

### **2018 Home Sale Report!** Average Sales Price UP 4% Across North Texas Compared to 2017!

The north Texas Real Estate Market remains strong! In spite of rumors that the local market will soon be "hitting the bubble," we have seen once again significant year-over-year home appreciation, a consistent strong number of home sales, and just a slight increase in average Days on Market. In fact, in 2018 *every* local market center saw an increase in the average sales price compared to 2017, except for only Frisco, which remained the stable. A couple of notable market centers, Princeton and The Colony, saw double digit home appreciation. Last year the average Sales Price had gone up 7% from the previous year, whereas this year it has gone up just 4%. Nevertheless, that is significant appreciation and yet another terrific year in north Texas real estate!

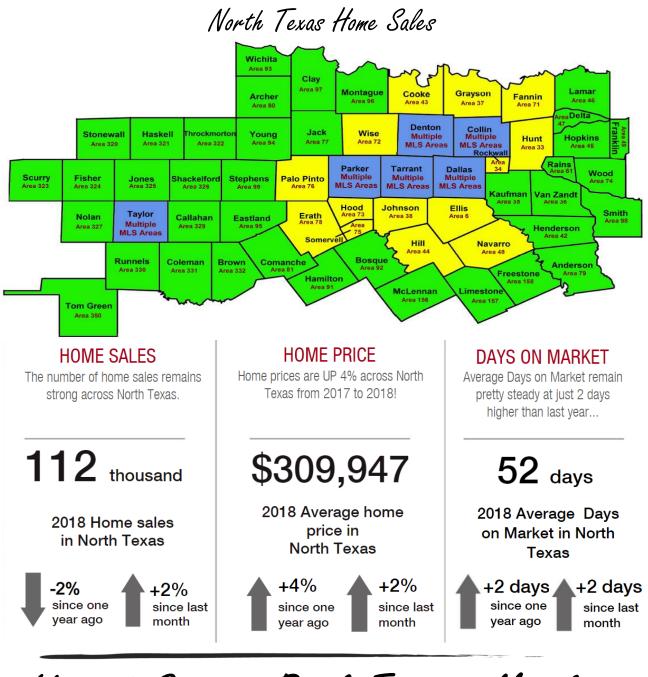
Below, I have also included a chart for "Past 24-Month Average Home Price Across North Texas." It helps to reveal the seasonal shifts and patterns we see each year while still trending towards substantial home appreciation in the bigger picture. This may help to strategize for when to invest, buy and sell (*Please call me any time for a free consultation!*). Furthermore, the chart helps to explain why each year between October and December the buzz starts about a "market shift." While that may be true and no one truly knows, the upward pattern of home appreciation has continued throughout 2018.

If you or someone you know is looking to making a move in 2019, please keep me in mind. I would love the opportunity to earn your business, trust & referrals!

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| North Texas Real Estate Market ~ 2018 Home Sales!<br>Presented by Trent Youmers |              |             |        |             |           |             | Past 24-Month Average Home Price Acros<br>North Texas |           |
|---|--------------|-------------|--------|-------------|-----------|-------------|---|-----------|
| Area  | Arg. Soud \$ |             | # SOUD | _           | DOM       |             | l   |           |
| NORTH TEXAS   | \$ 309,947   | (+4%)       | MAA    | (-2%)       | 52        | (+2 DAYS)   | DEC-18  | \$314,382 |
| ALLEN   | \$ 380,187   | (+4%)       | 1,407  | (-12%)      | 45        | (+2 DAYS)   | Nov-18  | \$307,156 |
| Anna  | \$253,417    | (+2%)       | 612    | (+6 %)      | 57        | (-11 DAYS)  |   | 02011200  |
| ARLINGTON   | \$ 228,512   | (+7%)       | 4,256  | (-4%)       | 30        | (+1 DAY)    | OCT-18  | \$298,584 |
| BEDFORD   | \$254,038    | (+5%)       | 645    | (-2%)       | 21        | (-1 DAY)    | cm 16   | 202 881   |
| CARROLLTON  | \$ 308,474   | (+5%)       | 1,573  | (-6%)       | 31        | (+8 DAYS)   | SEP-18  | \$302,896 |
| Celina  | \$ 401,026   | (-3%)       | 715    | (+18%)      | B         | (-2 DAYS)   | Aug-18  | \$311,955 |
| Confernation  | \$ 660,774   | (+9%)       | 473    | (4%)        | 64        | (-B DAYS)   |   |           |
| Coppell   | \$ 454,733   | (+3%)       | 559    | (4%)        | 47        | (-2 DAYS)   | Jur-18 💆  | \$315,188 |
| )allas  | \$ 418,300   | (+5%)       | 11,563 | (-4%)       | 50        | (+4 DAYS)   | Jun-18  | \$329,594 |
| DENTON  | \$270,570    | (+7%)       | 1,747  | (+2%)       | 40        | (+8 DAYS)   |   |           |
| Einess  | \$ 267,331   | (+4%)       | 575    | (-1%)       | 24        | (-21 DAYS)  | May-18  | \$321,528 |
| FAIRVIEW  | \$ 529,309   | (+6 %)      | 174    | (-21%)      | 65        | (+7 DAYS)   | 000.16  | 201 7/2   |
| FLOWER MOUND  | \$ 444,924   | (+5%)       | 1,320  | (-1%)       | 46        | (+4 DAYS)   | Apr-18  | \$306,762 |
| FORT WORTH  | \$ 257,169   | (+6 %)      | 12,949 | (NO CHANCE) | 44        | (+5 DAYS)   | MAR-18  | \$313,220 |
| FRISCO  | \$ 456,985   | (NO CHANGE) | 3,274  | (-8%)       | 72        | (+5 DAYS)   | -   |           |
| CARLAND   | \$213,487    | (+4%)       | 2,390  | (-4%)       | 28        | (+3 DAYS)   | FEB-18  | \$296,906 |
| GRAND PRAIRIE   | \$ 240,834   | (+5%)       | 1,480  | (-9%)       | 30        | (+4 DAYS)   | JAN-18  | \$278,820 |
| GRAPEVINE   | \$ 382,406   | (+4%)       | 531    | (-13%)      | 36        | (+1 DAY)    |   |           |
| URST  | \$ 236,770   | (+5%)       | 488    | (+3%)       | 24        | (+3 DAYS)   | DEC-17  | \$305,505 |
| IRYING  | \$36,778     | (+6 %)      | 1,570  | (-11%)      | 42        | (NO CHANGE) | Nor-17  | \$296,727 |
| KELLER  | \$ 454,639   | (+2%)       | 804    | (-8%)       | 48        | (-5 DAYS)   | NOF-11  | \$290,121 |
| Larignie  | \$ 309,074   | (+3%)       | 1,258  | (-8%)       | 35        | (-1 DAY)    | OCT-17  | \$286,505 |
| LITTLE ELA  | \$ 298,926   | (+2.%)      | 1,348  | (-5%)       | 58        | (+5 DAYS)   | -   |           |
| licas   | \$ 676,156   | (+2%)       | 104    | (-29%)      | 101       | (+20 DAYS)  | SEP-17  | \$287,370 |
| MCKINNEY  | \$ 352,388   | (+2.%)      | 3,896  | (NO CHANCE) | 13        | (+5 DAYS)   | Aug-17  | \$296,551 |
| Melissa   | \$293,711    | (+2.%)      | 374    | (+12%)      | 74        | (-13 DAYS)  |   | DE NOISSE |
| Mesquite  | \$163,022    | (+7%)       | 1,609  | (+4%)       | 24        | (+2 DAYS)   | Jur-17 🎽  | \$302,120 |
| MURPHY  | \$ 399,925   | (+1%)       | 240    | (-21%)      | 44        | (He DAYS)   | h 77  | 1210 711  |
| PARKER  | \$ 735,507   | (+9%)       | 84     | (+20 %)     | 102       | (+18 DAYS)  | Jun-17  | \$310,716 |
| PLAND   | \$ 399,149   | (+6%)       | 3,291  | (-7%)       | 41        | (+5 DAYS)   | May-17  | \$310,407 |
| PRINCETON   | \$ 234,123   | (+10 %)     | 554    | (+27%)      | 40        | (+8 DAYS)   |   |           |
| Prosper   | \$ 496,732   | (+3%)       | 91     | (+8%)       | <u>99</u> | (NO CHANCE) | Apr-17  | \$294,741 |
| RICHARDSON  | \$ 330,620   | (+6 %)      | 1,192  | (-3%)       | 35        | (+8 DAYS)   | MAR-IT  | \$294,955 |
| ROWLETT   | \$ 269,662   | (+4%)       | 1,005  | (-7%)       | 40        | (-4 DAYS)   |   |           |
| Southake  | \$849,563    | (+5%)       | 557    | (-3%)       | 67        | (-4 DAYS)   | FED-II  | \$284,285 |
| THE COLONY  | \$ 325,234   | (+12.%)     | 747    | (+3%)       | 49        | (+5 DAYS)   | 101 77  | 1270 891  |
| Vylie   | \$297,609    | (+5%)       | 1,143  | (+1%)       | 44        | (+6 DAYS)   | JAN-17  | \$270,891 |

Here is the home sale information in North Texas and your city...



United States Real Estate Market

## THIS MONTH IN REAL ESTATE January 2019

HOME SALES Home sales decreased yearover-year. HOME PRICE Home prices have continued to increase year-over-year. MORTGAGE RATES

Mortage rates remain well below the historic average.

5.32 MILLION Seasonally adjusted annual rate of U.S. home sales -7.0% +1.9% \$257,700 Average U.S. home price. +4.2%

since one year ago +1.9% since last month +4.2% +1.0% since one since last year ago month

# 30 year fixed: **4.87%** 15 year fixed: **4.28%** 5/1-year arm: **4.11%** Historical Average: **8.90%**

Source: Freddie Mac

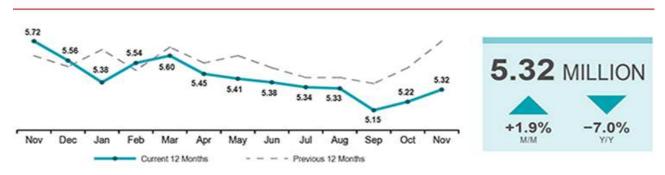
THERE'S OPPORTUNITY IN EVERY MARKET!

Call today to find out what's happening in our local area and how I can help!

According to Freddie Mac, 30-year fixed rates increased to 4.87 percent in November from 4.81 percent in October. This rate remains well-below the historical average of 8.90 percent.

| Mortgage Type      | Rate  |  |
|--------------------|-------|--|
| 30-Year Fixed      | 4.87% |  |
| 15-Year Fixed      | 4.28% |  |
| 5/1-Year ARM       | 4.11% |  |
| Historical Average | 8.90% |  |

#### **Home Sales**



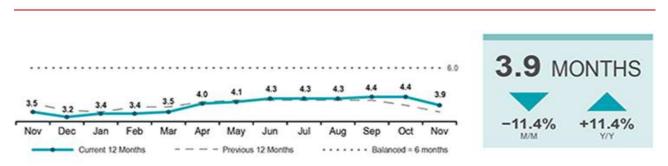
The National Association of REALTORS® reported home sales at a seasonally adjusted annual rate of 5.32 million in November, up from 5.22 million in October, and 7.0 percent below the 5.7 million sales pace from a year ago.

### **Home Prices**



The median home price increased to \$257,700 in November, up 4.2 percent from November 2017. This equates to a rise of \$10,500 in the past year for the median home.

Inventory



There was a 3.9-month supply of housing inventory in November, down since October. The total number of available homes for sale has increased by 11.4 percent compared to November of last year.

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