

# Local Market Updates

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



## December 2011

Click on a county to see to a detailed area report.

Anderson County  
Bosque 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 – December 2011

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



## Anderson County

**- 100.0%**

**0.0%**

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Change in  
New Listings

Change in  
Closed Sales

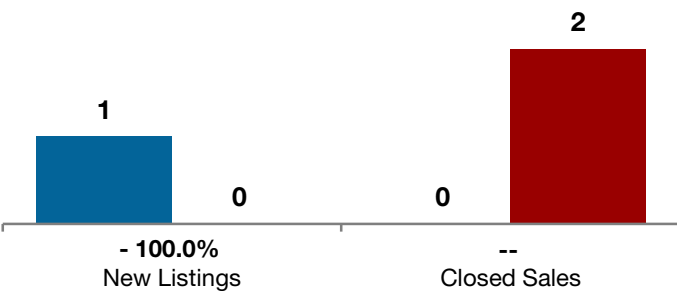
Change in  
Median Sales Price

	December			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	1	0	- 100.0%	30	34	+ 13.3%
Pending Sales	1	1	0.0%	6	12	+ 100.0%
Closed Sales	0	2	--	5	12	+ 140.0%
Average Sales Price*	\$0	\$103,750	--	\$296,820	\$136,685	- 54.0%
Median Sales Price*	\$0	\$103,750	--	\$112,000	\$57,605	- 48.6%
Percent of Original List Price Received*	0.0%	85.8%	--	83.7%	90.5%	+ 8.2%
Days on Market Until Sale	0	181	--	105	118	+ 11.9%
Inventory of Homes for Sale	14	14	0.0%	--	--	--
Months Supply of Inventory	11.7	10.5	- 10.0%	--	--	--

\*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.

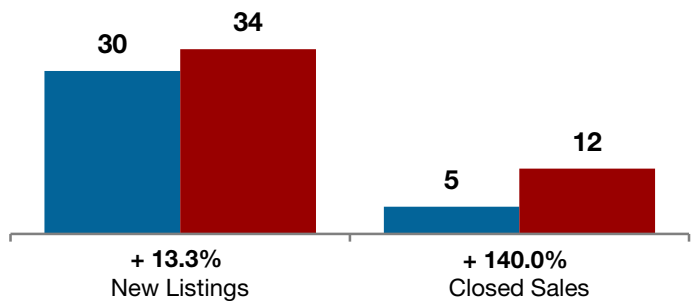
### December

■ 2010 ■ 2011



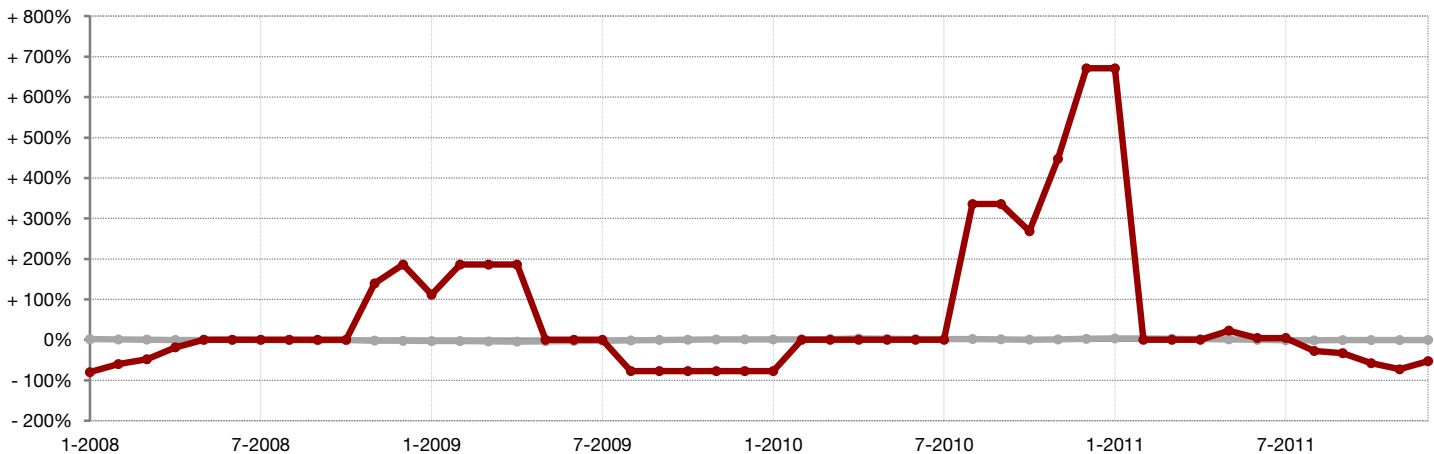
### Year to Date

■ 2010 ■ 2011



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*

All MLS — Anderson County —



\*\*Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | All data comes from North Texas Real Estate Information Services, Inc. Powered by 10K Research and Marketing.

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## Bosque County

**- 60.0%**

Change in  
New Listings

**0.0%**

Change in  
Closed Sales

**+ 97.8%**

Change in  
Median Sales Price

### December

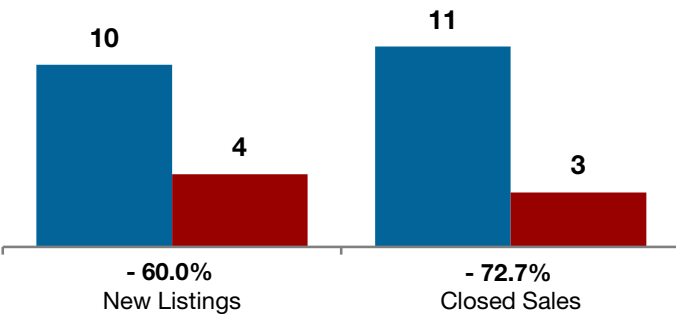
### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	10	4	- 60.0%	245	204	- 16.7%
Pending Sales	3	3	0.0%	71	66	- 7.0%
Closed Sales	11	3	- 72.7%	74	63	- 14.9%
Average Sales Price*	\$82,475	\$103,846	+ 25.9%	\$108,092	\$112,660	+ 4.2%
Median Sales Price*	\$52,500	\$103,846	+ 97.8%	\$85,000	\$75,900	- 10.7%
Percent of Original List Price Received*	92.0%	95.0%	+ 3.3%	86.9%	84.9%	- 2.3%
Days on Market Until Sale	128	170	+ 32.5%	147	182	+ 23.8%
Inventory of Homes for Sale	139	132	- 5.0%	--	--	--
Months Supply of Inventory	23.5	24.0	+ 2.2%	--	--	--

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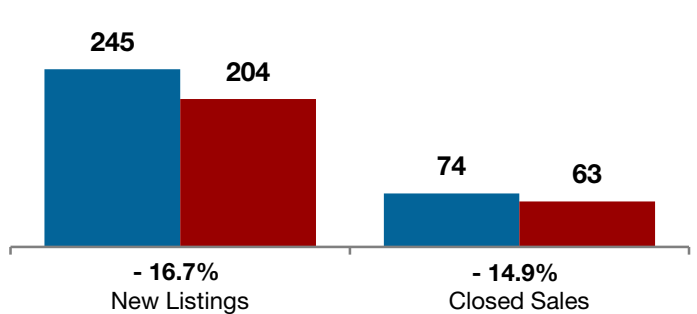
### December

■ 2010 ■ 2011



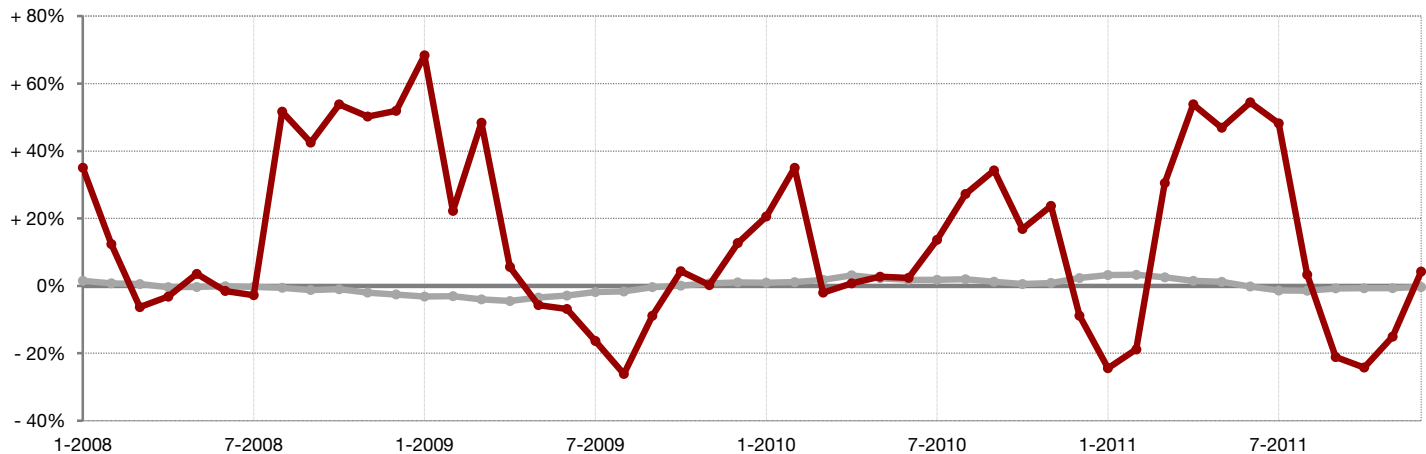
### Year to Date

■ 2010 ■ 2011



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*

All MLS —  
Bosque County —



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# Local Market Update – December 2011

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**- 7.7%**

Change in  
New Listings

**+ 11.1%**

Change in  
Closed Sales

**+ 10.9%**

Change in  
Median Sales Price

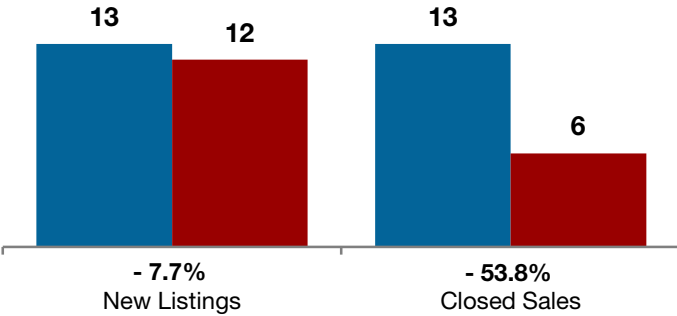
## Callahan County

	December			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	13	12	- 7.7%	195	159	- 18.5%
Pending Sales	9	10	+ 11.1%	100	97	- 3.0%
Closed Sales	13	6	- 53.8%	99	92	- 7.1%
Average Sales Price*	\$102,710	\$98,667	- 3.9%	\$103,075	\$119,214	+ 15.7%
Median Sales Price*	\$85,000	\$94,250	+ 10.9%	\$92,000	\$87,250	- 5.2%
Percent of Original List Price Received*	93.8%	94.6%	+ 0.9%	92.1%	94.0%	+ 2.2%
Days on Market Until Sale	92	71	- 22.9%	113	103	- 9.1%
Inventory of Homes for Sale	66	53	- 19.7%	--	--	--
Months Supply of Inventory	7.9	6.6	- 17.2%	--	--	--

\*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.

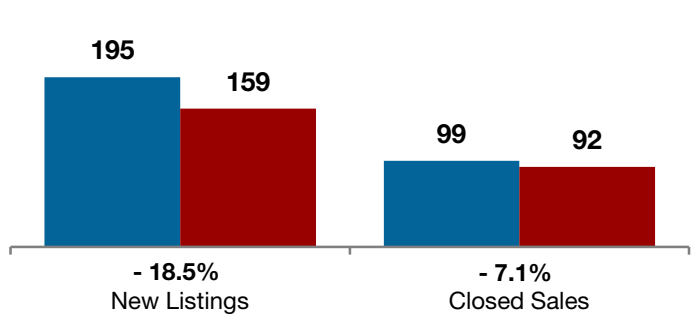
### December

■ 2010 ■ 2011



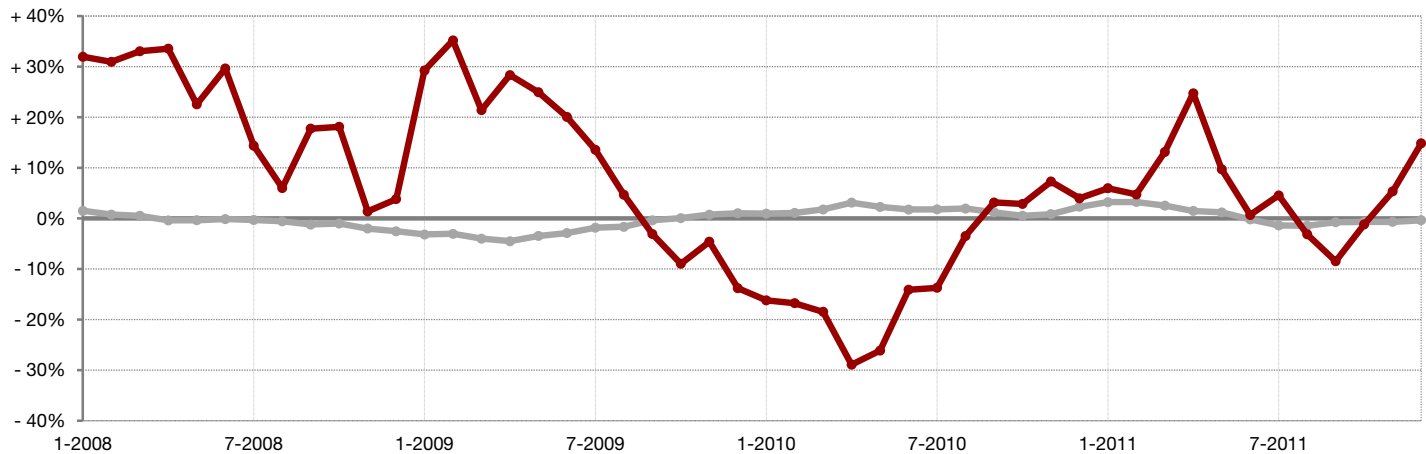
### Year to Date

■ 2010 ■ 2011



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*

All MLS — Callahan County —



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## Clay County

	December			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	0	0	--	4	7	+ 75.0%
Pending Sales	0	0	--	1	7	+ 600.0%
Closed Sales	0	0	--	1	5	+ 400.0%
Average Sales Price*	\$0	\$0	--	\$275,000	\$189,700	- 31.0%
Median Sales Price*	\$0	\$0	--	\$275,000	\$60,000	- 78.2%
Percent of Original List Price Received*	0.0%	0.0%	--	69.6%	75.2%	+ 8.0%
Days on Market Until Sale	0	0	--	451	237	- 47.5%
Inventory of Homes for Sale	2	0	- 100.0%	--	--	--
Months Supply of Inventory	2.0	0.0	- 100.0%	--	--	--

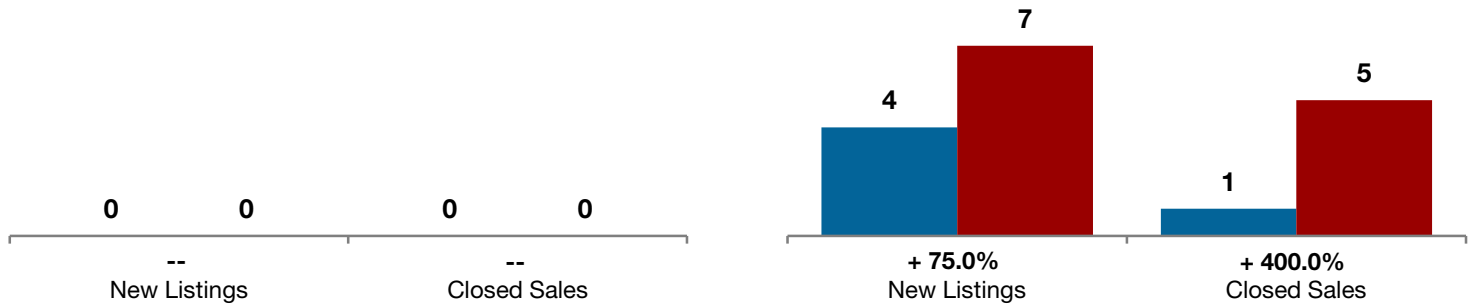
\*Does not include prices from any previous listing contracts or seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### December

■ 2010 ■ 2011

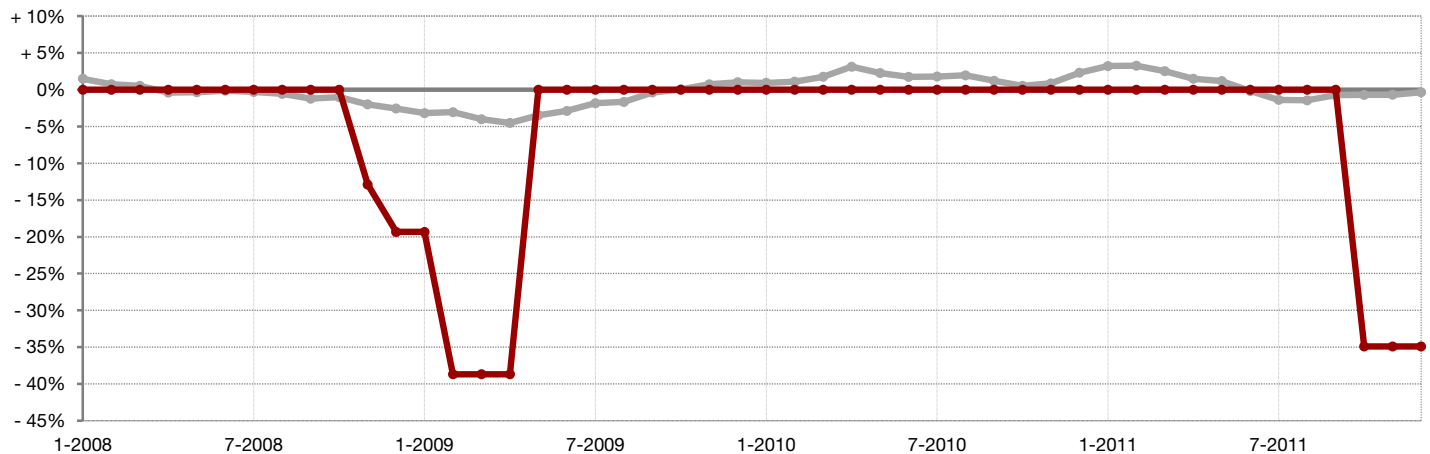
### Year to Date

■ 2010 ■ 2011



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*

All MLS — Clay County



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# Local Market Update – December 2011

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## Coleman County

0.0%

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Change in  
New Listings

Change in  
Closed Sales

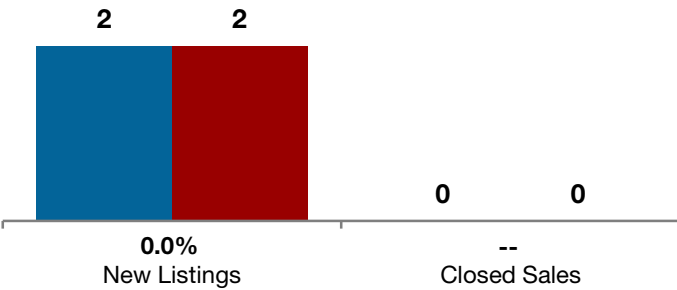
Change in  
Median Sales Price

	December			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	2	2	0.0%	25	33	+ 32.0%
Pending Sales	0	0	--	8	17	+ 112.5%
Closed Sales	0	0	--	8	15	+ 87.5%
Average Sales Price*	\$0	\$0	--	\$71,802	\$48,083	- 33.0%
Median Sales Price*	\$0	\$0	--	\$35,000	\$27,485	- 21.5%
Percent of Original List Price Received*	0.0%	0.0%	--	76.7%	74.5%	- 3.0%
Days on Market Until Sale	0	0	--	100	157	+ 56.3%
Inventory of Homes for Sale	14	15	+ 7.1%	--	--	--
Months Supply of Inventory	12.3	8.8	- 28.0%	--	--	--

\*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.

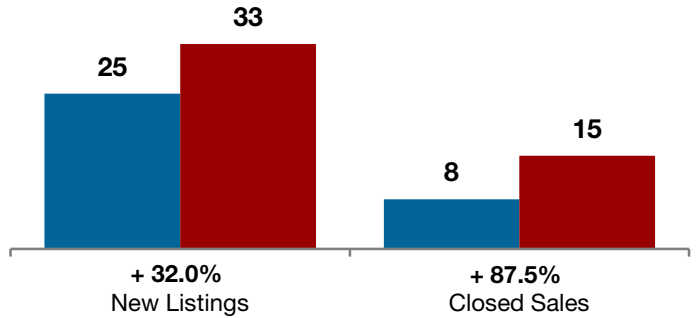
### December

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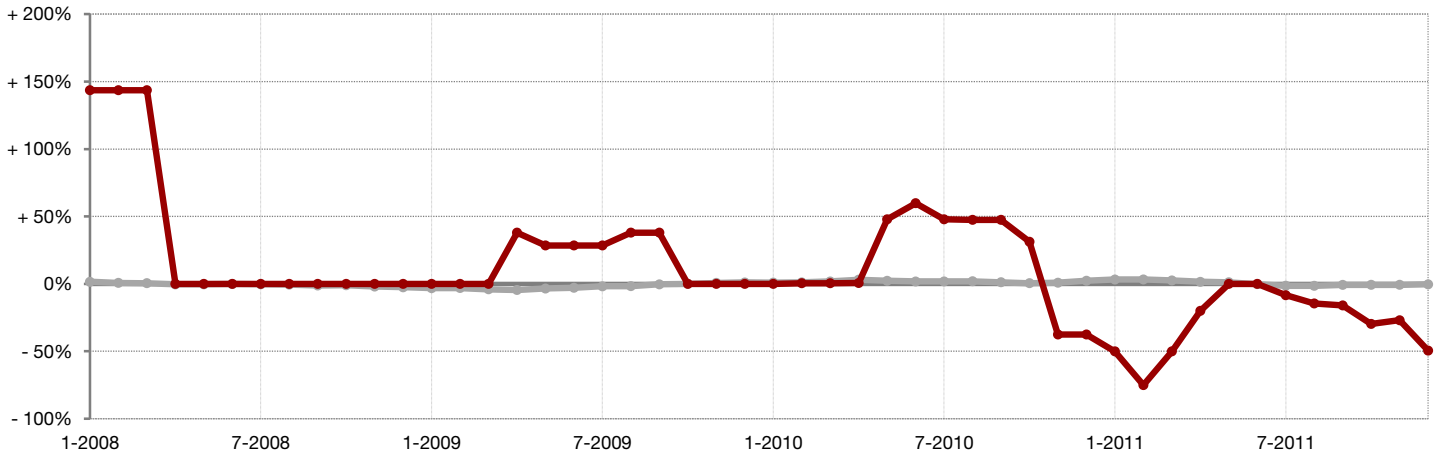
### Year to Date

■ 2010 ■ 2011



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*

All MLS — Coleman County —



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## Collin County

**- 23.3%**

Change in  
New Listings

**- 1.7%**

Change in  
Closed Sales

**- 1.7%**

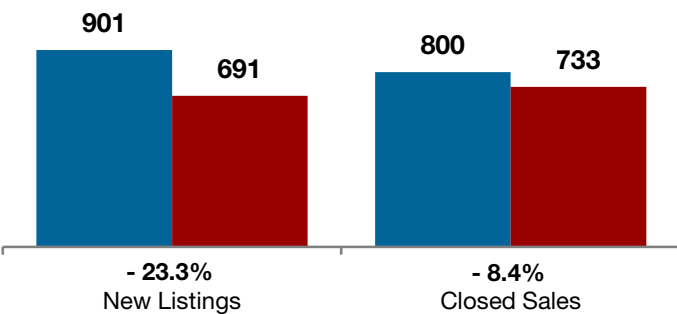
Change in  
Median Sales Price

	December			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	901	691	- 23.3%	18,653	16,176	- 13.3%
Pending Sales	600	590	- 1.7%	10,344	10,545	+ 1.9%
Closed Sales	800	733	- 8.4%	10,236	10,398	+ 1.6%
Average Sales Price*	\$247,065	\$237,268	- 4.0%	\$238,831	\$240,101	+ 0.5%
Median Sales Price*	\$201,500	\$198,000	- 1.7%	\$198,000	\$199,000	+ 0.5%
Percent of Original List Price Received*	91.9%	93.6%	+ 1.8%	93.9%	93.4%	- 0.5%
Days on Market Until Sale	106	96	- 9.3%	87	94	+ 7.1%
Inventory of Homes for Sale	4,549	3,130	- 31.2%	--	--	--
Months Supply of Inventory	5.3	3.6	- 32.5%	--	--	--

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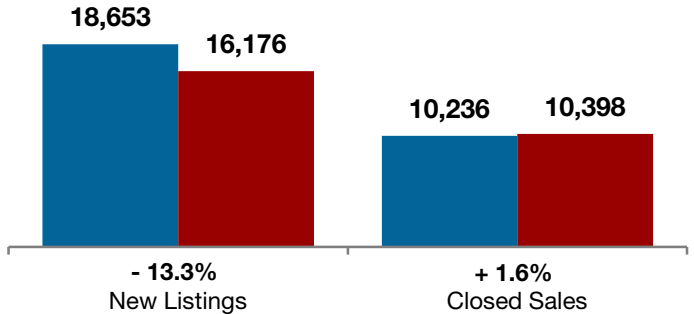
### December

■ 2010 ■ 2011



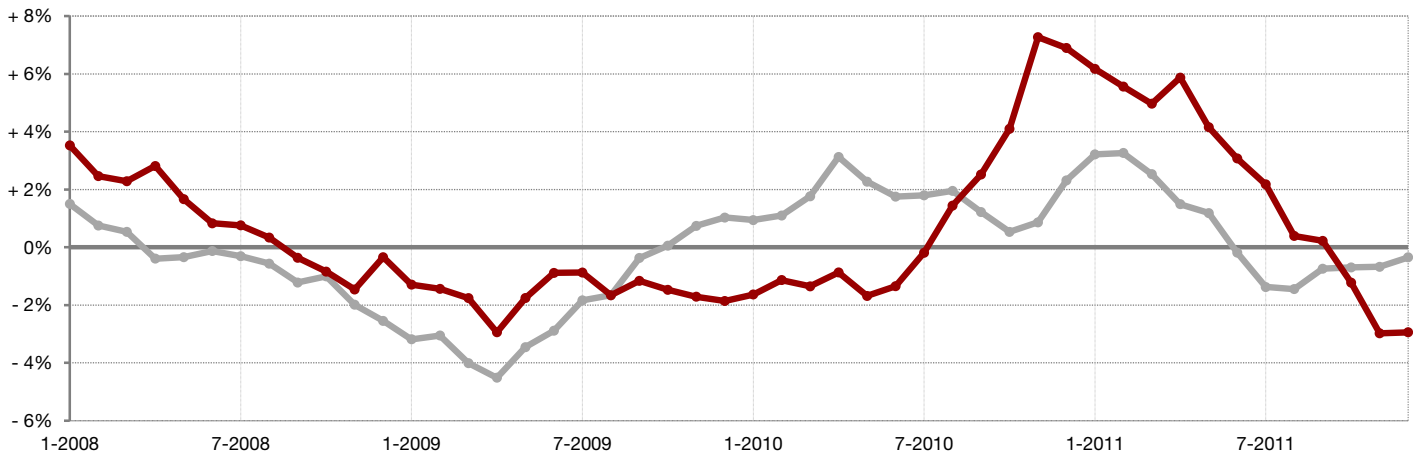
### Year to Date

■ 2010 ■ 2011



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*

All MLS — Collin County —



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# Local Market Update – December 2011

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



**+ 37.5%**

Change in  
New Listings

**- 20.0%**

Change in  
Closed Sales

**+ 6.4%**

Change in  
Median Sales Price

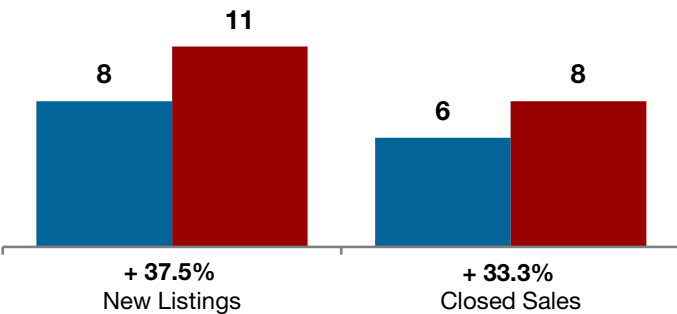
## Comanche County

	December			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	8	11	+ 37.5%	167	164	- 1.8%
Pending Sales	5	4	- 20.0%	80	60	- 25.0%
Closed Sales	6	8	+ 33.3%	77	67	- 13.0%
Average Sales Price*	\$66,500	<b>\$65,983</b>	- 0.8%	\$122,809	<b>\$96,005</b>	- 21.8%
Median Sales Price*	\$55,000	<b>\$58,500</b>	+ 6.4%	\$70,500	<b>\$83,250</b>	+ 18.1%
Percent of Original List Price Received*	78.8%	<b>85.8%</b>	+ 8.9%	86.1%	<b>86.5%</b>	+ 0.5%
Days on Market Until Sale	82	<b>342</b>	+ 317.5%	139	<b>163</b>	+ 17.0%
Inventory of Homes for Sale	95	<b>107</b>	+ 12.6%	--	--	--
Months Supply of Inventory	14.3	<b>21.4</b>	+ 50.2%	--	--	--

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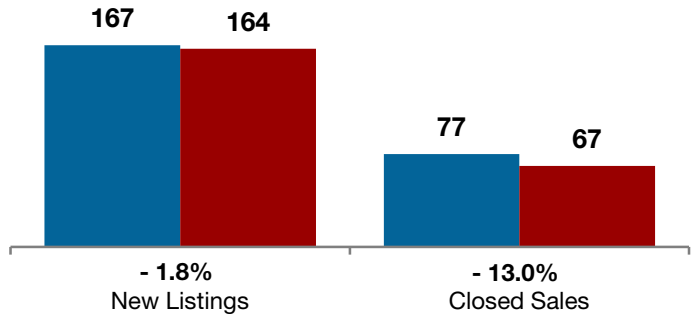
### December

■ 2010 ■ 2011



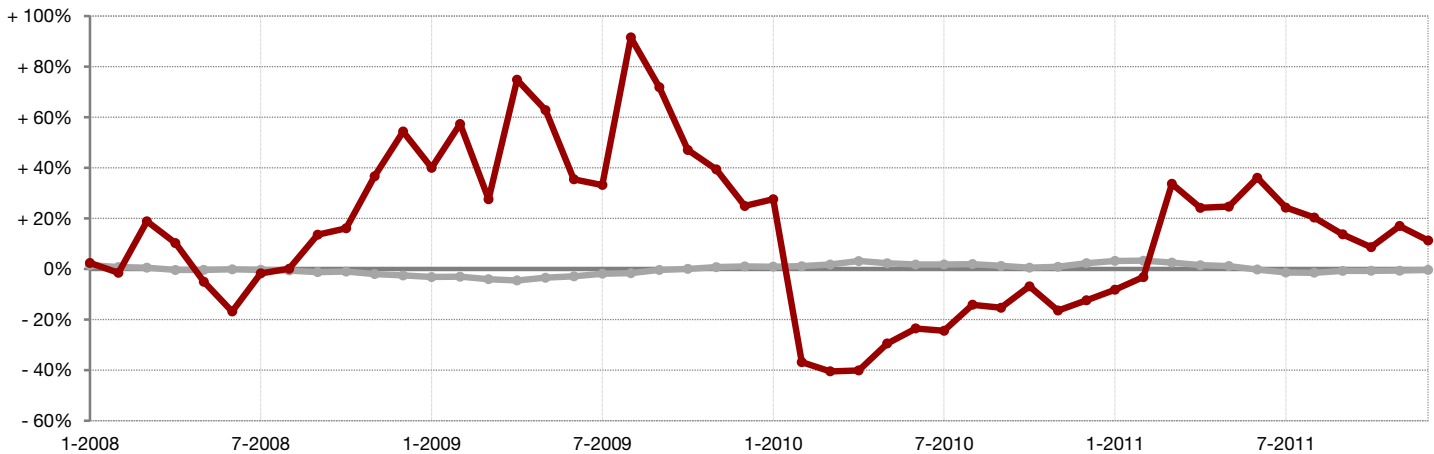
### Year to Date

■ 2010 ■ 2011



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*

All MLS — All MLS  
Comanche County — Comanche County



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# Local Market Update – December 2011

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## Cooke County

**+ 3.1%**

Change in  
New Listings

**- 17.4%**

Change in  
Closed Sales

**- 17.1%**

Change in  
Median Sales Price

### December

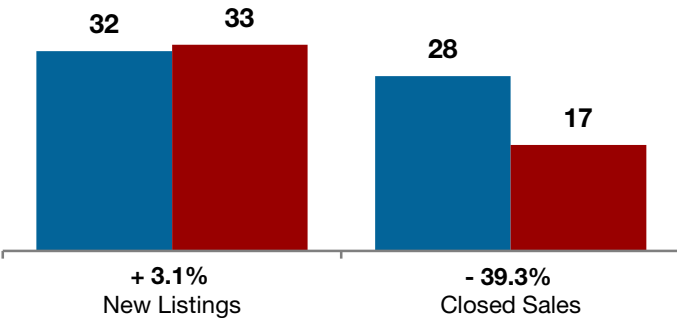
### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	32	33	+ 3.1%	708	580	- 18.1%
Pending Sales	23	19	- 17.4%	311	287	- 7.7%
Closed Sales	28	17	- 39.3%	307	282	- 8.1%
Average Sales Price*	\$180,695	\$168,633	- 6.7%	\$162,664	\$167,973	+ 3.3%
Median Sales Price*	\$120,000	\$99,500	- 17.1%	\$113,875	\$122,278	+ 7.4%
Percent of Original List Price Received*	90.9%	90.8%	- 0.1%	89.0%	89.4%	+ 0.5%
Days on Market Until Sale	125	96	- 23.5%	136	159	+ 17.0%
Inventory of Homes for Sale	294	247	- 16.0%	--	--	--
Months Supply of Inventory	11.3	10.3	- 9.0%	--	--	--

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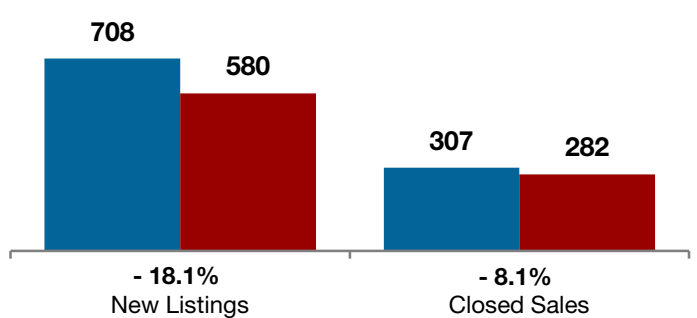
### December

■ 2010 ■ 2011



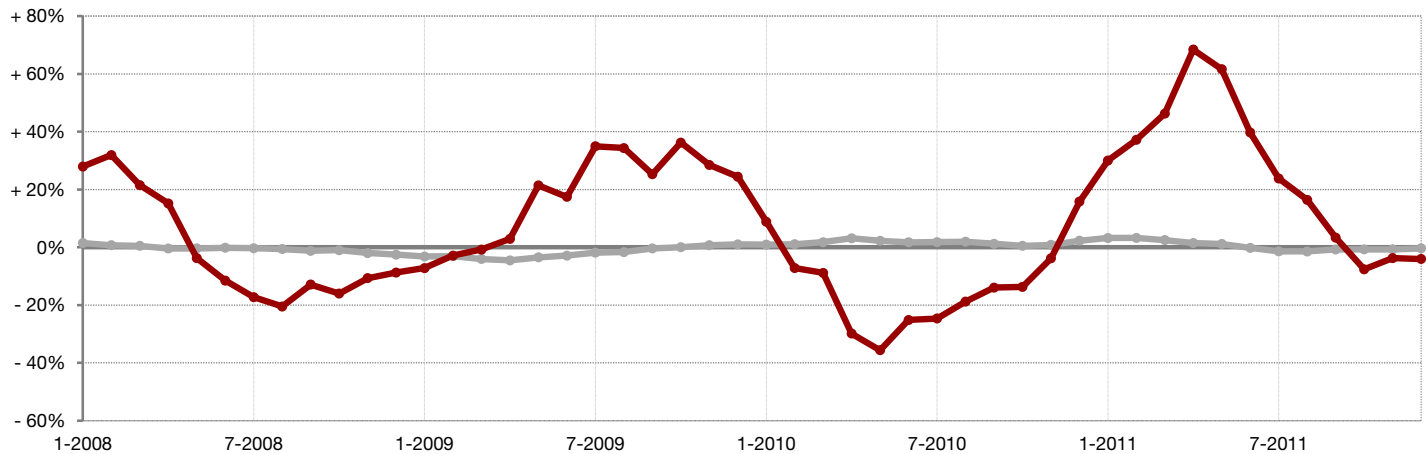
### Year to Date

■ 2010 ■ 2011



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*

All MLS —  
Cooke County —



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## Dallas County

**- 31.6%**

Change in  
New Listings

**+ 1.4%**

Change in  
Closed Sales

**+ 3.8%**

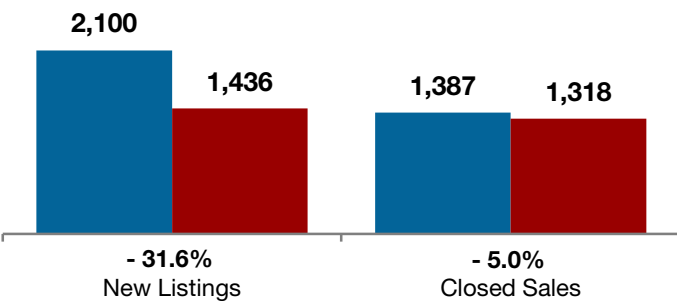
Change in  
Median Sales Price

	December			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	2,100	<b>1,436</b>	- 31.6%	37,595	<b>31,033</b>	- 17.5%
Pending Sales	1,109	<b>1,125</b>	+ 1.4%	18,314	<b>18,488</b>	+ 1.0%
Closed Sales	1,387	<b>1,318</b>	- 5.0%	18,409	<b>17,966</b>	- 2.4%
Average Sales Price*	\$249,652	<b>\$229,001</b>	- 8.3%	\$215,865	<b>\$215,471</b>	- 0.2%
Median Sales Price*	\$130,000	<b>\$135,000</b>	+ 3.8%	\$125,000	<b>\$125,000</b>	0.0%
Percent of Original List Price Received*	89.7%	<b>91.3%</b>	+ 1.7%	92.4%	<b>91.0%</b>	- 1.5%
Days on Market Until Sale	115	<b>107</b>	- 6.4%	96	<b>107</b>	+ 11.7%
Inventory of Homes for Sale	10,651	<b>7,032</b>	- 34.0%	--	--	--
Months Supply of Inventory	7.0	<b>4.6</b>	- 34.6%	--	--	--

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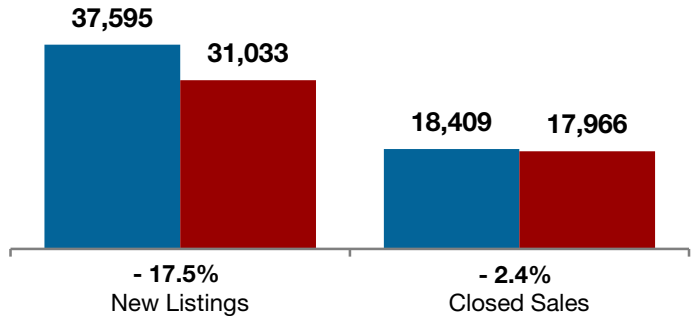
### December

■ 2010 ■ 2011



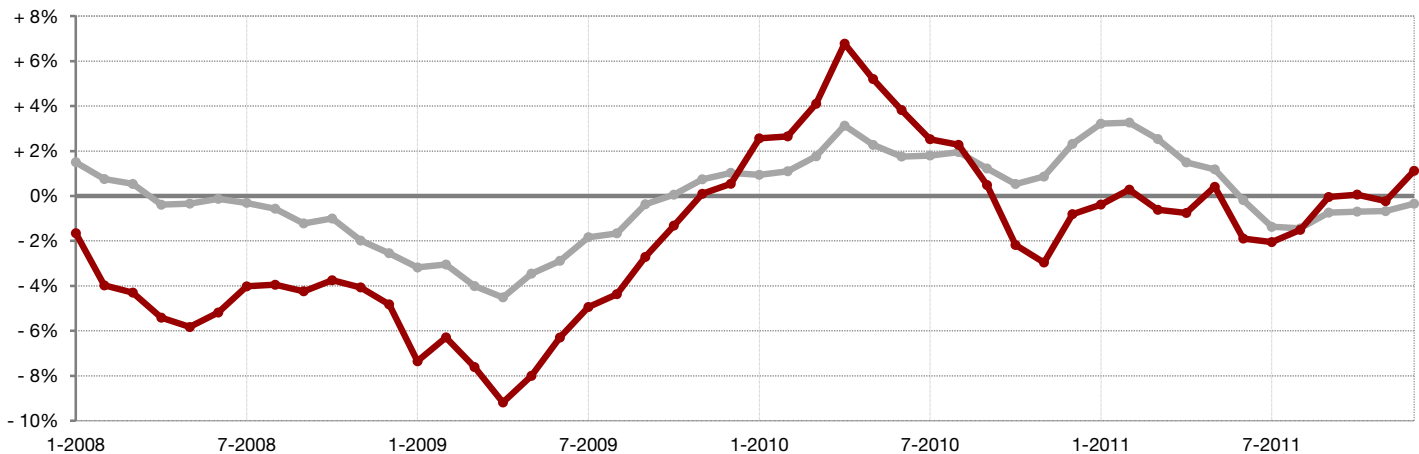
### Year to Date

■ 2010 ■ 2011



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*

All MLS — Dallas County —



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# Local Market Update – December 2011

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## Delta County

**- 66.7%**

Change in  
New Listings

**- 50.0%**

Change in  
Closed Sales

**+ 128.2%**

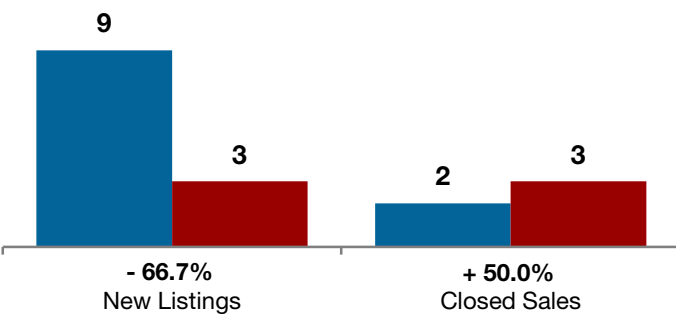
Change in  
Median Sales Price

	December			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	9	3	- 66.7%	92	94	+ 2.2%
Pending Sales	2	1	- 50.0%	29	27	- 6.9%
Closed Sales	2	3	+ 50.0%	30	27	- 10.0%
Average Sales Price*	\$42,500	\$110,333	+ 159.6%	\$93,687	\$81,958	- 12.5%
Median Sales Price*	\$42,500	\$97,000	+ 128.2%	\$80,000	\$73,900	- 7.6%
Percent of Original List Price Received*	91.6%	91.2%	- 0.4%	87.6%	88.1%	+ 0.6%
Days on Market Until Sale	18	110	+ 526.7%	200	163	- 18.5%
Inventory of Homes for Sale	53	40	- 24.5%	--	--	--
Months Supply of Inventory	21.9	14.8	- 32.4%	--	--	--

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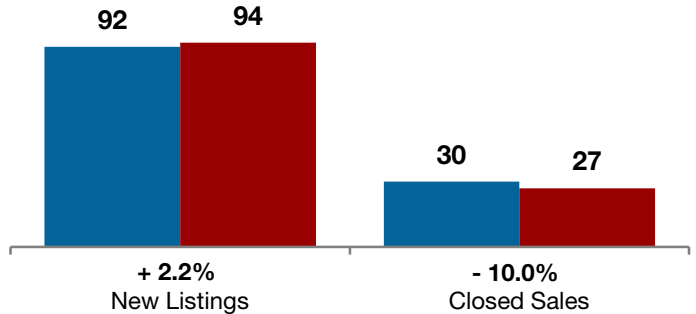
### December

■ 2010 ■ 2011



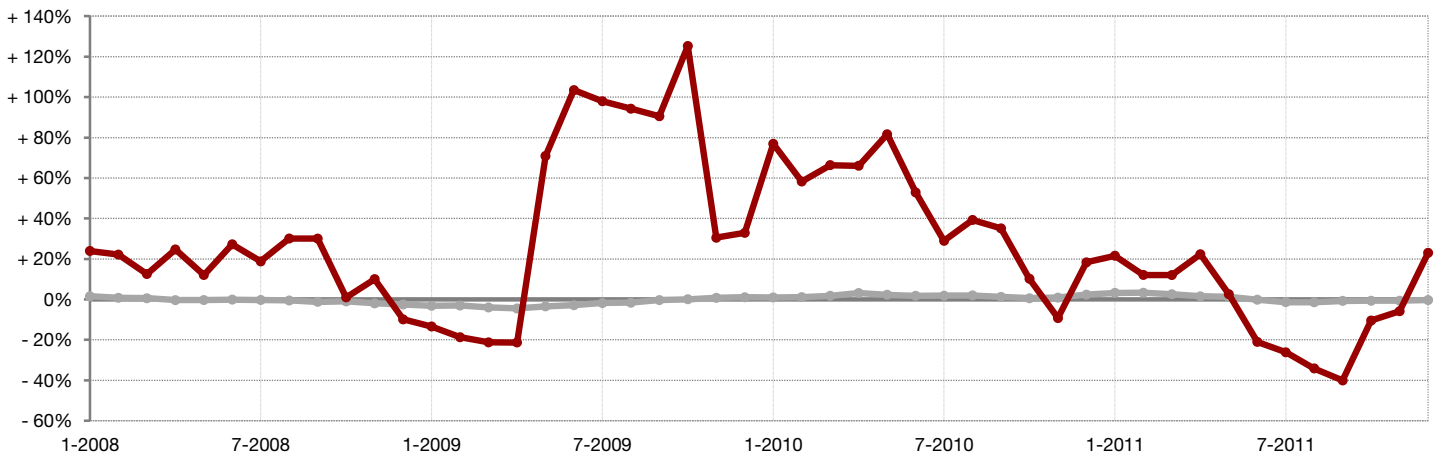
### Year to Date

■ 2010 ■ 2011



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*

All MLS — Delta County —



\*\*Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | All data comes from North Texas Real Estate Information Services, Inc. Powered by 10K Research and Marketing.

# Local Market Update – December 2011

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



## Denton County

**- 21.6%**

Change in  
New Listings

**+ 14.7%**

Change in  
Closed Sales

**- 3.3%**

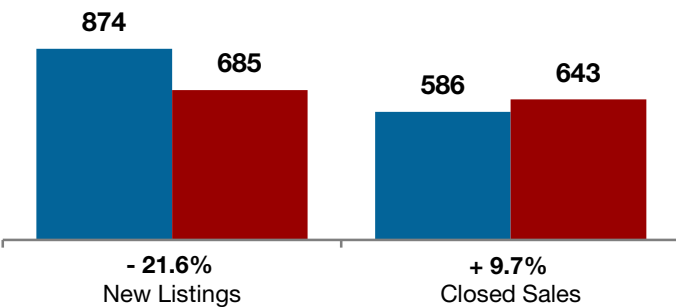
Change in  
Median Sales Price

	December			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	874	685	- 21.6%	16,034	14,132	- 11.9%
Pending Sales	476	546	+ 14.7%	8,345	8,682	+ 4.0%
Closed Sales	586	643	+ 9.7%	8,305	8,498	+ 2.3%
Average Sales Price*	\$229,525	\$247,508	+ 7.8%	\$223,024	\$225,599	+ 1.2%
Median Sales Price*	\$180,000	\$174,000	- 3.3%	\$179,990	\$179,000	- 0.6%
Percent of Original List Price Received*	92.1%	93.9%	+ 1.9%	94.3%	93.3%	- 1.0%
Days on Market Until Sale	109	99	- 9.2%	88	100	+ 13.9%
Inventory of Homes for Sale	4,278	3,009	- 29.7%	--	--	--
Months Supply of Inventory	6.2	4.2	- 32.4%	--	--	--

\*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.

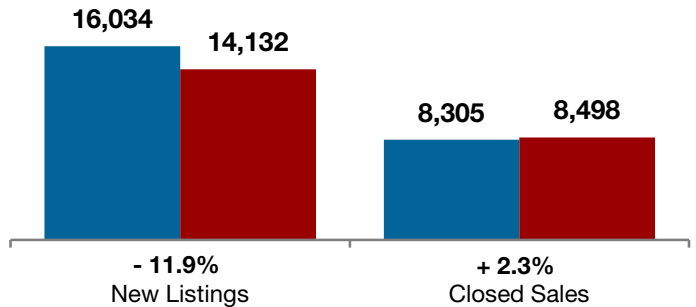
### December

■ 2010 ■ 2011



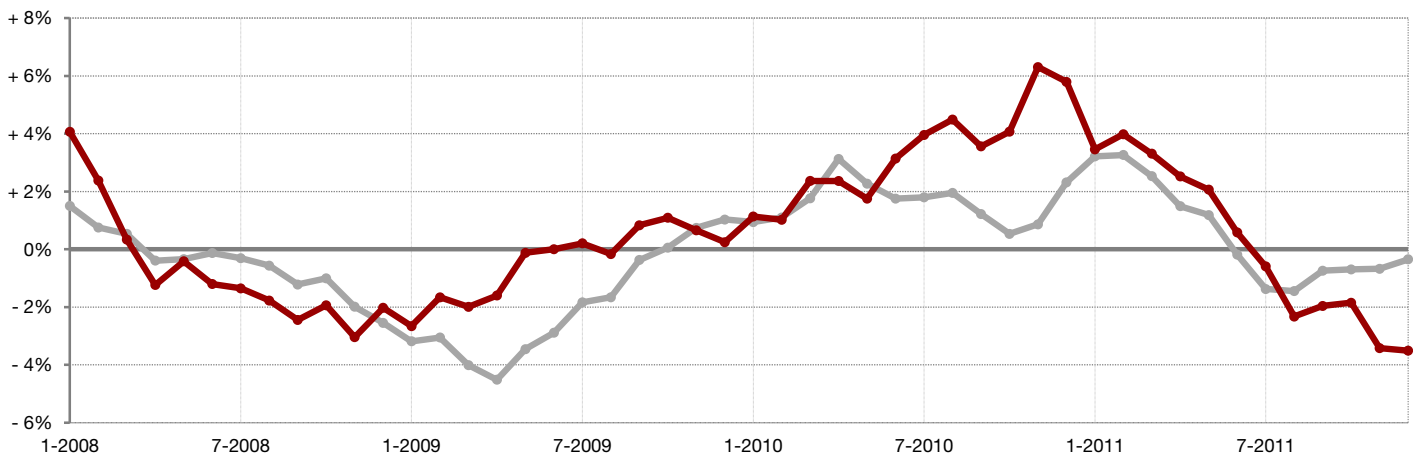
### Year to Date

■ 2010 ■ 2011



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*

All MLS — Denton County —



\*\*Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | All data comes from North Texas Real Estate Information Services, Inc. Powered by 10K Research and Marketing.

# Local Market Update – December 2011

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



**+ 33.3%**

Change in  
New Listings

**+ 50.0%**

Change in  
Closed Sales

**- 5.3%**

Change in  
Median Sales Price

## Eastland County

	December			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	12	16	+ 33.3%	205	254	+ 23.9%
Pending Sales	4	6	+ 50.0%	85	97	+ 14.1%
Closed Sales	7	9	+ 28.6%	82	94	+ 14.6%
Average Sales Price*	\$96,965	\$113,711	+ 17.3%	\$99,703	\$91,442	- 8.3%
Median Sales Price*	\$95,000	\$90,000	- 5.3%	\$70,000	\$68,900	- 1.6%
Percent of Original List Price Received*	94.7%	86.6%	- 8.5%	85.2%	86.3%	+ 1.2%
Days on Market Until Sale	173	158	- 8.8%	181	166	- 8.6%
Inventory of Homes for Sale	103	122	+ 18.4%	--	--	--
Months Supply of Inventory	14.5	15.1	+ 3.8%	--	--	--

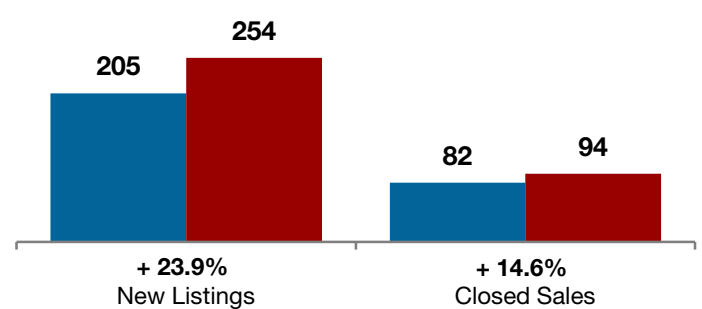
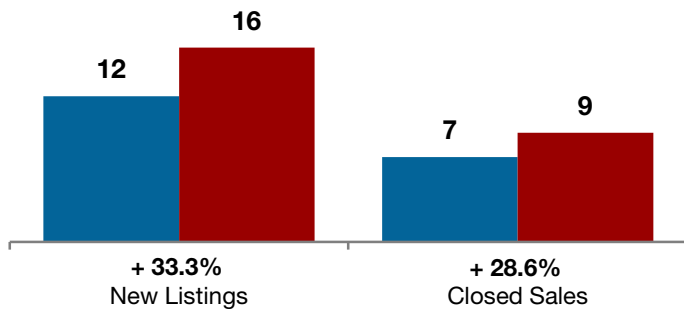
\*Does not include prices from any previous listing contracts or seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### December

■ 2010 ■ 2011

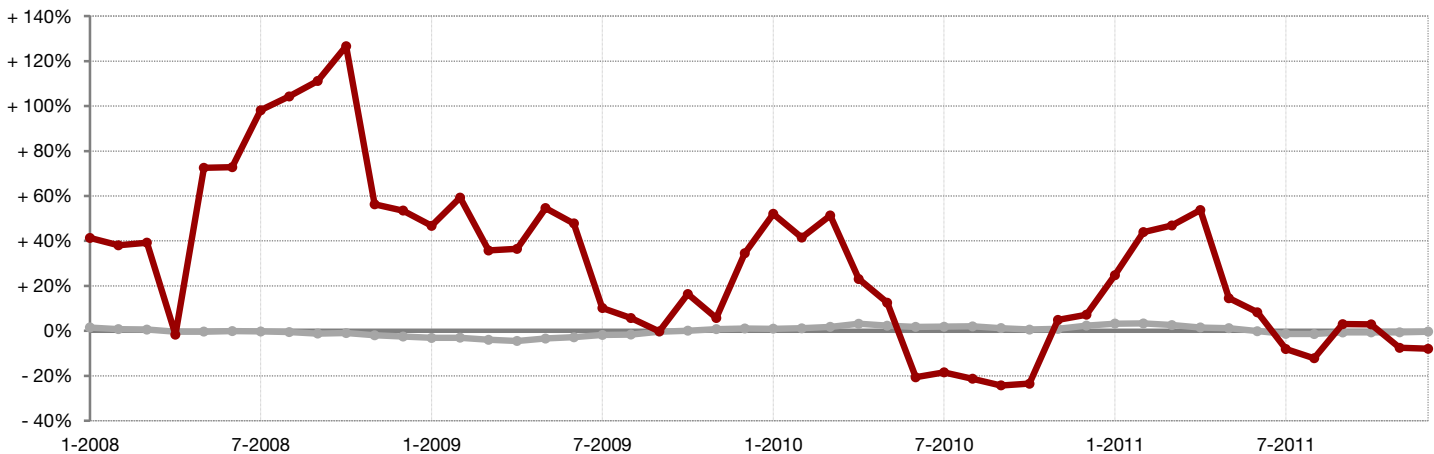
### Year to Date

■ 2010 ■ 2011



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*

All MLS — All MLS  
Eastland County — Eastland County



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# Local Market Update – December 2011

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



## Ellis County

**- 21.4%**

**+ 15.7%**

**- 16.1%**

Change in  
New Listings

Change in  
Closed Sales

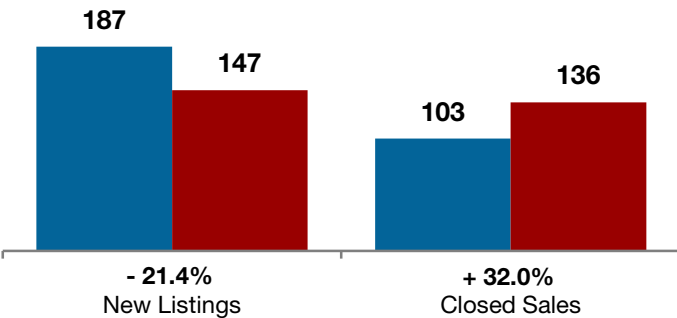
Change in  
Median Sales Price

	December			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	187	147	- 21.4%	2,786	2,430	- 12.8%
Pending Sales	70	81	+ 15.7%	1,366	1,404	+ 2.8%
Closed Sales	103	136	+ 32.0%	1,373	1,370	- 0.2%
Average Sales Price*	\$157,667	\$133,205	- 15.5%	\$151,294	\$146,781	- 3.0%
Median Sales Price*	\$143,000	\$120,000	- 16.1%	\$133,500	\$130,000	- 2.6%
Percent of Original List Price Received*	91.8%	90.2%	- 1.7%	92.3%	91.7%	- 0.6%
Days on Market Until Sale	118	123	+ 4.3%	109	122	+ 12.3%
Inventory of Homes for Sale	956	734	- 23.2%	--	--	--
Months Supply of Inventory	8.4	6.3	- 25.3%	--	--	--

\*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.

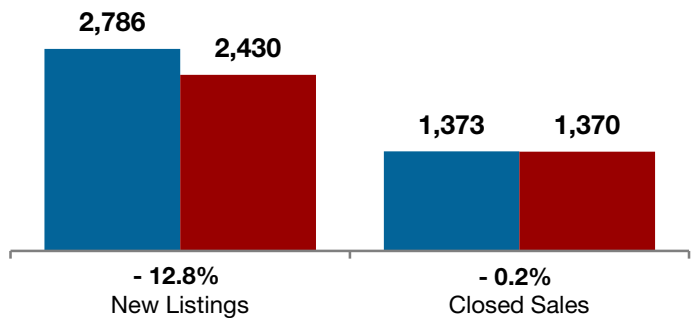
### December

■ 2010 ■ 2011



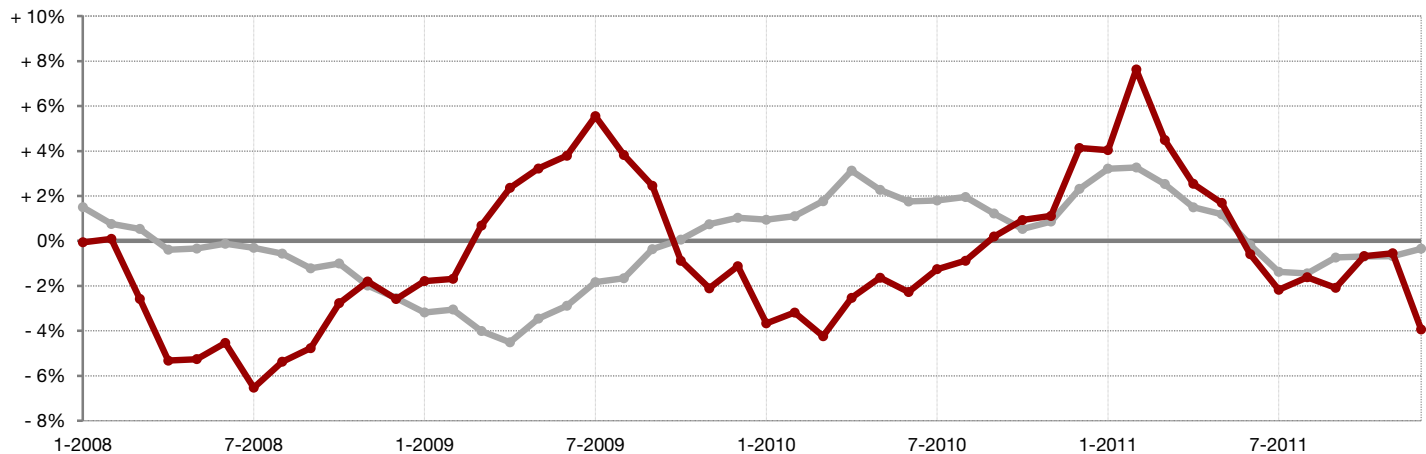
### Year to Date

■ 2010 ■ 2011



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*

All MLS — Ellis County —



\*\*Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | All data comes from North Texas Real Estate Information Services, Inc. Powered by 10K Research and Marketing.

# Local Market Update – December 2011

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



## Erath County

**- 7.9%**

Change in  
New Listings

**- 37.5%**

Change in  
Closed Sales

**+ 11.9%**

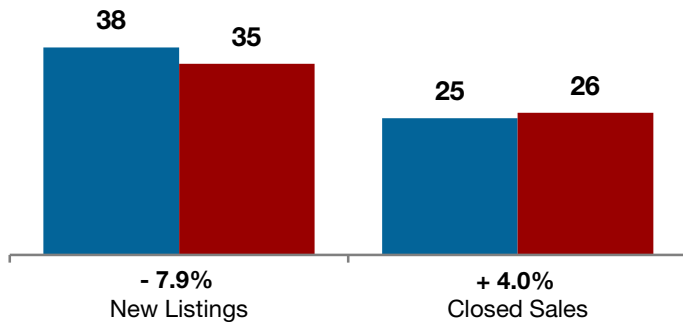
Change in  
Median Sales Price

	December			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	38	35	- 7.9%	703	658	- 6.4%
Pending Sales	24	15	- 37.5%	282	307	+ 8.9%
Closed Sales	25	26	+ 4.0%	279	313	+ 12.2%
Average Sales Price*	\$123,224	\$176,018	+ 42.8%	\$142,258	\$141,808	- 0.3%
Median Sales Price*	\$113,000	\$126,400	+ 11.9%	\$120,000	\$115,000	- 4.2%
Percent of Original List Price Received*	92.3%	86.2%	- 6.6%	90.0%	88.8%	- 1.4%
Days on Market Until Sale	109	157	+ 43.4%	144	171	+ 18.6%
Inventory of Homes for Sale	338	329	- 2.7%	--	--	--
Months Supply of Inventory	14.4	12.9	- 10.6%	--	--	--

\*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.

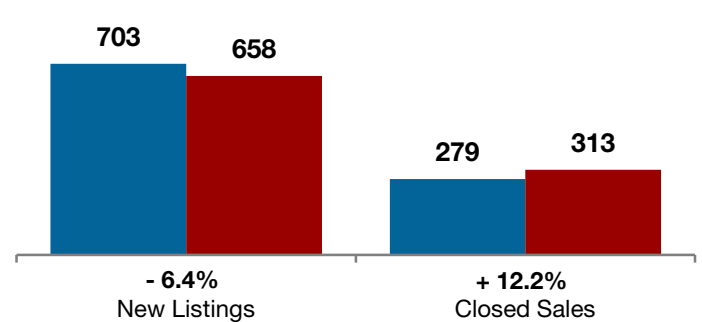
### December

■ 2010 ■ 2011



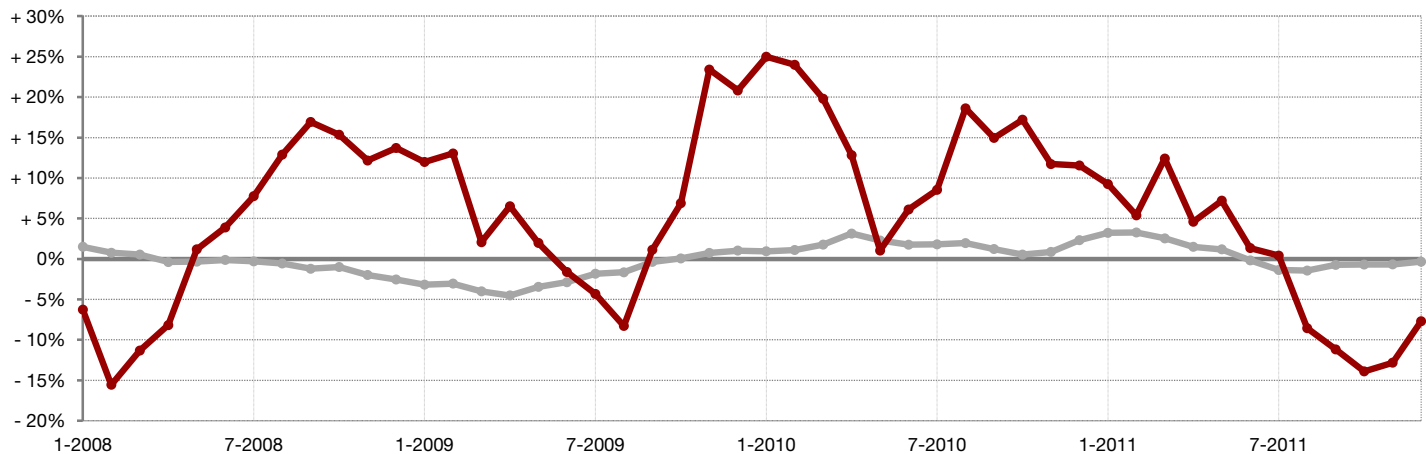
### Year to Date

■ 2010 ■ 2011



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*

All MLS — Erath County —



\*\*Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | All data comes from North Texas Real Estate Information Services, Inc. Powered by 10K Research and Marketing.

# Local Market Update – December 2011

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



**+ 8.8%**

Change in  
New Listings

**+ 40.0%**

Change in  
Closed Sales

**+ 67.6%**

Change in  
Median Sales Price

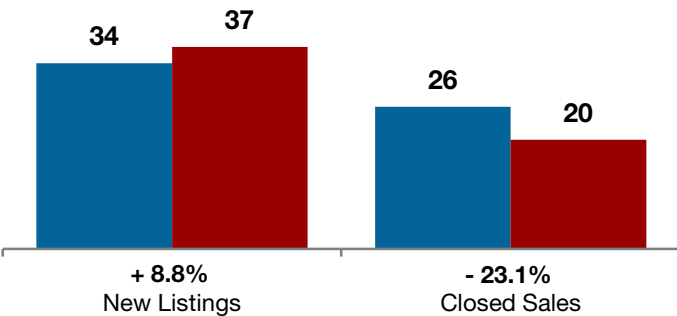
## Fannin County

	December			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	34	37	+ 8.8%	654	558	- 14.7%
Pending Sales	15	21	+ 40.0%	243	248	+ 2.1%
Closed Sales	26	20	- 23.1%	243	236	- 2.9%
Average Sales Price*	\$61,098	<b>\$76,383</b>	+ 25.0%	\$88,995	<b>\$102,234</b>	+ 14.9%
Median Sales Price*	\$35,500	<b>\$59,500</b>	+ 67.6%	\$65,000	<b>\$70,000</b>	+ 7.7%
Percent of Original List Price Received*	89.4%	<b>86.6%</b>	- 3.1%	85.6%	<b>86.3%</b>	+ 0.8%
Days on Market Until Sale	87	130	+ 50.2%	136	137	+ 0.5%
Inventory of Homes for Sale	301	256	- 15.0%	--	--	--
Months Supply of Inventory	14.9	12.4	- 16.7%	--	--	--

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

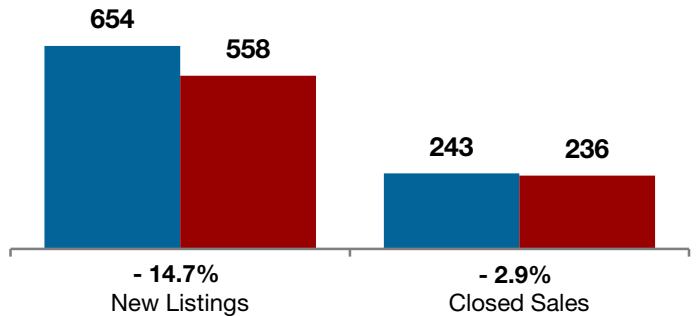
### December

■ 2010 ■ 2011



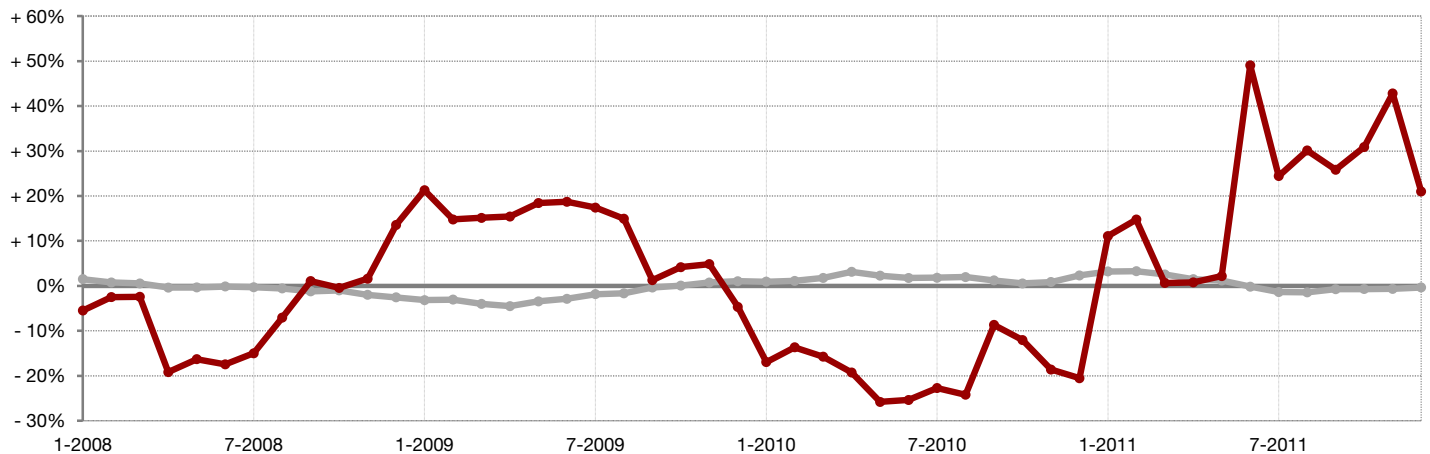
### Year to Date

■ 2010 ■ 2011



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*

All MLS — Fannin County —



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# Local Market Update – December 2011

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



## Franklin County

**+ 25.0%**

Change in  
New Listings

**- 100.0%**

Change in  
Closed Sales

**+ 13.9%**

Change in  
Median Sales Price

	December			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	4	5	+ 25.0%	79	104	+ 31.6%
Pending Sales	5	0	- 100.0%	28	28	0.0%
Closed Sales	4	2	- 50.0%	26	32	+ 23.1%
Average Sales Price*	\$137,950	\$58,000	- 58.0%	\$125,271	\$227,502	+ 81.6%
Median Sales Price*	\$50,900	\$58,000	+ 13.9%	\$54,000	\$112,000	+ 107.4%
Percent of Original List Price Received*	78.8%	65.0%	- 17.6%	80.5%	81.3%	+ 1.0%
Days on Market Until Sale	134	236	+ 75.7%	124	128	+ 3.3%
Inventory of Homes for Sale	43	50	+ 16.3%	--	--	--
Months Supply of Inventory	16.9	19.6	+ 16.3%	--	--	--

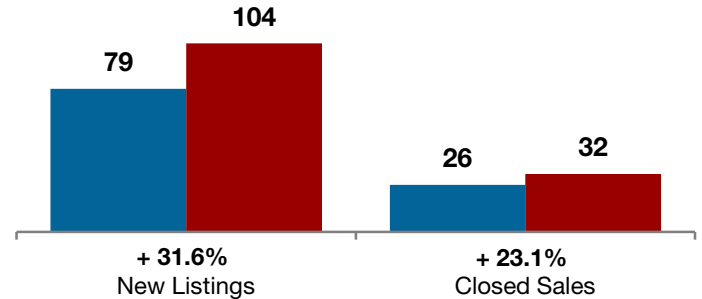
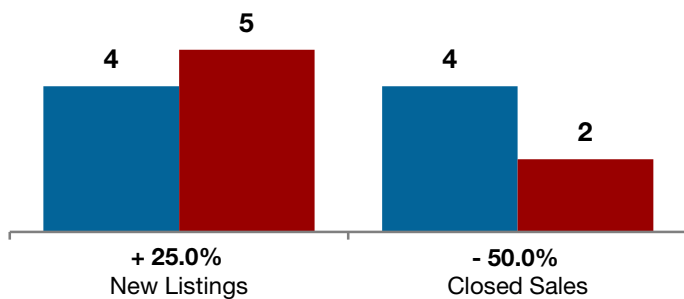
\*Does not include prices from any previous listing contracts or seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### December

■ 2010 ■ 2011

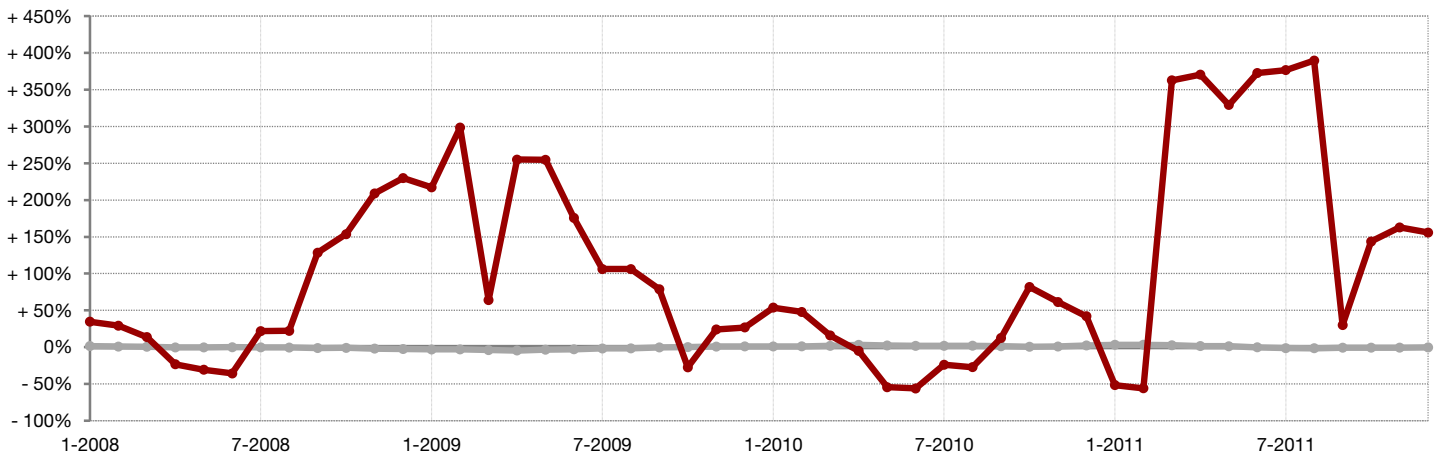
### Year to Date

■ 2010 ■ 2011



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*

All MLS —  
Franklin County —



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# Local Market Update – December 2011

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



## Freestone County

**0.0%**

Change in  
New Listings

**0.0%**

Change in  
Closed Sales

**+ 72.4%**

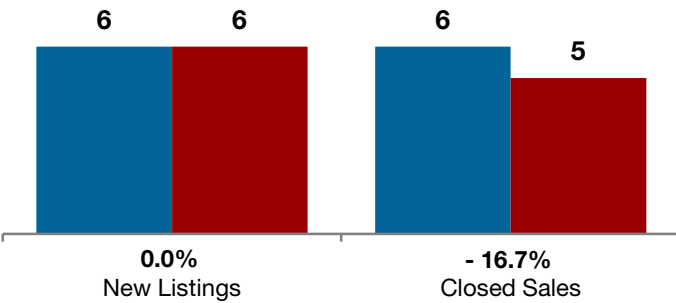
Change in  
Median Sales Price

	December			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	6	6	0.0%	179	208	+ 16.2%
Pending Sales	3	3	0.0%	76	87	+ 14.5%
Closed Sales	6	5	- 16.7%	72	88	+ 22.2%
Average Sales Price*	\$74,067	<b>\$93,394</b>	+ 26.1%	\$131,468	<b>\$111,899</b>	- 14.9%
Median Sales Price*	\$48,450	<b>\$83,538</b>	+ 72.4%	\$94,500	<b>\$80,000</b>	- 15.3%
Percent of Original List Price Received*	85.9%	<b>91.1%</b>	+ 6.1%	87.1%	<b>89.5%</b>	+ 2.8%
Days on Market Until Sale	61	<b>192</b>	+ 215.9%	130	<b>160</b>	+ 22.7%
Inventory of Homes for Sale	96	<b>95</b>	- 1.0%	--	--	--
Months Supply of Inventory	15.2	<b>13.1</b>	- 13.6%	--	--	--

\*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.

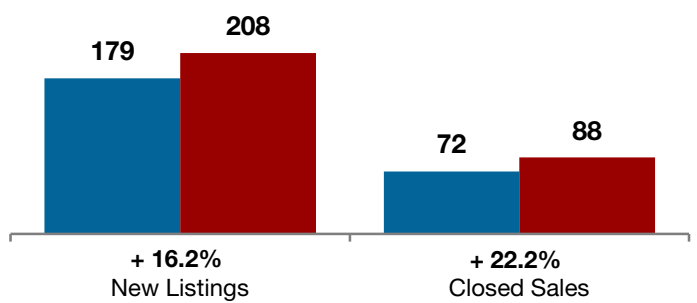
### December

■ 2010 ■ 2011



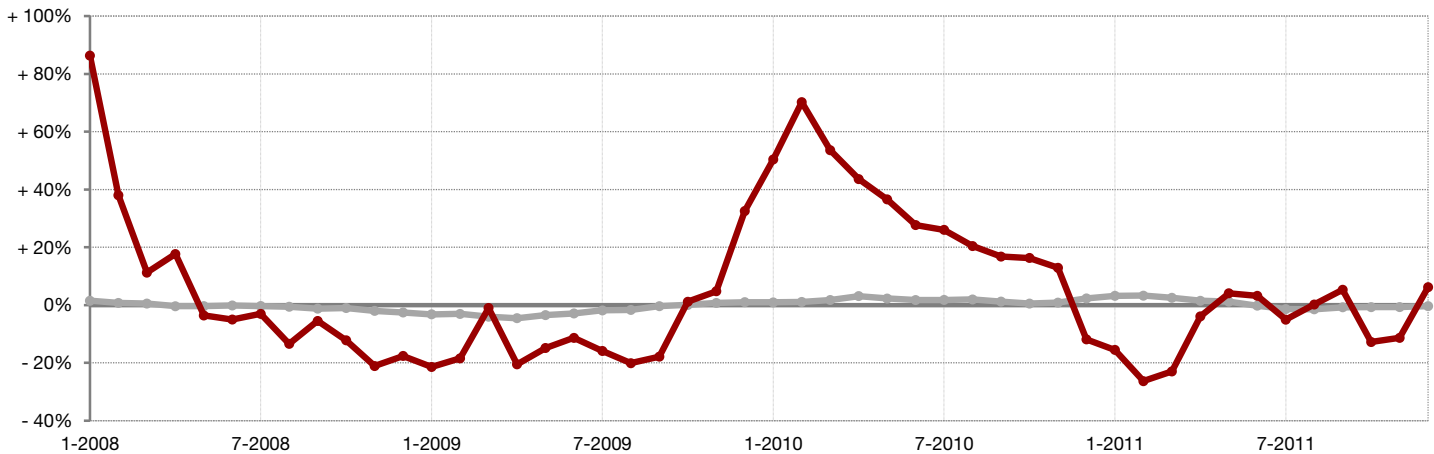
### Year to Date

■ 2010 ■ 2011



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*

All MLS — Freestone County —



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# Local Market Update – December 2011

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



## Grayson County

**- 8.3%**

Change in  
New Listings

**+ 8.8%**

Change in  
Closed Sales

**+ 5.8%**

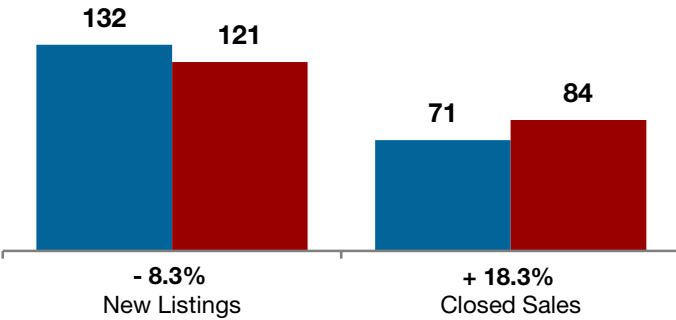
Change in  
Median Sales Price

	December			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	132	121	- 8.3%	2,483	2,158	- 13.1%
Pending Sales	68	74	+ 8.8%	1,054	1,098	+ 4.2%
Closed Sales	71	84	+ 18.3%	1,068	1,079	+ 1.0%
Average Sales Price*	\$116,088	\$124,363	+ 7.1%	\$115,473	\$122,269	+ 5.9%
Median Sales Price*	\$95,000	\$100,500	+ 5.8%	\$90,000	\$90,000	0.0%
Percent of Original List Price Received*	86.9%	89.3%	+ 2.8%	88.6%	88.3%	- 0.3%
Days on Market Until Sale	131	144	+ 9.6%	124	140	+ 12.8%
Inventory of Homes for Sale	1,045	836	- 20.0%	--	--	--
Months Supply of Inventory	11.9	9.1	- 23.2%	--	--	--

\*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.

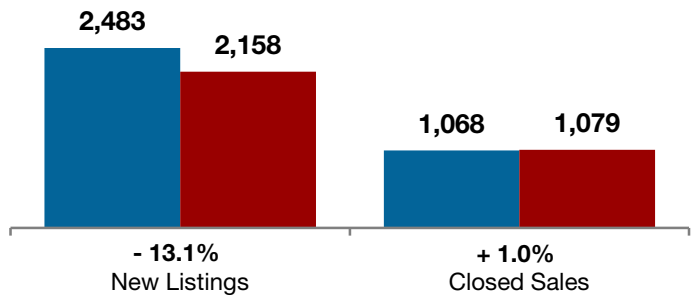
### December

■ 2010 ■ 2011



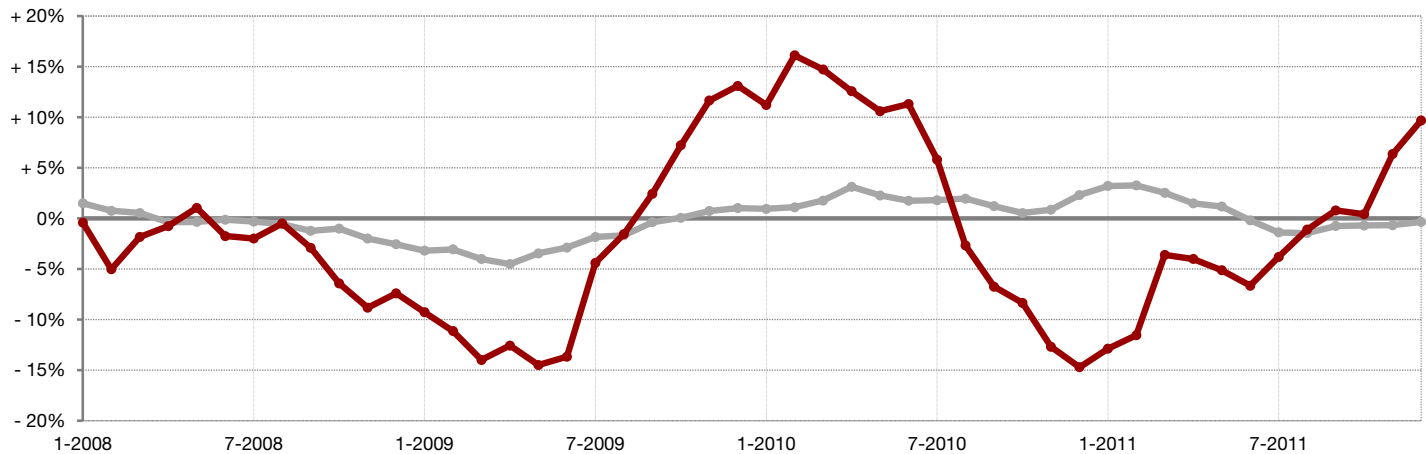
### Year to Date

■ 2010 ■ 2011



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*

All MLS — Grayson County —



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# Local Market Update – December 2011

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



## Hamilton County

**+ 50.0%**

Change in  
New Listings

**0.0%**

Change in  
Closed Sales

**+ 3.6%**

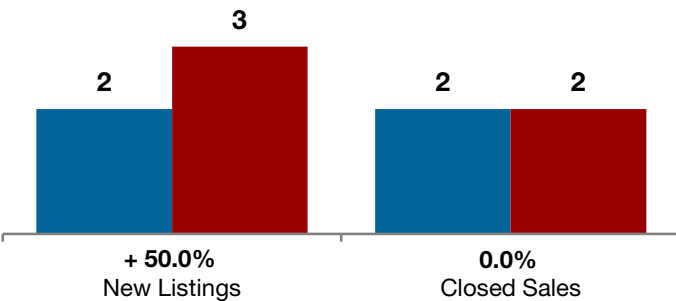
Change in  
Median Sales Price

	December			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	2	3	+ 50.0%	58	68	+ 17.2%
Pending Sales	1	1	0.0%	15	16	+ 6.7%
Closed Sales	2	2	0.0%	16	16	0.0%
Average Sales Price*	\$98,000	\$101,500	+ 3.6%	\$81,209	\$88,420	+ 8.9%
Median Sales Price*	\$98,000	\$101,500	+ 3.6%	\$63,700	\$75,000	+ 17.7%
Percent of Original List Price Received*	93.8%	88.4%	- 5.7%	85.4%	82.8%	- 3.0%
Days on Market Until Sale	38	81	+ 116.0%	223	219	- 1.9%
Inventory of Homes for Sale	54	68	+ 25.9%	--	--	--
Months Supply of Inventory	36.0	42.5	+ 18.1%	--	--	--

\*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.

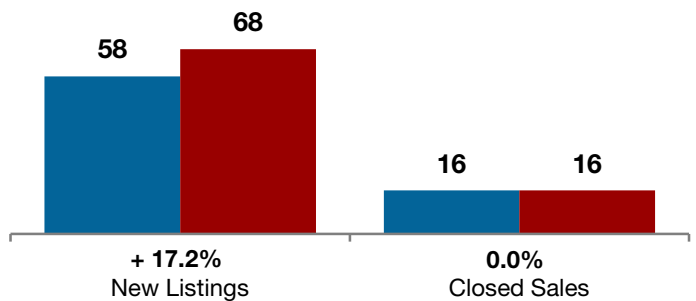
### December

■ 2010 ■ 2011



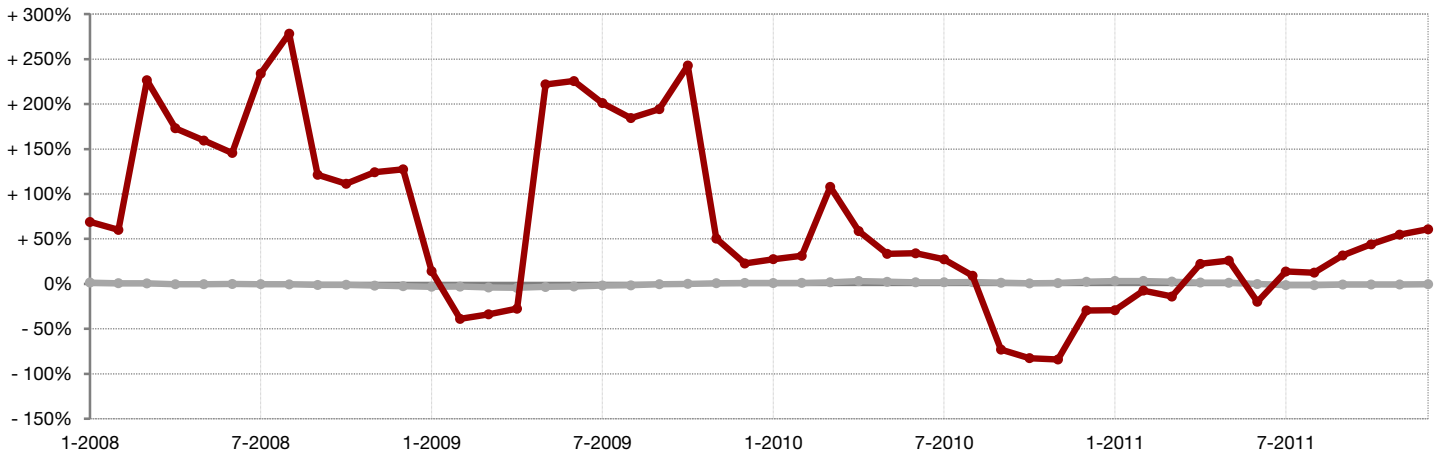
### Year to Date

■ 2010 ■ 2011



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*

All MLS — Hamilton County —



\*\*Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | All data comes from North Texas Real Estate Information Services, Inc. Powered by 10K Research and Marketing.

# Local Market Update – December 2011

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



## Harrison County

**0.0%**

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Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

December

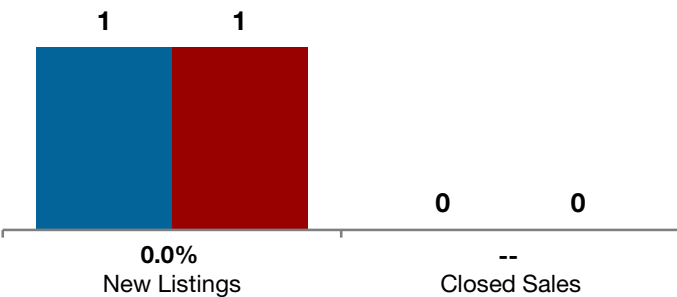
Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	1	1	0.0%	4	4	0.0%
Pending Sales	0	0	--	1	3	+ 200.0%
Closed Sales	0	0	--	1	3	+ 200.0%
Average Sales Price*	\$0	\$0	--	\$200,000	\$101,633	- 49.2%
Median Sales Price*	\$0	\$0	--	\$200,000	\$79,900	- 60.1%
Percent of Original List Price Received*	0.0%	0.0%	--	92.6%	96.9%	+ 4.6%
Days on Market Until Sale	0	0	--	96	47	- 51.4%
Inventory of Homes for Sale	2	1	- 50.0%	--	--	--
Months Supply of Inventory	2.0	1.0	- 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.

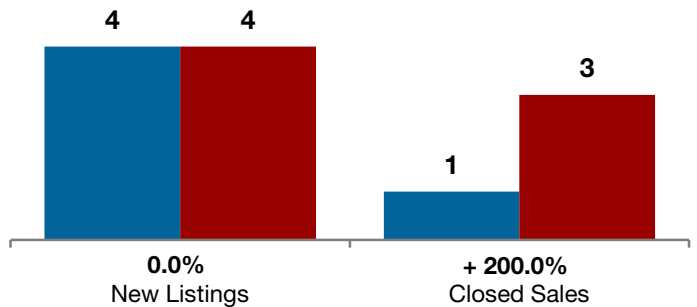
### December

■ 2010 ■ 2011



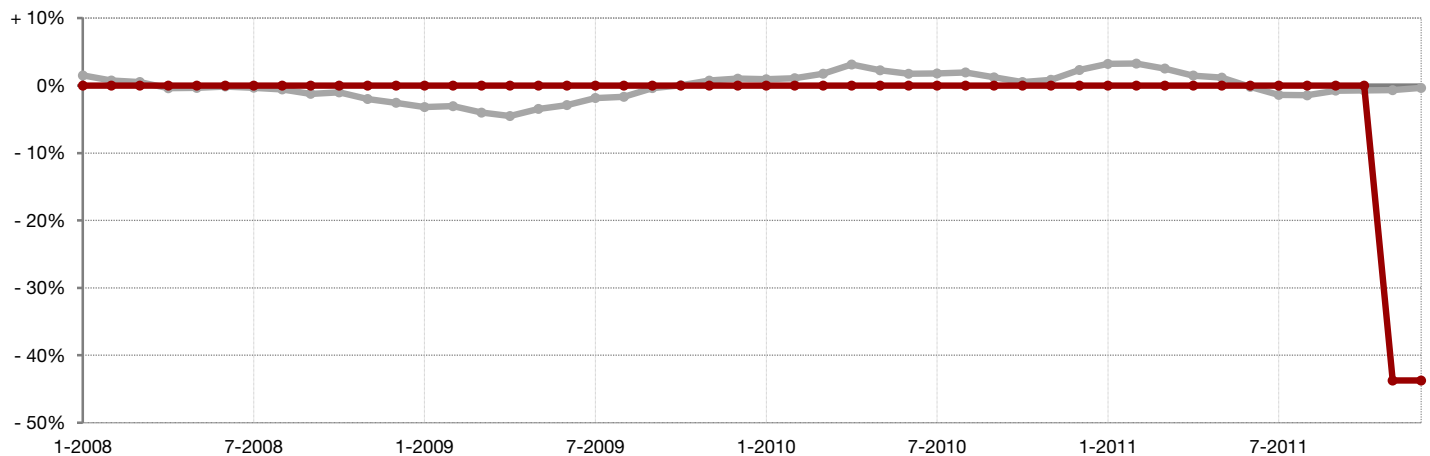
### Year to Date

■ 2010 ■ 2011



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*

All MLS — Harrison County —



\*\*Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | All data comes from North Texas Real Estate Information Services, Inc. Powered by 10K Research and Marketing.

# Local Market Update – December 2011

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



## Henderson County

**- 14.1%**

Change in  
New Listings

**- 57.1%**

Change in  
Closed Sales

**- 55.8%**

Change in  
Median Sales Price

	December			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	64	55	- 14.1%	971	1,054	+ 8.5%
Pending Sales	21	9	- 57.1%	302	321	+ 6.3%
Closed Sales	30	12	- 60.0%	295	320	+ 8.5%
Average Sales Price*	\$183,540	\$150,568	- 18.0%	\$173,082	\$156,831	- 9.4%
Median Sales Price*	\$131,250	\$58,000	- 55.8%	\$124,750	\$95,440	- 23.5%
Percent of Original List Price Received*	85.6%	89.6%	+ 4.7%	87.7%	88.8%	+ 1.3%
Days on Market Until Sale	179	117	- 34.8%	147	142	- 3.5%
Inventory of Homes for Sale	408	467	+ 14.5%	--	--	--
Months Supply of Inventory	16.2	17.5	+ 7.7%	--	--	--

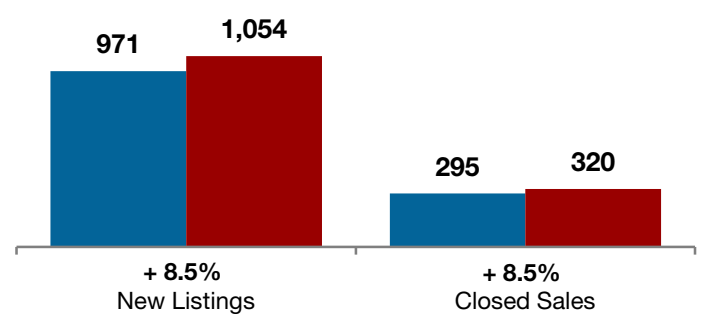
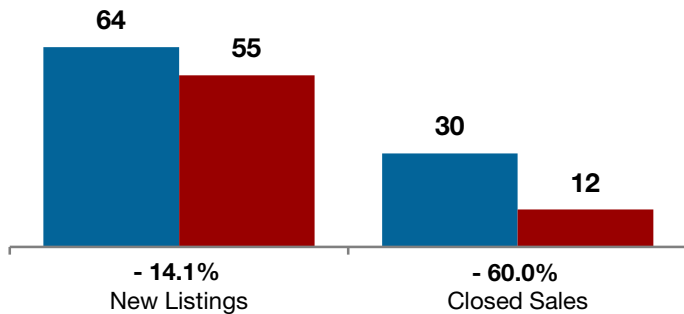
\*Does not include prices from any previous listing contracts or seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### December

■ 2010 ■ 2011

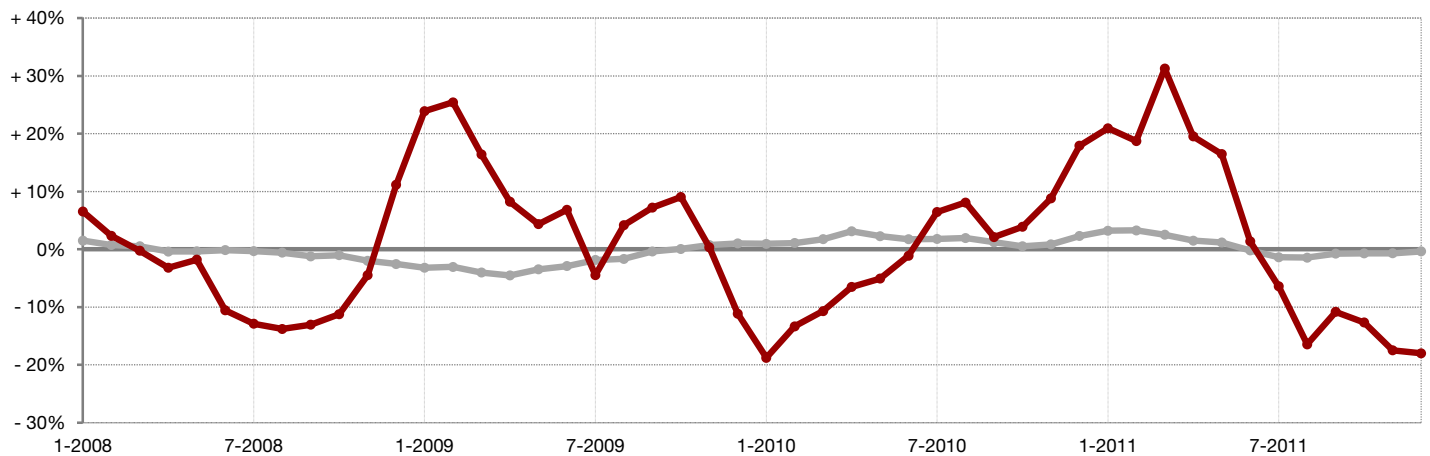
### Year to Date

■ 2010 ■ 2011



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*

All MLS — Henderson County —



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# Local Market Update – December 2011

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



## Hill County

**- 27.3%**

Change in  
New Listings

**+ 44.4%**

Change in  
Closed Sales

**+ 18.0%**

Change in  
Median Sales Price

### December

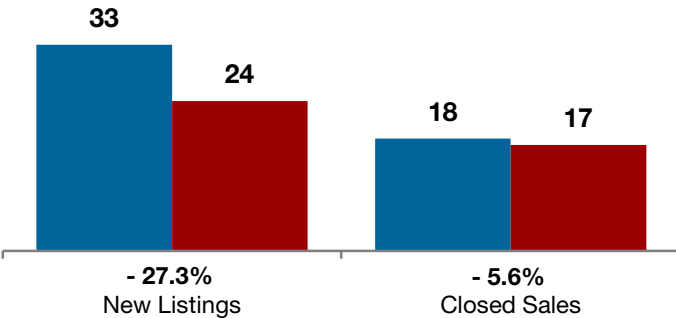
### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	33	24	- 27.3%	590	511	- 13.4%
Pending Sales	9	13	+ 44.4%	217	193	- 11.1%
Closed Sales	18	17	- 5.6%	216	191	- 11.6%
Average Sales Price*	\$80,153	\$90,758	+ 13.2%	\$119,399	\$101,630	- 14.9%
Median Sales Price*	\$63,550	\$75,000	+ 18.0%	\$82,125	\$75,000	- 8.7%
Percent of Original List Price Received*	85.8%	81.0%	- 5.6%	86.3%	83.0%	- 3.8%
Days on Market Until Sale	134	199	+ 47.9%	164	192	+ 16.9%
Inventory of Homes for Sale	282	267	- 5.3%	--	--	--
Months Supply of Inventory	15.6	16.6	+ 6.5%	--	--	--

\*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.

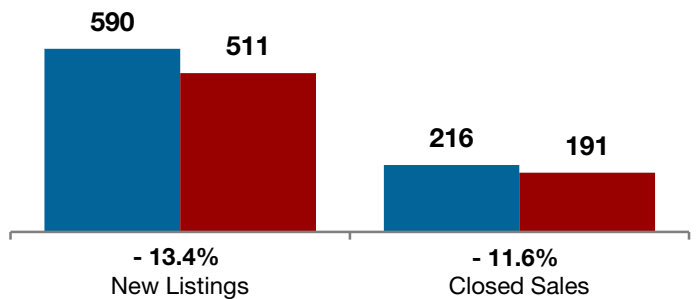
### December

■ 2010 ■ 2011



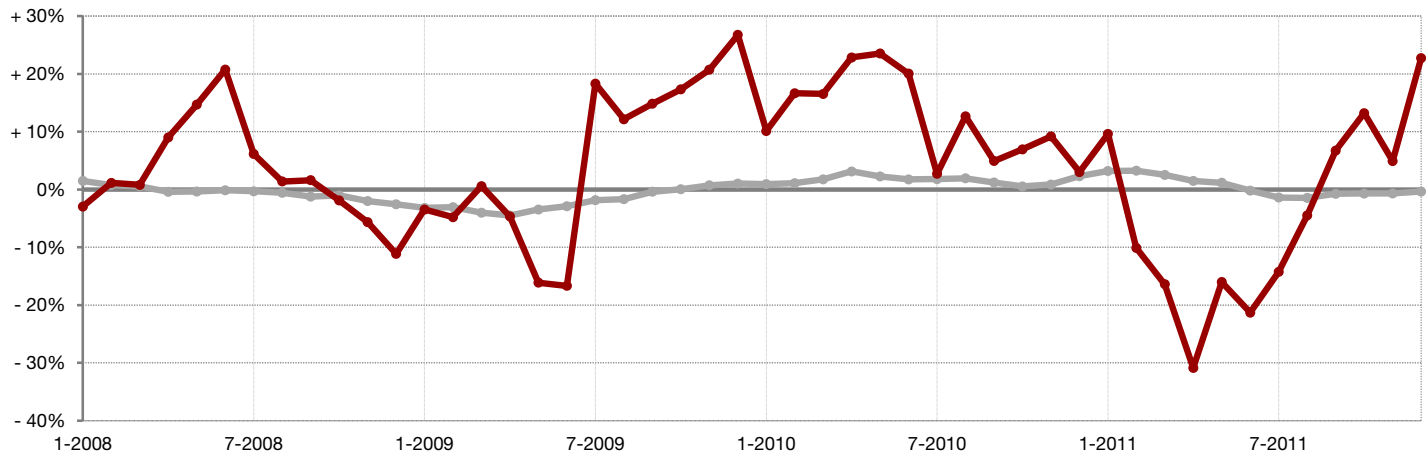
### Year to Date

■ 2010 ■ 2011



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*

All MLS — Hill County —



\*\*Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | All data comes from North Texas Real Estate Information Services, Inc. Powered by 10K Research and Marketing.

# Local Market Update – December 2011

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



## Hood County

**- 12.8%**

Change in  
New Listings

**- 13.0%**

Change in  
Closed Sales

**- 13.7%**

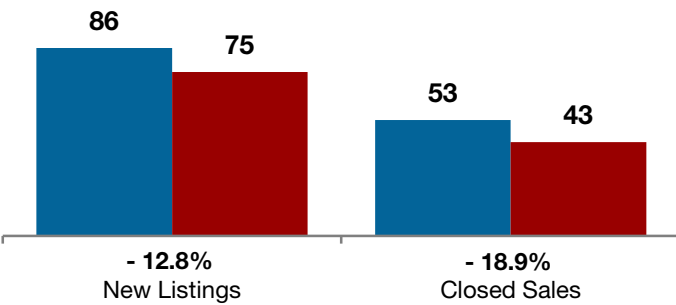
Change in  
Median Sales Price

	December			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	86	75	- 12.8%	1,788	1,635	- 8.6%
Pending Sales	46	40	- 13.0%	768	761	- 0.9%
Closed Sales	53	43	- 18.9%	760	745	- 2.0%
Average Sales Price*	\$204,149	\$168,248	- 17.6%	\$190,291	\$189,535	- 0.4%
Median Sales Price*	\$177,229	\$153,000	- 13.7%	\$155,000	\$162,875	+ 5.1%
Percent of Original List Price Received*	92.6%	95.1%	+ 2.7%	89.6%	90.7%	+ 1.2%
Days on Market Until Sale	139	91	- 34.6%	140	147	+ 5.3%
Inventory of Homes for Sale	692	639	- 7.7%	--	--	--
Months Supply of Inventory	10.8	10.1	- 6.8%	--	--	--

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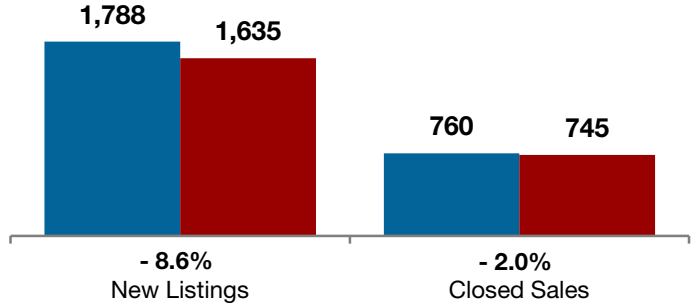
### December

■ 2010 ■ 2011



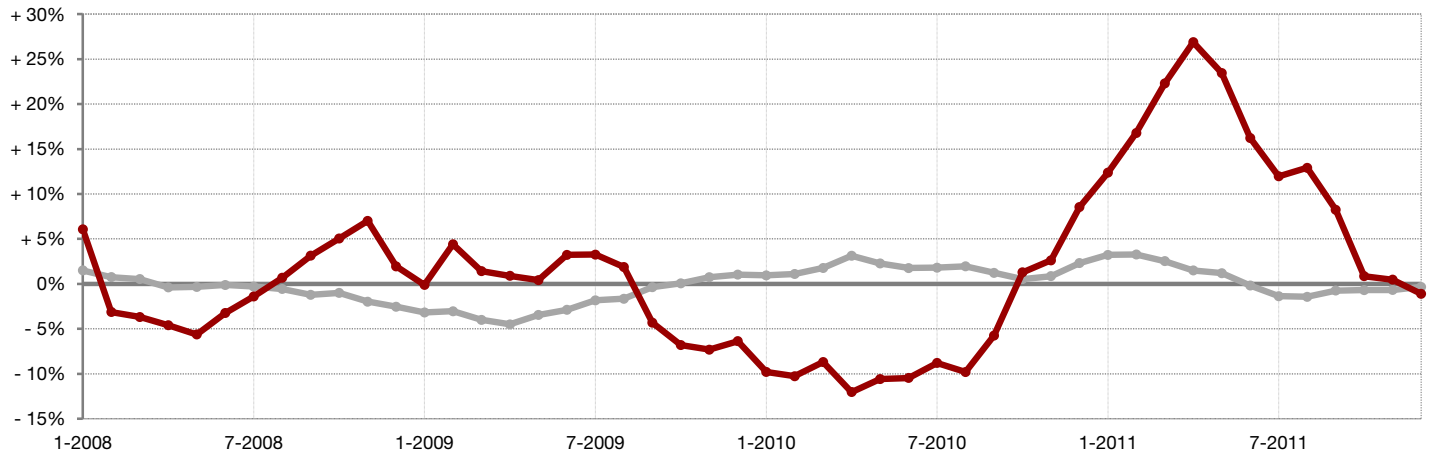
### Year to Date

■ 2010 ■ 2011



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*

All MLS — Hood County —



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# Local Market Update – December 2011

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



## Hopkins County

**+ 19.2%**

Change in  
New Listings

**+ 36.4%**

Change in  
Closed Sales

**+ 23.9%**

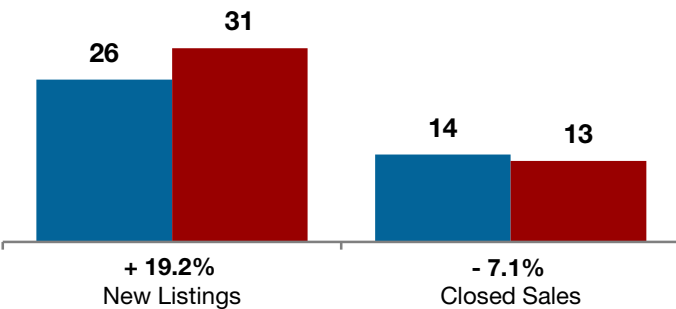
Change in  
Median Sales Price

	December			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	26	31	+ 19.2%	474	453	- 4.4%
Pending Sales	11	15	+ 36.4%	202	214	+ 5.9%
Closed Sales	14	13	- 7.1%	206	201	- 2.4%
Average Sales Price*	\$93,181	\$98,458	+ 5.7%	\$112,427	\$108,958	- 3.1%
Median Sales Price*	\$69,000	\$85,500	+ 23.9%	\$90,000	\$89,000	- 1.1%
Percent of Original List Price Received*	86.3%	83.3%	- 3.6%	89.9%	89.2%	- 0.8%
Days on Market Until Sale	99	126	+ 27.0%	122	120	- 2.0%
Inventory of Homes for Sale	186	210	+ 12.9%	--	--	--
Months Supply of Inventory	11.0	11.8	+ 6.6%	--	--	--

\*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.

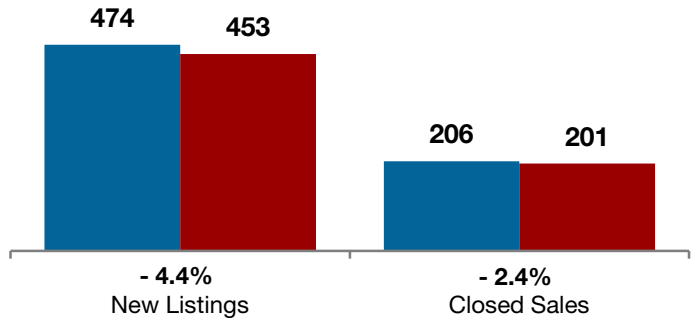
### December

■ 2010 ■ 2011



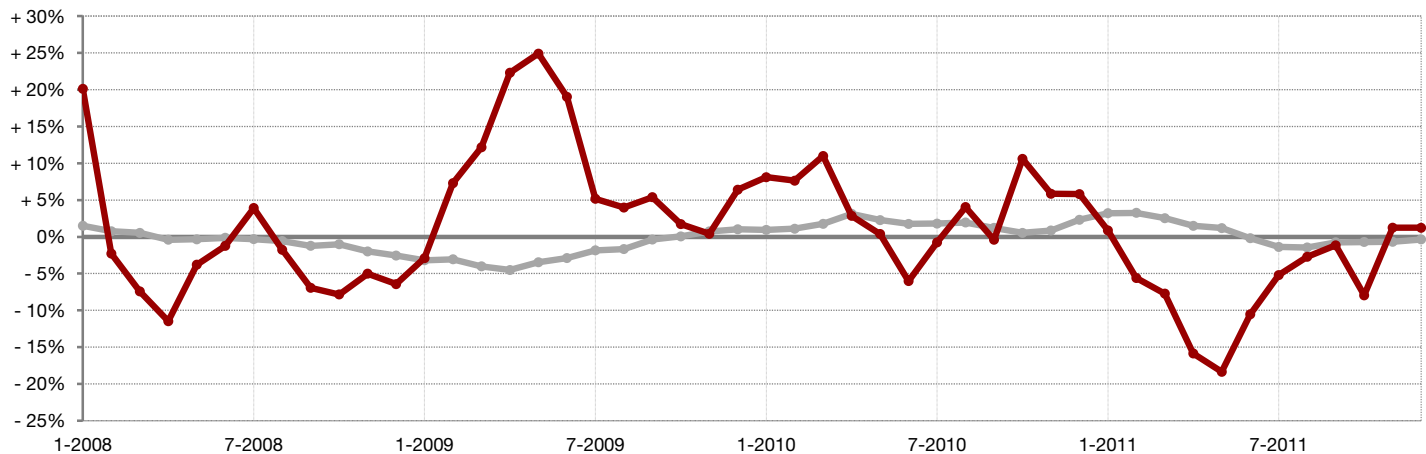
### Year to Date

■ 2010 ■ 2011



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*

All MLS — Hopkins County —



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# Local Market Update – December 2011

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



## Hunt County

**- 38.2%**

Change in  
New Listings

**- 36.4%**

Change in  
Closed Sales

**+ 28.5%**

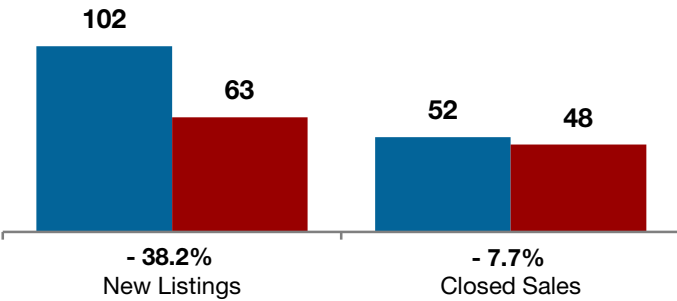
Change in  
Median Sales Price

	December			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	102	63	- 38.2%	1,492	1,333	- 10.7%
Pending Sales	44	28	- 36.4%	724	649	- 10.4%
Closed Sales	52	48	- 7.7%	718	651	- 9.3%
Average Sales Price*	\$100,052	\$115,228	+ 15.2%	\$99,918	\$108,808	+ 8.9%
Median Sales Price*	\$72,000	\$92,500	+ 28.5%	\$84,877	\$85,850	+ 1.1%
Percent of Original List Price Received*	84.8%	87.1%	+ 2.7%	88.5%	88.8%	+ 0.3%
Days on Market Until Sale	122	151	+ 23.2%	112	126	+ 12.9%
Inventory of Homes for Sale	562	520	- 7.5%	--	--	--
Months Supply of Inventory	9.3	9.6	+ 3.2%	--	--	--

\*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.

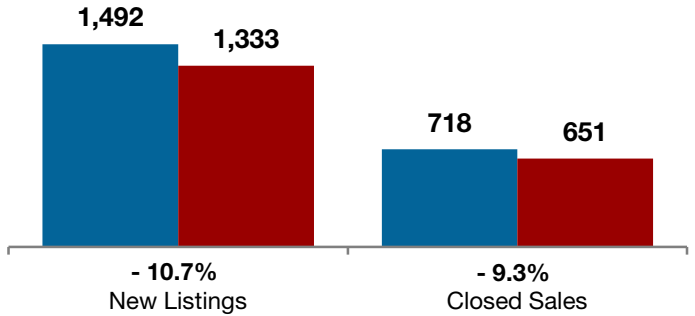
### December

■ 2010 ■ 2011



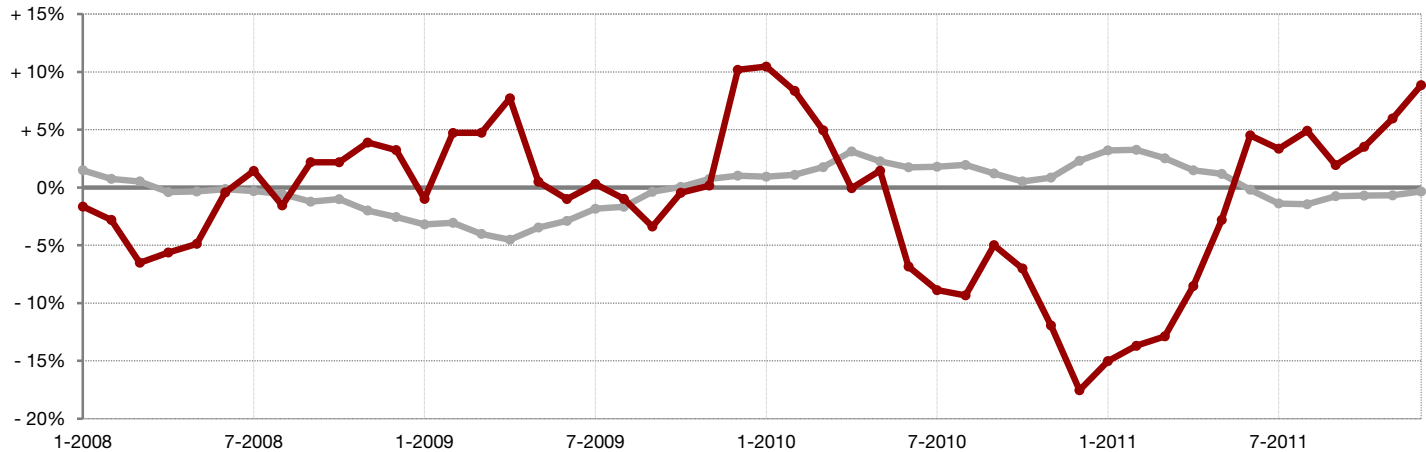
### Year to Date

■ 2010 ■ 2011



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*

All MLS —  
Hunt County —



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# Local Market Update – December 2011

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



## Jack County

**- 50.0%**

**--**

**- 23.5%**

Change in  
New Listings

Change in  
Closed Sales

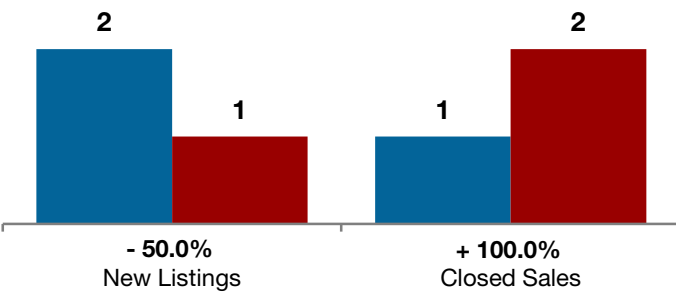
Change in  
Median Sales Price

	December			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	2	1	- 50.0%	53	38	- 28.3%
Pending Sales	0	1	--	15	18	+ 20.0%
Closed Sales	1	2	+ 100.0%	17	18	+ 5.9%
Average Sales Price*	\$68,750	<b>\$52,611</b>	- 23.5%	\$103,288	<b>\$233,042</b>	+ 125.6%
Median Sales Price*	\$68,750	<b>\$52,611</b>	- 23.5%	\$68,750	<b>\$58,000</b>	- 15.6%
Percent of Original List Price Received*	83.3%	<b>92.0%</b>	+ 10.4%	86.6%	<b>84.1%</b>	- 2.9%
Days on Market Until Sale	151	<b>32</b>	- 79.1%	147	<b>149</b>	+ 1.6%
Inventory of Homes for Sale	22	<b>13</b>	- 40.9%	--	--	--
Months Supply of Inventory	13.2	<b>7.2</b>	- 45.3%	--	--	--

\*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.

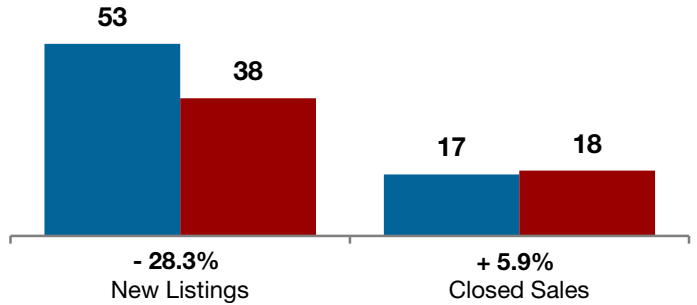
### December

■ 2010 ■ 2011



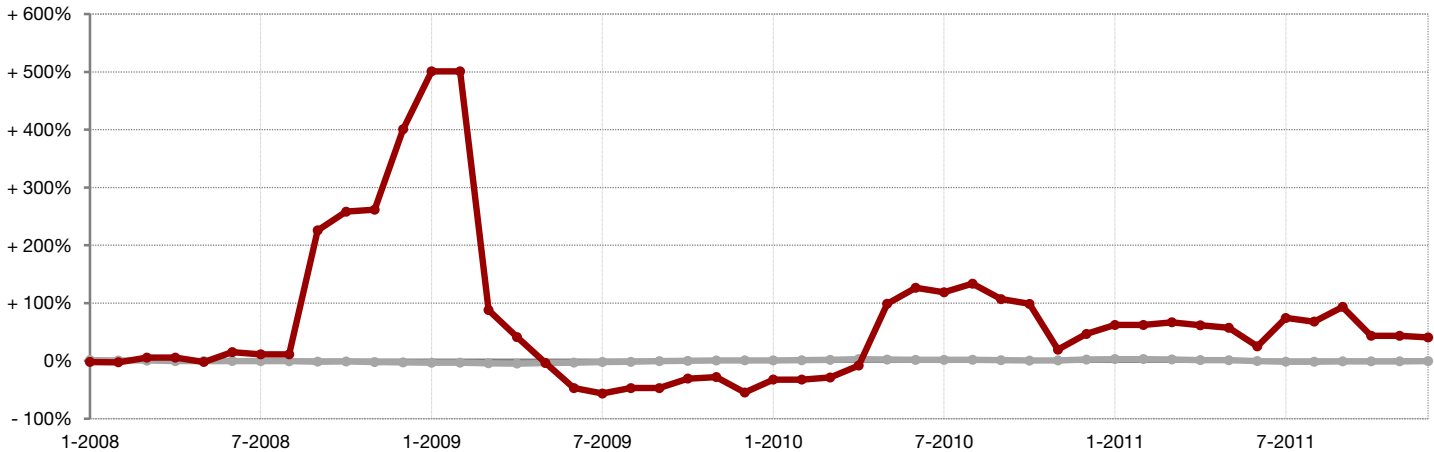
### Year to Date

■ 2010 ■ 2011



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*

All MLS —●—  
Jack County —●—



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# Local Market Update – December 2011

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



## Johnson County

**- 37.9%**

Change in  
New Listings

**- 23.9%**

Change in  
Closed Sales

**- 16.6%**

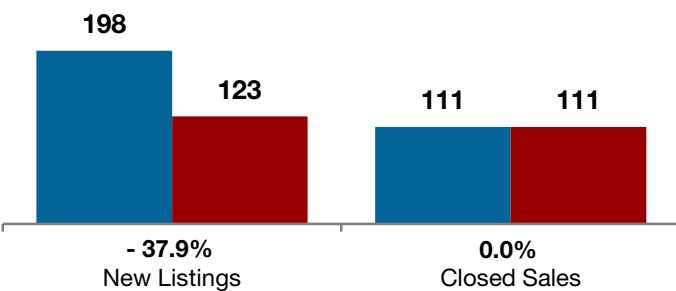
Change in  
Median Sales Price

	December			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	198	123	- 37.9%	2,737	2,353	- 14.0%
Pending Sales	92	70	- 23.9%	1,362	1,357	- 0.4%
Closed Sales	111	111	0.0%	1,345	1,352	+ 0.5%
Average Sales Price*	\$219,272	\$126,325	- 42.4%	\$123,528	\$119,905	- 2.9%
Median Sales Price*	\$125,000	\$104,250	- 16.6%	\$107,500	\$106,001	- 1.4%
Percent of Original List Price Received*	92.1%	92.1%	- 0.0%	92.2%	92.2%	+ 0.0%
Days on Market Until Sale	99	117	+ 18.4%	100	113	+ 12.5%
Inventory of Homes for Sale	916	686	- 25.1%	--	--	--
Months Supply of Inventory	8.1	6.1	- 24.8%	--	--	--

\*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.

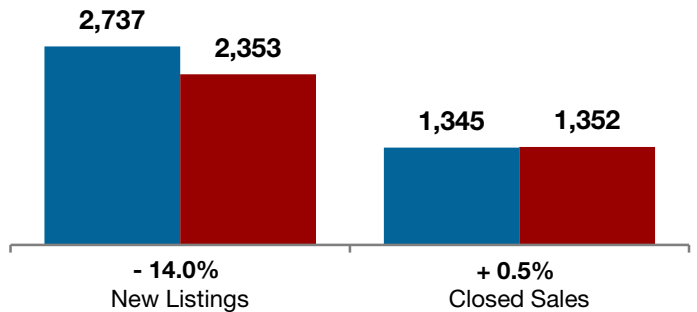
### December

■ 2010 ■ 2011



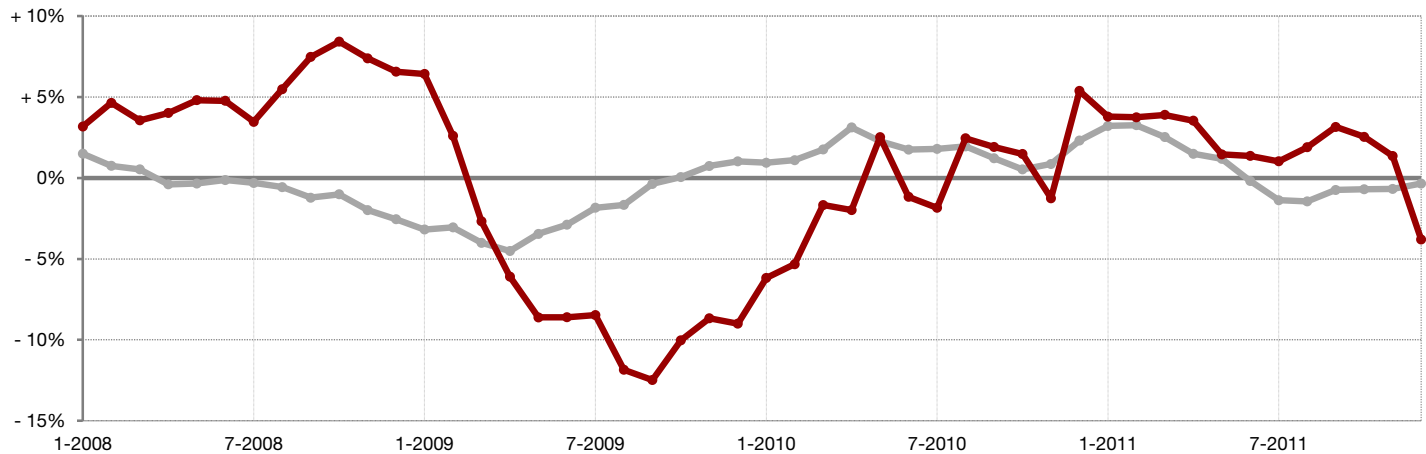
### Year to Date

■ 2010 ■ 2011



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*

All MLS — Johnson County —



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# Local Market Update – December 2011

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



**- 40.0%**      **+ 100.0%**      **- 33.2%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

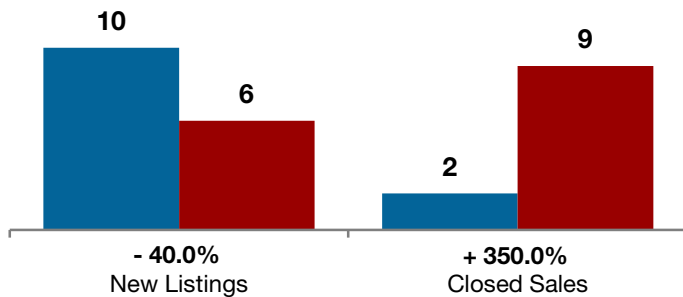
## Jones County

	December			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	10	6	- 40.0%	151	133	- 11.9%
Pending Sales	2	4	+ 100.0%	59	84	+ 42.4%
Closed Sales	2	9	+ 350.0%	59	84	+ 42.4%
Average Sales Price*	\$134,773	\$96,498	- 28.4%	\$103,109	\$88,035	- 14.6%
Median Sales Price*	\$134,773	\$90,000	- 33.2%	\$72,000	\$68,000	- 5.6%
Percent of Original List Price Received*	90.6%	87.5%	- 3.3%	88.9%	88.6%	- 0.4%
Days on Market Until Sale	20	98	+ 403.7%	111	143	+ 29.1%
Inventory of Homes for Sale	69	49	- 29.0%	--	--	--
Months Supply of Inventory	14.0	7.0	- 50.1%	--	--	--

\*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.

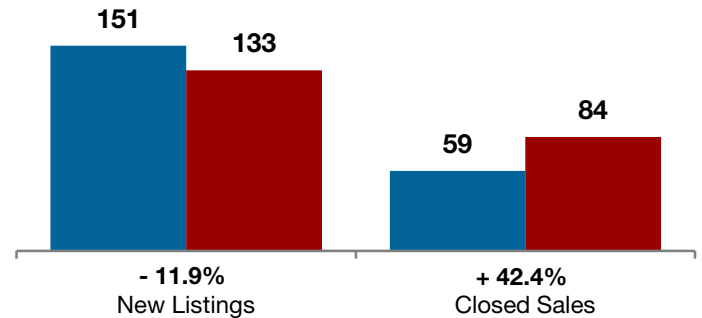
### December

■ 2010 ■ 2011



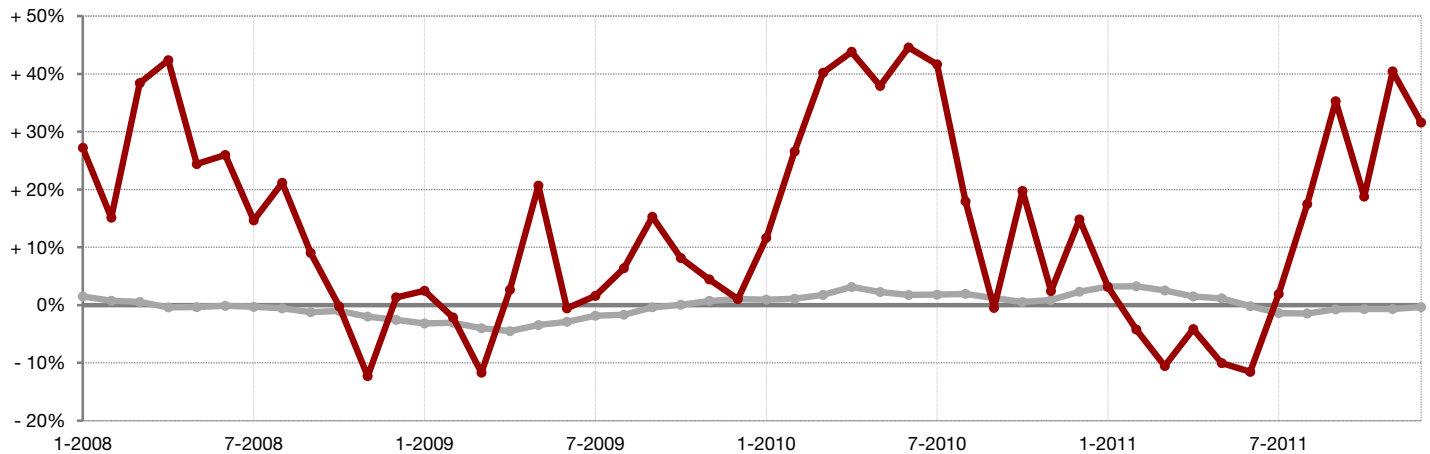
### Year to Date

■ 2010 ■ 2011



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*

All MLS — Jones County —



\*\*Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | All data comes from North Texas Real Estate Information Services, Inc. Powered by 10K Research and Marketing.

# Local Market Update – December 2011

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



## Kaufman County

**- 30.7%**

Change in  
New Listings

**+ 6.5%**

Change in  
Closed Sales

**- 1.1%**

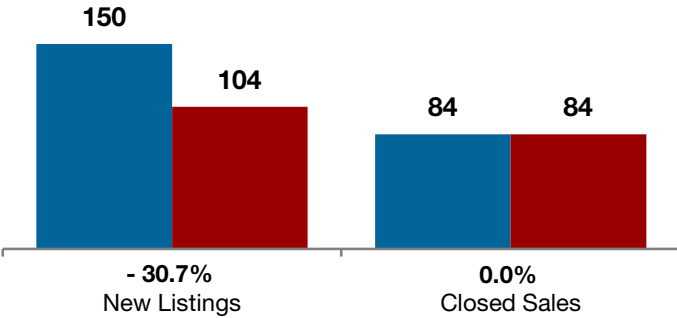
Change in  
Median Sales Price

	December			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	150	104	- 30.7%	2,304	1,962	- 14.8%
Pending Sales	62	66	+ 6.5%	1,097	1,083	- 1.3%
Closed Sales	84	84	0.0%	1,107	1,068	- 3.5%
Average Sales Price*	\$145,375	\$140,456	- 3.4%	\$131,187	\$124,353	- 5.2%
Median Sales Price*	\$129,375	\$128,000	- 1.1%	\$124,225	\$117,000	- 5.8%
Percent of Original List Price Received*	87.4%	87.8%	+ 0.5%	91.8%	89.9%	- 2.1%
Days on Market Until Sale	133	137	+ 3.2%	107	123	+ 14.2%
Inventory of Homes for Sale	816	589	- 27.8%	--	--	--
Months Supply of Inventory	8.9	6.5	- 26.9%	--	--	--

\*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.

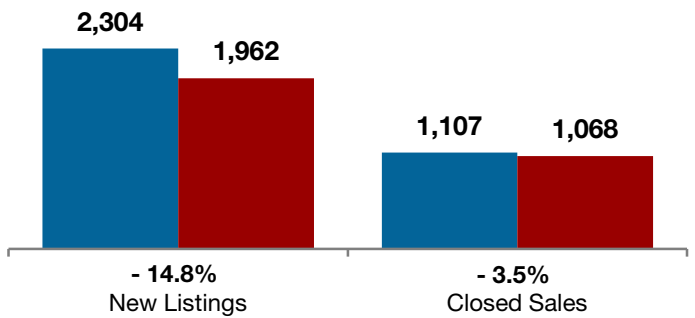
### December

■ 2010 ■ 2011



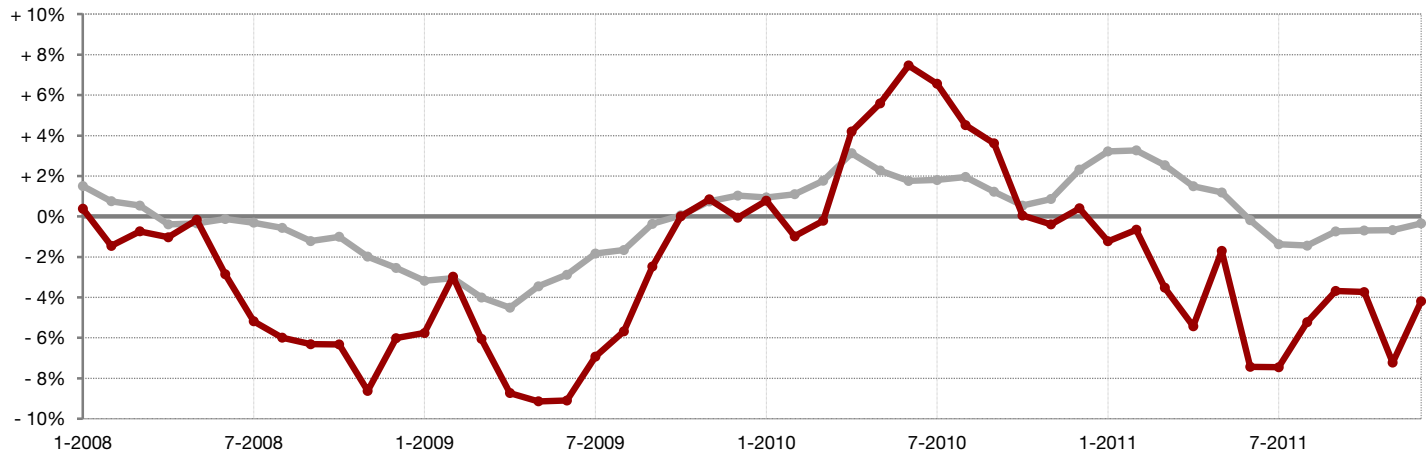
### Year to Date

■ 2010 ■ 2011



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*

All MLS — Kaufman County —



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# Local Market Update – December 2011

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



## Lamar County

**- 37.5%**

Change in  
New Listings

**- 12.5%**

Change in  
Closed Sales

**+ 14.0%**

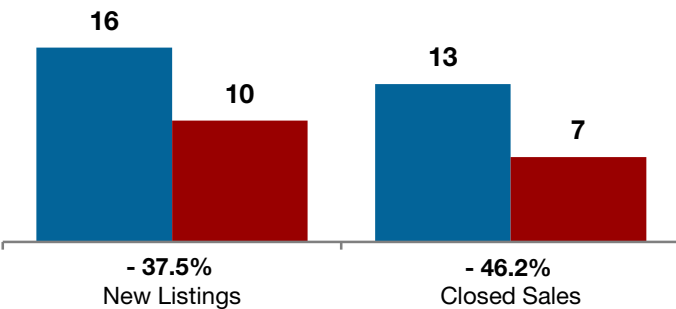
Change in  
Median Sales Price

	December			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	16	10	- 37.5%	253	284	+ 12.3%
Pending Sales	8	7	- 12.5%	106	113	+ 6.6%
Closed Sales	13	7	- 46.2%	117	108	- 7.7%
Average Sales Price*	\$189,154	\$109,573	- 42.1%	\$124,134	\$115,996	- 6.6%
Median Sales Price*	\$120,000	\$136,750	+ 14.0%	\$107,250	\$100,600	- 6.2%
Percent of Original List Price Received*	88.9%	85.9%	- 3.4%	89.6%	87.8%	- 2.0%
Days on Market Until Sale	115	114	- 0.9%	107	114	+ 7.1%
Inventory of Homes for Sale	103	113	+ 9.7%	--	--	--
Months Supply of Inventory	11.7	12.0	+ 2.9%	--	--	--

\*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.

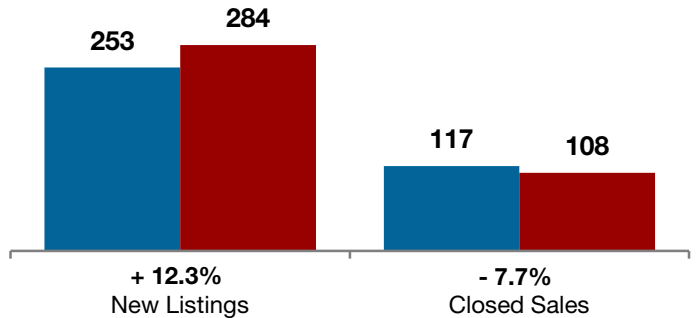
### December

■ 2010 ■ 2011



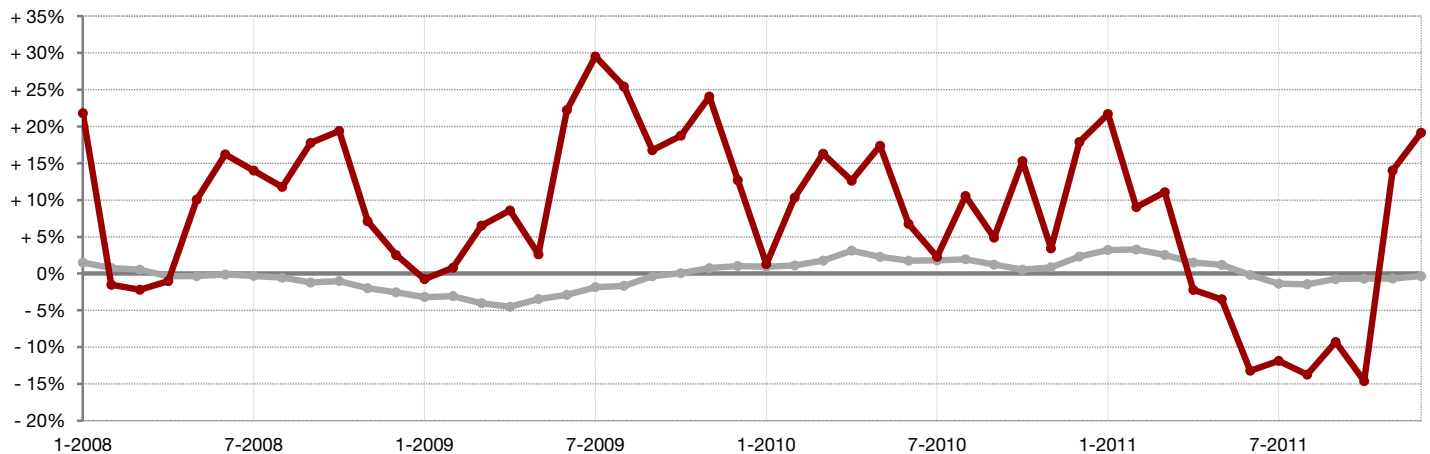
### Year to Date

■ 2010 ■ 2011



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*

All MLS —●—  
Lamar County —●—



\*\*Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | All data comes from North Texas Real Estate Information Services, Inc. Powered by 10K Research and Marketing.

# Local Market Update – December 2011

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



## Limestone County

**- 80.0%**

Change in  
New Listings

**- 100.0%**

Change in  
Closed Sales

**- 100.0%**

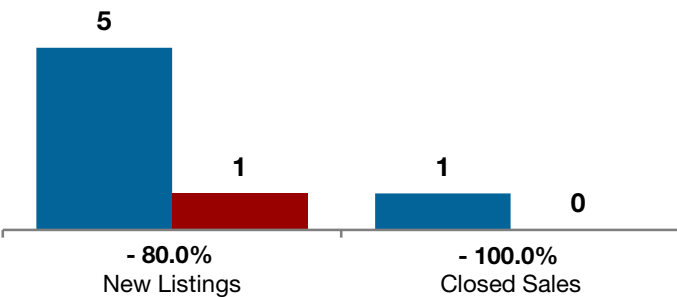
Change in  
Median Sales Price

	December			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	5	1	- 80.0%	34	33	- 2.9%
Pending Sales	1	0	- 100.0%	7	11	+ 57.1%
Closed Sales	1	0	- 100.0%	7	11	+ 57.1%
Average Sales Price*	\$55,000	\$0	- 100.0%	\$52,286	\$70,000	+ 33.9%
Median Sales Price*	\$55,000	\$0	- 100.0%	\$53,000	\$47,000	- 11.3%
Percent of Original List Price Received*	75.9%	0.0%	- 100.0%	82.9%	85.2%	+ 2.8%
Days on Market Until Sale	71	0	- 100.0%	98	123	+ 25.9%
Inventory of Homes for Sale	16	13	- 18.8%	--	--	--
Months Supply of Inventory	13.7	10.6	- 22.4%	--	--	--

\*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.

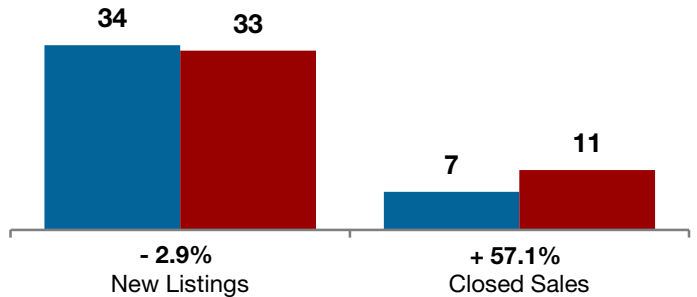
### December

■ 2010 ■ 2011



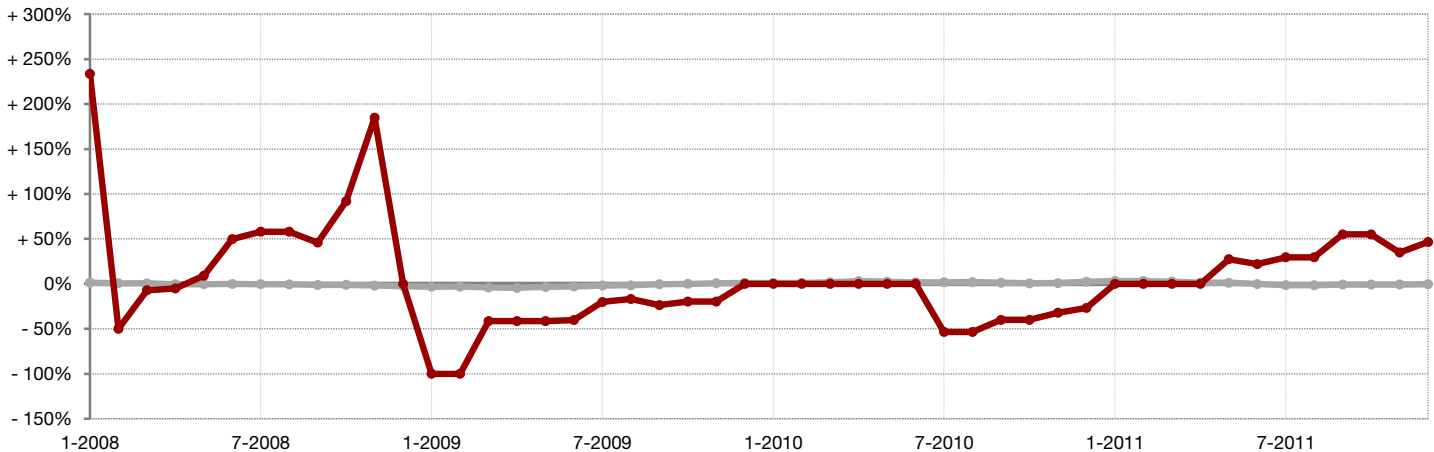
### Year to Date

■ 2010 ■ 2011



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*

All MLS — Limestone County —



\*\*Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | All data comes from North Texas Real Estate Information Services, Inc. Powered by 10K Research and Marketing.

# Local Market Update – December 2011

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



**- 69.2%**

Change in  
New Listings

**0.0%**

Change in  
Closed Sales

**- 26.7%**

Change in  
Median Sales Price

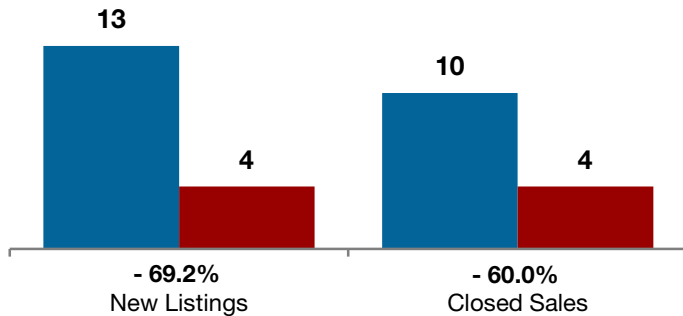
## Montague County

	December			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	13	4	- 69.2%	129	127	- 1.6%
Pending Sales	3	3	0.0%	47	51	+ 8.5%
Closed Sales	10	4	- 60.0%	50	50	0.0%
Average Sales Price*	\$138,821	\$52,225	- 62.4%	\$183,715	\$98,306	- 46.5%
Median Sales Price*	\$80,000	\$58,650	- 26.7%	\$95,000	\$60,800	- 36.0%
Percent of Original List Price Received*	87.2%	84.8%	- 2.8%	83.3%	84.1%	+ 1.0%
Days on Market Until Sale	142	80	- 43.6%	165	149	- 10.2%
Inventory of Homes for Sale	71	65	- 8.5%	--	--	--
Months Supply of Inventory	18.1	15.3	- 15.6%	--	--	--

\*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.

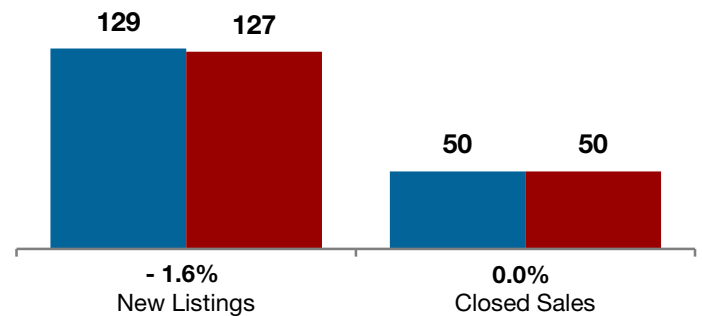
### December

■ 2010 ■ 2011



### Year to Date

■ 2010 ■ 2011



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*

All MLS —  
Montague County —



\*\*Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | All data comes from North Texas Real Estate Information Services, Inc. Powered by 10K Research and Marketing.

# Local Market Update – December 2011

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



**+ 62.7%**

Change in  
New Listings

**- 36.4%**

Change in  
Closed Sales

**+ 48.1%**

Change in  
Median Sales Price

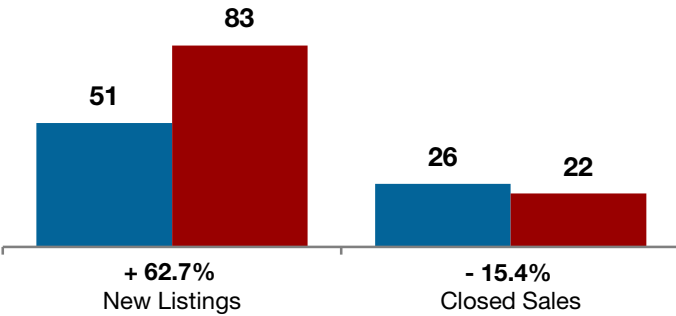
## Navarro County

	December			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	51	<b>83</b>	+ 62.7%	684	<b>650</b>	- 5.0%
Pending Sales	22	<b>14</b>	- 36.4%	293	<b>271</b>	- 7.5%
Closed Sales	26	<b>22</b>	- 15.4%	298	<b>272</b>	- 8.7%
Average Sales Price*	\$126,677	<b>\$157,027</b>	+ 24.0%	\$137,286	<b>\$125,353</b>	- 8.7%
Median Sales Price*	\$103,500	<b>\$153,260</b>	+ 48.1%	\$105,000	<b>\$86,750</b>	- 17.4%
Percent of Original List Price Received*	87.5%	<b>86.9%</b>	- 0.8%	88.5%	<b>87.9%</b>	- 0.7%
Days on Market Until Sale	191	<b>146</b>	- 23.7%	151	<b>135</b>	- 10.7%
Inventory of Homes for Sale	365	<b>310</b>	- 15.1%	--	--	--
Months Supply of Inventory	14.9	<b>13.7</b>	- 8.2%	--	--	--

\*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.

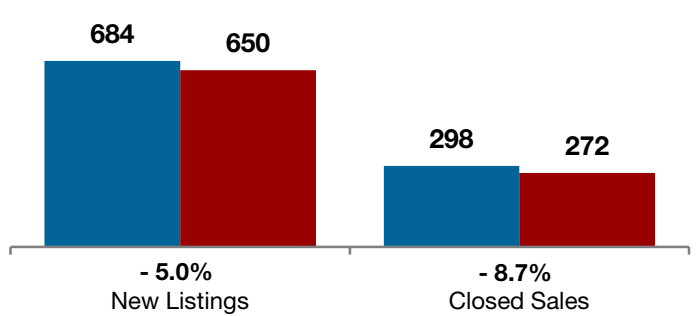
### December

■ 2010 ■ 2011



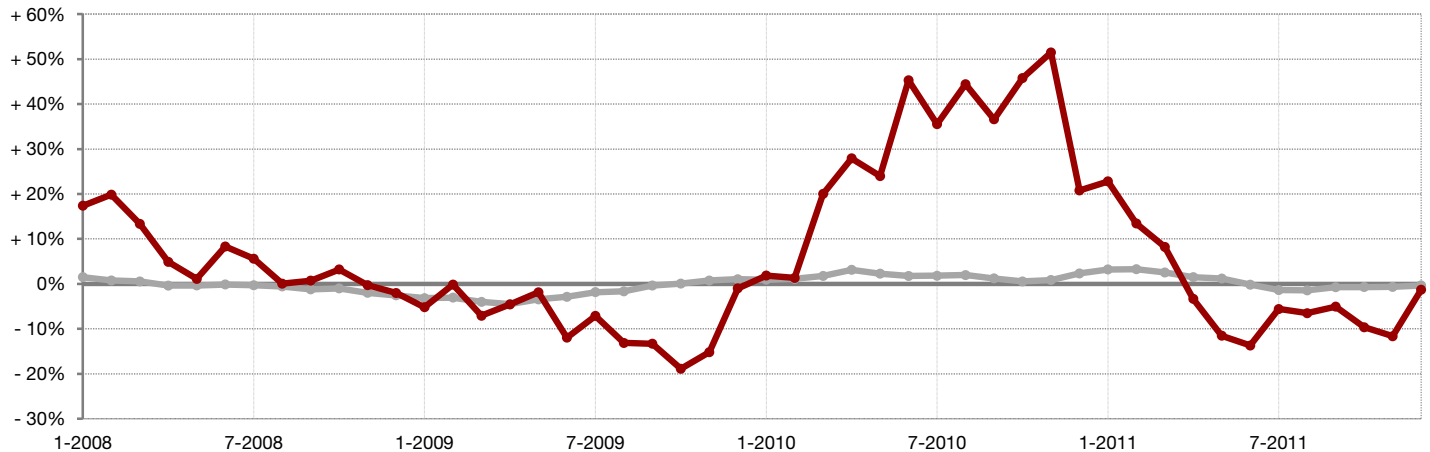
### Year to Date

■ 2010 ■ 2011



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*

All MLS — Navarro County —



\*\*Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | All data comes from North Texas Real Estate Information Services, Inc. Powered by 10K Research and Marketing.

# Local Market Update – December 2011

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



## Nolan County

**- 100.0%**

**0.0%**

**+ 214.0%**

Change in  
New Listings

Change in  
Closed Sales

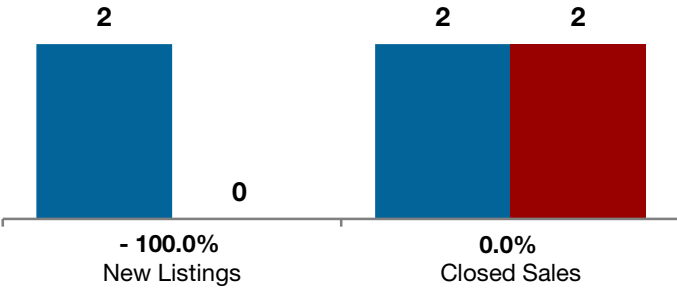
Change in  
Median Sales Price

	December			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	2	0	- 100.0%	28	24	- 14.3%
Pending Sales	1	1	0.0%	11	17	+ 54.5%
Closed Sales	2	2	0.0%	12	15	+ 25.0%
Average Sales Price*	\$25,000	<b>\$78,500</b>	+ 214.0%	\$116,032	<b>\$60,032</b>	- 48.3%
Median Sales Price*	\$25,000	<b>\$78,500</b>	+ 214.0%	\$59,200	<b>\$45,950</b>	- 22.4%
Percent of Original List Price Received*	83.3%	<b>77.0%</b>	- 7.6%	78.4%	<b>84.3%</b>	+ 7.5%
Days on Market Until Sale	128	<b>155</b>	+ 21.1%	160	<b>73</b>	- 54.2%
Inventory of Homes for Sale	12	<b>5</b>	- 58.3%	--	--	--
Months Supply of Inventory	10.9	<b>2.9</b>	- 73.0%	--	--	--

\*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.

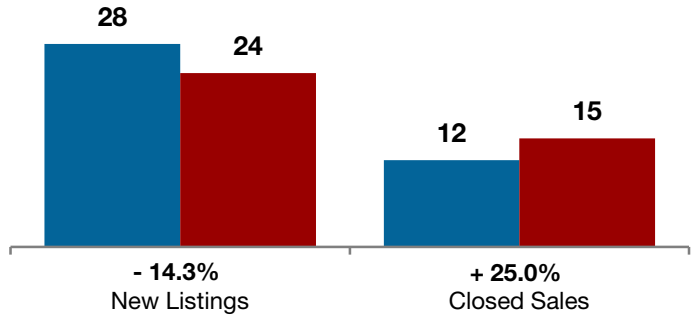
### December

■ 2010 ■ 2011



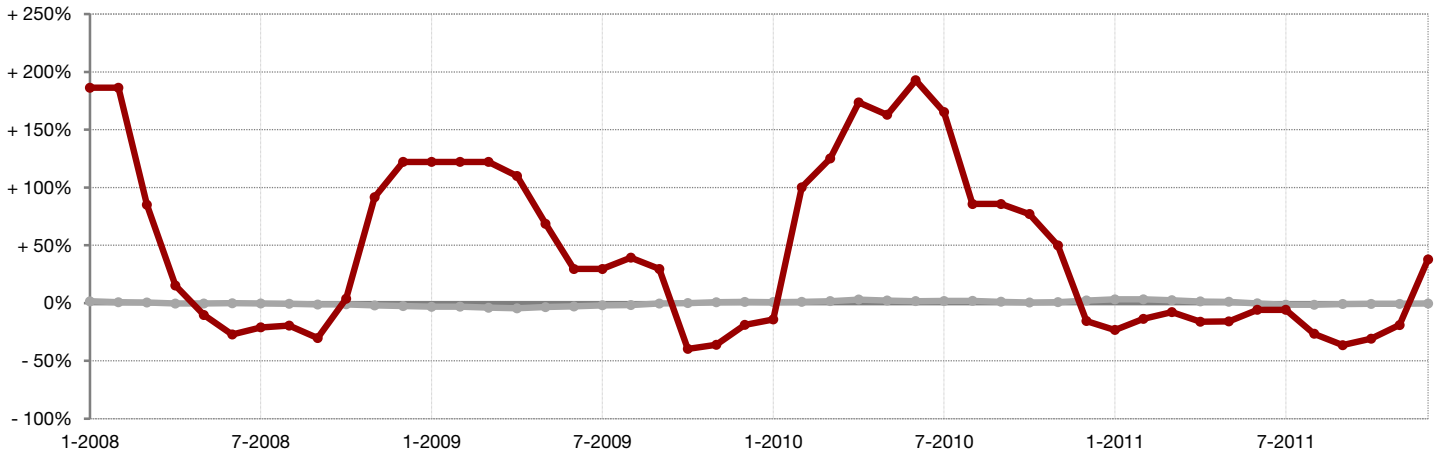
### Year to Date

■ 2010 ■ 2011



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*

All MLS — Nolan County —



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# Local Market Update – December 2011

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



**- 40.0%**

**+ 55.6%**

**+ 65.1%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

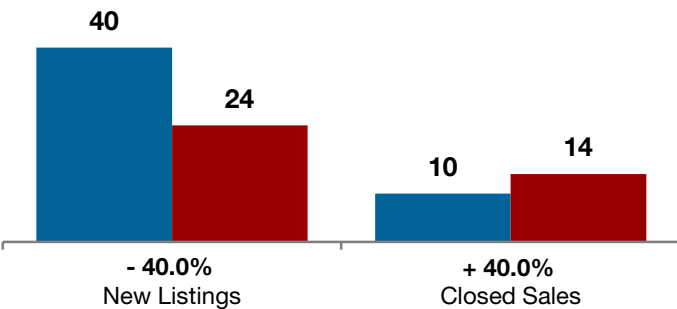
## Palo Pinto County

	December			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	40	<b>24</b>	- 40.0%	687	<b>613</b>	- 10.8%
Pending Sales	9	<b>14</b>	+ 55.6%	245	<b>227</b>	- 7.3%
Closed Sales	10	<b>14</b>	+ 40.0%	240	<b>227</b>	- 5.4%
Average Sales Price*	\$188,335	<b>\$294,000</b>	+ 56.1%	\$197,587	<b>\$235,854</b>	+ 19.4%
Median Sales Price*	\$97,500	<b>\$161,000</b>	+ 65.1%	\$116,500	<b>\$116,000</b>	- 0.4%
Percent of Original List Price Received*	83.9%	<b>80.7%</b>	- 3.8%	86.6%	<b>86.7%</b>	+ 0.1%
Days on Market Until Sale	79	<b>165</b>	+ 108.9%	171	<b>167</b>	- 2.3%
Inventory of Homes for Sale	332	<b>311</b>	- 6.3%	--	--	--
Months Supply of Inventory	16.3	<b>16.4</b>	+ 1.1%	--	--	--

\*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.

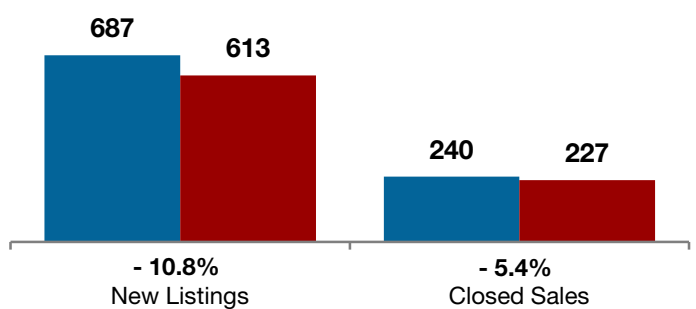
### December

■ 2010 ■ 2011



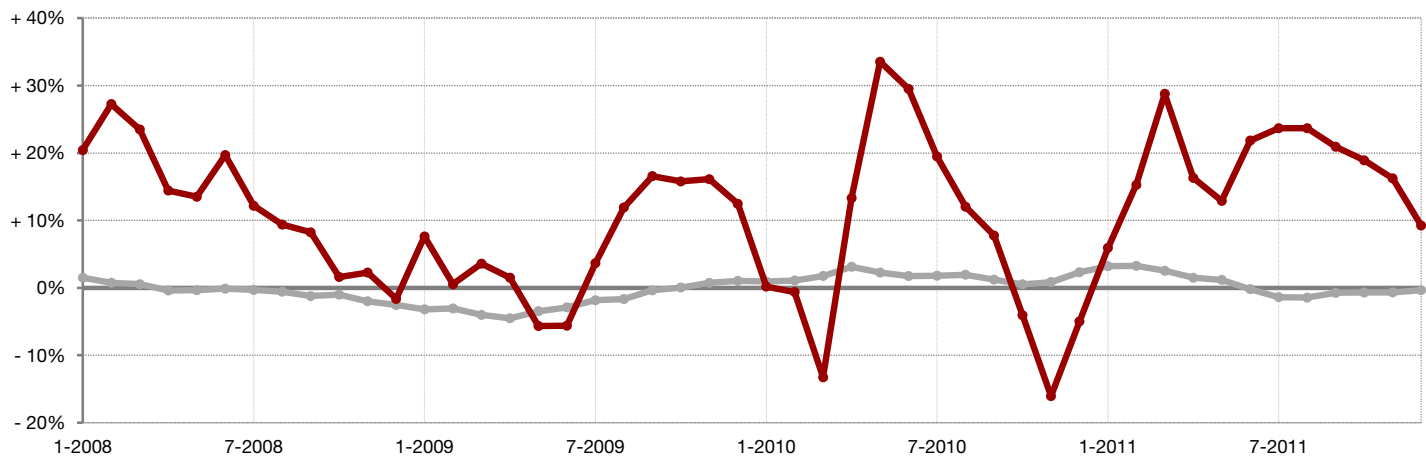
### Year to Date

■ 2010 ■ 2011



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*

All MLS —  
Palo Pinto County —



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# Local Market Update – December 2011

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



**- 28.9%**

**+ 18.6%**

**+ 11.5%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

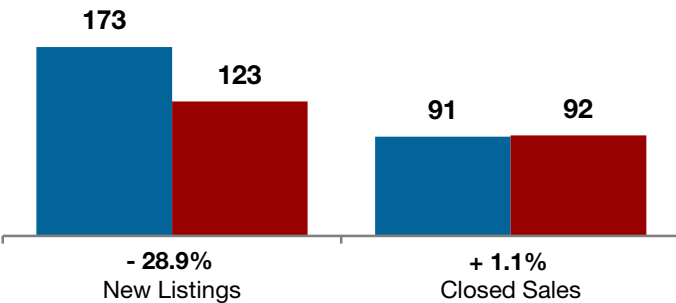
## Parker County

	December			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	173	123	- 28.9%	2,997	2,644	- 11.8%
Pending Sales	59	70	+ 18.6%	1,275	1,395	+ 9.4%
Closed Sales	91	92	+ 1.1%	1,291	1,362	+ 5.5%
Average Sales Price*	\$205,011	\$179,088	- 12.6%	\$177,753	\$182,566	+ 2.7%
Median Sales Price*	\$148,000	\$165,000	+ 11.5%	\$151,000	\$160,000	+ 6.0%
Percent of Original List Price Received*	90.8%	90.0%	- 0.9%	92.2%	91.9%	- 0.3%
Days on Market Until Sale	144	134	- 6.9%	121	130	+ 6.8%
Inventory of Homes for Sale	1,078	873	- 19.0%	--	--	--
Months Supply of Inventory	10.1	7.5	- 26.0%	--	--	--

\*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.

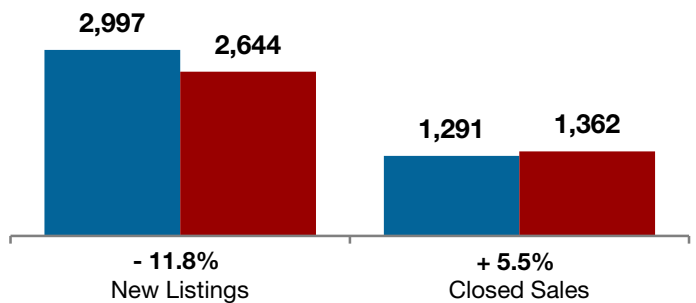
### December

■ 2010 ■ 2011



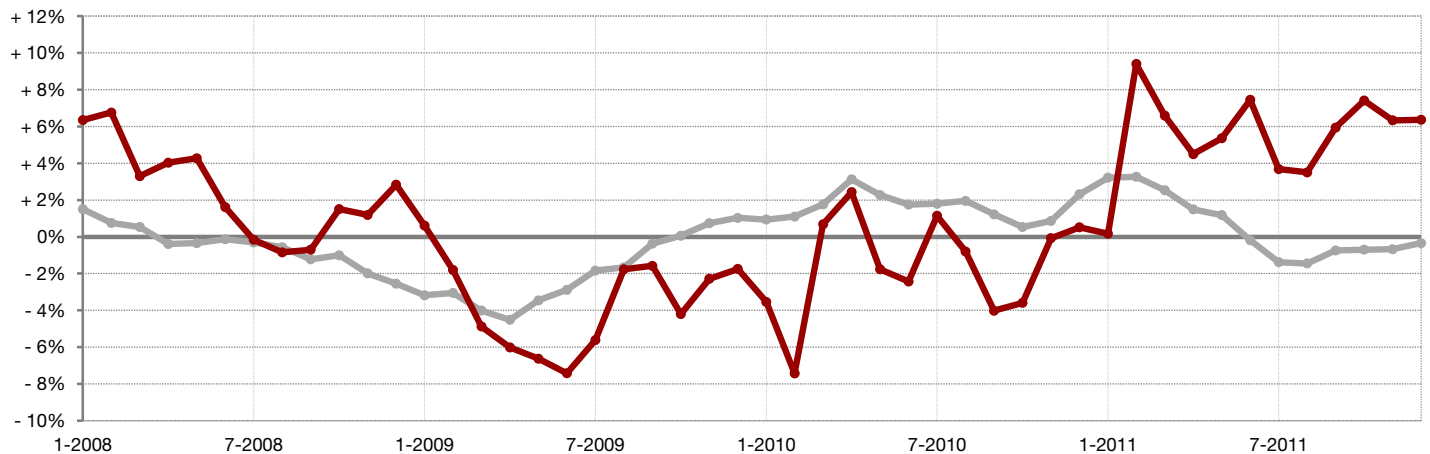
### Year to Date

■ 2010 ■ 2011



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*

All MLS — Parker County —



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# Local Market Update – December 2011

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



## Rains County

**+ 100.0%**

Change in  
New Listings

**+ 25.0%**

Change in  
Closed Sales

**+ 52.1%**

Change in  
Median Sales Price

### December

### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	5	10	+ 100.0%	178	182	+ 2.2%
Pending Sales	4	5	+ 25.0%	57	65	+ 14.0%
Closed Sales	2	5	+ 150.0%	55	65	+ 18.2%
Average Sales Price*	\$51,600	\$135,400	+ 162.4%	\$129,049	\$148,153	+ 14.8%
Median Sales Price*	\$51,600	\$78,500	+ 52.1%	\$115,000	\$84,900	- 26.2%
Percent of Original List Price Received*	72.1%	87.9%	+ 21.9%	87.1%	84.7%	- 2.8%
Days on Market Until Sale	92	76	- 17.0%	137	160	+ 16.5%
Inventory of Homes for Sale	73	93	+ 27.4%	--	--	--
Months Supply of Inventory	15.4	17.2	+ 11.7%	--	--	--

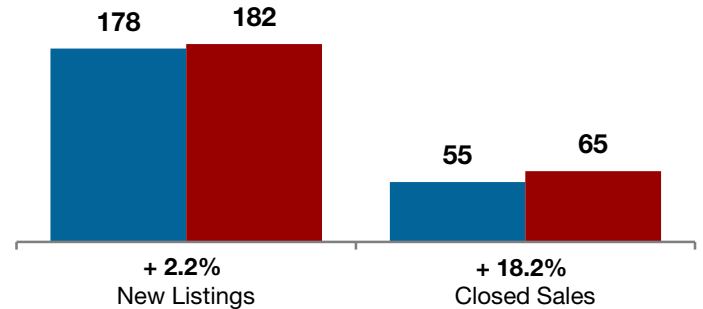
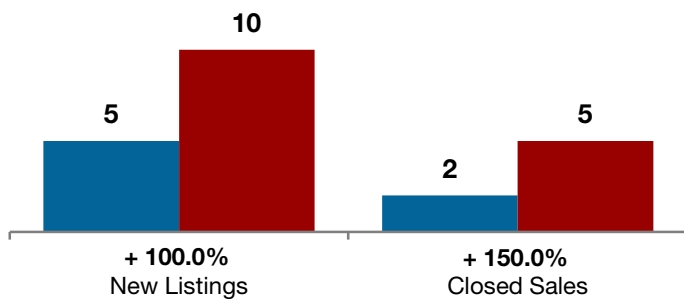
\*Does not include prices from any previous listing contracts or seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### December

■ 2010 ■ 2011

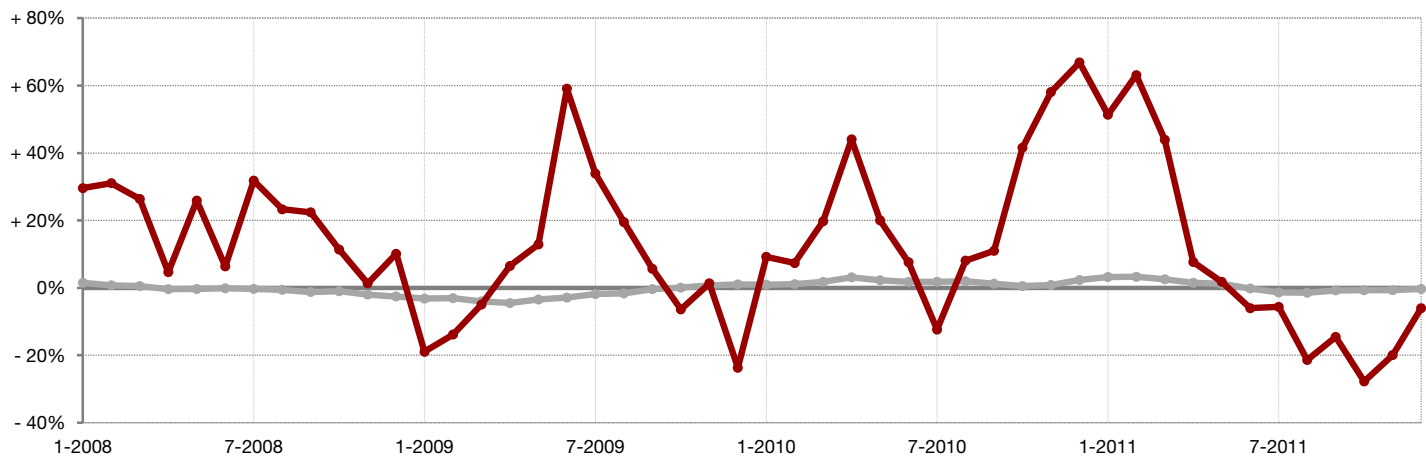
### Year to Date

■ 2010 ■ 2011



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*

All MLS —●—  
Rains County —●—



\*\*Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | All data comes from North Texas Real Estate Information Services, Inc. Powered by 10K Research and Marketing.

# Local Market Update – December 2011

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



## Rockwall County

**+ 2.5%**

Change in  
New Listings

**+ 30.0%**

Change in  
Closed Sales

**- 0.8%**

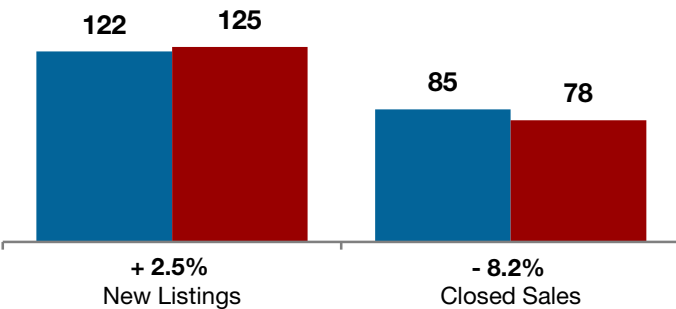
Change in  
Median Sales Price

	December			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	122	125	+ 2.5%	2,424	2,106	- 13.1%
Pending Sales	70	91	+ 30.0%	1,141	1,207	+ 5.8%
Closed Sales	85	78	- 8.2%	1,136	1,156	+ 1.8%
Average Sales Price*	\$229,571	\$246,899	+ 7.5%	\$219,597	\$220,105	+ 0.2%
Median Sales Price*	\$196,900	\$195,300	- 0.8%	\$179,000	\$174,000	- 2.8%
Percent of Original List Price Received*	90.1%	89.9%	- 0.3%	92.5%	91.8%	- 0.7%
Days on Market Until Sale	133	125	- 5.9%	103	123	+ 20.1%
Inventory of Homes for Sale	768	572	- 25.5%	--	--	--
Months Supply of Inventory	8.1	5.7	- 29.6%	--	--	--

\*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.

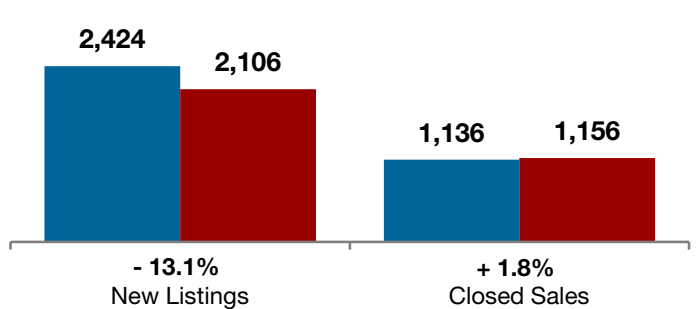
### December

■ 2010 ■ 2011



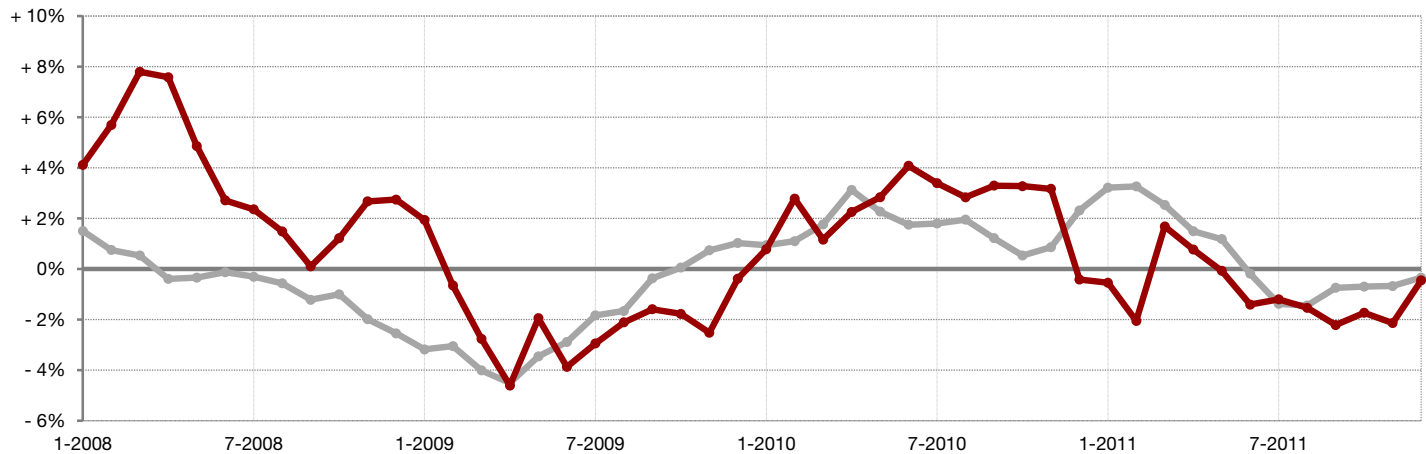
### Year to Date

■ 2010 ■ 2011



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*

All MLS — Rockwall County —



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# Local Market Update – December 2011

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



## Shackelford County

**- 100.0%**

**0.0%**

**--**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

**December**

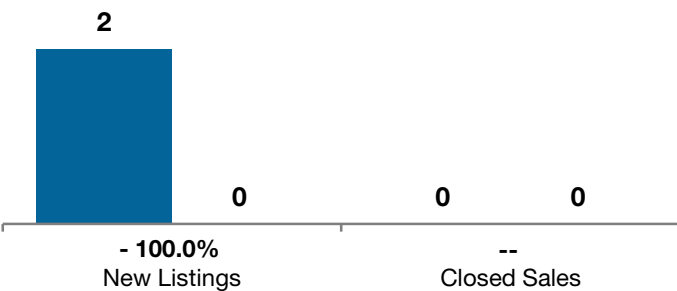
**Year to Date**

	2010	2011	+ / -	2010	2011	+ / -
New Listings	2	0	- 100.0%	11	10	- 9.1%
Pending Sales	1	1	0.0%	8	5	- 37.5%
Closed Sales	0	0	--	8	4	- 50.0%
Average Sales Price*	\$0	\$0	--	\$117,219	\$73,725	- 37.1%
Median Sales Price*	\$0	\$0	--	\$63,277	\$68,500	+ 8.3%
Percent of Original List Price Received*	0.0%	0.0%	--	93.2%	101.1%	+ 8.5%
Days on Market Until Sale	0	0	--	104	31	- 70.3%
Inventory of Homes for Sale	3	2	- 33.3%	--	--	--
Months Supply of Inventory	2.6	1.6	- 39.0%	--	--	--

\*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.

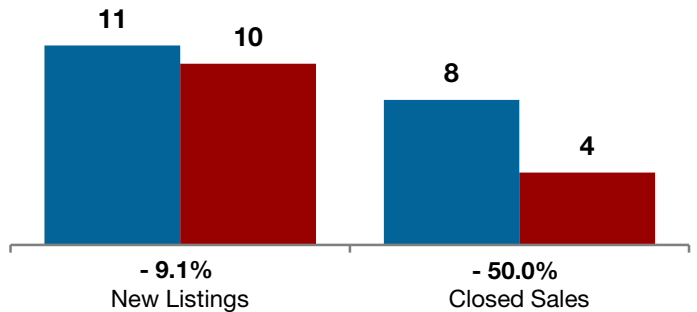
### December

■ 2010 ■ 2011



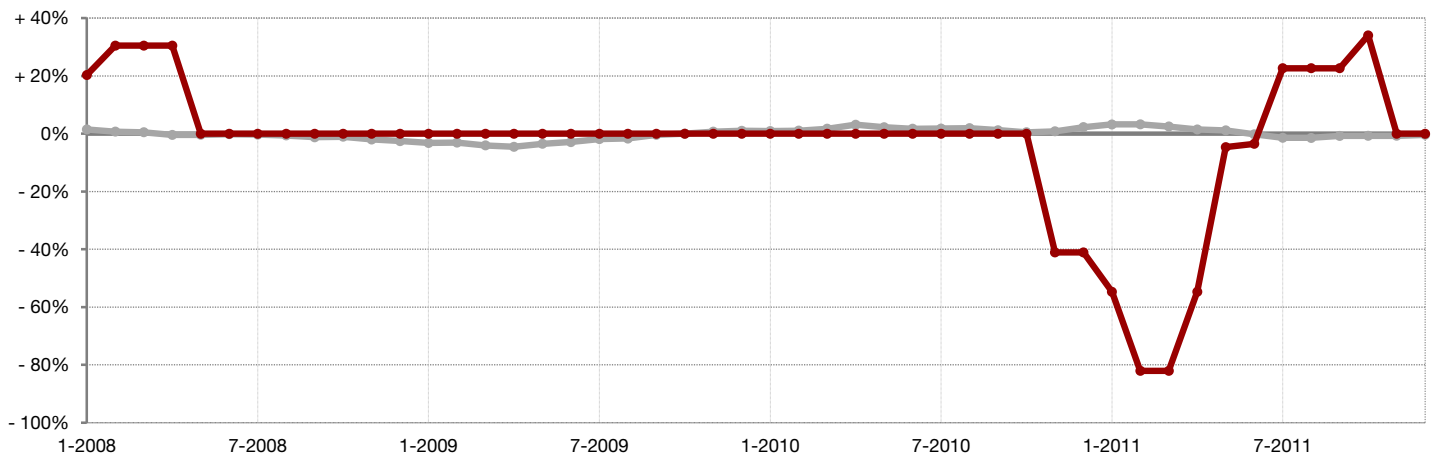
### Year to Date

■ 2010 ■ 2011



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*

All MLS — All MLS  
Shackelford County — Shackelford County



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# Local Market Update – December 2011

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



## Smith County

**+ 27.8%**

Change in  
New Listings

**+ 71.4%**

Change in  
Closed Sales

**+ 0.2%**

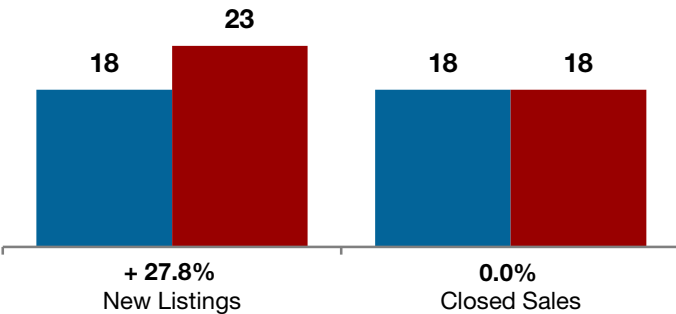
Change in  
Median Sales Price

	December			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	18	<b>23</b>	+ 27.8%	406	<b>525</b>	+ 29.3%
Pending Sales	7	<b>12</b>	+ 71.4%	152	<b>197</b>	+ 29.6%
Closed Sales	18	<b>18</b>	0.0%	148	<b>189</b>	+ 27.7%
Average Sales Price*	\$253,986	<b>\$261,195</b>	+ 2.8%	\$206,251	<b>\$212,027</b>	+ 2.8%
Median Sales Price*	\$150,150	<b>\$150,500</b>	+ 0.2%	\$158,000	<b>\$167,750</b>	+ 6.2%
Percent of Original List Price Received*	92.3%	<b>89.8%</b>	- 2.7%	94.0%	<b>91.5%</b>	- 2.7%
Days on Market Until Sale	114	<b>121</b>	+ 6.3%	114	<b>110</b>	- 3.0%
Inventory of Homes for Sale	220	<b>235</b>	+ 6.8%	--	--	--
Months Supply of Inventory	17.4	<b>14.3</b>	- 17.6%	--	--	--

\*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.

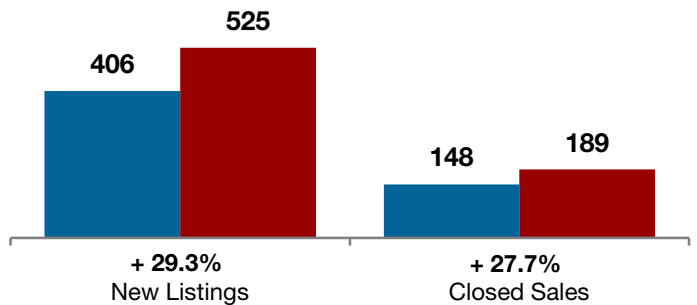
### December

■ 2010 ■ 2011



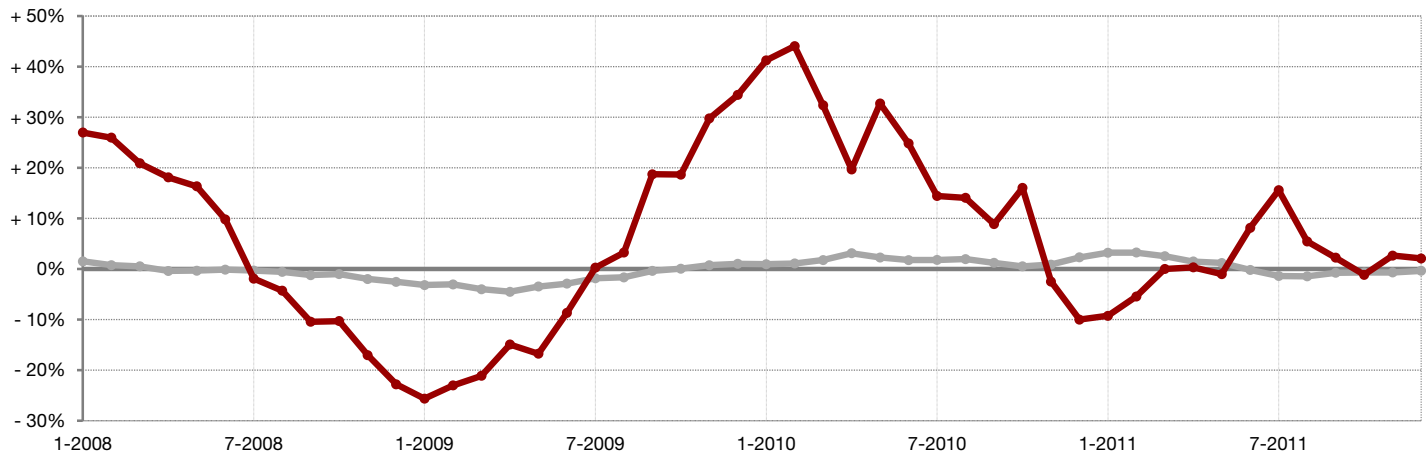
### Year to Date

■ 2010 ■ 2011



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*

All MLS — Smith County —



\*\*Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | All data comes from North Texas Real Estate Information Services, Inc. Powered by 10K Research and Marketing.

# Local Market Update – December 2011

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



**+ 57.1%**

Change in  
New Listings

**+ 50.0%**

Change in  
Closed Sales

**+ 6.5%**

Change in  
Median Sales Price

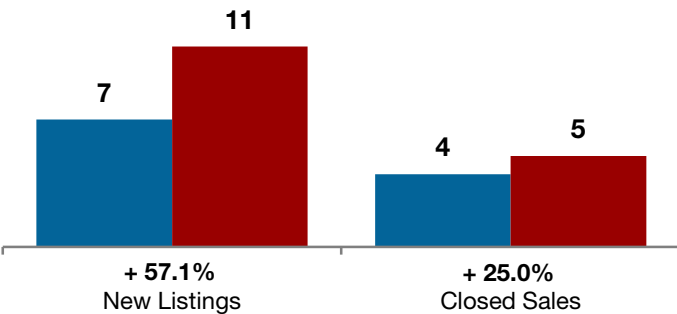
## Somervell County

	December			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	7	11	+ 57.1%	170	182	+ 7.1%
Pending Sales	4	6	+ 50.0%	56	70	+ 25.0%
Closed Sales	4	5	+ 25.0%	58	65	+ 12.1%
Average Sales Price*	\$196,275	\$153,700	- 21.7%	\$196,230	\$160,944	- 18.0%
Median Sales Price*	\$142,250	\$151,500	+ 6.5%	\$169,450	\$163,500	- 3.5%
Percent of Original List Price Received*	89.6%	83.6%	- 6.7%	90.7%	88.8%	- 2.1%
Days on Market Until Sale	167	150	- 10.0%	156	165	+ 5.7%
Inventory of Homes for Sale	88	89	+ 1.1%	--	--	--
Months Supply of Inventory	17.3	15.3	- 11.7%	--	--	--

\*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.

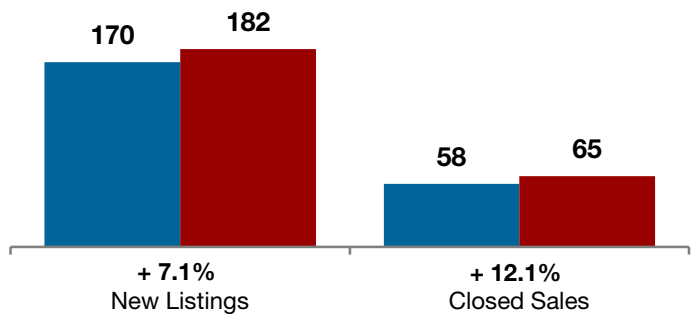
### December

■ 2010 ■ 2011



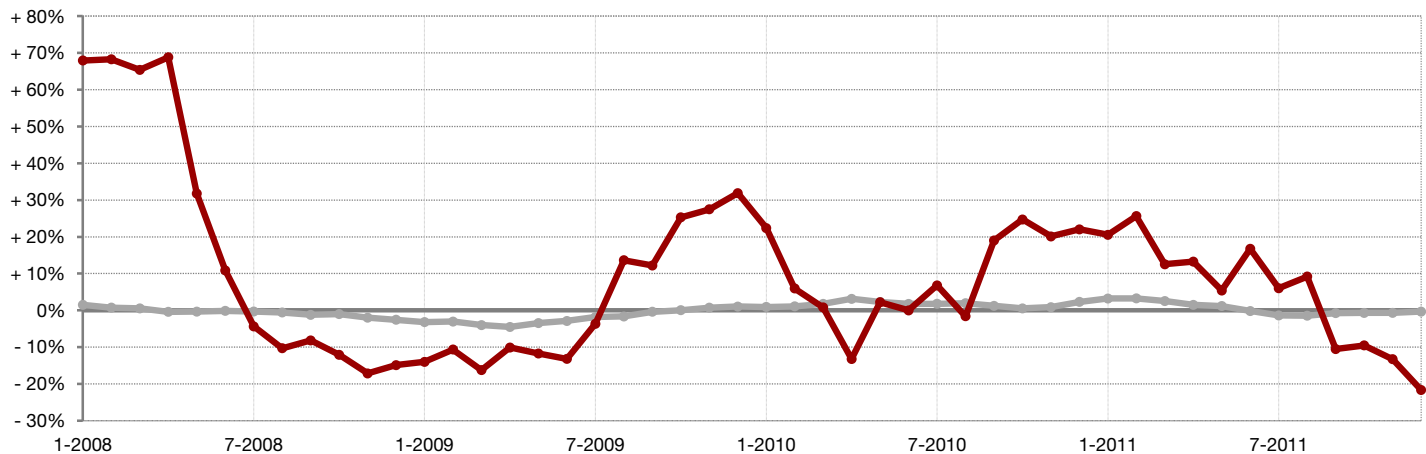
### Year to Date

■ 2010 ■ 2011



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*

All MLS —  
Somervell County —



\*\*Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | All data comes from North Texas Real Estate Information Services, Inc. Powered by 10K Research and Marketing.

# Local Market Update – December 2011

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



## Stephens County

--

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- 72.6%

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

### December

### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	0	2	--	38	54	+ 42.1%
Pending Sales	0	1	--	18	15	- 16.7%
Closed Sales	4	2	- 50.0%	19	15	- 21.1%
Average Sales Price*	\$353,380	\$89,500	- 74.7%	\$169,834	\$130,492	- 23.2%
Median Sales Price*	\$326,500	\$89,500	- 72.6%	\$88,500	\$95,500	+ 7.9%
Percent of Original List Price Received*	84.1%	77.4%	- 8.0%	87.6%	93.2%	+ 6.3%
Days on Market Until Sale	229	288	+ 25.7%	113	119	+ 4.8%
Inventory of Homes for Sale	16	29	+ 81.3%	--	--	--
Months Supply of Inventory	8.0	19.3	+ 141.7%	--	--	--

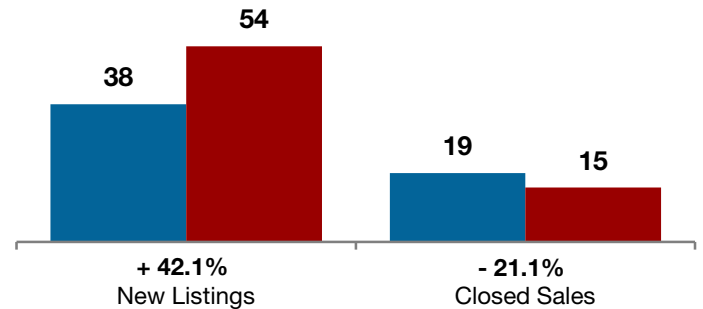
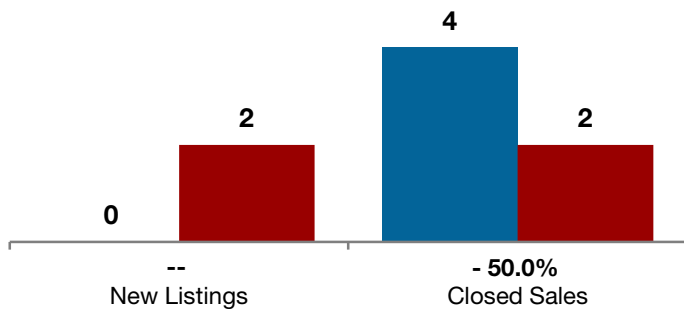
\*Does not include prices from any previous listing contracts or seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### December

■ 2010 ■ 2011

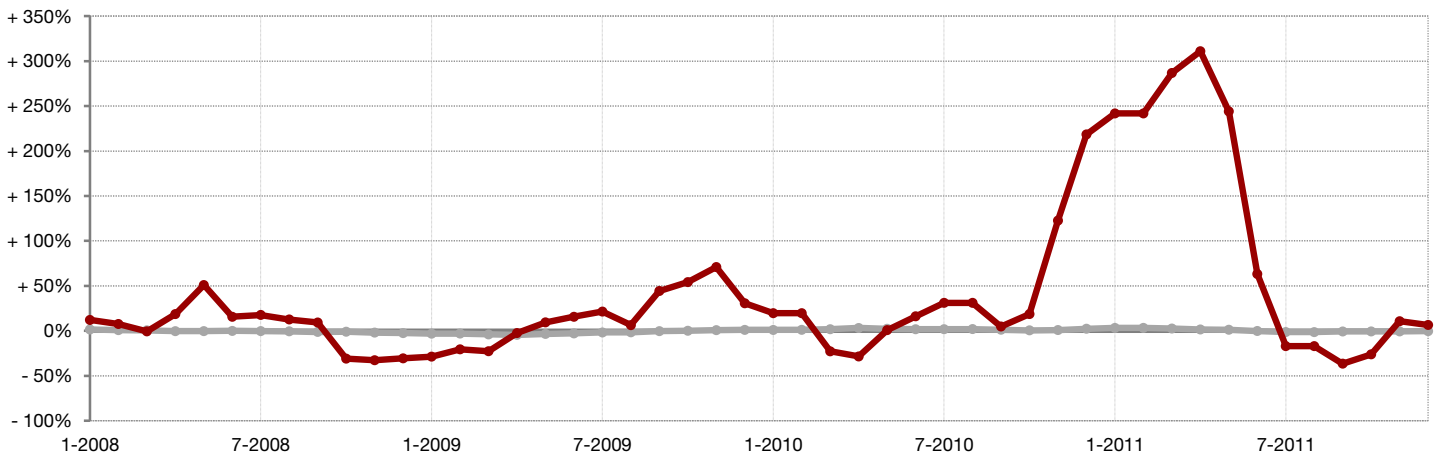
### Year to Date

■ 2010 ■ 2011



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*

All MLS — Stephens County —



\*\*Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | All data comes from North Texas Real Estate Information Services, Inc. Powered by 10K Research and Marketing.

# Local Market Update – December 2011

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



## Stonewall County

	December			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	0	0	--	1	4	+ 300.0%
Pending Sales	0	0	--	1	3	+ 200.0%
Closed Sales	0	0	--	1	3	+ 200.0%
Average Sales Price*	\$0	\$0	--	\$106,000	<b>\$107,000</b>	+ 0.9%
Median Sales Price*	\$0	\$0	--	\$106,000	<b>\$31,000</b>	- 70.8%
Percent of Original List Price Received*	0.0%	0.0%	--	95.1%	<b>84.8%</b>	- 10.8%
Days on Market Until Sale	0	0	--	43	<b>48</b>	+ 11.6%
Inventory of Homes for Sale	0	1	0.0	--	--	--
Months Supply of Inventory	0.0	1.0	0.0	--	--	--

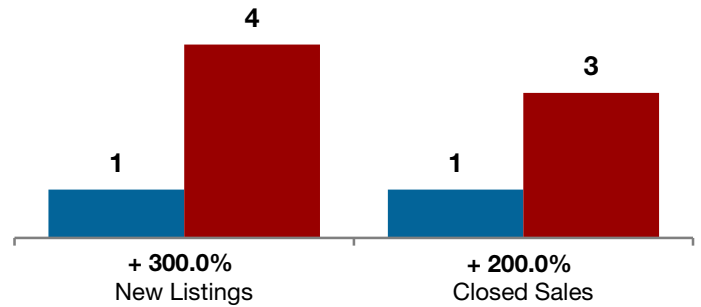
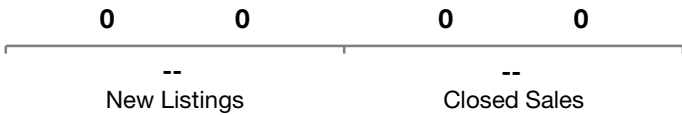
\*Does not include prices from any previous listing contracts or seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### December

■ 2010 ■ 2011

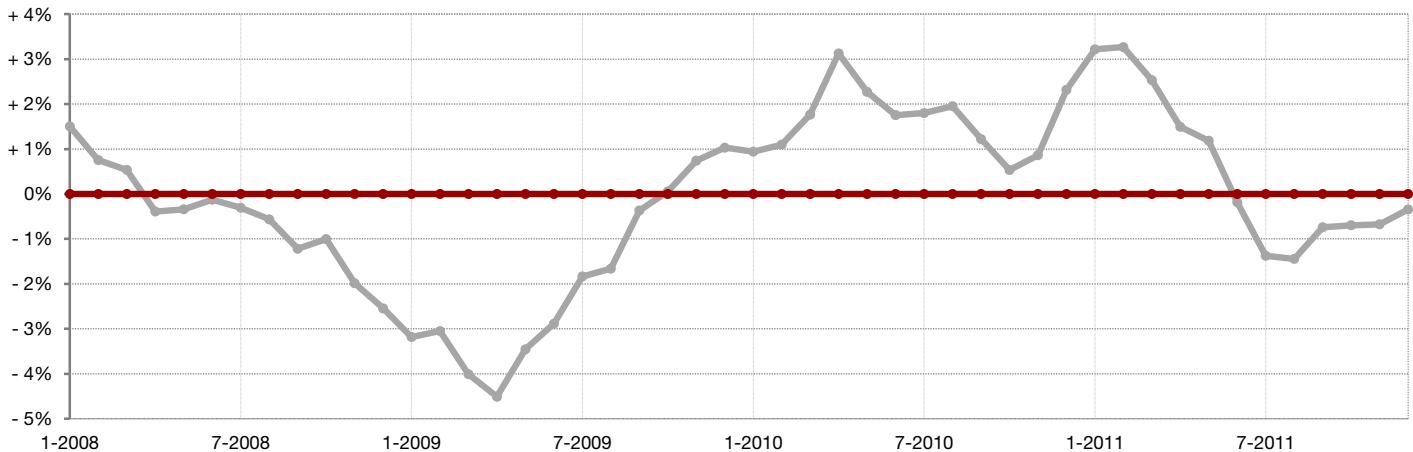
### Year to Date

■ 2010 ■ 2011



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*

All MLS — Stonewall County —



\*\*Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | All data comes from North Texas Real Estate Information Services, Inc. Powered by 10K Research and Marketing.

# Local Market Update – December 2011

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



## Tarrant County

**- 24.5%**

Change in  
New Listings

**+ 2.5%**

Change in  
Closed Sales

**- 3.0%**

Change in  
Median Sales Price

	December			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	1,917	1,448	- 24.5%	34,081	28,979	- 15.0%
Pending Sales	1,028	1,054	+ 2.5%	17,657	17,753	+ 0.5%
Closed Sales	1,263	1,255	- 0.6%	17,669	17,285	- 2.2%
Average Sales Price*	\$184,629	\$176,406	- 4.5%	\$175,497	\$176,083	+ 0.3%
Median Sales Price*	\$139,200	\$135,000	- 3.0%	\$135,000	\$133,900	- 0.8%
Percent of Original List Price Received*	91.5%	91.9%	+ 0.5%	93.4%	92.5%	- 0.9%
Days on Market Until Sale	110	99	- 9.9%	93	104	+ 12.4%
Inventory of Homes for Sale	9,412	6,615	- 29.7%	--	--	--
Months Supply of Inventory	6.4	4.5	- 30.1%	--	--	--

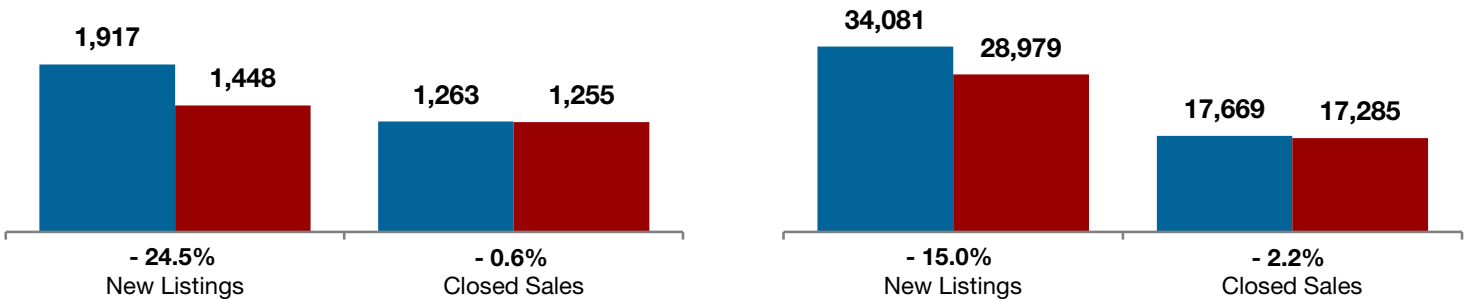
\*Does not include prices from any previous listing contracts or seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### December

■ 2010 ■ 2011

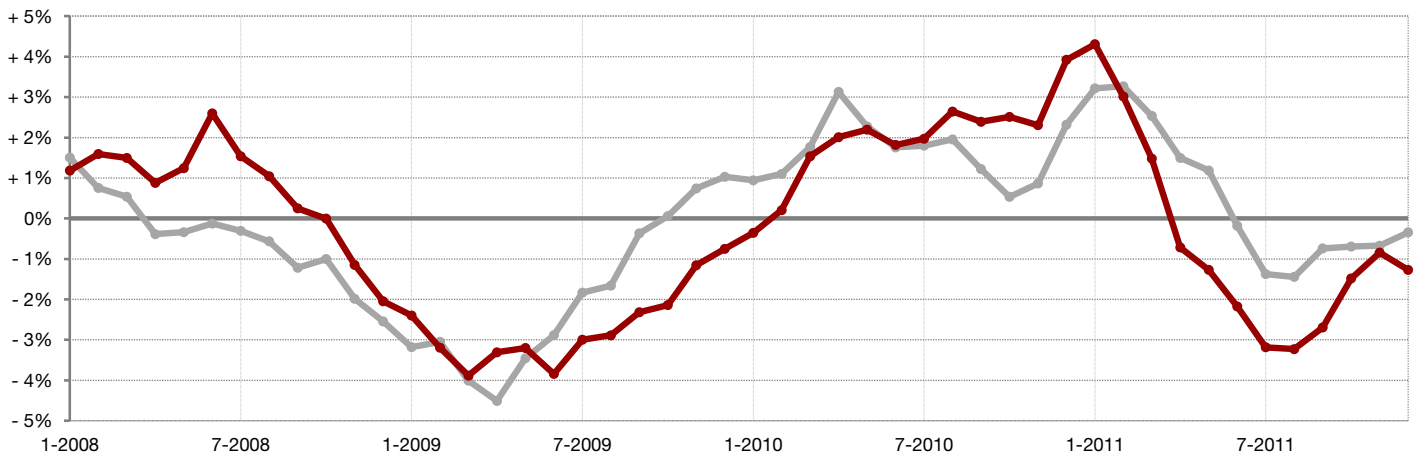
### Year to Date

■ 2010 ■ 2011



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*

All MLS — Tarrant County —



\*\*Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | All data comes from North Texas Real Estate Information Services, Inc. Powered by 10K Research and Marketing.

# Local Market Update – December 2011

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



## Taylor County

**- 21.2%**

Change in  
New Listings

**- 5.8%**

Change in  
Closed Sales

**+ 4.9%**

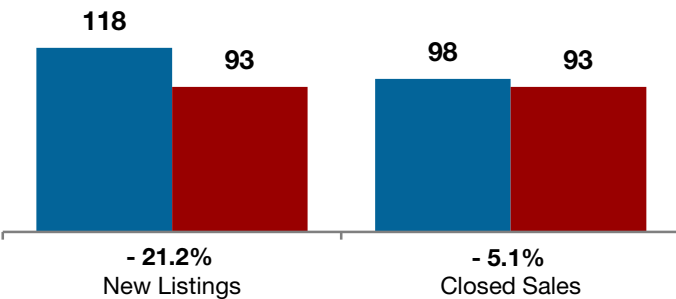
Change in  
Median Sales Price

	December			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	118	93	- 21.2%	2,405	2,044	- 15.0%
Pending Sales	69	65	- 5.8%	1,399	1,286	- 8.1%
Closed Sales	98	93	- 5.1%	1,394	1,269	- 9.0%
Average Sales Price*	\$139,742	\$143,779	+ 2.9%	\$130,909	\$136,724	+ 4.4%
Median Sales Price*	\$121,500	\$127,500	+ 4.9%	\$118,000	\$129,000	+ 9.3%
Percent of Original List Price Received*	93.6%	93.6%	- 0.0%	93.1%	93.0%	- 0.0%
Days on Market Until Sale	100	95	- 5.0%	101	110	+ 8.3%
Inventory of Homes for Sale	712	562	- 21.1%	--	--	--
Months Supply of Inventory	6.1	5.2	- 14.1%	--	--	--

\*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.

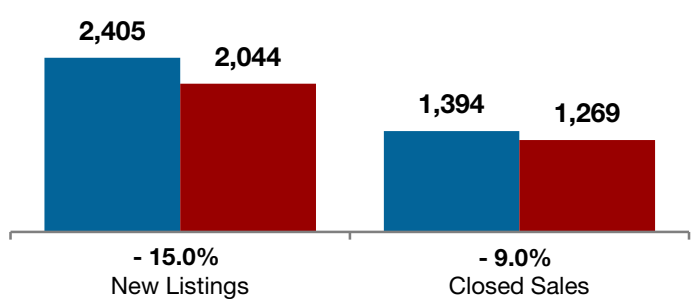
### December

■ 2010 ■ 2011



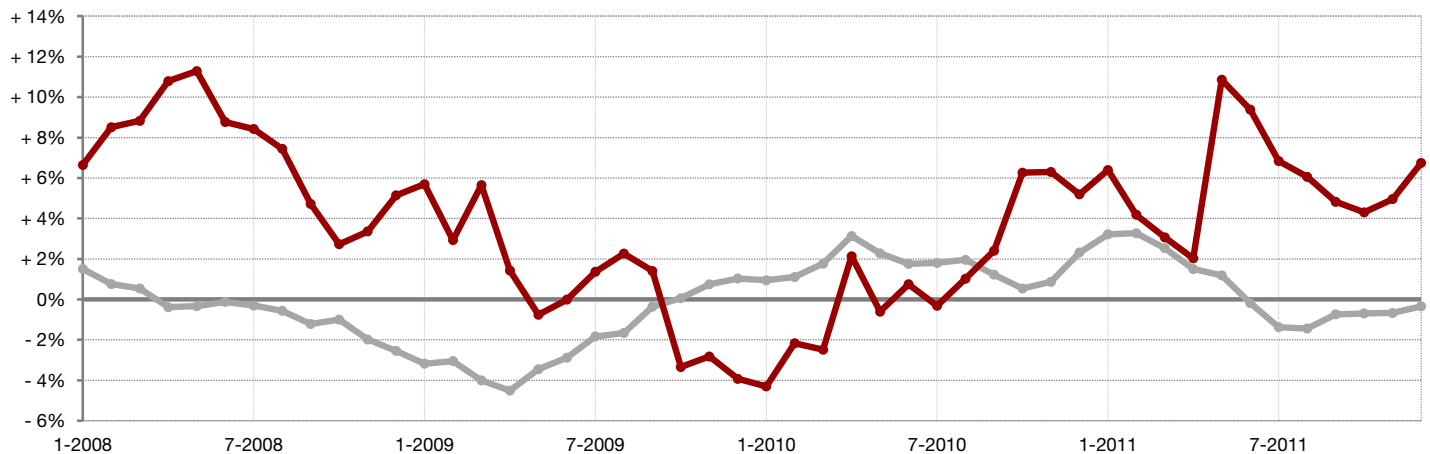
### Year to Date

■ 2010 ■ 2011



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*

All MLS — Taylor County —



\*\*Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | All data comes from North Texas Real Estate Information Services, Inc. Powered by 10K Research and Marketing.

# Local Market Update – December 2011

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



## Upshur County

**- 50.0%**

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Change in  
New Listings

Change in  
Closed Sales

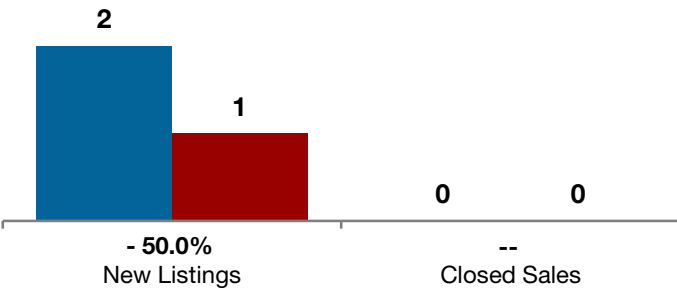
Change in  
Median Sales Price

	December			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	2	1	- 50.0%	21	26	+ 23.8%
Pending Sales	0	1	--	3	13	+ 333.3%
Closed Sales	0	0	--	3	11	+ 266.7%
Average Sales Price*	\$0	\$0	--	\$204,533	\$90,154	- 55.9%
Median Sales Price*	\$0	\$0	--	\$223,000	\$61,950	- 72.2%
Percent of Original List Price Received*	0.0%	0.0%	--	85.5%	91.1%	+ 6.6%
Days on Market Until Sale	0	0	--	115	82	- 28.8%
Inventory of Homes for Sale	12	14	+ 16.7%	--	--	--
Months Supply of Inventory	8.0	8.6	+ 7.7%	--	--	--

\*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.

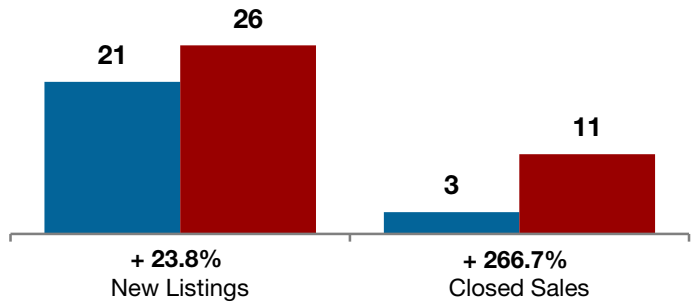
### December

■ 2010 ■ 2011



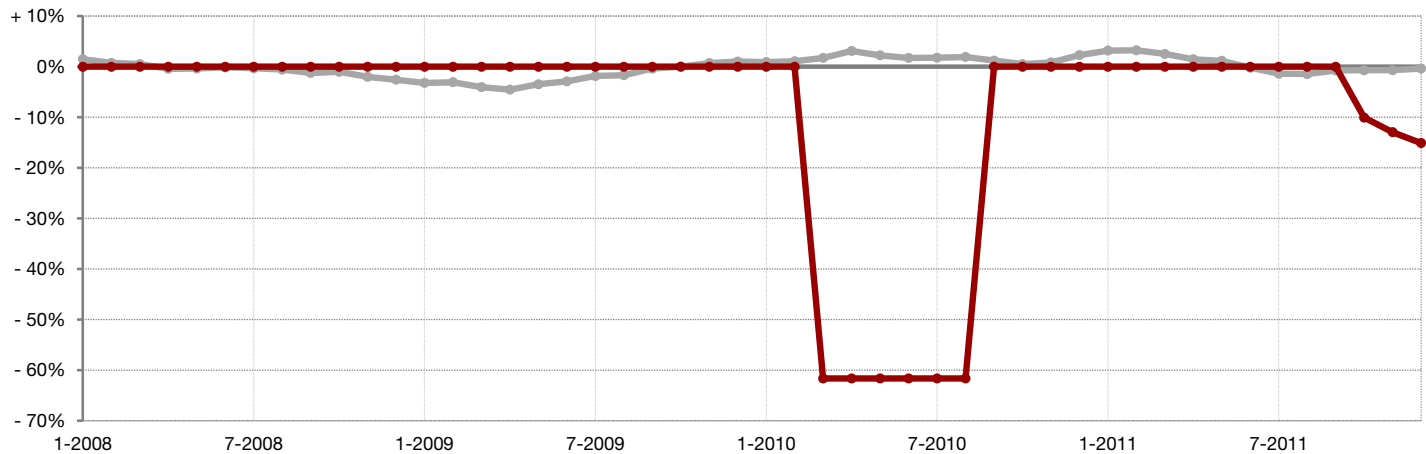
### Year to Date

■ 2010 ■ 2011



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*

All MLS — Upshur County —



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# Local Market Update – December 2011

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



**- 8.6%**

**+ 58.8%**

**- 23.9%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

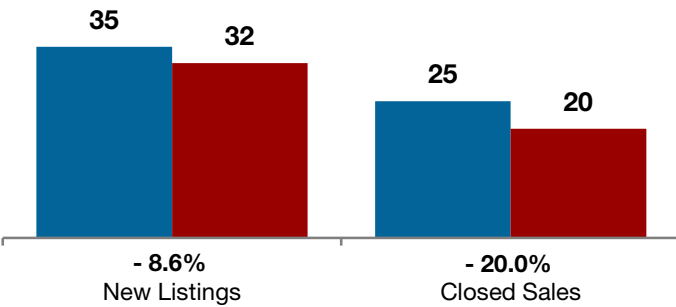
## Van Zandt County

	December			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	35	32	- 8.6%	775	679	- 12.4%
Pending Sales	17	27	+ 58.8%	273	270	- 1.1%
Closed Sales	25	20	- 20.0%	264	263	- 0.4%
Average Sales Price*	\$108,622	\$105,526	- 2.8%	\$124,711	\$132,779	+ 6.5%
Median Sales Price*	\$92,000	\$70,000	- 23.9%	\$98,450	\$110,000	+ 11.7%
Percent of Original List Price Received*	86.9%	80.5%	- 7.4%	88.1%	85.4%	- 3.0%
Days on Market Until Sale	146	225	+ 54.6%	177	183	+ 3.9%
Inventory of Homes for Sale	368	322	- 12.5%	--	--	--
Months Supply of Inventory	16.2	14.3	- 11.5%	--	--	--

\*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.

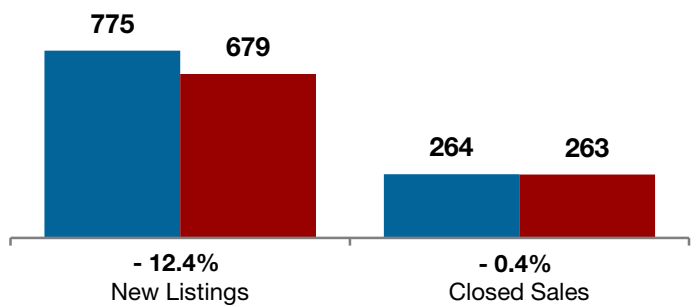
### December

■ 2010 ■ 2011



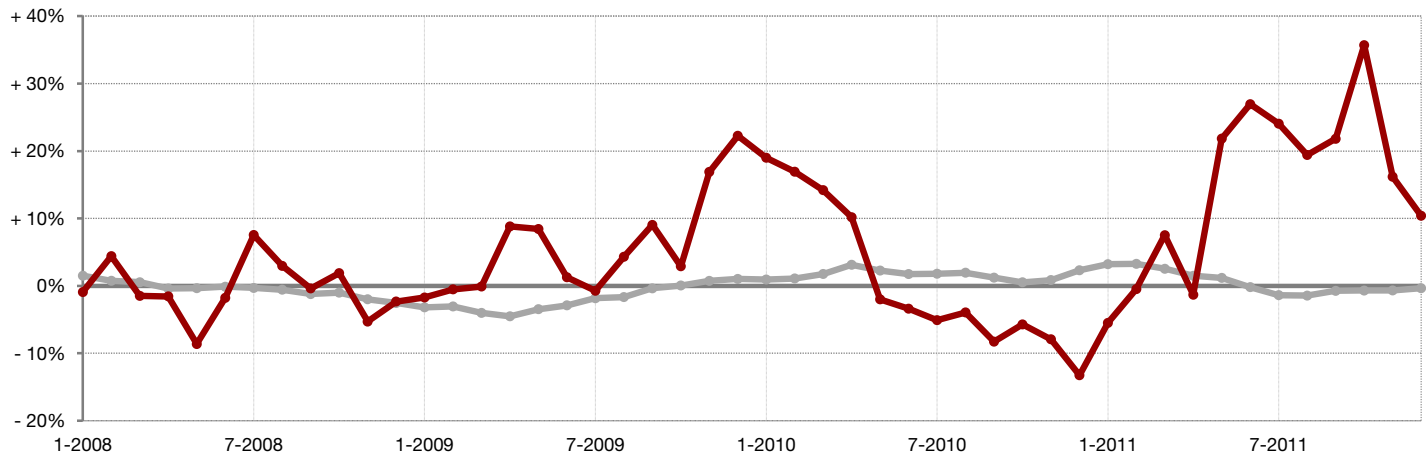
### Year to Date

■ 2010 ■ 2011



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*

All MLS — Van Zandt County —



\*\*Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | All data comes from North Texas Real Estate Information Services, Inc. Powered by 10K Research and Marketing.

# Local Market Update – December 2011

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



## Wise County

**- 29.2%**

**+ 117.6%**

**- 4.8%**

Change in  
New Listings

Change in  
Closed Sales

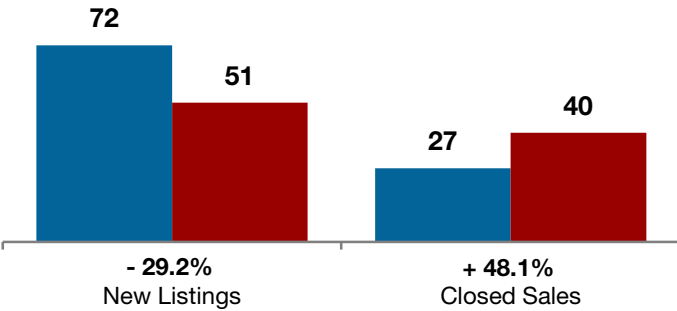
Change in  
Median Sales Price

	December			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	72	51	- 29.2%	1,175	1,015	- 13.6%
Pending Sales	17	37	+ 117.6%	481	535	+ 11.2%
Closed Sales	27	40	+ 48.1%	477	512	+ 7.3%
Average Sales Price*	\$146,422	\$164,087	+ 12.1%	\$134,253	\$146,562	+ 9.2%
Median Sales Price*	\$134,500	\$128,000	- 4.8%	\$112,500	\$120,000	+ 6.7%
Percent of Original List Price Received*	88.5%	89.0%	+ 0.6%	89.9%	91.6%	+ 1.9%
Days on Market Until Sale	155	161	+ 3.7%	126	136	+ 7.6%
Inventory of Homes for Sale	506	420	- 17.0%	--	--	--
Months Supply of Inventory	12.6	9.4	- 25.4%	--	--	--

\*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.

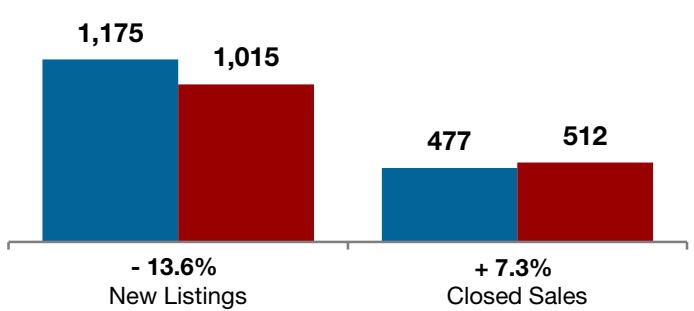
### December

■ 2010 ■ 2011



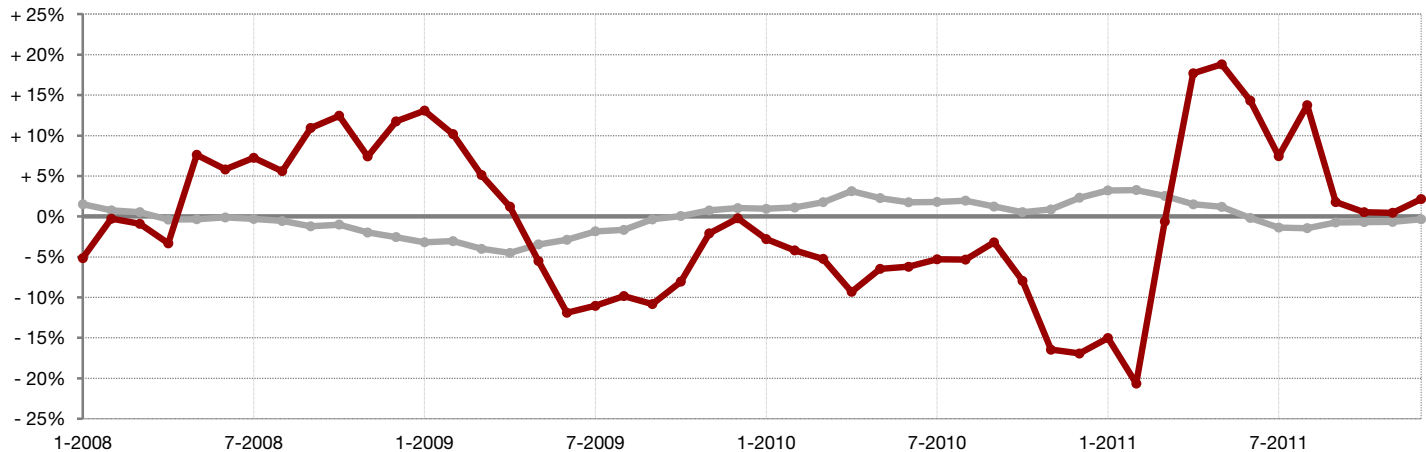
### Year to Date

■ 2010 ■ 2011



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*

All MLS — Wise County —



\*\*Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | All data comes from North Texas Real Estate Information Services, Inc. Powered by 10K Research and Marketing.

# Local Market Update – December 2011

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



## Wood County

**- 22.2%**

Change in  
New Listings

**- 14.3%**

Change in  
Closed Sales

**+ 21.2%**

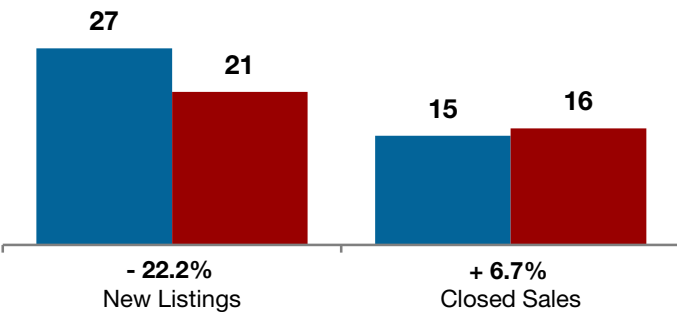
Change in  
Median Sales Price

	December			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	27	21	- 22.2%	492	421	- 14.4%
Pending Sales	14	12	- 14.3%	157	165	+ 5.1%
Closed Sales	15	16	+ 6.7%	152	170	+ 11.8%
Average Sales Price*	\$232,429	\$189,092	- 18.6%	\$179,118	\$159,322	- 11.1%
Median Sales Price*	\$148,050	\$179,500	+ 21.2%	\$124,500	\$130,000	+ 4.4%
Percent of Original List Price Received*	87.2%	90.1%	+ 3.4%	87.9%	88.6%	+ 0.8%
Days on Market Until Sale	191	238	+ 24.4%	148	149	+ 0.3%
Inventory of Homes for Sale	249	182	- 26.9%	--	--	--
Months Supply of Inventory	19.0	13.2	- 30.5%	--	--	--

\*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.

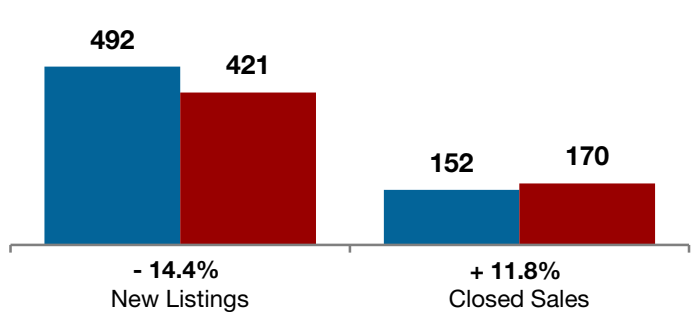
### December

■ 2010 ■ 2011



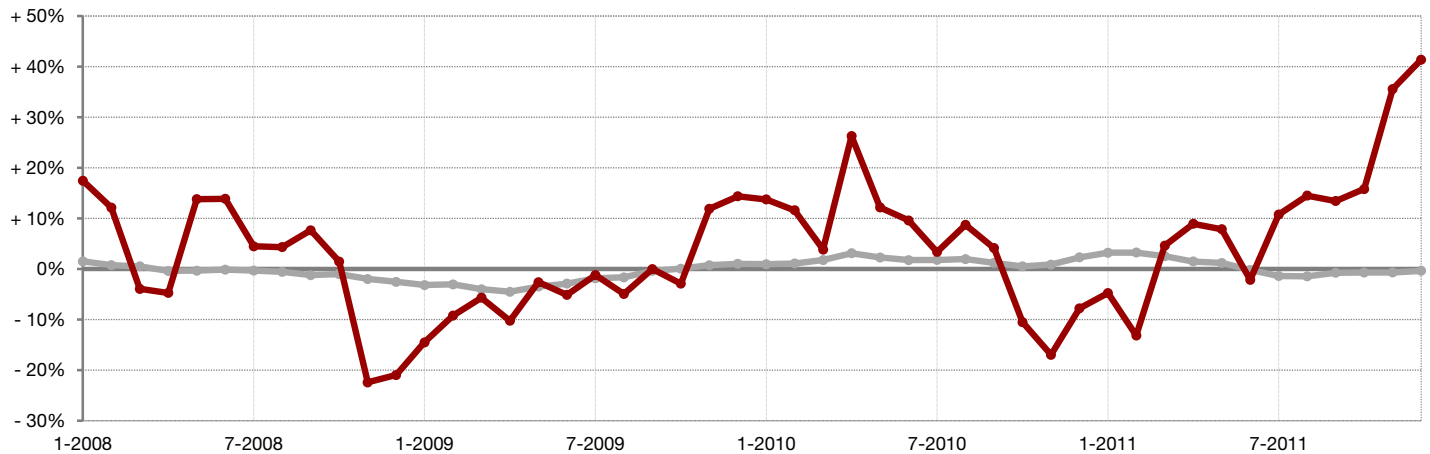
### Year to Date

■ 2010 ■ 2011



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*

All MLS — Wood County —



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# Local Market Update – December 2011

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



## Young County

**+ 300.0%**

**- 75.0%**

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Change in  
New Listings

Change in  
Closed Sales

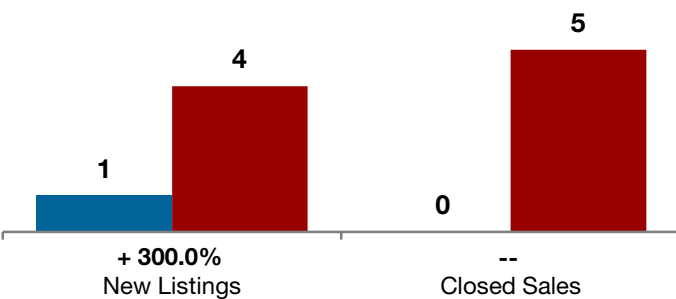
Change in  
Median Sales Price

	December			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	1	4	+ 300.0%	63	71	+ 12.7%
Pending Sales	4	1	- 75.0%	36	49	+ 36.1%
Closed Sales	0	5	--	35	53	+ 51.4%
Average Sales Price*	\$0	\$103,600	--	\$90,416	\$102,044	+ 12.9%
Median Sales Price*	\$0	\$116,500	--	\$67,501	\$76,000	+ 12.6%
Percent of Original List Price Received*	0.0%	96.2%	--	86.0%	92.2%	+ 7.2%
Days on Market Until Sale	0	96	--	109	103	- 5.4%
Inventory of Homes for Sale	23	25	+ 8.7%	--	--	--
Months Supply of Inventory	7.7	6.1	- 20.1%	--	--	--

\*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.

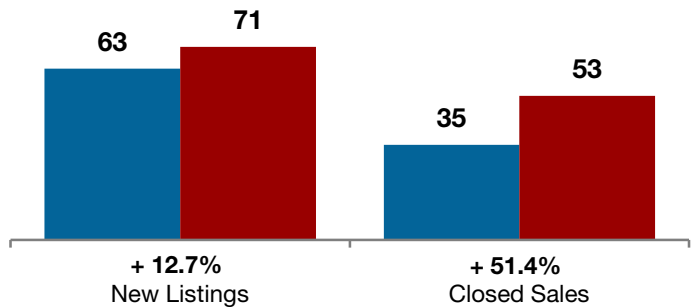
### December

■ 2010 ■ 2011



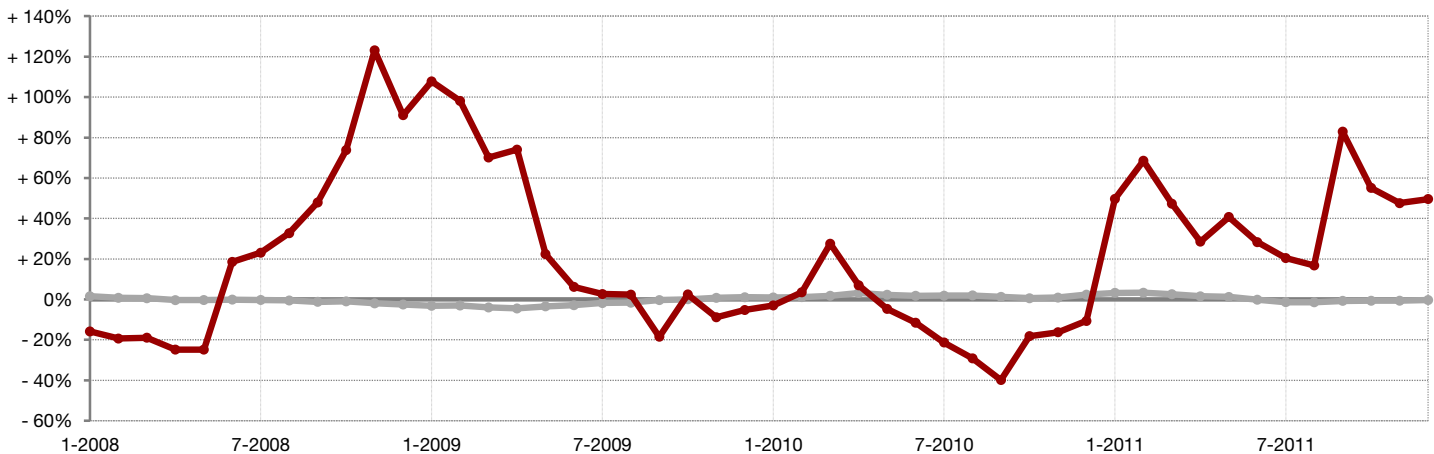
### Year to Date

■ 2010 ■ 2011



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*

All MLS —●—  
Young County —●—



\*\*Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | All data comes from North Texas Real Estate Information Services, Inc. Powered by 10K Research and Marketing.