

Monthly Indicators

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



June 2016

Halfway through 2016, residential real estate markets are performing as predicted at the beginning of the year. Sales and prices have been going up in most areas, while the number of homes for sale and total months' supply of inventory have been going down. Meanwhile, many sellers have been getting a higher percentage of their asking price, and supply continues to struggle to meet demand. The message may be repetitive, but it is largely positive.

New Listings were up in the North Texas region 1.5 percent to 14,023. Pending Sales decreased 14.2 percent to 9,062. Inventory shrank 3.9 percent to 24,776 units.

Prices moved higher as Median Sales Price was up 8.8 percent to \$236,000. Days on Market decreased 40.3 percent to 37. Months Supply of Inventory was down 9.7 percent to 2.8 months., indicating that demand increased relative to supply.

The national unemployment rate recently dropped 0.3 percent to 4.7 percent, but some states felt more of a pinch in their own figures. Similarly, the low inventory situation is showing signs of strain in markets where there are few homes for purchase. With an interest rate increase still in the cards this year, combined with the American political landscape and global economic events, a cooldown could occur by winter. Presently, however, summery growth prevails as many locales are reaching near-record prices not seen in more than a decade.

Quick Facts

- 3.6%

+ 8.8%

- 3.9%

Change in
Closed Sales

Change in
Median Sales Price

Change in
Inventory

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Market Overview

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



Key Metrics	Historical Sparklines	6-2015	6-2016	+/-	YTD 2015	YTD 2016	+/-
New Listings		13,816	14,023	+ 1.5%	70,562	74,080	+ 5.0%
Pending Sales		10,565	9,062	- 14.2%	54,831	56,985	+ 3.9%
Closed Sales		10,911	10,522	- 3.6%	49,030	52,366	+ 6.8%
Days on Market Until Sale		62	37	- 40.3%	57	43	- 24.6%
Median Sales Price		\$217,000	\$236,000	+ 8.8%	\$202,000	\$220,000	+ 8.9%
Percent of Original List Price Received		97.9%	98.0%	+ 0.1%	97.2%	97.4%	+ 0.2%
Housing Affordability Index		150	140	- 6.7%	161	150	- 6.8%
Inventory of Homes for Sale		25,769	24,776	- 3.9%	--	--	--
Months Supply of Homes for Sale		3.1	2.8	- 9.7%	--	--	--

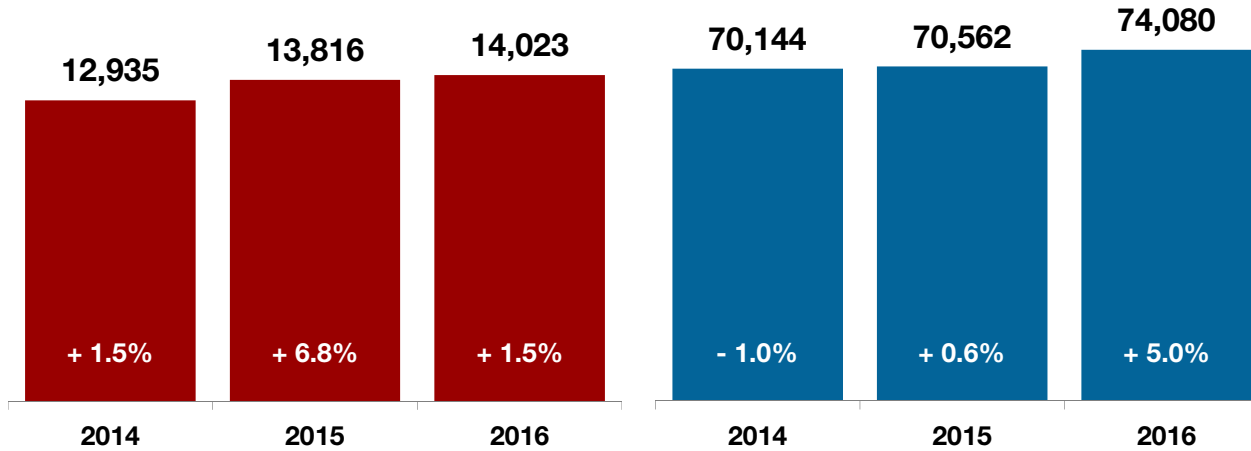
New Listings

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



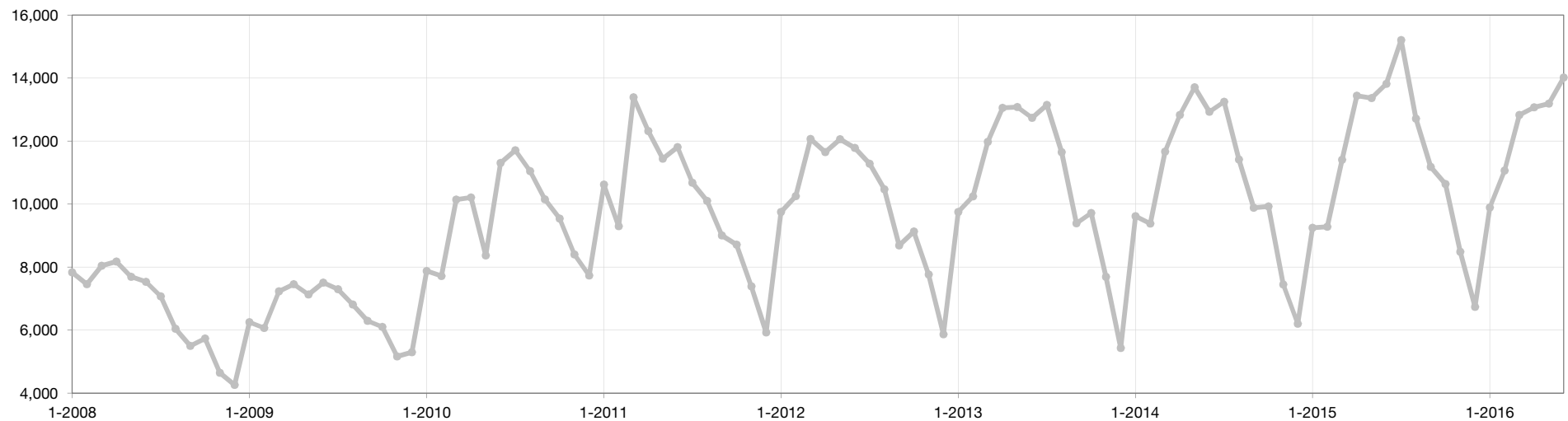
June

Year to Date



Month	Prior Year	Current Year	+ / -
July	13,249	15,211	+14.8%
August	11,418	12,713	+11.3%
September	9,882	11,184	+13.2%
October	9,926	10,640	+7.2%
November	7,451	8,488	+13.9%
December	6,199	6,737	+8.7%
January	9,246	9,897	+7.0%
February	9,285	11,064	+19.2%
March	11,405	12,830	+12.5%
April	13,446	13,074	-2.8%
May	13,364	13,192	-1.3%
June	13,816	14,023	+1.5%
12-Month Avg	10,724	11,588	+8.1%

Historical New Listings



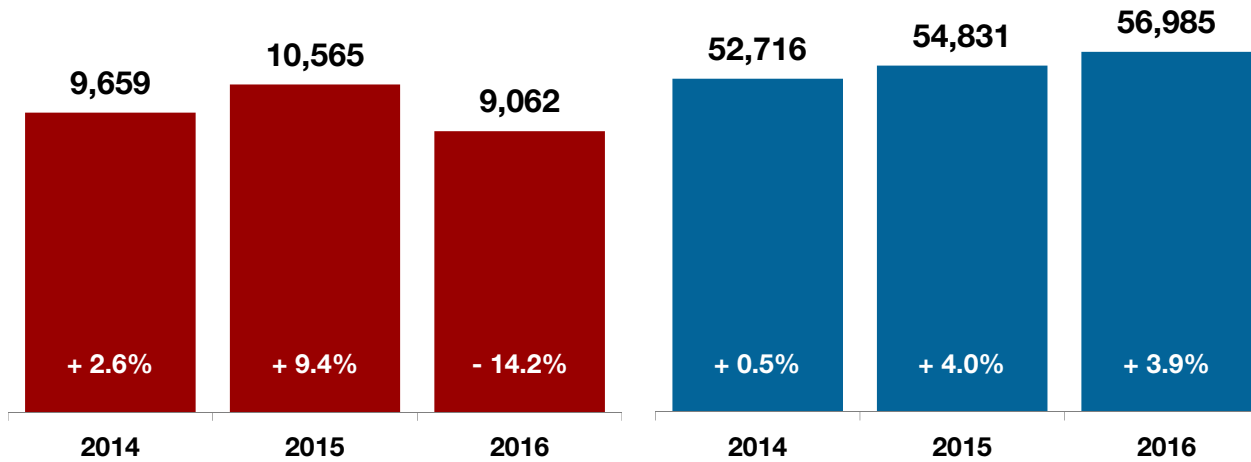
Pending Sales

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



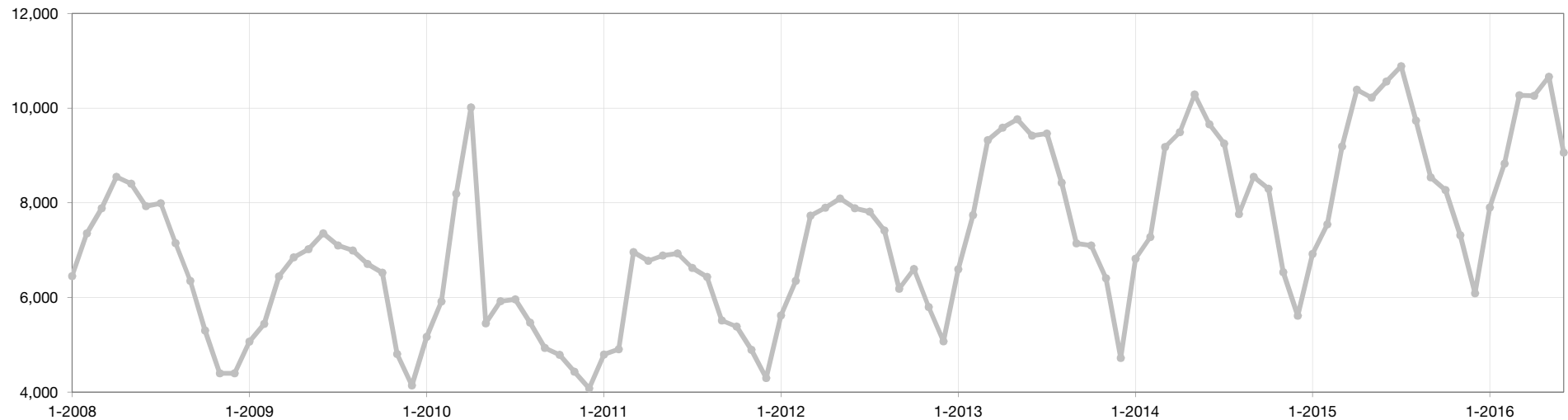
June

Year to Date



Month	Prior Year	Current Year	+ / -
July	9,254	10,889	+17.7%
August	7,762	9,736	+25.4%
September	8,551	8,535	-0.2%
October	8,297	8,271	-0.3%
November	6,535	7,314	+11.9%
December	5,613	6,089	+8.5%
January	6,919	7,899	+14.2%
February	7,546	8,825	+16.9%
March	9,189	10,275	+11.8%
April	10,388	10,259	-1.2%
May	10,224	10,665	+4.3%
June	10,565	9,062	-14.2%
12-Month Avg	8,404	8,985	+6.9%

Historical Pending Sales



Closed Sales

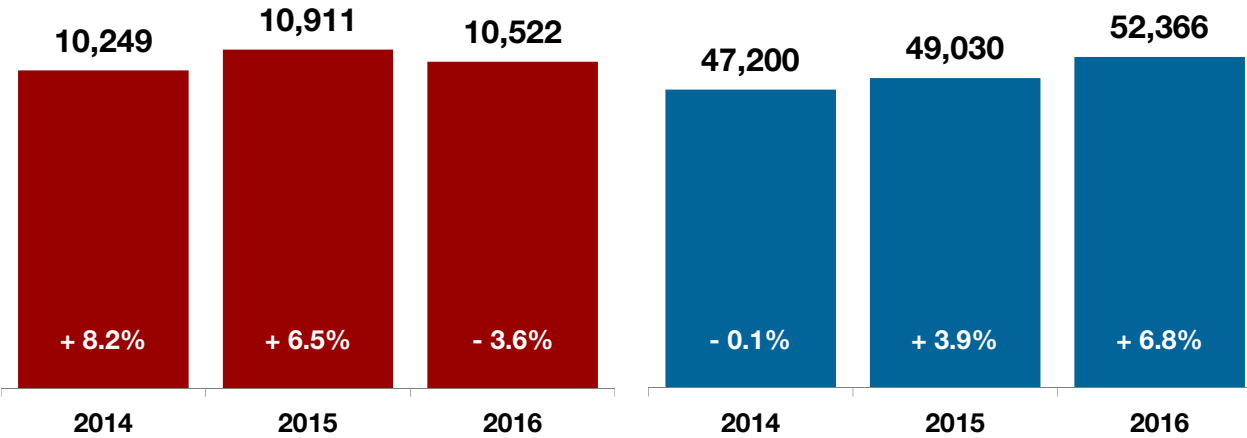
A count of the actual sales that closed in a given month.



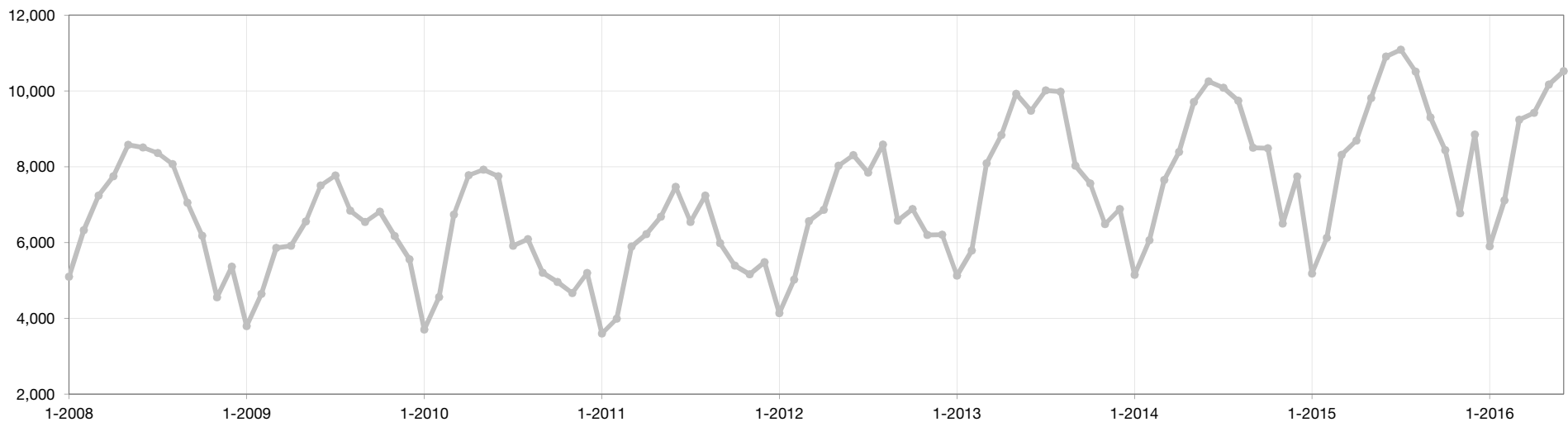
June

Year to Date

Month	Prior Year	Current Year	+ / -
July	10,083	11,086	+9.9%
August	9,740	10,511	+7.9%
September	8,500	9,303	+9.4%
October	8,485	8,437	-0.6%
November	6,498	6,770	+4.2%
December	7,740	8,848	+14.3%
January	5,183	5,897	+13.8%
February	6,126	7,116	+16.2%
March	8,310	9,239	+11.2%
April	8,689	9,423	+8.4%
May	9,811	10,169	+3.6%
June	10,911	10,522	-3.6%
12-Month Avg	8,340	8,943	+7.2%



Historical Closed Sales

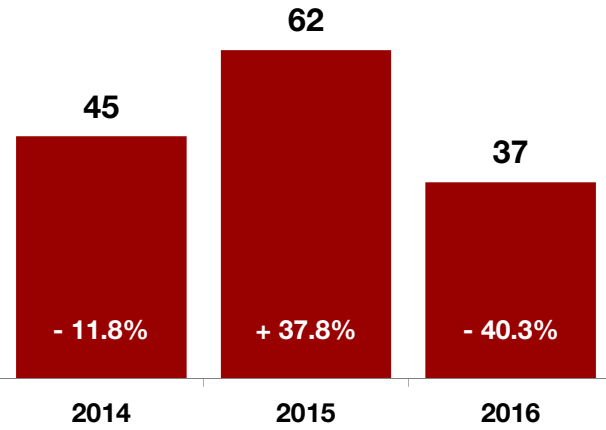


Days on Market Until Sale

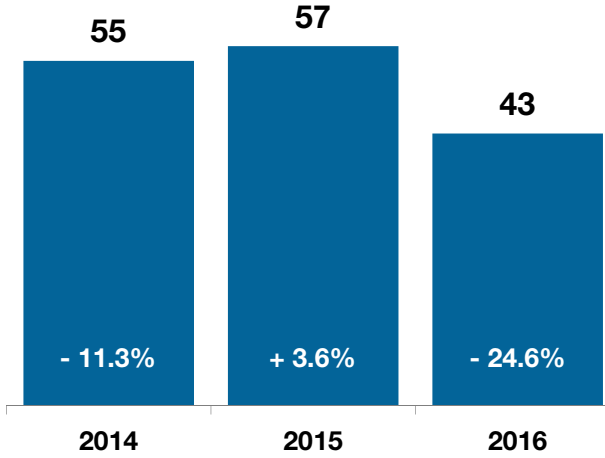
Average number of days between when a property is listed and when an offer is accepted in a given month.



June



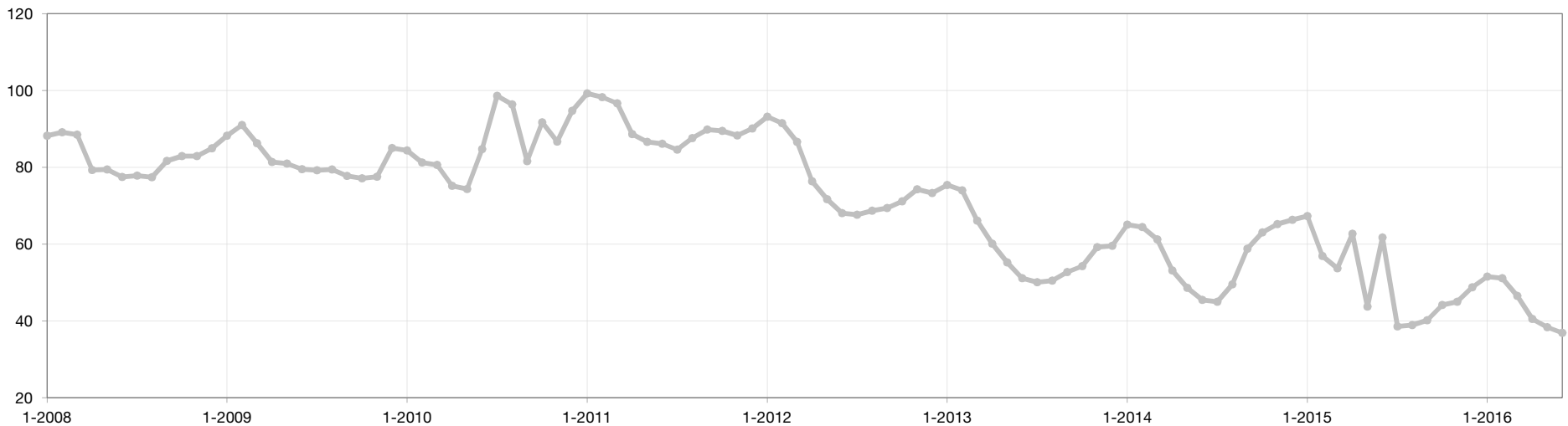
Year to Date



Month	Prior Year	Current Year	+ / -
July	45	39	-13.3%
August	50	39	-22.0%
September	59	40	-32.2%
October	63	44	-30.2%
November	65	45	-30.8%
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%
12-Month Avg*	57	43	-24.6%

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

Historical Days on Market Until Sale



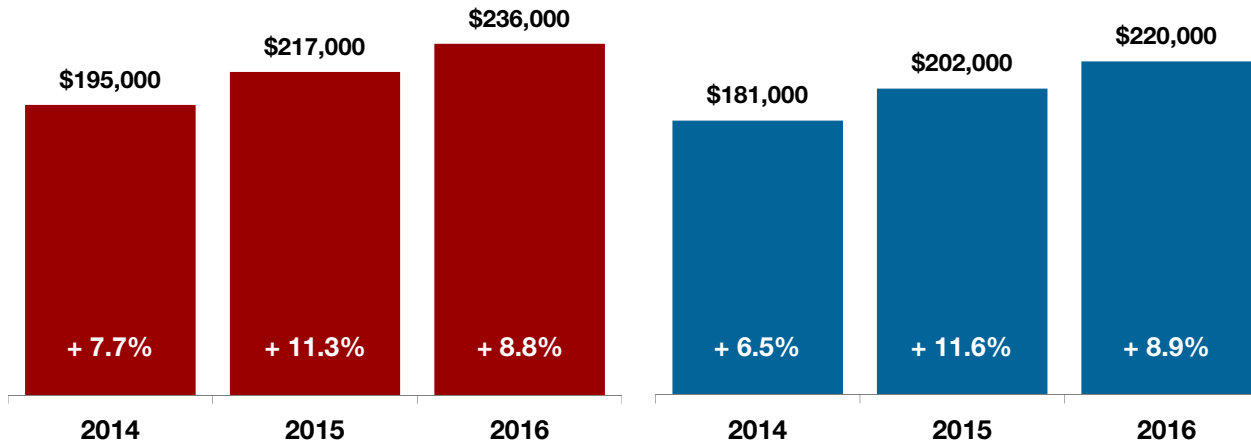
Median Sales Price

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



June

Year to Date



Month	Prior Year	Current Year	+ / -
July	\$193,000	\$210,000	+8.8%
August	\$190,000	\$208,463	+9.7%
September	\$185,000	\$200,000	+8.1%
October	\$182,000	\$200,000	+9.9%
November	\$185,000	\$199,900	+8.1%
December	\$192,500	\$209,000	+8.6%
January	\$180,000	\$195,000	+8.3%
February	\$189,900	\$208,000	+9.5%
March	\$196,000	\$215,000	+9.7%
April	\$204,400	\$219,495	+7.4%
May	\$212,000	\$230,000	+8.5%
June	\$217,000	\$236,000	+8.8%
12-Month Avg*	\$195,000	\$212,000	+8.7%

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

Historical Median Sales Price



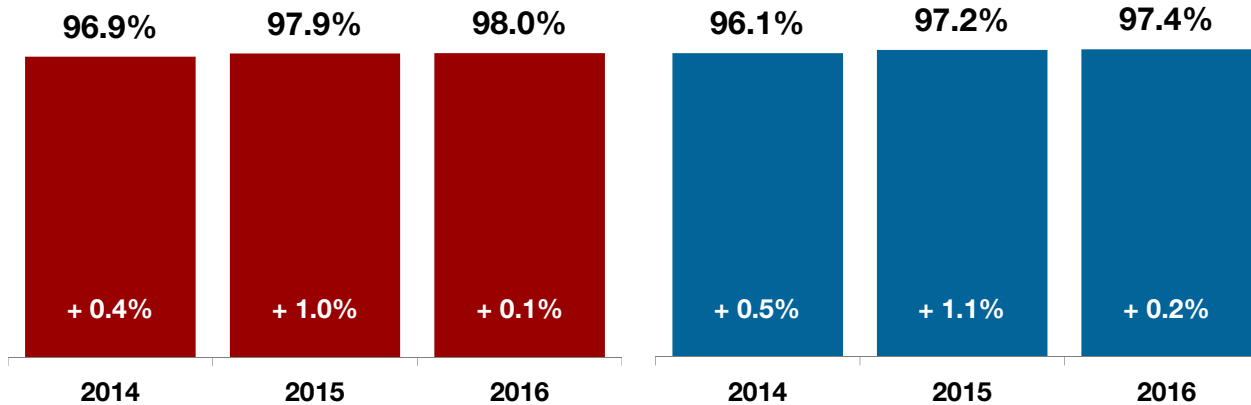
Percent of Original List Price Received

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.



June

Year to Date



Month	Prior Year	Current Year	+ / -
July	96.7%	97.6%	+0.9%
August	96.4%	97.3%	+0.9%
September	96.1%	96.6%	+0.5%
October	95.4%	96.1%	+0.7%
November	95.7%	95.8%	+0.1%
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%
12-Month Avg*	96.6%	97.0%	+0.4%

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

Historical Percent of Original List Price Received



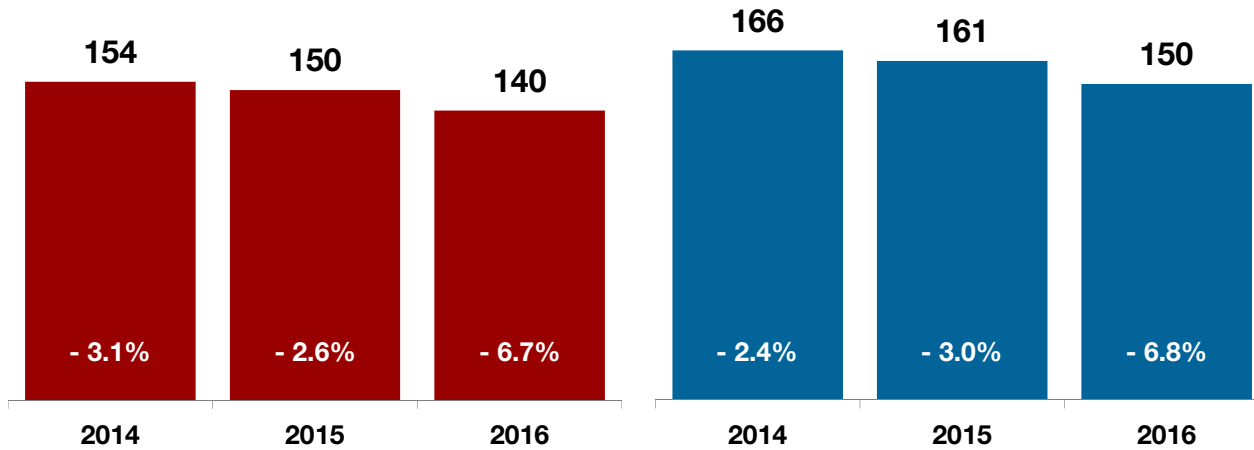
Housing Affordability Index

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.



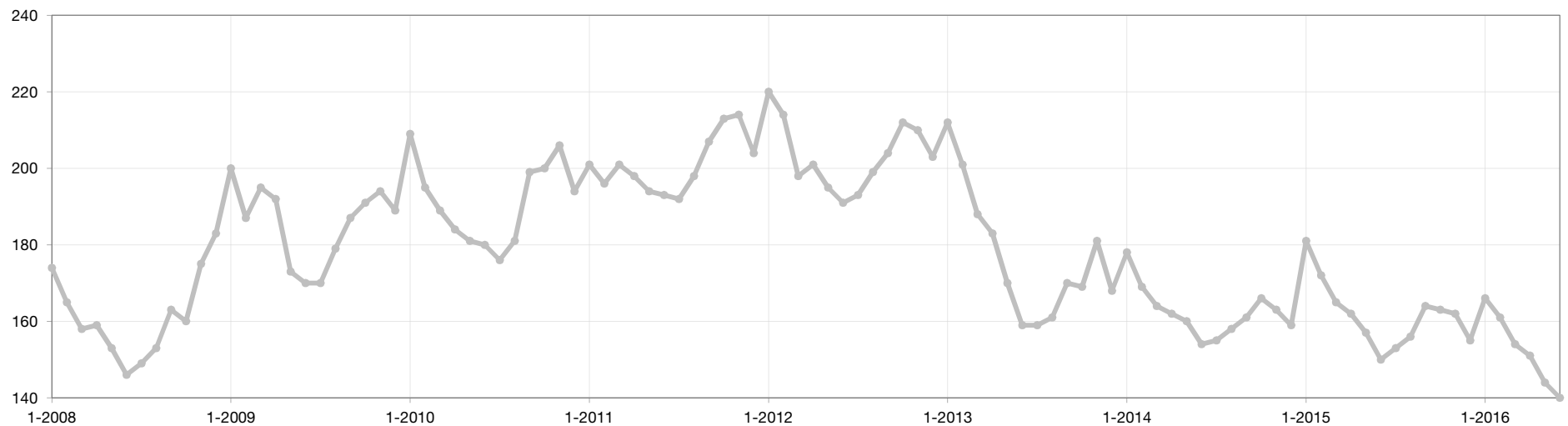
June

Year to Date



Month	Prior Year	Current Year	+ / -
July	155	153	-1.3%
August	158	156	-1.3%
September	161	164	+1.9%
October	166	163	-1.8%
November	163	162	-0.6%
December	159	155	-2.5%
January	181	166	-8.3%
February	172	161	-6.4%
March	165	154	-6.7%
April	162	151	-6.8%
May	157	144	-8.3%
June	150	140	-6.7%
12-Month Avg	162	156	-3.7%

Historical Housing Affordability Index

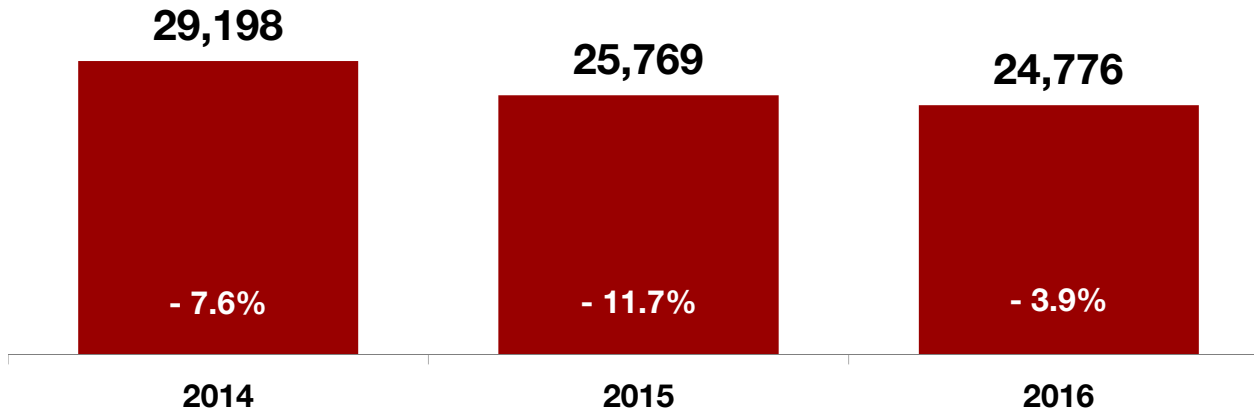


Inventory of Homes for Sale

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

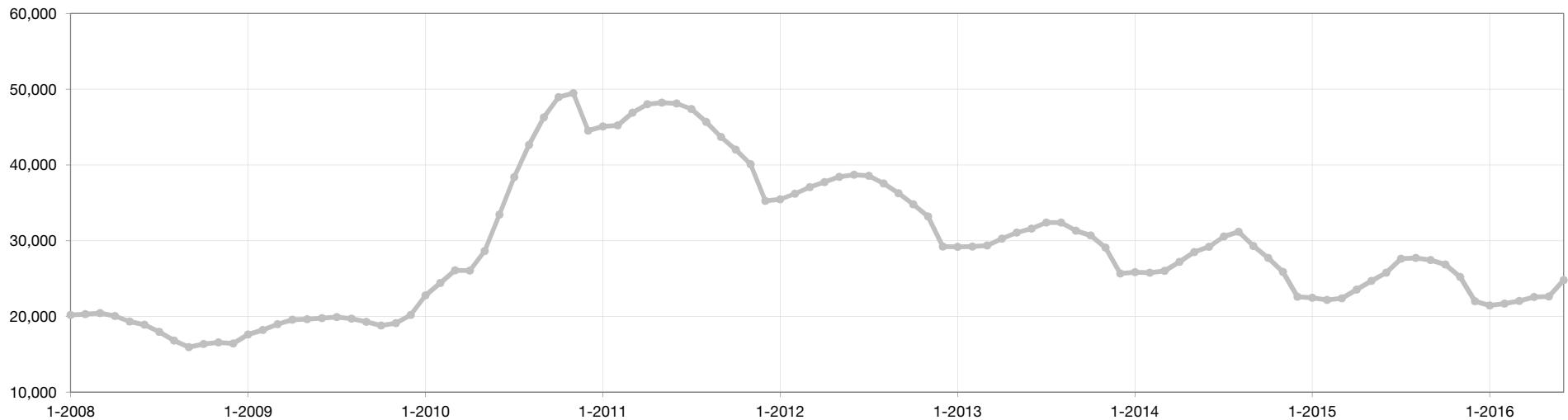


June



Month	Prior Year	Current Year	+ / -
July	30,546	27,617	-9.6%
August	31,170	27,718	-11.1%
September	29,290	27,429	-6.4%
October	27,736	26,839	-3.2%
November	25,876	25,209	-2.6%
December	22,610	21,991	-2.7%
January	22,454	21,449	-4.5%
February	22,176	21,681	-2.2%
March	22,374	22,020	-1.6%
April	23,539	22,555	-4.2%
May	24,672	22,637	-8.2%
June	25,769	24,776	-3.9%
12-Month Avg	25,684	24,327	-5.3%

Historical Inventory of Homes for Sale

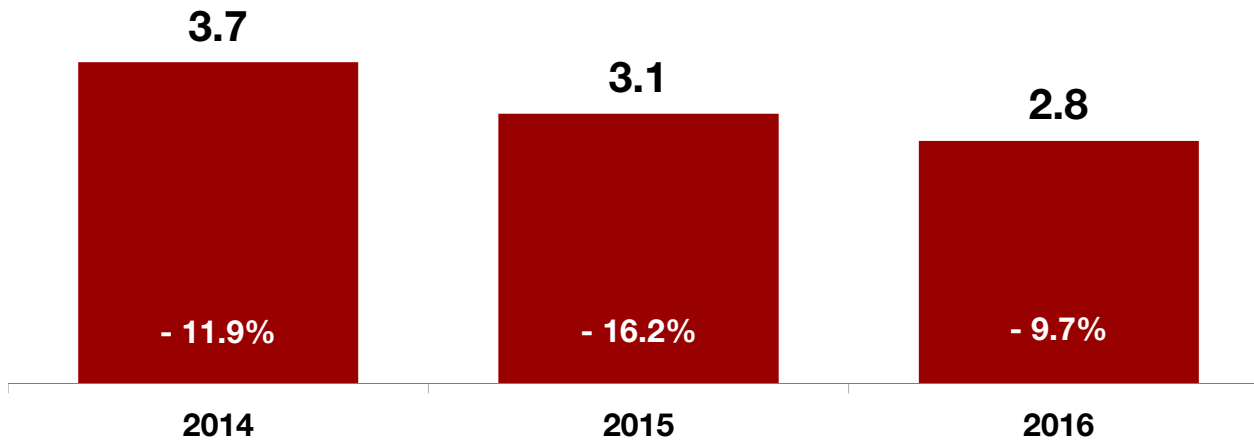


Months Supply of Homes for Sale

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.



June



Month	Prior Year	Current Year	+ / -
July	3.8	3.2	-15.8%
August	3.9	3.2	-17.9%
September	3.6	3.2	-11.1%
October	3.4	3.1	-8.8%
November	3.2	2.9	-9.4%
December	2.7	2.5	-7.4%
January	2.7	2.4	-11.1%
February	2.7	2.4	-11.1%
March	2.7	2.4	-11.1%
April	2.8	2.5	-10.7%
May	3.0	2.5	-16.7%
June	3.1	2.8	-9.7%
12-Month Avg*	3.1	2.8	-9.7%

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

Historical Months Supply of Homes for Sale

