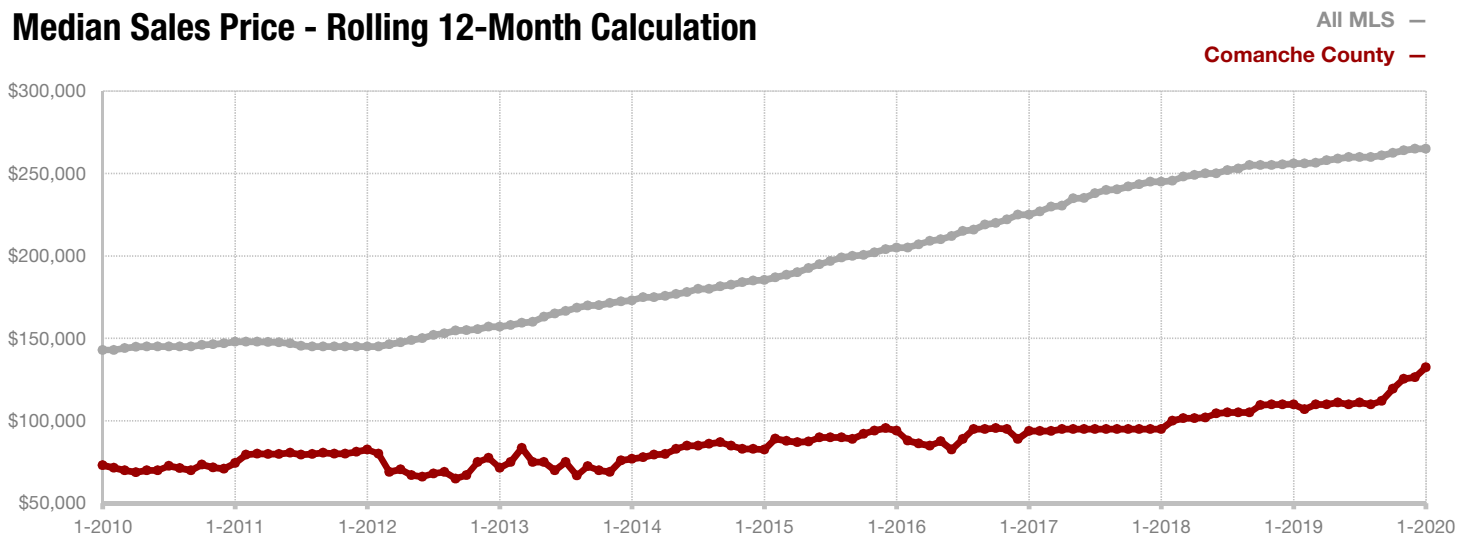
Comanche County

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	15	25	+ 66.7%	15	25	+ 66.7%
Pending Sales	13	2	- 84.6%	13	2	- 84.6%
Closed Sales	8	9	+ 12.5%	8	9	+ 12.5%
Average Sales Price*	\$88,949	\$180,211	+ 102.6%	\$88,949	\$180,211	+ 102.6%
Median Sales Price*	\$88,797	\$175,000	+ 97.1%	\$88,797	\$175,000	+ 97.1%
Percent of Original List Price Received*	91.1%	92.4%	+ 1.4%	91.1%	92.4%	+ 1.4%
Days on Market Until Sale	60	104	+ 73.3%	60	104	+ 73.3%
Inventory of Homes for Sale	78	84	+ 7.7%	--	--	--
Months Supply of Inventory	6.7	8.2	+ 14.3%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



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Cooke County

+ 13.0%

+ 57.9%

+ 35.0%

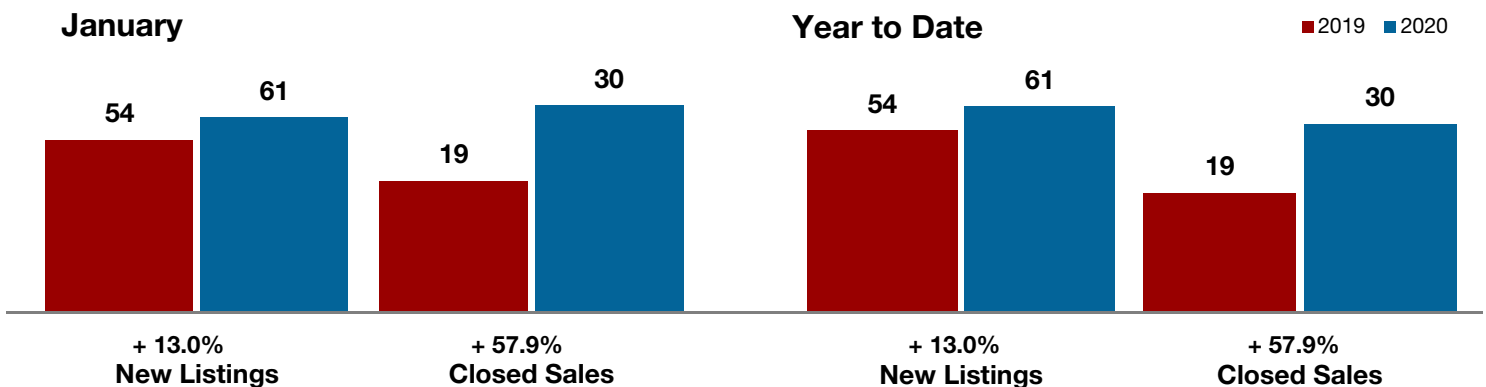
Change in
New Listings

Change in
Closed Sales

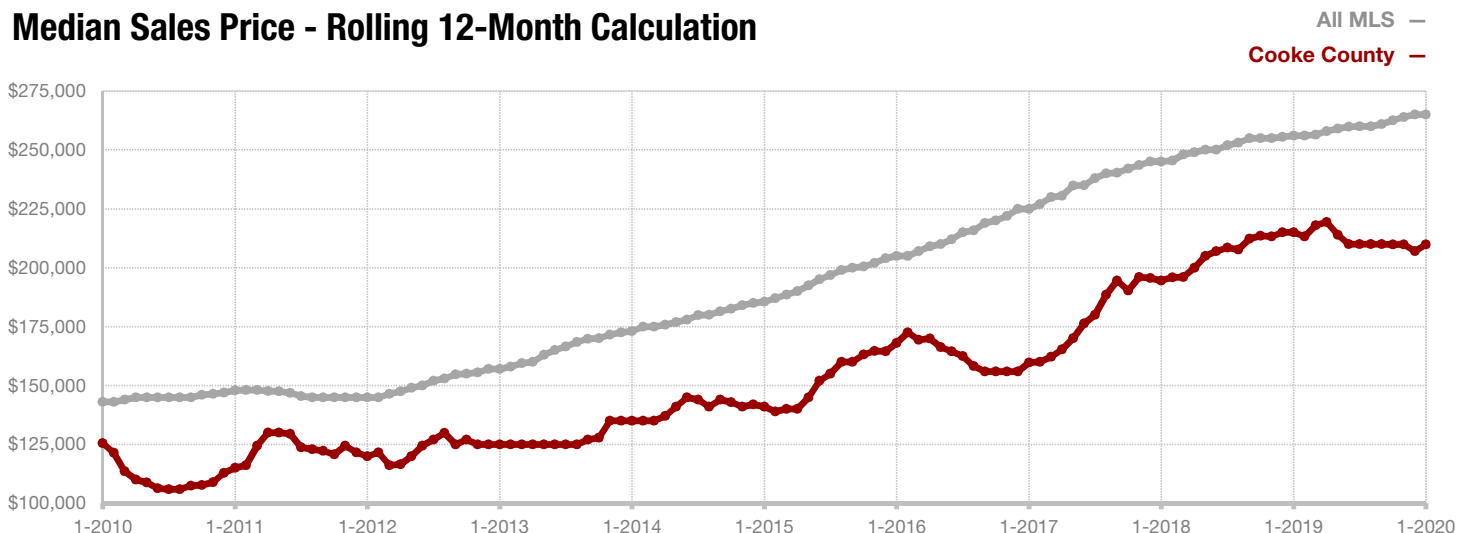
Change in
Median Sales Price

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	54	61	+ 13.0%	54	61	+ 13.0%
Pending Sales	33	40	+ 21.2%	33	40	+ 21.2%
Closed Sales	19	30	+ 57.9%	19	30	+ 57.9%
Average Sales Price*	\$272,526	\$241,307	- 11.5%	\$272,526	\$241,307	- 11.5%
Median Sales Price*	\$163,000	\$220,000	+ 35.0%	\$163,000	\$220,000	+ 35.0%
Percent of Original List Price Received*	95.2%	93.6%	- 1.7%	95.2%	93.6%	- 1.7%
Days on Market Until Sale	75	103	+ 37.3%	75	103	+ 37.3%
Inventory of Homes for Sale	161	163	+ 1.2%	--	--	--
Months Supply of Inventory	4.6	4.4	- 20.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – January 2020

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- 3.6%

+ 12.6%

+ 12.1%

Change in
New Listings

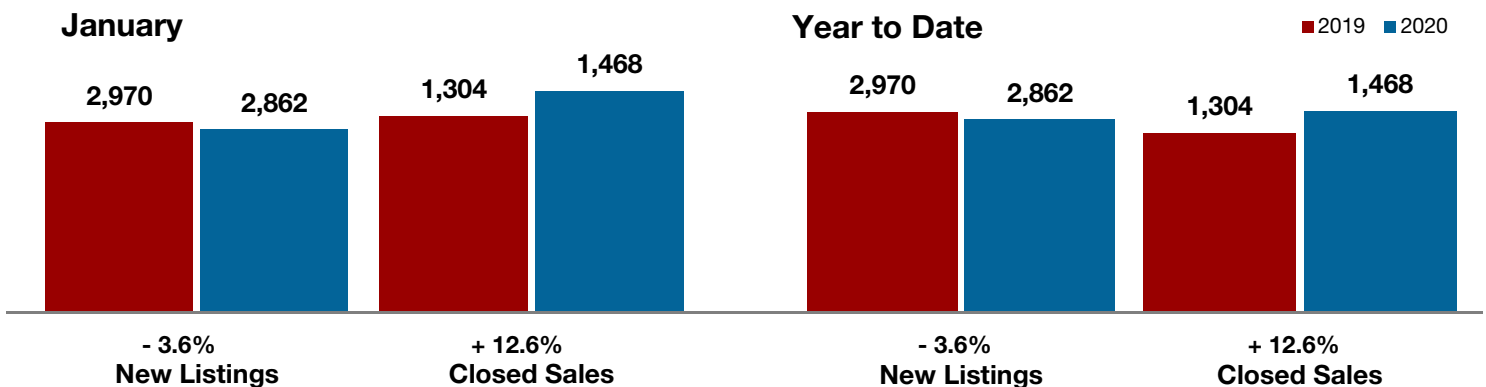
Change in
Closed Sales

Change in
Median Sales Price

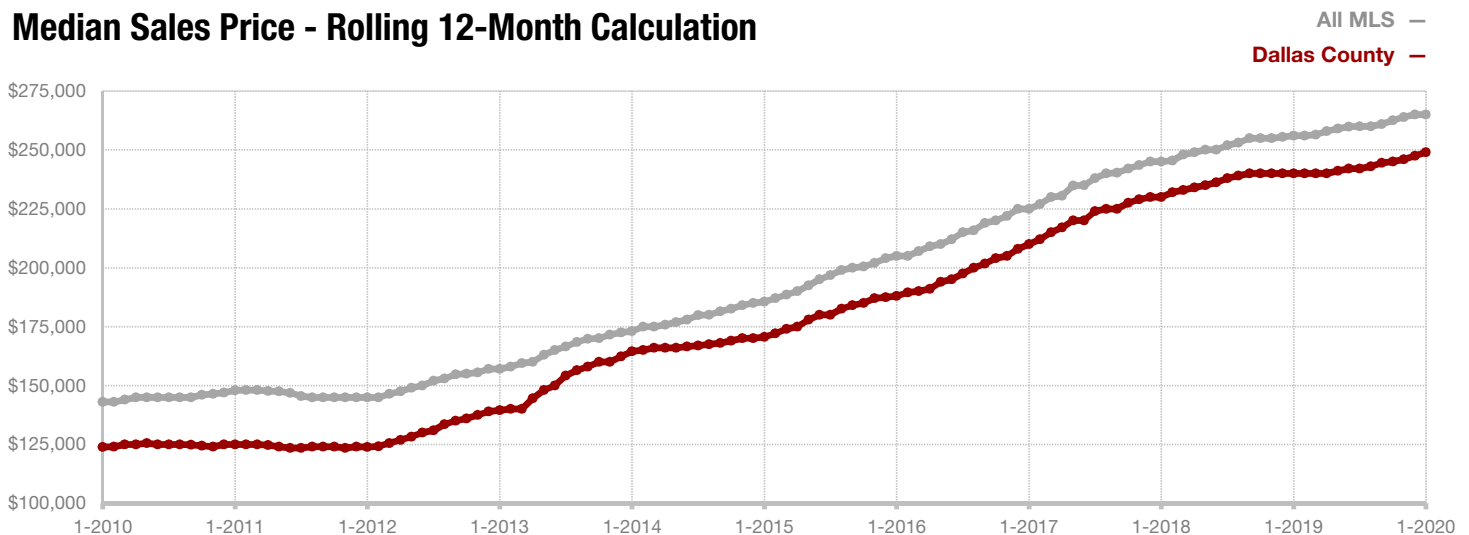
Dallas County

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	2,970	2,862	- 3.6%	2,970	2,862	- 3.6%
Pending Sales	1,807	1,777	- 1.7%	1,807	1,777	- 1.7%
Closed Sales	1,304	1,468	+ 12.6%	1,304	1,468	+ 12.6%
Average Sales Price*	\$294,923	\$356,536	+ 20.9%	\$294,923	\$356,536	+ 20.9%
Median Sales Price*	\$214,000	\$240,000	+ 12.1%	\$214,000	\$240,000	+ 12.1%
Percent of Original List Price Received*	95.4%	94.7%	- 0.7%	95.4%	94.7%	- 0.7%
Days on Market Until Sale	47	56	+ 19.1%	47	56	+ 19.1%
Inventory of Homes for Sale	5,943	5,382	- 9.4%	--	--	--
Months Supply of Inventory	2.9	2.5	0.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



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Delta County

+ 133.3%

0.0%

+ 89.5%

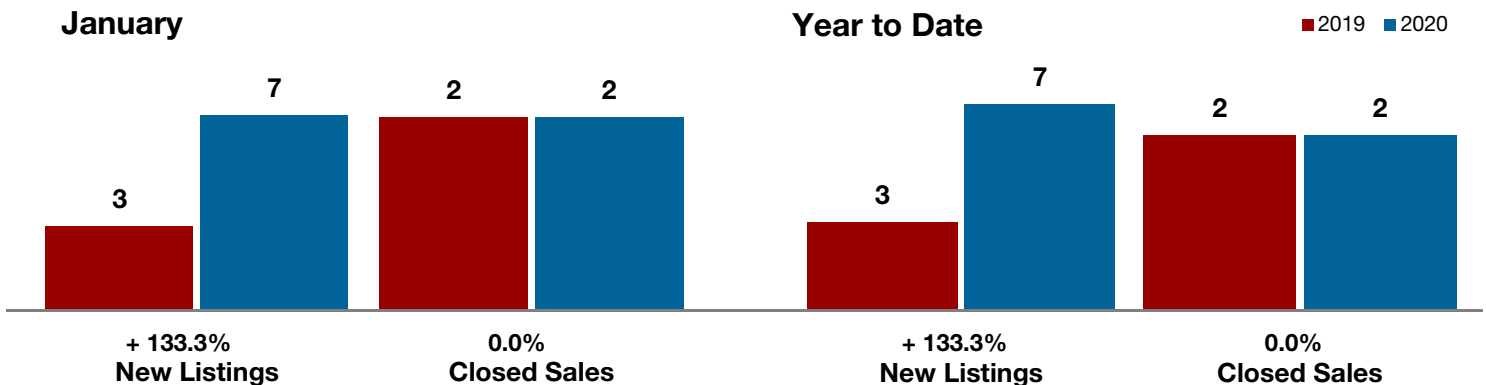
Change in
New Listings

Change in
Closed Sales

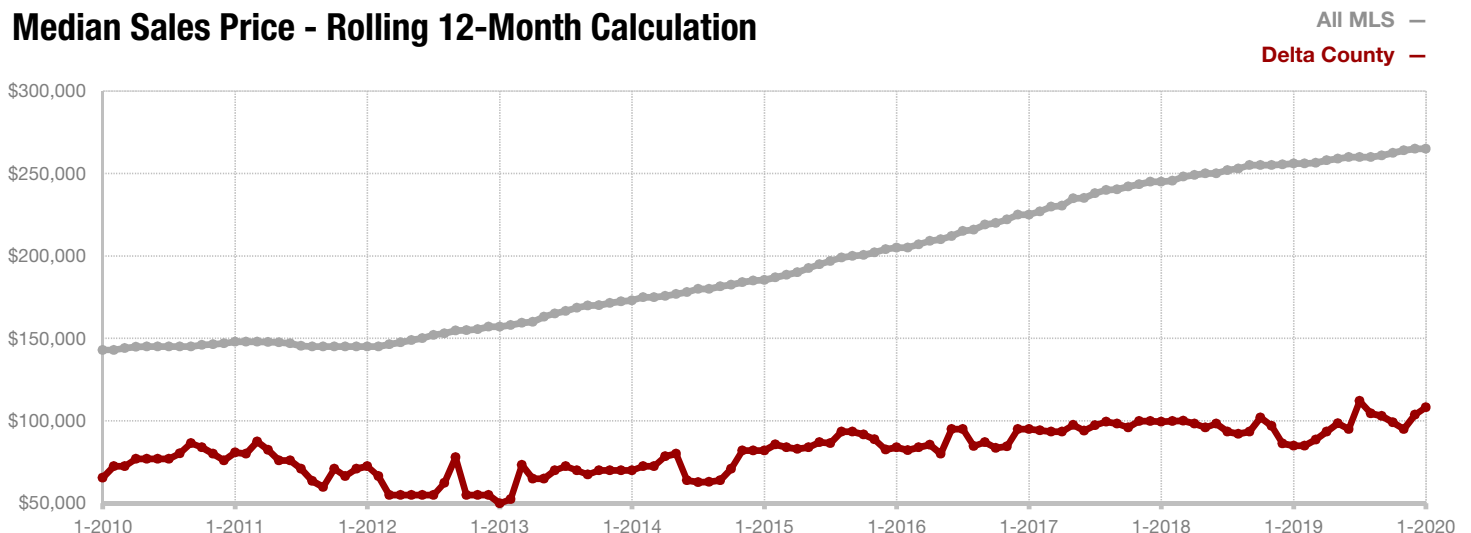
Change in
Median Sales Price

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	3	7	+ 133.3%	3	7	+ 133.3%
Pending Sales	4	3	- 25.0%	4	3	- 25.0%
Closed Sales	2	2	0.0%	2	2	0.0%
Average Sales Price*	\$76,250	\$144,500	+ 89.5%	\$76,250	\$144,500	+ 89.5%
Median Sales Price*	\$76,250	\$144,500	+ 89.5%	\$76,250	\$144,500	+ 89.5%
Percent of Original List Price Received*	95.7%	94.4%	- 1.4%	95.7%	94.4%	- 1.4%
Days on Market Until Sale	22	10	- 54.5%	22	10	- 54.5%
Inventory of Homes for Sale	12	20	+ 66.7%	--	--	--
Months Supply of Inventory	2.5	4.7	+ 66.7%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



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Denton County

+ 2.3%

Change in
New Listings

+ 23.2%

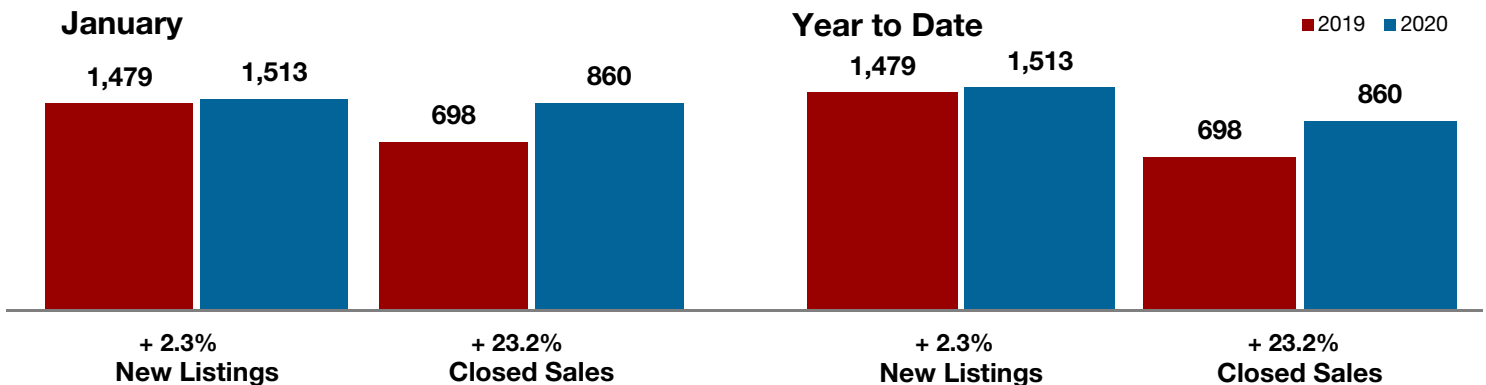
Change in
Closed Sales

+ 5.2%

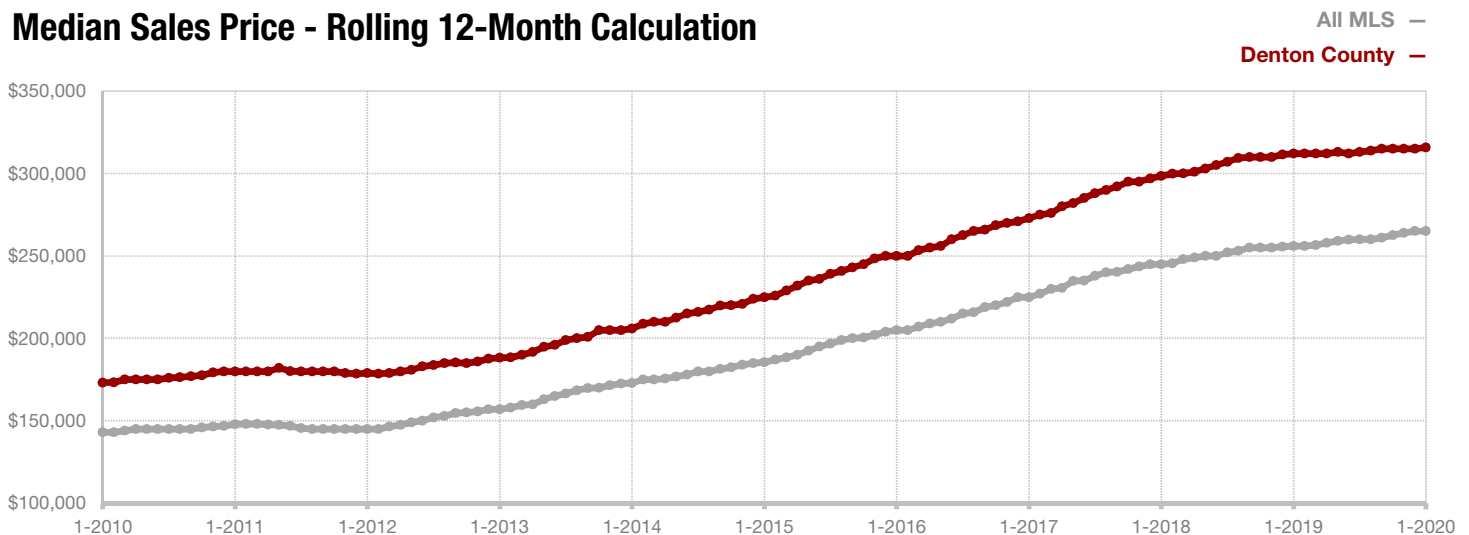
Change in
Median Sales Price

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	1,479	1,513	+ 2.3%	1,479	1,513	+ 2.3%
Pending Sales	1,015	1,153	+ 13.6%	1,015	1,153	+ 13.6%
Closed Sales	698	860	+ 23.2%	698	860	+ 23.2%
Average Sales Price*	\$347,452	\$359,075	+ 3.3%	\$347,452	\$359,075	+ 3.3%
Median Sales Price*	\$299,563	\$315,000	+ 5.2%	\$299,563	\$315,000	+ 5.2%
Percent of Original List Price Received*	95.2%	95.7%	+ 0.5%	95.2%	95.7%	+ 0.5%
Days on Market Until Sale	66	63	- 4.5%	66	63	- 4.5%
Inventory of Homes for Sale	3,479	2,967	- 14.7%	--	--	--
Months Supply of Inventory	2.9	2.2	- 33.3%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



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- 45.2%

- 91.7%

- 18.9%

Change in
New Listings

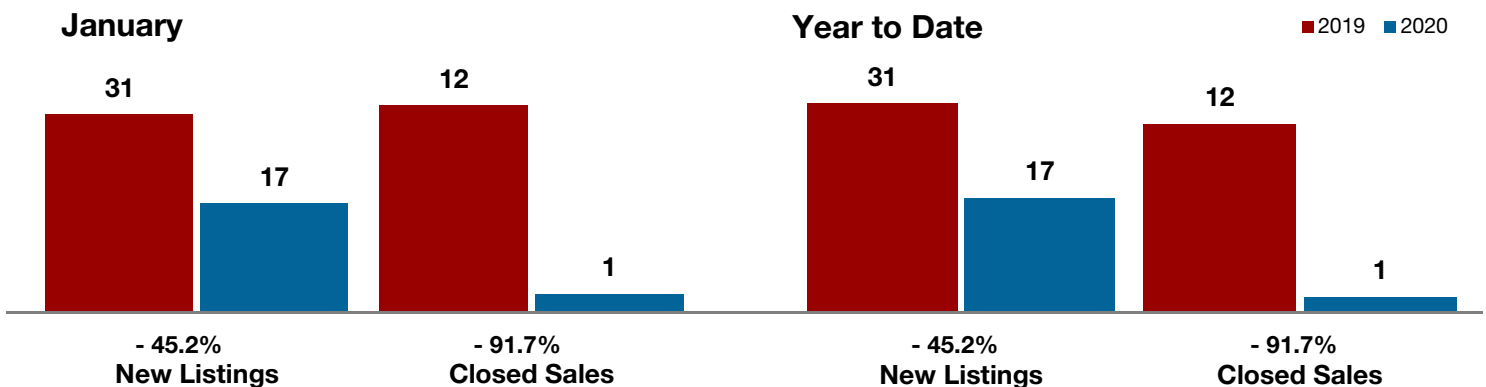
Change in
Closed Sales

Change in
Median Sales Price

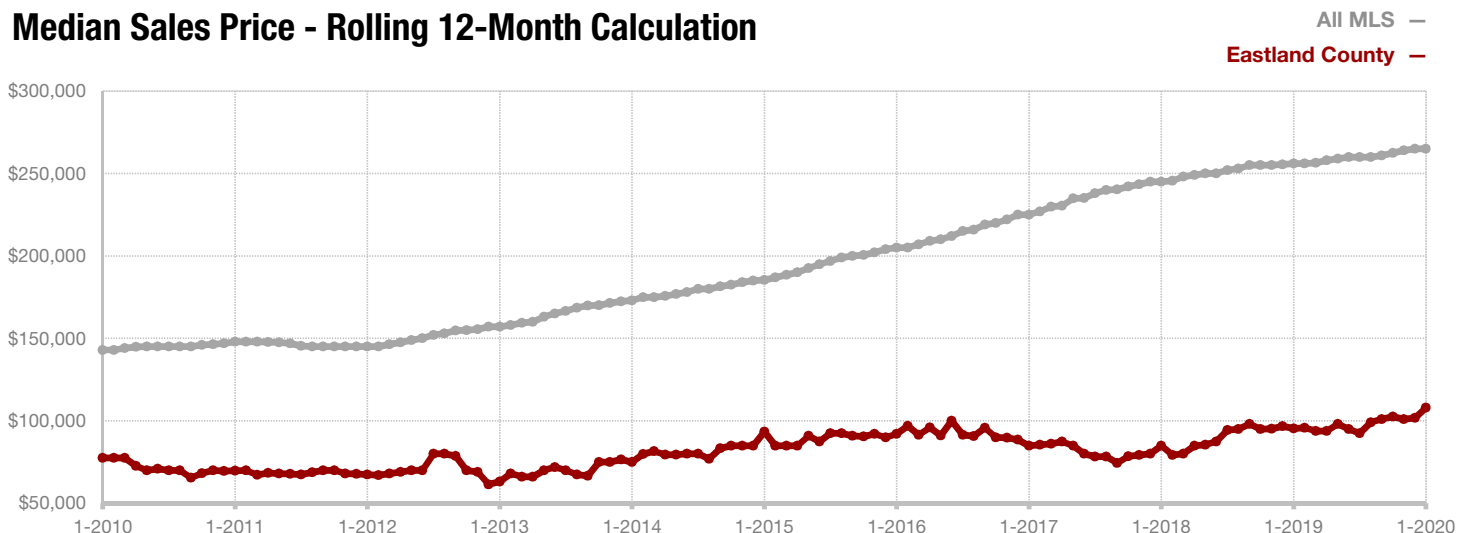
Eastland County

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	31	17	- 45.2%	31	17	- 45.2%
Pending Sales	12	5	- 58.3%	12	5	- 58.3%
Closed Sales	12	1	- 91.7%	12	1	- 91.7%
Average Sales Price*	\$107,625	\$58,000	- 46.1%	\$107,625	\$58,000	- 46.1%
Median Sales Price*	\$71,550	\$58,000	- 18.9%	\$71,550	\$58,000	- 18.9%
Percent of Original List Price Received*	85.4%	100.0%	+ 17.1%	85.4%	100.0%	+ 17.1%
Days on Market Until Sale	177	3	- 98.3%	177	3	- 98.3%
Inventory of Homes for Sale	113	94	- 16.8%	--	--	--
Months Supply of Inventory	9.0	7.1	- 22.2%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



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Ellis County

+ 15.9%

+ 44.5%

+ 0.5%

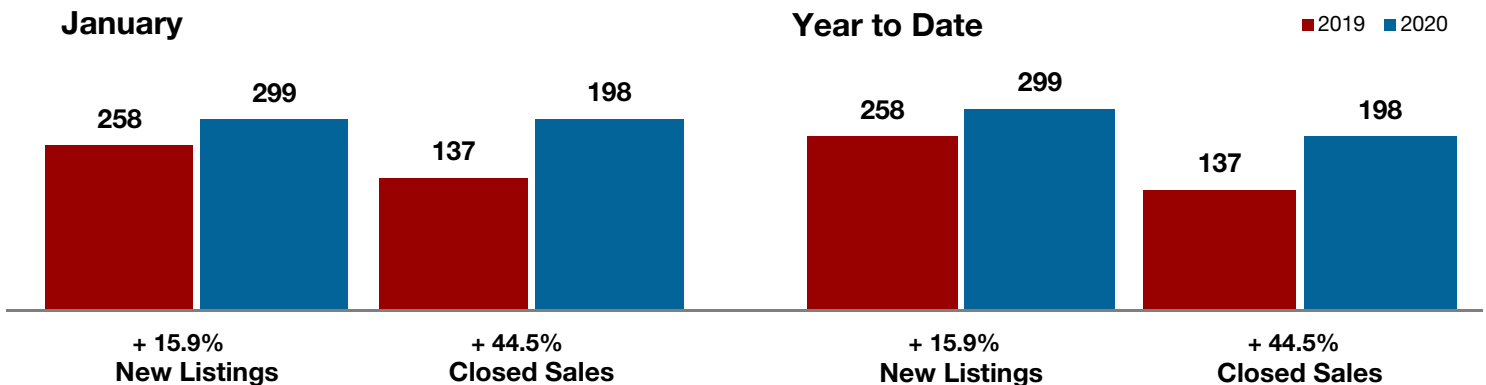
Change in
New Listings

Change in
Closed Sales

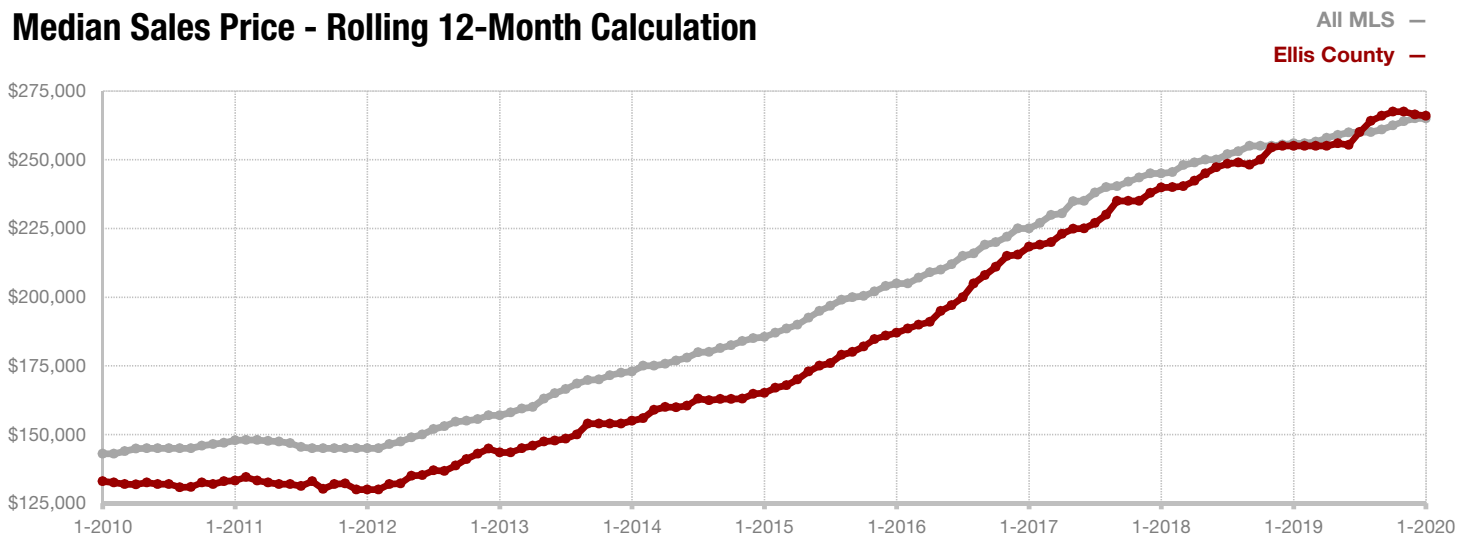
Change in
Median Sales Price

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	258	299	+ 15.9%	258	299	+ 15.9%
Pending Sales	192	241	+ 25.5%	192	241	+ 25.5%
Closed Sales	137	198	+ 44.5%	137	198	+ 44.5%
Average Sales Price*	\$268,253	\$270,686	+ 0.9%	\$268,253	\$270,686	+ 0.9%
Median Sales Price*	\$243,000	\$244,122	+ 0.5%	\$243,000	\$244,122	+ 0.5%
Percent of Original List Price Received*	97.5%	96.4%	- 1.1%	97.5%	96.4%	- 1.1%
Days on Market Until Sale	55	61	+ 10.9%	55	61	+ 10.9%
Inventory of Homes for Sale	647	747	+ 15.5%	--	--	--
Months Supply of Inventory	2.7	2.8	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 – January 2020

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



Erath County

+ 4.9%

+ 40.0%

+ 31.2%

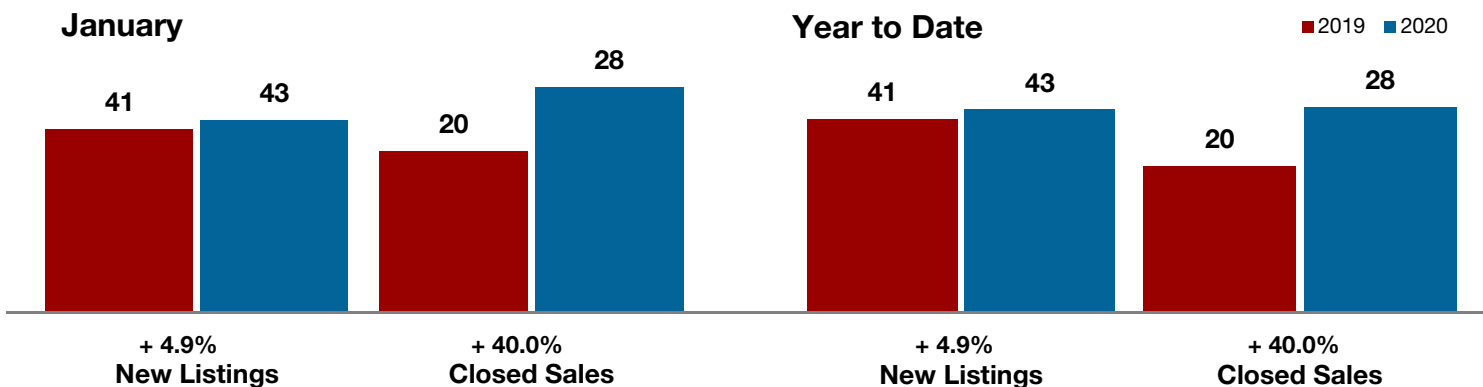
Change in
New Listings

Change in
Closed Sales

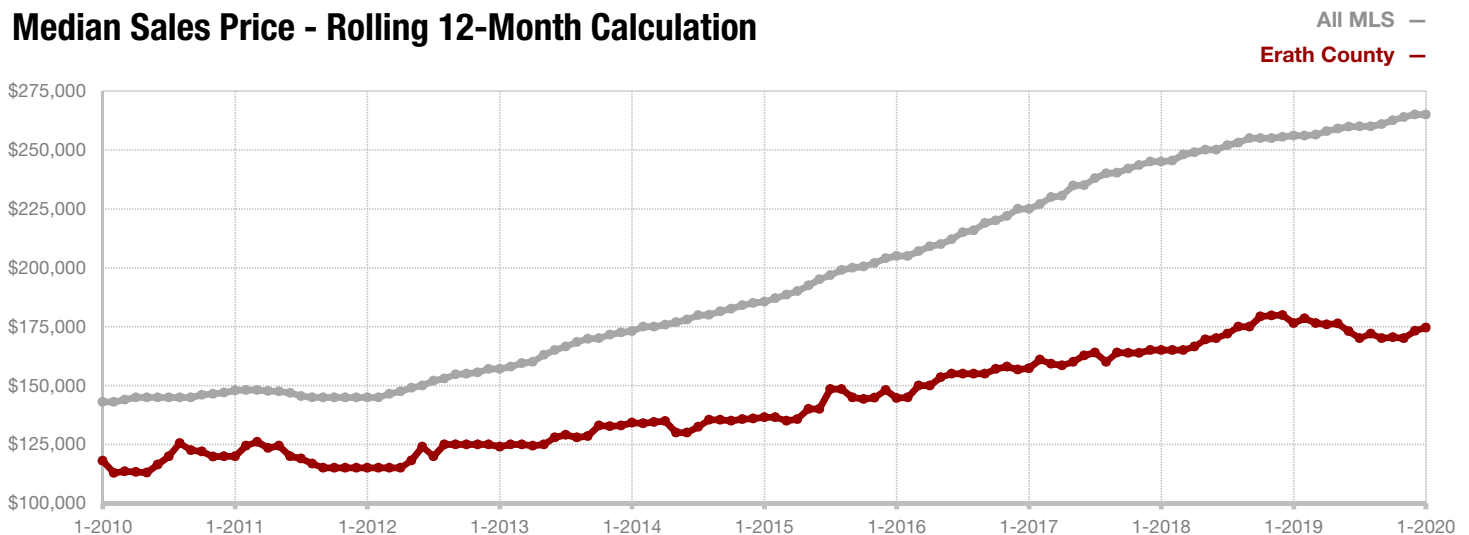
Change in
Median Sales Price

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	41	43	+ 4.9%	41	43	+ 4.9%
Pending Sales	29	28	- 3.4%	29	28	- 3.4%
Closed Sales	20	28	+ 40.0%	20	28	+ 40.0%
Average Sales Price*	\$234,888	\$242,063	+ 3.1%	\$234,888	\$242,063	+ 3.1%
Median Sales Price*	\$136,250	\$178,750	+ 31.2%	\$136,250	\$178,750	+ 31.2%
Percent of Original List Price Received*	91.2%	93.9%	+ 3.0%	91.2%	93.9%	+ 3.0%
Days on Market Until Sale	47	65	+ 38.3%	47	65	+ 38.3%
Inventory of Homes for Sale	142	156	+ 9.9%	--	--	--
Months Supply of Inventory	3.7	4.0	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 – January 2020

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Fannin County

+ 10.0%

Change in
New Listings

+ 28.6%

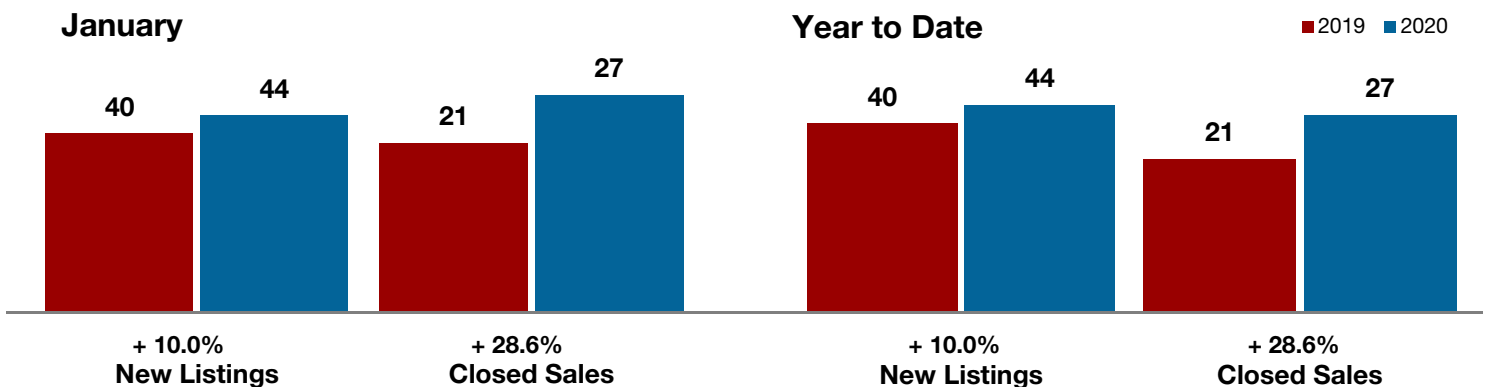
Change in
Closed Sales

+ 0.2%

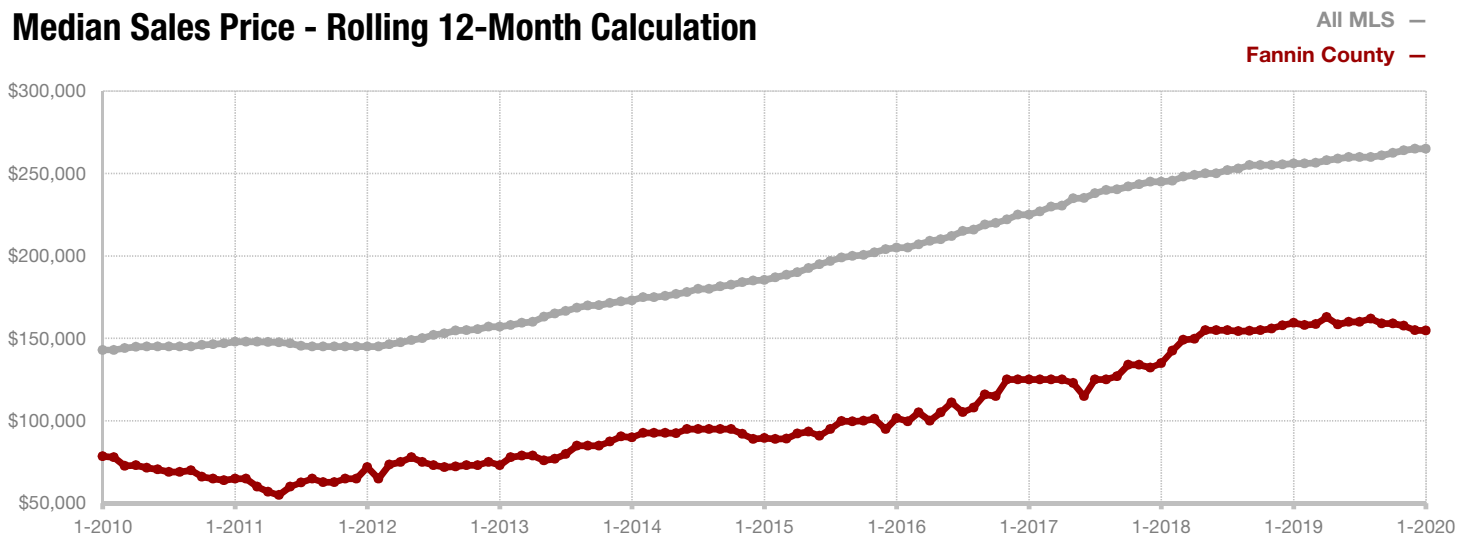
Change in
Median Sales Price

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	40	44	+ 10.0%	40	44	+ 10.0%
Pending Sales	24	27	+ 12.5%	24	27	+ 12.5%
Closed Sales	21	27	+ 28.6%	21	27	+ 28.6%
Average Sales Price*	\$233,143	\$195,795	- 16.0%	\$233,143	\$195,795	- 16.0%
Median Sales Price*	\$162,711	\$163,000	+ 0.2%	\$162,711	\$163,000	+ 0.2%
Percent of Original List Price Received*	93.5%	93.2%	- 0.3%	93.5%	93.2%	- 0.3%
Days on Market Until Sale	43	73	+ 69.8%	43	73	+ 69.8%
Inventory of Homes for Sale	148	140	- 5.4%	--	--	--
Months Supply of Inventory	4.8	4.3	- 20.0%	--	--	--

* 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 – January 2020

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



- 9.1%

- 40.0%

+ 143.2%

Change in
New Listings

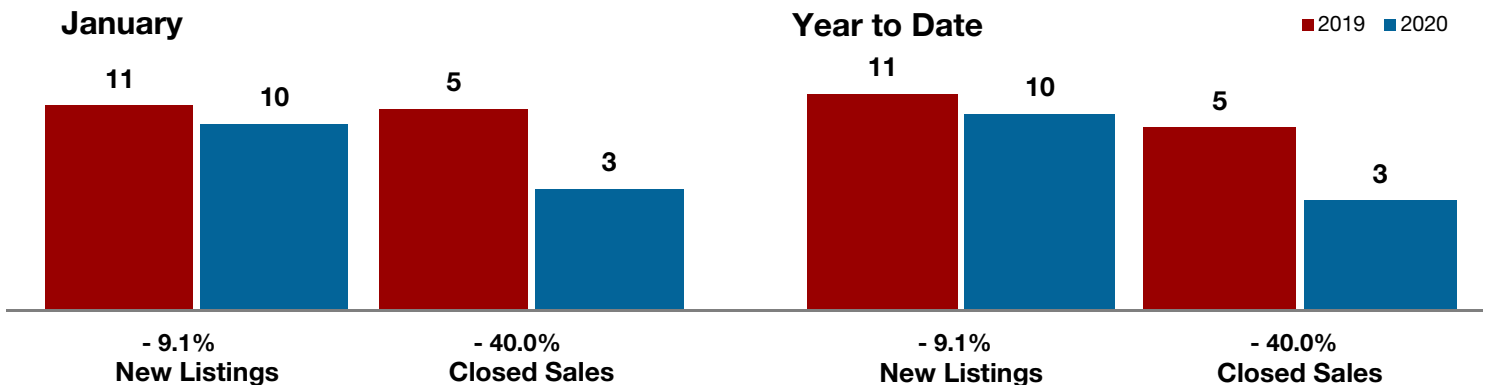
Change in
Closed Sales

Change in
Median Sales Price

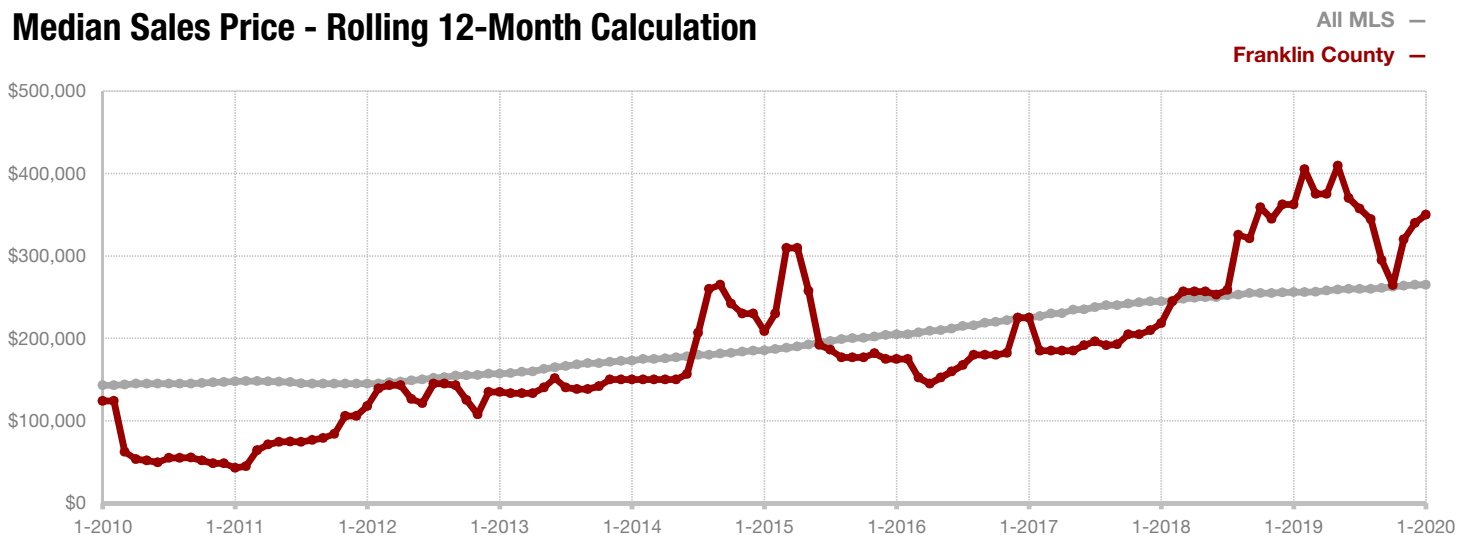
Franklin County

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	11	10	- 9.1%	11	10	- 9.1%
Pending Sales	7	4	- 42.9%	7	4	- 42.9%
Closed Sales	5	3	- 40.0%	5	3	- 40.0%
Average Sales Price*	\$294,900	\$464,667	+ 57.6%	\$294,900	\$464,667	+ 57.6%
Median Sales Price*	\$185,000	\$450,000	+ 143.2%	\$185,000	\$450,000	+ 143.2%
Percent of Original List Price Received*	92.9%	95.4%	+ 2.7%	92.9%	95.4%	+ 2.7%
Days on Market Until Sale	62	91	+ 46.8%	62	91	+ 46.8%
Inventory of Homes for Sale	46	39	- 15.2%	--	--	--
Months Supply of Inventory	6.7	7.1	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 – January 2020

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- 5.3%

0.0%

+ 11.6%

Change in
New Listings

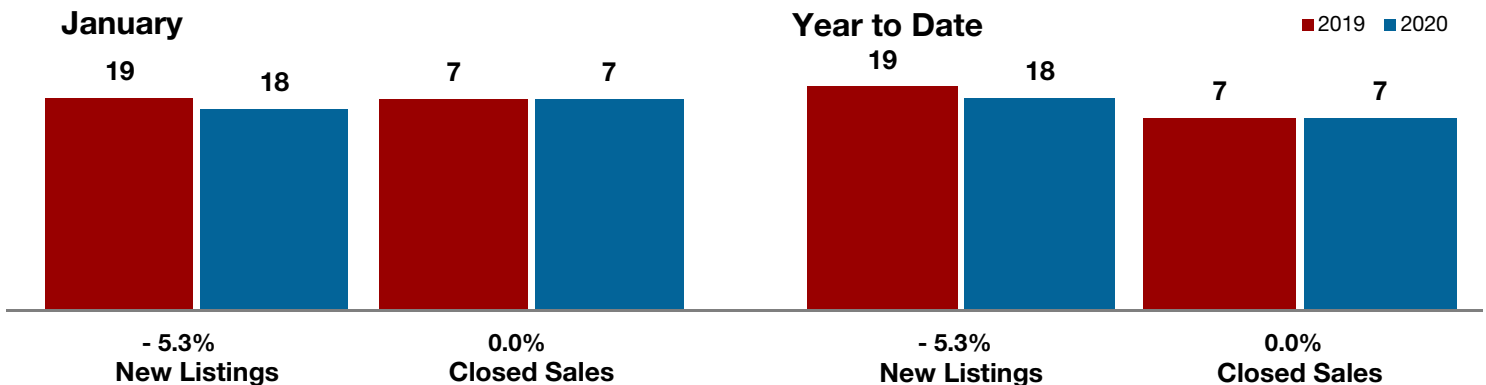
Change in
Closed Sales

Change in
Median Sales Price

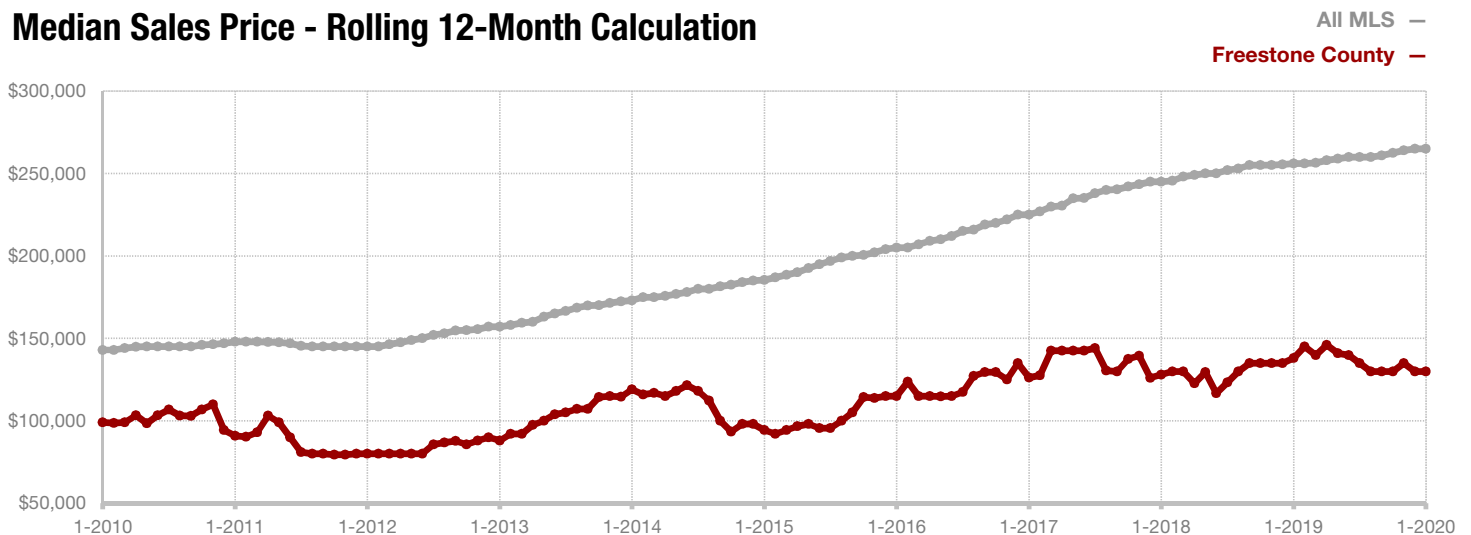
Freestone County

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	19	18	- 5.3%	19	18	- 5.3%
Pending Sales	6	14	+ 133.3%	6	14	+ 133.3%
Closed Sales	7	7	0.0%	7	7	0.0%
Average Sales Price*	\$187,879	\$216,214	+ 15.1%	\$187,879	\$216,214	+ 15.1%
Median Sales Price*	\$116,500	\$130,000	+ 11.6%	\$116,500	\$130,000	+ 11.6%
Percent of Original List Price Received*	93.7%	91.4%	- 2.5%	93.7%	91.4%	- 2.5%
Days on Market Until Sale	77	114	+ 48.1%	77	114	+ 48.1%
Inventory of Homes for Sale	61	55	- 9.8%	--	--	--
Months Supply of Inventory	5.5	4.9	- 16.7%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – January 2020

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+ 9.5%

+ 26.2%

+ 0.5%

Change in
New Listings

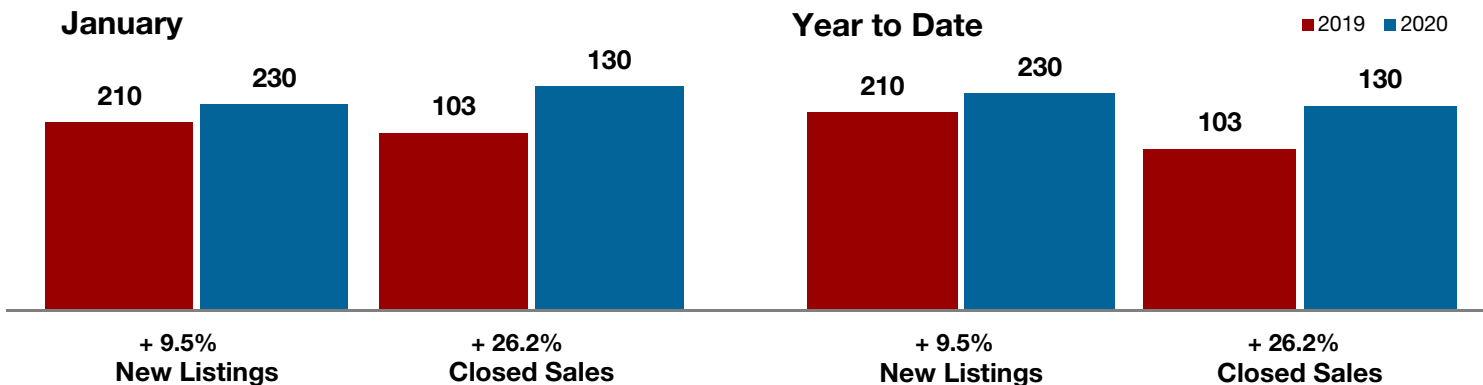
Change in
Closed Sales

Change in
Median Sales Price

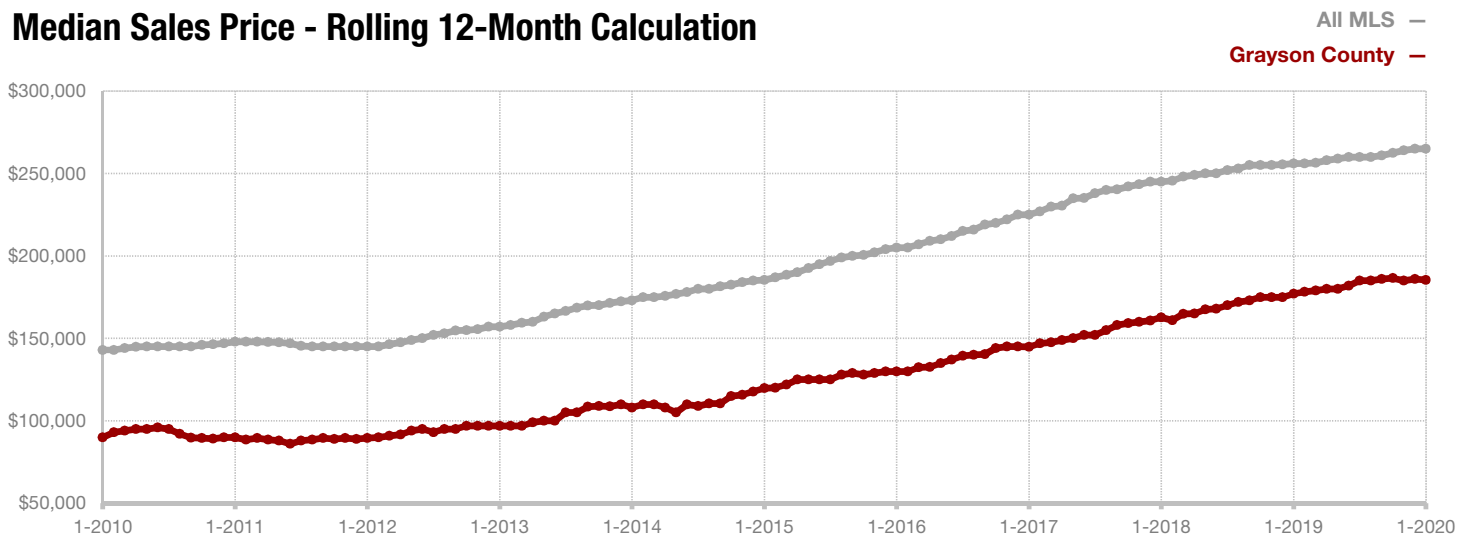
Grayson County

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	210	230	+ 9.5%	210	230	+ 9.5%
Pending Sales	145	158	+ 9.0%	145	158	+ 9.0%
Closed Sales	103	130	+ 26.2%	103	130	+ 26.2%
Average Sales Price*	\$243,304	\$210,160	- 13.6%	\$243,304	\$210,160	- 13.6%
Median Sales Price*	\$184,000	\$185,000	+ 0.5%	\$184,000	\$185,000	+ 0.5%
Percent of Original List Price Received*	93.8%	91.6%	- 2.3%	93.8%	91.6%	- 2.3%
Days on Market Until Sale	61	72	+ 18.0%	61	72	+ 18.0%
Inventory of Homes for Sale	650	615	- 5.4%	--	--	--
Months Supply of Inventory	4.1	3.5	0.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – January 2020

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Hamilton County

0.0%

+ 66.7%

- 68.8%

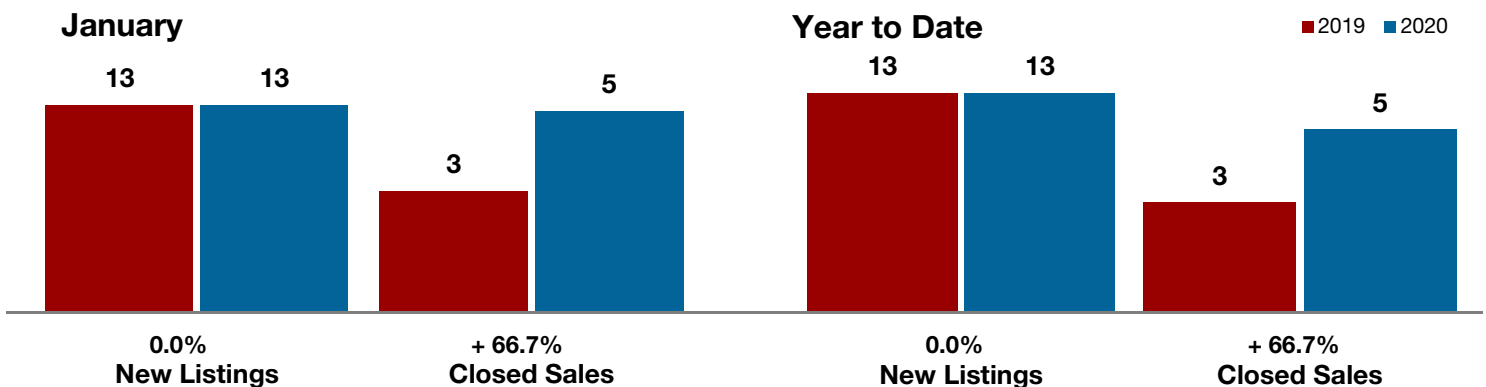
Change in
New Listings

Change in
Closed Sales

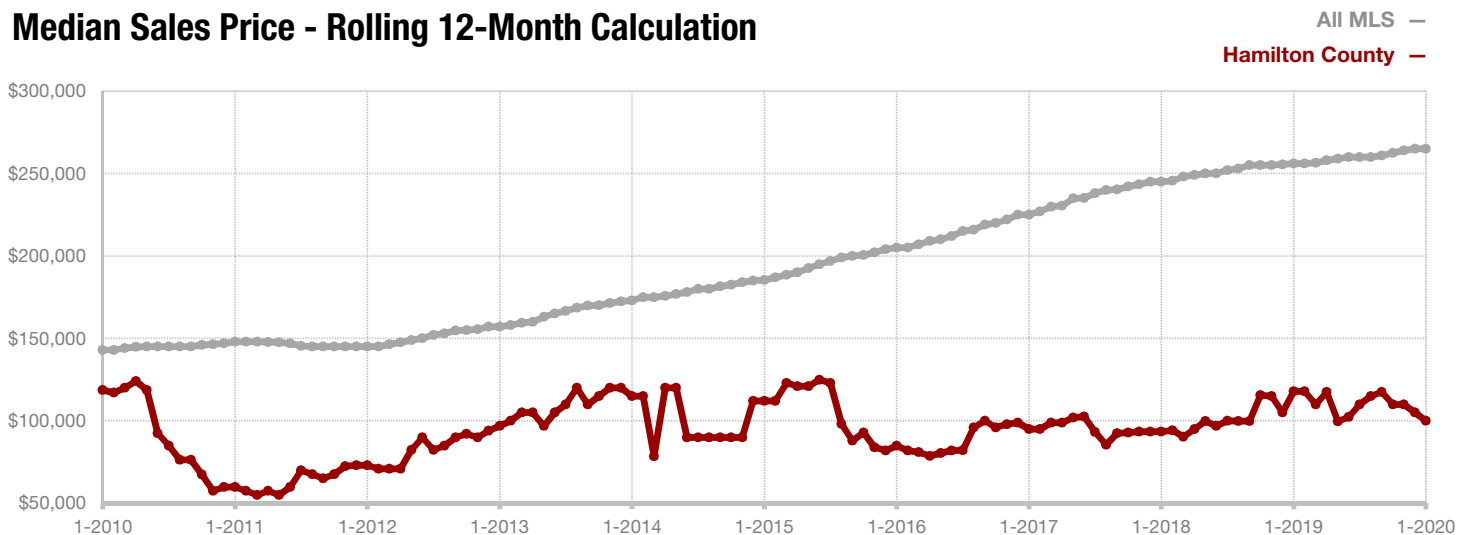
Change in
Median Sales Price

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	13	13	0.0%	13	13	0.0%
Pending Sales	5	9	+ 80.0%	5	9	+ 80.0%
Closed Sales	3	5	+ 66.7%	3	5	+ 66.7%
Average Sales Price*	\$542,650	\$64,800	- 88.1%	\$542,650	\$64,800	- 88.1%
Median Sales Price*	\$125,000	\$39,000	- 68.8%	\$125,000	\$39,000	- 68.8%
Percent of Original List Price Received*	89.7%	88.2%	- 1.7%	89.7%	88.2%	- 1.7%
Days on Market Until Sale	149	78	- 47.7%	149	78	- 47.7%
Inventory of Homes for Sale	62	47	- 24.2%	--	--	--
Months Supply of Inventory	10.5	5.9	- 45.5%	--	--	--

* 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 – January 2020

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+ 100.0%

- 100.0%

--

Harrison County

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

January

Year to Date

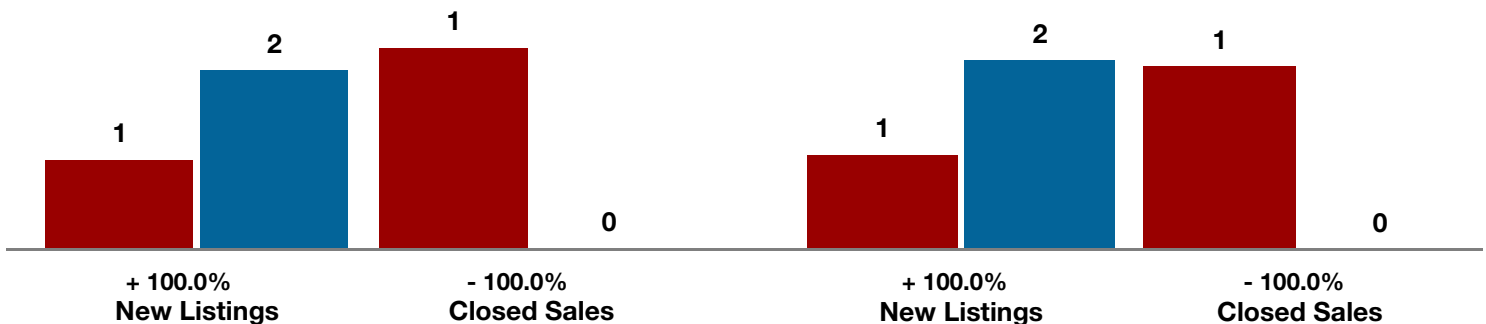
	2019	2020	+ / -	2019	2020	+ / -
New Listings	1	2	+ 100.0%	1	2	+ 100.0%
Pending Sales	1	0	- 100.0%	1	0	- 100.0%
Closed Sales	1	0	- 100.0%	1	0	- 100.0%
Average Sales Price*	\$425,000	--	--	\$425,000	--	--
Median Sales Price*	\$425,000	--	--	\$425,000	--	--
Percent of Original List Price Received*	71.0%	--	--	71.0%	--	--
Days on Market Until Sale	169	--	--	169	--	--
Inventory of Homes for Sale	10	14	+ 40.0%	--	--	--
Months Supply of Inventory	8.5	8.9	0.0%	--	--	--

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January

Year to Date

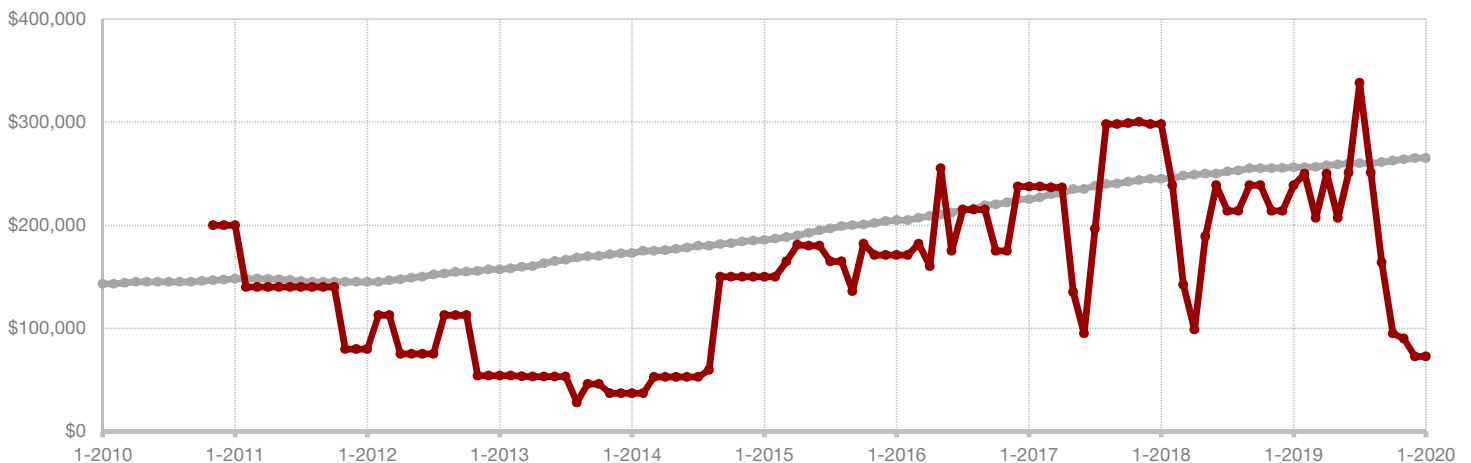
■ 2019 ■ 2020



Median Sales Price - Rolling 12-Month Calculation

All MLS —

Harrison County —



Local Market Update – January 2020

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+ 32.6%

- 12.7%

+ 1.6%

Change in
New Listings

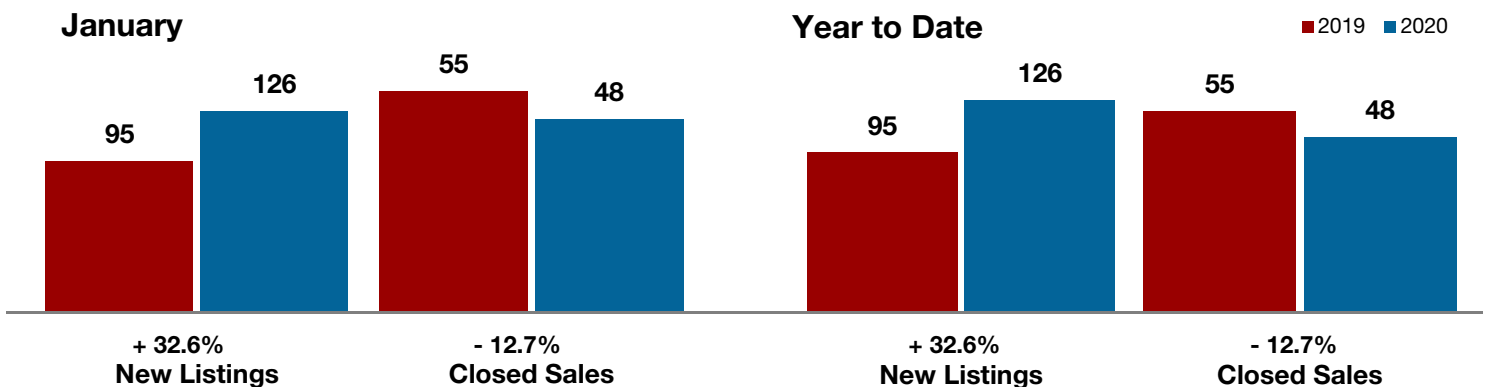
Change in
Closed Sales

Change in
Median Sales Price

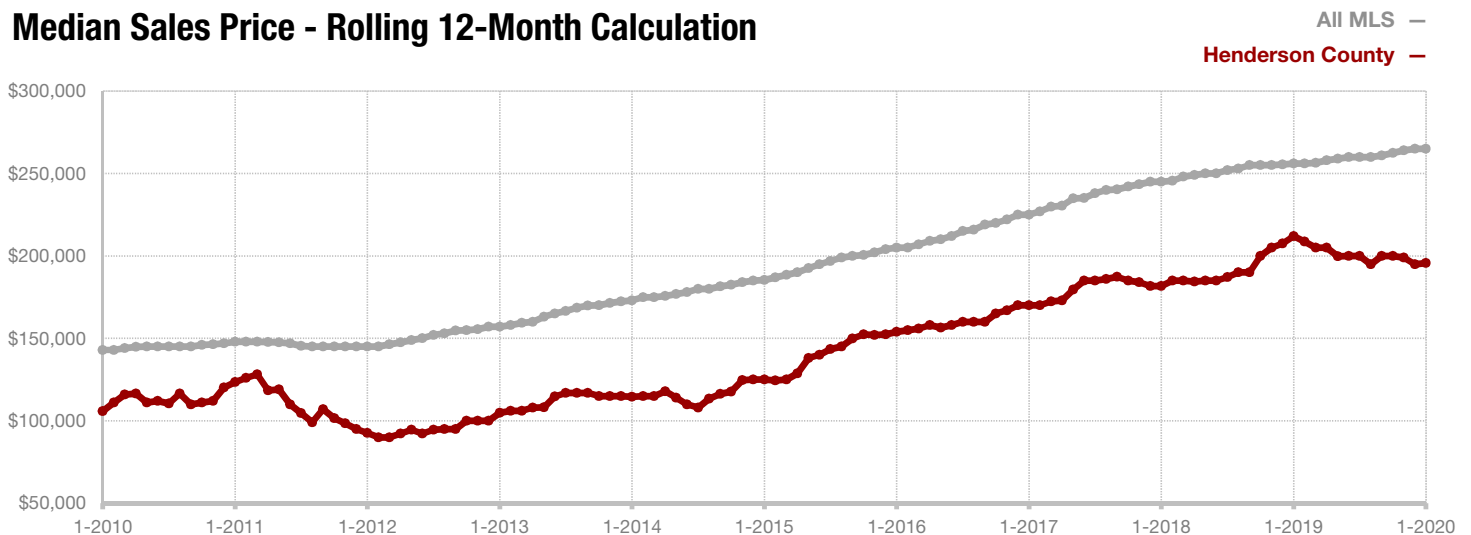
Henderson County

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	95	126	+ 32.6%	95	126	+ 32.6%
Pending Sales	58	67	+ 15.5%	58	67	+ 15.5%
Closed Sales	55	48	- 12.7%	55	48	- 12.7%
Average Sales Price*	\$248,521	\$252,004	+ 1.4%	\$248,521	\$252,004	+ 1.4%
Median Sales Price*	\$218,250	\$221,750	+ 1.6%	\$218,250	\$221,750	+ 1.6%
Percent of Original List Price Received*	91.9%	91.9%	0.0%	91.9%	91.9%	0.0%
Days on Market Until Sale	80	59	- 26.3%	80	59	- 26.3%
Inventory of Homes for Sale	377	389	+ 3.2%	--	--	--
Months Supply of Inventory	5.0	5.2	0.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – January 2020

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Hill County

+ 21.6%

+ 46.7%

+ 83.4%

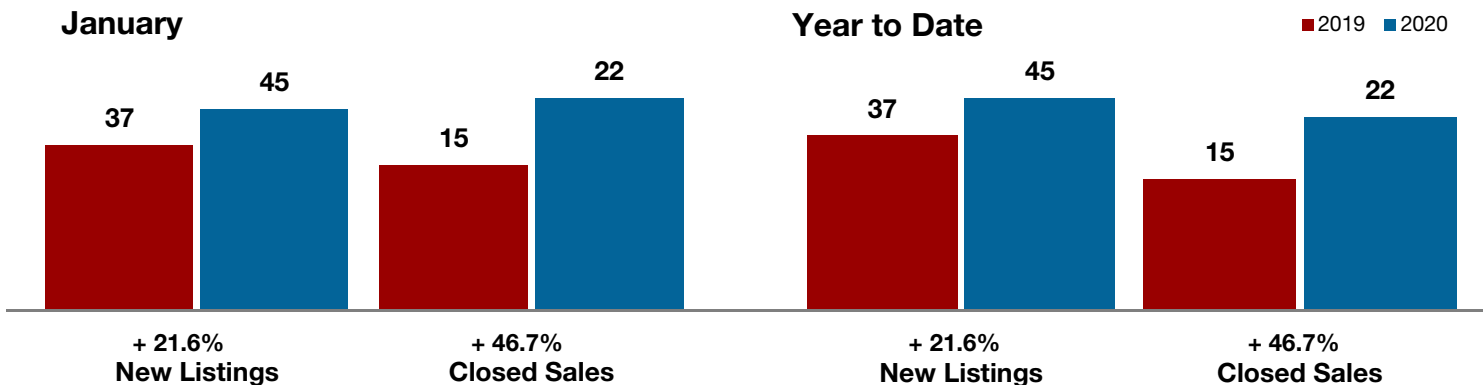
Change in
New Listings

Change in
Closed Sales

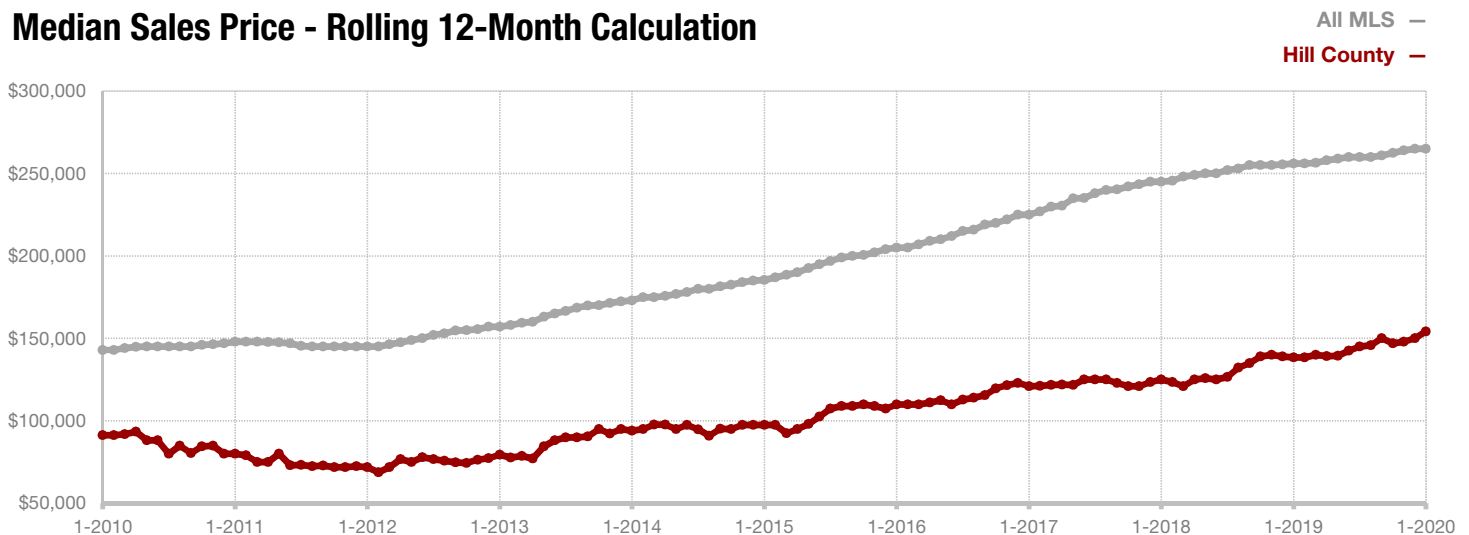
Change in
Median Sales Price

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	37	45	+ 21.6%	37	45	+ 21.6%
Pending Sales	27	19	- 29.6%	27	19	- 29.6%
Closed Sales	15	22	+ 46.7%	15	22	+ 46.7%
Average Sales Price*	\$152,033	\$165,048	+ 8.6%	\$152,033	\$165,048	+ 8.6%
Median Sales Price*	\$80,000	\$146,750	+ 83.4%	\$80,000	\$146,750	+ 83.4%
Percent of Original List Price Received*	90.2%	89.8%	- 0.4%	90.2%	89.8%	- 0.4%
Days on Market Until Sale	76	110	+ 44.7%	76	110	+ 44.7%
Inventory of Homes for Sale	134	129	- 3.7%	--	--	--
Months Supply of Inventory	4.5	4.2	- 20.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – January 2020

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Hood County

- 8.4%

+ 13.7%

+ 3.0%

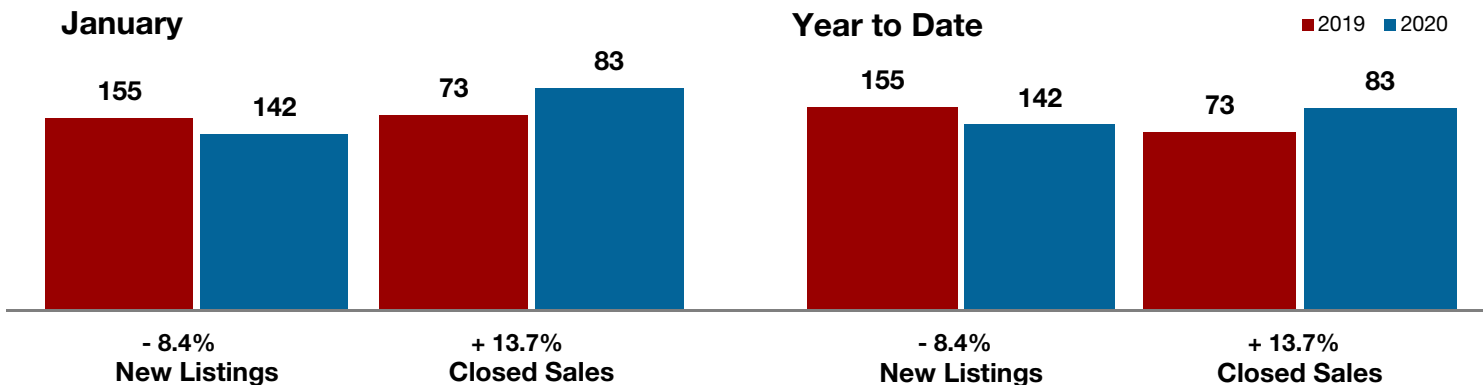
Change in
New Listings

Change in
Closed Sales

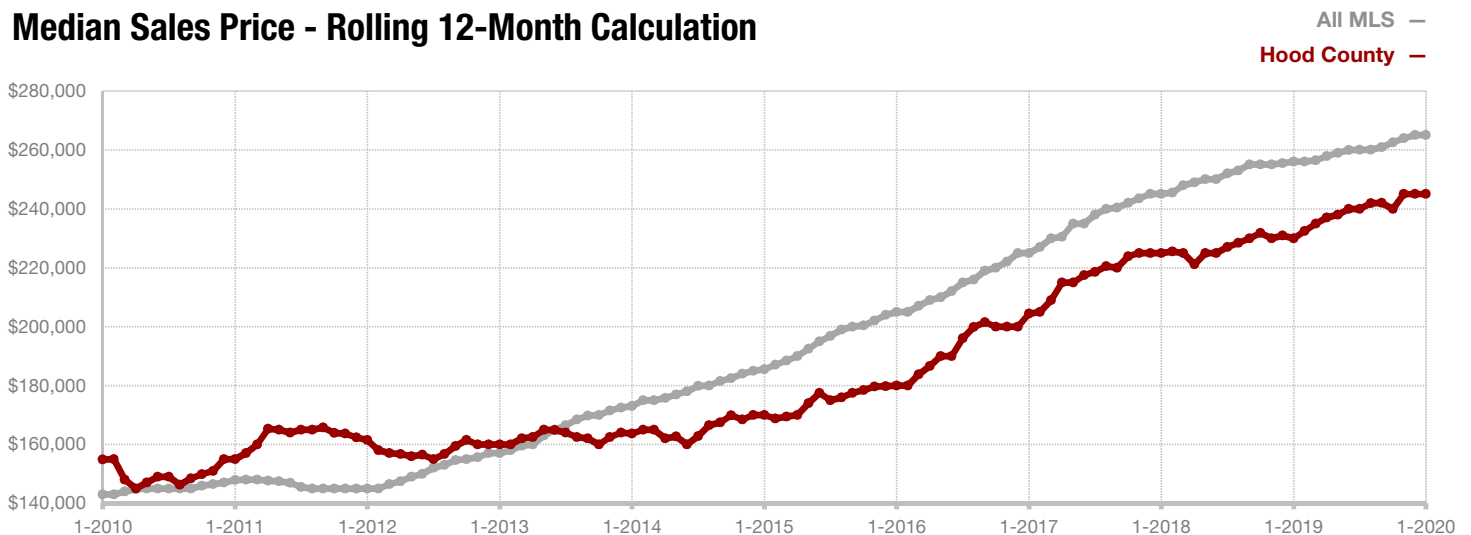
Change in
Median Sales Price

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	155	142	- 8.4%	155	142	- 8.4%
Pending Sales	108	76	- 29.6%	108	76	- 29.6%
Closed Sales	73	83	+ 13.7%	73	83	+ 13.7%
Average Sales Price*	\$236,033	\$272,905	+ 15.6%	\$236,033	\$272,905	+ 15.6%
Median Sales Price*	\$213,500	\$220,000	+ 3.0%	\$213,500	\$220,000	+ 3.0%
Percent of Original List Price Received*	95.8%	94.6%	- 1.3%	95.8%	94.6%	- 1.3%
Days on Market Until Sale	41	51	+ 24.4%	41	51	+ 24.4%
Inventory of Homes for Sale	331	350	+ 5.7%	--	--	--
Months Supply of Inventory	2.8	3.0	0.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – January 2020

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- 4.0%

0.0%

+ 16.3%

Change in
New Listings

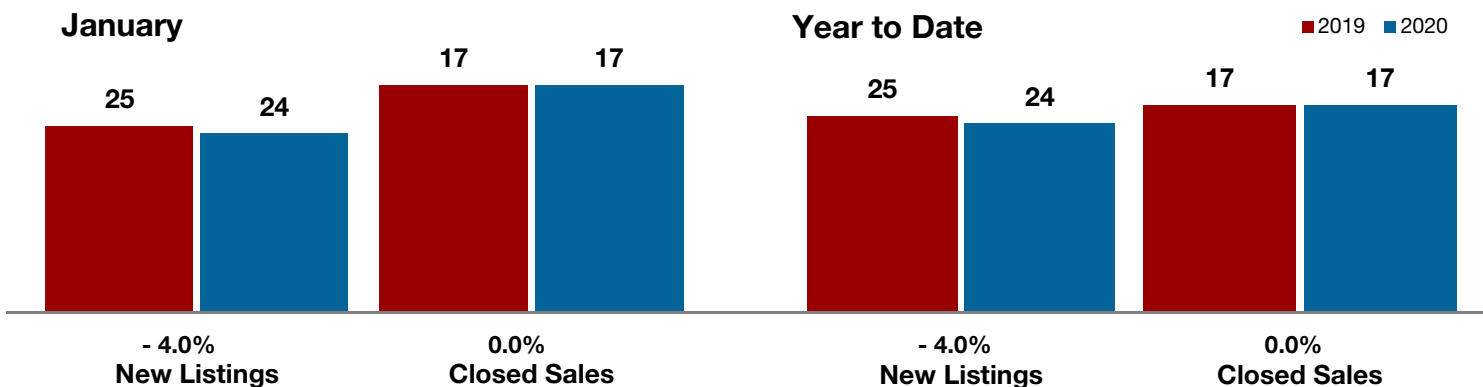
Change in
Closed Sales

Change in
Median Sales Price

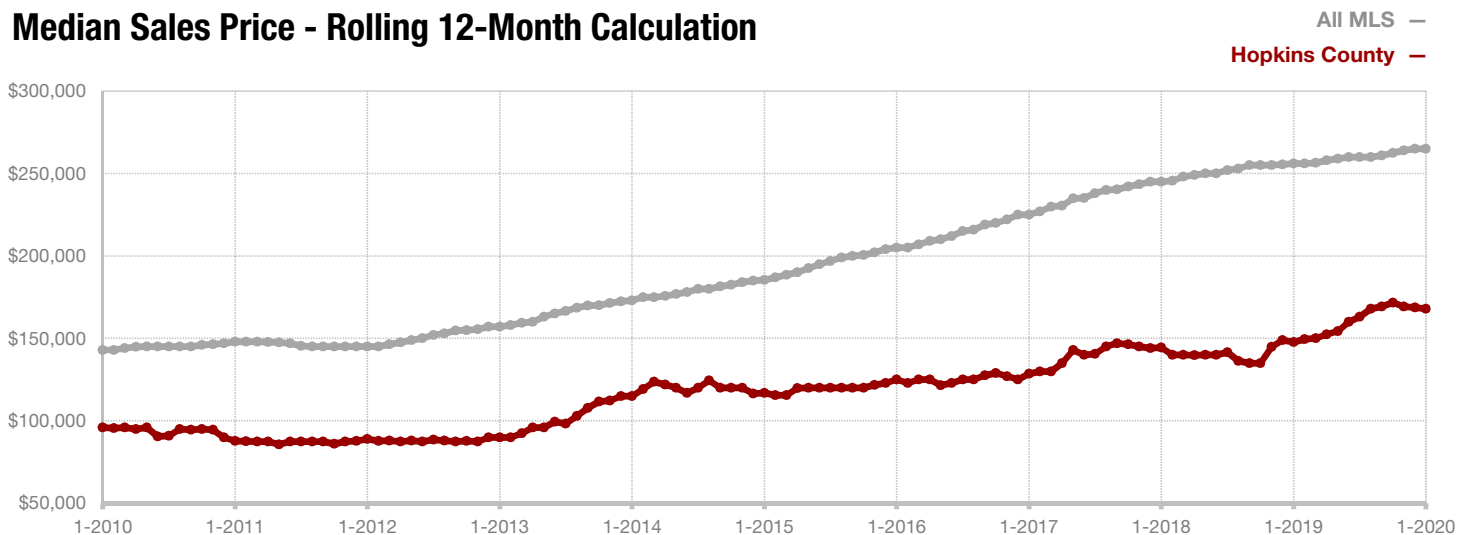
Hopkins County

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	25	24	- 4.0%	25	24	- 4.0%
Pending Sales	19	19	0.0%	19	19	0.0%
Closed Sales	17	17	0.0%	17	17	0.0%
Average Sales Price*	\$147,400	\$173,864	+ 18.0%	\$147,400	\$173,864	+ 18.0%
Median Sales Price*	\$130,750	\$152,000	+ 16.3%	\$130,750	\$152,000	+ 16.3%
Percent of Original List Price Received*	93.2%	91.1%	- 2.3%	93.2%	91.1%	- 2.3%
Days on Market Until Sale	44	55	+ 25.0%	44	55	+ 25.0%
Inventory of Homes for Sale	97	77	- 20.6%	--	--	--
Months Supply of Inventory	4.0	3.4	- 25.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – January 2020

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Hunt County

+ 6.1%

Change in
New Listings

+ 5.3%

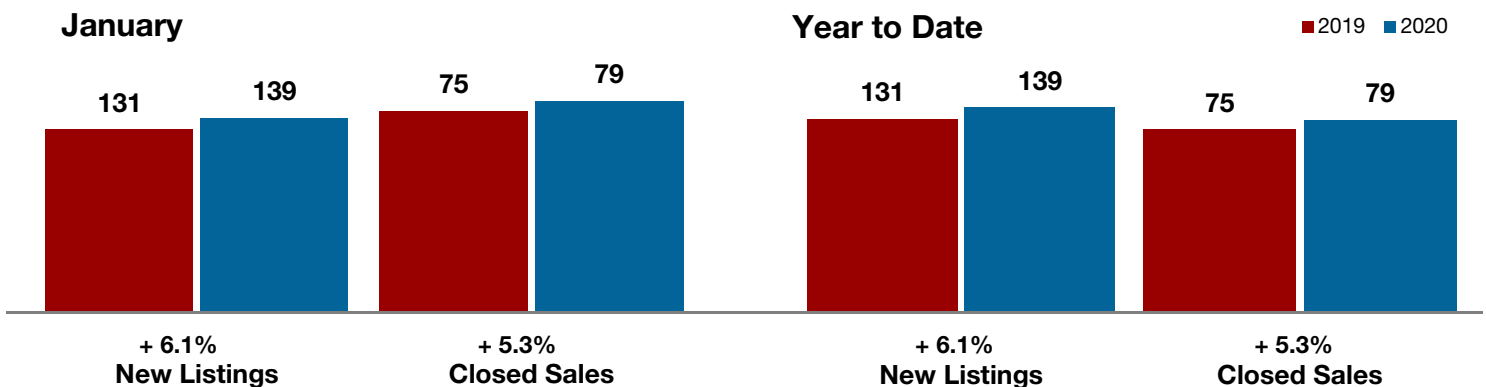
Change in
Closed Sales

+ 23.4%

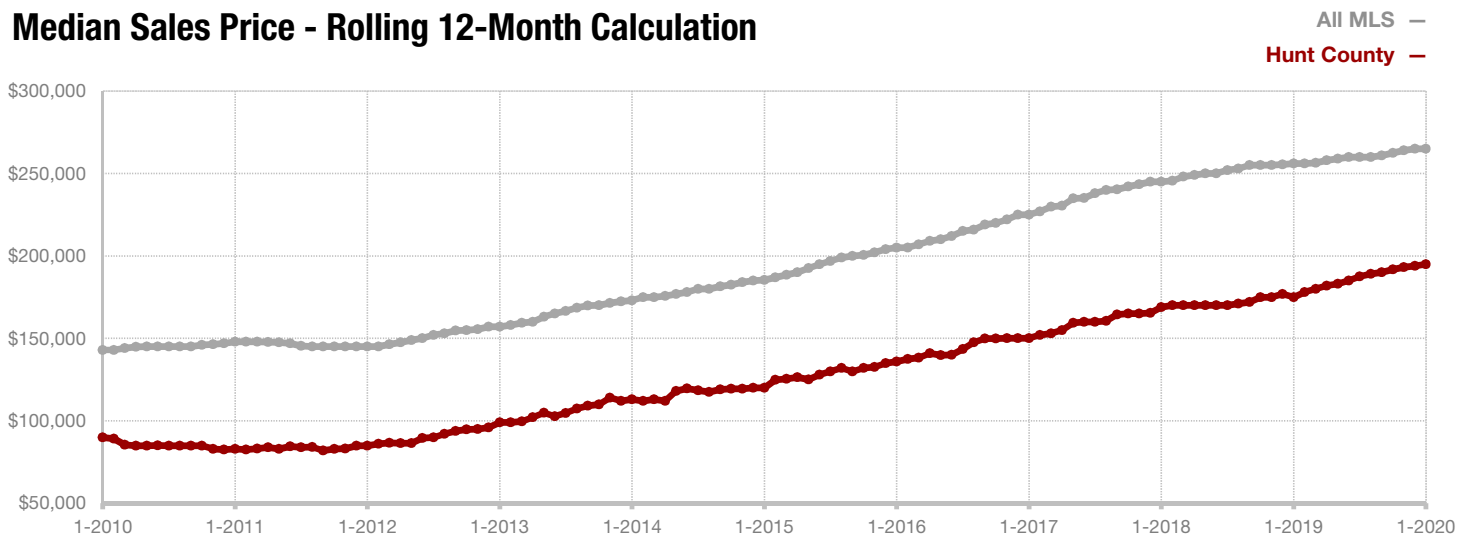
Change in
Median Sales Price

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	131	139	+ 6.1%	131	139	+ 6.1%
Pending Sales	98	80	- 18.4%	98	80	- 18.4%
Closed Sales	75	79	+ 5.3%	75	79	+ 5.3%
Average Sales Price*	\$180,371	\$228,316	+ 26.6%	\$180,371	\$228,316	+ 26.6%
Median Sales Price*	\$162,000	\$199,875	+ 23.4%	\$162,000	\$199,875	+ 23.4%
Percent of Original List Price Received*	93.5%	93.8%	+ 0.3%	93.5%	93.8%	+ 0.3%
Days on Market Until Sale	55	50	- 9.1%	55	50	- 9.1%
Inventory of Homes for Sale	303	372	+ 22.8%	--	--	--
Months Supply of Inventory	3.2	3.5	+ 33.3%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – January 2020

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Jack County

- 25.0%

0.0%

- 60.3%

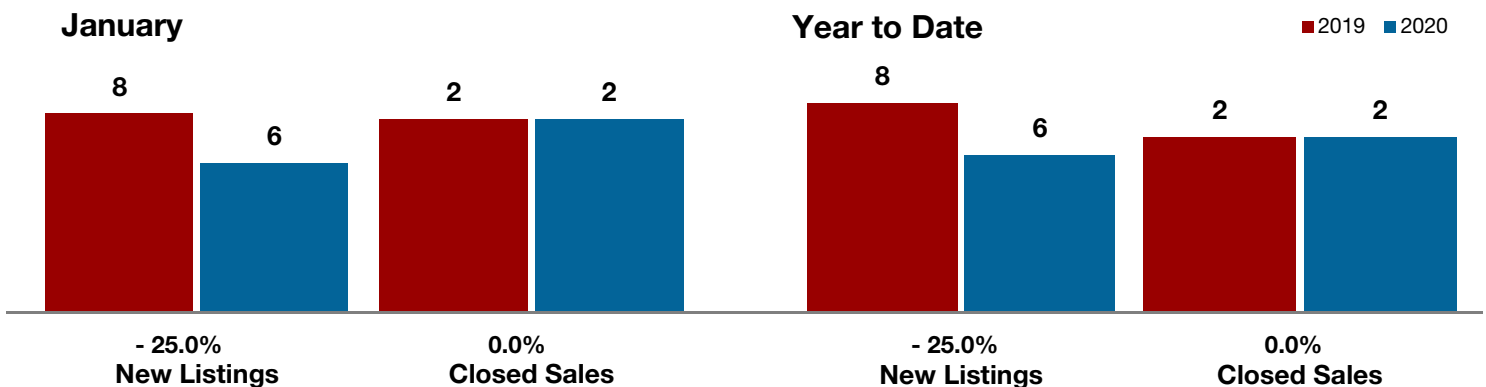
Change in
New Listings

Change in
Closed Sales

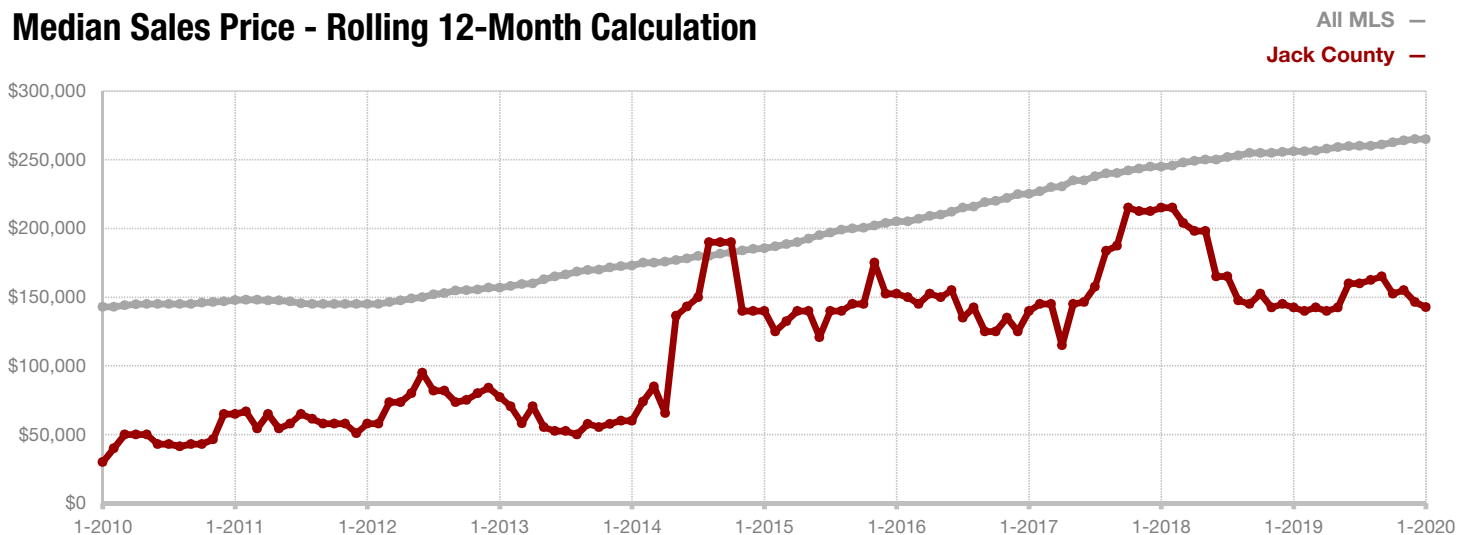
Change in
Median Sales Price

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	8	6	- 25.0%	8	6	- 25.0%
Pending Sales	5	2	- 60.0%	5	2	- 60.0%
Closed Sales	2	2	0.0%	2	2	0.0%
Average Sales Price*	\$190,000	\$75,350	- 60.3%	\$190,000	\$75,350	- 60.3%
Median Sales Price*	\$190,000	\$75,350	- 60.3%	\$190,000	\$75,350	- 60.3%
Percent of Original List Price Received*	82.0%	102.7%	+ 25.2%	82.0%	102.7%	+ 25.2%
Days on Market Until Sale	123	33	- 73.2%	123	33	- 73.2%
Inventory of Homes for Sale	16	21	+ 31.3%	--	--	--
Months Supply of Inventory	4.4	7.4	+ 75.0%	--	--	--

* 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 – January 2020

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Johnson County

+ 8.3%

+ 17.6%

+ 19.4%

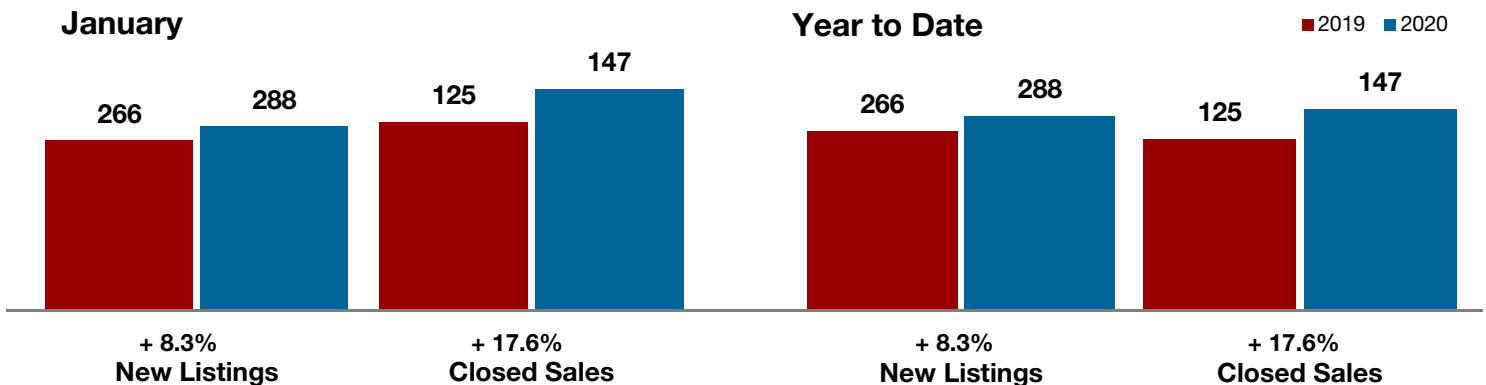
Change in
New Listings

Change in
Closed Sales

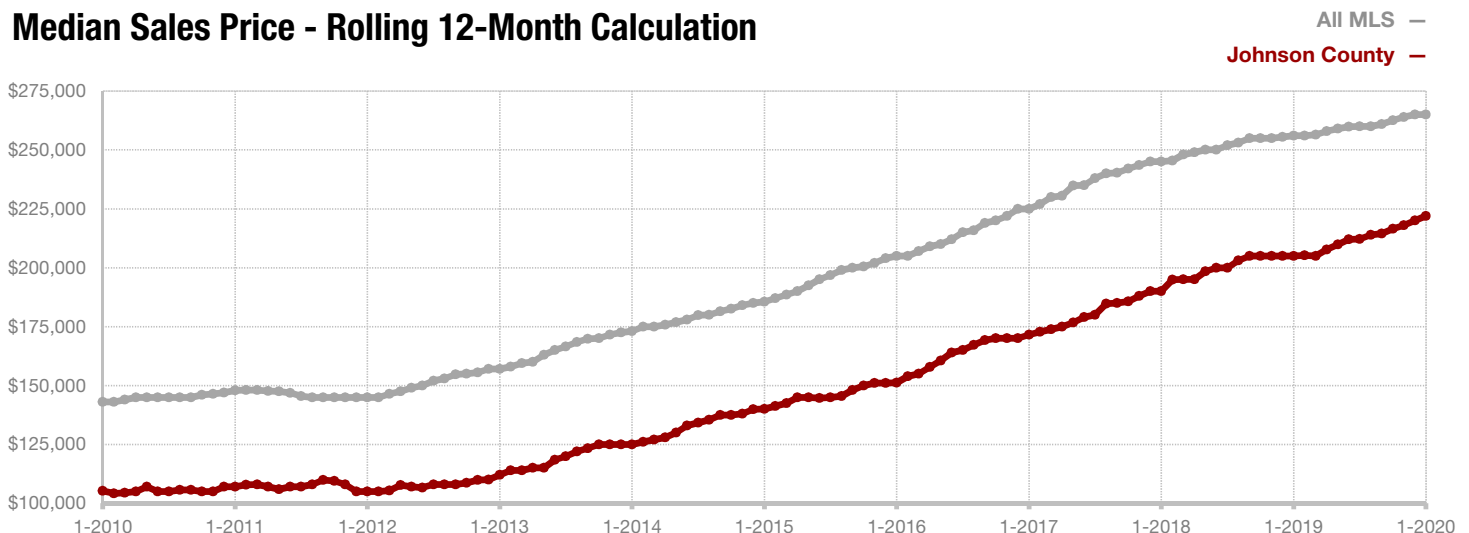
Change in
Median Sales Price

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	266	288	+ 8.3%	266	288	+ 8.3%
Pending Sales	200	214	+ 7.0%	200	214	+ 7.0%
Closed Sales	125	147	+ 17.6%	125	147	+ 17.6%
Average Sales Price*	\$217,376	\$248,331	+ 14.2%	\$217,376	\$248,331	+ 14.2%
Median Sales Price*	\$192,500	\$229,900	+ 19.4%	\$192,500	\$229,900	+ 19.4%
Percent of Original List Price Received*	95.8%	95.8%	0.0%	95.8%	95.8%	0.0%
Days on Market Until Sale	45	60	+ 33.3%	45	60	+ 33.3%
Inventory of Homes for Sale	564	641	+ 13.7%	--	--	--
Months Supply of Inventory	2.4	2.8	+ 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 – January 2020

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



Jones County

+ 41.2%

0.0%

+ 118.0%

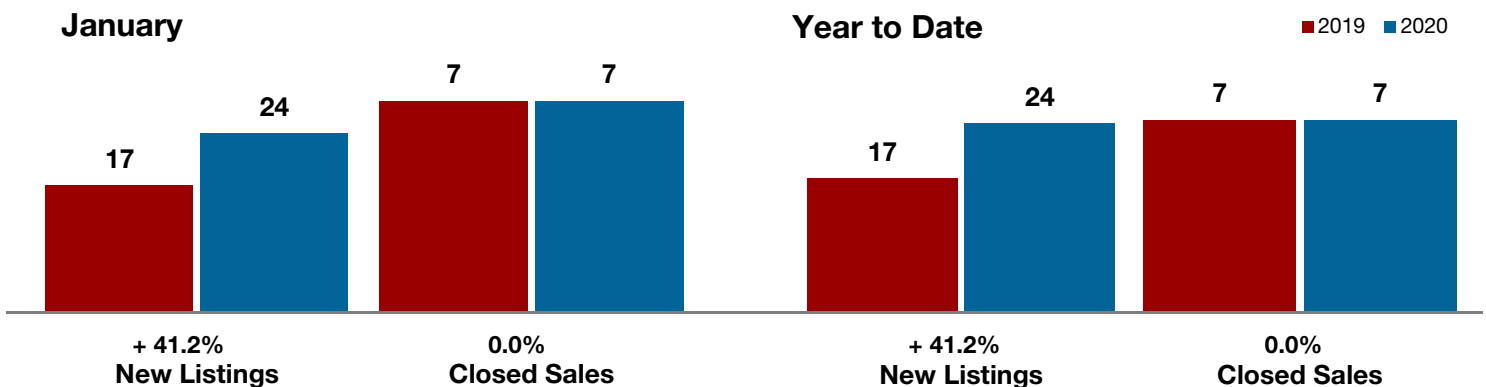
Change in
New Listings

Change in
Closed Sales

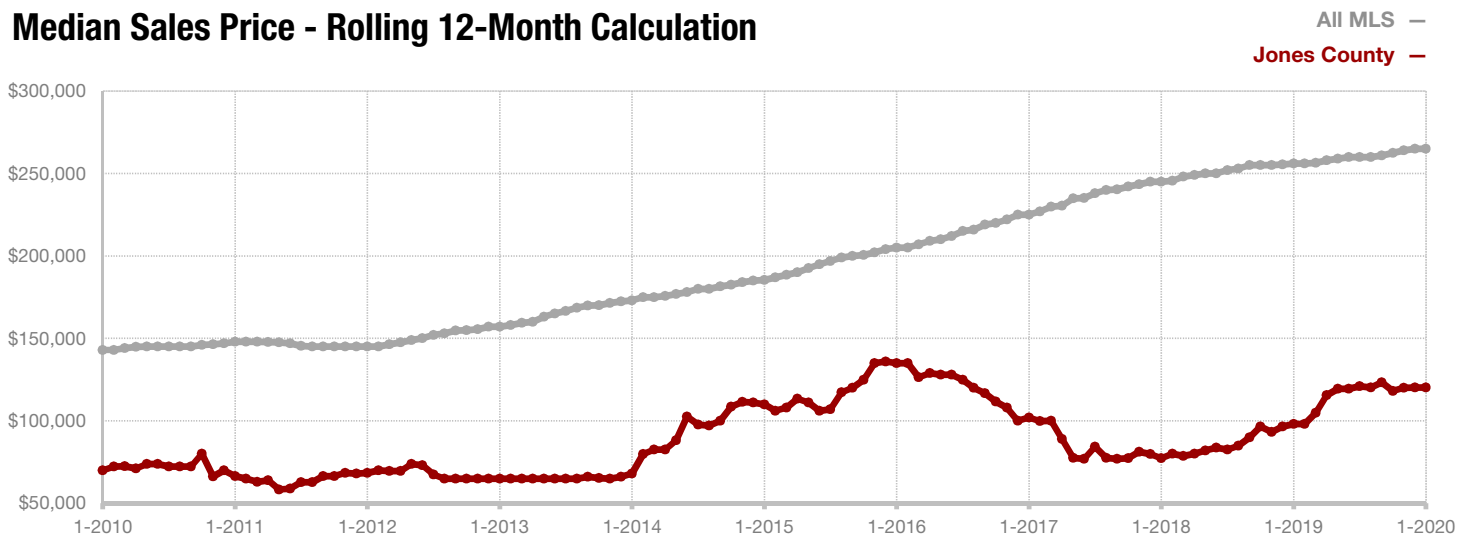
Change in
Median Sales Price

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	17	24	+ 41.2%	17	24	+ 41.2%
Pending Sales	10	9	- 10.0%	10	9	- 10.0%
Closed Sales	7	7	0.0%	7	7	0.0%
Average Sales Price*	\$93,064	\$158,854	+ 70.7%	\$93,064	\$158,854	+ 70.7%
Median Sales Price*	\$55,050	\$120,000	+ 118.0%	\$55,050	\$120,000	+ 118.0%
Percent of Original List Price Received*	91.2%	85.5%	- 6.3%	91.2%	85.5%	- 6.3%
Days on Market Until Sale	53	116	+ 118.9%	53	116	+ 118.9%
Inventory of Homes for Sale	65	60	- 7.7%	--	--	--
Months Supply of Inventory	7.0	5.7	- 14.3%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – January 2020

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



+ 47.4%

+ 27.7%

+ 4.1%

Change in
New Listings

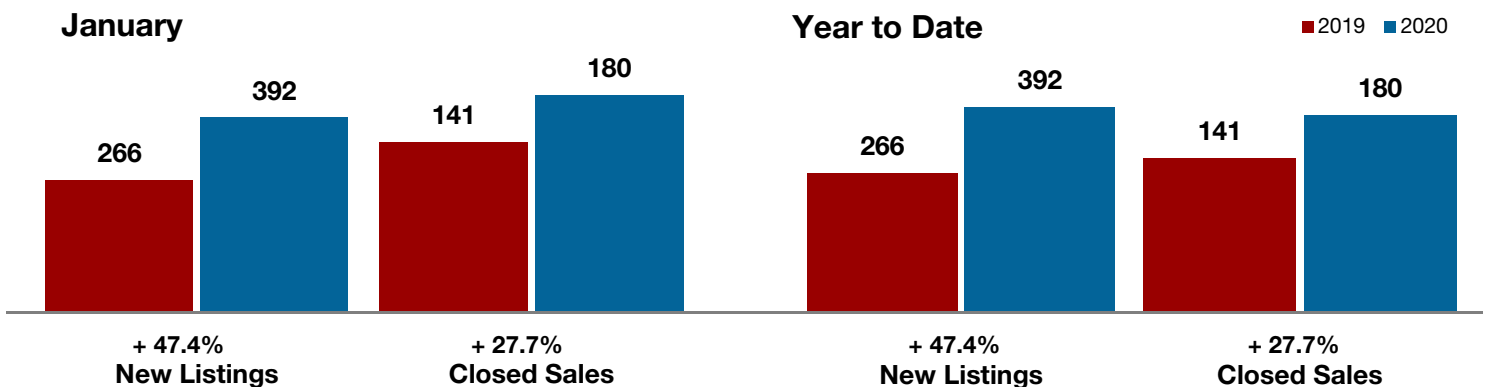
Change in
Closed Sales

Change in
Median Sales Price

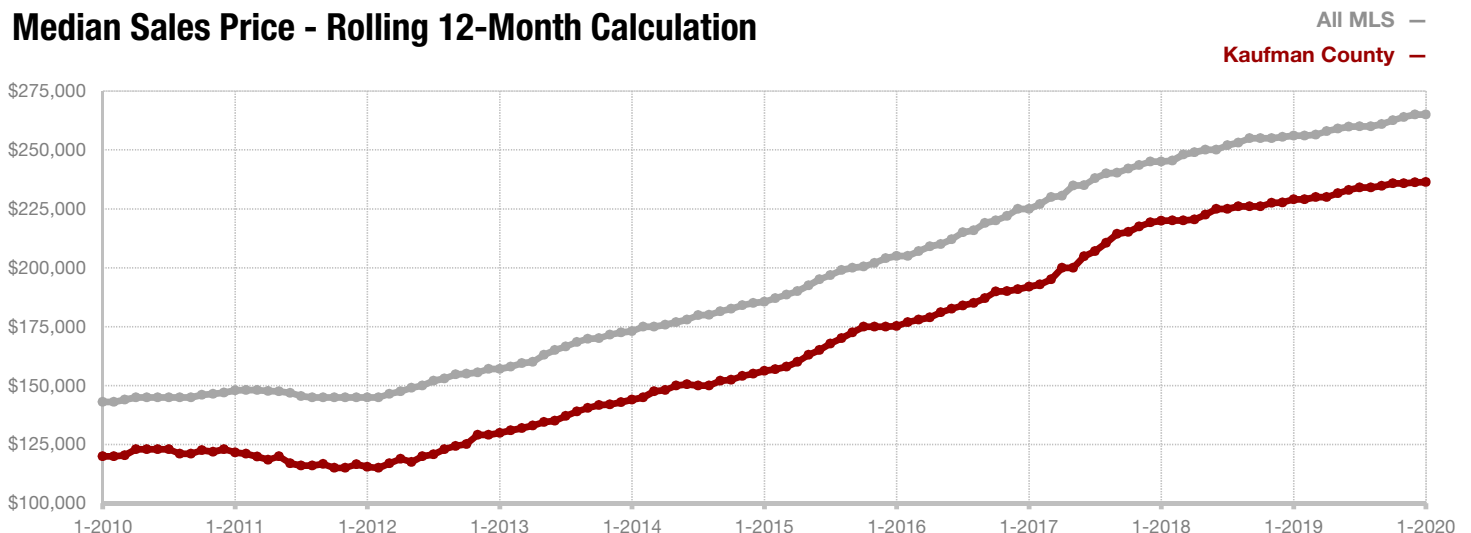
Kaufman County

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	266	392	+ 47.4%	266	392	+ 47.4%
Pending Sales	188	229	+ 21.8%	188	229	+ 21.8%
Closed Sales	141	180	+ 27.7%	141	180	+ 27.7%
Average Sales Price*	\$223,279	\$233,287	+ 4.5%	\$223,279	\$233,287	+ 4.5%
Median Sales Price*	\$220,000	\$228,995	+ 4.1%	\$220,000	\$228,995	+ 4.1%
Percent of Original List Price Received*	95.5%	95.1%	- 0.4%	95.5%	95.1%	- 0.4%
Days on Market Until Sale	52	60	+ 15.4%	52	60	+ 15.4%
Inventory of Homes for Sale	659	804	+ 22.0%	--	--	--
Months Supply of Inventory	3.0	3.3	0.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – January 2020

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



+ 41.7%

+ 70.0%

+ 33.8%

Change in
New Listings

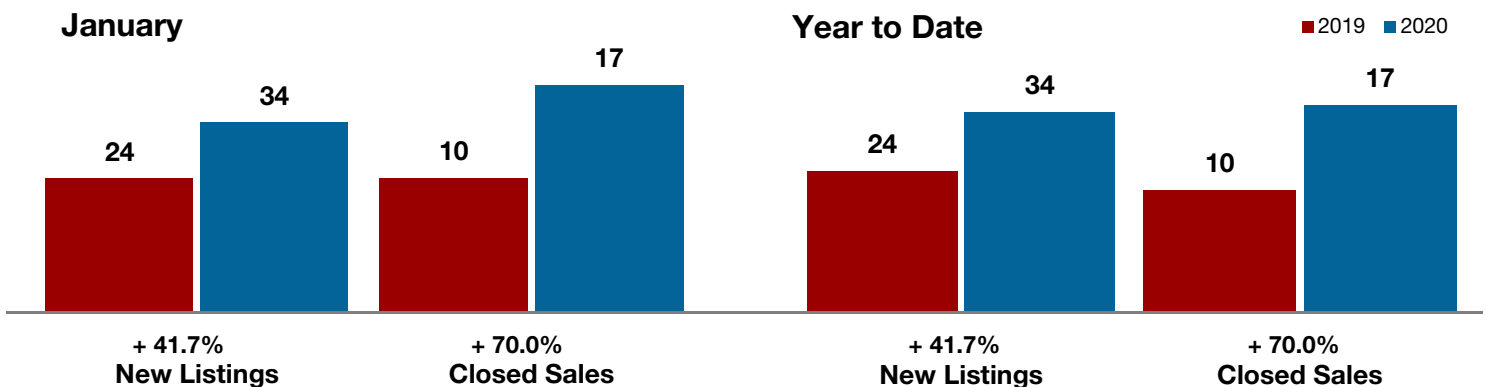
Change in
Closed Sales

Change in
Median Sales Price

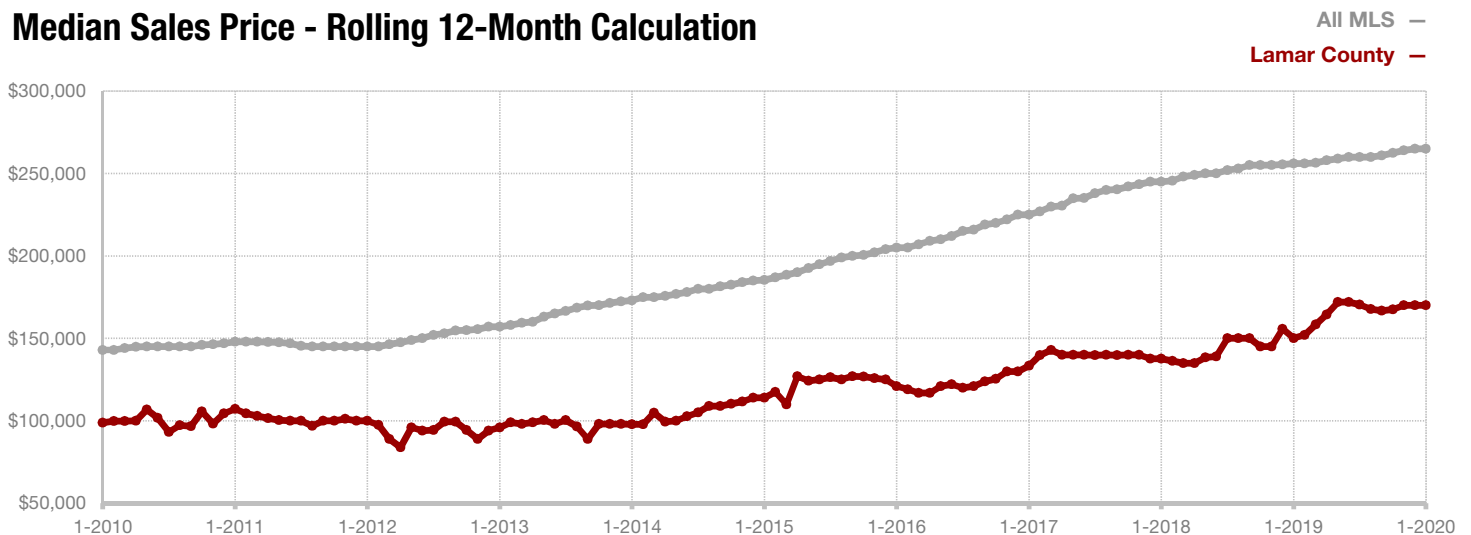
Lamar County

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	24	34	+ 41.7%	24	34	+ 41.7%
Pending Sales	18	24	+ 33.3%	18	24	+ 33.3%
Closed Sales	10	17	+ 70.0%	10	17	+ 70.0%
Average Sales Price*	\$118,600	\$196,429	+ 65.6%	\$118,600	\$196,429	+ 65.6%
Median Sales Price*	\$118,500	\$158,500	+ 33.8%	\$118,500	\$158,500	+ 33.8%
Percent of Original List Price Received*	92.2%	84.5%	- 8.4%	92.2%	84.5%	- 8.4%
Days on Market Until Sale	49	119	+ 142.9%	49	119	+ 142.9%
Inventory of Homes for Sale	90	101	+ 12.2%	--	--	--
Months Supply of Inventory	5.3	4.6	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 – January 2020

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+ 33.3%

+ 100.0%

- 67.6%

Change in
New Listings

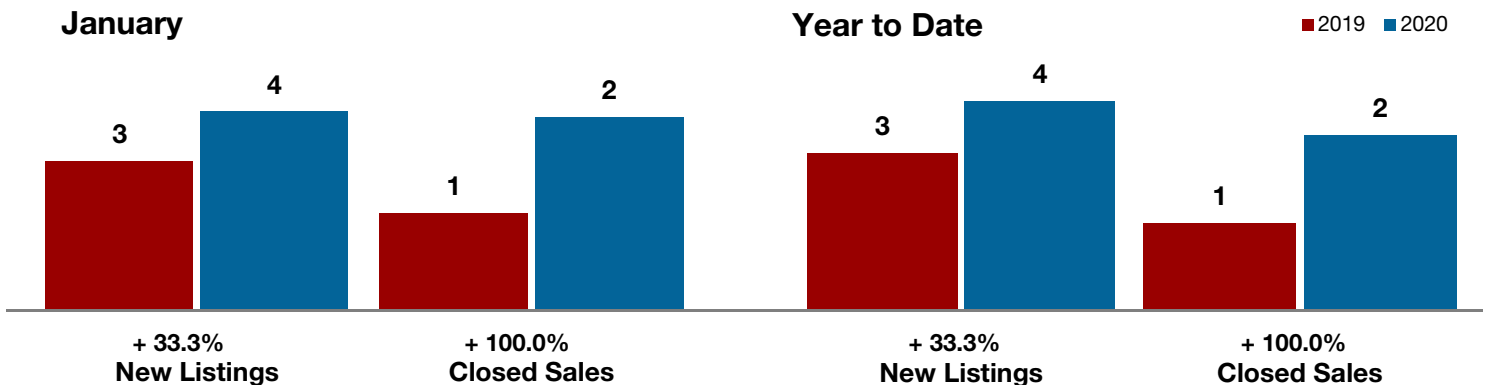
Change in
Closed Sales

Change in
Median Sales Price

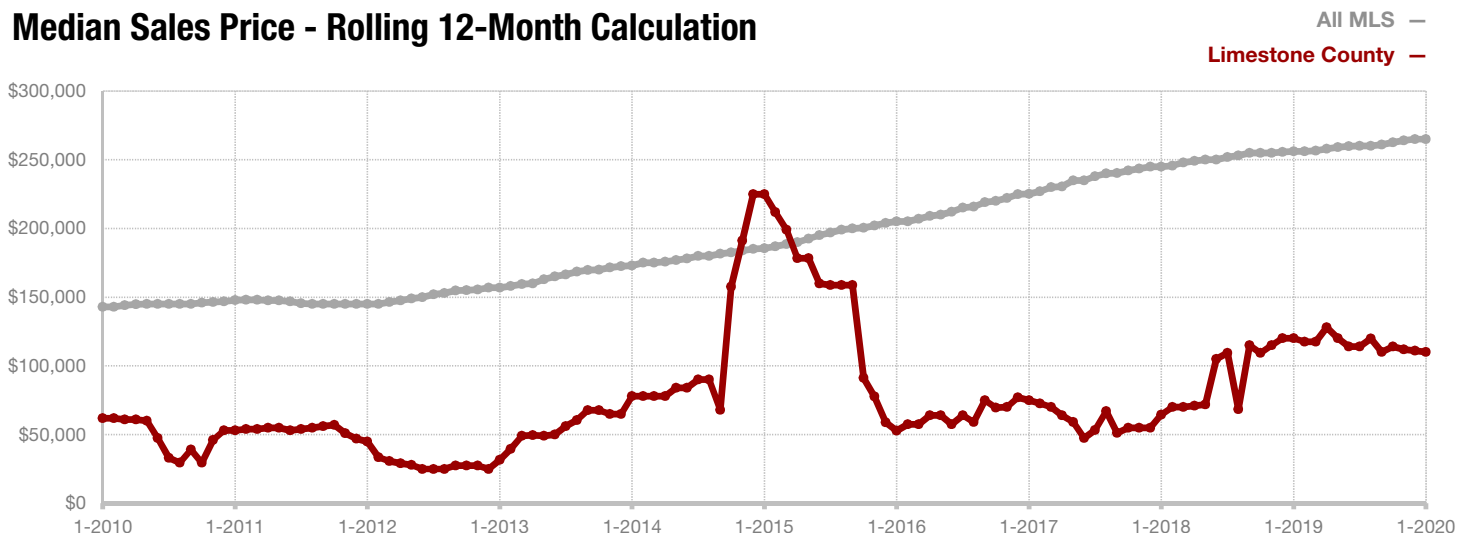
Limestone County

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	3	4	+ 33.3%	3	4	+ 33.3%
Pending Sales	1	3	+ 200.0%	1	3	+ 200.0%
Closed Sales	1	2	+ 100.0%	1	2	+ 100.0%
Average Sales Price*	\$108,000	\$34,950	- 67.6%	\$108,000	\$34,950	- 67.6%
Median Sales Price*	\$108,000	\$34,950	- 67.6%	\$108,000	\$34,950	- 67.6%
Percent of Original List Price Received*	86.5%	88.9%	+ 2.8%	86.5%	88.9%	+ 2.8%
Days on Market Until Sale	139	42	- 69.8%	139	42	- 69.8%
Inventory of Homes for Sale	20	17	- 15.0%	--	--	--
Months Supply of Inventory	6.7	6.8	0.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – January 2020

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+ 73.7%

+ 80.0%

- 0.6%

Change in
New Listings

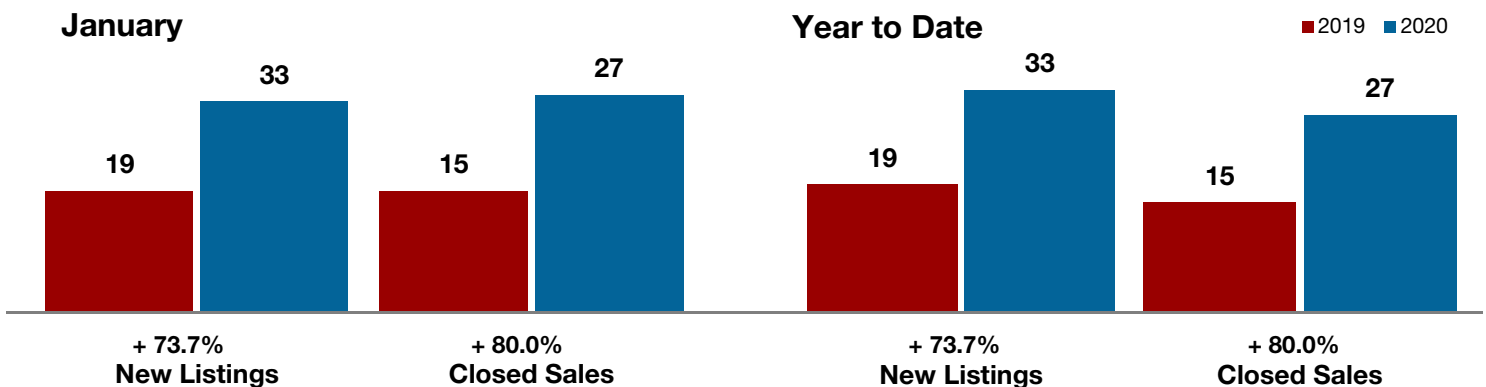
Change in
Closed Sales

Change in
Median Sales Price

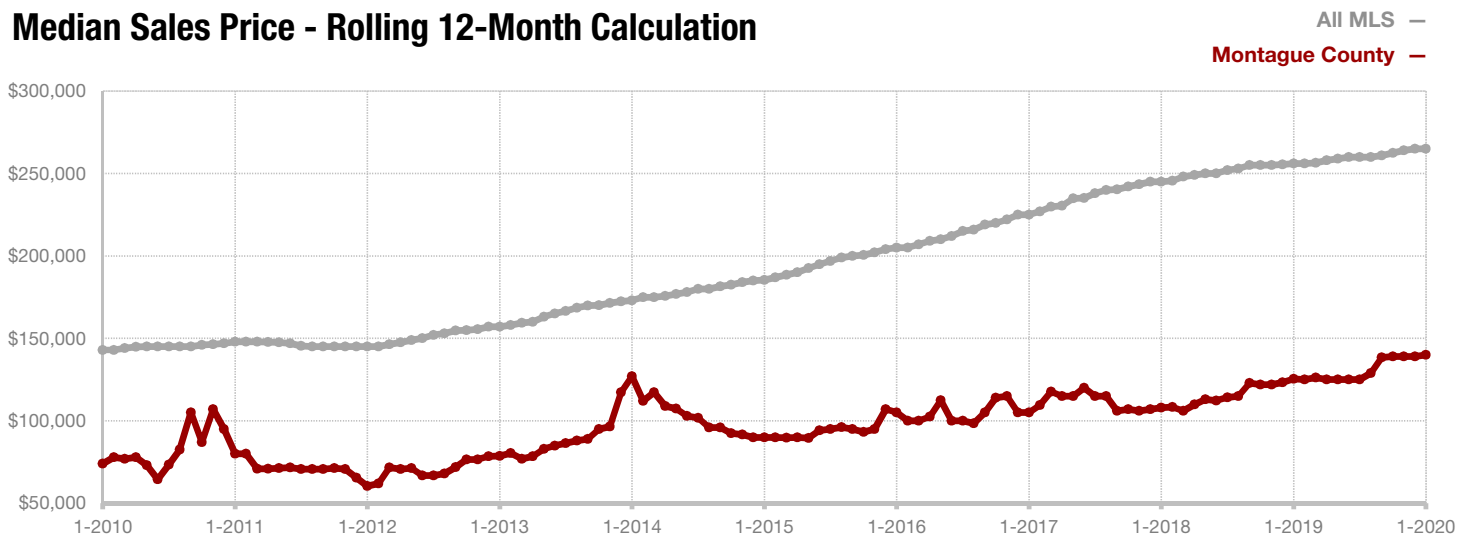
Montague County

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	19	33	+ 73.7%	19	33	+ 73.7%
Pending Sales	13	19	+ 46.2%	13	19	+ 46.2%
Closed Sales	15	27	+ 80.0%	15	27	+ 80.0%
Average Sales Price*	\$197,453	\$164,919	- 16.5%	\$197,453	\$164,919	- 16.5%
Median Sales Price*	\$175,000	\$173,900	- 0.6%	\$175,000	\$173,900	- 0.6%
Percent of Original List Price Received*	94.5%	94.8%	+ 0.3%	94.5%	94.8%	+ 0.3%
Days on Market Until Sale	76	83	+ 9.2%	76	83	+ 9.2%
Inventory of Homes for Sale	104	95	- 8.7%	--	--	--
Months Supply of Inventory	5.9	5.0	- 16.7%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – January 2020

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



- 29.4%

- 4.3%

+ 32.7%

Change in
New Listings

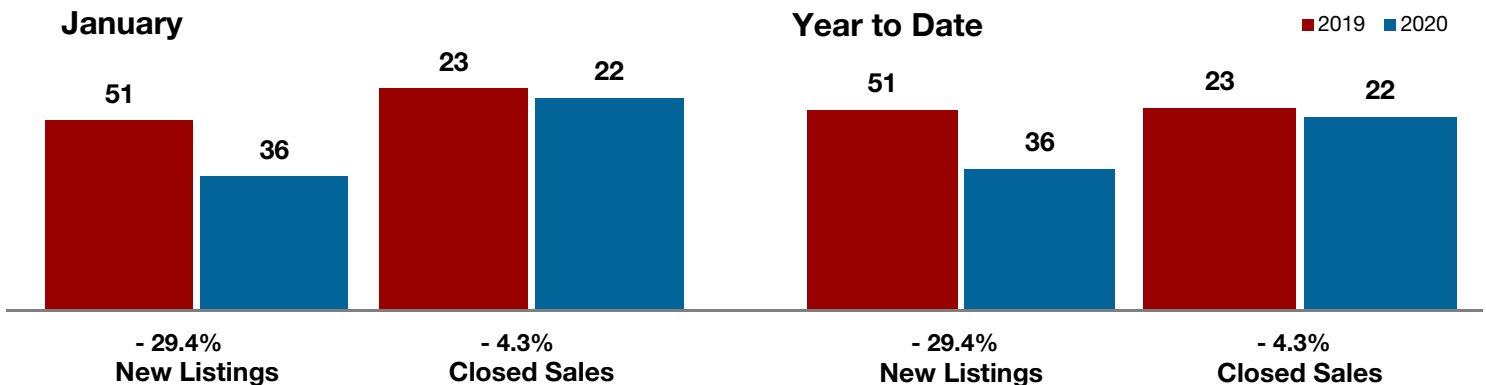
Change in
Closed Sales

Change in
Median Sales Price

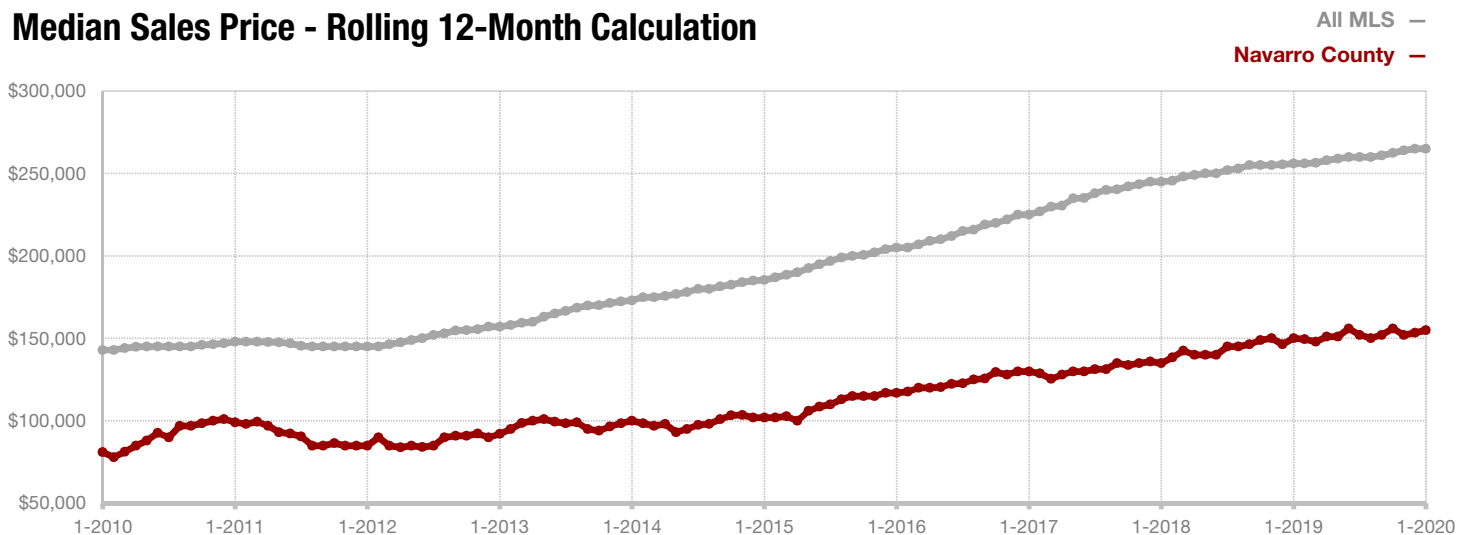
Navarro County

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	51	36	- 29.4%	51	36	- 29.4%
Pending Sales	38	27	- 28.9%	38	27	- 28.9%
Closed Sales	23	22	- 4.3%	23	22	- 4.3%
Average Sales Price*	\$198,967	\$244,528	+ 22.9%	\$198,967	\$244,528	+ 22.9%
Median Sales Price*	\$130,000	\$172,450	+ 32.7%	\$130,000	\$172,450	+ 32.7%
Percent of Original List Price Received*	92.9%	93.8%	+ 1.0%	92.9%	93.8%	+ 1.0%
Days on Market Until Sale	69	58	- 15.9%	69	58	- 15.9%
Inventory of Homes for Sale	145	139	- 4.1%	--	--	--
Months Supply of Inventory	3.8	3.8	0.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – January 2020

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Nolan County

- 50.0%

- 50.0%

- 72.6%

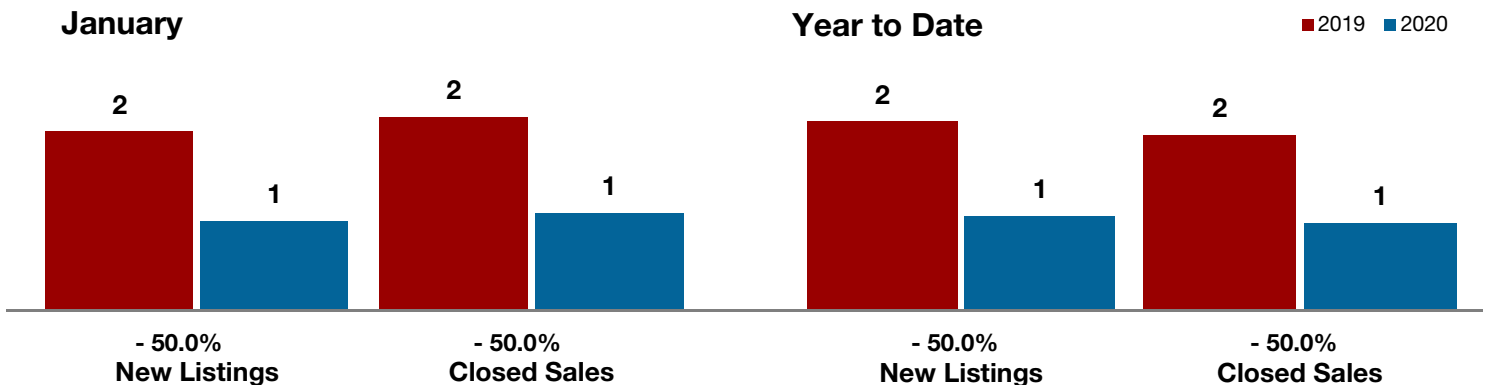
Change in
New Listings

Change in
Closed Sales

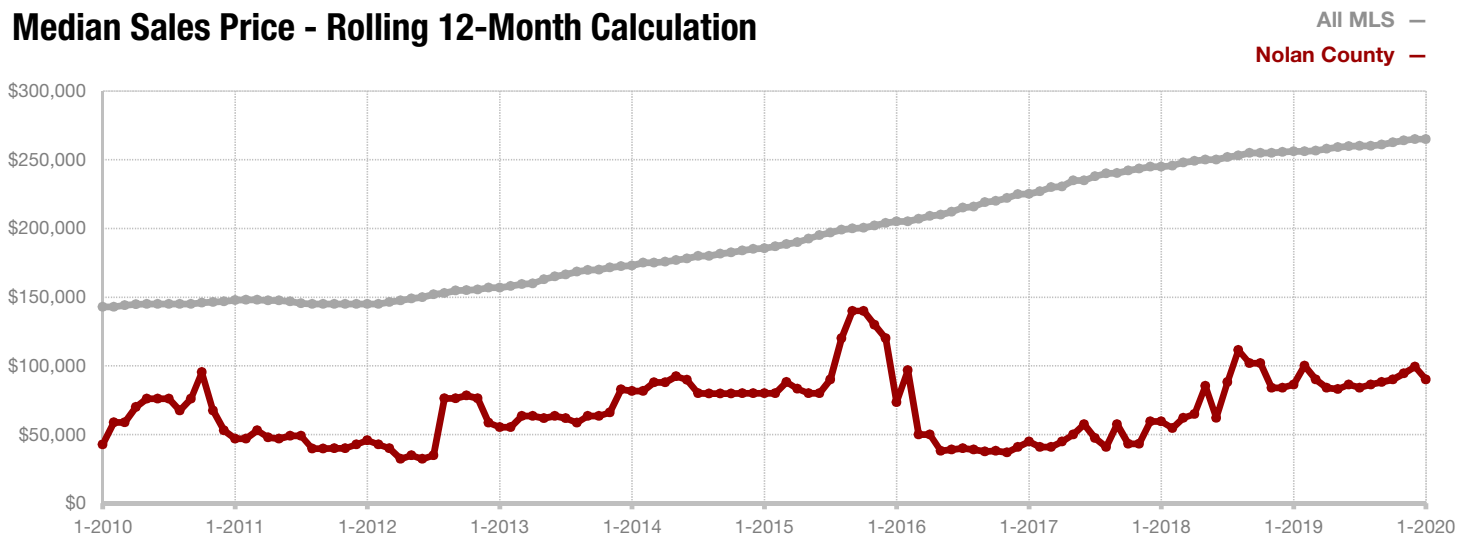
Change in
Median Sales Price

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	2	1	- 50.0%	2	1	- 50.0%
Pending Sales	1	1	0.0%	1	1	0.0%
Closed Sales	2	1	- 50.0%	2	1	- 50.0%
Average Sales Price*	\$273,500	\$75,000	- 72.6%	\$273,500	\$75,000	- 72.6%
Median Sales Price*	\$273,500	\$75,000	- 72.6%	\$273,500	\$75,000	- 72.6%
Percent of Original List Price Received*	100.1%	65.2%	- 34.9%	100.1%	65.2%	- 34.9%
Days on Market Until Sale	145	337	+ 132.4%	145	337	+ 132.4%
Inventory of Homes for Sale	12	9	- 25.0%	--	--	--
Months Supply of Inventory	7.1	4.5	- 28.6%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – January 2020

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



- 33.3%

+ 30.0%

+ 17.2%

Change in
New Listings

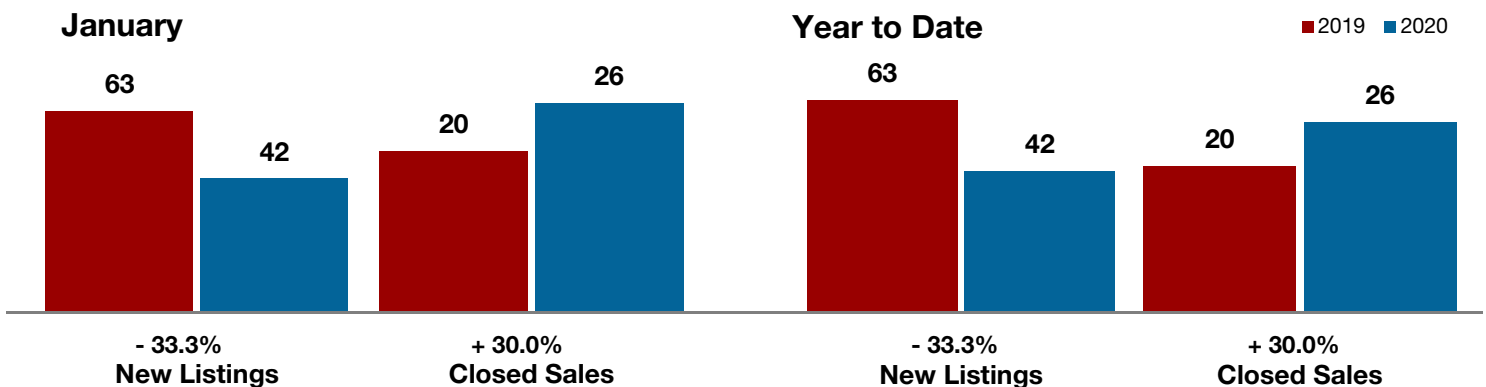
Change in
Closed Sales

Change in
Median Sales Price

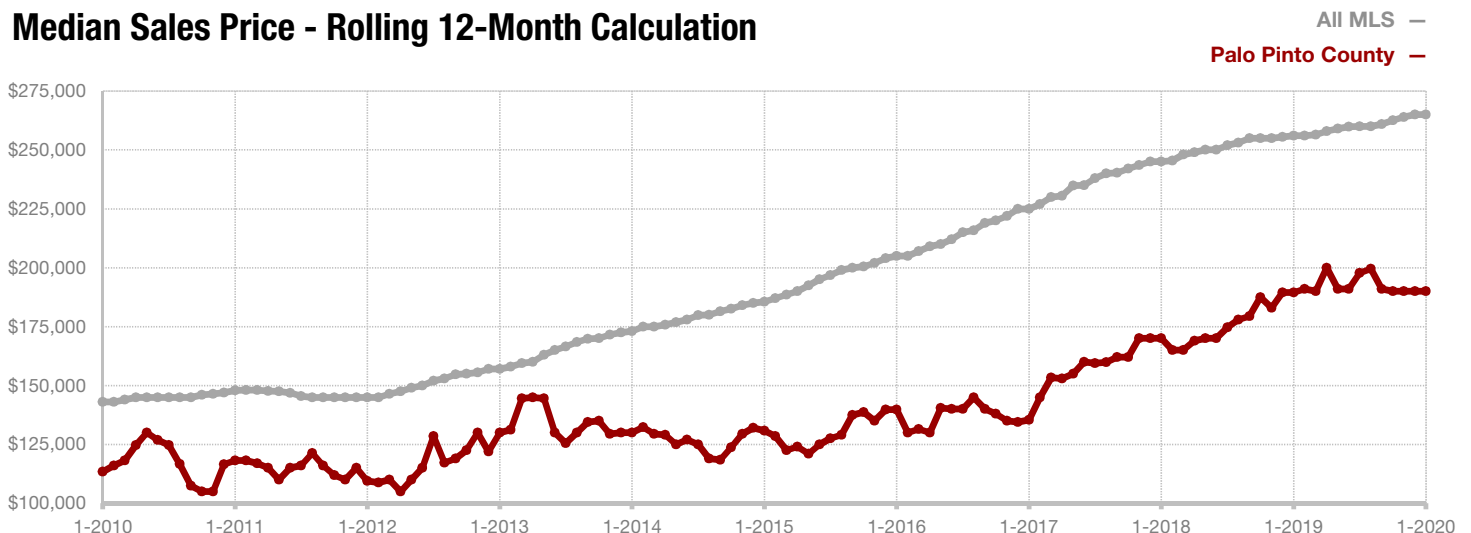
Palo Pinto County

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	63	42	- 33.3%	63	42	- 33.3%
Pending Sales	18	22	+ 22.2%	18	22	+ 22.2%
Closed Sales	20	26	+ 30.0%	20	26	+ 30.0%
Average Sales Price*	\$394,100	\$467,562	+ 18.6%	\$394,100	\$467,562	+ 18.6%
Median Sales Price*	\$161,500	\$189,250	+ 17.2%	\$161,500	\$189,250	+ 17.2%
Percent of Original List Price Received*	88.2%	90.7%	+ 2.8%	88.2%	90.7%	+ 2.8%
Days on Market Until Sale	116	91	- 21.6%	116	91	- 21.6%
Inventory of Homes for Sale	218	206	- 5.5%	--	--	--
Months Supply of Inventory	6.2	6.1	0.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – January 2020

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



Parker County

+ 3.5%

+ 12.9%

+ 8.1%

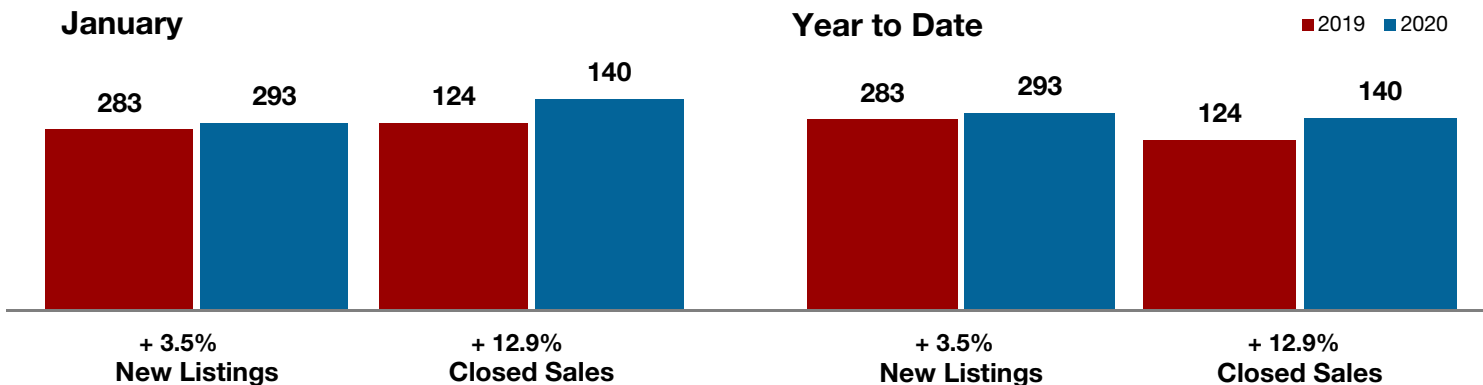
Change in
New Listings

Change in
Closed Sales

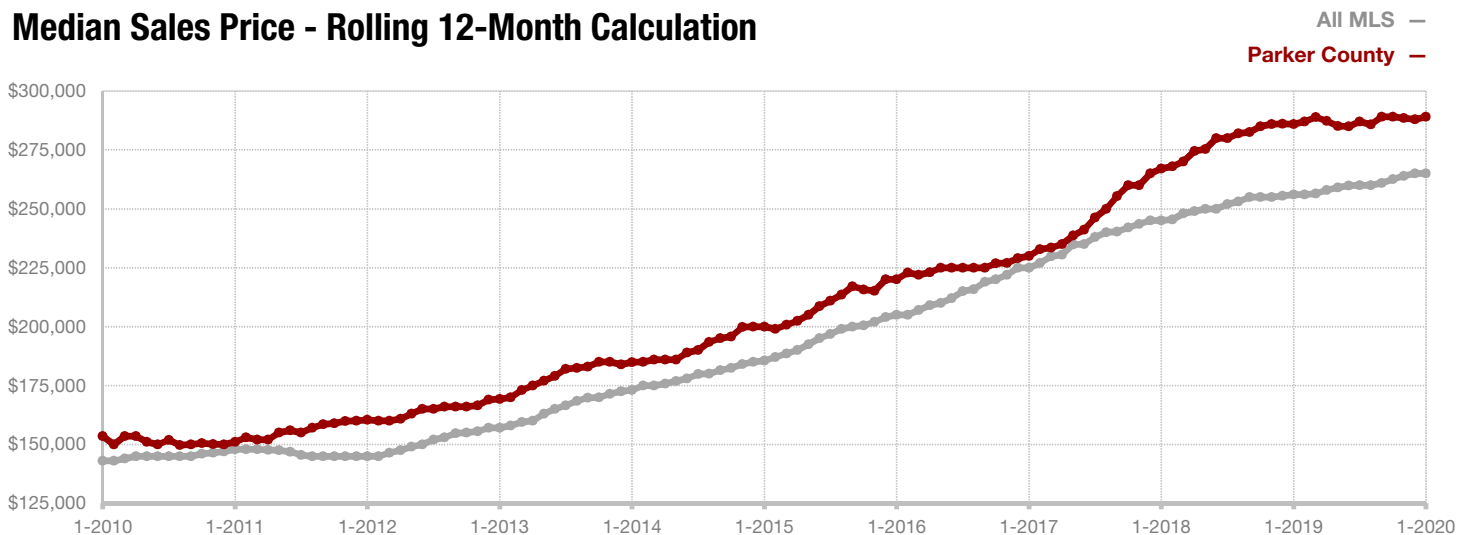
Change in
Median Sales Price

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	283	293	+ 3.5%	283	293	+ 3.5%
Pending Sales	192	162	- 15.6%	192	162	- 15.6%
Closed Sales	124	140	+ 12.9%	124	140	+ 12.9%
Average Sales Price*	\$292,929	\$317,605	+ 8.4%	\$292,929	\$317,605	+ 8.4%
Median Sales Price*	\$255,000	\$275,750	+ 8.1%	\$255,000	\$275,750	+ 8.1%
Percent of Original List Price Received*	95.5%	95.2%	- 0.3%	95.5%	95.2%	- 0.3%
Days on Market Until Sale	64	75	+ 17.2%	64	75	+ 17.2%
Inventory of Homes for Sale	689	834	+ 21.0%	--	--	--
Months Supply of Inventory	3.0	3.6	+ 33.3%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – January 2020

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Rains County

+ 13.3%

- 16.7%

- 4.4%

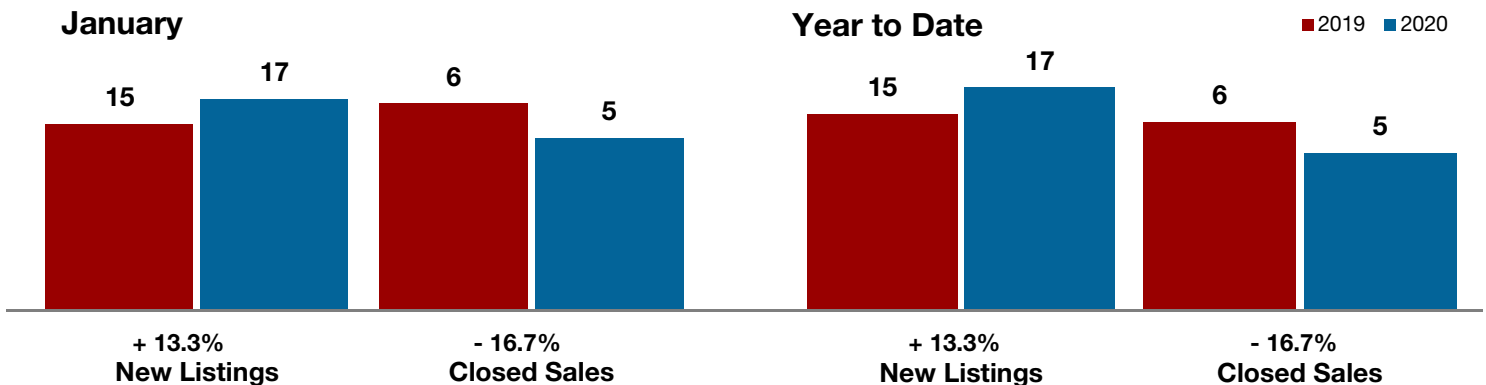
Change in
New Listings

Change in
Closed Sales

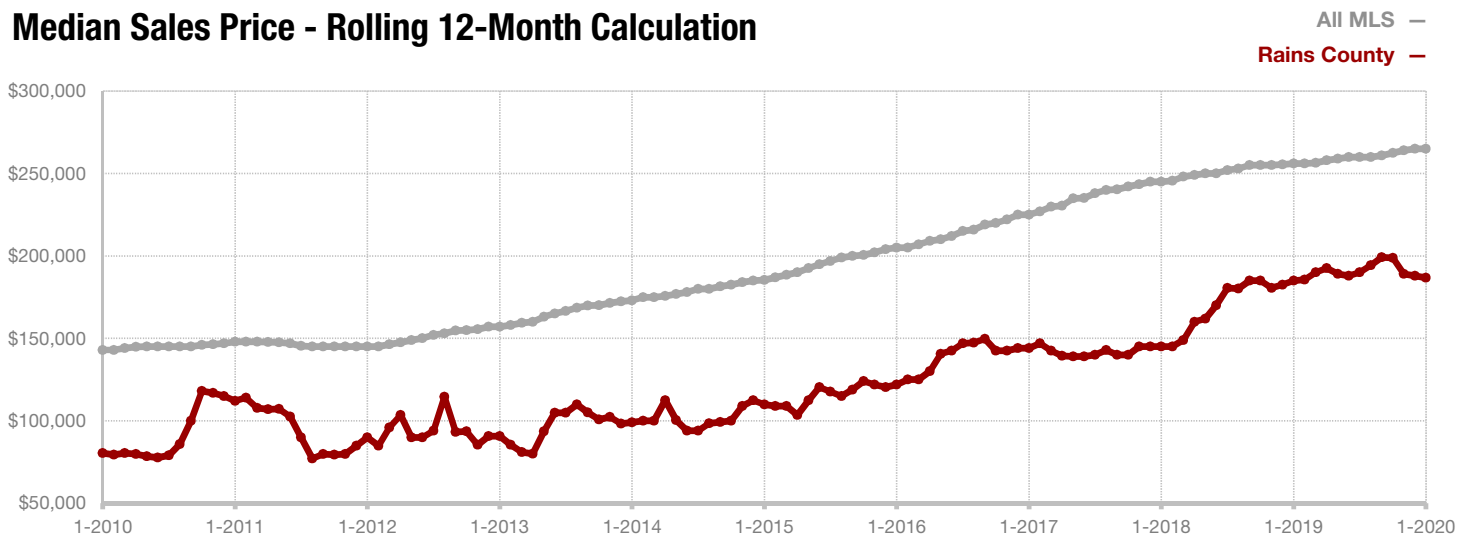
Change in
Median Sales Price

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	15	17	+ 13.3%	15	17	+ 13.3%
Pending Sales	13	6	- 53.8%	13	6	- 53.8%
Closed Sales	6	5	- 16.7%	6	5	- 16.7%
Average Sales Price*	\$256,108	\$272,220	+ 6.3%	\$256,108	\$272,220	+ 6.3%
Median Sales Price*	\$282,500	\$270,000	- 4.4%	\$282,500	\$270,000	- 4.4%
Percent of Original List Price Received*	90.0%	94.0%	+ 4.4%	90.0%	94.0%	+ 4.4%
Days on Market Until Sale	123	59	- 52.0%	123	59	- 52.0%
Inventory of Homes for Sale	50	54	+ 8.0%	--	--	--
Months Supply of Inventory	4.4	4.9	+ 25.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – January 2020

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



+ 27.4%

+ 20.6%

+ 5.6%

Change in
New Listings

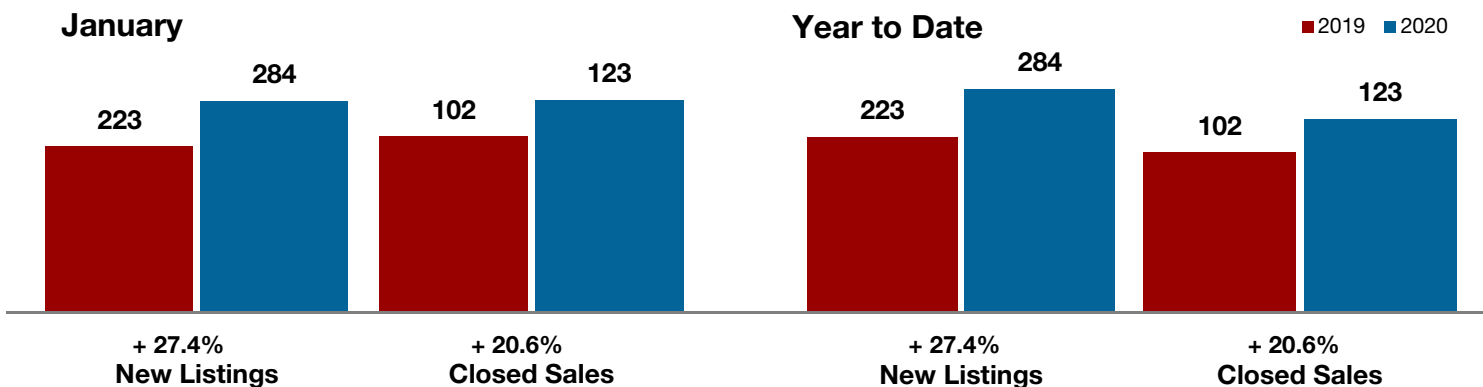
Change in
Closed Sales

Change in
Median Sales Price

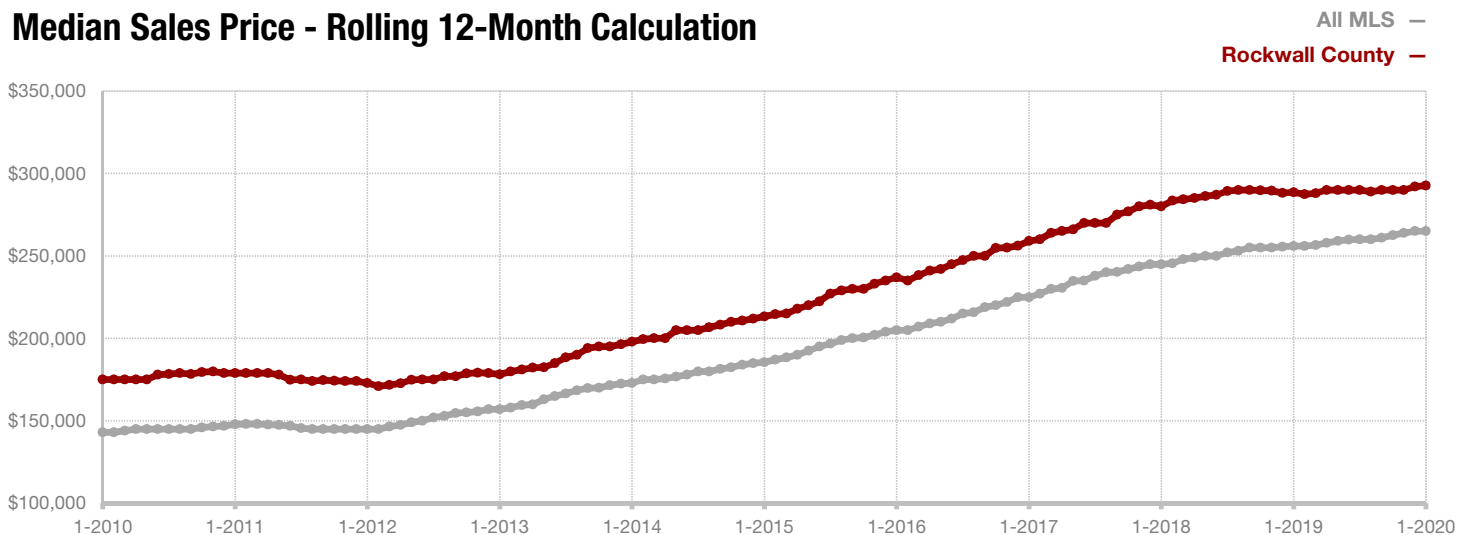
Rockwall County

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	223	284	+ 27.4%	223	284	+ 27.4%
Pending Sales	177	173	- 2.3%	177	173	- 2.3%
Closed Sales	102	123	+ 20.6%	102	123	+ 20.6%
Average Sales Price*	\$318,180	\$323,475	+ 1.7%	\$318,180	\$323,475	+ 1.7%
Median Sales Price*	\$274,495	\$290,000	+ 5.6%	\$274,495	\$290,000	+ 5.6%
Percent of Original List Price Received*	93.9%	95.0%	+ 1.2%	93.9%	95.0%	+ 1.2%
Days on Market Until Sale	64	75	+ 17.2%	64	75	+ 17.2%
Inventory of Homes for Sale	611	648	+ 6.1%	--	--	--
Months Supply of Inventory	3.3	3.3	0.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – January 2020

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Shackelford County

- 25.0%

0.0%

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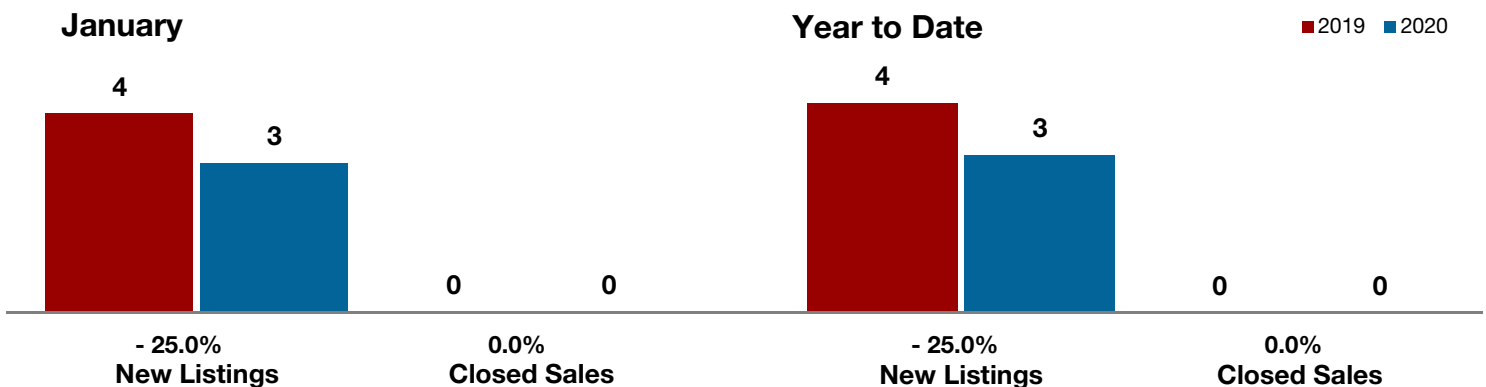
Change in
New Listings

Change in
Closed Sales

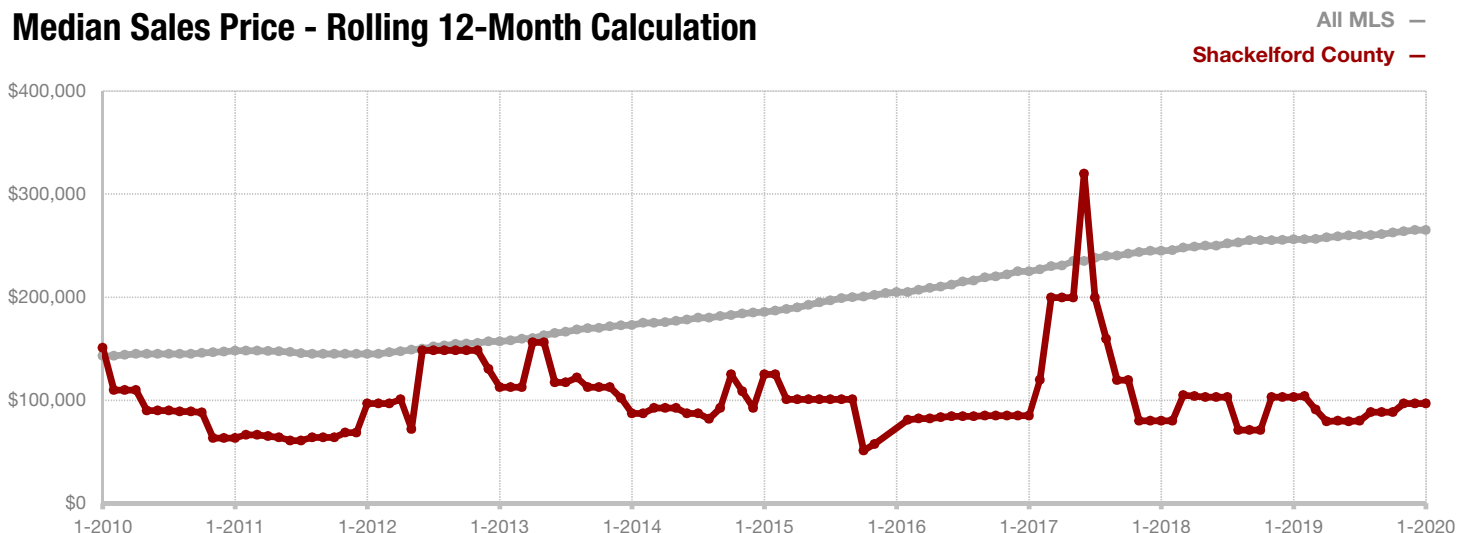
Change in
Median Sales Price

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	4	3	- 25.0%	4	3	- 25.0%
Pending Sales	1	0	- 100.0%	1	0	- 100.0%
Closed Sales	0	0	0.0%	0	0	0.0%
Average Sales Price*	--	--	--	--	--	--
Median Sales Price*	--	--	--	--	--	--
Percent of Original List Price Received*	--	--	--	--	--	--
Days on Market Until Sale	--	--	--	--	--	--
Inventory of Homes for Sale	8	13	+ 62.5%	--	--	--
Months Supply of Inventory	8.0	9.8	+ 25.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – January 2020

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+ 16.1%

- 6.5%

- 5.0%

Change in
New Listings

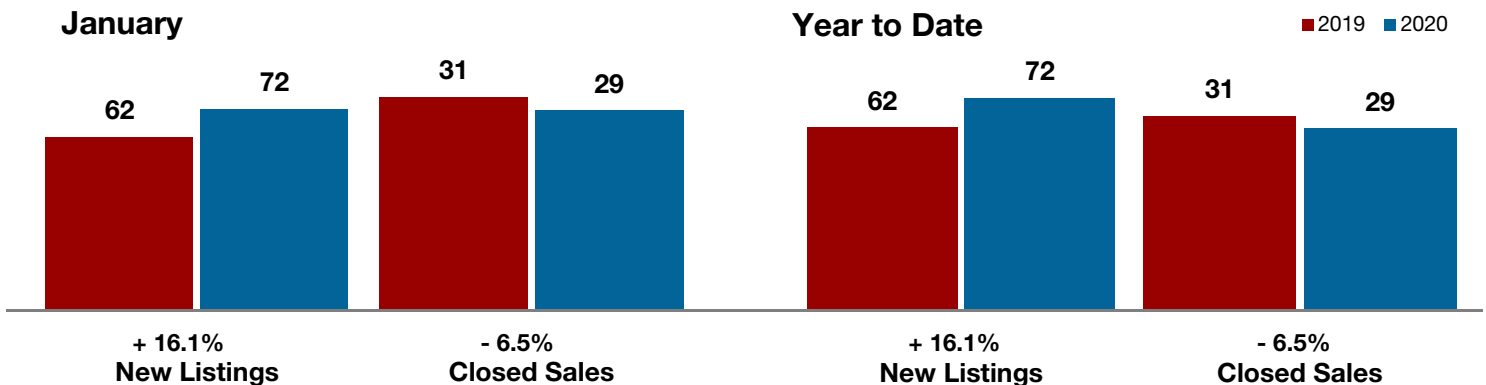
Change in
Closed Sales

Change in
Median Sales Price

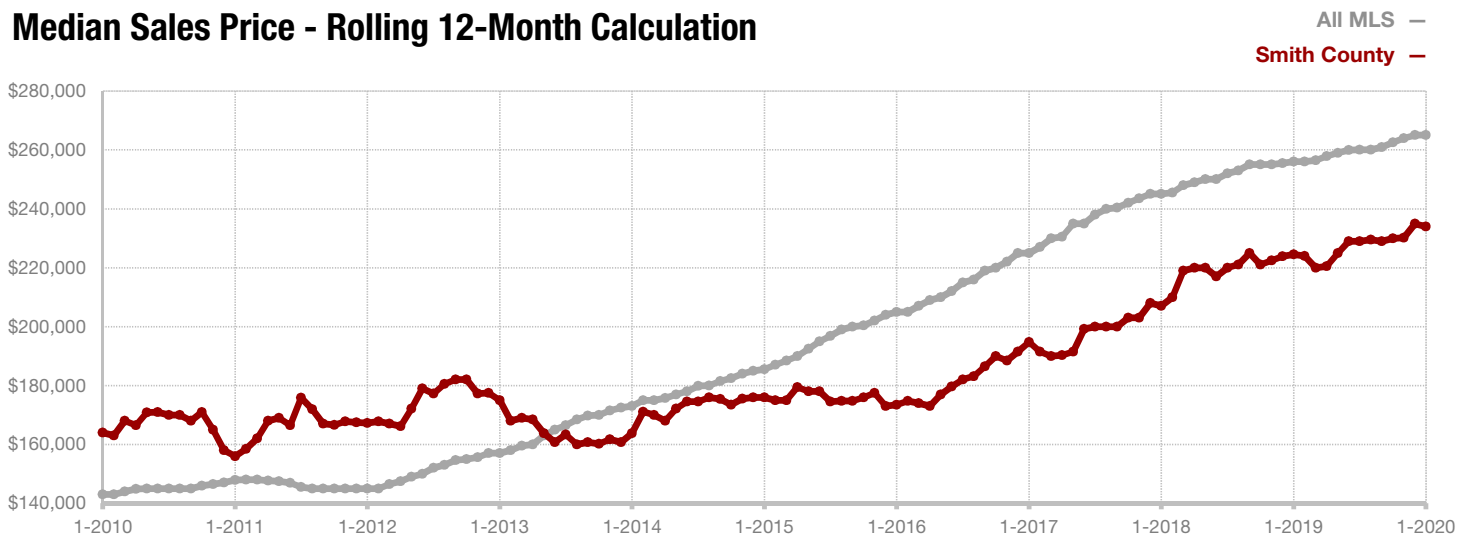
Smith County

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	62	72	+ 16.1%	62	72	+ 16.1%
Pending Sales	34	39	+ 14.7%	34	39	+ 14.7%
Closed Sales	31	29	- 6.5%	31	29	- 6.5%
Average Sales Price*	\$252,119	\$288,488	+ 14.4%	\$252,119	\$288,488	+ 14.4%
Median Sales Price*	\$240,500	\$228,500	- 5.0%	\$240,500	\$228,500	- 5.0%
Percent of Original List Price Received*	95.9%	93.5%	- 2.5%	95.9%	93.5%	- 2.5%
Days on Market Until Sale	71	68	- 4.2%	71	68	- 4.2%
Inventory of Homes for Sale	257	235	- 8.6%	--	--	--
Months Supply of Inventory	5.1	4.5	0.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – January 2020

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



+ 40.0%

- 44.4%

- 37.4%

Change in
New Listings

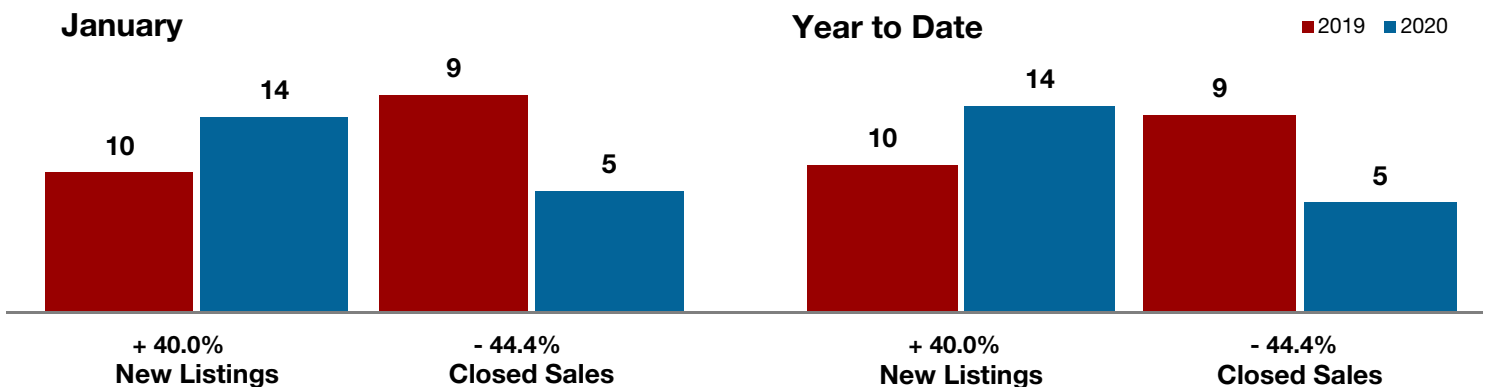
Change in
Closed Sales

Change in
Median Sales Price

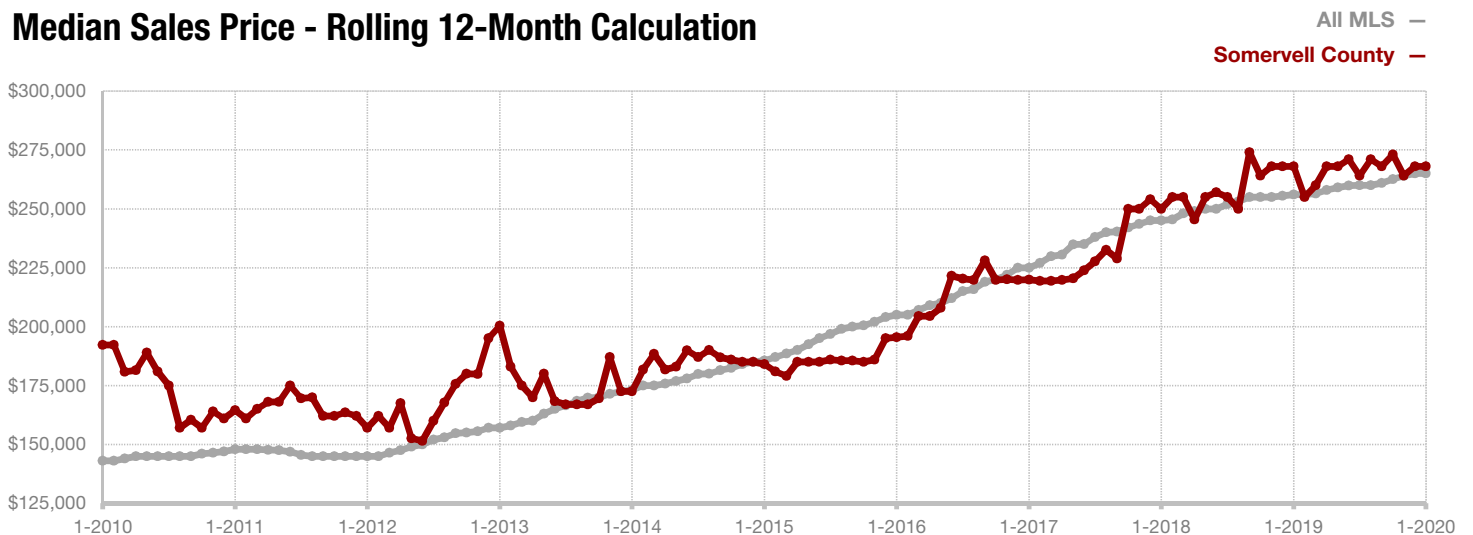
Somervell County

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	10	14	+ 40.0%	10	14	+ 40.0%
Pending Sales	3	4	+ 33.3%	3	4	+ 33.3%
Closed Sales	9	5	- 44.4%	9	5	- 44.4%
Average Sales Price*	\$346,722	\$150,300	- 56.7%	\$346,722	\$150,300	- 56.7%
Median Sales Price*	\$207,000	\$129,500	- 37.4%	\$207,000	\$129,500	- 37.4%
Percent of Original List Price Received*	91.8%	95.3%	+ 3.8%	91.8%	95.3%	+ 3.8%
Days on Market Until Sale	104	63	- 39.4%	104	63	- 39.4%
Inventory of Homes for Sale	39	30	- 23.1%	--	--	--
Months Supply of Inventory	4.5	4.4	- 20.0%	--	--	--

* 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 – January 2020

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



0.0%

+ 500.0%

+ 31.1%

Change in
New Listings

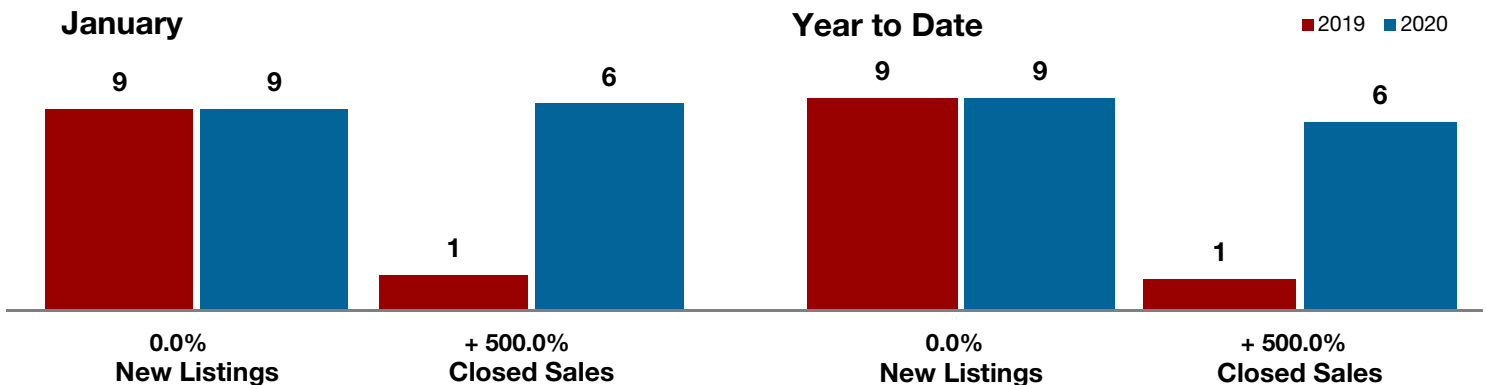
Change in
Closed Sales

Change in
Median Sales Price

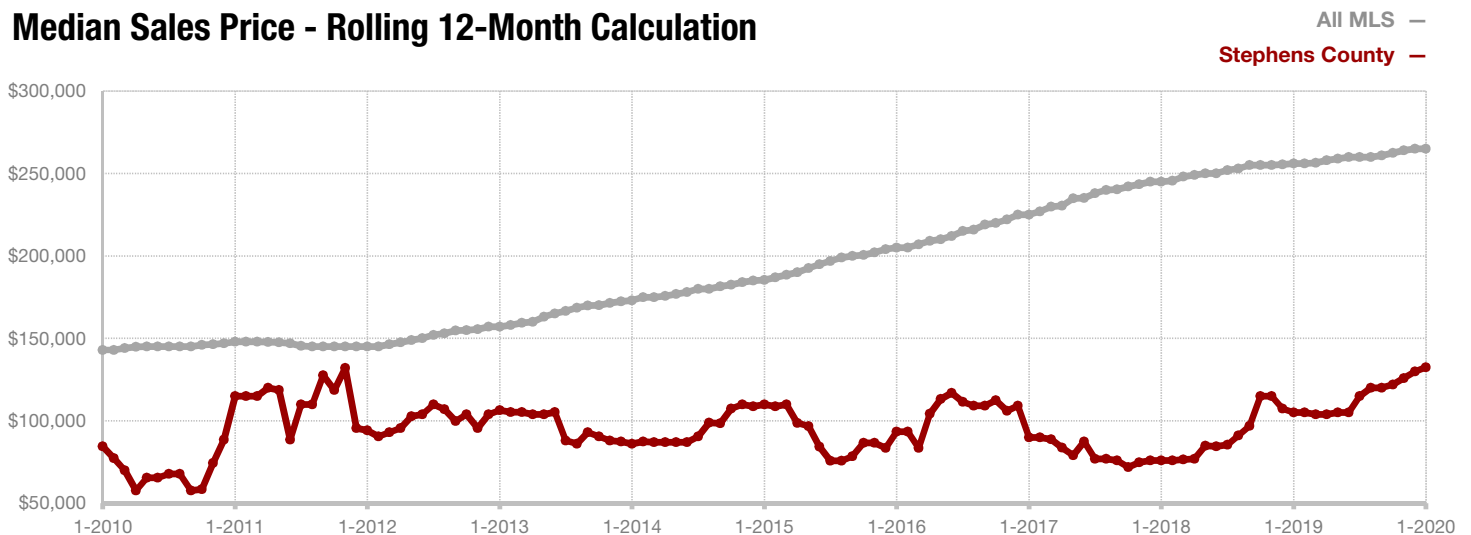
Stephens County

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	9	9	0.0%	9	9	0.0%
Pending Sales	5	12	+ 140.0%	5	12	+ 140.0%
Closed Sales	1	6	+ 500.0%	1	6	+ 500.0%
Average Sales Price*	\$93,000	\$125,633	+ 35.1%	\$93,000	\$125,633	+ 35.1%
Median Sales Price*	\$93,000	\$121,950	+ 31.1%	\$93,000	\$121,950	+ 31.1%
Percent of Original List Price Received*	97.9%	92.9%	- 5.1%	97.9%	92.9%	- 5.1%
Days on Market Until Sale	37	52	+ 40.5%	37	52	+ 40.5%
Inventory of Homes for Sale	46	43	- 6.5%	--	--	--
Months Supply of Inventory	6.0	5.3	- 16.7%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – January 2020

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



0.0%

0.0%

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Change in
New Listings

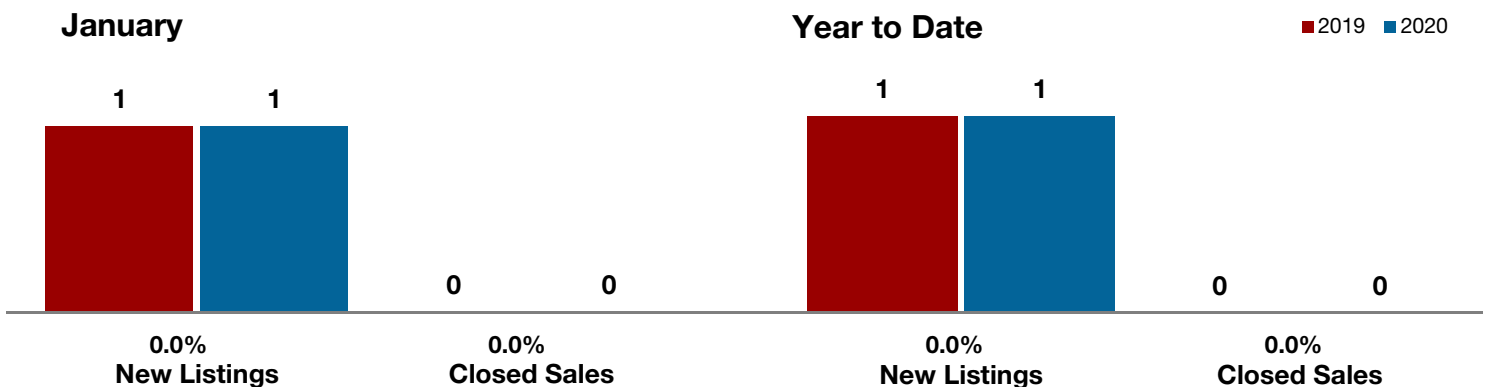
Change in
Closed Sales

Change in
Median Sales Price

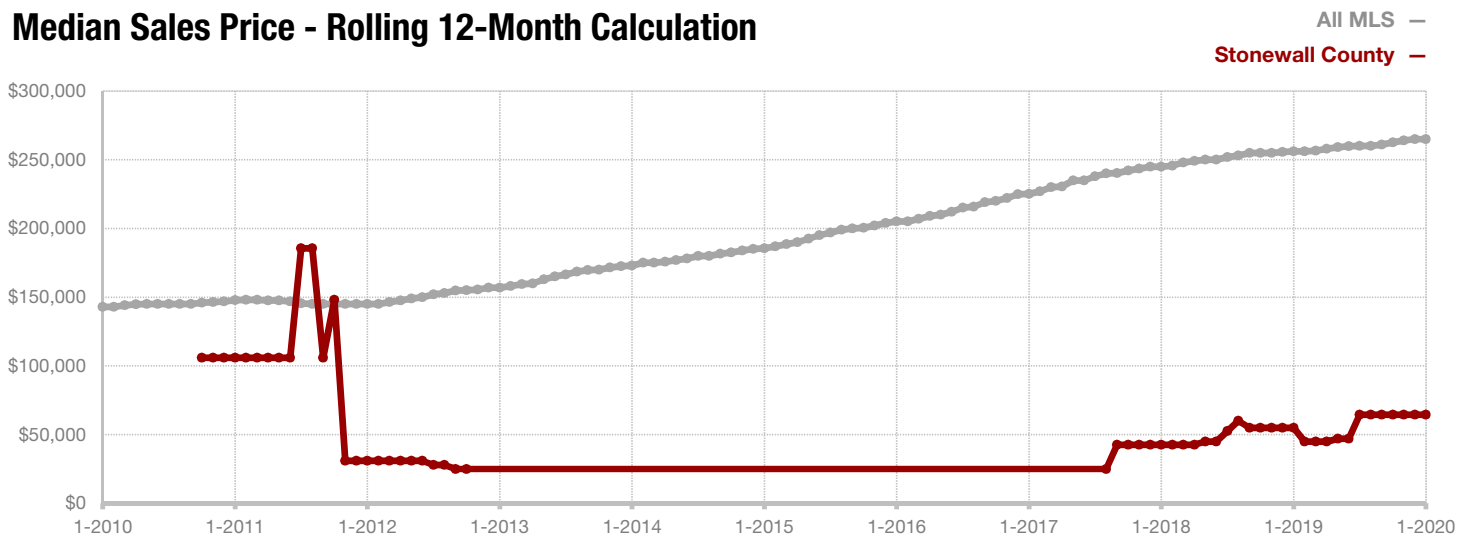
Stonewall County

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	1	1	0.0%	1	1	0.0%
Pending Sales	0	0	0.0%	0	0	0.0%
Closed Sales	0	0	0.0%	0	0	0.0%
Average Sales Price*	--	--	--	--	--	--
Median Sales Price*	--	--	--	--	--	--
Percent of Original List Price Received*	--	--	--	--	--	--
Days on Market Until Sale	--	--	--	--	--	--
Inventory of Homes for Sale	1	1	0.0%	--	--	--
Months Supply of Inventory	1.0	1.0	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 – January 2020

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



- 0.8%

+ 5.6%

+ 9.1%

Change in
New Listings

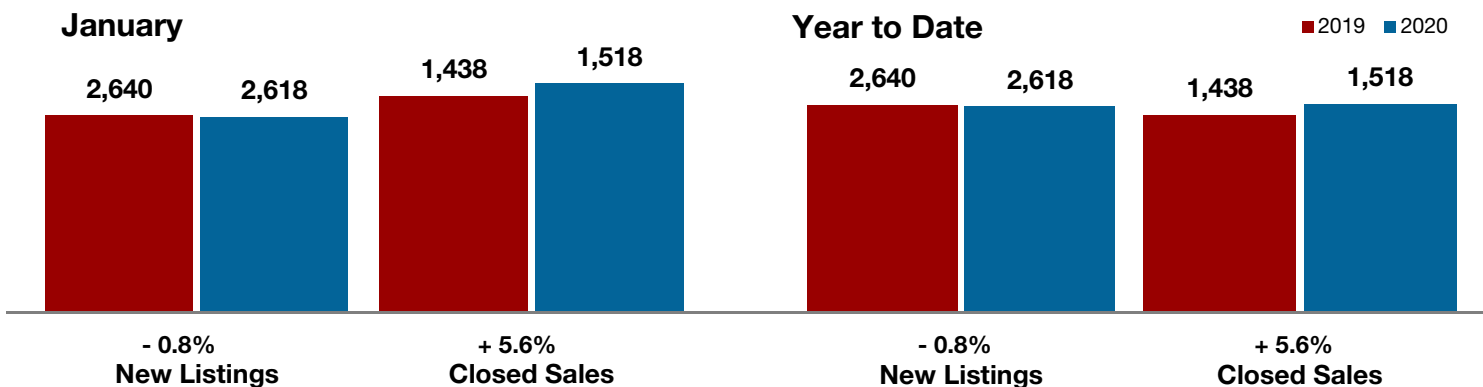
Change in
Closed Sales

Change in
Median Sales Price

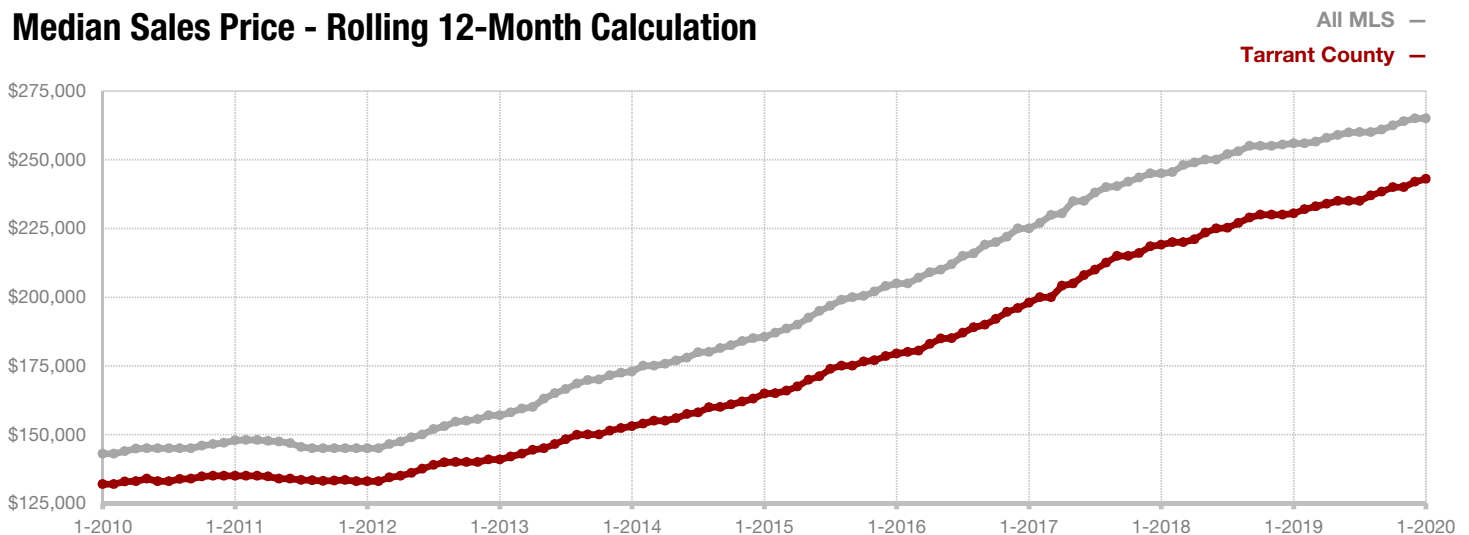
Tarrant County

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	2,640	2,618	- 0.8%	2,640	2,618	- 0.8%
Pending Sales	2,040	1,987	- 2.6%	2,040	1,987	- 2.6%
Closed Sales	1,438	1,518	+ 5.6%	1,438	1,518	+ 5.6%
Average Sales Price*	\$266,534	\$274,742	+ 3.1%	\$266,534	\$274,742	+ 3.1%
Median Sales Price*	\$220,000	\$240,000	+ 9.1%	\$220,000	\$240,000	+ 9.1%
Percent of Original List Price Received*	96.1%	96.4%	+ 0.3%	96.1%	96.4%	+ 0.3%
Days on Market Until Sale	49	48	- 2.0%	49	48	- 2.0%
Inventory of Homes for Sale	4,906	4,449	- 9.3%	--	--	--
Months Supply of Inventory	2.1	1.9	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 – January 2020

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



+ 2.2%

- 4.3%

+ 37.4%

Change in
New Listings

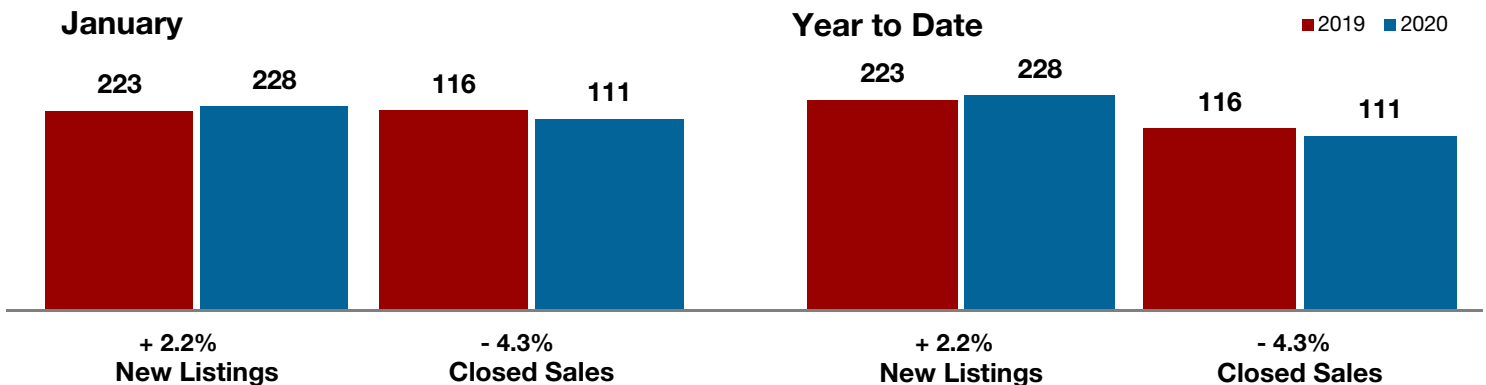
Change in
Closed Sales

Change in
Median Sales Price

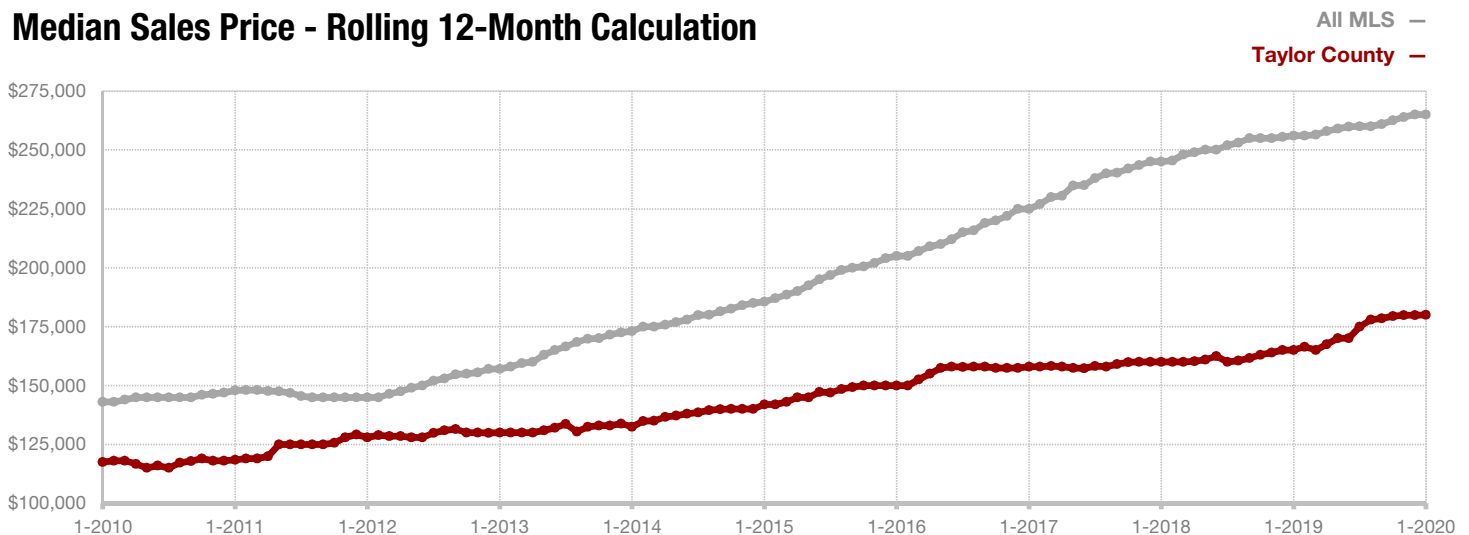
Taylor County

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	223	228	+ 2.2%	223	228	+ 2.2%
Pending Sales	167	146	- 12.6%	167	146	- 12.6%
Closed Sales	116	111	- 4.3%	116	111	- 4.3%
Average Sales Price*	\$168,893	\$214,196	+ 26.8%	\$168,893	\$214,196	+ 26.8%
Median Sales Price*	\$148,450	\$203,900	+ 37.4%	\$148,450	\$203,900	+ 37.4%
Percent of Original List Price Received*	94.9%	95.0%	+ 0.1%	94.9%	95.0%	+ 0.1%
Days on Market Until Sale	67	80	+ 19.4%	67	80	+ 19.4%
Inventory of Homes for Sale	563	543	- 3.6%	--	--	--
Months Supply of Inventory	3.3	3.1	0.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – January 2020

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0.0%

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Upshur County

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

January

Year to Date

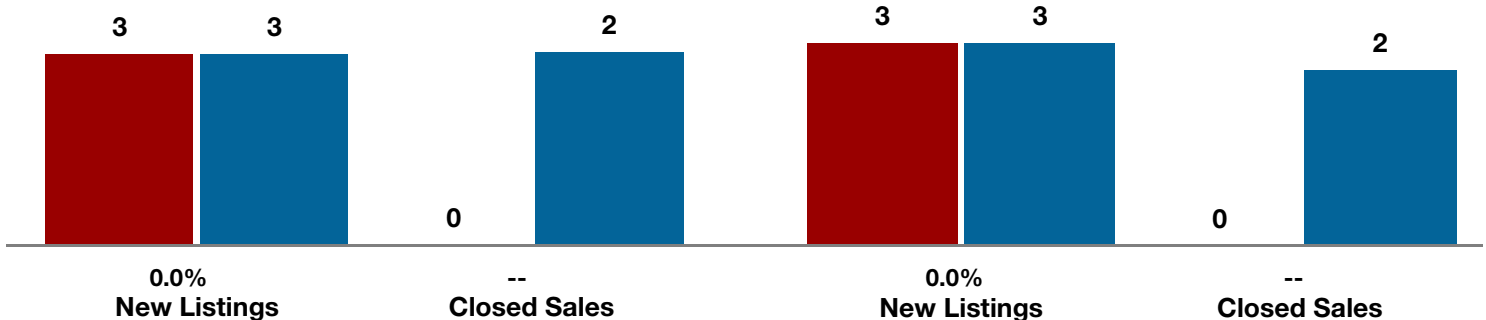
	2019	2020	+ / -	2019	2020	+ / -
New Listings	3	3	0.0%	3	3	0.0%
Pending Sales	5	0	- 100.0%	5	0	- 100.0%
Closed Sales	0	2	--	0	2	--
Average Sales Price*	--	\$277,500	--	--	\$277,500	--
Median Sales Price*	--	\$277,500	--	--	\$277,500	--
Percent of Original List Price Received*	--	86.1%	--	--	86.1%	--
Days on Market Until Sale	--	40	--	--	40	--
Inventory of Homes for Sale	11	25	+ 127.3%	--	--	--
Months Supply of Inventory	4.2	11.0	+ 175.0%	--	--	--

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January

Year to Date

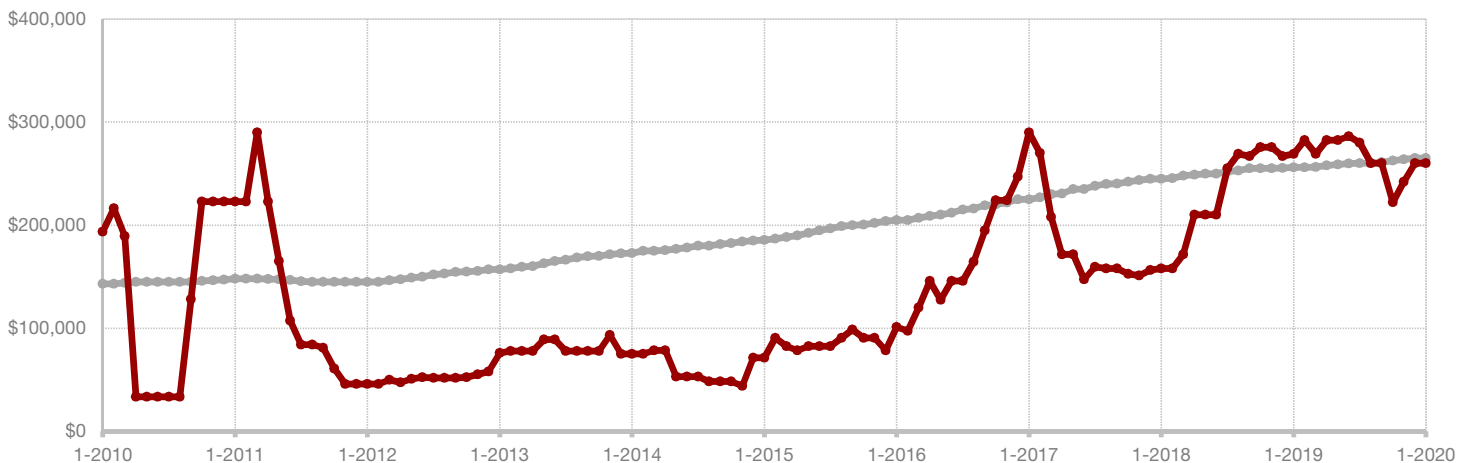
■ 2019 ■ 2020



Median Sales Price - Rolling 12-Month Calculation

All MLS —

Upshur County —



Local Market Update – January 2020

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- 1.7%

+ 52.9%

- 12.2%

Change in
New Listings

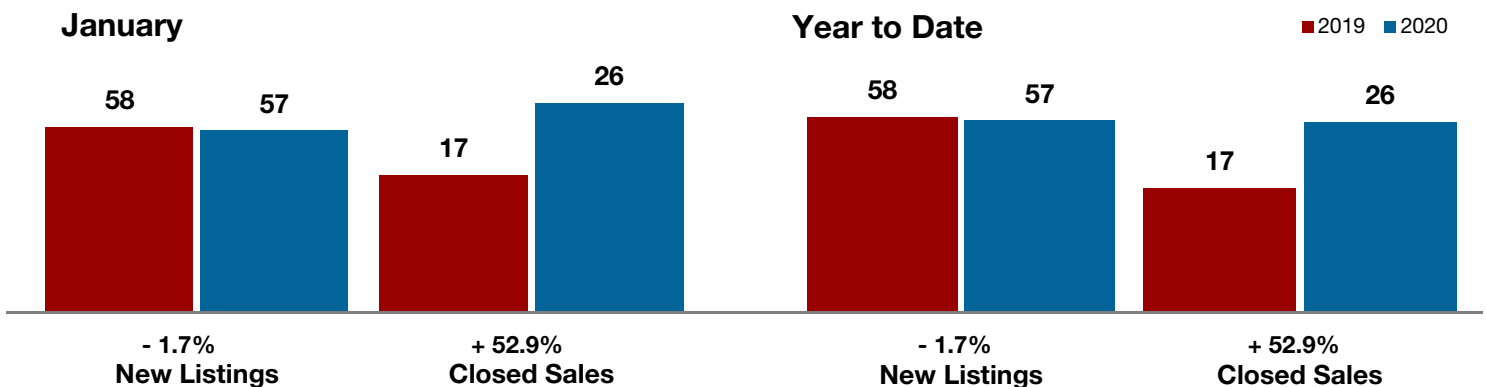
Change in
Closed Sales

Change in
Median Sales Price

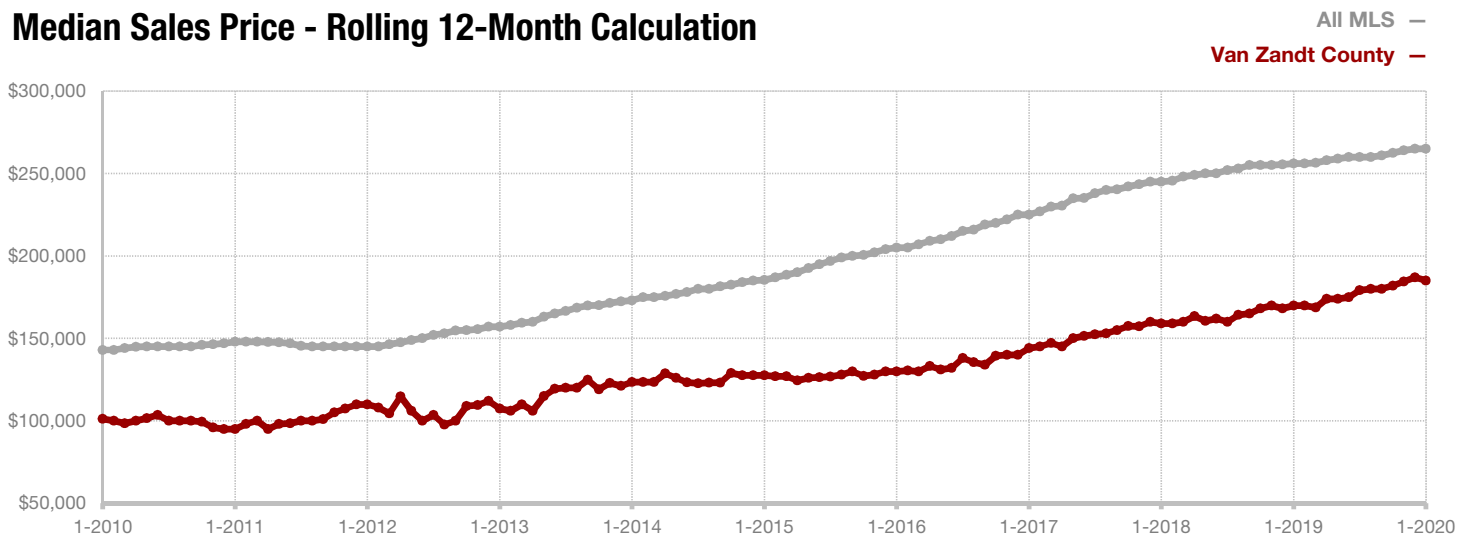
Van Zandt County

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	58	57	- 1.7%	58	57	- 1.7%
Pending Sales	38	46	+ 21.1%	38	46	+ 21.1%
Closed Sales	17	26	+ 52.9%	17	26	+ 52.9%
Average Sales Price*	\$192,141	\$221,117	+ 15.1%	\$192,141	\$221,117	+ 15.1%
Median Sales Price*	\$176,000	\$154,500	- 12.2%	\$176,000	\$154,500	- 12.2%
Percent of Original List Price Received*	88.7%	92.2%	+ 3.9%	88.7%	92.2%	+ 3.9%
Days on Market Until Sale	88	73	- 17.0%	88	73	- 17.0%
Inventory of Homes for Sale	219	198	- 9.6%	--	--	--
Months Supply of Inventory	5.1	4.1	- 20.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – January 2020

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Wise County

- 8.3%

+ 94.3%

+ 3.8%

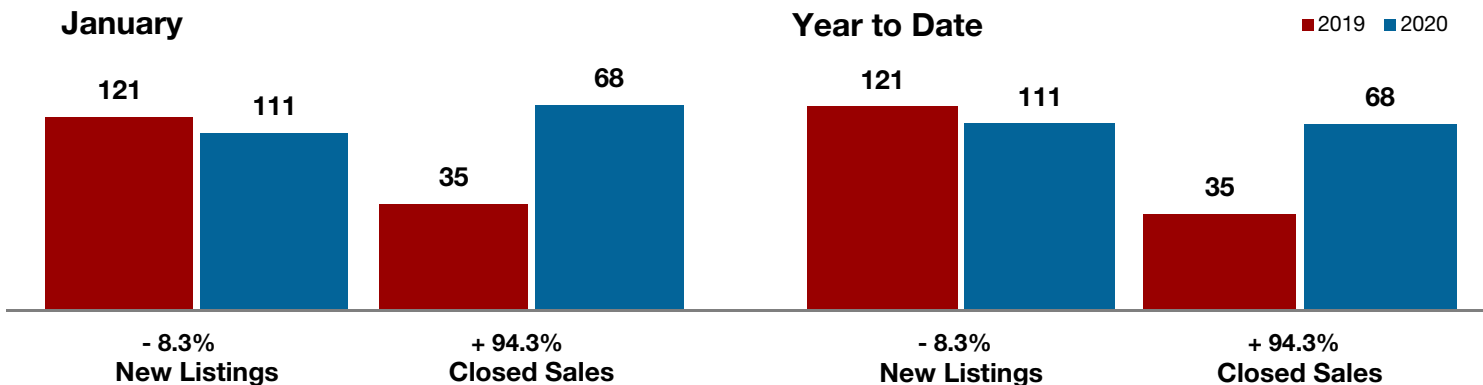
Change in
New Listings

Change in
Closed Sales

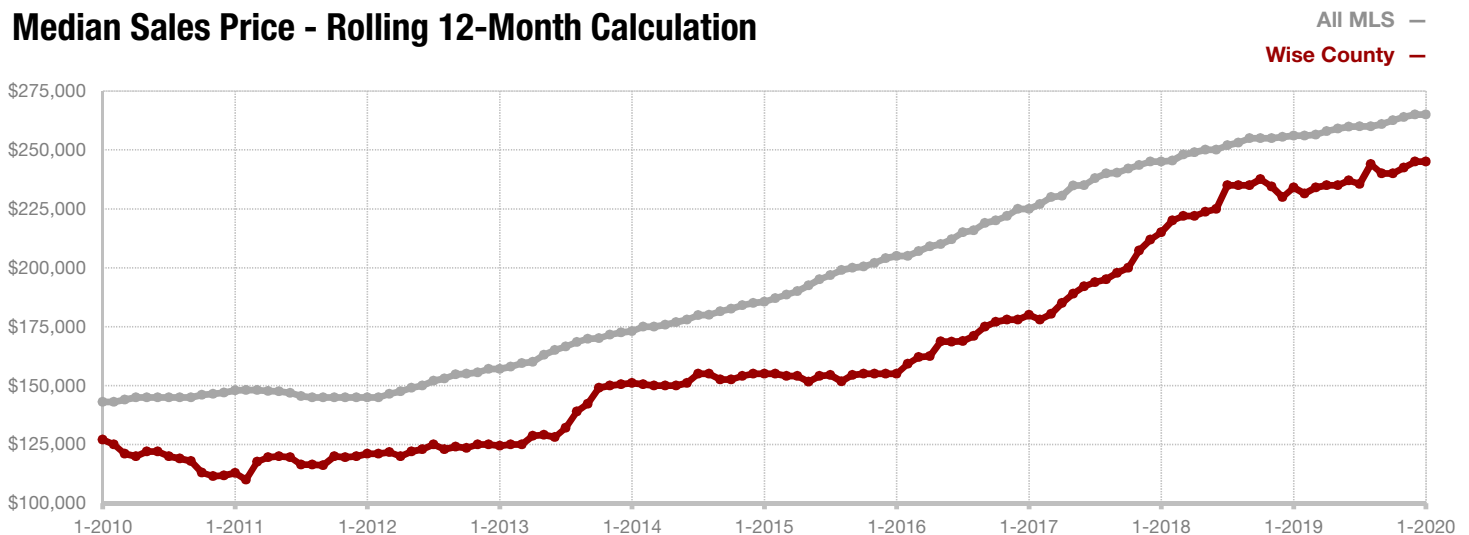
Change in
Median Sales Price

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	121	111	- 8.3%	121	111	- 8.3%
Pending Sales	86	72	- 16.3%	86	72	- 16.3%
Closed Sales	35	68	+ 94.3%	35	68	+ 94.3%
Average Sales Price*	\$242,264	\$271,493	+ 12.1%	\$242,264	\$271,493	+ 12.1%
Median Sales Price*	\$236,000	\$244,950	+ 3.8%	\$236,000	\$244,950	+ 3.8%
Percent of Original List Price Received*	94.8%	93.4%	- 1.5%	94.8%	93.4%	- 1.5%
Days on Market Until Sale	59	83	+ 40.7%	59	83	+ 40.7%
Inventory of Homes for Sale	299	326	+ 9.0%	--	--	--
Months Supply of Inventory	4.1	3.9	0.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – January 2020

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



Wood County

- 35.6%

+ 15.4%

+ 122.8%

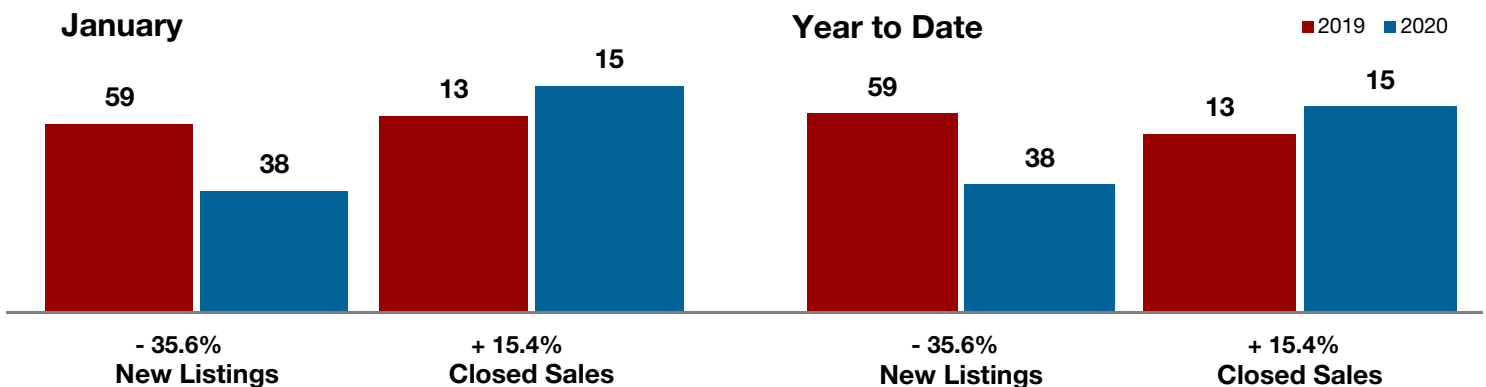
Change in
New Listings

Change in
Closed Sales

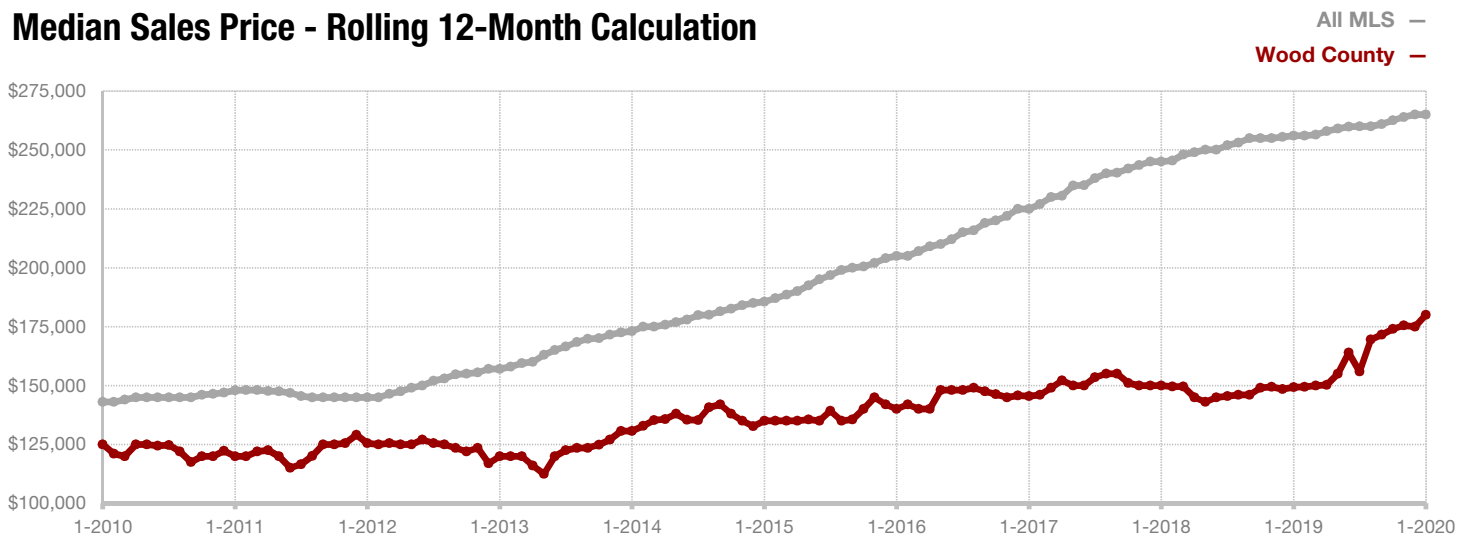
Change in
Median Sales Price

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	59	38	- 35.6%	59	38	- 35.6%
Pending Sales	25	28	+ 12.0%	25	28	+ 12.0%
Closed Sales	13	15	+ 15.4%	13	15	+ 15.4%
Average Sales Price*	\$130,581	\$202,544	+ 55.1%	\$130,581	\$202,544	+ 55.1%
Median Sales Price*	\$92,000	\$205,000	+ 122.8%	\$92,000	\$205,000	+ 122.8%
Percent of Original List Price Received*	90.9%	90.0%	- 1.0%	90.9%	90.0%	- 1.0%
Days on Market Until Sale	54	83	+ 53.7%	54	83	+ 53.7%
Inventory of Homes for Sale	199	174	- 12.6%	--	--	--
Months Supply of Inventory	6.8	5.6	- 14.3%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – January 2020

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



Young County

0.0%

+ 150.0%

- 25.2%

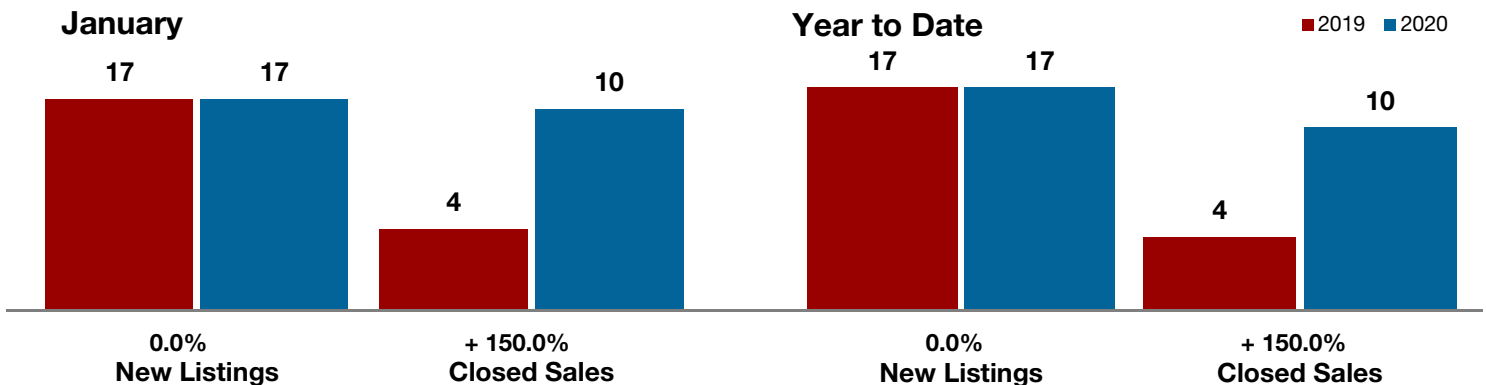
Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	17	17	0.0%	17	17	0.0%
Pending Sales	13	14	+ 7.7%	13	14	+ 7.7%
Closed Sales	4	10	+ 150.0%	4	10	+ 150.0%
Average Sales Price*	\$227,000	\$173,940	- 23.4%	\$227,000	\$173,940	- 23.4%
Median Sales Price*	\$151,500	\$113,250	- 25.2%	\$151,500	\$113,250	- 25.2%
Percent of Original List Price Received*	84.1%	86.5%	+ 2.9%	84.1%	86.5%	+ 2.9%
Days on Market Until Sale	134	117	- 12.7%	134	117	- 12.7%
Inventory of Homes for Sale	74	80	+ 8.1%	--	--	--
Months Supply of Inventory	6.8	6.4	- 14.3%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation

