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Monthly Indicators

October 2009

Home sales in the Collin County region continue to post extremely robust numbers. October saw 3,004 signed purchase agreements, up 27.1 percent from a year ago.

With the home buyer tax credit extended and expanded, we can expect that first-time home buyer activity will remain strong, but don't bank on the same blockbuster numbers we saw this year. If you were a potential first-time home buyer who was qualified to purchase in 2009, odds are good that you already bought. The fact that the income limits have been raised for eligibility does help since it widens the credit's availability.

The \$6,500 credit for second-time buyers will spur some sellers in the low-to-mid price ranges to put their homes on the market who had previously been on the fence. New listings will likely increase this winter and into early 2010 as a result.

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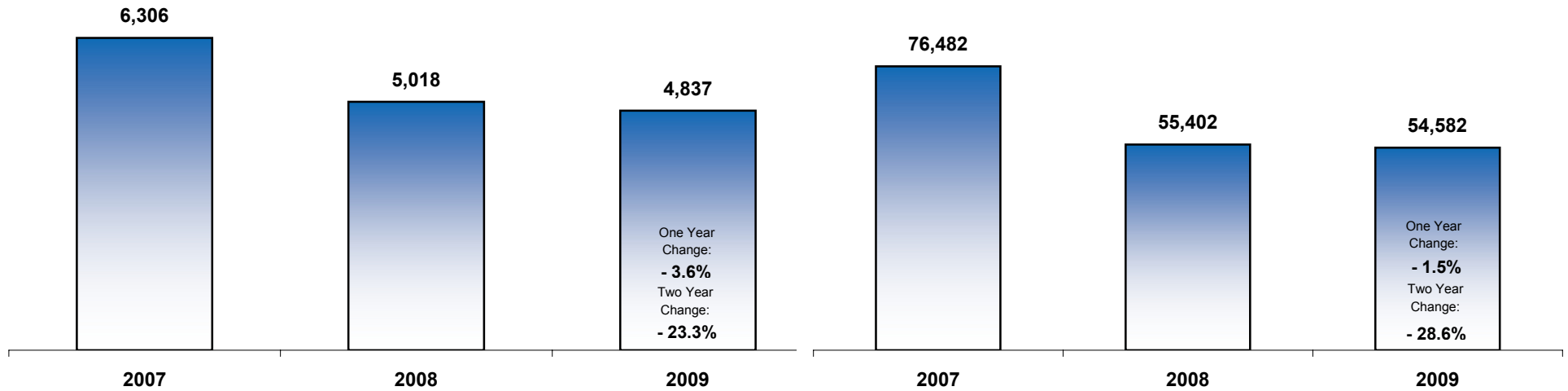
New Listings

A Monthly Indicator from the Collin County Association of REALTORS®

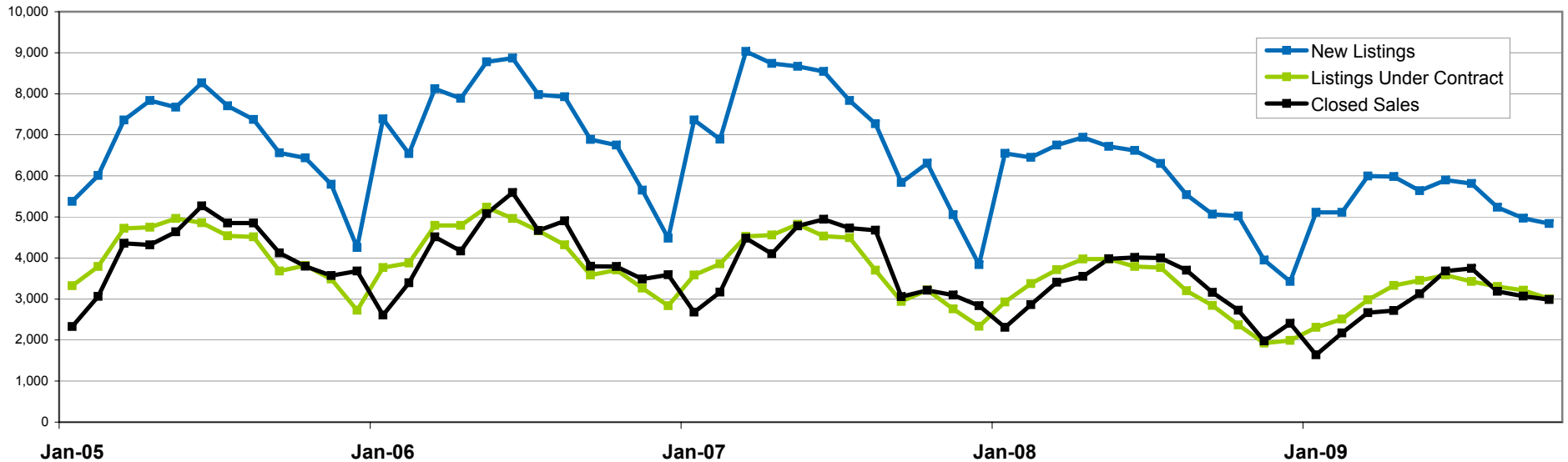


October

Entire Year



Historical Market Activity

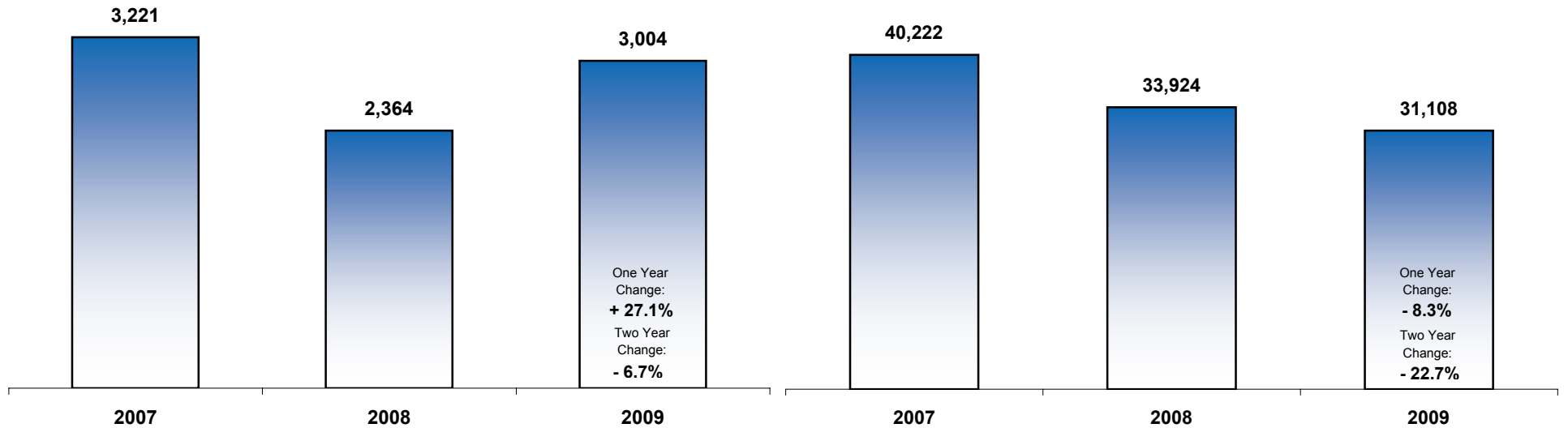


Listings Under Contract

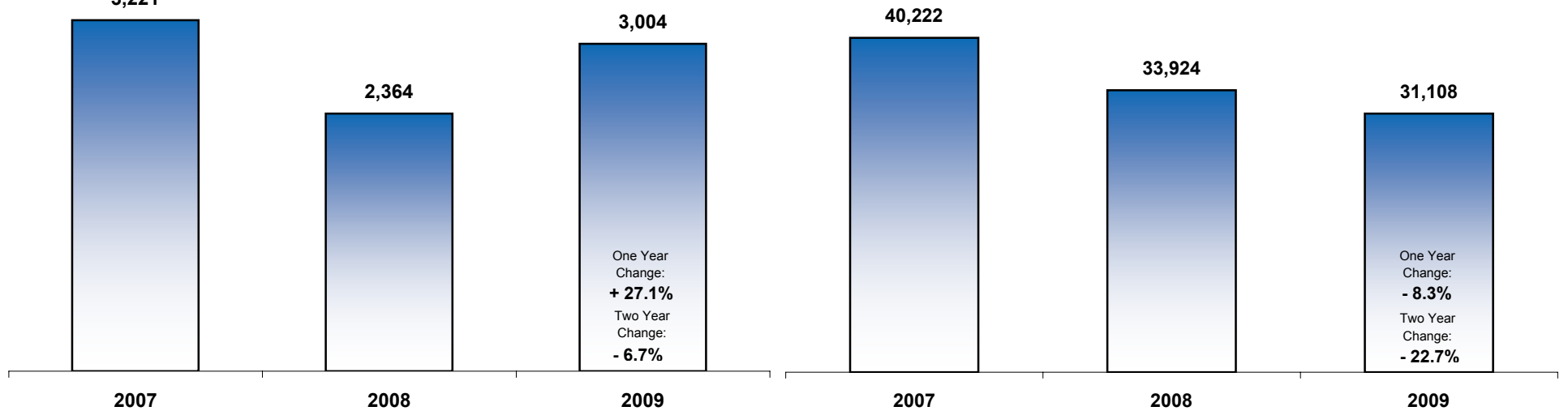
A Monthly Indicator from the Collin County Association of REALTORS®



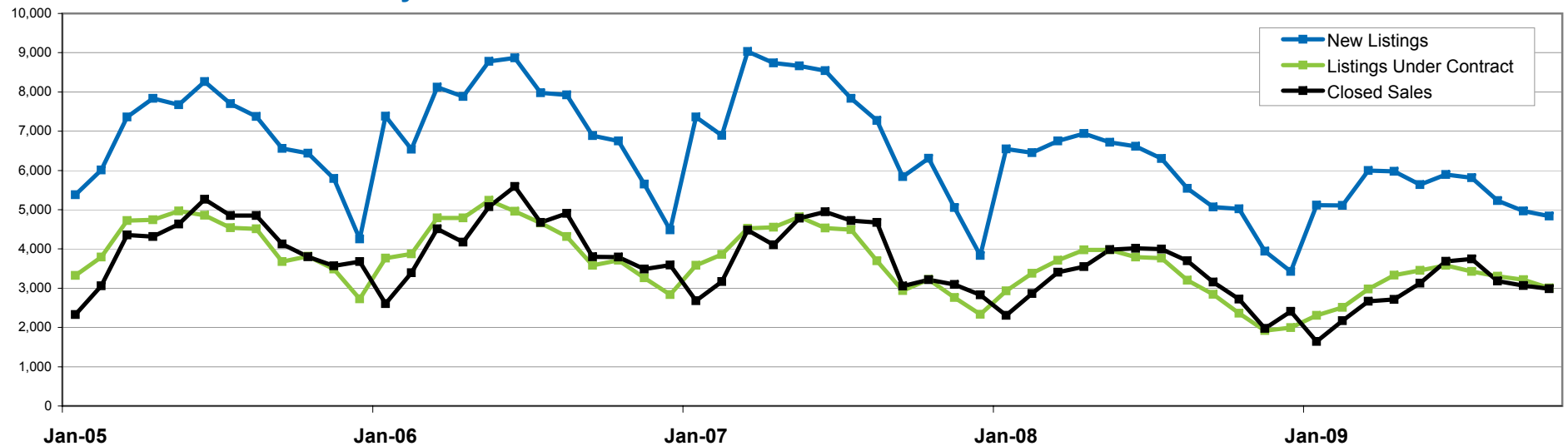
October



Entire Year



Historical Market Activity



Closed Sales

A Monthly Indicator from the Collin County Association of REALTORS®

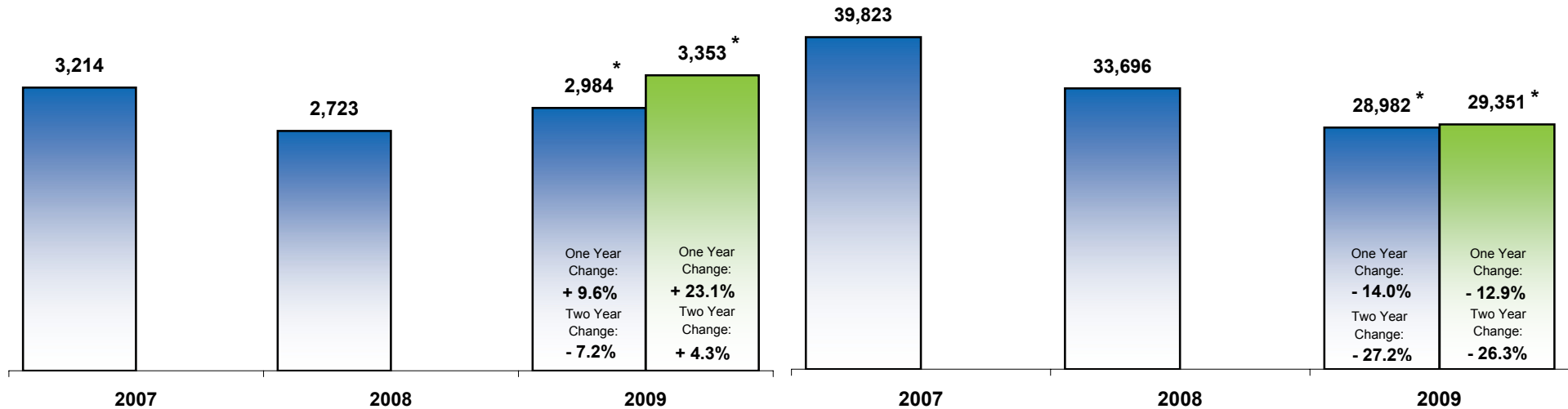


October

■ Reported
■ Projected

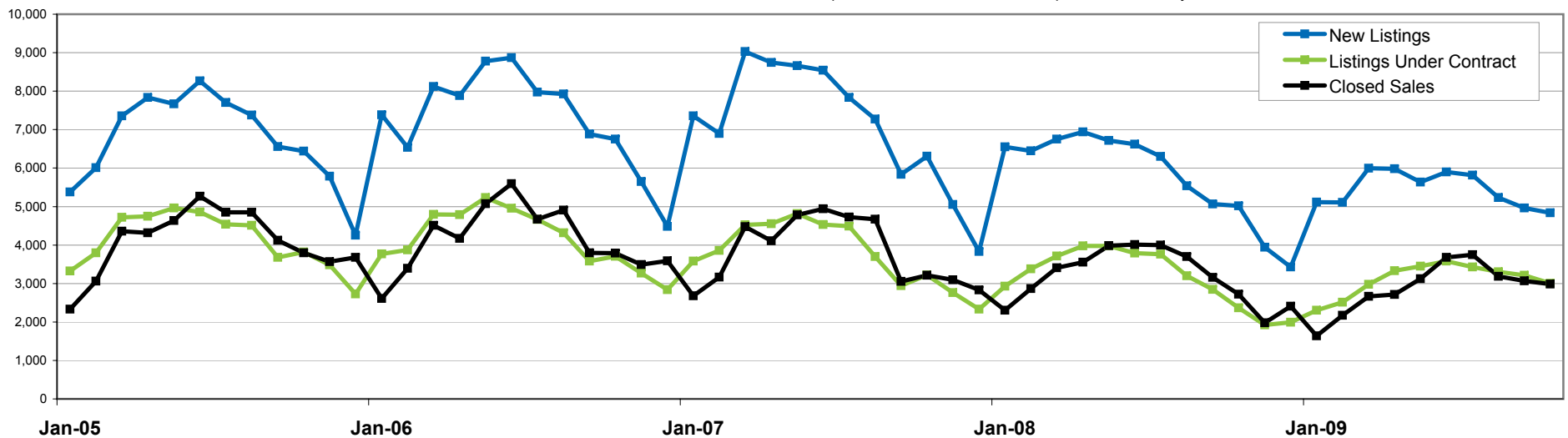
Entire Year

■ Reported
■ Projected



Historical Market Activity

*Due to the delay experienced in reporting closed sales into MLS, **reported** unit activity will appear artificially low for the most recent month. Our higher **projected** unit activity assumes that only 89% of all sales are reported in in time for this report -- a number we use based upon historical analysis.

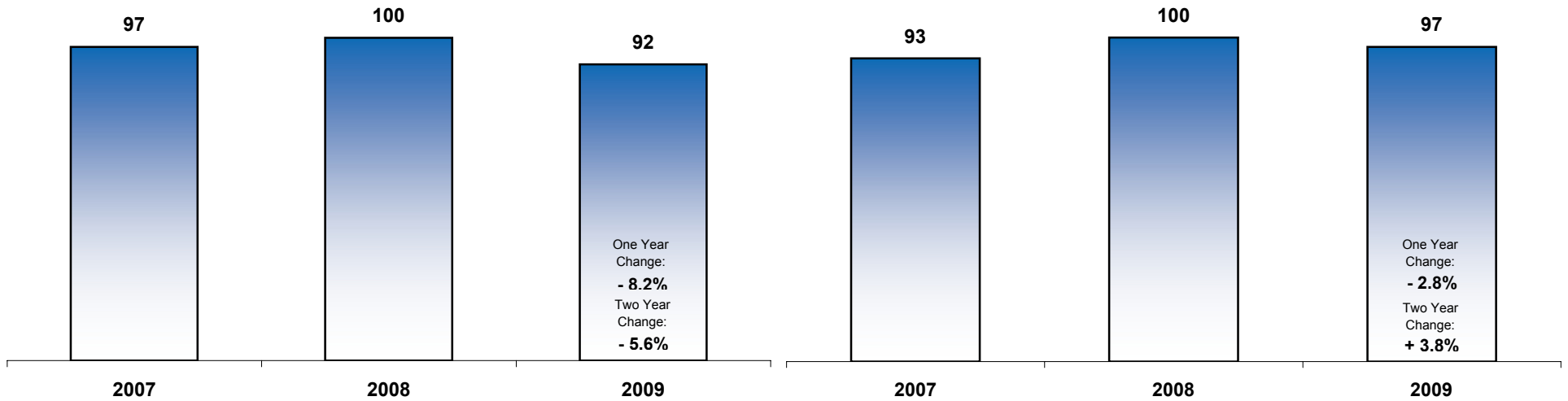


Days on Market Until Sale

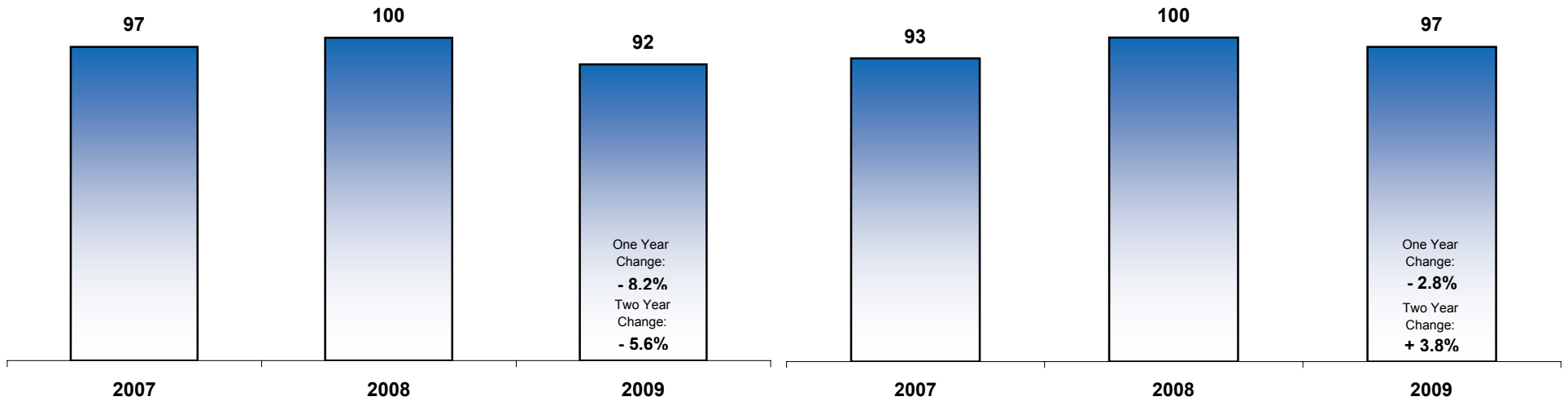
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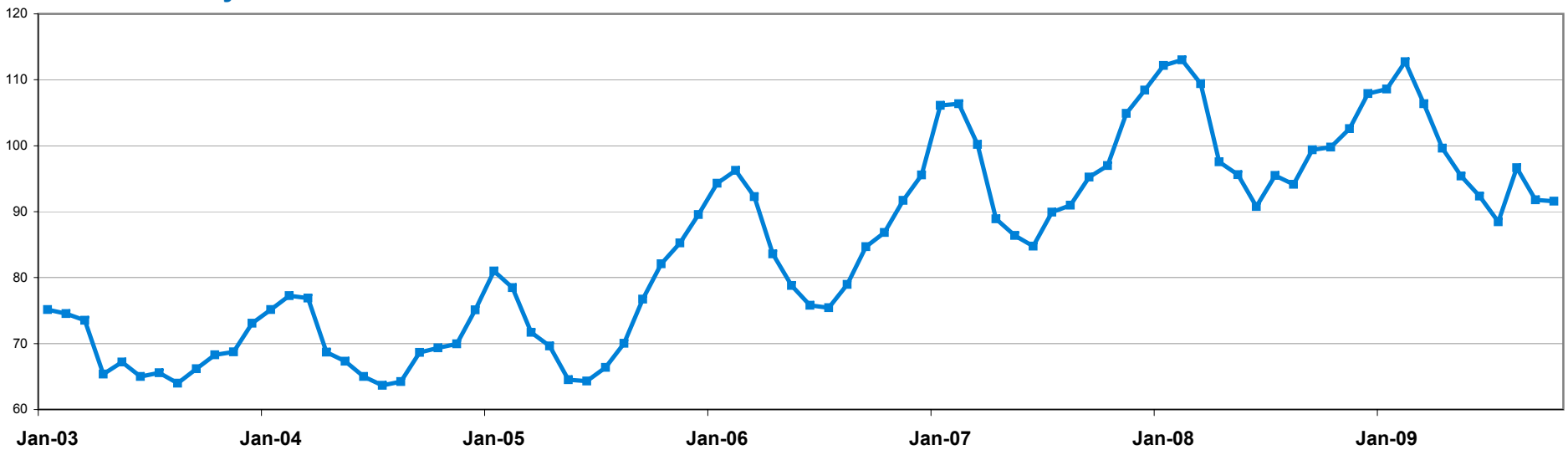
October



Entire Year



Historical Days on Market Until Sale



Median Sales Price

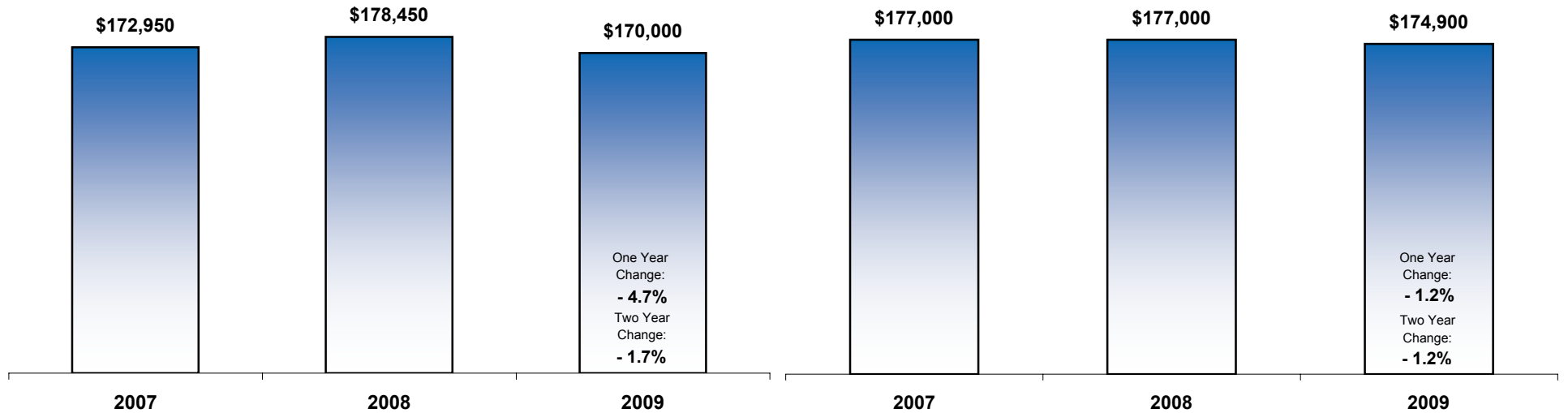
A Monthly Indicator from the Collin County Association of REALTORS®



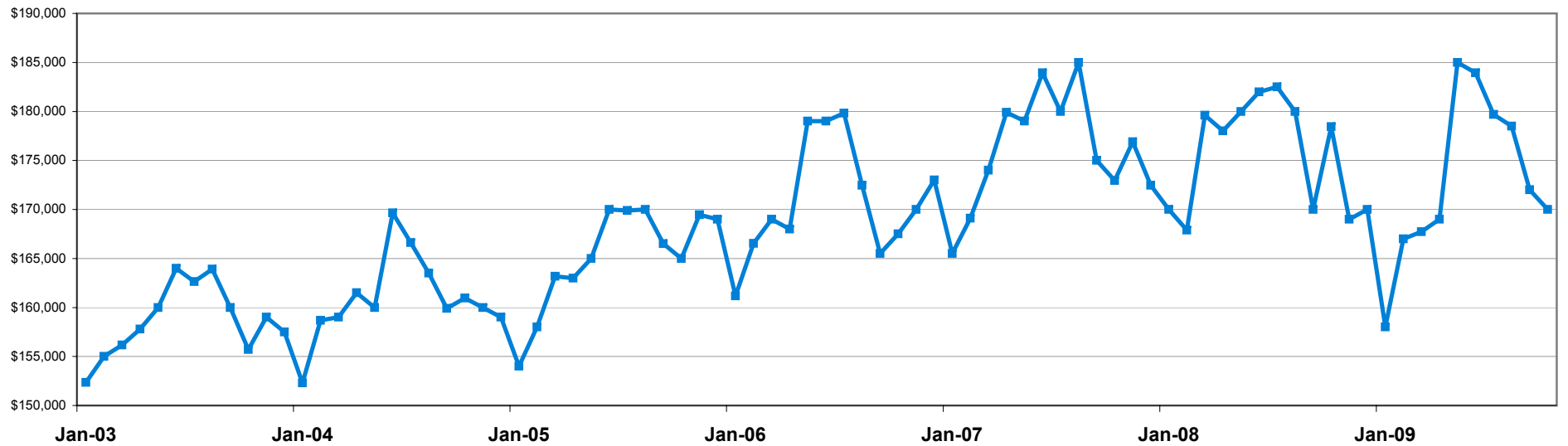
Figures do not take into account seller concessions.

October

Entire Year



Historical Median Prices



Average Sales Price

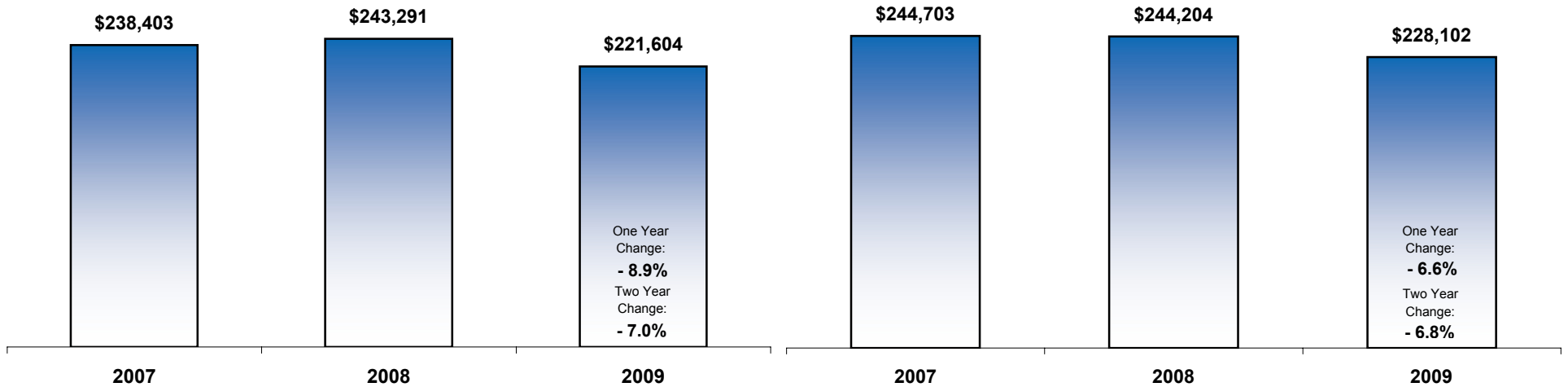
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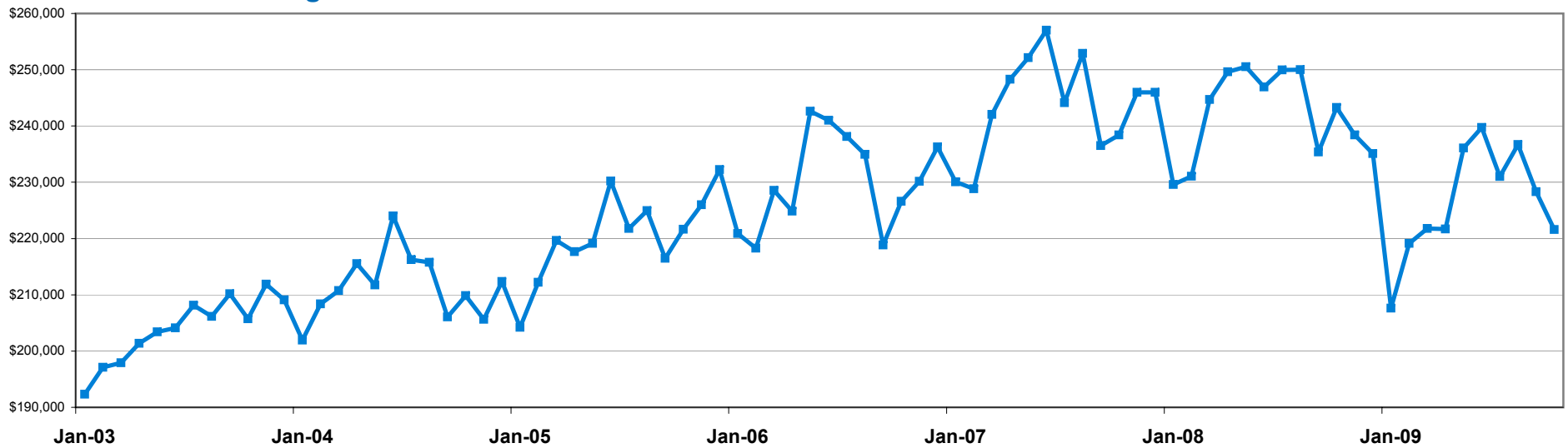
Figures do not take into account seller concessions.

October

Entire Year



Historical Average Prices

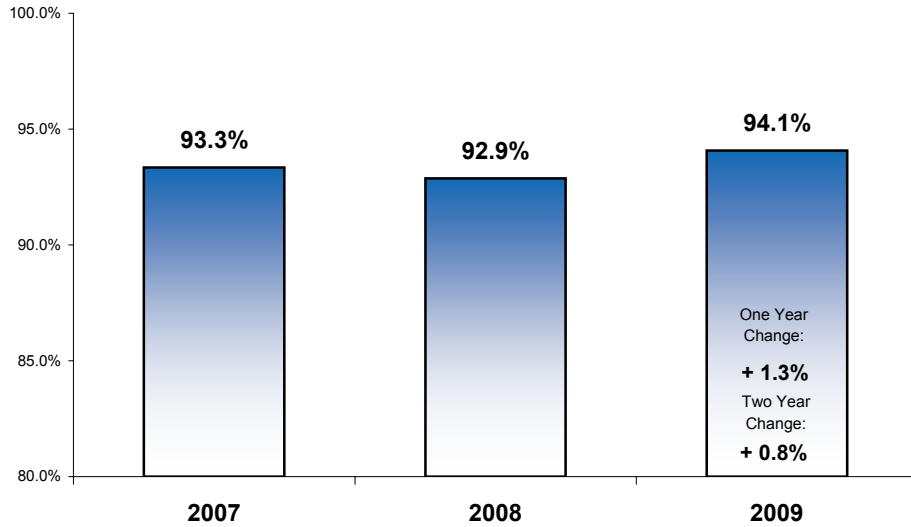


Percent of Original List Price Received at Sale

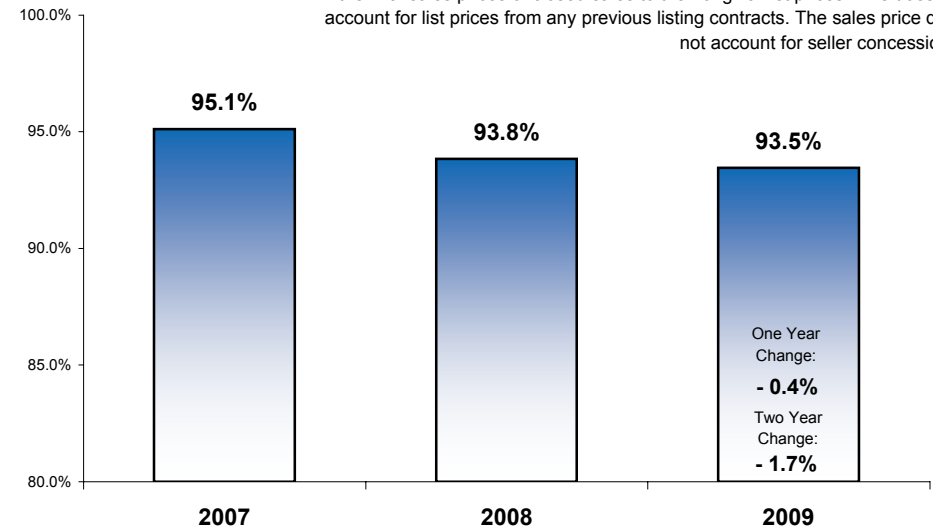
A Monthly Indicator from the Collin County Association of REALTORS®



October

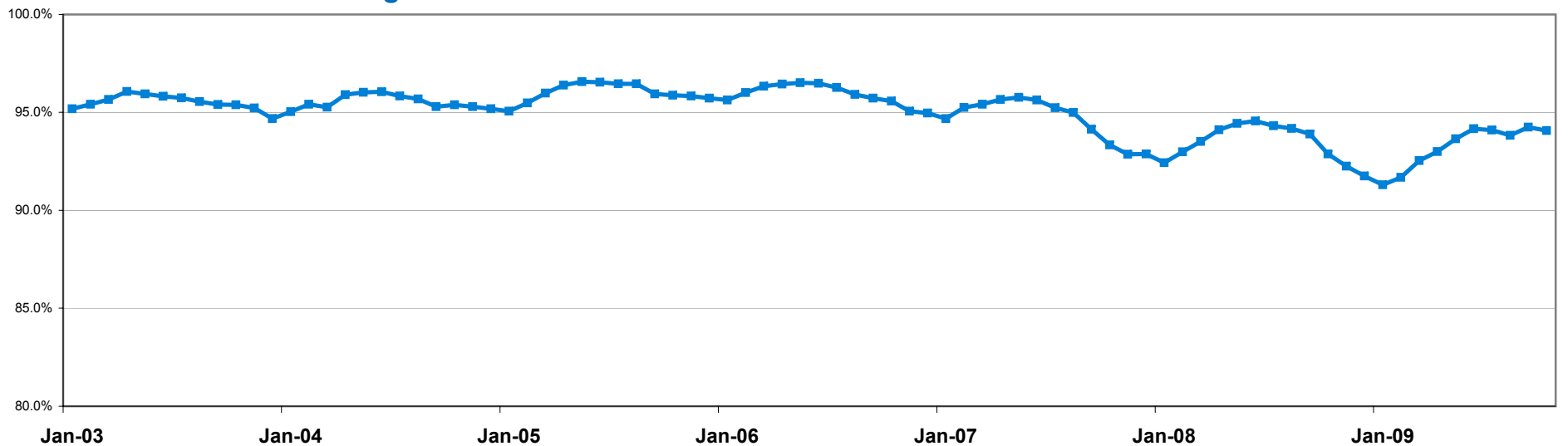


Entire Year



The Percent of Original List Price Received at Sale is calculated by comparing the final sales prices of closed sales to their original list prices. This does not account for list prices from any previous listing contracts. The sales price does not account for seller concessions.

Historical Percent of Original List Price Received at Sale



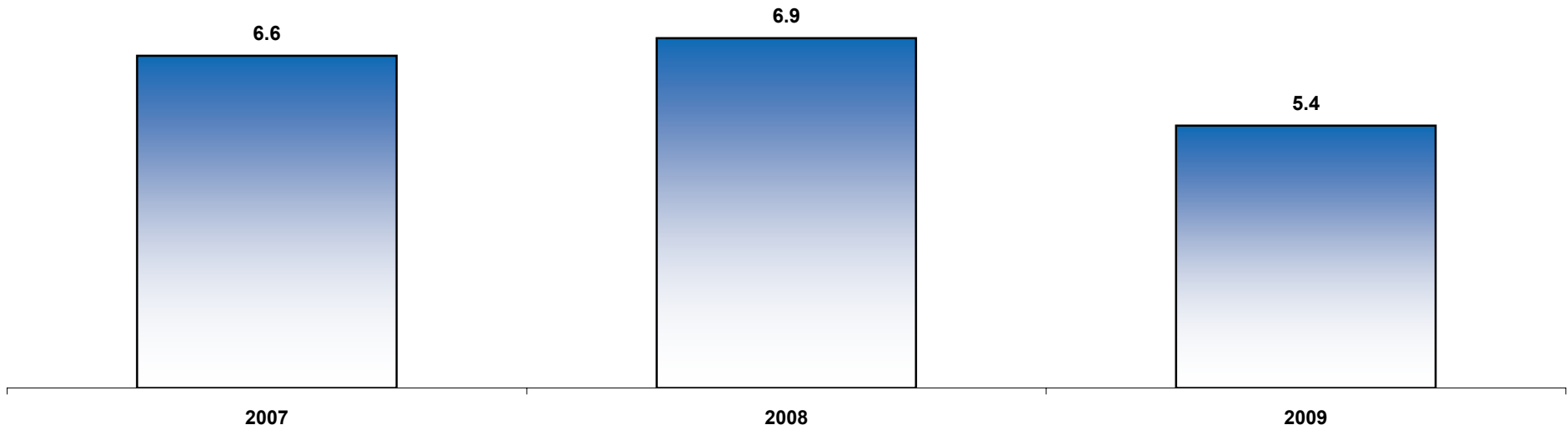
Mortgage Rates

A Monthly Indicator from the Collin County Association of REALTORS®

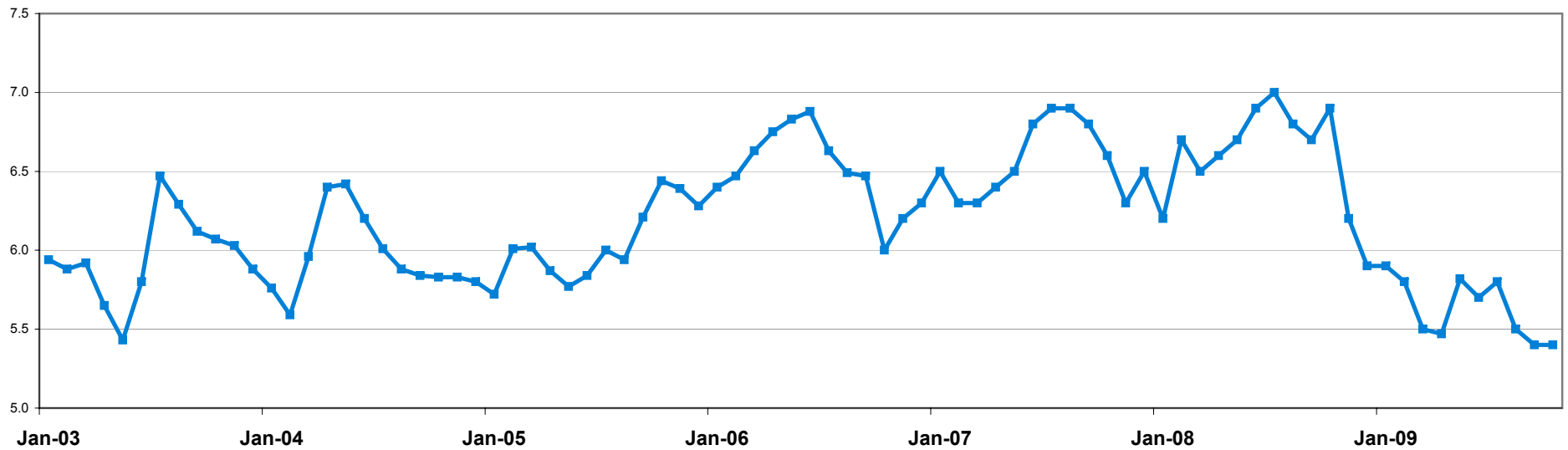


Mortgage rate information is gathered from HSH Associates Financial Publishers, Inc (www.hsh.com). Data represents national 30-year fixed-rate mortgages.

October



Historical Interest Rates



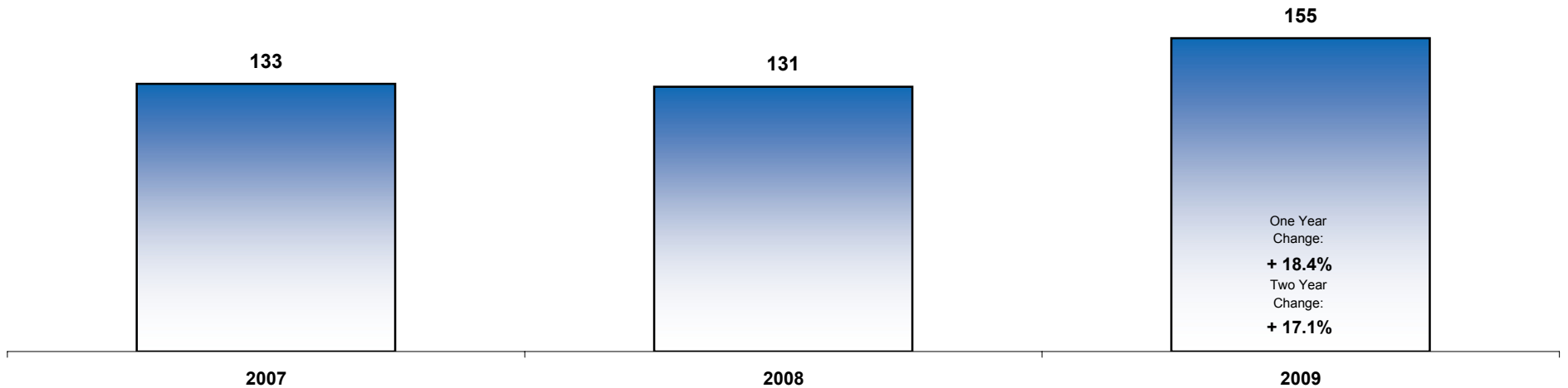
Housing Affordability Index

A Monthly Indicator from the **Collin County Association of REALTORS®**

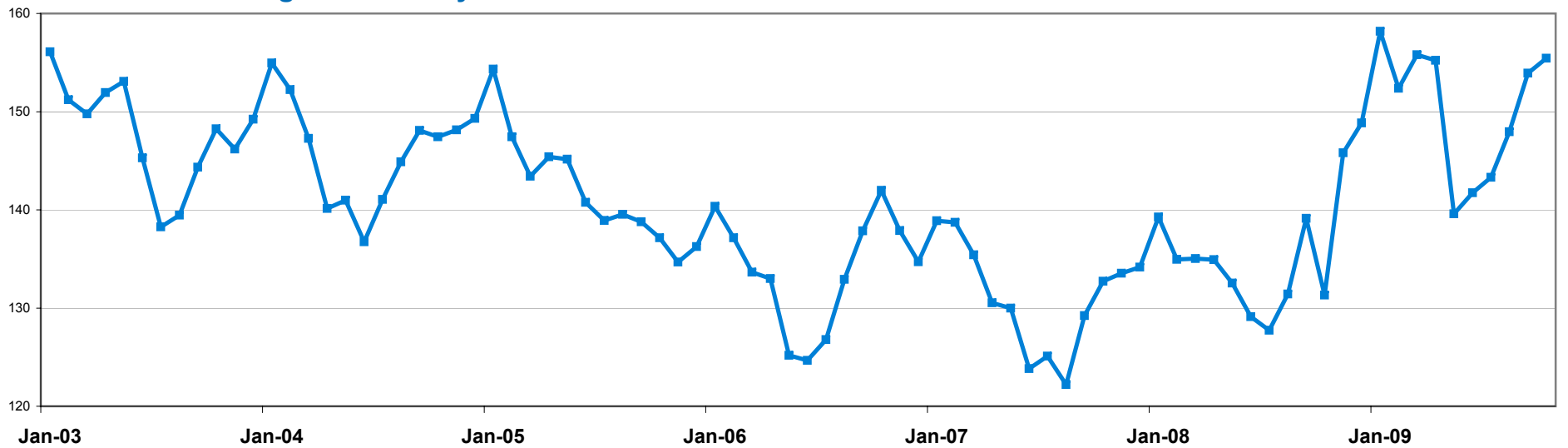


October

The HAI formula measures housing affordability for the Dallas Housing Market. An HAI of 120 means the median family income is 120% of the necessary income to qualify for the median priced home using a 20% down, 30-year fixed rate mortgage.



Historical Housing Affordability Index

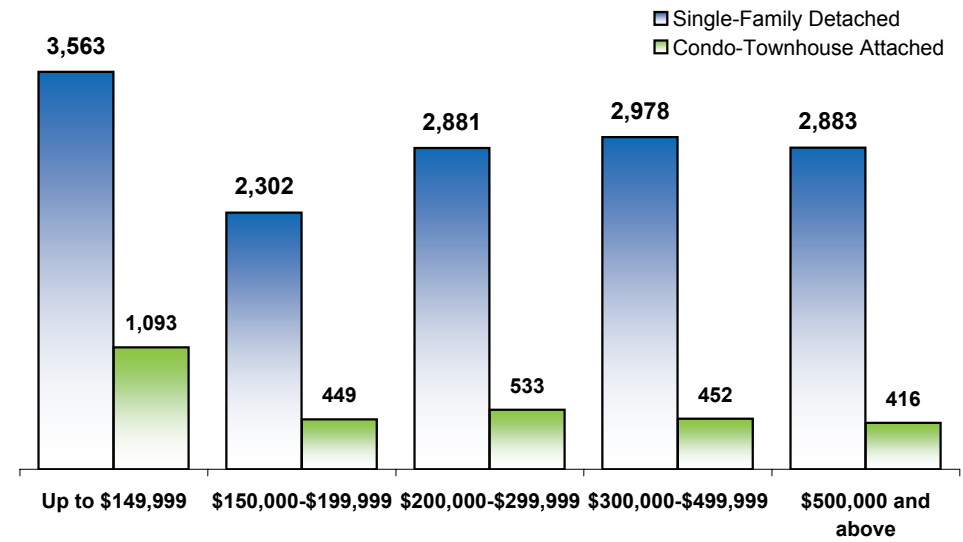
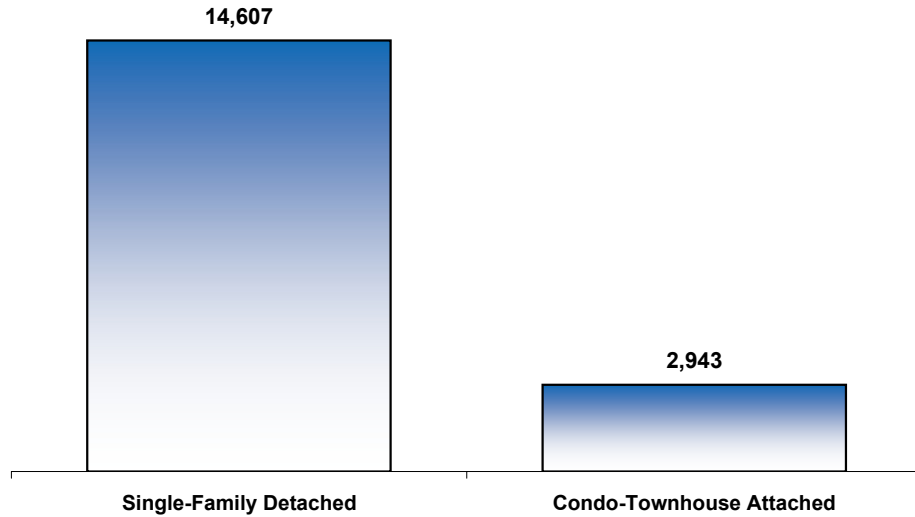


Housing Supply Outlook

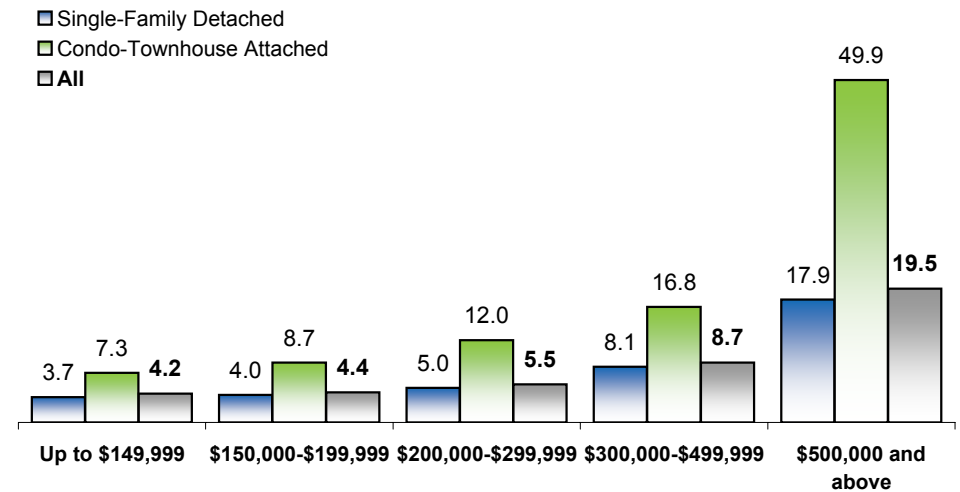
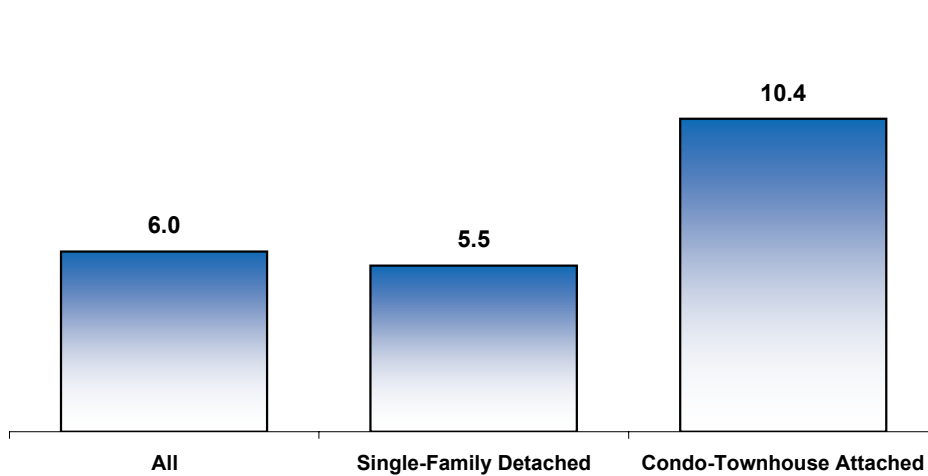
A Monthly Indicator from the Collin County Association of REALTORS®

October 2009

Inventory of Active Listings at Month End



Months Supply



A market is considered balanced when there is roughly a 5 to 6-month supply of homes available for purchase

Market Overview

A Monthly Indicator from the Collin County Association of REALTORS®



		2009	2008	Percent Change	5-Year Average	2009 Year-to-Date	2008 Year-to-Date	Percent Change	5-Year Year-to-Date Average
New Listings	Aug	5,231	5,541	- 5.6%	6,668	44,780	45,317	- 1.2%	55,102
	Sep	4,965	5,067	- 2.0%	5,863	49,745	50,384	- 1.3%	60,965
	Oct	4,837	5,018	- 3.6%	5,870	54,582	55,402	- 1.5%	66,835
Listings Under Contract	Aug	3,302	3,201	+ 3.2%	3,806	24,891	28,717	- 13.3%	31,903
	Sep	3,213	2,843	+ 13.0%	3,251	28,104	31,560	- 11.0%	35,154
	Oct	3,004	2,364	+ 27.1%	3,223	31,108	33,924	- 8.3%	38,377
Closed Sales	Aug	3,183	3,697	- 13.9%	4,262	22,931	27,815	- 17.6%	30,580
	Sep	3,067	3,158	- 2.9%	3,440	25,998	30,973	- 16.1%	34,020
	Oct	2,984	2,723	+ 9.6%	3,302	28,982	33,696	- 14.0%	37,322
Days on Market Until Sale	Aug	97	94	+ 2.7%	86	98	100	- 1.5%	89
	Sep	92	99	- 7.6%	90	98	100	- 2.2%	89
	Oct	92	100	- 8.2%	91	97	100	- 2.8%	89
Median Sales Price	Aug	\$178,500	\$180,000	- 0.8%	\$177,191	\$175,000	\$178,000	- 1.7%	
	Sep	\$172,000	\$170,000	+ 1.2%	\$169,800	\$175,000	\$177,000	- 1.1%	--
	Oct	\$170,000	\$178,450	- 4.7%	\$170,780	\$174,900	\$177,000	- 1.2%	
Average Sales Price	Aug	\$236,693	\$249,998	- 5.3%	\$239,898	\$228,921	\$245,294	- 6.7%	\$234,666
	Sep	\$228,297	\$235,391	- 3.0%	\$227,100	\$228,848	\$244,284	- 6.3%	\$233,933
	Oct	\$221,604	\$243,291	- 8.9%	\$230,303	\$228,102	\$244,204	- 6.6%	\$233,603
Total Active Listings Available	Aug	18,874	22,105	- 14.6%					
	Sep	18,138	21,120	- 14.1%	--	--	--	--	--
	Oct	17,550	20,499	- 14.4%					
Percent of Original List Price	Aug	93.8%	94.2%	- 0.4%	95.1%	93.3%	93.9%	- 0.7%	95.0%
	Sep	94.2%	93.9%	+ 0.4%	94.8%	93.4%	93.9%	- 0.6%	95.0%
	Oct	94.1%	92.9%	+ 1.3%	94.3%	93.5%	93.8%	- 0.4%	94.9%
Mortgage Rates	Aug	5.5	6.8	- 19.1%	6.3				
	Sep	5.4	6.7	- 19.4%	6.3	--	--	--	--
	Oct	5.4	6.9	- 21.7%	6.3				
Housing Affordability Index	Aug	148	131	+ 12.6%	135				
	Sep	154	139	+ 10.6%	140	--	--	--	--
	Oct	155	131	+ 18.4%	140				
Months Supply of Inventory	Aug	6.7	6.6	+ 0.3%					
	Sep	6.3	6.4	- 0.4%	--	--	--	--	--
	Oct	6.0	6.3	- 4.6%					

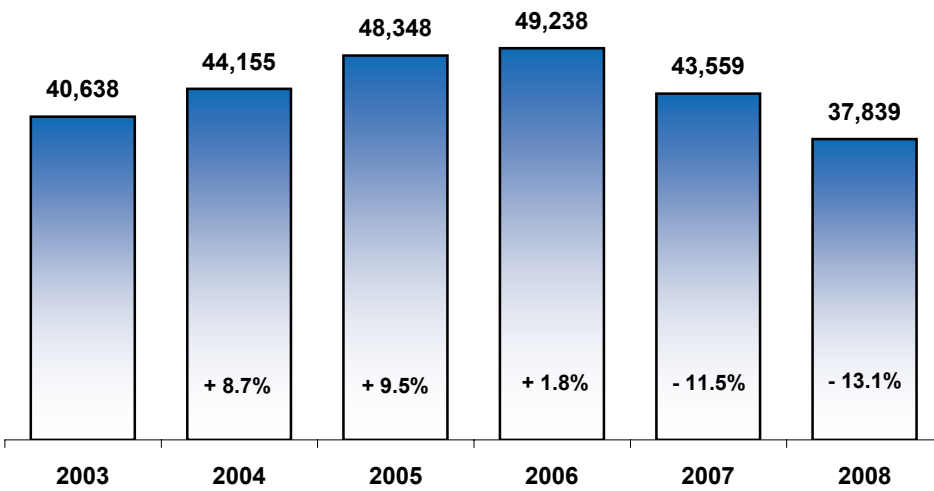
Data from past months is updated with each new report to account for late reported listings and sales.

Annual Review

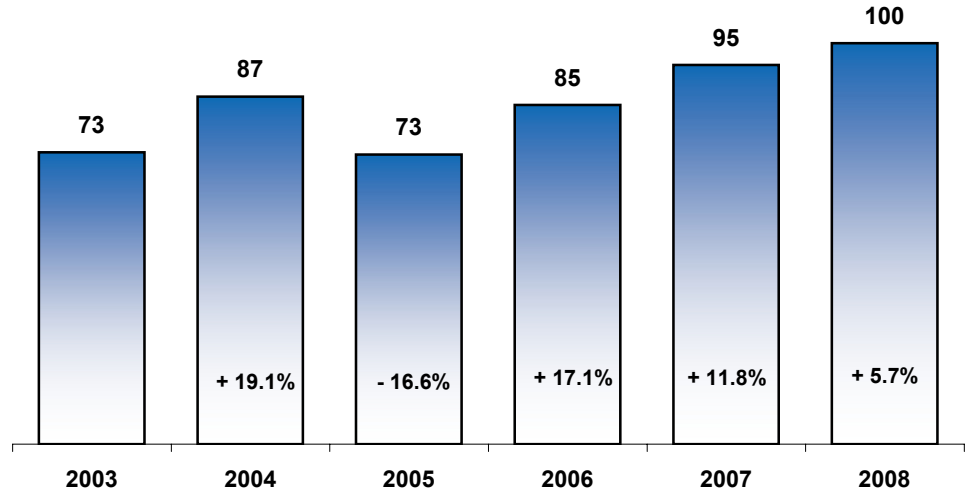
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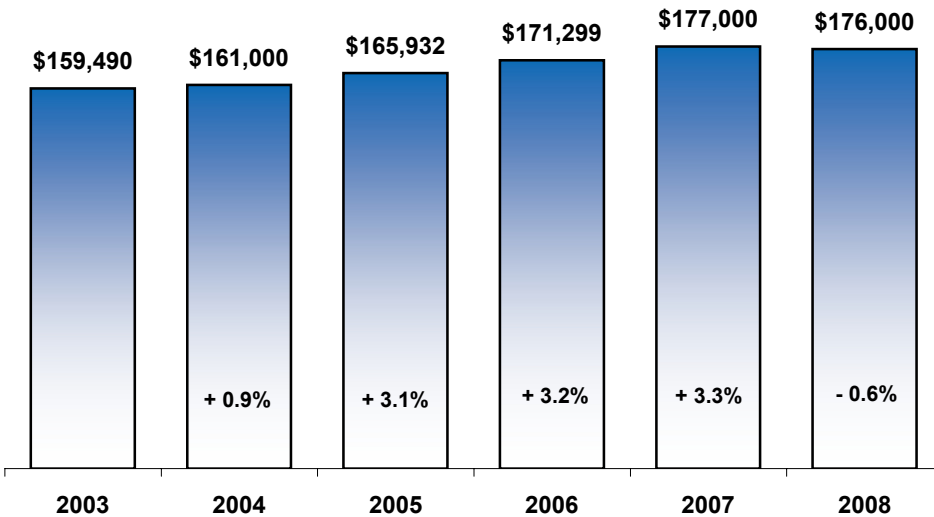
Closed Sales



Days on Market Until Sale



Median Sales Price



Percent of Original List Price Received at Sale

