

Local Market Updates

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



September 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 – September 2020

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



- 44.4%

+ 200.0%

- 30.8%

Change in
New Listings

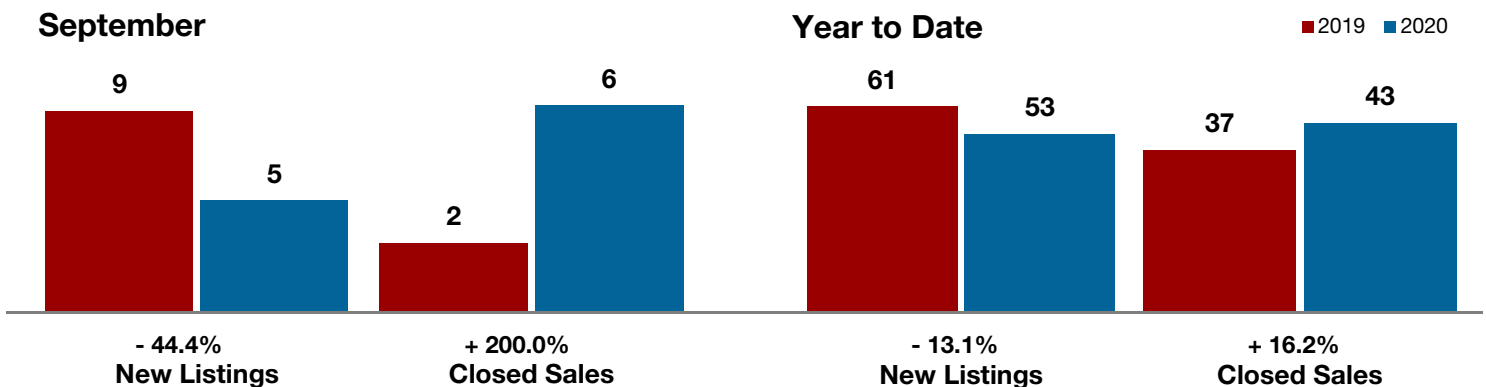
Change in
Closed Sales

Change in
Median Sales Price

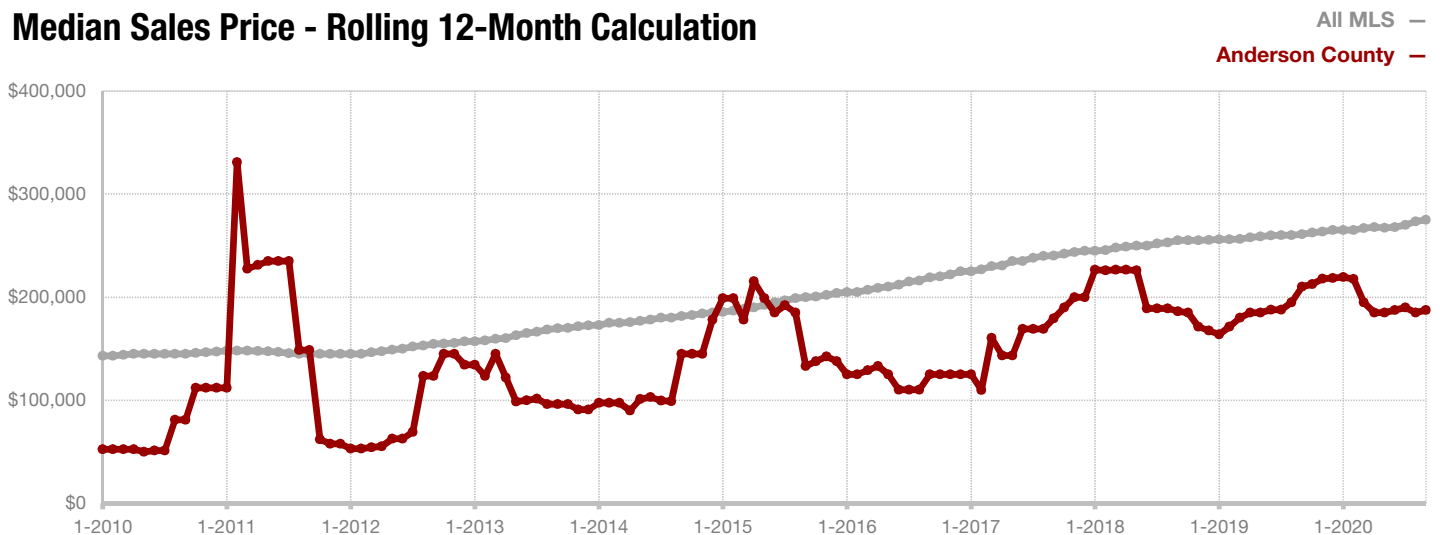
Anderson County

	September			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	9	5	- 44.4%	61	53	- 13.1%
Pending Sales	3	3	0.0%	36	44	+ 22.2%
Closed Sales	2	6	+ 200.0%	37	43	+ 16.2%
Average Sales Price*	\$473,125	\$549,000	+ 16.0%	\$277,152	\$277,458	+ 0.1%
Median Sales Price*	\$473,125	\$327,500	- 30.8%	\$219,000	\$185,000	- 15.5%
Percent of Original List Price Received*	89.6%	94.7%	+ 5.7%	93.2%	93.5%	+ 0.3%
Days on Market Until Sale	226	142	- 37.2%	117	101	- 13.7%
Inventory of Homes for Sale	35	14	- 60.0%	--	--	--
Months Supply of Inventory	8.2	2.8	- 62.5%	--	--	--

* 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 – September 2020

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



- 11.1%

+ 50.0%

+ 35.6%

Change in
New Listings

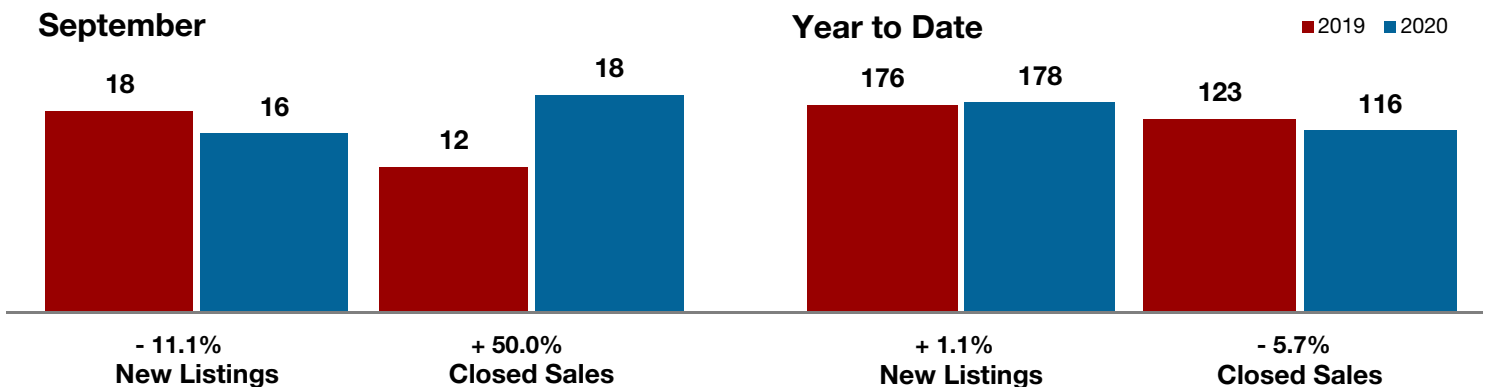
Change in
Closed Sales

Change in
Median Sales Price

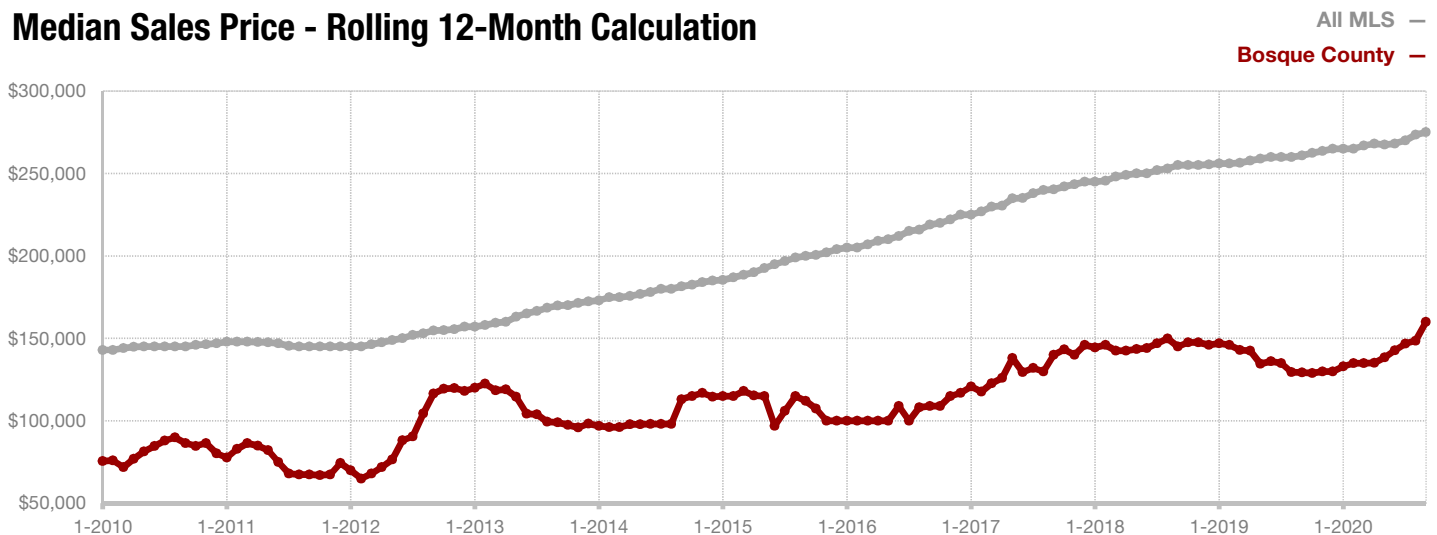
Bosque County

	September			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	18	16	- 11.1%	176	178	+ 1.1%
Pending Sales	14	8	- 42.9%	131	127	- 3.1%
Closed Sales	12	18	+ 50.0%	123	116	- 5.7%
Average Sales Price*	\$121,521	\$345,642	+ 184.4%	\$168,630	\$266,792	+ 58.2%
Median Sales Price*	\$127,250	\$172,500	+ 35.6%	\$125,000	\$158,000	+ 26.4%
Percent of Original List Price Received*	91.4%	91.7%	+ 0.3%	90.5%	90.6%	+ 0.1%
Days on Market Until Sale	139	114	- 18.0%	94	102	+ 8.5%
Inventory of Homes for Sale	89	64	- 28.1%	--	--	--
Months Supply of Inventory	7.0	4.8	- 28.6%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – September 2020

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+ 22.2%

+ 10.0%

+ 3.3%

Change in
New Listings

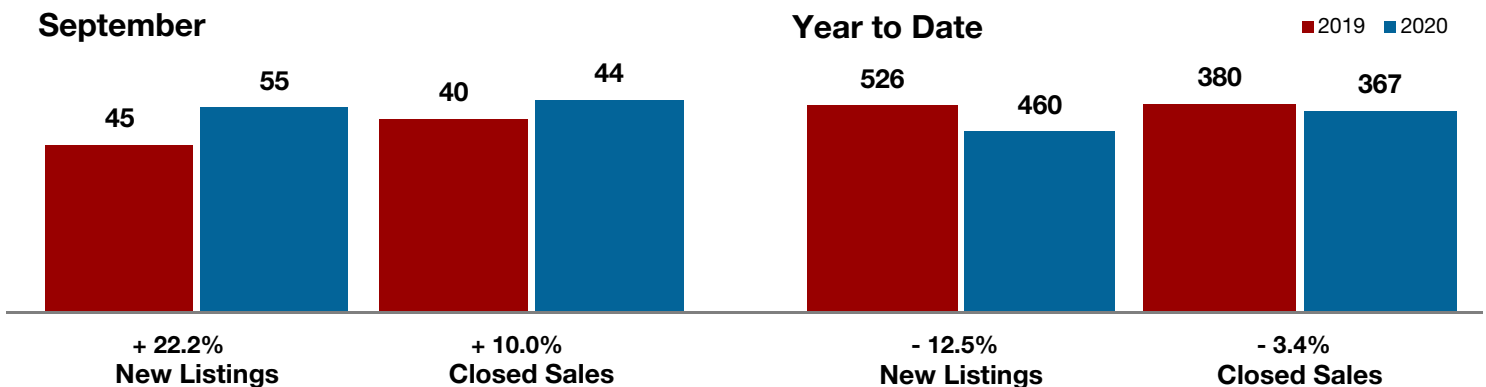
Change in
Closed Sales

Change in
Median Sales Price

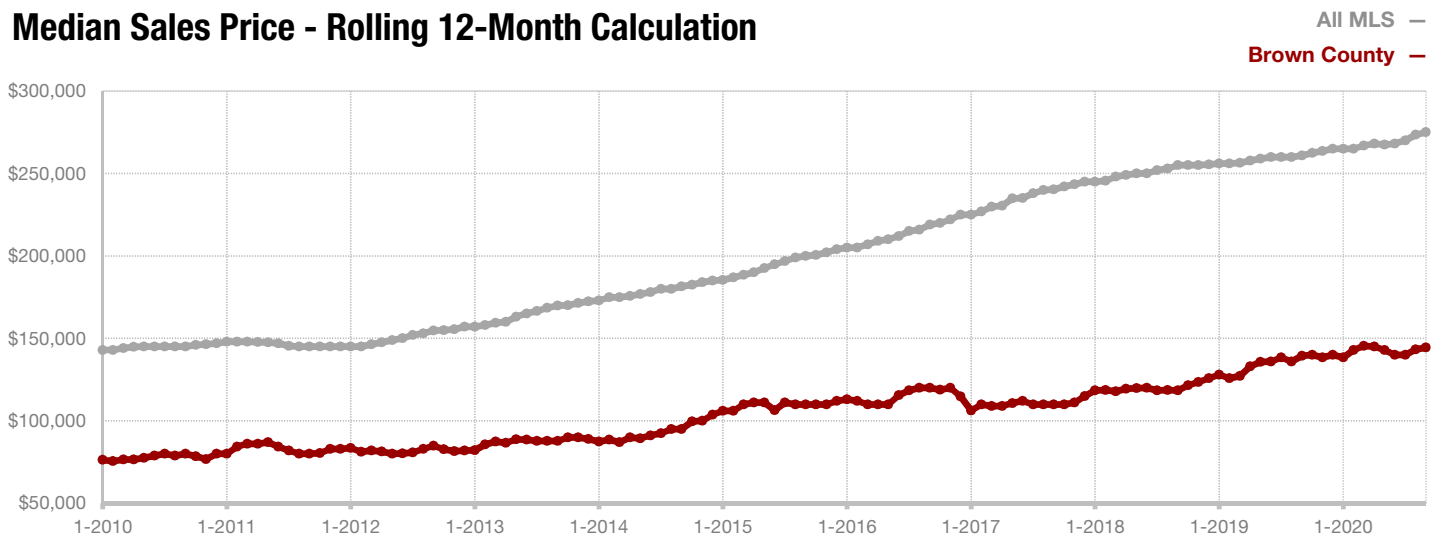
Brown County

	September			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	45	55	+ 22.2%	526	460	- 12.5%
Pending Sales	34	44	+ 29.4%	398	393	- 1.3%
Closed Sales	40	44	+ 10.0%	380	367	- 3.4%
Average Sales Price*	\$143,585	\$211,006	+ 47.0%	\$168,317	\$176,451	+ 4.8%
Median Sales Price*	\$139,950	\$144,500	+ 3.3%	\$133,975	\$140,000	+ 4.5%
Percent of Original List Price Received*	91.0%	95.2%	+ 4.6%	92.7%	93.5%	+ 0.9%
Days on Market Until Sale	69	57	- 17.4%	93	80	- 14.0%
Inventory of Homes for Sale	220	135	- 38.6%	--	--	--
Months Supply of Inventory	5.5	3.4	- 50.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – September 2020

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



- 33.3%

0.0%

+ 54.9%

Change in
New Listings

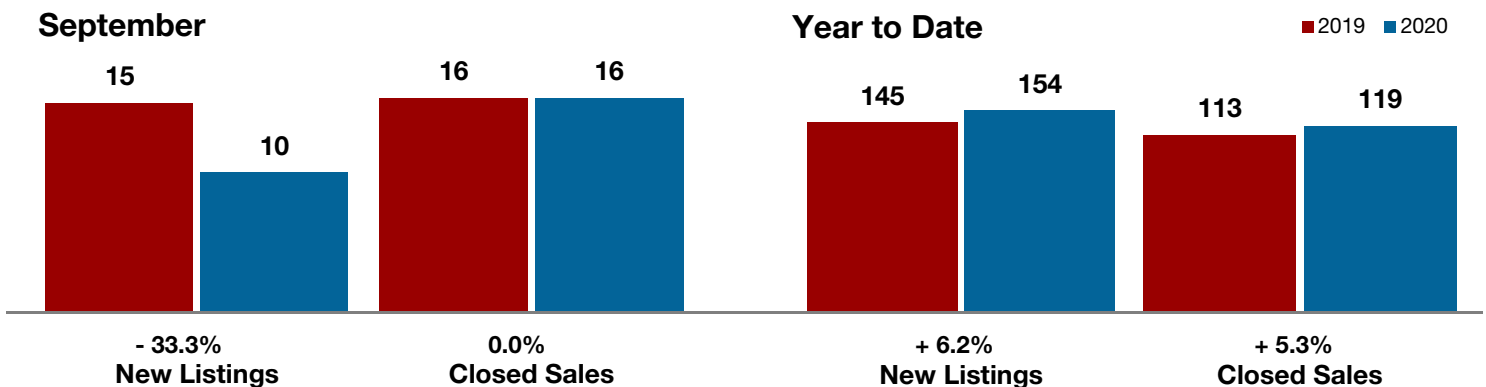
Change in
Closed Sales

Change in
Median Sales Price

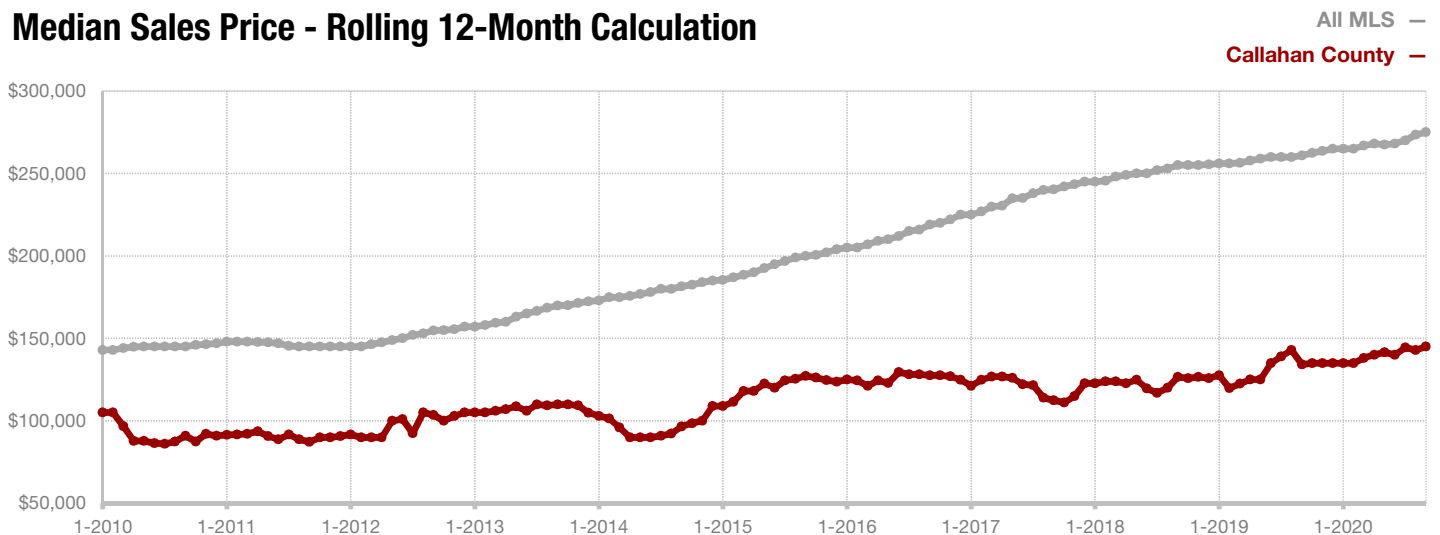
Callahan County

	September			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	15	10	- 33.3%	145	154	+ 6.2%
Pending Sales	11	8	- 27.3%	125	127	+ 1.6%
Closed Sales	16	16	0.0%	113	119	+ 5.3%
Average Sales Price*	\$144,388	\$206,300	+ 42.9%	\$158,253	\$180,718	+ 14.2%
Median Sales Price*	\$127,500	\$197,500	+ 54.9%	\$135,000	\$152,200	+ 12.7%
Percent of Original List Price Received*	97.9%	94.4%	- 3.6%	95.7%	94.3%	- 1.5%
Days on Market Until Sale	78	53	- 32.1%	74	51	- 31.1%
Inventory of Homes for Sale	44	37	- 15.9%	--	--	--
Months Supply of Inventory	3.5	2.9	- 25.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – September 2020

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



+ 25.0%

- 100.0%

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Clay County

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

September

Year to Date

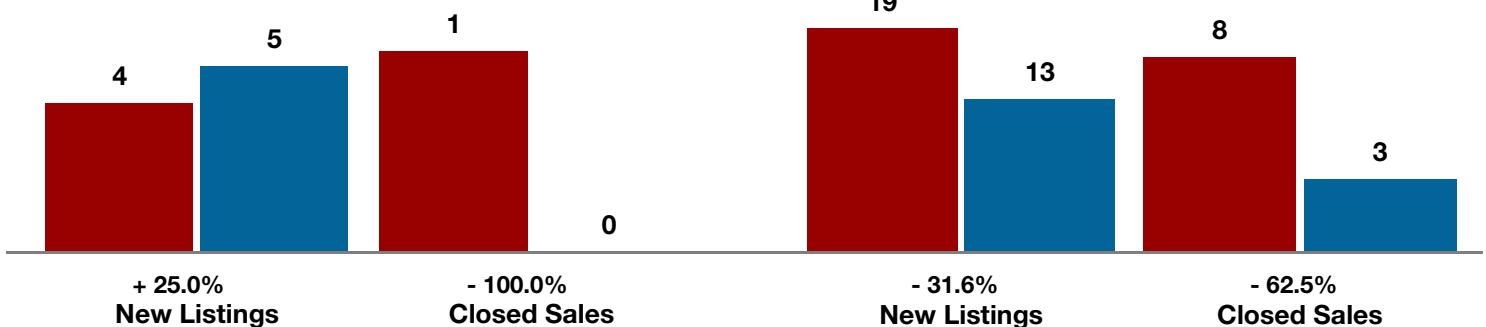
	2019	2020	+ / -	2019	2020	+ / -
New Listings	4	5	+ 25.0%	19	13	- 31.6%
Pending Sales	3	1	- 66.7%	10	4	- 60.0%
Closed Sales	1	0	- 100.0%	8	3	- 62.5%
Average Sales Price*	\$350,000	--	--	\$325,313	\$243,967	- 25.0%
Median Sales Price*	\$350,000	--	--	\$302,000	\$247,000	- 18.2%
Percent of Original List Price Received*	97.2%	--	--	93.1%	99.3%	+ 6.7%
Days on Market Until Sale	23	--	--	58	38	- 34.5%
Inventory of Homes for Sale	9	8	- 11.1%	--	--	--
Months Supply of Inventory	6.4	6.0	0.0%	--	--	--

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September

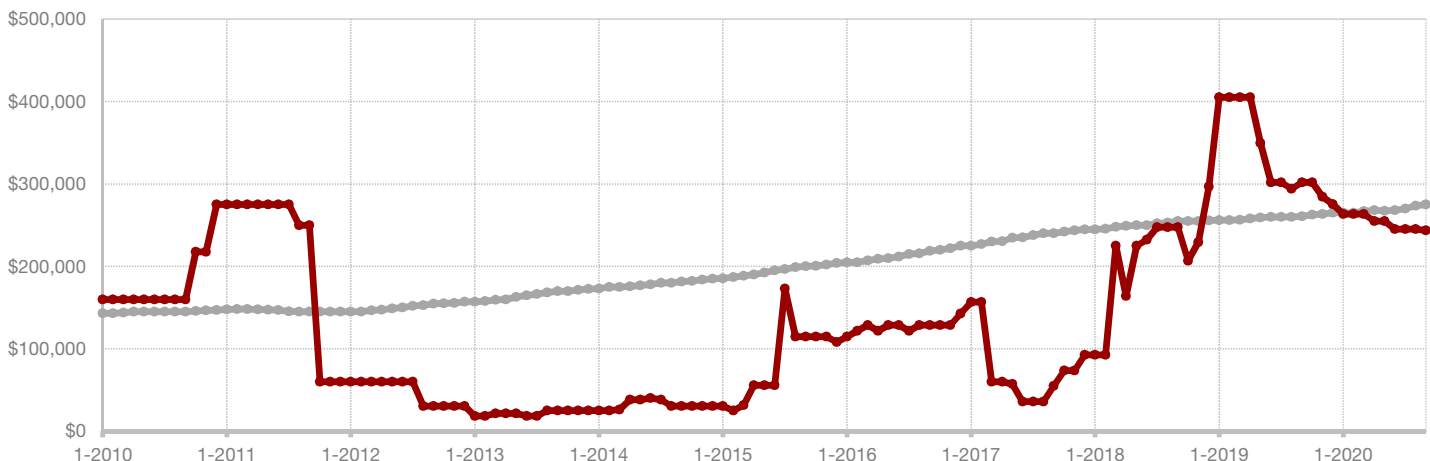
Year to Date

■ 2019 ■ 2020



Median Sales Price - Rolling 12-Month Calculation

All MLS —
Clay County —



Local Market Update – September 2020

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



+ 66.7%

- 20.0%

+ 128.1%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Coleman County

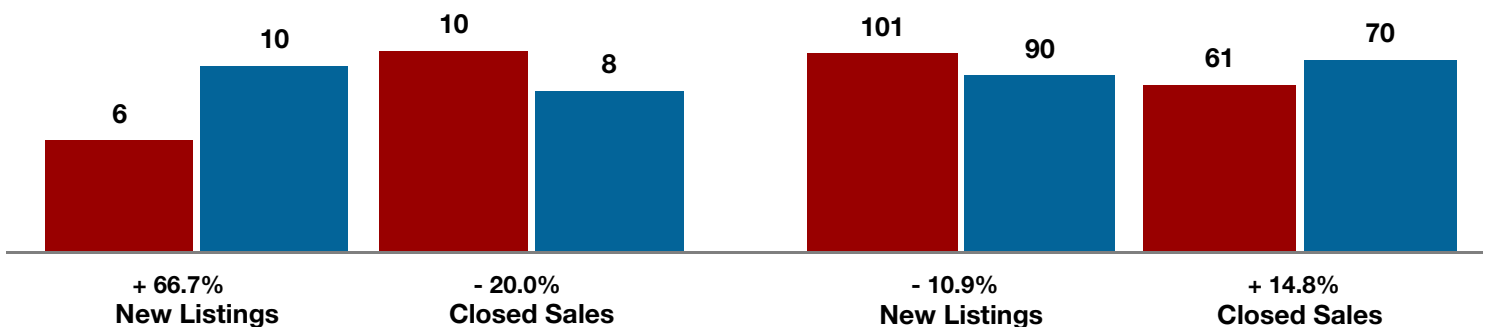
	September			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	6	10	+ 66.7%	101	90	- 10.9%
Pending Sales	5	9	+ 80.0%	64	77	+ 20.3%
Closed Sales	10	8	- 20.0%	61	70	+ 14.8%
Average Sales Price*	\$93,050	\$129,144	+ 38.8%	\$100,164	\$150,604	+ 50.4%
Median Sales Price*	\$48,000	\$109,500	+ 128.1%	\$69,010	\$75,000	+ 8.7%
Percent of Original List Price Received*	82.4%	93.7%	+ 13.7%	85.9%	86.0%	+ 0.1%
Days on Market Until Sale	186	57	- 69.4%	142	134	- 5.6%
Inventory of Homes for Sale	56	34	- 39.3%	--	--	--
Months Supply of Inventory	9.9	4.4	- 60.0%	--	--	--

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September

Year to Date

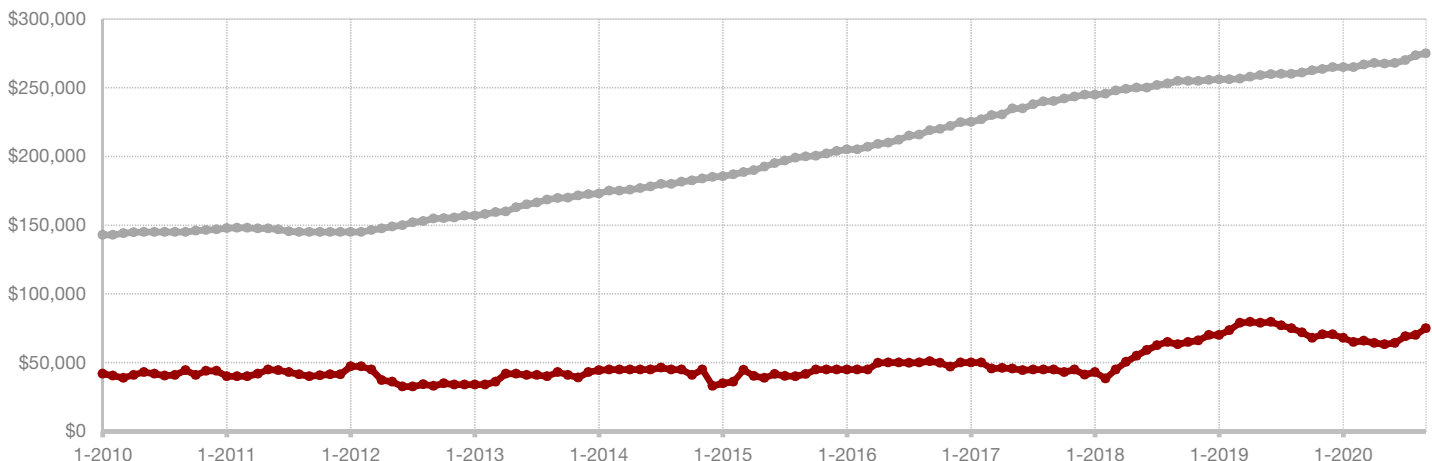
■ 2019 ■ 2020



Median Sales Price - Rolling 12-Month Calculation

All MLS —

Coleman County —



Local Market Update – September 2020

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Collin County

- 4.2%

+ 22.9%

+ 11.3%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

September

Year to Date

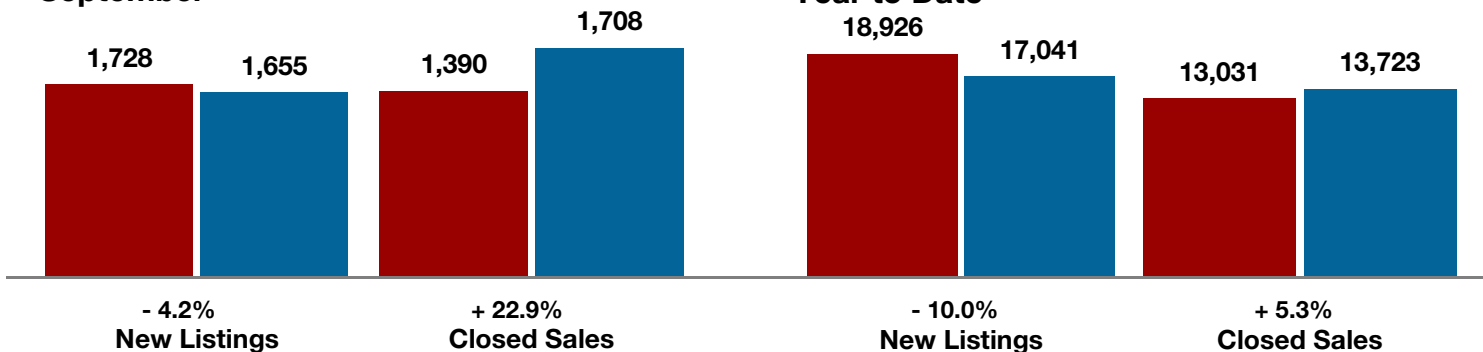
	2019	2020	+ / -	2019	2020	+ / -
New Listings	1,728	1,655	- 4.2%	18,926	17,041	- 10.0%
Pending Sales	1,328	1,413	+ 6.4%	13,617	14,660	+ 7.7%
Closed Sales	1,390	1,708	+ 22.9%	13,031	13,723	+ 5.3%
Average Sales Price*	\$371,362	\$408,996	+ 10.1%	\$380,248	\$397,460	+ 4.5%
Median Sales Price*	\$328,000	\$365,000	+ 11.3%	\$339,990	\$355,000	+ 4.4%
Percent of Original List Price Received*	95.2%	97.9%	+ 2.8%	95.9%	97.0%	+ 1.1%
Days on Market Until Sale	60	38	- 36.7%	59	50	- 15.3%
Inventory of Homes for Sale	4,981	2,469	- 50.4%	--	--	--
Months Supply of Inventory	3.6	1.6	- 50.0%	--	--	--

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September

Year to Date

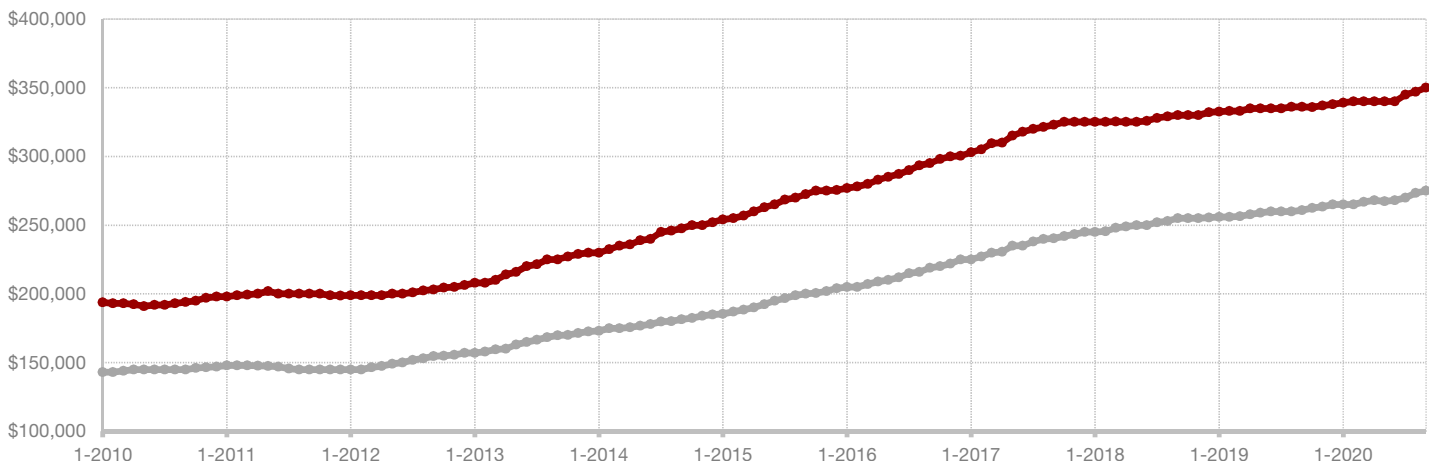
■ 2019 ■ 2020



Median Sales Price - Rolling 12-Month Calculation

All MLS —

Collin County —



Local Market Update – September 2020

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- 25.0%

+ 125.0%

- 22.9%

Change in
New Listings

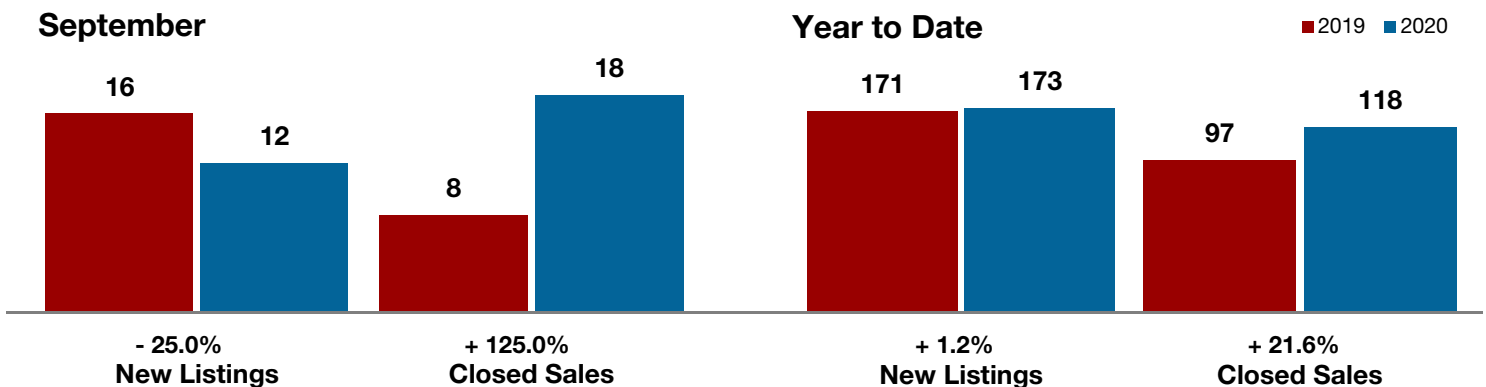
Change in
Closed Sales

Change in
Median Sales Price

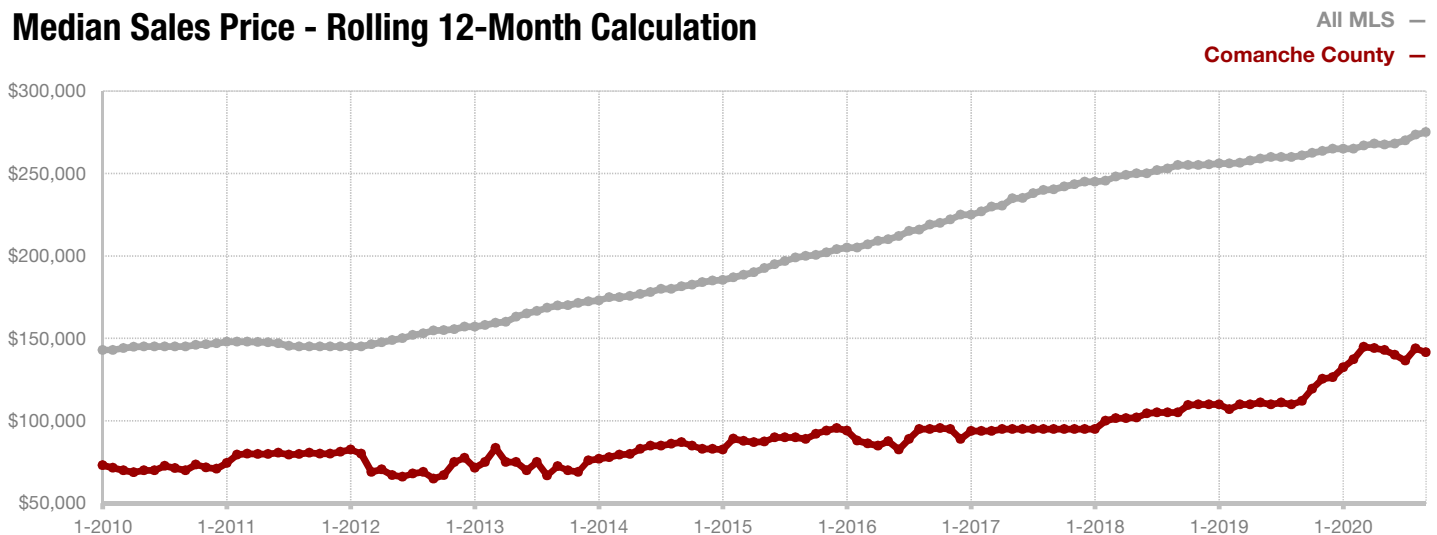
Comanche County

	September			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	16	12	- 25.0%	171	173	+ 1.2%
Pending Sales	12	15	+ 25.0%	106	124	+ 17.0%
Closed Sales	8	18	+ 125.0%	97	118	+ 21.6%
Average Sales Price*	\$213,750	\$206,844	- 3.2%	\$191,240	\$223,929	+ 17.1%
Median Sales Price*	\$162,000	\$124,900	- 22.9%	\$125,000	\$137,750	+ 10.2%
Percent of Original List Price Received*	80.5%	90.7%	+ 12.7%	88.4%	89.5%	+ 1.2%
Days on Market Until Sale	137	49	- 64.2%	96	105	+ 9.4%
Inventory of Homes for Sale	88	63	- 28.4%	--	--	--
Months Supply of Inventory	8.1	5.0	- 37.5%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – September 2020

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- 22.2%

- 5.4%

+ 7.6%

Change in
New Listings

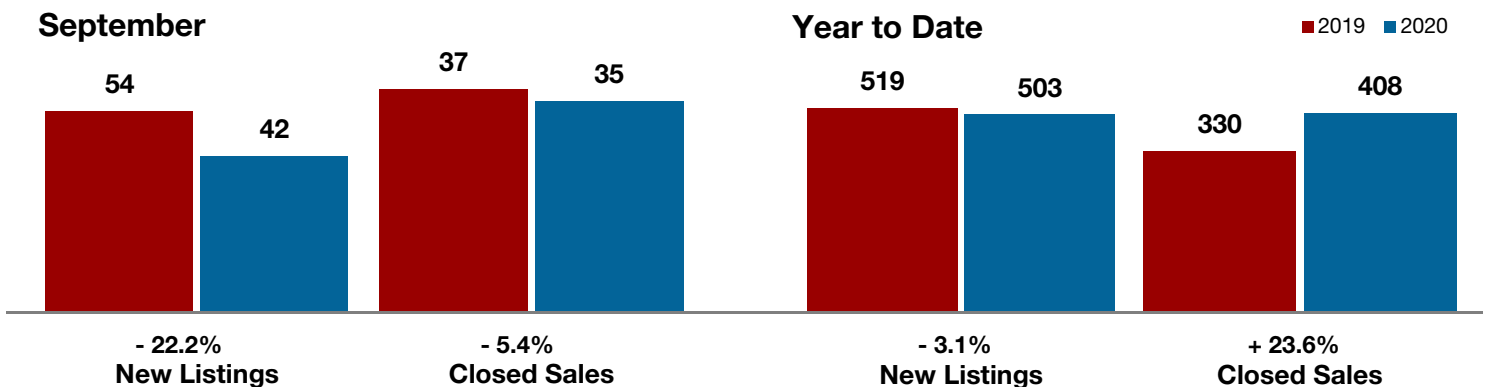
Change in
Closed Sales

Change in
Median Sales Price

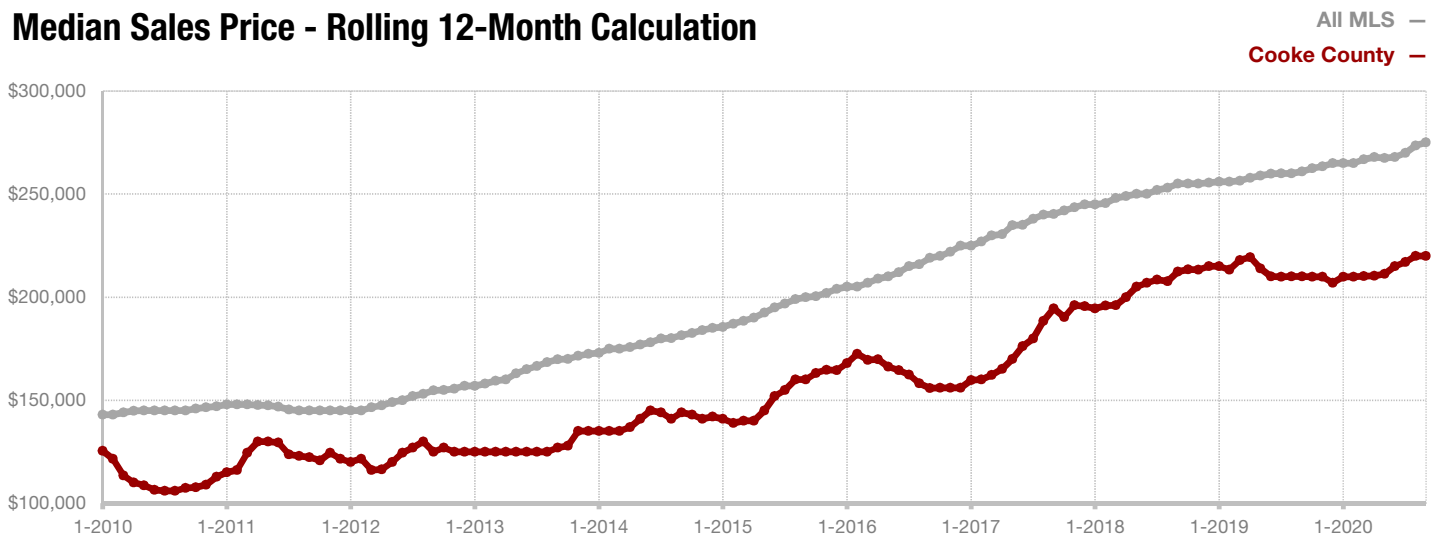
Cooke County

	September			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	54	42	- 22.2%	519	503	- 3.1%
Pending Sales	35	36	+ 2.9%	343	425	+ 23.9%
Closed Sales	37	35	- 5.4%	330	408	+ 23.6%
Average Sales Price*	\$268,467	\$355,523	+ 32.4%	\$274,253	\$292,476	+ 6.6%
Median Sales Price*	\$251,000	\$270,000	+ 7.6%	\$209,950	\$226,000	+ 7.6%
Percent of Original List Price Received*	92.5%	95.3%	+ 3.0%	94.3%	94.9%	+ 0.6%
Days on Market Until Sale	62	53	- 14.5%	69	74	+ 7.2%
Inventory of Homes for Sale	200	116	- 42.0%	--	--	--
Months Supply of Inventory	5.7	2.7	- 50.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – September 2020

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- 8.5%

+ 14.1%

+ 15.4%

Change in
New Listings

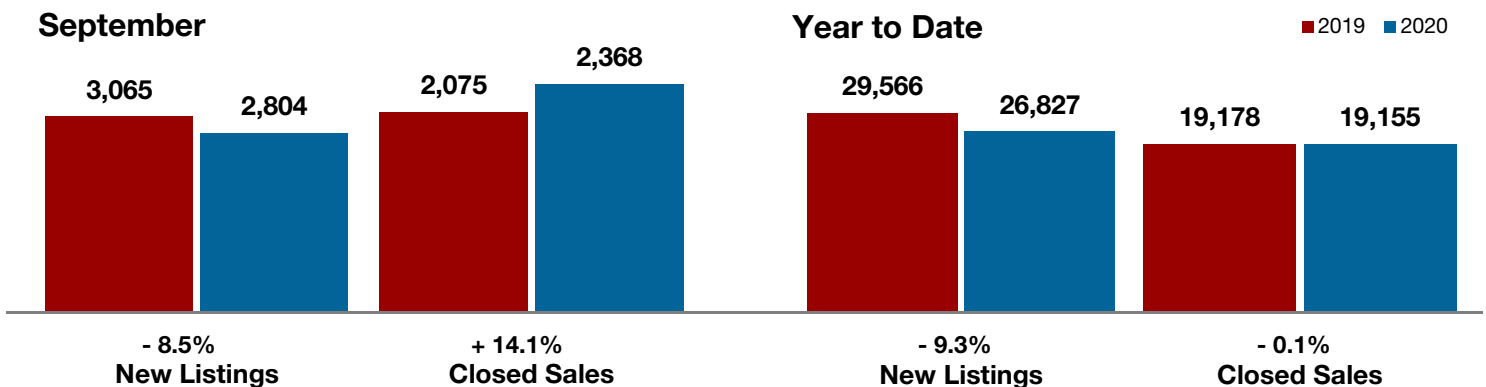
Change in
Closed Sales

Change in
Median Sales Price

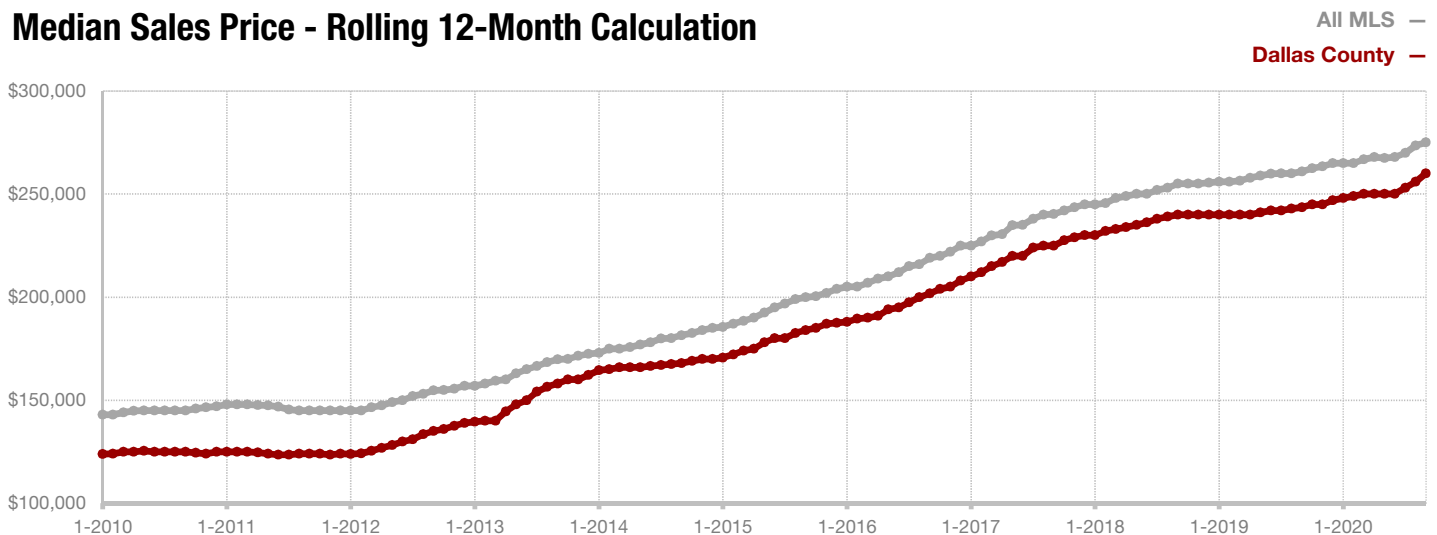
Dallas County

	September			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	3,065	2,804	- 8.5%	29,566	26,827	- 9.3%
Pending Sales	2,037	2,025	- 0.6%	20,011	20,325	+ 1.6%
Closed Sales	2,075	2,368	+ 14.1%	19,178	19,155	- 0.1%
Average Sales Price*	\$350,726	\$404,607	+ 15.4%	\$353,999	\$378,181	+ 6.8%
Median Sales Price*	\$247,000	\$285,000	+ 15.4%	\$247,000	\$265,000	+ 7.3%
Percent of Original List Price Received*	95.4%	97.3%	+ 2.0%	96.2%	96.5%	+ 0.3%
Days on Market Until Sale	43	36	- 16.3%	42	43	+ 2.4%
Inventory of Homes for Sale	7,561	4,932	- 34.8%	--	--	--
Months Supply of Inventory	3.6	2.3	- 50.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – September 2020

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Delta County

- 75.0%

- 40.0%

+ 189.8%

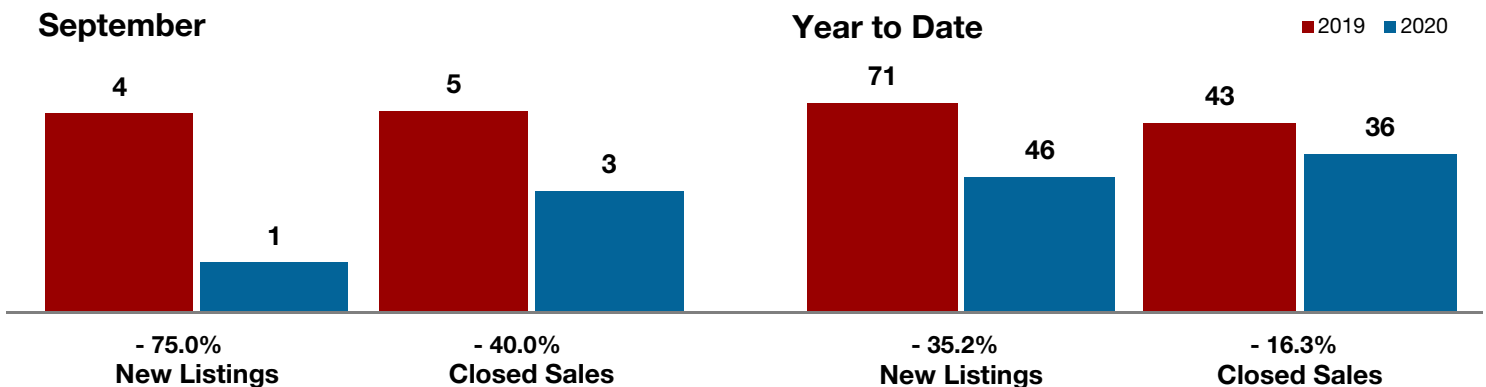
Change in
New Listings

Change in
Closed Sales

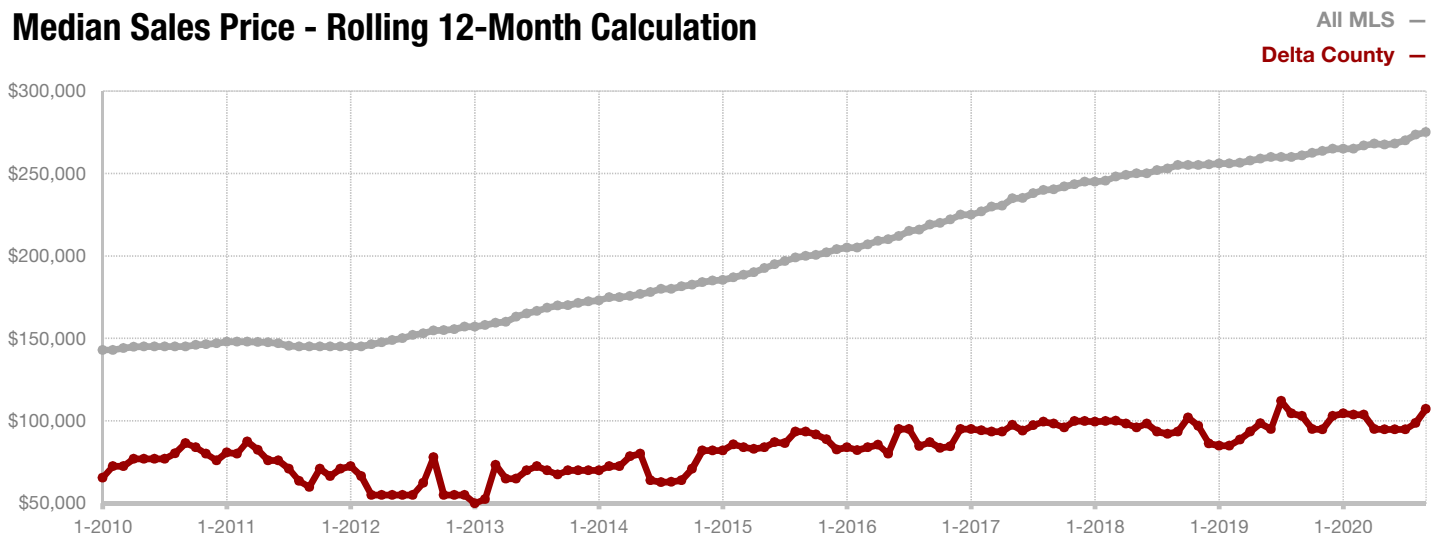
Change in
Median Sales Price

	September			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	4	1	- 75.0%	71	46	- 35.2%
Pending Sales	5	3	- 40.0%	47	42	- 10.6%
Closed Sales	5	3	- 40.0%	43	36	- 16.3%
Average Sales Price*	\$125,300	\$185,967	+ 48.4%	\$130,588	\$130,513	- 0.1%
Median Sales Price*	\$88,000	\$255,000	+ 189.8%	\$103,000	\$107,128	+ 4.0%
Percent of Original List Price Received*	89.3%	91.3%	+ 2.2%	93.2%	94.0%	+ 0.9%
Days on Market Until Sale	44	63	+ 43.2%	35	40	+ 14.3%
Inventory of Homes for Sale	24	8	- 66.7%	--	--	--
Months Supply of Inventory	5.0	2.0	- 60.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – September 2020

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Denton County

0.0%

+ 26.7%

+ 7.8%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

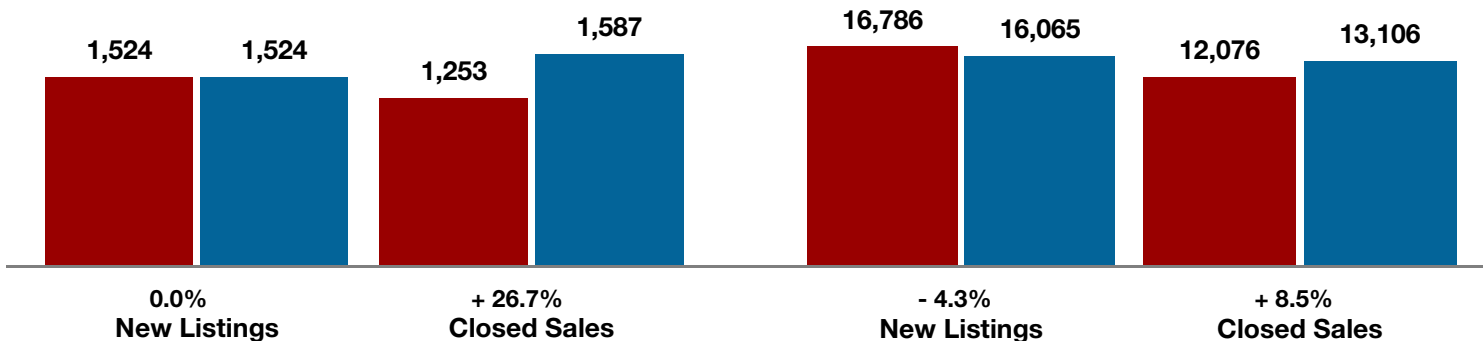
	September			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	1,524	1,524	0.0%	16,786	16,065	- 4.3%
Pending Sales	1,257	1,341	+ 6.7%	12,648	14,139	+ 11.8%
Closed Sales	1,253	1,587	+ 26.7%	12,076	13,106	+ 8.5%
Average Sales Price*	\$355,365	\$393,338	+ 10.7%	\$362,337	\$375,376	+ 3.6%
Median Sales Price*	\$310,000	\$334,245	+ 7.8%	\$315,000	\$325,000	+ 3.2%
Percent of Original List Price Received*	96.2%	98.2%	+ 2.1%	96.6%	97.4%	+ 0.8%
Days on Market Until Sale	54	35	- 35.2%	53	47	- 11.3%
Inventory of Homes for Sale	4,125	2,191	- 46.9%	--	--	--
Months Supply of Inventory	3.2	1.5	- 33.3%	--	--	--

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September

Year to Date

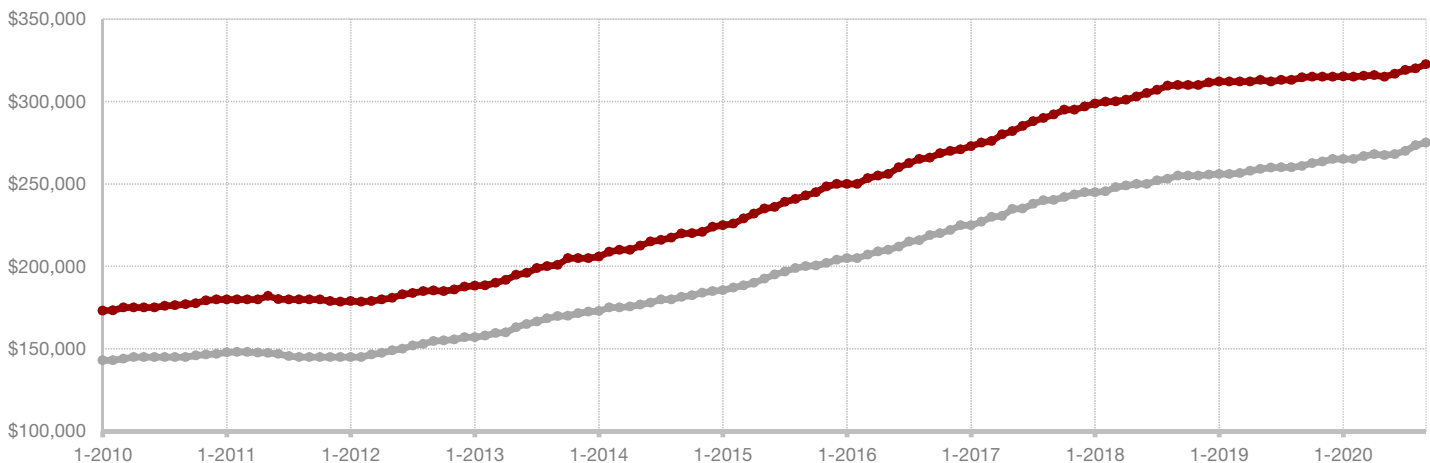
■ 2019 ■ 2020



Median Sales Price - Rolling 12-Month Calculation

All MLS —

Denton County —



Local Market Update – September 2020

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- 4.3%

+ 6.7%

+ 18.1%

Change in
New Listings

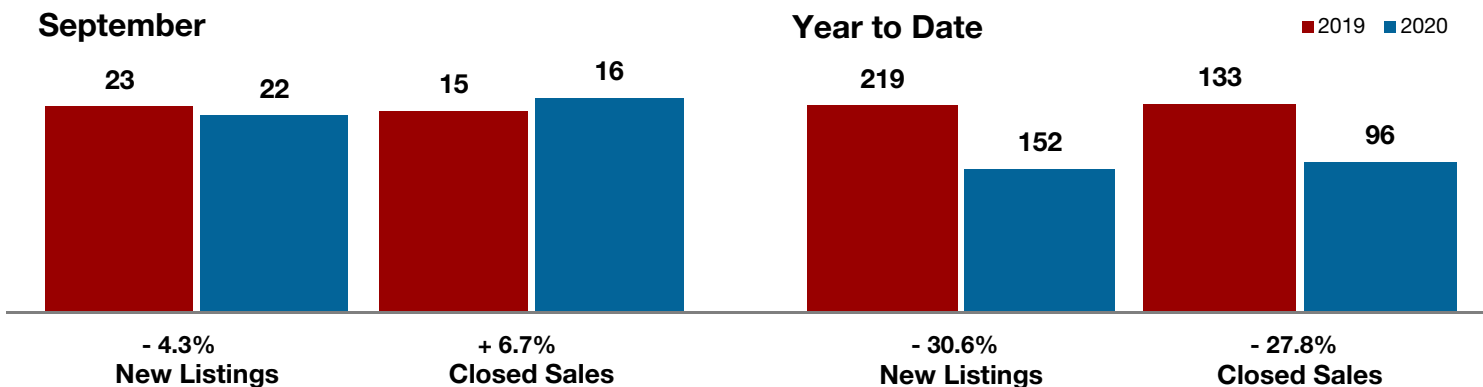
Change in
Closed Sales

Change in
Median Sales Price

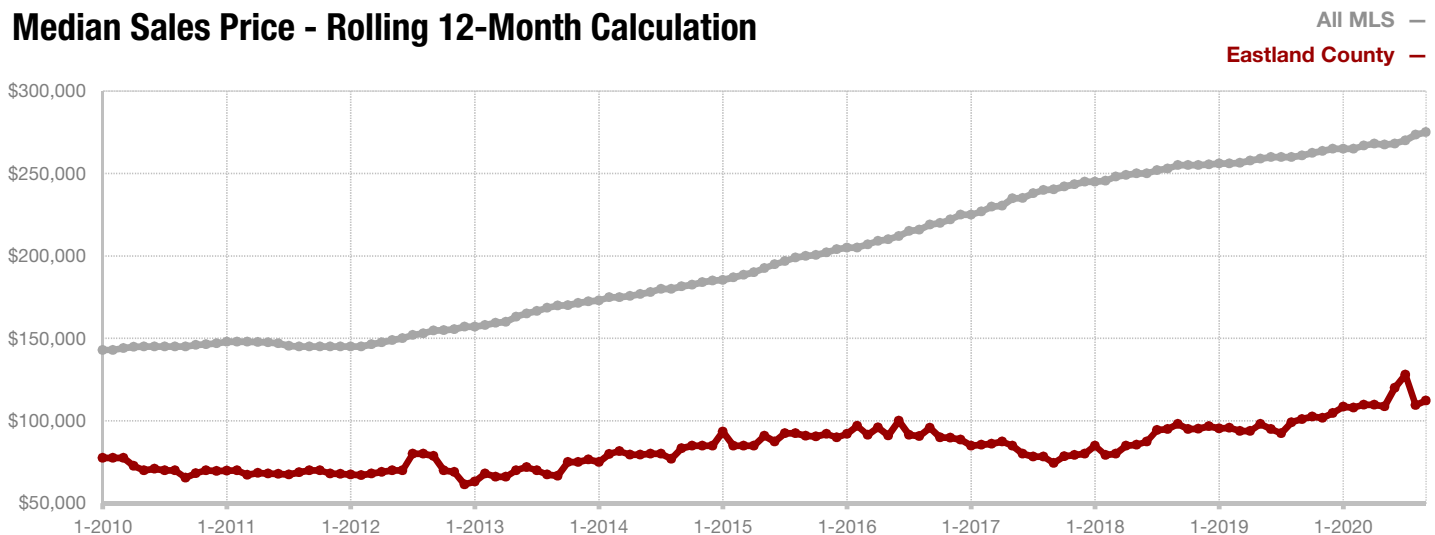
Eastland County

	September			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	23	22	- 4.3%	219	152	- 30.6%
Pending Sales	12	10	- 16.7%	140	110	- 21.4%
Closed Sales	15	16	+ 6.7%	133	96	- 27.8%
Average Sales Price*	\$145,413	\$149,534	+ 2.8%	\$193,724	\$165,488	- 14.6%
Median Sales Price*	\$110,000	\$129,950	+ 18.1%	\$96,500	\$112,750	+ 16.8%
Percent of Original List Price Received*	94.7%	91.9%	- 3.0%	90.0%	90.5%	+ 0.6%
Days on Market Until Sale	95	79	- 16.8%	114	102	- 10.5%
Inventory of Homes for Sale	114	74	- 35.1%	--	--	--
Months Supply of Inventory	8.1	6.6	- 12.5%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – September 2020

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



Ellis County

+ 4.7%

+ 10.1%

+ 21.5%

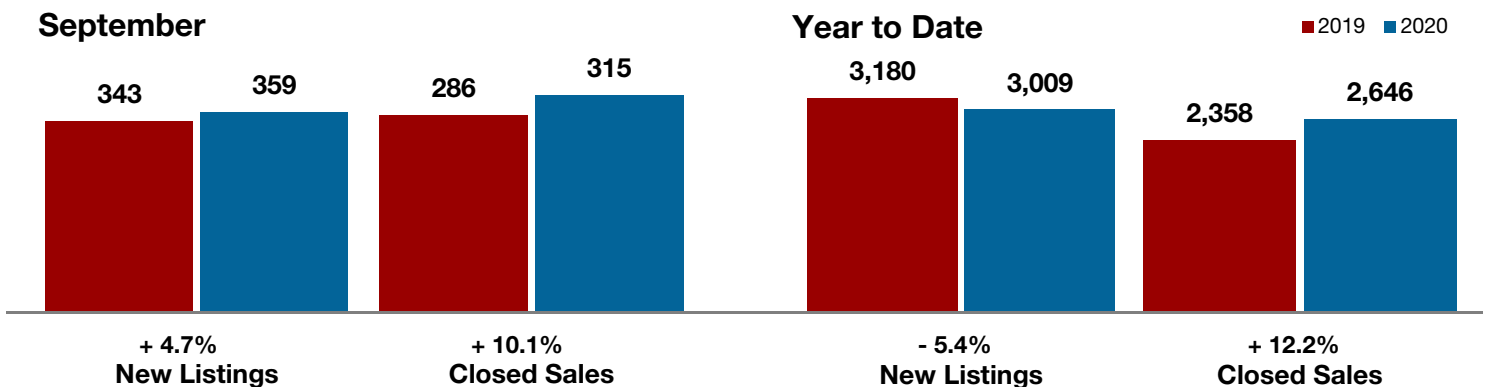
Change in
New Listings

Change in
Closed Sales

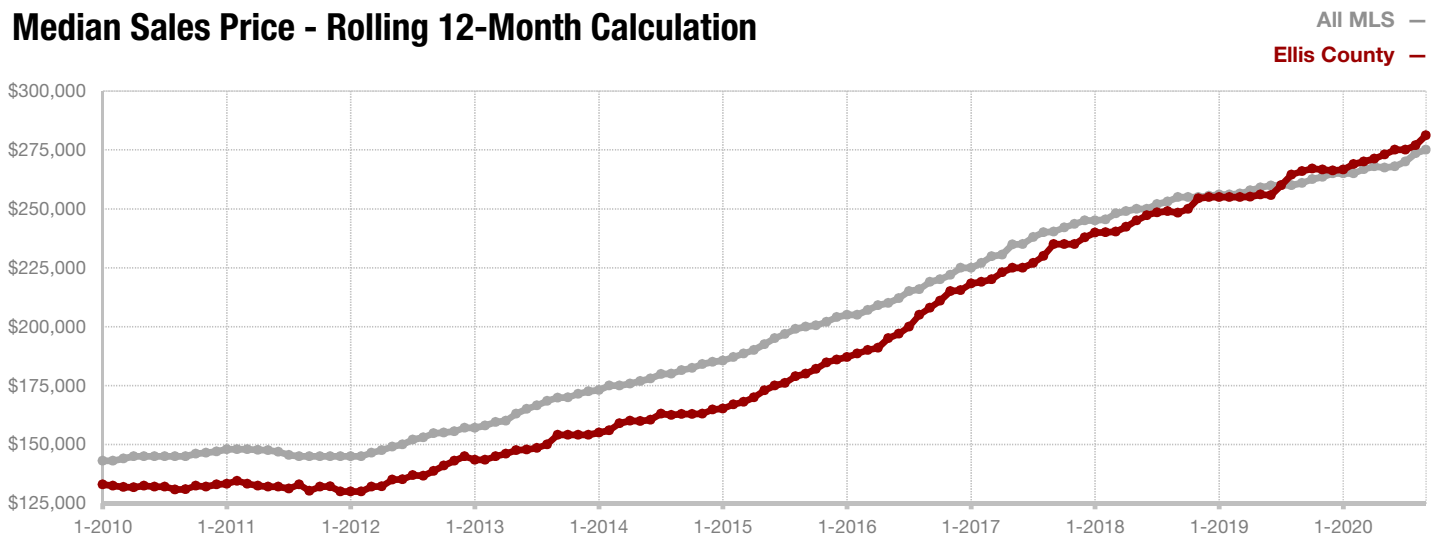
Change in
Median Sales Price

	September			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	343	359	+ 4.7%	3,180	3,009	- 5.4%
Pending Sales	275	276	+ 0.4%	2,492	2,851	+ 14.4%
Closed Sales	286	315	+ 10.1%	2,358	2,646	+ 12.2%
Average Sales Price*	\$281,436	\$335,249	+ 19.1%	\$285,143	\$304,846	+ 6.9%
Median Sales Price*	\$265,500	\$322,600	+ 21.5%	\$265,000	\$285,000	+ 7.5%
Percent of Original List Price Received*	97.2%	98.5%	+ 1.3%	97.3%	97.7%	+ 0.4%
Days on Market Until Sale	43	47	+ 9.3%	52	55	+ 5.8%
Inventory of Homes for Sale	844	470	- 44.3%	--	--	--
Months Supply of Inventory	3.3	1.6	- 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 – September 2020

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



Erath County

+ 29.3%

+ 13.2%

+ 37.1%

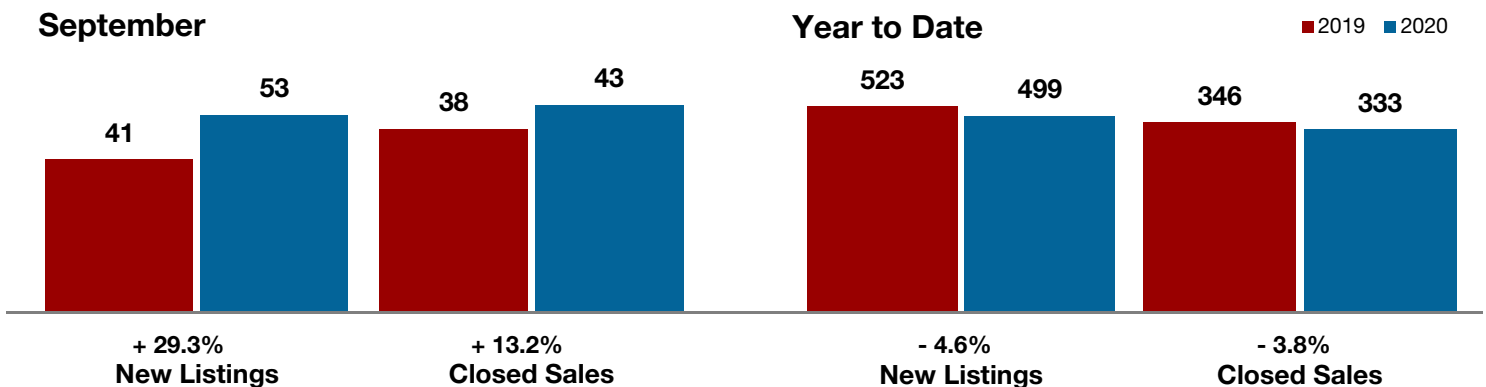
Change in
New Listings

Change in
Closed Sales

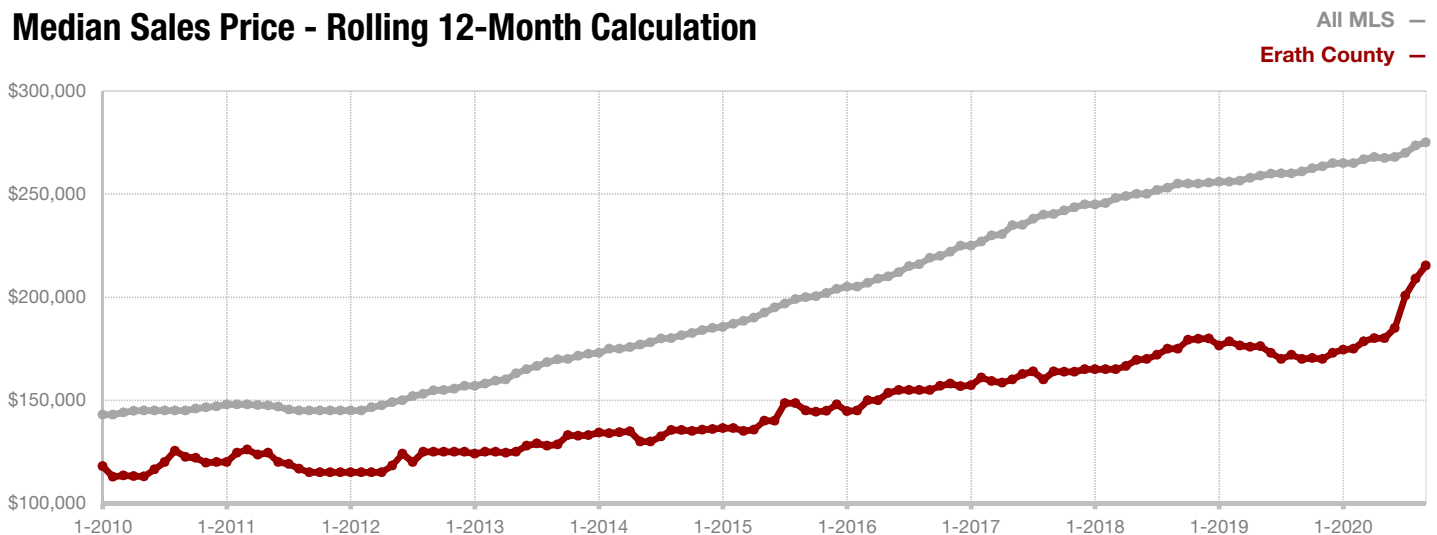
Change in
Median Sales Price

	September			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	41	53	+ 29.3%	523	499	- 4.6%
Pending Sales	32	29	- 9.4%	375	340	- 9.3%
Closed Sales	38	43	+ 13.2%	346	333	- 3.8%
Average Sales Price*	\$201,235	\$278,465	+ 38.4%	\$205,522	\$261,665	+ 27.3%
Median Sales Price*	\$175,000	\$240,000	+ 37.1%	\$169,975	\$219,500	+ 29.1%
Percent of Original List Price Received*	93.6%	95.6%	+ 2.1%	93.8%	94.6%	+ 0.9%
Days on Market Until Sale	47	64	+ 36.2%	56	63	+ 12.5%
Inventory of Homes for Sale	182	181	- 0.5%	--	--	--
Months Supply of Inventory	4.7	5.0	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 – September 2020

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



Fannin County

- 16.7%

- 13.5%

+ 15.1%

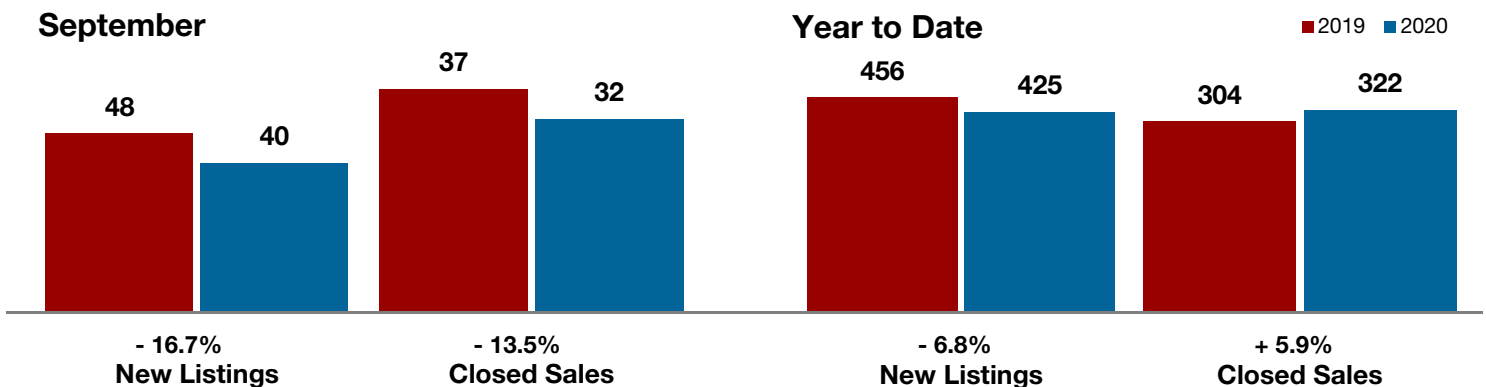
Change in
New Listings

Change in
Closed Sales

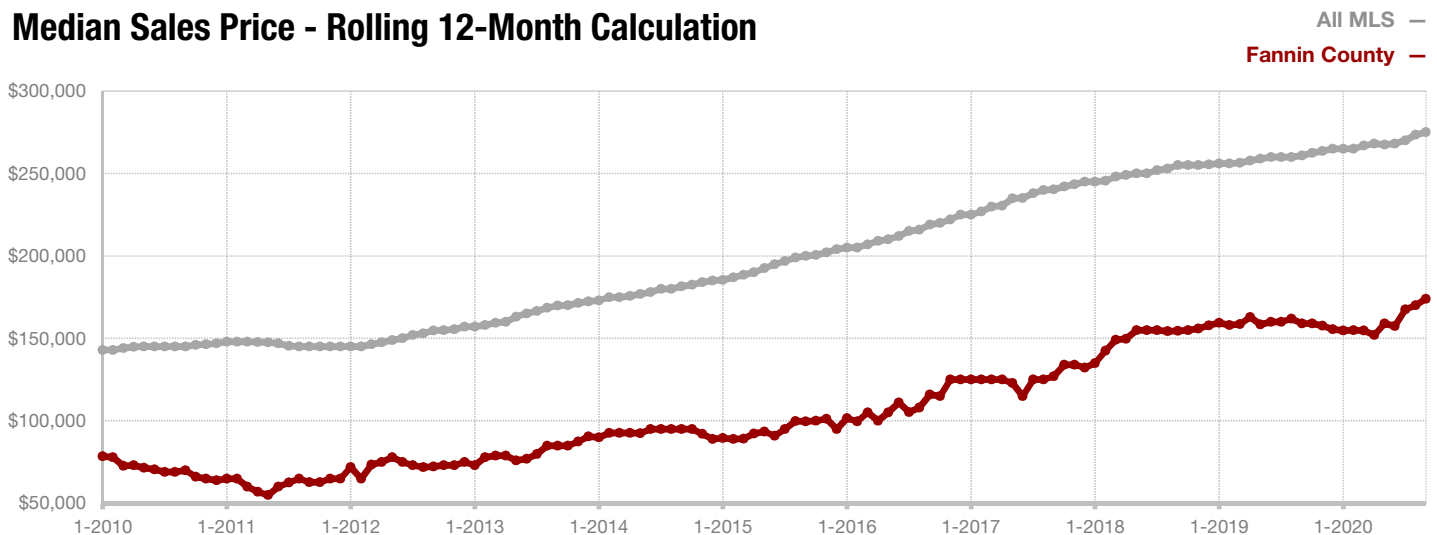
Change in
Median Sales Price

	September			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	48	40	- 16.7%	456	425	- 6.8%
Pending Sales	29	29	0.0%	313	333	+ 6.4%
Closed Sales	37	32	- 13.5%	304	322	+ 5.9%
Average Sales Price*	\$153,908	\$222,192	+ 44.4%	\$186,932	\$211,105	+ 12.9%
Median Sales Price*	\$149,000	\$171,500	+ 15.1%	\$157,750	\$178,050	+ 12.9%
Percent of Original List Price Received*	93.2%	90.9%	- 2.5%	93.5%	93.6%	+ 0.1%
Days on Market Until Sale	47	67	+ 42.6%	61	70	+ 14.8%
Inventory of Homes for Sale	186	106	- 43.0%	--	--	--
Months Supply of Inventory	5.8	3.1	- 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 – September 2020

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



+ 37.5%

0.0%

+ 26.7%

Change in
New Listings

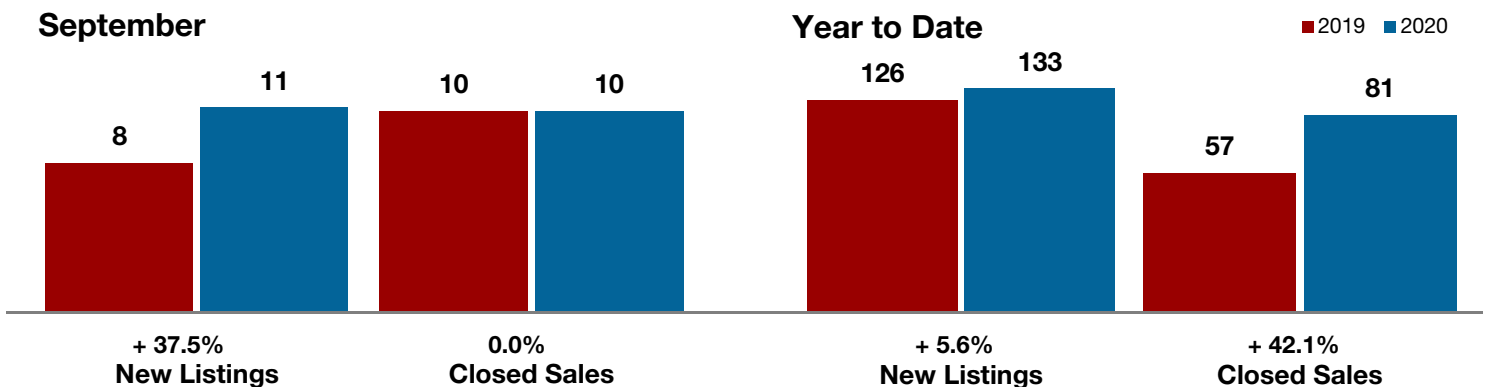
Change in
Closed Sales

Change in
Median Sales Price

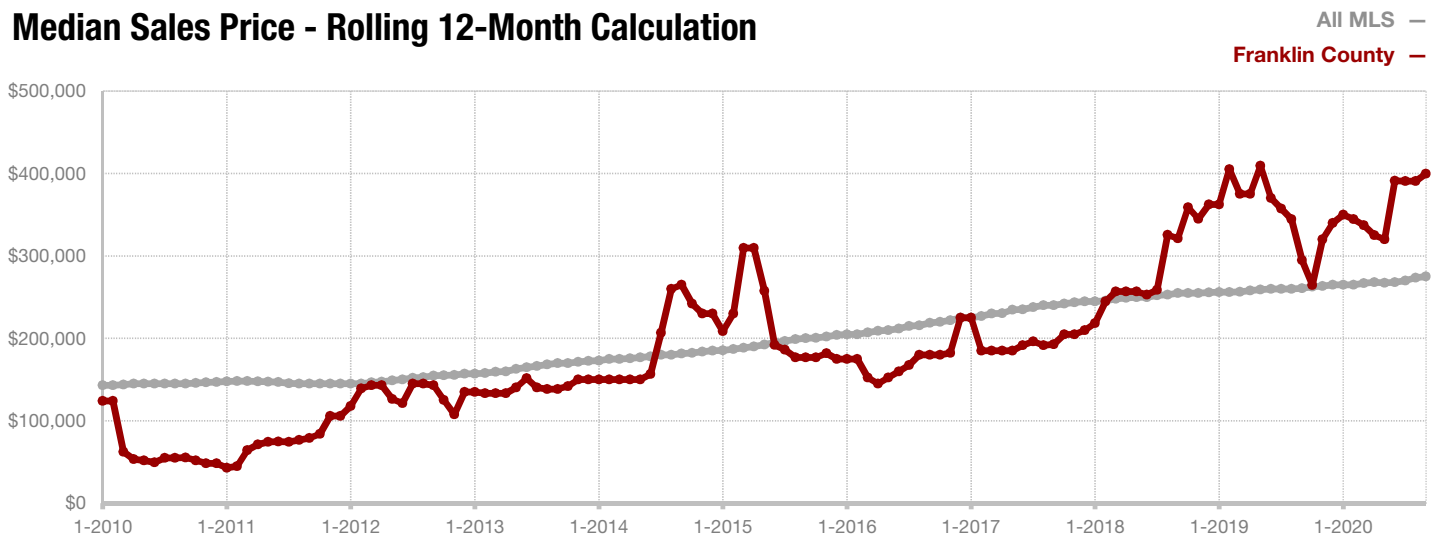
Franklin County

	September			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	8	11	+ 37.5%	126	133	+ 5.6%
Pending Sales	3	10	+ 233.3%	58	91	+ 56.9%
Closed Sales	10	10	0.0%	57	81	+ 42.1%
Average Sales Price*	\$160,200	\$426,498	+ 166.2%	\$389,284	\$440,540	+ 13.2%
Median Sales Price*	\$139,750	\$177,115	+ 26.7%	\$264,500	\$365,000	+ 38.0%
Percent of Original List Price Received*	88.8%	92.4%	+ 4.1%	91.5%	92.5%	+ 1.1%
Days on Market Until Sale	37	89	+ 140.5%	75	79	+ 5.3%
Inventory of Homes for Sale	59	32	- 45.8%	--	--	--
Months Supply of Inventory	9.7	3.8	- 60.0%	--	--	--

* 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 – September 2020

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



0.0%

+ 7.7%

- 20.3%

Change in
New Listings

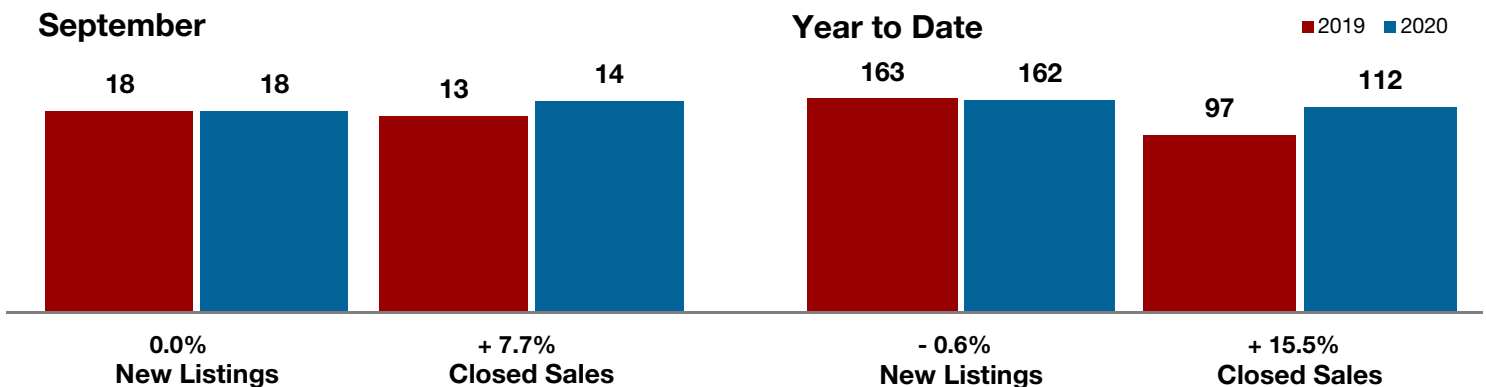
Change in
Closed Sales

Change in
Median Sales Price

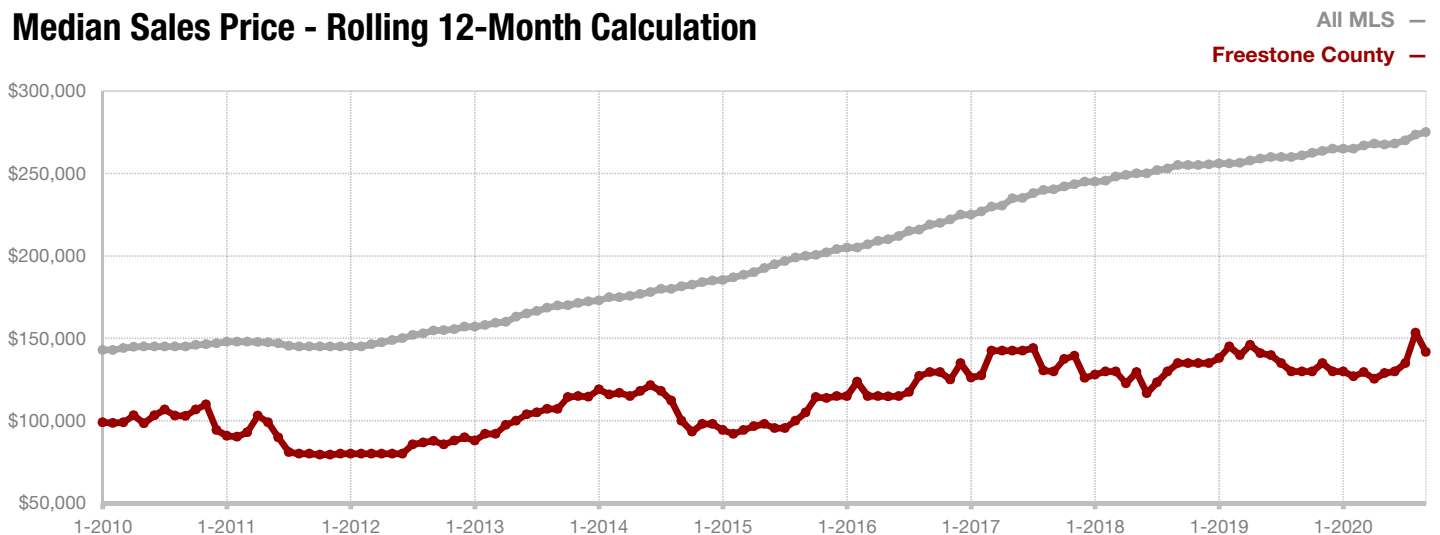
Freestone County

	September			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	18	18	0.0%	163	162	- 0.6%
Pending Sales	8	12	+ 50.0%	102	126	+ 23.5%
Closed Sales	13	14	+ 7.7%	97	112	+ 15.5%
Average Sales Price*	\$169,675	\$130,154	- 23.3%	\$158,283	\$195,427	+ 23.5%
Median Sales Price*	\$153,450	\$122,250	- 20.3%	\$128,500	\$140,750	+ 9.5%
Percent of Original List Price Received*	94.8%	90.5%	- 4.5%	90.9%	92.2%	+ 1.4%
Days on Market Until Sale	65	87	+ 33.8%	78	98	+ 25.6%
Inventory of Homes for Sale	70	55	- 21.4%	--	--	--
Months Supply of Inventory	6.6	4.3	- 42.9%	--	--	--

* 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 – September 2020

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



- 6.1%

+ 50.3%

+ 7.7%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Grayson County

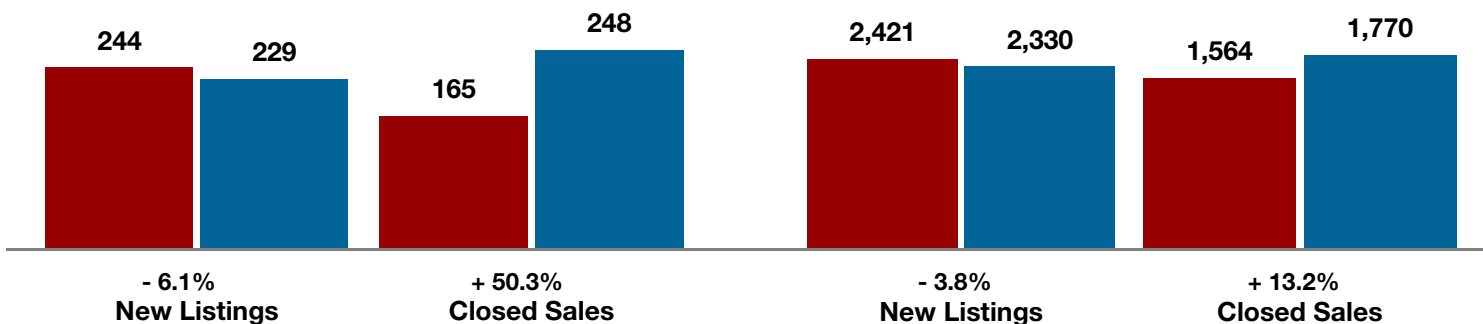
	September			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	244	229	- 6.1%	2,421	2,330	- 3.8%
Pending Sales	162	186	+ 14.8%	1,657	1,908	+ 15.1%
Closed Sales	165	248	+ 50.3%	1,564	1,770	+ 13.2%
Average Sales Price*	\$237,788	\$245,590	+ 3.3%	\$224,969	\$231,570	+ 2.9%
Median Sales Price*	\$195,000	\$210,000	+ 7.7%	\$189,900	\$197,750	+ 4.1%
Percent of Original List Price Received*	93.0%	96.5%	+ 3.8%	94.1%	94.7%	+ 0.6%
Days on Market Until Sale	68	56	- 17.6%	61	63	+ 3.3%
Inventory of Homes for Sale	801	509	- 36.5%	--	--	--
Months Supply of Inventory	4.7	2.6	- 40.0%	--	--	--

* 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.

September

Year to Date

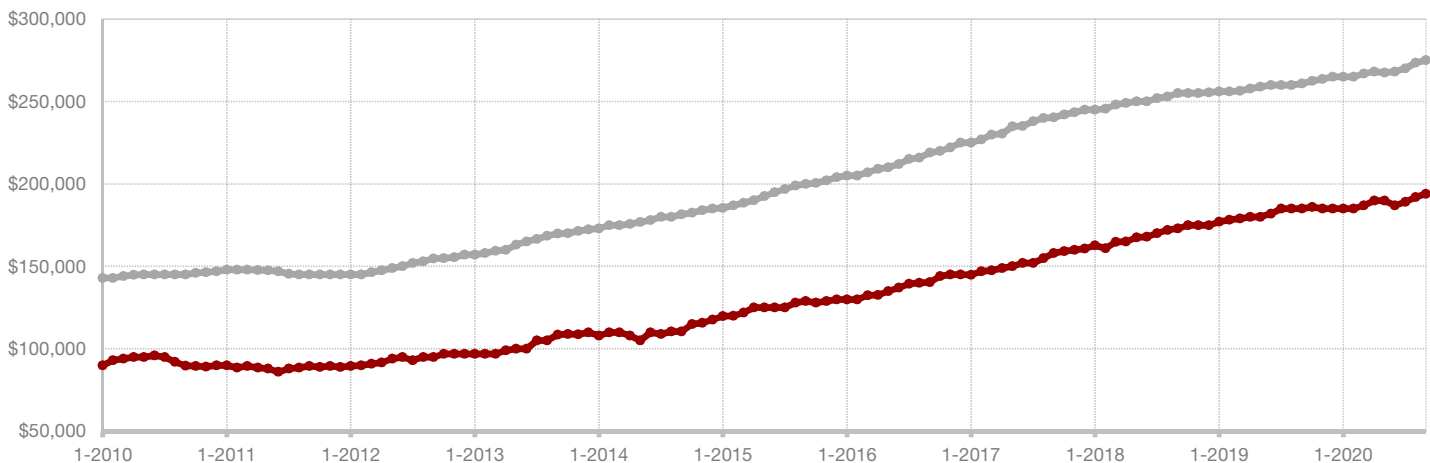
■ 2019 ■ 2020



Median Sales Price - Rolling 12-Month Calculation

All MLS —

Grayson County —



Local Market Update – September 2020

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



- 14.3%

+ 12.5%

+ 66.3%

Change in
New Listings

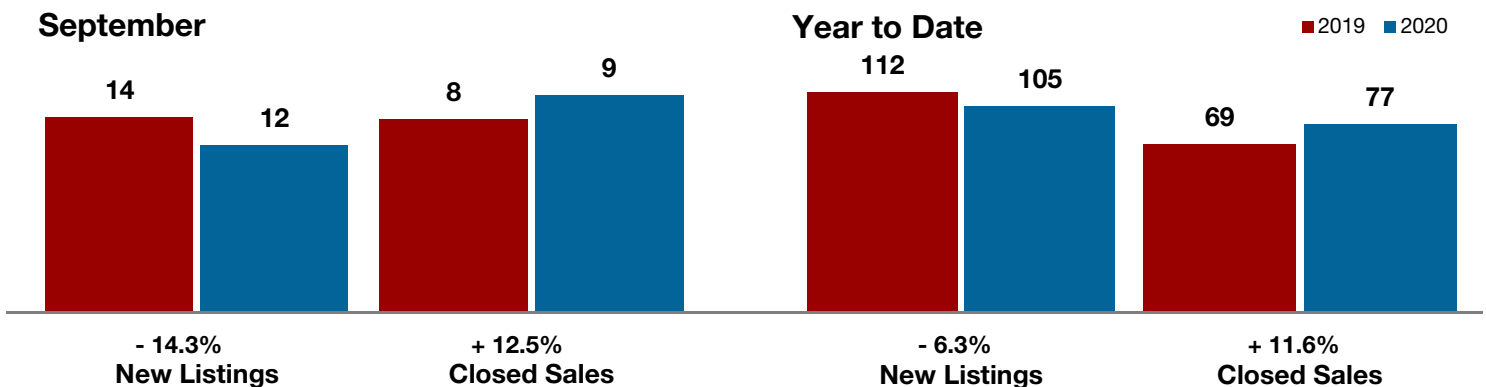
Change in
Closed Sales

Change in
Median Sales Price

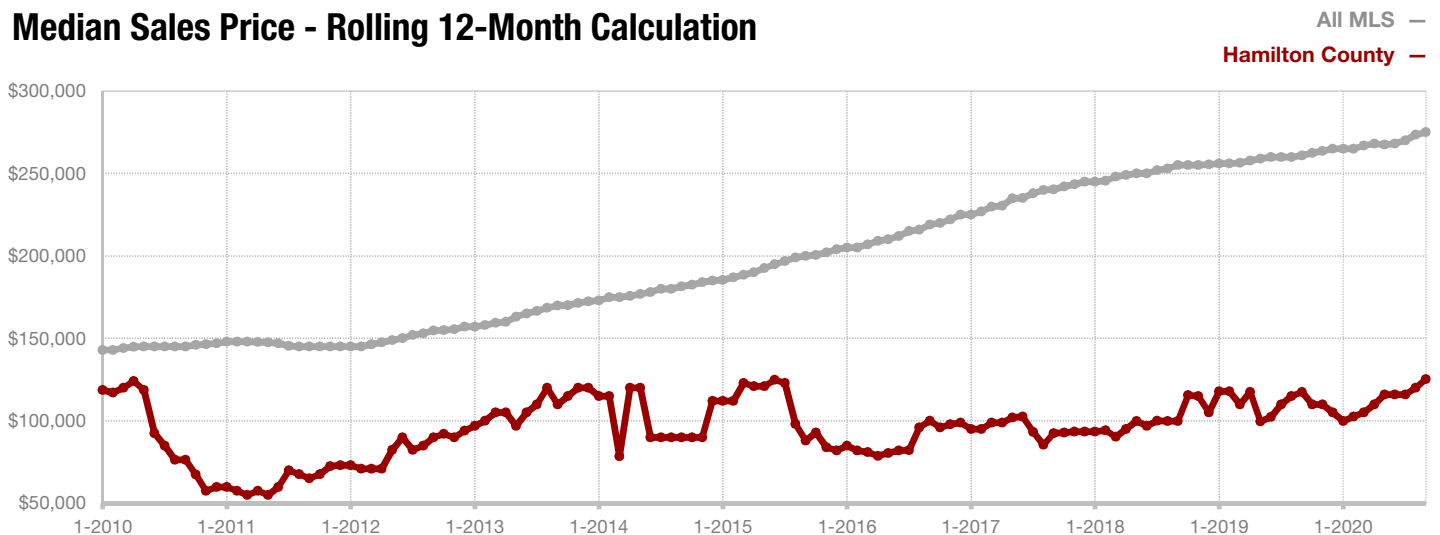
Hamilton County

	September			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	14	12	- 14.3%	112	105	- 6.3%
Pending Sales	4	7	+ 75.0%	70	84	+ 20.0%
Closed Sales	8	9	+ 12.5%	69	77	+ 11.6%
Average Sales Price*	\$399,438	\$253,278	- 36.6%	\$197,616	\$203,442	+ 2.9%
Median Sales Price*	\$127,500	\$212,000	+ 66.3%	\$110,000	\$136,250	+ 23.9%
Percent of Original List Price Received*	84.7%	92.1%	+ 8.7%	87.9%	89.9%	+ 2.3%
Days on Market Until Sale	98	108	+ 10.2%	99	103	+ 4.0%
Inventory of Homes for Sale	63	39	- 38.1%	--	--	--
Months Supply of Inventory	8.8	4.5	- 44.4%	--	--	--

* 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 – September 2020

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0.0%

--

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Harrison County

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

September

Year to Date

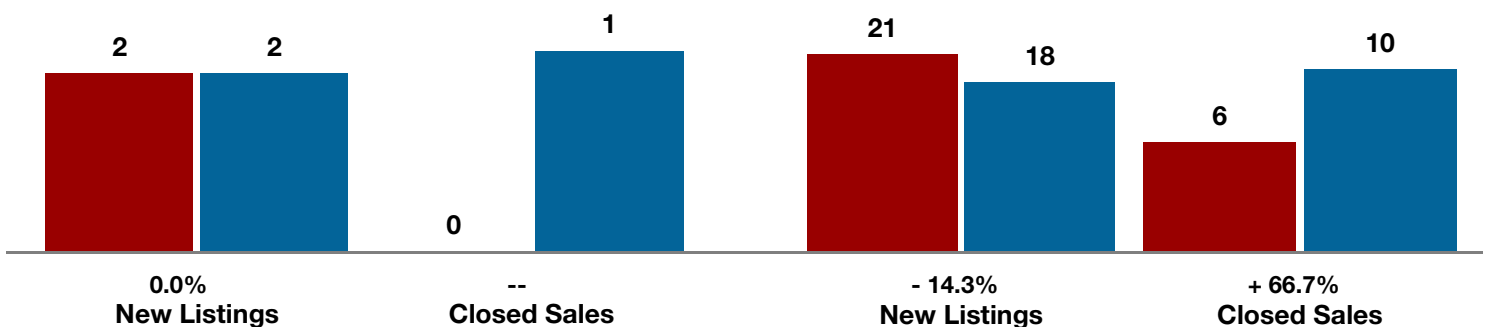
	2019	2020	+ / -	2019	2020	+ / -
New Listings	2	2	0.0%	21	18	- 14.3%
Pending Sales	2	1	- 50.0%	10	10	0.0%
Closed Sales	0	1	--	6	10	+ 66.7%
Average Sales Price*	--	\$165,000	--	\$248,167	\$341,440	+ 37.6%
Median Sales Price*	--	\$165,000	--	\$210,000	\$296,000	+ 41.0%
Percent of Original List Price Received*	--	97.6%	--	87.2%	96.2%	+ 10.3%
Days on Market Until Sale	--	56	--	100	72	- 28.0%
Inventory of Homes for Sale	13	9	- 30.8%	--	--	--
Months Supply of Inventory	9.0	6.8	- 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.

September

Year to Date

■ 2019 ■ 2020



Median Sales Price - Rolling 12-Month Calculation

All MLS —

Harrison County —



Local Market Update – September 2020

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- 1.7%

+ 50.0%

+ 6.7%

Change in
New Listings

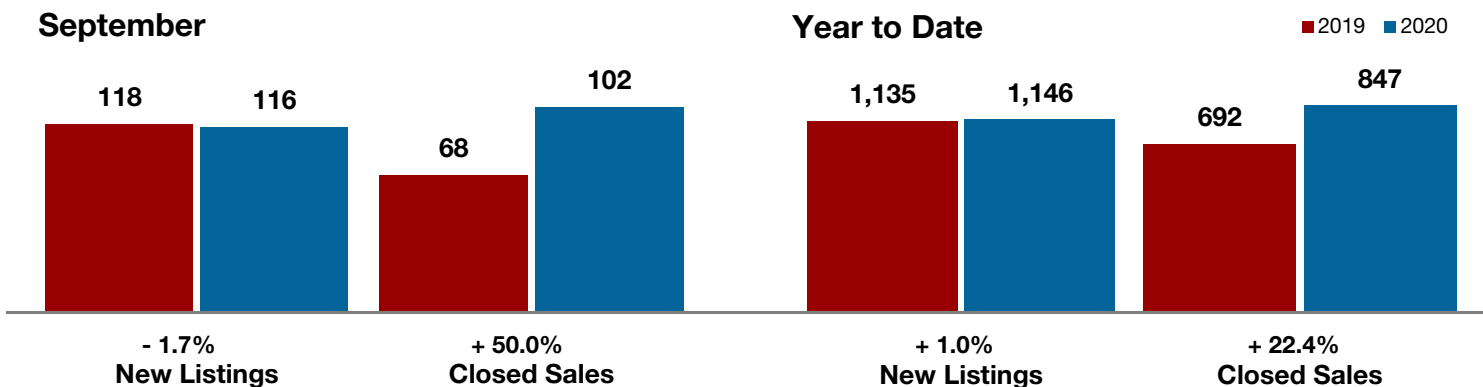
Change in
Closed Sales

Change in
Median Sales Price

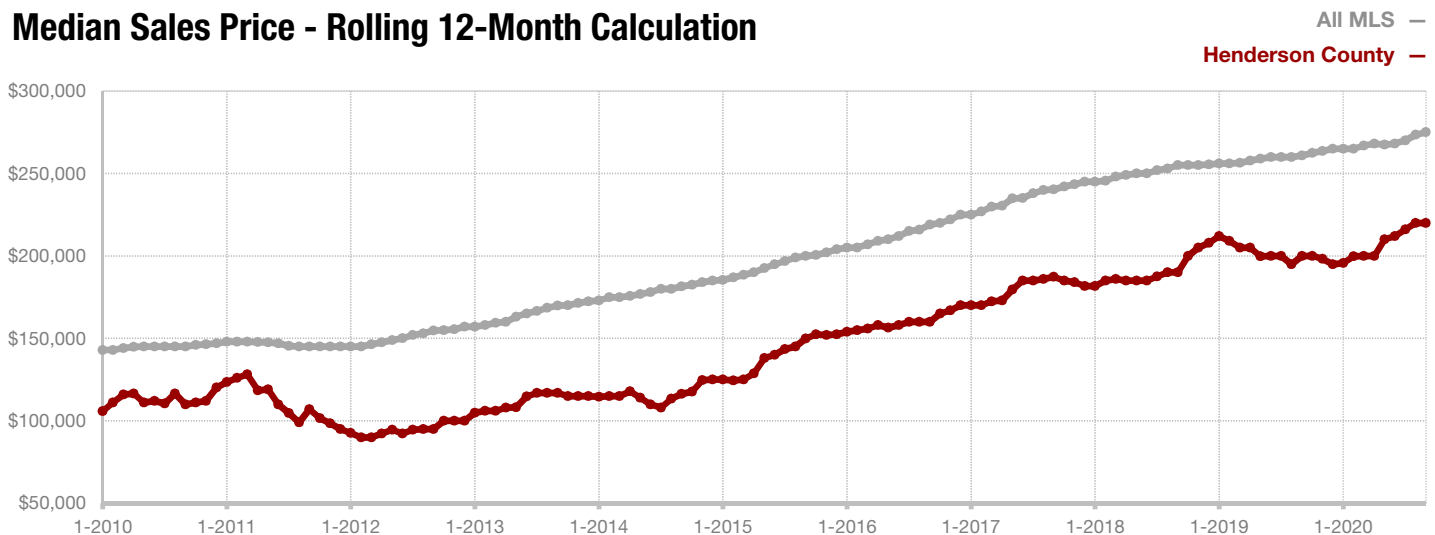
Henderson County

	September			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	118	116	- 1.7%	1,135	1,146	+ 1.0%
Pending Sales	73	88	+ 20.5%	729	958	+ 31.4%
Closed Sales	68	102	+ 50.0%	692	847	+ 22.4%
Average Sales Price*	\$303,150	\$325,686	+ 7.4%	\$287,303	\$318,468	+ 10.8%
Median Sales Price*	\$225,000	\$240,000	+ 6.7%	\$200,000	\$230,000	+ 15.0%
Percent of Original List Price Received*	92.1%	95.6%	+ 3.8%	92.6%	93.8%	+ 1.3%
Days on Market Until Sale	68	37	- 45.6%	71	68	- 4.2%
Inventory of Homes for Sale	454	255	- 43.8%	--	--	--
Months Supply of Inventory	6.1	2.7	- 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 – September 2020

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



Hill County

+ 14.7%

+ 28.6%

+ 0.7%

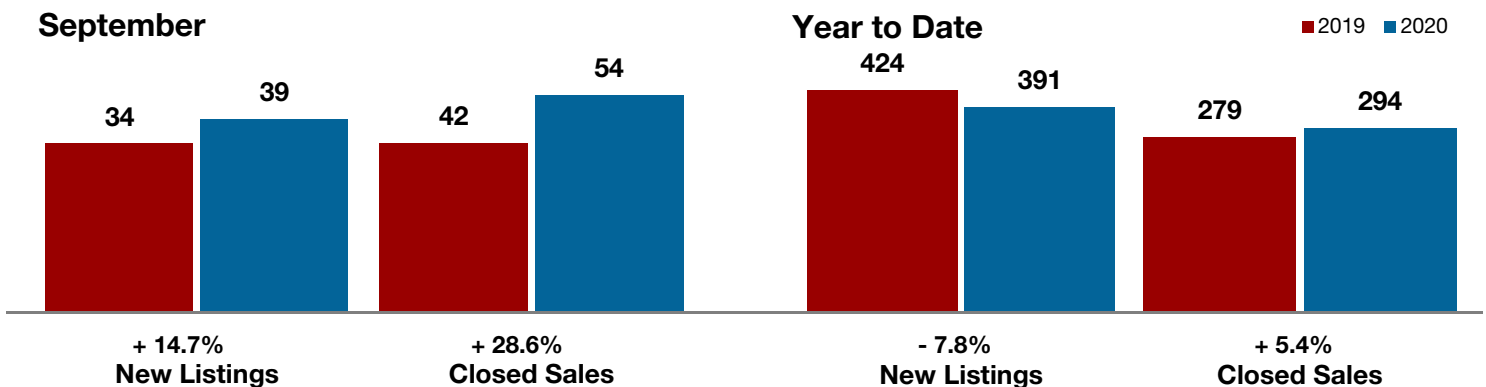
Change in
New Listings

Change in
Closed Sales

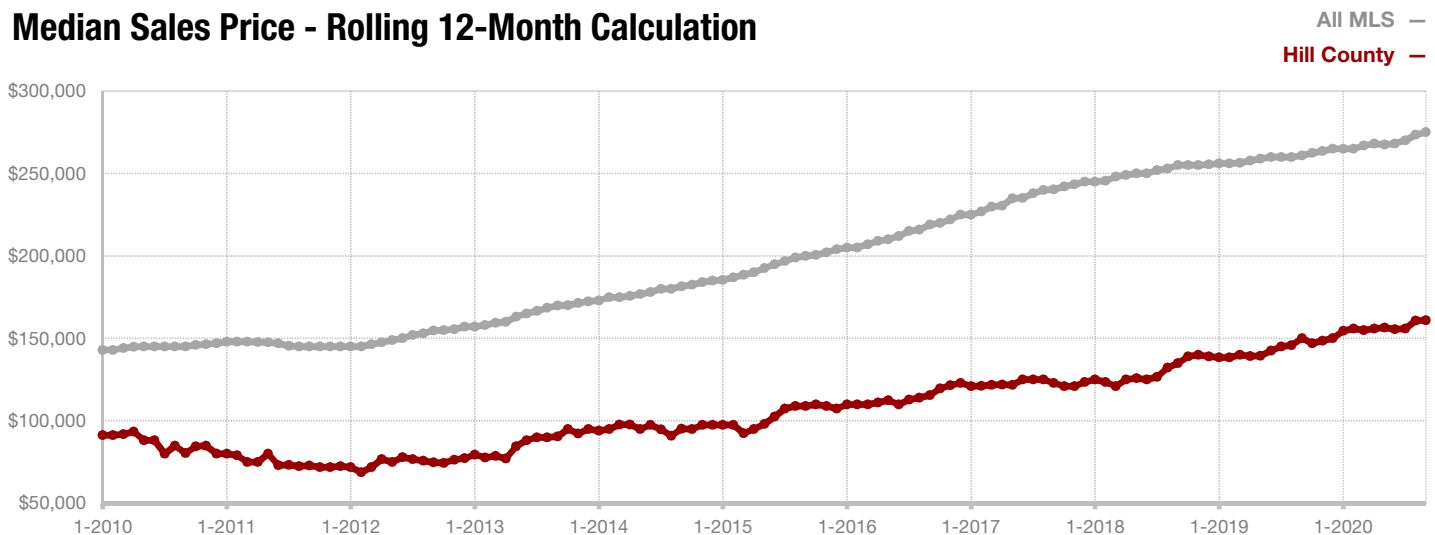
Change in
Median Sales Price

	September			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	34	39	+ 14.7%	424	391	- 7.8%
Pending Sales	28	25	- 10.7%	299	315	+ 5.4%
Closed Sales	42	54	+ 28.6%	279	294	+ 5.4%
Average Sales Price*	\$186,871	\$246,615	+ 32.0%	\$183,550	\$202,089	+ 10.1%
Median Sales Price*	\$160,500	\$161,625	+ 0.7%	\$150,000	\$163,000	+ 8.7%
Percent of Original List Price Received*	97.5%	93.4%	- 4.2%	93.0%	92.9%	- 0.1%
Days on Market Until Sale	70	80	+ 14.3%	70	77	+ 10.0%
Inventory of Homes for Sale	148	102	- 31.1%	--	--	--
Months Supply of Inventory	5.0	3.1	- 40.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – September 2020

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



Hood County

0.0%

+ 19.6%

+ 22.6%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

September

Year to Date

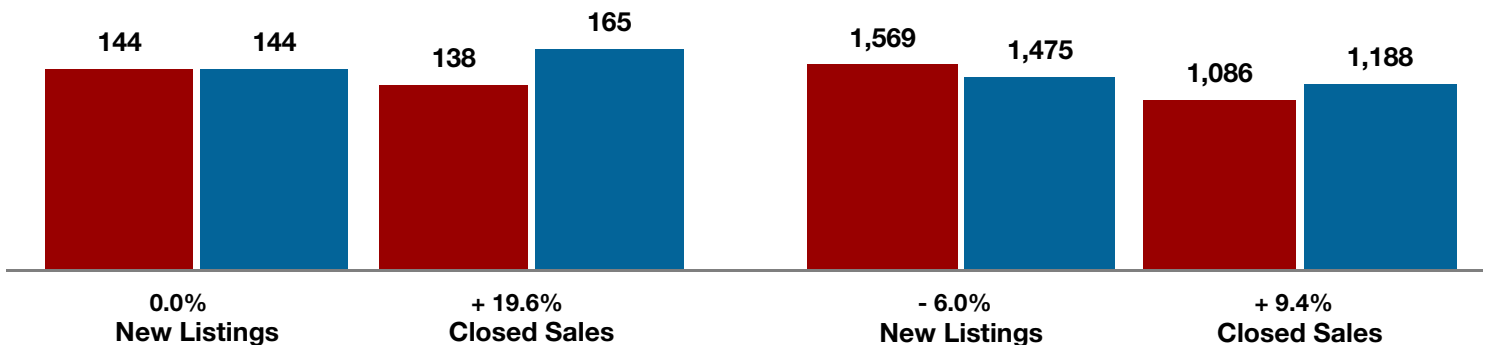
	2019	2020	+ / -	2019	2020	+ / -
New Listings	144	144	0.0%	1,569	1,475	- 6.0%
Pending Sales	108	117	+ 8.3%	1,160	1,237	+ 6.6%
Closed Sales	138	165	+ 19.6%	1,086	1,188	+ 9.4%
Average Sales Price*	\$268,149	\$338,427	+ 26.2%	\$276,698	\$302,601	+ 9.4%
Median Sales Price*	\$238,500	\$292,500	+ 22.6%	\$245,000	\$255,000	+ 4.1%
Percent of Original List Price Received*	95.6%	97.8%	+ 2.3%	95.9%	96.3%	+ 0.4%
Days on Market Until Sale	48	54	+ 12.5%	49	56	+ 14.3%
Inventory of Homes for Sale	379	254	- 33.0%	--	--	--
Months Supply of Inventory	3.3	2.0	- 33.3%	--	--	--

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September

Year to Date

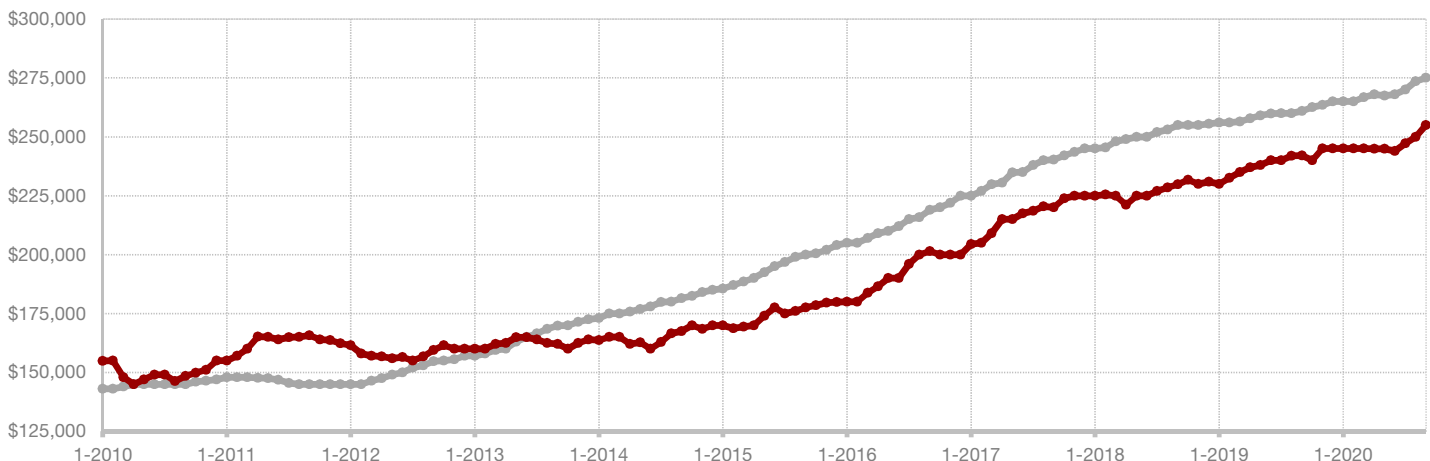
■ 2019 ■ 2020



Median Sales Price - Rolling 12-Month Calculation

All MLS —

Hood County —



Local Market Update – September 2020

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



- 23.7%

+ 9.5%

+ 22.8%

Change in
New Listings

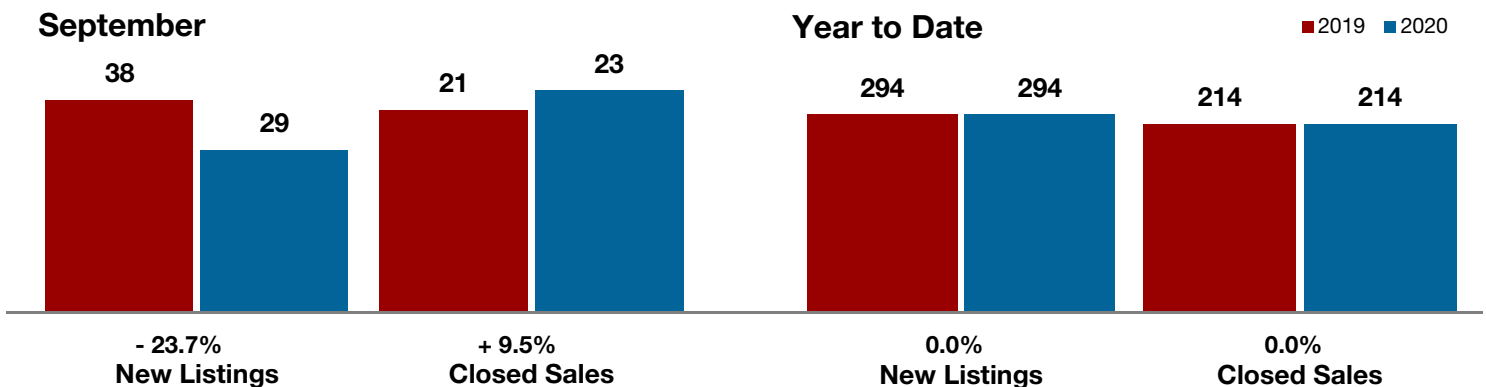
Change in
Closed Sales

Change in
Median Sales Price

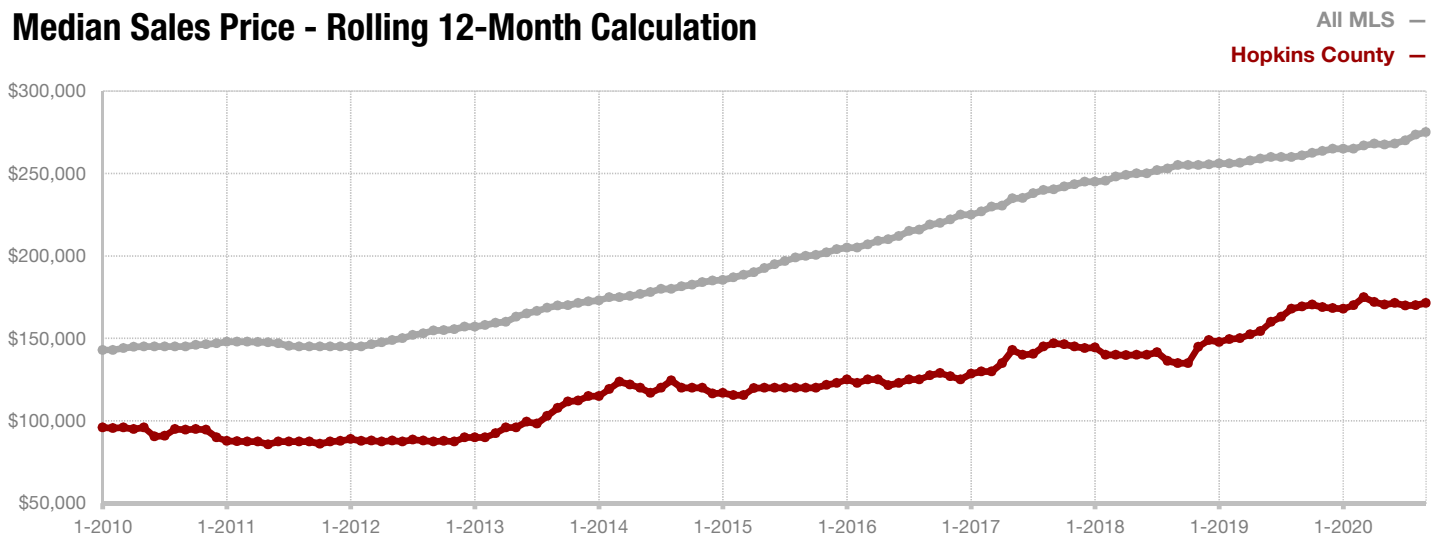
Hopkins County

	September			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	38	29	- 23.7%	294	294	0.0%
Pending Sales	22	16	- 27.3%	220	224	+ 1.8%
Closed Sales	21	23	+ 9.5%	214	214	0.0%
Average Sales Price*	\$207,691	\$236,745	+ 14.0%	\$201,007	\$204,147	+ 1.6%
Median Sales Price*	\$174,800	\$214,600	+ 22.8%	\$170,000	\$175,000	+ 2.9%
Percent of Original List Price Received*	98.2%	96.2%	- 2.0%	94.6%	95.0%	+ 0.4%
Days on Market Until Sale	49	72	+ 46.9%	54	53	- 1.9%
Inventory of Homes for Sale	106	79	- 25.5%	--	--	--
Months Supply of Inventory	4.5	3.4	- 40.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – September 2020

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



Hunt County

+ 23.5%

+ 40.7%

- 2.0%

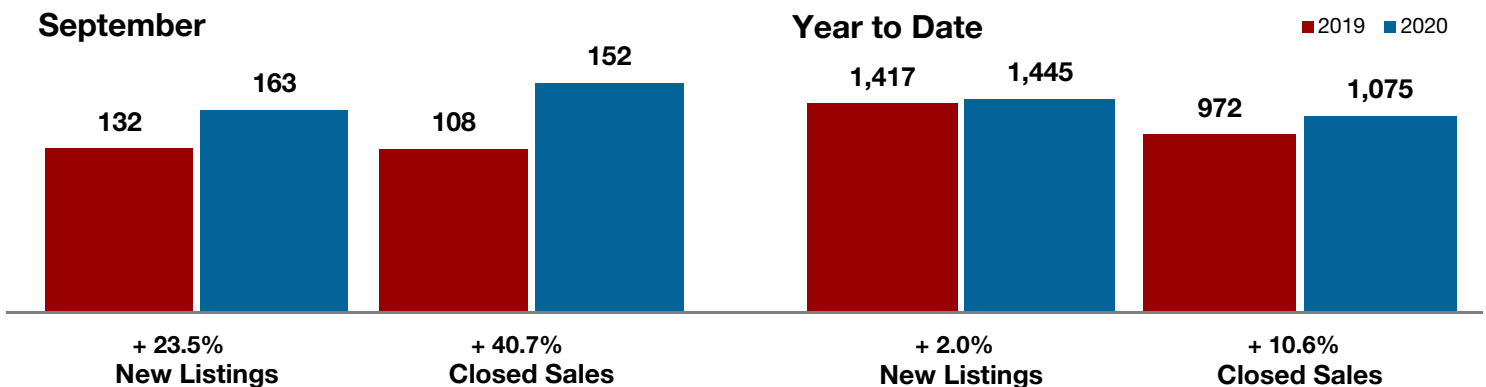
Change in
New Listings

Change in
Closed Sales

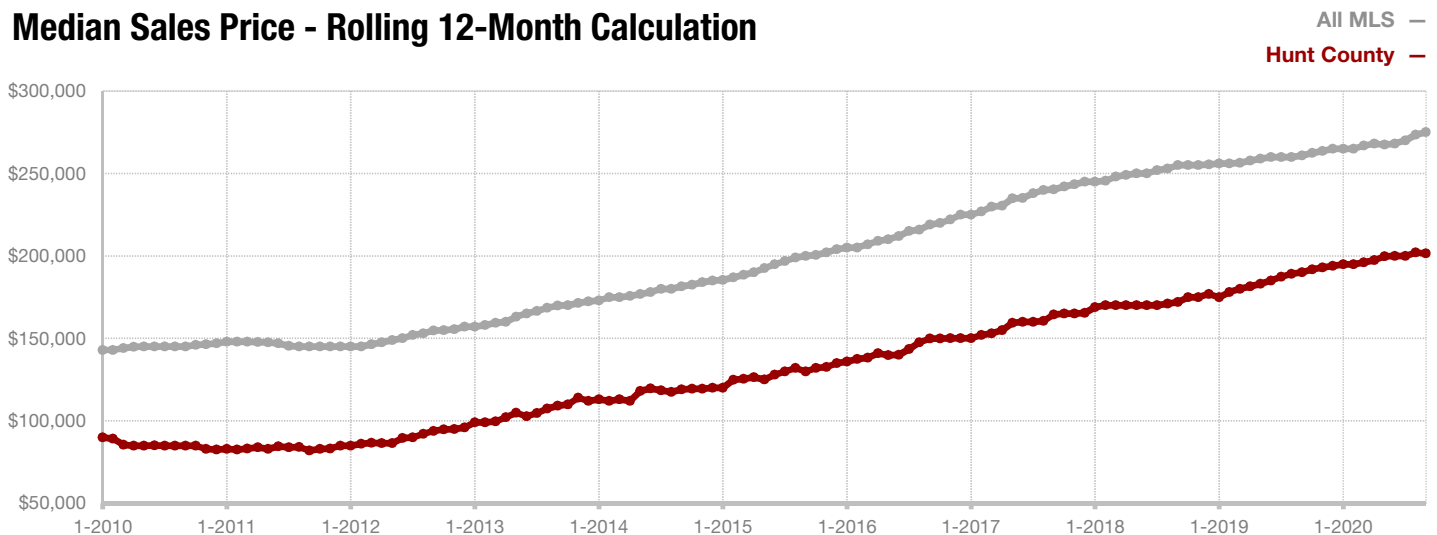
Change in
Median Sales Price

	September			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	132	163	+ 23.5%	1,417	1,445	+ 2.0%
Pending Sales	100	130	+ 30.0%	1,022	1,191	+ 16.5%
Closed Sales	108	152	+ 40.7%	972	1,075	+ 10.6%
Average Sales Price*	\$240,404	\$243,116	+ 1.1%	\$215,076	\$232,592	+ 8.1%
Median Sales Price*	\$204,000	\$200,000	- 2.0%	\$192,905	\$205,000	+ 6.3%
Percent of Original List Price Received*	95.5%	97.6%	+ 2.2%	95.4%	96.0%	+ 0.6%
Days on Market Until Sale	43	39	- 9.3%	47	55	+ 17.0%
Inventory of Homes for Sale	389	263	- 32.4%	--	--	--
Months Supply of Inventory	3.8	2.2	- 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 – September 2020

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



Jack County

0.0%

+ 250.0%

- 8.6%

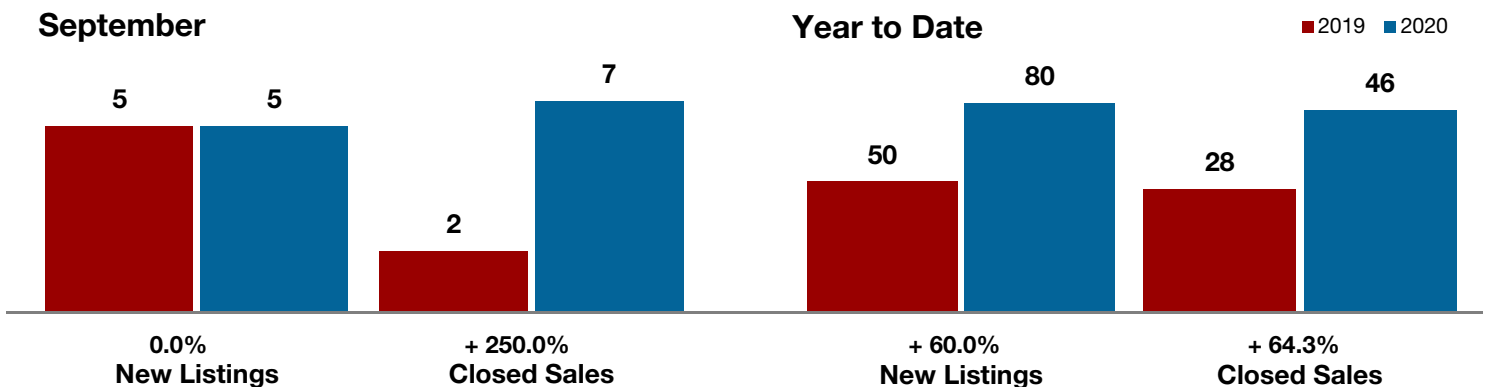
Change in
New Listings

Change in
Closed Sales

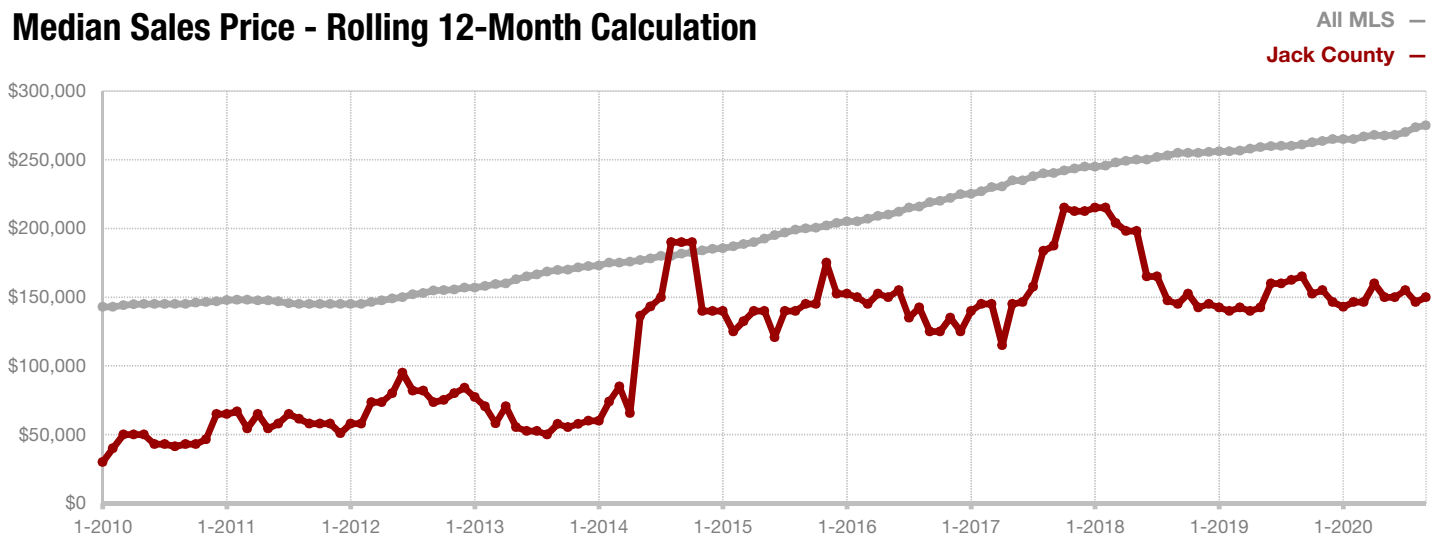
Change in
Median Sales Price

	September			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	5	5	0.0%	50	80	+ 60.0%
Pending Sales	2	1	- 50.0%	27	43	+ 59.3%
Closed Sales	2	7	+ 250.0%	28	46	+ 64.3%
Average Sales Price*	\$202,500	\$245,271	+ 21.1%	\$209,546	\$233,075	+ 11.2%
Median Sales Price*	\$202,500	\$185,000	- 8.6%	\$165,000	\$169,500	+ 2.7%
Percent of Original List Price Received*	93.6%	90.9%	- 2.9%	89.3%	92.7%	+ 3.8%
Days on Market Until Sale	8	36	+ 350.0%	104	67	- 35.6%
Inventory of Homes for Sale	20	40	+ 100.0%	--	--	--
Months Supply of Inventory	6.7	8.9	+ 28.6%	--	--	--

* 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 – September 2020

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



Johnson County

+ 0.3%

+ 54.0%

+ 15.0%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

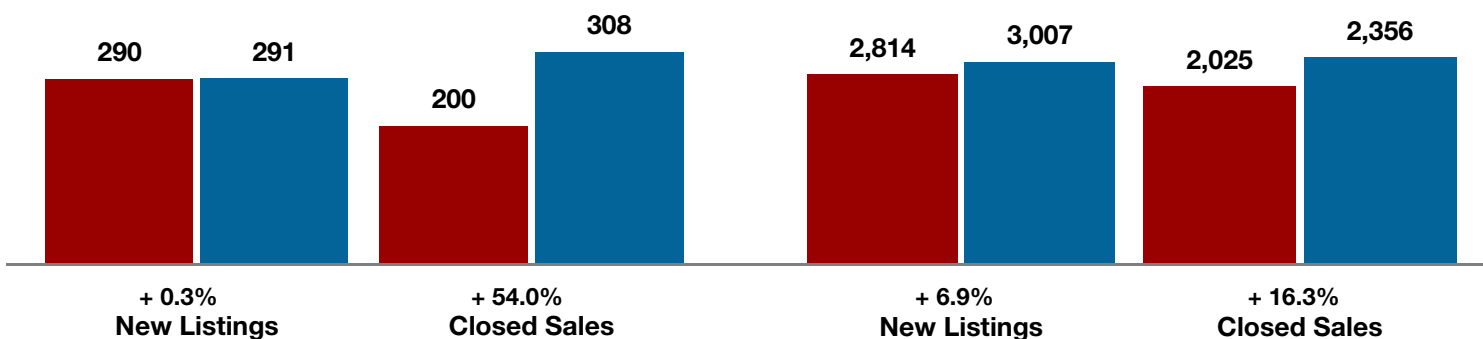
	September			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	290	291	+ 0.3%	2,814	3,007	+ 6.9%
Pending Sales	219	296	+ 35.2%	2,128	2,627	+ 23.4%
Closed Sales	200	308	+ 54.0%	2,025	2,356	+ 16.3%
Average Sales Price*	\$240,736	\$278,595	+ 15.7%	\$242,400	\$260,989	+ 7.7%
Median Sales Price*	\$215,629	\$247,900	+ 15.0%	\$219,000	\$235,000	+ 7.3%
Percent of Original List Price Received*	96.0%	98.1%	+ 2.2%	97.0%	97.6%	+ 0.6%
Days on Market Until Sale	47	50	+ 6.4%	47	52	+ 10.6%
Inventory of Homes for Sale	754	471	- 37.5%	--	--	--
Months Supply of Inventory	3.3	1.8	- 33.3%	--	--	--

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September

Year to Date

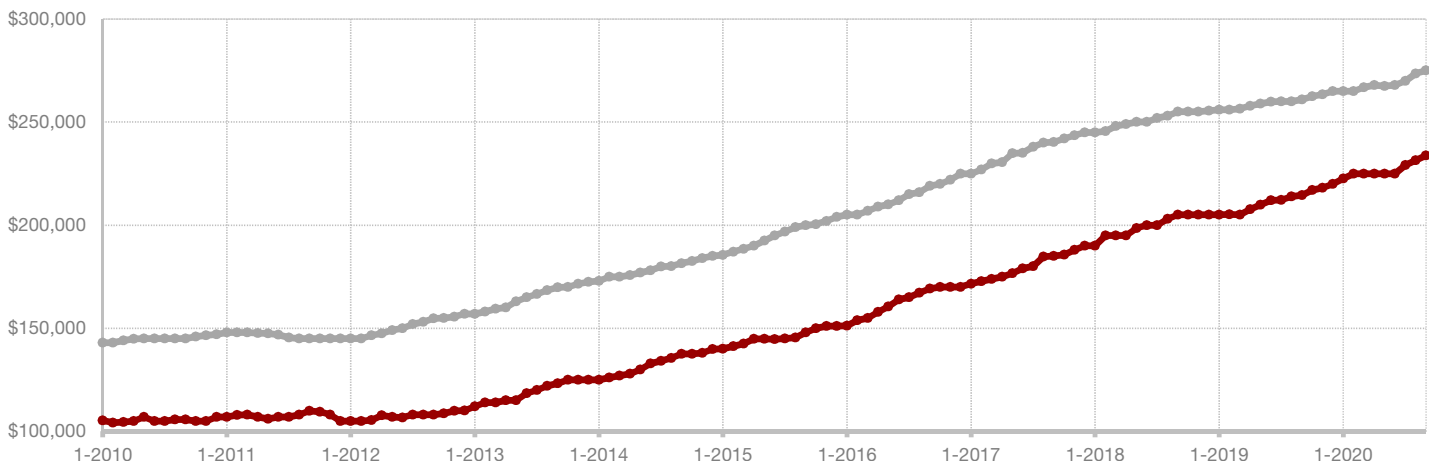
■ 2019 ■ 2020



Median Sales Price - Rolling 12-Month Calculation

All MLS —

Johnson County —



Local Market Update – September 2020

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



- 16.7%

+ 185.7%

- 41.6%

Change in
New Listings

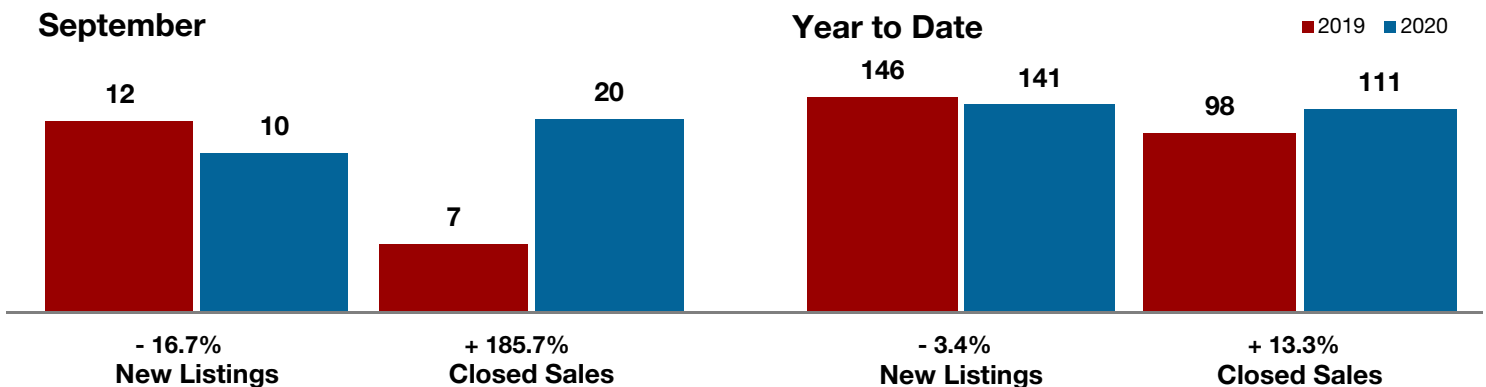
Change in
Closed Sales

Change in
Median Sales Price

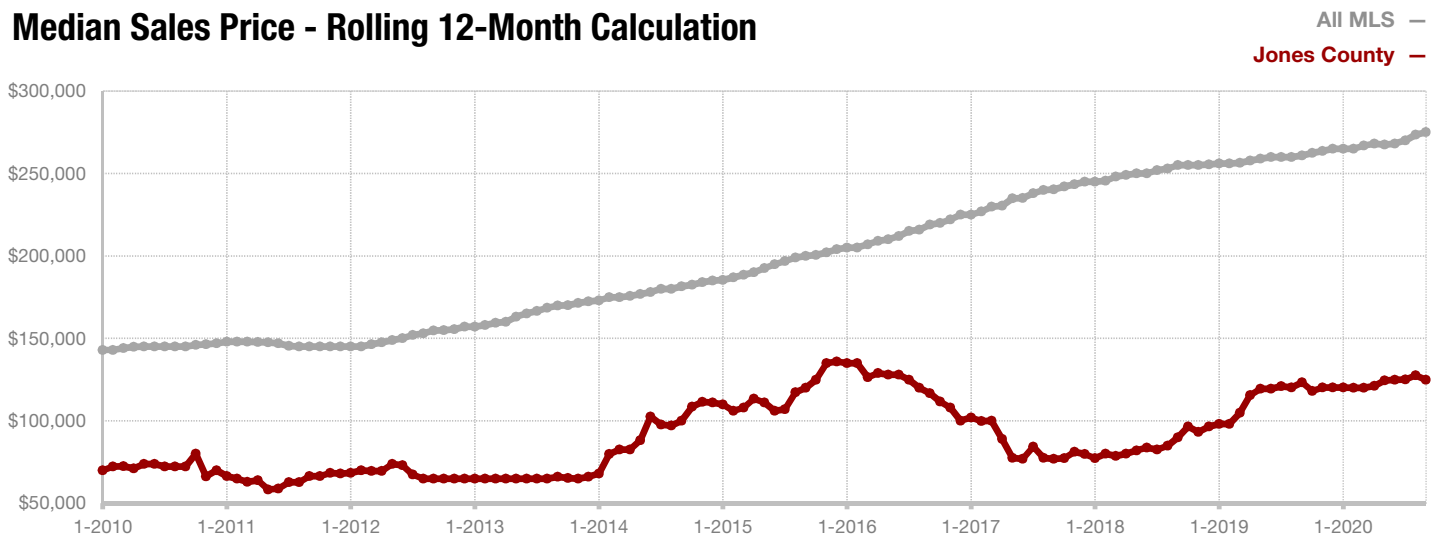
Jones County

	September			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	12	10	- 16.7%	146	141	- 3.4%
Pending Sales	12	16	+ 33.3%	103	124	+ 20.4%
Closed Sales	7	20	+ 185.7%	98	111	+ 13.3%
Average Sales Price*	\$178,271	\$98,506	- 44.7%	\$125,463	\$145,940	+ 16.3%
Median Sales Price*	\$168,500	\$98,478	- 41.6%	\$120,000	\$124,950	+ 4.1%
Percent of Original List Price Received*	92.6%	93.8%	+ 1.3%	91.1%	93.0%	+ 2.1%
Days on Market Until Sale	19	99	+ 421.1%	73	82	+ 12.3%
Inventory of Homes for Sale	58	34	- 41.4%	--	--	--
Months Supply of Inventory	5.5	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 – September 2020

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



- 4.6%

+ 21.3%

+ 5.7%

Change in
New Listings

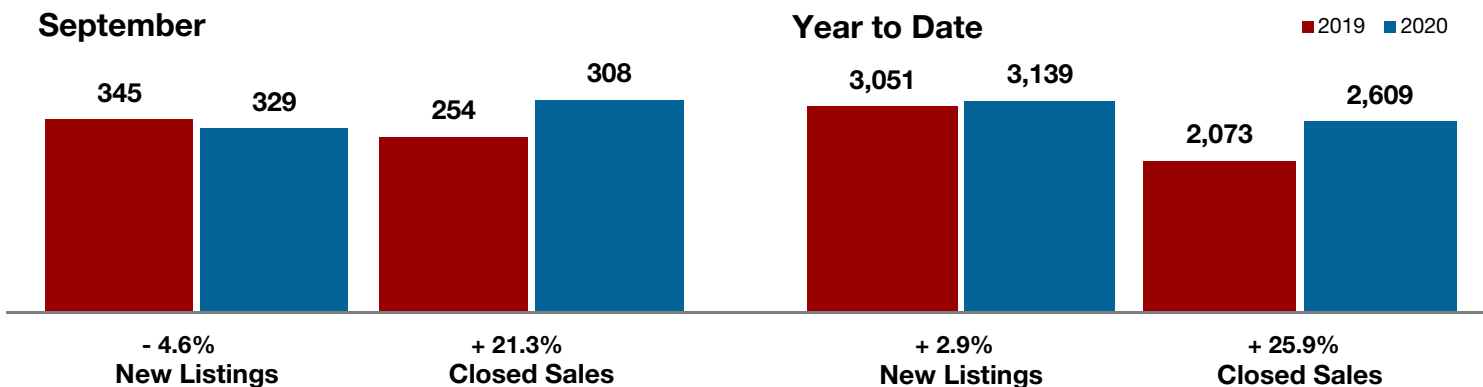
Change in
Closed Sales

Change in
Median Sales Price

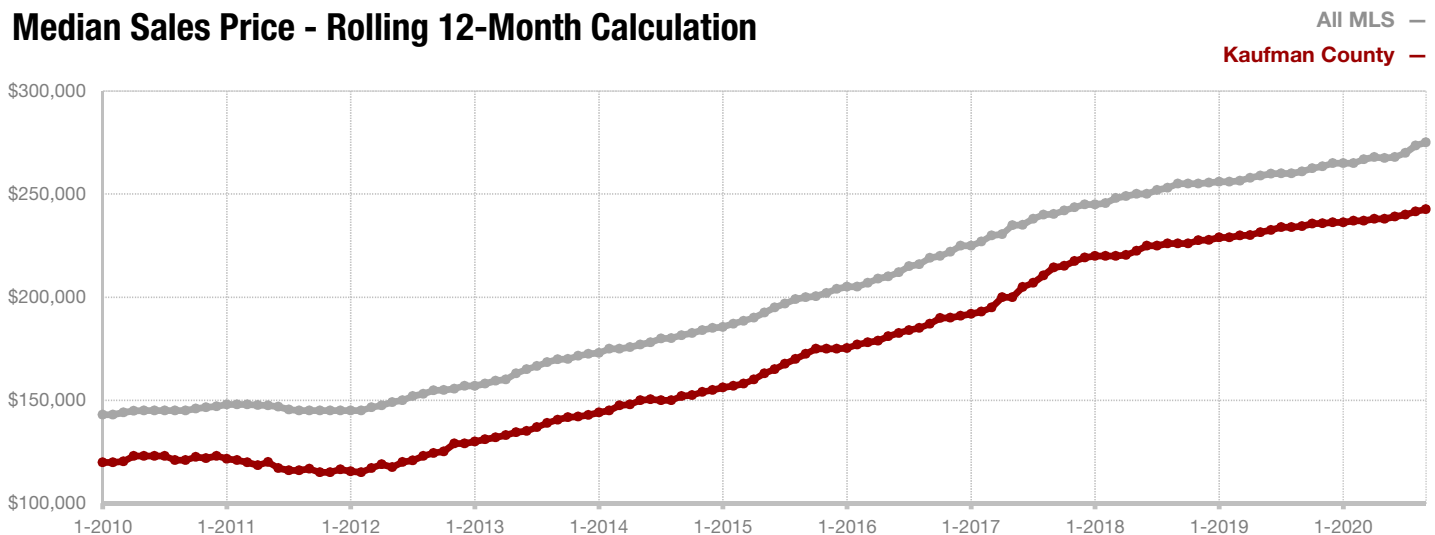
Kaufman County

	September			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	345	329	- 4.6%	3,051	3,139	+ 2.9%
Pending Sales	280	287	+ 2.5%	2,220	2,869	+ 29.2%
Closed Sales	254	308	+ 21.3%	2,073	2,609	+ 25.9%
Average Sales Price*	\$247,553	\$263,290	+ 6.4%	\$246,764	\$259,558	+ 5.2%
Median Sales Price*	\$235,000	\$248,500	+ 5.7%	\$235,000	\$244,000	+ 3.8%
Percent of Original List Price Received*	95.2%	97.7%	+ 2.6%	96.3%	96.6%	+ 0.3%
Days on Market Until Sale	63	35	- 44.4%	56	55	- 1.8%
Inventory of Homes for Sale	867	450	- 48.1%	--	--	--
Months Supply of Inventory	3.8	1.5	- 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 – September 2020

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



- 8.3%

- 12.5%

+ 29.3%

Change in
New Listings

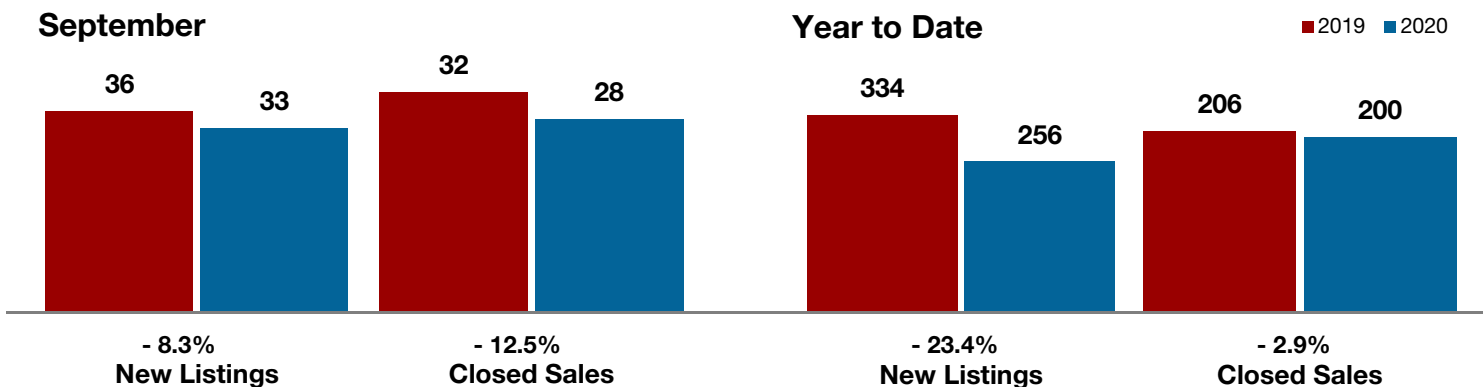
Change in
Closed Sales

Change in
Median Sales Price

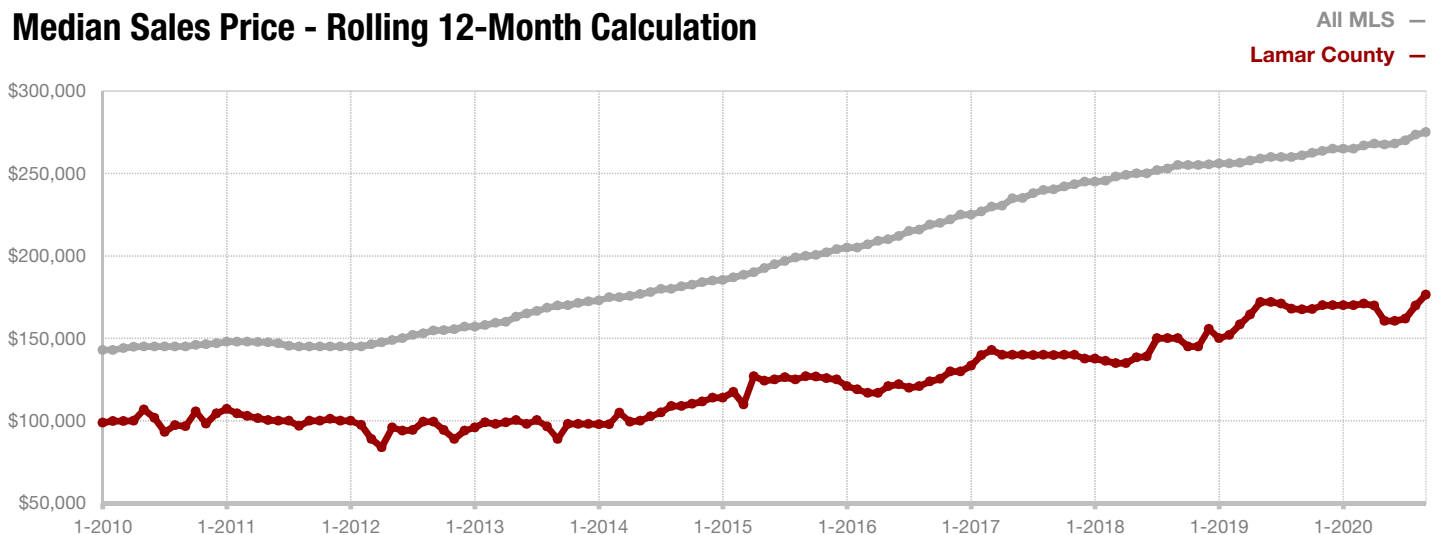
Lamar County

	September			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	36	33	- 8.3%	334	256	- 23.4%
Pending Sales	14	17	+ 21.4%	215	221	+ 2.8%
Closed Sales	32	28	- 12.5%	206	200	- 2.9%
Average Sales Price*	\$166,227	\$188,876	+ 13.6%	\$189,317	\$184,452	- 2.6%
Median Sales Price*	\$143,000	\$184,900	+ 29.3%	\$169,000	\$178,000	+ 5.3%
Percent of Original List Price Received*	91.3%	96.1%	+ 5.3%	92.3%	92.3%	0.0%
Days on Market Until Sale	81	56	- 30.9%	76	74	- 2.6%
Inventory of Homes for Sale	140	59	- 57.9%	--	--	--
Months Supply of Inventory	6.4	2.7	- 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 – September 2020

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



+ 20.0%

0.0%

- 1.0%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Limestone County

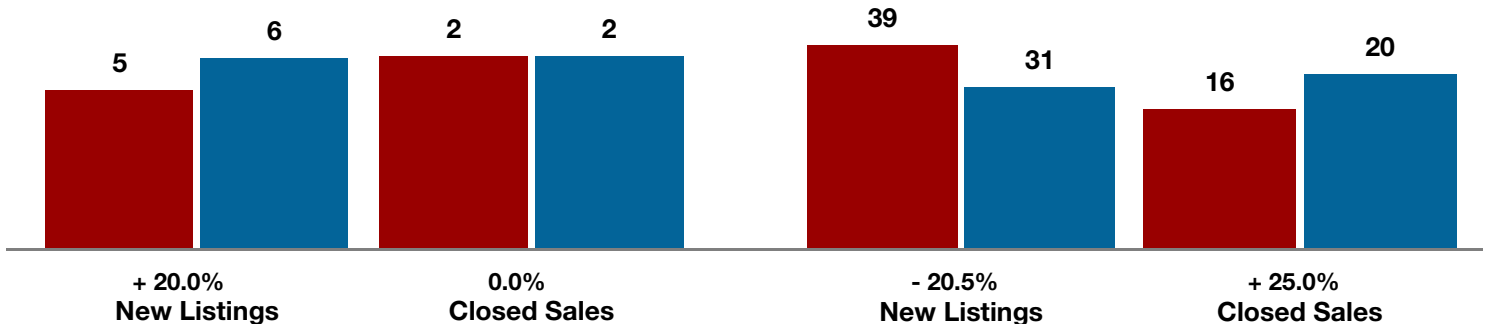
	September			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	5	6	+ 20.0%	39	31	- 20.5%
Pending Sales	4	2	- 50.0%	20	22	+ 10.0%
Closed Sales	2	2	0.0%	16	20	+ 25.0%
Average Sales Price*	\$152,500	\$151,000	- 1.0%	\$120,838	\$134,298	+ 11.1%
Median Sales Price*	\$152,500	\$151,000	- 1.0%	\$109,000	\$101,950	- 6.5%
Percent of Original List Price Received*	83.7%	93.0%	+ 11.1%	84.8%	90.0%	+ 6.1%
Days on Market Until Sale	181	88	- 51.4%	97	104	+ 7.2%
Inventory of Homes for Sale	22	15	- 31.8%	--	--	--
Months Supply of Inventory	9.3	6.0	- 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.

September

Year to Date

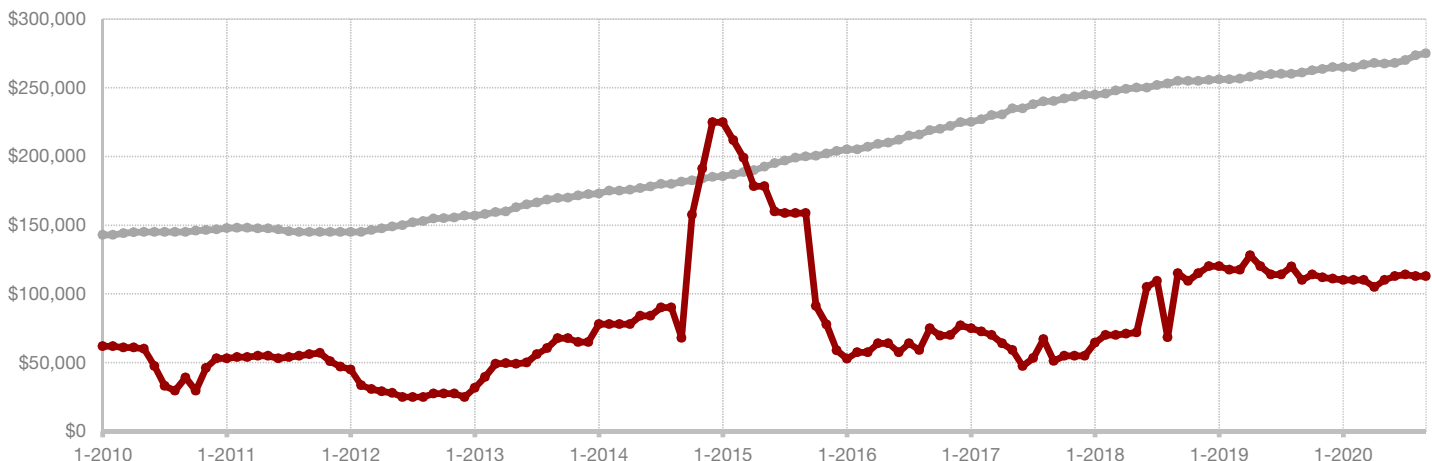
■ 2019 ■ 2020



Median Sales Price - Rolling 12-Month Calculation

All MLS —

Limestone County —



Local Market Update – September 2020

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



+ 7.7%

+ 158.3%

+ 18.7%

Change in
New Listings

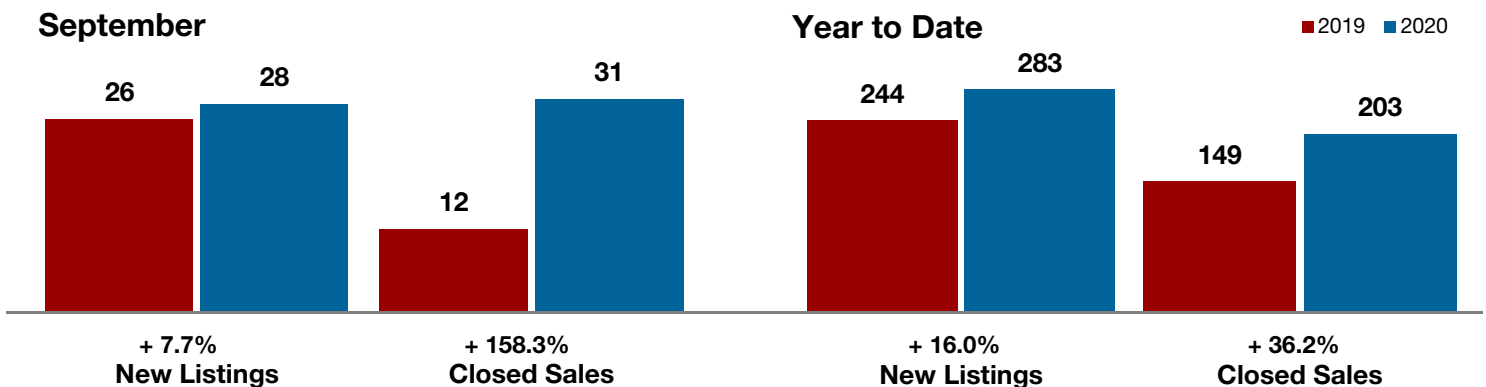
Change in
Closed Sales

Change in
Median Sales Price

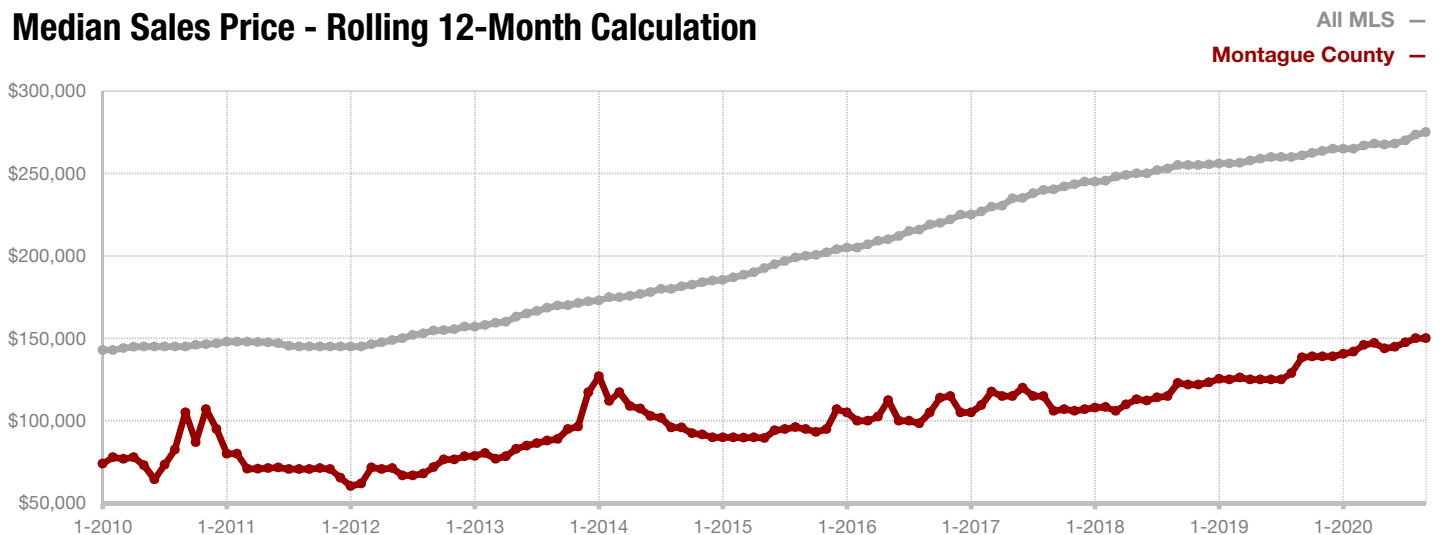
Montague County

	September			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	26	28	+ 7.7%	244	283	+ 16.0%
Pending Sales	16	19	+ 18.8%	158	212	+ 34.2%
Closed Sales	12	31	+ 158.3%	149	203	+ 36.2%
Average Sales Price*	\$210,554	\$293,932	+ 39.6%	\$192,048	\$197,496	+ 2.8%
Median Sales Price*	\$162,450	\$192,750	+ 18.7%	\$140,000	\$155,000	+ 10.7%
Percent of Original List Price Received*	91.4%	93.0%	+ 1.8%	91.9%	92.7%	+ 0.9%
Days on Market Until Sale	72	76	+ 5.6%	81	70	- 13.6%
Inventory of Homes for Sale	111	72	- 35.1%	--	--	--
Months Supply of Inventory	6.7	3.2	- 57.1%	--	--	--

* 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 – September 2020

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



- 9.4%

- 37.0%

- 6.4%

Change in
New Listings

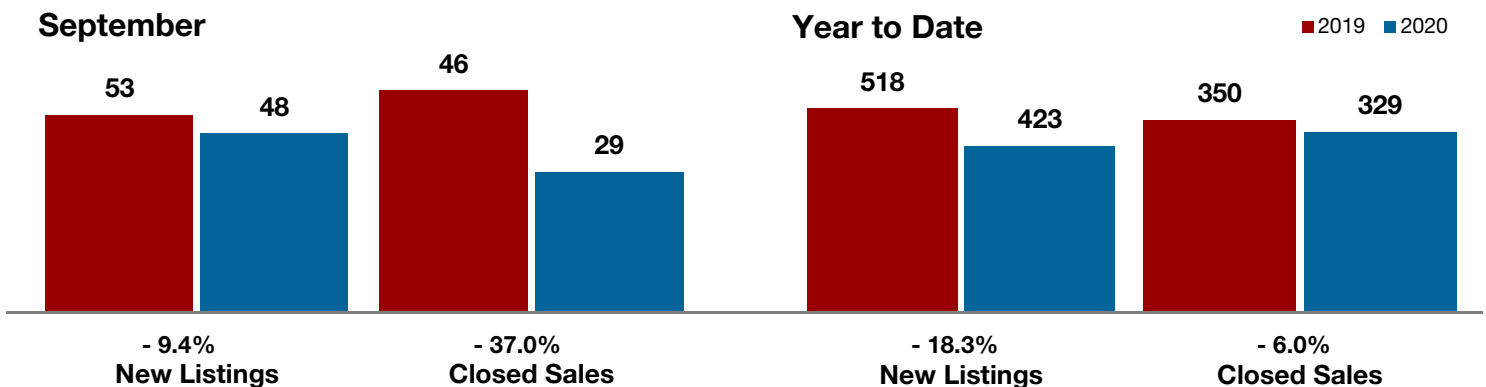
Change in
Closed Sales

Change in
Median Sales Price

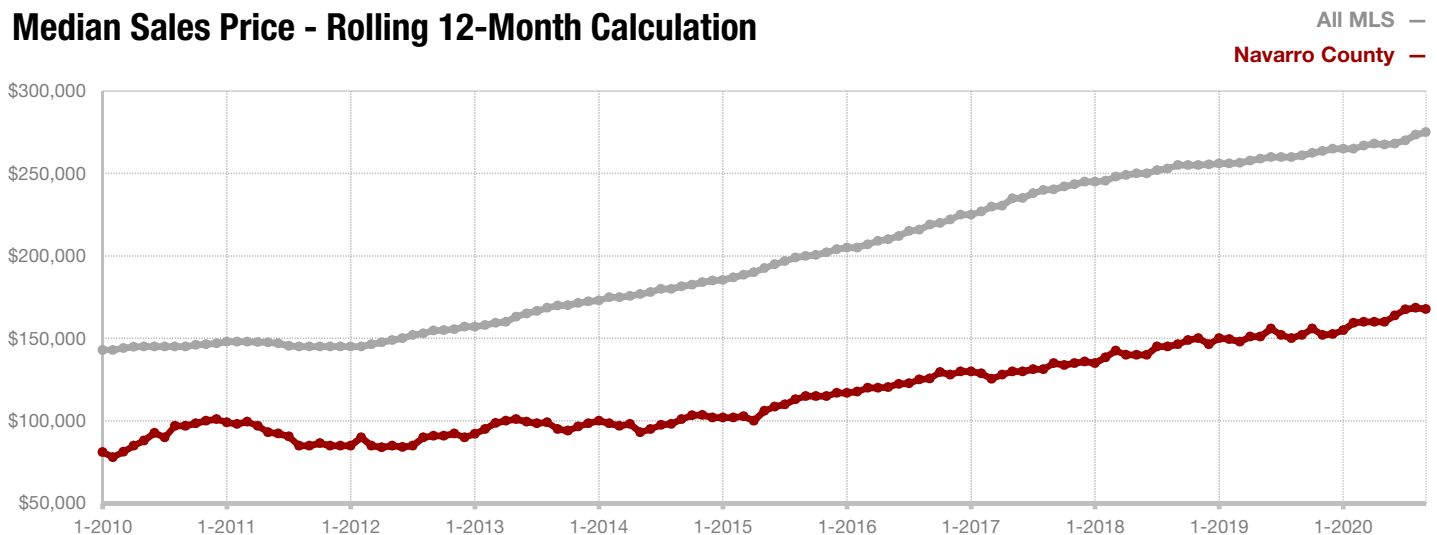
Navarro County

	September			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	53	48	- 9.4%	518	423	- 18.3%
Pending Sales	30	35	+ 16.7%	354	356	+ 0.6%
Closed Sales	46	29	- 37.0%	350	329	- 6.0%
Average Sales Price*	\$228,741	\$206,840	- 9.6%	\$196,316	\$229,517	+ 16.9%
Median Sales Price*	\$172,500	\$161,450	- 6.4%	\$155,000	\$171,000	+ 10.3%
Percent of Original List Price Received*	93.9%	95.2%	+ 1.4%	93.8%	94.5%	+ 0.7%
Days on Market Until Sale	70	77	+ 10.0%	63	76	+ 20.6%
Inventory of Homes for Sale	188	115	- 38.8%	--	--	--
Months Supply of Inventory	5.0	3.0	- 40.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – September 2020

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



Nolan County

- 100.0%

- 100.0%

--

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

September

Year to Date

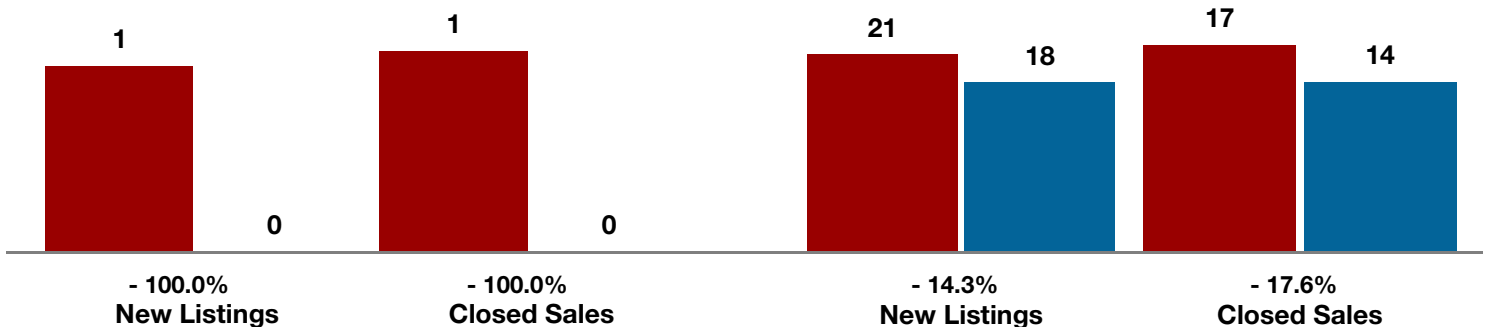
	2019	2020	+ / -	2019	2020	+ / -
New Listings	1	0	- 100.0%	21	18	- 14.3%
Pending Sales	1	1	0.0%	15	13	- 13.3%
Closed Sales	1	0	- 100.0%	17	14	- 17.6%
Average Sales Price*	\$400,000	--	--	\$143,332	\$168,692	+ 17.7%
Median Sales Price*	\$400,000	--	--	\$90,000	\$95,700	+ 6.3%
Percent of Original List Price Received*	66.7%	--	--	91.4%	86.7%	- 5.1%
Days on Market Until Sale	284	--	--	78	117	+ 50.0%
Inventory of Homes for Sale	11	7	- 36.4%	--	--	--
Months Supply of Inventory	5.5	3.9	- 33.3%	--	--	--

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September

Year to Date

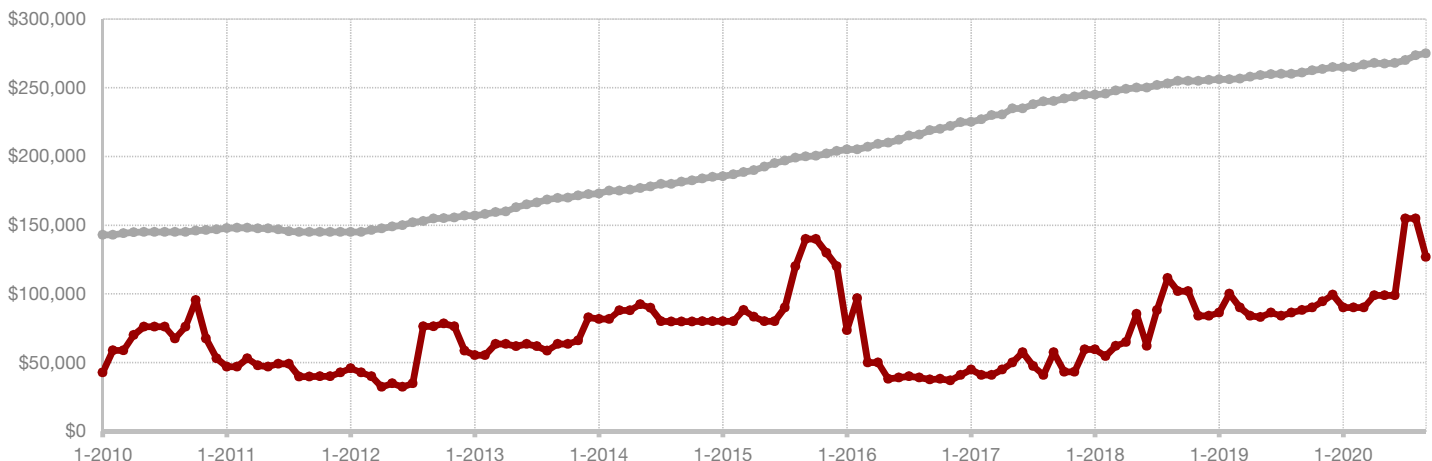
■ 2019 ■ 2020



Median Sales Price - Rolling 12-Month Calculation

All MLS —

Nolan County —



Local Market Update – September 2020

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



+ 48.5%

+ 66.7%

+ 90.5%

Change in
New Listings

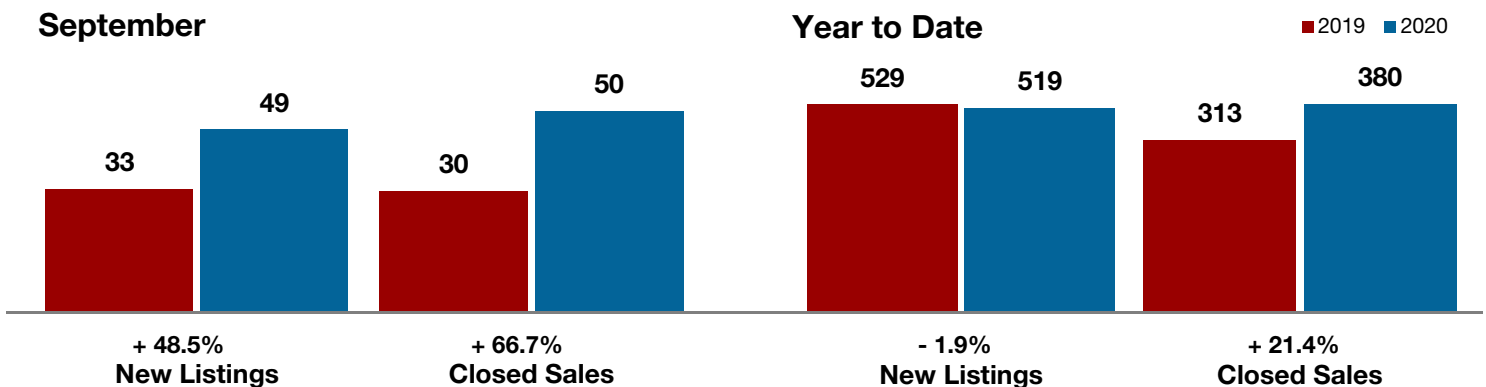
Change in
Closed Sales

Change in
Median Sales Price

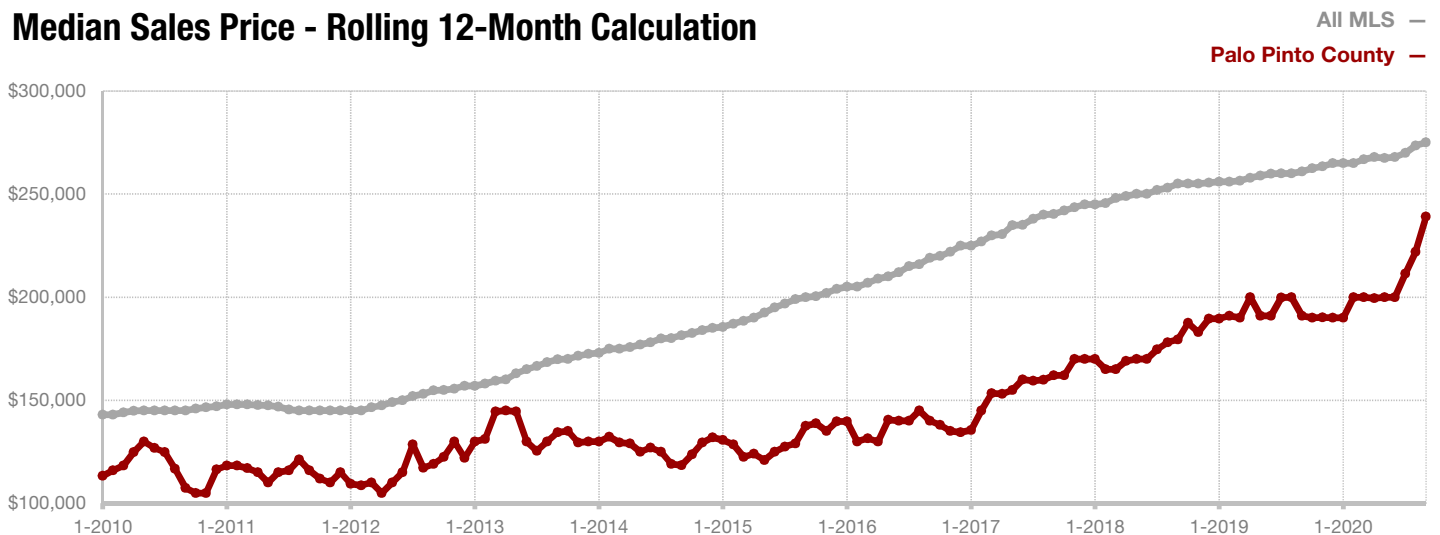
Palo Pinto County

	September			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	33	49	+ 48.5%	529	519	- 1.9%
Pending Sales	37	26	- 29.7%	329	389	+ 18.2%
Closed Sales	30	50	+ 66.7%	313	380	+ 21.4%
Average Sales Price*	\$295,113	\$471,162	+ 59.7%	\$321,046	\$383,999	+ 19.6%
Median Sales Price*	\$157,500	\$300,000	+ 90.5%	\$190,100	\$249,000	+ 31.0%
Percent of Original List Price Received*	86.1%	92.6%	+ 7.5%	91.2%	92.5%	+ 1.4%
Days on Market Until Sale	152	109	- 28.3%	103	102	- 1.0%
Inventory of Homes for Sale	244	183	- 25.0%	--	--	--
Months Supply of Inventory	7.1	4.8	- 28.6%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – September 2020

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



- 2.8%

+ 27.2%

+ 10.8%

Change in
New Listings

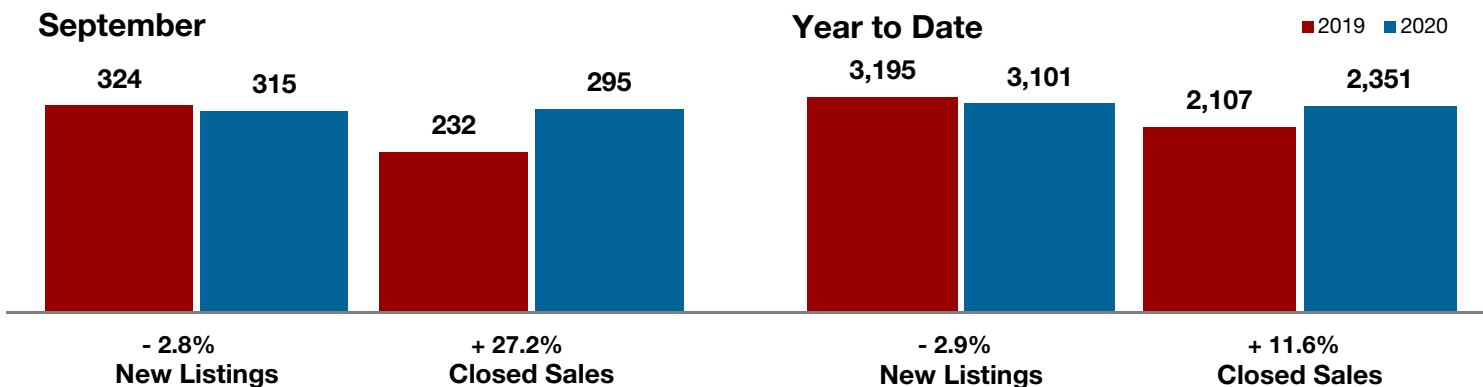
Change in
Closed Sales

Change in
Median Sales Price

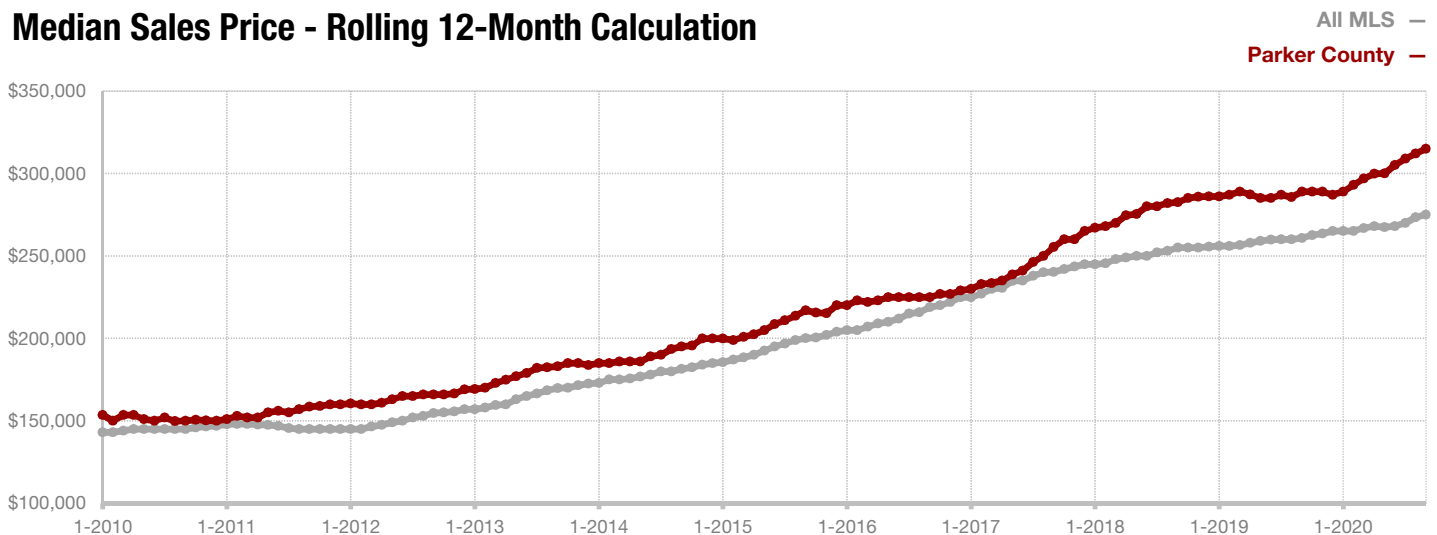
Parker County

	September			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	324	315	- 2.8%	3,195	3,101	- 2.9%
Pending Sales	240	218	- 9.2%	2,251	2,527	+ 12.3%
Closed Sales	232	295	+ 27.2%	2,107	2,351	+ 11.6%
Average Sales Price*	\$322,288	\$417,844	+ 29.6%	\$320,966	\$353,694	+ 10.2%
Median Sales Price*	\$305,000	\$338,000	+ 10.8%	\$289,000	\$320,000	+ 10.7%
Percent of Original List Price Received*	96.1%	97.6%	+ 1.6%	96.5%	96.6%	+ 0.1%
Days on Market Until Sale	61	57	- 6.6%	58	69	+ 19.0%
Inventory of Homes for Sale	972	702	- 27.8%	--	--	--
Months Supply of Inventory	4.3	2.7	- 25.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – September 2020

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



+ 5.6%

+ 475.0%

+ 17.6%

Change in
New Listings

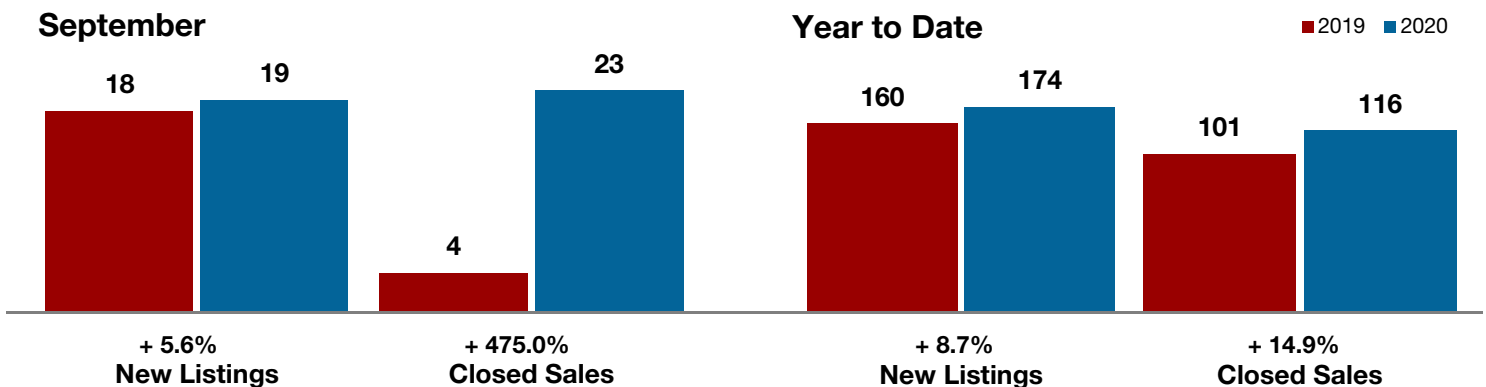
Change in
Closed Sales

Change in
Median Sales Price

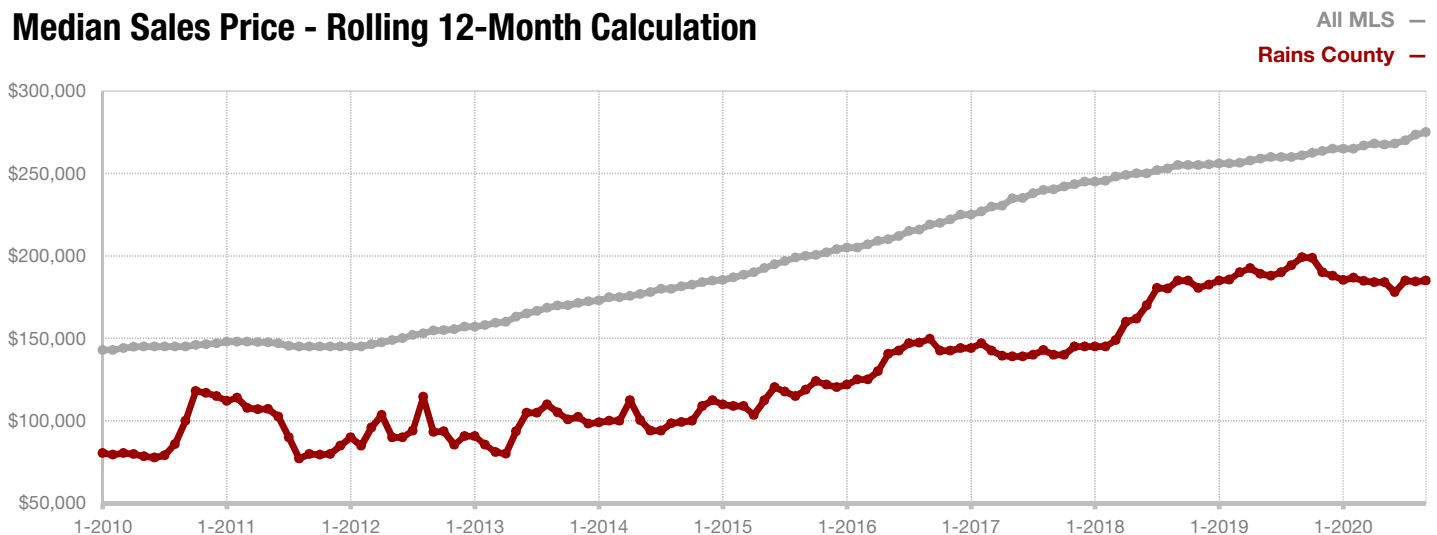
Rains County

	September			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	18	19	+ 5.6%	160	174	+ 8.7%
Pending Sales	15	18	+ 20.0%	111	127	+ 14.4%
Closed Sales	4	23	+ 475.0%	101	116	+ 14.9%
Average Sales Price*	\$191,500	\$272,997	+ 42.6%	\$268,793	\$241,778	- 10.1%
Median Sales Price*	\$156,500	\$184,000	+ 17.6%	\$199,700	\$193,000	- 3.4%
Percent of Original List Price Received*	93.2%	95.1%	+ 2.0%	92.6%	94.3%	+ 1.8%
Days on Market Until Sale	43	100	+ 132.6%	64	77	+ 20.3%
Inventory of Homes for Sale	60	45	- 25.0%	--	--	--
Months Supply of Inventory	5.3	3.5	- 20.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – September 2020

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



+ 7.5%

+ 18.0%

+ 8.4%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Rockwall County

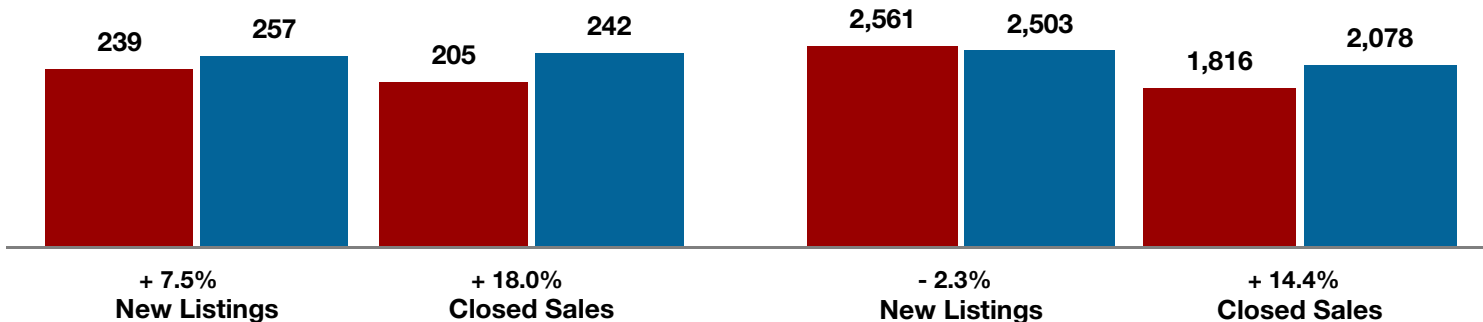
	September			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	239	257	+ 7.5%	2,561	2,503	- 2.3%
Pending Sales	178	222	+ 24.7%	1,889	2,259	+ 19.6%
Closed Sales	205	242	+ 18.0%	1,816	2,078	+ 14.4%
Average Sales Price*	\$336,900	\$365,686	+ 8.5%	\$340,242	\$353,738	+ 4.0%
Median Sales Price*	\$289,000	\$313,250	+ 8.4%	\$292,500	\$310,745	+ 6.2%
Percent of Original List Price Received*	95.3%	97.2%	+ 2.0%	95.8%	96.6%	+ 0.8%
Days on Market Until Sale	60	43	- 28.3%	61	61	0.0%
Inventory of Homes for Sale	765	375	- 51.0%	--	--	--
Months Supply of Inventory	4.0	1.6	- 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.

September

Year to Date

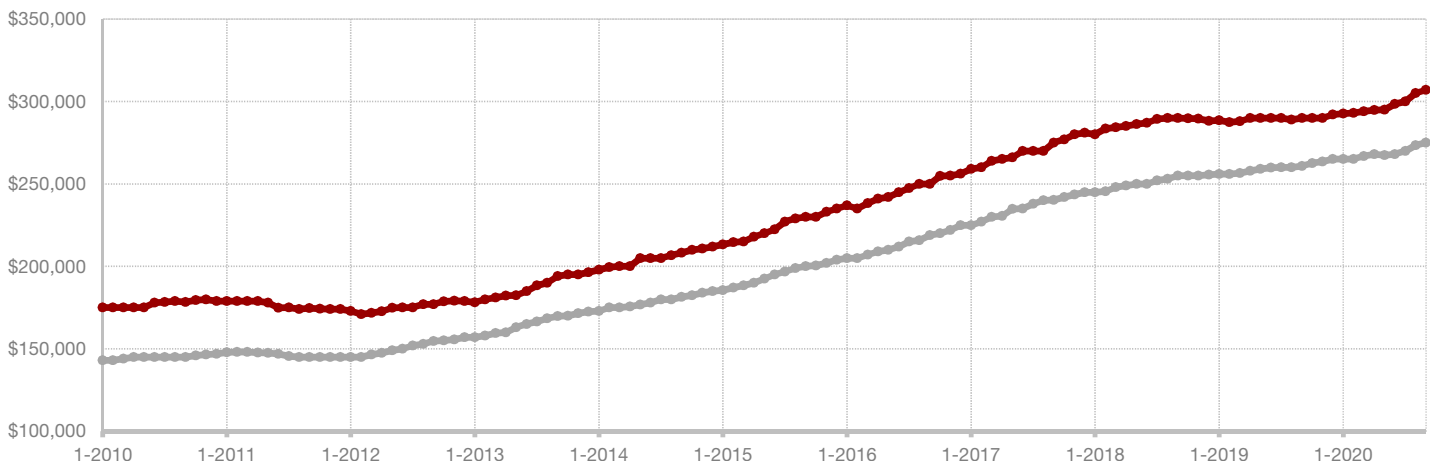
■ 2019 ■ 2020



Median Sales Price - Rolling 12-Month Calculation

All MLS —

Rockwall County —



Local Market Update – September 2020

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



Shackelford County

- 50.0%

0.0%

--

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

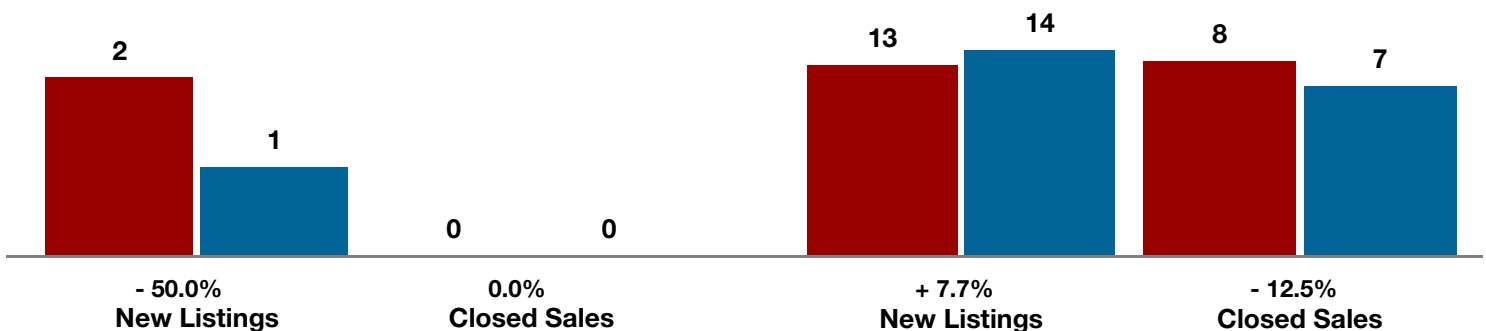
	September			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	2	1	- 50.0%	13	14	+ 7.7%
Pending Sales	0	2	--	8	9	+ 12.5%
Closed Sales	0	0	0.0%	8	7	- 12.5%
Average Sales Price*	--	--	--	\$102,488	\$233,714	+ 128.0%
Median Sales Price*	--	--	--	\$88,450	\$150,000	+ 69.6%
Percent of Original List Price Received*	--	--	--	88.1%	104.2%	+ 18.3%
Days on Market Until Sale	--	--	--	120	55	- 54.2%
Inventory of Homes for Sale	6	8	+ 33.3%	--	--	--
Months Supply of Inventory	4.7	5.6	+ 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.

September

Year to Date

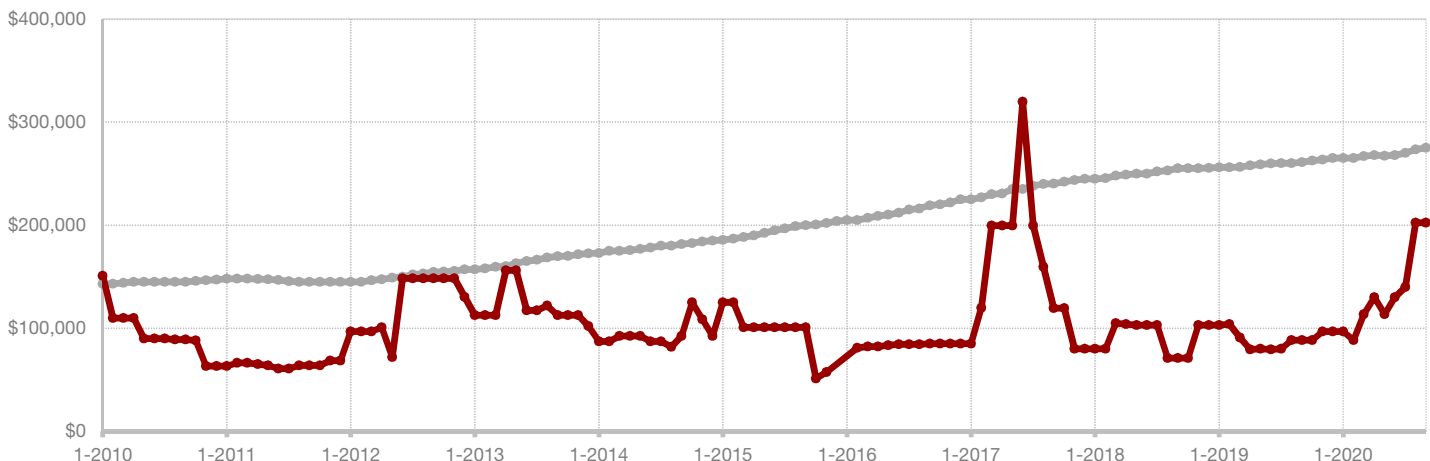
■ 2019 ■ 2020



Median Sales Price - Rolling 12-Month Calculation

All MLS —

Shackelford County —



Local Market Update – September 2020

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



Smith County

+ 31.9%

+ 53.6%

- 5.3%

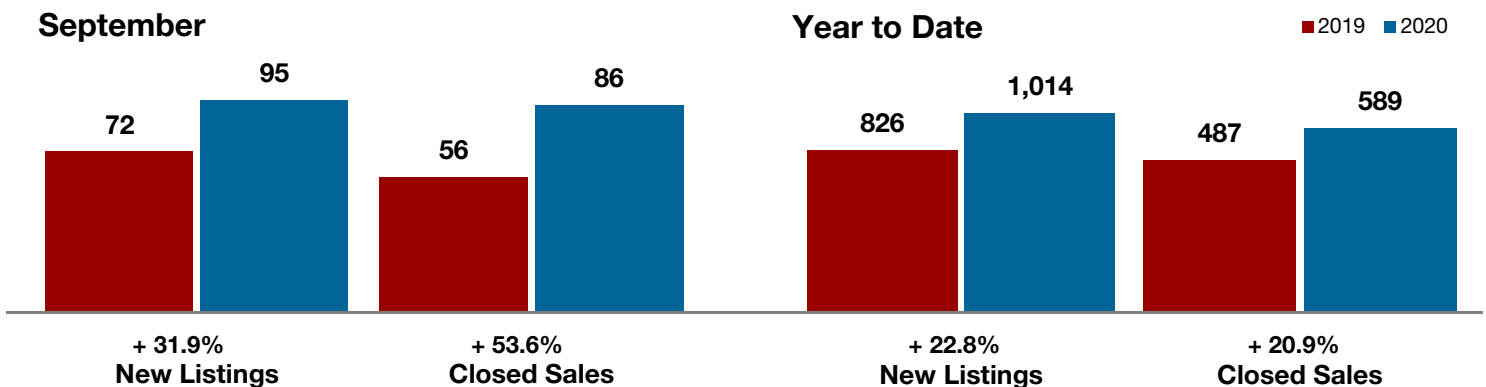
Change in
New Listings

Change in
Closed Sales

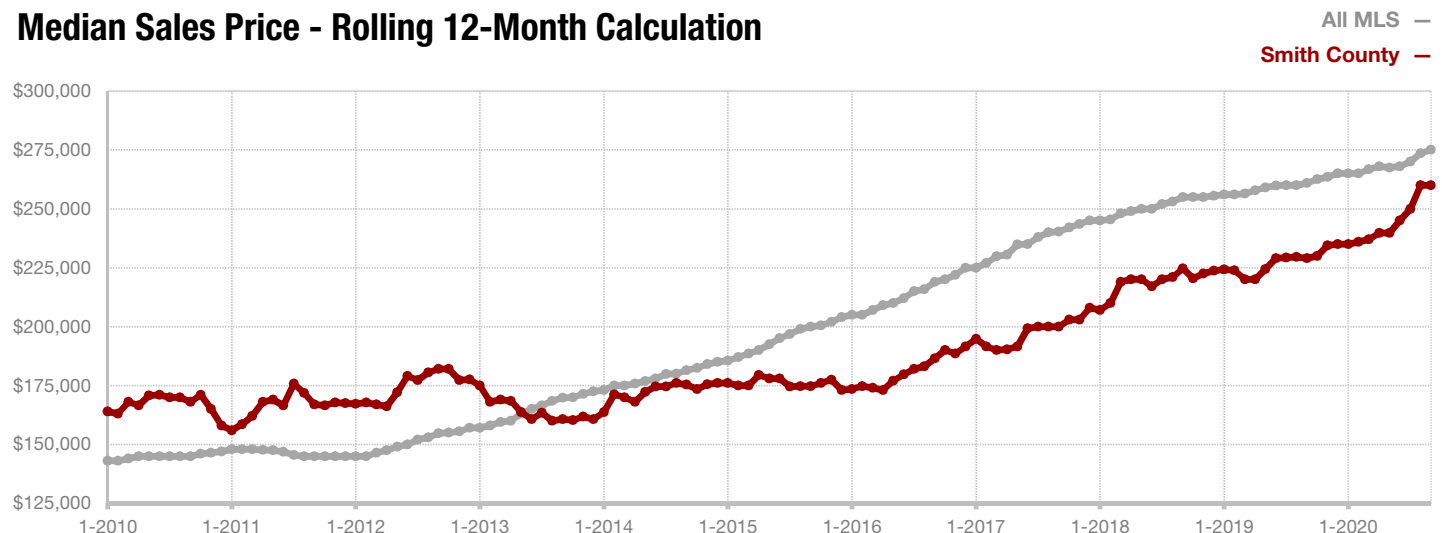
Change in
Median Sales Price

	September			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	72	95	+ 31.9%	826	1,014	+ 22.8%
Pending Sales	41	83	+ 102.4%	513	669	+ 30.4%
Closed Sales	56	86	+ 53.6%	487	589	+ 20.9%
Average Sales Price*	\$324,800	\$322,449	- 0.7%	\$272,226	\$320,465	+ 17.7%
Median Sales Price*	\$243,500	\$230,500	- 5.3%	\$233,300	\$264,950	+ 13.6%
Percent of Original List Price Received*	94.3%	97.6%	+ 3.5%	95.2%	96.4%	+ 1.3%
Days on Market Until Sale	64	60	- 6.3%	64	58	- 9.4%
Inventory of Homes for Sale	276	261	- 5.4%	--	--	--
Months Supply of Inventory	5.3	4.0	- 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 – September 2020

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



+ 12.5%

+ 28.6%

- 10.1%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Somervell County

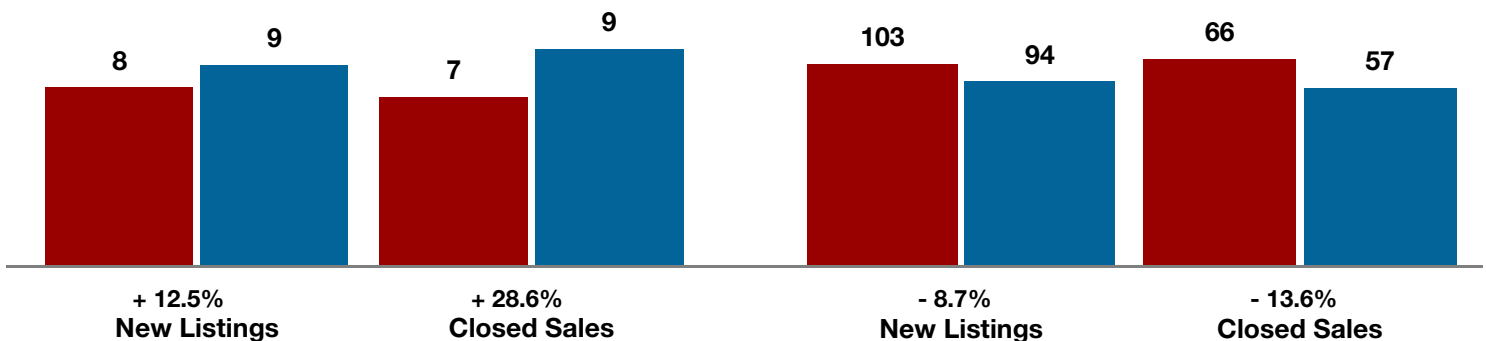
	September			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	8	9	+ 12.5%	103	94	- 8.7%
Pending Sales	8	9	+ 12.5%	65	64	- 1.5%
Closed Sales	7	9	+ 28.6%	66	57	- 13.6%
Average Sales Price*	\$303,307	\$333,878	+ 10.1%	\$325,612	\$281,757	- 13.5%
Median Sales Price*	\$345,000	\$310,000	- 10.1%	\$264,000	\$267,000	+ 1.1%
Percent of Original List Price Received*	96.1%	101.3%	+ 5.4%	93.8%	95.4%	+ 1.7%
Days on Market Until Sale	30	12	- 60.0%	73	62	- 15.1%
Inventory of Homes for Sale	34	28	- 17.6%	--	--	--
Months Supply of Inventory	4.5	4.3	- 20.0%	--	--	--

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September

Year to Date

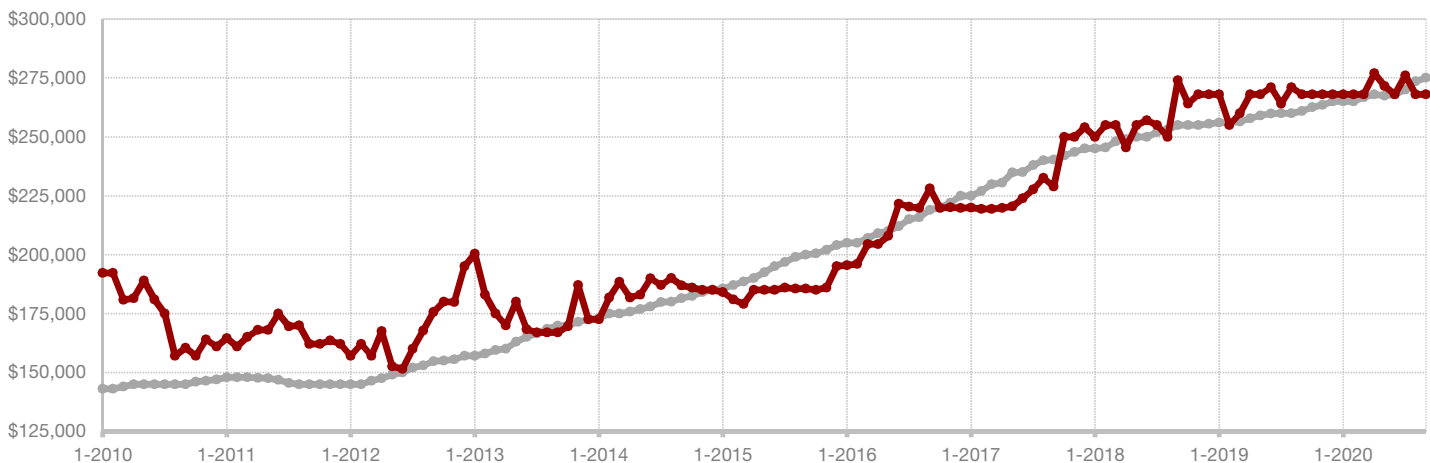
■ 2019 ■ 2020



Median Sales Price - Rolling 12-Month Calculation

All MLS —

Somervell County —



Local Market Update – September 2020

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



- 64.3%

- 20.0%

- 17.9%

Change in
New Listings

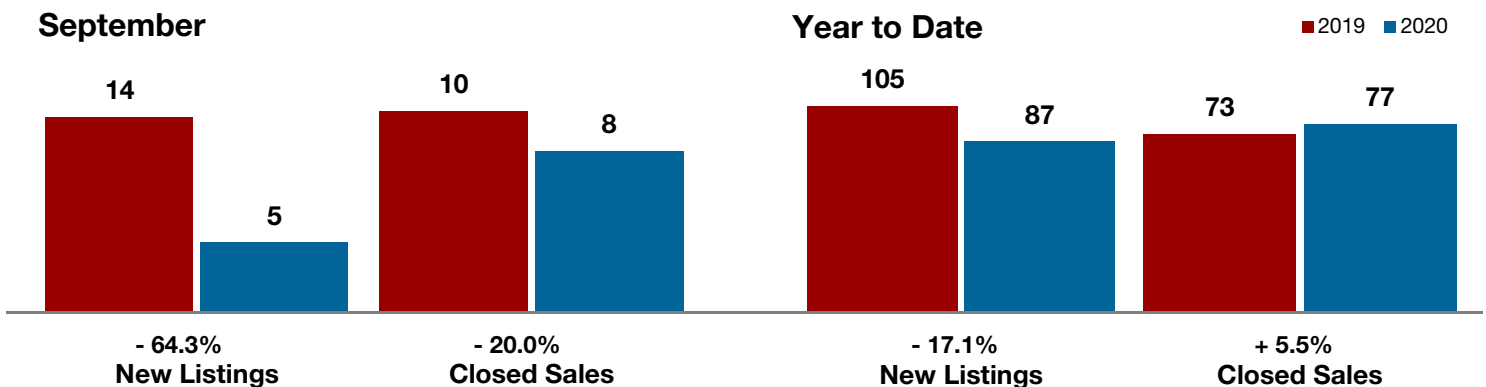
Change in
Closed Sales

Change in
Median Sales Price

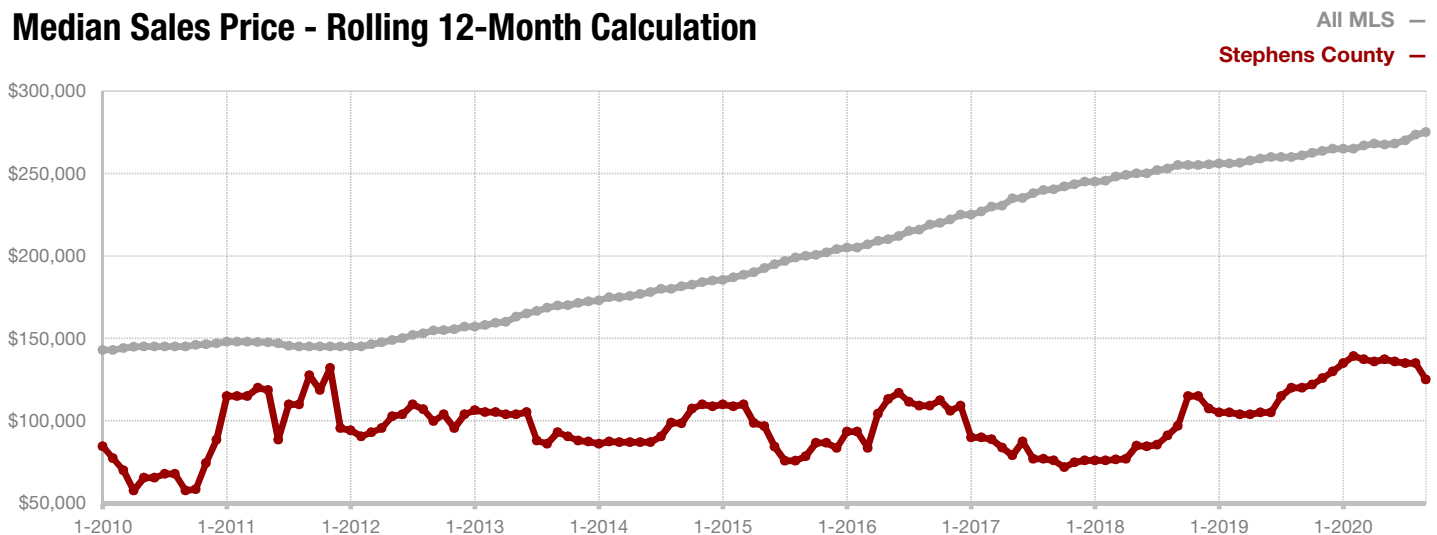
Stephens County

	September			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	14	5	- 64.3%	105	87	- 17.1%
Pending Sales	3	5	+ 66.7%	74	83	+ 12.2%
Closed Sales	10	8	- 20.0%	73	77	+ 5.5%
Average Sales Price*	\$161,550	\$107,688	- 33.3%	\$158,986	\$172,792	+ 8.7%
Median Sales Price*	\$133,000	\$109,250	- 17.9%	\$129,900	\$123,600	- 4.8%
Percent of Original List Price Received*	89.2%	83.9%	- 5.9%	89.8%	88.7%	- 1.2%
Days on Market Until Sale	138	94	- 31.9%	97	104	+ 7.2%
Inventory of Homes for Sale	53	38	- 28.3%	--	--	--
Months Supply of Inventory	7.1	4.7	- 28.6%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – September 2020

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



0.0%

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Stonewall County

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

September

Year to Date

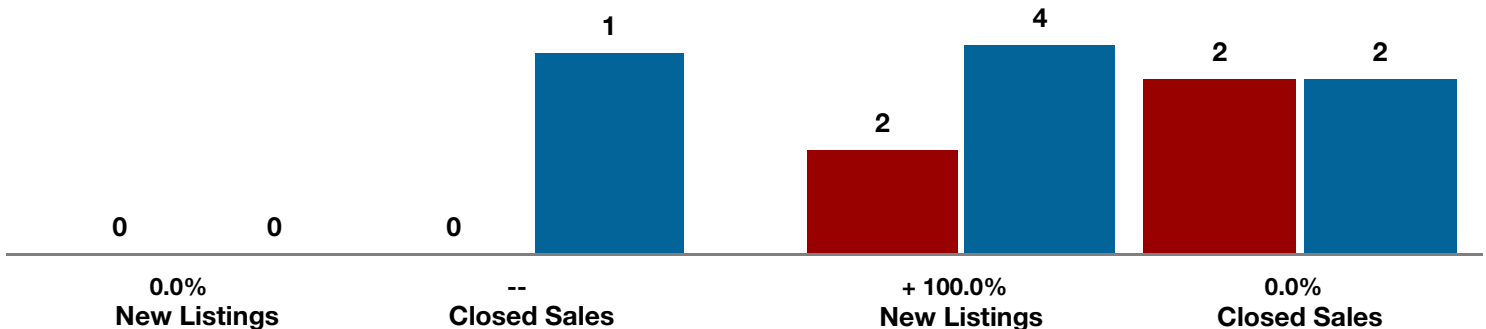
	2019	2020	+ / -	2019	2020	+ / -
New Listings	0	0	0.0%	2	4	+ 100.0%
Pending Sales	0	1	--	2	3	+ 50.0%
Closed Sales	0	1	--	2	2	0.0%
Average Sales Price*	--	--	--	\$64,500	\$225,661	+ 249.9%
Median Sales Price*	--	--	--	\$64,500	\$225,661	+ 249.9%
Percent of Original List Price Received*	--	--	--	92.7%	100.3%	+ 8.2%
Days on Market Until Sale	--	154	--	28	111	+ 296.4%
Inventory of Homes for Sale	0	1	--	--	--	--
Months Supply of Inventory	--	1.0	--	--	--	--

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September

Year to Date

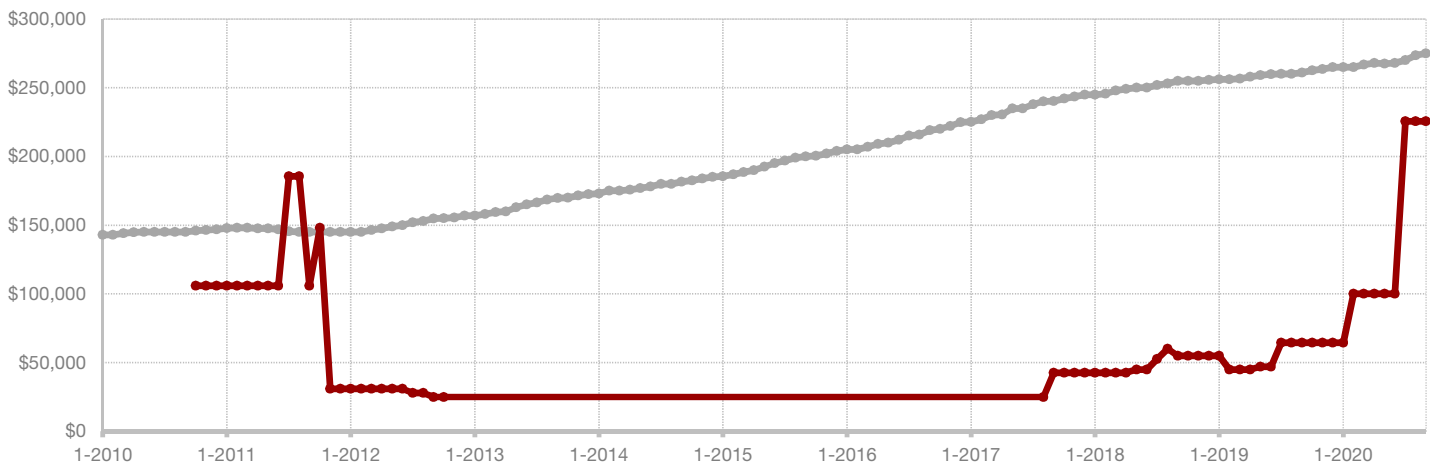
■ 2019 ■ 2020



Median Sales Price - Rolling 12-Month Calculation

All MLS —

Stonewall County —



Local Market Update – September 2020

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- 3.9%

+ 13.3%

+ 10.4%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Tarrant County

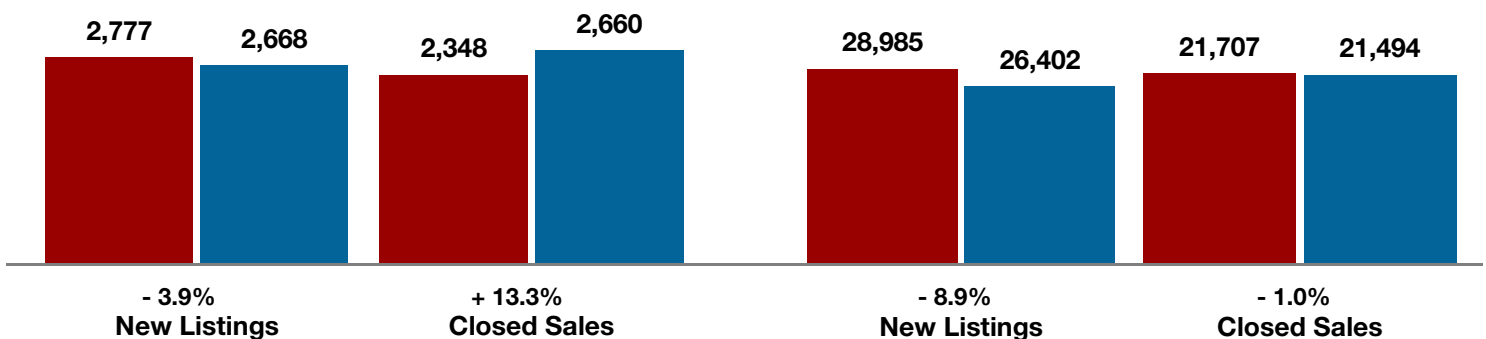
	September			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	2,777	2,668	- 3.9%	28,985	26,402	- 8.9%
Pending Sales	2,284	2,316	+ 1.4%	22,735	23,049	+ 1.4%
Closed Sales	2,348	2,660	+ 13.3%	21,707	21,494	- 1.0%
Average Sales Price*	\$285,456	\$319,543	+ 11.9%	\$289,289	\$304,943	+ 5.4%
Median Sales Price*	\$240,000	\$265,000	+ 10.4%	\$240,000	\$255,000	+ 6.3%
Percent of Original List Price Received*	96.8%	98.3%	+ 1.5%	97.3%	97.7%	+ 0.4%
Days on Market Until Sale	39	31	- 20.5%	38	38	0.0%
Inventory of Homes for Sale	6,025	3,414	- 43.3%	--	--	--
Months Supply of Inventory	2.6	1.4	- 66.7%	--	--	--

* Does not include prices from any previous listing contracts or seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

September

Year to Date

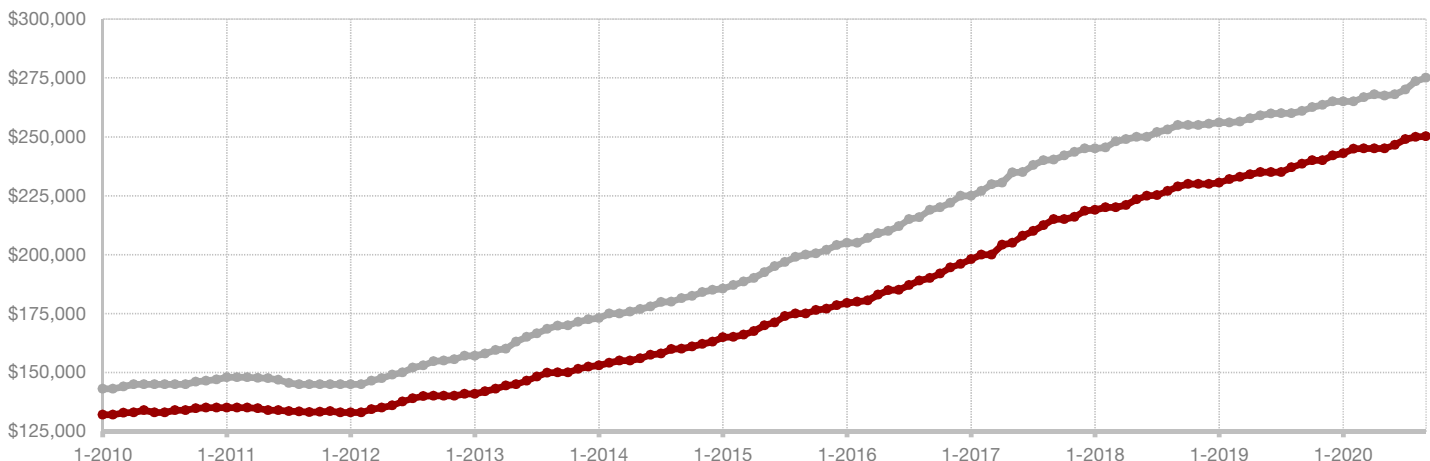
■ 2019 ■ 2020



Median Sales Price - Rolling 12-Month Calculation

All MLS —

Tarrant County —



Local Market Update – September 2020

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- 1.4%

+ 14.9%

+ 17.1%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Taylor County

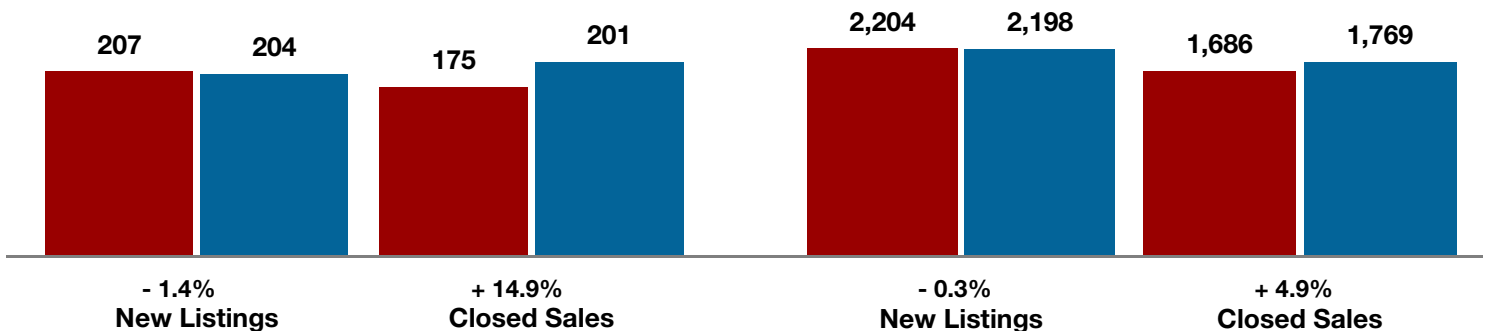
	September			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	207	204	- 1.4%	2,204	2,198	- 0.3%
Pending Sales	139	190	+ 36.7%	1,735	1,911	+ 10.1%
Closed Sales	175	201	+ 14.9%	1,686	1,769	+ 4.9%
Average Sales Price*	\$202,164	\$225,357	+ 11.5%	\$195,111	\$207,648	+ 6.4%
Median Sales Price*	\$175,100	\$205,000	+ 17.1%	\$179,500	\$190,000	+ 5.8%
Percent of Original List Price Received*	94.9%	97.1%	+ 2.3%	95.9%	96.7%	+ 0.8%
Days on Market Until Sale	55	40	- 27.3%	57	53	- 7.0%
Inventory of Homes for Sale	629	406	- 35.5%	--	--	--
Months Supply of Inventory	3.6	2.1	- 50.0%	--	--	--

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September

Year to Date

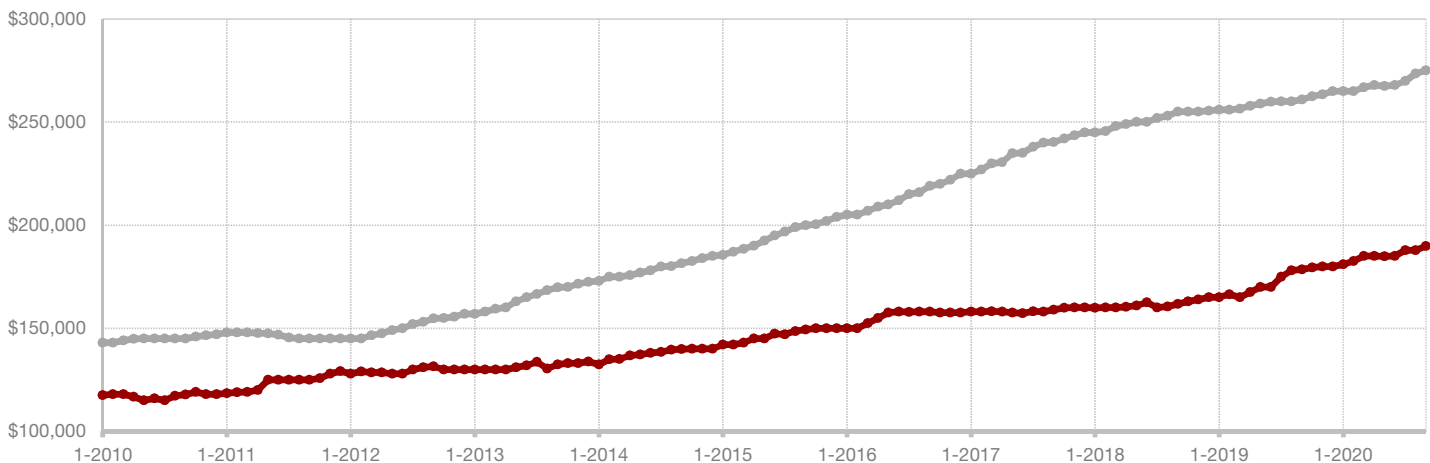
■ 2019 ■ 2020



Median Sales Price - Rolling 12-Month Calculation

All MLS —

Taylor County —



Local Market Update – September 2020

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Upshur County

+ 150.0% **+ 150.0%** **+ 121.5%**

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

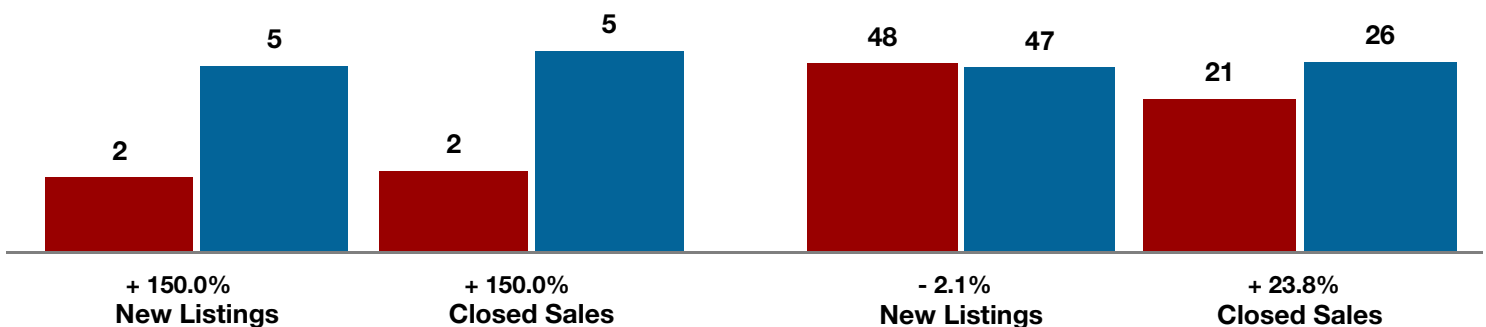
	September			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	2	5	+ 150.0%	48	47	- 2.1%
Pending Sales	2	2	0.0%	24	27	+ 12.5%
Closed Sales	2	5	+ 150.0%	21	26	+ 23.8%
Average Sales Price*	\$144,500	\$367,000	+ 154.0%	\$297,964	\$270,761	- 9.1%
Median Sales Price*	\$144,500	\$320,000	+ 121.5%	\$260,000	\$269,000	+ 3.5%
Percent of Original List Price Received*	106.0%	91.7%	- 13.5%	94.1%	92.0%	- 2.2%
Days on Market Until Sale	79	106	+ 34.2%	71	99	+ 39.4%
Inventory of Homes for Sale	29	23	- 20.7%	--	--	--
Months Supply of Inventory	11.4	7.0	- 36.4%	--	--	--

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September

Year to Date

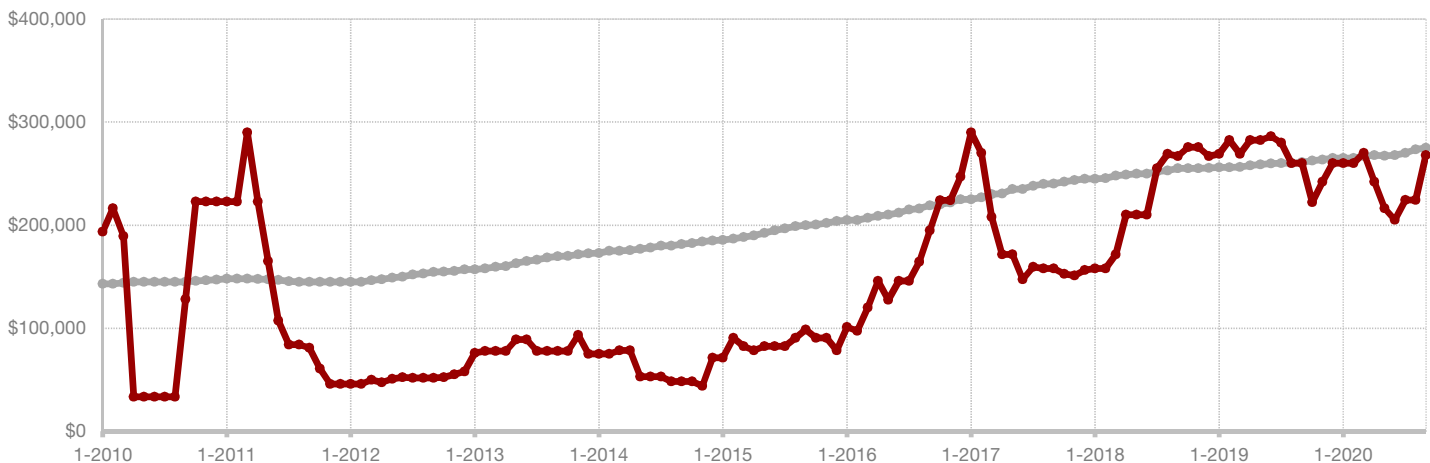
■ 2019 ■ 2020



Median Sales Price - Rolling 12-Month Calculation

All MLS —

Upshur County —



Local Market Update – September 2020

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+ 6.3%

+ 28.6%

+ 23.1%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Van Zandt County

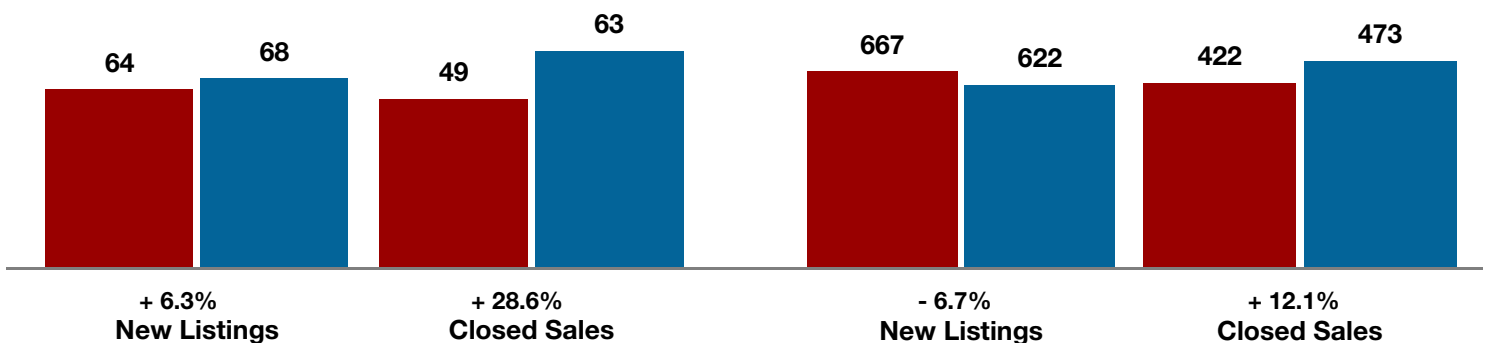
	September			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	64	68	+ 6.3%	667	622	- 6.7%
Pending Sales	45	43	- 4.4%	452	503	+ 11.3%
Closed Sales	49	63	+ 28.6%	422	473	+ 12.1%
Average Sales Price*	\$237,924	\$288,760	+ 21.4%	\$207,997	\$244,555	+ 17.6%
Median Sales Price*	\$195,000	\$240,000	+ 23.1%	\$180,000	\$210,335	+ 16.9%
Percent of Original List Price Received*	93.6%	98.1%	+ 4.8%	94.1%	94.9%	+ 0.9%
Days on Market Until Sale	52	51	- 1.9%	65	70	+ 7.7%
Inventory of Homes for Sale	252	172	- 31.7%	--	--	--
Months Supply of Inventory	5.4	3.3	- 40.0%	--	--	--

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September

Year to Date

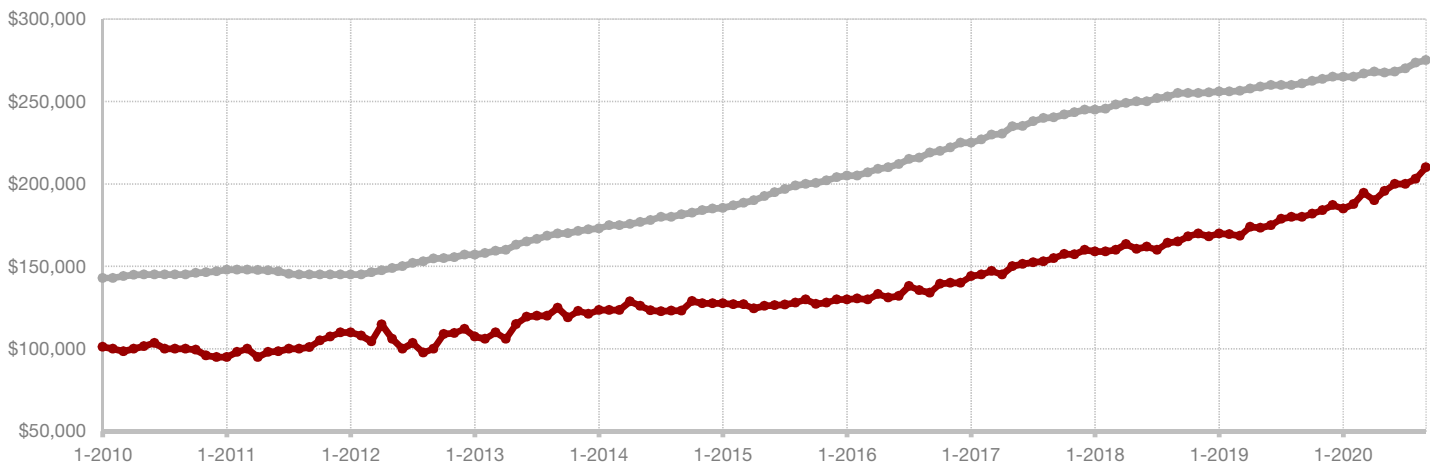
■ 2019 ■ 2020



Median Sales Price - Rolling 12-Month Calculation

All MLS —

Van Zandt County —



Local Market Update – September 2020

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Wise County

+ 46.3%

+ 19.5%

+ 24.1%

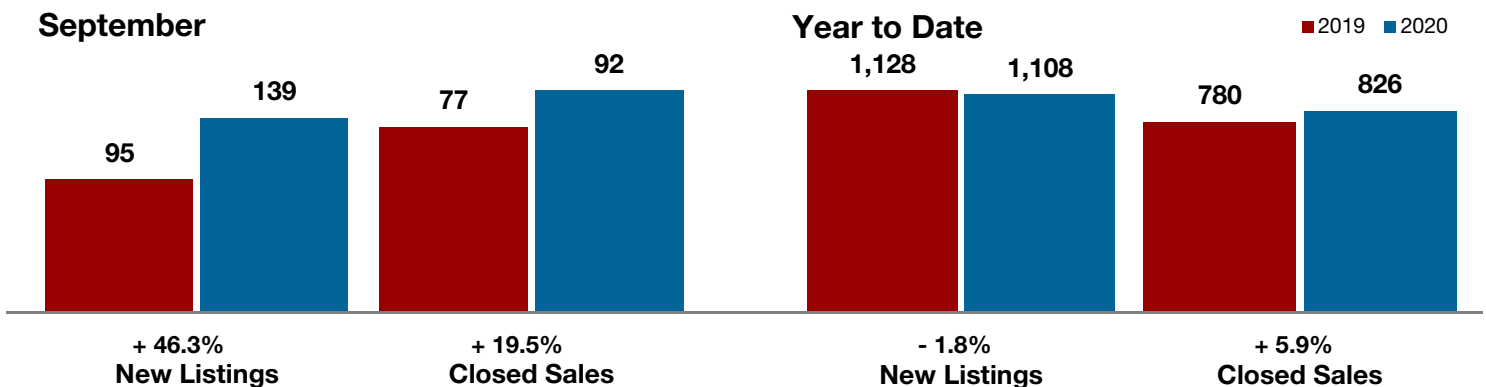
Change in
New Listings

Change in
Closed Sales

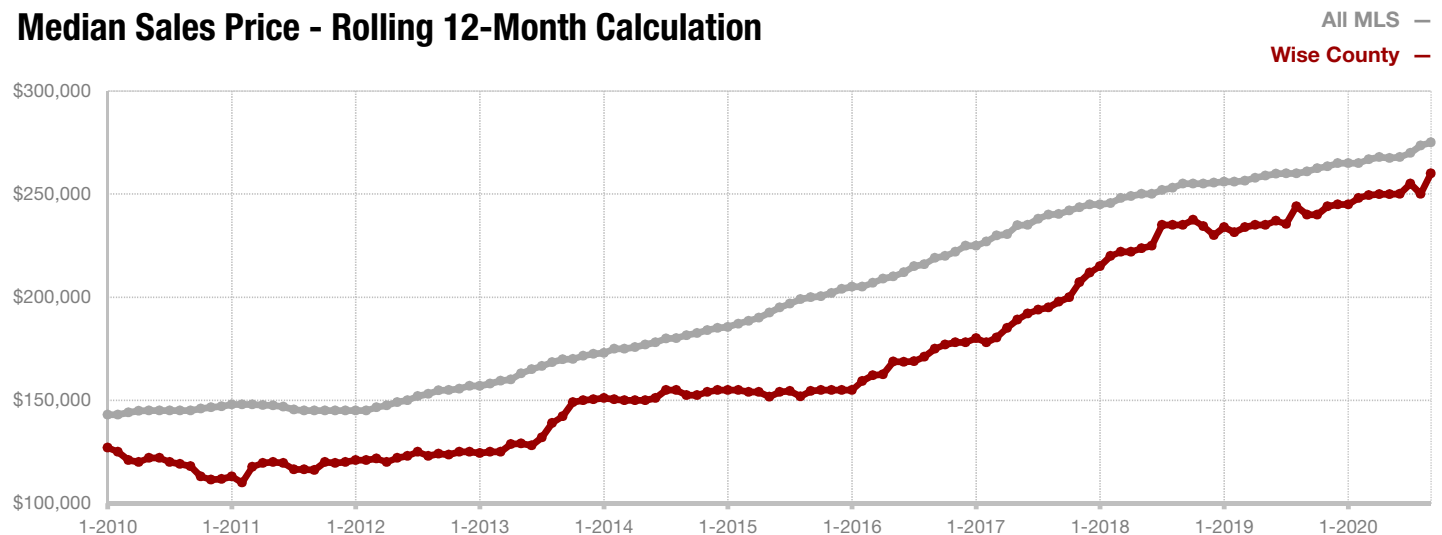
Change in
Median Sales Price

	September			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	95	139	+ 46.3%	1,128	1,108	- 1.8%
Pending Sales	63	103	+ 63.5%	822	917	+ 11.6%
Closed Sales	77	92	+ 19.5%	780	826	+ 5.9%
Average Sales Price*	\$249,446	\$321,123	+ 28.7%	\$270,018	\$291,196	+ 7.8%
Median Sales Price*	\$220,000	\$272,950	+ 24.1%	\$249,000	\$265,000	+ 6.4%
Percent of Original List Price Received*	96.7%	96.2%	- 0.5%	95.8%	95.3%	- 0.5%
Days on Market Until Sale	55	56	+ 1.8%	58	70	+ 20.7%
Inventory of Homes for Sale	354	265	- 25.1%	--	--	--
Months Supply of Inventory	4.3	2.8	- 25.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – September 2020

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



Wood County

+ 26.3%

Change in
New Listings

+ 5.1%

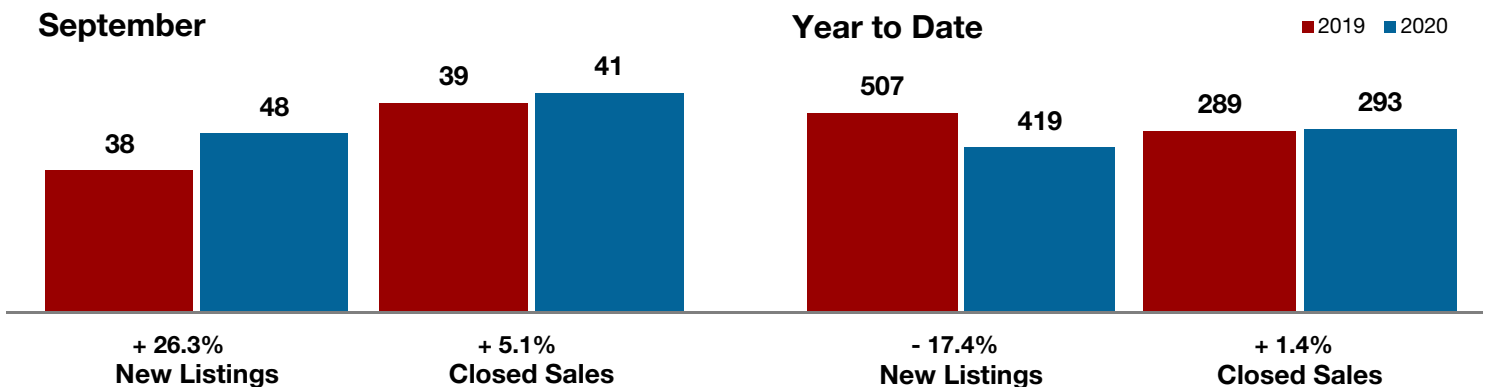
Change in
Closed Sales

+ 38.9%

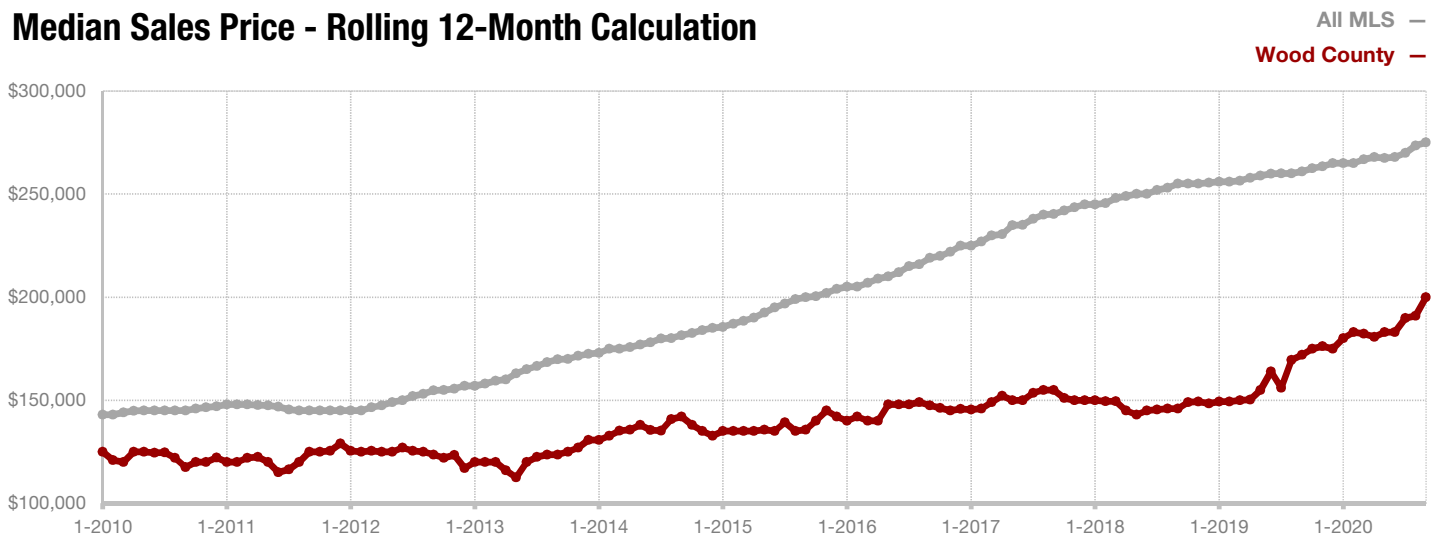
Change in
Median Sales Price

	September			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	38	48	+ 26.3%	507	419	- 17.4%
Pending Sales	22	37	+ 68.2%	303	337	+ 11.2%
Closed Sales	39	41	+ 5.1%	289	293	+ 1.4%
Average Sales Price*	\$216,121	\$296,897	+ 37.4%	\$219,316	\$259,287	+ 18.2%
Median Sales Price*	\$180,000	\$250,000	+ 38.9%	\$181,500	\$218,500	+ 20.4%
Percent of Original List Price Received*	91.9%	95.2%	+ 3.6%	92.4%	93.3%	+ 1.0%
Days on Market Until Sale	65	87	+ 33.8%	79	91	+ 15.2%
Inventory of Homes for Sale	218	124	- 43.1%	--	--	--
Months Supply of Inventory	6.9	3.7	- 42.9%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation



Local Market Update – September 2020

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



- 52.4%

- 27.8%

+ 76.9%

Change in
New Listings

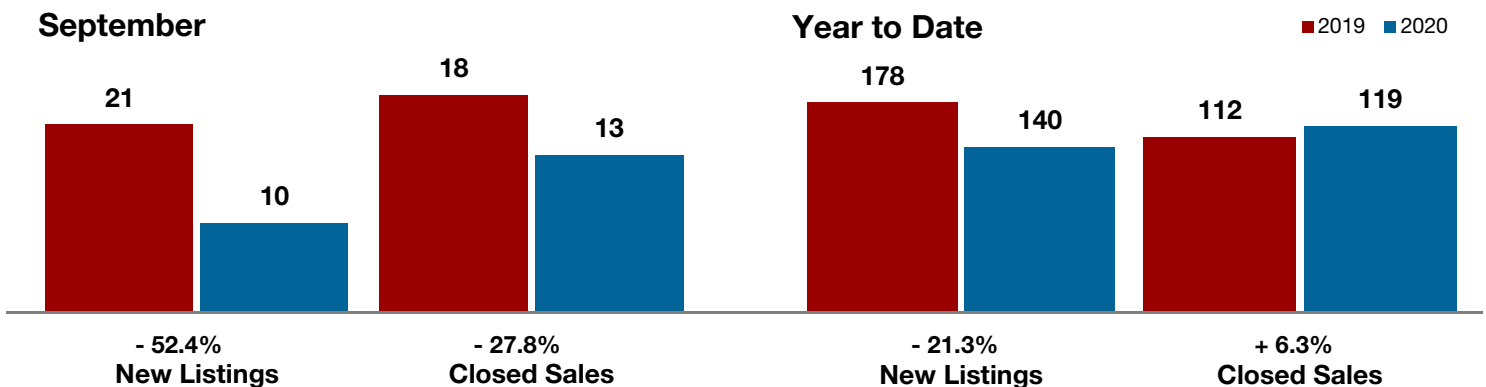
Change in
Closed Sales

Change in
Median Sales Price

Young County

	September			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	21	10	- 52.4%	178	140	- 21.3%
Pending Sales	9	4	- 55.6%	118	124	+ 5.1%
Closed Sales	18	13	- 27.8%	112	119	+ 6.3%
Average Sales Price*	\$146,594	\$204,362	+ 39.4%	\$172,269	\$162,771	- 5.5%
Median Sales Price*	\$111,350	\$197,000	+ 76.9%	\$132,250	\$134,900	+ 2.0%
Percent of Original List Price Received*	88.0%	97.0%	+ 10.2%	91.4%	90.7%	- 0.8%
Days on Market Until Sale	96	47	- 51.0%	116	128	+ 10.3%
Inventory of Homes for Sale	94	56	- 40.4%	--	--	--
Months Supply of Inventory	8.1	4.3	- 50.0%	--	--	--

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Median Sales Price - Rolling 12-Month Calculation

