

Monthly Indicators

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



January 2013

The idea of doing data analysis is about as exciting to some as renewing a driver's license. Sometimes watching monthly figures can feel like watching grass grow. Try to ignore the confusion of high school statistics class – those regressions and cotangents can't hurt you anymore. The number crunching is done for you, so let the trend be your friend. And for the first time since 2006, the numbers are largely positive. Let's look at the cheat sheet.

New Listings in the North Texas region decreased 1.5 percent to 9,616. Pending Sales were up 2.9 percent to 5,790. Inventory levels shrank 24.9 percent to 25,111 units.

Prices rallied higher. The Median Sales Price increased 9.4 percent to \$152,000. Days on Market was down 20.5 percent to 89 days. Absorption rates improved as Months Supply of Inventory was down 35.3 percent to 3.6 months.

It's important to watch the economy, since job growth directly fuels home purchases and since the housing industry generates jobs. The economy has added about 6.1 million jobs over the past 35 months, a sluggish but encouraging trend. Interest rates are slowly moving higher in some regions, though the affordability picture remains extremely attractive.

Quick Facts

+ 11.6%

+ 9.4%

- 24.9%

Change in
Closed Sales

Change in
Median Sales Price

Change in
Inventory

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Market Overview

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



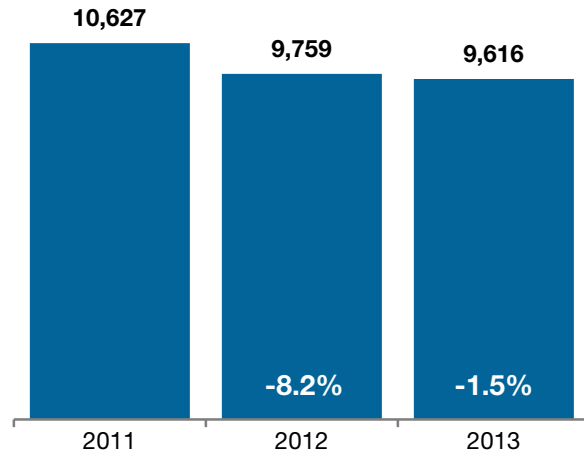
Key Metrics	Historical Sparklines	1-2012	1-2013	+/-	YTD 2012	YTD 2013	+/-
New Listings		9,759	9,616	- 1.5%	9,759	9,616	- 1.5%
Pending Sales		5,629	5,790	+ 2.9%	5,629	5,790	+ 2.9%
Closed Sales		4,132	4,612	+ 11.6%	4,132	4,612	+ 11.6%
Days on Market Until Sale		112	89	- 20.5%	112	89	- 20.5%
Median Sales Price		\$139,000	\$152,000	+ 9.4%	\$139,000	\$152,000	+ 9.4%
Percent of Original List Price Received		92.0%	94.0%	+ 2.2%	92.0%	94.0%	+ 2.2%
Housing Affordability Index		215	210	- 2.1%	215	210	- 2.1%
Inventory of Homes for Sale		33,429	25,111	- 24.9%	--	--	--
Months Supply of Homes for Sale		5.6	3.6	- 35.3%	--	--	--

New Listings

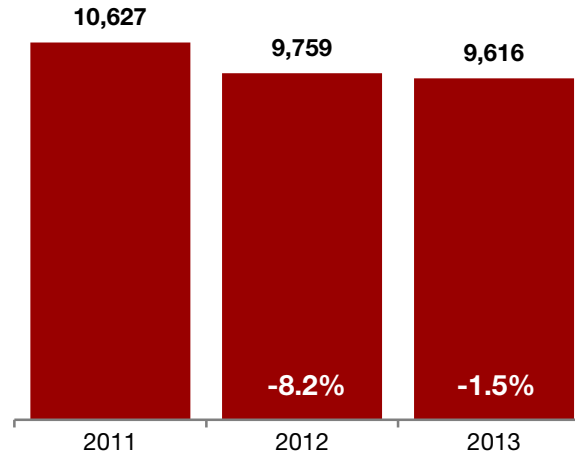
A count of the properties that have been newly listed on the market in a given month.



January

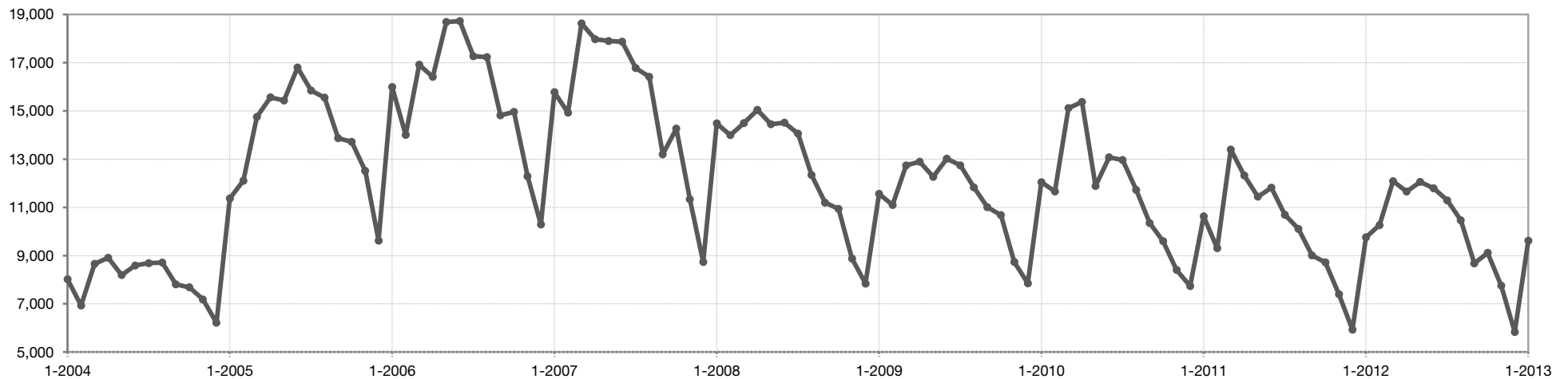


Year To Date



Month	Prior Year	Current Year	+/-
February	9,306	10,261	+10.3%
March	13,395	12,084	-9.8%
April	12,321	11,655	-5.4%
May	11,444	12,056	+5.3%
June	11,815	11,788	-0.2%
July	10,689	11,288	+5.6%
August	10,106	10,464	+3.5%
September	9,009	8,675	-3.7%
October	8,717	9,116	+4.6%
November	7,398	7,754	+4.8%
December	5,929	5,830	-1.7%
January	9,759	9,616	-1.5%
12-Month Avg	9,991	10,049	+0.6%

Historical New Listing Activity

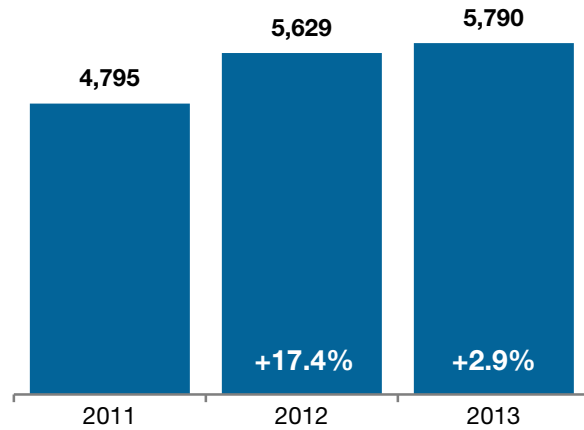


Pending Sales

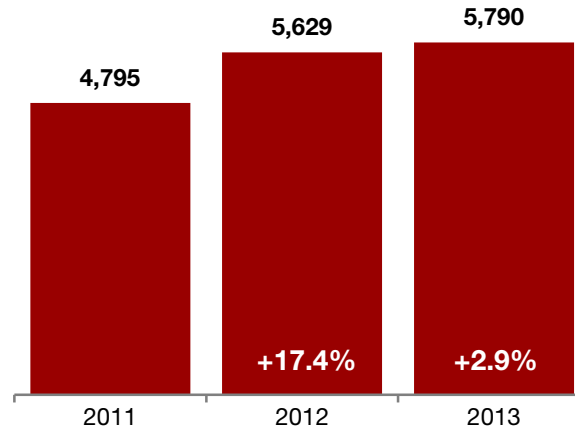
A count of the properties on which offers have been accepted in a given month.



January

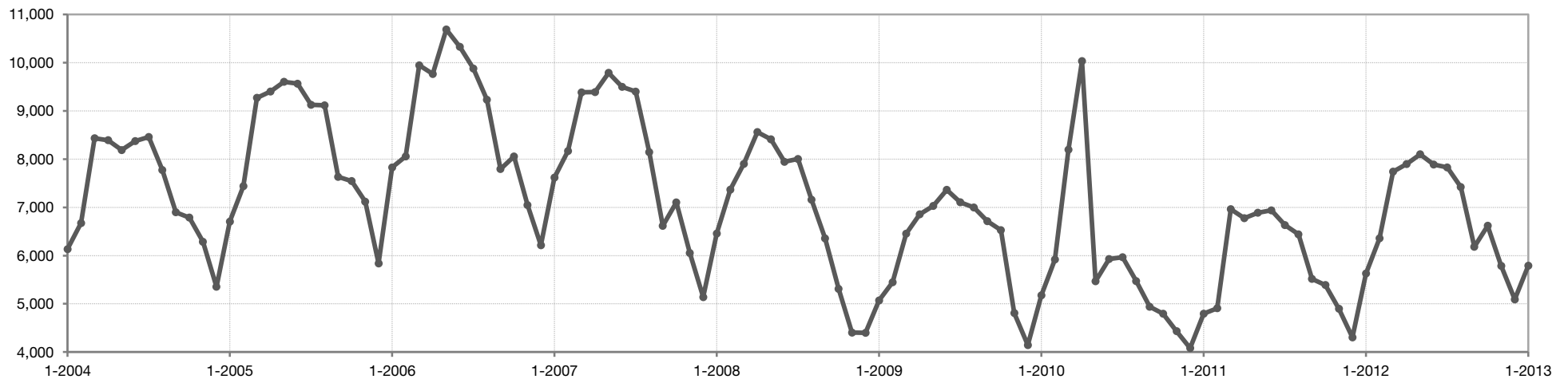


Year To Date



Month	Prior Year	Current Year	+/-
February	4,909	6,358	+29.5%
March	6,962	7,740	+11.2%
April	6,775	7,897	+16.6%
May	6,888	8,100	+17.6%
June	6,937	7,887	+13.7%
July	6,632	7,827	+18.0%
August	6,440	7,421	+15.2%
September	5,517	6,182	+12.1%
October	5,390	6,619	+22.8%
November	4,898	5,786	+18.1%
December	4,304	5,091	+18.3%
January	5,629	5,790	+2.9%
12-Month Avg	5,940	6,892	+16.0%

Historical Pending Sales Activity

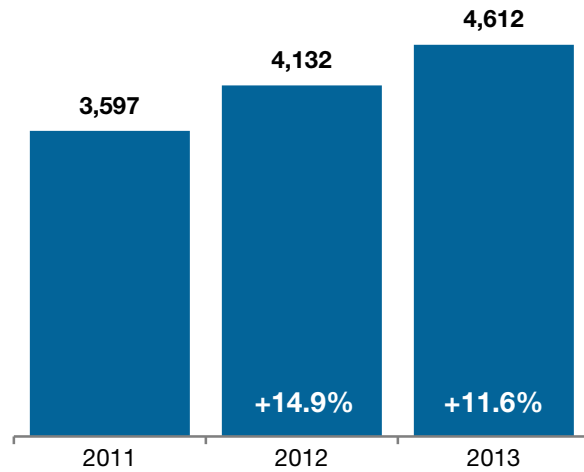


Closed Sales

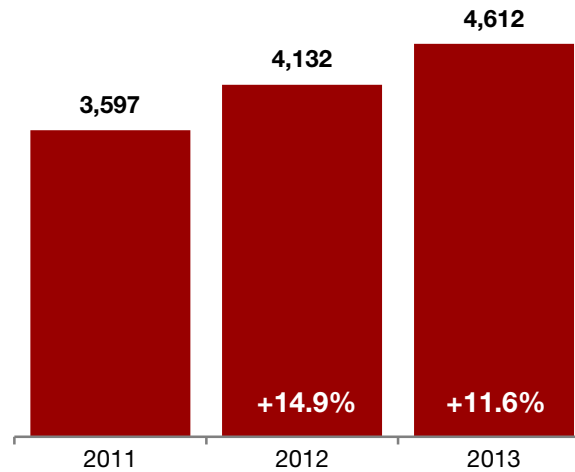
A count of the properties that have closed in a given month.



January

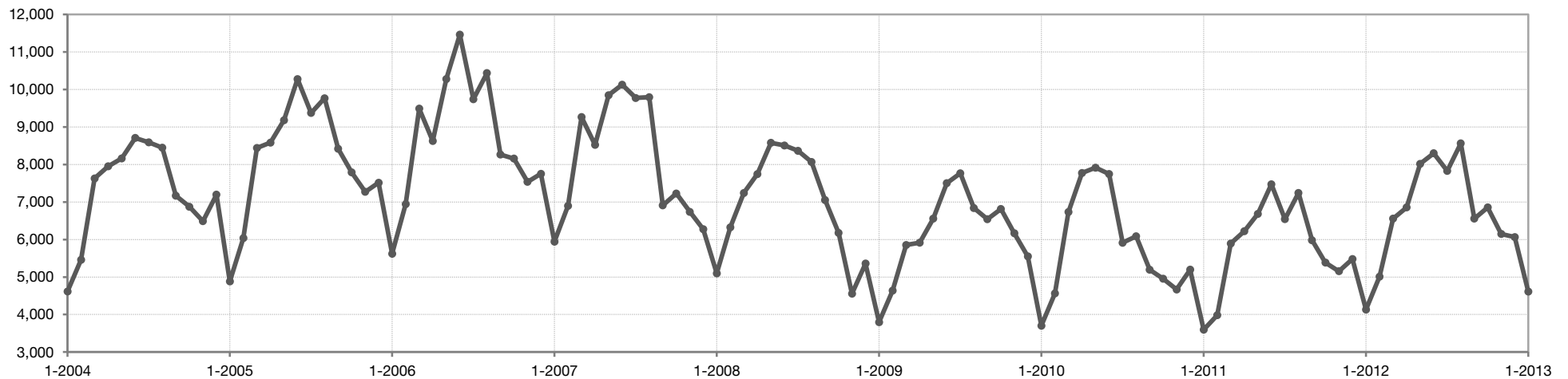


Year To Date



Month	Prior Year	Current Year	+/-
February	3,983	5,010	+25.8%
March	5,892	6,557	+11.3%
April	6,221	6,856	+10.2%
May	6,682	8,015	+19.9%
June	7,471	8,299	+11.1%
July	6,543	7,828	+19.6%
August	7,240	8,562	+18.3%
September	5,980	6,557	+9.6%
October	5,385	6,856	+27.3%
November	5,156	6,148	+19.2%
December	5,479	6,064	+10.7%
January	4,132	4,612	+11.6%
12-Month Avg	5,847	6,780	+16.0%

Historical Closed Sales Activity

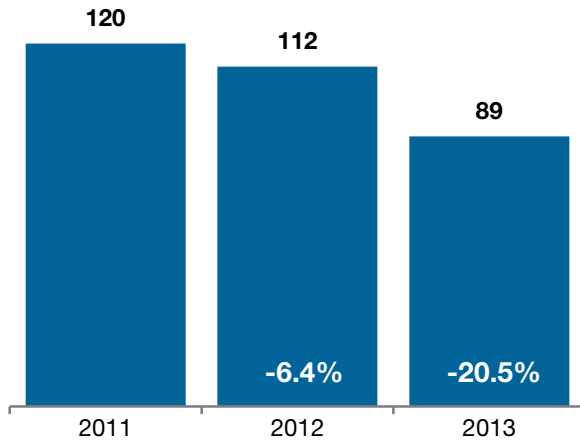


Days on Market Until Sale

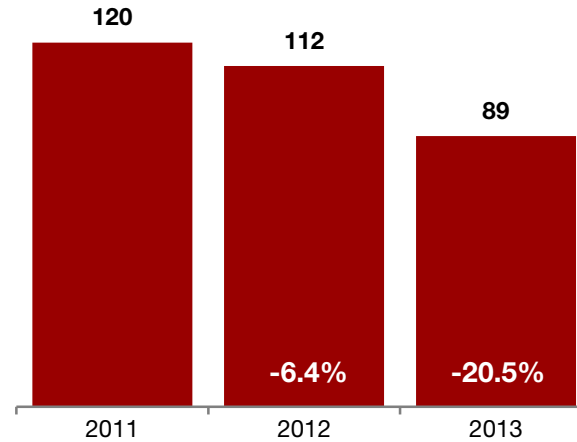
Average number of days between when a property is listed and when an offer is accepted in a given month.



January

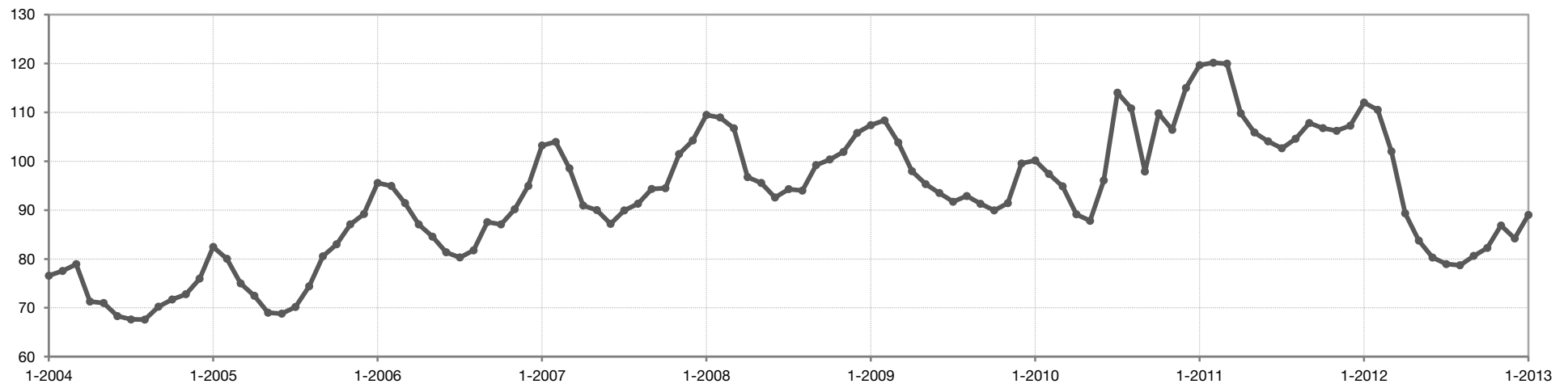


Year To Date



Month	Prior Year	Current Year	+/-
February	120	111	-8.0%
March	120	102	-15.0%
April	110	89	-18.6%
May	106	84	-20.9%
June	104	80	-22.8%
July	103	79	-23.1%
August	105	79	-24.7%
September	108	81	-25.2%
October	107	82	-22.9%
November	106	87	-18.2%
December	107	84	-21.5%
January	112	89	-20.5%
12-Month Avg	108	86	-20.4%

Historical Days on Market Until Sale

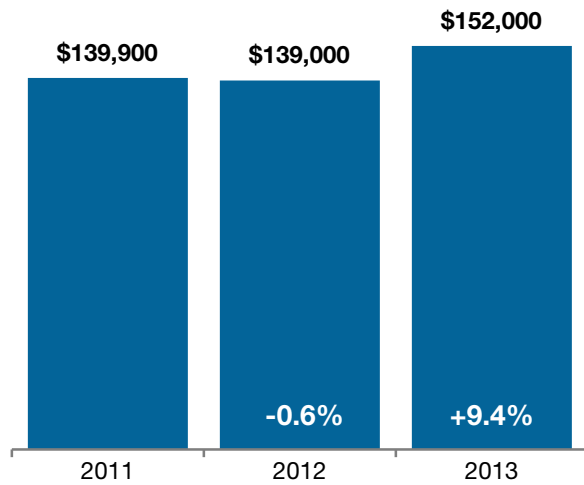


Median Sales Price

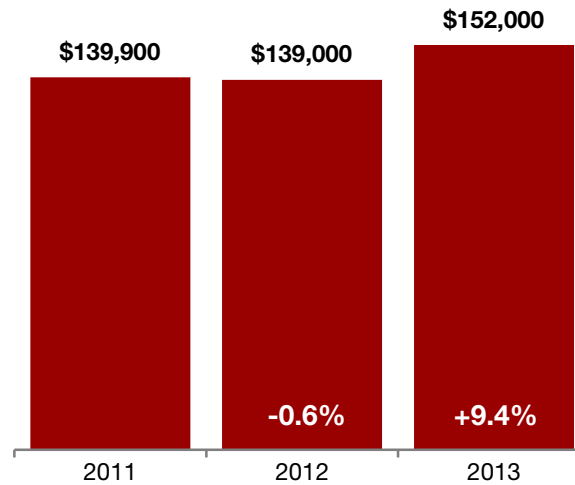
Median price point for all closed sales, not accounting for seller concessions, in a given month.



January

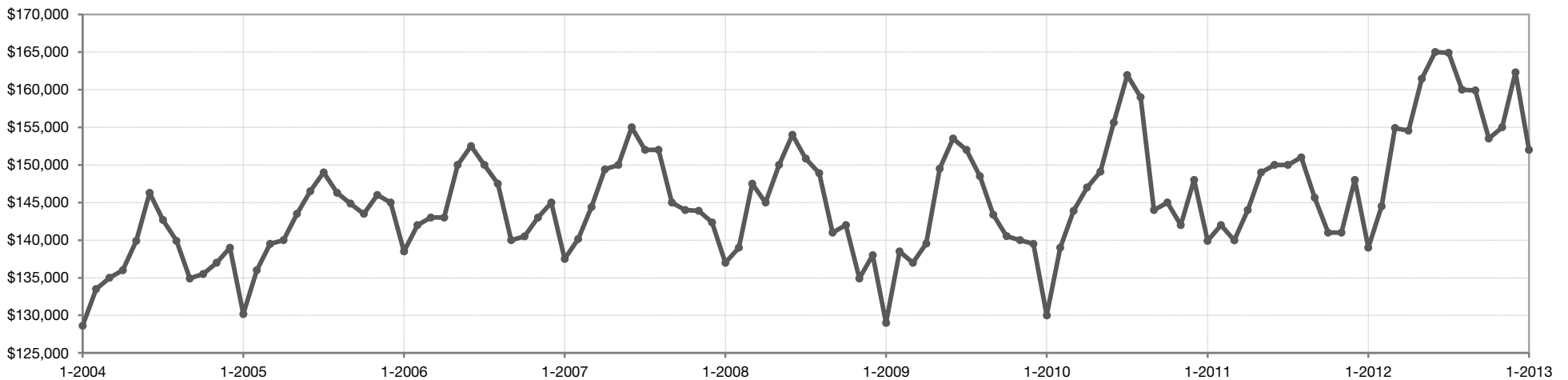


Year To Date



Month	Prior Year	Current Year	+/-
February	\$142,000	\$144,500	+1.8%
March	\$139,978	\$154,900	+10.7%
April	\$144,000	\$154,550	+7.3%
May	\$149,000	\$161,450	+8.4%
June	\$150,000	\$165,000	+10.0%
July	\$150,000	\$164,900	+9.9%
August	\$151,000	\$160,000	+6.0%
September	\$145,651	\$159,900	+9.8%
October	\$141,000	\$153,500	+8.9%
November	\$141,000	\$155,000	+9.9%
December	\$148,000	\$162,299	+9.7%
January	\$139,000	\$152,000	+9.4%
12-Month Med	\$145,000	\$158,000	+9.0%

Historical Median Sales Price

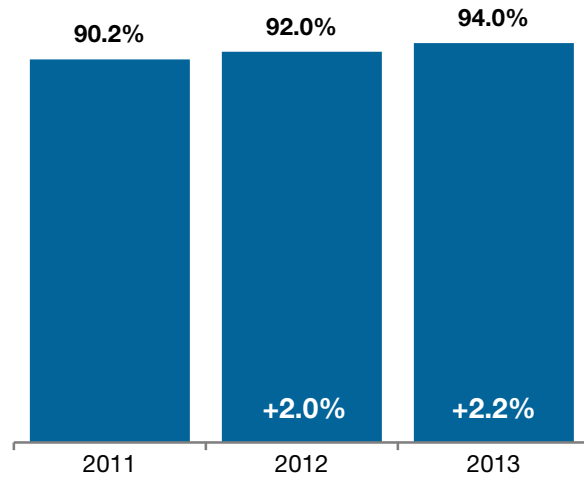


Percent of Original List Price Received

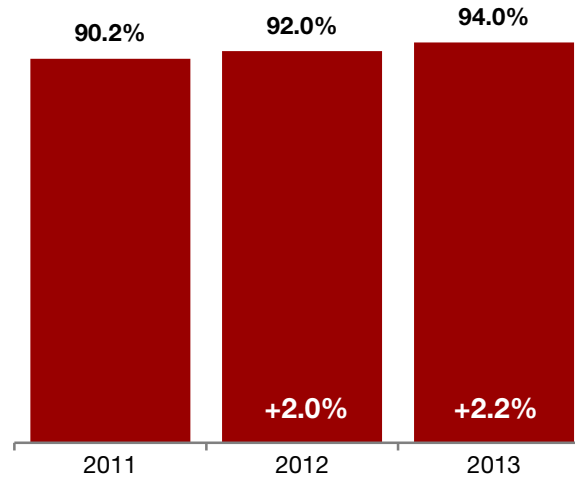


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

January

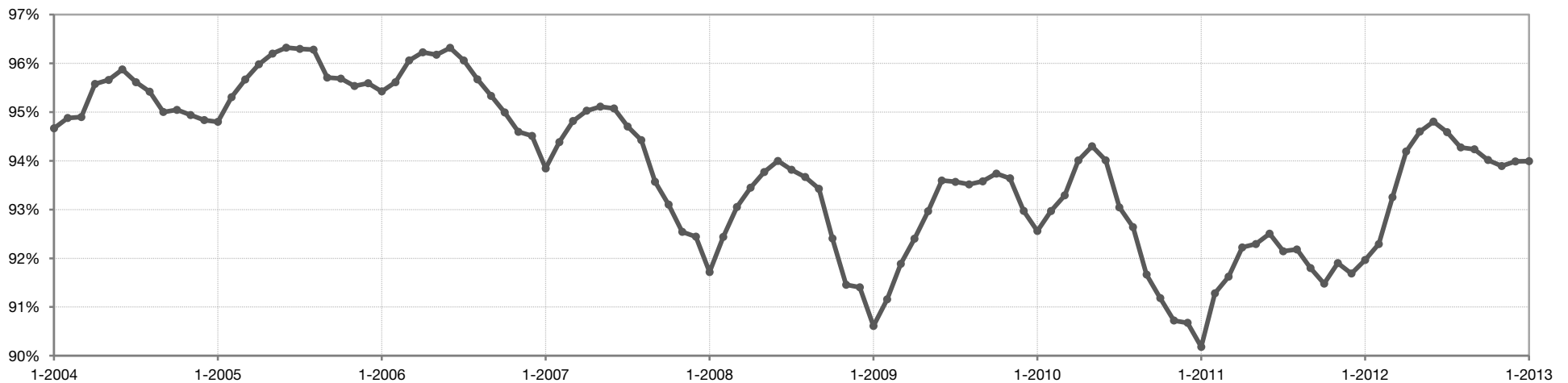


Year To Date



Month	Prior Year	Current Year	+/-
February	91.3%	92.3%	+1.1%
March	91.6%	93.3%	+1.8%
April	92.2%	94.2%	+2.1%
May	92.3%	94.6%	+2.5%
June	92.5%	94.8%	+2.5%
July	92.1%	94.6%	+2.7%
August	92.2%	94.3%	+2.3%
September	91.8%	94.2%	+2.7%
October	91.5%	94.0%	+2.8%
November	91.9%	93.9%	+2.2%
December	91.7%	94.0%	+2.5%
January	92.0%	94.0%	+2.2%
12-Month Avg	92.0%	94.1%	+2.3%

Historical Percent of Original List Price Received

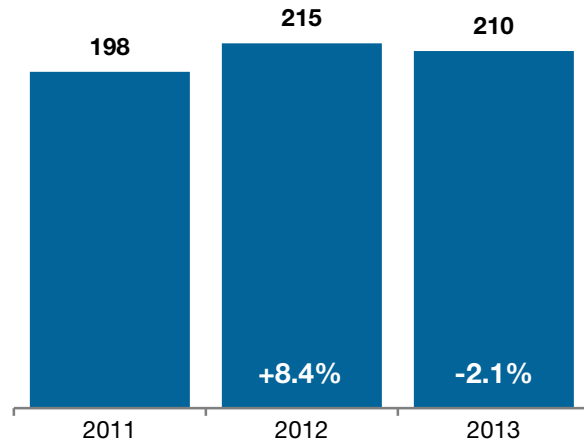


Housing Affordability Index

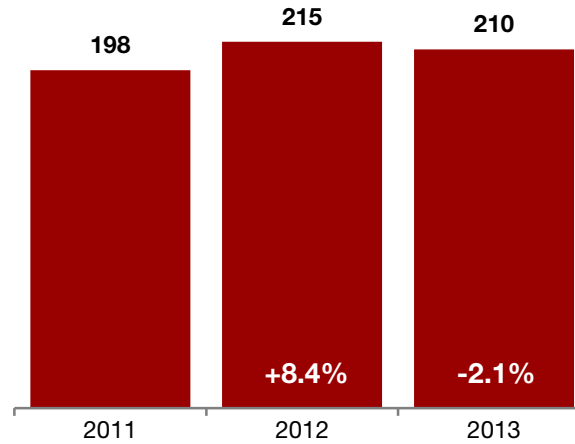
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



January

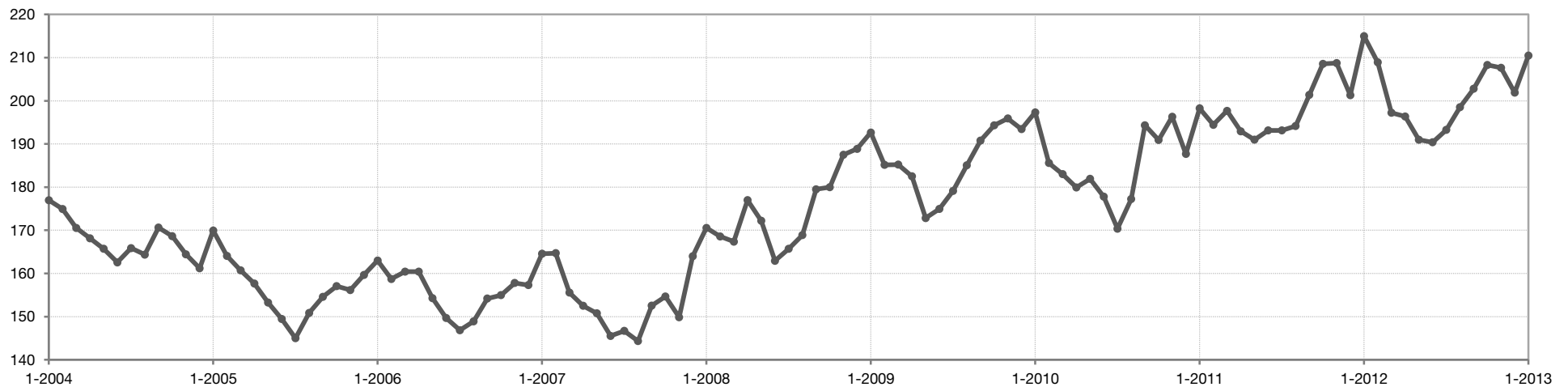


Year To Date



Month	Prior Year	Current Year	+/-
February	194	209	+7.5%
March	198	197	-0.2%
April	193	196	+1.8%
May	191	191	-0.0%
June	193	190	-1.4%
July	193	193	+0.1%
August	194	199	+2.2%
September	201	203	+0.7%
October	209	208	-0.1%
November	209	208	-0.5%
December	201	202	+0.3%
January	215	210	-2.1%
12-Month Avg	199	201	+0.7%

Historical Housing Affordability Index

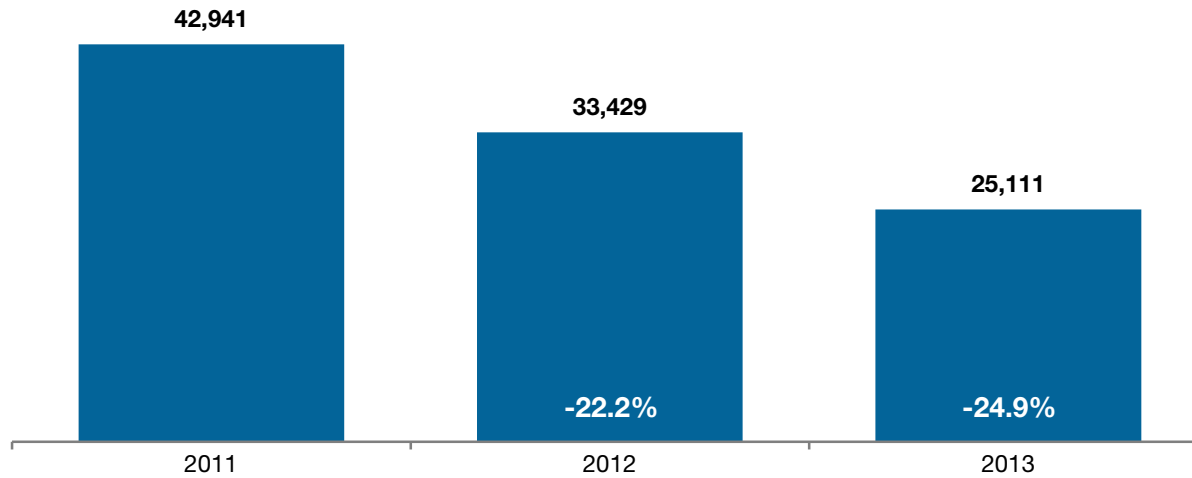


Inventory of Homes for Sale

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

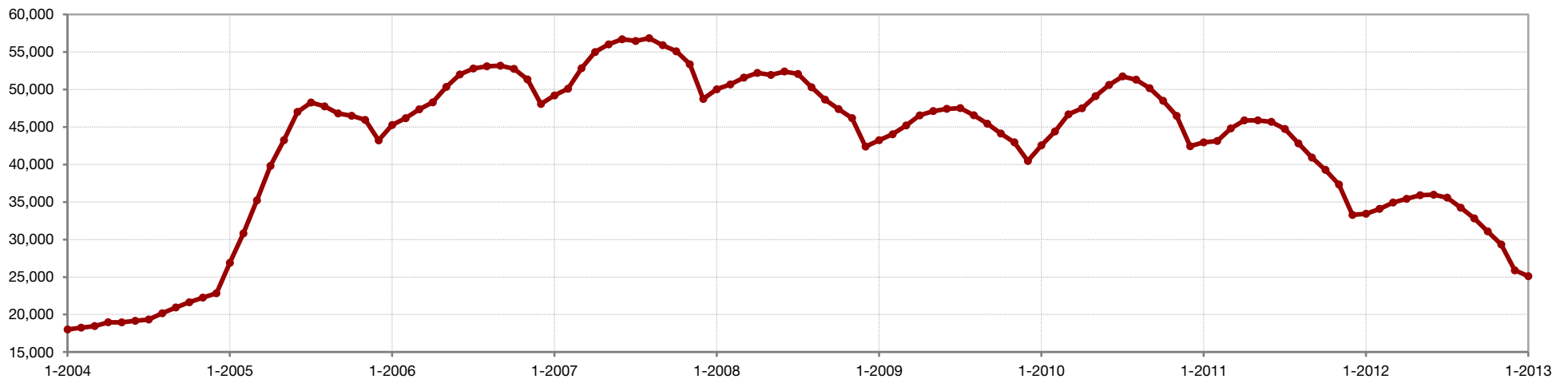


January



Month	Prior Year	Current Year	+/-
February	43,125	34,082	-21.0%
March	44,796	34,927	-22.0%
April	45,874	35,421	-22.8%
May	45,878	35,902	-21.7%
June	45,680	35,967	-21.3%
July	44,725	35,577	-20.5%
August	42,805	34,234	-20.0%
September	40,917	32,814	-19.8%
October	39,283	31,081	-20.9%
November	37,325	29,332	-21.4%
December	33,272	25,889	-22.2%
January	33,429	25,111	-24.9%
12-Month Avg	41,426	32,528	-21.5%

Historical Inventory of Homes for Sale

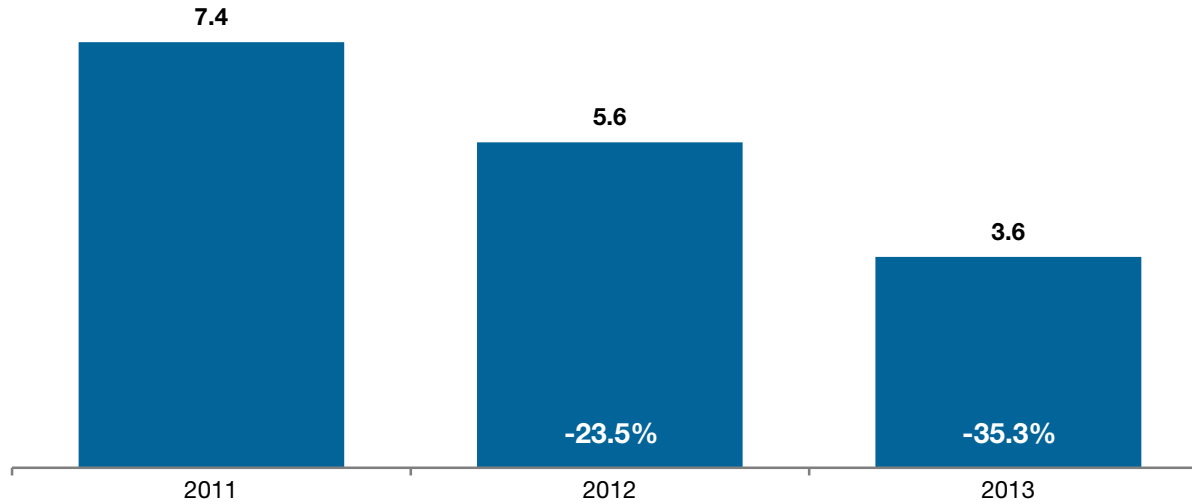


Months Supply of Inventory

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



January



Month	Prior Year	Current Year	+/-
February	7.5	5.6	-25.0%
March	7.9	5.7	-28.1%
April	8.5	5.7	-33.2%
May	8.3	5.7	-32.0%
June	8.2	5.6	-31.4%
July	7.9	5.5	-31.0%
August	7.5	5.2	-30.5%
September	7.1	4.9	-30.3%
October	6.8	4.6	-31.7%
November	6.4	4.3	-32.5%
December	5.7	3.8	-33.6%
January	5.6	3.6	-35.3%
12-Month Avg	7.3	5.0	-31.1%

Historical Months Supply of Inventory

