

Local Market Updates

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



March 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 – March 2020

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



+ 33.3% **+ 100.0%** **- 33.3%**

Change in
New Listings

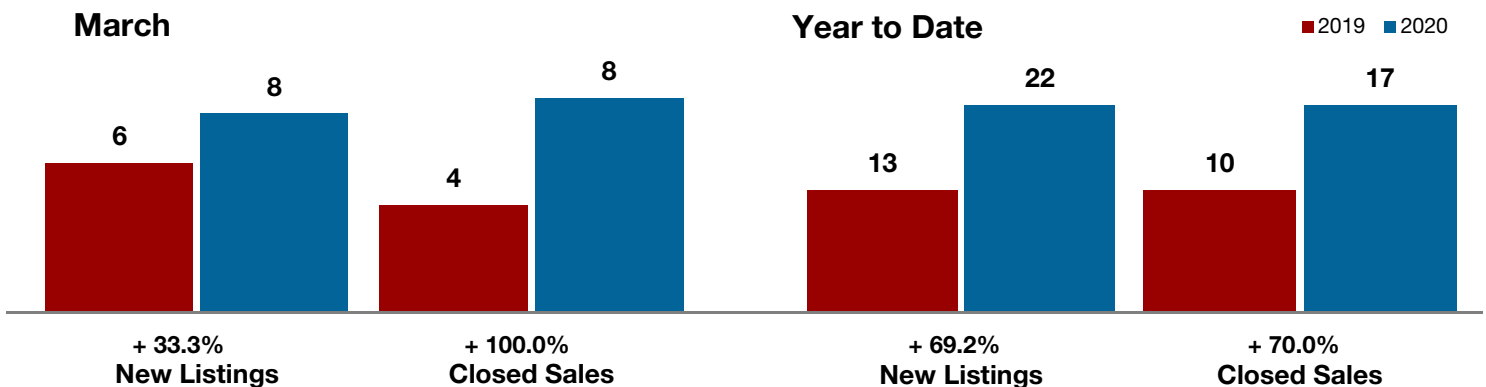
Change in
Closed Sales

Change in
Median Sales Price

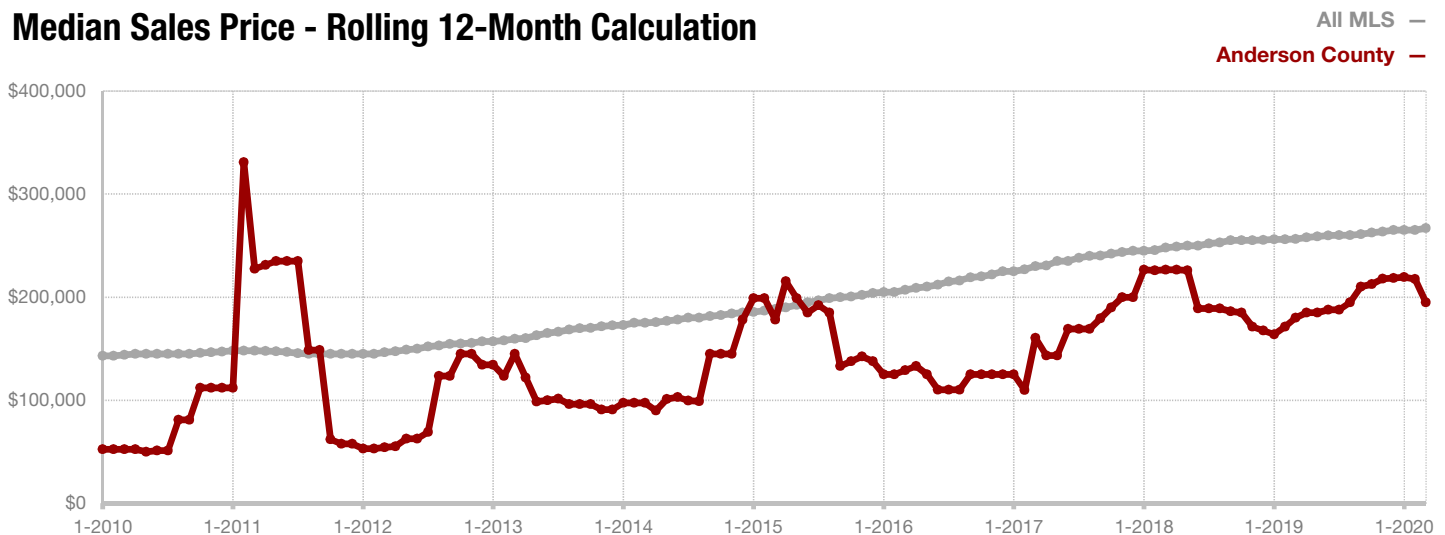
Anderson County

	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	6	8	+ 33.3%	13	22	+ 69.2%
Pending Sales	4	5	+ 25.0%	12	15	+ 25.0%
Closed Sales	4	8	+ 100.0%	10	17	+ 70.0%
Average Sales Price*	\$228,125	\$197,725	- 13.3%	\$439,650	\$266,100	- 39.5%
Median Sales Price*	\$233,750	\$156,000	- 33.3%	\$224,500	\$185,000	- 17.6%
Percent of Original List Price Received*	93.9%	94.7%	+ 0.9%	93.5%	93.9%	+ 0.4%
Days on Market Until Sale	82	126	+ 53.7%	81	101	+ 24.7%
Inventory of Homes for Sale	30	26	- 13.3%	--	--	--
Months Supply of Inventory	6.2	5.7	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 – March 2020

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+ 56.3%

0.0%

+ 45.4%

Change in
New Listings

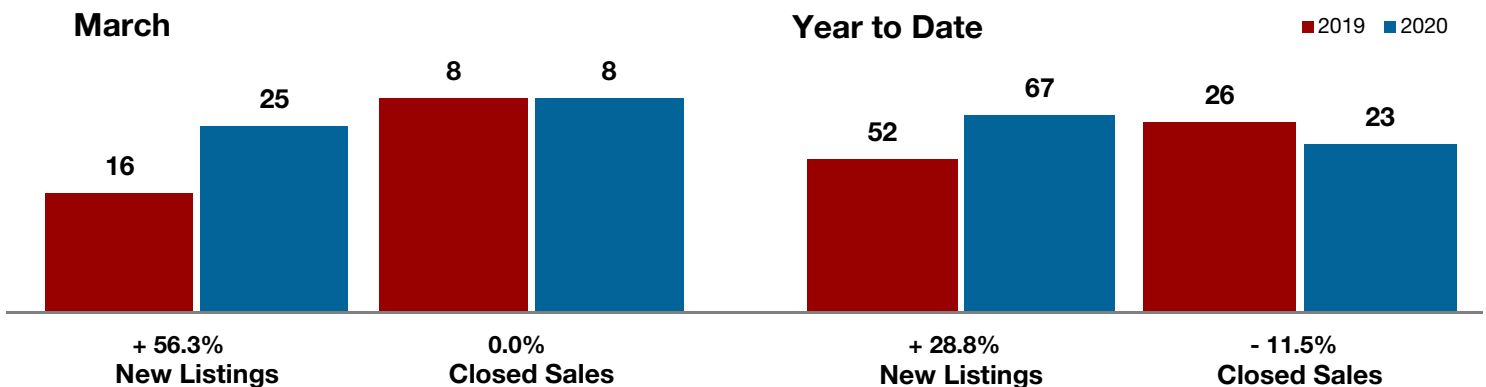
Change in
Closed Sales

Change in
Median Sales Price

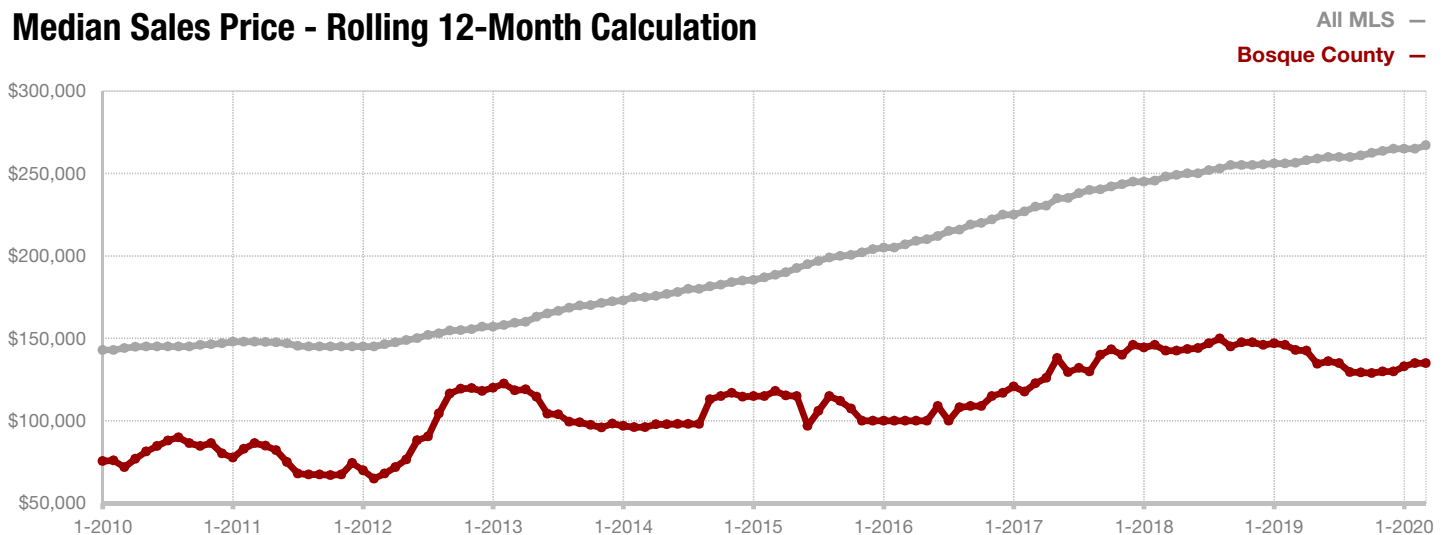
Bosque County

	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	16	25	+ 56.3%	52	67	+ 28.8%
Pending Sales	11	10	- 9.1%	35	27	- 22.9%
Closed Sales	8	8	0.0%	26	23	- 11.5%
Average Sales Price*	\$153,369	\$347,182	+ 126.4%	\$138,982	\$265,546	+ 91.1%
Median Sales Price*	\$109,000	\$158,500	+ 45.4%	\$120,250	\$165,000	+ 37.2%
Percent of Original List Price Received*	88.3%	86.2%	- 2.4%	89.2%	89.0%	- 0.2%
Days on Market Until Sale	81	112	+ 38.3%	83	95	+ 14.5%
Inventory of Homes for Sale	107	92	- 14.0%	--	--	--
Months Supply of Inventory	9.4	7.1	- 22.2%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – March 2020

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+ 7.0%

+ 42.9%

+ 29.2%

Change in
New Listings

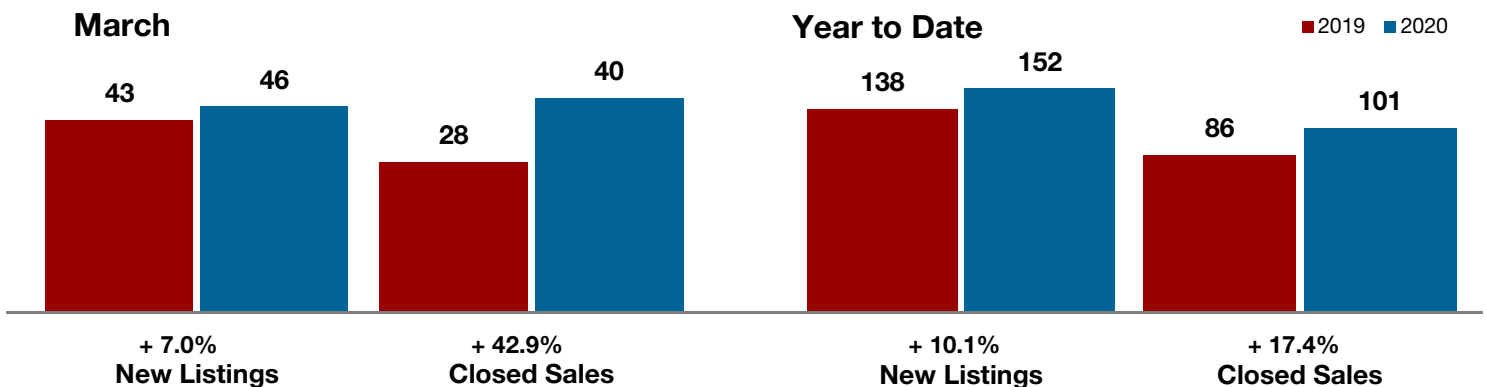
Change in
Closed Sales

Change in
Median Sales Price

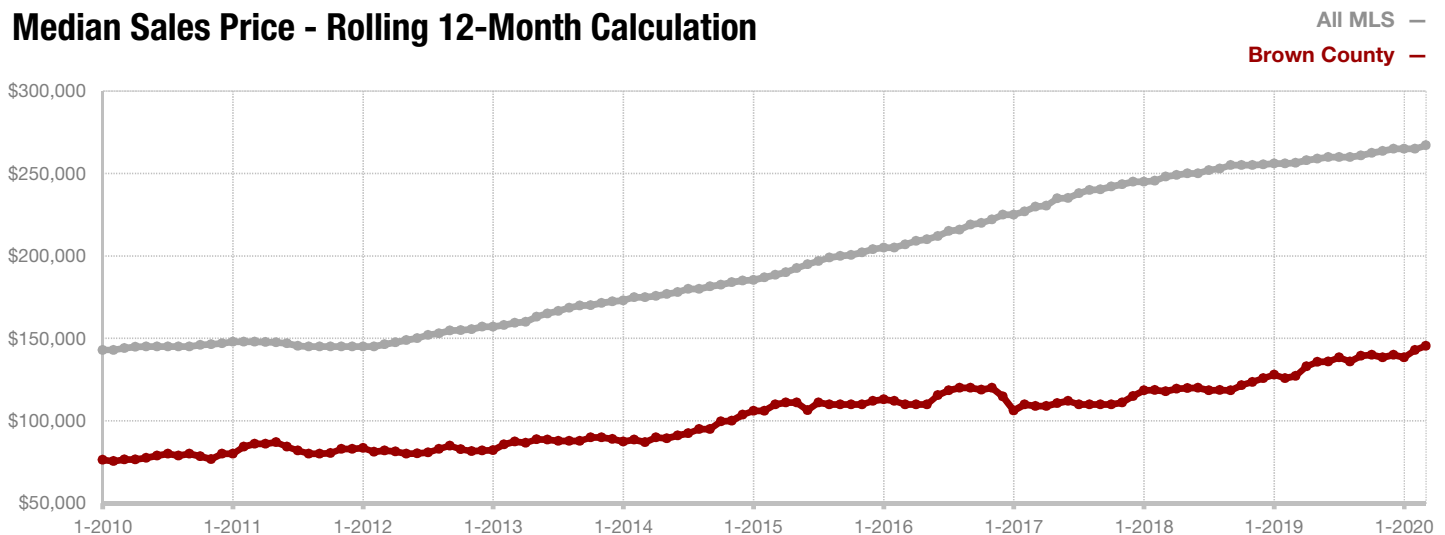
Brown County

	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	43	46	+ 7.0%	138	152	+ 10.1%
Pending Sales	41	36	- 12.2%	109	114	+ 4.6%
Closed Sales	28	40	+ 42.9%	86	101	+ 17.4%
Average Sales Price*	\$171,700	\$180,505	+ 5.1%	\$143,085	\$169,594	+ 18.5%
Median Sales Price*	\$120,000	\$155,000	+ 29.2%	\$120,000	\$144,000	+ 20.0%
Percent of Original List Price Received*	91.9%	95.2%	+ 3.6%	92.4%	93.7%	+ 1.4%
Days on Market Until Sale	83	89	+ 7.2%	89	91	+ 2.2%
Inventory of Homes for Sale	223	172	- 22.9%	--	--	--
Months Supply of Inventory	5.8	4.2	- 33.3%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – March 2020

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Callahan County

+ 40.0%

0.0%

+ 23.4%

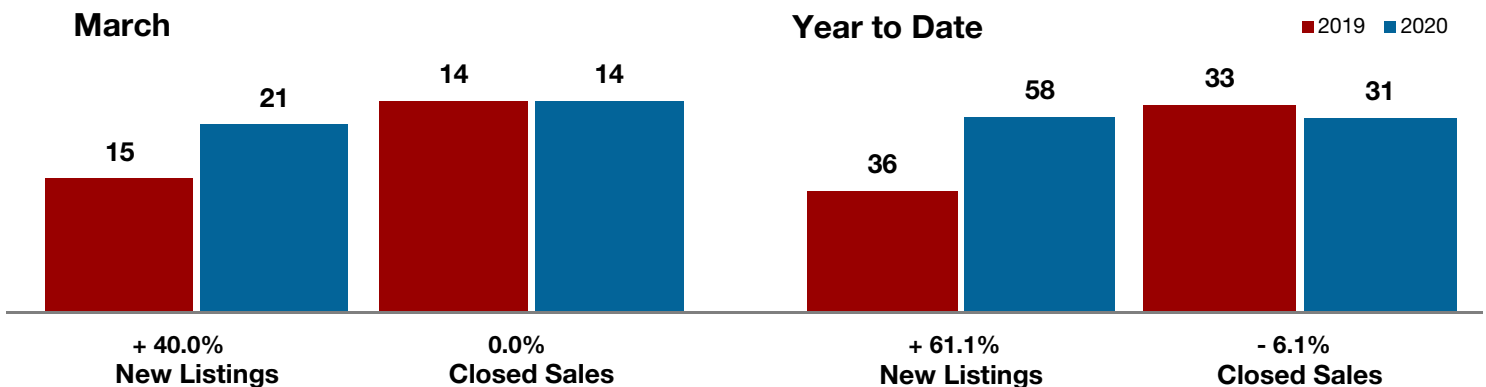
Change in
New Listings

Change in
Closed Sales

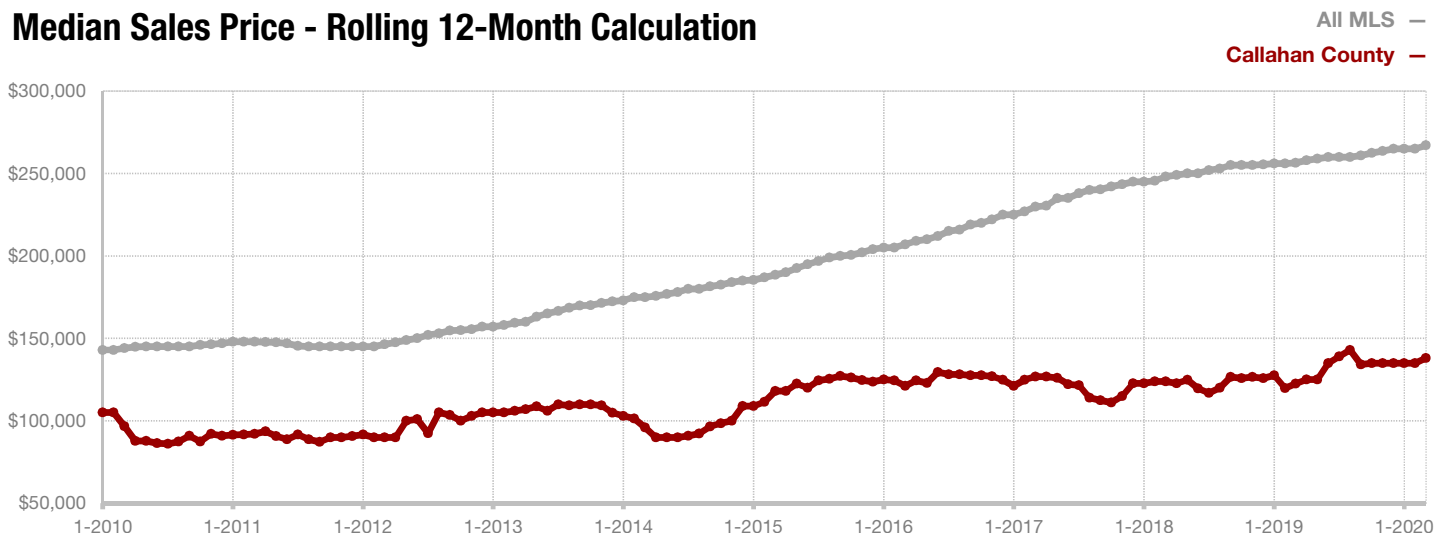
Change in
Median Sales Price

	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	15	21	+ 40.0%	36	58	+ 61.1%
Pending Sales	10	13	+ 30.0%	34	39	+ 14.7%
Closed Sales	14	14	0.0%	33	31	- 6.1%
Average Sales Price*	\$172,719	\$145,855	- 15.6%	\$140,779	\$158,859	+ 12.8%
Median Sales Price*	\$129,500	\$159,750	+ 23.4%	\$120,000	\$144,000	+ 20.0%
Percent of Original List Price Received*	96.2%	91.2%	- 5.2%	93.1%	93.3%	+ 0.2%
Days on Market Until Sale	58	47	- 19.0%	70	50	- 28.6%
Inventory of Homes for Sale	49	43	- 12.2%	--	--	--
Months Supply of Inventory	4.0	3.3	- 25.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – March 2020

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Clay County

- 33.3%

0.0%

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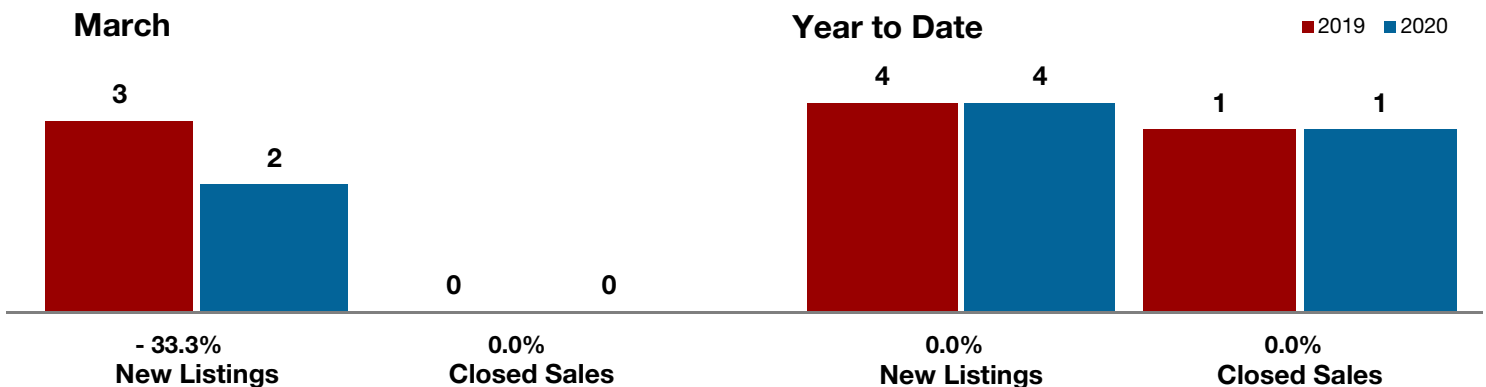
Change in
New Listings

Change in
Closed Sales

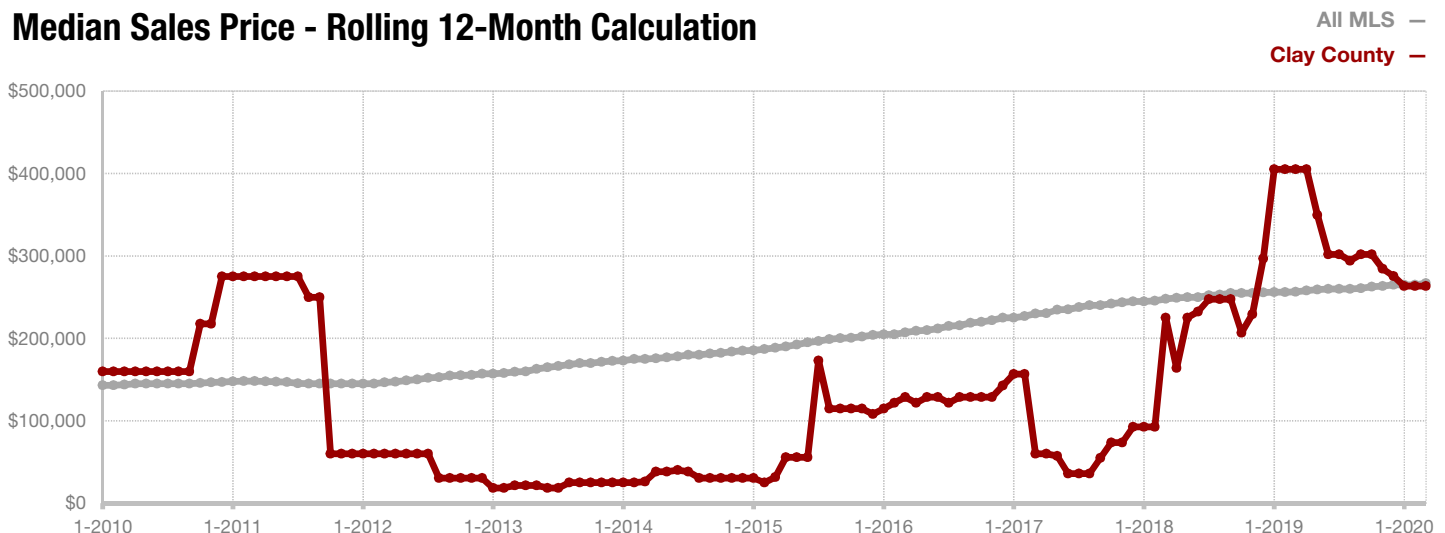
Change in
Median Sales Price

	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	3	2	- 33.3%	4	4	0.0%
Pending Sales	2	0	- 100.0%	3	0	- 100.0%
Closed Sales	0	0	0.0%	1	1	0.0%
Average Sales Price*	--	--	--	\$442,000	\$255,000	- 42.3%
Median Sales Price*	--	--	--	\$442,000	\$255,000	- 42.3%
Percent of Original List Price Received*	--	--	--	95.1%	99.0%	+ 4.1%
Days on Market Until Sale	--	--	--	85	13	- 84.7%
Inventory of Homes for Sale	3	8	+ 166.7%	--	--	--
Months Supply of Inventory	2.2	5.1	+ 150.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – March 2020

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- 40.0%

0.0%

+ 44.4%

Change in
New Listings

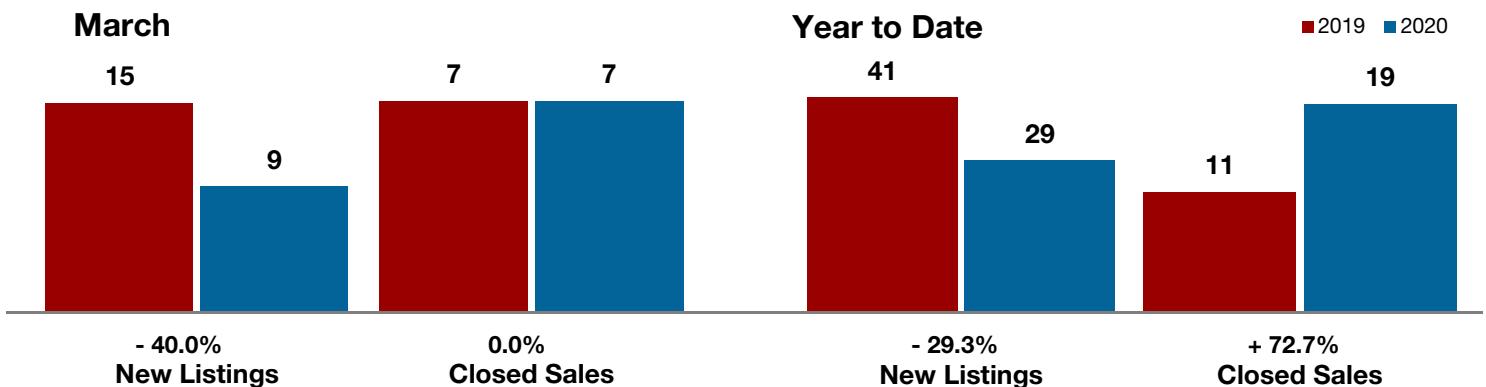
Change in
Closed Sales

Change in
Median Sales Price

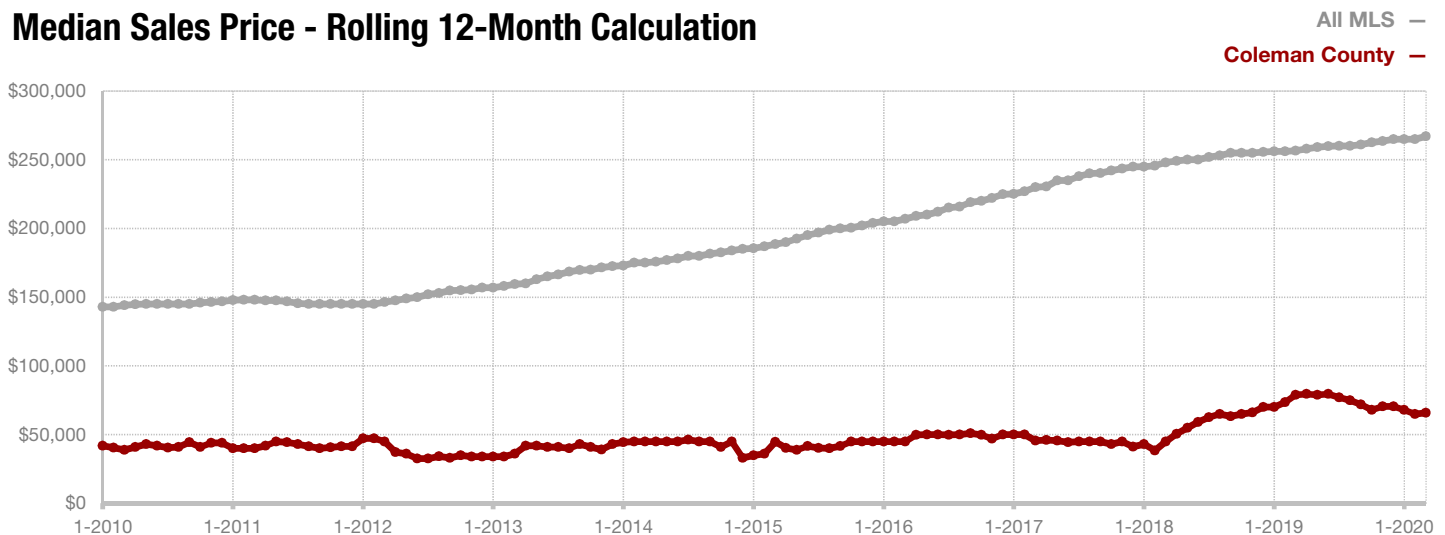
Coleman County

	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	15	9	- 40.0%	41	29	- 29.3%
Pending Sales	7	6	- 14.3%	15	18	+ 20.0%
Closed Sales	7	7	0.0%	11	19	+ 72.7%
Average Sales Price*	\$138,700	\$228,000	+ 64.4%	\$162,133	\$122,926	- 24.2%
Median Sales Price*	\$107,350	\$155,000	+ 44.4%	\$135,200	\$71,500	- 47.1%
Percent of Original List Price Received*	86.7%	90.9%	+ 4.8%	86.2%	88.5%	+ 2.7%
Days on Market Until Sale	203	117	- 42.4%	181	144	- 20.4%
Inventory of Homes for Sale	67	52	- 22.4%	--	--	--
Months Supply of Inventory	16.4	7.5	- 50.0%	--	--	--

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Collin County

- 18.0%

+ 1.7%

+ 2.8%

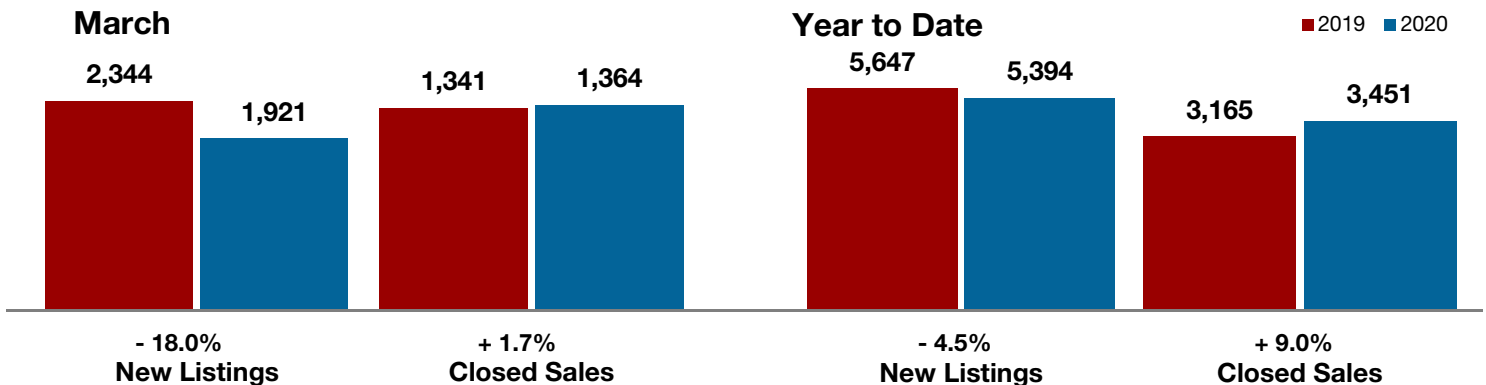
Change in
New Listings

Change in
Closed Sales

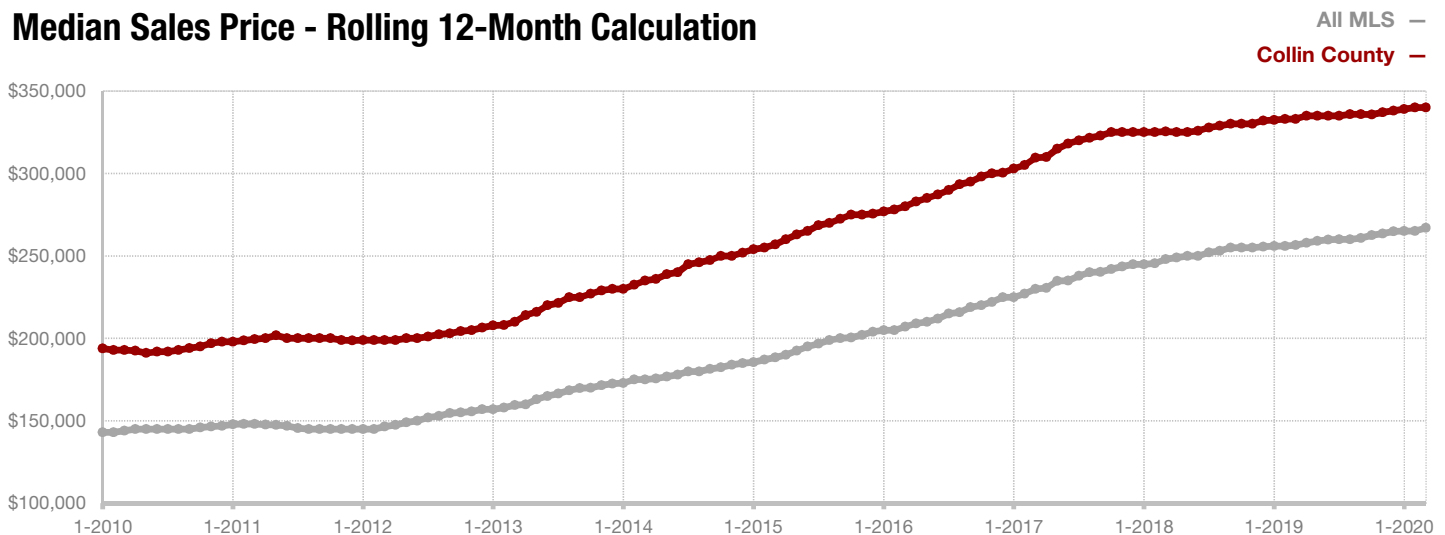
Change in
Median Sales Price

	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	2,344	1,921	- 18.0%	5,647	5,394	- 4.5%
Pending Sales	1,640	1,227	- 25.2%	4,011	3,960	- 1.3%
Closed Sales	1,341	1,364	+ 1.7%	3,165	3,451	+ 9.0%
Average Sales Price*	\$373,524	\$386,117	+ 3.4%	\$363,125	\$377,827	+ 4.0%
Median Sales Price*	\$335,750	\$345,000	+ 2.8%	\$325,000	\$340,000	+ 4.6%
Percent of Original List Price Received*	95.7%	96.9%	+ 1.3%	95.1%	96.2%	+ 1.2%
Days on Market Until Sale	71	57	- 19.7%	73	65	- 11.0%
Inventory of Homes for Sale	4,560	3,537	- 22.4%	--	--	--
Months Supply of Inventory	3.4	2.5	0.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



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- 4.0%

0.0%

+ 29.0%

Change in
New Listings

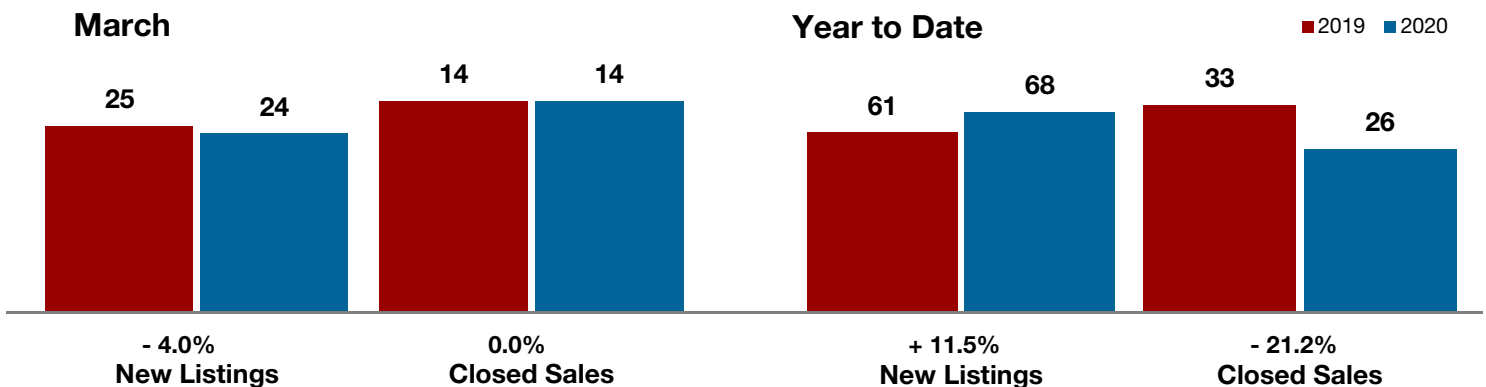
Change in
Closed Sales

Change in
Median Sales Price

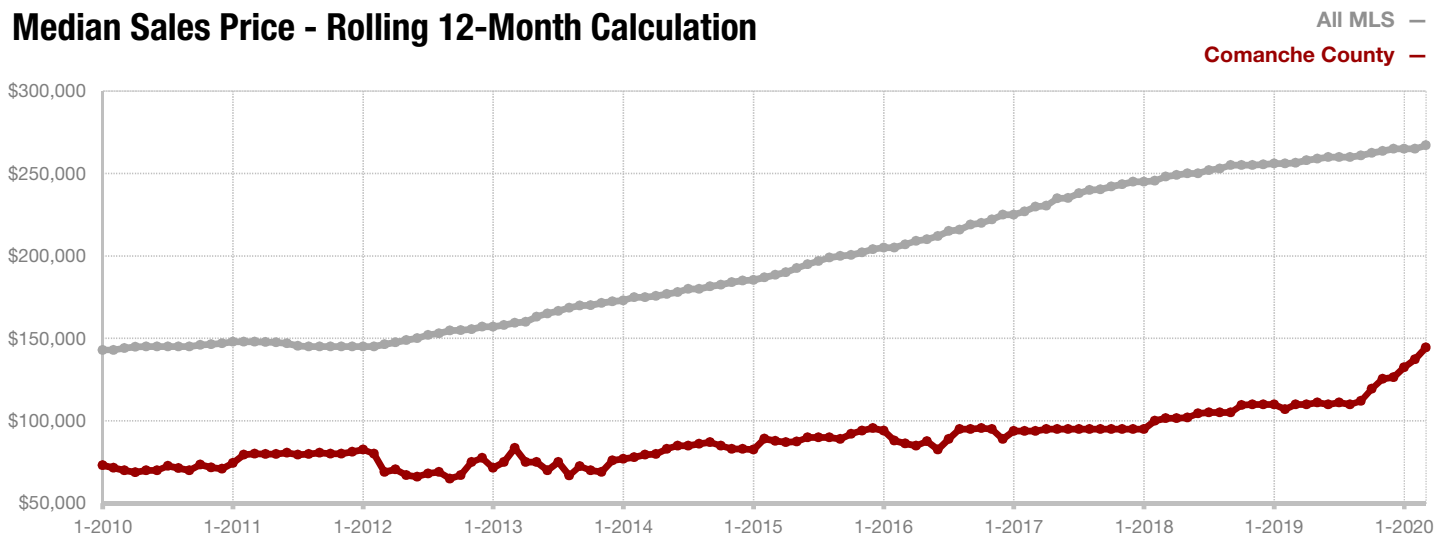
Comanche County

	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	25	24	- 4.0%	61	68	+ 11.5%
Pending Sales	12	11	- 8.3%	40	27	- 32.5%
Closed Sales	14	14	0.0%	33	26	- 21.2%
Average Sales Price*	\$146,529	\$216,402	+ 47.7%	\$119,815	\$193,247	+ 61.3%
Median Sales Price*	\$113,500	\$146,400	+ 29.0%	\$103,500	\$149,450	+ 44.4%
Percent of Original List Price Received*	93.1%	86.6%	- 7.0%	90.1%	88.9%	- 1.3%
Days on Market Until Sale	108	142	+ 31.5%	100	119	+ 19.0%
Inventory of Homes for Sale	81	88	+ 8.6%	--	--	--
Months Supply of Inventory	7.1	8.8	+ 28.6%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



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Cooke County

+ 18.9%

+ 20.5%

+ 9.1%

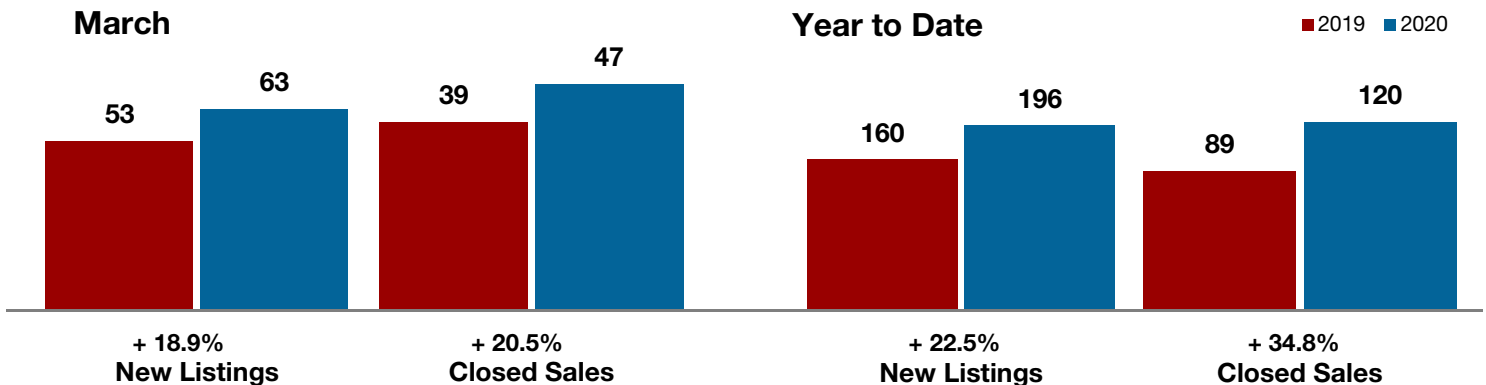
Change in
New Listings

Change in
Closed Sales

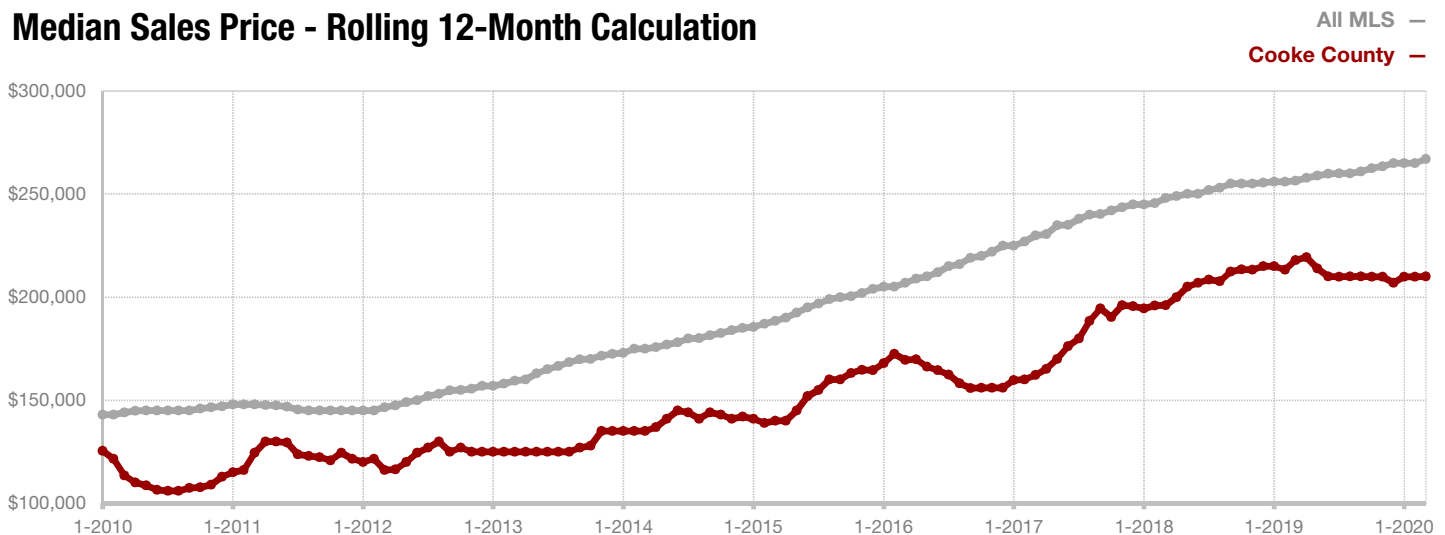
Change in
Median Sales Price

	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	53	63	+ 18.9%	160	196	+ 22.5%
Pending Sales	37	37	0.0%	98	130	+ 32.7%
Closed Sales	39	47	+ 20.5%	89	120	+ 34.8%
Average Sales Price*	\$280,101	\$341,003	+ 21.7%	\$258,947	\$274,738	+ 6.1%
Median Sales Price*	\$220,000	\$240,000	+ 9.1%	\$189,900	\$219,950	+ 15.8%
Percent of Original List Price Received*	94.9%	94.1%	- 0.8%	94.4%	94.2%	- 0.2%
Days on Market Until Sale	38	87	+ 128.9%	58	88	+ 51.7%
Inventory of Homes for Sale	172	176	+ 2.3%	--	--	--
Months Supply of Inventory	5.1	4.4	- 20.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – March 2020

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Dallas County

- 14.9%

- 2.3%

+ 8.1%

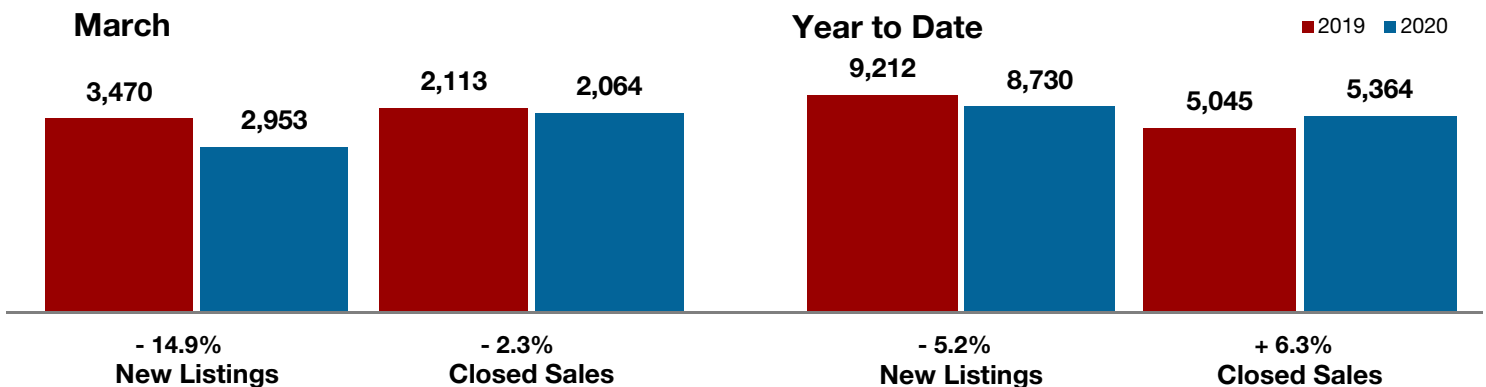
Change in
New Listings

Change in
Closed Sales

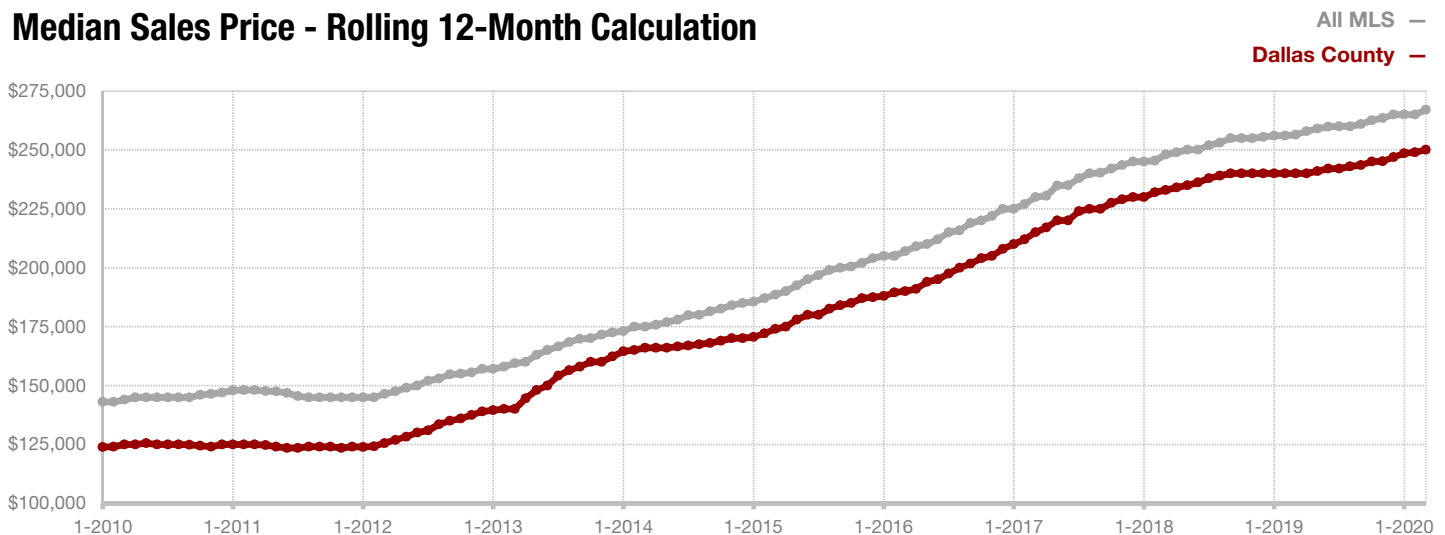
Change in
Median Sales Price

	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	3,470	2,953	- 14.9%	9,212	8,730	- 5.2%
Pending Sales	2,488	1,777	- 28.6%	6,223	5,937	- 4.6%
Closed Sales	2,113	2,064	- 2.3%	5,045	5,364	+ 6.3%
Average Sales Price*	\$352,087	\$376,223	+ 6.9%	\$328,556	\$362,650	+ 10.4%
Median Sales Price*	\$245,000	\$264,900	+ 8.1%	\$233,210	\$249,500	+ 7.0%
Percent of Original List Price Received*	96.2%	96.3%	+ 0.1%	95.9%	95.7%	- 0.2%
Days on Market Until Sale	44	46	+ 4.5%	45	52	+ 15.6%
Inventory of Homes for Sale	6,413	5,329	- 16.9%	--	--	--
Months Supply of Inventory	3.1	2.5	0.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – March 2020

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Delta County

- 14.3%

+ 400.0%

- 44.7%

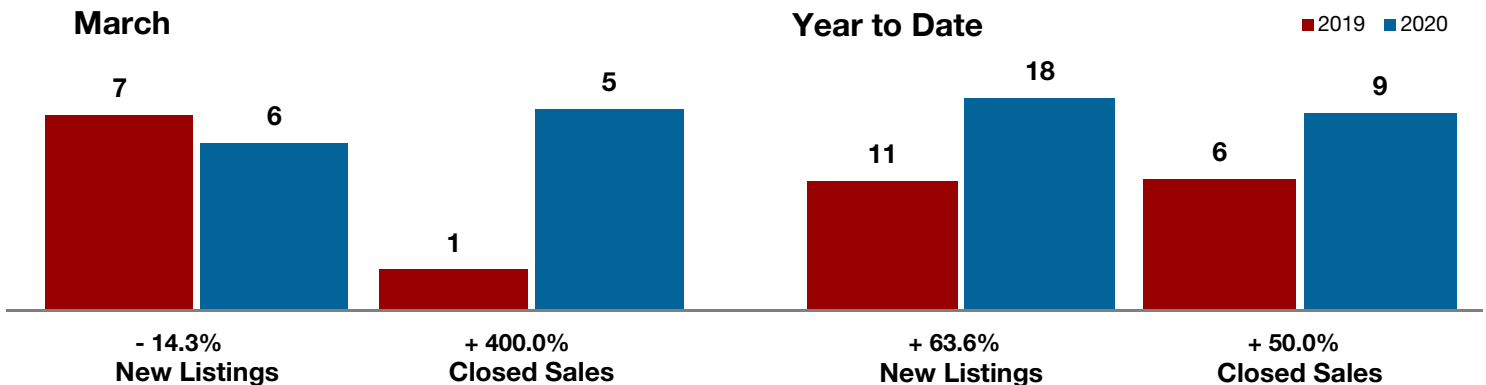
Change in
New Listings

Change in
Closed Sales

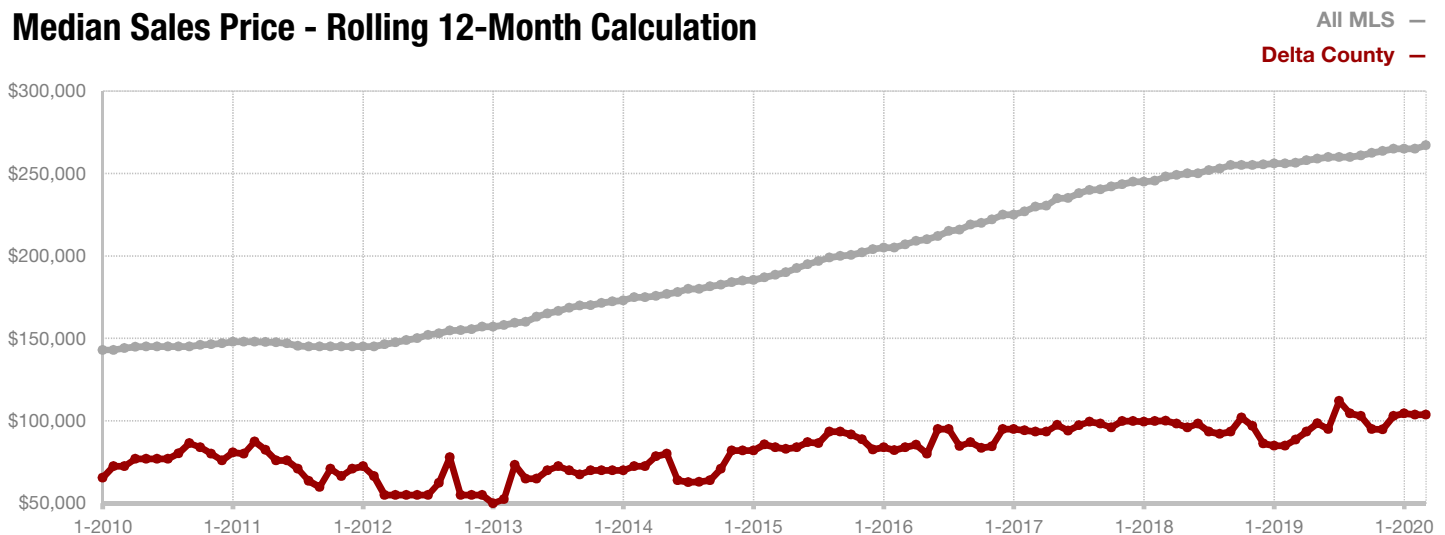
Change in
Median Sales Price

	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	7	6	- 14.3%	11	18	+ 63.6%
Pending Sales	5	6	+ 20.0%	10	15	+ 50.0%
Closed Sales	1	5	+ 400.0%	6	9	+ 50.0%
Average Sales Price*	\$199,000	\$134,780	- 32.3%	\$105,900	\$118,822	+ 12.2%
Median Sales Price*	\$199,000	\$110,000	- 44.7%	\$84,450	\$85,000	+ 0.7%
Percent of Original List Price Received*	90.5%	92.4%	+ 2.1%	89.0%	89.6%	+ 0.7%
Days on Market Until Sale	147	69	- 53.1%	72	61	- 15.3%
Inventory of Homes for Sale	10	12	+ 20.0%	--	--	--
Months Supply of Inventory	2.2	2.5	+ 50.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



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Denton County

- 5.5%

+ 0.4%

+ 1.2%

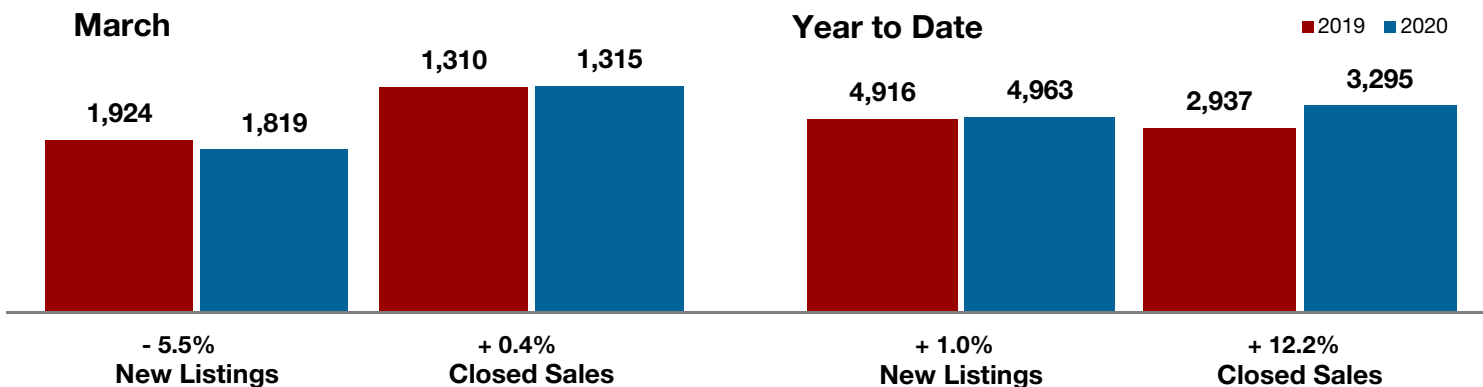
Change in
New Listings

Change in
Closed Sales

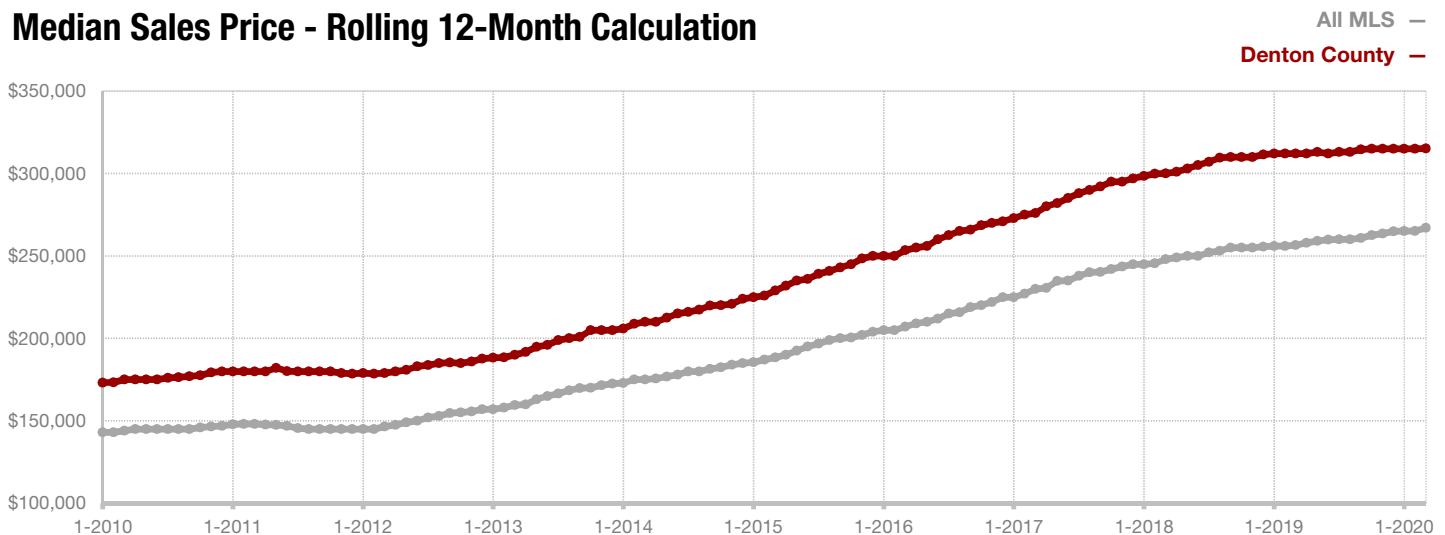
Change in
Median Sales Price

	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	1,924	1,819	- 5.5%	4,916	4,963	+ 1.0%
Pending Sales	1,526	1,252	- 18.0%	3,727	3,833	+ 2.8%
Closed Sales	1,310	1,315	+ 0.4%	2,937	3,295	+ 12.2%
Average Sales Price*	\$364,386	\$364,356	- 0.0%	\$354,754	\$358,444	+ 1.0%
Median Sales Price*	\$316,300	\$319,995	+ 1.2%	\$308,000	\$313,000	+ 1.6%
Percent of Original List Price Received*	96.4%	97.2%	+ 0.8%	96.0%	96.5%	+ 0.5%
Days on Market Until Sale	61	55	- 9.8%	63	61	- 3.2%
Inventory of Homes for Sale	3,632	3,102	- 14.6%	--	--	--
Months Supply of Inventory	2.9	2.3	- 33.3%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – March 2020

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- 10.0%

+ 37.5%

+ 109.3%

Change in
New Listings

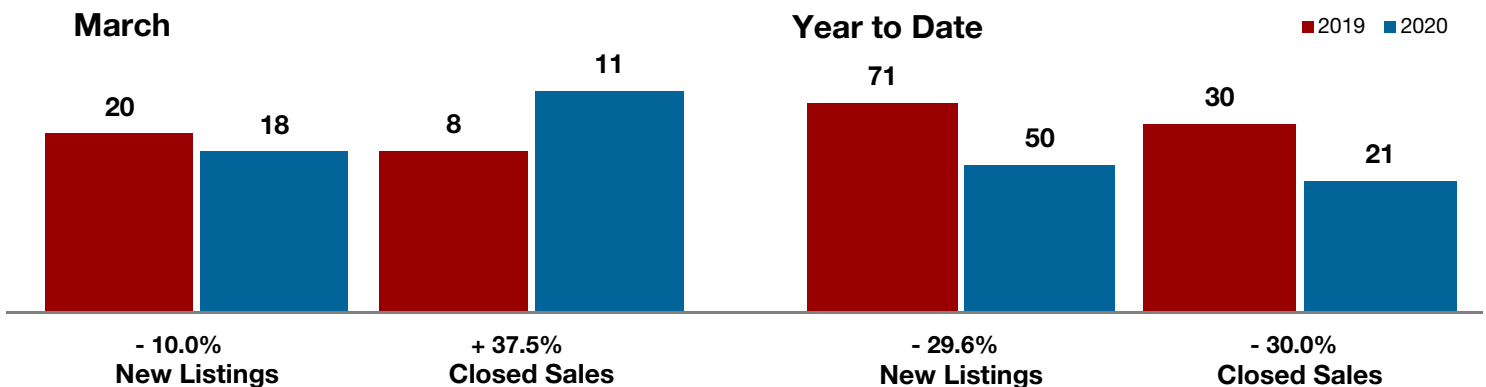
Change in
Closed Sales

Change in
Median Sales Price

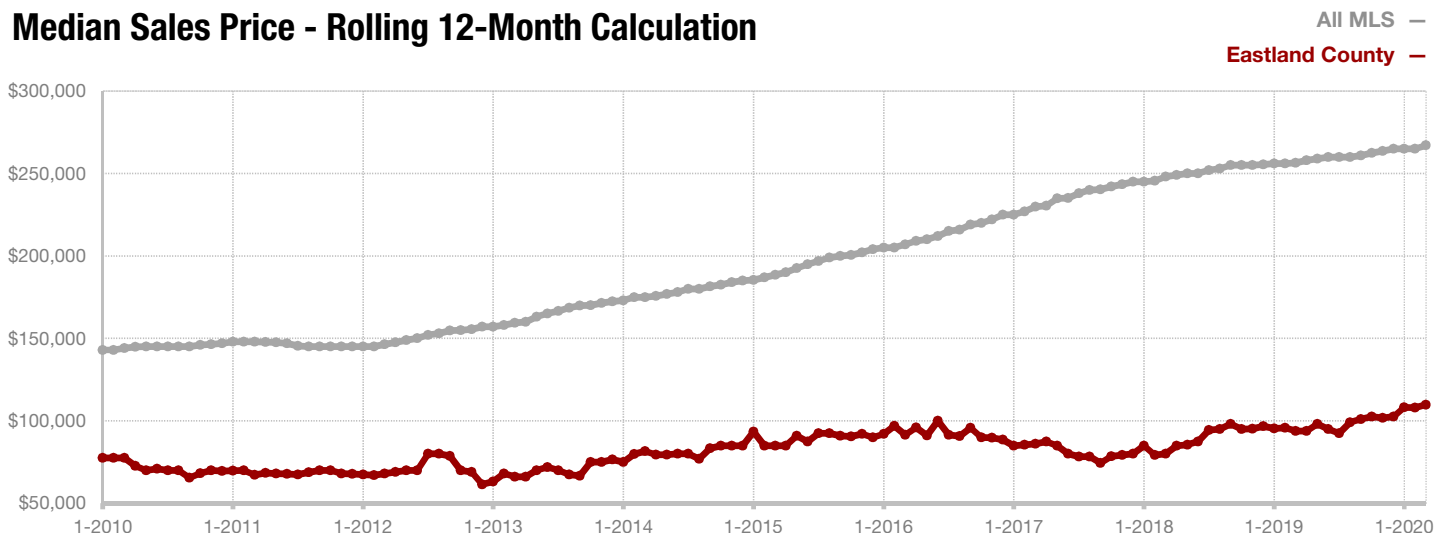
Eastland County

	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	20	18	- 10.0%	71	50	- 29.6%
Pending Sales	17	9	- 47.1%	44	25	- 43.2%
Closed Sales	8	11	+ 37.5%	30	21	- 30.0%
Average Sales Price*	\$78,312	\$174,655	+ 123.0%	\$104,169	\$161,925	+ 55.4%
Median Sales Price*	\$64,500	\$135,000	+ 109.3%	\$60,000	\$92,500	+ 54.2%
Percent of Original List Price Received*	88.5%	89.4%	+ 1.0%	87.9%	88.9%	+ 1.1%
Days on Market Until Sale	111	81	- 27.0%	118	86	- 27.1%
Inventory of Homes for Sale	114	91	- 20.2%	--	--	--
Months Supply of Inventory	8.6	7.5	- 11.1%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



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Ellis County

- 9.9%

+ 7.2%

+ 9.7%

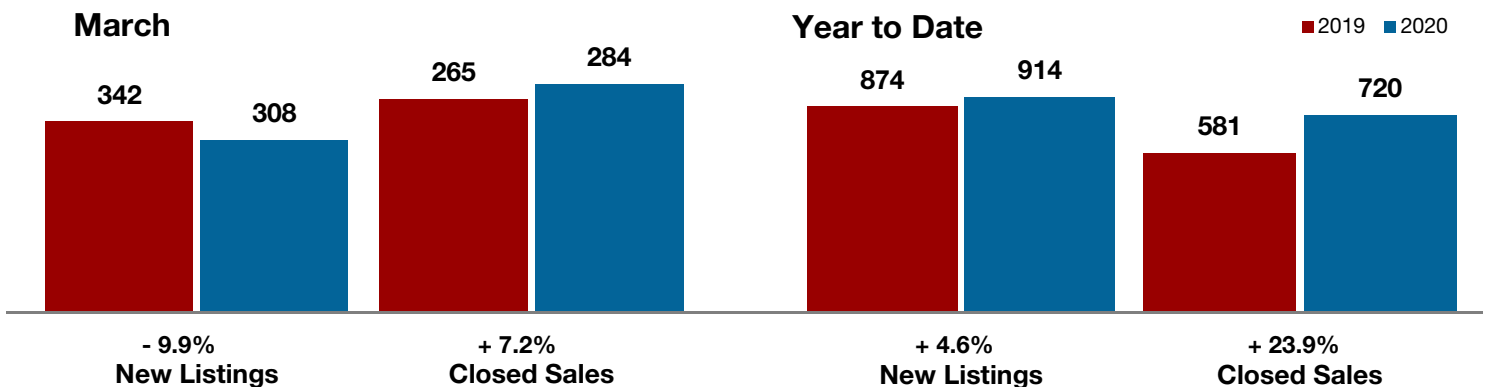
Change in
New Listings

Change in
Closed Sales

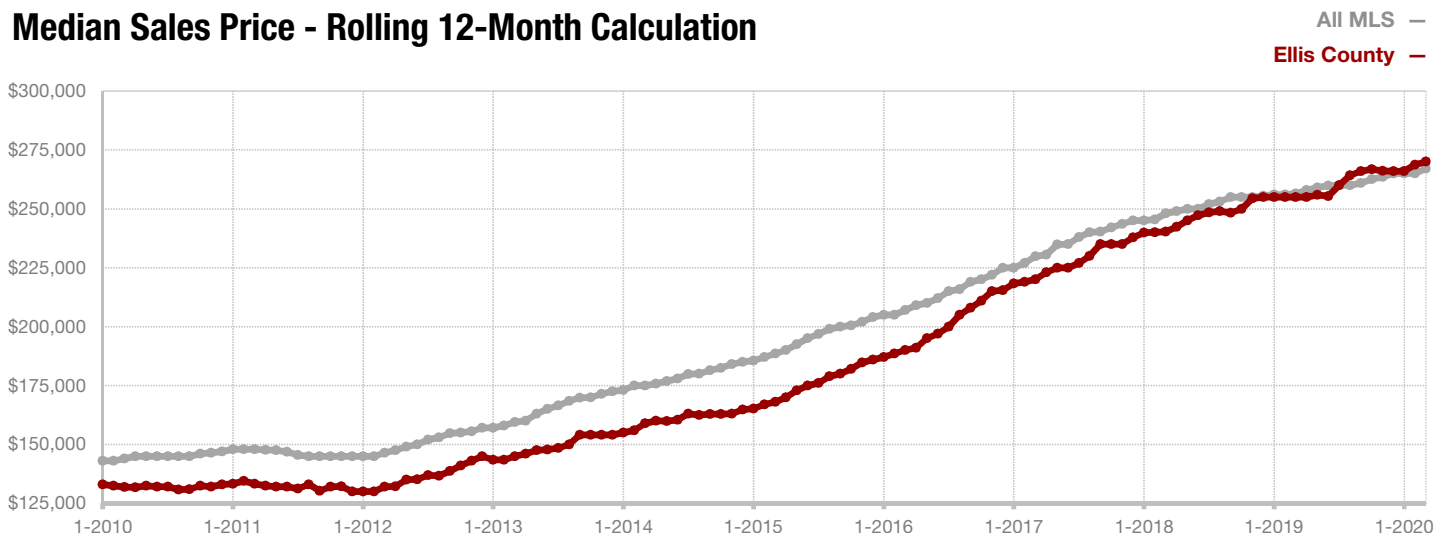
Change in
Median Sales Price

	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	342	308	- 9.9%	874	914	+ 4.6%
Pending Sales	282	248	- 12.1%	712	823	+ 15.6%
Closed Sales	265	284	+ 7.2%	581	720	+ 23.9%
Average Sales Price*	\$276,818	\$292,574	+ 5.7%	\$274,518	\$289,422	+ 5.4%
Median Sales Price*	\$248,900	\$273,000	+ 9.7%	\$249,000	\$266,323	+ 7.0%
Percent of Original List Price Received*	97.2%	97.2%	0.0%	97.2%	96.6%	- 0.6%
Days on Market Until Sale	56	57	+ 1.8%	56	63	+ 12.5%
Inventory of Homes for Sale	643	665	+ 3.4%	--	--	--
Months Supply of Inventory	2.6	2.4	- 33.3%	--	--	--

* 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 – March 2020

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



Erath County

- 14.8%

+ 13.2%

+ 16.6%

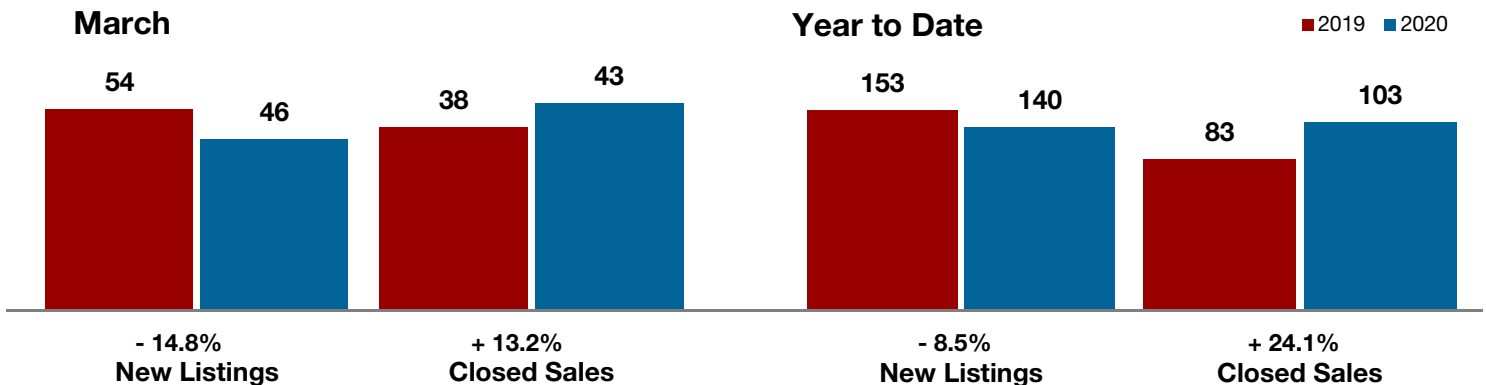
Change in
New Listings

Change in
Closed Sales

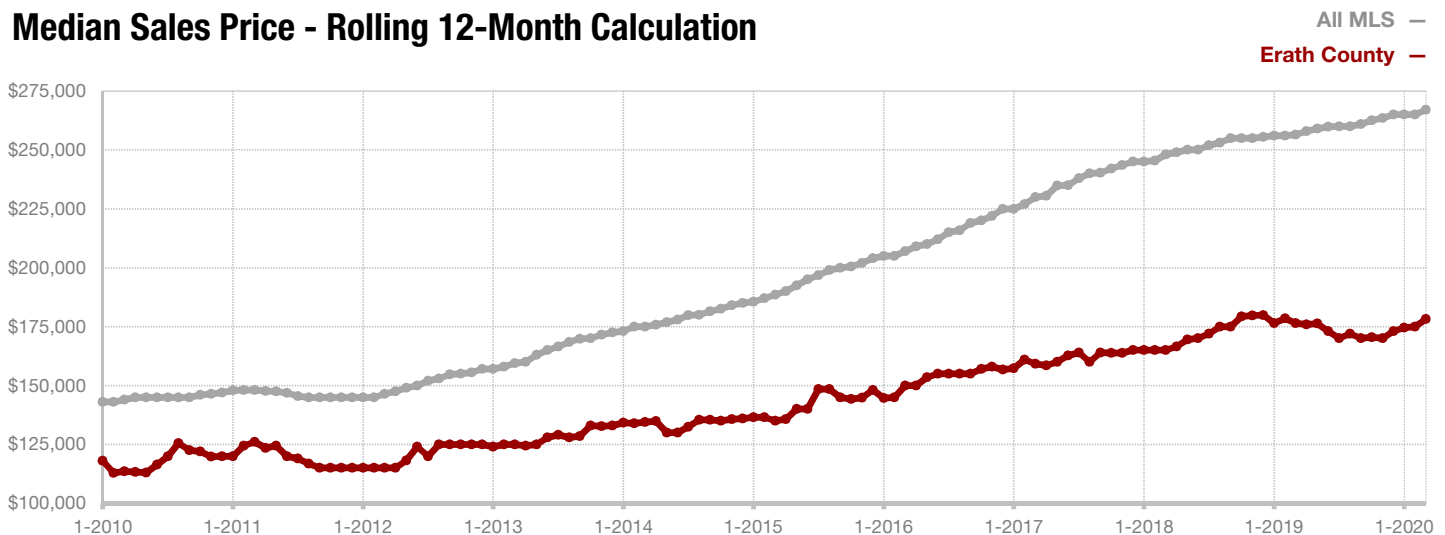
Change in
Median Sales Price

	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	54	46	- 14.8%	153	140	- 8.5%
Pending Sales	33	22	- 33.3%	98	98	0.0%
Closed Sales	38	43	+ 13.2%	83	103	+ 24.1%
Average Sales Price*	\$197,912	\$286,457	+ 44.7%	\$206,428	\$257,687	+ 24.8%
Median Sales Price*	\$150,750	\$175,784	+ 16.6%	\$156,000	\$210,000	+ 34.6%
Percent of Original List Price Received*	95.2%	95.3%	+ 0.1%	94.3%	93.9%	- 0.4%
Days on Market Until Sale	50	65	+ 30.0%	53	64	+ 20.8%
Inventory of Homes for Sale	161	154	- 4.3%	--	--	--
Months Supply of Inventory	4.3	3.9	0.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – March 2020

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Fannin County

+ 9.5%

- 4.3%

- 8.5%

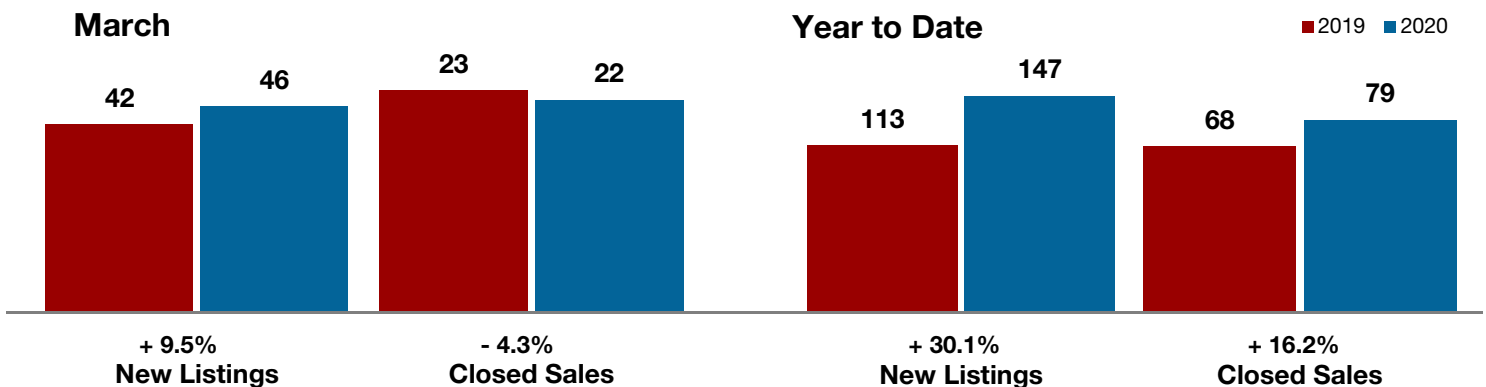
Change in
New Listings

Change in
Closed Sales

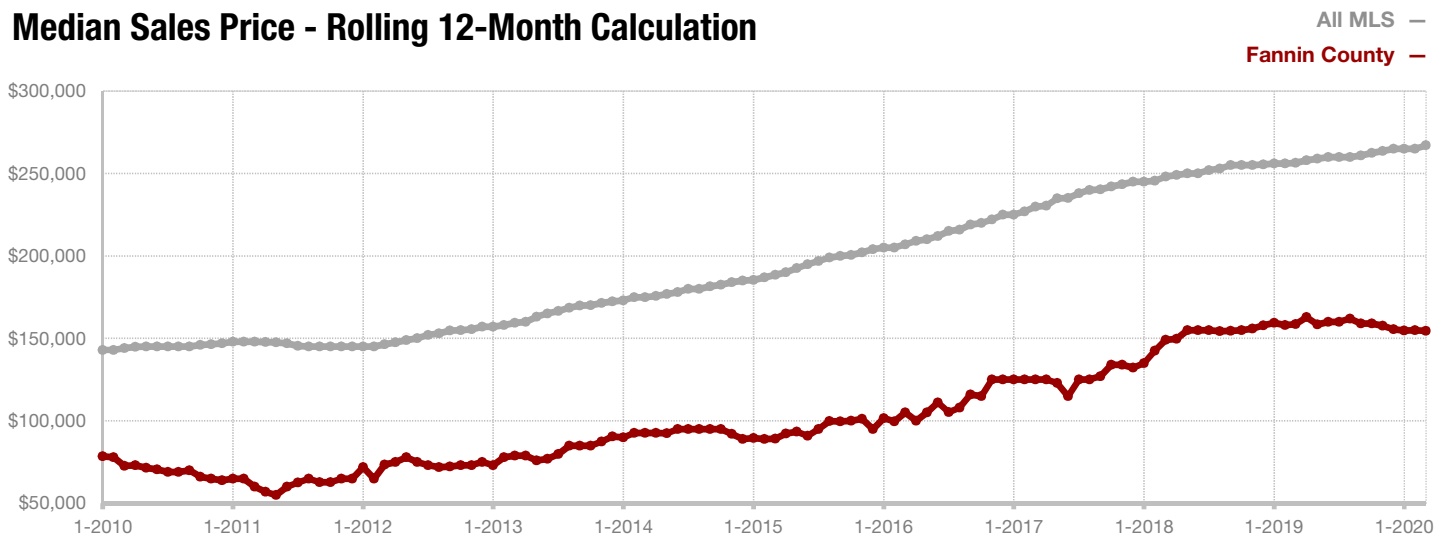
Change in
Median Sales Price

	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	42	46	+ 9.5%	113	147	+ 30.1%
Pending Sales	35	26	- 25.7%	80	82	+ 2.5%
Closed Sales	23	22	- 4.3%	68	79	+ 16.2%
Average Sales Price*	\$201,367	\$164,696	- 18.2%	\$201,133	\$185,078	- 8.0%
Median Sales Price*	\$159,900	\$146,250	- 8.5%	\$159,950	\$159,750	- 0.1%
Percent of Original List Price Received*	91.8%	93.1%	+ 1.4%	92.5%	92.7%	+ 0.2%
Days on Market Until Sale	82	37	- 54.9%	64	64	0.0%
Inventory of Homes for Sale	141	156	+ 10.6%	--	--	--
Months Supply of Inventory	4.8	4.8	0.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – March 2020

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+ 50.0%

+ 50.0%

- 1.6%

Change in
New Listings

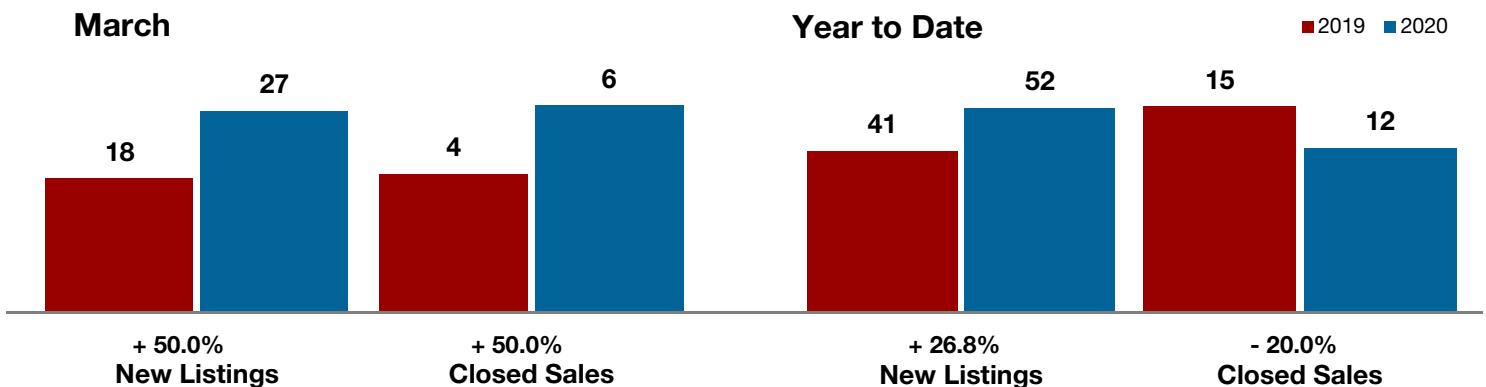
Change in
Closed Sales

Change in
Median Sales Price

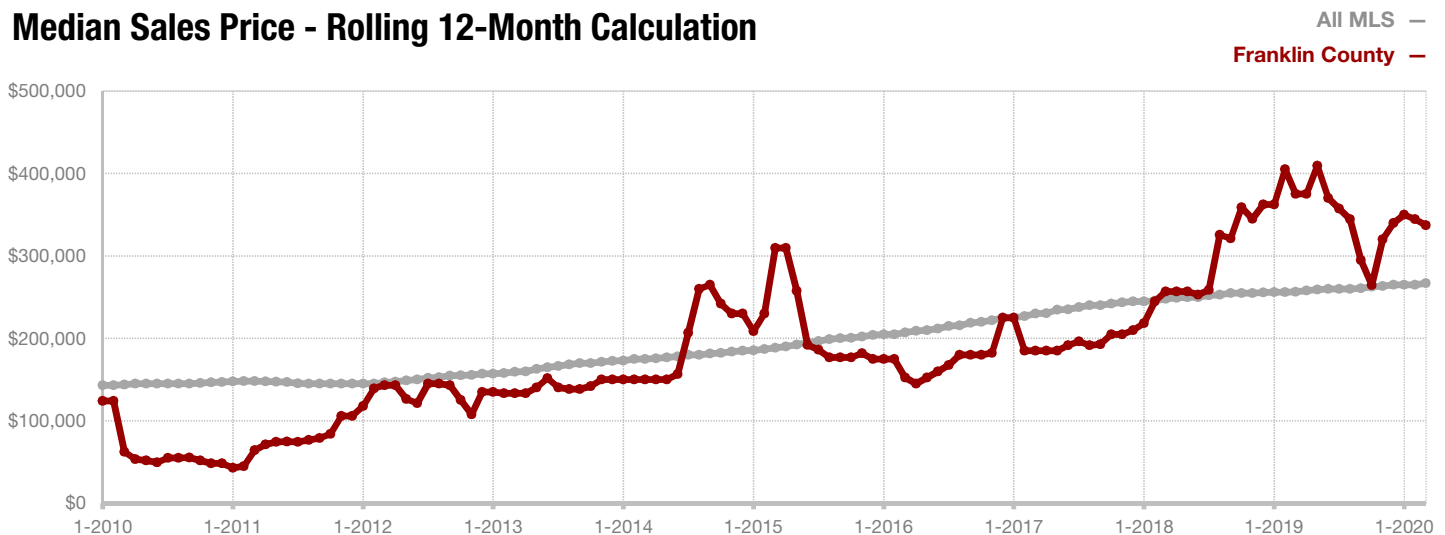
Franklin County

	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	18	27	+ 50.0%	41	52	+ 26.8%
Pending Sales	5	4	- 20.0%	16	15	- 6.3%
Closed Sales	4	6	+ 50.0%	15	12	- 20.0%
Average Sales Price*	\$290,526	\$456,289	+ 57.1%	\$391,240	\$436,436	+ 11.6%
Median Sales Price*	\$307,500	\$302,500	- 1.6%	\$340,000	\$362,000	+ 6.5%
Percent of Original List Price Received*	95.7%	89.9%	- 6.1%	92.5%	90.4%	- 2.3%
Days on Market Until Sale	57	100	+ 75.4%	65	96	+ 47.7%
Inventory of Homes for Sale	58	61	+ 5.2%	--	--	--
Months Supply of Inventory	9.2	10.8	+ 22.2%	--	--	--

* 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 – March 2020

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+ 4.3%

+ 14.3%

- 0.8%

Change in
New Listings

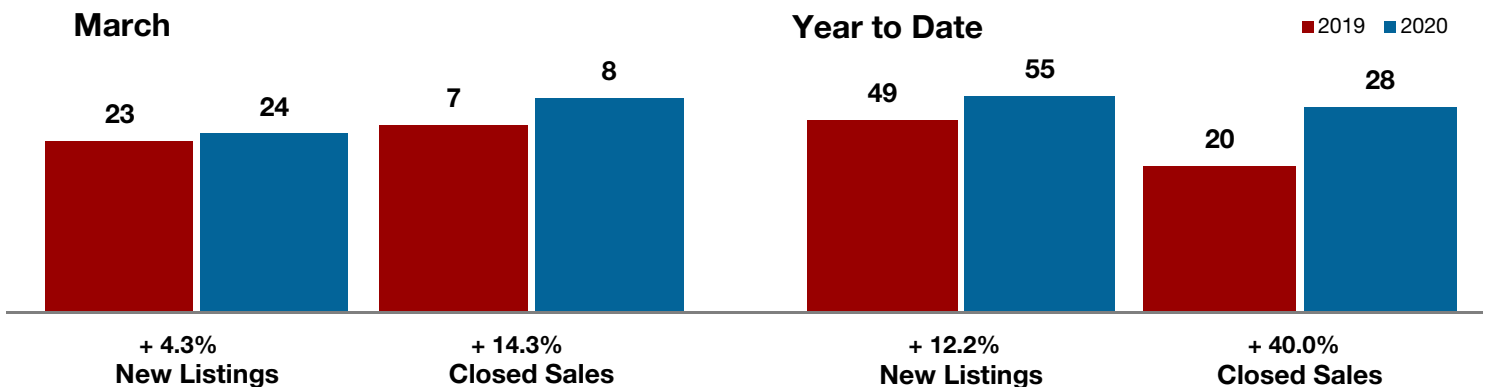
Change in
Closed Sales

Change in
Median Sales Price

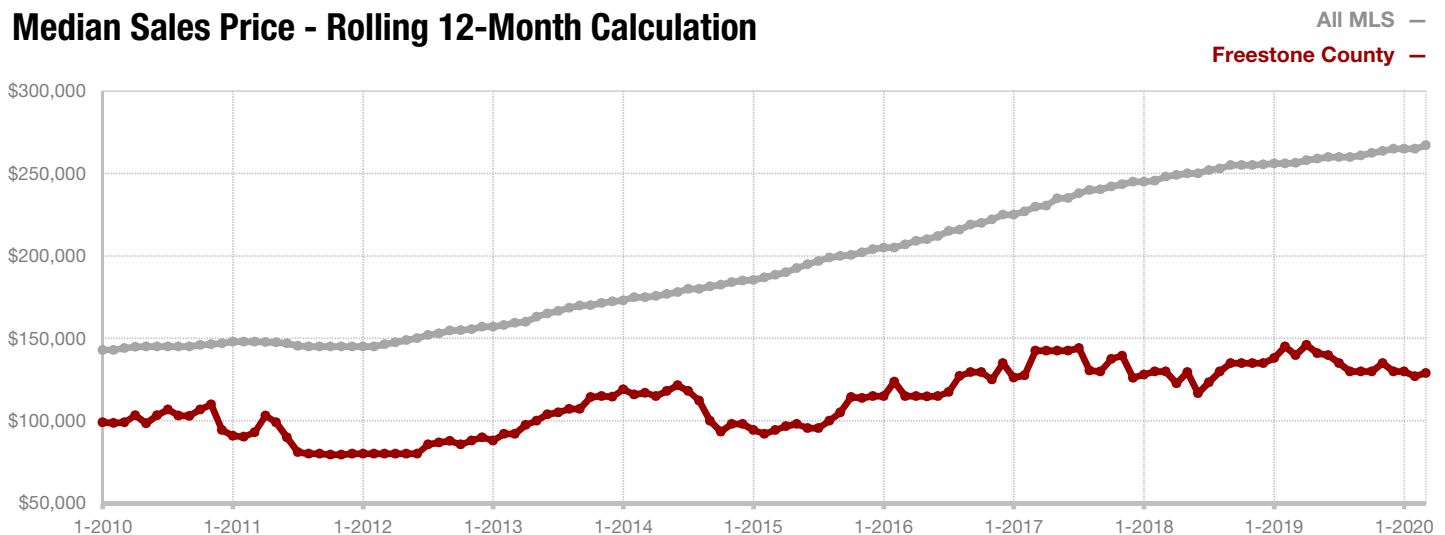
Freestone County

	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	23	24	+ 4.3%	49	55	+ 12.2%
Pending Sales	12	15	+ 25.0%	30	36	+ 20.0%
Closed Sales	7	8	+ 14.3%	20	28	+ 40.0%
Average Sales Price*	\$84,321	\$118,900	+ 41.0%	\$152,930	\$166,789	+ 9.1%
Median Sales Price*	\$99,000	\$98,200	- 0.8%	\$115,750	\$119,500	+ 3.2%
Percent of Original List Price Received*	89.1%	89.9%	+ 0.9%	92.4%	90.8%	- 1.7%
Days on Market Until Sale	111	144	+ 29.7%	71	113	+ 59.2%
Inventory of Homes for Sale	59	59	0.0%	--	--	--
Months Supply of Inventory	4.9	5.3	0.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – March 2020

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- 2.6%

- 11.4%

+ 3.7%

Change in
New Listings

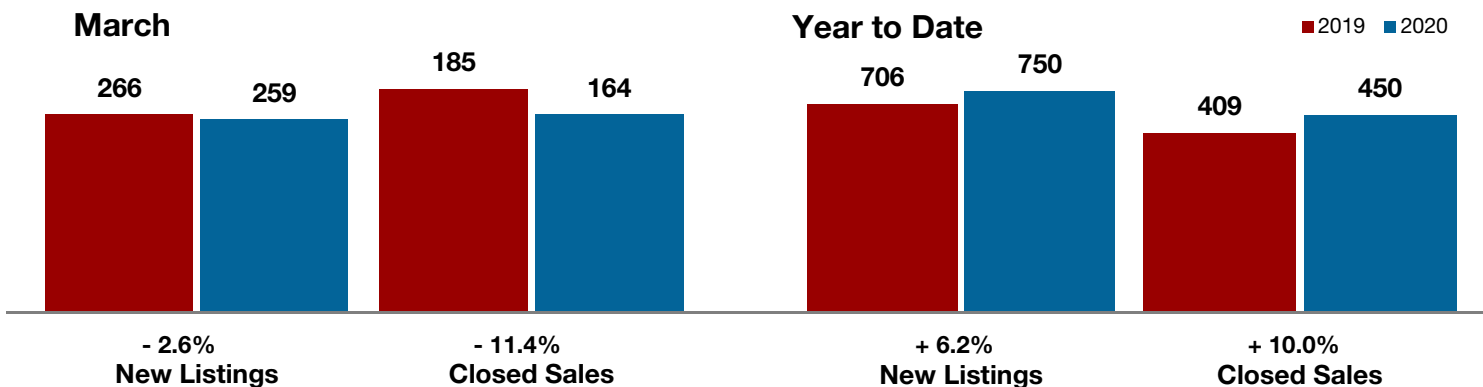
Change in
Closed Sales

Change in
Median Sales Price

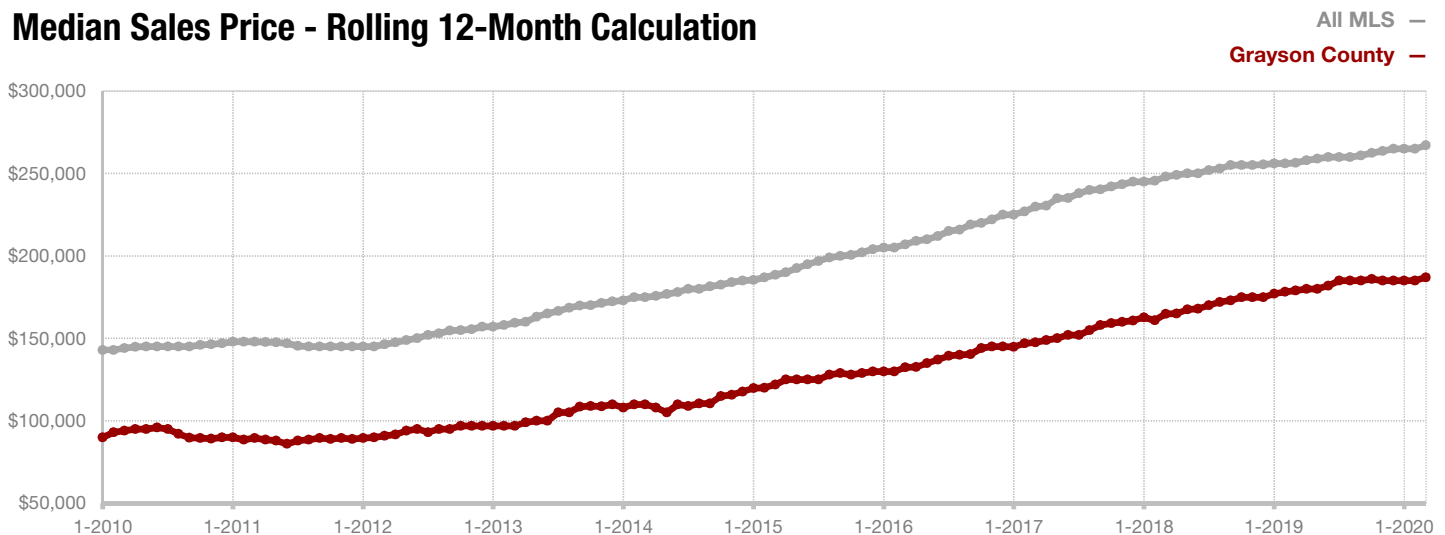
Grayson County

	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	266	259	- 2.6%	706	750	+ 6.2%
Pending Sales	196	161	- 17.9%	501	495	- 1.2%
Closed Sales	185	164	- 11.4%	409	450	+ 10.0%
Average Sales Price*	\$225,357	\$210,907	- 6.4%	\$220,673	\$207,762	- 5.9%
Median Sales Price*	\$175,000	\$181,500	+ 3.7%	\$177,300	\$180,000	+ 1.5%
Percent of Original List Price Received*	93.7%	93.7%	0.0%	93.5%	92.7%	- 0.9%
Days on Market Until Sale	66	77	+ 16.7%	64	77	+ 20.3%
Inventory of Homes for Sale	669	680	+ 1.6%	--	--	--
Months Supply of Inventory	4.1	3.9	0.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – March 2020

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



- 26.7%

+ 83.3%

+ 14.8%

Change in
New Listings

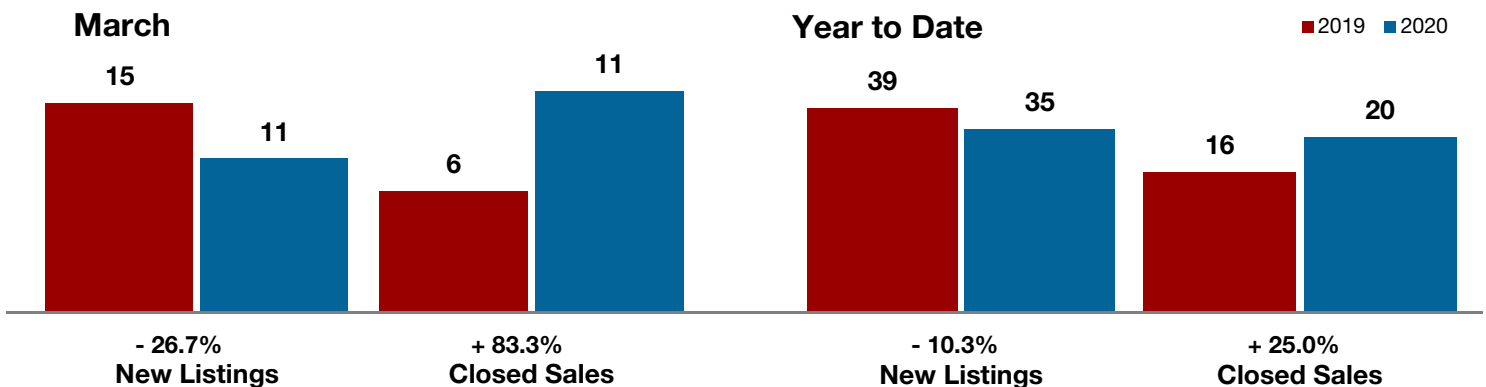
Change in
Closed Sales

Change in
Median Sales Price

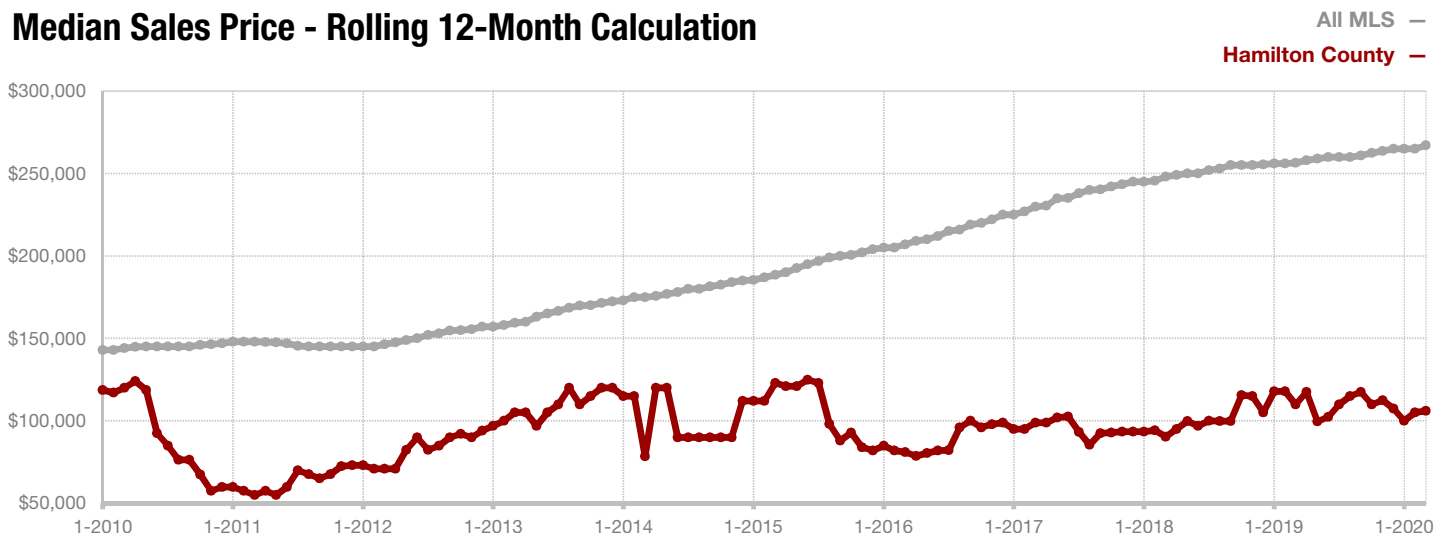
Hamilton County

	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	15	11	- 26.7%	39	35	- 10.3%
Pending Sales	5	6	+ 20.0%	20	26	+ 30.0%
Closed Sales	6	11	+ 83.3%	16	20	+ 25.0%
Average Sales Price*	\$75,000	\$95,218	+ 27.0%	\$165,741	\$146,314	- 11.7%
Median Sales Price*	\$55,750	\$64,000	+ 14.8%	\$57,000	\$55,250	- 3.1%
Percent of Original List Price Received*	86.7%	85.5%	- 1.4%	85.8%	85.2%	- 0.7%
Days on Market Until Sale	74	86	+ 16.2%	92	96	+ 4.3%
Inventory of Homes for Sale	62	46	- 25.8%	--	--	--
Months Supply of Inventory	10.0	5.8	- 40.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – March 2020

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



- 66.7%

0.0%

+ 701.3%

Change in
New Listings

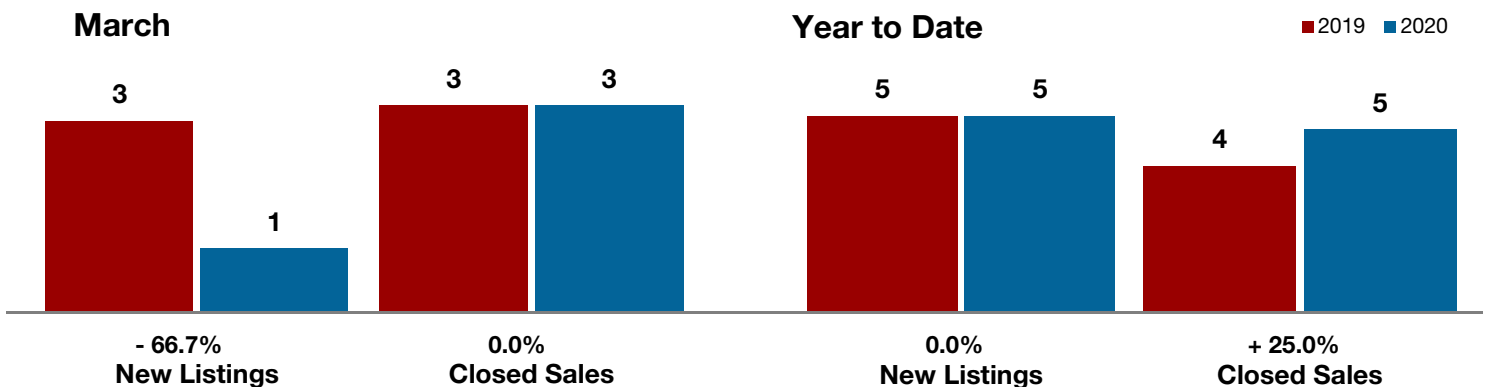
Change in
Closed Sales

Change in
Median Sales Price

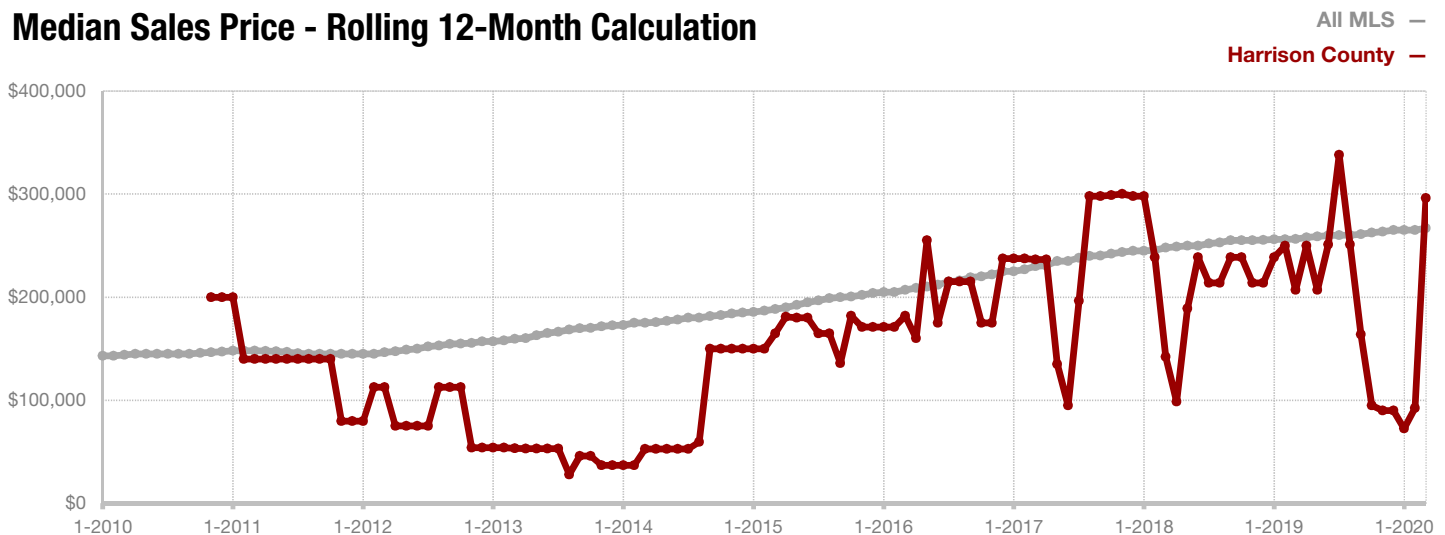
Harrison County

	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	3	1	- 66.7%	5	5	0.0%
Pending Sales	2	2	0.0%	3	6	+ 100.0%
Closed Sales	3	3	0.0%	4	5	+ 25.0%
Average Sales Price*	\$35,667	\$303,667	+ 751.4%	\$133,000	\$454,200	+ 241.5%
Median Sales Price*	\$38,000	\$304,500	+ 701.3%	\$46,500	\$319,000	+ 586.0%
Percent of Original List Price Received*	85.4%	95.6%	+ 11.9%	81.8%	92.3%	+ 12.8%
Days on Market Until Sale	86	74	- 14.0%	107	107	0.0%
Inventory of Homes for Sale	11	10	- 9.1%	--	--	--
Months Supply of Inventory	9.2	6.0	- 33.3%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – March 2020

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



- 35.6%

- 8.6%

+ 13.6%

Change in
New Listings

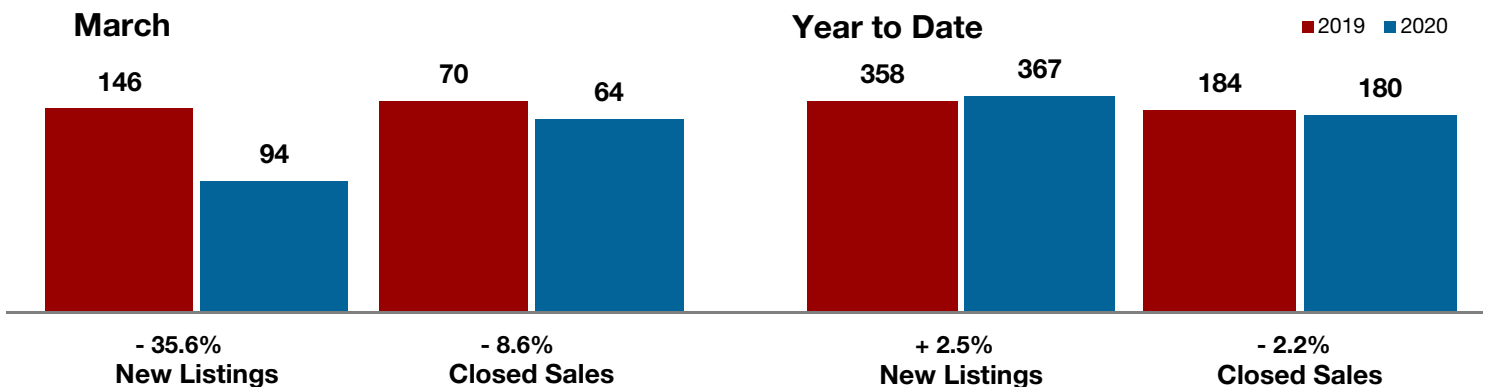
Change in
Closed Sales

Change in
Median Sales Price

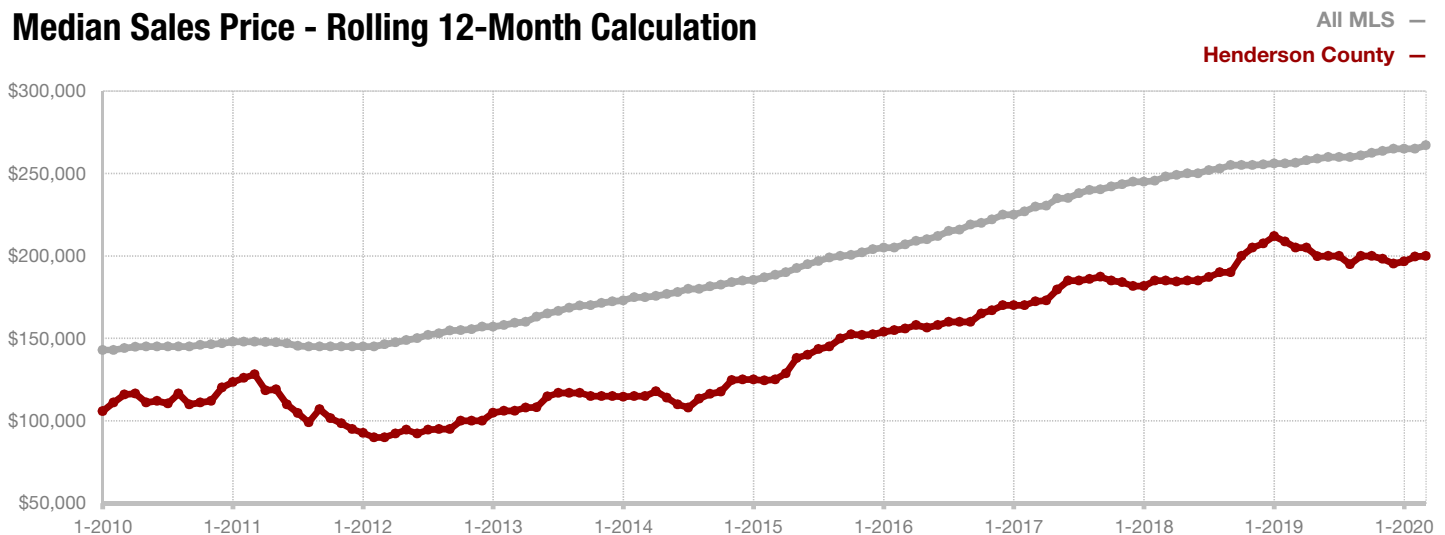
Henderson County

	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	146	94	- 35.6%	358	367	+ 2.5%
Pending Sales	82	65	- 20.7%	215	221	+ 2.8%
Closed Sales	70	64	- 8.6%	184	180	- 2.2%
Average Sales Price*	\$233,869	\$249,174	+ 6.5%	\$235,536	\$262,012	+ 11.2%
Median Sales Price*	\$180,000	\$204,500	+ 13.6%	\$184,375	\$207,500	+ 12.5%
Percent of Original List Price Received*	94.1%	92.7%	- 1.5%	92.2%	91.1%	- 1.2%
Days on Market Until Sale	70	72	+ 2.9%	76	70	- 7.9%
Inventory of Homes for Sale	417	394	- 5.5%	--	--	--
Months Supply of Inventory	5.5	5.3	- 16.7%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – March 2020

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Hill County

- 20.4%

Change in
New Listings

- 21.4%

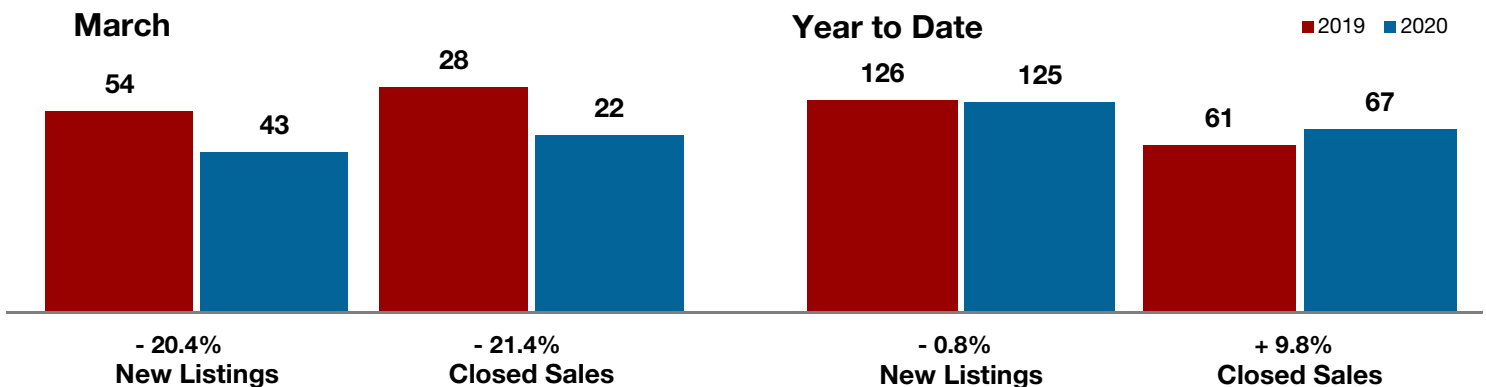
Change in
Closed Sales

+ 2.5%

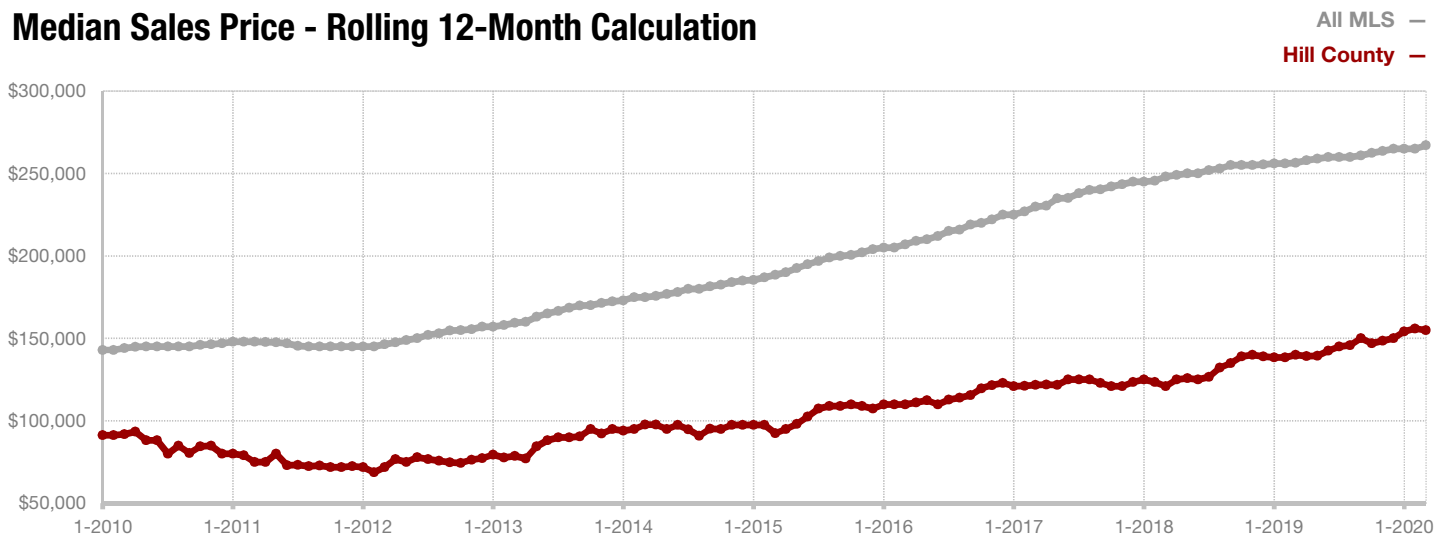
Change in
Median Sales Price

	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	54	43	- 20.4%	126	125	- 0.8%
Pending Sales	24	23	- 4.2%	81	74	- 8.6%
Closed Sales	28	22	- 21.4%	61	67	+ 9.8%
Average Sales Price*	\$177,492	\$170,494	- 3.9%	\$154,471	\$169,649	+ 9.8%
Median Sales Price*	\$141,500	\$144,975	+ 2.5%	\$120,500	\$150,000	+ 24.5%
Percent of Original List Price Received*	88.7%	96.0%	+ 8.2%	89.9%	92.3%	+ 2.7%
Days on Market Until Sale	78	55	- 29.5%	77	83	+ 7.8%
Inventory of Homes for Sale	146	138	- 5.5%	--	--	--
Months Supply of Inventory	5.1	4.5	0.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – March 2020

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



Hood County

+ 27.6%

- 12.3%

+ 4.0%

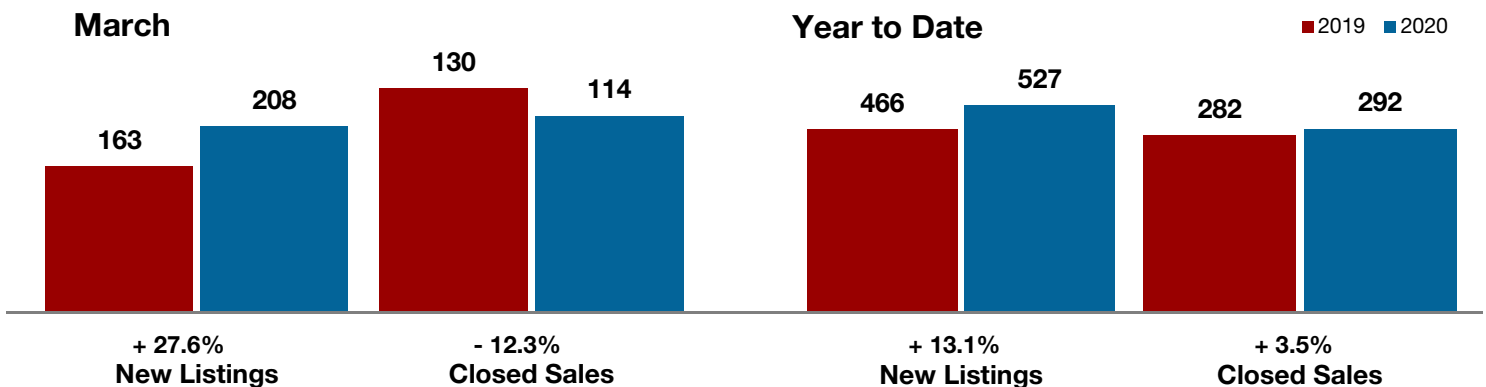
Change in
New Listings

Change in
Closed Sales

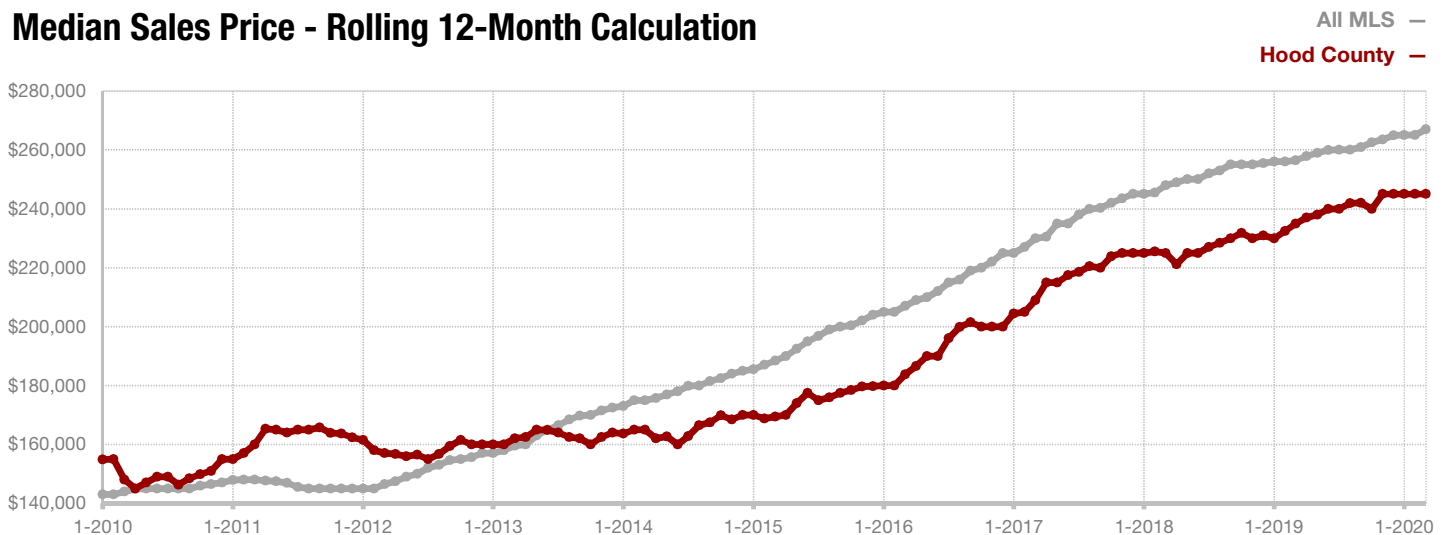
Change in
Median Sales Price

	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	163	208	+ 27.6%	466	527	+ 13.1%
Pending Sales	106	89	- 16.0%	341	304	- 10.9%
Closed Sales	130	114	- 12.3%	282	292	+ 3.5%
Average Sales Price*	\$289,074	\$276,822	- 4.2%	\$269,551	\$279,936	+ 3.9%
Median Sales Price*	\$250,000	\$260,000	+ 4.0%	\$237,750	\$243,200	+ 2.3%
Percent of Original List Price Received*	97.1%	96.5%	- 0.6%	96.3%	95.9%	- 0.4%
Days on Market Until Sale	50	50	0.0%	48	52	+ 8.3%
Inventory of Homes for Sale	332	433	+ 30.4%	--	--	--
Months Supply of Inventory	2.9	3.8	+ 33.3%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – March 2020

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0.0%

- 32.0%

+ 70.9%

Change in
New Listings

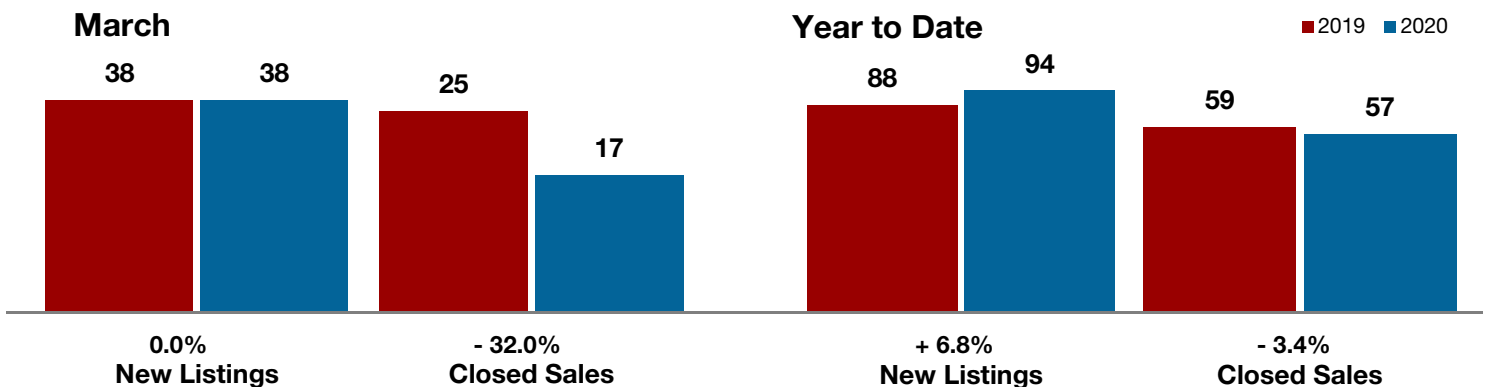
Change in
Closed Sales

Change in
Median Sales Price

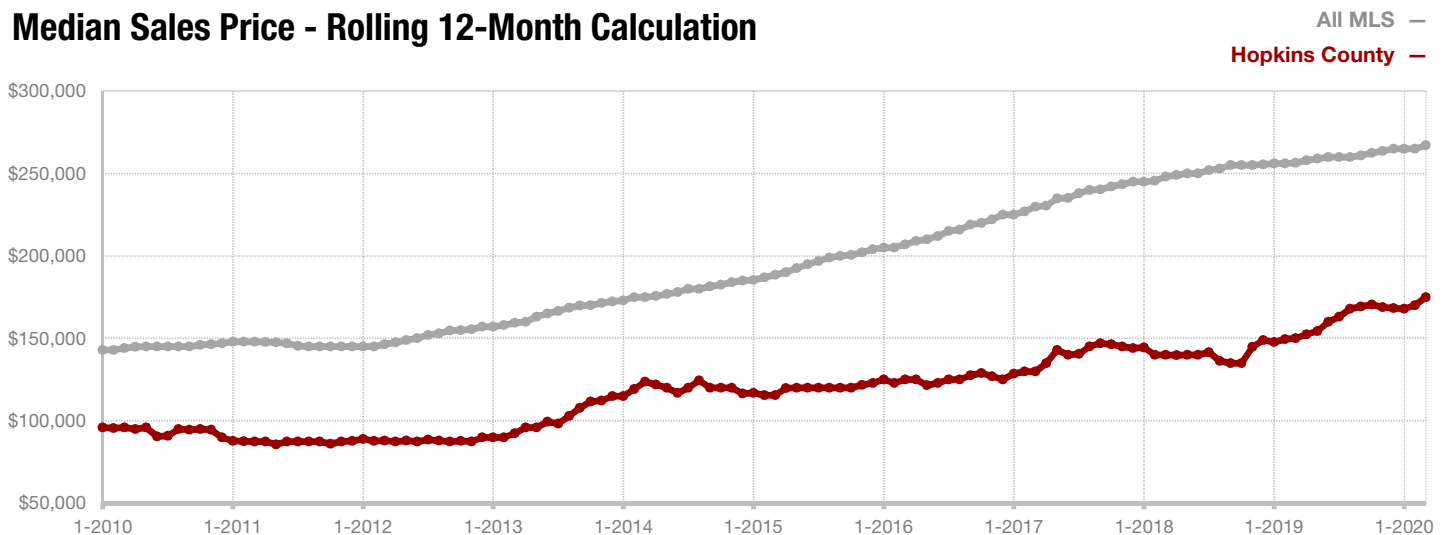
Hopkins County

	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	38	38	0.0%	88	94	+ 6.8%
Pending Sales	24	19	- 20.8%	65	59	- 9.2%
Closed Sales	25	17	- 32.0%	59	57	- 3.4%
Average Sales Price*	\$166,841	\$238,561	+ 43.0%	\$157,433	\$202,242	+ 28.5%
Median Sales Price*	\$141,000	\$240,900	+ 70.9%	\$138,900	\$170,000	+ 22.4%
Percent of Original List Price Received*	94.6%	96.0%	+ 1.5%	93.1%	93.7%	+ 0.6%
Days on Market Until Sale	71	66	- 7.0%	57	60	+ 5.3%
Inventory of Homes for Sale	102	90	- 11.8%	--	--	--
Months Supply of Inventory	4.3	4.0	0.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – March 2020

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



Hunt County

0.0%

Change in
New Listings

+ 3.1%

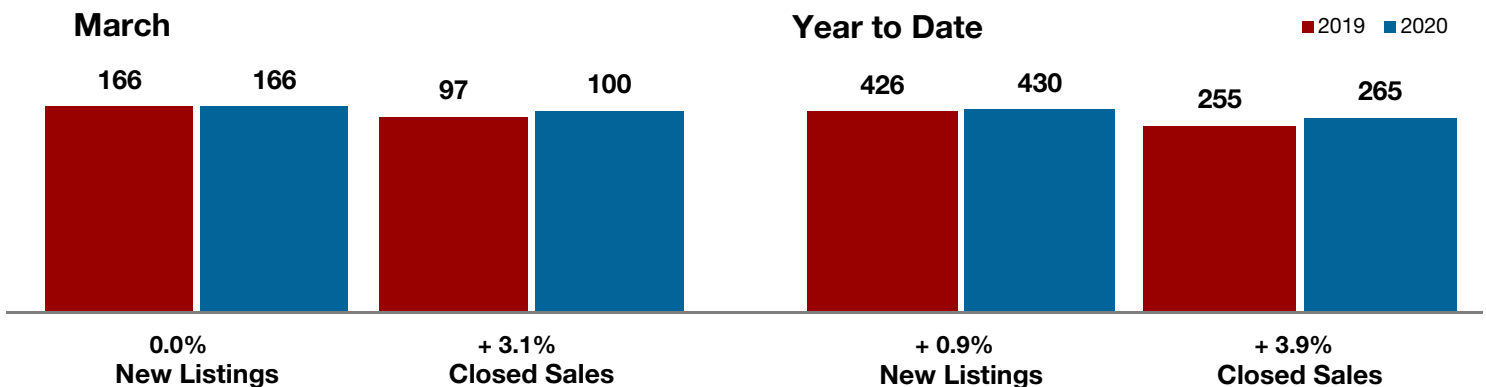
Change in
Closed Sales

+ 6.2%

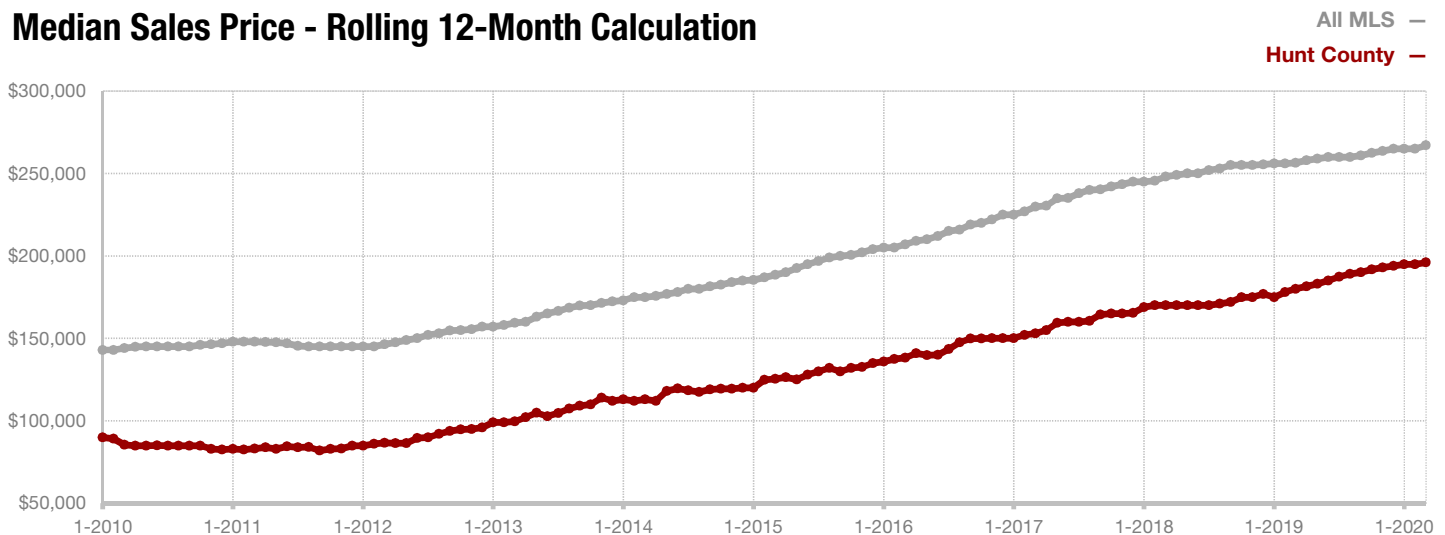
Change in
Median Sales Price

	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	166	166	0.0%	426	430	+ 0.9%
Pending Sales	117	97	- 17.1%	299	295	- 1.3%
Closed Sales	97	100	+ 3.1%	255	265	+ 3.9%
Average Sales Price*	\$208,689	\$220,408	+ 5.6%	\$205,530	\$222,168	+ 8.1%
Median Sales Price*	\$182,500	\$193,750	+ 6.2%	\$185,000	\$196,990	+ 6.5%
Percent of Original List Price Received*	94.5%	95.0%	+ 0.5%	93.5%	94.1%	+ 0.6%
Days on Market Until Sale	50	73	+ 46.0%	52	64	+ 23.1%
Inventory of Homes for Sale	349	359	+ 2.9%	--	--	--
Months Supply of Inventory	3.6	3.3	- 25.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – March 2020

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Jack County

+ 16.7%

- 40.0%

+ 18.2%

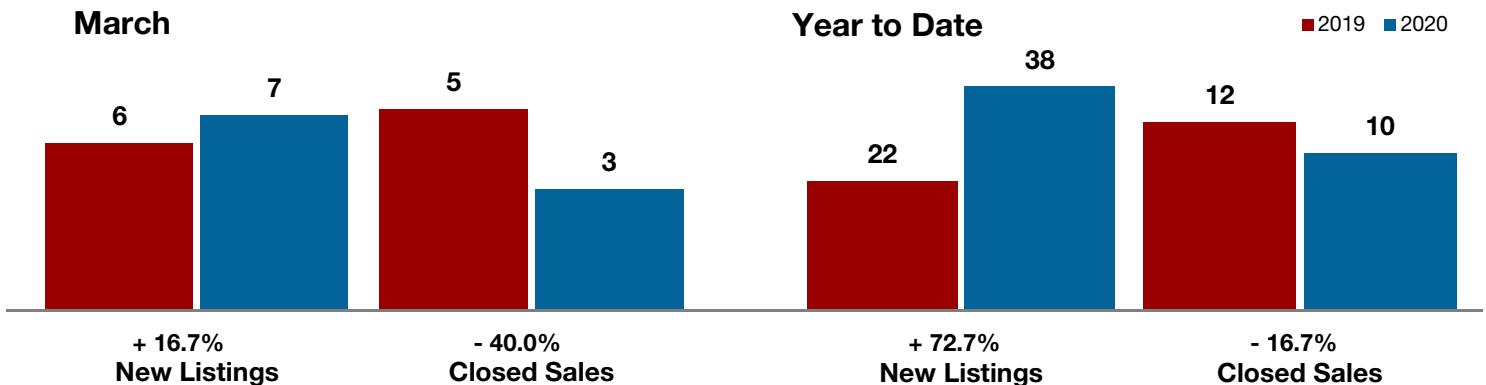
Change in
New Listings

Change in
Closed Sales

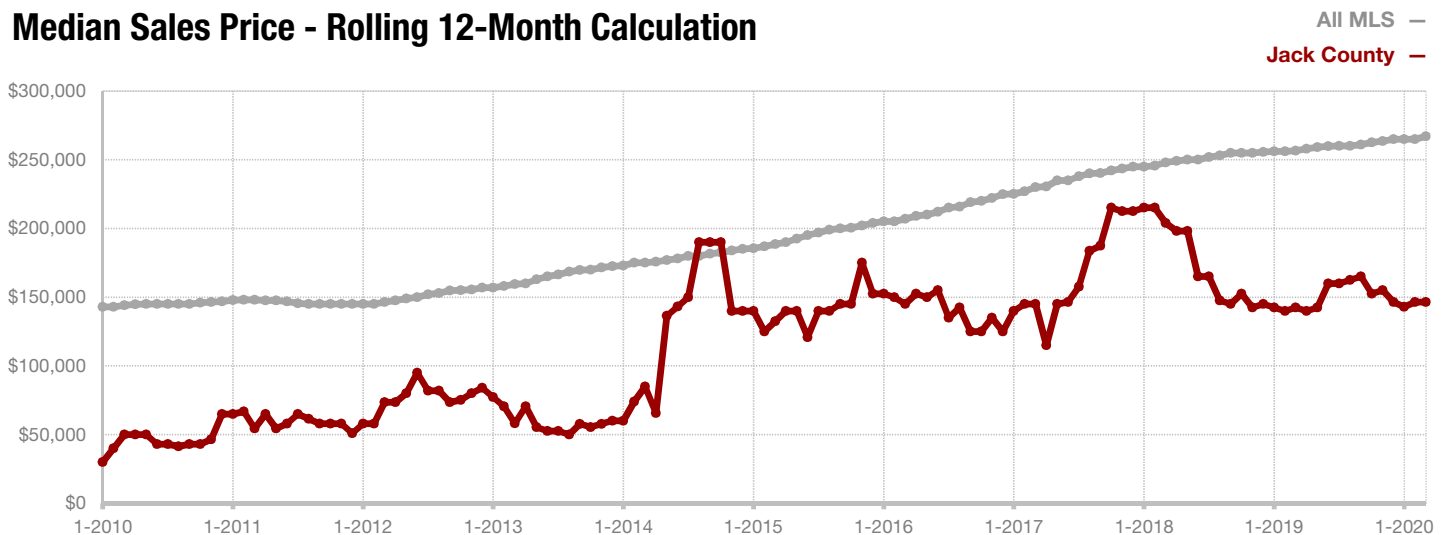
Change in
Median Sales Price

	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	6	7	+ 16.7%	22	38	+ 72.7%
Pending Sales	2	3	+ 50.0%	11	10	- 9.1%
Closed Sales	5	3	- 40.0%	12	10	- 16.7%
Average Sales Price*	\$220,200	\$182,833	- 17.0%	\$222,257	\$165,120	- 25.7%
Median Sales Price*	\$190,000	\$224,500	+ 18.2%	\$160,000	\$150,500	- 5.9%
Percent of Original List Price Received*	81.0%	87.2%	+ 7.7%	87.4%	94.1%	+ 7.7%
Days on Market Until Sale	131	79	- 39.7%	149	53	- 64.4%
Inventory of Homes for Sale	22	41	+ 86.4%	--	--	--
Months Supply of Inventory	5.8	13.3	+ 116.7%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – March 2020

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



Johnson County

+ 10.9%

+ 25.0%

+ 5.4%

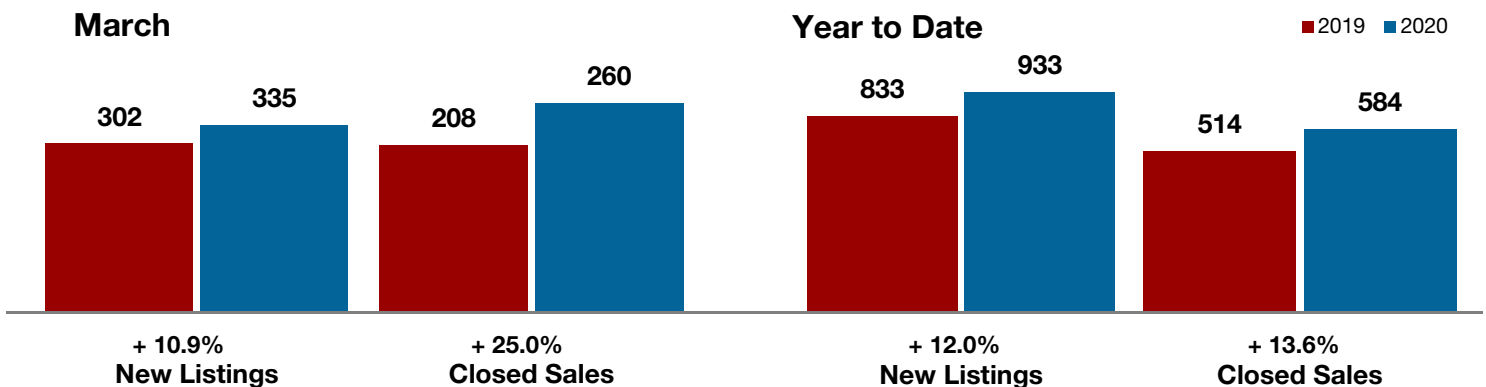
Change in
New Listings

Change in
Closed Sales

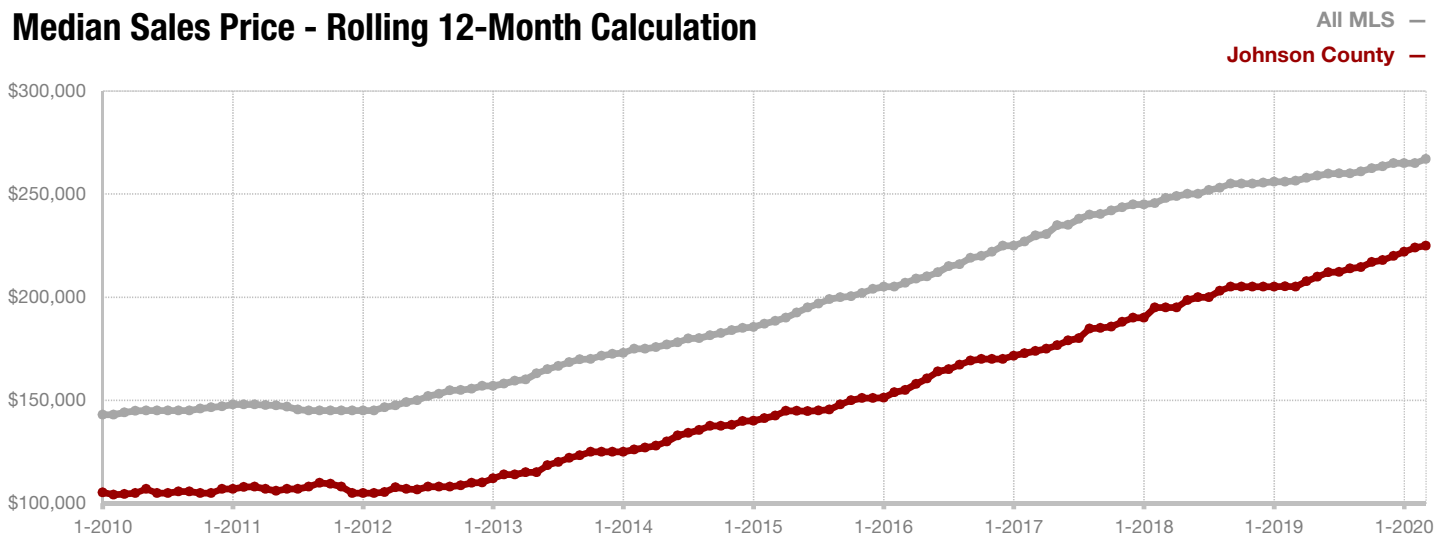
Change in
Median Sales Price

	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	302	335	+ 10.9%	833	933	+ 12.0%
Pending Sales	258	229	- 11.2%	639	686	+ 7.4%
Closed Sales	208	260	+ 25.0%	514	584	+ 13.6%
Average Sales Price*	\$240,495	\$248,193	+ 3.2%	\$230,992	\$246,707	+ 6.8%
Median Sales Price*	\$216,500	\$228,256	+ 5.4%	\$204,450	\$225,002	+ 10.1%
Percent of Original List Price Received*	97.6%	97.0%	- 0.6%	97.0%	96.5%	- 0.5%
Days on Market Until Sale	46	60	+ 30.4%	51	60	+ 17.6%
Inventory of Homes for Sale	585	668	+ 14.2%	--	--	--
Months Supply of Inventory	2.5	2.9	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 – March 2020

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Jones County

- 65.2%

+ 41.7%

+ 4.3%

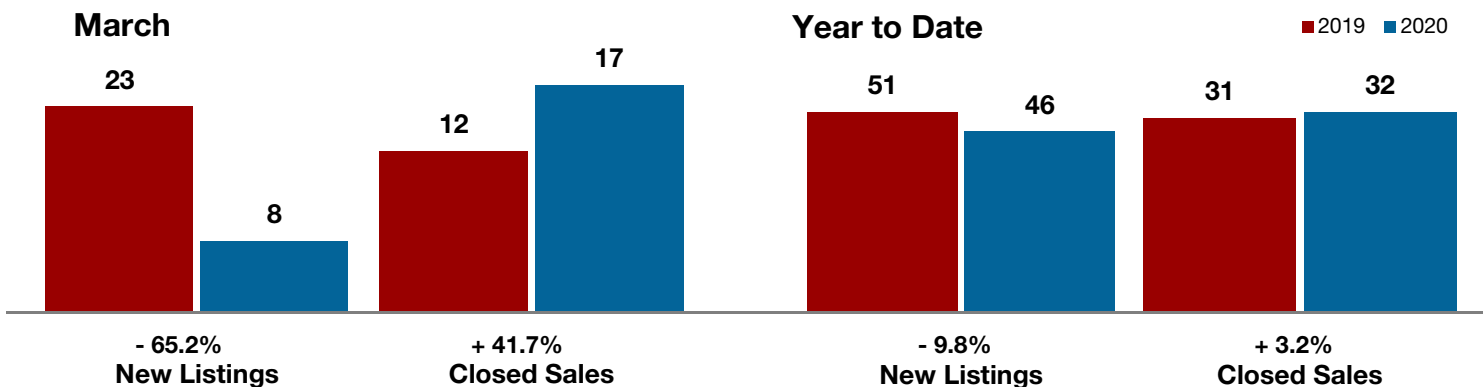
Change in
New Listings

Change in
Closed Sales

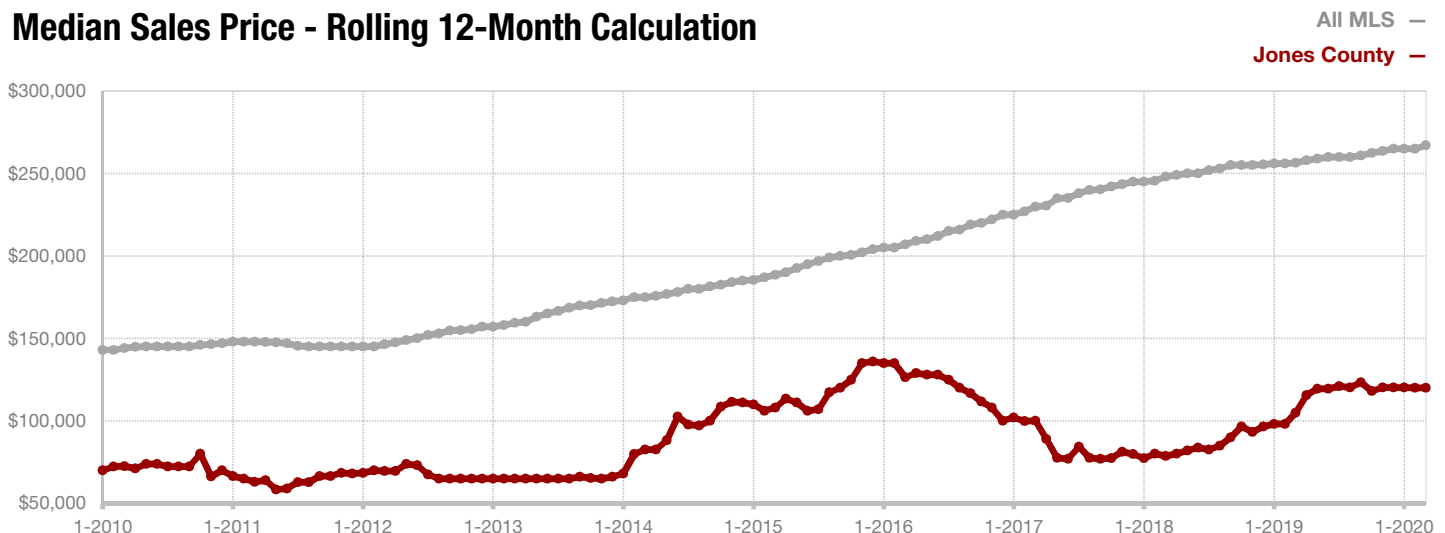
Change in
Median Sales Price

	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	23	8	- 65.2%	51	46	- 9.8%
Pending Sales	17	11	- 35.3%	37	38	+ 2.7%
Closed Sales	12	17	+ 41.7%	31	32	+ 3.2%
Average Sales Price*	\$106,942	\$152,444	+ 42.5%	\$115,422	\$148,507	+ 28.7%
Median Sales Price*	\$103,500	\$108,000	+ 4.3%	\$103,500	\$110,000	+ 6.3%
Percent of Original List Price Received*	93.7%	93.9%	+ 0.2%	91.9%	93.0%	+ 1.2%
Days on Market Until Sale	91	84	- 7.7%	86	80	- 7.0%
Inventory of Homes for Sale	61	44	- 27.9%	--	--	--
Months Supply of Inventory	5.7	4.1	- 33.3%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – March 2020

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



+ 12.1%

+ 29.9%

+ 3.2%

Change in
New Listings

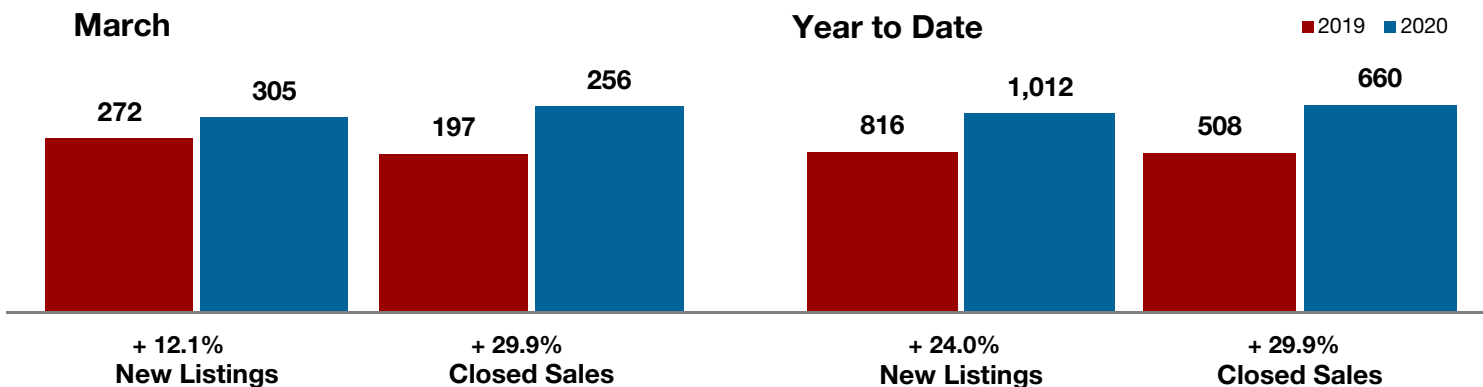
Change in
Closed Sales

Change in
Median Sales Price

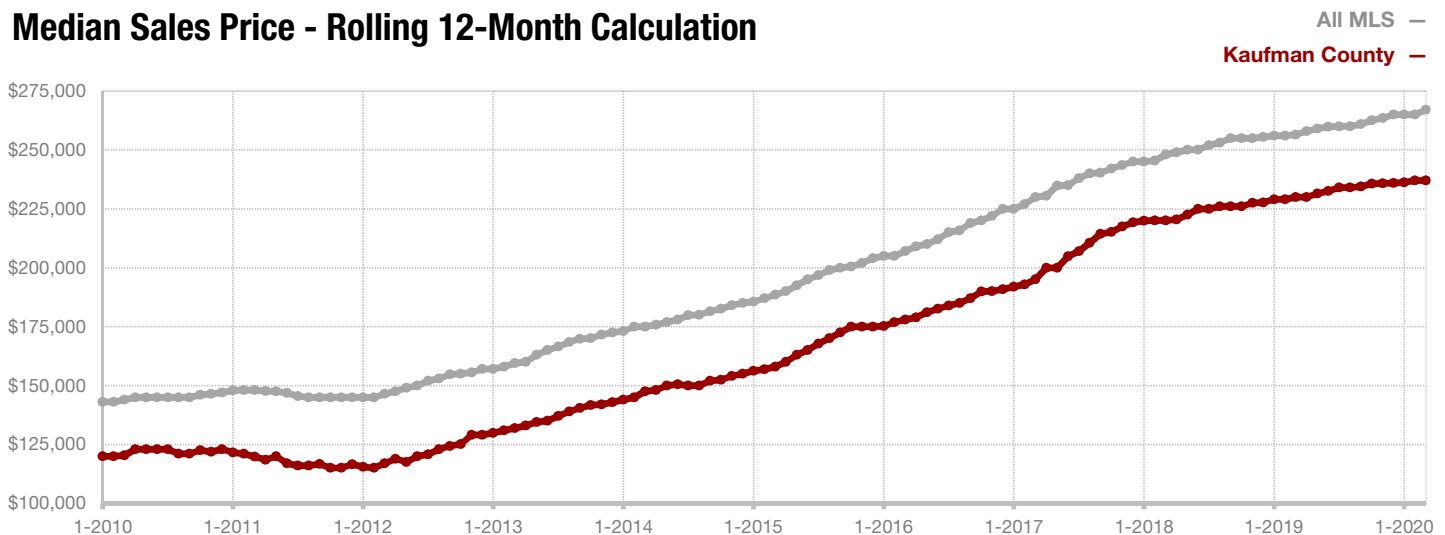
Kaufman County

	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	272	305	+ 12.1%	816	1,012	+ 24.0%
Pending Sales	245	285	+ 16.3%	616	784	+ 27.3%
Closed Sales	197	256	+ 29.9%	508	660	+ 29.9%
Average Sales Price*	\$240,990	\$249,685	+ 3.6%	\$231,878	\$241,075	+ 4.0%
Median Sales Price*	\$230,000	\$237,286	+ 3.2%	\$225,375	\$235,000	+ 4.3%
Percent of Original List Price Received*	95.7%	96.7%	+ 1.0%	96.0%	95.7%	- 0.3%
Days on Market Until Sale	59	53	- 10.2%	59	61	+ 3.4%
Inventory of Homes for Sale	654	721	+ 10.2%	--	--	--
Months Supply of Inventory	3.0	2.8	0.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – March 2020

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



+ 12.9%

+ 44.4%

- 5.5%

Change in
New Listings

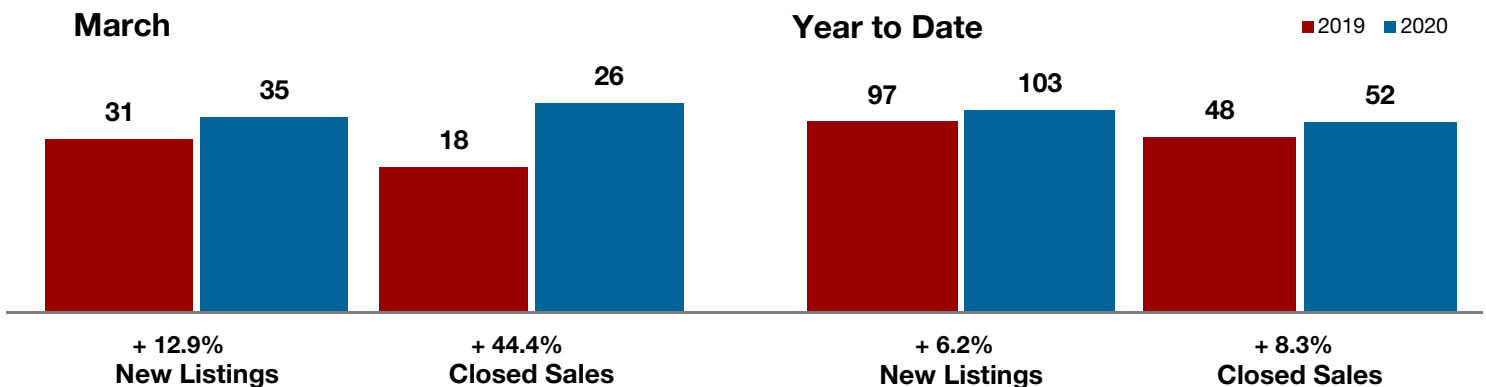
Change in
Closed Sales

Change in
Median Sales Price

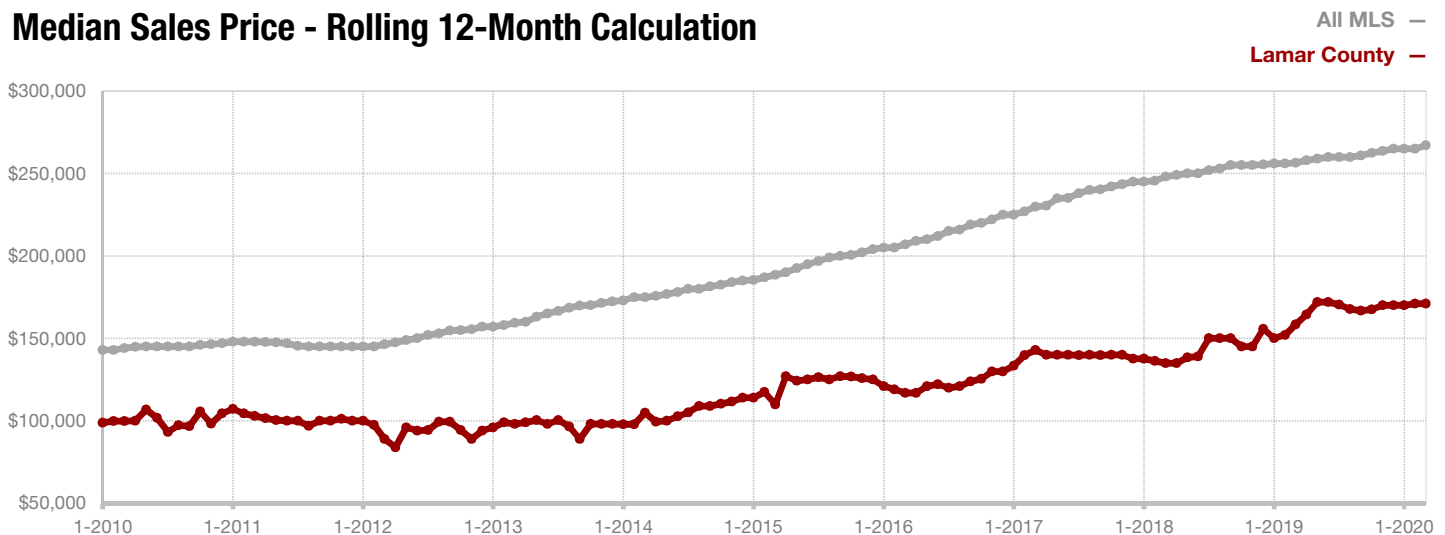
Lamar County

	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	31	35	+ 12.9%	97	103	+ 6.2%
Pending Sales	29	29	0.0%	68	75	+ 10.3%
Closed Sales	18	26	+ 44.4%	48	52	+ 8.3%
Average Sales Price*	\$176,544	\$160,908	- 8.9%	\$203,960	\$175,223	- 14.1%
Median Sales Price*	\$174,000	\$164,500	- 5.5%	\$159,450	\$155,250	- 2.6%
Percent of Original List Price Received*	92.4%	94.6%	+ 2.4%	91.1%	89.7%	- 1.5%
Days on Market Until Sale	100	63	- 37.0%	82	84	+ 2.4%
Inventory of Homes for Sale	93	97	+ 4.3%	--	--	--
Months Supply of Inventory	5.1	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 – March 2020

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



- 87.5%

0.0%

+ 30.8%

Change in
New Listings

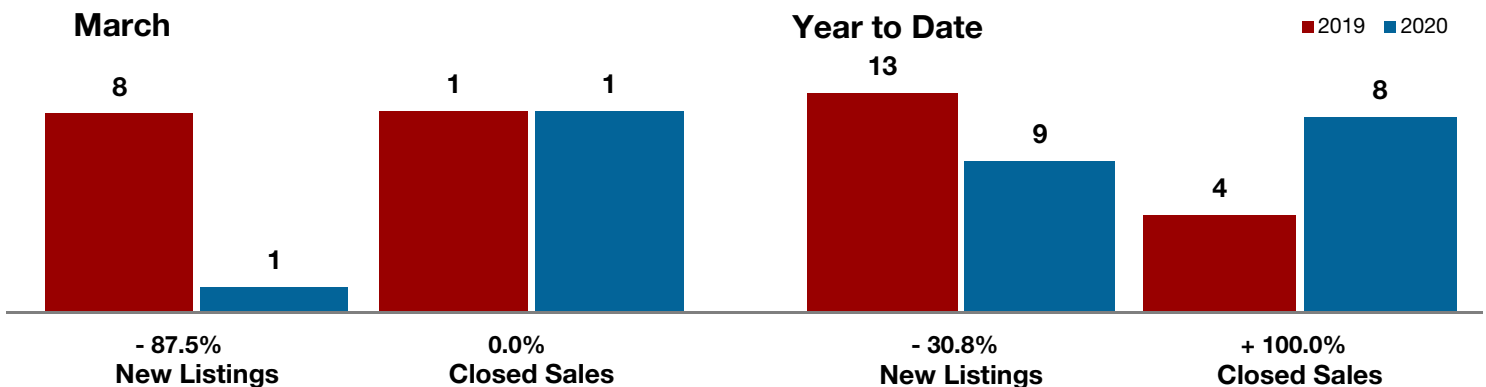
Change in
Closed Sales

Change in
Median Sales Price

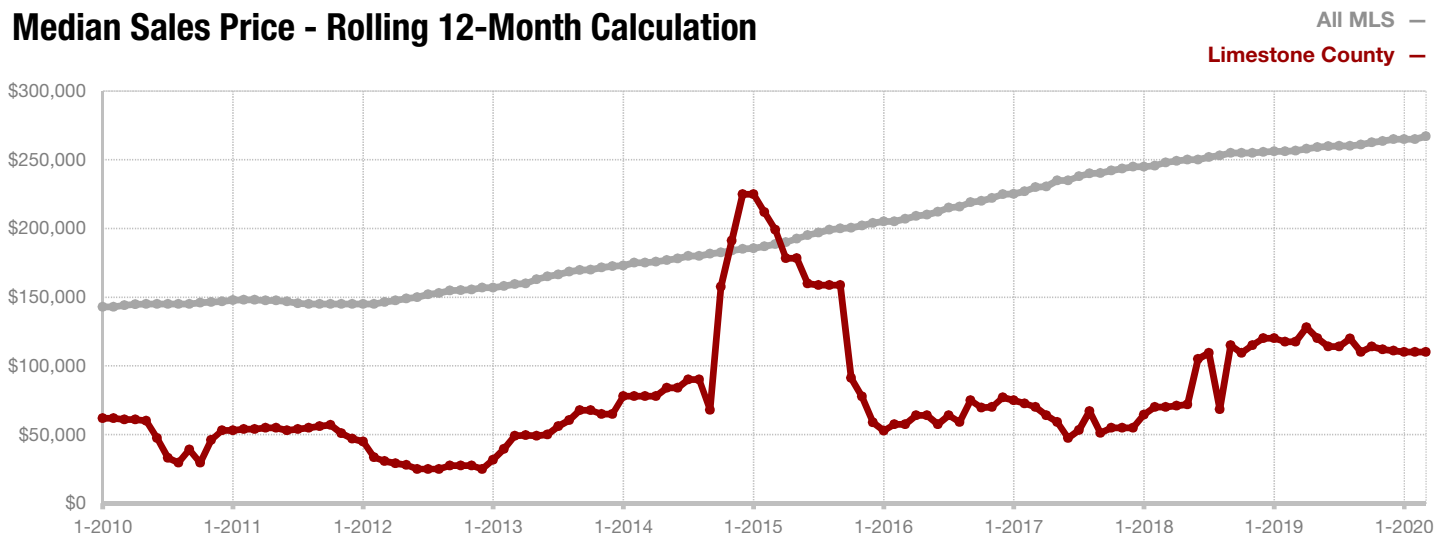
Limestone County

	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	8	1	- 87.5%	13	9	- 30.8%
Pending Sales	2	2	0.0%	4	7	+ 75.0%
Closed Sales	1	1	0.0%	4	8	+ 100.0%
Average Sales Price*	\$65,000	\$85,000	+ 30.8%	\$91,125	\$114,475	+ 25.6%
Median Sales Price*	\$65,000	\$85,000	+ 30.8%	\$86,500	\$90,000	+ 4.0%
Percent of Original List Price Received*	81.3%	97.1%	+ 19.4%	78.6%	92.1%	+ 17.2%
Days on Market Until Sale	187	35	- 81.3%	184	48	- 73.9%
Inventory of Homes for Sale	23	16	- 30.4%	--	--	--
Months Supply of Inventory	8.4	6.2	- 25.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – March 2020

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



+ 10.7%

+ 41.2%

+ 30.8%

Change in
New Listings

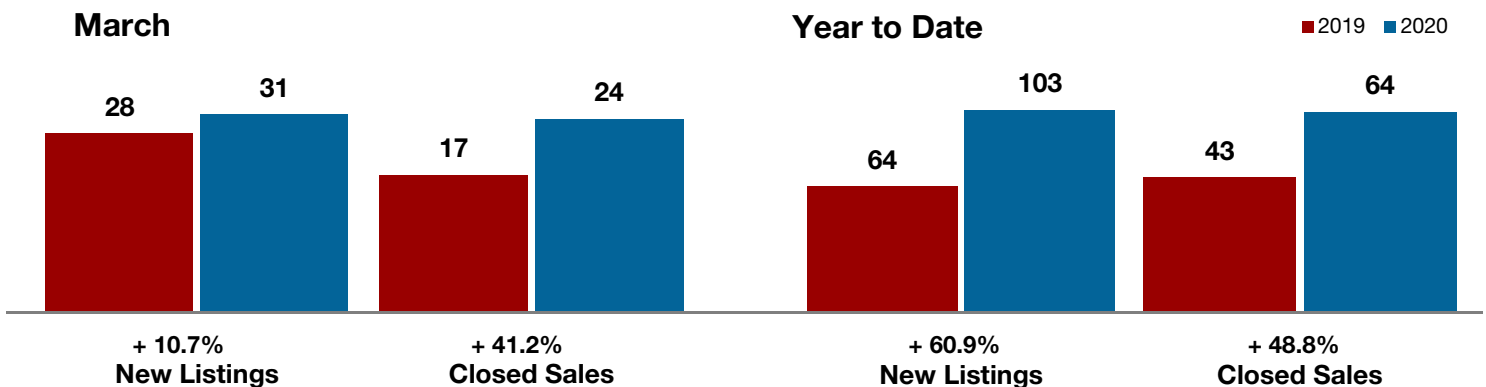
Change in
Closed Sales

Change in
Median Sales Price

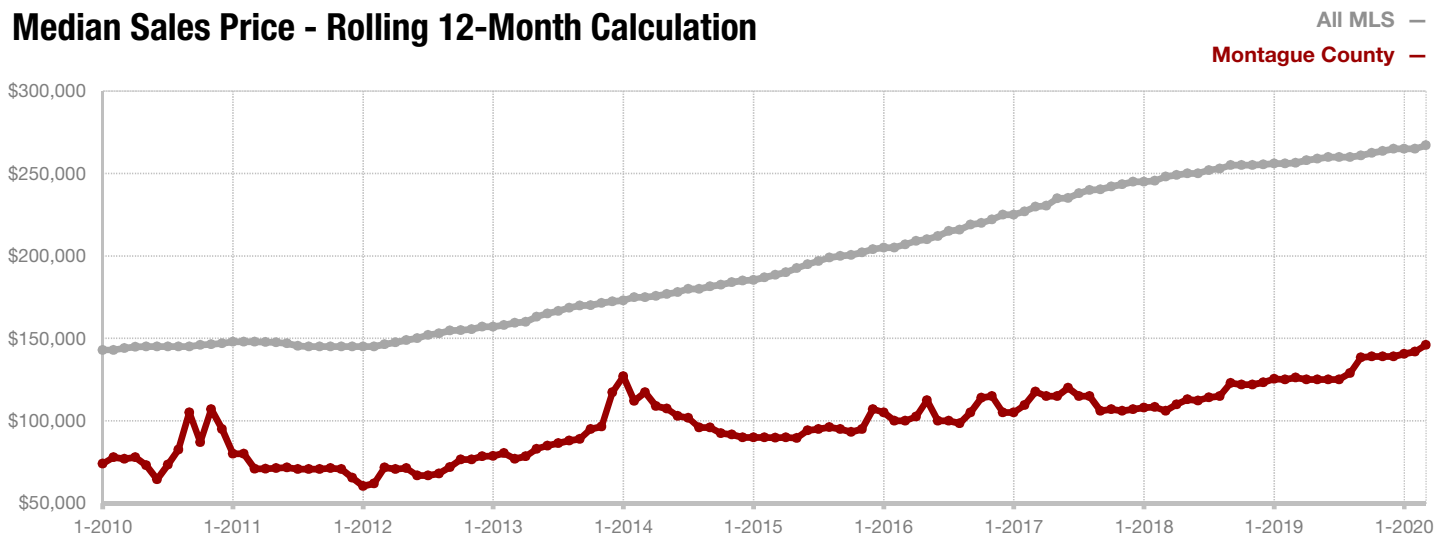
Montague County

	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	28	31	+ 10.7%	64	103	+ 60.9%
Pending Sales	15	11	- 26.7%	49	59	+ 20.4%
Closed Sales	17	24	+ 41.2%	43	64	+ 48.8%
Average Sales Price*	\$418,559	\$248,899	- 40.5%	\$262,226	\$205,281	- 21.7%
Median Sales Price*	\$125,000	\$163,500	+ 30.8%	\$125,000	\$161,500	+ 29.2%
Percent of Original List Price Received*	87.6%	91.4%	+ 4.3%	92.0%	92.5%	+ 0.5%
Days on Market Until Sale	115	75	- 34.8%	88	80	- 9.1%
Inventory of Homes for Sale	95	102	+ 7.4%	--	--	--
Months Supply of Inventory	5.3	5.3	0.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – March 2020

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Navarro County

+ 8.1%

Change in
New Listings

+ 5.6%

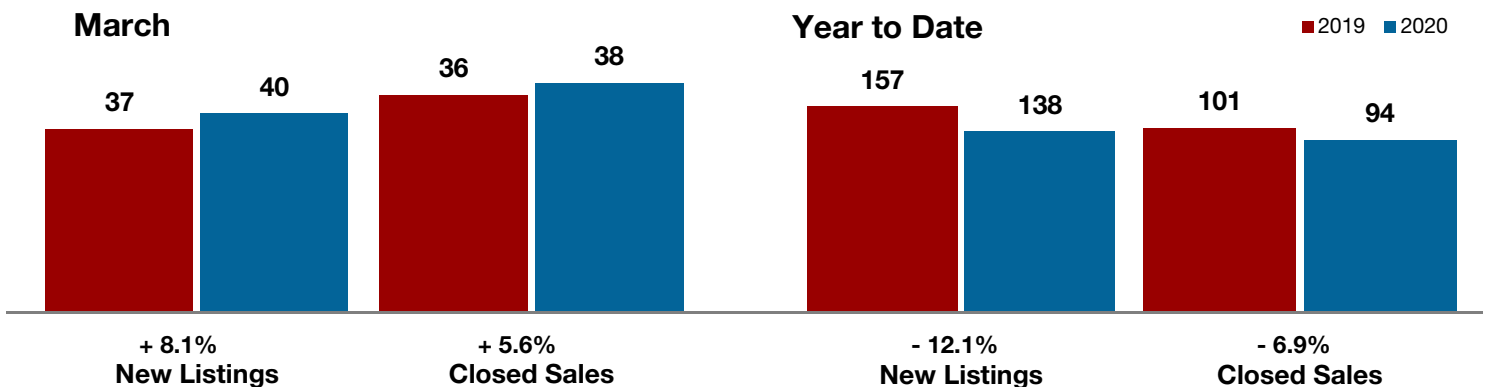
Change in
Closed Sales

+ 10.5%

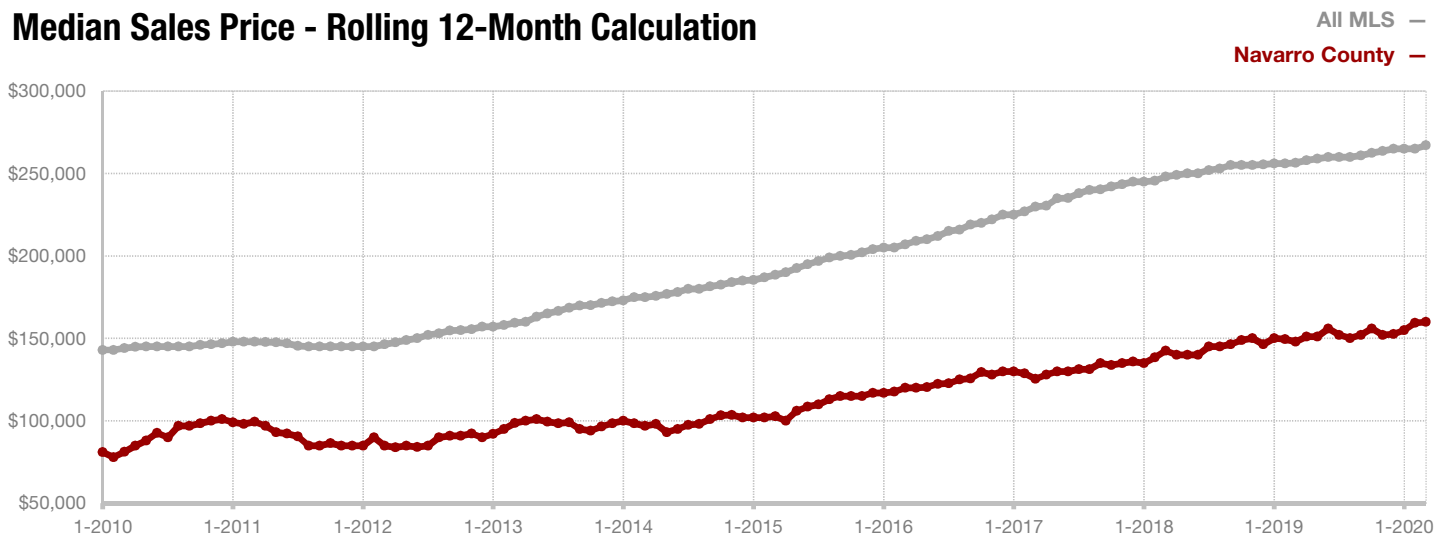
Change in
Median Sales Price

	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	37	40	+ 8.1%	157	138	- 12.1%
Pending Sales	35	19	- 45.7%	112	92	- 17.9%
Closed Sales	36	38	+ 5.6%	101	94	- 6.9%
Average Sales Price*	\$203,718	\$197,989	- 2.8%	\$183,582	\$233,202	+ 27.0%
Median Sales Price*	\$152,000	\$168,000	+ 10.5%	\$140,000	\$167,500	+ 19.6%
Percent of Original List Price Received*	95.3%	94.3%	- 1.0%	93.8%	92.8%	- 1.1%
Days on Market Until Sale	58	96	+ 65.5%	64	83	+ 29.7%
Inventory of Homes for Sale	152	148	- 2.6%	--	--	--
Months Supply of Inventory	4.0	4.1	0.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – March 2020

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Nolan County

+ 500.0%

- 50.0%

- 39.7%

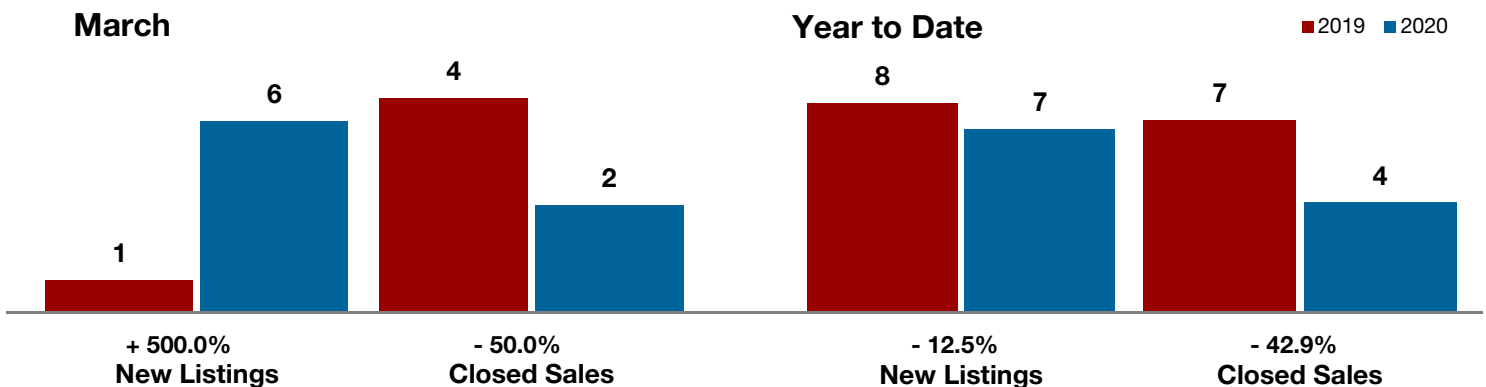
Change in
New Listings

Change in
Closed Sales

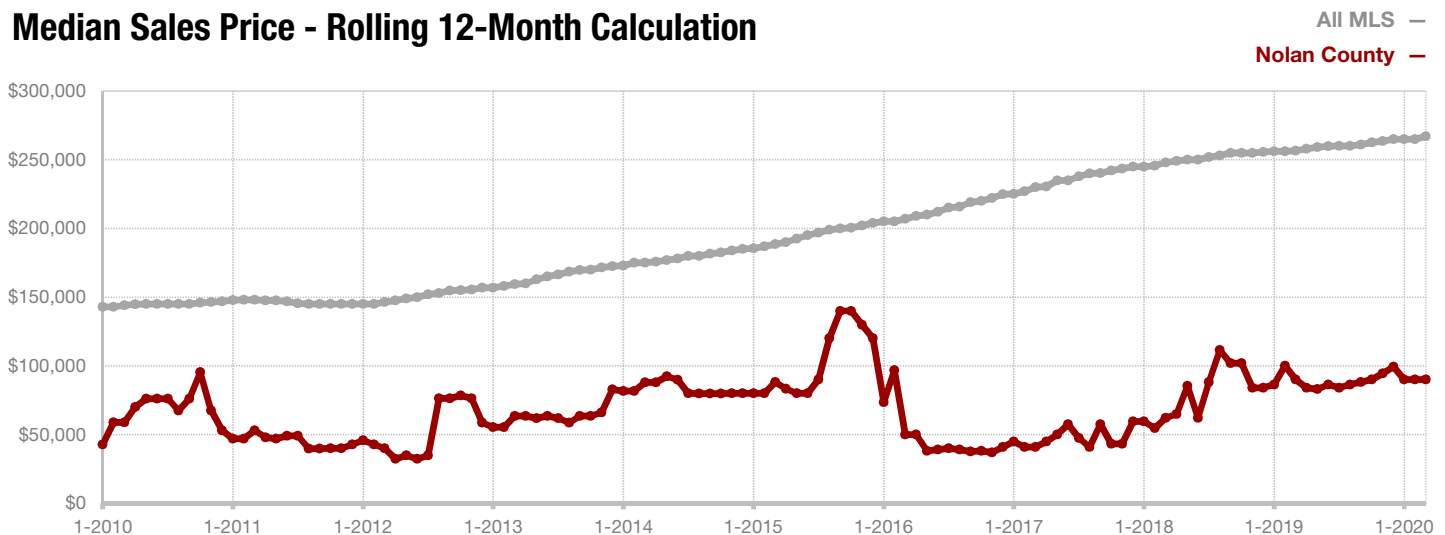
Change in
Median Sales Price

	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	1	6	+ 500.0%	8	7	- 12.5%
Pending Sales	0	0	0.0%	5	2	- 60.0%
Closed Sales	4	2	- 50.0%	7	4	- 42.9%
Average Sales Price*	\$85,500	\$51,250	- 40.1%	\$141,286	\$158,125	+ 11.9%
Median Sales Price*	\$85,000	\$51,250	- 39.7%	\$100,000	\$64,500	- 35.5%
Percent of Original List Price Received*	88.7%	73.2%	- 17.5%	94.4%	76.8%	- 18.6%
Days on Market Until Sale	46	233	+ 406.5%	69	205	+ 197.1%
Inventory of Homes for Sale	12	11	- 8.3%	--	--	--
Months Supply of Inventory	6.8	6.5	0.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – March 2020

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



+ 11.1%

+ 52.0%

+ 18.4%

Change in
New Listings

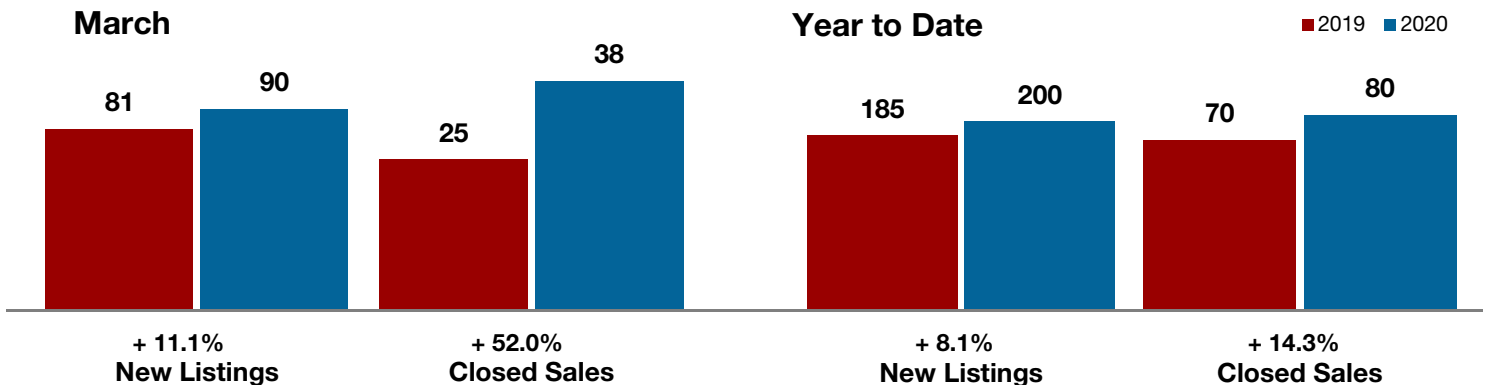
Change in
Closed Sales

Change in
Median Sales Price

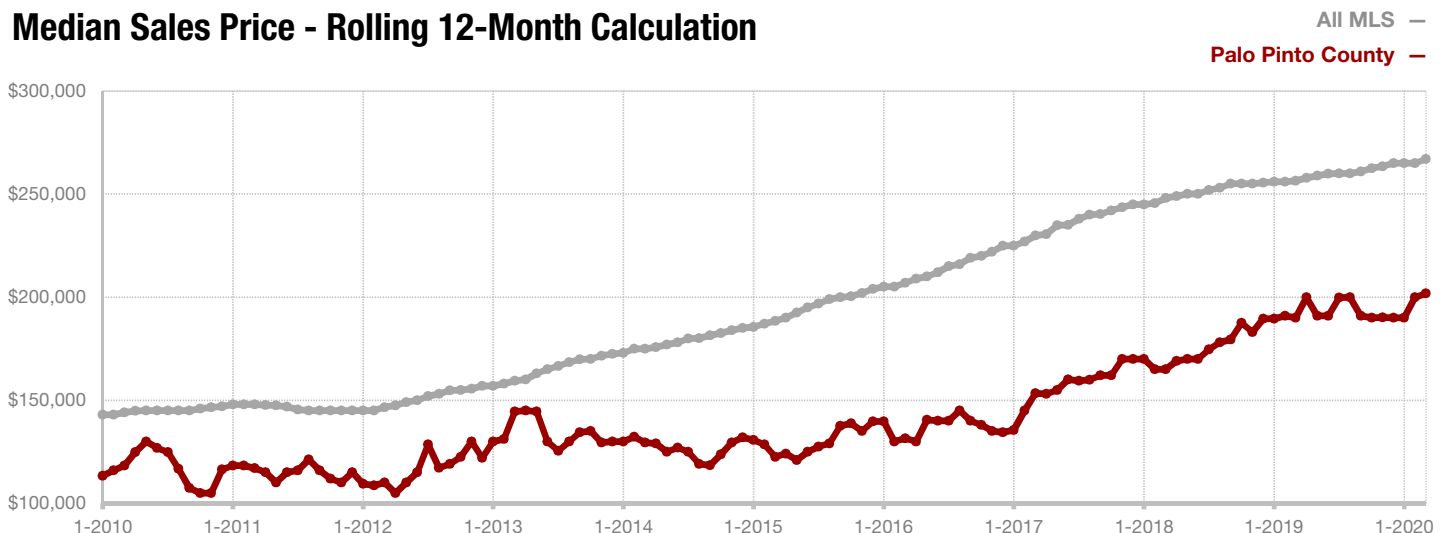
Palo Pinto County

	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	81	90	+ 11.1%	185	200	+ 8.1%
Pending Sales	31	25	- 19.4%	83	83	0.0%
Closed Sales	25	38	+ 52.0%	70	80	+ 14.3%
Average Sales Price*	\$268,072	\$394,685	+ 47.2%	\$273,625	\$437,857	+ 60.0%
Median Sales Price*	\$190,000	\$225,000	+ 18.4%	\$152,500	\$215,000	+ 41.0%
Percent of Original List Price Received*	90.7%	89.1%	- 1.8%	89.5%	89.8%	+ 0.3%
Days on Market Until Sale	86	103	+ 19.8%	104	105	+ 1.0%
Inventory of Homes for Sale	245	261	+ 6.5%	--	--	--
Months Supply of Inventory	7.0	7.8	+ 14.3%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – March 2020

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



Parker County

+ 18.7%

+ 12.1%

+ 11.8%

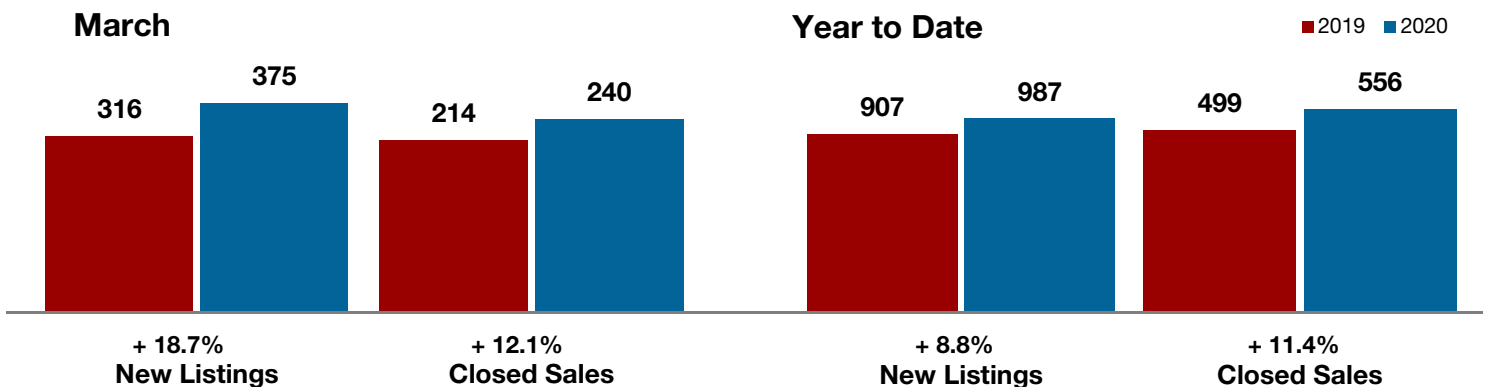
Change in
New Listings

Change in
Closed Sales

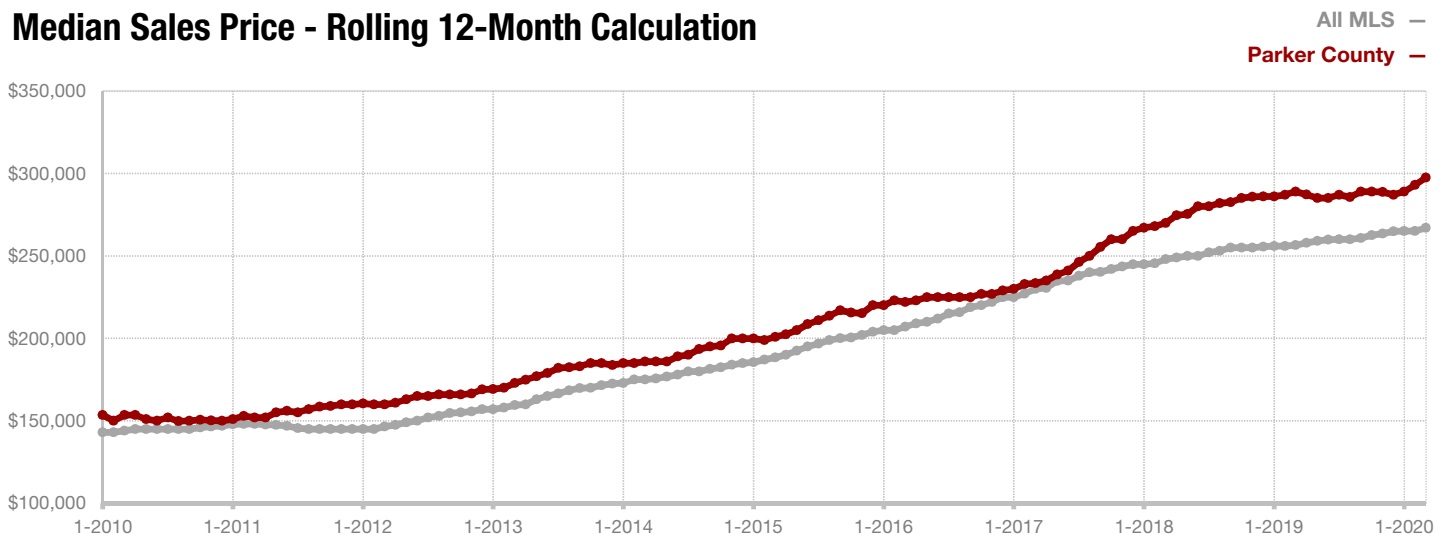
Change in
Median Sales Price

	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	316	375	+ 18.7%	907	987	+ 8.8%
Pending Sales	240	200	- 16.7%	647	655	+ 1.2%
Closed Sales	214	240	+ 12.1%	499	556	+ 11.4%
Average Sales Price*	\$313,863	\$343,877	+ 9.6%	\$303,151	\$335,791	+ 10.8%
Median Sales Price*	\$285,125	\$318,750	+ 11.8%	\$275,000	\$312,700	+ 13.7%
Percent of Original List Price Received*	96.2%	96.6%	+ 0.4%	96.0%	95.8%	- 0.2%
Days on Market Until Sale	75	83	+ 10.7%	69	83	+ 20.3%
Inventory of Homes for Sale	748	888	+ 18.7%	--	--	--
Months Supply of Inventory	3.3	3.8	+ 33.3%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – March 2020

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



Rains County

+ 42.9%

- 44.4%

- 12.2%

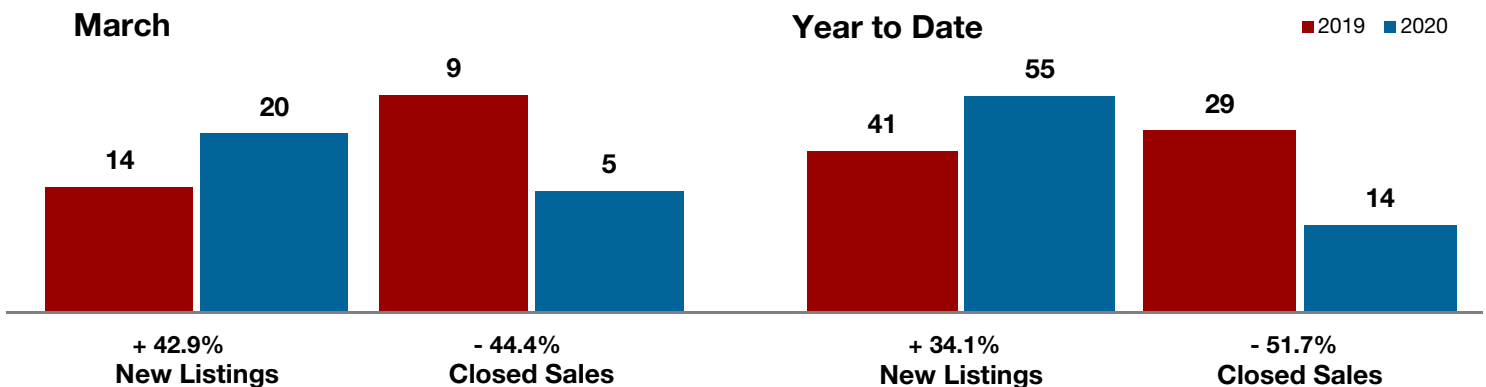
Change in
New Listings

Change in
Closed Sales

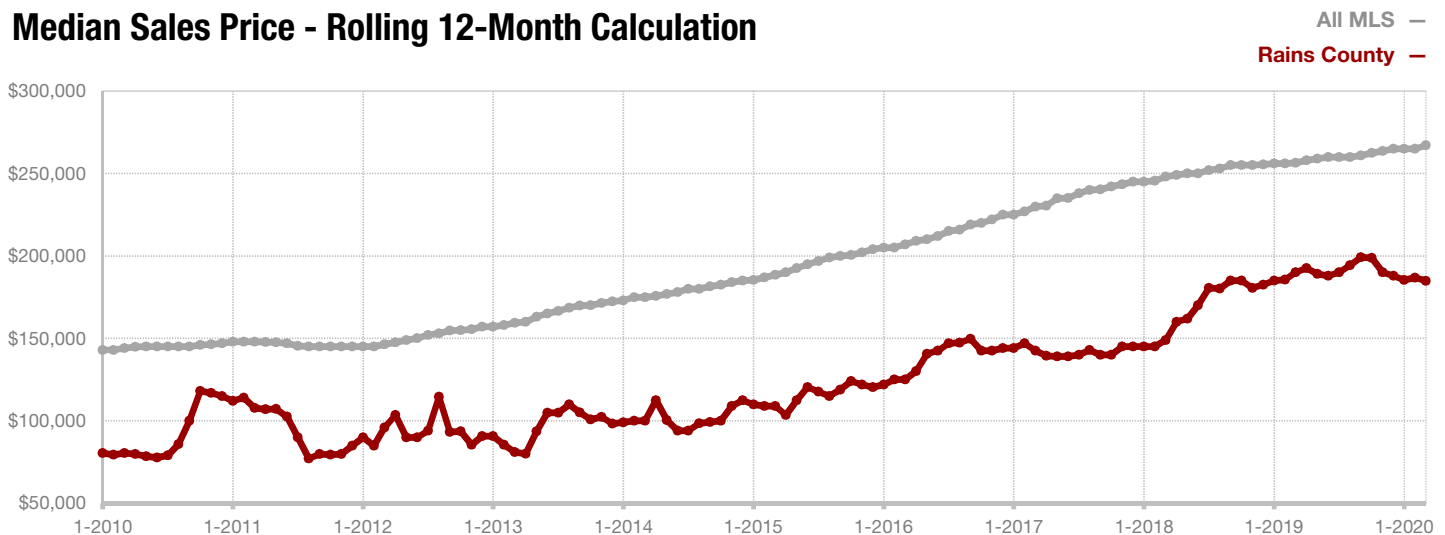
Change in
Median Sales Price

	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	14	20	+ 42.9%	41	55	+ 34.1%
Pending Sales	11	4	- 63.6%	33	15	- 54.5%
Closed Sales	9	5	- 44.4%	29	14	- 51.7%
Average Sales Price*	\$256,924	\$226,300	- 11.9%	\$261,016	\$218,580	- 16.3%
Median Sales Price*	\$245,000	\$215,000	- 12.2%	\$220,000	\$190,000	- 13.6%
Percent of Original List Price Received*	91.2%	92.0%	+ 0.9%	86.8%	91.5%	+ 5.4%
Days on Market Until Sale	91	69	- 24.2%	91	53	- 41.8%
Inventory of Homes for Sale	47	70	+ 48.9%	--	--	--
Months Supply of Inventory	4.5	7.0	+ 40.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – March 2020

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



- 0.3%

- 9.7%

+ 2.9%

Change in
New Listings

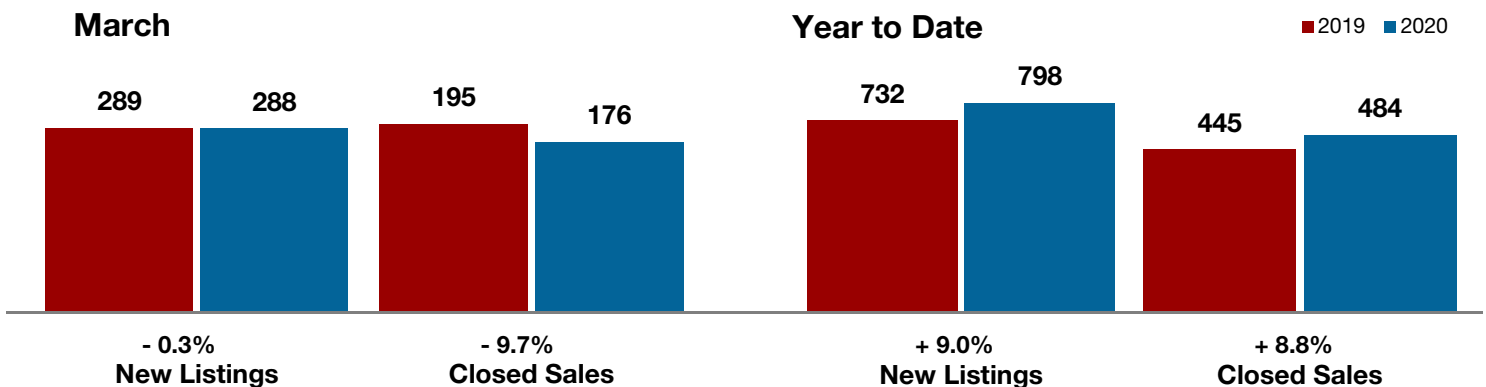
Change in
Closed Sales

Change in
Median Sales Price

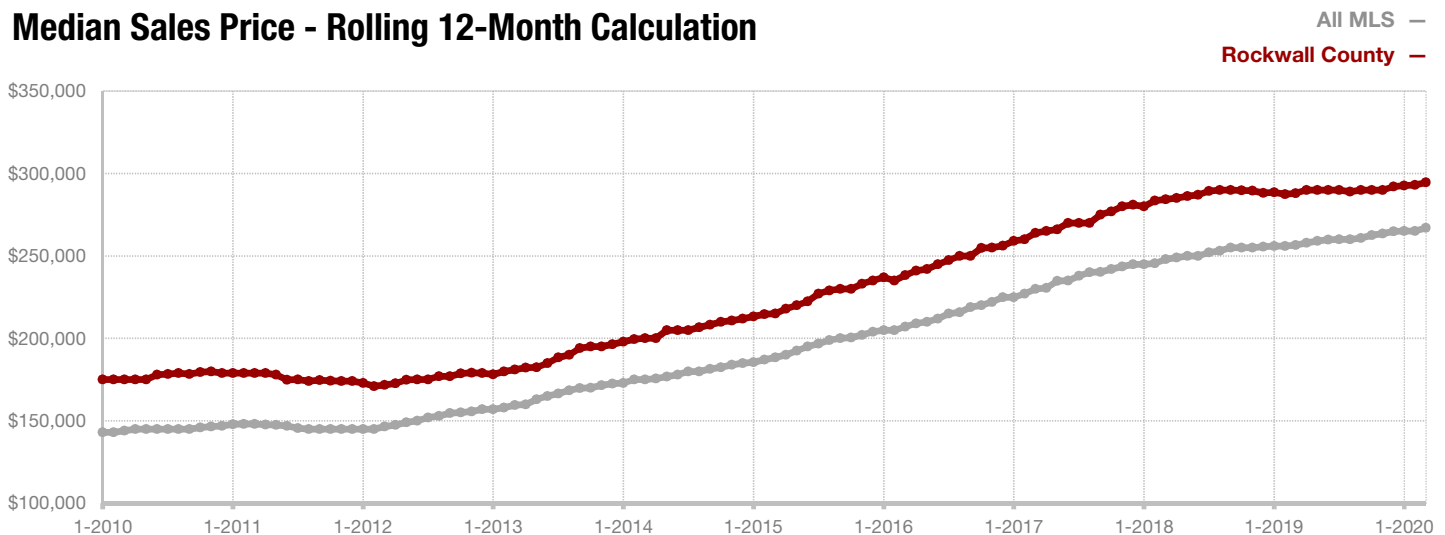
Rockwall County

	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	289	288	- 0.3%	732	798	+ 9.0%
Pending Sales	212	193	- 9.0%	560	573	+ 2.3%
Closed Sales	195	176	- 9.7%	445	484	+ 8.8%
Average Sales Price*	\$332,171	\$331,271	- 0.3%	\$318,345	\$324,332	+ 1.9%
Median Sales Price*	\$288,500	\$296,766	+ 2.9%	\$280,000	\$289,500	+ 3.4%
Percent of Original List Price Received*	95.5%	95.9%	+ 0.4%	95.3%	95.7%	+ 0.4%
Days on Market Until Sale	78	69	- 11.5%	70	69	- 1.4%
Inventory of Homes for Sale	634	638	+ 0.6%	--	--	--
Months Supply of Inventory	3.4	3.2	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 – March 2020

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



Shackelford County

- 100.0%

- 66.7%

+ 64.6%

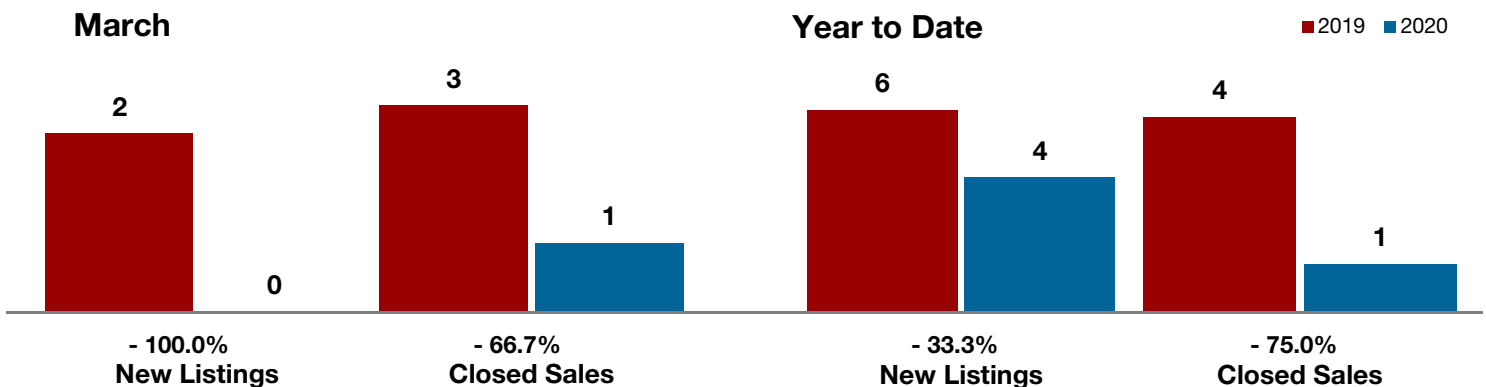
Change in
New Listings

Change in
Closed Sales

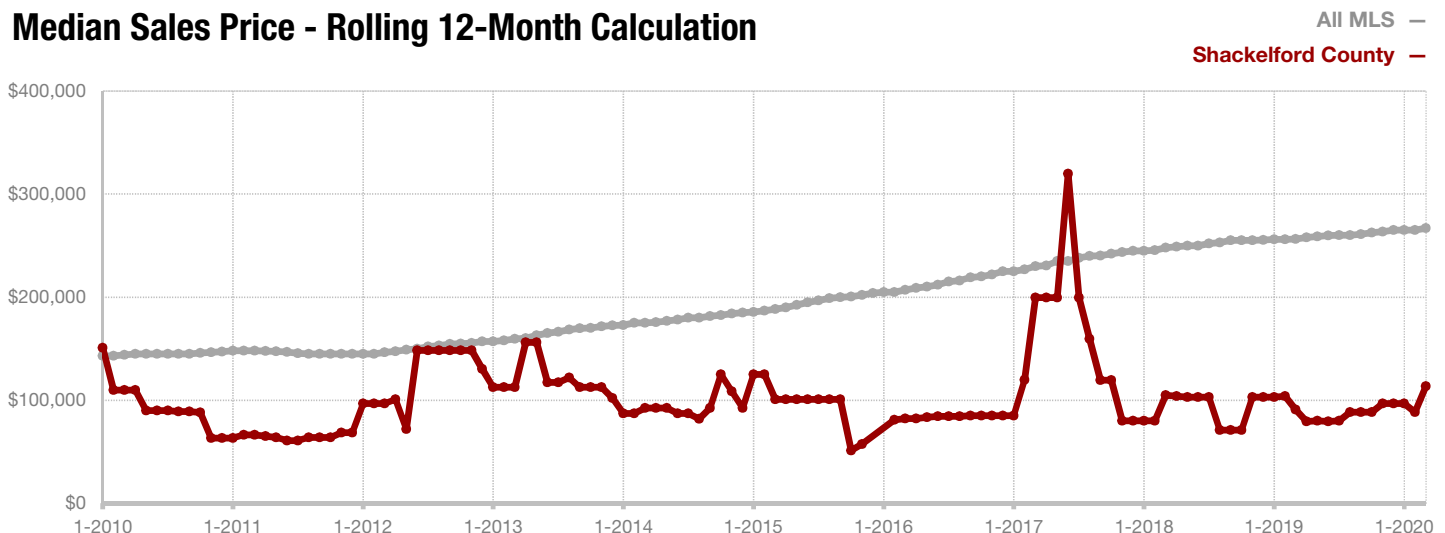
Change in
Median Sales Price

	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	2	0	- 100.0%	6	4	- 33.3%
Pending Sales	2	1	- 50.0%	5	1	- 80.0%
Closed Sales	3	1	- 66.7%	4	1	- 75.0%
Average Sales Price*	\$82,667	\$130,000	+ 57.3%	\$103,250	\$130,000	+ 25.9%
Median Sales Price*	\$79,000	\$130,000	+ 64.6%	\$114,000	\$130,000	+ 14.0%
Percent of Original List Price Received*	83.4%	100.0%	+ 19.9%	86.2%	100.0%	+ 16.0%
Days on Market Until Sale	168	26	- 84.5%	176	26	- 85.2%
Inventory of Homes for Sale	5	12	+ 140.0%	--	--	--
Months Supply of Inventory	3.8	12.0	+ 200.0%	--	--	--

* 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 – March 2020

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



- 26.4%

+ 16.7%

+ 2.7%

Change in
New Listings

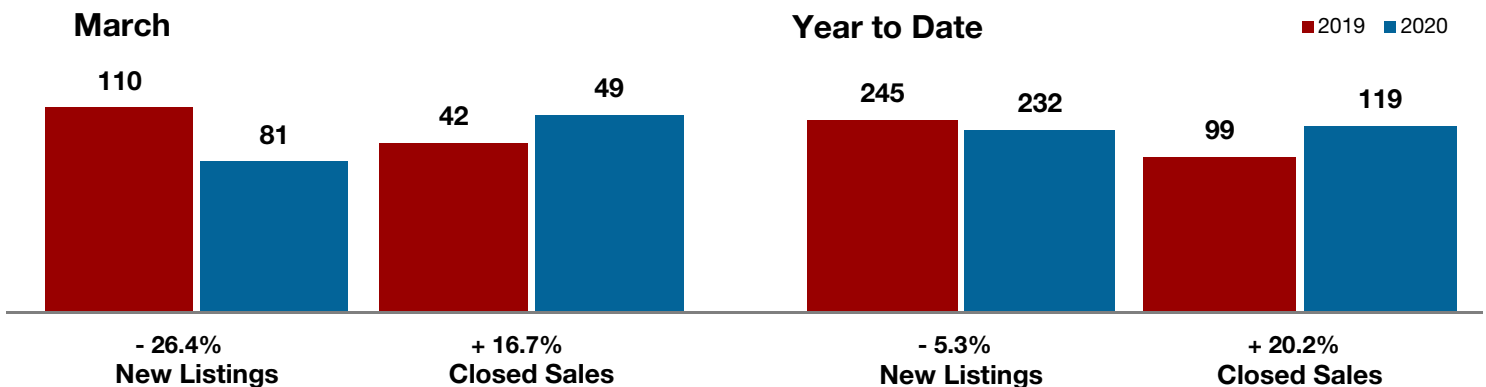
Change in
Closed Sales

Change in
Median Sales Price

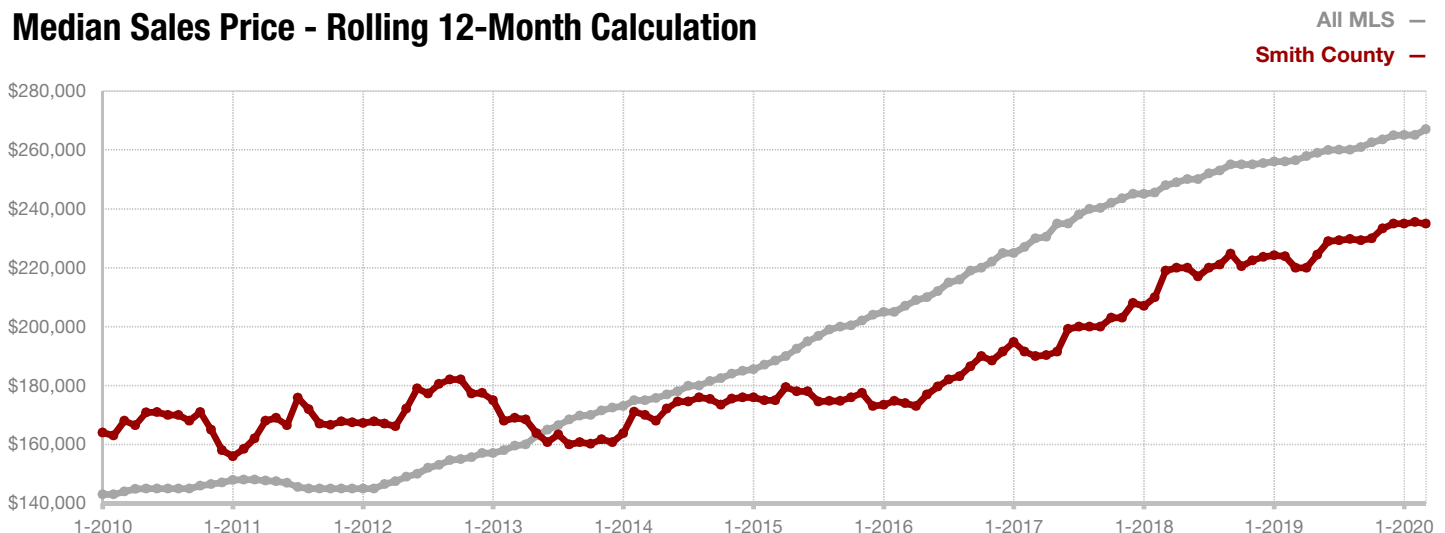
Smith County

	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	110	81	- 26.4%	245	232	- 5.3%
Pending Sales	55	35	- 36.4%	135	132	- 2.2%
Closed Sales	42	49	+ 16.7%	99	119	+ 20.2%
Average Sales Price*	\$288,298	\$290,149	+ 0.6%	\$266,838	\$296,713	+ 11.2%
Median Sales Price*	\$228,750	\$235,000	+ 2.7%	\$229,000	\$243,000	+ 6.1%
Percent of Original List Price Received*	92.3%	95.6%	+ 3.6%	94.1%	94.7%	+ 0.6%
Days on Market Until Sale	97	61	- 37.1%	89	64	- 28.1%
Inventory of Homes for Sale	273	248	- 9.2%	--	--	--
Months Supply of Inventory	5.5	4.8	- 16.7%	--	--	--

* 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 – March 2020

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



+ 87.5%

- 50.0%

+ 34.0%

Change in
New Listings

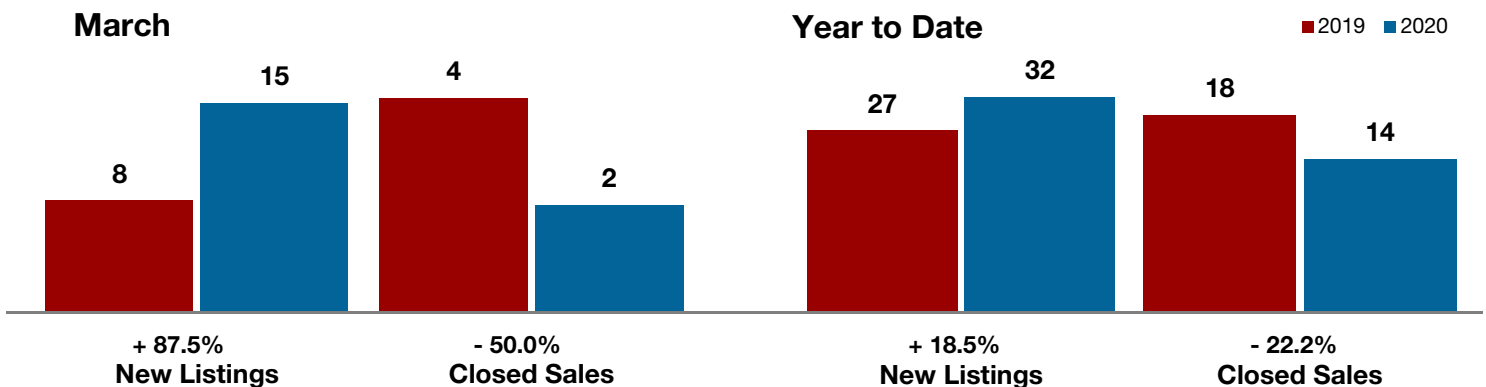
Change in
Closed Sales

Change in
Median Sales Price

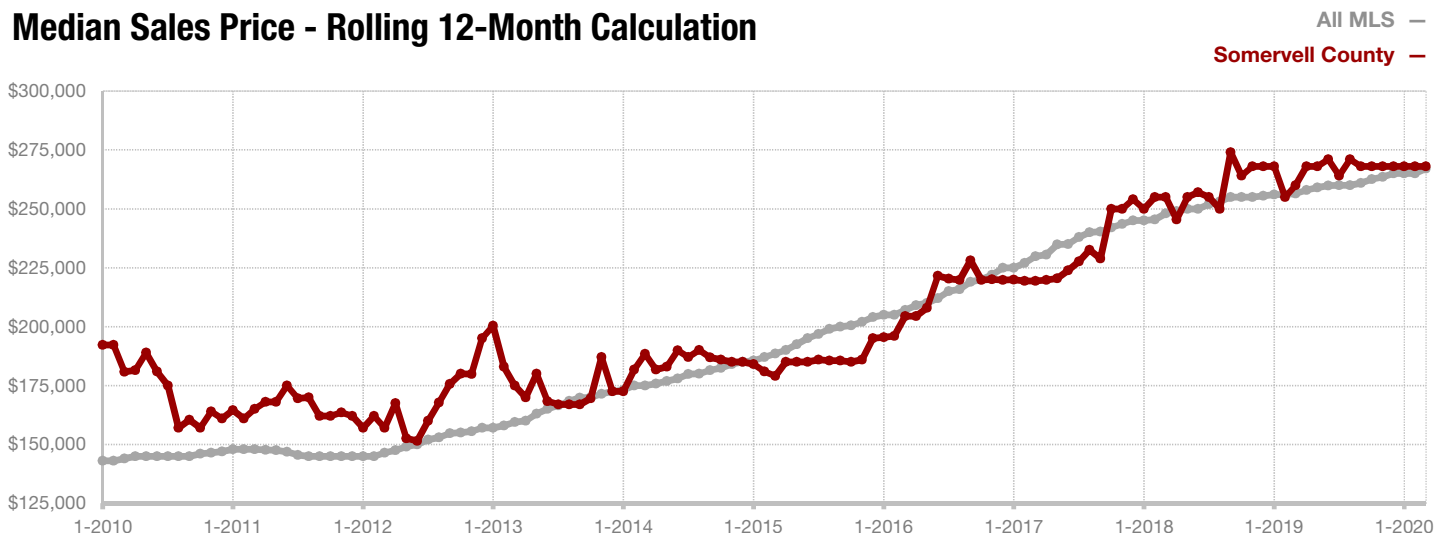
Somervell County

	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	8	15	+ 87.5%	27	32	+ 18.5%
Pending Sales	9	4	- 55.6%	15	16	+ 6.7%
Closed Sales	4	2	- 50.0%	18	14	- 22.2%
Average Sales Price*	\$296,250	\$388,500	+ 31.1%	\$305,834	\$229,607	- 24.9%
Median Sales Price*	\$290,000	\$388,500	+ 34.0%	\$215,000	\$194,500	- 9.5%
Percent of Original List Price Received*	93.8%	98.0%	+ 4.5%	93.7%	96.1%	+ 2.6%
Days on Market Until Sale	24	120	+ 400.0%	83	53	- 36.1%
Inventory of Homes for Sale	38	32	- 15.8%	--	--	--
Months Supply of Inventory	4.6	4.7	0.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – March 2020

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



- 13.3%

+ 100.0%

+ 5.4%

Change in
New Listings

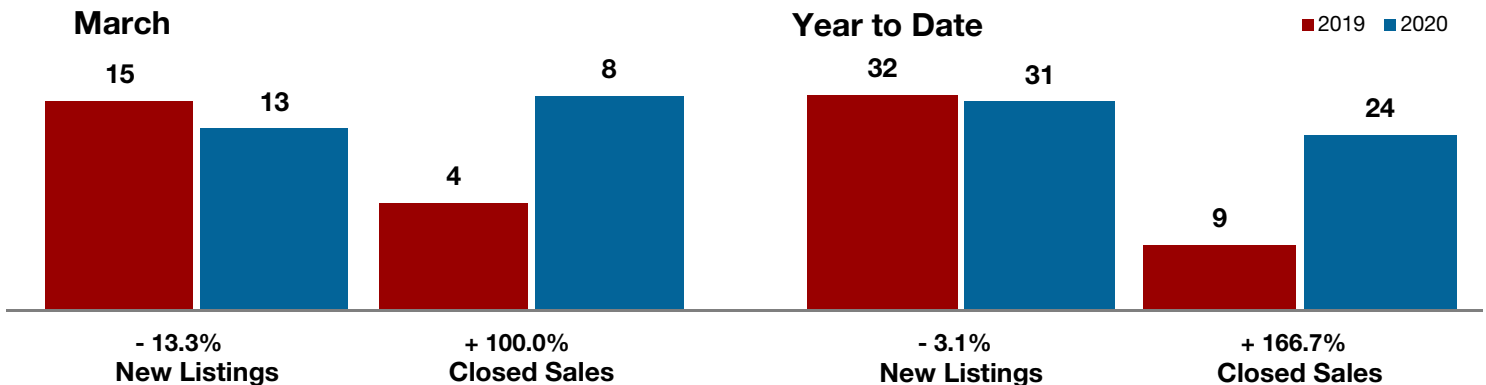
Change in
Closed Sales

Change in
Median Sales Price

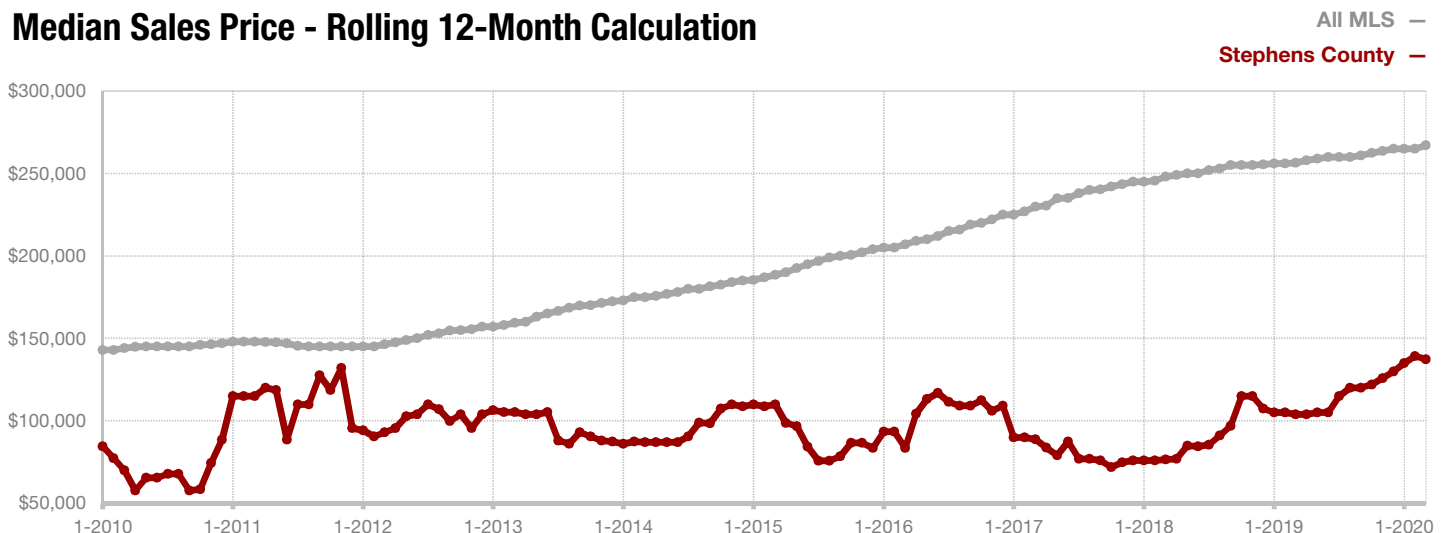
Stephens County

	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	15	13	- 13.3%	32	31	- 3.1%
Pending Sales	8	9	+ 12.5%	20	29	+ 45.0%
Closed Sales	4	8	+ 100.0%	9	24	+ 166.7%
Average Sales Price*	\$99,875	\$115,113	+ 15.3%	\$98,083	\$201,213	+ 105.1%
Median Sales Price*	\$95,750	\$100,950	+ 5.4%	\$71,500	\$128,500	+ 79.7%
Percent of Original List Price Received*	94.5%	94.0%	- 0.5%	97.2%	89.8%	- 7.6%
Days on Market Until Sale	77	90	+ 16.9%	59	92	+ 55.9%
Inventory of Homes for Sale	48	46	- 4.2%	--	--	--
Months Supply of Inventory	5.8	5.6	0.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – March 2020

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



Stonewall County

0.0%

Change in
New Listings

0.0%

Change in
Closed Sales

--

Change in
Median Sales Price

March

Year to Date

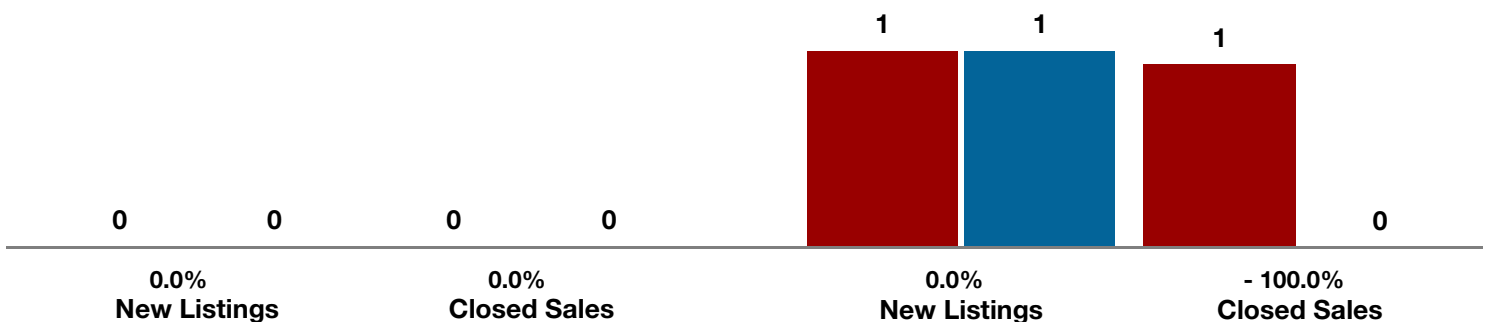
	2019	2020	+ / -	2019	2020	+ / -
New Listings	0	0	0.0%	1	1	0.0%
Pending Sales	0	0	0.0%	1	0	- 100.0%
Closed Sales	0	0	0.0%	1	0	- 100.0%
Average Sales Price*	--	--	--	\$29,000	--	--
Median Sales Price*	--	--	--	\$29,000	--	--
Percent of Original List Price Received*	--	--	--	105.5%	--	--
Days on Market Until Sale	--	--	--	7	--	--
Inventory of Homes for Sale	0	1	--	--	--	--
Months Supply of Inventory	--	1.0	--	--	--	--

* 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.

March

Year to Date

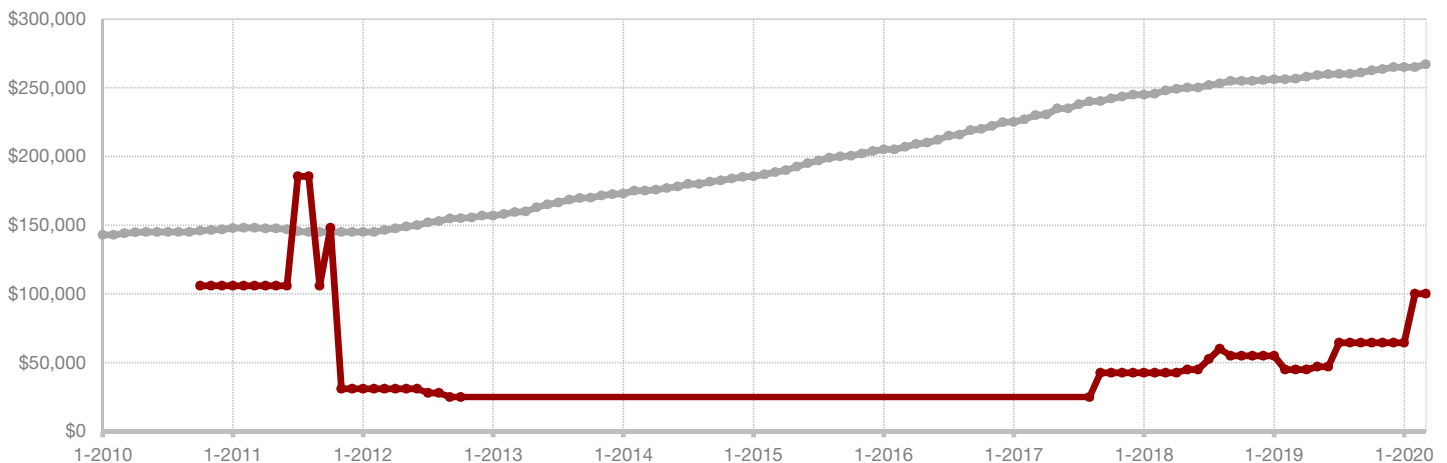
■ 2019 ■ 2020



Median Sales Price - Rolling 12-Month Calculation

All MLS —

Stonewall County —



Local Market Update – March 2020

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- 13.3%

- 9.3%

+ 3.8%

Change in
New Listings

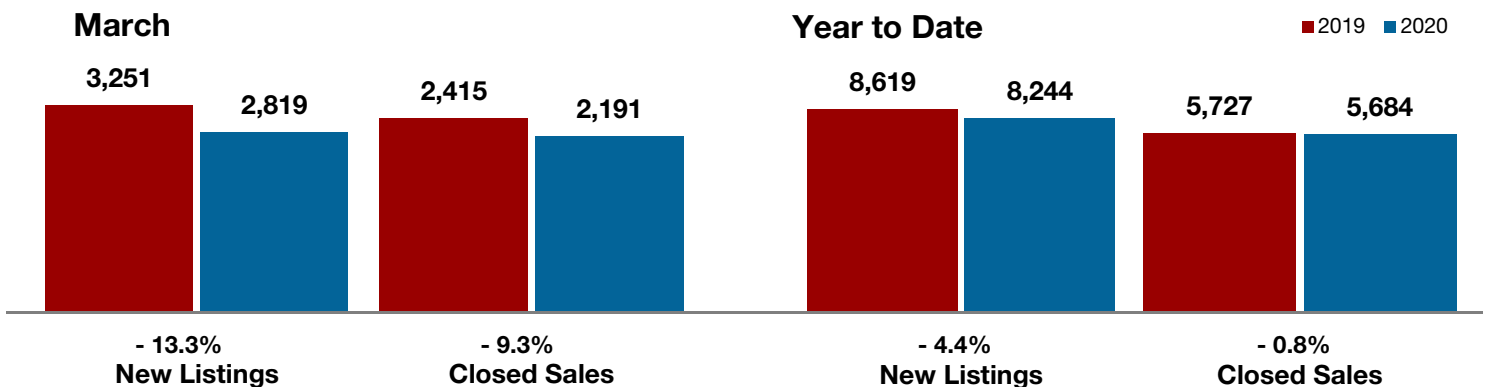
Change in
Closed Sales

Change in
Median Sales Price

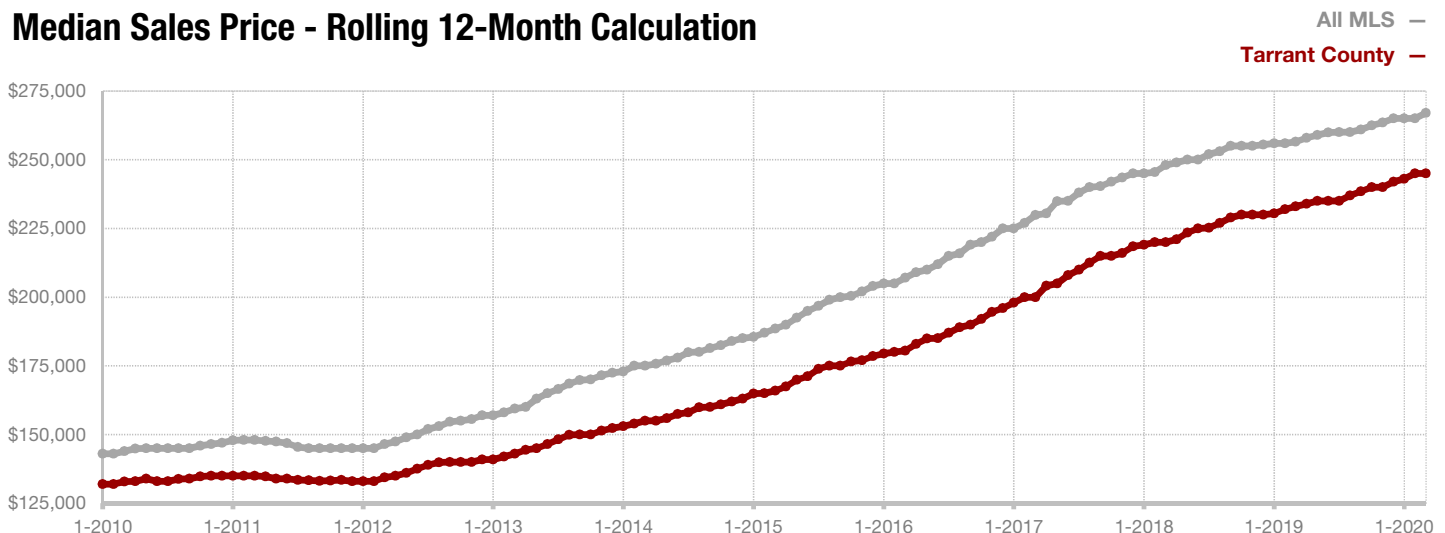
Tarrant County

	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	3,251	2,819	- 13.3%	8,619	8,244	- 4.4%
Pending Sales	2,691	2,045	- 24.0%	6,967	6,541	- 6.1%
Closed Sales	2,415	2,191	- 9.3%	5,727	5,684	- 0.8%
Average Sales Price*	\$285,933	\$292,464	+ 2.3%	\$276,601	\$287,404	+ 3.9%
Median Sales Price*	\$238,015	\$247,000	+ 3.8%	\$230,000	\$244,000	+ 6.1%
Percent of Original List Price Received*	97.0%	97.3%	+ 0.3%	96.6%	96.9%	+ 0.3%
Days on Market Until Sale	45	43	- 4.4%	47	46	- 2.1%
Inventory of Homes for Sale	5,026	4,480	- 10.9%	--	--	--
Months Supply of Inventory	2.2	1.9	0.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – March 2020

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



- 11.3%

- 6.7%

+ 8.5%

Change in
New Listings

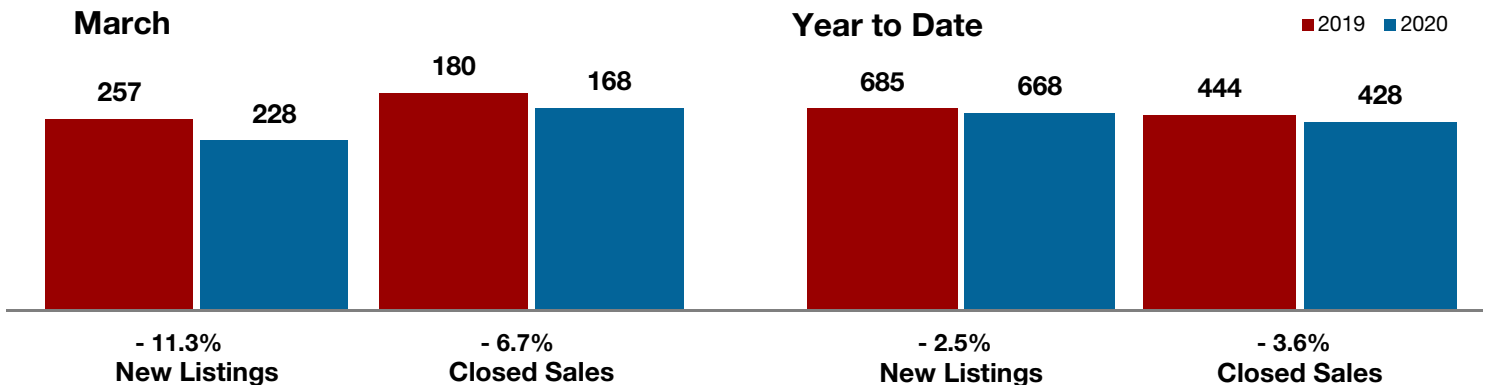
Change in
Closed Sales

Change in
Median Sales Price

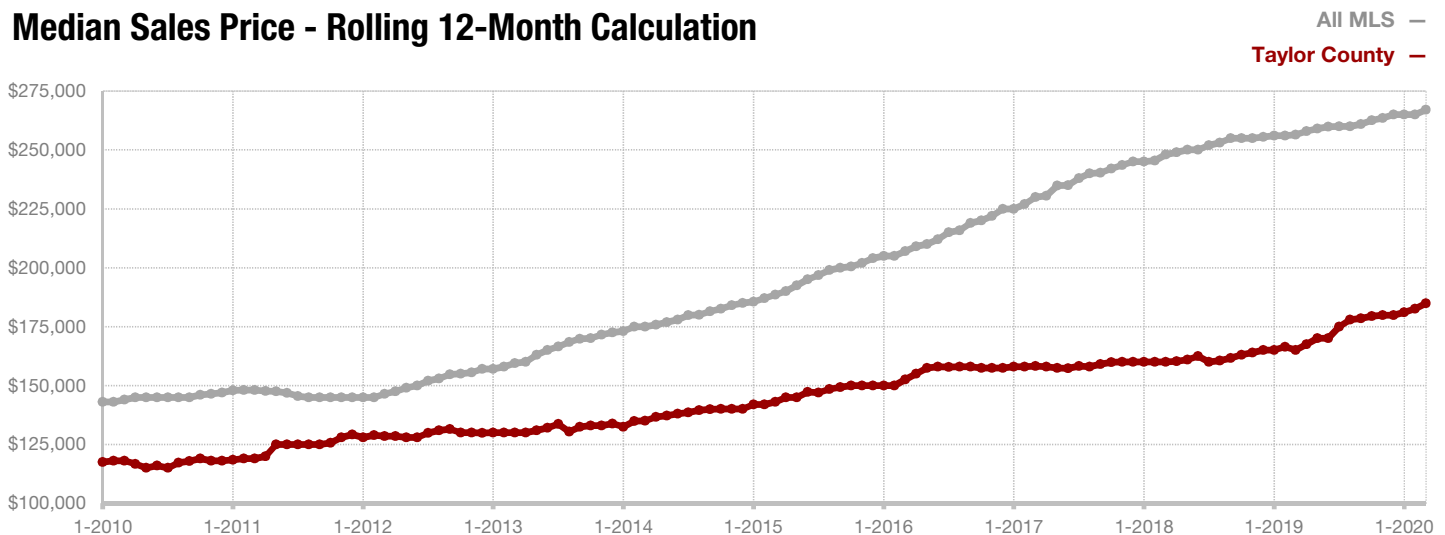
Taylor County

	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	257	228	- 11.3%	685	668	- 2.5%
Pending Sales	198	179	- 9.6%	533	525	- 1.5%
Closed Sales	180	168	- 6.7%	444	428	- 3.6%
Average Sales Price*	\$179,657	\$191,540	+ 6.6%	\$177,749	\$197,467	+ 11.1%
Median Sales Price*	\$161,250	\$175,000	+ 8.5%	\$162,750	\$178,500	+ 9.7%
Percent of Original List Price Received*	95.4%	96.1%	+ 0.7%	95.7%	95.9%	+ 0.2%
Days on Market Until Sale	59	59	0.0%	64	67	+ 4.7%
Inventory of Homes for Sale	565	499	- 11.7%	--	--	--
Months Supply of Inventory	3.3	2.8	0.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – March 2020

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Upshur County

+ 200.0%

- 66.7%

+ 12.3%

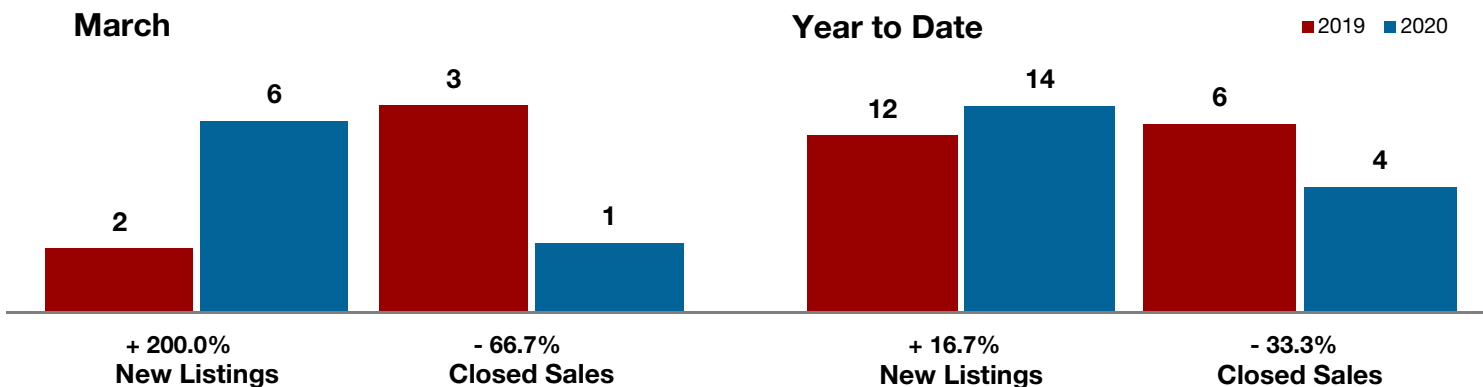
Change in
New Listings

Change in
Closed Sales

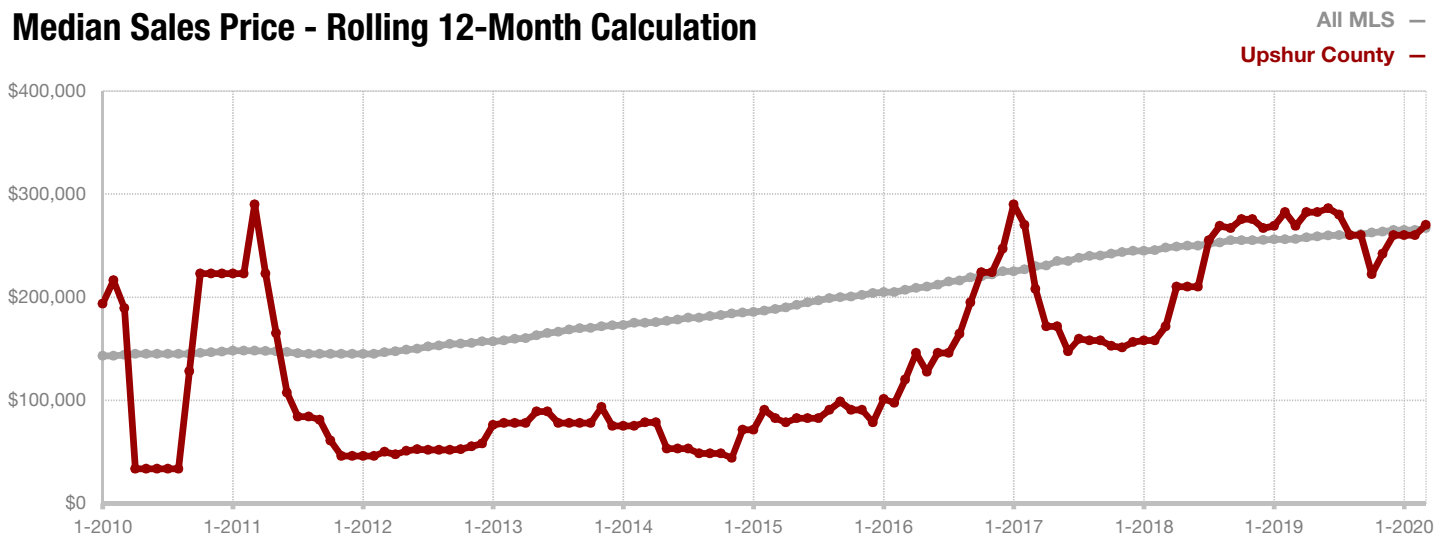
Change in
Median Sales Price

	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	2	6	+ 200.0%	12	14	+ 16.7%
Pending Sales	3	0	- 100.0%	9	6	- 33.3%
Closed Sales	3	1	- 66.7%	6	4	- 33.3%
Average Sales Price*	\$235,671	\$292,000	+ 23.9%	\$300,085	\$301,625	+ 0.5%
Median Sales Price*	\$260,000	\$292,000	+ 12.3%	\$328,000	\$325,750	- 0.7%
Percent of Original List Price Received*	85.1%	98.2%	+ 15.4%	87.8%	91.5%	+ 4.2%
Days on Market Until Sale	60	103	+ 71.7%	66	92	+ 39.4%
Inventory of Homes for Sale	16	25	+ 56.3%	--	--	--
Months Supply of Inventory	5.9	9.3	+ 50.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – March 2020

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



- 20.0%

- 3.8%

+ 32.0%

Change in
New Listings

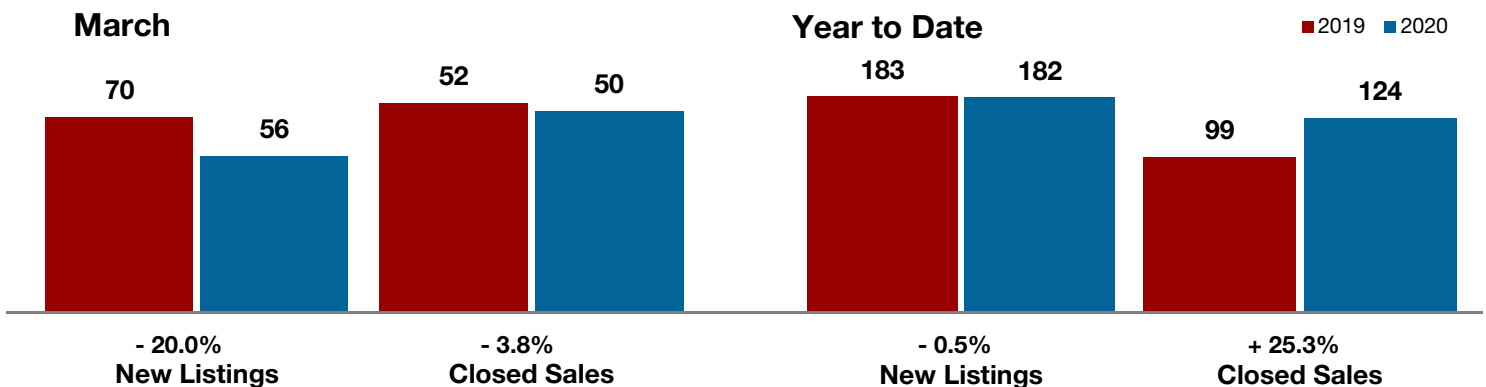
Change in
Closed Sales

Change in
Median Sales Price

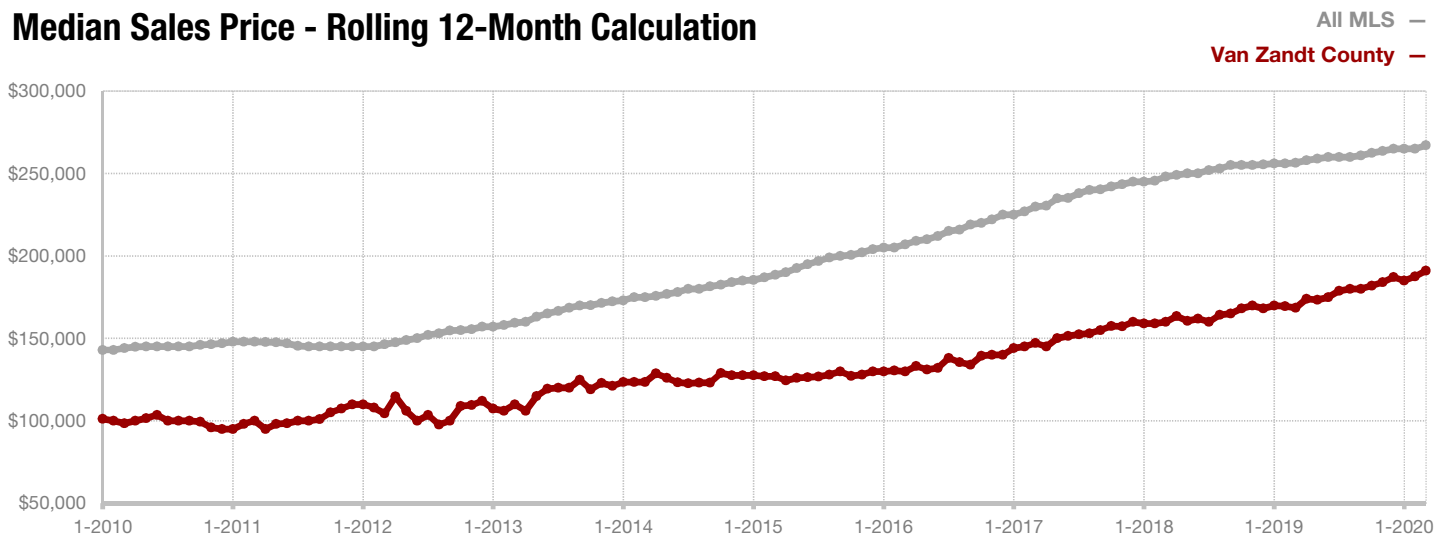
Van Zandt County

	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	70	56	- 20.0%	183	182	- 0.5%
Pending Sales	53	44	- 17.0%	138	148	+ 7.2%
Closed Sales	52	50	- 3.8%	99	124	+ 25.3%
Average Sales Price*	\$193,391	\$238,123	+ 23.1%	\$193,888	\$241,429	+ 24.5%
Median Sales Price*	\$161,000	\$212,500	+ 32.0%	\$168,000	\$200,000	+ 19.0%
Percent of Original List Price Received*	93.1%	93.2%	+ 0.1%	93.5%	93.5%	0.0%
Days on Market Until Sale	66	102	+ 54.5%	77	84	+ 9.1%
Inventory of Homes for Sale	203	186	- 8.4%	--	--	--
Months Supply of Inventory	4.5	3.8	- 20.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – March 2020

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Wise County

- 13.9%

Change in
New Listings

- 9.3%

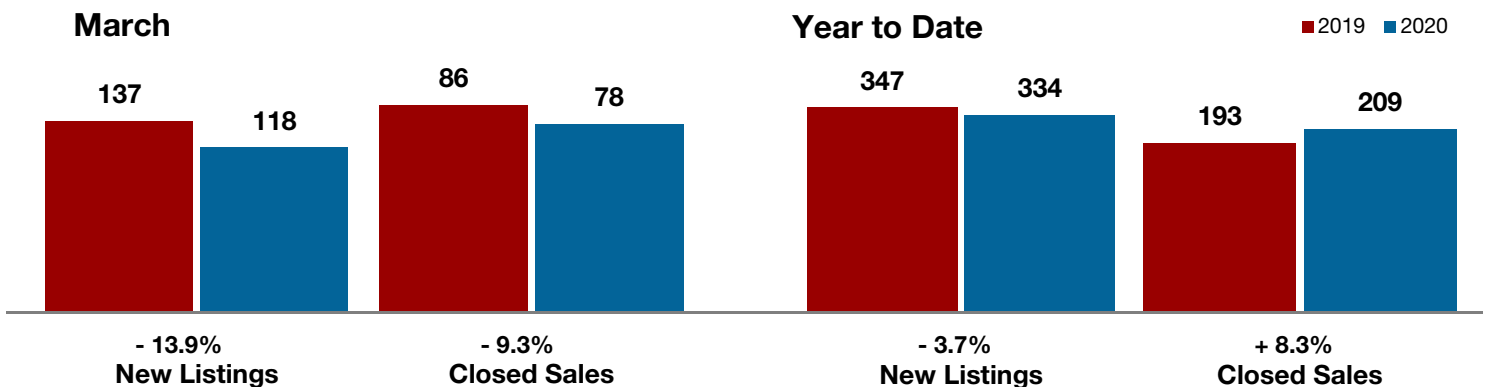
Change in
Closed Sales

+ 4.4%

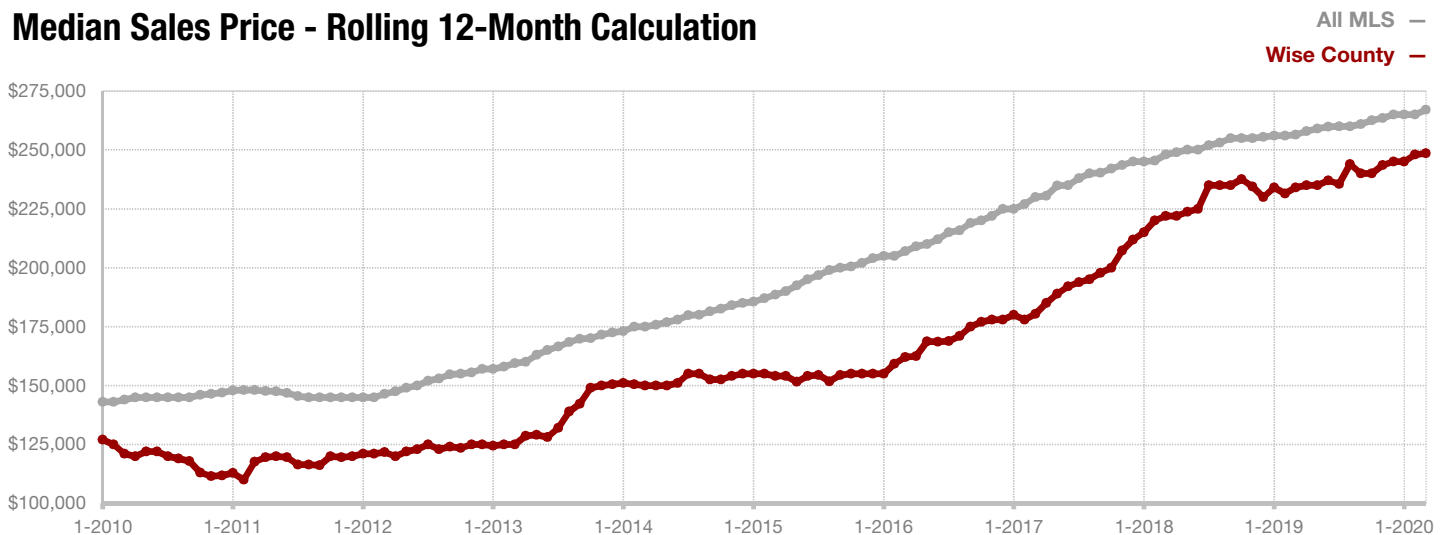
Change in
Median Sales Price

	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	137	118	- 13.9%	347	334	- 3.7%
Pending Sales	111	77	- 30.6%	273	243	- 11.0%
Closed Sales	86	78	- 9.3%	193	209	+ 8.3%
Average Sales Price*	\$268,572	\$312,252	+ 16.3%	\$255,713	\$283,720	+ 11.0%
Median Sales Price*	\$249,000	\$260,000	+ 4.4%	\$241,000	\$249,900	+ 3.7%
Percent of Original List Price Received*	94.8%	95.0%	+ 0.2%	94.8%	94.5%	- 0.3%
Days on Market Until Sale	90	86	- 4.4%	74	79	+ 6.8%
Inventory of Homes for Sale	285	323	+ 13.3%	--	--	--
Months Supply of Inventory	3.7	3.9	0.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – March 2020

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



+ 17.0%

- 6.1%

- 5.0%

Change in
New Listings

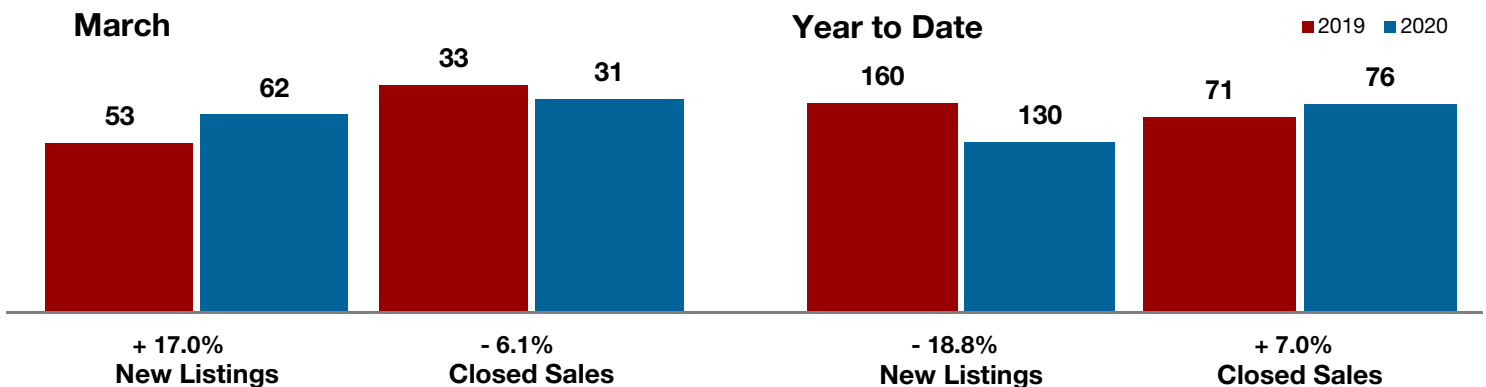
Change in
Closed Sales

Change in
Median Sales Price

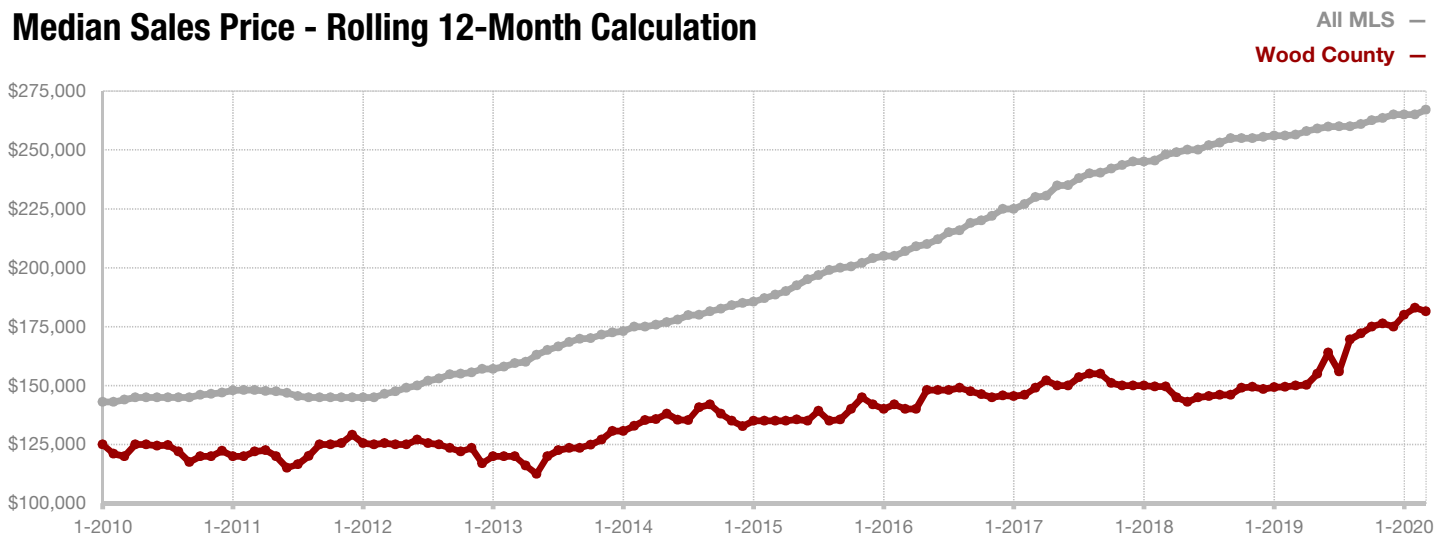
Wood County

	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	53	62	+ 17.0%	160	130	- 18.8%
Pending Sales	31	25	- 19.4%	89	86	- 3.4%
Closed Sales	33	31	- 6.1%	71	76	+ 7.0%
Average Sales Price*	\$237,100	\$231,529	- 2.3%	\$208,944	\$229,847	+ 10.0%
Median Sales Price*	\$184,900	\$175,650	- 5.0%	\$147,500	\$181,500	+ 23.1%
Percent of Original List Price Received*	94.0%	91.8%	- 2.3%	91.1%	91.6%	+ 0.5%
Days on Market Until Sale	80	69	- 13.8%	86	90	+ 4.7%
Inventory of Homes for Sale	199	171	- 14.1%	--	--	--
Months Supply of Inventory	6.7	5.6	- 14.3%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – March 2020

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



+ 40.0%

+ 23.1%

- 8.2%

Change in
New Listings

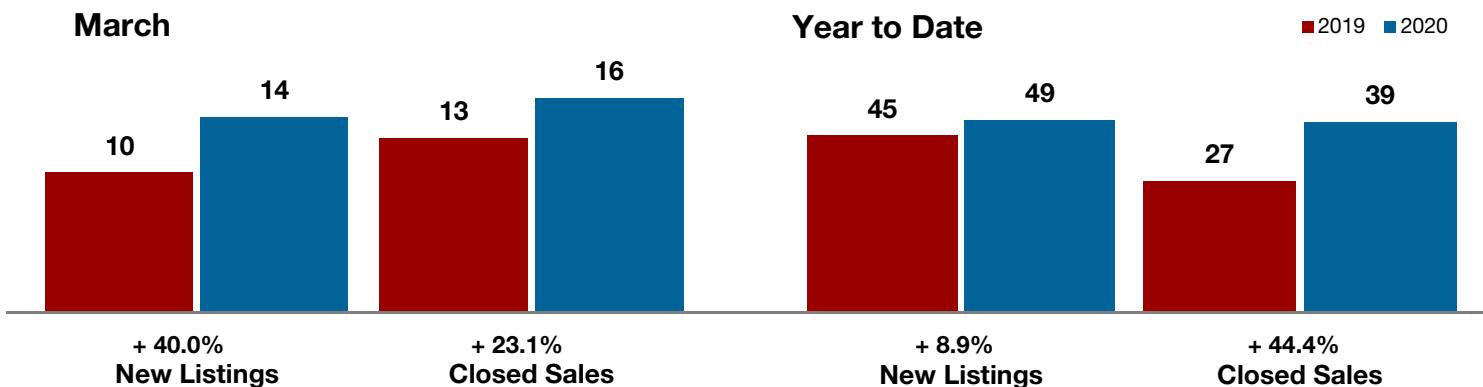
Change in
Closed Sales

Change in
Median Sales Price

Young County

	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	10	14	+ 40.0%	45	49	+ 8.9%
Pending Sales	10	6	- 40.0%	38	46	+ 21.1%
Closed Sales	13	16	+ 23.1%	27	39	+ 44.4%
Average Sales Price*	\$120,196	\$136,406	+ 13.5%	\$154,791	\$162,215	+ 4.8%
Median Sales Price*	\$119,500	\$109,750	- 8.2%	\$116,400	\$121,500	+ 4.4%
Percent of Original List Price Received*	93.2%	87.0%	- 6.7%	92.3%	87.3%	- 5.4%
Days on Market Until Sale	135	158	+ 17.0%	143	163	+ 14.0%
Inventory of Homes for Sale	67	68	+ 1.5%	--	--	--
Months Supply of Inventory	6.0	5.2	- 16.7%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation

