

Monthly Indicators

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



November 2016

The story has remained consistent as concerns residential real estate. In year-over-year comparisons, the number of homes for sale has been fewer in most communities. Meanwhile, homes are selling in fewer days and for higher prices. This hasn't always been the case, but it has occurred with enough regularity and for enough time to make it a trend for the entirety of 2016.

New Listings were up in the North Texas region 5.0 percent to 8,911. Pending Sales decreased 7.9 percent to 6,729. Inventory shrank 9.1 percent to 23,062 units.

Prices moved higher as Median Sales Price was up 15.1 percent to \$230,000. Days on Market decreased 4.4 percent to 43. Months Supply of Inventory was down 10.3 percent to 2.6 months., indicating that demand increased relative to supply.

Financial markets were volatile in the days surrounding the presidential election, but they self-corrected and reached new heights soon after. Long-term indicators of what it will be like to have a real estate developer for a president remain fuzzy, but the outcome is not likely to be dull. Prior to the election, trend shift was hard to come by, and unemployment rates have not budged since August 2015. Post-election, mortgage rates are up and so are opinions that a trend shift is likely in the near future.

Quick Facts

+ 13.6%

+ 15.1%

- 9.1%

Change in
Closed Sales

Change in
Median Sales Price

Change in
Inventory

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Market Overview

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



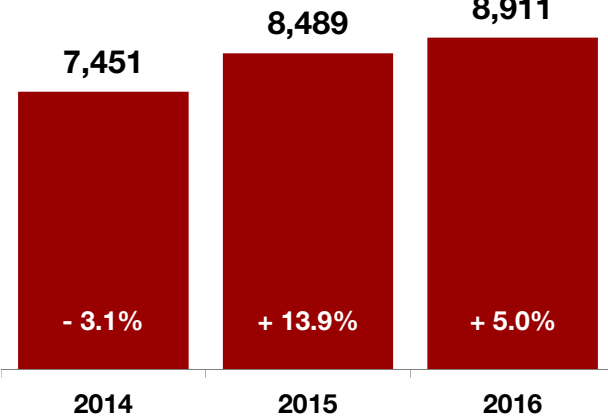
Key Metrics	Historical Sparklines	11-2015	11-2016	+/-	YTD 2015	YTD 2016	+/-
New Listings		8,489	8,911	+ 5.0%	128,802	131,571	+ 2.1%
Pending Sales		7,309	6,729	- 7.9%	99,539	102,289	+ 2.8%
Closed Sales		6,772	7,694	+ 13.6%	95,151	100,180	+ 5.3%
Days on Market Until Sale		45	43	- 4.4%	49	41	- 16.3%
Median Sales Price		\$199,900	\$230,000	+ 15.1%	\$203,700	\$224,000	+ 10.0%
Percent of Original List Price Received		95.8%	96.5%	+ 0.7%	97.0%	97.3%	+ 0.3%
Housing Affordability Index		162	147	- 9.3%	159	151	- 5.0%
Inventory of Homes for Sale		25,372	23,062	- 9.1%	--	--	--
Months Supply of Homes for Sale		2.9	2.6	- 10.3%	--	--	--

New Listings

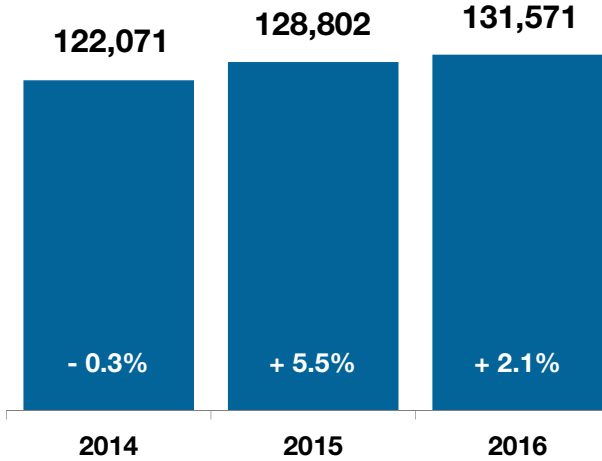
A count of the properties that have been newly listed on the market in a given month.



November



Year to Date



Month	Prior Year	Current Year	+ / -
December	6,199	6,738	+8.7%
January	9,246	9,898	+7.1%
February	9,285	11,065	+19.2%
March	11,404	12,833	+12.5%
April	13,446	13,076	-2.8%
May	13,365	13,197	-1.3%
June	13,817	14,083	+1.9%
July	15,212	13,837	-9.0%
August	12,714	12,666	-0.4%
September	11,184	11,358	+1.6%
October	10,640	10,647	+0.1%
November	8,489	8,911	+5.0%
12-Month Avg	11,250	11,526	+2.5%

Historical New Listings

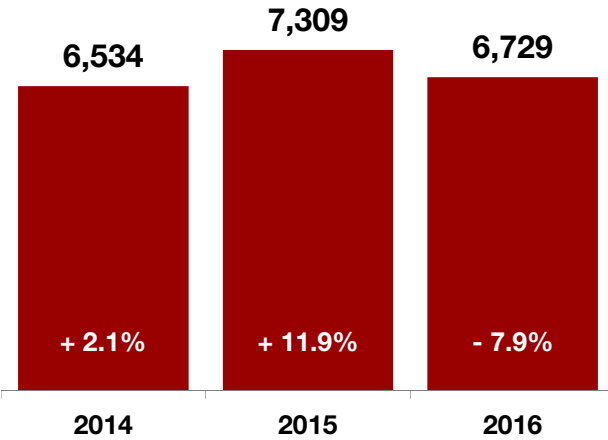


Pending Sales

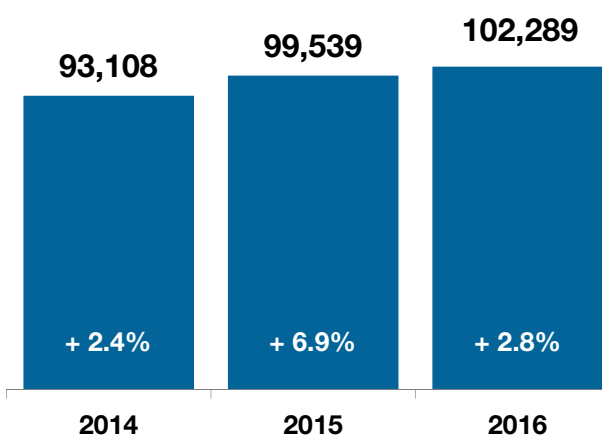
A count of the properties on which offers have been accepted in a given month.



November

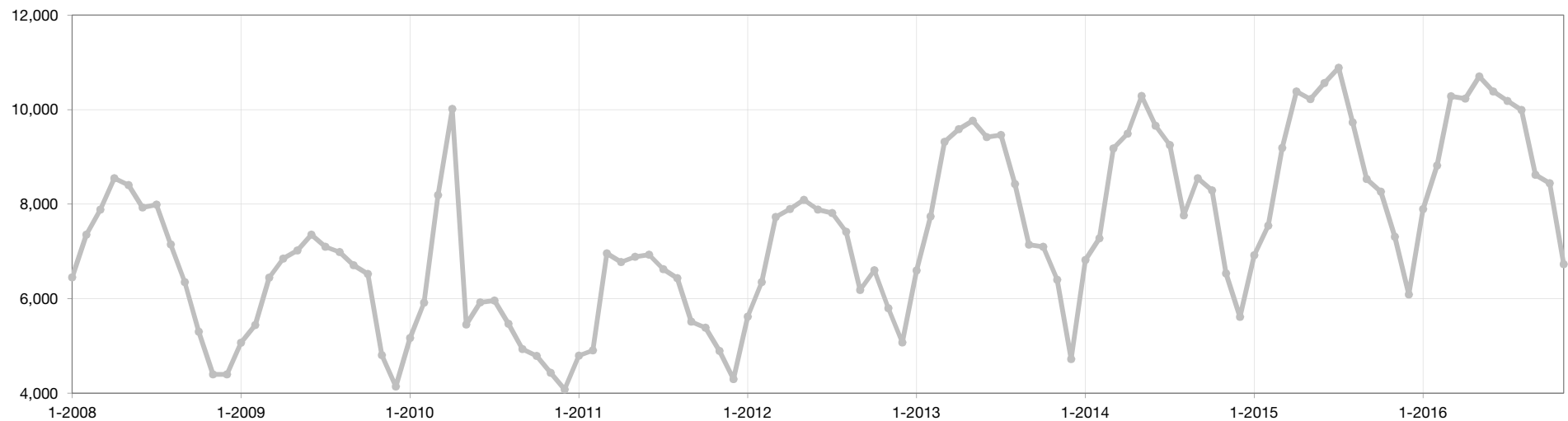


Year to Date



Month	Prior Year	Current Year	+ / -
December	5,615	6,088	+8.4%
January	6,917	7,896	+14.2%
February	7,545	8,817	+16.9%
March	9,188	10,284	+11.9%
April	10,386	10,234	-1.5%
May	10,223	10,703	+4.7%
June	10,562	10,385	-1.7%
July	10,885	10,185	-6.4%
August	9,729	9,992	+2.7%
September	8,530	8,619	+1.0%
October	8,265	8,445	+2.2%
November	7,309	6,729	-7.9%
12-Month Avg	8,763	9,031	+3.1%

Historical Pending Sales

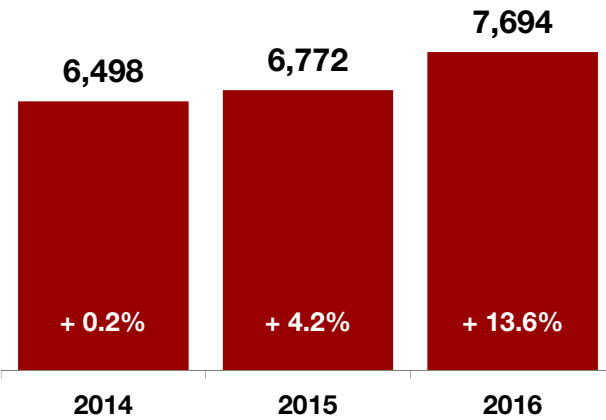


Closed Sales

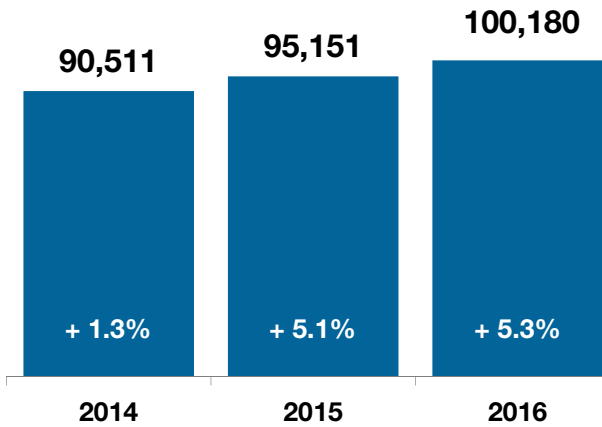
A count of the actual sales that closed in a given month.



November

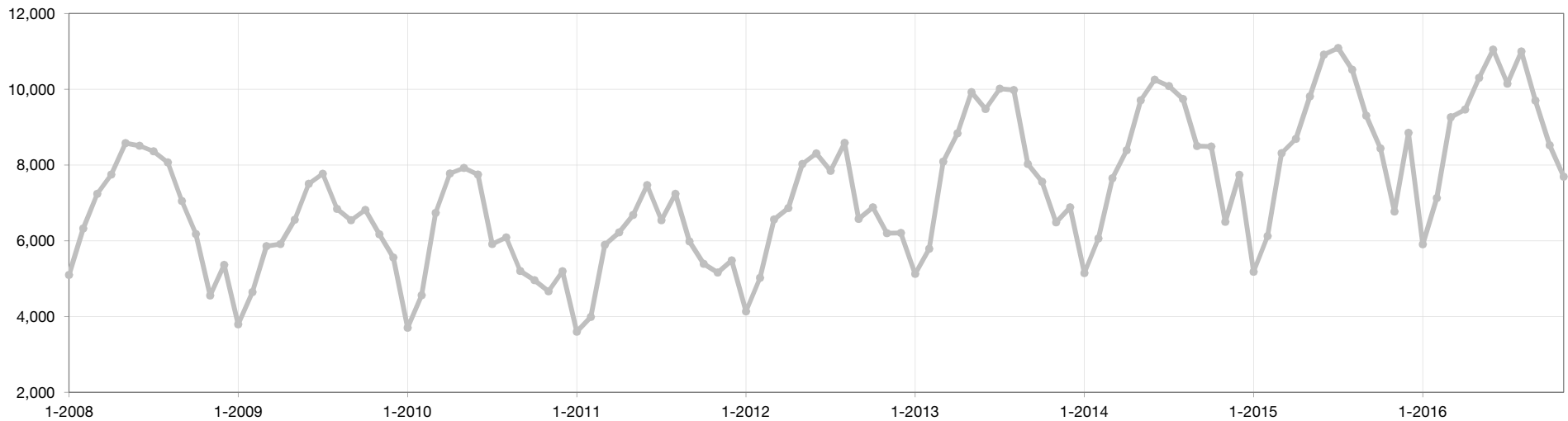


Year to Date



Month	Prior Year	Current Year	+ / -
December	7,741	8,852	+14.4%
January	5,184	5,906	+13.9%
February	6,126	7,127	+16.3%
March	8,311	9,265	+11.5%
April	8,689	9,467	+9.0%
May	9,811	10,299	+5.0%
June	10,912	11,046	+1.2%
July	11,086	10,150	-8.4%
August	10,515	11,000	+4.6%
September	9,306	9,701	+4.2%
October	8,439	8,525	+1.0%
November	6,772	7,694	+13.6%
12-Month Avg	8,574	9,086	+6.0%

Historical Closed Sales

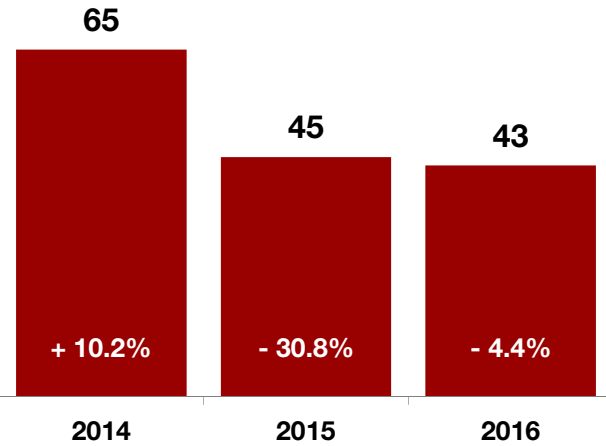


Days on Market Until Sale

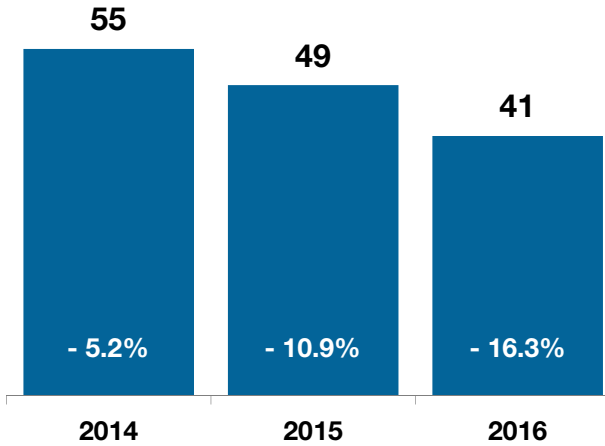
Average number of days between when a property is listed and when an offer is accepted in a given month.



November



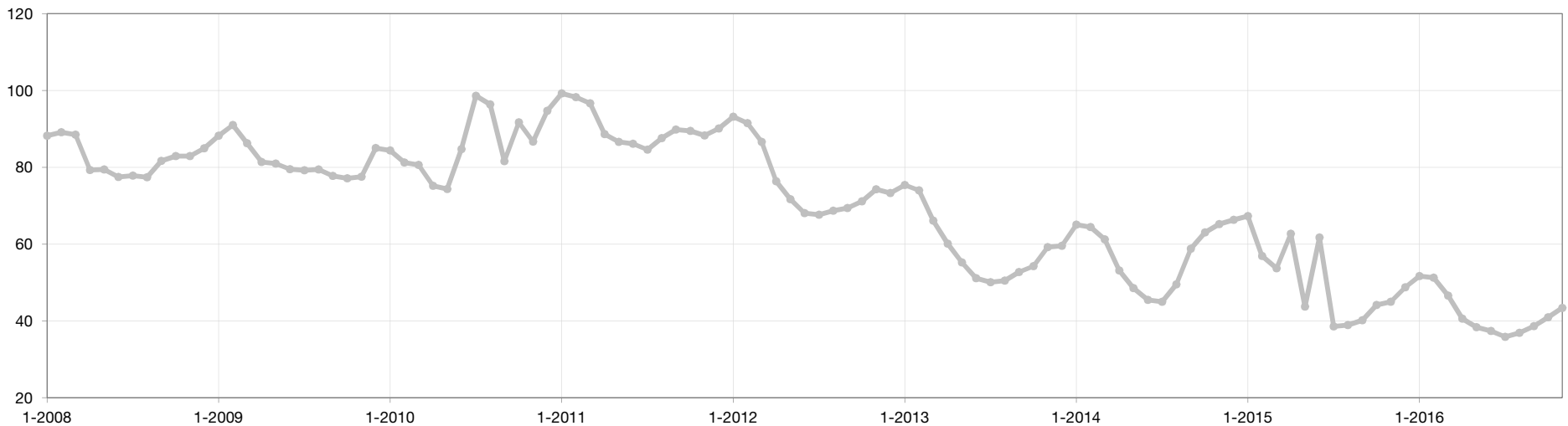
Year to Date



Month	Prior Year	Current Year	+ / -
December	66	49	-25.8%
January	67	52	-22.4%
February	57	51	-10.5%
March	54	47	-13.0%
April	63	41	-34.9%
May	44	38	-13.6%
June	62	37	-40.3%
July	39	36	-7.7%
August	39	37	-5.1%
September	40	39	-2.5%
October	44	41	-6.8%
November	45	43	-4.4%
12-Month Avg*	50	42	-16.0%

* Days on Market for all properties from December 2015 through November 2016. This is not the average of the individual figures above.

Historical Days on Market Until Sale



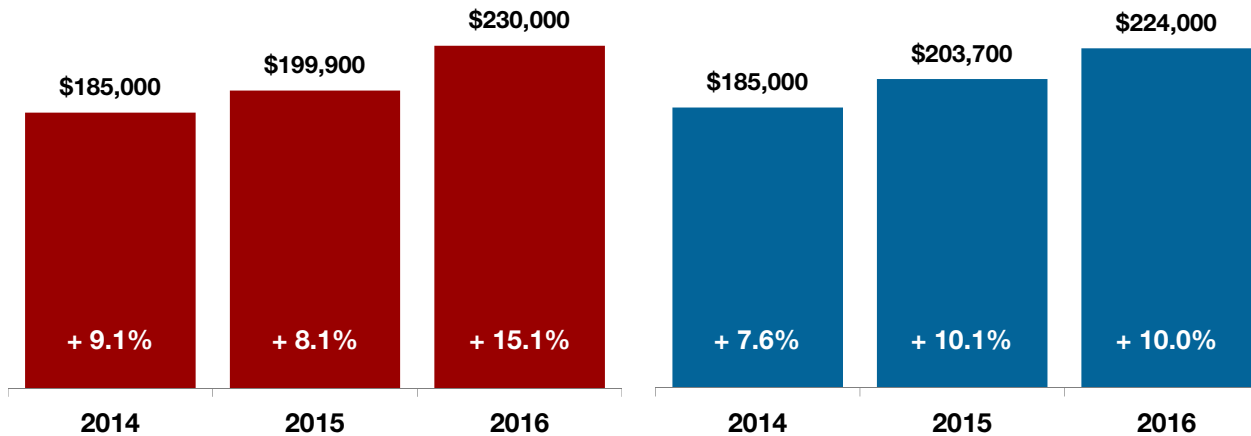
Median Sales Price

Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



November

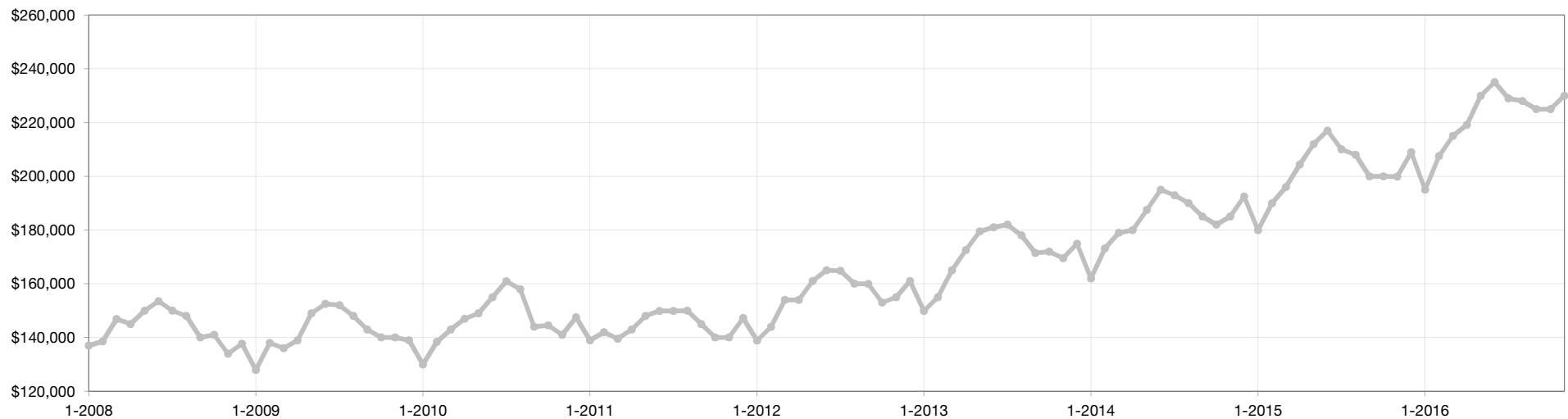
Year to Date



Month	Prior Year	Current Year	+ / -
December	\$192,500	\$209,000	+8.6%
January	\$180,000	\$195,000	+8.3%
February	\$189,900	\$207,500	+9.3%
March	\$196,000	\$215,000	+9.7%
April	\$204,400	\$219,150	+7.2%
May	\$212,000	\$230,000	+8.5%
June	\$217,000	\$235,000	+8.3%
July	\$210,000	\$229,000	+9.0%
August	\$208,037	\$228,000	+9.6%
September	\$200,000	\$225,000	+12.5%
October	\$200,000	\$225,000	+12.5%
November	\$199,900	\$230,000	+15.1%
12-Month Avg*	\$202,000	\$222,000	+9.9%

* Median Sales Price for all properties from December 2015 through November 2016. This is not the average of the individual figures above.

Historical Median Sales Price



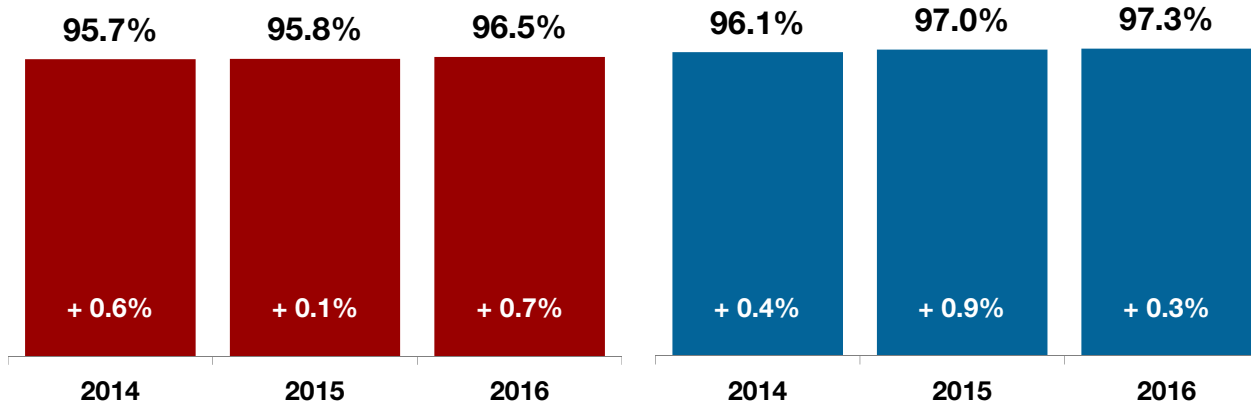
Percent of Original List Price Received

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



November

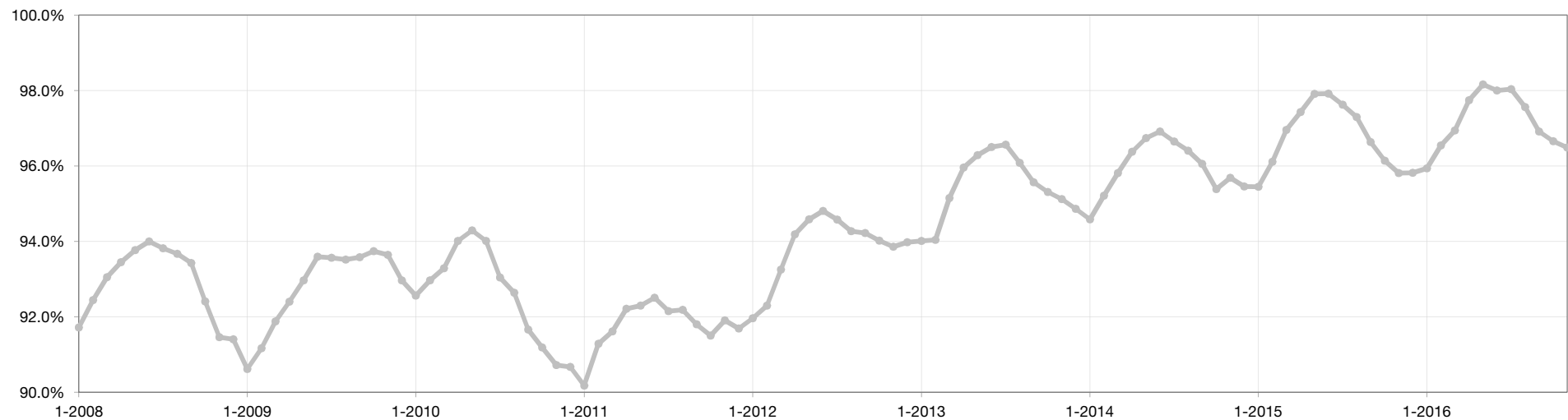
Year to Date



Month	Prior Year	Current Year	+ / -
December	95.5%	95.8%	+0.3%
January	95.4%	95.9%	+0.5%
February	96.1%	96.5%	+0.4%
March	97.0%	96.9%	-0.1%
April	97.4%	97.7%	+0.3%
May	97.9%	98.2%	+0.3%
June	97.9%	98.0%	+0.1%
July	97.6%	98.0%	+0.4%
August	97.3%	97.6%	+0.3%
September	96.6%	96.9%	+0.3%
October	96.1%	96.7%	+0.6%
November	95.8%	96.5%	+0.7%
12-Month Avg*	96.9%	97.2%	+0.3%

* Pct. of Orig. Price Received for all properties from December 2015 through November 2016. This is not the average of the individual figures above.

Historical Percent of Original List Price Received



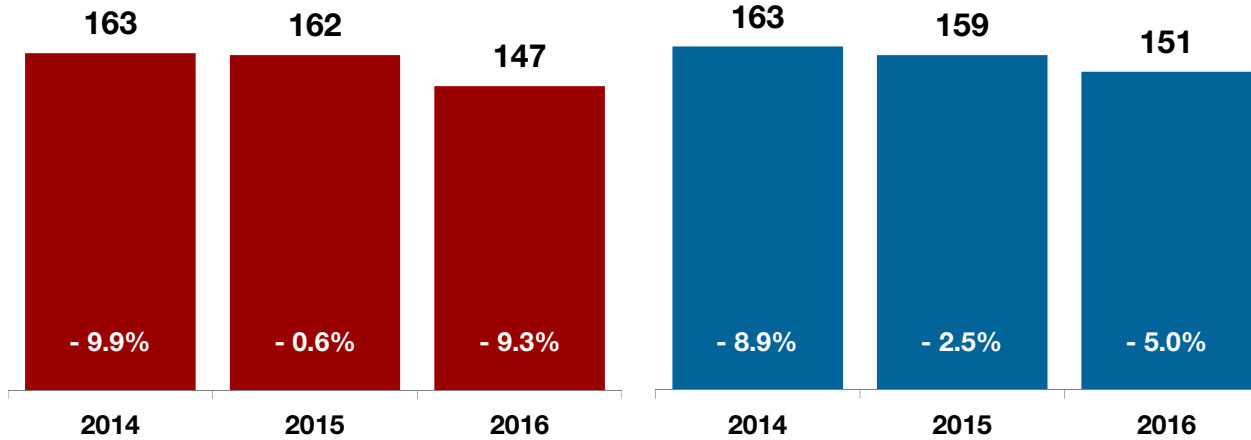
Housing Affordability Index

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



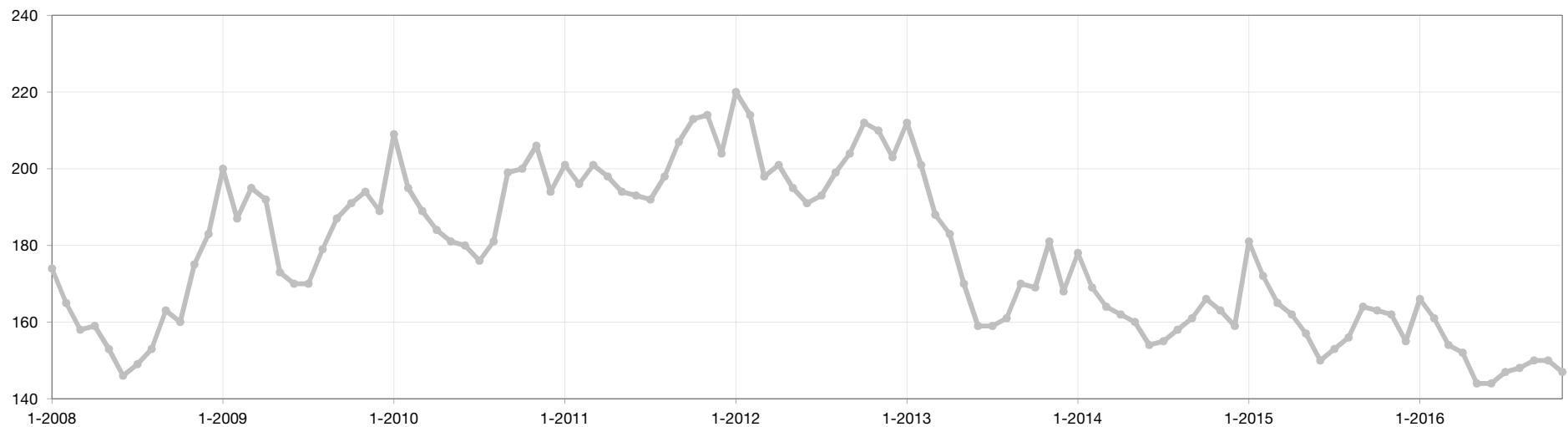
November

Year to Date



Month	Prior Year	Current Year	+ / -
December	159	155	-2.5%
January	181	166	-8.3%
February	172	161	-6.4%
March	165	154	-6.7%
April	162	152	-6.2%
May	157	144	-8.3%
June	150	144	-4.0%
July	153	147	-3.9%
August	156	148	-5.1%
September	164	150	-8.5%
October	163	150	-8.0%
November	162	147	-9.3%
12-Month Avg	162	152	-6.2%

Historical Housing Affordability Index

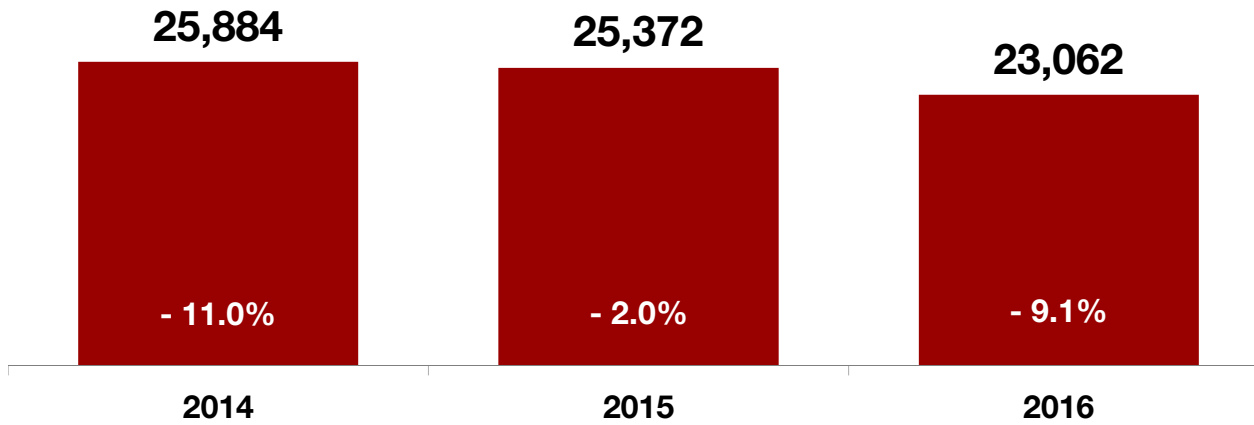


Inventory of Homes for Sale

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

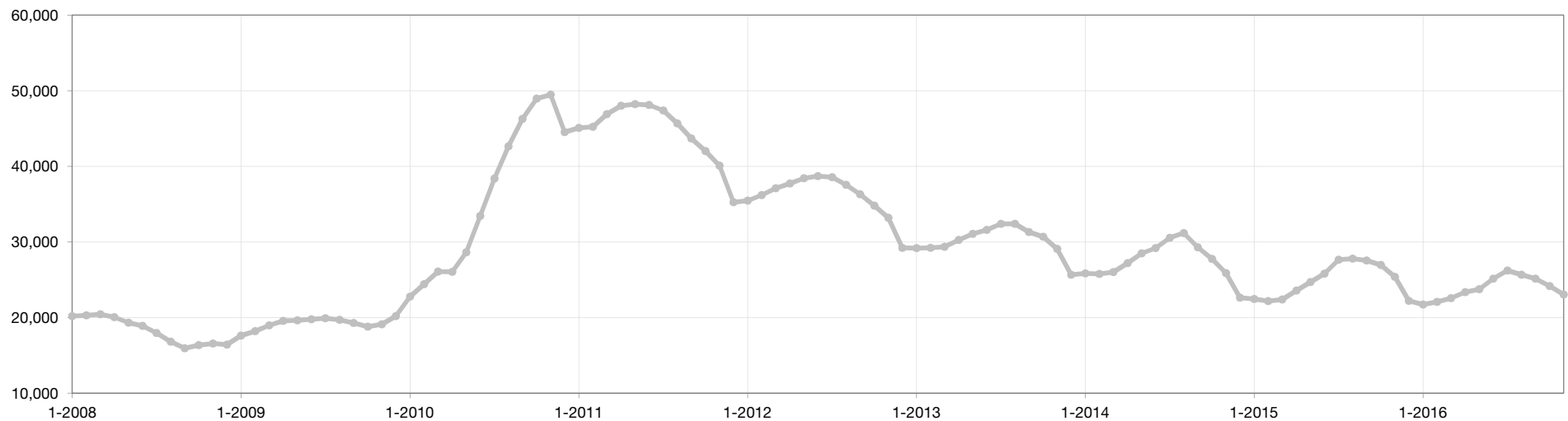


November



Month	Prior Year	Current Year	+ / -
December	22,616	22,195	-1.9%
January	22,463	21,727	-3.3%
February	22,186	22,063	-0.6%
March	22,389	22,546	+0.7%
April	23,561	23,352	-0.9%
May	24,696	23,748	-3.8%
June	25,799	25,147	-2.5%
July	27,656	26,204	-5.3%
August	27,777	25,667	-7.6%
September	27,528	25,138	-8.7%
October	26,967	24,161	-10.4%
November	25,372	23,062	-9.1%
12-Month Avg	24,918	23,751	-4.7%

Historical Inventory of Homes for Sale

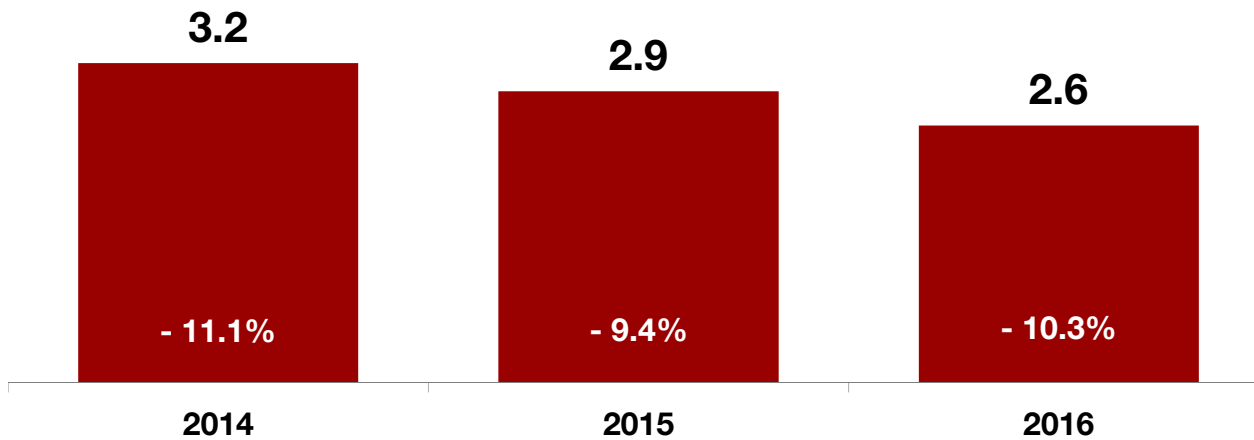


Months Supply of Homes for Sale

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



November



Month	Prior Year	Current Year	+ / -
December	2.7	2.5	-7.4%
January	2.7	2.4	-11.1%
February	2.7	2.5	-7.4%
March	2.7	2.5	-7.4%
April	2.8	2.6	-7.1%
May	3.0	2.6	-13.3%
June	3.1	2.8	-9.7%
July	3.2	2.9	-9.4%
August	3.2	2.8	-12.5%
September	3.2	2.8	-12.5%
October	3.1	2.7	-12.9%
November	2.9	2.6	-10.3%
12-Month Avg*	2.9	2.6	-10.3%

* Months Supply for all properties from December 2015 through November 2016. This is not the average of the individual figures above.

Historical Months Supply of Homes for Sale

