

# Monthly Indicators

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



## September 2015

The third quarter of 2015 has ticked its last tock with the hands pointing firmly upon a reliable clock of a market. Although noon and 6:30 fluctuations are present even within the same states and cities, the overall tempo of real estate potential is experiencing a healthy number of good omens. The job market has shown continual improvement, jobless rates are down, real average hourly and weekly earnings have been up and there has been good news in new household formation.

New Listings in the North Texas region increased 12.2 percent to 11,081. Pending Sales were down 13.0 percent to 7,442. Inventory levels fell 11.4 percent to 25,924 units.

Prices continued to gain traction. The Median Sales Price increased 8.6 percent to \$200,900. Days on Market was down 32.2 percent to 40 days. Sellers were encouraged as Months Supply of Inventory was down 16.7 percent to 3.0 months.

With positive economic news coming from many angles, there are no imminent factors to prepare for beyond the typical seasonal drop-off. From the mouths of market-analyzing pundits, we are in the midst of one of the healthiest housing markets in the past 15 years. The one thing we were anticipating in September, an increase in interest rates, did not happen. It most likely will before year's end. Until then, get out and enjoy the season.

## Quick Facts

+ 3.8%

+ 8.6%

- 11.4%

Change in  
Closed Sales

Change in  
Median Sales Price

Change in  
Inventory

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# Market Overview

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



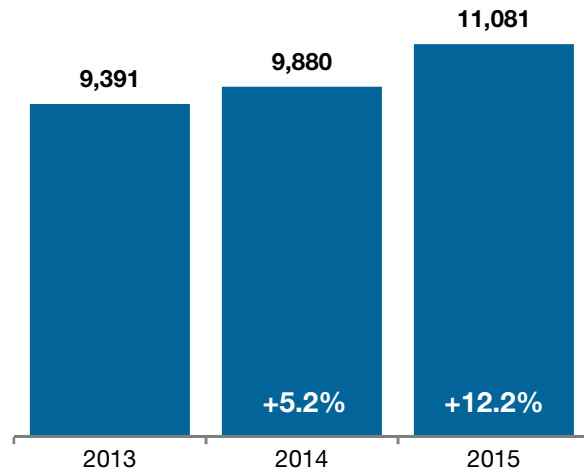
Key Metrics	Historical Sparklines	9-2014	9-2015	+/-	YTD 2014	YTD 2015	+/-
<b>New Listings</b>		9,880	<b>11,081</b>	+ 12.2%	104,687	<b>109,417</b>	+ 4.5%
<b>Pending Sales</b>		8,552	<b>7,442</b>	- 13.0%	78,293	<b>82,942</b>	+ 5.9%
<b>Closed Sales</b>		8,493	<b>8,814</b>	+ 3.8%	75,495	<b>79,161</b>	+ 4.9%
<b>Days on Market Until Sale</b>		59	<b>40</b>	- 32.2%	53	<b>50</b>	- 5.7%
<b>Median Sales Price</b>		\$185,000	<b>\$200,900</b>	+ 8.6%	\$185,000	<b>\$205,000</b>	+ 10.8%
<b>Percent of Original List Price Received</b>		96.1%	<b>96.6%</b>	+ 0.5%	96.2%	<b>97.2%</b>	+ 1.0%
<b>Housing Affordability Index</b>		163	<b>161</b>	- 1.1%	163	<b>158</b>	- 3.1%
<b>Inventory of Homes for Sale</b>		29,248	<b>25,924</b>	- 11.4%	--	--	--
<b>Months Supply of Homes for Sale</b>		3.6	<b>3.0</b>	- 16.7%	--	--	--

# New Listings

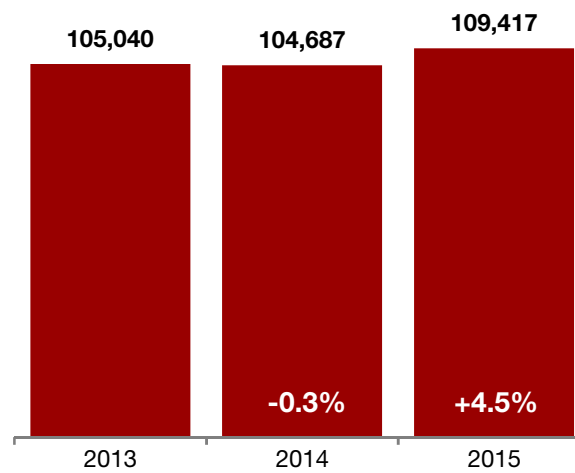
A count of the properties that have been newly listed on the market in a given month.



## September

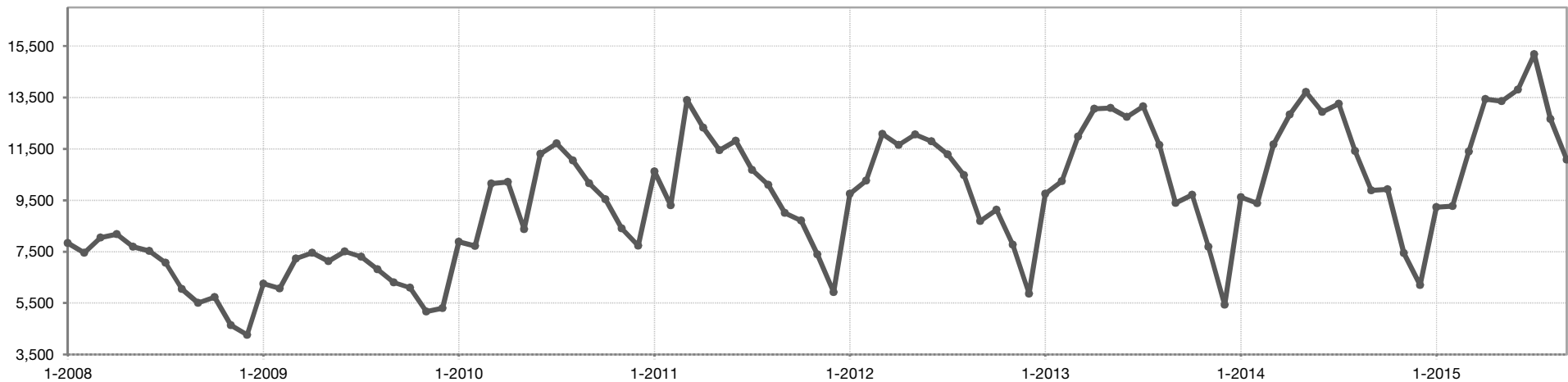


## Year To Date



Month	Prior Year	Current Year	+/-
October	9,714	9,924	+2.2%
November	7,689	7,449	-3.1%
December	5,429	6,195	+14.1%
January	9,613	9,233	-4.0%
February	9,384	9,275	-1.2%
March	11,667	11,395	-2.3%
April	12,834	13,435	+4.7%
May	13,709	13,356	-2.6%
June	12,935	13,798	+6.7%
July	13,248	15,180	+14.6%
August	11,417	12,664	+10.9%
September	9,880	11,081	+12.2%
<b>12-Month Avg</b>	<b>10,627</b>	<b>11,082</b>	<b>+4.3%</b>

## Historical New Listing Activity

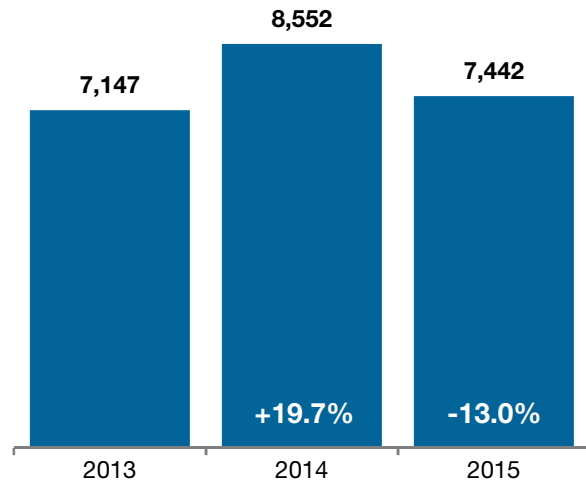


# Pending Sales

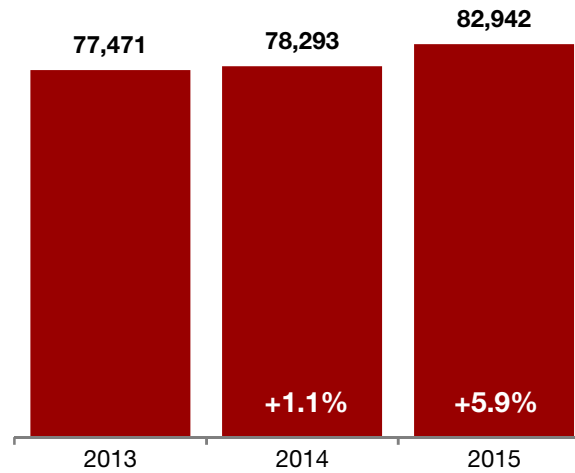
A count of the properties on which offers have been accepted in a given month.



## September

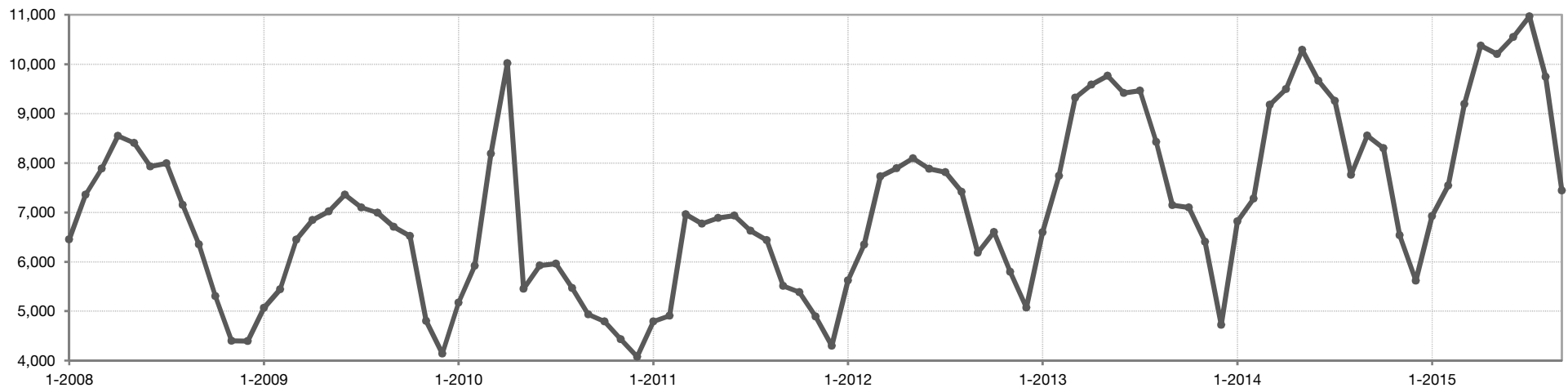


## Year To Date



Month	Prior Year	Current Year	+/-
October	7,098	8,301	+16.9%
November	6,403	6,536	+2.1%
December	4,721	5,618	+19.0%
January	6,819	6,923	+1.5%
February	7,280	7,543	+3.6%
March	9,180	9,196	+0.2%
April	9,493	10,374	+9.3%
May	10,288	10,205	-0.8%
June	9,663	10,549	+9.2%
July	9,256	10,968	+18.5%
August	7,762	9,742	+25.5%
September	8,552	7,442	-13.0%
12-Month Avg	8,043	8,616	+7.1%

## Historical Pending Sales Activity

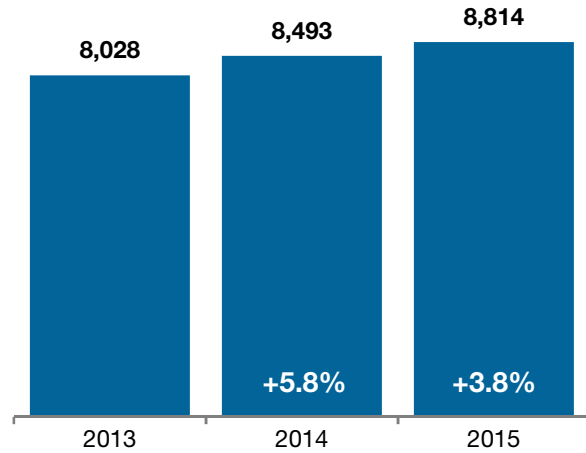


# Closed Sales

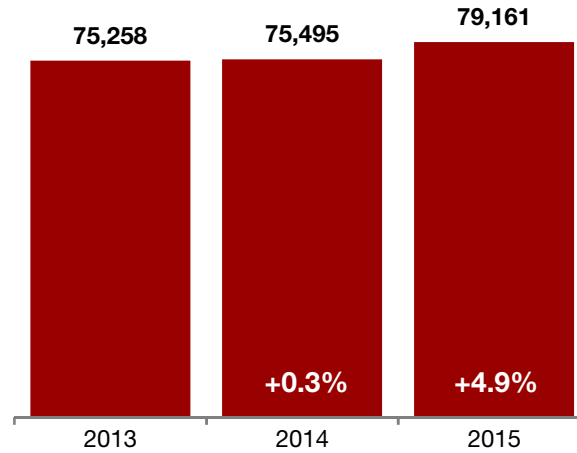
A count of the properties that have closed in a given month.



## September

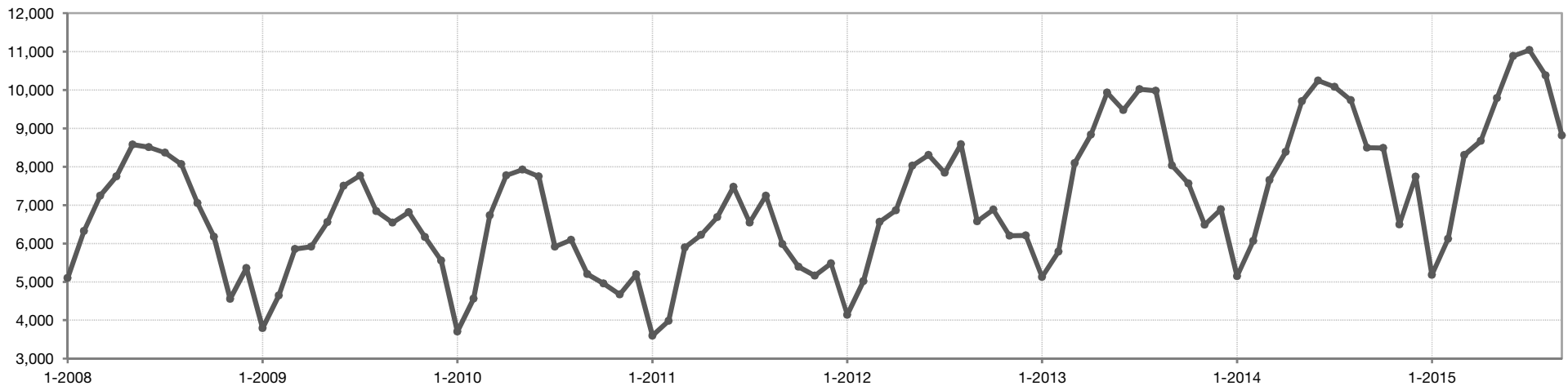


## Year To Date



Month	Prior Year	Current Year	+/-
October	7,560	8,484	+12.2%
November	6,486	6,496	+0.2%
December	6,885	7,736	+12.4%
January	5,146	5,177	+0.6%
February	6,062	6,116	+0.9%
March	7,647	8,304	+8.6%
April	8,387	8,669	+3.4%
May	9,705	9,786	+0.8%
June	10,245	10,879	+6.2%
July	10,079	11,038	+9.5%
August	9,731	10,378	+6.6%
September	8,493	8,814	+3.8%
<b>12-Month Avg</b>	<b>8,036</b>	<b>8,490</b>	<b>+5.7%</b>

## Historical Closed Sales Activity

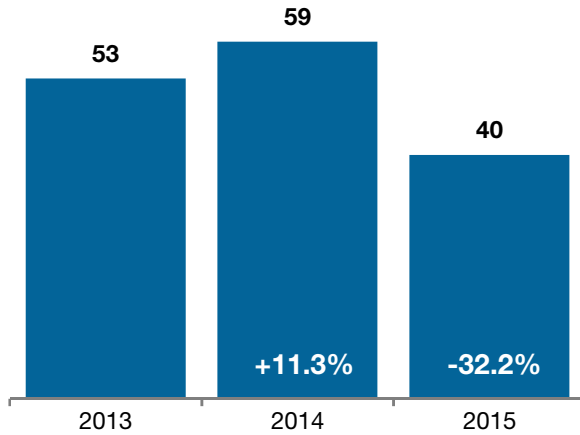


# Days on Market Until Sale

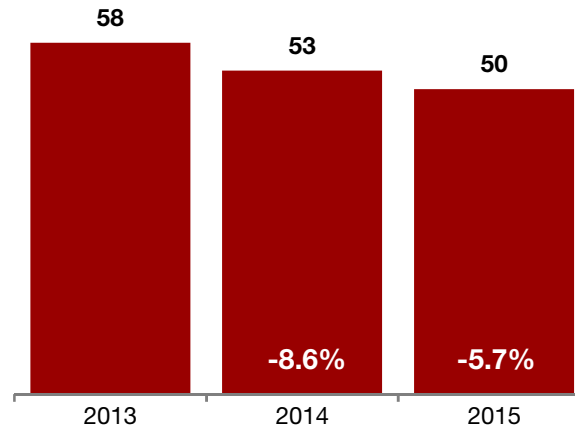
Average number of days between when a property is listed and when an offer is accepted in a given month.



## September

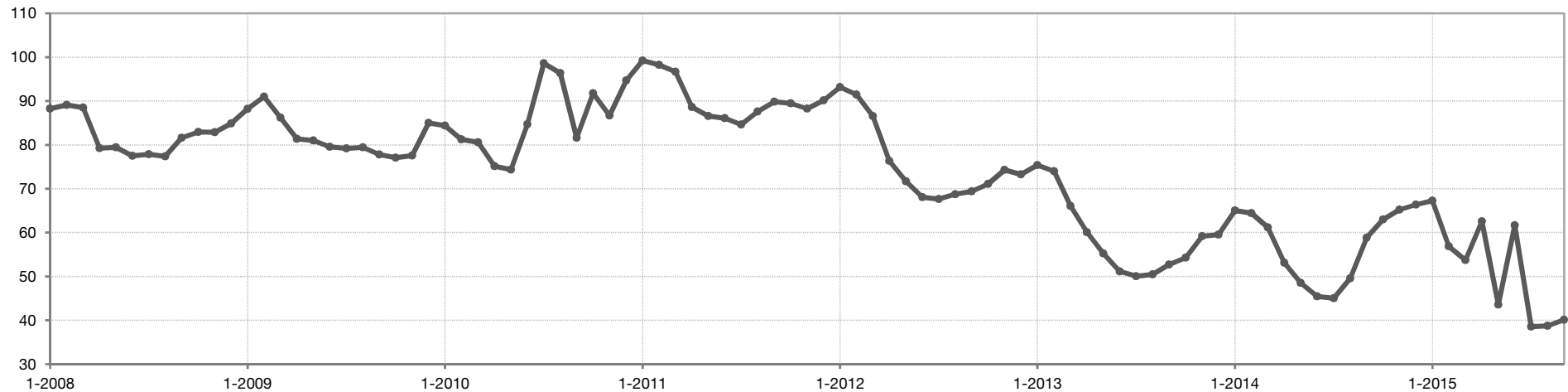


## Year To Date



Month	Prior Year	Current Year	+/-
October	54	63	+16.7%
November	59	65	+10.2%
December	60	66	+10.0%
January	65	67	+3.1%
February	64	57	-10.9%
March	61	54	-11.5%
April	53	63	+18.9%
May	49	44	-10.2%
June	45	62	+37.8%
July	45	39	-13.3%
August	50	39	-22.0%
September	59	40	-32.2%
<b>12-Month Avg</b>	<b>54</b>	<b>53</b>	<b>-1.9%</b>

## Historical Days on Market Until Sale

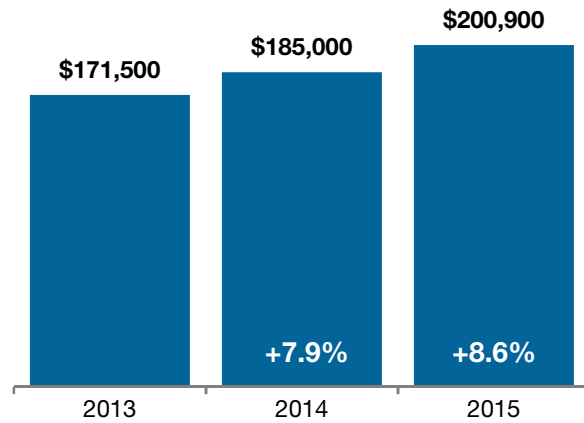


# Median Sales Price

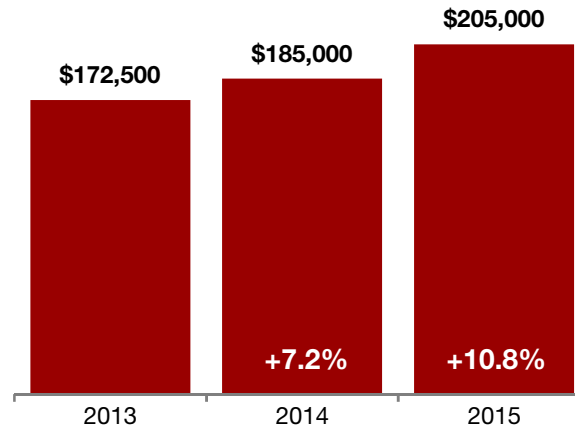
Median price point for all closed sales, not accounting for seller concessions, in a given month.



## September

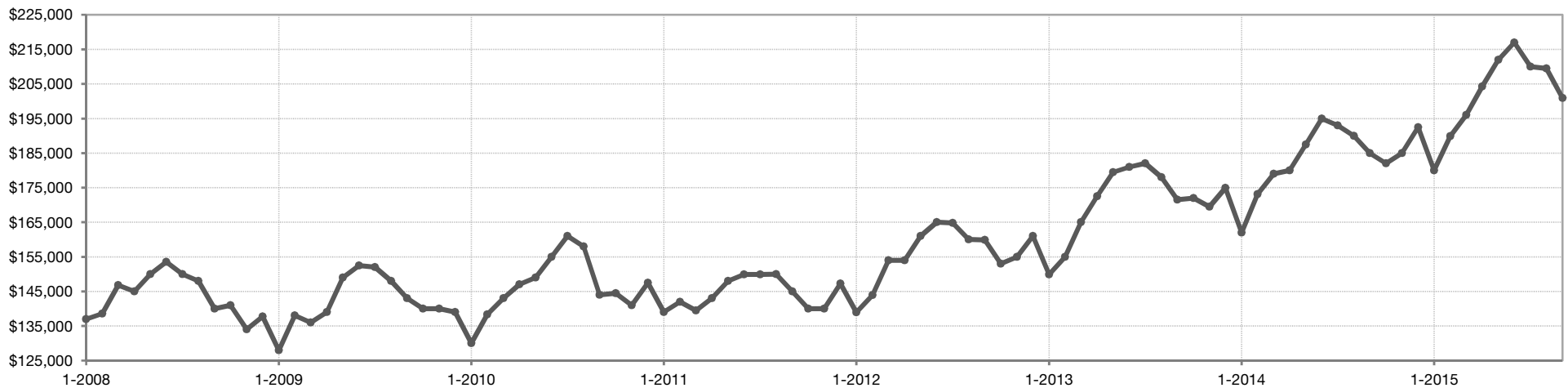


## Year To Date



Month	Prior Year	Current Year	+/-
October	\$172,000	<b>\$182,000</b>	+5.8%
November	\$169,500	<b>\$185,000</b>	+9.1%
December	\$174,900	<b>\$192,500</b>	+10.1%
January	\$162,000	<b>\$180,000</b>	+11.1%
February	\$173,100	<b>\$189,900</b>	+9.7%
March	\$179,000	<b>\$196,000</b>	+9.5%
April	\$180,000	<b>\$204,275</b>	+13.5%
May	\$187,500	<b>\$212,000</b>	+13.1%
June	\$195,000	<b>\$217,000</b>	+11.3%
July	\$193,000	<b>\$210,000</b>	+8.8%
August	\$190,000	<b>\$209,500</b>	+10.3%
September	\$185,000	<b>\$200,900</b>	+8.6%
<b>12-Month Med</b>	<b>\$181,500</b>	<b>\$200,000</b>	<b>+10.2%</b>

## Historical Median Sales Price



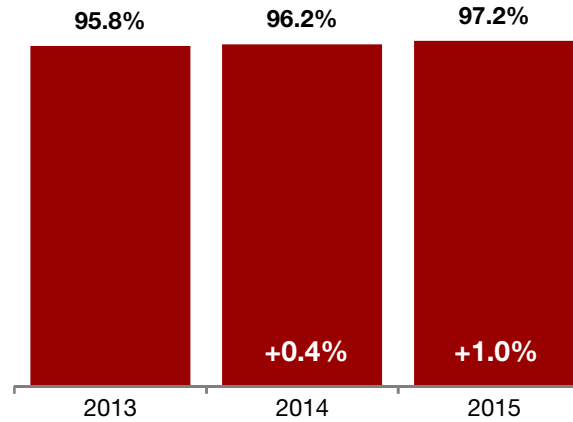
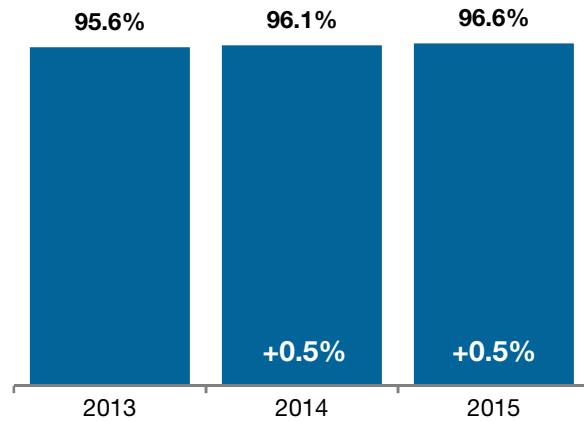
# Percent of Original List Price Received

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.



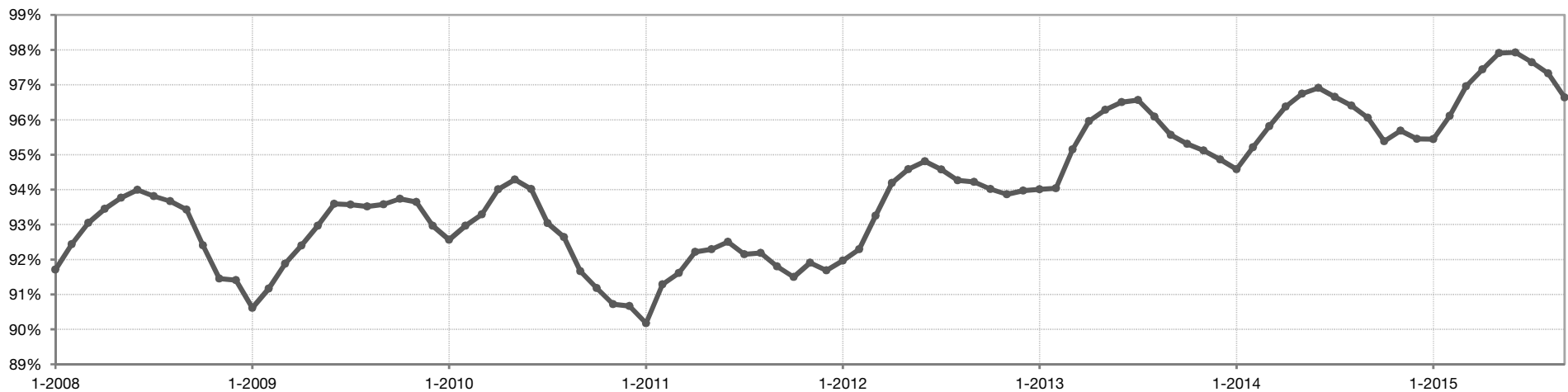
## September

## Year To Date



Month	Prior Year	Current Year	+/-
October	95.3%	<b>95.4%</b>	+0.1%
November	95.1%	<b>95.7%</b>	+0.6%
December	94.9%	<b>95.5%</b>	+0.6%
January	94.6%	<b>95.4%</b>	+0.8%
February	95.2%	<b>96.1%</b>	+0.9%
March	95.8%	<b>97.0%</b>	+1.3%
April	96.4%	<b>97.4%</b>	+1.0%
May	96.7%	<b>97.9%</b>	+1.2%
June	96.9%	<b>97.9%</b>	+1.0%
July	96.7%	<b>97.6%</b>	+0.9%
August	96.4%	<b>97.3%</b>	+0.9%
September	96.1%	<b>96.6%</b>	+0.5%
<b>12-Month Avg</b>	<b>96.0%</b>	<b>96.8%</b>	<b>+0.8%</b>

## Historical Percent of Original List Price Received



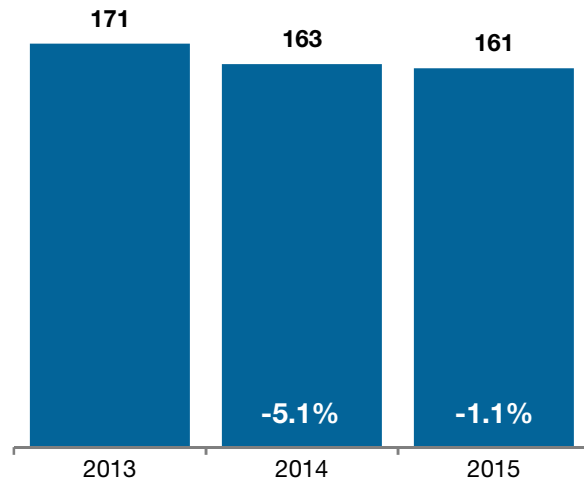


# Housing Affordability Index

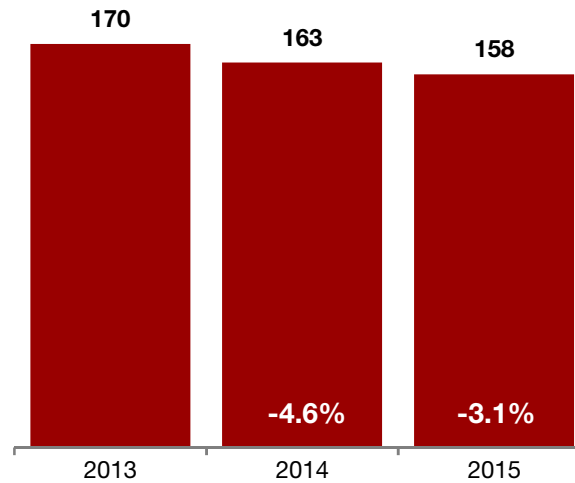
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



## September

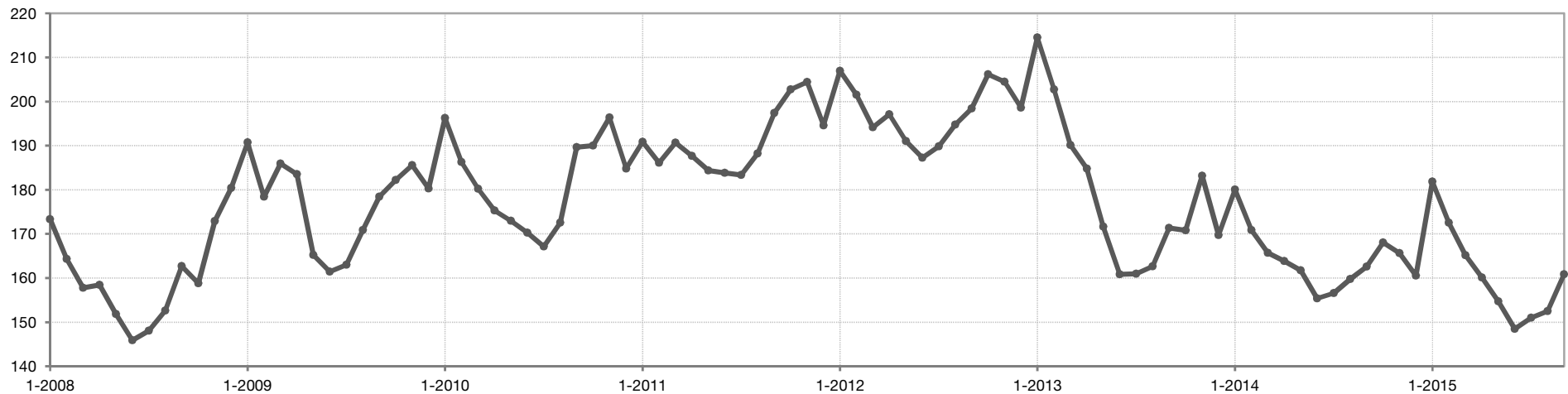


## Year To Date



Month	Prior Year	Current Year	+/-
October	171	168	-1.6%
November	183	166	-9.6%
December	170	161	-5.4%
January	180	182	+1.0%
February	171	173	+1.0%
March	166	165	-0.3%
April	164	160	-2.3%
May	162	155	-4.3%
June	155	148	-4.5%
July	157	151	-3.6%
August	160	152	-4.6%
September	163	161	-1.1%
<b>12-Month Avg</b>	<b>167</b>	<b>162</b>	<b>-2.9%</b>

## Historical Housing Affordability Index

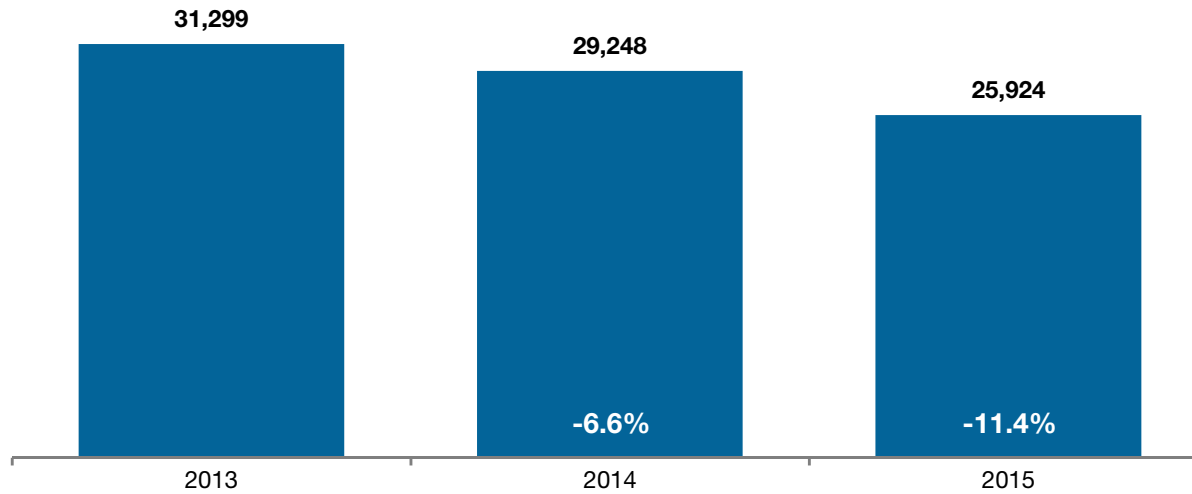


# Inventory of Homes for Sale

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

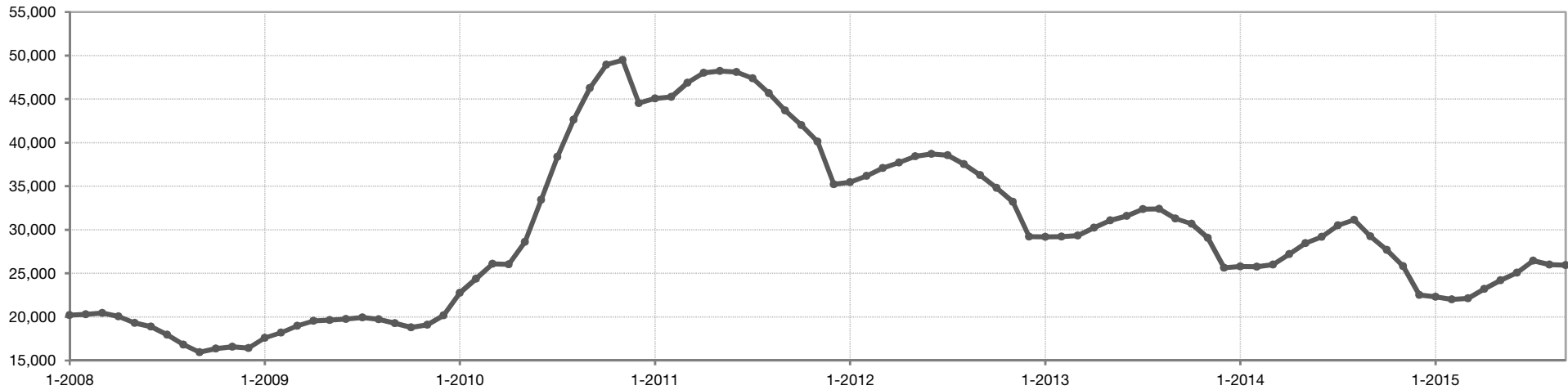


## September



Month	Prior Year	Current Year	+/-
October	30,672	27,684	-9.7%
November	29,069	25,812	-11.2%
December	25,635	22,517	-12.2%
January	25,800	22,314	-13.5%
February	25,751	21,998	-14.6%
March	25,984	22,116	-14.9%
April	27,188	23,201	-14.7%
May	28,474	24,210	-15.0%
June	29,172	25,073	-14.1%
July	30,516	26,459	-13.3%
August	31,137	26,004	-16.5%
September	29,248	25,924	-11.4%
12-Month Avg	28,221	24,443	-13.4%

## Historical Inventory of Homes for Sale

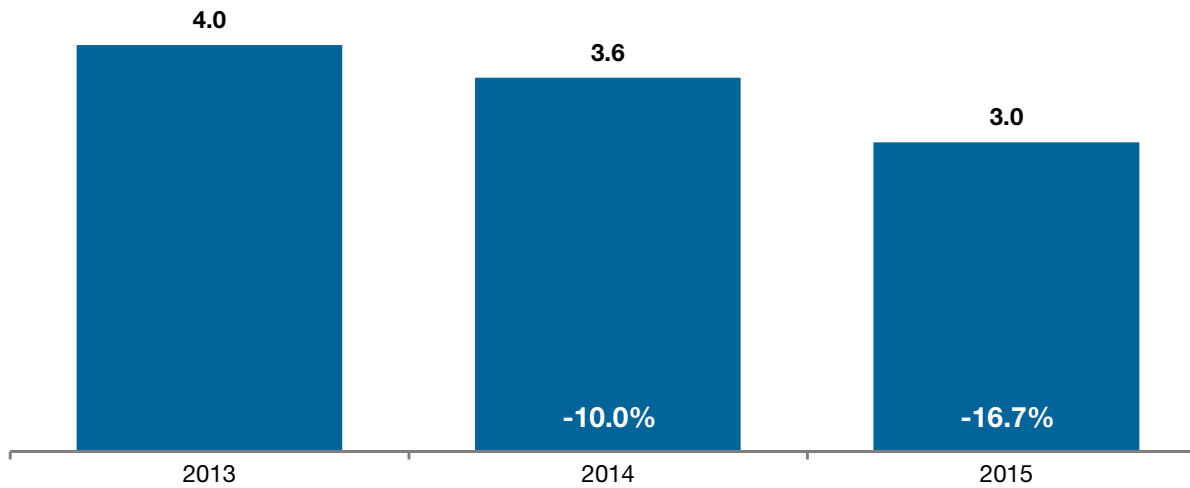


# Months Supply of Inventory

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.



## September



Month	Prior Year	Current Year	+/-
October	3.9	3.4	-12.8%
November	3.6	3.2	-11.1%
December	3.2	2.7	-15.6%
January	3.2	2.7	-15.6%
February	3.2	2.7	-15.6%
March	3.3	2.7	-18.2%
April	3.4	2.8	-17.6%
May	3.6	2.9	-19.4%
June	3.6	3.0	-16.7%
July	3.8	3.1	-18.4%
August	3.9	3.0	-23.1%
September	3.6	3.0	-16.7%
12-Month Avg	3.5	2.9	-17.1%

## Historical Months Supply of Inventory

