

Q1 2021

North Texas Market Report

EBBY HALLIDAY COMPANIES

— *A Berkshire Hathaway Affiliate* —

A Letter from the Vice President of Finance



Anthony Jackson

*Vice President of Finance & Operations,
Ebby Halliday Companies*

The North Texas real estate market is off to a robust start in 2021! The buyer activity we saw roar back in mid-2020 has continued strong through the first quarter of this year. The number of properties that have gone Pending and Sold in the first quarter are up over the same period last year, while the number of properties available For Sale has been cut by *over half*. Navigating this fast-moving market can be challenging for many, which is why we recommend working with a trusted Realtor.

For sellers it may be intriguing to go an alternative route when selling a property, as opposed to working with a Realtor. There are plenty of alternatives in the market, including For Sale by Owner, where there is a belief there are savings to be had. However, when handling the sale of what is for most the largest asset owned, being guided through the process by a Realtor can be priceless. In our current market we are seeing an unusually high number of offers for a single property. Navigating through those offers to find which is best takes time, knowledge and experience, not only of the market but of a seller's specific situation.

For buyers it can be discouraging with the limited inventory available, as well as the number of offers that are required before having one accepted. Working with a trusted Realtor as a guide through the process at this time can be the difference in actually closing on a property vs. waiting on the sidelines. The multiple hats worn throughout the process can range from being a data analyst and expert negotiator to a problem solver and therapist. The guidance offered is truly invaluable.

With April being *Fair Housing Month*, we would be remiss if we didn't mention a trusted Realtor can also help sellers and buyers watch out for potential fair housing red flags. Fair Housing Month signifies a recommitment to expanding equal access to housing, as well as celebrating the passing of the 1968 landmark Fair Housing Act. The Fair Housing Act protects people from discrimination when they are renting or buying a home, getting a mortgage, seeking housing assistance or engaging in other housing-related activities. At the Ebby Halliday Companies we provide training in this area and earlier this month asked all of our Realtors and employees to recommit to fair housing.

Our Realtors at **Ebby Halliday**, **Dave Perry-Miller Real Estate** and **Williams Trew** are ready and willing to be your guide through the process. Their commitment to being a resource by putting people first, building lasting relationships and elevating real estate is unwavering even through an ever-changing market.



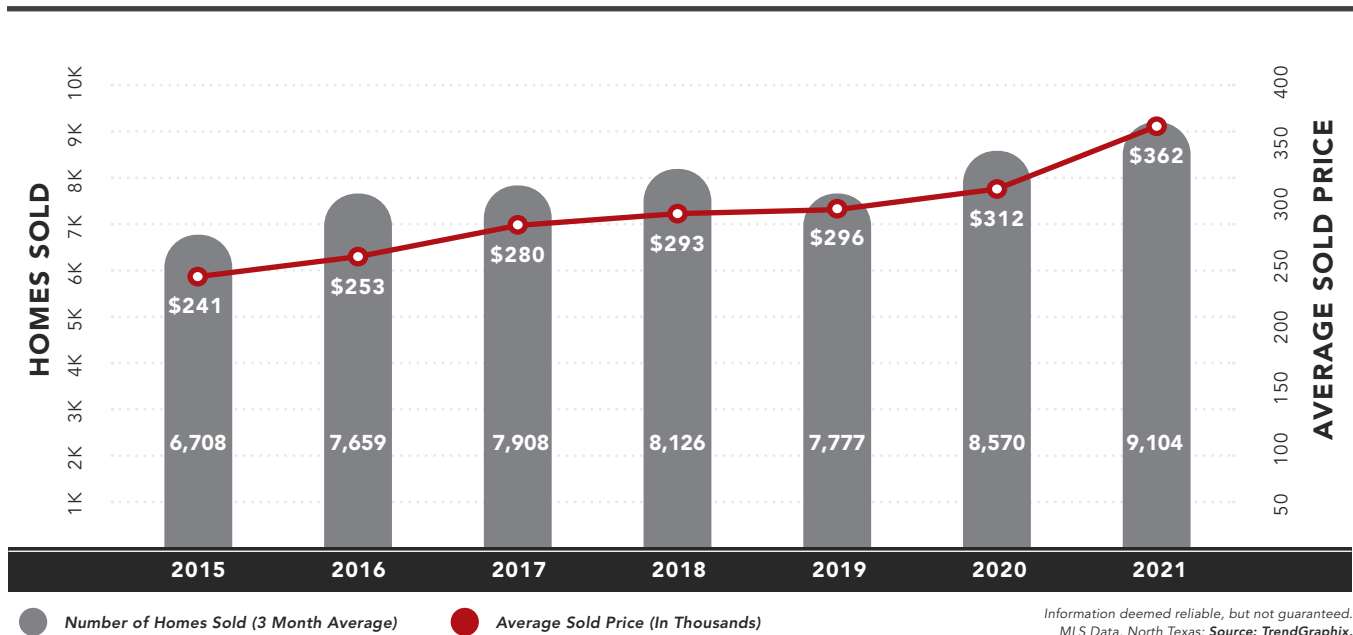
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Q1 2021

North Texas Market

	Q1 2021 (as of March 31, 2021)			Q1 2020 (as of March 31, 2021)			Δ Q1 2021 VS Q1 2020		
PRICE RANGE	ACTIVE	PENDING	SOLD	ACTIVE	PENDING	SOLD	ACTIVE	PENDING	SOLD
\$0 - \$300K	8,346	15,862	14,367	18,669	17,449	15,768	-55.3%	-9.1%	-8.9%
\$300K - \$750K	6,308	13,256	11,308	13,606	10,721	9,024	-53.6%	23.6%	25.3%
\$750K - \$1.5M	1,599	1,500	1,243	2,522	894	718	-36.6%	67.8%	73.1%
\$1.5M+	1,292	519	395	1,594	240	201	-18.9%	116.3%	96.5%
MARKET TOTALS	17,545	31,137	27,313	36,391	29,304	25,711	-51.8%	6.3%	6.2%

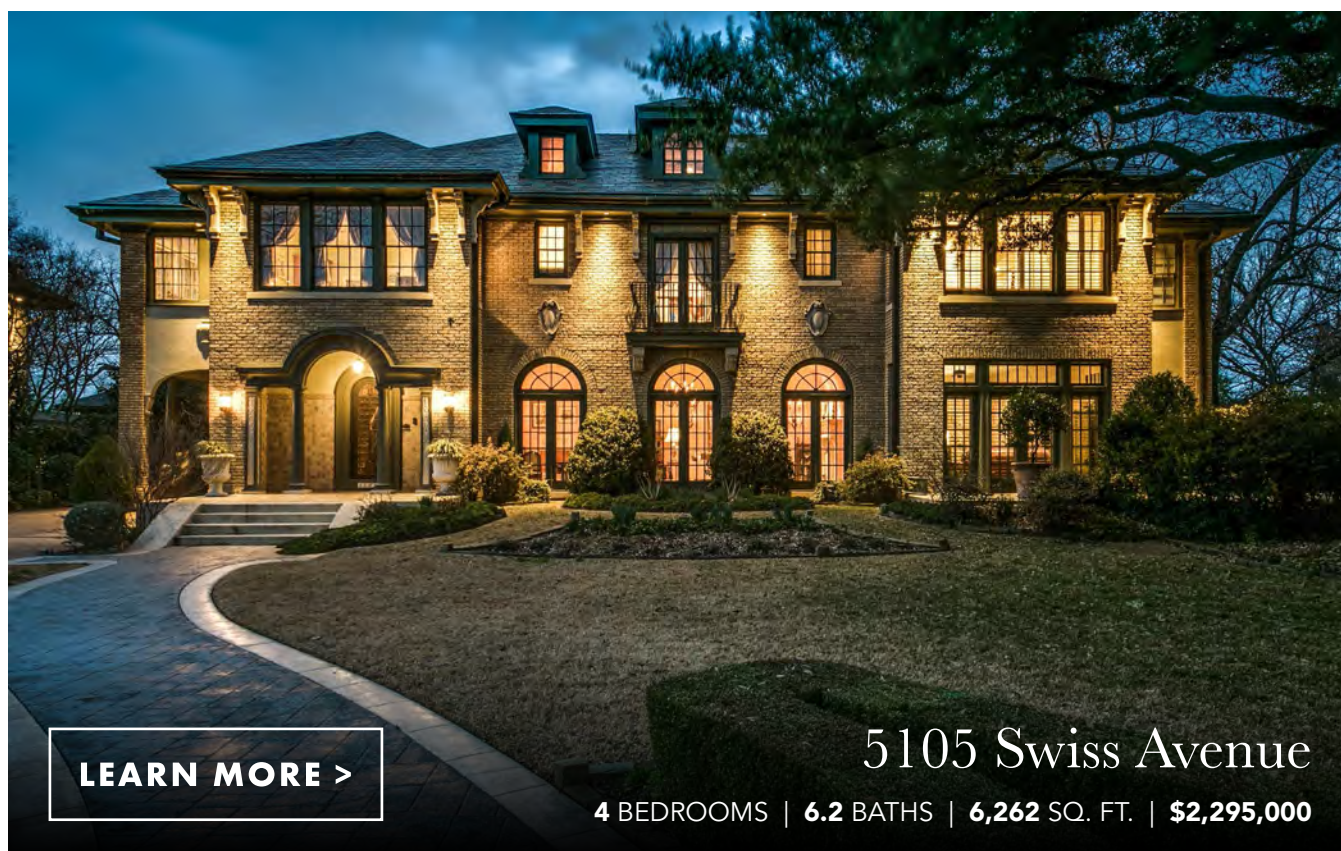


	2015	2016	2017	2018	2019	2020	2021
AVG. PRICE PER SQ. FT.	\$77	\$105	\$123	\$130	\$133	\$142	\$167
DAYS ON MARKET	59	55	52	55	62	64	49
%SOLD PRICE TO LIST PRICE RATIO	97%	97%	97%	97%	97%	97%	98%
MONTHS OF INVENTORY	4.7	4.2	4	4	5	4.2	1.9

MARKET ANALYSIS

The North Texas market saw an overall increase in both demand and Closed activity for Q1 2021, compared to Q1 2020. The \$300,000-and-under price segment was the only segment that saw a year-over-year decrease in demand, shown by a 10% drop in Pending sales. Conversely, the price range of \$1,500,000+ saw the highest rate of growth in demand with a 116% year-over-year increase in Pending sales.

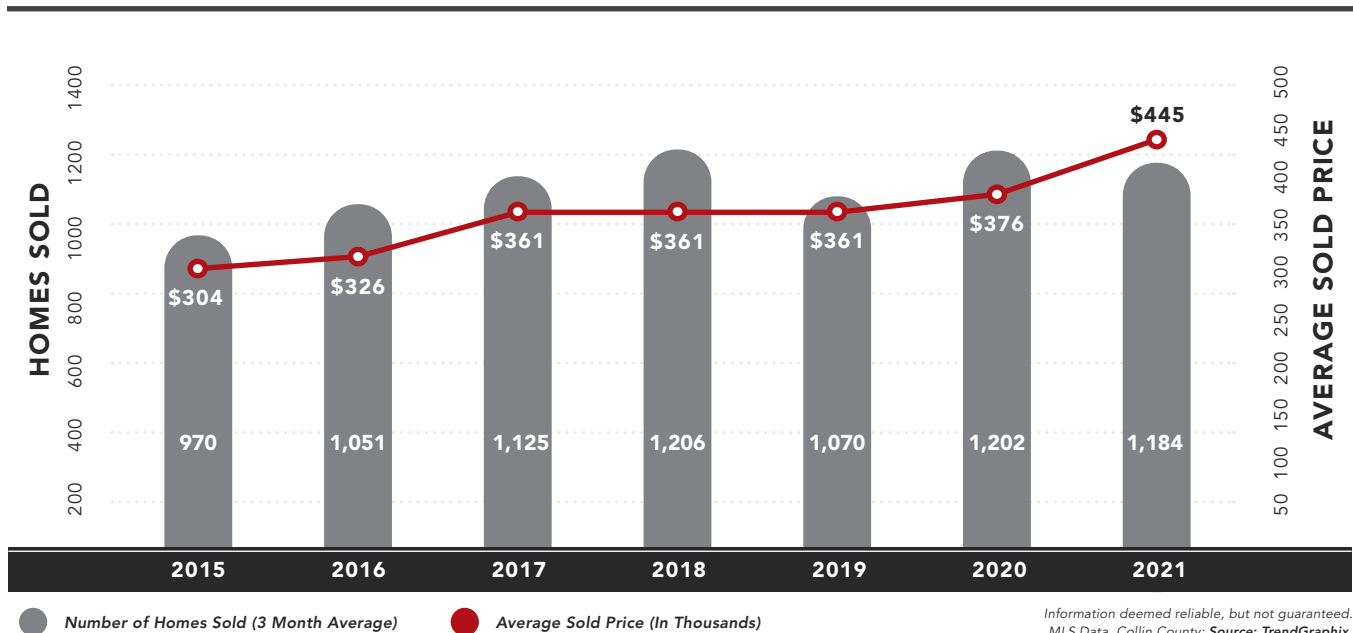
North Texas ended Q1 2021 in a seller's market with a 1.9-month supply of inventory. North Texas inventory levels have trended downward, which has contributed to appreciating home values across the region. The Average Sold Price increased from \$312,000 in March 2020 to \$362,000 in March 2021, a 16% increase, while the Average Price per SqFt increased by 18% in the same time frame, ending at \$167 per SqFt in March 2021.



Q1 2021

Collin County

	Q1 2021 (as of March 31, 2021)			Q1 2020 (as of March 31, 2021)			Δ Q1 2021 VS Q1 2020		
PRICE RANGE	ACTIVE	PENDING	SOLD	ACTIVE	PENDING	SOLD	ACTIVE	PENDING	SOLD
\$0 - \$300K	308	1,121	892	1,070	1,411	1,290	-71.2%	-20.6%	-30.9%
\$300K - \$750K	851	2,763	2,409	2,752	2,608	2,191	-69.1%	5.9%	9.9%
\$750K - \$1.5M	187	261	199	342	156	115	-45.3%	67.3%	73.0%
\$1.5M+	154	63	53	184	18	11	-16.3%	250.0%	381.8%
MARKET TOTALS	1,500	4,208	3,553	4,348	4,193	3,607	-65.5%	0.4%	-1.5%



	2015	2016	2017	2018	2019	2020	2021
AVG. PRICE PER SQ. FT.	\$99	\$111	\$129	\$138	\$137	\$142	\$164
DAYS ON MARKET	46	43	47	56	74	68	41
%SOLD PRICE TO LIST PRICE RATIO	98%	98%	98%	97%	97%	98%	100%
MONTHS OF INVENTORY	2.7	2.9	3.2	3.5	5.1	3.6	1.3

MARKET ANALYSIS

Collin County saw a slight overall decrease in activity for Q1 2021 compared to the same time period in 2020, with the market seeing a 1.5% decrease in Sold properties. The driving factor for this decrease stems from the 66% decrease in Active listings for the same time period. The price segment with the most increase in activity year-over-year was the \$1,500,000+ segment, which had the highest rate of growth in demand and properties sold (250% and 382% increase respectively).

Collin County ended the quarter with a 1.3-month supply of inventory, putting it firmly in a seller's market. This low level of inventory led to an 18% year-over-year appreciation in the Average Sold Price overall, as well as a 15% appreciation in the Average Price per SqFt, going from \$142 per SqFt in March 2020 to \$164 per SqFt in March 2021.

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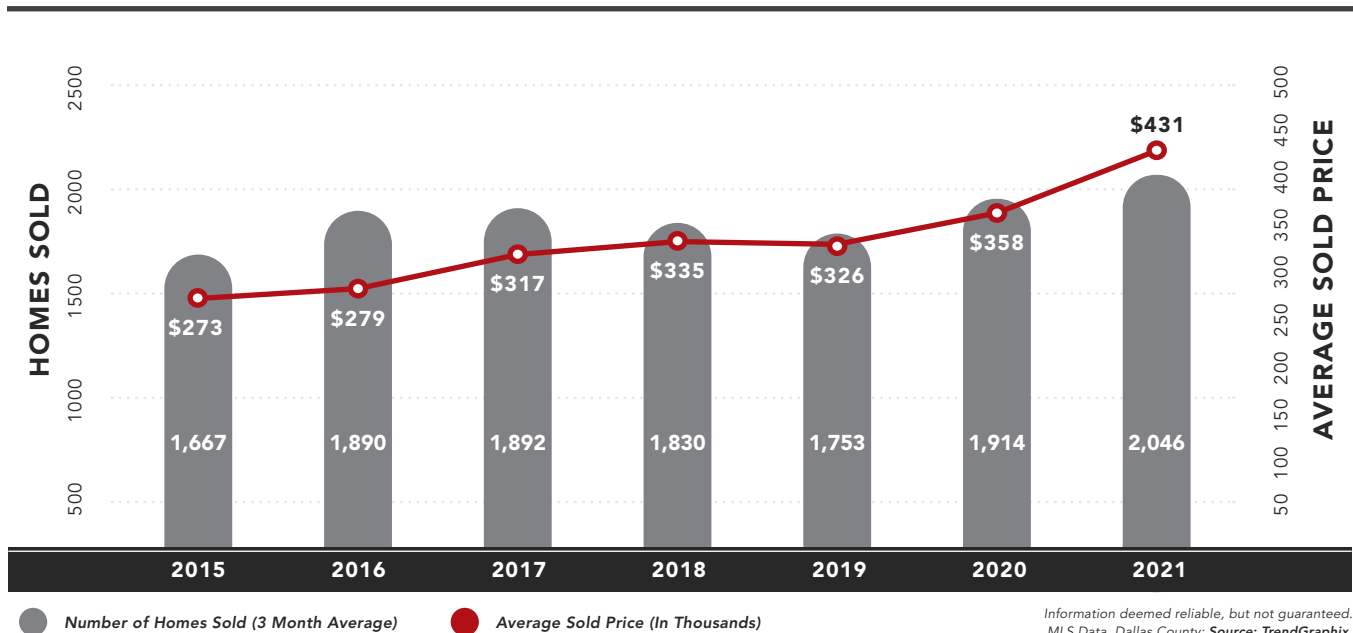
5504 Cavendish Court

5 BEDROOMS | 6.2 BATHS | 13,521 SQ. FT. | \$4,700,000

Q1 2021

Dallas County

	Q1 2021 (as of March 31, 2021)			Q1 2020 (as of March 31, 2021)			Δ Q1 2021 VS Q1 2020		
PRICE RANGE	ACTIVE	PENDING	SOLD	ACTIVE	PENDING	SOLD	ACTIVE	PENDING	SOLD
\$0 - \$300K	1,483	3,450	3,172	2,937	3,832	3,575	-49.5%	-10.0%	-11.3%
\$300K - \$750K	1,340	2,704	2,362	2,401	2,041	1,749	-44.2%	32.5%	35.0%
\$750K - \$1.5M	392	481	407	563	324	278	-30.4%	48.5%	46.4%
\$1.5M+	358	258	196	479	140	139	-25.3%	84.3%	41.0%
MARKET TOTALS	3,573	6,893	6,137	6,380	6,337	5,741	-44.0%	8.8%	6.9%

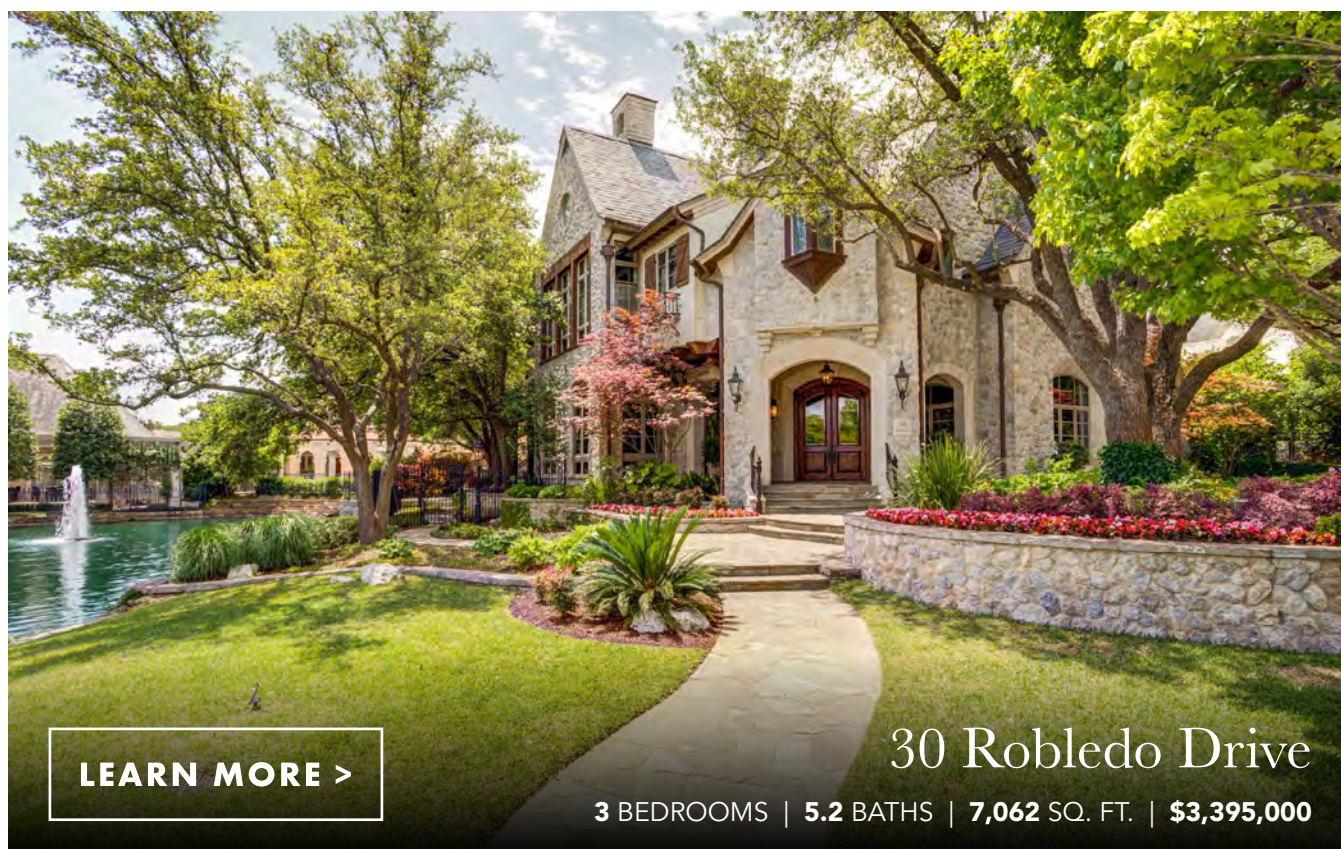


	2015	2016	2017	2018	2019	2020	2021
AVG. PRICE PER SQ. FT.	\$128	\$136	\$153	\$166	\$162	\$174	\$205
DAYS ON MARKET	48	43	41	44	48	55	45
%SOLD PRICE TO LIST PRICE RATIO	97%	97%	97%	97%	97%	97%	98%
MONTHS OF INVENTORY	3	2.8	2.9	3.1	4.1	3.3	1.7

MARKET ANALYSIS

Dallas County ended the quarter with a 9% increase, compared to the same time period in 2020. The county saw an 11% decrease in \$300,000-and-under homes sold in the same time period. This is likely due to home prices appreciating out of the entry-level price segment and into the first move-up category of \$300,000-to-\$750,000. The \$1,500,000+ segment saw the biggest year-over-year growth in demand with an 84% increase in Pending sales.

The county ended the quarter with a 1.7-month supply of inventory, putting it firmly in a seller's market. This low level of inventory led to 20% year-over-year appreciation in the Average Sold Price overall, as well as an 18% appreciation in the Average Price per SqFt, going from \$174 per SqFt in March 2020 to \$205 per SqFt in March 2021.



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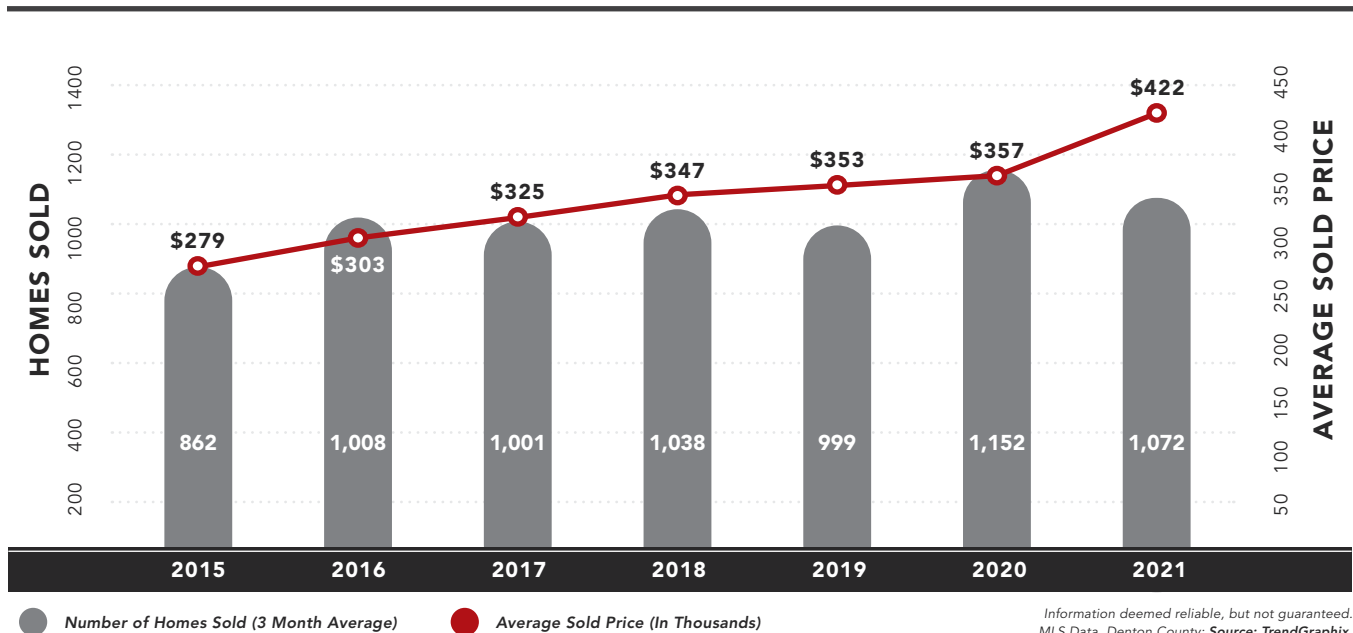
30 Robledo Drive

3 BEDROOMS | 5.2 BATHS | 7,062 SQ. FT. | \$3,395,000

Q1 2021

Denton County

	Q1 2021 (as of March 31, 2021)			Q1 2020 (as of March 31, 2021)			Δ Q1 2021 VS Q1 2020		
PRICE RANGE	ACTIVE	PENDING	SOLD	ACTIVE	PENDING	SOLD	ACTIVE	PENDING	SOLD
\$0 - \$300K	315	1,145	1,038	1,091	1,777	1,566	-71.1%	-35.6%	-33.7%
\$300K - \$750K	789	2,274	1,960	2,155	2,082	1,789	-63.4%	9.2%	9.6%
\$750K - \$1.5M	158	248	182	339	135	90	-53.4%	83.7%	102.2%
\$1.5M+	113	54	35	148	21	12	-23.6%	157.1%	191.7%
MARKET TOTALS	1,375	3,721	3,215	3,733	4,015	3,457	-63.2%	-7.3%	-7.0%



	2015	2016	2017	2018	2019	2020	2021
AVG. PRICE PER SQ. FT.	\$92	\$109	\$129	\$137	\$139	\$142	\$167
DAYS ON MARKET	50	47	48	53	66	64	39
%SOLD PRICE TO LIST PRICE RATIO	98%	98%	98%	98%	97%	98%	99%
MONTHS OF INVENTORY	3.2	3	3.3	3.6	4.5	3.2	1.3

MARKET ANALYSIS

Denton County saw a 7% decrease in properties sold overall in March of 2021, compared to the same time period in 2020. This decrease correlates well with the 63% decrease in Active listings over the same time period, as well as the slight dip in demand. Another outcome was a 7% decrease in year-over-year Pending sales. The price range of \$1,500,000+ saw the highest rate of growth in demand with a 157% year-over-year increase in Pending sales and a 192% increase in Sold properties during the same time frame.

Denton County ended the quarter with a 1.3-month supply of inventory marking the first time in the last 7 years the county has ended the quarter in a seller's market. The county's low housing inventory has led to an 18% increase year-over-year in both the Average Sold Price for homes as well as the Average Price per SqFt going from \$142 per SqFt in March 2020 to \$167 per SqFt in March 2021.



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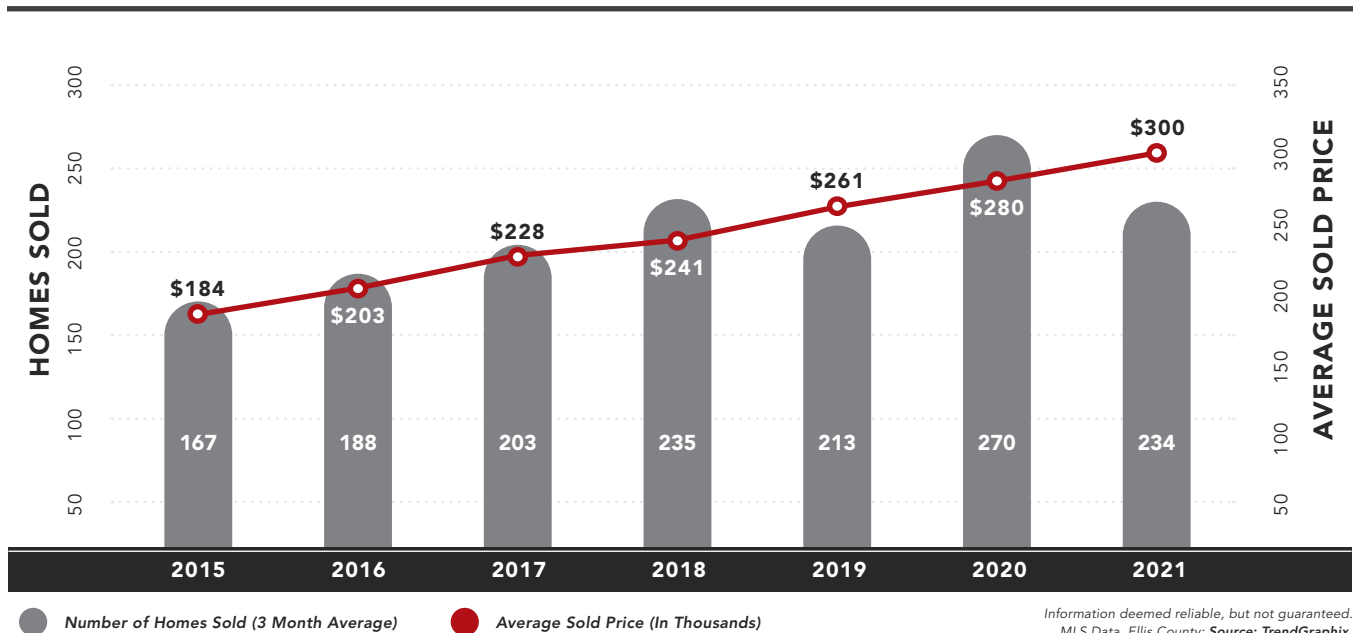
339 Dove Creek Road

4 BEDROOMS | 4.2 BATHS | 5,098 SQ. FT. | \$1,800,000

Q1 2021

Ellis County

	Q1 2021 (as of March 31, 2021)			Q1 2020 (as of March 31, 2021)			Δ Q1 2021 VS Q1 2020		
PRICE RANGE	ACTIVE	PENDING	SOLD	ACTIVE	PENDING	SOLD	ACTIVE	PENDING	SOLD
\$0 - \$300K	182	369	378	512	546	515	-64.5%	-32.4%	-26.6%
\$300K - \$750K	210	421	315	474	350	288	-55.7%	20.3%	9.4%
\$750K - \$1.5M	62	10	10	63	5	7	-1.6%	100.0%	42.9%
\$1.5M+	38	0	0	41	3	1	-7.3%	-100.0%	-100.0%
MARKET TOTALS	492	800	703	1,090	904	811	-54.9%	-11.5%	-13.3%

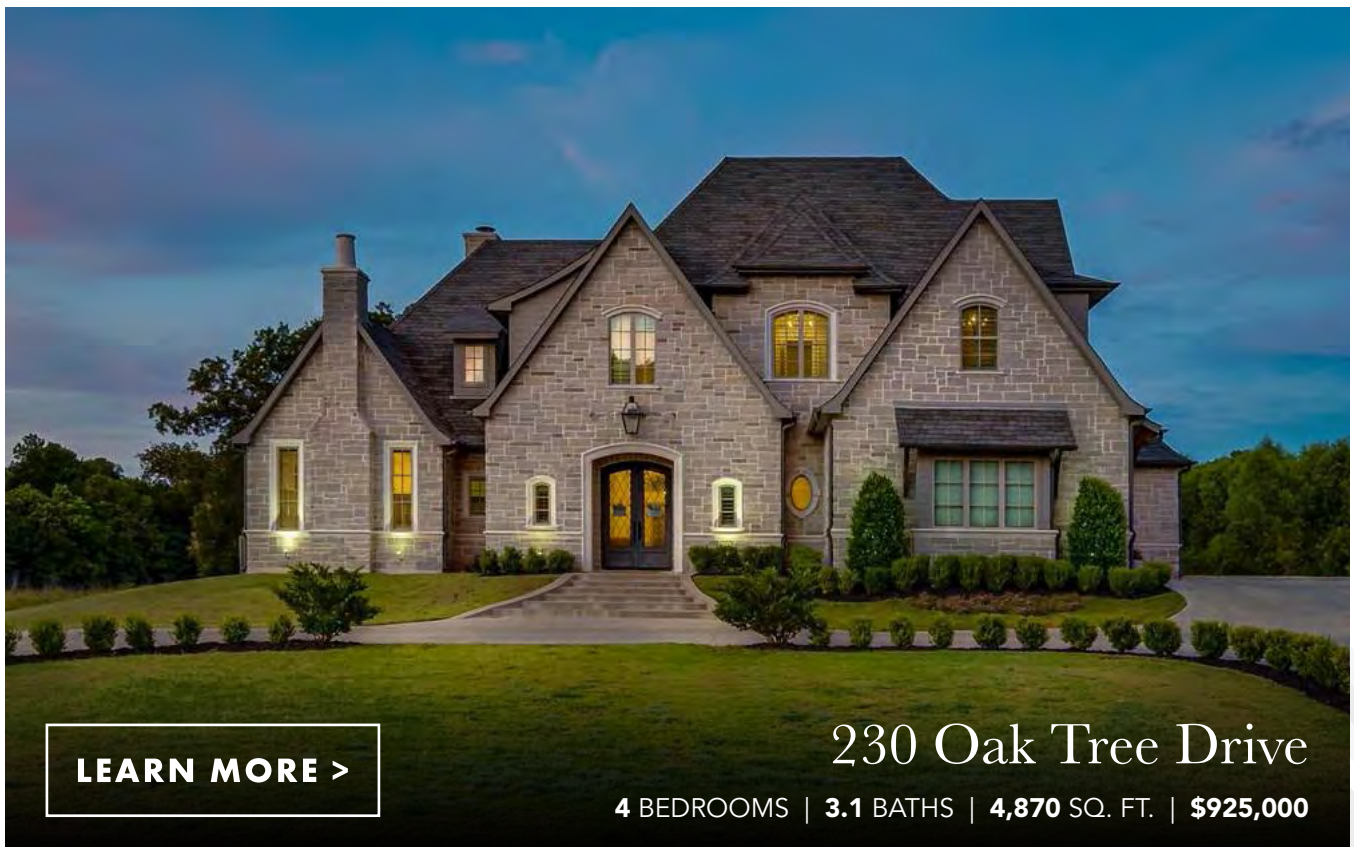


	2015	2016	2017	2018	2019	2020	2021
AVG. PRICE PER SQ. FT.	\$59	\$94	\$103	\$95	\$121	\$125	\$142
DAYS ON MARKET	78	68	64	70	66	70	44
%SOLD PRICE TO LIST PRICE RATIO	96%	97%	98%	98%	97%	98%	99%
MONTHS OF INVENTORY	6.8	5.8	5.1	4.6	5.1	4	2.1

MARKET ANALYSIS

Ellis County saw a 13% decrease in the number of Sold homes in Q1 2021, compared to the same time period in 2020. The \$300,000-and-under price range saw the most overall Closed activity for the quarter with 54% of all Sold properties falling in this price range. Conversely, the \$750,000-to-\$1,500,000 price segment saw the biggest year-over-year growth in demand with the county seeing a 100% increase in Pending sales for this price range.

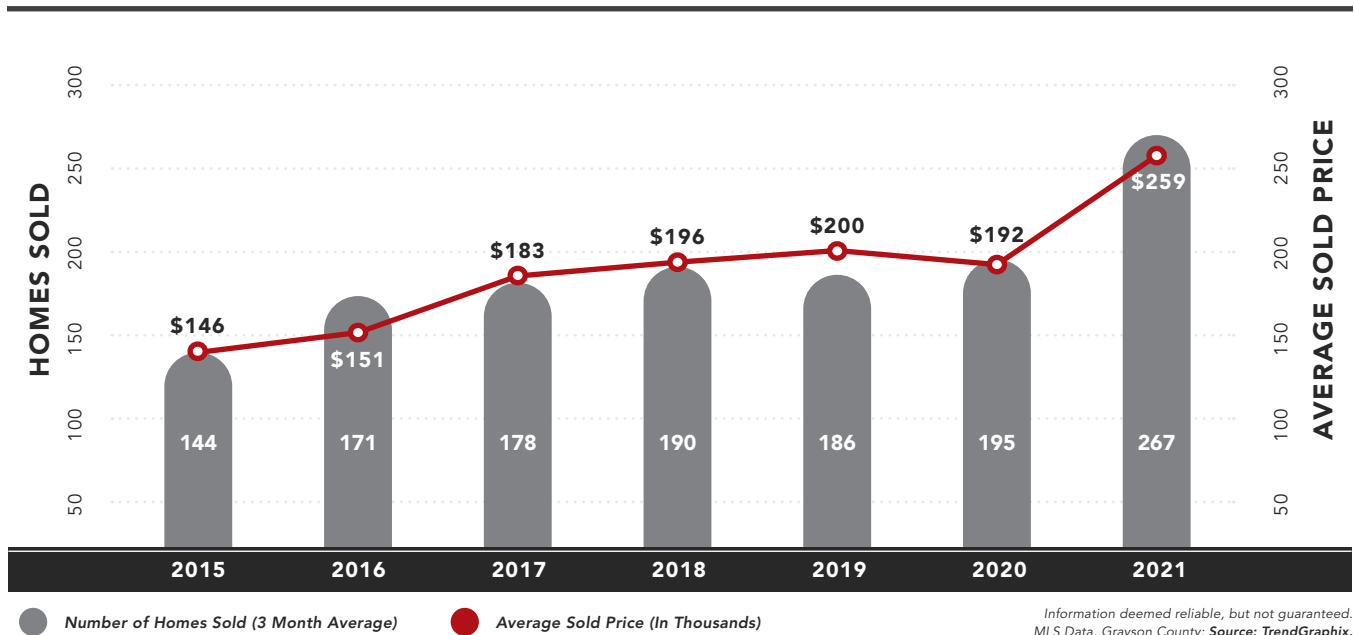
The county ended the quarter with a 2.1-month supply of inventory, putting it firmly in a seller's market. This low level of inventory led to a 7% year-over-year appreciation in the Average Sold Price overall as well as a 14% appreciation in the Average Price per SqFt, going from \$125 per SqFt in March 2020 to \$142 per SqFt in March 2021.



Q1 2021

Grayson County

	Q1 2021 (as of March 31, 2021)			Q1 2020 (as of March 31, 2021)			Δ Q1 2021 VS Q1 2020		
PRICE RANGE	ACTIVE	PENDING	SOLD	ACTIVE	PENDING	SOLD	ACTIVE	PENDING	SOLD
\$0 - \$300K	565	626	575	1,082	554	495	-47.8%	13.0%	16.2%
\$300K - \$750K	175	208	191	316	102	83	-44.6%	103.9%	130.1%
\$750K - \$1.5M	72	29	30	109	5	5	-33.9%	480.0%	500.0%
\$1.5M+	74	10	4	91	1	1	-18.7%	900.0%	300.0%
MARKET TOTALS	886	873	800	1,598	662	584	-44.6%	31.9%	37.0%



	2015	2016	2017	2018	2019	2020	2021
AVG. PRICE PER SQ. FT.	\$27	\$82	\$62	\$101	\$111	\$113	\$137
DAYS ON MARKET	111	91	80	86	78	94	77
%SOLD PRICE TO LIST PRICE RATIO	93%	95%	95%	96%	96%	95%	97%
MONTHS OF INVENTORY	10.6	8.4	7.9	7.1	8.8	8.2	3.3

MARKET ANALYSIS

Grayson County ended with a 37% increase in Q1 2021, compared to the same time period in 2020. The \$300,000-and-under price segment saw the most overall activity with 64% of Active listings and 72% of Sold properties occurring in this price range for the quarter. The county did see year-over-year growth for the \$750,000-to-\$1,500,000 segment, with the number of Sold properties increasing from five units in 2020 to 30 units in 2021.

The county ended the quarter with a 3.3-month supply of inventory, putting it in a neutral market at the end of Q1 2021 for the first time since before 2015. The low level of inventory led to a 35% year-over-year appreciation in the Average Sold Price overall, as well as a 21% appreciation in the Average Price per SqFt, going from \$113 per SqFt in March 2020 to \$137 per SqFt in March 2021.

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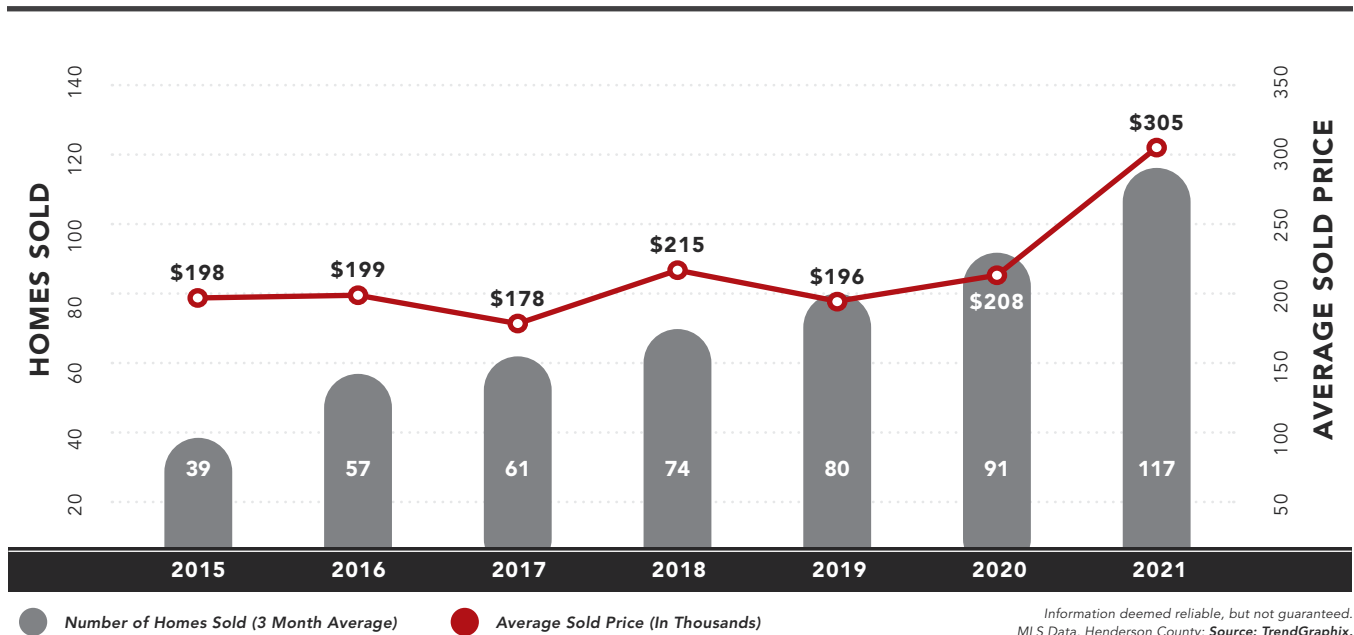
5482 W. Line Road

4 BEDROOMS | 4 BATHS | 3,634 SQ. FT. | \$2,600,000

Q1 2021

Henderson County

	Q1 2021 (as of March 31, 2021)			Q1 2020 (as of March 31, 2021)			Δ Q1 2021 VS Q1 2020		
PRICE RANGE	ACTIVE	PENDING	SOLD	ACTIVE	PENDING	SOLD	ACTIVE	PENDING	SOLD
\$0 - \$300K	340	312	247	868	221	204	-60.8%	41.2%	21.1%
\$300K - \$750K	89	77	76	140	62	61	-36.4%	24.2%	24.6%
\$750K - \$1.5M	32	30	21	36	9	6	-11.1%	233.3%	250.0%
\$1.5M+	11	7	6	20	1	1	-45.0%	600.0%	500.0%
MARKET TOTALS	472	426	350	1,064	293	272	-55.6%	45.4%	28.7%

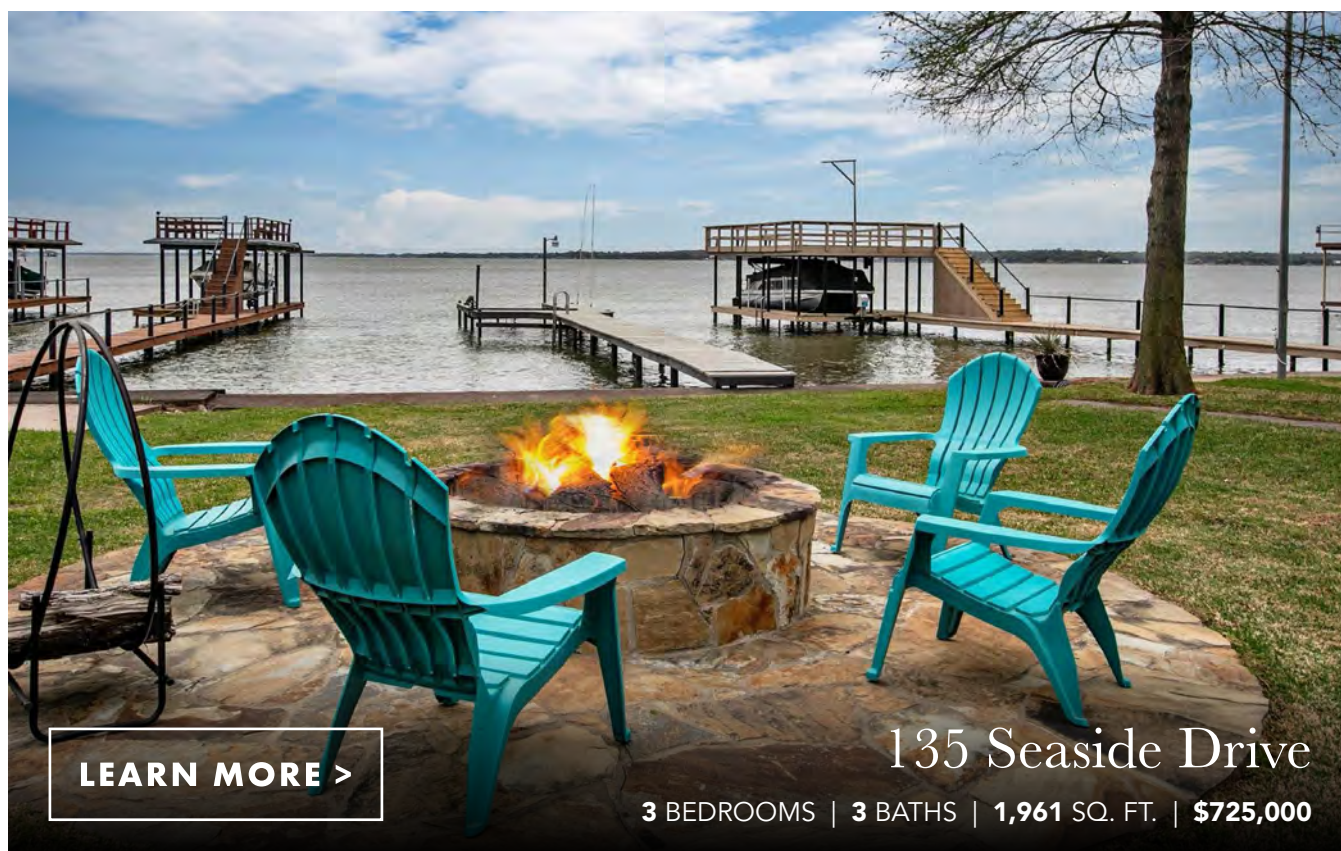


	2015	2016	2017	2018	2019	2020	2021
AVG. PRICE PER SQ. FT.	\$114	\$113	\$108	\$138	\$132	\$139	\$190
DAYS ON MARKET	115	139	124	96	96	108	83
%SOLD PRICE TO LIST PRICE RATIO	93%	92%	94%	93%	95%	94%	95%
MONTHS OF INVENTORY	22.5	17	14.1	12	10.8	11.7	4

MARKET ANALYSIS

Henderson County overall saw an increase in demand, with Pending sales seeing a 45% increase in Q1 2021, compared to the same time period in 2020. The price segment that saw the most activity overall Q1 2021 was the \$300,000-and-under segment, with 73% of Pending sales and 71% of Sold properties falling into this price range. However the \$1,500,000+ segment saw the biggest year-over-year growth in Sold properties, with Q1 2021 seeing a 500% increase compared to the same time period last year.

The county ended with a 4-month supply of inventory, putting it firmly in a neutral market at the end of Q1 2021 for the first time since before 2015. The low level of inventory led to a 47% year-over-year appreciation in the Average Sold Price overall as well as a 37% appreciation in the Average Price per SqFt, going from \$139 per SqFt in March 2020 to \$190 per SqFt in March 2021.



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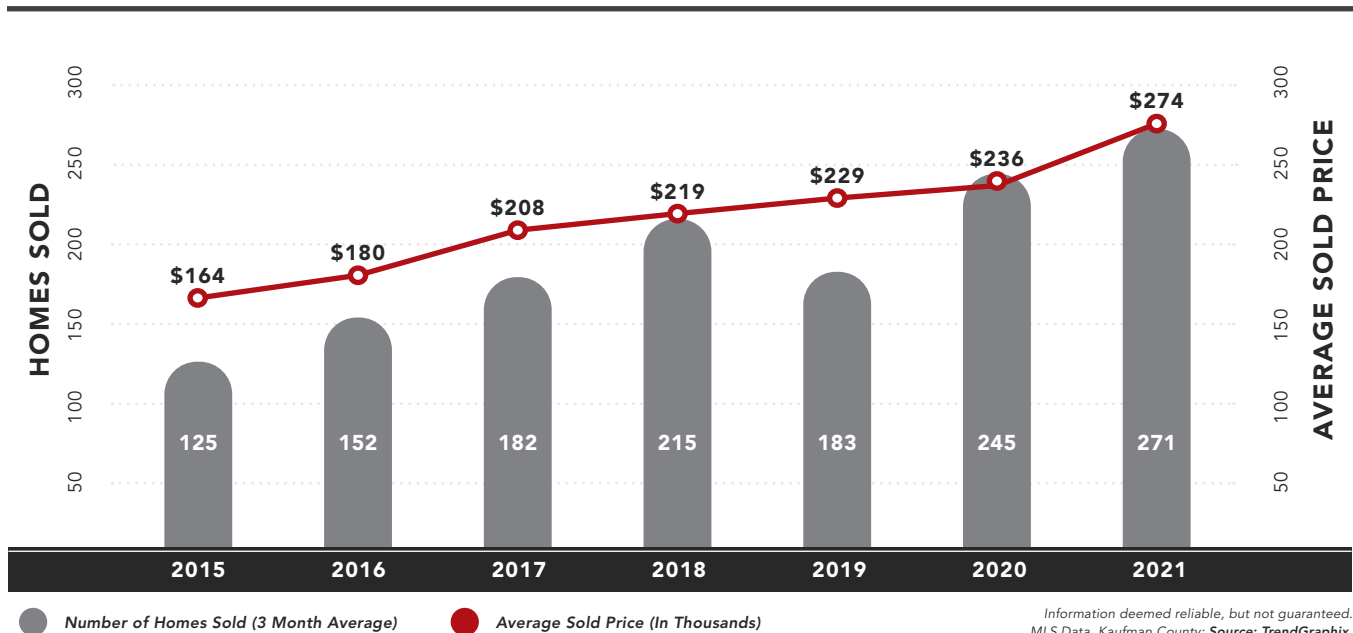
135 Seaside Drive

3 BEDROOMS | 3 BATHS | 1,961 SQ. FT. | \$725,000

Q1 2021

Kaufman County

	Q1 2021 (as of March 31, 2021)			Q1 2020 (as of March 31, 2021)			Δ Q1 2021 VS Q1 2020		
PRICE RANGE	ACTIVE	PENDING	SOLD	ACTIVE	PENDING	SOLD	ACTIVE	PENDING	SOLD
\$0 - \$300K	291	740	567	756	679	615	-61.5%	9.0%	-7.8%
\$300K - \$750K	191	342	232	300	155	116	-36.3%	120.6%	100.0%
\$750K - \$1.5M	26	11	9	45	6	2	-42.2%	83.3%	350.0%
\$1.5M+	26	4	4	30	0	1	-13.3%	N/A	300.0%
MARKET TOTALS	534	1,097	812	1,131	840	734	-52.8%	30.6%	10.6%

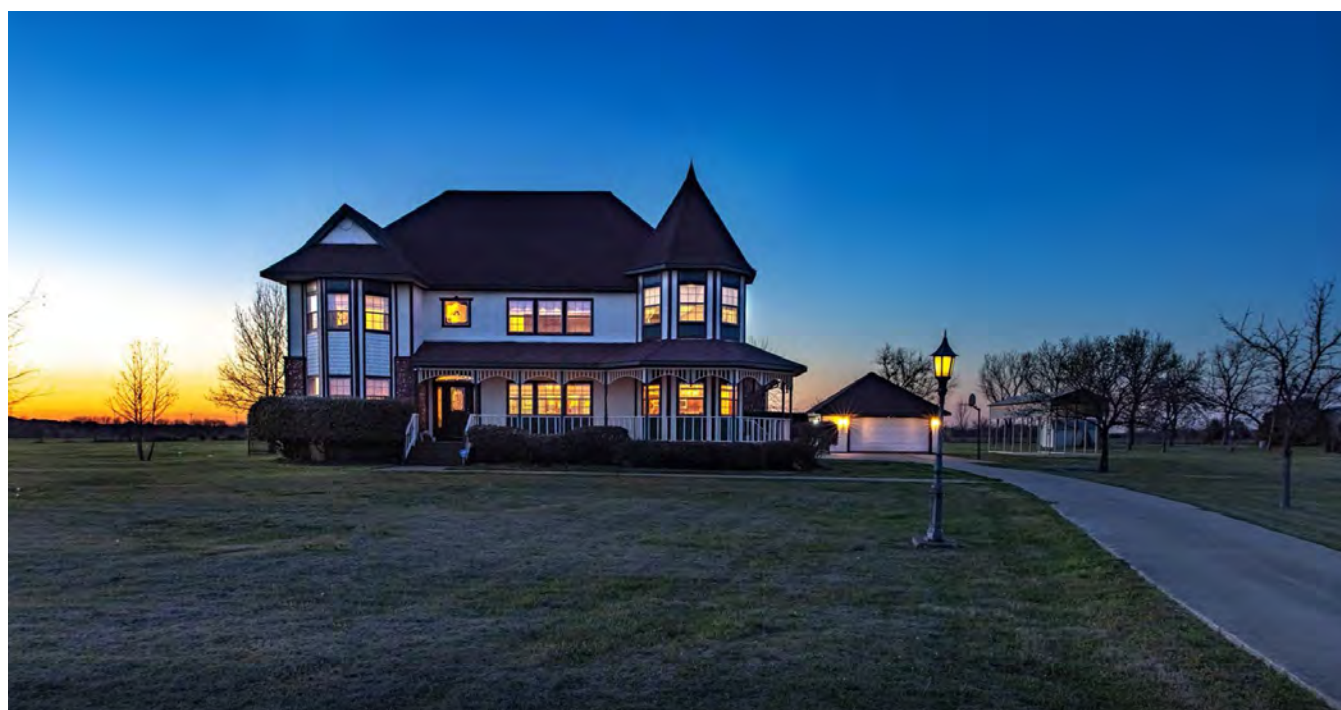


	2015	2016	2017	2018	2019	2020	2021
AVG. PRICE PER SQ. FT.	\$34	\$65	\$101	\$109	\$110	\$115	\$137
DAYS ON MARKET	63	59	48	53	64	72	45
%SOLD PRICE TO LIST PRICE RATIO	97%	98%	98%	98%	97%	98%	99%
MONTHS OF INVENTORY	6.3	5	4.3	3.6	5.4	4.6	2

MARKET ANALYSIS

Kaufman County saw an overall increase in both demand and Closed activity for Q1 2021, compared to the same time period in 2020. The \$300,000-and-under price segment saw the most overall activity for the quarter with 67% of all Pending sales and 70% of all Sold properties falling in this price range. The \$300,000-to-\$750,000 price range experienced the greatest rate of year-over-year growth with Pending sales increasing by 121%.

The county ended the quarter with a 2-month supply of inventory, putting it firmly in a seller's market. This low level of inventory led to a 16% year-over-year appreciation in the Average Sold Price overall as well as a 19% appreciation in the Average Price per SqFt, going from \$115 per SqFt in March 2020 to \$137 per SqFt in March 2021.



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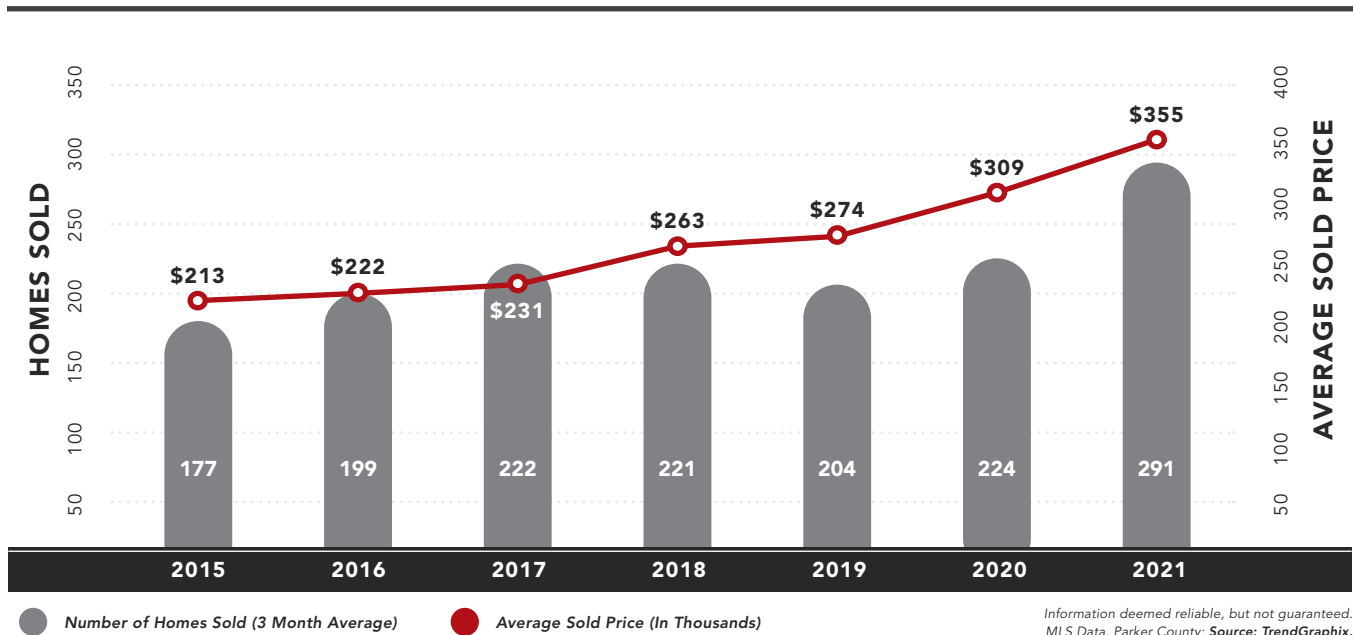
8375 Union Hill Road

4 BEDROOMS | 2.1 BATHS | 3,464 SQ. FT. | \$639,900

Q1 2021

Parker County

	Q1 2021 (as of March 31, 2021)			Q1 2020 (as of March 31, 2021)			Δ Q1 2021 VS Q1 2020		
PRICE RANGE	ACTIVE	PENDING	SOLD	ACTIVE	PENDING	SOLD	ACTIVE	PENDING	SOLD
\$0 - \$300K	414	410	407	836	417	351	-50.5%	-1.7%	16.0%
\$300K - \$750K	362	467	426	641	375	297	-43.5%	24.5%	43.4%
\$750K - \$1.5M	71	33	32	95	21	25	-25.3%	57.1%	28.0%
\$1.5M+	59	8	7	65	4	0	-9.2%	100.0%	N/A
MARKET TOTALS	906	918	872	1,637	817	673	-44.7%	12.4%	29.6%



	2015	2016	2017	2018	2019	2020	2021
AVG. PRICE PER SQ. FT.	\$42	\$94	\$115	\$100	\$135	\$146	\$165
DAYS ON MARKET	100	83	82	79	81	83	66
%SOLD PRICE TO LIST PRICE RATIO	96%	96%	97%	97%	97%	97%	98%
MONTHS OF INVENTORY	7.1	6.8	5.9	6.4	6.6	7.3	3.1

MARKET ANALYSIS

Parker County ended Q1 2021 with a 30% increase in Closed activity, compared to the same time period in 2020. The \$300,000-and-under price segment saw the only decrease in demand, with the price segment seeing a year-over-year decrease of 2% in Pending sales and only a 16% increase in Sold properties during the same time frame. The \$1,500,000+ segment saw the highest rate of growth in demand with a year-over-year increase of 100% in Pending sales.

The county ended the quarter with a 3.1-month supply of inventory, putting it firmly in a neutral market. The low level of inventory led to a 15% year-over-year appreciation in the Average Sold Price overall as well as a 13% appreciation in the Average Price per SqFt, going from \$146 per SqFt in March 2020 to \$165 per SqFt in March 2021.



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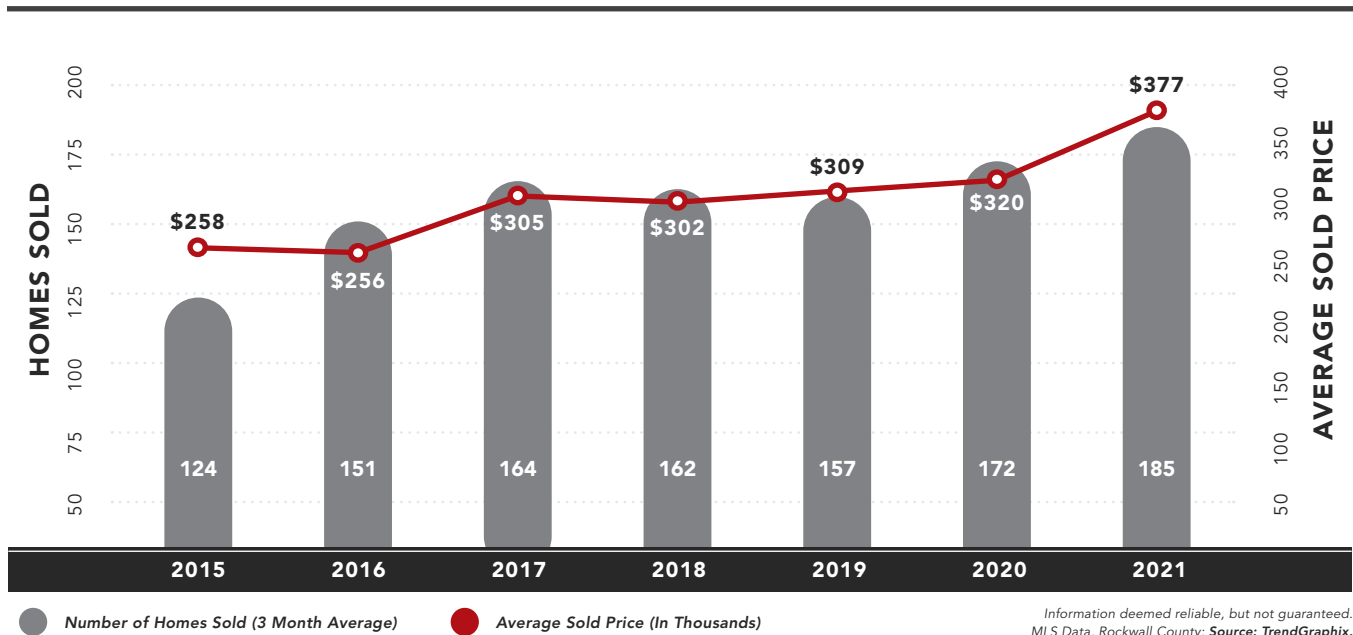
5409 Old Dennis Road

3 BEDROOMS | 3.3 BATHS | 10,438 SQ. FT. | \$7,950,000

Q1 2021

Rockwall County

	Q1 2021 (as of March 31, 2021)			Q1 2020 (as of March 31, 2021)			Δ Q1 2021 VS Q1 2020		
PRICE RANGE	ACTIVE	PENDING	SOLD	ACTIVE	PENDING	SOLD	ACTIVE	PENDING	SOLD
\$0 - \$300K	77	256	237	316	313	291	-75.6%	-18.2%	-18.6%
\$300K - \$750K	137	369	292	449	285	211	-69.5%	29.5%	38.4%
\$750K - \$1.5M	36	29	24	78	14	12	-53.8%	107.1%	100.0%
\$1.5M+	34	3	2	45	1	1	-24.4%	200.0%	100.0%
MARKET TOTALS	284	657	555	888	613	515	-68.0%	7.2%	7.8%

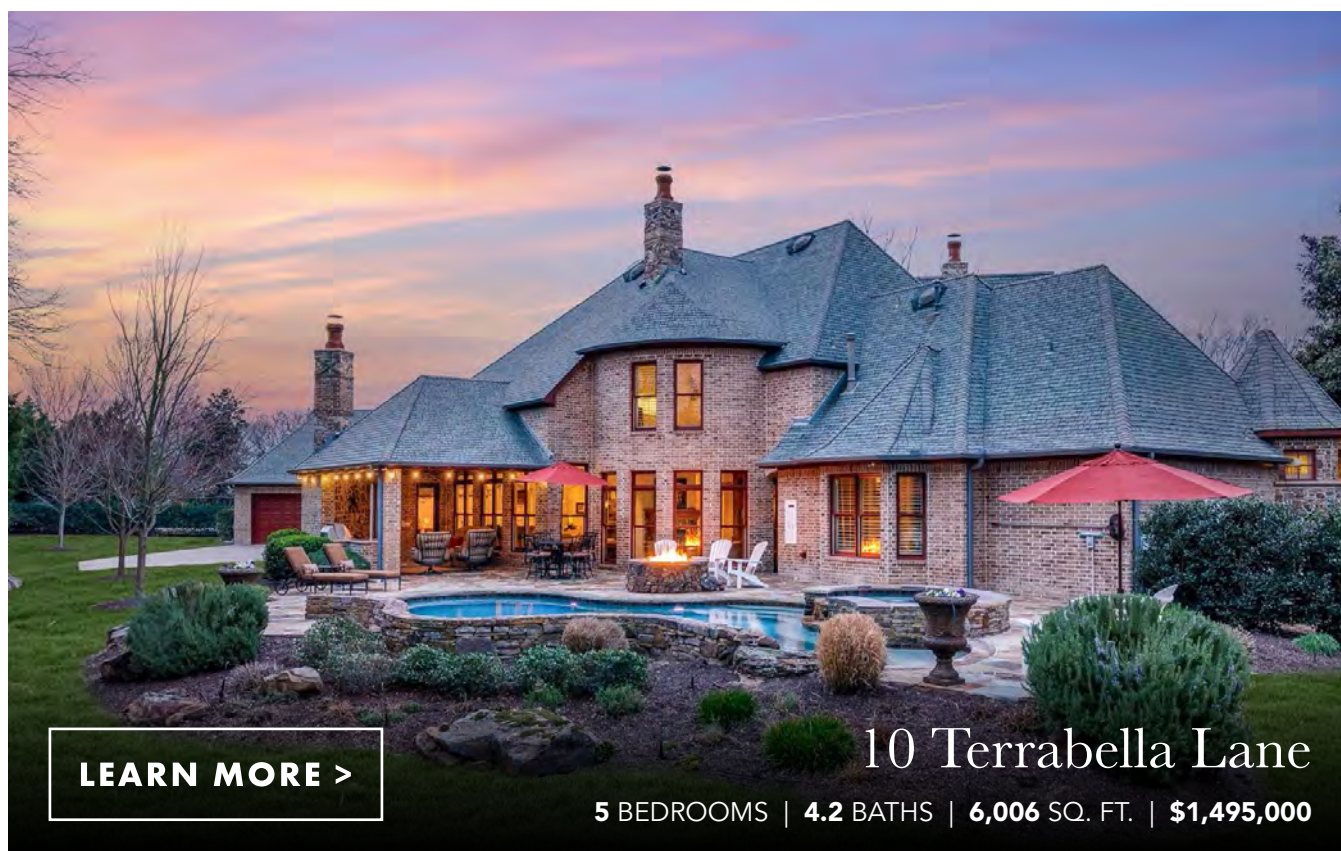


	2015	2016	2017	2018	2019	2020	2021
AVG. PRICE PER SQ. FT.	\$69	\$97	\$117	\$123	\$125	\$127	\$145
DAYS ON MARKET	66	74	57	62	73	75	48
%SOLD PRICE TO LIST PRICE RATIO	96	97	97	97	97	97	99
MONTHS OF INVENTORY	6.1	5	4.1	4.6	5.5	5.2	1.5

MARKET ANALYSIS

Rockwall County ended Q1 2021 with an 8% increase in Sold properties, compared to the same time period in 2020. The \$300,000-to-\$750,000 price range saw the most activity for the month of March, with that segment accounting for 56% of all Pending sales, as well as 53% of Sold properties. The county did see an increase in activity in the \$1,500,000+ price segment, with the number of Sold properties increasing from 1 unit in 2020 to 2 units in 2021.

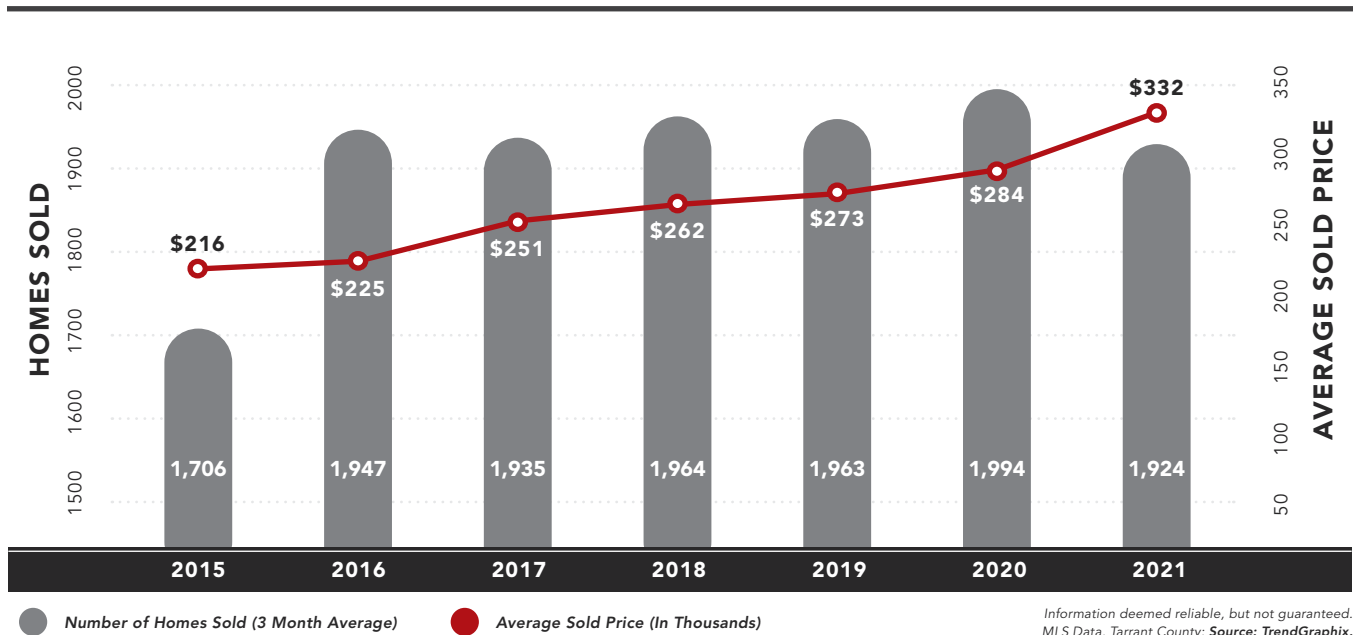
The county ended the quarter with a 1.5-month supply of inventory, putting it firmly in a seller's market at the end of Q1 2021 for the first time since before 2015. The low level of inventory led to an 18% year-over-year appreciation in the Average Sold Price overall, as well as a 14% appreciation in the Average Price per SqFt, going from \$127 per SqFt in March 2020 to \$145 per SqFt in March 2021.



Q1 2021

Tarrant County

	Q1 2021 (as of March 31, 2021)			Q1 2020 (as of March 31, 2021)			Δ Q1 2021 VS Q1 2020		
PRICE RANGE	ACTIVE	PENDING	SOLD	ACTIVE	PENDING	SOLD	ACTIVE	PENDING	SOLD
\$0 - \$300K	1,071	3,758	3,471	2,919	4,788	4,243	-63.3%	-21.5%	-18.2%
\$300K - \$750K	1,100	2,505	2,049	2,036	1,884	1,589	-46.0%	33.0%	28.9%
\$750K - \$1.5M	209	219	199	370	166	129	-43.5%	31.9%	54.3%
\$1.5M+	156	69	54	196	32	20	-20.4%	115.6%	170.0%
MARKET TOTALS	2,536	6,551	5,773	5,521	6,870	5,981	-54.1%	-4.6%	-3.5%



	2015	2016	2017	2018	2019	2020	2021
AVG. PRICE PER SQ. FT.	\$76	\$101	\$113	\$121	\$128	\$132	\$153
DAYS ON MARKET	50	46	41	44	50	49	34
%SOLD PRICE TO LIST PRICE RATIO	98	98	98	98	98	98	99
MONTHS OF INVENTORY	2.9	2.4	2.4	2.5	3.1	2.8	1.3

MARKET ANALYSIS

Tarrant County saw a slight overall decrease of 4% for Sold properties in Q1 2021, compared to the first quarter of 2020. The driving factor stems from the 54% decrease in overall Active listings year-over-year. Of all price segments, the one with the most growth between Q1 2020 and Q1 2021 was \$1,500,000+ that showed an increase in Pending sales as well as Sold properties (116% and 170%, respectively).

The county ended the quarter with a 1.3-month supply of inventory, putting it firmly in a seller's market. This low level of inventory led to a 17% year-over-year appreciation in the Average Sold Price overall, as well as a 16% appreciation in the Average Price per SqFt, going from \$132 per SqFt in March 2020 to \$153 per SqFt in March 2021.



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5 BEDROOMS | 6.1 BATHS | 6,467 SQ. FT. | \$2,695,000

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