



Q3
2020

NORTH TEXAS MARKET REPORT

The Bounce Back

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 Ebby Halliday Realtors, Dave Perry-Miller Real Estate, and 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

In the last quarterly market report, we discussed the retraction seen in the North Texas real estate market as a result of COVID-19, and our anticipation of increased activity throughout the third quarter. The *bounce back* we experienced was far greater than what was anticipated, and there are many to thank for this positive development: our government officials who worked jointly with the industry in deeming real estate an essential business; our clients for trusting us to safely assist them in their home sale or purchase; and everyone across our organization who truly put "People First."

The *bounce back* of the real estate market is evident in the data. The number of properties that went under contract or were sold in Q3 2020, compared to the same period last year, increased by 17% and 19%, respectively. With current interest rate levels fueling buyer demand, we now find ourselves in a low inventory situation. Compared to this same time last year, the number of properties available for sale has declined by 29%.

Given these conditions, the market has adjusted accordingly and now reflects an 8% increase of the average price per square foot sold in Q3 2020 compared to the same period last year. The increase in property values now places the average sold price across North Texas at \$346,000. For more information on your property's value, be sure to reach out to one of our Realtors at the Ebby Halliday Companies.

In addition to the robust activity being seen across North Texas in the real estate market, we have also been quite busy here at the Ebby Halliday Companies. We announced our expansion into Oklahoma and the acquisition of Johnson Monroe Realtors in our Cedar Creek Lake market. To better serve our agents and clients, we have remodeled, relocated or opened the following offices to date in 2020: Williams Trew Hulen, Dave Perry-Miller Lakewood, Ebby Lakewood / Lake Highlands, Ebby Southwest Dallas and Ebby Forney. In addition to those projects, we anticipate by year's end to have completed office expansions for Ebby Prosper and Williams Trew Parker County.

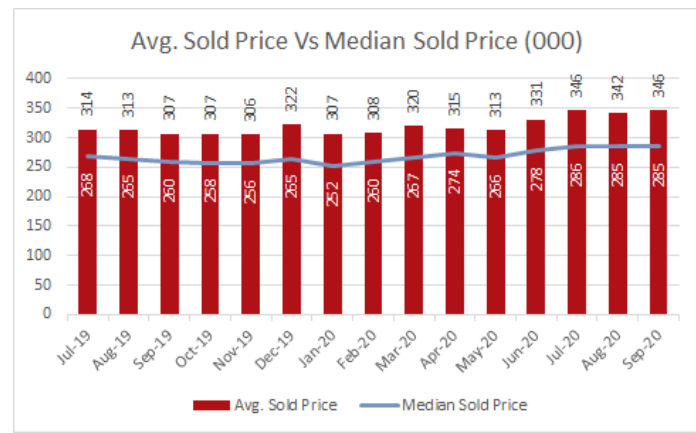
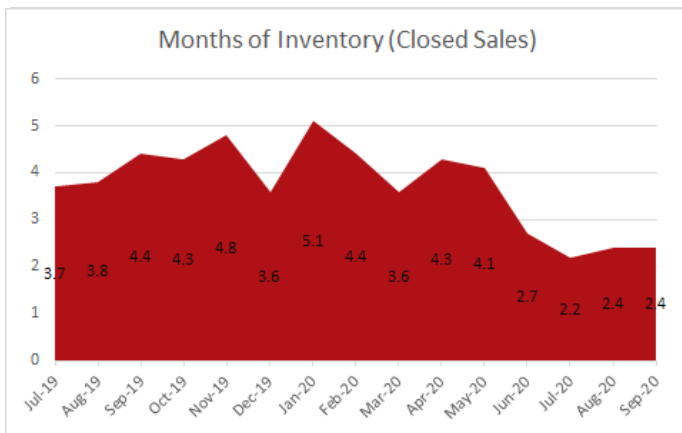
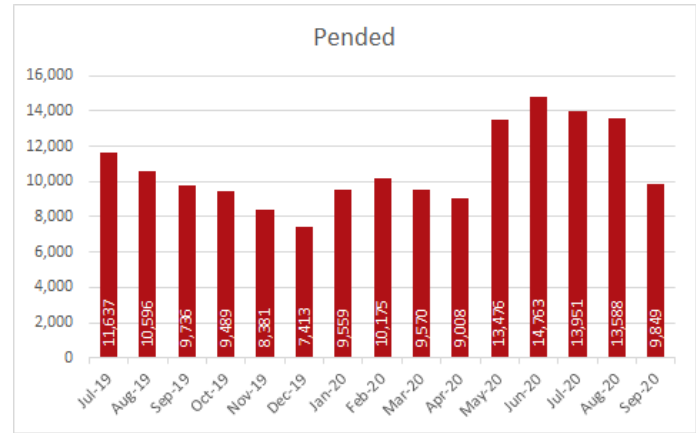
All of the above activity is exciting for us as a growing organization, and better positions us to grow with the communities in which we have the pleasure of serving.

Cover Photo: [2425stadium.williamstrew.com](https://www.2425stadium.williamstrew.com)

**ANTHONY JACKSON**

*Vice President of Finance & Operations
Ebby Halliday Companies*

972.980.6635
anthonyjackson@ebby.com



North Texas is continuing to see increasingly low inventory in the third quarter of 2020. When comparing the the number of homes for sale and the number of homes sold in Q3 2020 to Q3 2019 we see the number of homes for sale have decreased by 29% while the number of homes sold increased by 19%. The number of pended until the the third quarter of 2020 also saw an increase of 17% when compared to the third quarter of 2019.

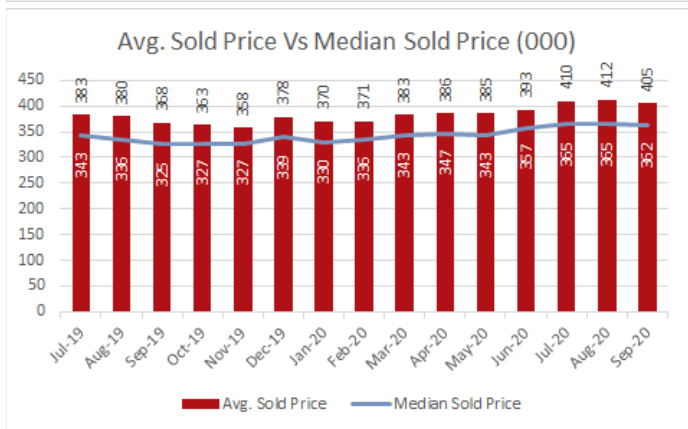
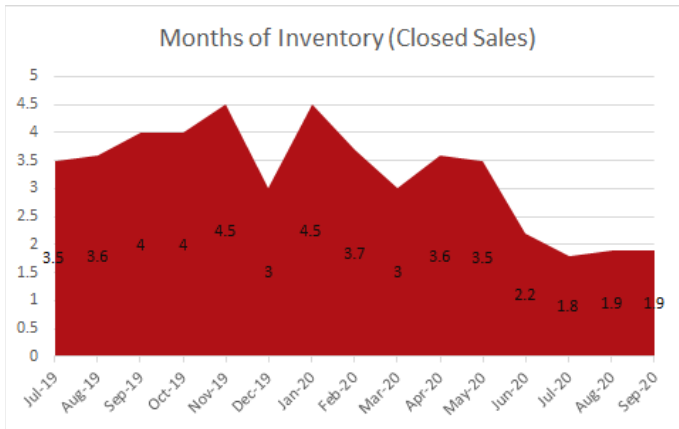
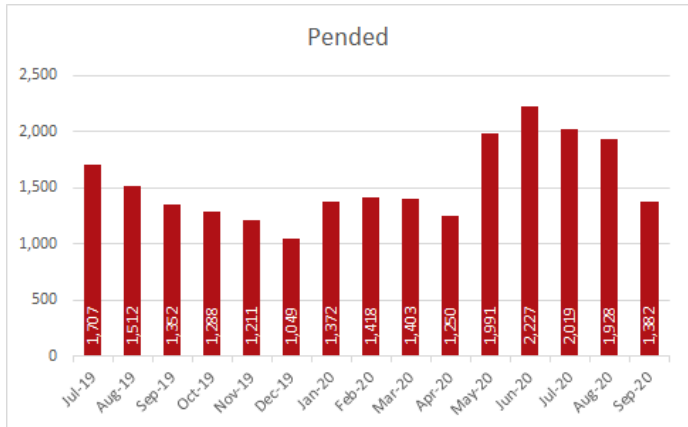
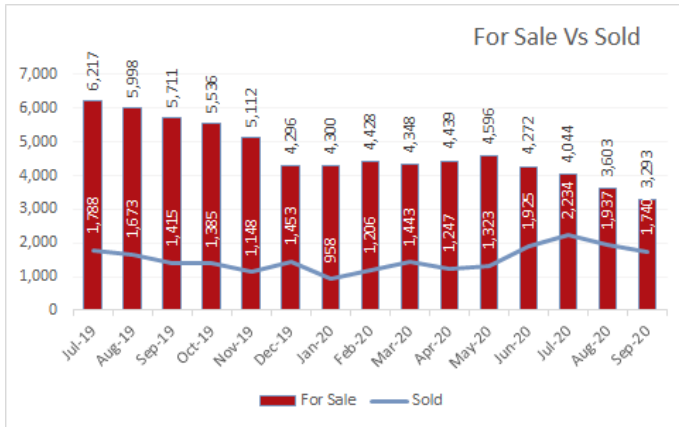
The year-over-year increase in the number of pended units and the number of homes sold, coupled with the year-over-year decrease in the number of homes listed for sale, has led to a steep drop in North Texas' months of inventory. North Texas ended the quarter with a 2.4 months supply of inventory, which is a 45% decrease when compared to the September 2019.

The low supply of available inventory has led to home values across North Texas remaining strong in the third quarter with the average sold price and the median sold price increasing by 11% and 8% respectively when compared to the same time period in 2019.

COLLIN COUNTY

Q3

2020 MARKET REPORT



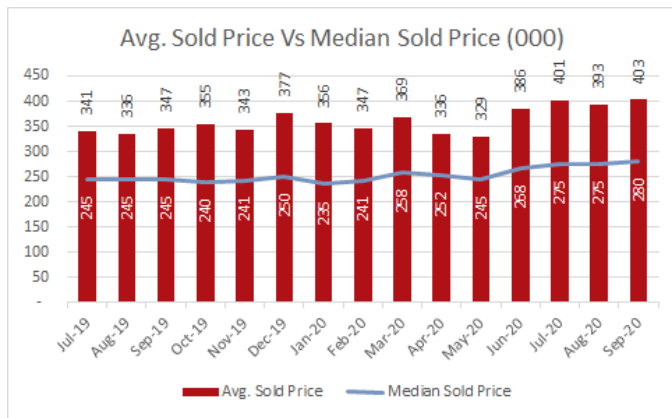
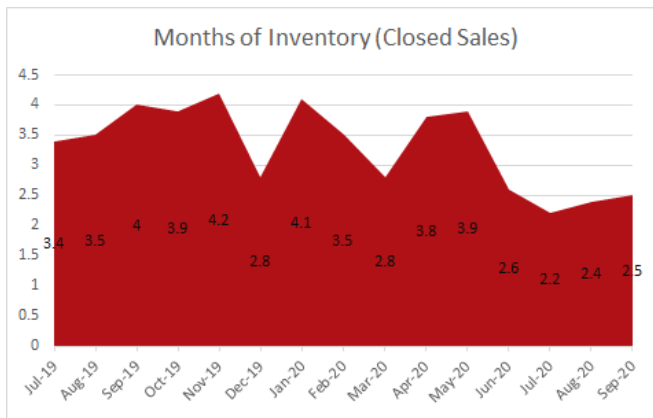
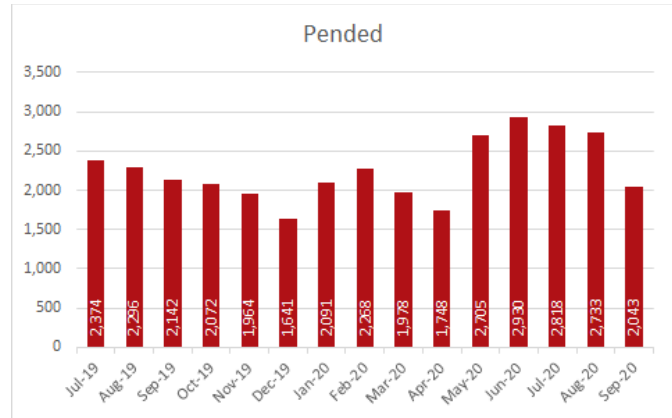
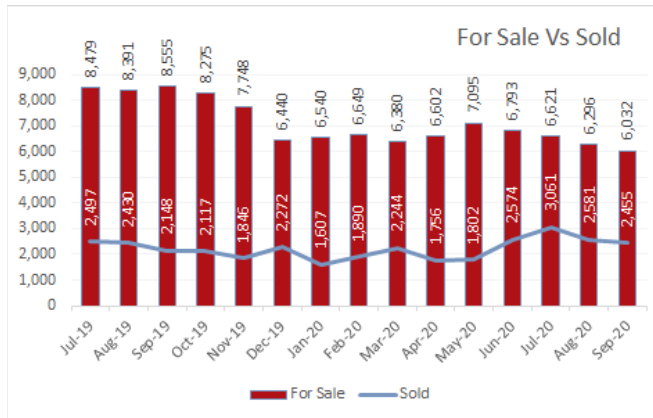
EBBY HALLIDAY COMPANIES

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DALLAS COUNTY

Q3

2020 MARKET REPORT



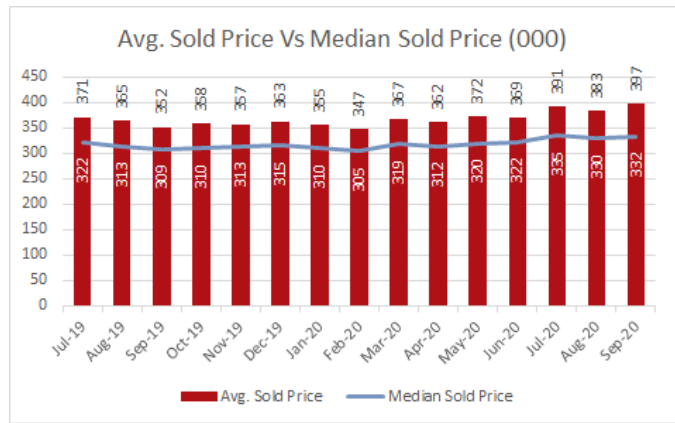
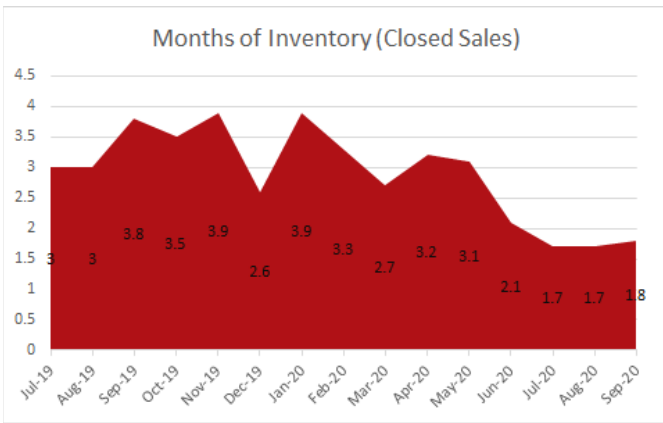
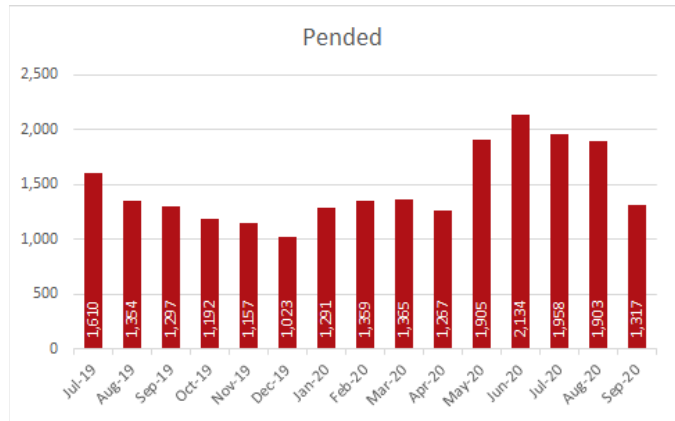
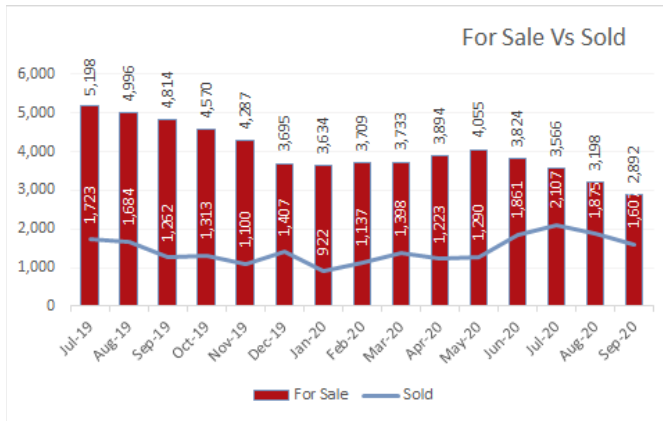
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DENTON COUNTY

Q3

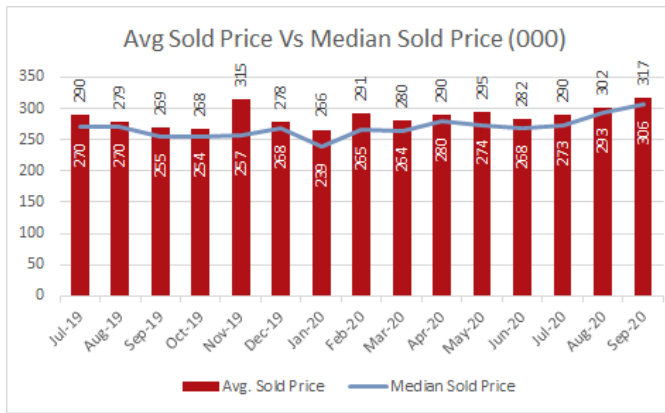
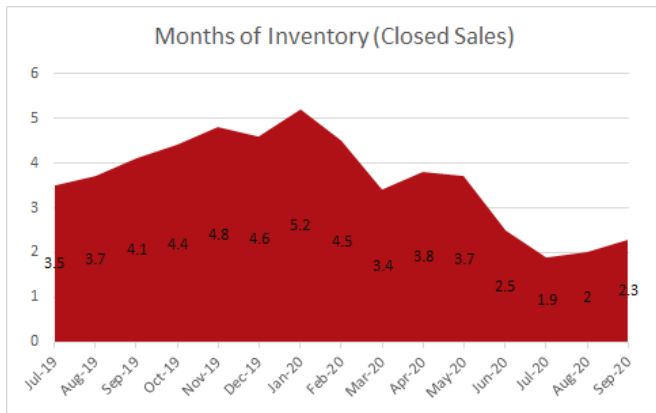
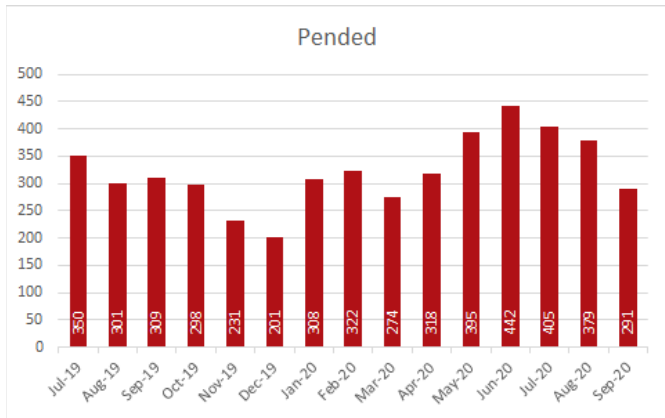
2020 MARKET REPORT

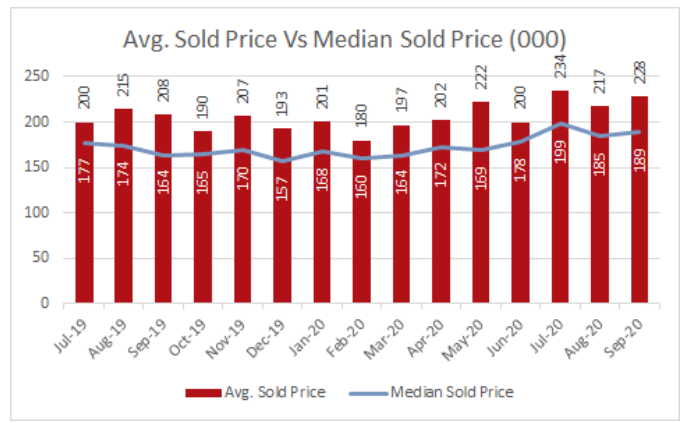
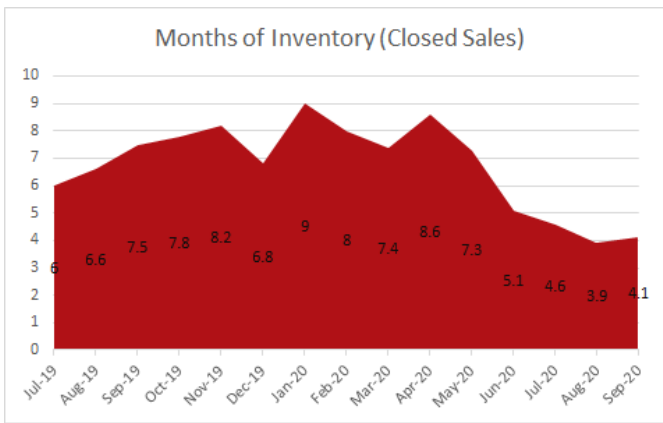
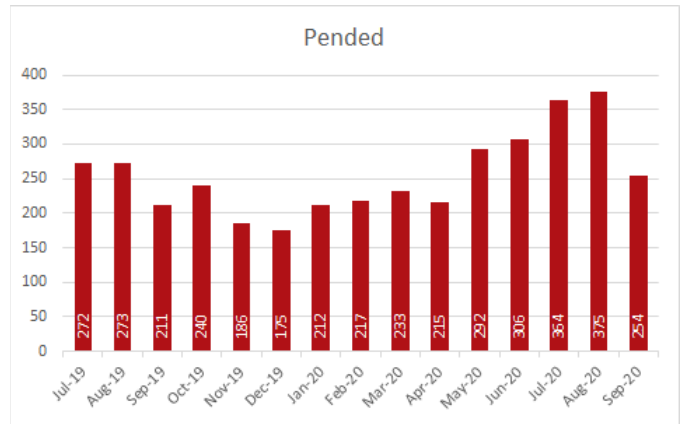
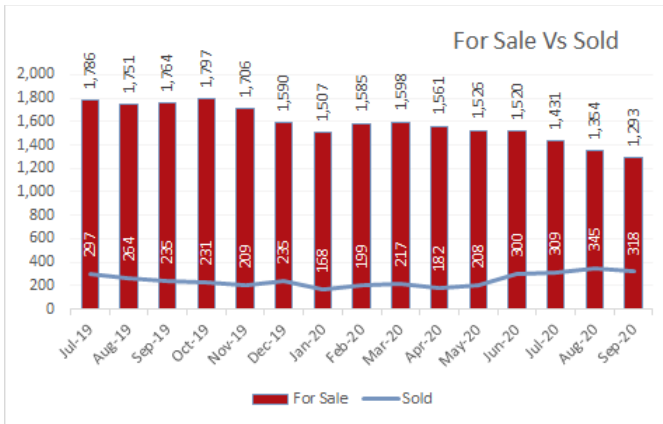


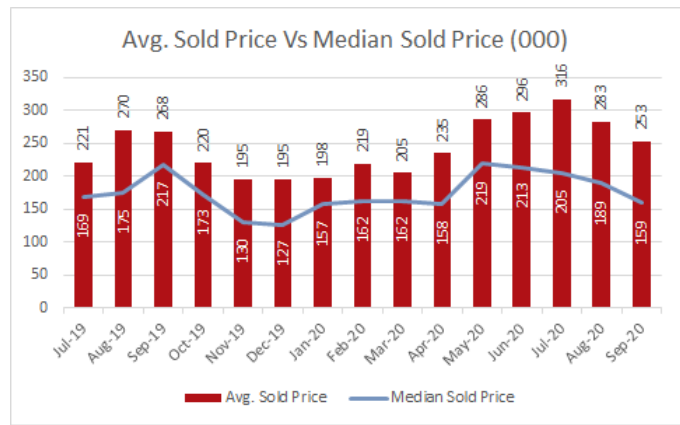
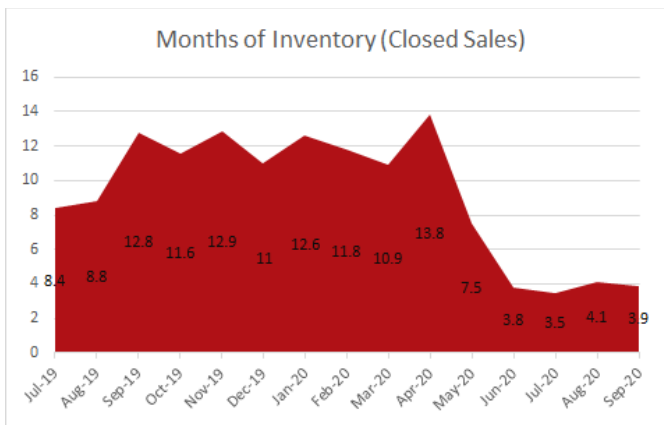
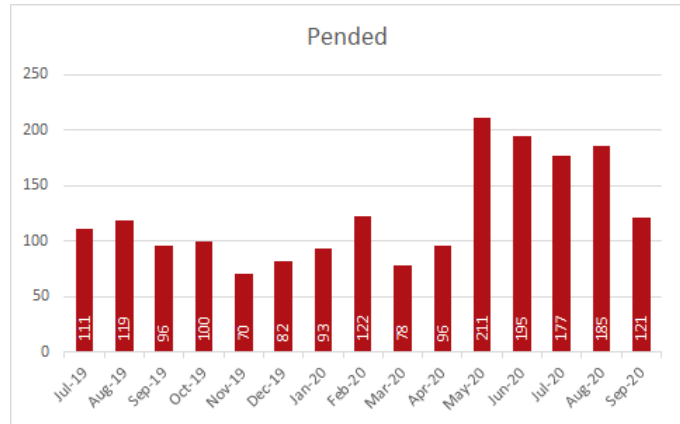
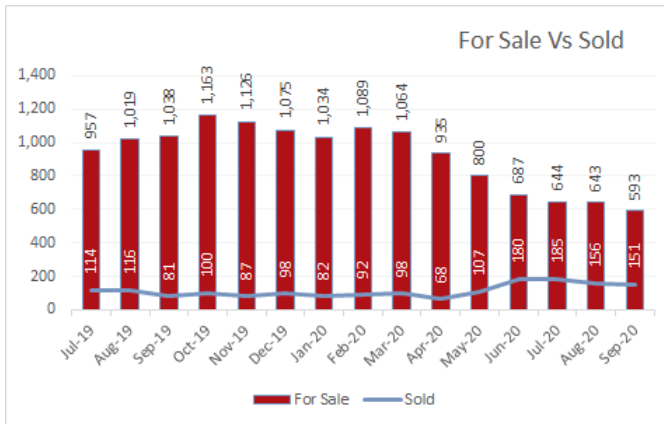
6505 Shoreline Drive | Little Elm
 See more at 6505Shoreline.ebby.com

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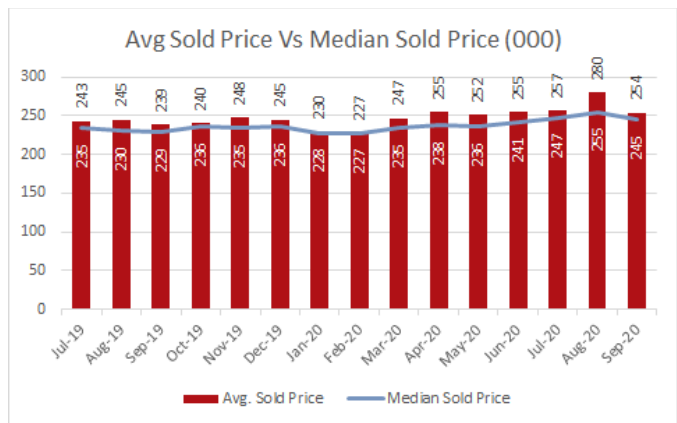
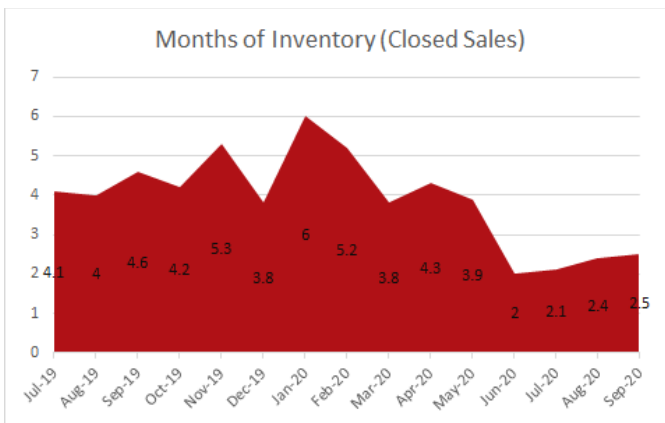
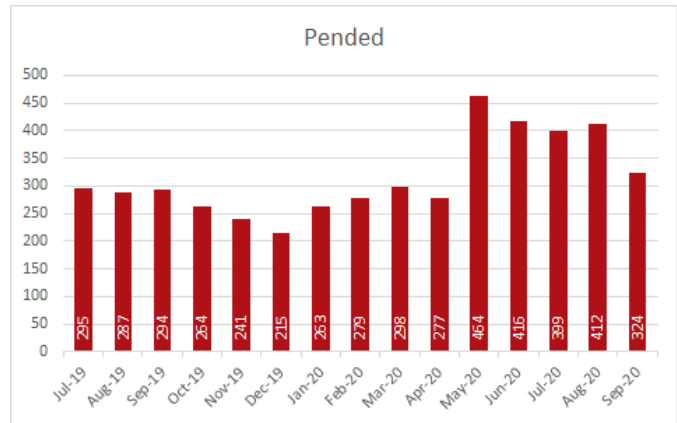
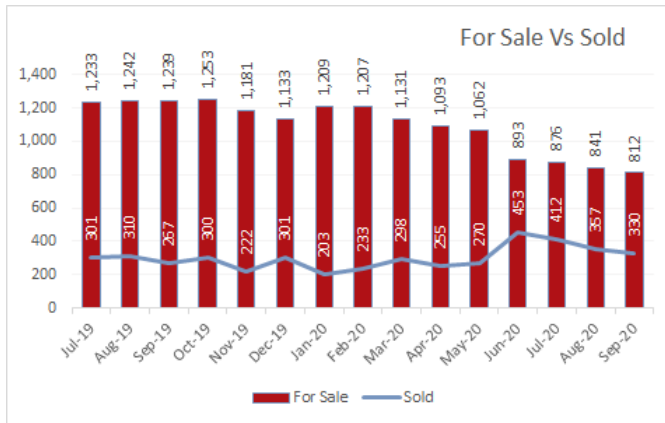




KAUFMAN COUNTY

Q3

2020 MARKET REPORT



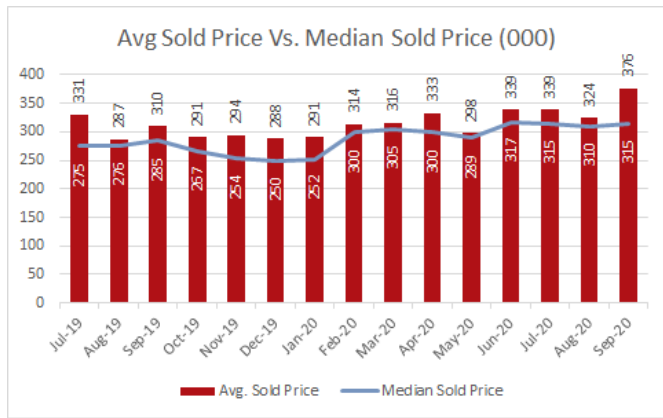
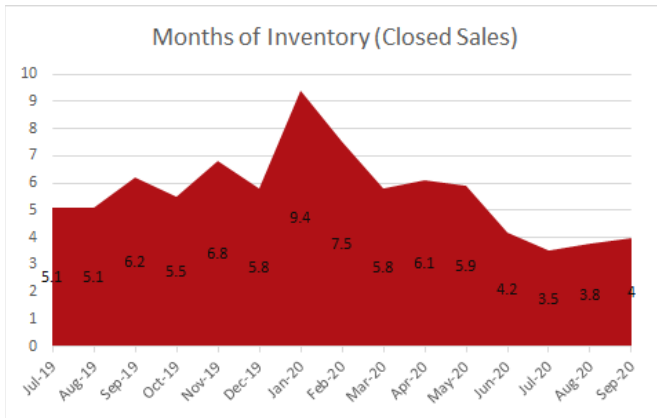
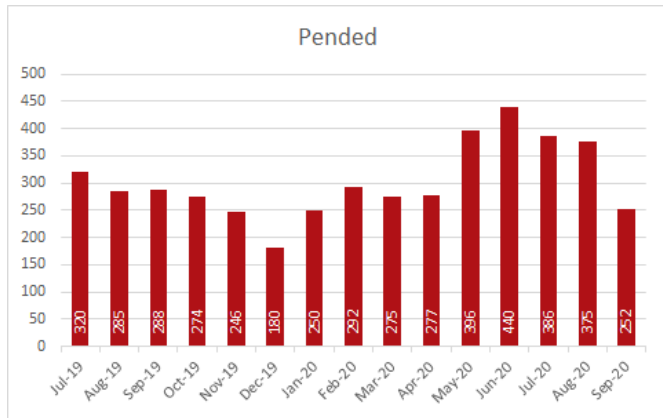
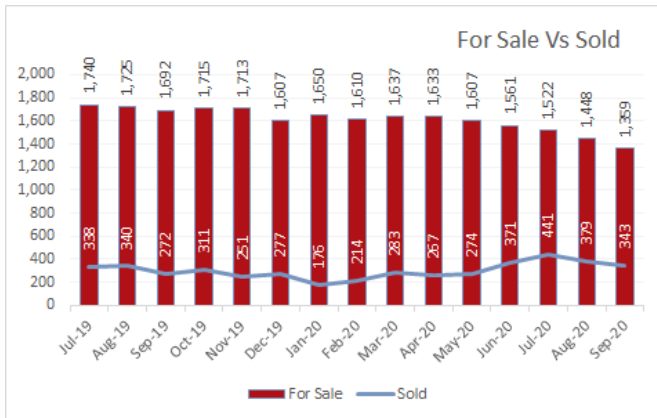
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PARKER COUNTY

Q3

2020 MARKET REPORT



3 Fairview Lane | Aledo

See more at [3Fairview.williamstrew.com](https://www.3Fairview.williamstrew.com)

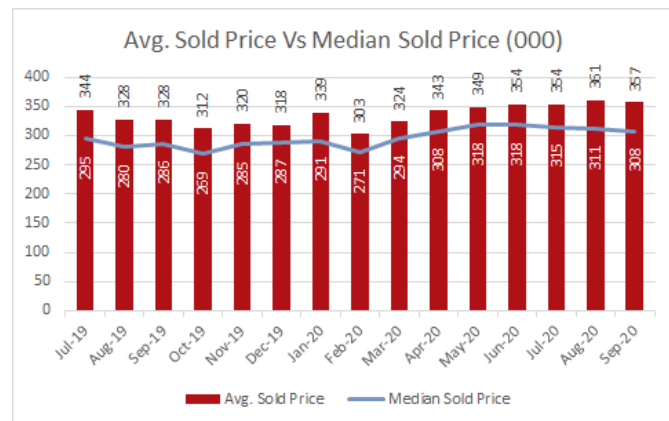
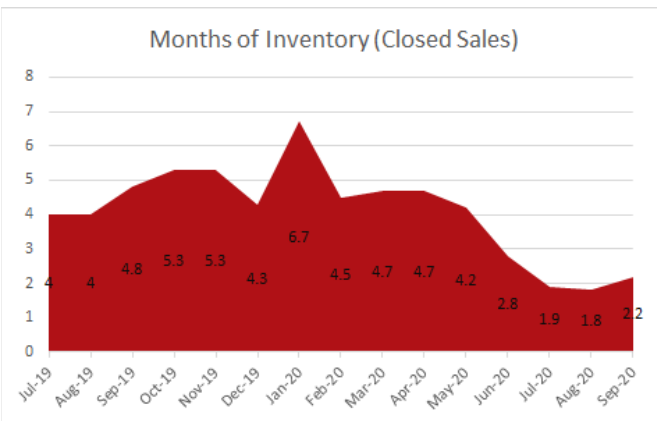
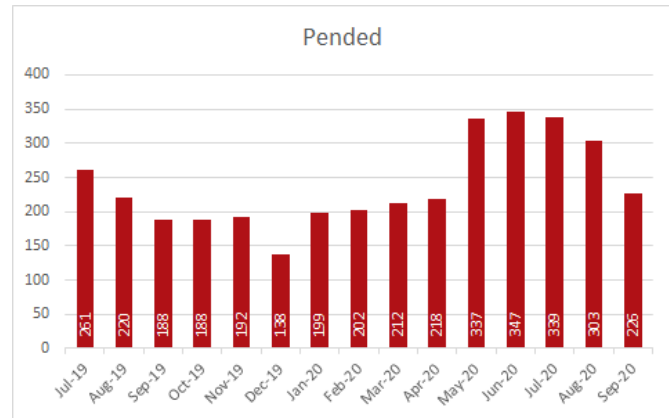
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ROCKWALL COUNTY

Q3

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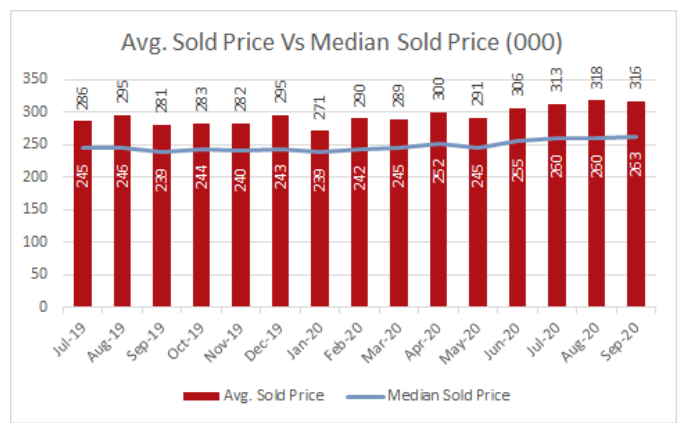
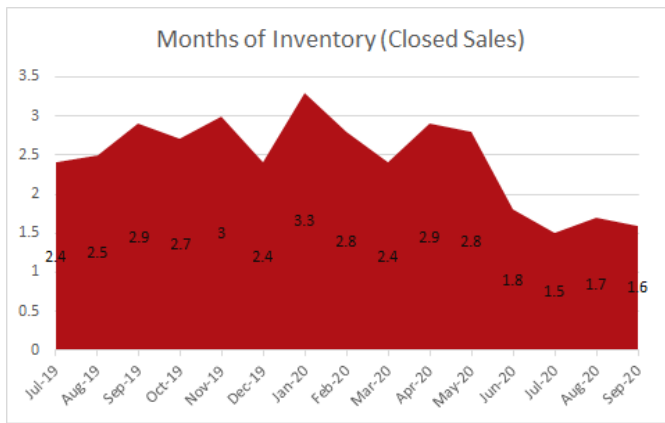
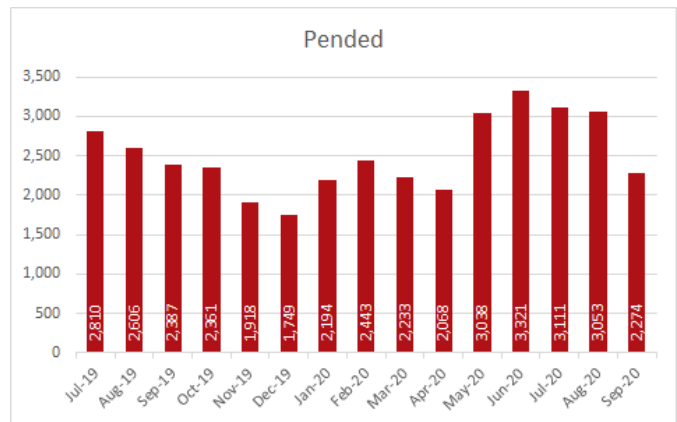
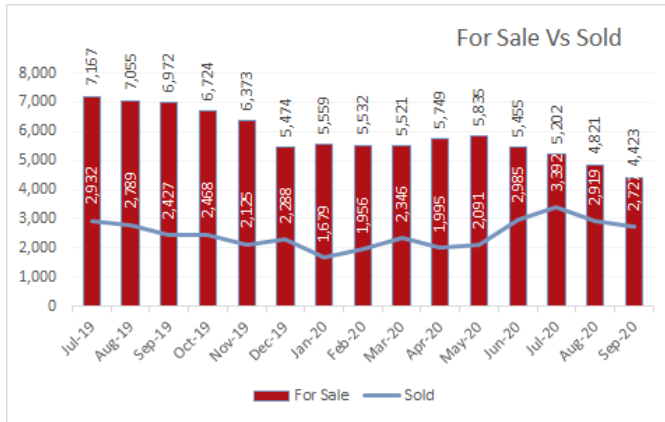
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TARRANT COUNTY

Q3

2020 MARKET REPORT



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PROSPERITY

HOME MORTGAGE, LLC

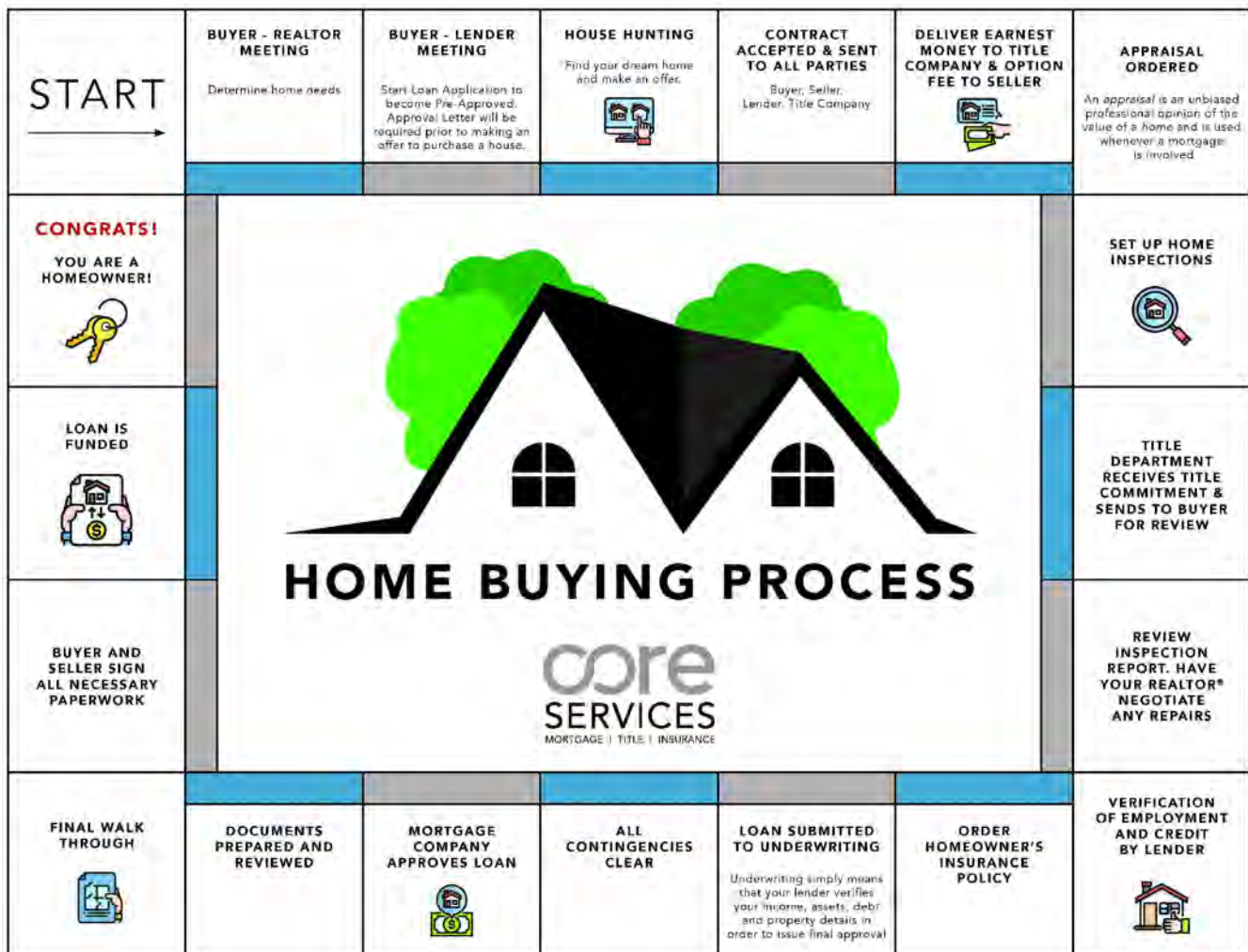
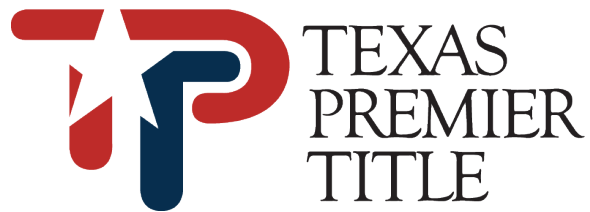
Interest Rates Over Time

70s	80s	90s	00s	10s
8.86%	12.7%	8.12%	6.29%	8.86%

Mortgage rates
are hovering near
a five-decade low.

TODAY
2.625%

FREDDIE MAC





HOME TEAM
INSURANCE



INSURING A CONDO vs HOUSE

While owning a house versus a condo/townhome can be very different, there are many similarities when it comes to insuring these two types of properties. Two of the most common coverages that are similar between the two are Liability and Personal Property.

PERSONAL PROPERTY COVERAGE

Personal Property Coverage will cover personal belongings. Belongings can include things such as furniture, electronics, and valuables. However, it is important to note that some items may have limits they will be covered to and additional insurance may be necessary to purchase.

LIABILITY COVERAGE

Liability coverage protects you in the event a visitor is injured at your home, if you accidentally hurt someone away from your home or accidentally cause damage to someone else's property. We recommend purchasing additional liability insurance (umbrella) in case your original liability limits are exhausted.

One distinct difference between insuring these two types of properties is Dwelling Coverage.

DWELLING COVERAGE

House

Dwelling coverage on a single family residence will cover both the exterior and interior of the home in the event it is damaged or destroyed by a covered peril.

Condo or Townhome

Dwelling coverage on a condo or townhome is only necessary for the interior of the unit. The exterior of the building is typically covered by the HOA Master Policy.

HOME TEAM INSURANCE

888.581.9788

www.hometeaminsurance.com

Home Team Insurance is a subsidiary of HomeServices of America.



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.