

Q4  
2020

# NORTH TEXAS MARKET REPORT

*Continued Climb*

EBBY HALLIDAY COMPANIES

*A Berkshire Hathaway Affiliate*

BROKERAGE  
MORTGAGE  
TITLE  
INSURANCE





## OUR STORY

For over 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 to achieve 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 17,000 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 extends far beyond North Texas, to our affiliation with HomeServices of America, Leading Real Estate Companies of the World, Luxury Portfolio International, and Mayfair International.

## LETTER FROM THE AUTHOR

The North Texas real estate market of 2020 can be summarized in one word: unprecedented. That seemed to be a theme throughout the year not only within the North Texas real estate market, but well beyond. We saw the industry hit the 'pause button' in March and April with shelter-in-place orders issued as a result of COVID-19, but then it experienced a quick recovery and bounce-back.

The market continues to be shaped by inventory constraints, illustrating the need for buyers and sellers to work with a trusted Realtor who can help them navigate current complexities. Our Realtors here at Ebby Halliday, Dave Perry-Miller and Williams Trew continue to lead the way in that regard. In 2020, we represented 17,122 clients totaling \$7.9 billion in volume.

While our skilled Realtors help clients navigate the market, our family of affiliated core-services companies also excels at handling their mortgage, title and insurance needs. In 2020 alone, Prosperity Home Mortgage assisted with 2,014 mortgages, Texas Premier Title successfully closed 3,661 escrows, and Home Team Insurance issued 860 new home policies. The collaborative work among the team has facilitated the **One Door** experience consumers are looking for when they embark on a real estate journey.

We are excited for what 2021 holds here at the Ebby Halliday Companies and are anticipating continued demand in North Texas fueled by low interest rates and relocating families. Our team will be here as a resource to the community by putting people first, building lasting relationships and elevating real estate.

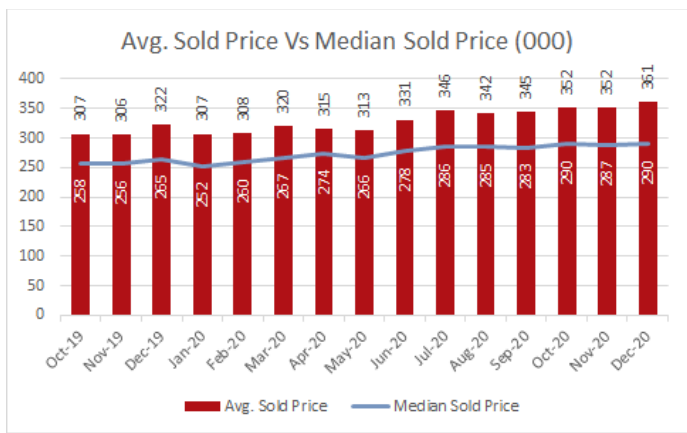
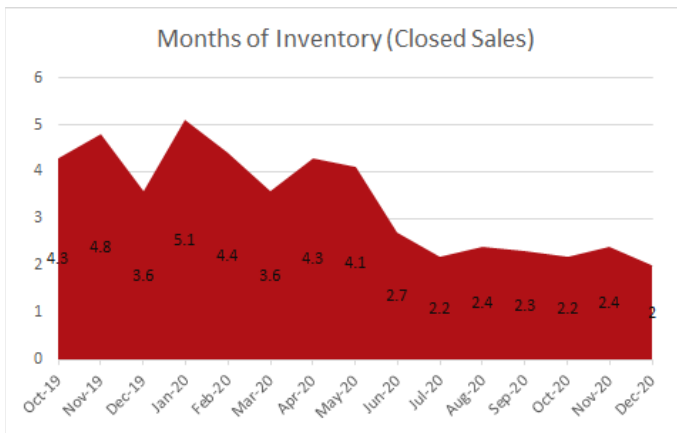
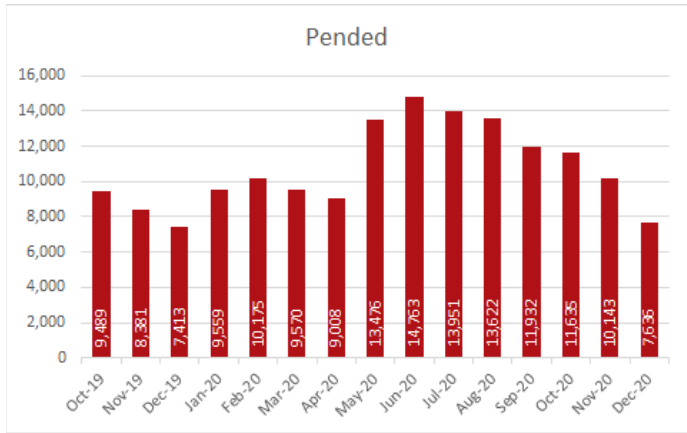
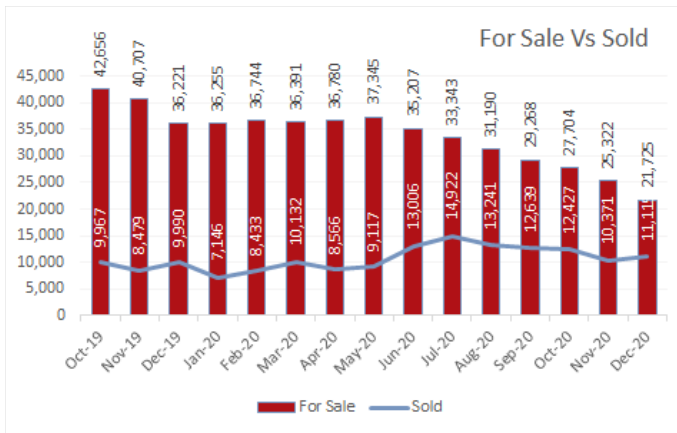
Cover Photo: 1918olive4201.daveperrymiller.com



### ANTHONY JACKSON

*Vice President of Finance & Operations  
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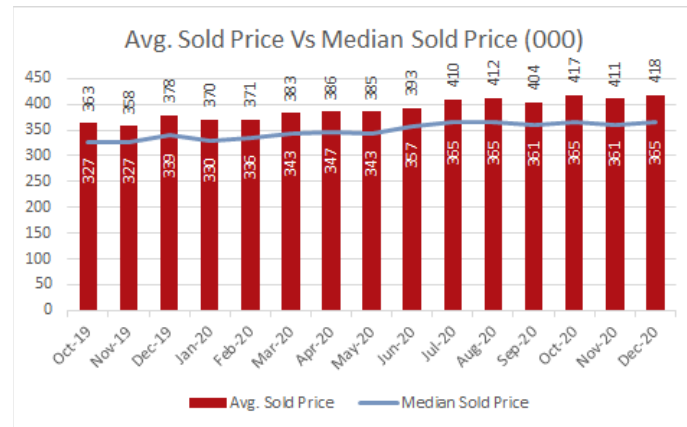
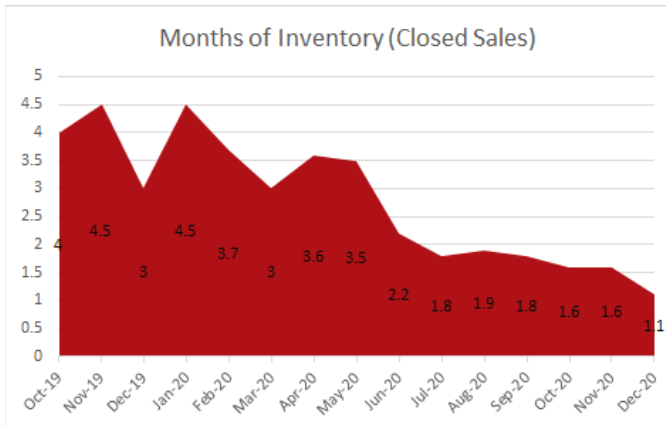
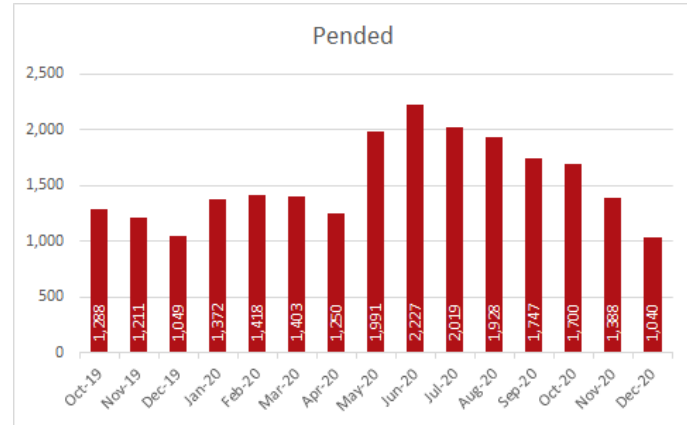


The number of homes available for sale throughout 2020 trended downward, while the number of homes sold held steady. As a result, North Texas ended 2020 with the lowest months of inventory seen the entire year.

The number of homes available for sale declined by 37%, while the number of homes sold in Q4 2020 increased by 19% over the prior year. Additionally, the number of homes that went under contract in the last quarter of 2020 increased by 16% over the prior year. These figures illustrate the increasing demand and declining supply within the North Texas real estate market.

Due to the increasing demand and declining supply, home prices trended upward throughout 2020. Over the last 15 months, the average sold price increased by 18% from \$307k to \$361k. During the same time period, we also saw the median sold price increase by 12% from \$258k to \$290k.

North Texas ended 2020 with 2.0 months of inventory, which places it firmly in a sellers' market. There are currently no indicators to suggest an alleviation of the tight inventory will happen soon.

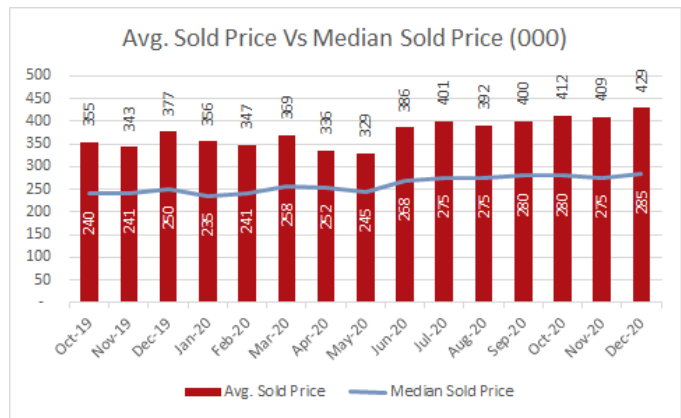
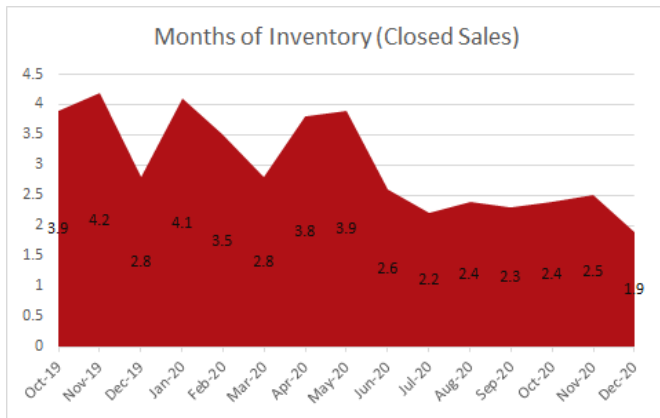
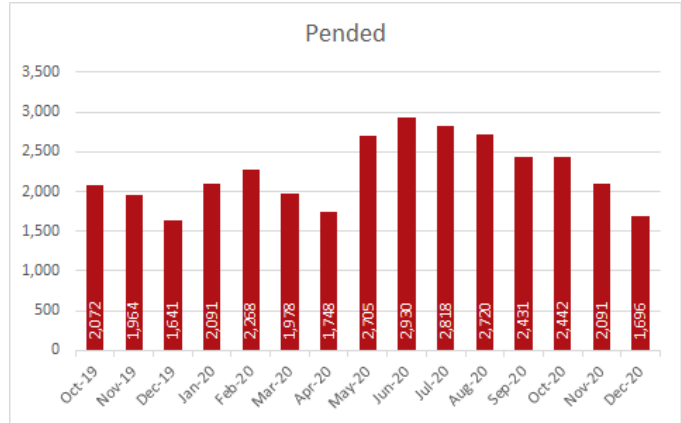
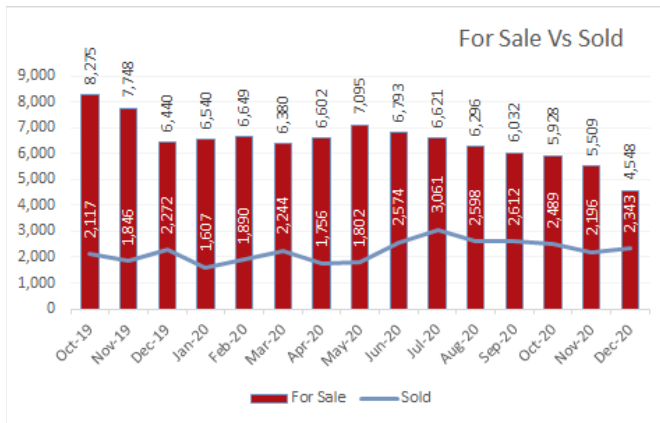




# DALLAS COUNTY

# Q4

# 2020 MARKET REPORT



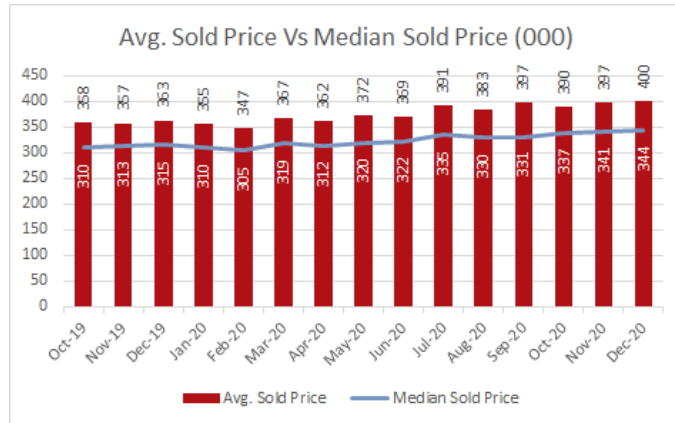
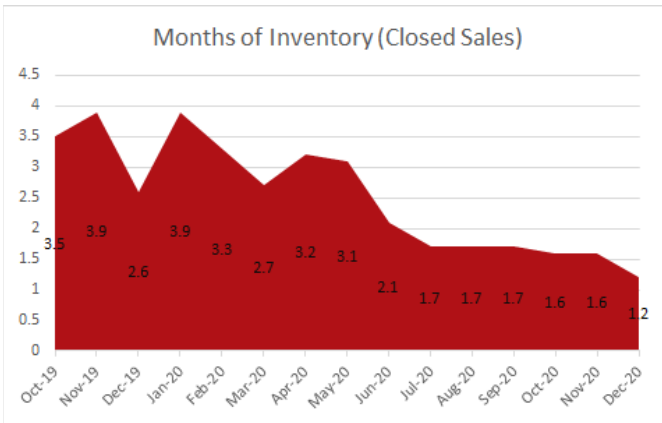
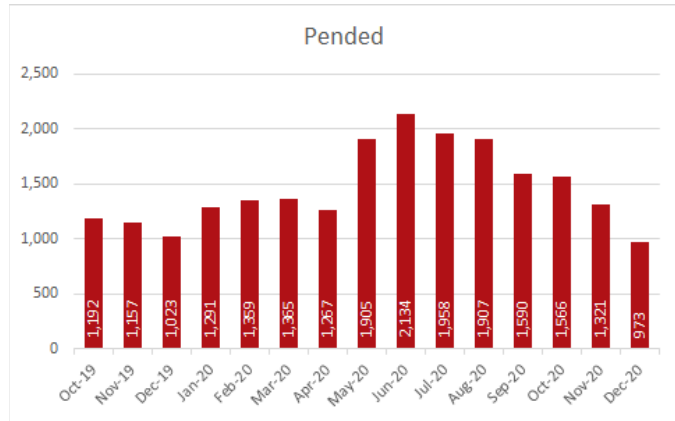
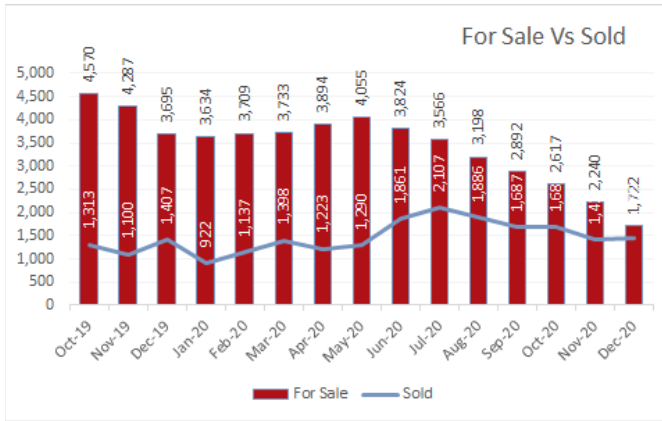
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# DENTON COUNTY

# Q4

# 2020 MARKET REPORT



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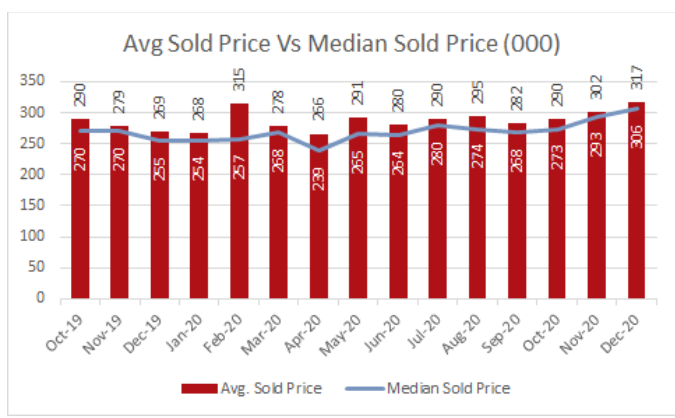
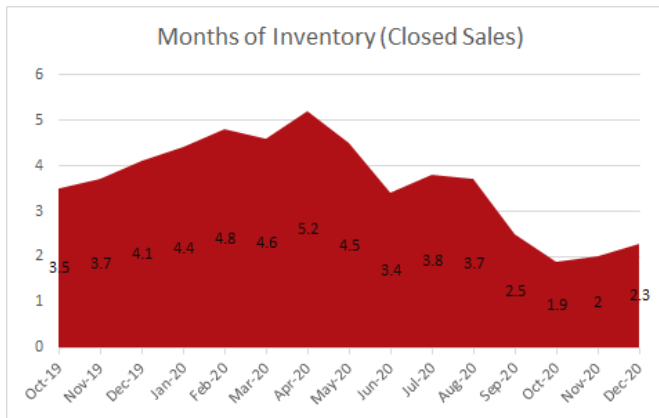
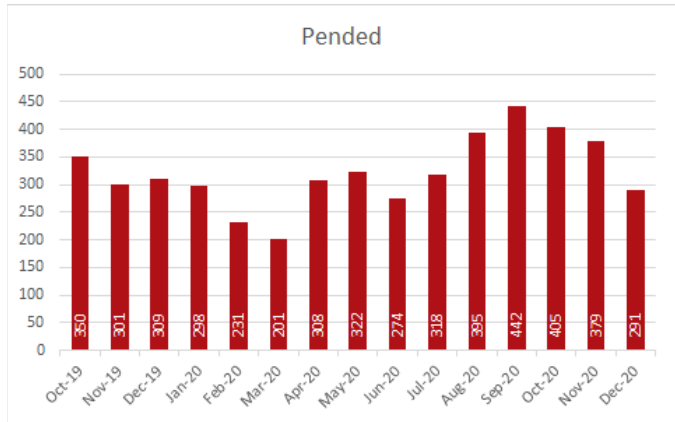
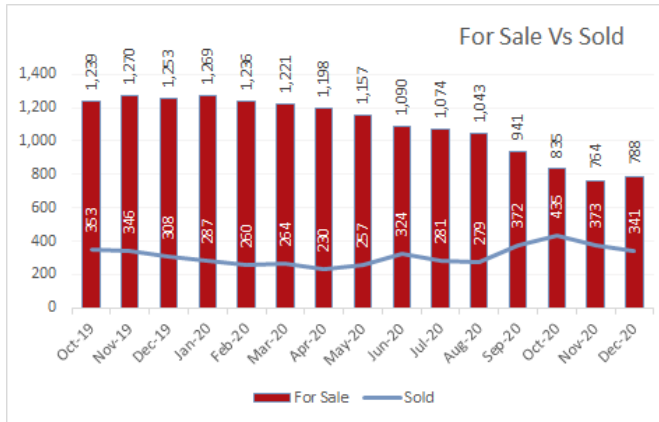
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# ELLIS COUNTY

## Q4

# 2020 MARKET REPORT



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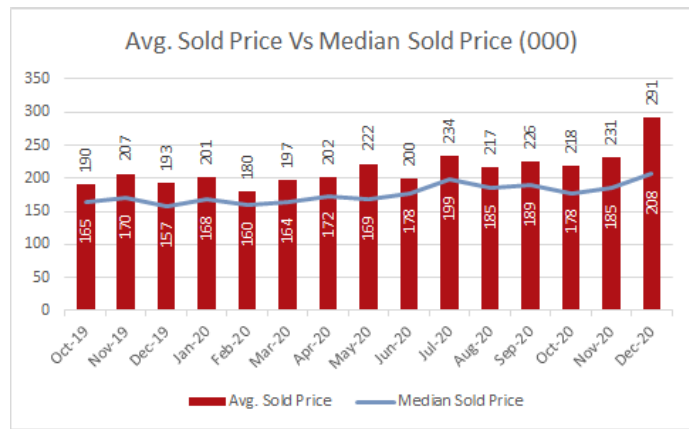
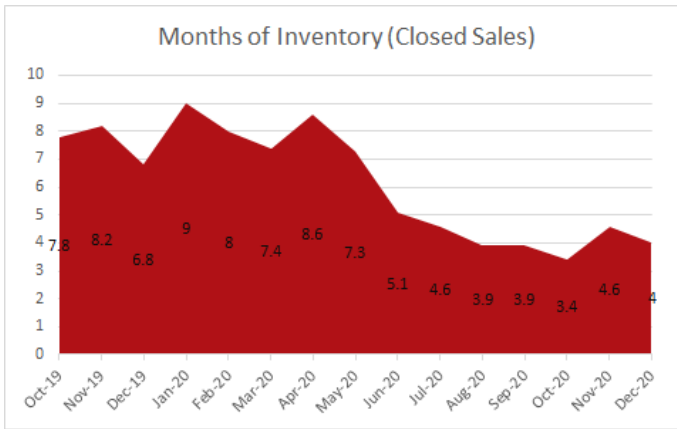
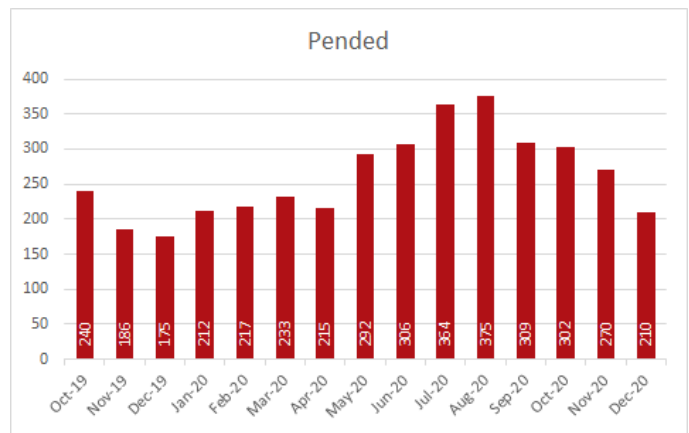
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# GRAYSON COUNTY

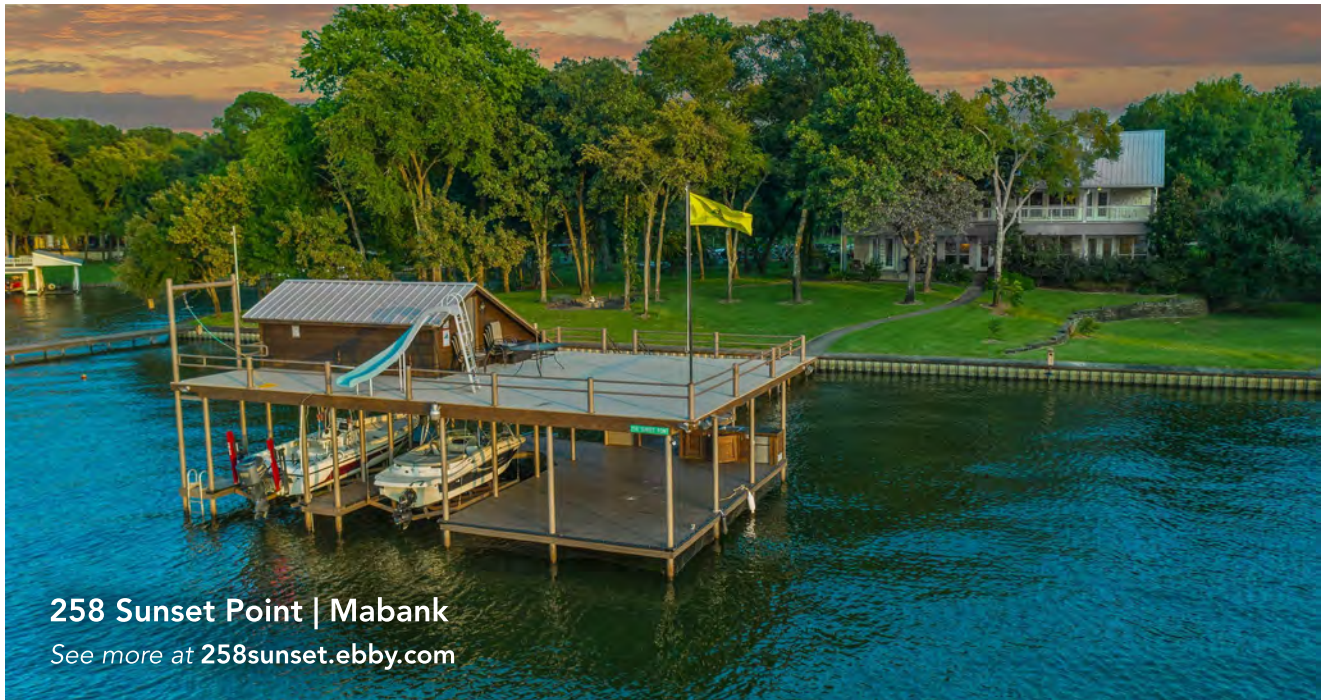
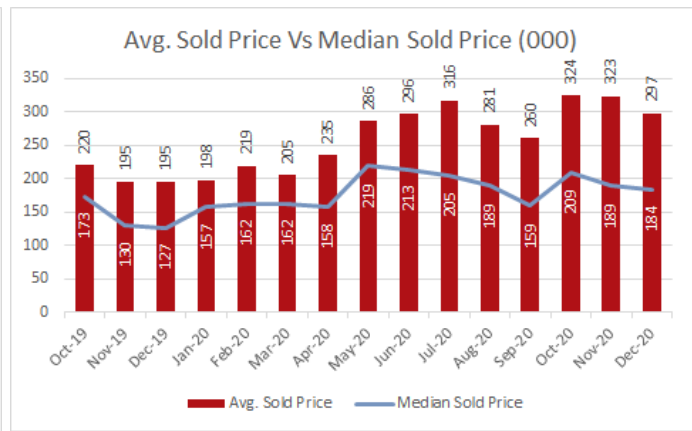
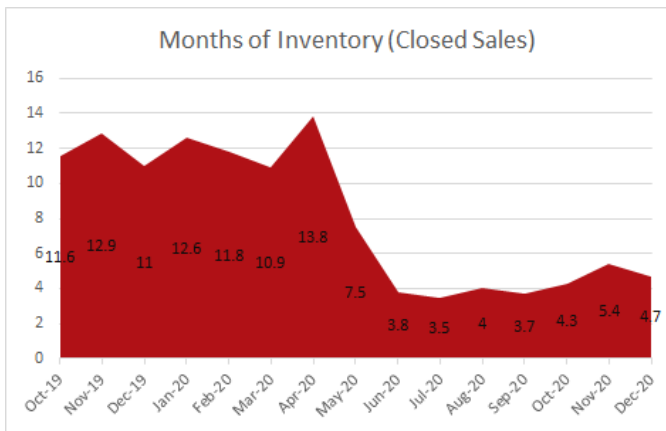
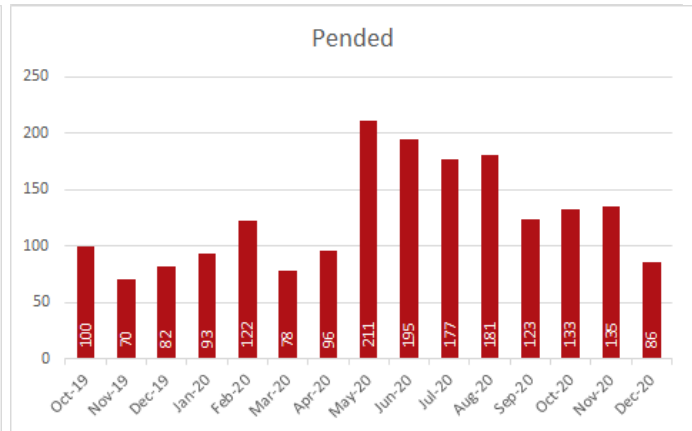
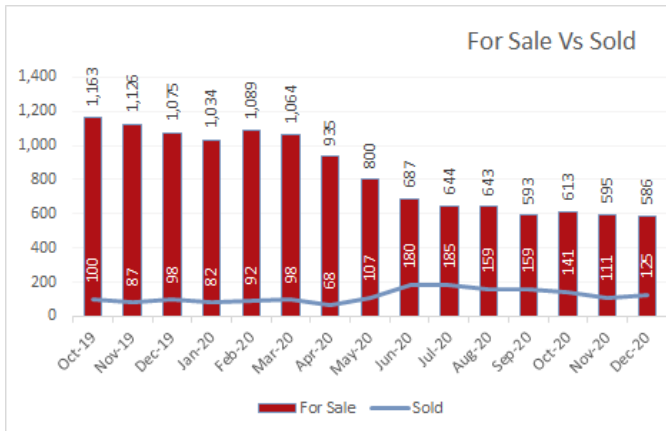
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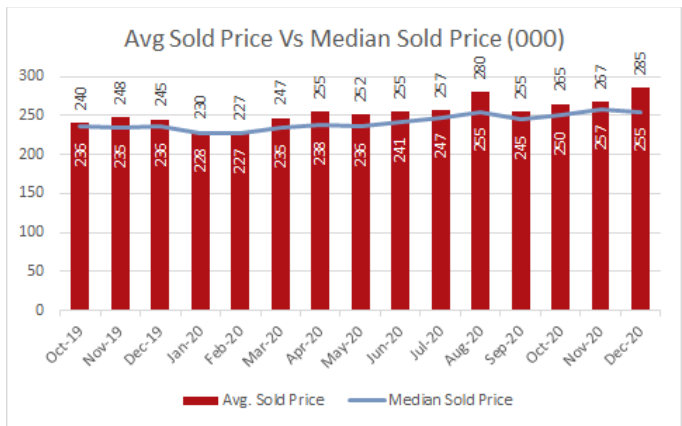
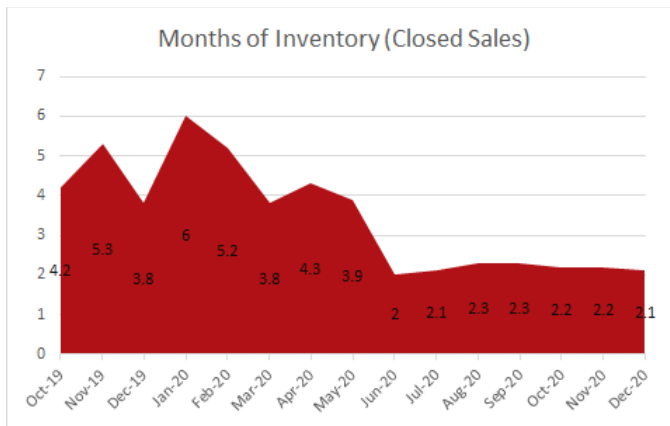
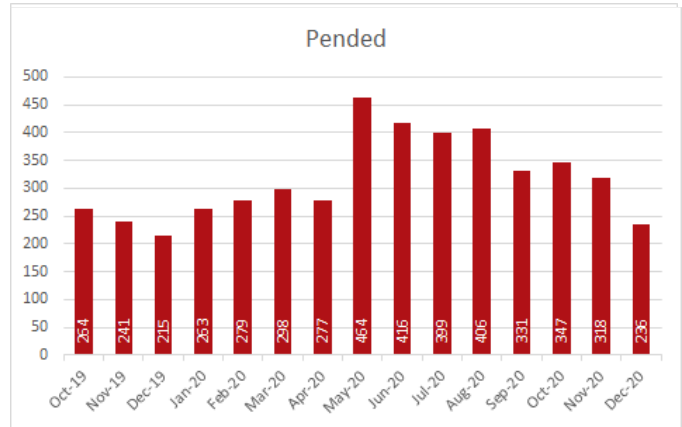
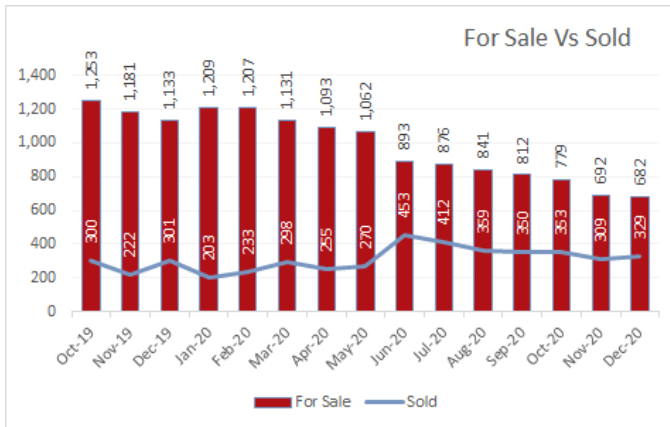




# KAUFMAN COUNTY

# Q4

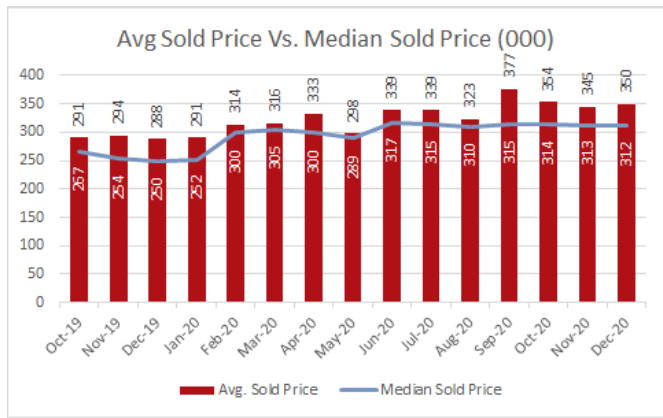
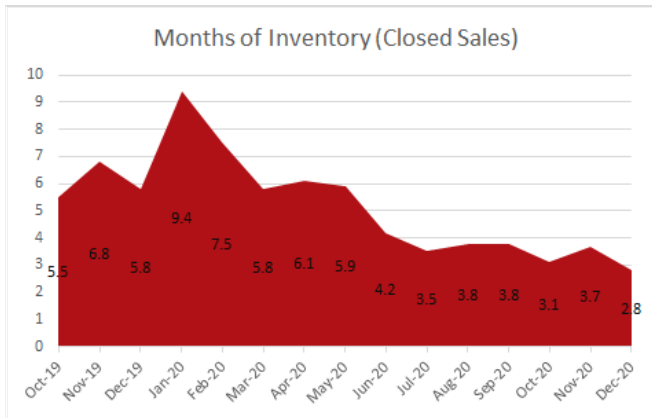
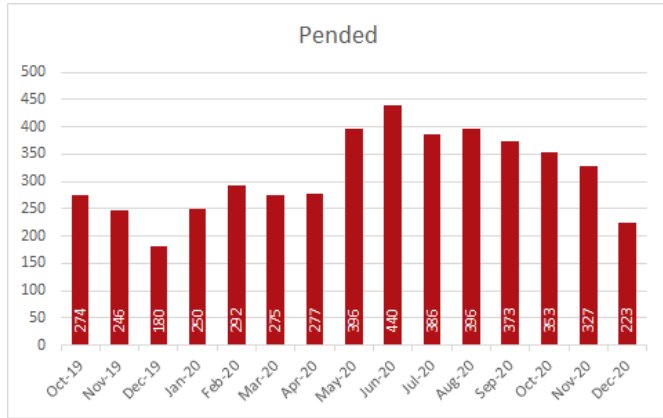
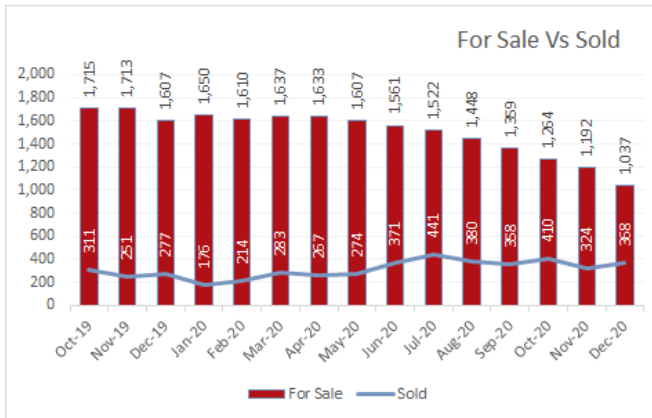
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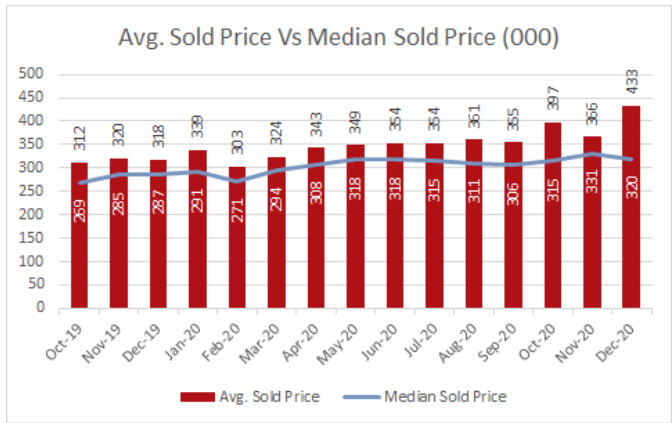
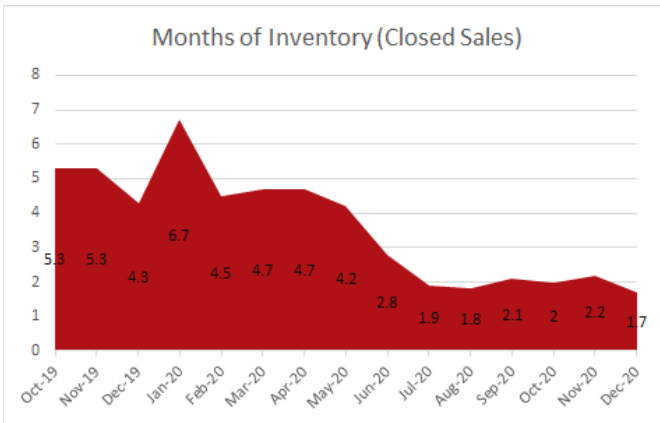
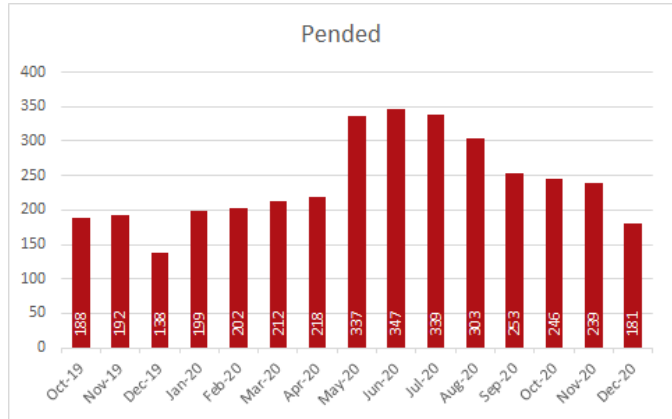
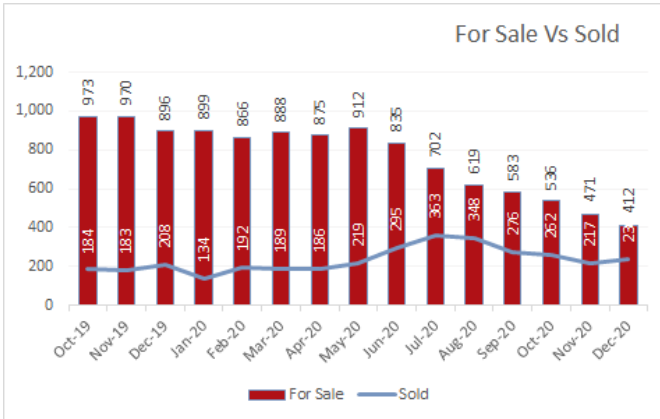
**207 Cape Shore Drive | Mabank**  
See more at [207capeshore.ebby.com](https://207capeshore.ebby.com)

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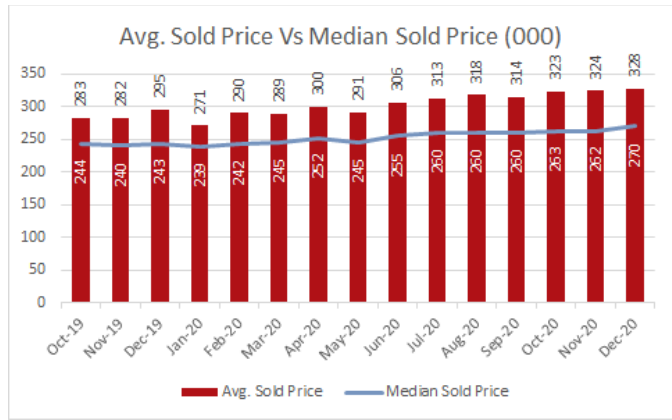
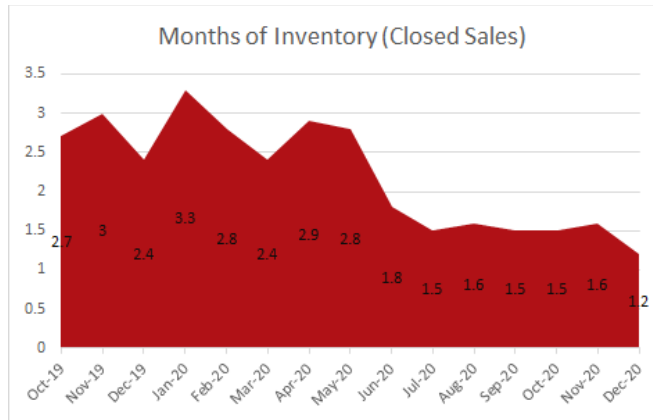
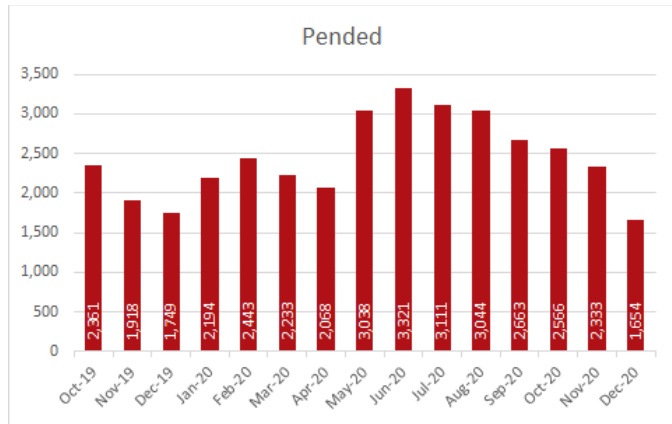
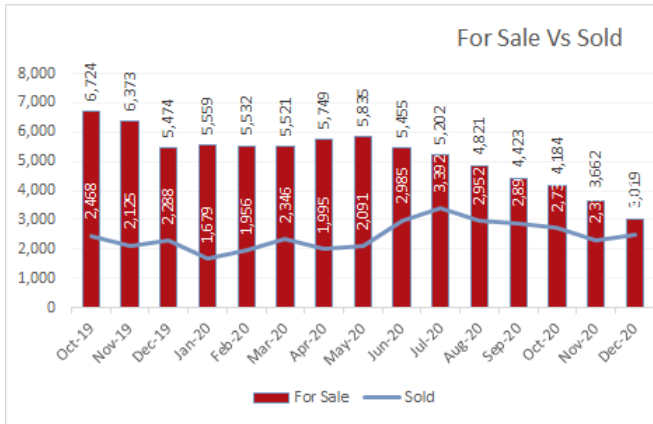




# TARRANT COUNTY

# Q4

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# PROSPERITY

HOME MORTGAGE, LLC

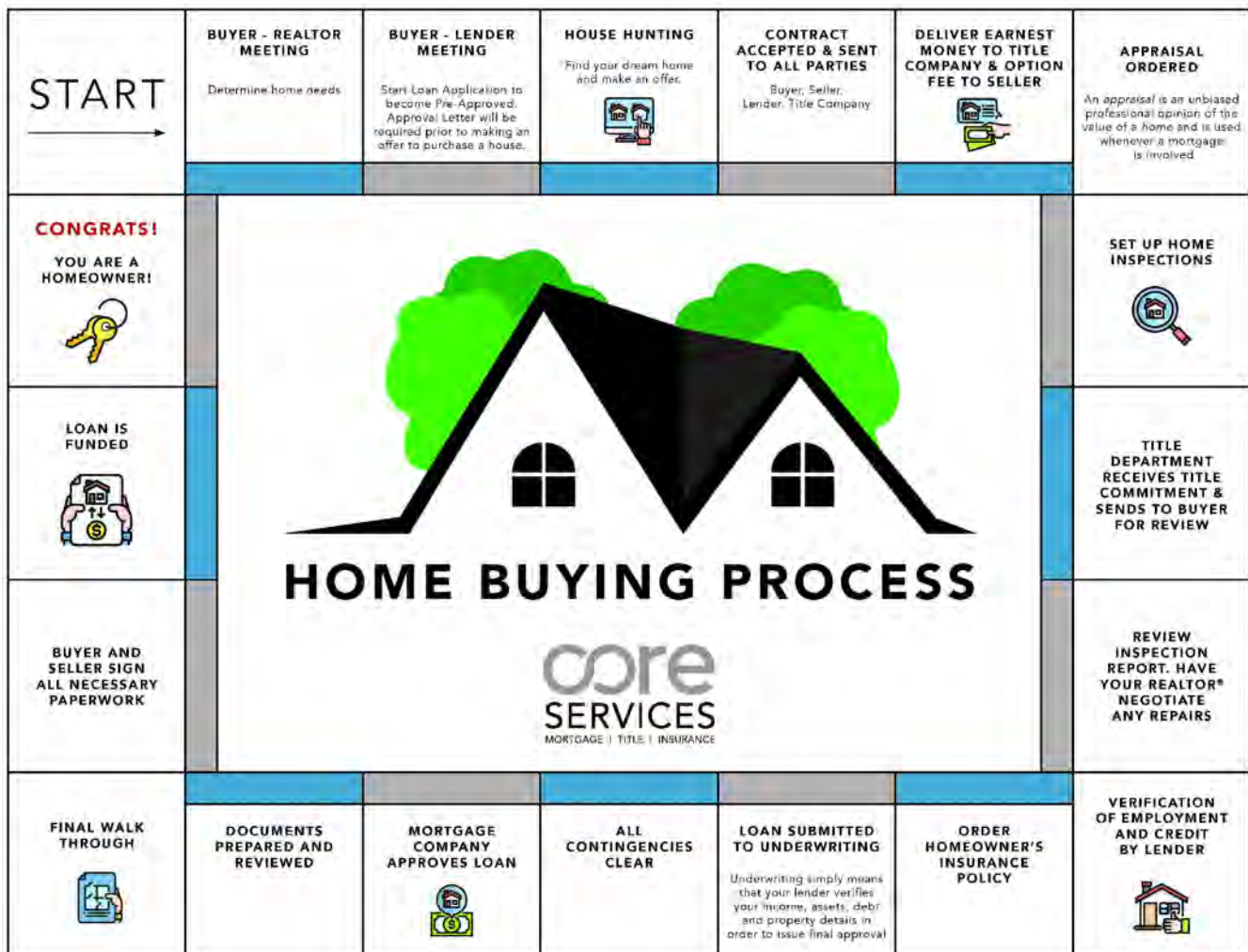
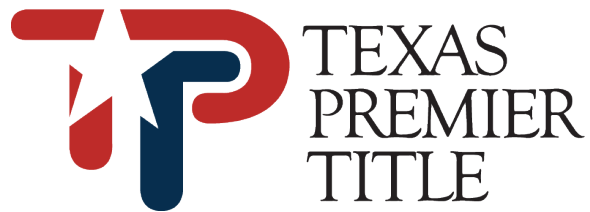
## Interest Rates Over Time

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](http://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](http://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](http://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](http://hometeaminsurance.com).