

Monthly Indicators

A RESEARCH TOOL PROVIDED BY THE COLLIN COUNTY ASSOCIATION OF REALTORS®



July 2011



Quick Facts

+ 16.7%

- 3.4%

- 20.6%

Change in
Closed Sales
(Reported)

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 figures.



Key Metrics	Historical Sparklines	7-2010	7-2011	+ / -	YTD 2010	YTD 2011	+ / -
New Listings		6,003	4,749	- 20.9%	42,862	36,827	- 14.1%
Pending Sales		2,591	3,051	+ 17.8%	21,511	20,888	- 2.9%
Closed Sales (Reported)		2,568	2,996	+ 16.7%	20,482	18,904	- 7.7%
Closed Sales (Projected)		2,568	3,366	+ 31.1%	20,482	19,274	- 5.9%
Days on Market Until Sale		88	95	+ 7.0%	88	105	+ 18.4%
Median Sales Price		\$192,500	\$186,000	- 3.4%	\$177,000	\$180,000	+ 1.7%
Percent of Original List Price Received		93.0%	92.8%	- 0.2%	94.0%	92.3%	- 1.8%
Housing Affordability Index		146	160	+ 9.6%	157	165	+ 5.1%
Inventory of Homes for Sale		21,989	17,465	- 20.6%	--	--	--
Months Supply of Homes for Sale		7.5	6.6	- 12.1%	--	--	--

Data from past months is updated with each new report to account for late reported listings and sales.

All data comes from North Texas Real Estate Information Service. Provided by Collin County Association of REALTORS®. Powered by 10K Research and Marketing. | Click for Cover Page | 2

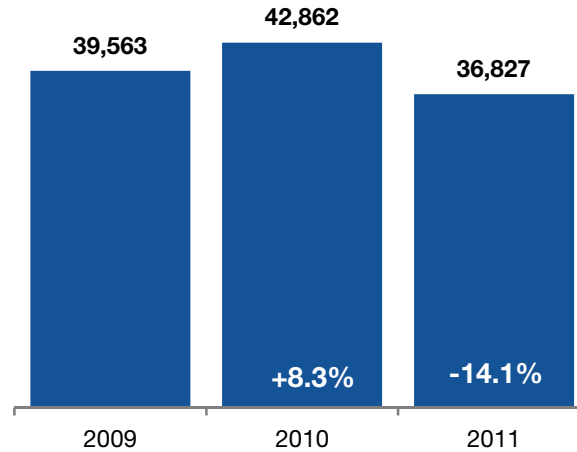
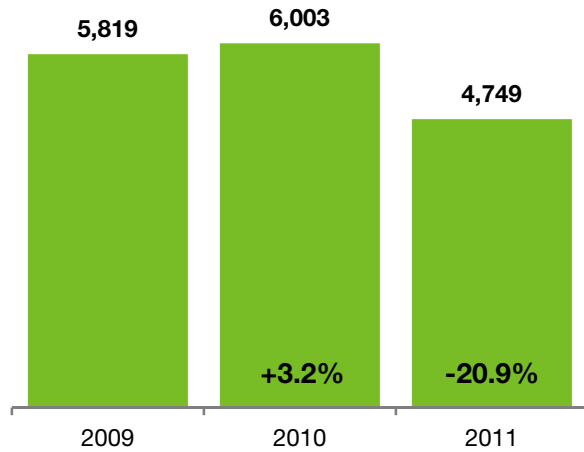
New Listings

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



July

Year To Date



Month	Prior Year	Current Year	+ / -
August	5,239	5,221	-0.3%
September	4,977	4,685	-5.9%
October	4,866	4,363	-10.3%
November	3,773	3,862	+2.4%
December	3,318	3,190	-3.9%
January	5,448	4,792	-12.0%
February	5,550	4,272	-23.0%
March	7,281	6,213	-14.7%
April	7,365	5,900	-19.9%
May	5,232	5,349	+2.2%
June	5,983	5,552	-7.2%
July	6,003	4,749	-20.9%
12-Month Avg	5,420	4,846	-10.6%

Historical New Listing Activity



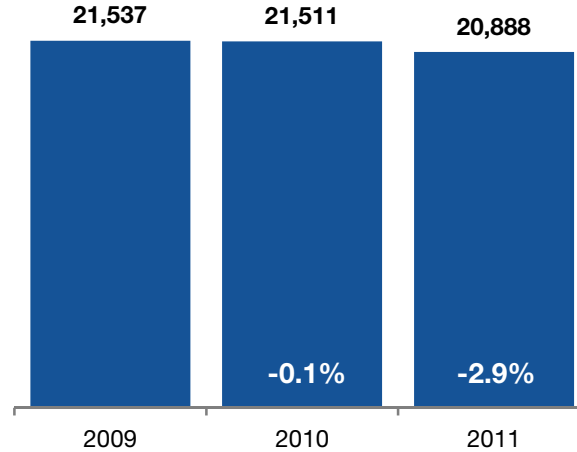
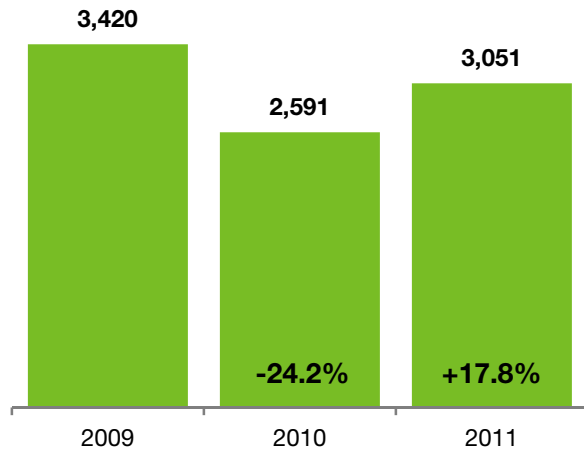
Pending Sales

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



July

Year To Date



Month	Prior Year	Current Year	+ / -
August	3,283	2,490	-24.2%
September	3,190	2,182	-31.6%
October	3,069	2,217	-27.8%
November	2,206	2,032	-7.9%
December	1,823	1,895	+3.9%
January	2,348	2,261	-3.7%
February	2,820	2,315	-17.9%
March	3,885	3,329	-14.3%
April	4,923	3,217	-34.7%
May	2,405	3,363	+39.8%
June	2,539	3,352	+32.0%
July	2,591	3,051	+17.8%
12-Month Avg	2,924	2,642	-9.6%

Historical Pending Sales Activity

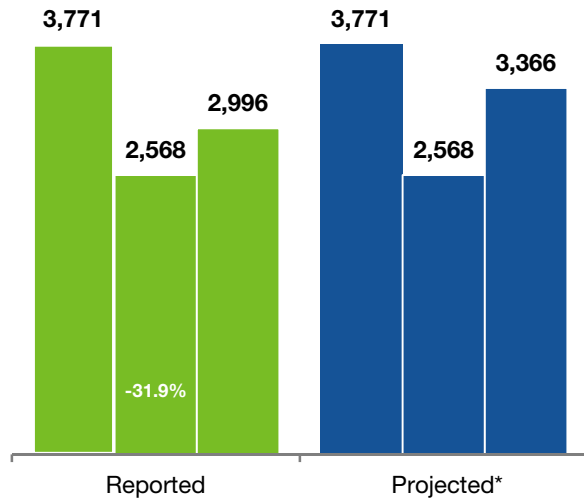


Closed Sales

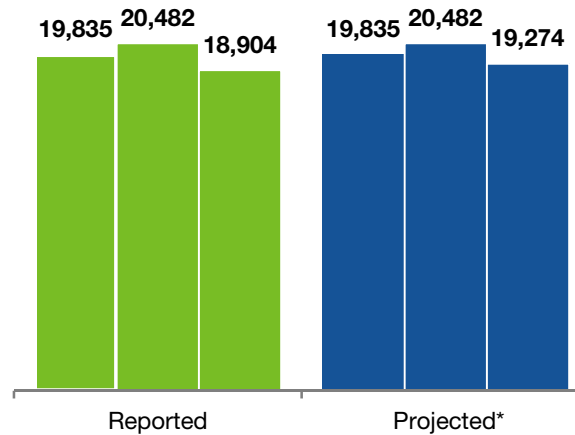
A count of the actual sales that have closed in a given month.



July



Year to Date



Month	Prior Year	Current Year	+ / -
August	3,210	2,615	-18.5%
September	3,149	2,354	-25.2%
October	3,191	2,248	-29.6%
November	2,923	2,093	-28.4%
December	2,519	2,382	-5.4%
January	1,616	1,680	+4.0%
February	2,069	1,895	-8.4%
March	3,106	2,697	-13.2%
April	3,756	2,933	-21.9%
May	3,813	3,151	-17.4%
June	3,554	3,552	-0.1%
July	2,568	2,996	+16.7%
12-Month Avg	2,956	2,550	-12.3%

*Due to the delay experienced in reporting closed sales into MLS, reported unit activity will appear artificially low for the most recent month. Our higher projected unit activity assumes that only 89% of all sales are reported in time for this report -- a number we use based upon historical analysis.

Historical Closed Sales Activity

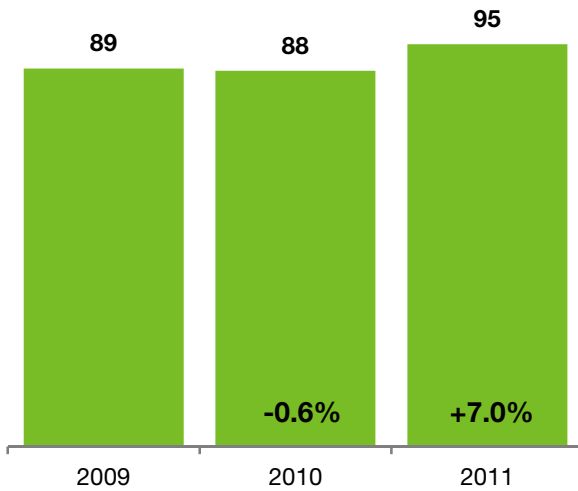


Days on Market Until Sale

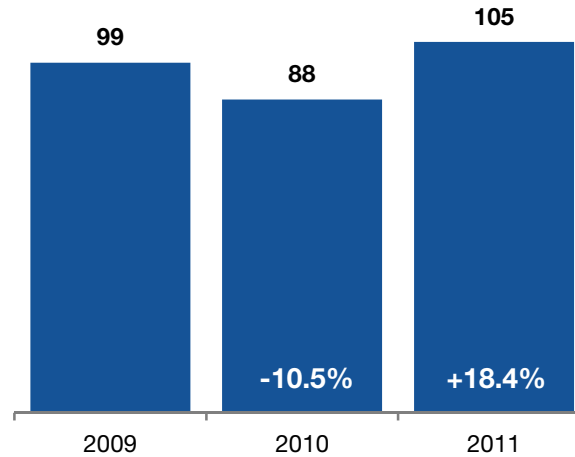
Average number of days between when a property is listed and when an offer is accepted in a given month.



July

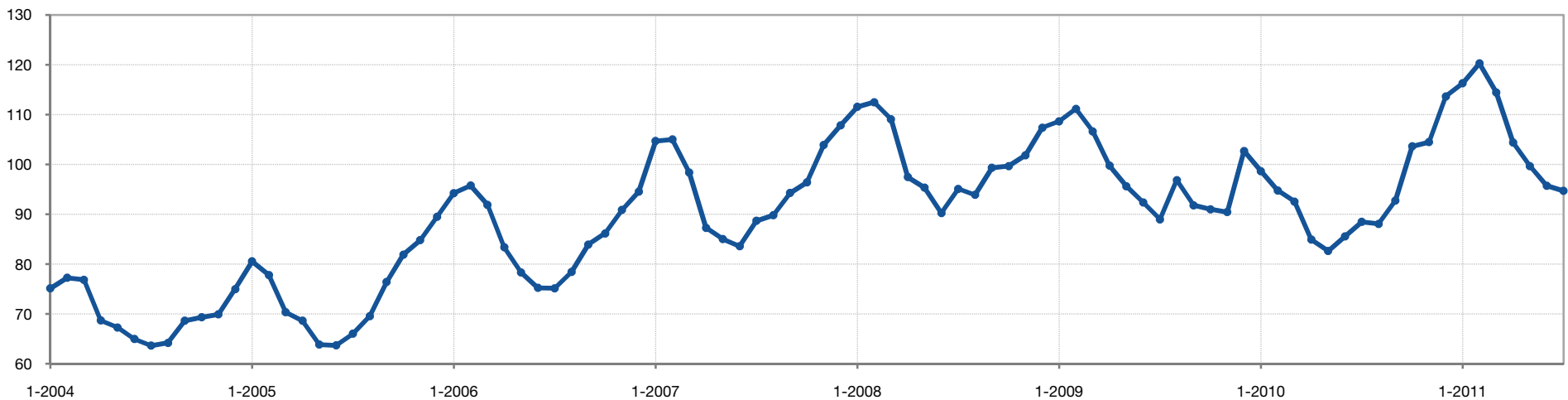


Year To Date



Month	Prior Year	Current Year	+ / -
August	97	88	-9.1%
September	92	93	+1.1%
October	91	104	+13.9%
November	90	104	+15.5%
December	103	114	+10.7%
January	99	116	+17.9%
February	95	120	+26.9%
March	93	114	+23.6%
April	85	104	+22.9%
May	83	100	+20.6%
June	86	96	+11.9%
July	88	95	+7.0%
12-Month Avg	91	103	+13.2%

Historical Days on Market Until Sale



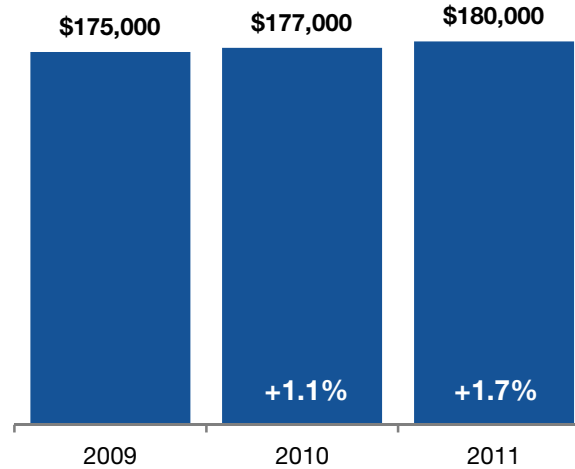
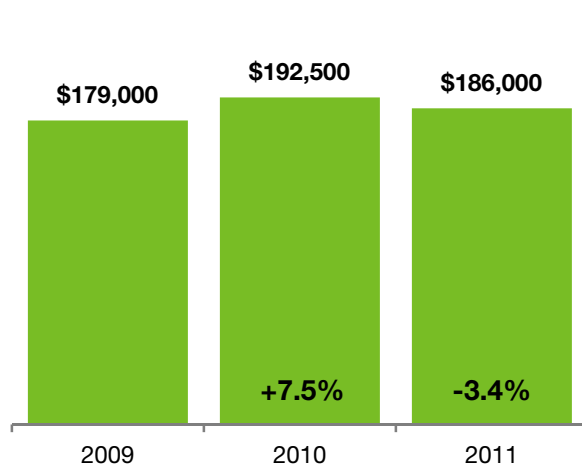
Median Sales Price

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



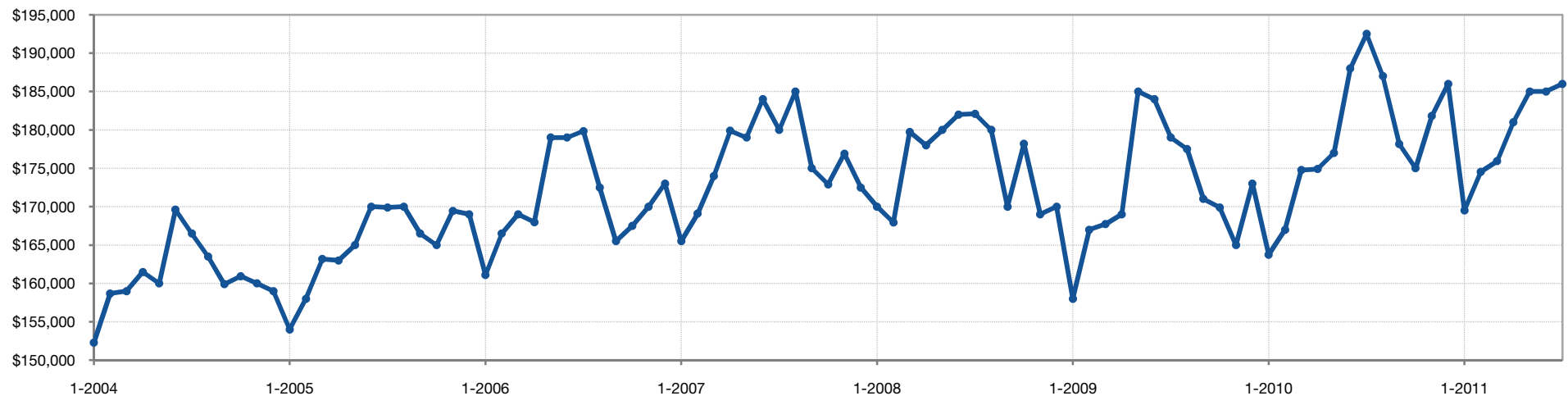
July

Year To Date



Month	Prior Year	Current Year	+ / -
August	\$177,500	\$187,000	+5.4%
September	\$171,000	\$178,146	+4.2%
October	\$169,900	\$175,000	+3.0%
November	\$165,000	\$181,808	+10.2%
December	\$173,000	\$186,000	+7.5%
January	\$163,750	\$169,500	+3.5%
February	\$167,000	\$174,540	+4.5%
March	\$174,775	\$175,930	+0.7%
April	\$174,900	\$181,000	+3.5%
May	\$177,000	\$185,000	+4.5%
June	\$188,000	\$185,000	-1.6%
July	\$192,500	\$186,000	-3.4%
12-Mo Median	\$175,000	\$180,000	+2.9%

Historical Median Sales Price



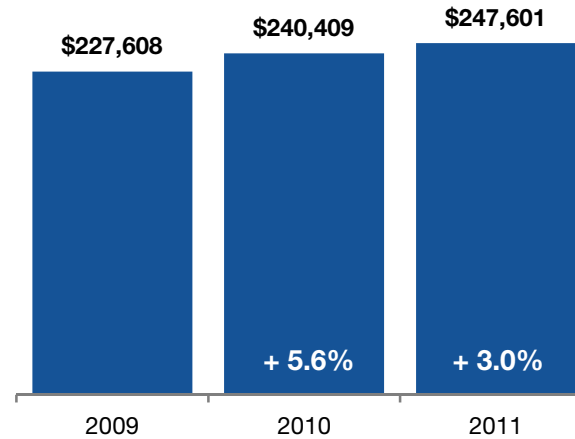
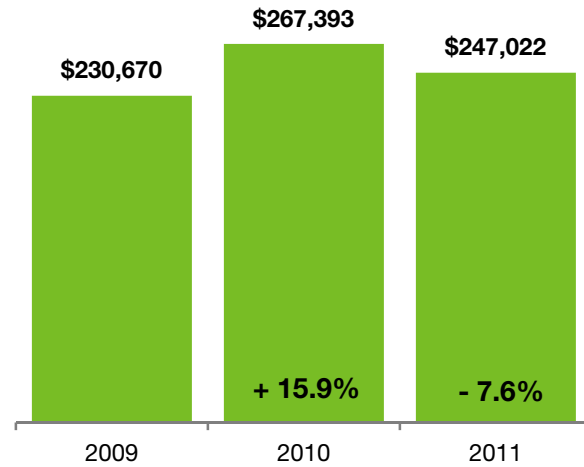
Average Sales Price

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



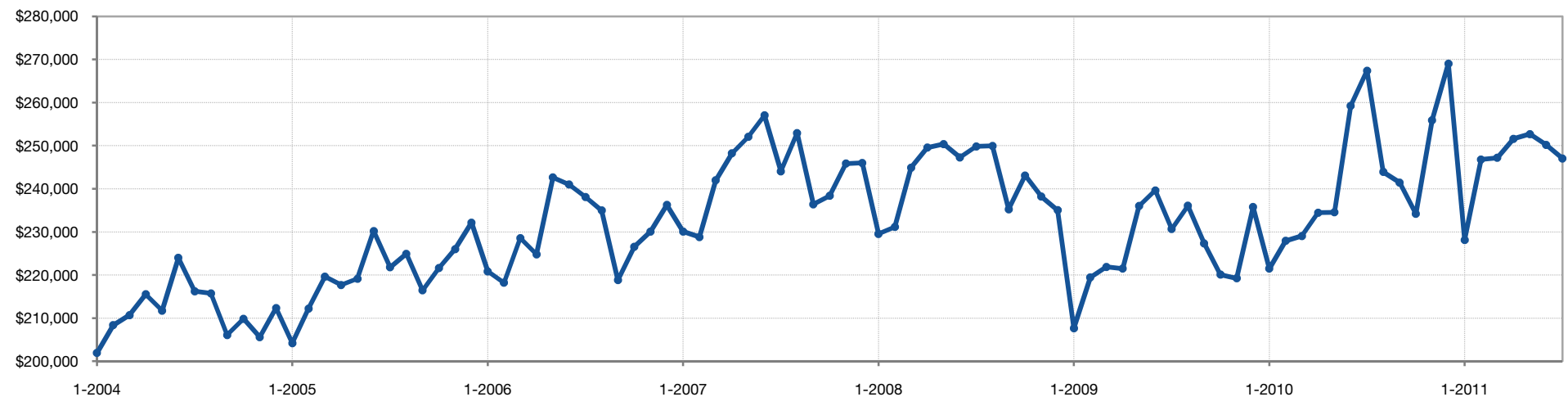
July

Year To Date



Month	Prior Year	Current Year	+ / -
August	\$236,070	\$243,897	+3.3%
September	\$227,354	\$241,437	+6.2%
October	\$220,099	\$234,181	+6.4%
November	\$219,252	\$255,906	+16.7%
December	\$235,781	\$269,030	+14.1%
January	\$221,500	\$228,157	+3.0%
February	\$227,936	\$246,781	+8.3%
March	\$229,065	\$247,195	+7.9%
April	\$234,454	\$251,593	+7.3%
May	\$234,548	\$252,676	+7.7%
June	\$259,252	\$250,210	-3.5%
July	\$267,393	\$247,022	-7.6%
12-Month Avg	\$234,958	\$248,061	+5.6%

Historical Average Sales Price



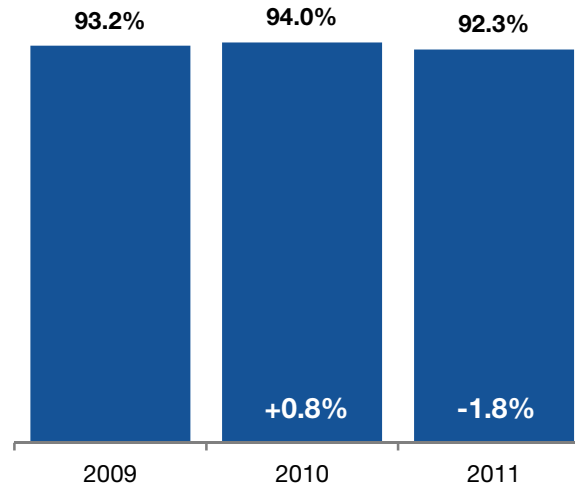
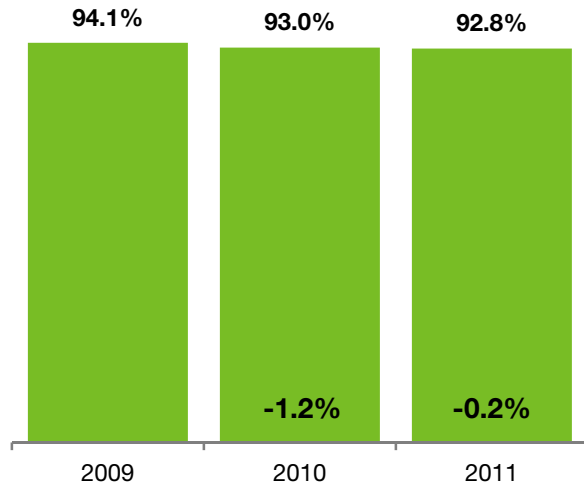
Percent of Original List Price Received

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.



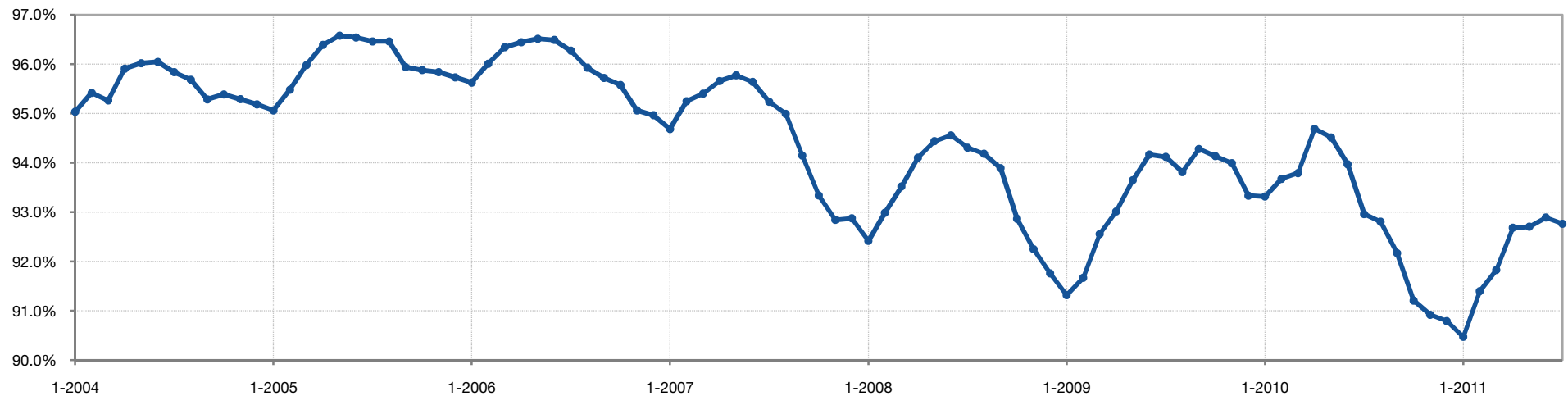
July

Year To Date



Month	Prior Year	Current Year	+ / -
August	93.8%	92.8%	-1.1%
September	94.3%	92.2%	-2.2%
October	94.1%	91.2%	-3.1%
November	94.0%	90.9%	-3.3%
December	93.3%	90.8%	-2.7%
January	93.3%	90.5%	-3.0%
February	93.7%	91.4%	-2.4%
March	93.8%	91.8%	-2.1%
April	94.7%	92.7%	-2.1%
May	94.5%	92.7%	-1.9%
June	94.0%	92.9%	-1.2%
July	93.0%	92.8%	-0.2%
12-Month Avg	94.0%	92.0%	-2.0%

Historical Percent of Original List Price Received



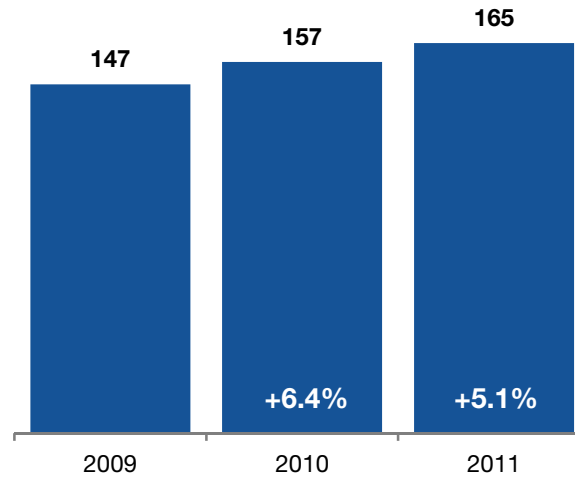
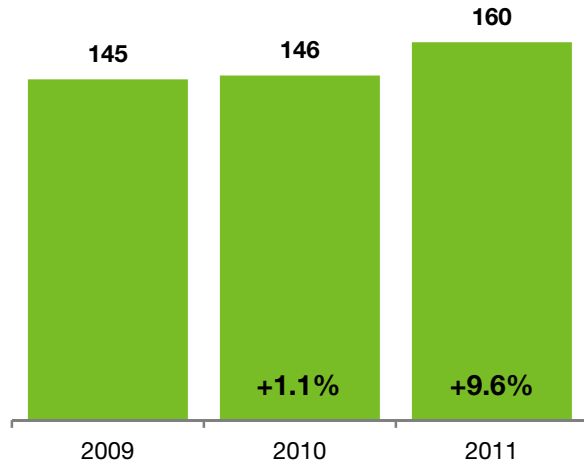
Housing Affordability Index

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



July

Year To Date



Month	Prior Year	Current Year	+ / -
August	149	152	+2.1%
September	155	158	+2.3%
October	156	161	+3.8%
November	162	158	-2.7%
December	151	152	+1.3%
January	160	167	+4.3%
February	158	163	+3.1%
March	152	163	+7.1%
April	152	160	+5.5%
May	150	160	+6.4%
June	146	162	+10.4%
July	146	160	+9.6%
12-Month Avg	153	160	+4.4%

Historical Housing Affordability Index

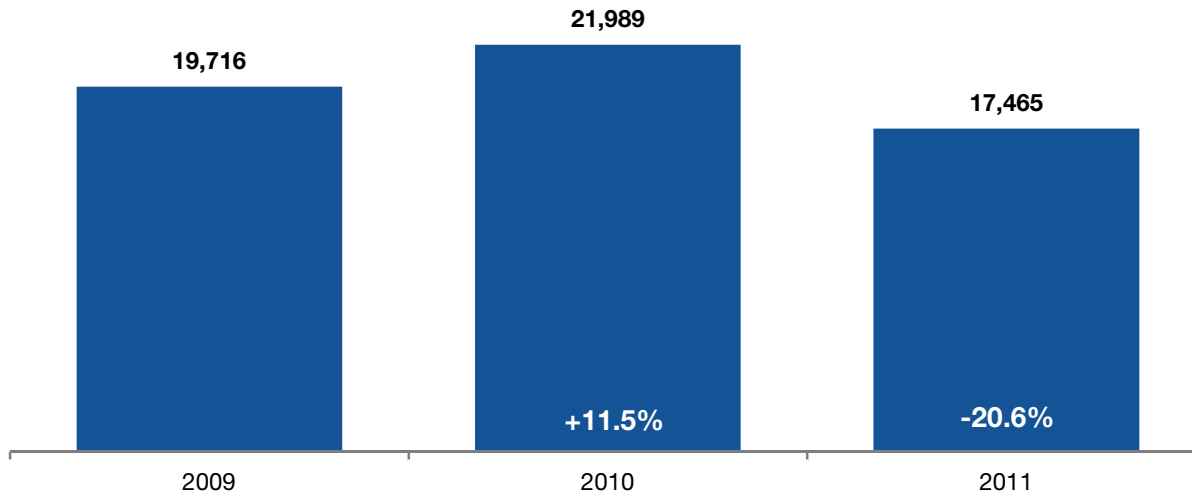


Inventory of Homes for Sale

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

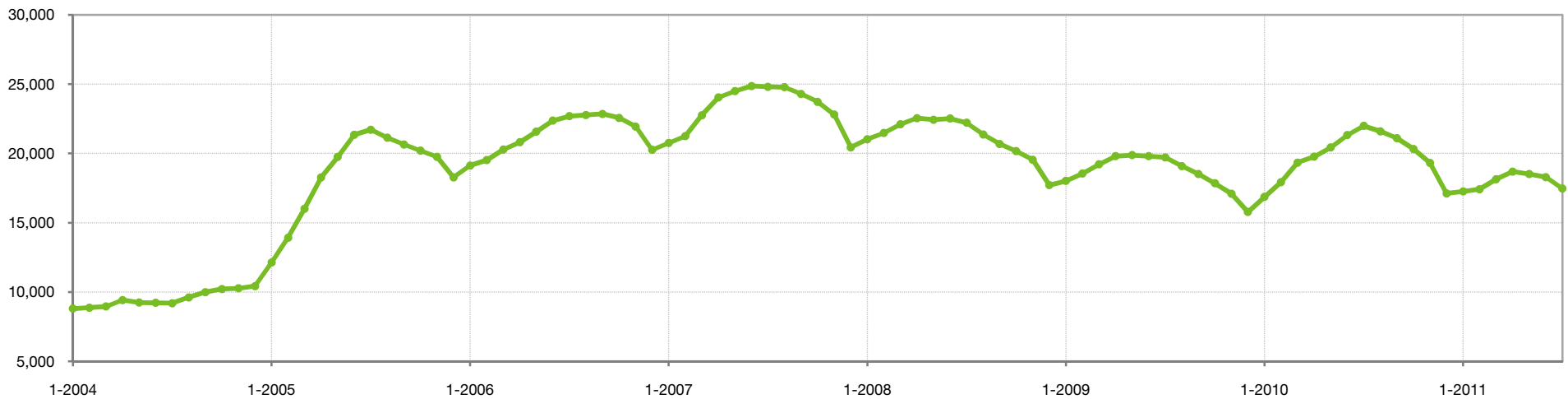


July



Month	Prior Year	Current Year	+ / -
August	19,093	21,593	+13.1%
September	18,521	21,102	+13.9%
October	17,852	20,323	+13.8%
November	17,094	19,322	+13.0%
December	15,780	17,116	+8.5%
January	16,864	17,256	+2.3%
February	17,938	17,418	-2.9%
March	19,341	18,139	-6.2%
April	19,770	18,694	-5.4%
May	20,431	18,508	-9.4%
June	21,327	18,292	-14.2%
July	21,989	17,465	-20.6%
12-Month Avg	18,833	18,769	+0.5%

Historical Inventory of Homes for Sale

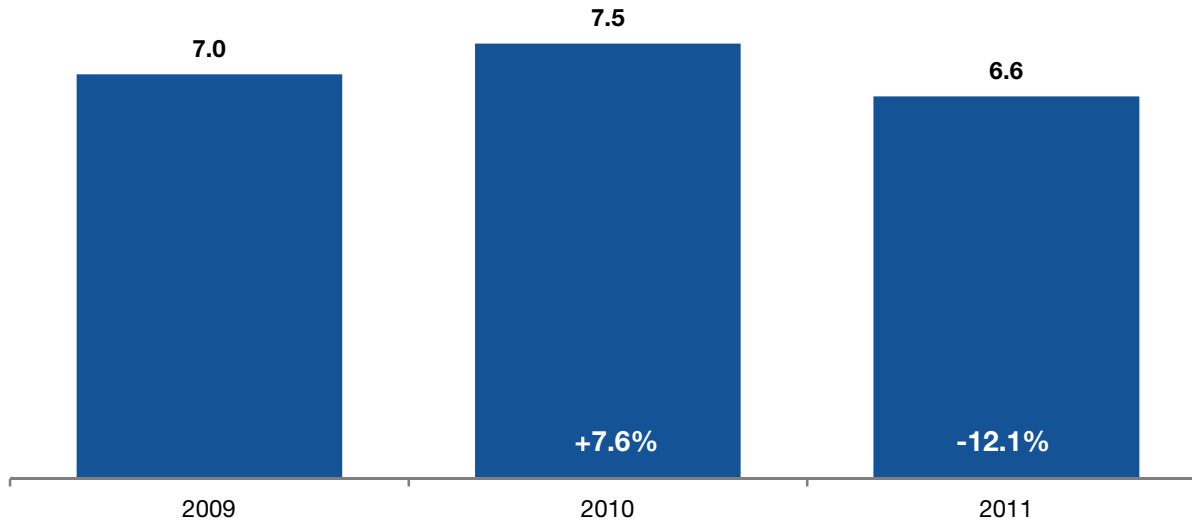


Months Supply of Inventory

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



July



Month	Prior Year	Current Year	+ / -
August	6.8	7.6	+11.9%
September	6.5	7.6	+17.4%
October	6.1	7.5	+22.8%
November	5.8	7.2	+23.6%
December	5.4	6.4	+17.8%
January	5.8	6.4	+11.6%
February	6.1	6.6	+8.5%
March	6.4	7.0	+9.4%
April	6.2	7.6	+21.8%
May	6.6	7.3	+10.0%
June	7.1	7.0	-1.4%
July	7.5	6.6	-12.1%
12-Month Avg	6.4	7.1	+11.1%

Historical Months Supply of Inventory

