



Q2
2020

NORTH TEXAS MARKET REPORT

Recovery Mode

EBBY HALLIDAY COMPANIES
A Berkshire Hathaway Affiliate

BROKERAGE
MORTGAGE
TITLE
INSURANCE



OUR STORY

For 75 years we have been selling homes in North Texas. Today, we're a household name and there's one big reason why: Ebby's dream wasn't just to sell houses, she wanted to positively influence people's lives. Our company isn't just about closing deals. That's one small part of what makes us who we are. We are so much more than that because from the beginning, Ebby had a vision the size of Texas. She believed that above all else, you must "Improve your life by improving the lives of those around you."

The legacy of Ebby Halliday is carried out daily in North Texas through 2,000-plus agents and employees who all strive in achieving our mission of putting *People First*, building *Lasting Relationships*, and *Elevating Real Estate*. Each year we serve the residential real estate needs of more than 20,000 individuals and families moving to, from and within North Texas, always with the commitment of providing exemplary service during what can be one of life's most-exciting, yet often stressful, events. And our commitment as a company to the industry is legendary. Ebby Halliday is the only real estate firm in America to be honored with three National Association of REALTORS Distinguished Service Awards.

Our companies include Dallas-based Ebby Halliday Realtors and Dave Perry-Miller Real Estate and Fort Worth-based Williams Trew. Our additional business lines include Prosperity Home Mortgage, Texas Premier Title, and Home Team Insurance. The reach of our companies extend far beyond North Texas, with our affiliation with HomeServices of America, Leading Real Estate Companies of the World, Luxury Portfolio International, and Mayfair International.

LETTER FROM THE AUTHOR

We hope this finds you and your loved ones safe and healthy. The last three months have certainly seen a shift in many aspects of our day-to-day lives as a result of COVID-19, with the real estate market being no different. We at the Ebby Halliday Companies are working hard to make sure our clients have as seamless of an experience as possible, while keeping the safety of all those involved a priority.

It should come as no surprise that the North Texas real estate market immediately felt a retraction due to the shelter-in-place orders at the beginning of the second quarter. The market experienced a significant decrease in the number of properties that went under contract in April 2020 compared to the prior year. We also saw our months of inventory uptick from 2.6 months in March to 3.1 months in April. As a reminder, months of inventory between 0-3 months is a sellers' market, 3-6 months is a neutral market, and 6+ months is a buyers' market.

Unlike other areas of the economy, we have seen a quick recovery in activity as we ended the second quarter. The number of properties that sold and went under contract in June 2020 increased over June 2019. We also saw the months of inventory drop down to 2.1 months, making it a seller's market. However, it should be noted that real estate is *hyperlocal* and the type of market can vary greatly based on area and price segment. For the most accurate information on your particular circumstances, we encourage you to reach out to one of our Realtors at the Ebby Halliday Companies.

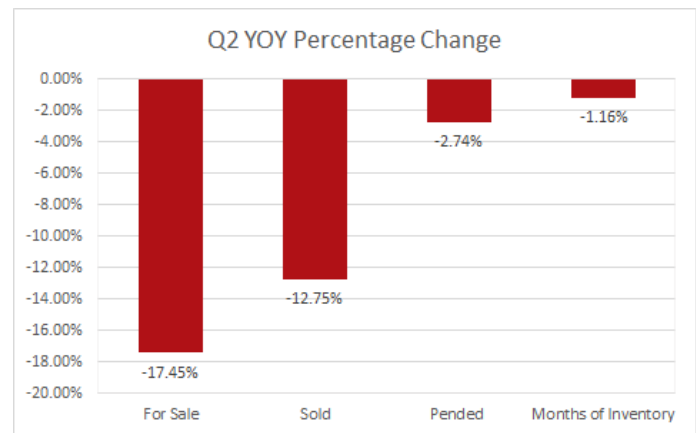
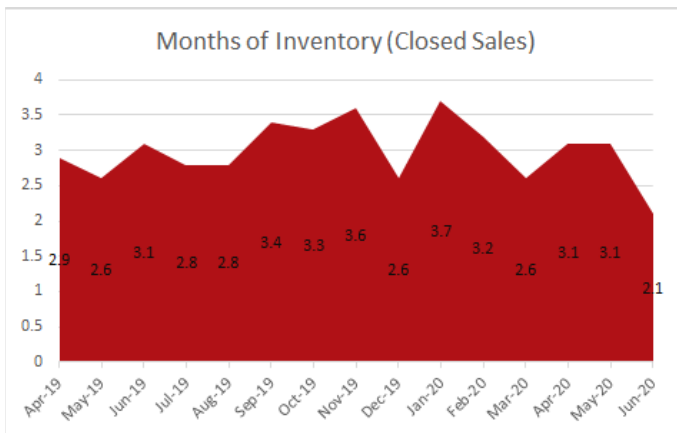
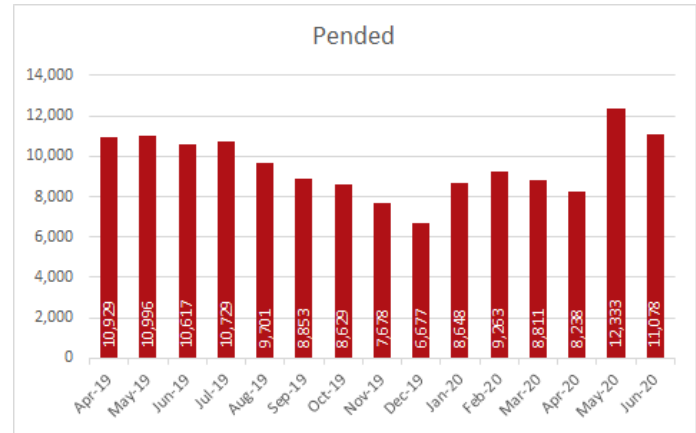
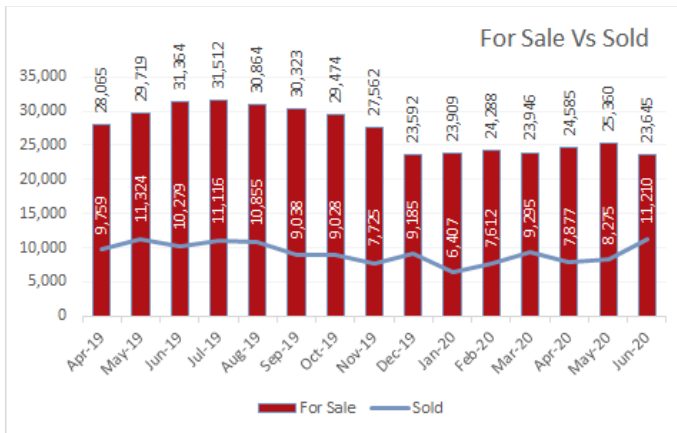
We anticipate similar increased activity throughout the third quarter as mortgage rates stay at historic lows. The current mortgage rates are providing those looking to buy with increased buying power. This continued demand coupled with a lack of inventory will result in property values remaining strong, and likely increasing in many areas.

We are encouraged by both the data and the collaboration of our agents, mortgage consultants, escrow officers, insurance agents and employees. The collective effort of seeking to understand and being kind to one another has been a true bright spot within our organization, and we would encourage everyone to spread kindness in our community at every opportunity.

**ANTHONY JACKSON**

*Vice President of Finance & Operations
Ebby Halliday Companies*

972.980.6635
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In the second quarter of 2020, North Texas saw the number of properties sold decrease by 12.75% when compared to the same time frame in 2019. The inventory shortage, coupled with owners pulling their properties off the market due to COVID-19, resulted in the number of properties for sale decreasing by 17.45% when compared to the second quarter of 2019.

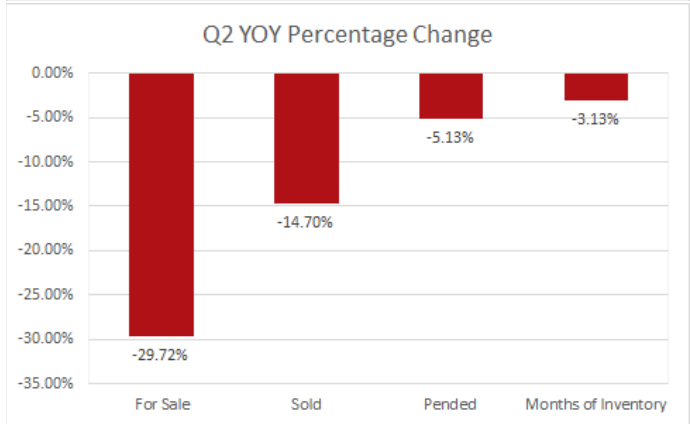
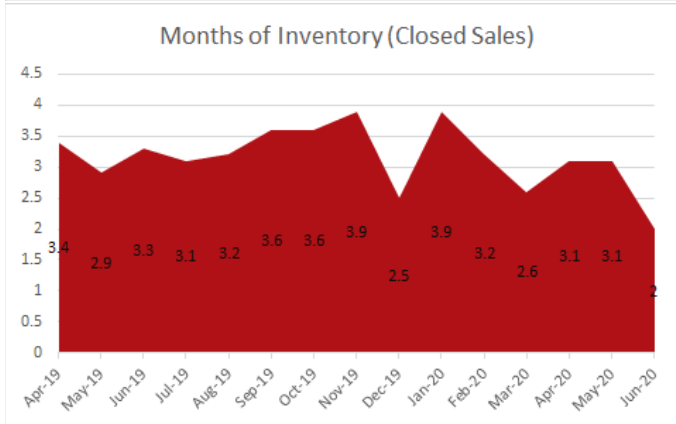
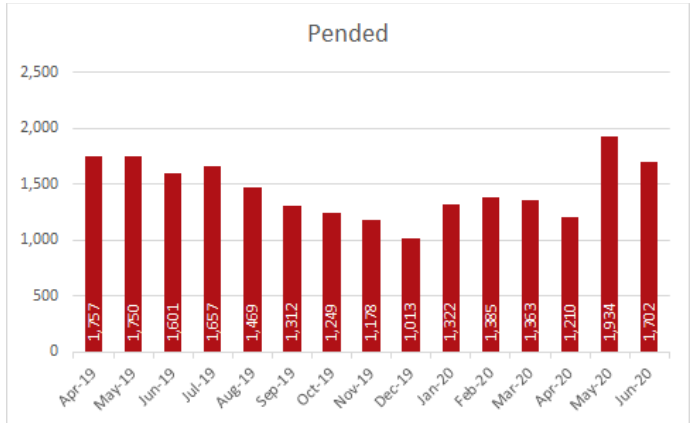
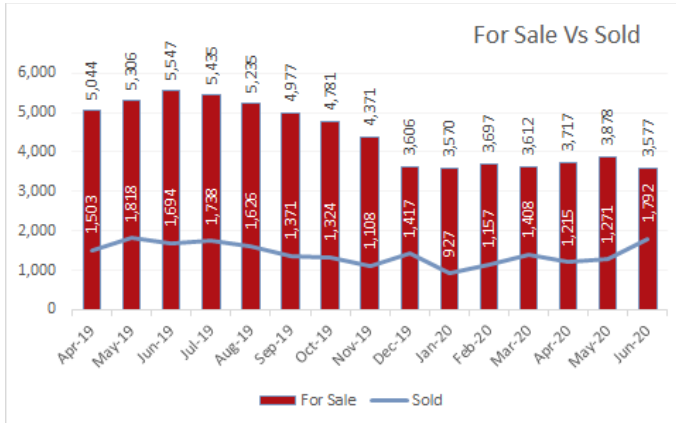
The number of pended units for the second quarter of 2020 saw a decrease of 2.74% when compared to the second quarter of 2019. This is due solely to the drop in pendings taken in April 2020 as strict Shelter-in-Place orders were in place for much of North Texas.

North Texas ended the quarter with a 2.1 months supply of inventory, which classifies the region as a sellers market. As a result, we expect property values to remain strong and suspect some appreciation of property values for the foreseeable future.

COLLIN COUNTY

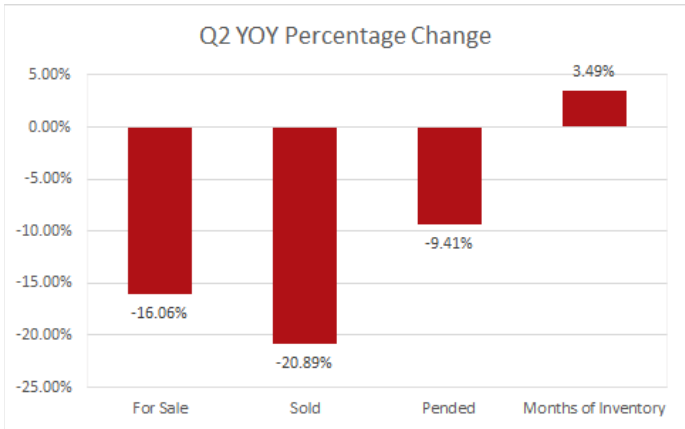
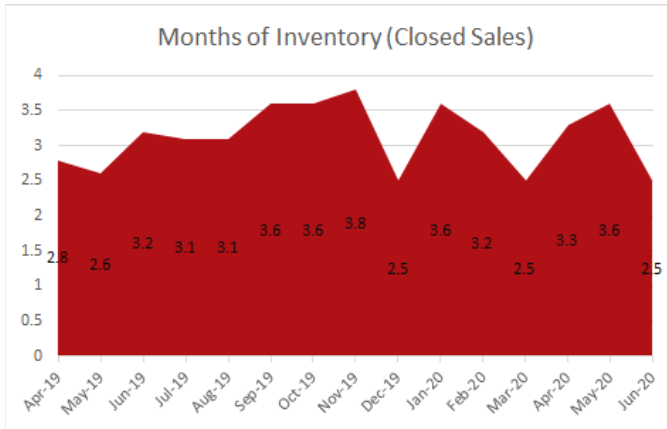
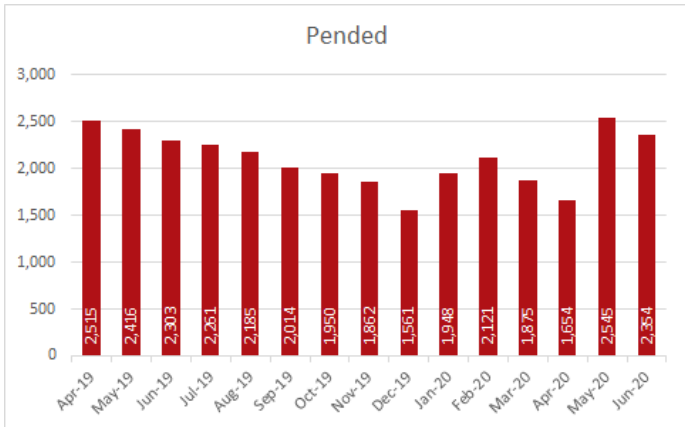
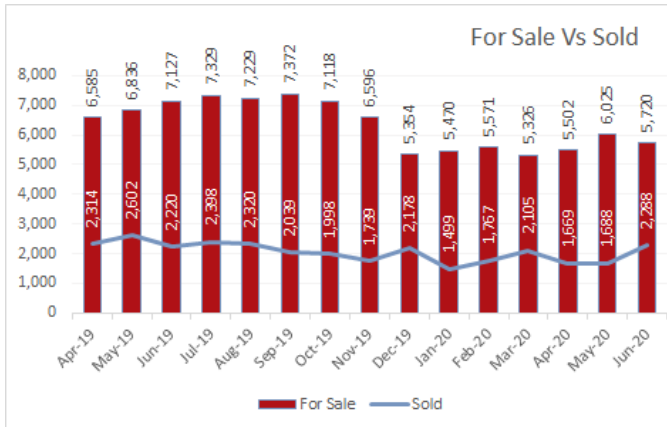
Q2

2020 MARKET REPORT



EBBY HALLIDAY COMPANIES

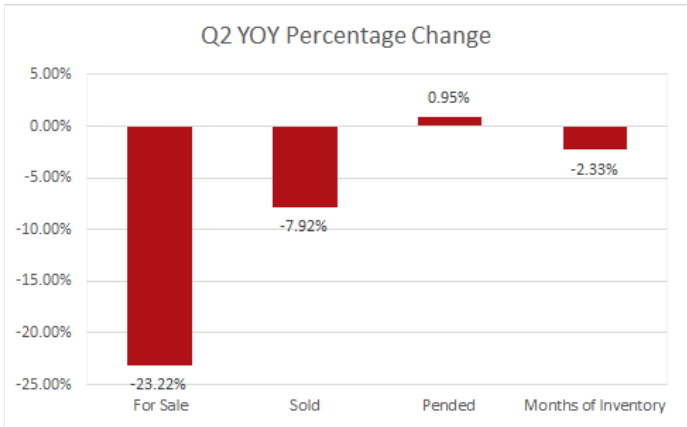
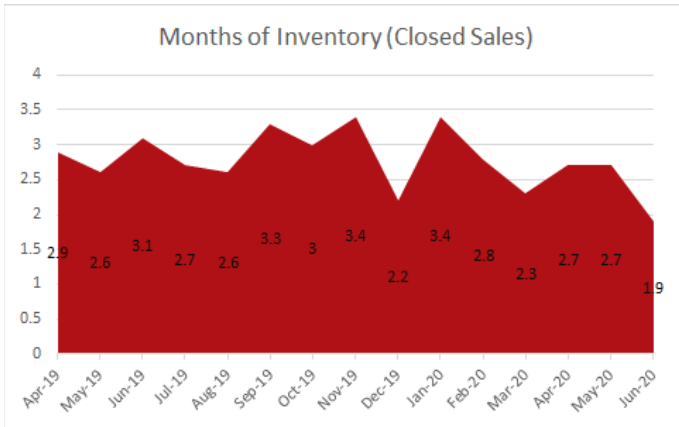
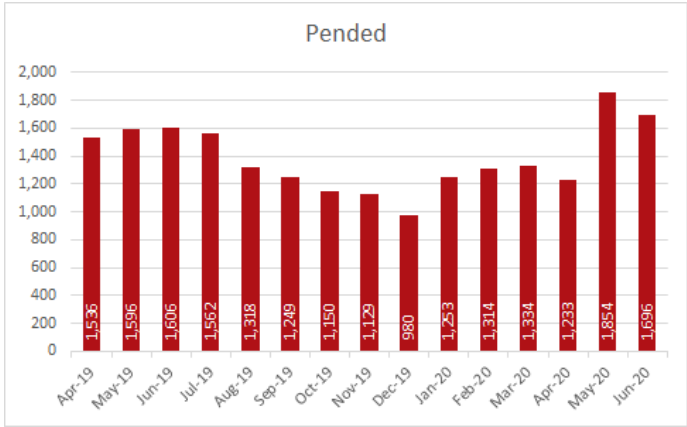
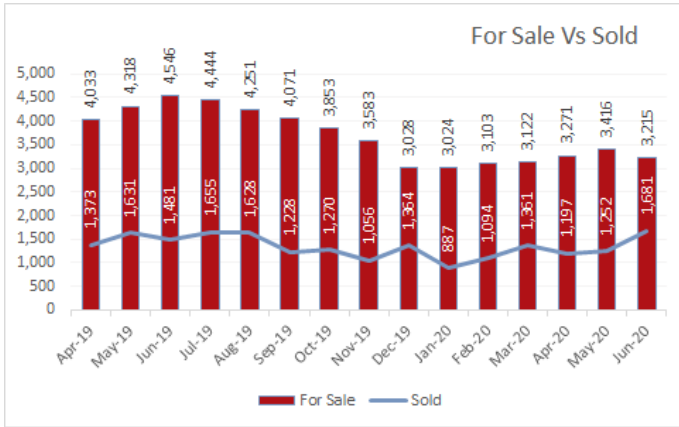
— A Berkshire Hathaway Affiliate —



DENTON COUNTY

Q2

2020 MARKET REPORT



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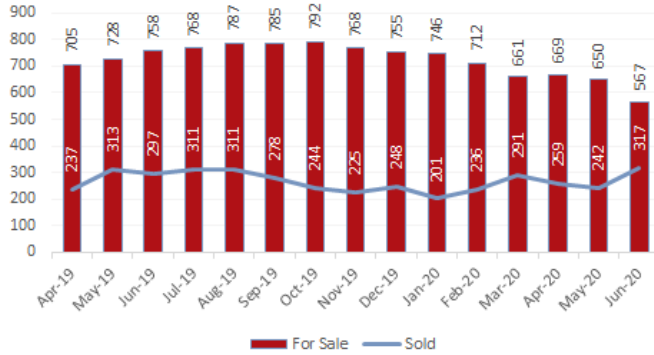
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ELLIS COUNTY

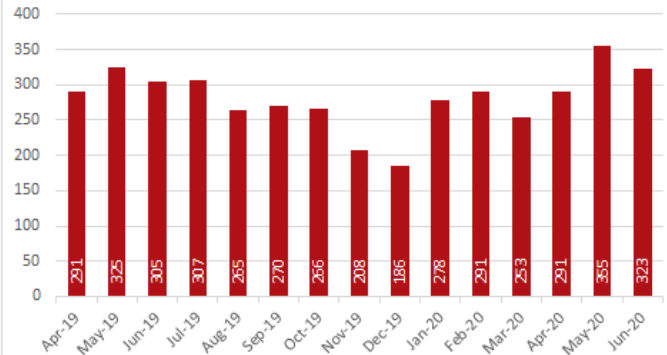
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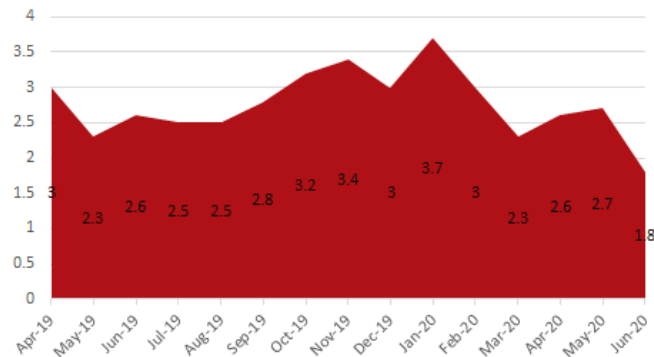
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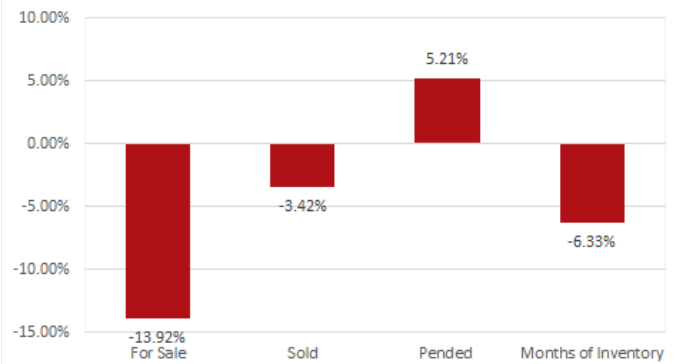
Pended



Months of Inventory (Closed Sales)



Q2 YOY Percentage Change



4050 Underwood Lane

See more at 4050Underwood.ebby.com

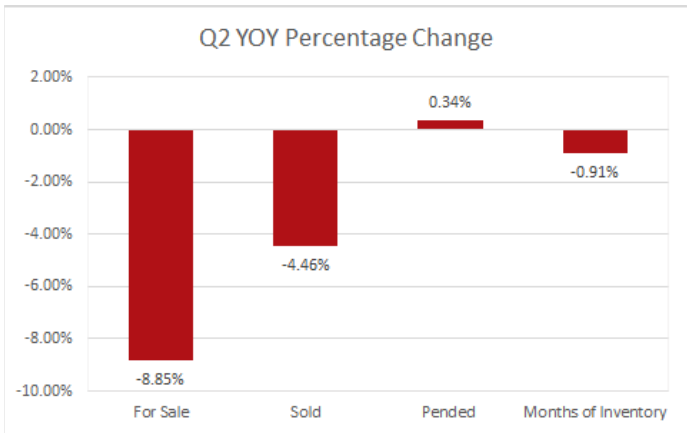
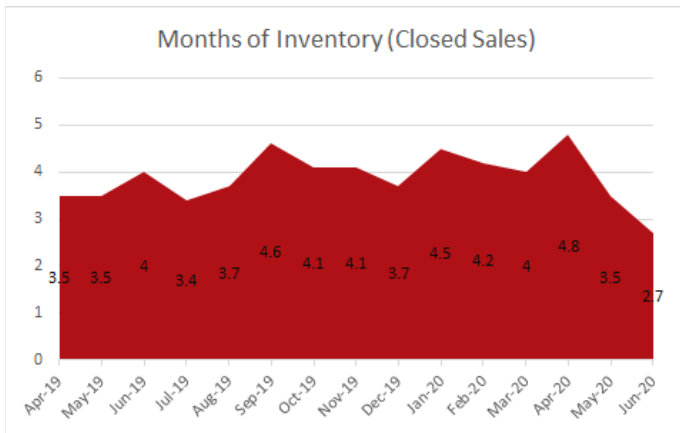
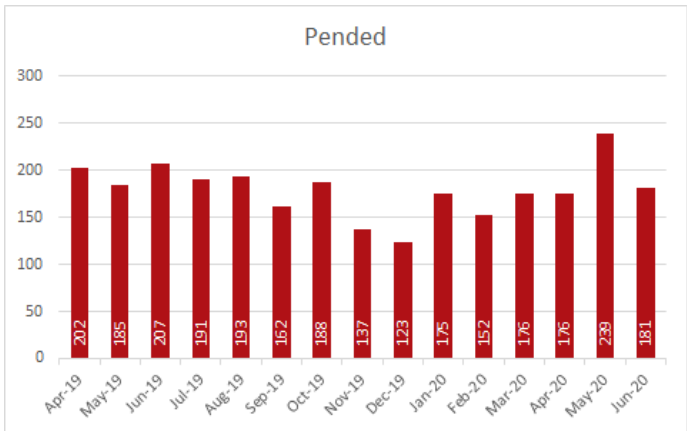
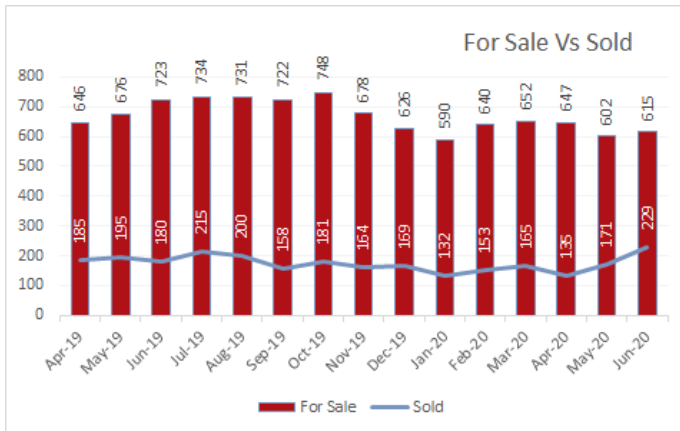
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GRAYSON COUNTY

Q2

2020 MARKET REPORT



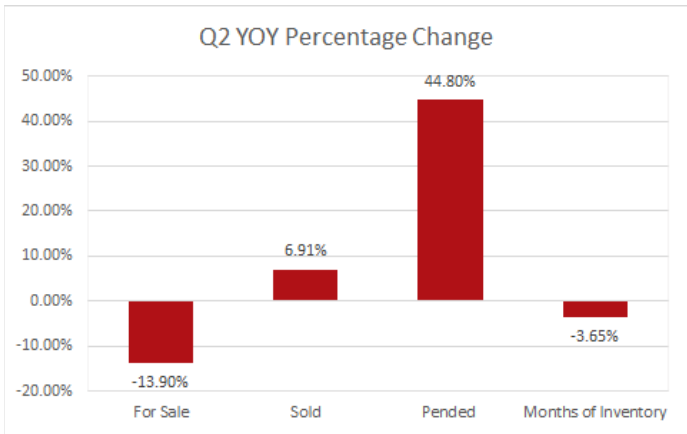
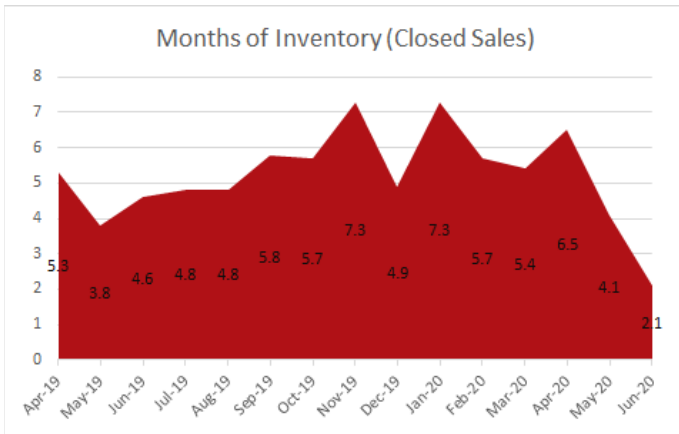
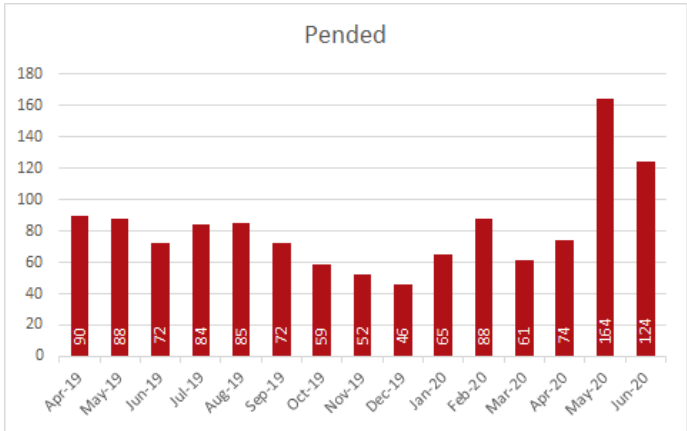
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HENDERSON COUNTY

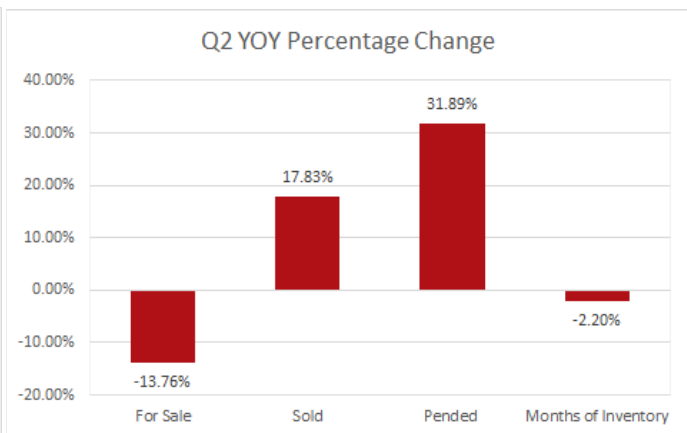
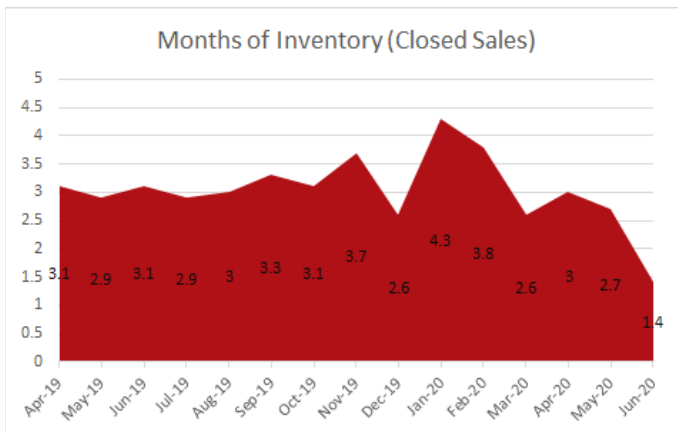
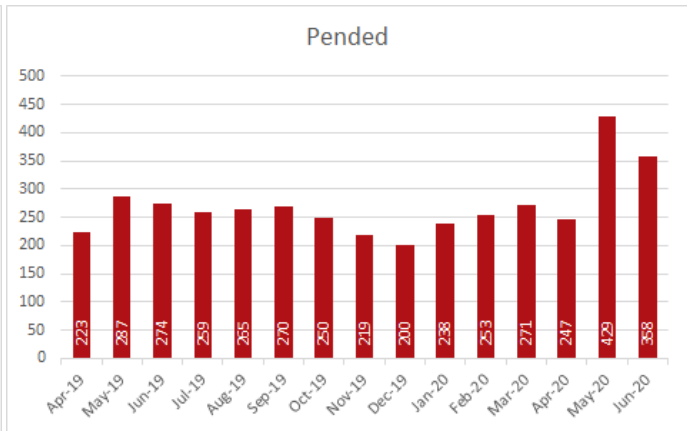
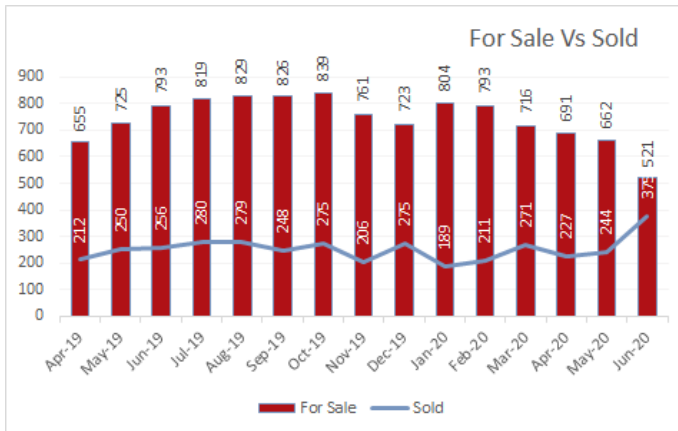
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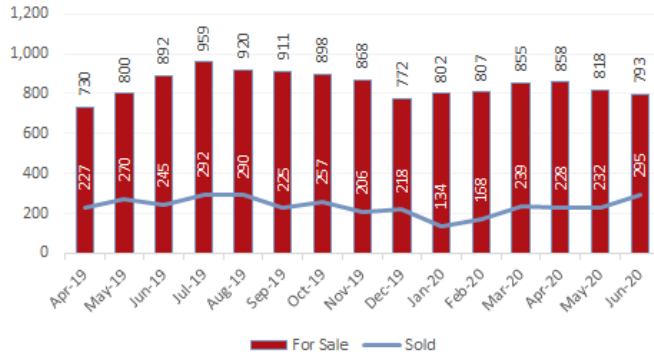


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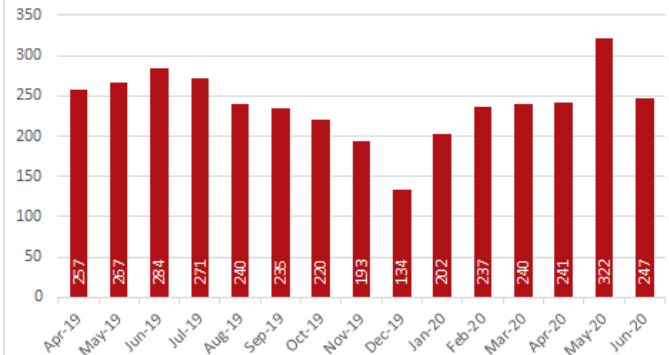
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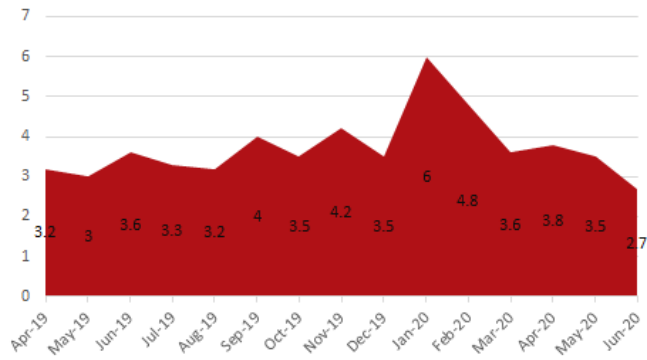
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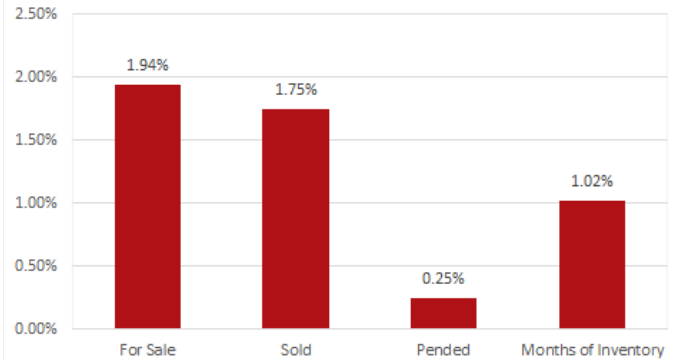
Pended



Months of Inventory (Closed Sales)



Q2 YOY Percentage Change



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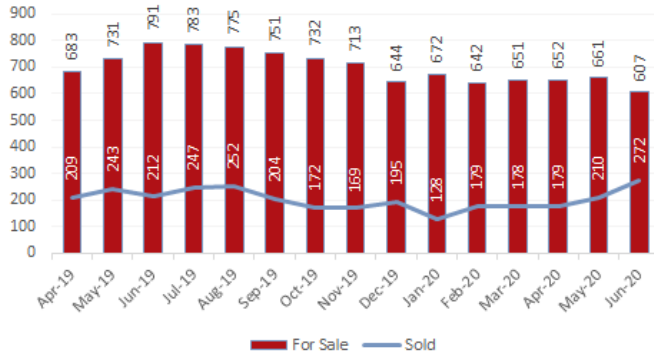
See more at 113TrinityBluffs.williamstrew.com

ROCKWALL COUNTY

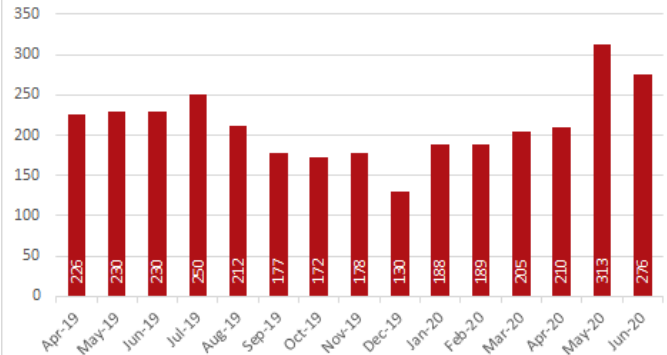
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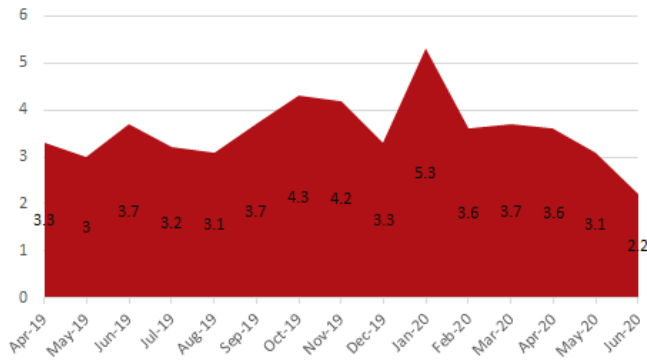
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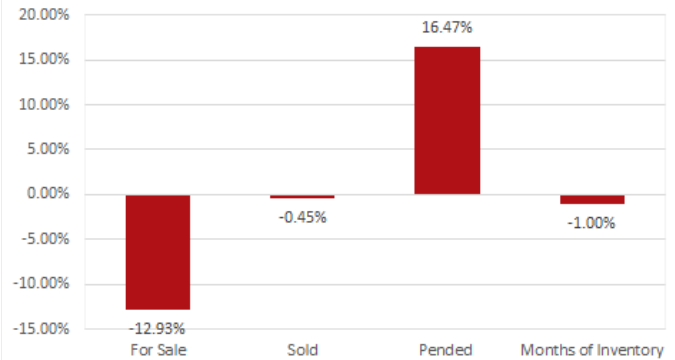
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Months of Inventory (Closed Sales)



Q2 YOY Percentage Change



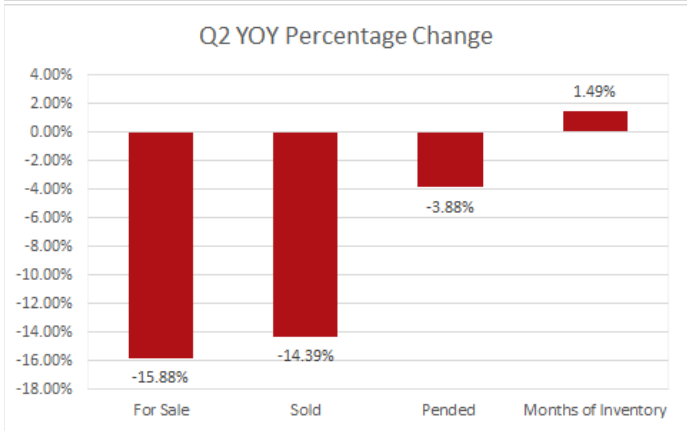
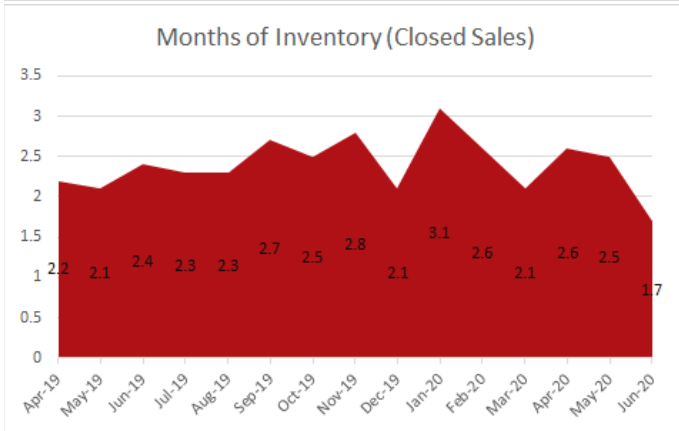
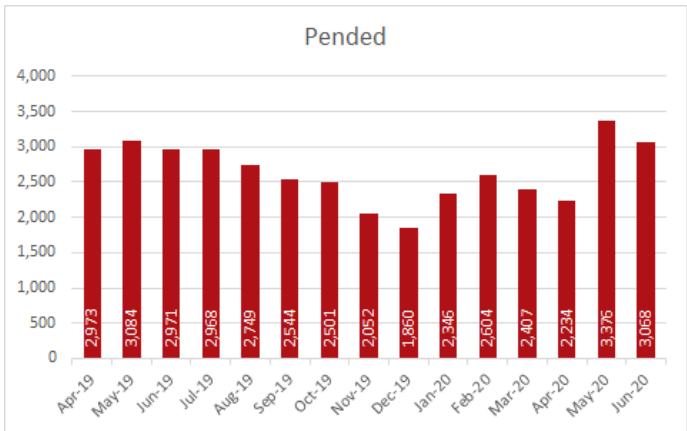
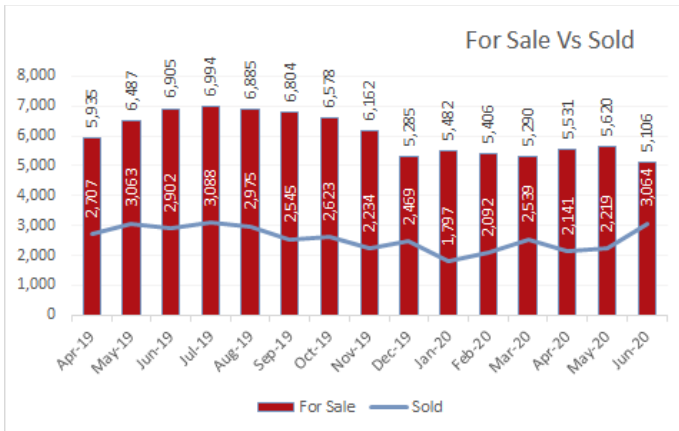
EBBY HALLIDAY COMPANIES

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TARRANT COUNTY

Q2

2020 MARKET REPORT



4804 Sidonia Court

See more at 4804Sidonia.williamstrew.com

EBBY HALLIDAY COMPANIES

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PROSPERITY HOME MORTGAGE

Prosperity Home Mortgage is a full-service mortgage banker specializing in residential and refinance loans. Prosperity Home Mortgage offers a wide range of mortgage products, including fixed and adjustable rate mortgages, jumbo loans, Federal Housing Administration (FHA) loans, Veterans Affairs (VA) loans, and renovation financing. For more information, please go to dallasfw.phmloans.com.

TEXAS PREMIER TITLE

Texas Premier Title is a full-service title company that takes pride in building strong and long-lasting relationships with clients. They have 10 strategically placed branch offices throughout North Texas, giving clients the ability to close at a location that is convenient to all parties involved in the transaction. For more information, please go to txprem.com.

HOME TEAM INSURANCE

Home Team Insurance is an independent insurance agency that is committed to helping you find the best possible homeowner's insurance policy for your new or existing home. For home buyers, they provide the convenience of working directly with your real estate agent, mortgage lender and title professionals to ensure all insurance documents are in place for a smooth, on-time closing. Their goal is to provide you with a quality, convenient and seamless experience that removes the hassle of working with multiple vendors as you complete the home buying experience. For more information, please go to hometeaminsurance.com.