

# The CCAR Pulse – July 2011

Where Our Members Live and Work



**- 40.6%**

**+ 40.0%**

**- 10.7%**

Change in  
New Listings

Change in  
Reported Closed Sales

Change in  
Median Sales Price

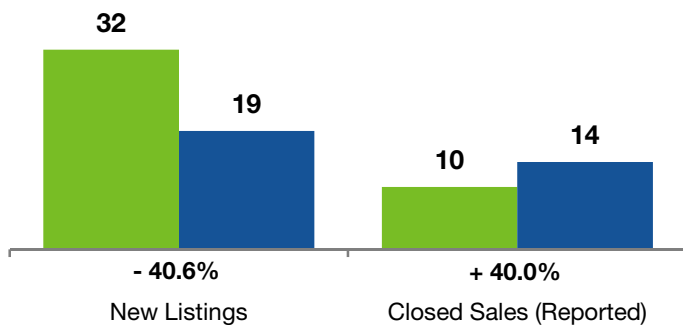
## Lavon / Nevada

|   | July      |                  |          | Year to Date |                  |         |
|---|-----------|------------------|----------|--------------|------------------|---------|
|   | 2010      | 2011             | + / -    | 2010         | 2011             | + / -   |
| New Listings                              | 32        | 19               | - 40.6%  | 163          | 143              | - 12.3% |
| Closed Sales (Reported)                   | 10        | 14               | + 40.0%  | 80           | 59               | - 26.3% |
| Closed Sales (Projected)*                 | 10        | 16               | + 57.3%  | 80           | 61               | - 24.1% |
| Listings Under Contract                   | 6         | 16               | + 166.7% | 82           | 77               | - 6.1%  |
| Average Sales Price**                     | \$190,746 | <b>\$166,417</b> | - 12.8%  | \$158,670    | <b>\$142,089</b> | - 10.5% |
| Median Sales Price**                      | \$177,995 | <b>\$158,995</b> | - 10.7%  | \$156,495    | <b>\$147,500</b> | - 5.7%  |
| Percent of Original List Price Received** | 92.8%     | <b>91.9%</b>     | - 0.9%   | 94.1%        | <b>92.1%</b>     | - 2.2%  |
| Days on Market Until Sale                 | 140       | 181              | + 29.7%  | 87           | 152              | + 74.2% |
| Inventory of Homes for Sale               | 87        | 78               | - 10.3%  | --           | --               | --      |
| Months Supply of Inventory                | 7.8       | 8.1              | + 3.6%   | --           | --               | --      |

\* Due to the typical delays in recording sales, reported unit activity will appear artificially low for the most recent month. Our projected unit activity assumes that only 89.0 percent of all sales are reported in time for this report. Year-to-date figures are now updated each month in the interest of accuracy. | \*\* 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.

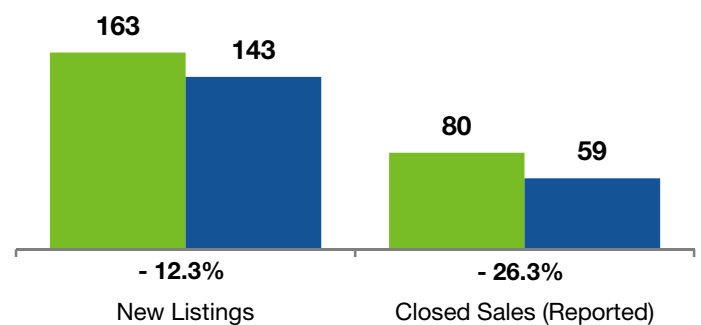
### July

■ 2010 ■ 2011

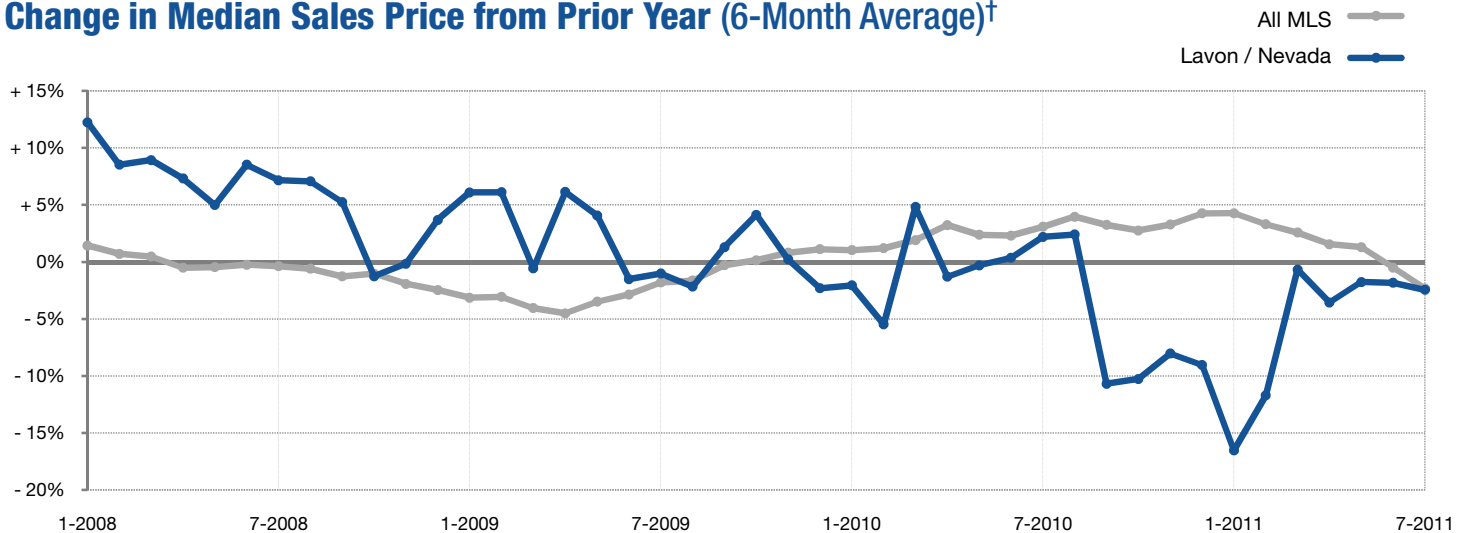


### Year to Date

■ 2010 ■ 2011



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



† 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 Service. | Provided by Collin County Association of REALTORS®. | Powered by 10K Research and Marketing.