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## 2018 Home Sale Report!

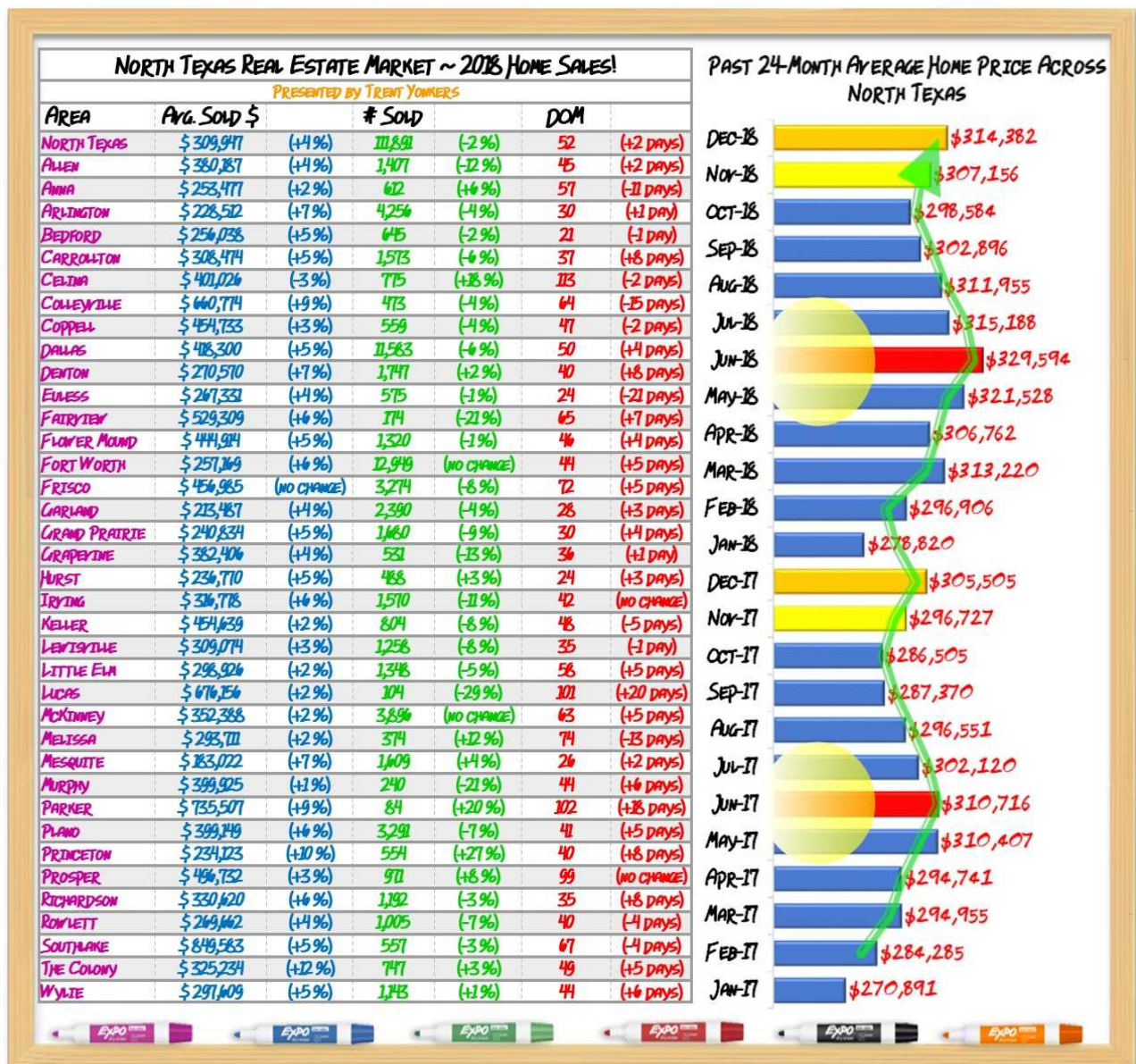
### Average Sales Price UP 4% Across North Texas Compared to 2017!

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!

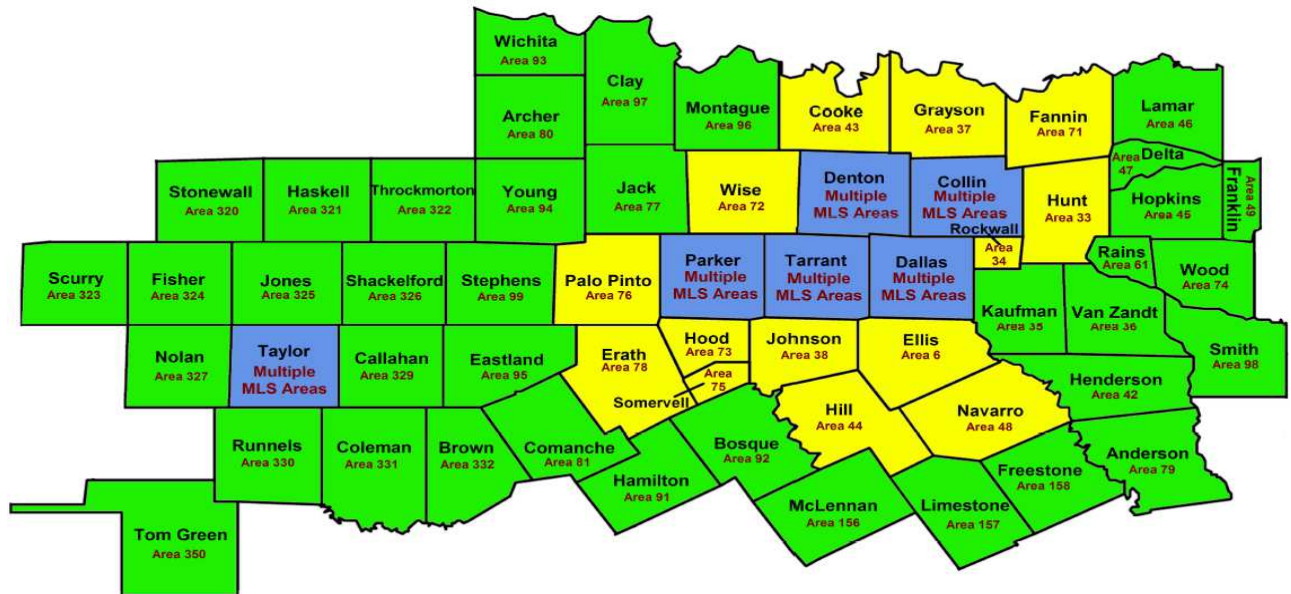
Below, I have also included a chart for “Past 24-Month Average Home Price Across North Texas.” It helps to reveal the seasonal shifts and patterns we see each year while still trending towards substantial home appreciation in the bigger picture. This may help to strategize for when to invest, buy and 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!

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



## North Texas Home Sales



### HOME SALES

The number of home sales remains strong across North Texas.

**112** thousand

2018 Home sales in North Texas

↓ -2% since one year ago  
↑ +2% since last month

### HOME PRICE

Home prices are UP 4% across North Texas from 2017 to 2018!

**\$309,947**

2018 Average home price in North Texas

↑ +4% since one year ago  
↑ +2% since last month

### DAYS ON MARKET

Average Days on Market remain pretty steady at just 2 days higher than last year...

**52** days

2018 Average Days on Market in North Texas

↑ +2 days since one year ago  
↑ +2 days since last month

## United States Real Estate Market

### THIS MONTH IN REAL ESTATE

#### HOME SALES

Home sales decreased year-over-year.

**5.32** MILLION

Seasonally adjusted annual rate of U.S. home sales



-7.0% since one year ago



+1.9% since last month

#### HOME PRICE

Home prices have continued to increase year-over-year.

**\$257,700**

Average U.S. home price.



+4.2% since one year ago



+1.0% since last month

#### MORTGAGE RATES

Mortgage rates remain well below the historic average.

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!



Interest Rates

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



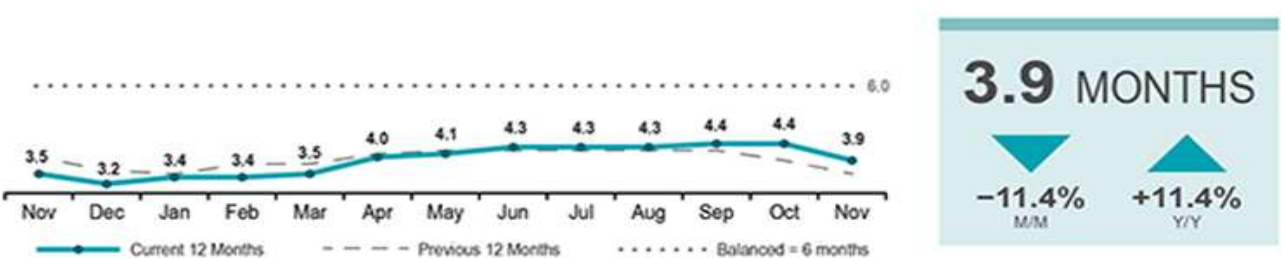
The National Association of REALTORS® reported home sales at a seasonally adjusted annual rate of 5.32 million in November, up from 5.22 million in October, and 7.0 percent below the 5.7 million sales pace from a year ago.

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.

Brought to you by KW Research. For additional graphs and details, please see the This Month in Real Estate PowerPoint Report. The opinions expressed in This Month in Real Estate are intended to supplement opinions on real estate expressed by local and national media, local real estate agents and other expert sources. You should not treat any opinion expressed on This Month in Real Estate as a specific inducement to make a particular investment or follow a particular strategy, but only as an expression of opinion. Keller Williams Realty, Inc., does not guarantee and is not responsible for the accuracy or completeness of information, and provides said information without warranties of any kind. All information presented herein is intended and should be used for educational purposes only. Nothing herein should be construed as investment advice. You should always conduct your own research and due diligence and obtain professional advice before making any investment decision. All investments involve some degree of risk. Keller Williams Realty, Inc., will not be liable for any loss or damage caused by your reliance on information contained in This Month in Real Estate.

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Use the Best!

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**10 YEARS**  
**BEST D**  
**2018**