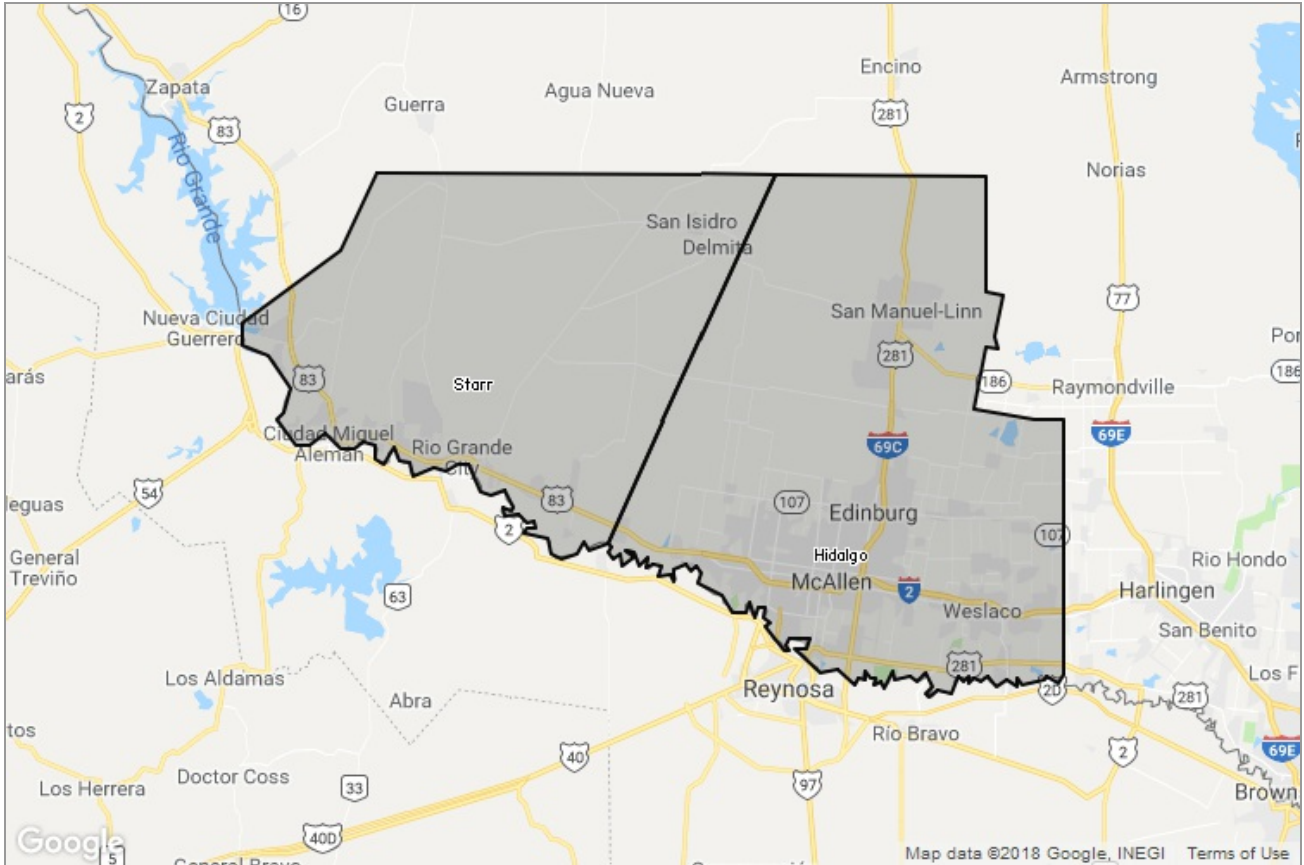


# Monthly Market Data Report



## Report Characteristics

**Report Name:**  
Monthly Market Data Report

**Report Date Range:**  
9/2017 – 9/2018

**Filters Used:**  
Location

**Avg/Med:** Avg Only

**Include Metrics By:** County

**Run Date:** 10/09/2018

**Scheduled:** Yes

Presented by

**Greater McAllen Association of  
REALTORS® INC MLS**

(956) 682-4119

Other: <http://www.gmar.org>

1324 E Nolana Avenue  
McAllen, TX 78504

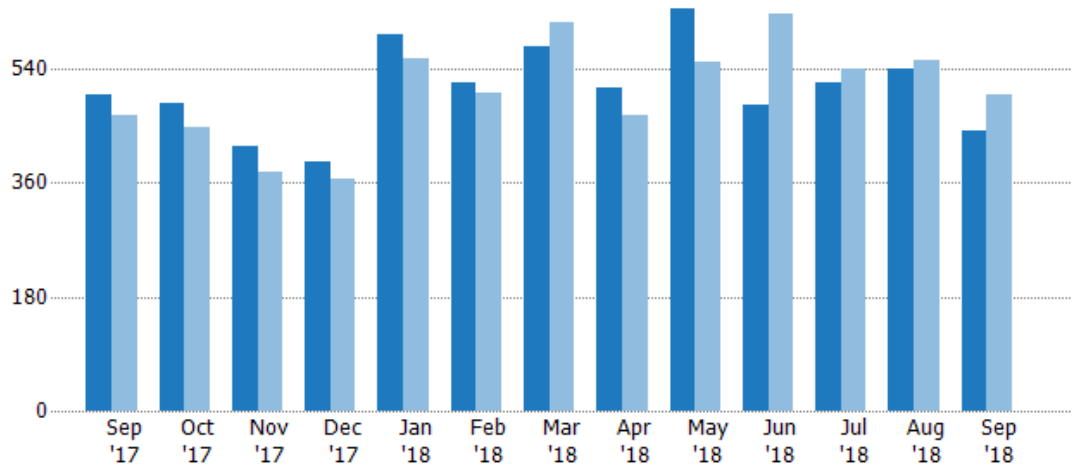
## New Listings

The number of new residential listings that were added each month.

### Filters Used

MLS: Greater McAllen Association of REALTORS® INC MLS  
County: Hidalgo County, Texas, Starr County, Texas

Month/Year	Count	% Chg.
Sep '18	442	-11.2%
Sep '17	498	6.6%
Sep '16	467	-12.4%



	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year	498	486	417	392	595	517	575	509	636	484	519	539	442
Prior Year	467	447	378	367	555	502	614	467	550	627	541	553	498
Percent Change from Prior Year	7%	9%	10%	7%	7%	3%	-6%	9%	16%	-23%	-4%	-3%	-11%

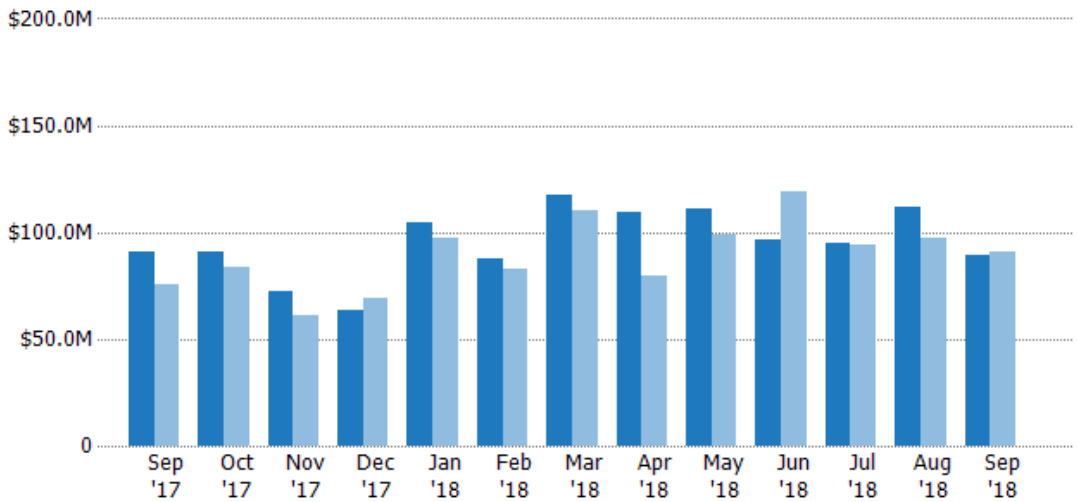
## New Listing Volume

The sum of the listing price of residential listings that were added each month.

### Filters Used

MLS: Greater McAllen Association of REALTORS® INC MLS  
County: Hidalgo County, Texas, Starr County, Texas

Month/Year	Volume	% Chg.
Sep '18	\$89M	-1.7%
Sep '17	\$90.6M	20.3%
Sep '16	\$75.3M	-11.6%



	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year	\$90.6M	\$91.2M	\$72.6M	\$63.6M	\$105M	\$87.6M	\$118M	\$109M	\$111M	\$96.6M	\$94.7M	\$112M	\$89M
Prior Year	\$75.3M	\$83.7M	\$61.4M	\$69M	\$97.6M	\$82.8M	\$110M	\$79.6M	\$99.2M	\$119M	\$94.2M	\$97.3M	\$90.6M
Percent Change from Prior Year	20%	9%	18%	-8%	7%	6%	7%	37%	12%	-19%	0%	15%	-2%

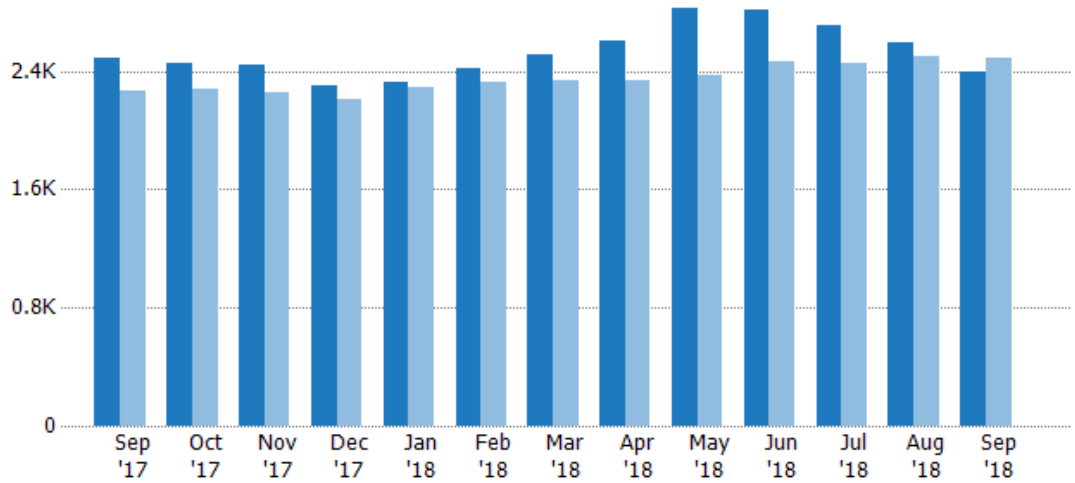
## Active Listings

The number of active residential listings at the end of each month.

### Filters Used

MLS: Greater McAllen Association of REALTORS® INC MLS  
County: Hidalgo County, Texas, Starr County, Texas

Month/Year	Count	% Chg.
Sep '18	2.39K	-3.9%
Sep '17	2.49K	9.7%
Sep '16	2.27K	-2.7%



Current Year	2.49K	2.45K	2.44K	2.3K	2.32K	2.42K	2.51K	2.61K	2.82K	2.81K	2.71K	2.6K	2.39K
Prior Year	2.27K	2.28K	2.26K	2.21K	2.29K	2.32K	2.34K	2.33K	2.37K	2.46K	2.45K	2.5K	2.49K
Percent Change from Prior Year	10%	8%	8%	4%	1%	4%	7%	12%	19%	14%	11%	4%	-4%

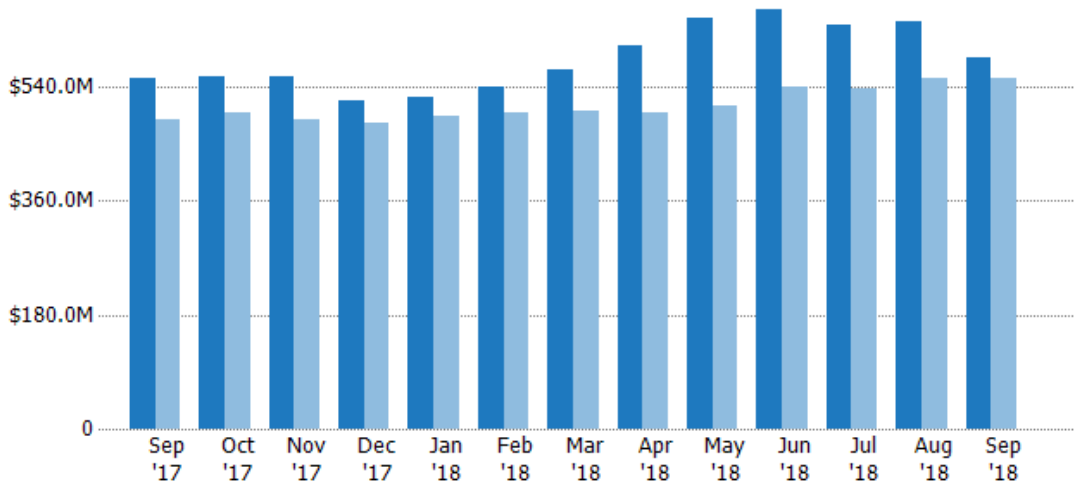
## Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

### Filters Used

MLS: Greater McAllen Association of REALTORS® INC MLS  
County: Hidalgo County, Texas, Starr County, Texas

Month/Year	Volume	% Chg.
Sep '18	\$585M	6%
Sep '17	\$552M	13.1%
Sep '16	\$488M	-3.1%



Current Year	\$552M	\$556M	\$555M	\$518M	\$524M	\$541M	\$568M	\$605M	\$648M	\$663M	\$639M	\$643M	\$585M
Prior Year	\$488M	\$500M	\$488M	\$483M	\$494M	\$500M	\$502M	\$500M	\$509M	\$539M	\$536M	\$553M	\$552M
Percent Change from Prior Year	13%	11%	14%	7%	6%	8%	13%	21%	27%	23%	19%	16%	6%

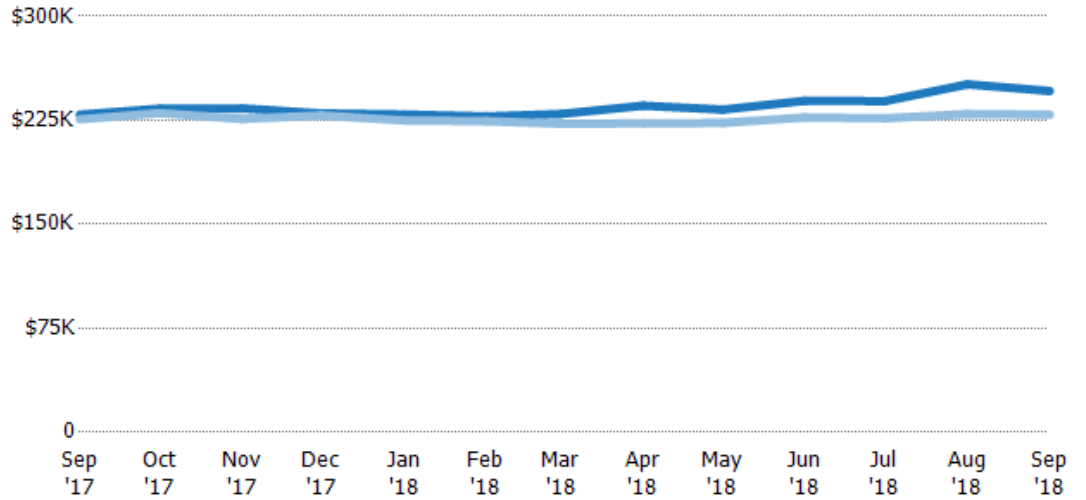
## Average Listing Price

The average listing price of active residential listings at the end of each month.

### Filters Used

MLS: Greater McAllen Association of REALTORS® INC MLS  
County: Hidalgo County, Texas, Starr County, Texas

Month/Year	Price	% Chg.
Sep '18	\$246K	7.5%
Sep '17	\$229K	1.5%
Sep '16	\$226K	0%



Current Year	\$229K	\$233K	\$234K	\$230K	\$229K	\$228K	\$230K	\$236K	\$233K	\$239K	\$239K	\$251K	\$246K
Prior Year	\$226K	\$230K	\$226K	\$228K	\$225K	\$224K	\$223K	\$223K	\$223K	\$227K	\$226K	\$229K	\$229K
Percent Change from Prior Year	1%	1%	3%	1%	2%	2%	3%	6%	4%	5%	5%	9%	7%

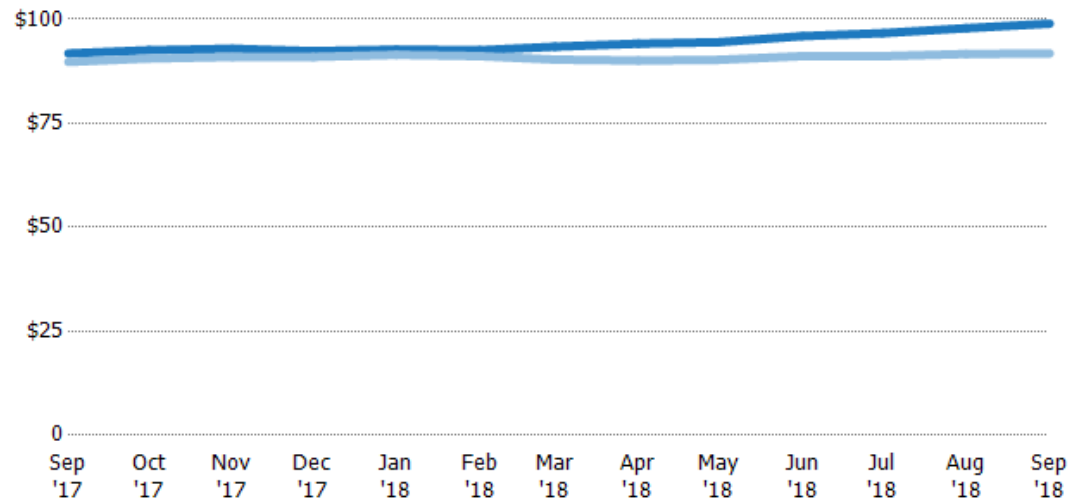
## Average Listing Price per Sq Ft

The average of listing prices divided by the living area of homes on market at the end of each month.

### Filters Used

MLS: Greater McAllen Association of REALTORS® INC MLS  
County: Hidalgo County, Texas, Starr County, Texas

Month/Year	Price/sq ft	% Chg.
Sep '18	\$99	7.8%
Sep '17	\$91.8	2.3%
Sep '16	\$89.7	-1.7%



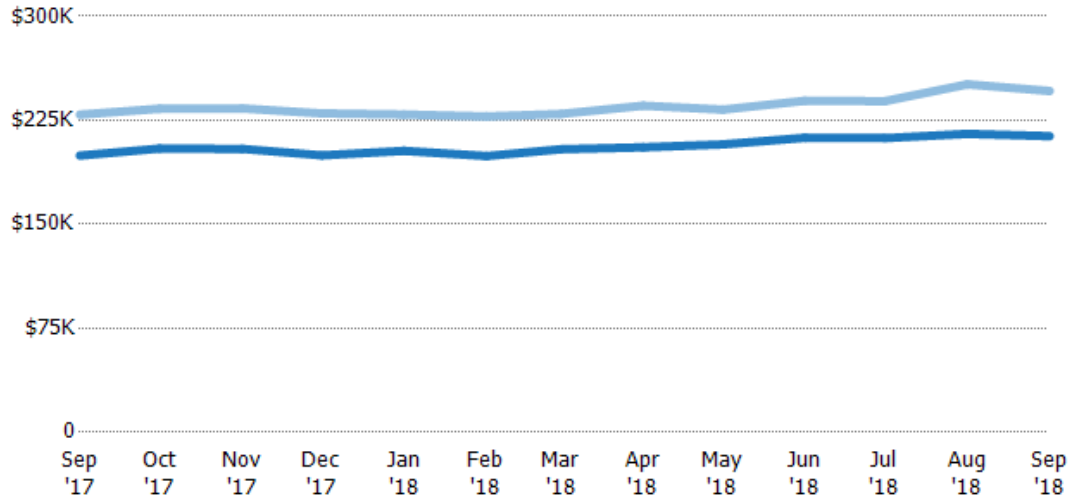
Current Year	\$91.8	\$92.6	\$92.9	\$92.3	\$92.7	\$92.6	\$93.4	\$94.1	\$94.5	\$95.9	\$96.7	\$97.9	\$99
Prior Year	\$89.7	\$90.6	\$91	\$91	\$91.4	\$91.2	\$90.3	\$90.1	\$90.3	\$91.2	\$91.1	\$91.6	\$91.8
Percent Change from Prior Year	2%	2%	2%	2%	1%	2%	3%	5%	5%	5%	6%	7%	8%

## Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.

### Filters Used

MLS: Greater McAllen Association of REALTORS® INC MLS  
County: Hidalgo County, Texas, Starr County, Texas



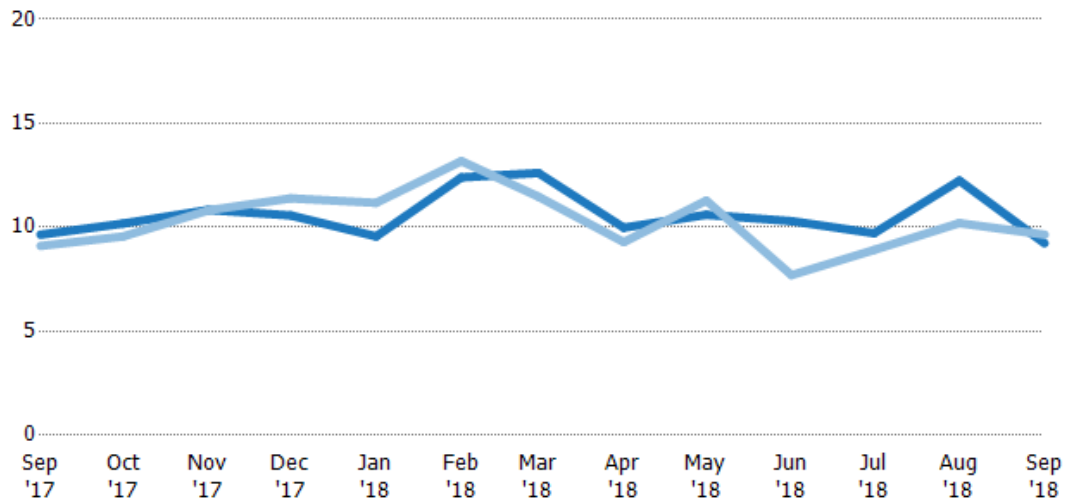
Avg Est Value	\$200K	\$205K	\$204K	\$200K	\$203K	\$199K	\$204K	\$205K	\$208K	\$212K	\$212K	\$215K	\$214K
Avg Listing Price	\$229K	\$233K	\$234K	\$230K	\$229K	\$228K	\$230K	\$236K	\$233K	\$239K	\$239K	\$251K	\$246K
Avg Listing Price as a % of Avg Est Value	115%	114%	114%	115%	113%	114%	112%	115%	112%	113%	113%	117%	115%

## Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

### Filters Used

MLS: Greater McAllen Association of REALTORS® INC MLS  
County: Hidalgo County, Texas, Starr County, Texas



Month/Year	Months	% Chg.
Sep '18	9.23	-4.3%
Sep '17	9.64	5.9%
Sep '16	9.1	30.9%

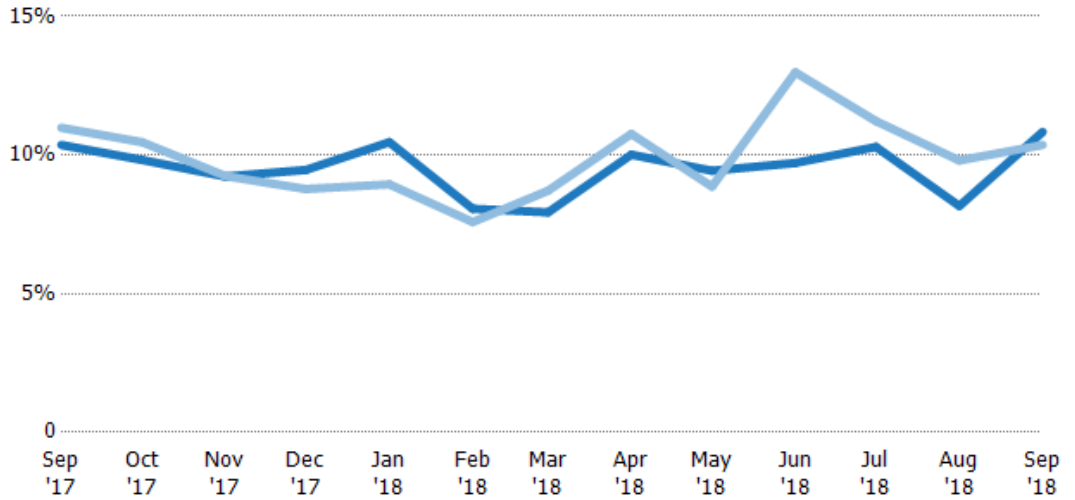
Current Year	9.64	10.2	10.8	10.6	9.56	12.4	12.6	9.98	10.6	10.3	9.71	12.2	9.23
Prior Year	9.1	9.56	10.8	11.4	11.2	13.2	11.5	9.29	11.3	7.7	8.91	10.2	9.64
Percent Change from Prior Year	6%	6%	0%	-7%	-14%	-6%	10%	7%	-6%	34%	9%	20%	-4%

## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

MLS: Greater McAllen Association of REALTORS® INC MLS  
County: Hidalgo County, Texas, Starr County, Texas



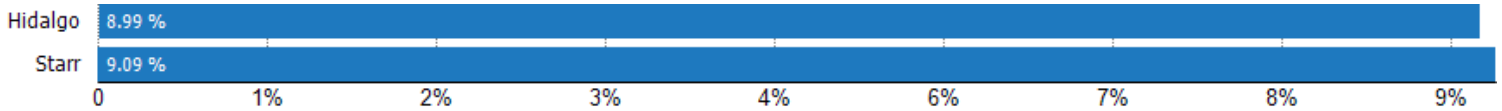
Month/Year	Rate	Chg.
Sep '18	11%	-0.5%
Sep '17	10%	0.6%
Sep '16	11%	-23.6%

	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year	10%	10%	9%	9%	10%	8%	8%	10%	9%	10%	10%	8%	11%
Prior Year	11%	10%	9%	9%	9%	8%	9%	11%	9%	13%	11%	10%	10%
Change from Prior Year	1%	1%	0%	-1%	-2%	0%	1%	1%	-1%	3%	1%	2%	0%

## Absorption Rate (By County)

The percentage of the inventory sold during the last month by county.

Filters Used: MLS: Greater McAllen Association of REALTORS® INC MLS; County: Hidalgo County, Texas, Starr County, Texas



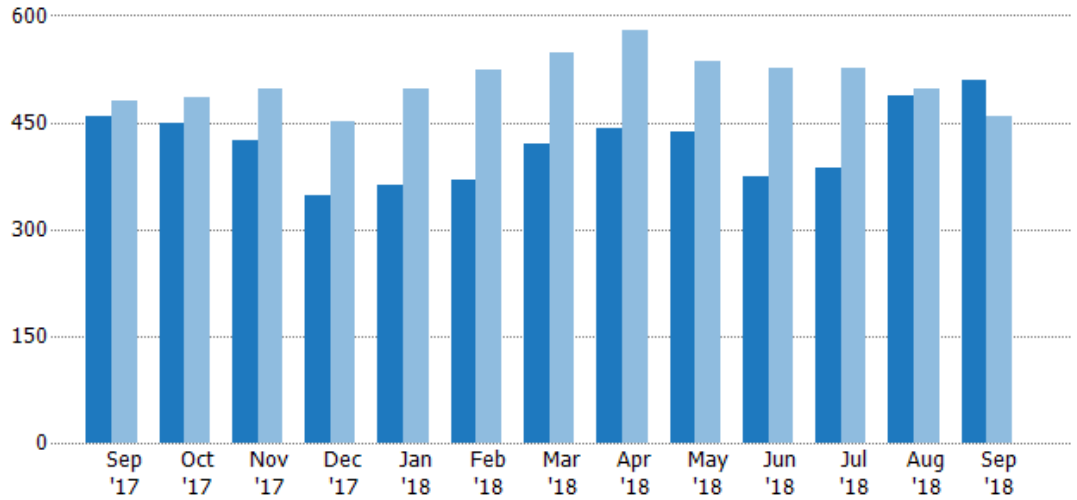
## Pending Sales

The number of residential properties with accepted offers that were available at the end each month.

### Filters Used

MLS: Greater McAllen Association of REALTORS® INC MLS  
County: Hidalgo County, Texas, Starr County, Texas

Month/Year	Count	% Chg.
Sep '18	509	10.9%
Sep '17	459	-4.6%
Sep '16	481	-9.8%



	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year	459	448	425	348	362	369	421	442	437	374	387	487	509
Prior Year	481	485	496	452	497	524	549	580	535	526	526	496	459
Percent Change from Prior Year	-5%	-8%	-14%	-23%	-27%	-30%	-23%	-24%	-18%	-29%	-26%	-2%	11%

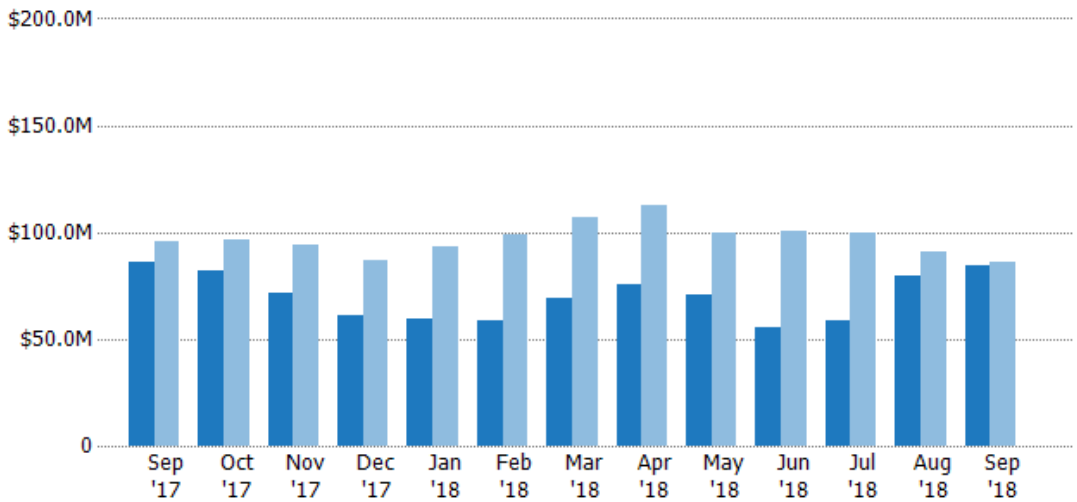
## Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

### Filters Used

MLS: Greater McAllen Association of REALTORS® INC MLS  
County: Hidalgo County, Texas, Starr County, Texas

Month/Year	Volume	% Chg.
Sep '18	\$84.7M	-1.3%
Sep '17	\$85.9M	-10.5%
Sep '16	\$95.9M	-21%



	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year	\$85.9M	\$82M	\$71.8M	\$61M	\$59.7M	\$59M	\$68.8M	\$75.8M	\$70.7M	\$55.5M	\$58.7M	\$79.3M	\$84.7M
Prior Year	\$95.9M	\$96.6M	\$94.1M	\$87.1M	\$92.9M	\$99M	\$107M	\$112M	\$99.4M	\$100M	\$100M	\$91.2M	\$85.9M
Percent Change from Prior Year	-10%	-15%	-24%	-30%	-36%	-40%	-36%	-33%	-29%	-45%	-41%	-13%	-1%

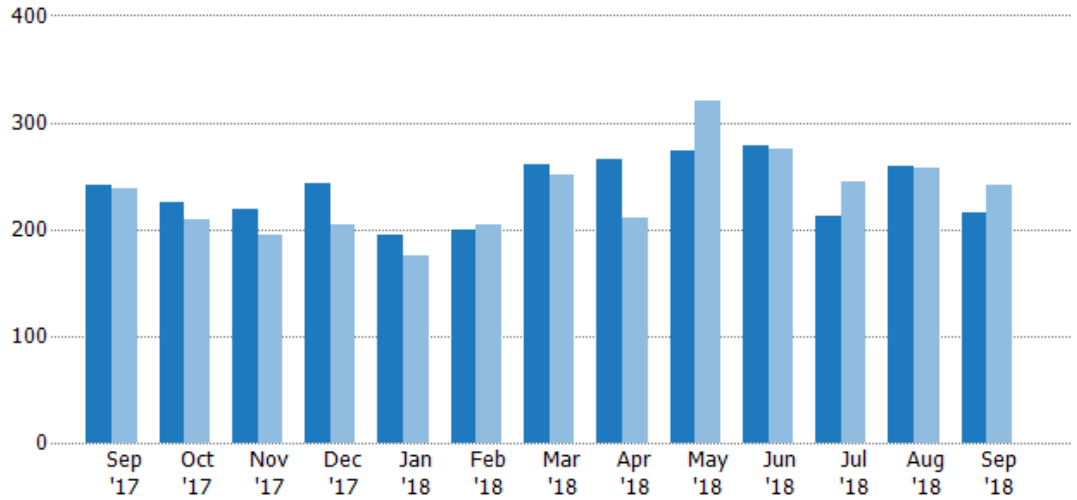
## Closed Sales

The total number of residential properties sold each month.

### Filters Used

MLS: Greater McAllen Association of REALTORS® INC MLS  
County: Hidalgo County, Texas, Starr County, Texas

Month/Year	Count	% Chg.
Sep '18	215	-10.8%
Sep '17	241	1.3%
Sep '16	238	-10.5%



	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year	241	225	218	243	195	199	261	266	273	279	212	259	215
Prior Year	238	209	194	205	176	204	251	210	320	275	245	258	241
Percent Change from Prior Year	1%	8%	12%	19%	11%	-2%	4%	27%	-15%	1%	-13%	0%	-11%

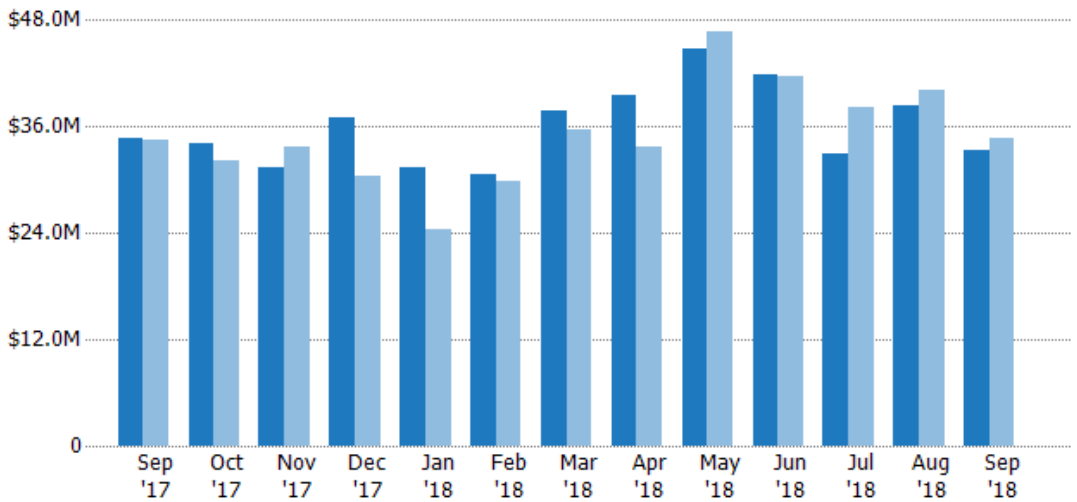
## Closed Sales Volume

The sum of the sales price of residential properties sold each month.

### Filters Used

MLS: Greater McAllen Association of REALTORS® INC MLS  
County: Hidalgo County, Texas, Starr County, Texas

Month/Year	Volume	% Chg.
Sep '18	\$33.4M	-4.1%
Sep '17	\$34.8M	0.8%
Sep '16	\$34.5M	-13.1%



	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year	\$34.8M	\$34.1M	\$31.4M	\$37M	\$31.3M	\$30.5M	\$37.9M	\$39.5M	\$44.8M	\$41.8M	\$32.9M	\$38.4M	\$33.4M
Prior Year	\$34.5M	\$32.1M	\$33.6M	\$30.4M	\$24.5M	\$29.8M	\$35.7M	\$33.7M	\$46.6M	\$41.6M	\$38.2M	\$40.1M	\$34.8M
Percent Change from Prior Year	1%	6%	-7%	22%	28%	3%	6%	17%	-4%	0%	-14%	-4%	-4%

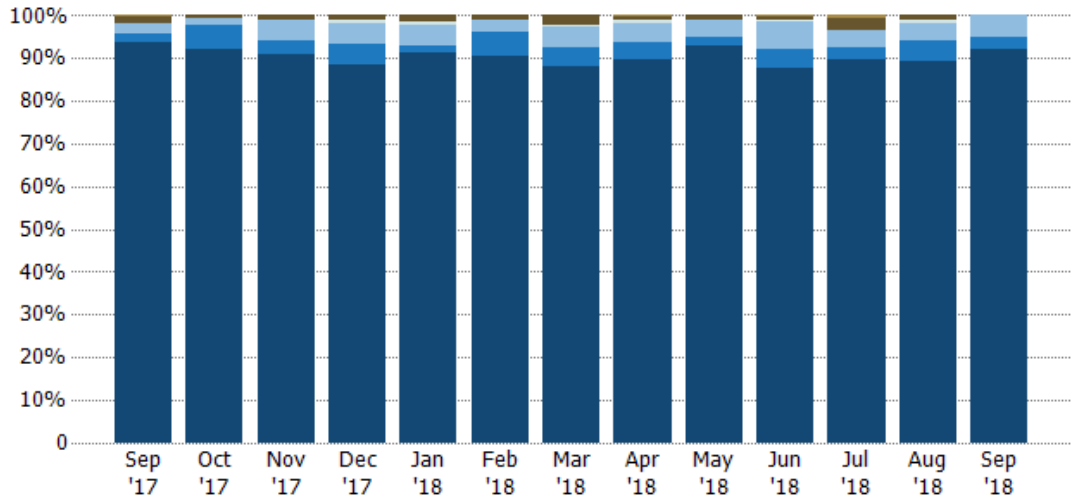


## Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

**Filters Used**

MLS: Greater McAllen Association of REALTORS® INC MLS  
County: Hidalgo County, Texas, Starr County, Texas



Property Type	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Other	0%	-	-	-	-	-	-	0%	-	0%	0%	-	-
Lot/Land	1%	0%	1%	1%	2%	1%	2%	1%	1%	1%	3%	1%	-
Multifamily/Multiplex	-	-	-	0%	1%	-	0%	1%	-	0%	-	1%	-
Mobile/Manufactured	2%	2%	5%	5%	5%	3%	5%	5%	4%	6%	4%	4%	5%
Condo/Townhouse	2%	6%	3%	5%	2%	6%	5%	4%	2%	4%	3%	5%	3%
Single Family Residence	94%	92%	91%	88%	91%	90%	88%	90%	93%	88%	90%	89%	92%

## Closed Sales (By County)

The total number of residential properties sold during the last month by county.

Filters Used: MLS: Greater McAllen Association of REALTORS® INC MLS; County: Hidalgo County, Texas, Starr County, Texas

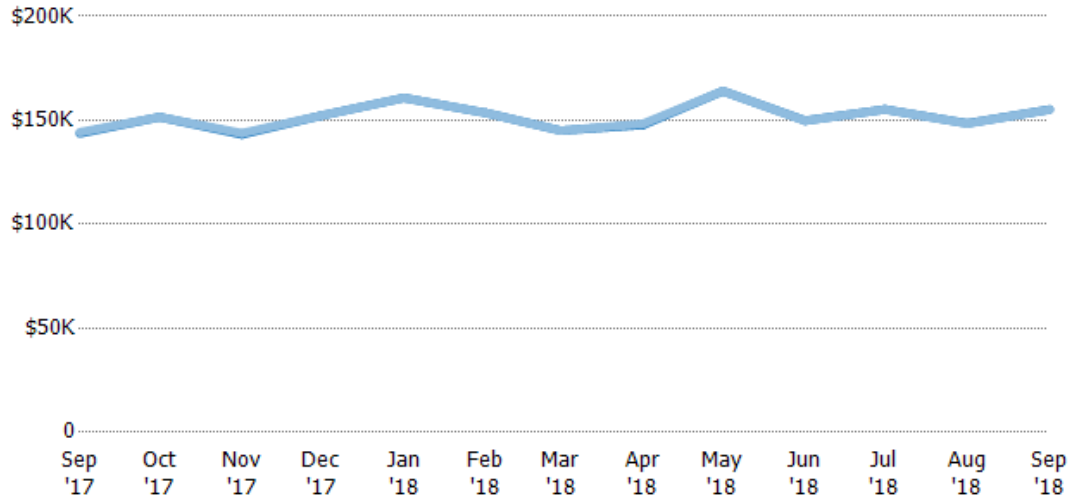


## Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

### Filters Used

MLS: Greater McAllen Association of REALTORS® INC MLS  
County: Hidalgo County, Texas, Starr County, Texas



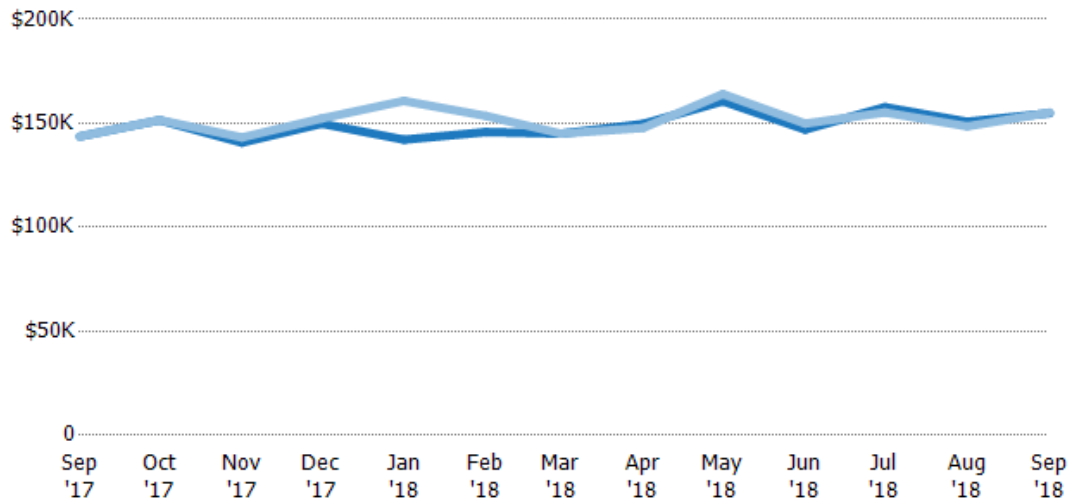
	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Avg List Price	\$144K	\$152K	\$143K	\$152K	\$161K	\$153K	\$145K	\$148K	\$164K	\$150K	\$155K	\$149K	\$155K
Avg Sales Price	\$144K	\$152K	\$144K	\$152K	\$161K	\$153K	\$145K	\$148K	\$164K	\$150K	\$155K	\$148K	\$155K
Avg Sales Price as a % of Avg List Price	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%

## Average Sales Price vs Average Est Value

The average sales price as a percentage of the average AVM or RVM® valuation estimate for properties sold each month.

### Filters Used

MLS: Greater McAllen Association of REALTORS® INC MLS  
County: Hidalgo County, Texas, Starr County, Texas



	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Avg Est Value	\$144K	\$152K	\$141K	\$150K	\$142K	\$146K	\$145K	\$150K	\$161K	\$147K	\$158K	\$151K	\$155K
Avg Sales Price	\$144K	\$152K	\$143K	\$152K	\$161K	\$153K	\$145K	\$148K	\$164K	\$150K	\$155K	\$149K	\$155K
Avg Sales Price as a % of Avg Est Value	100%	100%	102%	102%	113%	105%	100%	99%	102%	102%	98%	99%	100%

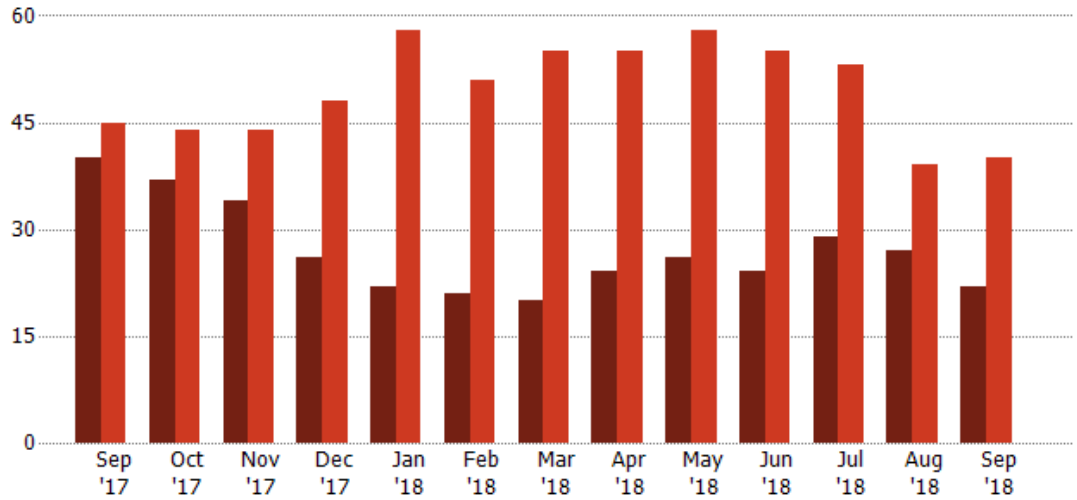
## Distressed Listings

The number of distressed residential properties that were for sale at the end of each month.

### Filters Used

MLS: Greater McAllen Association of REALTORS® INC MLS  
County: Hidalgo County, Texas, Starr County, Texas

Month/Year	Count	% Chg.
Sep '18	22	-45%
Sep '17	40	-11.1%
Sep '16	45	15.6%



Current Year	40	37	34	26	22	21	20	24	26	24	29	27	22
Prior Year	45	44	44	48	58	51	55	55	58	55	53	39	40
Percent Change from Prior Year	-11%	-16%	-23%	-46%	-62%	-59%	-64%	-56%	-55%	-56%	-45%	-31%	-45%

## Distressed Listings (By County)

The number of distressed single-family, condominium and townhome properties that were for sale at the end of the last month by county.

Filters Used: MLS: Greater McAllen Association of REALTORS® INC MLS; County: Hidalgo County, Texas, Starr County, Texas



## Appendix

The metrics that are calculated by RPR® may show the same general trends as those published by other sources (i.e. MLS, Associations or vendors), but because of our processes and parcel-centric approach, some variation may occur. Data sources include MLS's, where licensed, and public records for more in-depth metrics on distressed properties.

### Report Details

**Report Name:** Monthly Market Data Report

**Run Date:** 10/09/2018

**Scheduled:** Yes

**Report Date Range:** From 9/2017 To: 9/2018

### Information Included

- |  |  |
|--|--|
| <input checked="" type="checkbox"/> Include Cover Sheet        | <input checked="" type="checkbox"/> Averages         |
| <input type="checkbox"/> Include Key Metric Summary            | <input checked="" type="checkbox"/> Include Appendix |
| <input checked="" type="checkbox"/> Include Metrics By: County | <input type="checkbox"/> Medians                     |

### Listing Filters

**Property Types:** All

**Sales Types:** All

**Price Range:** None

### Location Filters

**State:** All

**County:** Hidalgo County, Texas    Starr County, Texas

**ZIP Code:** All

### Listing Activity Charts

- New Listings
- Active Listings
- Average Listing Price
- Average Listing Price per Sq Ft
- Average Listing Price vs Est Value
- Median Days in RPR
- Months of Inventory
- Absorption Rate

### Sales Activity Charts

- Active/Pending/Sold
- New Pending Sales
- Pending Sales
- Closed Sales
- Average Sales Price
- Average Sales Price per Sq Ft
- Average Sales Price vs Listing Price
- Average Sales Price vs Est Value

### Distressed Charts

- Distressed Listings
- Distressed Sales

### Data Tables Using 9/2018 data

- Listing Activity by ZIP
- Listing Activity by Metro Area
- Sales Activity by ZIP
- Sales Activity by Metro Area