

# Monthly Indicators

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



## January 2019



## Activity Snapshot

**- 17.3%**      **+ 1.6%**      **+ 31.0%**

One-Year Change in  
**Closed Sales**  
(Reported)

One-Year Change in  
**Median Sales Price**

One-Year Change in  
**Homes for Sale**

Residential real estate activity composed of single-family properties, townhomes and condominiums combined. Data is refreshed regularly to capture changes in market activity so figures shown may be different than previously reported. Percent changes are calculated using rounded figures.

Market Overview	2
New Listings	3
Listings Under Contract	4
Closed Sales	5
Days on Market Until Sale	6
Median Sales Price	7
Average Sales Price	8
Percent of Original List Price Received	9
Housing Affordability Index	10
Inventory of Homes for Sale	11
Months Supply of Homes for Sale	12

# Market Overview



Key metrics by report month and for year-to-date (YTD) starting from the first of the year.  
Data from past months is updated with each new report to account for late reported listings and sales.

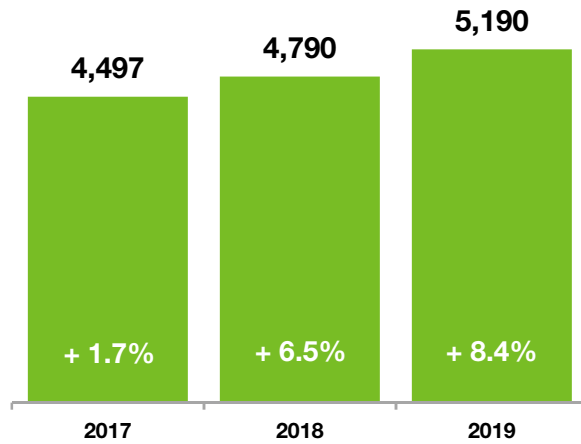
Key Metrics	Historical Sparkbars	1-2018	1-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
<b>New Listings</b>		4,790	<b>5,190</b>	+ 8.4%	4,790	<b>5,190</b>	+ 8.4%
<b>Listings Under Contract</b>		3,737	<b>3,389</b>	- 9.3%	3,737	<b>3,389</b>	- 9.3%
<b>Closed Sales (Reported)</b>		2,721	<b>2,250</b>	- 17.3%	2,721	<b>2,250</b>	- 17.3%
<b>Closed Sales (Projected)</b>		2,721	<b>2,528</b>	- 7.1%	2,721	<b>2,528</b>	- 7.1%
<b>Days on Market</b>		53	<b>63</b>	+ 18.9%	53	<b>63</b>	+ 18.9%
<b>Median Sales Price</b>		\$285,000	<b>\$289,450</b>	+ 1.6%	\$285,000	<b>\$289,450</b>	+ 1.6%
<b>Average Sales Price</b>		\$340,837	<b>\$345,075</b>	+ 1.2%	\$340,837	<b>\$345,075</b>	+ 1.2%
<b>Pct. of Orig. Price Received</b>		96.0%	<b>94.7%</b>	- 1.4%	96.0%	<b>94.7%</b>	- 1.4%
<b>Housing Affordability Index</b>		116	<b>113</b>	- 2.6%	116	<b>113</b>	- 2.6%
<b>Inventory of Homes for Sale</b>		8,547	<b>11,196</b>	+ 31.0%	--	--	--
<b>Months Supply of Homes for Sale</b>		2.0	<b>2.8</b>	+ 40.0%	--	--	--

# New Listings

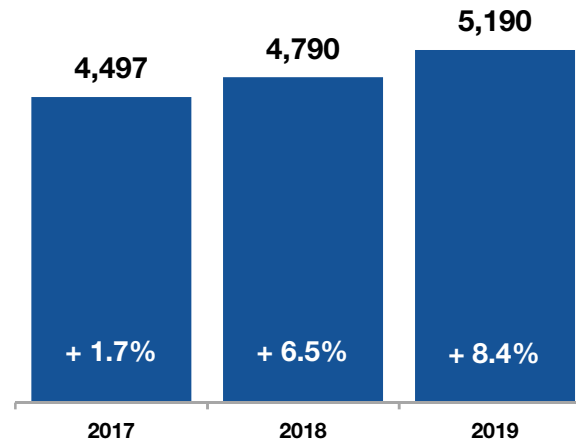
A count of the properties that have been newly listed on the market in a given month.



## January

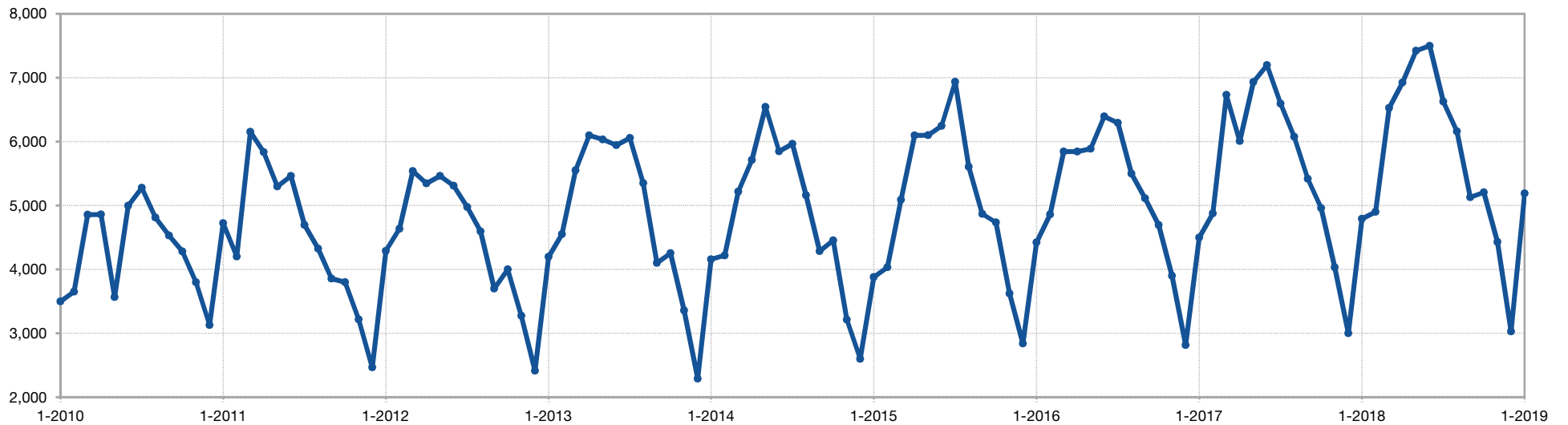


## Year to Date



	New Listings	Prior Year	Percent Change
February 2018	4,899	4,877	+0.5%
March 2018	6,526	6,730	-3.0%
April 2018	6,923	6,006	+15.3%
May 2018	7,421	6,930	+7.1%
June 2018	7,499	7,196	+4.2%
July 2018	6,625	6,596	+0.4%
August 2018	6,159	6,075	+1.4%
September 2018	5,130	5,418	-5.3%
October 2018	5,206	4,958	+5.0%
November 2018	4,431	4,032	+9.9%
December 2018	3,030	3,002	+0.9%
<b>January 2019</b>	<b>5,190</b>	<b>4,790</b>	<b>+8.4%</b>
12-Month Avg	5,753	5,551	+3.6%

## Historical New Listings by Month

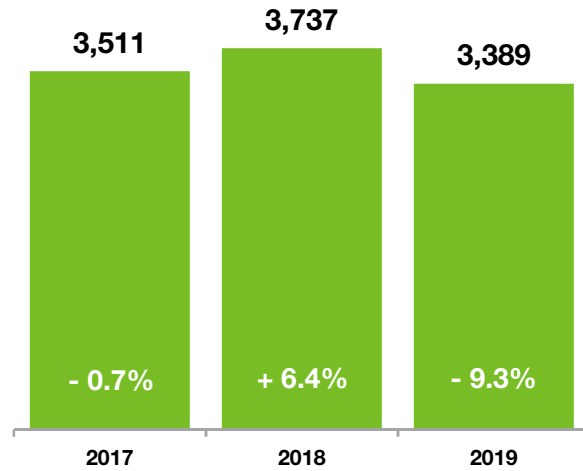


# Listings Under Contract

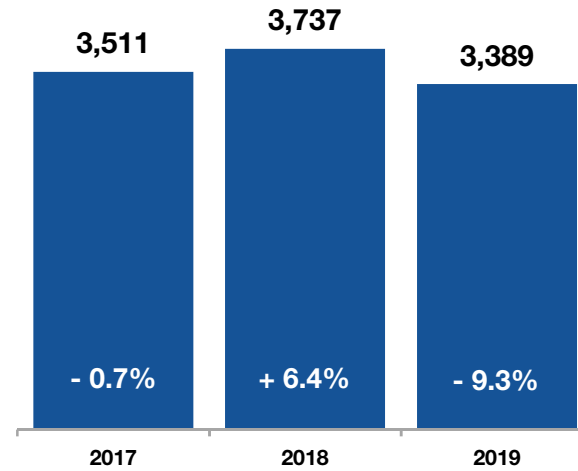
A count of the properties on which offers have been accepted in a given month.



## January

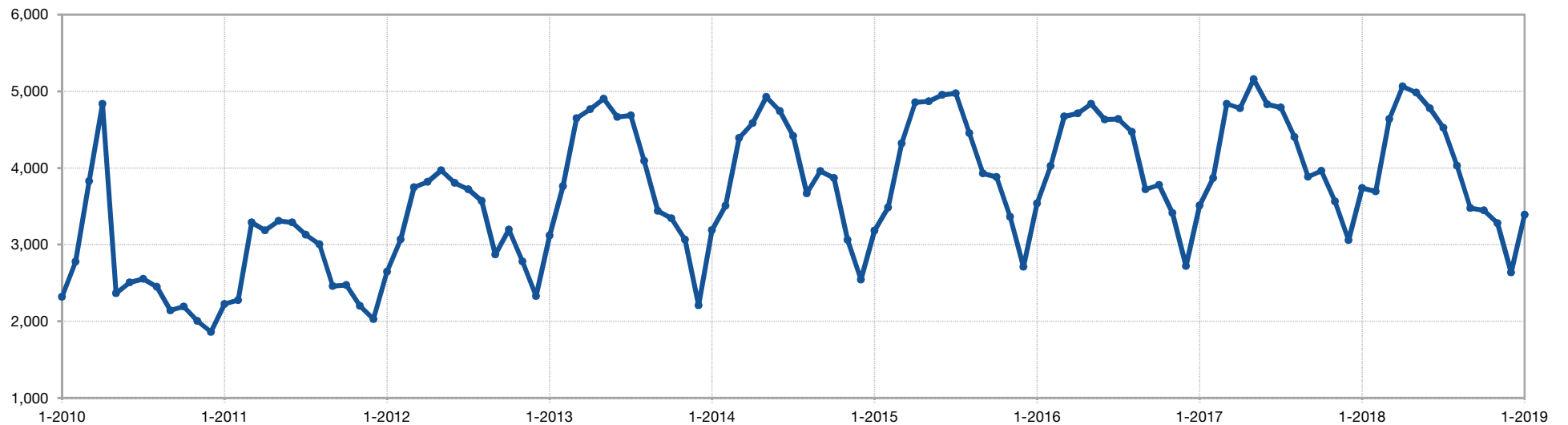


## Year to Date



	Listings Under Contract	Prior Year	Percent Change
February 2018	3,695	3,868	-4.5%
March 2018	4,639	4,834	-4.0%
April 2018	5,064	4,778	+6.0%
May 2018	4,982	5,157	-3.4%
June 2018	4,779	4,829	-1.0%
July 2018	4,525	4,787	-5.5%
August 2018	4,030	4,402	-8.5%
September 2018	3,478	3,885	-10.5%
October 2018	3,445	3,963	-13.1%
November 2018	3,280	3,564	-8.0%
December 2018	2,638	3,057	-13.7%
<b>January 2019</b>	<b>3,389</b>	<b>3,737</b>	<b>-9.3%</b>
12-Month Avg	3,995	4,238	-5.7%

## Historical Listings Under Contract by Month

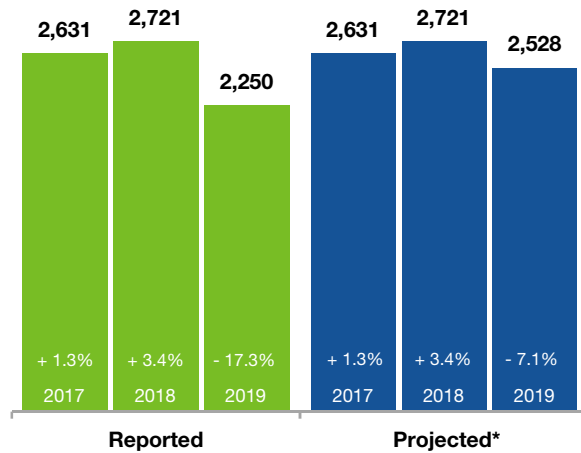


# Closed Sales

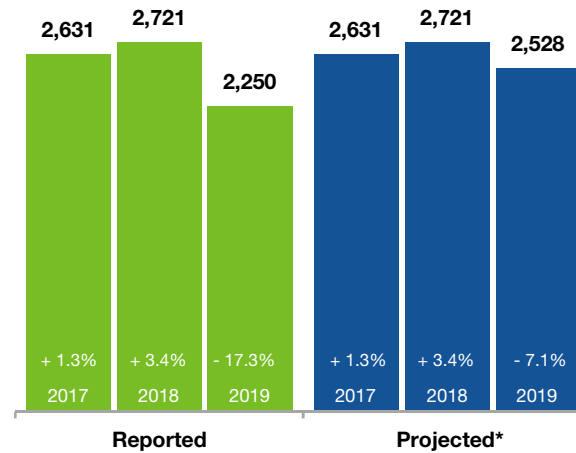
A count of the actual sales that closed in a given month.



## January



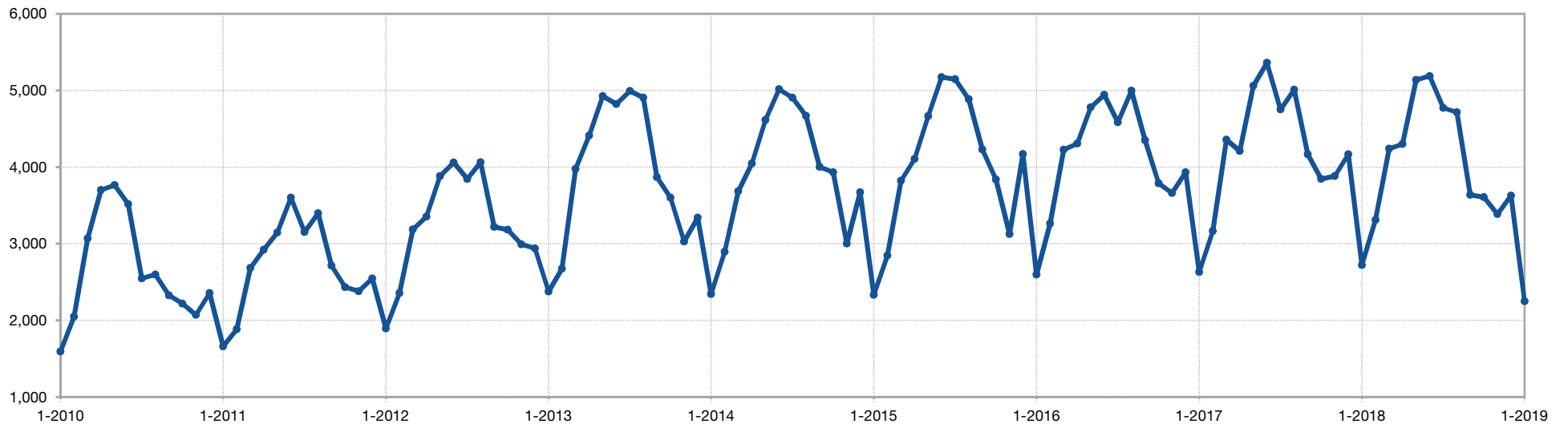
## Year to Date



Closed Sales		Prior Year	Percent Change
February 2018	3,310	3,166	+4.5%
March 2018	4,238	4,357	-2.7%
April 2018	4,299	4,208	+2.2%
May 2018	5,137	5,059	+1.5%
June 2018	5,187	5,360	-3.2%
July 2018	4,773	4,751	+0.5%
August 2018	4,716	5,008	-5.8%
September 2018	3,636	4,166	-12.7%
October 2018	3,607	3,846	-6.2%
November 2018	3,386	3,880	-12.7%
December 2018	3,626	4,166	-13.0%
<b>January 2019</b>	<b>2,250</b>	<b>2,721</b>	<b>-17.3%</b>
12-Month Avg	4,014	4,224	-5.0%

\* Due to the delay experienced in reporting closed sales into MLS, reported unit activity will appear artificially low for the most recent month. Based on historical analysis, our higher projected unit activity assumes that only 89% of all sales are reported in time for this report.

## Historical Closed Sales by Month

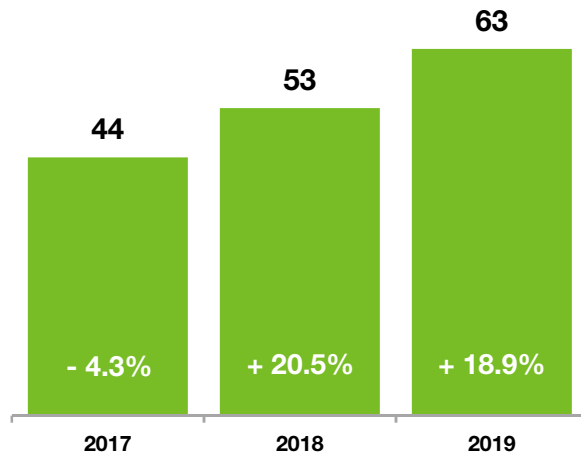


# Days on Market Until Sale

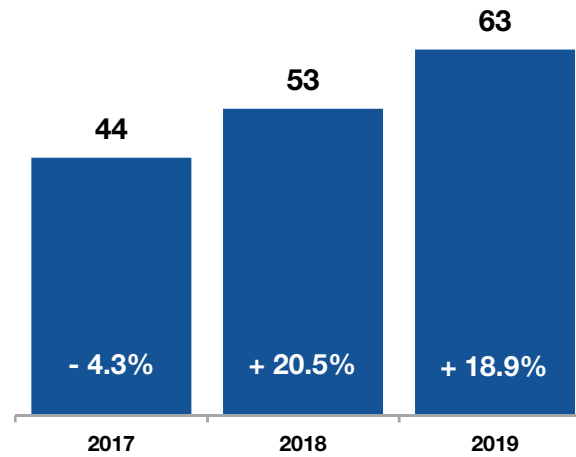
Average number of days between when a property is listed and when an offer is accepted in a given month.



## January



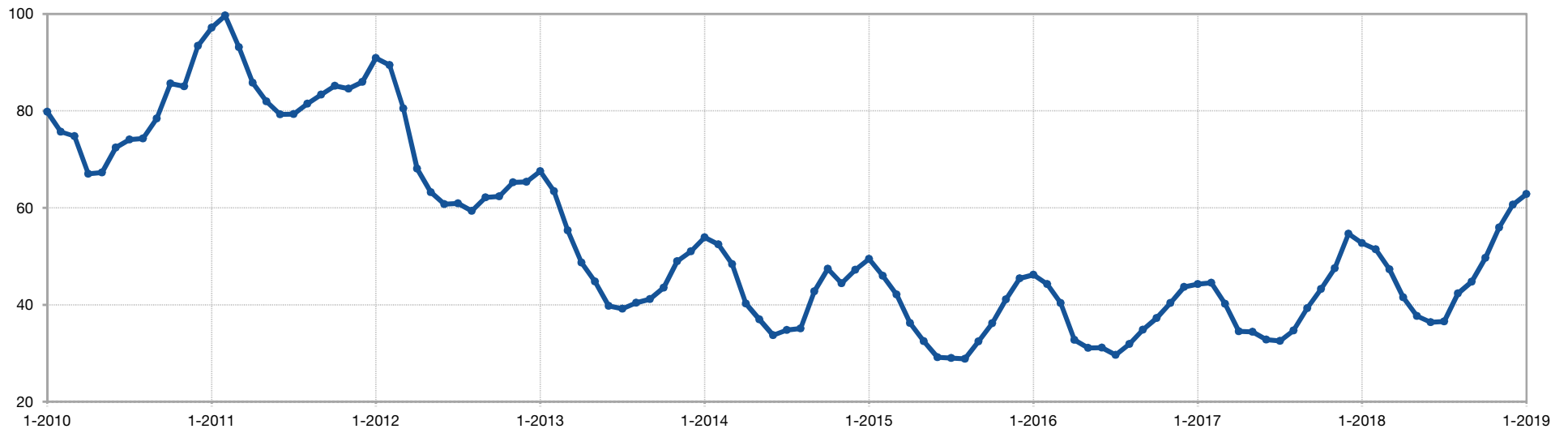
## Year to Date



Days on Market	Prior Year	Percent Change
February 2018	45	+13.3%
March 2018	40	+17.5%
April 2018	35	+20.0%
May 2018	34	+11.8%
June 2018	33	+9.1%
July 2018	33	+12.1%
August 2018	35	+20.0%
September 2018	39	+15.4%
October 2018	43	+16.3%
November 2018	48	+16.7%
December 2018	55	+10.9%
<b>January 2019</b>	<b>63</b>	<b>+18.9%</b>
12-Month Avg*	46	+15.0%

\* Average Days on Market of all properties from February 2018 through January 2019. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month

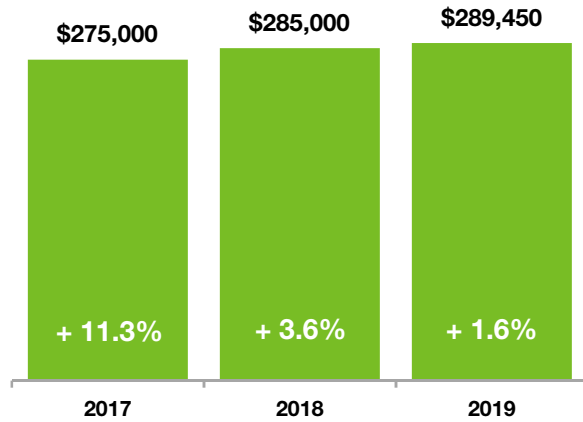


# Median Sales Price

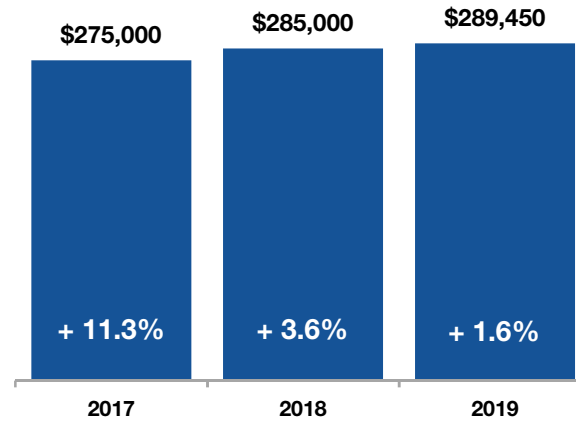
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## January



## Year to Date



Month	Median Sales Price	Prior Year	Percent Change
February 2018	\$300,441	\$290,000	+3.6%
March 2018	\$317,500	\$303,000	+4.8%
April 2018	\$309,000	\$300,000	+3.0%
May 2018	\$320,000	\$319,940	+0.0%
June 2018	\$325,000	\$317,500	+2.4%
July 2018	\$320,000	\$305,000	+4.9%
August 2018	\$310,000	\$300,000	+3.3%
September 2018	\$302,750	\$290,000	+4.4%
October 2018	\$300,000	\$297,000	+1.0%
November 2018	\$305,000	\$300,000	+1.7%
December 2018	\$309,500	\$302,375	+2.4%
<b>January 2019</b>	<b>\$289,450</b>	<b>\$285,000</b>	<b>+1.6%</b>
12-Month Med*	\$310,500	\$300,500	+3.3%

\* Median Sales Price of all properties from February 2018 through January 2019. This is not the average of the individual figures above.

## Historical Median Sales Price by Month

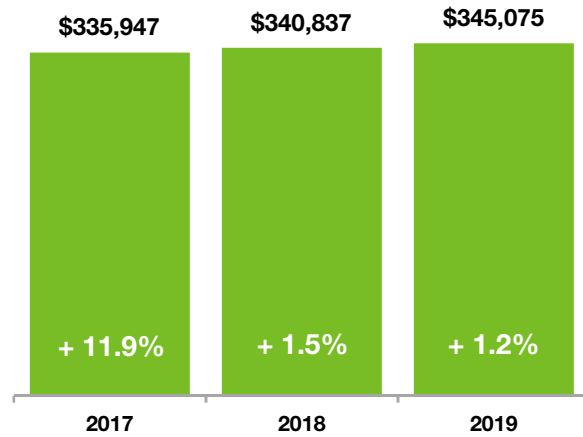


# Average Sales Price

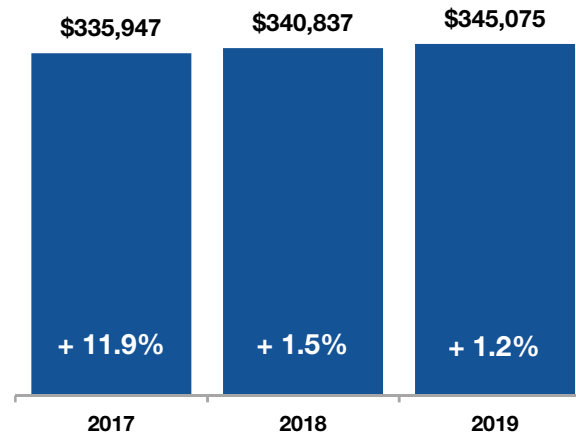
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## January



## Year to Date



	Avg. Sales Price	Prior Year	Percent Change
February 2018	\$366,492	\$353,591	+3.6%
March 2018	\$386,408	\$375,881	+2.8%
April 2018	\$372,834	\$360,639	+3.4%
May 2018	\$390,118	\$385,072	+1.3%
June 2018	\$402,638	\$386,755	+4.1%
July 2018	\$387,536	\$366,993	+5.6%
August 2018	\$382,866	\$361,718	+5.8%
September 2018	\$366,912	\$343,899	+6.7%
October 2018	\$362,381	\$357,153	+1.5%
November 2018	\$388,741	\$368,196	+5.6%
December 2018	\$378,468	\$378,426	+0.0%
<b>January 2019</b>	<b>\$345,075</b>	<b>\$340,837</b>	<b>+1.2%</b>
12-Month Avg*	\$380,101	\$366,749	+3.6%

\* Avg. Sales Price of all properties from February 2018 through January 2019. This is not the average of the individual figures above.

## Historical Average Sales Price by Month



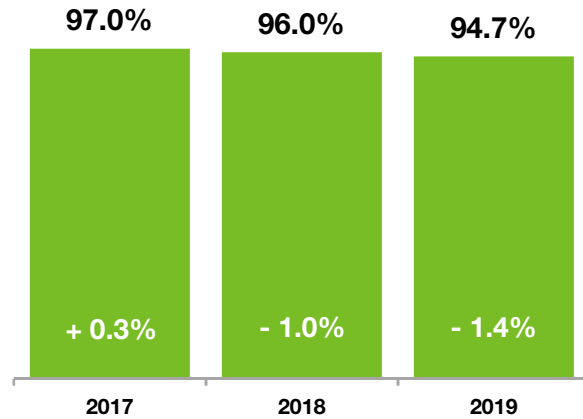


# Percent of Original List Price Received

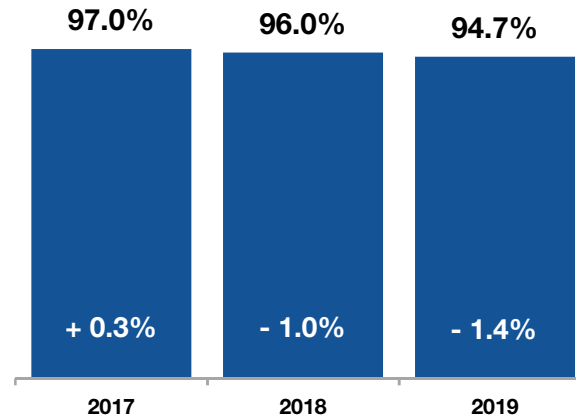
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## January



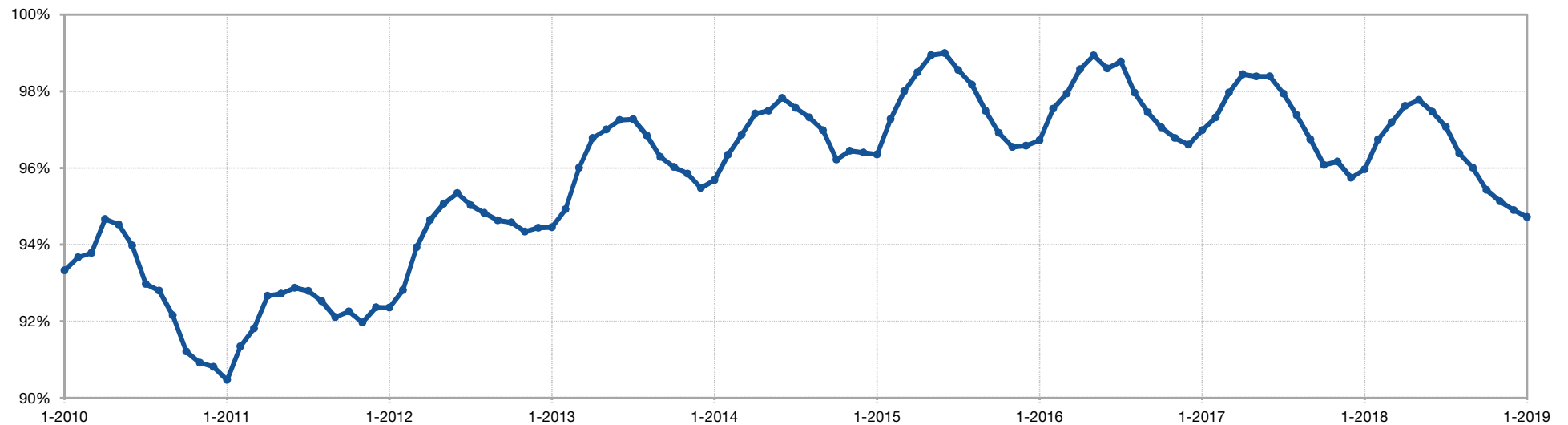
## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
February 2018	96.7%	97.3%	-0.6%
March 2018	97.2%	98.0%	-0.8%
April 2018	97.6%	98.4%	-0.8%
May 2018	97.8%	98.4%	-0.6%
June 2018	97.5%	98.4%	-0.9%
July 2018	97.1%	97.9%	-0.8%
August 2018	96.4%	97.4%	-1.0%
September 2018	96.0%	96.7%	-0.7%
October 2018	95.4%	96.1%	-0.7%
November 2018	95.1%	96.2%	-1.1%
December 2018	94.9%	95.7%	-0.8%
<b>January 2019</b>	<b>94.7%</b>	<b>96.0%</b>	<b>-1.4%</b>
12-Month Avg*	96.5%	97.3%	-0.8%

\* Average Pct. of Orig. Price Received for all properties from February 2018 through January 2019. This is not the average of the individual figures above.

## Historical Percent of Original List Price Received by Month

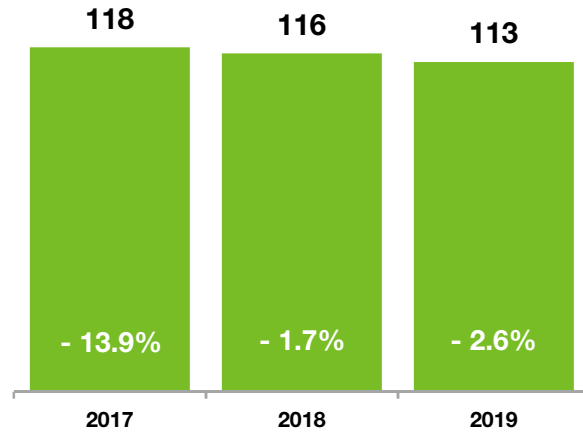


# Housing Affordability Index

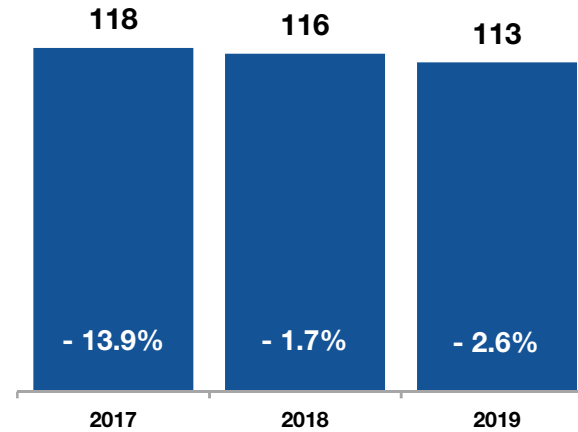
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## January

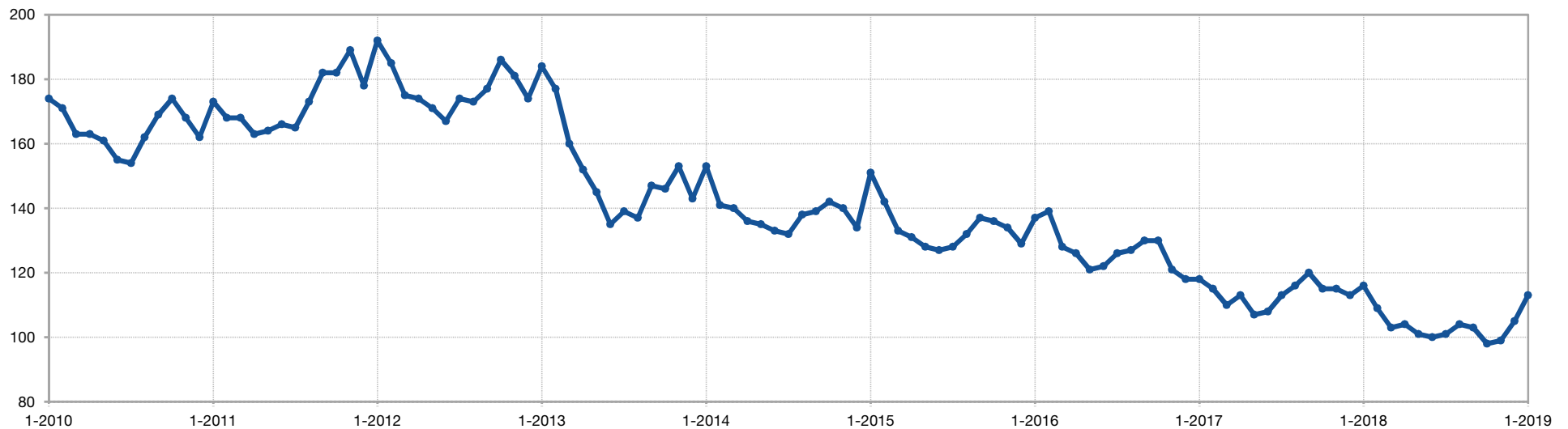


## Year to Date



	Affordability Index	Prior Year	Percent Change
February 2018	109	115	-5.2%
March 2018	103	110	-6.4%
April 2018	104	113	-8.0%
May 2018	101	107	-5.6%
June 2018	100	108	-7.4%
July 2018	101	113	-10.6%
August 2018	104	116	-10.3%
September 2018	103	120	-14.2%
October 2018	98	115	-14.8%
November 2018	99	115	-13.9%
December 2018	105	113	-7.1%
<b>January 2019</b>	<b>113</b>	<b>116</b>	<b>-2.6%</b>
12-Month Avg	103	103	0.0%

## Historical Housing Affordability Index by Month

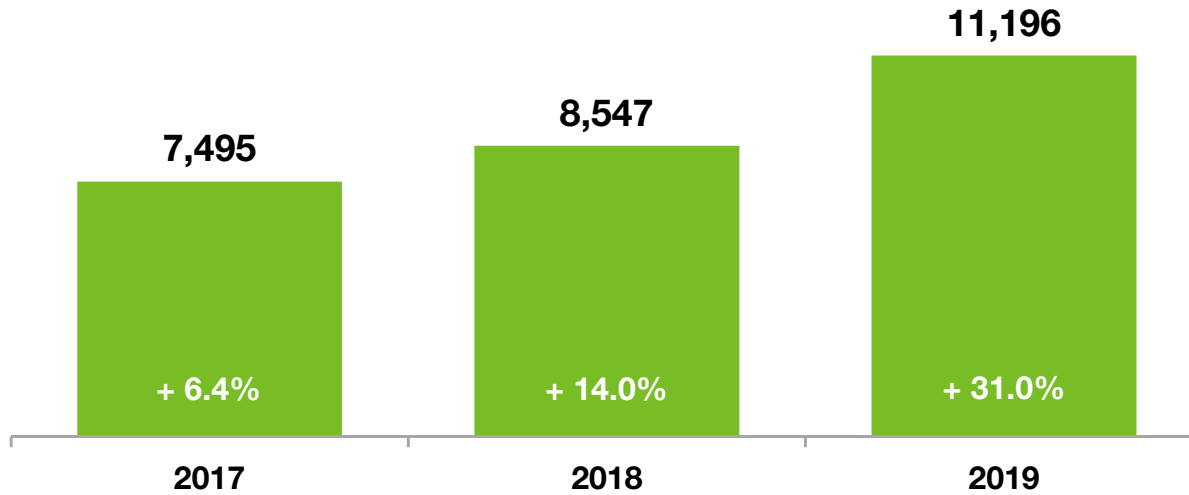


# Inventory of Homes for Sale

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

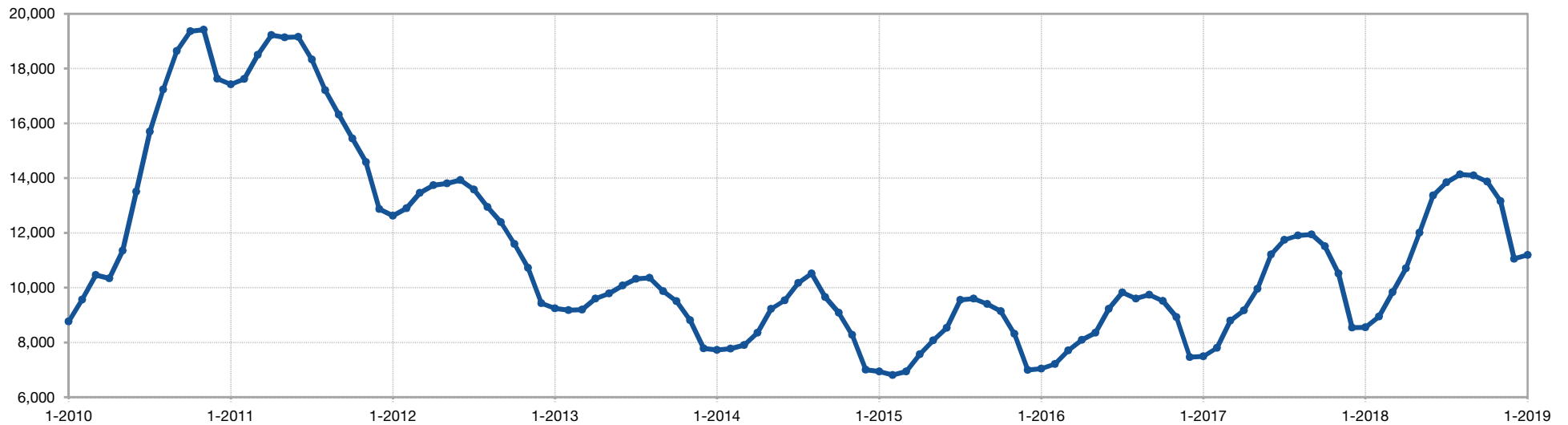


## January



Homes for Sale		Prior Year	Percent Change
February 2018	8,943	7,805	+14.6%
March 2018	9,834	8,792	+11.9%
April 2018	10,705	9,173	+16.7%
May 2018	12,003	9,960	+20.5%
June 2018	13,369	11,207	+19.3%
July 2018	13,847	11,747	+17.9%
August 2018	14,130	11,900	+18.7%
September 2018	14,096	11,940	+18.1%
October 2018	13,872	11,514	+20.5%
November 2018	13,159	10,515	+25.1%
December 2018	11,054	8,538	+29.5%
<b>January 2019</b>	<b>11,196</b>	<b>8,547</b>	<b>+31.0%</b>
12-Month Avg*	12,184	10,137	+20.2%

## Historical Inventory of Homes for Sale by Month

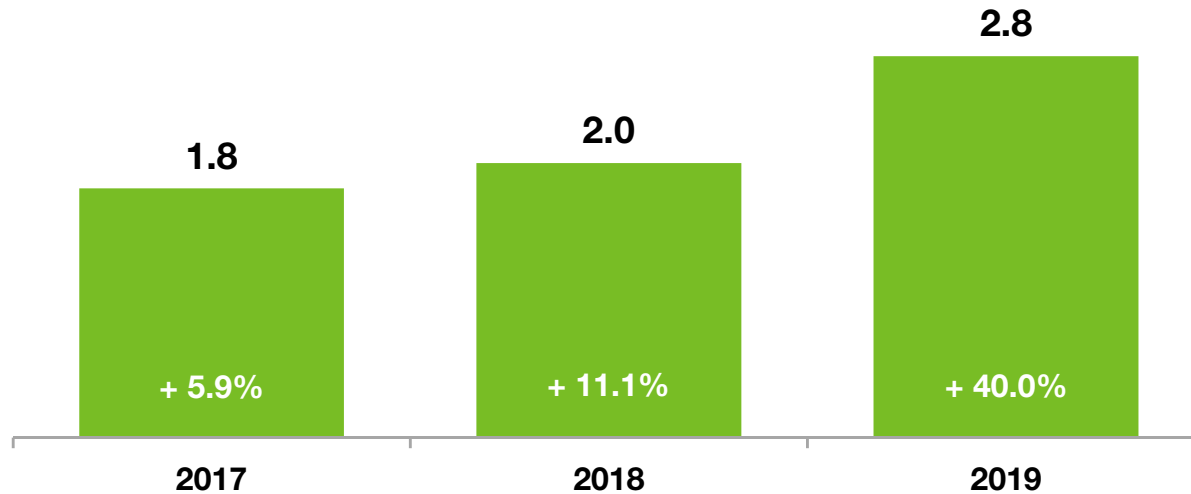


# Months Supply of Homes for Sale

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



## January



Months Supply		Prior Year	Percent Change
February 2018	2.1	1.9	+10.5%
March 2018	2.3	2.1	+9.5%
April 2018	2.5	2.2	+13.6%
May 2018	2.8	2.4	+16.7%
June 2018	3.2	2.7	+18.5%
July 2018	3.3	2.8	+17.9%
August 2018	3.4	2.9	+17.2%
September 2018	3.4	2.9	+17.2%
October 2018	3.4	2.8	+21.4%
November 2018	3.2	2.5	+28.0%
December 2018	2.7	2.0	+35.0%
<b>January 2019</b>	<b>2.8</b>	<b>2.0</b>	<b>+40.0%</b>
12-Month Avg*	2.9	2.4	+20.8%

\* Months Supply for all properties from February 2018 through January 2019. This is not the average of the individual figures above.

## Historical Months Supply of Homes for Sale by Month

