

market



Snapshot

*Prepared by...*



**Jimmy & Elizabeth Deverell**

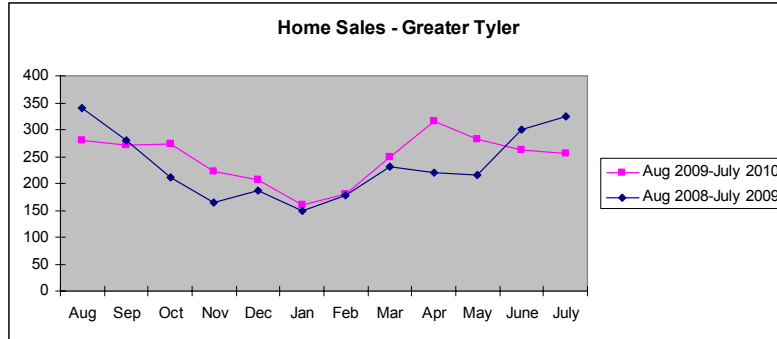
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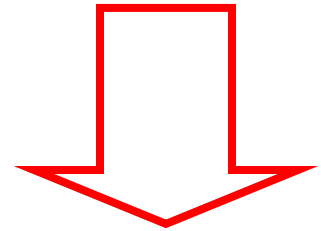
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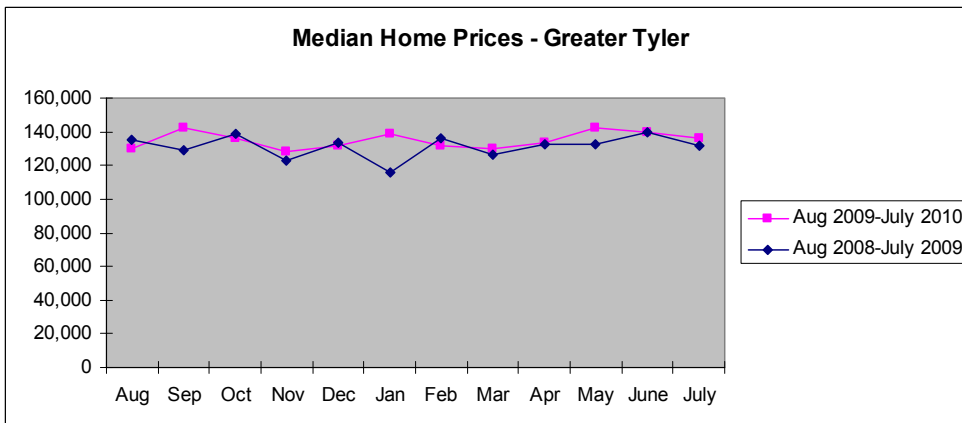
# The Numbers That Drive Real Estate...



Current Trend



Compared to the same 12 month period a year ago, cumulative home sales through July 2010 were about 5.8% higher. Through May 2010, each month sales were trending higher than same month prior year sales suggesting an improving market. However, the most recent months sales (since June 2010) have been less than same month previous year numbers indicating that previous sales may have been elevated as a result of the homebuyers tax credit.



Current Trend

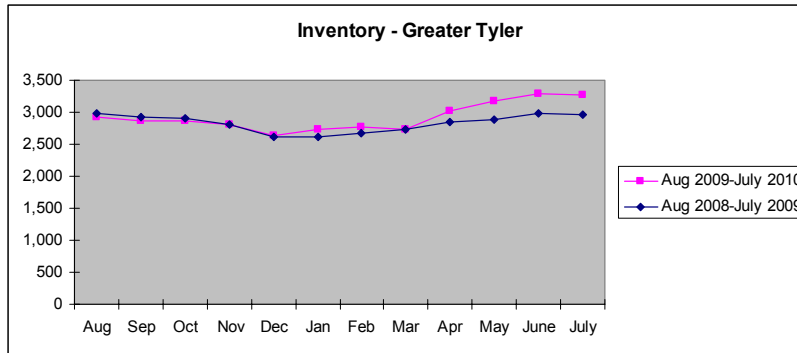


Compared to the same 12 month period a year ago, median home prices remain virtually unchanged. Median home prices, while having some seasonal variability, have remained relatively steady.

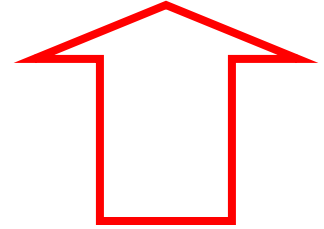


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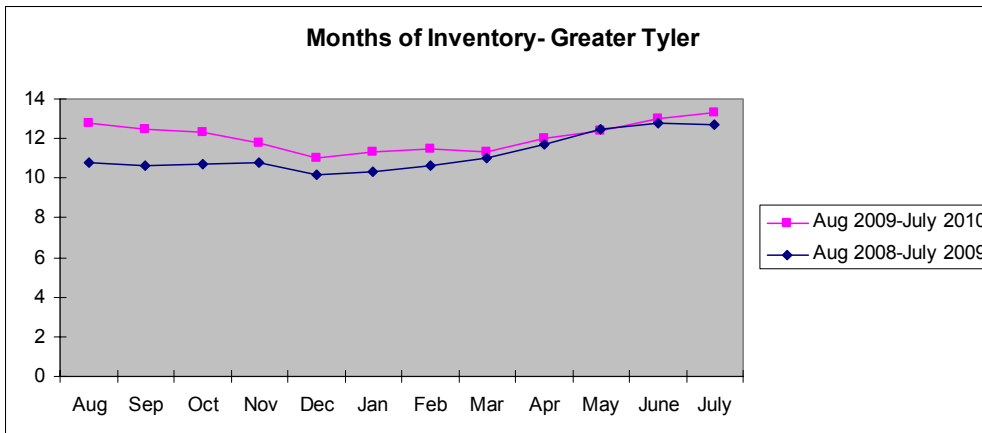
# The Numbers That Drive Real Estate...



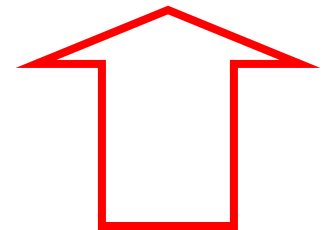
Current Trend



Compared to the same 12 month period a year ago, monthly inventory of available homes has increased. Prior to April 2010, current months inventory had been staying relatively unchanged compared to the same month previous year. However, since April 2010, active (available) properties have been trending higher than the same month last year.



Current Trend

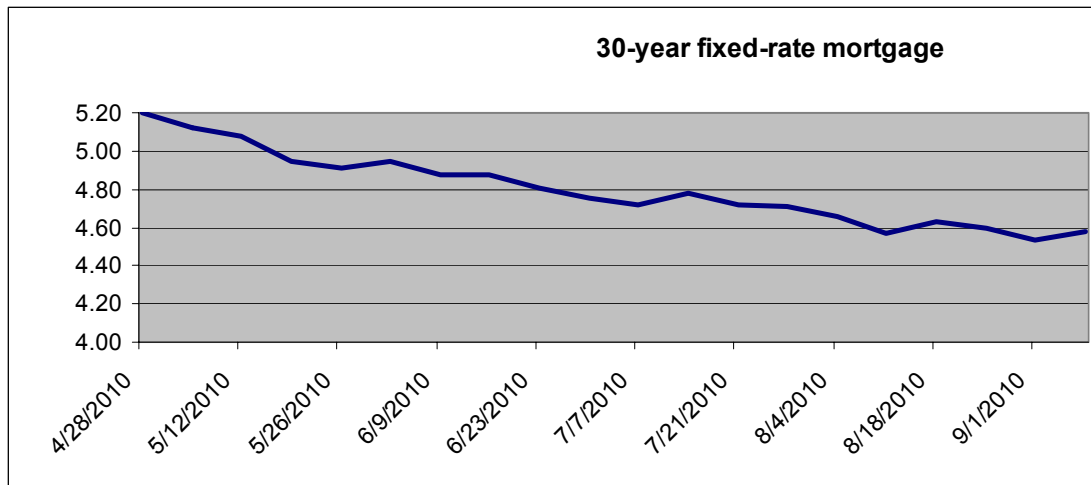
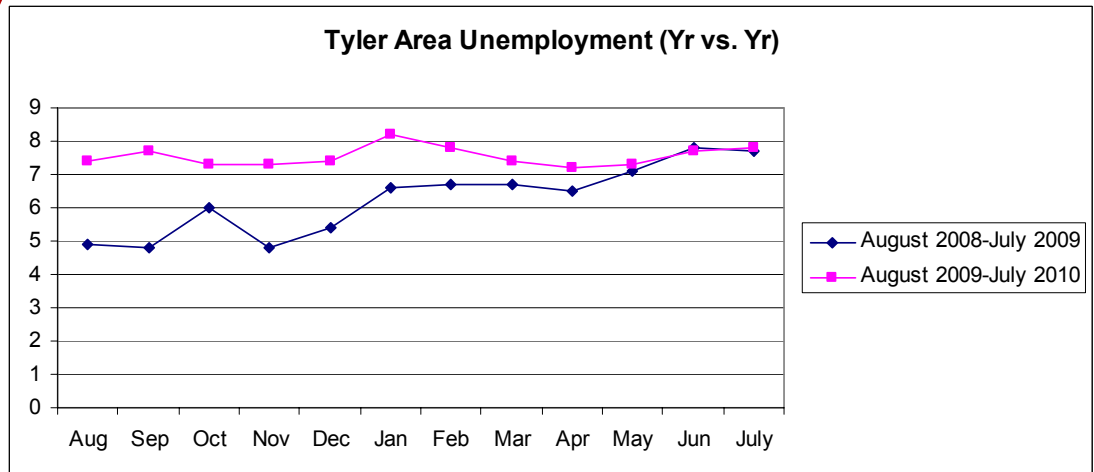


The months of inventory (MOI) data indicates the absorption rate of current available homes based on current sales rates. The most current MOI is above 13 months which is a result of both increased inventory and slower monthly sales. Absorption rates above 6 months indicate a buyers' market, where there is an abundance of available homes compared to qualified buyers. A number below 6 typically indicates a sellers' market where the demand for homes is greater than the supply. As a general rule, all other parameters being equal, home prices will trend lower in buyer markets and higher in seller markets.

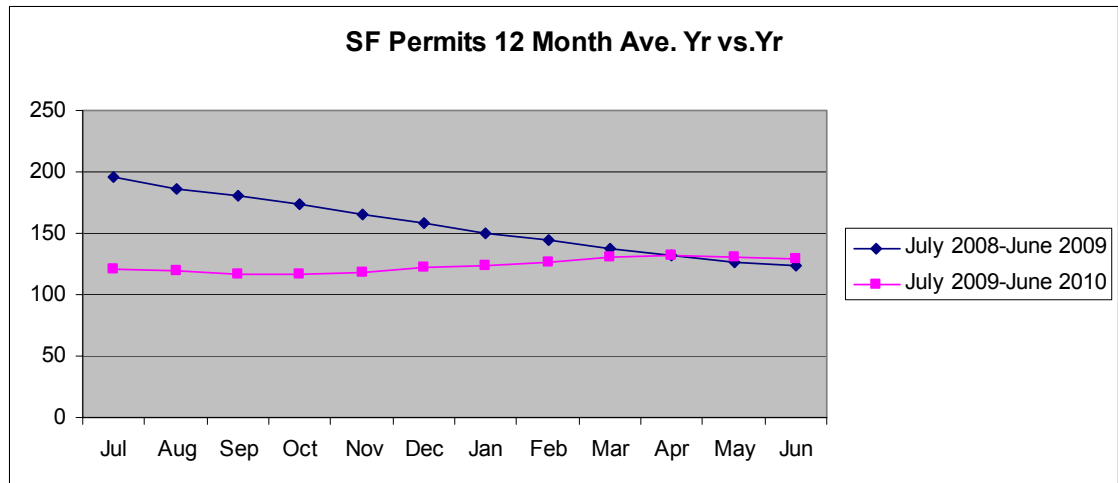


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# Other Numbers That Impact Real Estate...



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## Local Market Summary

Currently considered a buyers' market where inventory exceeds demand. Inventories are up and home sales are not selling at as fast a pace in recent months as they were in the same months last year. Despite higher inventory and less robust sales, median prices have continued to trend relatively steady. Low interest rates continue to provide some momentum for buyers; however, that is tempered by more rigorous qualifying guidelines and a tepid overall economy - still sluggish from higher levels of unemployment. Bottom Line - likely expect more of the same until job growth is more robust and unemployment levels begin to drop. With historically low interest rates and plentiful inventories, this is an excellent time for buyers to make their move. New buyers, moving up or downsizing - now is a great time to do it.



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