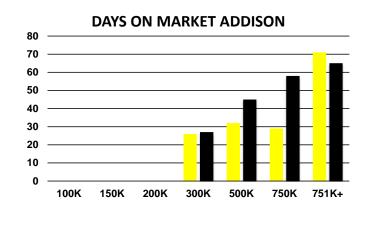
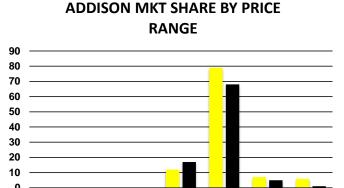
ADDISON ANNUAL 2019

	<u>2018</u>	<u>2019</u>
<b>Total Sold Volume</b>	\$ 45,107,135	\$ 34,768,980
Number of Sales	104	91
<b>Median Sales Price</b>	\$381,000	\$365,000





2018	<b>2019</b>
------	-------------

SALE/LIST PRIC	CE RATIO
<b>\$0-\$100K</b>	NONE
\$101K-\$150K	NONE
\$151K-\$200K	NONE
\$201K-\$300K	98.0%
\$301K-\$500K	<b>97.8%</b>
\$501K-\$750K	98.0%
\$751k-+	91.7%

AVERAGE OVERPRICING
Original List Price to Sale Price

**2018 ■ 2019** 

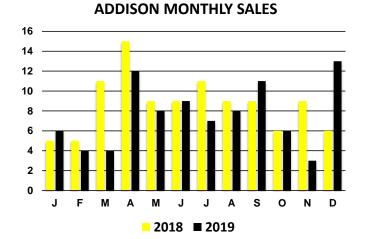
300K

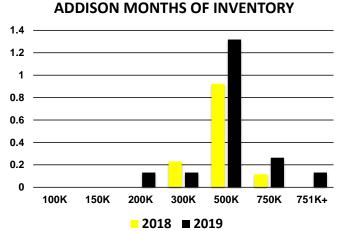
200K

100K 150K

8		
2018	1.1%	
2019	1.2%	

Inventory not shown where no sales



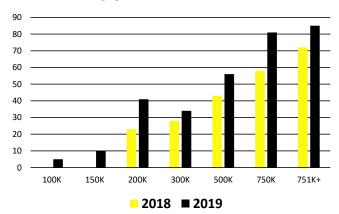


NTREIS Sold information as of 1/5/2020

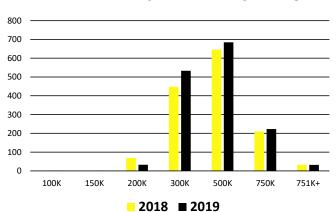
ALLEN ANNUAL 2019

	<u>2018</u>	<u>2019</u>
<b>Total Sold Volume</b>	\$ 536,064,579	\$568,702,675
Number of Sales	1406	1510
Median Sales Price	\$335,000	\$338,000

# DAYS ON THE MARKET ALLEN



# **ALLEN MKT SHARE BY PRICE RANGE**



SALE/LIST PRICE	CE RATIO
\$0-\$100K	73.7%
\$101K-\$150K	101.9%
\$151K-\$200K	96.5%
\$201K-\$300K	98.5%
\$301K-\$500K	98.2%
\$501K-\$750K	<b>97.4%</b>
\$751k-+	97.3%

# AVERAGE OVERPRICING

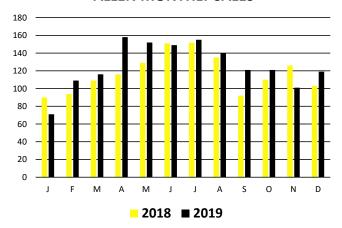
**Original List Price to Sale Price** 

2018 1.1%

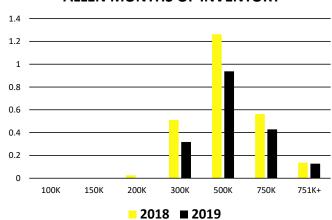
2019 1.2%

Inventory not shown where no sales

### **ALLEN MONTHLY SALES**



# **ALLEN MONTHS OF INVENTORY**

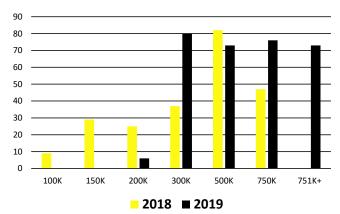


NTREIS Sold information as of 1/5/2020

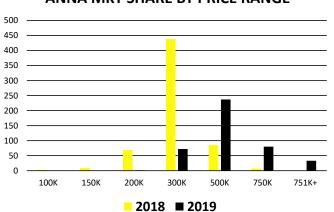
ANNA ANNUAL 2019

	<u>2018</u>	<u>2019</u>
<b>Total Sold Volume</b>	\$ 152,940,908	\$175,693,726
Number of Sales	611	690
<b>Median Sales Price</b>	\$235,000	\$237,450

### DAYS ON THE MARKET ANNA



# **ANNA MKT SHARE BY PRICE RANGE**



SALE/LIST PRIC	CE RATIO
<b>\$0-\$100K</b>	89.3%
\$101K-\$150K	94.5%
\$151K-\$200K	98.0%
\$201K-\$300K	98.8%
\$301K-\$500K	98.7%
\$501K-\$750K	97.7%
\$751k-+	93.0%

# AVERAGE OVERPRICING

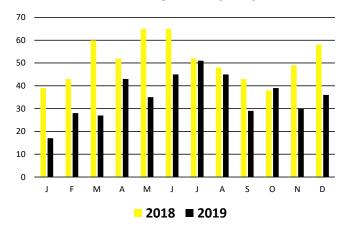
**Original List Price to Sale Price** 

2018 1.1%

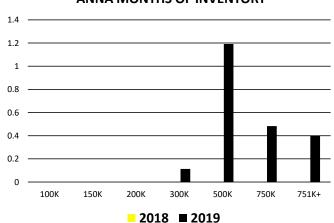
2019 1.2%

Inventory not shown where no sales

# **ANNA MONTHLY SALES**



# ANNA MONTHS OF INVENTORY

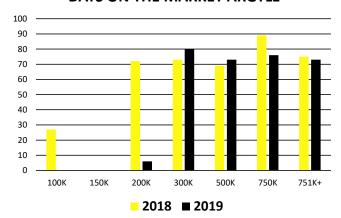


NTREIS Sold information as of 1/5/2020

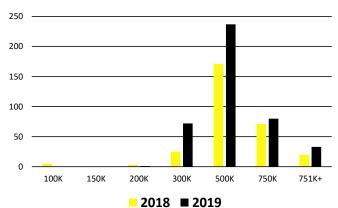
ARGYLE ANNUAL 2019

	<u>2018</u>	<u>2019</u>	
<b>Total Sold Volume</b>	\$ 144,068,610	\$199,035,917	
Number of Sales	295	423	
Median Sales Price	\$430,000	\$405,000	

### DAYS ON THE MARKET ARGYLE



# **ARGYLE MKT SHARE BY PRICE RANGE**



SALE/LIST PRICE	LIST PRICE RATIO	
<b>\$0-\$100K</b>	NONE	
\$101K-\$150K	NONE	
\$151K-\$200K	91.4%	
\$201K-\$300K	97.3%	
\$301K-\$500K	97.6%	
\$501K-\$750K	97.4%	
\$751k-+	96.6%	

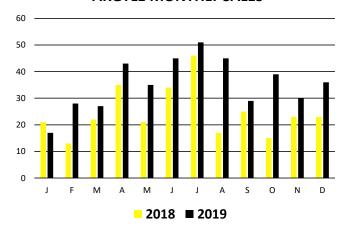
# AVERAGE OVERPRICING

**Original List Price to Sale Price** 

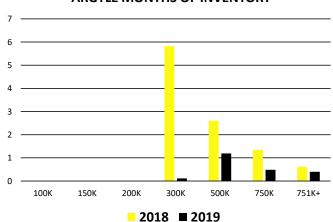
2018 1.1% 2019 1.4%

Inventory not shown where no sales

# **ARGYLE MONTHLY SALES**



# **ARGYLE MONTHS OF INVENTORY**

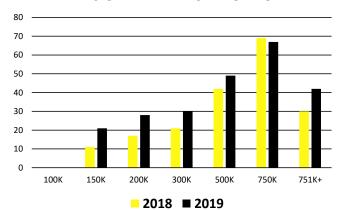


NTREIS Sold information as of 1/5/2020

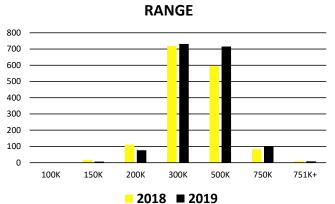
CARROLLTON ANNUAL 2019

	<u>2018</u>	<u>2019</u>
<b>Total Sold Volume</b>	\$ 480,111,391	\$530,821,038
<b>Number of Sales</b>	1532	1640
Median Sales Price	\$290,000	\$302,000

# DAYS ON MARKET CARROLLTON



# CARROLLTON MKT SHARE BY PRICE



SALE/LIST PRICE RATIO		
\$0-\$100K	NONE	
\$101K-\$150K	89.9%	
\$151K-\$200K	97.0%	
\$201K-\$300K	98.8%	
\$301K-\$500K	98.8%	
\$501K-\$750K	97.1%	
\$751k-+	97.8%	

# AVERAGE OVERPRICING

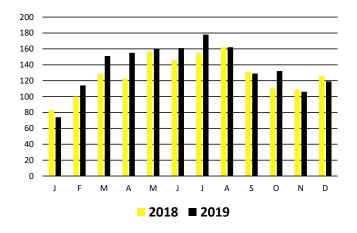
**Original List Price to Sale Price** 

2018 1.1%

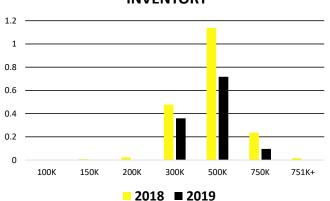
2019 1.1%

Inventory not shown where no sales

# **CARROLLTON MONTHLY SALES**



# CARROLLTON MONTHS OF INVENTORY

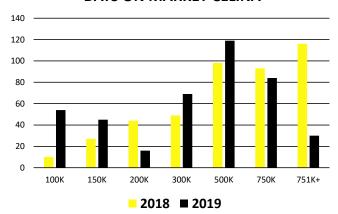


NTREIS Sold information as of 1/5/2020

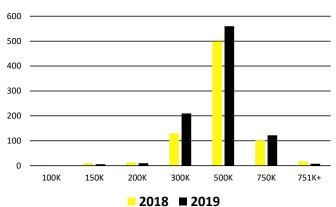
CELINA ANNUAL 2019

	<u>2018</u>	<u>2019</u>
Total Sold Volume	\$ 308,144,399	\$351,740,080
Number of Sales	774	919
Median Sales Price	\$375,000	\$365,000

# **DAYS ON MARKET CELINA**



# **CELINA MKT SHARE BY PRICE RANGE**



SALE/LIST PRIC	CE RATIO
<b>\$0-\$100K</b>	80.0%
\$101K-\$150K	92.8%
\$151K-\$200K	94.2%
\$201K-\$300K	97.6%
\$301K-\$500K	96.4%
\$501K-\$750K	96.7%
\$751k-+	97.8%

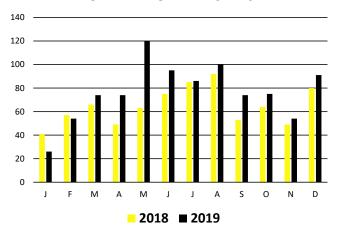
# AVERAGE OVERPRICING

**Original List Price to Sale Price** 

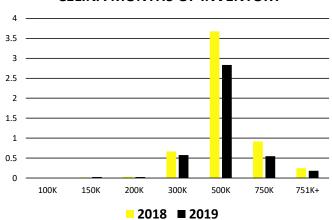
2018 1.1% 2019 1.2%

Inventory not shown where no sales

# **CELINA MONTHLY SALES**



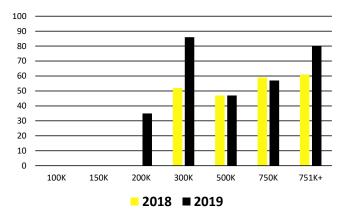
# **CELINA MONTHS OF INVENTORY**



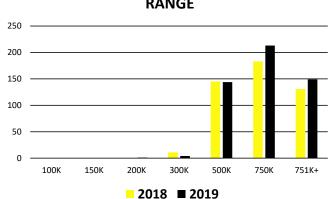
NTREIS Sold information as of 1/5/2020

	<u>2018</u>	<u>2019</u>
<b>Total Sold Volume</b>	\$313,027,054	\$350,833,439
Number of Sales	470	511
Median Sales Price	\$587,700	\$635,000

# DAYS ON MARKET COLLEYVILLE



# COLLEYVILLE MKT SHARE BY PRICE RANGE



SALE/LIST PRIC	CE RATIO
<b>\$0-\$100K</b>	NONE
\$101K-\$150K	NONE
\$151K-\$200K	95.4%
\$201K-\$300K	92.8%
\$301K-\$500K	98.0%
\$501K-\$750K	98.3%
\$751k-+	96.7%

# AVERAGE OVERPRICING

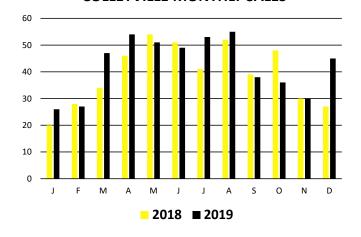
**Original List Price to Sale Price** 

2018 1.1%

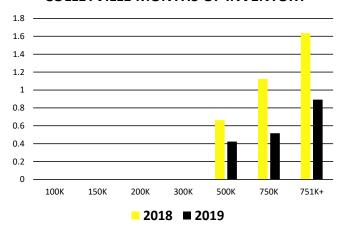
2019 1.3%

Inventory not shown where no sales

# **COLLEYVILLE MONTHLY SALES**



### **COLLEYVILLE MONTHS OF INVENTORY**

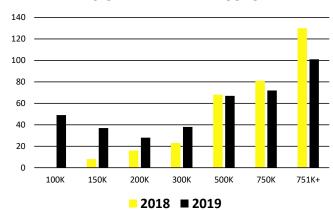


NTREIS Sold information as of 1/5/2020

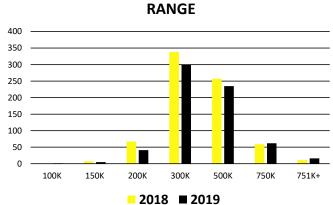
THE COLONY ANNUAL 2019

	<u>2018</u>	<u>2019</u>
Total Sold Volume	\$ 242,286,389	\$224,595,128
Number of Sales	739	660
<b>Median Sales Price</b>	\$285,000	\$294,750

### DAYS ON MARKET THE COLONY



# THE COLONY MKT SHARE BY PRICE



# \$ALE/LIST PRICE RATIO \$0-\$100K 79.2% \$101K-\$150K 86.7% \$151K-\$200K 96.7% \$201K-\$300K 98.8% \$301K-\$500K 97.4% \$501K-\$750K 96.7% \$751k-+ 94.1%

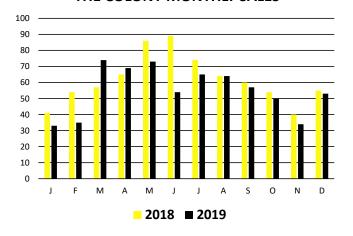
# AVERAGE OVERPRICING

**Original List Price to Sale Price** 

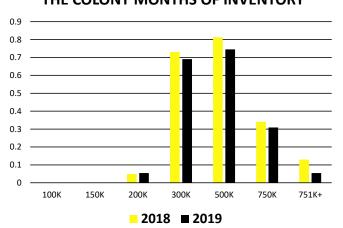
2018 1.1% 2019 1.2%

Inventory not shown where no sales

### THE COLONY MONTHLY SALES



# THE COLONY MONTHS OF INVENTORY

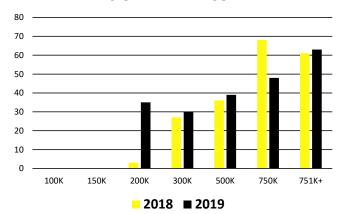


NTREIS Sold information as of 1/5/2020

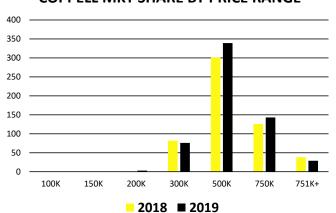
COPPELL ANNUAL 2019

	<u>2018</u>	<u>2019</u>
<b>Total Sold Volume</b>	\$ 252,653,667	\$269,550,249
Number of Sales	548	590
Median Sales Price	\$425,000	\$425,000

# DAYS ON MARKET COPPELL



# **COPPELL MKT SHARE BY PRICE RANGE**



SALE/LIST PRICE RATIO		
<b>\$0-\$100K</b>	NONE	
\$101K-\$150K	NONE	
\$151K-\$200K	93.0%	
\$201K-\$300K	98.0%	
\$301K-\$500K	98.6%	
\$501K-\$750K	97.5%	
\$751k-+	96.4%	

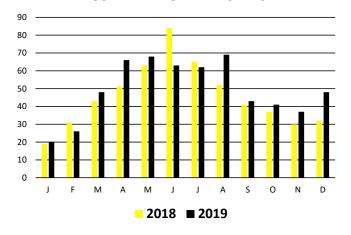
# **AVERAGE OVERPRICING**

**Original List Price to Sale Price** 

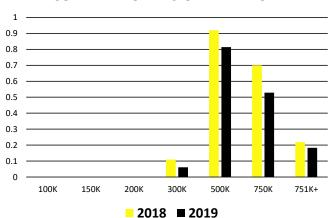
2018 1.1% 2019 1.2%

Inventory not shown where no sales

# **COPPELL MONTHLY SALES**



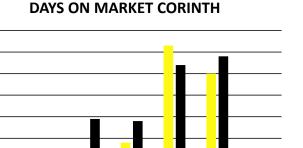
# **COPPELL MONTHS OF INVENTORY**



NTREIS Sold information as of 1/5/2020

**ANNUAL 2019 CORINTH** 

	<u>2018</u>	<u>2019</u>	
<b>Total Sold Volume</b>	\$ 122,688,305	\$120,639,621	
<b>Number of Sales</b>	404	395	
Median Sales Price	\$276,500	\$283,000	



300K **2018 ■ 2019**  750K

751K+

100K

150K

200K

200K

150K

100K

# **CORINTH MKT SHARE BY PRICE RANGE** 200 -100 -

AVERAGE OVERPRICING

**2018** ■ 2019

300K

500K

750K

751K+

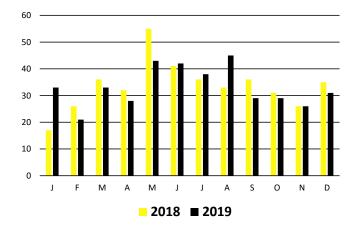
**Original List Price to Sale Price** 

1.1% 2018

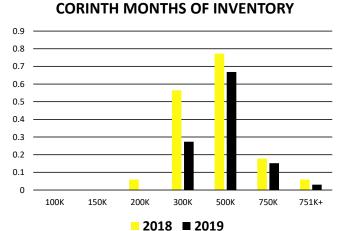
2019 1.2%



**CORINTH MONTHLY SALES** 



Inventory not shown where no sales



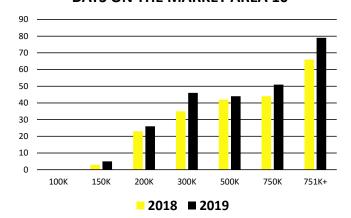
NTREIS Sold information as of 1/5/2020

# **FAR NORTH DALLAS (AREA 10)**

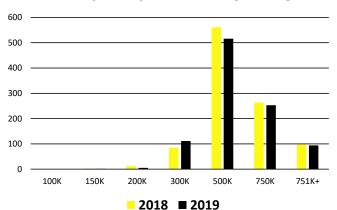
# **ANNUAL 2019**

	<u>2018</u>	<u>2019</u>
<b>Total Sold Volume</b>	\$ 520,880,800	\$492,757,747
Number of Sales	1020	980
Median Sales Price	\$438,000	\$445,000

### **DAYS ON THE MARKET AREA 10**



### **AREA 10 MKT SHARE BY PRICE RANGE**



SALE/LIST PRIC	CE RATIO
<b>\$0-\$100K</b>	NONE
\$101K-\$150K	97.9%
\$151K-\$200K	97.6%
\$201K-\$300K	97.7%
\$301K-\$500K	97.8%
\$501K-\$750K	97.7%
\$751k-+	96.5%

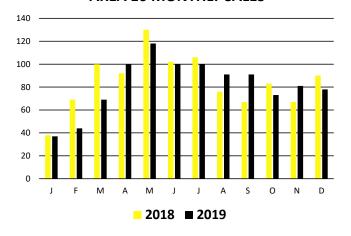
# **AVERAGE OVERPRICING**

**Original List Price to Sale Price** 

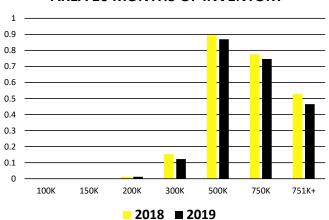
2018 1.1% 2019 1.3%

Inventory not shown where no sales

# **AREA 10 MONTHLY SALES**



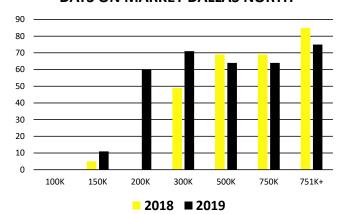
### **AREA 10 MONTHS OF INVENTORY**



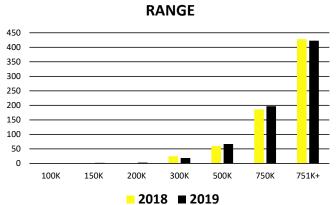
NTREIS Sold information as of 1/5/2020

	<u>2018</u>	<u> 2019</u>
<b>Total Sold Volume</b>	\$ 929,907,490	\$817,291,696
Number of Sales	700	711
<b>Median Sales Price</b>	\$919,250	\$860,000

### DAYS ON MARKET DALLAS NORTH







SALE/LIST PRIC	CE RATIO
<b>\$0-\$100K</b>	NONE
\$101K-\$150K	100.0%
\$151K-\$200K	97.8%
\$201K-\$300K	95.4%
\$301K-\$500K	94.3%
\$501K-\$750K	95.9%
\$751k-+	95.8%

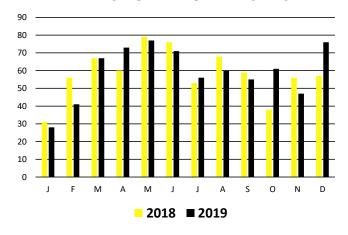
# AVERAGE OVERPRICING

**Original List Price to Sale Price** 

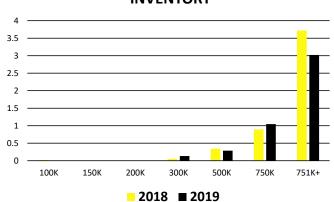
2018 1.2% 2019 1.7%

Inventory not shown where no sales

# **DALLAS NORTH MONTHLY SALES**



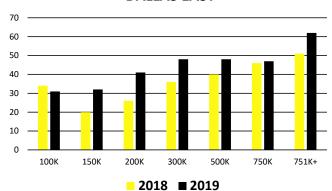
# DALLAS NORTH MONTHS OF INVENTORY



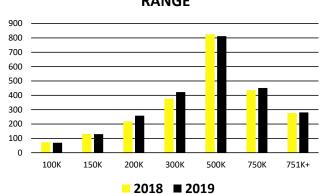
NTREIS Sold information as of 1/5/2020

	<u>2018</u>	<u>2019</u>
<b>Total Sold Volume</b>	\$ 1,032,804,715	\$1,063,190,392
Number of Sales	2333	2425
Median Sales Price	\$389,000	\$380,000

# DAYS ON THE MARKET DALLAS EAST



# DALLAS EAST MKT SHARE BY PRICE RANGE



# \$ALE/LIST PRICE RATIO \$0-\$100K 92.8% \$101K-\$150K 95.1% \$151K-\$200K 97.8% \$201K-\$300K 97.3% \$301K-\$500K 97.6% \$501K-\$750K 97.6% \$751k-+ 97.4%

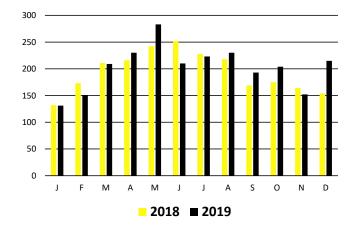
# AVERAGE OVERPRICING

**Original List Price to Sale Price** 

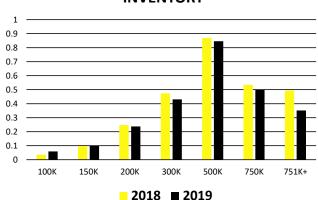
2018	1.2%
2019	1.3%

Inventory not shown where no sales

# **DALLAS EAST MONTHLY SALES**



# DALLAS EAST MONTHS OF INVENTORY



NTREIS Sold information as of 1/5/2020

# **DALLAS NORTH OAK CLIFF (AREA 14)**

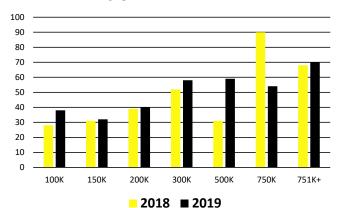
# **ANNUAL 2019**

<b>Total Sold Volume</b>
<b>Number of Sales</b>
Median Sales Price

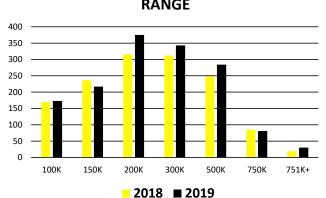
2018 \$ 340,422,784 1386 \$195,000

2019 \$382,626,825 1503 \$199,999

### **DAYS ON MARKET AREA 14**







### **SALE/LIST PRICE RATIO** \$0-\$100K 93.2% 97.2% \$101K-\$150K \$151K-\$200K 98.4% \$201K-\$300K 97.7% \$301K-\$500K 98.0% \$501K-\$750K 98.0% \$751k-+ 95.5%

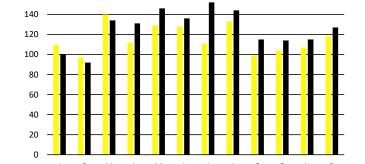
# AVERAGE OVERPRICING

**Original List Price to Sale Price** 

1.2% 2018 2019 1.5%

**AREA 14 MONTHLY SALES** 

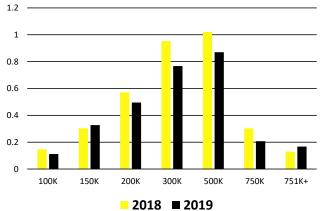
160



2018 ■ 2019

Inventory not shown where no sales

# **AREA 14 MONTHS OF INVENTORY**



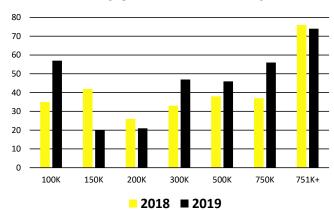
NTREIS Sold information as of 1/5/2020

# **DALLAS NORTHWEST (AREA 16)**

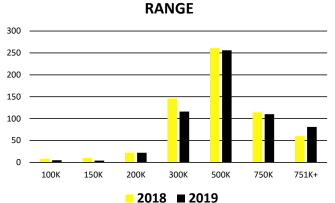
# **ANNUAL 2019**

	<u>2018</u>	<u>2019</u>
<b>Total Sold Volume</b>	\$ 274,413,590	\$286,663,629
Number of Sales	621	594
<b>Median Sales Price</b>	\$390,000	\$399,450

### **DAYS ON MARKET AREA 16**



# AREA 16 MARKET SHARE BY PRICE



SALE/LIST PRIC	CE RATIO
<b>\$0-\$100K</b>	99.3%
\$101K-\$150K	99.2%
\$151K-\$200K	98.6%
\$201K-\$300K	96.0%
\$301K-\$500K	97.2%
\$501K-\$750K	97.1%
\$751k-+	97.2%

# AVERAGE OVERPRICING

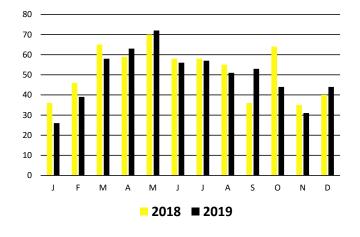
**Original List Price to Sale Price** 

2018 1.1%

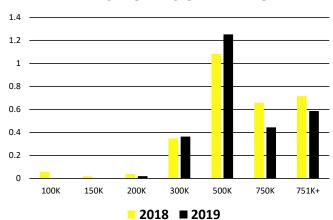
2019 1.4%

Inventory not shown where no sales

# **AREA 16 MONTHLY SALES**



# **AREA 16 MONTHS OF INVENTORY**



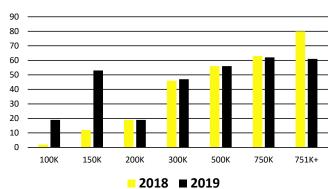
NTREIS Sold information as of 1/5/2020

# **DALLAS OAK LAWN (AREA 17)**

# **ANNUAL 2019**

	<u>2018</u>	<u>2019</u>
<b>Total Sold Volume</b>	\$ 149,740,293	\$138,077,044
<b>Number of Sales</b>	257	248
<b>Median Sales Price</b>	\$505,000	\$497,750

# DAYS ON THE MARKET DALLAS OAK LAWN



# DALLAS OAK LAWN MKT SHARE BY PRICE RANGE



SALE/LIST PRIC	CE RATIO
<b>\$0-\$100K</b>	<b>55.6%</b>
\$101K-\$150K	91.1%
\$151K-\$200K	96.7%
\$201K-\$300K	97.3%
\$301K-\$500K	97.0%
\$501K-\$750K	97.4%
\$751k-+	94.6%

# AVERAGE OVERPRICING

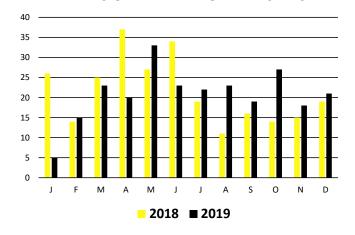
**Original List Price to Sale Price** 

2018 1.2%

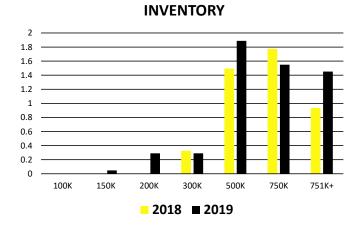
1.4%

2019

# **DALLAS OAK LAWN MONTHLY SALES**



# Inventory not shown where no sales DALLAS OAK LAWN MONTHS OF

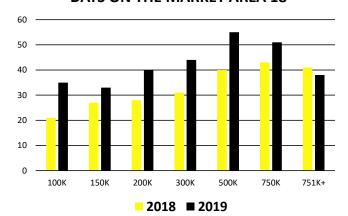


NTREIS Sold information as of 1/5/2020

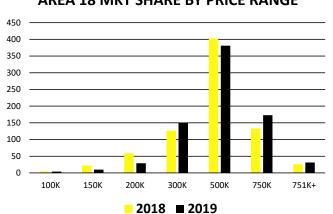
# **DALLAS NORTHEAST (AREA 18)**

	<u>2018</u>	<u>2019</u>
<b>Total Sold Volume</b>	\$ 306,566,116	\$324,481,226
Number of Sales	772	778
Median Sales Price	\$389,725	\$400,000

# **DAYS ON THE MARKET AREA 18**



# **AREA 18 MKT SHARE BY PRICE RANGE**



SALE/LIST PRI	CE RATIO
<b>\$0-\$100K</b>	90.6%
\$101K-\$150K	90.7%
\$151K-\$200K	97.4%
\$201K-\$300K	97.2%
\$301K-\$500K	97.6%
\$501K-\$750K	97.7%
\$751k-+	96.9%

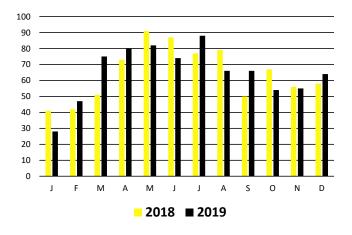
# AVERAGE OVERPRICING

**Original List Price to Sale Price** 

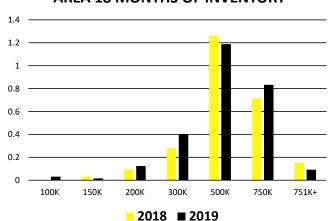
2018	1.1%
2019	1.1%

Inventory not shown where no sales

### **AREA 18 MONTHLY SALES**



# **AREA 18 MONTHS OF INVENTORY**

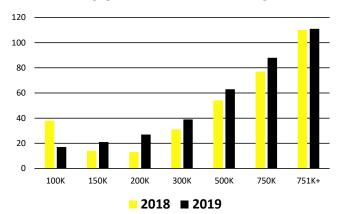


NTREIS Sold information as of 1/5/2020

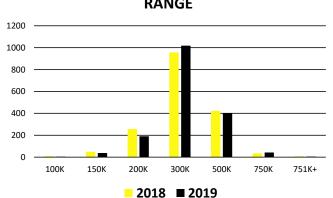
DENTON ANNUAL 2019

	<u>2018</u>	<u>2019</u>	
<b>Total Sold Volume</b>	\$ 472,512,999	\$472,768,590	
<b>Number of Sales</b>	1737	1700	
<b>Median Sales Price</b>	\$253,900	\$260,000	

# DAYS ON THE MARKET DENTON



# DENTON MARKET SHARE BY PRICE RANGE



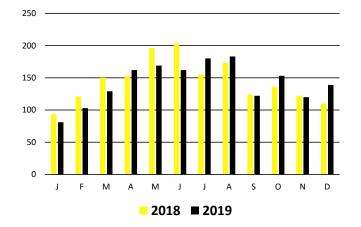
# \$ALE/LIST PRICE RATIO \$0-\$100K 95.9% \$101K-\$150K 97.5% \$151K-\$200K 98.6% \$201K-\$300K 98.9% \$301K-\$500K 98.4% \$501K-\$750K 97.6% \$751k-+ 98.3%

# **AVERAGE OVERPRICING**

**Original List Price to Sale Price** 

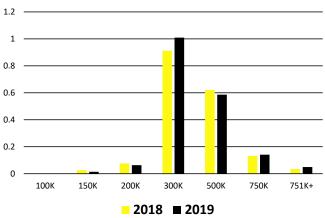
2018	1.1%
2019	1.2%

# **DENTON MONTLY SALES**



Inventory not shown where no sales

# DENTON MONTHS OF INVENTORY

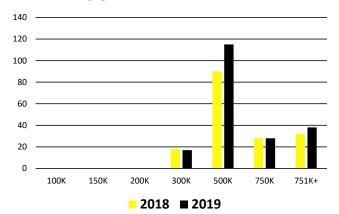


NTREIS Sold information as of 1/5/2020

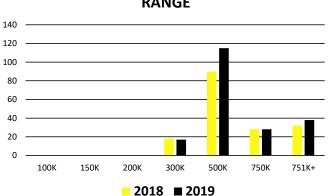
FAIRVIEW ANNUAL 2019

	<u>2018</u>	<u> 2019</u>
<b>Total Sold Volume</b>	\$ 91,355,717	\$105,906,305
<b>Number of Sales</b>	168	198
<b>Median Sales Price</b>	\$417,685	\$395,000

### DAYS ON THE MARKET FAIRVIEW



# FAIRVIEW MKT SHARE BY PRICE RANGE



# SALE/LIST PRICE RATIO \$0-\$100K NONE

\$101K-\$150K NONE \$151K-\$200K NONE \$201K-\$300K 98.3% \$301K-\$500K 98.3% \$501K-\$750K 98.2% \$751k-+ 96.4%

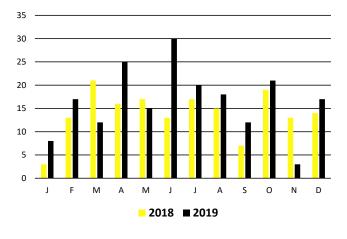
# AVERAGE OVERPRICING

**Original List Price to Sale Price** 

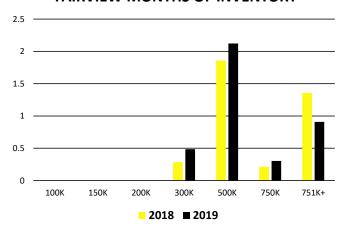
2018 1.1% 2019 1.5%

Inventory not shown where no sales

### **FAIRVIEW MONTLY SALES**



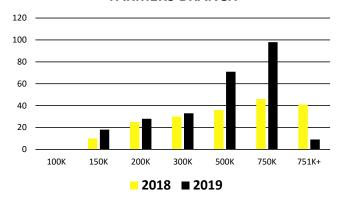
# **FAIRVIEW MONTHS OF INVENTORY**



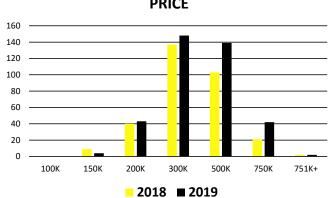
NTREIS Sold information as of 1/5/2020

	<u>2018</u>	<u>2019</u>
<b>Total Sold Volume</b>	\$ 94,802,207	\$125,477,859
<b>Number of Sales</b>	312	378
<b>Median Sales Price</b>	\$275,000	\$298,500

# DAYS ON THE MARKET FARMERS BRANCH



# FARMERS BRANCH MKT SHARE BY PRICE



# \$ALE/LIST PRICE RATIO \$0-\$100K NONE \$101K-\$150K 95.0% \$151K-\$200K 95.7% \$201K-\$300K 98.3% \$301K-\$500K 98.0% \$501K-\$750K 96.3% \$751k-+ 92.9%

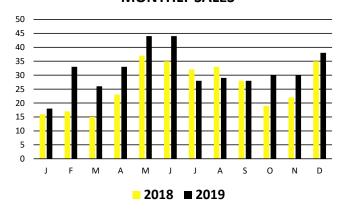
# AVERAGE OVERPRICING

**Original List Price to Sale Price** 

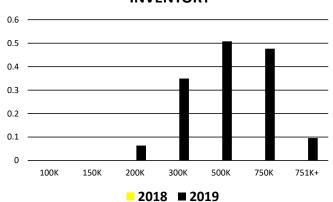
2018	1.3%
2019	1.2%

Inventory not shown where no sales

# FARMERS BRANCH MONTHLY SALES



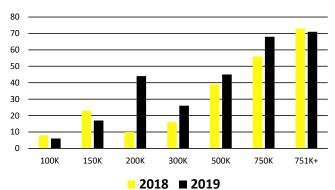
# FARMERS BRANCH MONTHS OF INVENTORY



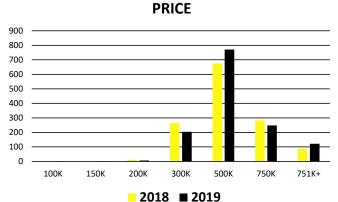
NTREIS Sold information as of 1/5/2020

	<u>2018</u>	<u> 2019</u>
<b>Total Sold Volume</b>	\$ 588,792,501	\$627,796,659
Number of Sales	1323	1354
Median Sales Price	\$405,000	\$415,000

# DAYS ON THE MARKET FLOWER MOUND



# FLOWER MOUND MKT SHARE BY



SALE/LIST PRICE RATIO		
<b>\$0-\$100K</b>	100.0%	
\$101K-\$150K	85.0%	
\$151K-\$200K	95.4%	
\$201K-\$300K	98.5%	
\$301K-\$500K	98.8%	
\$501K-\$750K	98.0%	
\$751k-+	96.9%	

# AVERAGE OVERPRICING

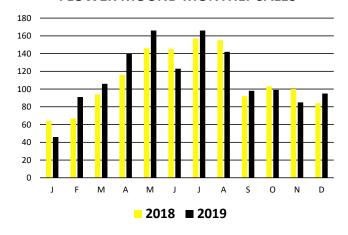
**Original List Price to Sale Price** 

2018 1.2%

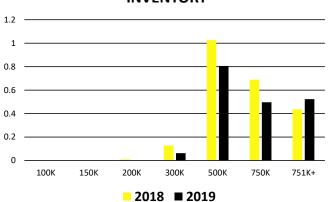
2019 1.3%

Inventory not shown where no sales

### FLOWER MOUND MONTHLY SALES



# FLOWER MOUND MONTHS OF INVENTORY

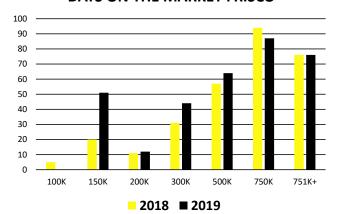


NTREIS Sold information as of 1/5/2020

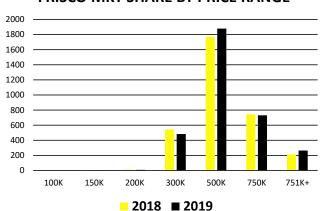
FRISCO ANNUAL 2019

	<u>2018</u>	<u>2019</u>
<b>Total Sold Volume</b>	<b>\$ 1,498,962,810</b>	\$1,594,392,788
Number of Sales	3281	3368
Median Sales Price	\$406,000	\$415,000

### DAYS ON THE MARKET FRISCO



# FRISCO MKT SHARE BY PRICE RANGE



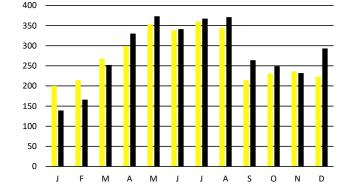
# SALE/LIST PRICE RATIO \$0-\$100K NONE \$101K-\$150K 88.4% \$151K-\$200K 100.4% \$201K-\$300K 98.0% \$301K-\$500K 97.8% \$501K-\$750K 96.5% \$751k-+ 95.6%

# AVERAGE OVERPRICING

**Original List Price to Sale Price** 

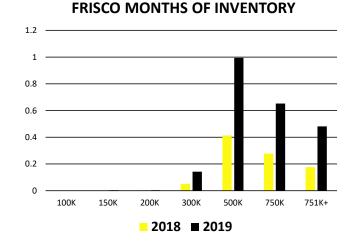
2018	1.1%
2019	1.3%

**FRISCO MONTHLY SALES** 



2018 ■ 2019

Inventory not shown where no sales

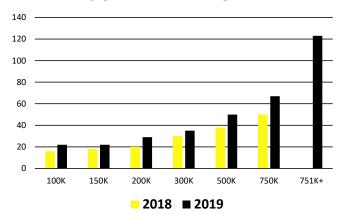


NTREIS Sold information as of 1/5/2020

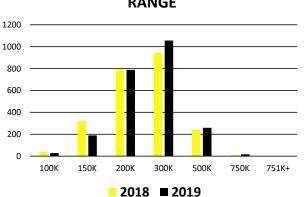
GARLAND ANNUAL 2019

	<u>2018</u>	<u>2019</u>
<b>Total Sold Volume</b>	\$ 504,699,492	\$525,499,989
<b>Number of Sales</b>	2341	2339
Median Sales Price	\$202,000	\$210,000

### DAYS ON THE MARKET GARLAND



# GARLAND MKT SHARE BY PRICE RANGE



# \$ALE/LIST PRICE RATIO \$0-\$100K 96.1% \$101K-\$150K 96.5% \$151K-\$200K 98.3% \$201K-\$300K 99.1% \$301K-\$500K 98.4% \$501K-\$750K 97.4% \$751k-+ 97.6%

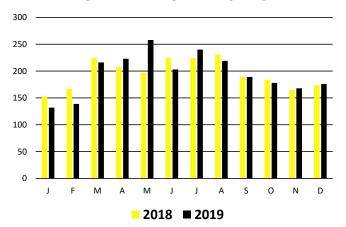
# AVERAGE OVERPRICING

**Original List Price to Sale Price** 

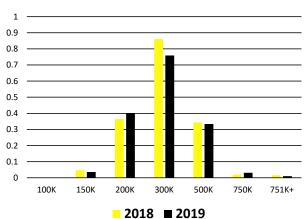
2018 1.1% 2019 1.2%

Inventory not shown where no sales

# **GARLAND MONTHLY SALES**

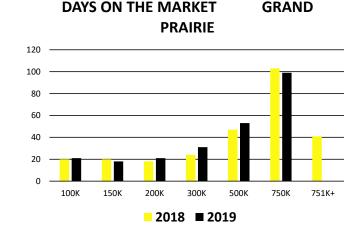


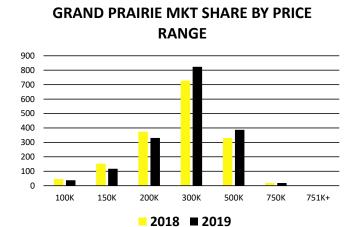
### **GARLAND MONTHS OF INVENTORY**



NTREIS Sold information as of 1/5/2020

	<u>2018</u>	<u>2019</u>
<b>Total Sold Volume</b>	\$ 402,682,125	\$436,361,832
<b>Number of Sales</b>	1652	1716
<b>Median Sales Price</b>	\$230,000	\$240,000

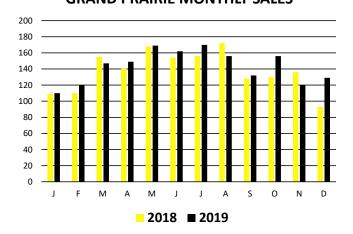




SALE/LIST PRICE	CE RATIO
<b>\$0-\$100K</b>	95.0%
\$101K-\$150K	98.9%
\$151K-\$200K	99.5%
\$201K-\$300K	99.4%
\$301K-\$500K	98.1%
\$501K-\$750K	97.7%
\$751k-+	NONE

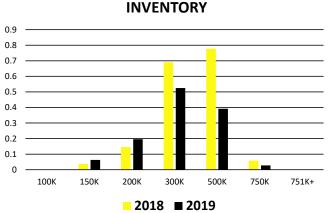






# GRAND PRAIRIE MONTHS OF

Inventory not shown where no sales

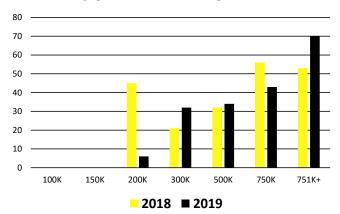


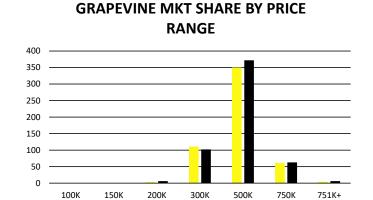
NTREIS Sold information as of 1/5/2020

GRAPEVINE ANNUAL 2019

	<u>2018</u>	<u>2019</u>
<b>Total Sold Volume</b>	\$ 203,039,917	\$213,048,933
<b>Number of Sales</b>	529	549
<b>Median Sales Price</b>	\$360,000	\$365,000

### DAYS ON THE MARKET GRAPEVINE





SALE/LIST PRICE	CE RATIO
<b>\$0-\$100K</b>	NONE
\$101K-\$150K	NONE
\$151K-\$200K	94.1%
\$201K-\$300K	98.0%
\$301K-\$500K	98.9%
\$501K-\$750K	98.4%
\$751k-+	93.2%

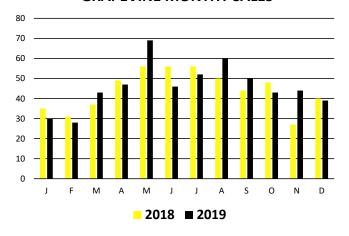
# AVERAGE OVERPRICING Original List Price to Sale Price

2018 ■ 2019

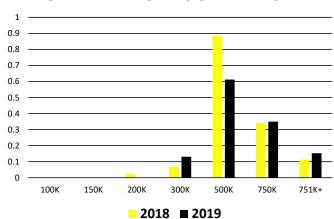
2018	1.1%
2019	1.2%

Inventory not shown where no sales

### **GRAPEVINE MONTHY SALES**



### **GRAPEVINE MONTHS OF INVENTORY**

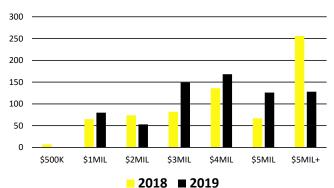


NTREIS Sold information as of 1/5/2020

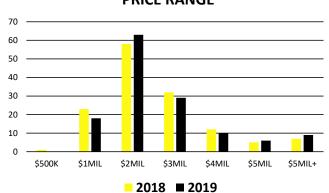
# **HIGHLAND PARK**

	<u>2018</u>	<u>2019</u>
<b>Total Sold Volume</b>	\$ 296,198,364	\$305,986,840
Number of Sales	138	135
Median Sales Price	\$1,756,000	\$1,847,700

# DAYS ON THE MARKET HIGHLAND PARK



# HIGHLAND PARK MKT SHARE BY PRICE RANGE



# \$ALE/LIST PRICE RATIO \$0-\$500K NONE \$501K-\$1MIL 96.3% \$1MIL-\$2MIL 96.7% \$2MIL-\$3MIL 93.2% \$3MIL-\$4MIL 90.0% \$4MIL-\$5MIL 92.4% \$5MIL+ 89.6%

# AVERAGE OVERPRICING

**Original List Price to Sale Price** 

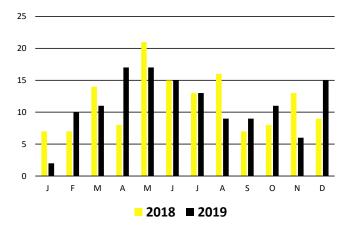
2018 1.4%

2019

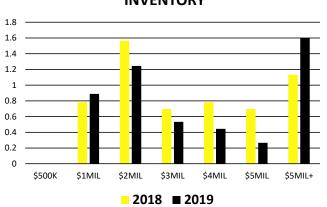
Inventory not shown where no sales

1.6%

# **HIGHLAND PARK MONTHLY SALES**



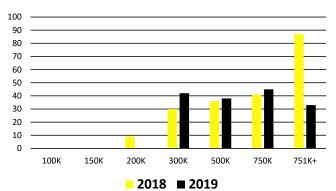
# HIGHLAND PARK MONTHS OF INVENTORY



NTREIS Sold information as of 1/5/2020

	<u>2018</u>	<u>2019</u>
<b>Total Sold Volume</b>	\$ 118,971,663	\$121,297,045
Number of Sales	268	280
Median Sales Price	\$389,500	\$400,000

# DAYS ON THE MARKET HIGHLAND VILLAGE



# HIGHLAND VLLAGE MKT SHARE BY PRICE RANGE



# \$ALE/LIST PRICE RATIO \$0-\$100K NONE \$101K-\$150K NONE \$151K-\$200K NONE \$201K-\$300K 97.1% \$301K-\$500K 98.8% \$501K-\$750K 98.0% \$751k-+ 97.6%

# AVERAGE OVERPRICING

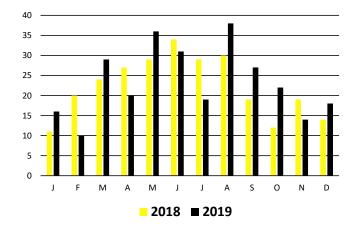
**Original List Price to Sale Price** 

2018 1.1%

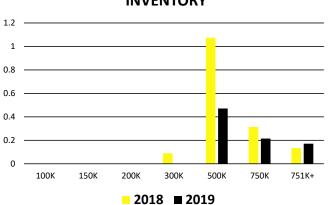
2019 1.2%

Inventory not shown where no sales

### **HIGHLAND VILLAGE MONTHLY SALES**



# HIGHLAND VILLAGE MONTHS OF INVENTORY



NTREIS Sold information as of 1/5/2020

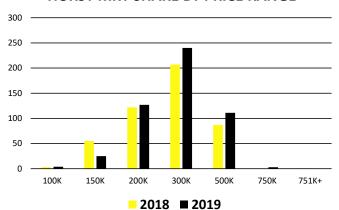
HURST ANNUAL 2019

	<u>2018</u>	<u>2019</u>	
<b>Total Sold Volume</b>	\$ 114,092,285	\$128,058,287	
Number of Sales	475	510	
Median Sales Price	\$224,950	\$238,750	

# DAYS ON THE MARKET HURST

# 120 100 80 60 40 20 100K 150K 200K 300K 500K 750K 751K+ 2018 ■ 2019

### **HURST MKT SHARE BY PRICE RANGE**



SALE/LIST PRICE	CE RATIO
\$0-\$100K	99.0%
\$101K-\$150K	97.6%
\$151K-\$200K	99.2%
\$201K-\$300K	99.0%
\$301K-\$500K	98.5%
\$501K-\$750K	96.2%
\$751k-+	NONE

# AVERAGE OVERPRICING

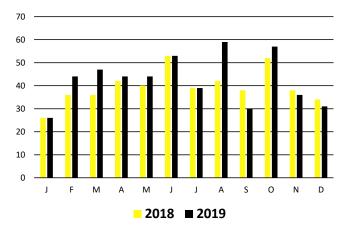
**Original List Price to Sale Price** 

2018 1.1%

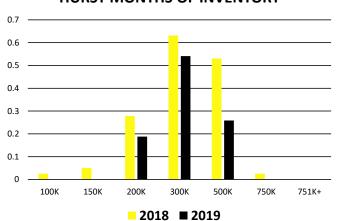
2019 1.1%

Inventory not shown where no sales

# **HURST MONTHLY NUMBERS**



# **HURST MONTHS OF INVENTORY**

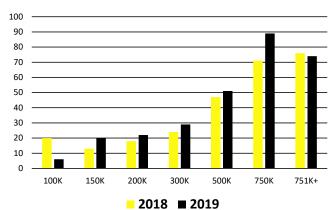


NTREIS Sold information as of 1/5/2020

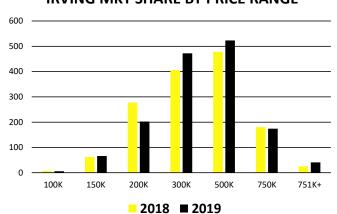
IRVING ANNUAL 2019

	<u>2018</u>	<u>2019</u>
<b>Total Sold Volume</b>	\$ 474,296,061	\$507,349,199
<b>Number of Sales</b>	1435	1484
<b>Median Sales Price</b>	\$294,498	\$300,000

# DAYS ON THE MARKET IRVING



# **IRVING MKT SHARE BY PRICE RANGE**



SALE/LIST PRICE	CE RATIO
<b>\$0-\$100K</b>	99.8%
\$101K-\$150K	99.1%
\$151K-\$200K	99.0%
\$201K-\$300K	99.3%
\$301K-\$500K	97.8%
\$501K-\$750K	96.3%
\$751k-+	94.4%

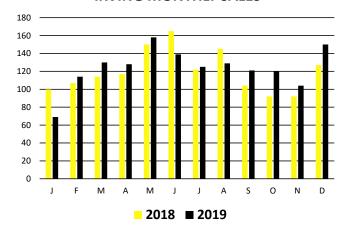
# AVERAGE OVERPRICING

**Original List Price to Sale Price** 

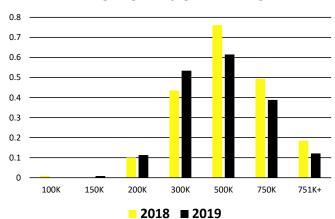
2018 1.1% 2019 1.3%

Inventory not shown where no sales

# **IRVING MONTHLY SALES**



# **IRVING MONTHS OF INVENTORY**

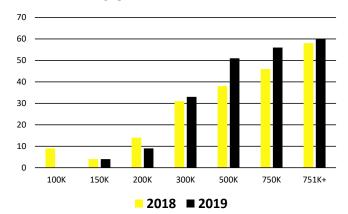


NTREIS Sold information as of 1/5/2020

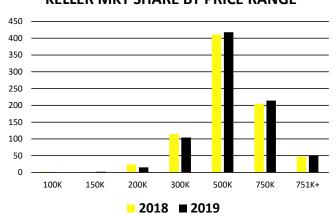
**KELLER ANNUAL 2019** 

	<u>2018</u>	<u>2019</u>	
<b>Total Sold Volume</b>	\$ 366,462,744	\$372,115,039	
<b>Number of Sales</b>	805	804	
Median Sales Price	\$425,000	\$425,415	

# DAYS ON THE MARKET KELLER



# **KELLER MKT SHARE BY PRICE RANGE**



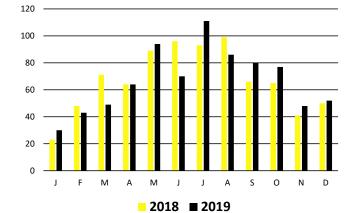
SALE/LIST PRICE RATIO		
\$0-\$100K	NONE	
\$101K-\$150K	91.7%	
\$151K-\$200K	101.4%	
\$201K-\$300K	98.1%	
\$301K-\$500K	98.6%	
\$501K-\$750K	98.3%	
\$751k-+	97.6%	

# **AVERAGE OVERPRICING**

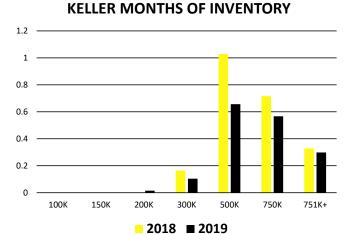
**Original List Price to Sale Price** 

2018	1.1%
2019	1.3%

**KELLER MONTHLY SALES** 



Inventory not shown where no sales

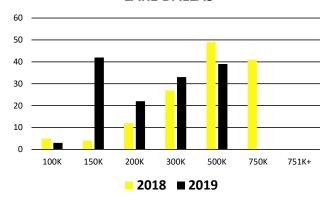


NTREIS Sold information as of 1/5/2020

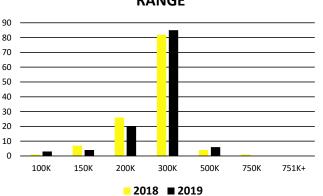
LAKE DALLAS ANNUAL 2019

	<u>2018</u>	<u>2019</u>
<b>Total Sold Volume</b>	\$ 27,765,911	\$27,179,841
Number of Sales	121	118
Median Sales Price	\$235,000	\$236,000

# DAYS ON THE MARKET LAKE DALLAS



# LAKE DALLAS MKT SHARE BY PRICE RANGE



# \$0-\$100K 94.2% \$101K-\$150K 92.7% \$151K-\$200K 101.1% \$201K-\$300K 99.5% \$301K-\$500K 100.6% \$501K-\$750K NONE

**NONE** 

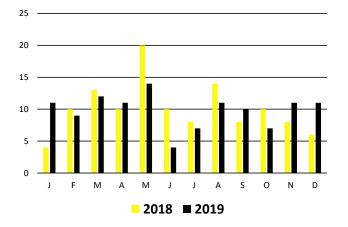
# AVERAGE OVERPRICING

**Original List Price to Sale Price** 

2018	1.0%
2019	1.0%

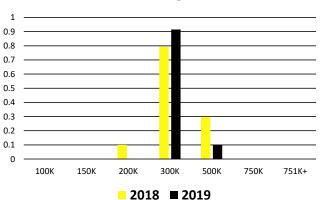
# **LAKE DALLAS MONTHLY SALES**

\$751k-+



### Inventory not shown where no sales

# LAKE DALLAS MONTHS OF INVENTORY

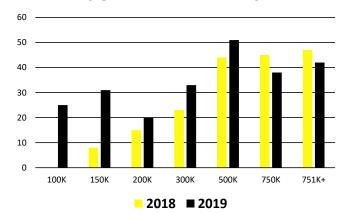


NTREIS Sold information as of 1/5/2020

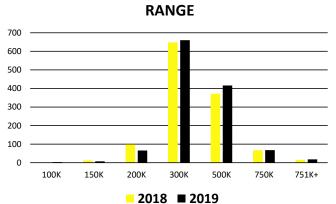
**LEWISVILLE ANNUAL 2019** 

	<u>2018</u>	<u>2019</u>	
<b>Total Sold Volume</b>	\$ 378,415,840	\$398,733,447	
<b>Number of Sales</b>	1213	1238	
Median Sales Price	\$277,000	\$285,000	

# DAYS ON THE MARKET LEWISVILLE







SALE/LIST PRIC	CE RATIO
\$0-\$100K	71.3%
\$101K-\$150K	99.8%
\$151K-\$200K	97.6%
\$201K-\$300K	99.2%
\$301K-\$500K	98.3%
\$501K-\$750K	98.8%
\$751k-+	97.6%

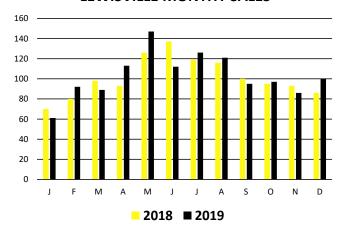
# AVERAGE OVERPRICING

**Original List Price to Sale Price** 

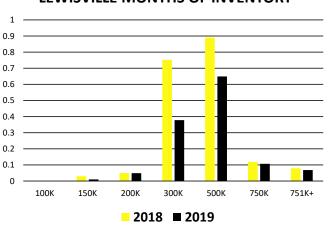
2018 1.1% 2019 1.2%

Inventory not shown where no sales

# **LEWISVILLE MONTHY SALES**



# LEWISVILLE MONTHS OF INVENTORY

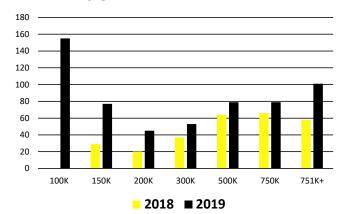


NTREIS Sold information as of 1/5/2020

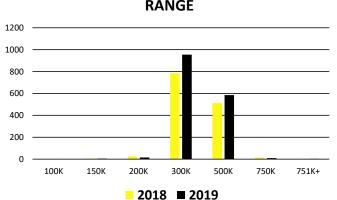
LITTLE ELM ANNUAL 2019

	<u>2018</u>	<u> 2019</u>
<b>Total Sold Volume</b>	\$ 401,160,006	\$465,958,819
Number of Sales	1345	1573
Median Sales Price	\$283,000	\$279,990

# DAYS ON THE MARKET LITTLE ELM



# LITTLE ELM MKT SHARE BY PRICE RANGE



SALE/LIST PRIC	CE RATIO
<b>\$0-\$100K</b>	94.0%
\$101K-\$150K	97.4%
\$151K-\$200K	94.1%
\$201K-\$300K	98.3%
\$301K-\$500K	97.5%
\$501K-\$750K	93.5%
\$751k-+	96.7%

# AVERAGE OVERPRICING

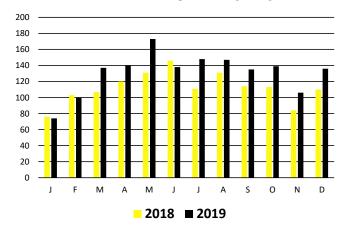
**Original List Price to Sale Price** 

2018 1.1%

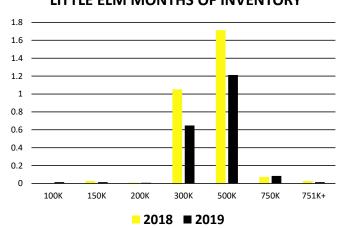
2019 1.1%

Inventory not shown where no sales

# LITTLE ELM MONTHLY SALES



# LITTLE ELM MONTHS OF INVENTORY

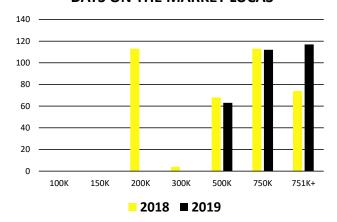


NTREIS Sold information as of 1/5/2020

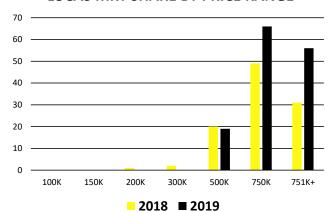
LUCAS ANNUAL 2019

	<u>2018</u>	<u>2019</u>
<b>Total Sold Volume</b>	\$ 68,320,189	\$103,965,208
<b>Number of Sales</b>	103	141
<b>Median Sales Price</b>	\$645,000	<b>\$714,000</b>

# DAYS ON THE MARKET LUCAS



### **LUCAS MKT SHARE BY PRICE RANGE**



SALE/LIST PRI	CE RATIO
<b>\$0-\$100K</b>	NONE
\$101K-\$150K	NONE
\$151K-\$200K	NONE
\$201K-\$300K	NONE
\$301K-\$500K	95.5%
\$501K-\$750K	98.2%
\$751k-+	97.2%

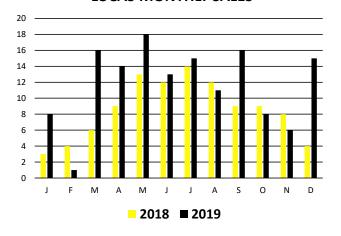
# AVERAGE OVERPRICING

**Original List Price to Sale Price** 

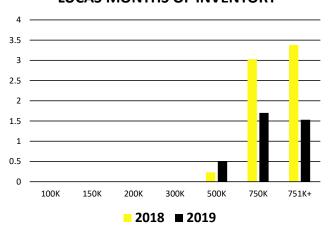
2018 1.2%2019 1.1%

Inventory not shown where no sales

# **LUCAS MONTHLY SALES**



# **LUCAS MONTHS OF INVENTORY**

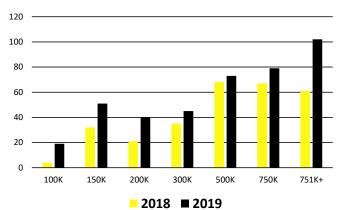


NTREIS Sold information as of 1/5/2020

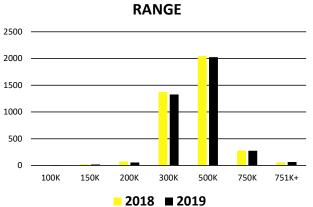
MCKINNEY ANNUAL 2019

	<u>2018</u>	<u> 2019</u>
<b>Total Sold Volume</b>	\$ 1,362,304,056	\$1,352,937,786
<b>Number of Sales</b>	3853	3778
<b>Median Sales Price</b>	\$326,000	\$327,850

### DAYS ON THE MARKET MCKINNEY



# MCKINNEY MKT SHARE BY PRICE RANGE



# \$ALE/LIST PRICE RATIO \$0-\$100K 102.4% \$101K-\$150K 90.8% \$151K-\$200K 97.5% \$201K-\$300K 98.4% \$301K-\$500K 97.9% \$501K-\$750K 97.6%

96.2%

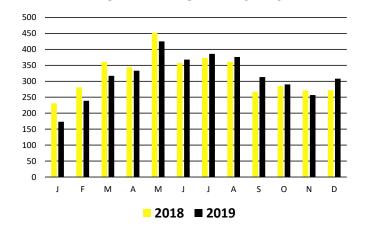
# AVERAGE OVERPRICING

**Original List Price to Sale Price** 

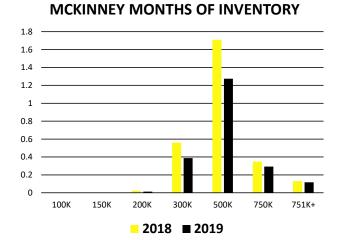
2018	1.1%	
2019	1.1%	

# **MCKINNEY MONTHLY SALES**

\$751k-+



### Inventory not shown where no sales

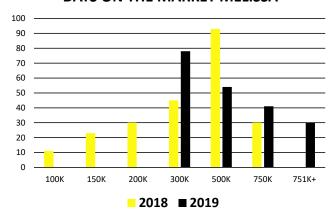


NTREIS Sold information as of 1/5/2020

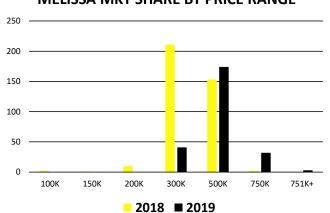
MELISSA ANNUAL 2019

	<u>2018</u>	<u>2019</u>
<b>Total Sold Volume</b>	<b>\$ 111,298,040</b>	\$149,673,189
Number of Sales	379	475
<b>Median Sales Price</b>	\$285,000	\$307,597

# DAYS ON THE MARKET MELISSA



### **MELISSA MKT SHARE BY PRICE RANGE**



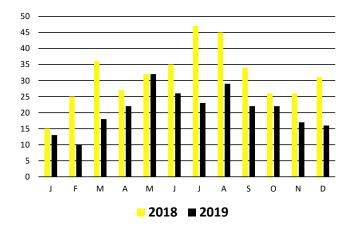
# \$ALE/LIST PRICE RATIO \$0-\$100K NONE \$101K-\$150K 88.1% \$151K-\$200K 96.4% \$201K-\$300K 98.4% \$301K-\$500K 98.2% \$501K-\$750K 99.5% \$751k-+ 94.5%

# **AVERAGE OVERPRICING**Original List Price to Sale Price

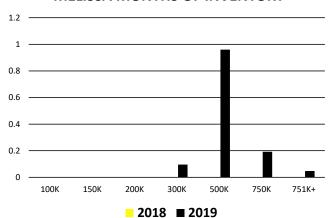
_		
2018	1.1%	
2019	1.1%	

Inventory not shown where no sales

# **MELISSA MONTHLY SALES**



# **MELISSA MONTHS OF INVENTORY**

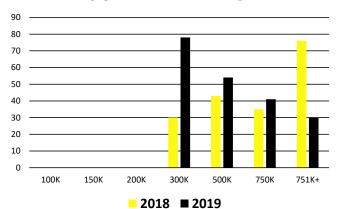


NTREIS Sold information as of 1/5/2020

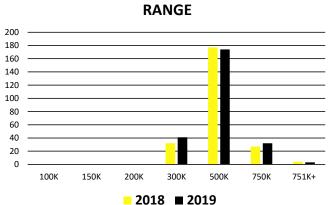
MURPHY ANNUAL 2019

	<u>2018</u>	<u>2019</u>
<b>Total Sold Volume</b>	\$ 95,981,918	\$98,332,175
Number of Sales	240	250
<b>Median Sales Price</b>	\$375,000	\$365,000

## DAYS ON THE MARKET MURPHY



# MURPHY MKT SHARE BY PRICE



SALE/LIST PRICE RATIO		
\$0-\$100K	NONE	
\$101K-\$150K	NONE	
\$151K-\$200K	NONE	
\$201K-\$300K	96.2%	
\$301K-\$500K	97.9%	
\$501K-\$750K	98.1%	
\$751k-+	99.2%	

# AVERAGE OVERPRICING

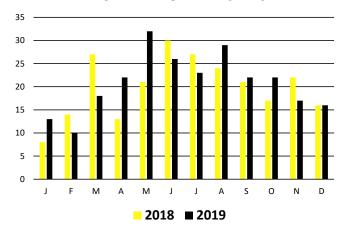
**Original List Price to Sale Price** 

2018 1.1%

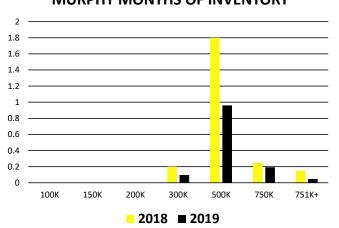
2019 1.1%

Inventory not shown where no sales

## **MURPHY MONTHLY SALES**



## **MURPHY MONTHS OF INVENTORY**

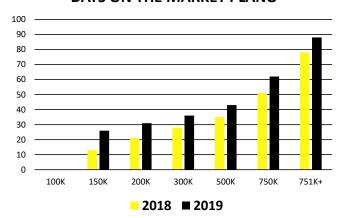


NTREIS Sold information as of 1/5/2020

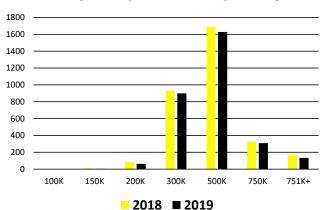
PLANO ANNUAL 2019

	<u>2018</u>	<u>2019</u>
<b>Total Sold Volume</b>	\$ 1,303,457,272	\$1,201,970,999
<b>Number of Sales</b>	3215	3037
<b>Median Sales Price</b>	\$345,000	\$345,000

## DAYS ON THE MARKET PLANO



## PLANO MKT SHARE BY PRICE RANGE



SALE/LIST PRICE	CE RATIO
\$0-\$100K	NONE
\$101K-\$150K	94.1%
\$151K-\$200K	96.0%
\$201K-\$300K	98.2%
\$301K-\$500K	98.3%
\$501K-\$750K	97.6%
\$751k-+	96.3%

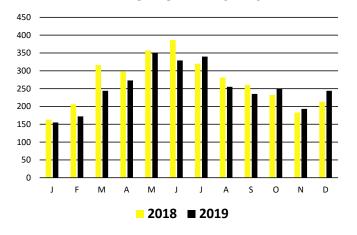
# **AVERAGE OVERPRICING**

**Original List Price to Sale Price** 

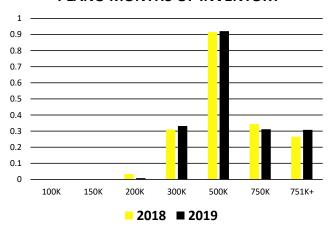
2018 1.1% 2019 1.1%

Inventory not shown where no sales

## **PLANO MONTHLY SALES**



## PLANO MONTHS OF INVENTORY

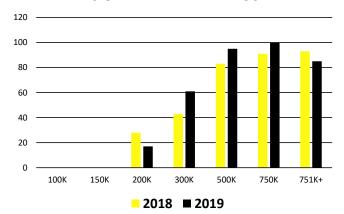


NTREIS Sold information as of 1/5/2020

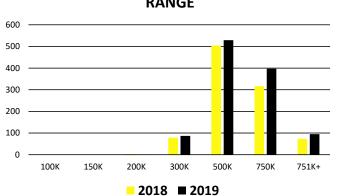
PROSPER ANNUAL 2019

	<u>2018</u>	<u>2019</u>
<b>Total Sold Volume</b>	\$ 483,718,822	\$579,028,885
<b>Number of Sales</b>	975	1109
Median Sales Price	\$460,000	\$480,000

## DAYS ON THE MARKET PROSPER



# PROSPER MARKET SHARE BY PRICE RANGE



SALE/LIST PRICE RATIO		
\$0-\$100K	NONE	
\$101K-\$150K	NONE	
\$151K-\$200K	90.9%	
\$201K-\$300K	96.7%	
\$301K-\$500K	96.6%	
\$501K-\$750K	96.9%	
\$751k-+	96.4%	

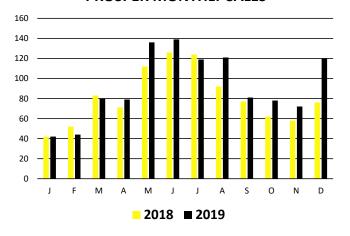
# AVERAGE OVERPRICING

**Original List Price to Sale Price** 

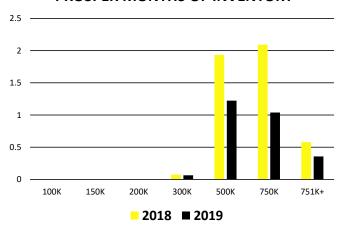
2018	1.1%
2019	1.1%

Inventory not shown where no sales

## **PROSPER MONTHLY SALES**



## PROSPER MONTHS OF INVENTORY

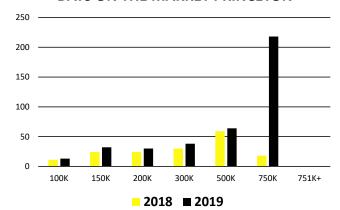


NTREIS Sold information as of 1/5/2020

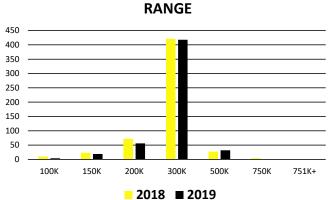
PRINCETON ANNUAL 2019

	<u>2018</u>	<u> 2019</u>
<b>Total Sold Volume</b>	\$ 127,897,487	\$123,273,967
<b>Number of Sales</b>	557	530
<b>Median Sales Price</b>	\$227,900	\$227,000





# PRINCETON MARKET SHARE BY PRICE



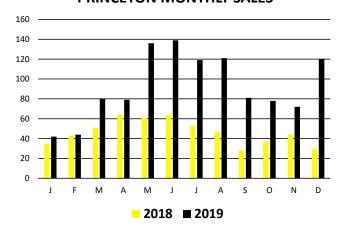
SALE/LIST PRICE RATIO	
\$0-\$100K	81.4%
\$101K-\$150K	92.3%
\$151K-\$200K	98.1%
\$201K-\$300K	99.3%
\$301K-\$500K	92.3%
\$501K-\$750K	100.0%
\$751k-+	NONE

# **AVERAGE OVERPRICING**Original List Price to Sale Price

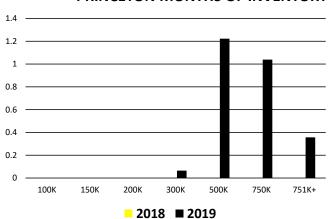
6		
2018	1.0%	
2019	1.0%	

Inventory not shown where no sales

## **PRINCETON MONTHLY SALES**



## PRINCETON MONTHS OF INVENTORY

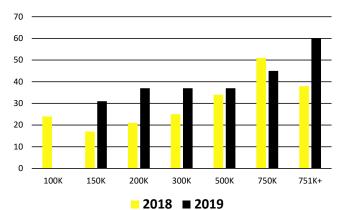


NTREIS Sold information as of 1/5/2020

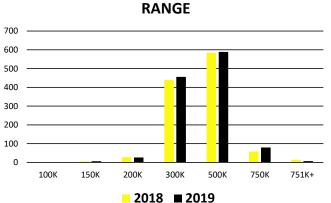
RICHARDSON ANNUAL 2019

	<u>2018</u>	<u>2019</u>
<b>Total Sold Volume</b>	\$ 385,159,782	\$396,371,579
<b>Number of Sales</b>	1129	1163
<b>Median Sales Price</b>	\$315,000	\$319,000

#### DAYS ON THE MARKET RICHARDSON



# RICHARDSON MKT SHARE BY PRICE RANGE



SALE/LIST PRICE	CE RATIO
\$0-\$100K	NONE
\$101K-\$150K	93.1%
\$151K-\$200K	95.5%
\$201K-\$300K	98.0%
\$301K-\$500K	98.4%
\$501K-\$750K	98.0%
\$751k-+	95.1%

# AVERAGE OVERPRICING

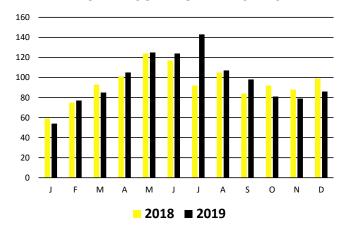
**Original List Price to Sale Price** 

2018 1.1%

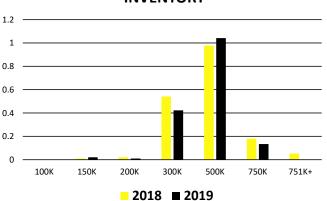
2019 1.1%

Inventory not shown where no sales

## **RICHARDSON MONTHLY SALES**



# RICHARDSON MONTHS OF INVENTORY

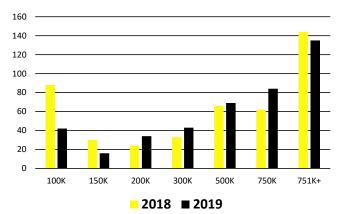


NTREIS Sold information as of 1/5/2020

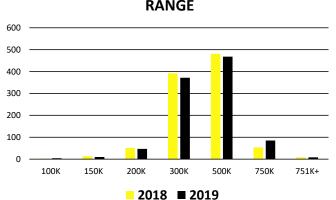
ROCKWALL ANNUAL 2019

	<u>2018</u>	<u>2019</u>
<b>Total Sold Volume</b>	\$ 334,026,084	\$340,515,333
<b>Number of Sales</b>	1001	994
<b>Median Sales Price</b>	\$315,000	\$315,745

#### DAYS ON THE MARKET ROCKWALL



# ROCKWALL MKT SHARE BY PRICE RANGE



SALE/LIST PRICE	CE RATIO
<b>\$0-\$100K</b>	97.1%
\$101K-\$150K	90.4%
\$151K-\$200K	95.1%
\$201K-\$300K	98.3%
\$301K-\$500K	97.8%
\$501K-\$750K	97.4%
\$751k-+	96.0%

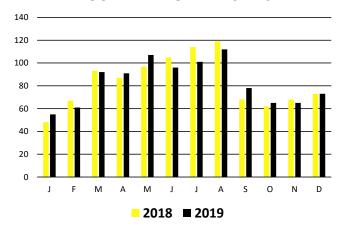
# AVERAGE OVERPRICING

**Original List Price to Sale Price** 

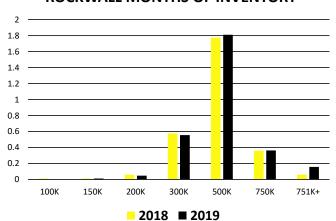
2018 1.1% 2019 1.1%

Inventory not shown where no sales

## **ROCKWALL MONTHLY SALES**



## **ROCKWALL MONTHS OF INVENTORY**

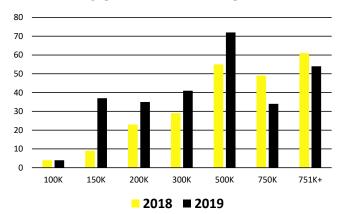


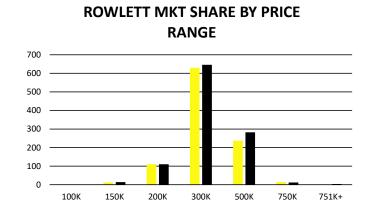
NTREIS Sold information as of 1/5/2020

ROWLETT ANNUAL 2019

	<u>2018</u>	<u>2019</u>	
<b>Total Sold Volume</b>	\$ 272,760,931	\$294,679,775	
<b>Number of Sales</b>	1007	1069	
<b>Median Sales Price</b>	\$255,000	\$260,000	

## DAYS ON THE MARKET ROWLETT





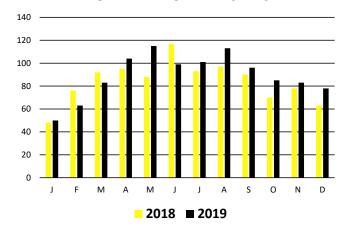
2018 ■ 2019

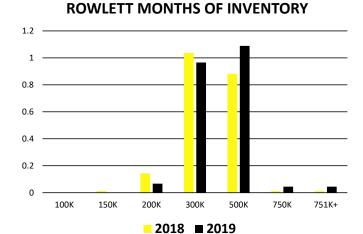
SALE/LIST PRICE RATIO		
<b>\$0-\$100K</b>	106.4%	
\$101K-\$150K	91.6%	
\$151K-\$200K	96.7%	
\$201K-\$300K	98.7%	
\$301K-\$500K	98.3%	
\$501K-\$750K	99.6%	
\$751k-+	94.4%	

# AVERAGE OVERPRICING Original List Price to Sale Price 2018 2.0% 2019 1.1%

Inventory not shown where no sales

## **ROWLETT MONTHLY SALES**

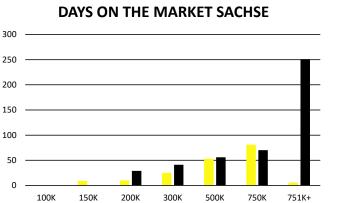




NTREIS Sold information as of 1/5/2020

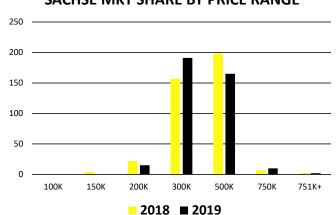
SACHSE ANNUAL 2019

	<u>2018</u>	<u>2019</u>
<b>Total Sold Volume</b>	\$ 126,332,503	\$122,581,459
<b>Number of Sales</b>	390	383
<b>Median Sales Price</b>	\$310,000	\$295,000



2018 ■ 2019





SALE/LIST PRIC	CE RATIO
<b>\$0-\$100K</b>	NONE
\$101K-\$150K	NONE
\$151K-\$200K	96.7%
\$201K-\$300K	98.8%
\$301K-\$500K	98.4%
\$501K-\$750K	96.7%
\$751k-+	91.9%

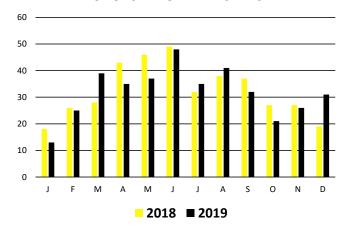
# AVERAGE OVERPRICING

**Original List Price to Sale Price** 

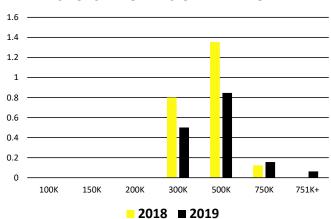
2018 1.1% 2019 1.1%

Inventory not shown where no sales

## **SACHSE MONTHLY SALES**



## SACHSE MONTHS OF INVENTORY

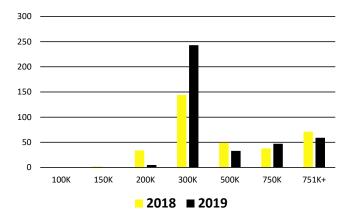


NTREIS Sold information as of 1/5/2020

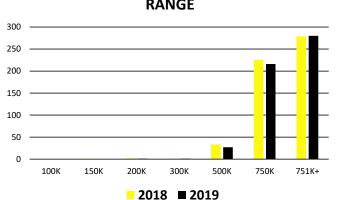
SOUTHLAKE ANNUAL 2019

	<u>2018</u>	<u>2019</u>
<b>Total Sold Volume</b>	\$ 467,161,674	\$468,581,687
<b>Number of Sales</b>	541	525
<b>Median Sales Price</b>	\$765,000	\$775,000

## DAYS ON THE MARKET SOUTHLAKE



# SOUTHLAKE MKT SHARE BY PRICE RANGE



SALE/LIST PRIC	CE RATIO
<b>\$0-\$100K</b>	NONE
\$101K-\$150K	NONE
\$151K-\$200K	97.6%
\$201K-\$300K	94.8%
\$301K-\$500K	98.0%
\$501K-\$750K	97.9%
\$751k-+	96.7%

# AVERAGE OVERPRICING

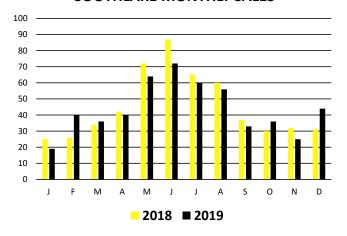
**Original List Price to Sale Price** 

2018 1.2%

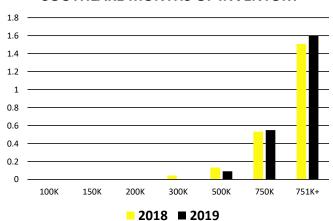
2019 1.1%

Inventory not shown where no sales

## **SOUTHLAKE MONTHLY SALES**



## **SOUTHLAKE MONTHS OF INVENTORY**



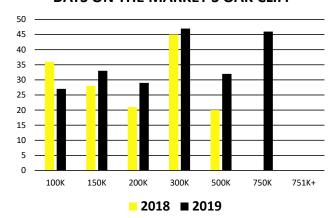
NTREIS Sold information as of 1/5/2020

# **SOUTH OAK CLIFF (AREA 15)**

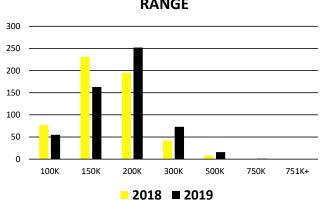
# **ANNUAL 2019**

	<u>2018</u>	<u>2019</u>
<b>Total Sold Volume</b>	\$ 83,381,817	\$93,174,040
Number of Sales	553	560
<b>Median Sales Price</b>	\$147,000	<b>\$161,500</b>

## DAYS ON THE MARKET S OAK CLIFF



# S OAK CLIFF MKT SHARE BY PRICE RANGE



SALE/LIST PR	ICE RATIO
<b>\$0-\$100K</b>	90.2%
\$101K-\$150K	98.1%
\$151K-\$200K	99.5%
\$201K-\$300K	98.5%
\$301K-\$500K	98.3%
\$501K-\$750K	91.7%
\$751k-+	NONE

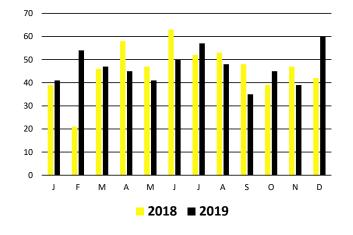
# AVERAGE OVERPRICING

**Original List Price to Sale Price** 

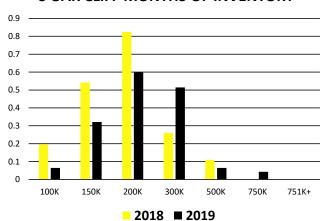
2018	1.0%	
2019	1.0%	

Inventory not shown where no sales

## **S OAK CLIFF MONTHLY SALES**



## S OAK CLIFF MONTHS OF INVENTORY

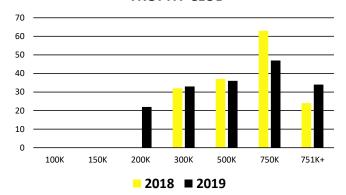


NTREIS Sold information as of 1/5/2020

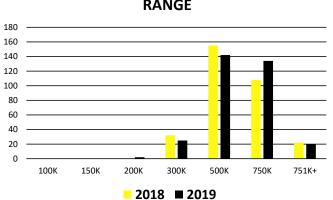
TROPHY CLUB ANNUAL 2019

	<u>2018</u>	<u>2019</u>
<b>Total Sold Volume</b>	\$ 154,593,323	\$165,024,619
Number of Sales	317	323
<b>Median Sales Price</b>	\$460,000	\$488,000

# DAYS ON THE MARKET TROPHY CLUB



# TROPHY CLUB MKT SHARE BY PRICE RANGE



# \$ALE/LIST PRICE RATIO \$0-\$100K NONE \$101K-\$150K NONE \$151K-\$200K 86.3% \$201K-\$300K 94.8% \$301K-\$500K 99.4% \$501K-\$750K 98.5% \$751k-+ 98.1%

# AVERAGE OVERPRICING

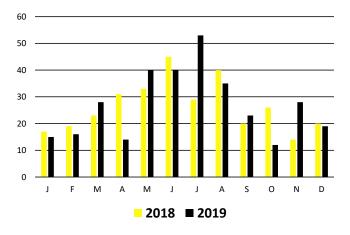
Original List Price to Sale Price

2018 1.1%

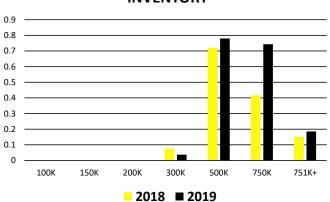
2019 1.1%

Inventory not shown where no sales

## TROPHY CLUB MONTHLY SALES



# TROPHY CLUB MONTHS OF INVENTORY

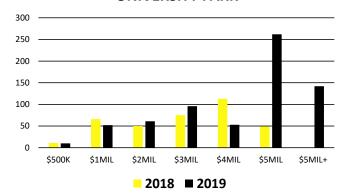


NTREIS Sold information as of 1/5/2020

# **UNIVERSITY PARK**

	<u>2018</u>	<u>2019</u>
<b>Total Sold Volume</b>	\$ 434,717,444	\$487,259,861
Number of Sales	271	284
Median Sales Price	\$1,410,000	\$1,557,500

# DAYS ON THE MARKET UNIVERSITY PARK



# UNIVERSITY PARK MKT SHARE BY



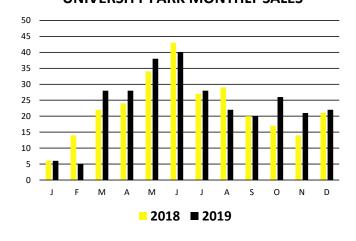
SALE/LIST PRIC	E RATIO
\$0-\$500K	99.4%
\$501K-\$1MIL	96.1%
<b>\$1MIL-\$2MIL</b>	96.8%
<b>\$2MIL-\$3MIL</b>	96.2%
\$3MIL-\$4MIL	96.1%
<b>\$4MIL-\$5MIL</b>	97.1%
\$5MIL+	92.0%

# AVERAGE OVERPRICING

**Original List Price to Sale Price** 

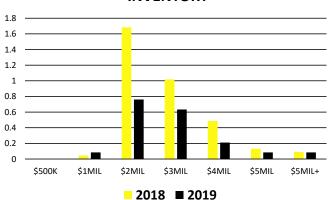
2018	1.0%
2019	1.2%

**UNIVERSITY PARK MONTHLY SALES** 



#### Inventory not shown where no sales

# UNIVERSITY PARK MONTHS OF INVENTORY

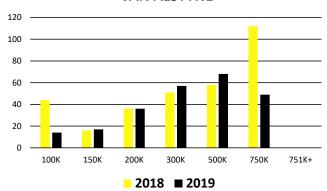


NTREIS Sold information as of 1/5/2020

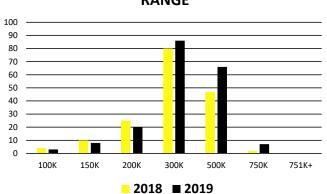
VAN ALSTYNE ANNUAL 2019

	<u>2018</u>	<u>2019</u>
<b>Total Sold Volume</b>	\$ 44,912,472	\$55,867,916
<b>Number of Sales</b>	168	190
<b>Median Sales Price</b>	\$249,927	\$269,450

# DAYS ON THE MARKET VAN ALSTYNE



# VAN ALSTYNE MKT SHARE BY PRICE RANGE



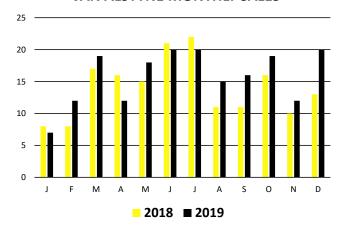
# \$ALE/LIST PRICE RATIO \$0-\$100K 94.4% \$101K-\$150K 97.7% \$151K-\$200K 98.6% \$201K-\$300K 98.6% \$301K-\$500K 98.4% \$501K-\$750K 97.2% \$751k-+ NONE

# AVERAGE OVERPRICING

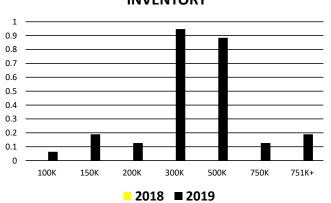
Original Li	ist Price to Sai	e Price
2018	3 1.2%	)
2019	1.2%	)

Inventory not shown where no sales

#### **VAN ALSTYNE MONTHLY SALES**



# VAN ALSTYNE MONTHS OF INVENTORY

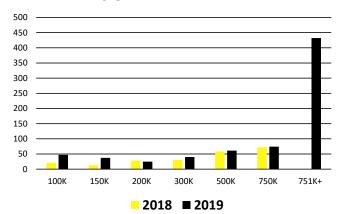


NTREIS Sold information as of 1/5/2020

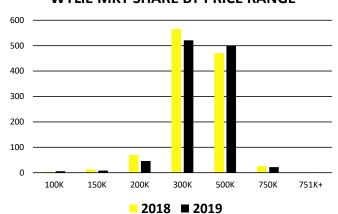
WYLIE ANNUAL 2019

	<u>2018</u>	<u>2019</u>	
<b>Total Sold Volume</b>	\$ 341,593,780	\$334,674,030	
Number of Sales	1147	1103	
Median Sales Price	\$285,000	\$294,856	

#### DAYS ON THE MARKET WYLIE



## **WYLIE MKT SHARE BY PRICE RANGE**



# \$ALE/LIST PRICE RATIO \$0-\$100K 99.1% \$101K-\$150K 93.5% \$151K-\$200K 97.4% \$201K-\$300K 98.5% \$301K-\$500K 98.2% \$501K-\$750K 97.2% \$751k-+ 80.0%

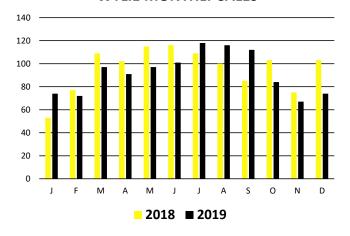
# **AVERAGE OVERPRICING**

**Original List Price to Sale Price** 

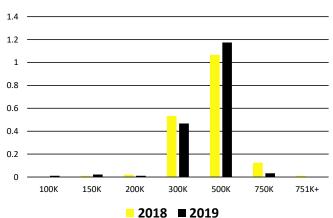
2018 1.1% 2019 1.1%

Inventory not shown where no sales

#### **WYLIE MONTHLY SALES**



#### WYLIE MONTHS OF INVENTORY



NTREIS Sold information as of 1/5/2020