

Monthly Indicators

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



December 2020

December is normally one of the slowest months of the year but strong buyer demand across most segments of the market, buoyed by near-record low interest rates, continue to drive a healthy sales pace in the face of a new wave of COVID-19 infections and a softening jobs market.

New Listings were up in the North Texas region 4.1 percent to 7,966. Pending Sales increased 7.3 percent to 7,597. Inventory shrank 49.8 percent to 13,808 units.

Prices moved higher as Median Sales Price was up 9.7 percent to \$295,000. Days on Market decreased 35.0 percent to 39. Months Supply of Inventory was down 53.6 percent to 1.3 months., indicating that demand increased relative to supply.

With low mortgage rates and strong buyer demand in most market segments, the housing market of early 2021 looks to continue the trends we saw in the second half of 2020. Low inventory and multiple offers on in-demand properties and market segments are likely to remain common while the market waits and hopes for a boost in new construction and a surge in home sellers to help provide more balance to the market.

Quick Facts

+ 13.8%

Change in
Closed Sales

+ 9.7%

Change in
Median Sales Price

- 49.8%

Change in
Inventory

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Market Overview

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



Key Metrics	Historical Sparklines	12-2019	12-2020	+/-	YTD 2019	YTD 2020	+/-
New Listings		7,652	7,966	+ 4.1%	158,918	150,034	- 5.6%
Pending Sales		7,077	7,597	+ 7.3%	117,758	130,568	+ 10.9%
Closed Sales		9,734	11,078	+ 13.8%	116,886	127,532	+ 9.1%
Days on Market Until Sale		60	39	- 35.0%	51	47	- 7.8%
Median Sales Price		\$269,000	\$295,000	+ 9.7%	\$265,000	\$283,000	+ 6.8%
Percent of Original List Price Received		95.1%	97.7%	+ 2.7%	96.0%	97.0%	+ 1.0%
Housing Affordability Index		126	128	+ 1.6%	128	134	+ 4.7%
Inventory of Homes for Sale		27,498	13,808	- 49.8%	--	--	--
Months Supply of Homes for Sale		2.8	1.3	- 53.6%	--	--	--

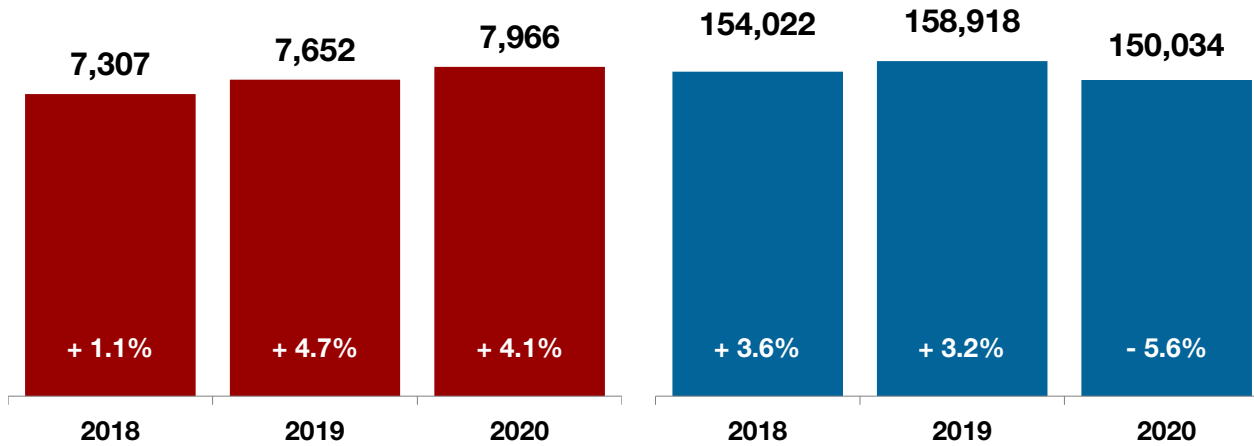
New Listings

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



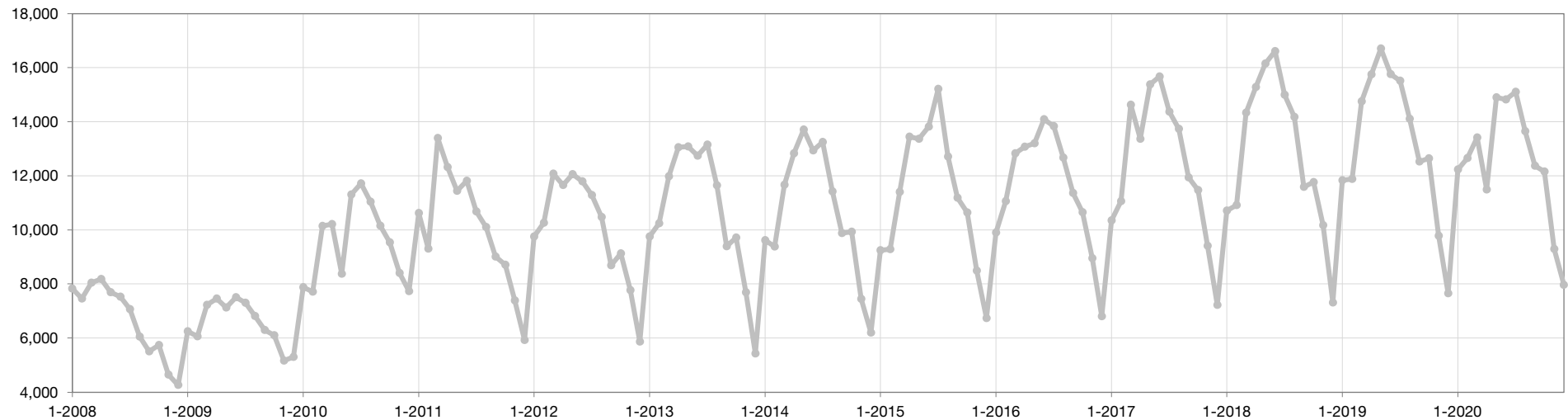
December

Year to Date



Month	Prior Year	Current Year	+ / -
January	11,837	12,236	+3.4%
February	11,883	12,652	+6.5%
March	14,756	13,410	-9.1%
April	15,745	11,493	-27.0%
May	16,709	14,897	-10.8%
June	15,761	14,816	-6.0%
July	15,518	15,102	-2.7%
August	14,108	13,646	-3.3%
September	12,525	12,373	-1.2%
October	12,641	12,151	-3.9%
November	9,783	9,292	-5.0%
December	7,652	7,966	+4.1%
12-Month Avg	13,243	12,503	-5.6%

Historical New Listings

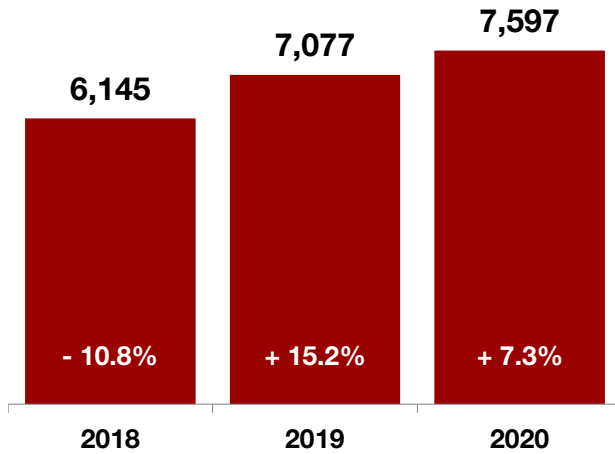


Pending Sales

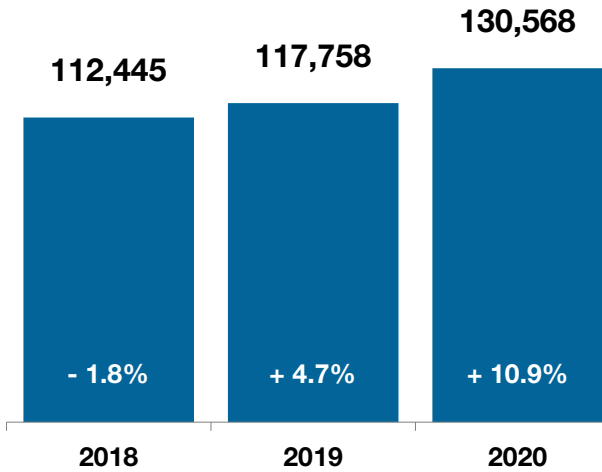
A count of the properties on which offers have been accepted in a given month.



December

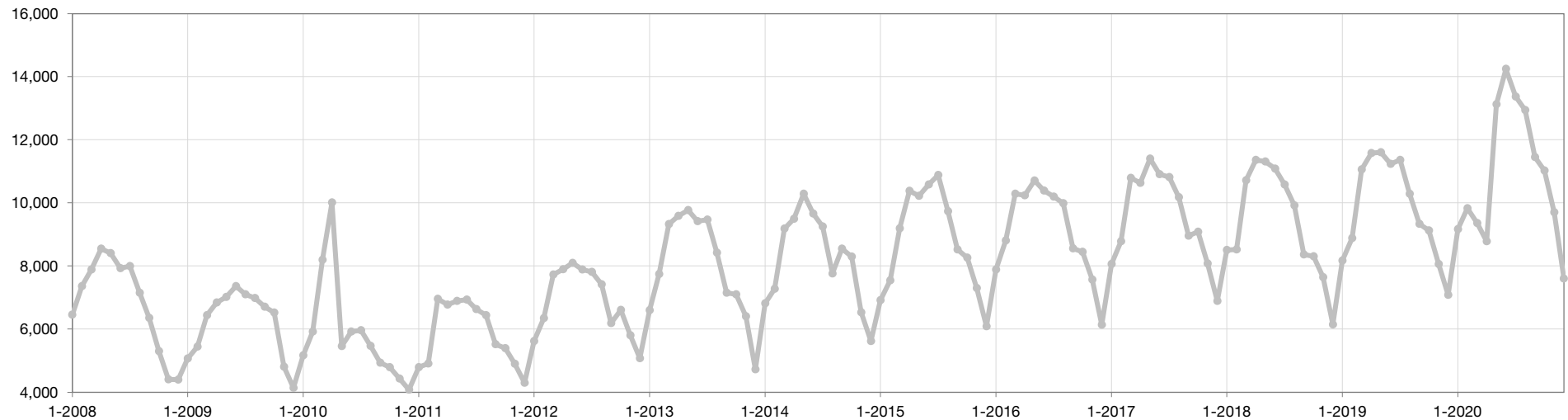


Year to Date



Month	Prior Year	Current Year	+ / -
January	8,172	9,169	+12.2%
February	8,878	9,824	+10.7%
March	11,057	9,355	-15.4%
April	11,572	8,776	-24.2%
May	11,598	13,127	+13.2%
June	11,236	14,243	+26.8%
July	11,359	13,367	+17.7%
August	10,289	12,942	+25.8%
September	9,334	11,446	+22.6%
October	9,125	11,025	+20.8%
November	8,061	9,697	+20.3%
December	7,077	7,597	+7.3%
12-Month Avg	9,813	10,881	+10.9%

Historical Pending Sales

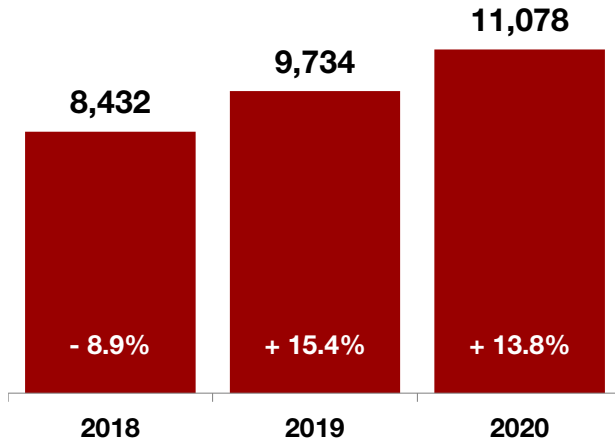


Closed Sales

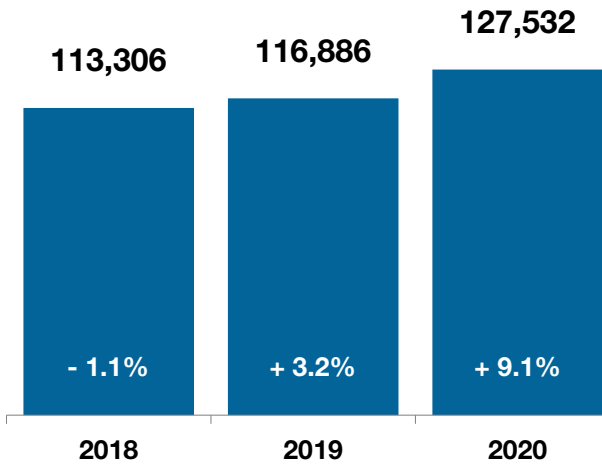
A count of the actual sales that closed in a given month.



December

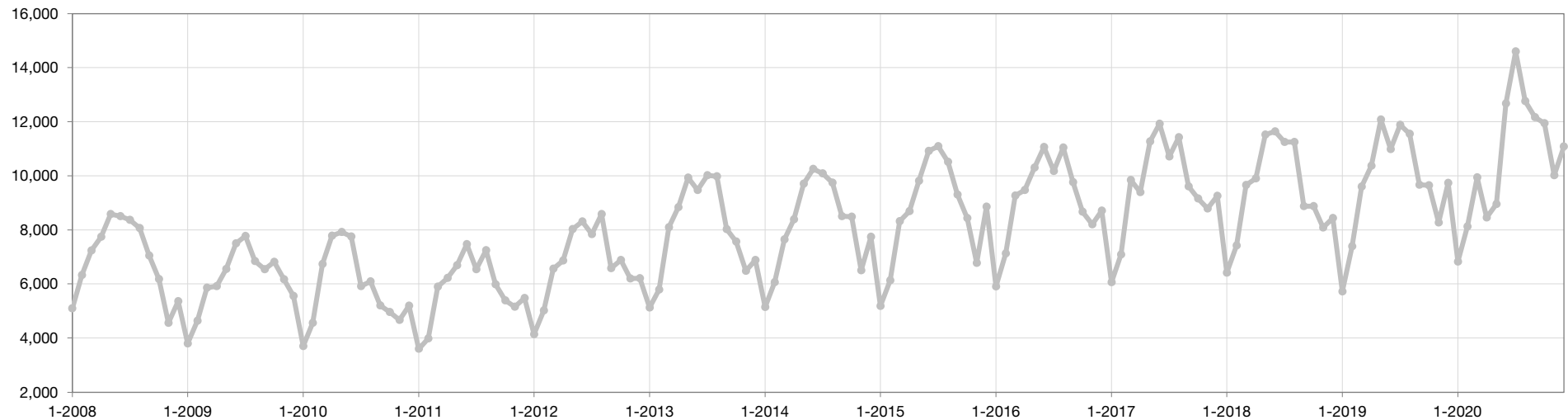


Year to Date



Month	Prior Year	Current Year	+ / -
January	5,717	6,829	+19.5%
February	7,389	8,125	+10.0%
March	9,599	9,938	+3.5%
April	10,368	8,452	-18.5%
May	12,077	8,956	-25.8%
June	10,989	12,672	+15.3%
July	11,879	14,600	+22.9%
August	11,551	12,760	+10.5%
September	9,669	12,168	+25.8%
October	9,643	11,938	+23.8%
November	8,271	10,016	+21.1%
December	9,734	11,078	+13.8%
12-Month Avg	9,741	10,628	+9.1%

Historical Closed Sales



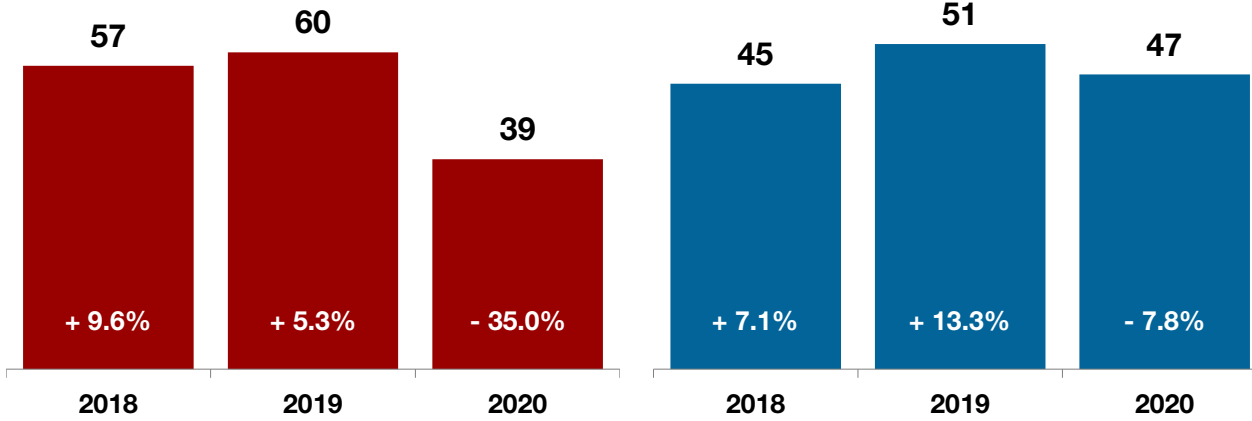
Days on Market Until Sale

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



December

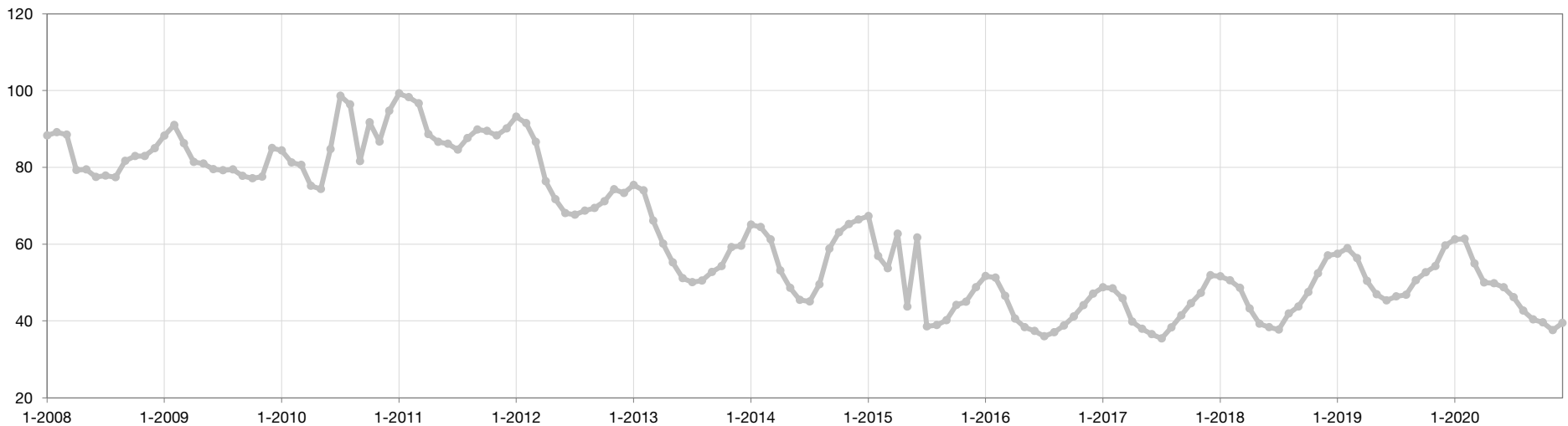
Year to Date



Month	Prior Year	Current Year	+ / -
January	57	61	+7.0%
February	59	61	+3.4%
March	56	55	-1.8%
April	50	50	0.0%
May	47	50	+6.4%
June	45	49	+8.9%
July	46	46	0.0%
August	47	43	-8.5%
September	51	40	-21.6%
October	53	40	-24.5%
November	54	38	-29.6%
December	60	39	-35.0%
12-Month Avg*	51	47	-7.8%

* Days on Market for all properties from January 2020 through December 2020. This is not the average of the individual figures above.

Historical Days on Market Until Sale

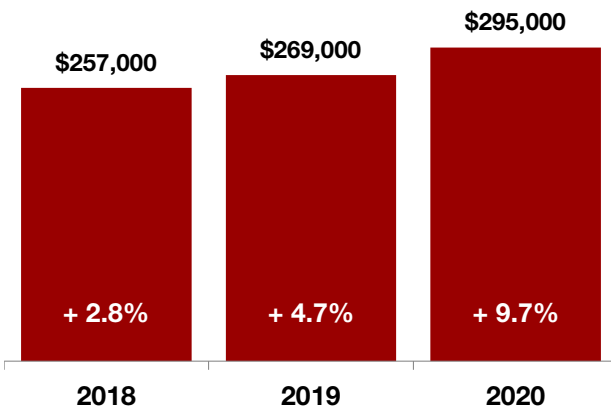


Median Sales Price

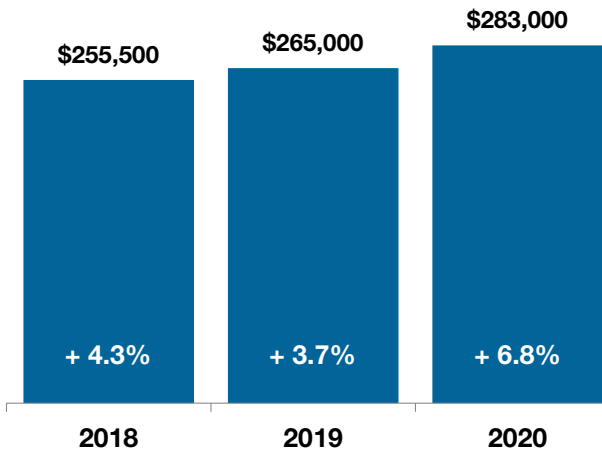
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



December



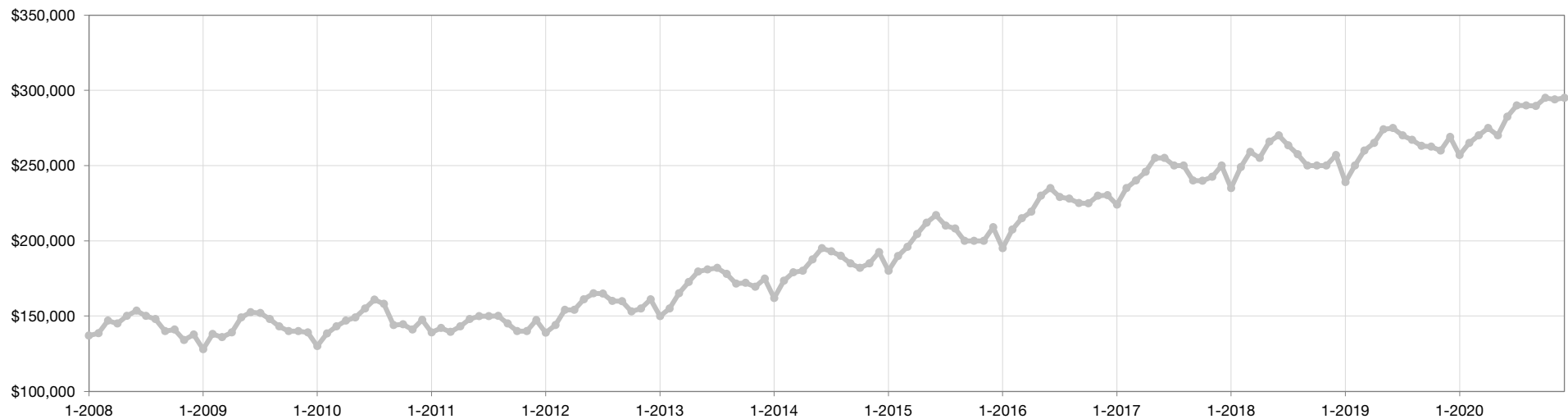
Year to Date



Month	Prior Year	Current Year	+ / -
January	\$239,000	\$257,000	+7.5%
February	\$249,900	\$265,000	+6.0%
March	\$260,000	\$269,990	+3.8%
April	\$265,000	\$275,000	+3.8%
May	\$274,000	\$270,000	-1.5%
June	\$275,000	\$282,500	+2.7%
July	\$270,000	\$290,000	+7.4%
August	\$267,000	\$289,900	+8.6%
September	\$263,000	\$289,500	+10.1%
October	\$262,500	\$295,000	+12.4%
November	\$260,000	\$293,903	+13.0%
December	\$269,000	\$295,000	+9.7%
12-Month Avg*	\$265,000	\$283,000	+6.8%

* Median Sales Price for all properties from January 2020 through December 2020. This is not the average of the individual figures above.

Historical Median Sales Price



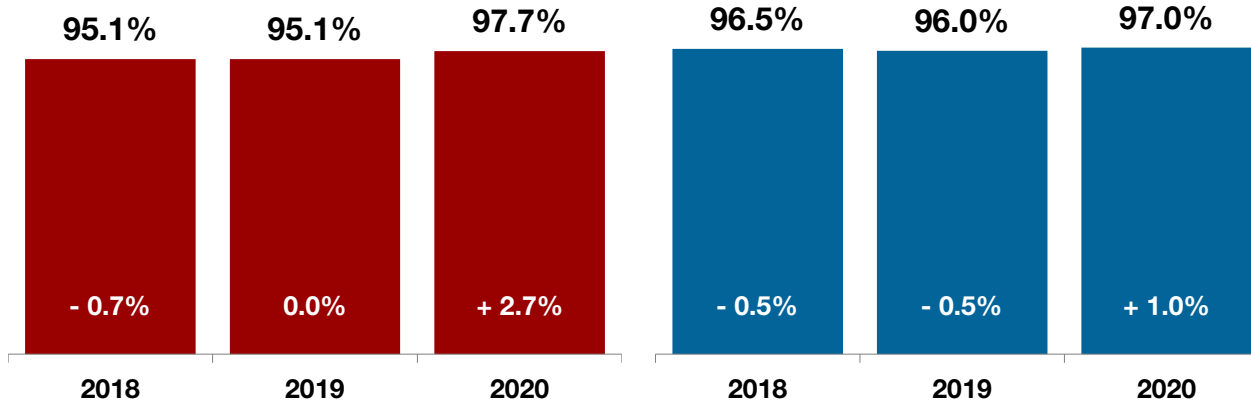
Percent of Original List Price Received

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.



December

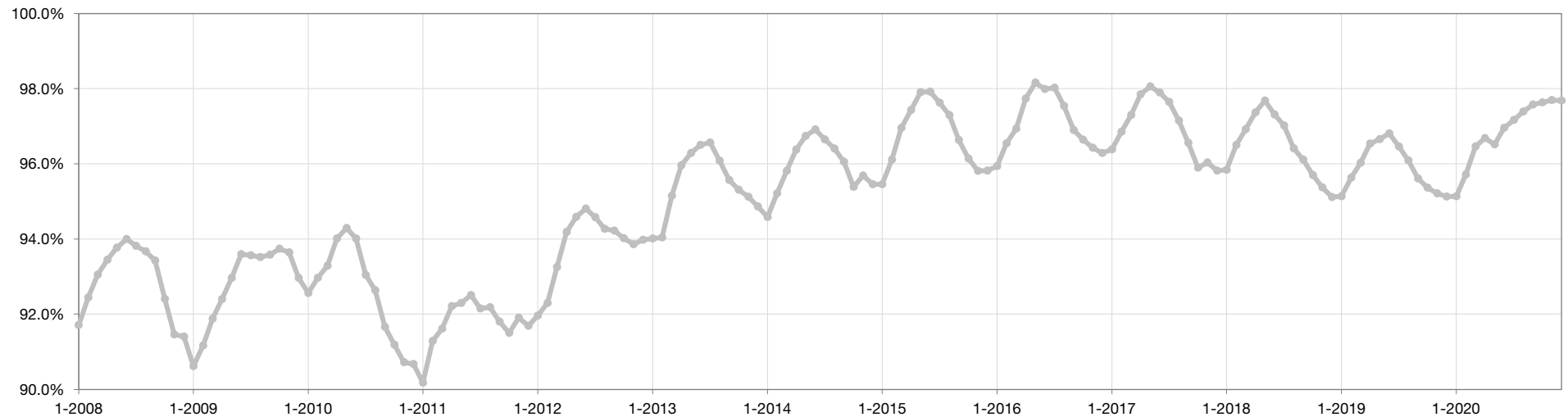
Year to Date



Month	Prior Year	Current Year	+ / -
January	95.1%	95.1%	0.0%
February	95.6%	95.7%	+0.1%
March	96.0%	96.5%	+0.5%
April	96.5%	96.7%	+0.2%
May	96.7%	96.5%	-0.2%
June	96.8%	97.0%	+0.2%
July	96.5%	97.2%	+0.7%
August	96.1%	97.4%	+1.4%
September	95.6%	97.6%	+2.1%
October	95.4%	97.6%	+2.3%
November	95.2%	97.7%	+2.6%
December	95.1%	97.7%	+2.7%
12-Month Avg*	96.0%	97.0%	+1.0%

* Pct. of Orig. Price Received for all properties from January 2020 through December 2020. This is not the average of the individual figures above.

Historical Percent of Original List Price Received



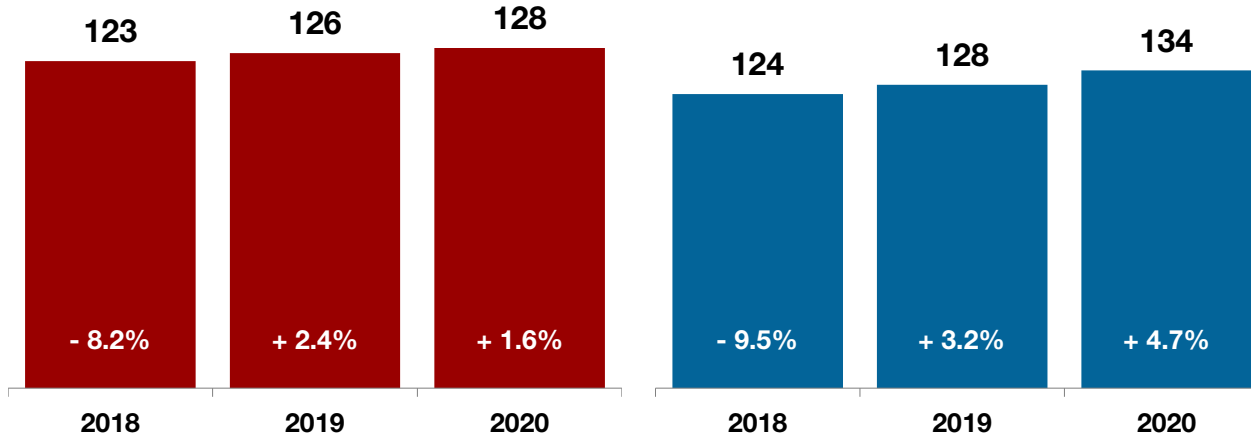
Housing Affordability Index

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.



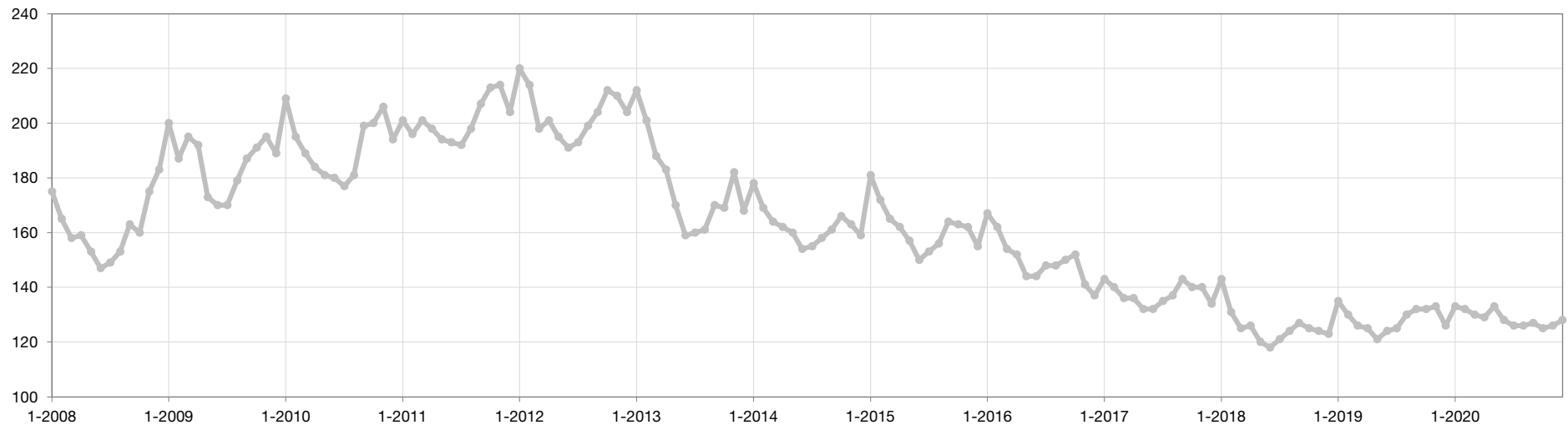
December

Year to Date



Month	Prior Year	Current Year	+ / -
January	135	133	-1.5%
February	130	132	+1.5%
March	126	130	+3.2%
April	125	129	+3.2%
May	121	133	+9.9%
June	124	128	+3.2%
July	125	126	+0.8%
August	130	126	-3.1%
September	132	127	-3.8%
October	132	125	-5.3%
November	133	126	-5.3%
December	126	128	+1.6%
12-Month Avg	128	129	+0.8%

Historical Housing Affordability Index

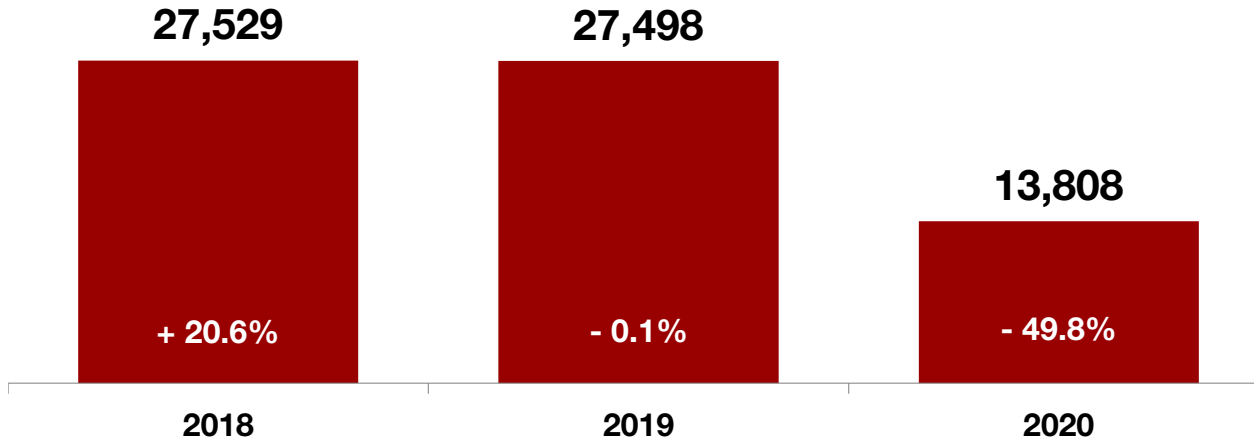


Inventory of Homes for Sale

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

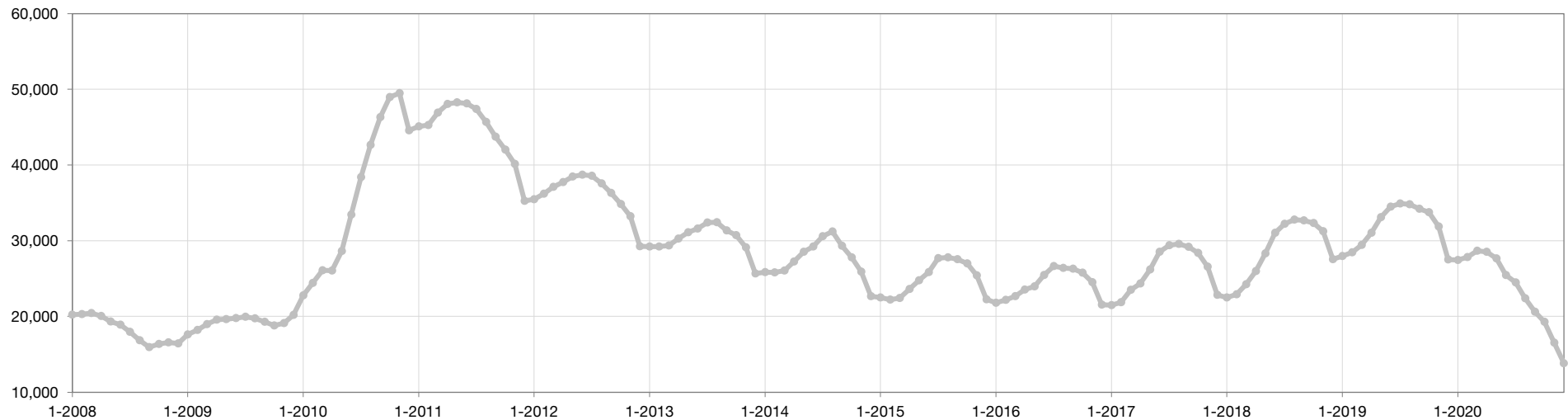


December



Month	Prior Year	Current Year	+ / -
January	27,972	27,449	-1.9%
February	28,436	27,812	-2.2%
March	29,440	28,648	-2.7%
April	31,018	28,507	-8.1%
May	33,107	27,635	-16.5%
June	34,496	25,452	-26.2%
July	34,912	24,486	-29.9%
August	34,794	22,385	-35.7%
September	34,216	20,593	-39.8%
October	33,754	19,273	-42.9%
November	31,871	16,517	-48.2%
December	27,498	13,808	-49.8%
12-Month Avg	31,793	23,547	-25.9%

Historical Inventory of Homes for Sale

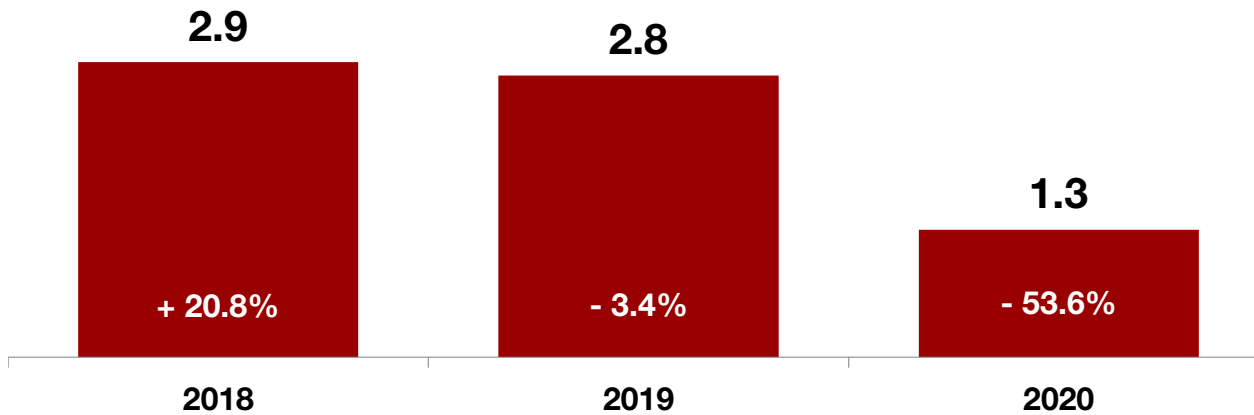


Months Supply of Homes for Sale

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.



December



Month	Prior Year	Current Year	+ / -
January	3.0	2.8	-6.7%
February	3.0	2.8	-6.7%
March	3.1	2.9	-6.5%
April	3.3	3.0	-9.1%
May	3.5	2.8	-20.0%
June	3.6	2.6	-27.8%
July	3.7	2.4	-35.1%
August	3.6	2.2	-38.9%
September	3.6	2.0	-44.4%
October	3.5	1.8	-48.6%
November	3.3	1.5	-54.5%
December	2.8	1.3	-53.6%
12-Month Avg*	3.3	2.3	-30.3%

* Months Supply for all properties from January 2020 through December 2020. This is not the average of the individual figures above.

Historical Months Supply of Homes for Sale

