

# Texas



# REAL ESTATE 2018

YEAR IN REVIEW



## Texas by the numbers

MEDIAN PRICE  
**\$232,900**  
UP 4.4% from 2017

HOMES SOLD  
**344,030**  
UP 1.7% from 2017

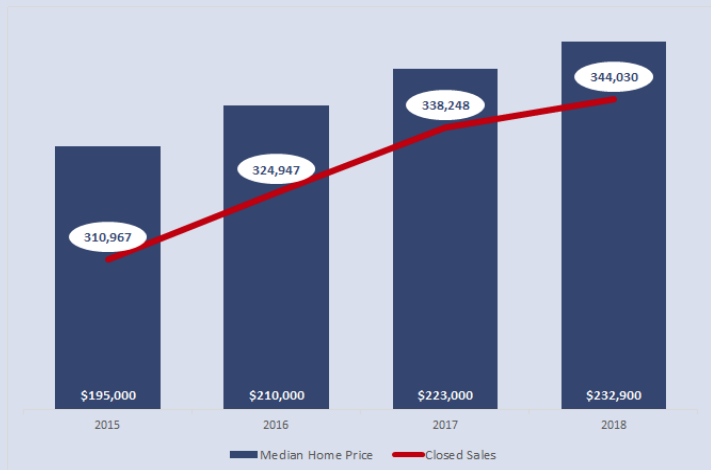
ACTIVE LISTINGS  
**101,534**  
UP 1.4% from 2017

MONTHS OF INVENTORY  
**3.3**  
Compared to 3.1 in 2017

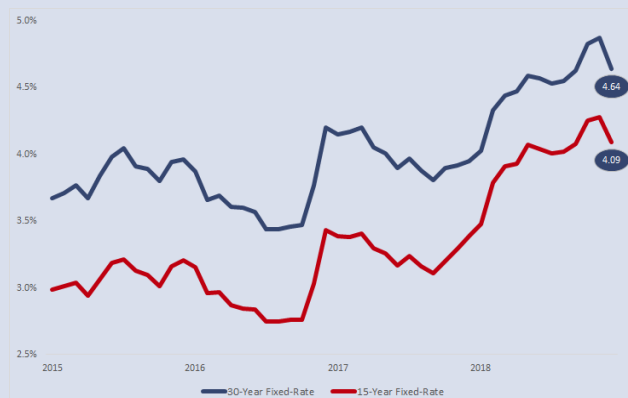
AVERAGE DAYS ON MARKET  
**58**  
Unchanged from 2017

MEDIAN PRICE PER SQ. FT.  
**\$116.36**  
UP 5% from 2017

## 4-YEAR COMPARISON HOME SALES VOLUME VS. MEDIAN PRICE



## MONTHLY AVERAGE MORTGAGE INTEREST RATES



Source: Freddie Mac Primary Mortgage Market Survey® (PMMS®). ©2018, Freddie Mac. Averages are for conforming mortgages with 20% down.

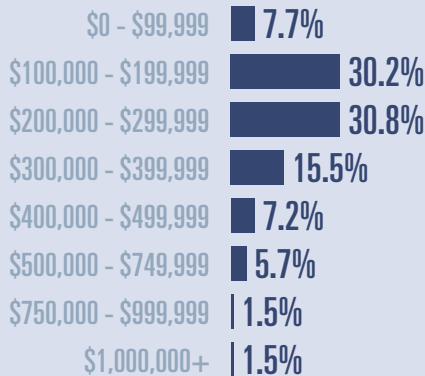
# PERCENT OF HOMES SOLD IN 2018 BY PRICE CLASS

## \$57,051

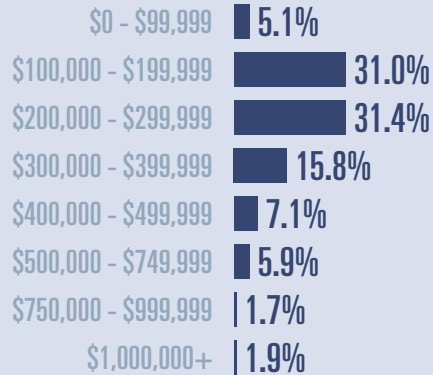
MEDIAN HOUSEHOLD INCOME  
TEXAS

ACCORDING TO THE U.S. CENSUS BUREAU

## Texas

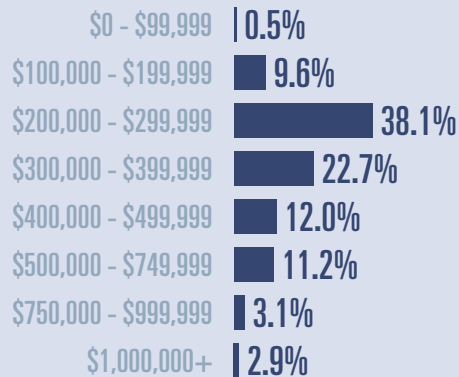


## Houston-The Woodlands-Sugar Land MSA



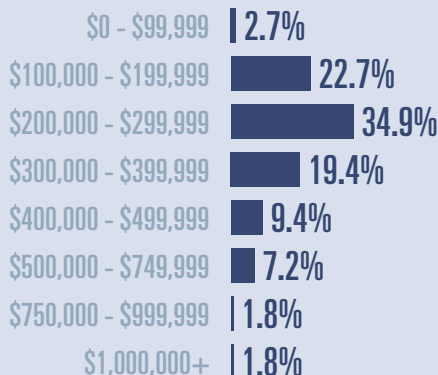
The availability of homes priced under \$200,000 has decreased 13.5% since 2015

## Austin-Round Rock MSA

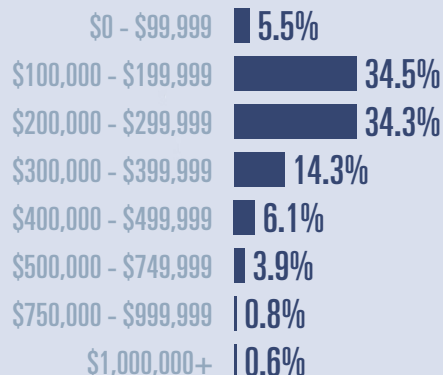


The Real Estate Center at Texas A&M University cites \$150,000-\$200,000 as a typical budget threshold for entry-level and first-time homebuyers.

## Dallas-Fort Worth-Arlington MSA

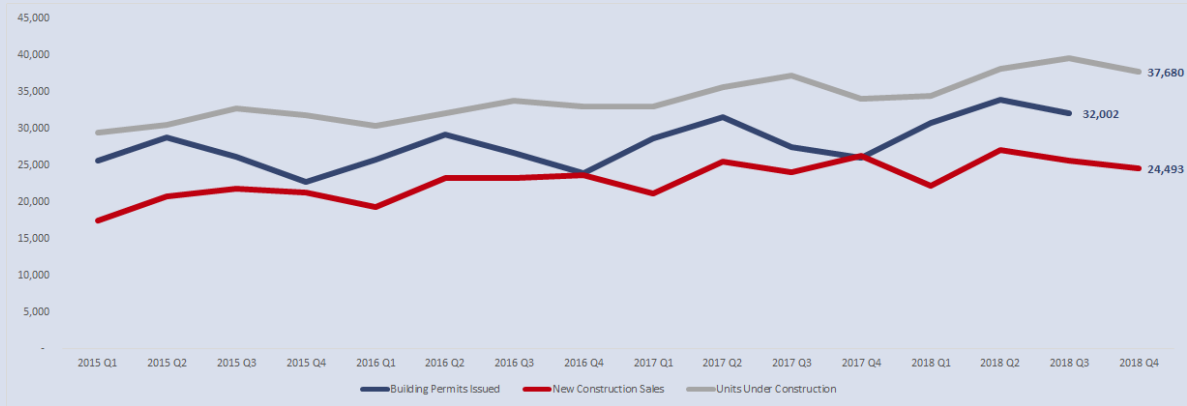


## San Antonio-New Braunfels MSA



# NEW HOME CONSTRUCTION & APARTMENTS

## NEW CONSTRUCTION Texas



\* Q4 building permit data is not currently available.



# 99,413

NEW HOMES SOLD IN 2018



# 115,233

NEW BUILDING PERMITS ISSUED  
IN 2018

\* Includes single family and 2-4 units.

## APARTMENT RENT & VACANCY RATES

	2018 Average Asking Rent	% Change in Rent Rate - YoY	Vacancy Rate		2018 Average Asking Rent	% Change in Rent Rate - YoY	Vacancy Rate
Odessa-Midland	\$1,360	▲ 21.2%	5.3%	El Paso	\$809	▲ 2.6%	4.0%
Austin	\$1,228	▲ 4.4%	5.9%	Waco	\$787	▲ 3.7%	7.3%
Dallas	\$1,202	▲ 5.9%	5.8%	Lubbock	\$773	▲ 1.5%	5.6%
Houston	\$1,081	▲ 3.6%	6.0%	Killeen-Fort Hood	\$767	▲ 4.9%	3.7%
Fort Worth	\$986	▲ 5.1%	4.0%	San Angelo	\$765	▲ 3.3%	4.0%
Corpus Christi	\$967	▲ 2.5%	4.1%	Amarillo	\$738	▲ 0.9%	6.9%
San Antonio	\$941	▲ 3.8%	5.9%	McAllen	\$734	▲ 0.8%	3.6%
Laredo	\$878	▲ 2.5%	4.6%	Sherman-Denison	\$730	▲ 5.1%	3.9%
Tyler	\$870	▲ 3.6%	2.0%	Abilene	\$724	▲ 1.5%	3.2%
College Station-Bryan	\$851	▲ 3.8%	4.9%	Longview	\$719	▲ 2.6%	3.9%
Beaumont	\$840	▲ 3.9%	2.7%	Brownsville-Harlingen	\$685	▲ 2.5%	4.4%
Victoria	\$827	▲ 2.5%	4.3%	Wichita Falls	\$675	▲ 2.4%	4.9%

Data can be affected by timeliness of reporting by governmental entities. Apartment and vacancy data provided by REIS © 2019 Reis Inc. Under construction and deed transfer data provided by Metrostudy © 2019 Metrostudy

# HOUSING AFFORDABILITY

HOMEOWNERS SPEND AN AVERAGE OF

# 20.7%

OF THEIR INCOME ON HOUSING COSTS

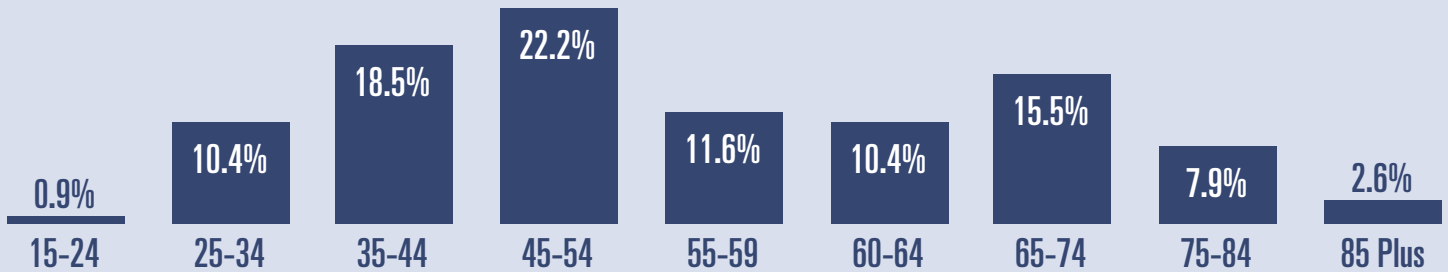
RENTERS SPEND AN AVERAGE OF

# 29.2%

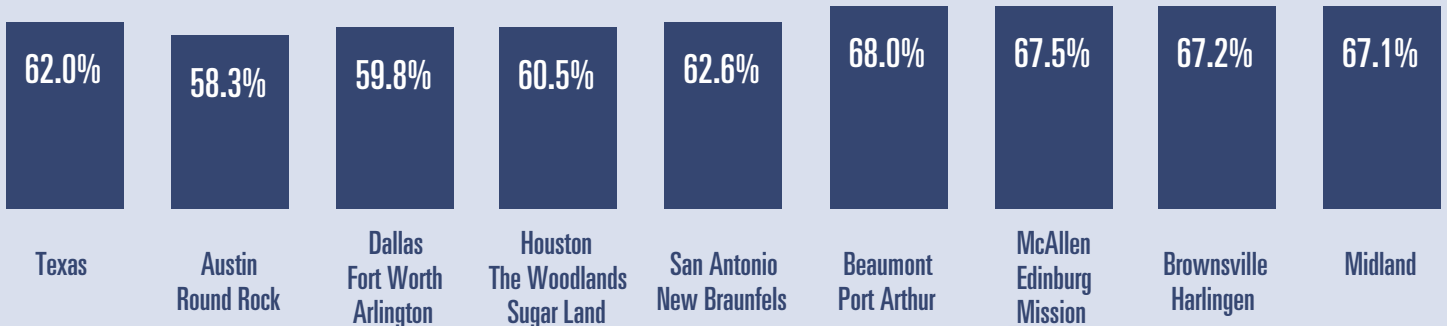
OF THEIR INCOME ON RENT

Housing costs that are 30% or more of gross monthly income are considered unaffordable, according to HUD

## AGE DISTRIBUTION OF HOMEOWNERS



## HOMEOWNERSHIP RATE



# Abilene Metropolitan Statistical Area



# REAL ESTATE 2018

YEAR IN REVIEW



## Abilene MSA by the numbers

MEDIAN PRICE  
**\$160,000**  
UP 5.3% from 2017

ACTIVE LISTINGS  
**655**  
UP 1.4% from 2017

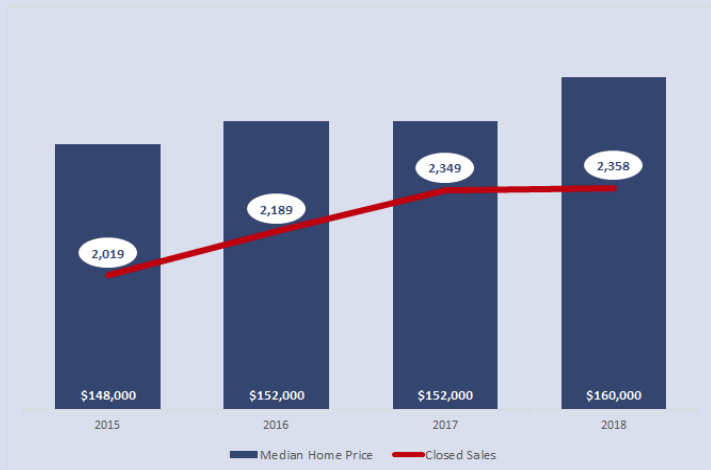
AVERAGE DAYS  
ON MARKET  
**55**  
4 days less than 2017

HOMES SOLD  
**2,358**  
UP 0.4% from 2017

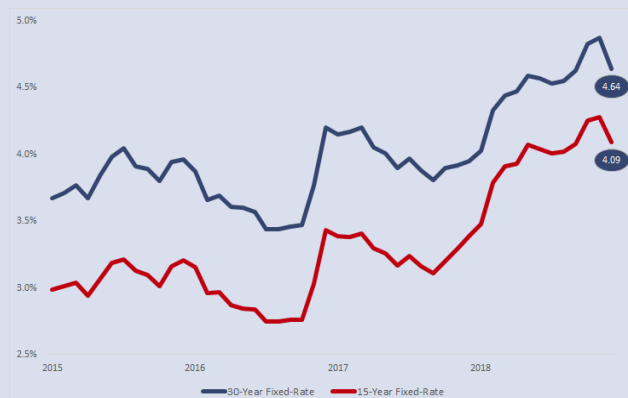
MONTHS OF  
INVENTORY  
**3.2**  
Compared to 2.7 in 2017

MEDIAN PRICE  
PER SQ. FT.  
**\$ 97.28**  
UP 7% from 2017

## 4-YEAR COMPARISON HOME SALES VOLUME VS. MEDIAN PRICE



## MONTHLY AVERAGE MORTGAGE INTEREST RATES



Source: Freddie Mac Primary Mortgage Market Survey® (PMMS®). ©2018, Freddie Mac. Averages are for conforming mortgages with 20% down.

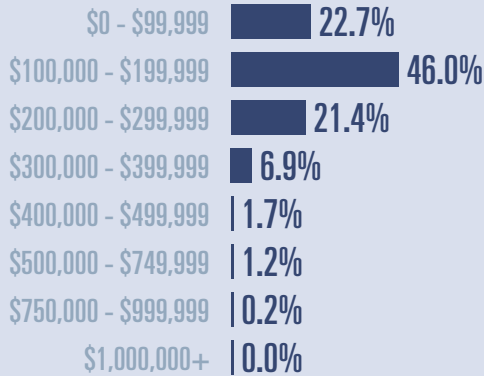
# PERCENT OF HOMES SOLD IN 2018 BY PRICE CLASS

## \$48,156

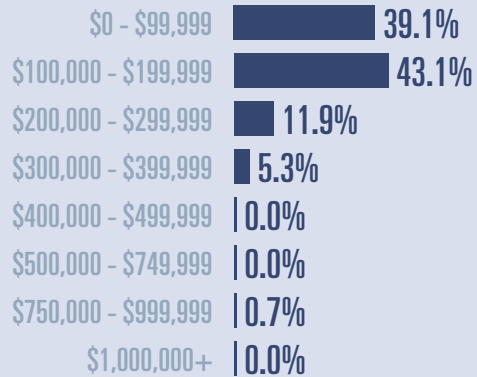
MEDIAN HOUSEHOLD INCOME  
ABILENE

ACCORDING TO THE U.S. CENSUS BUREAU

## Abilene MSA

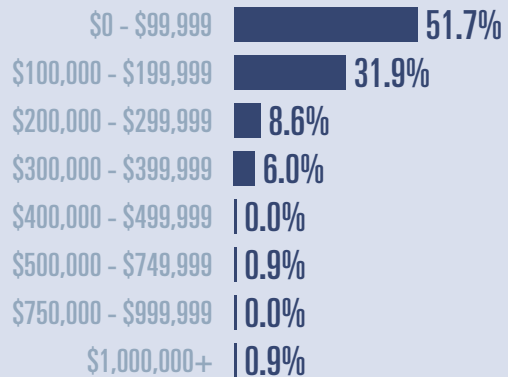


## Callahan County

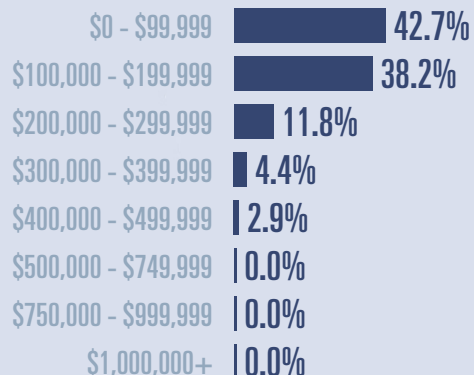


The availability of homes priced under \$200,000 has decreased 4.8% since 2015

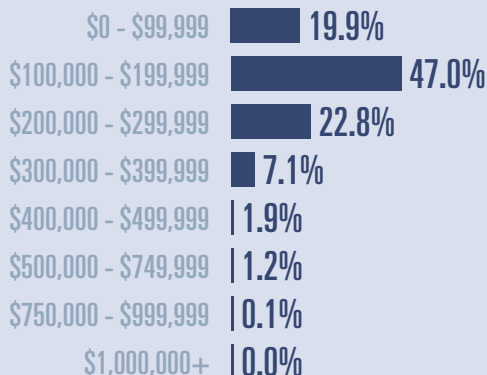
## Jones County



## Runnels County



## Taylor County

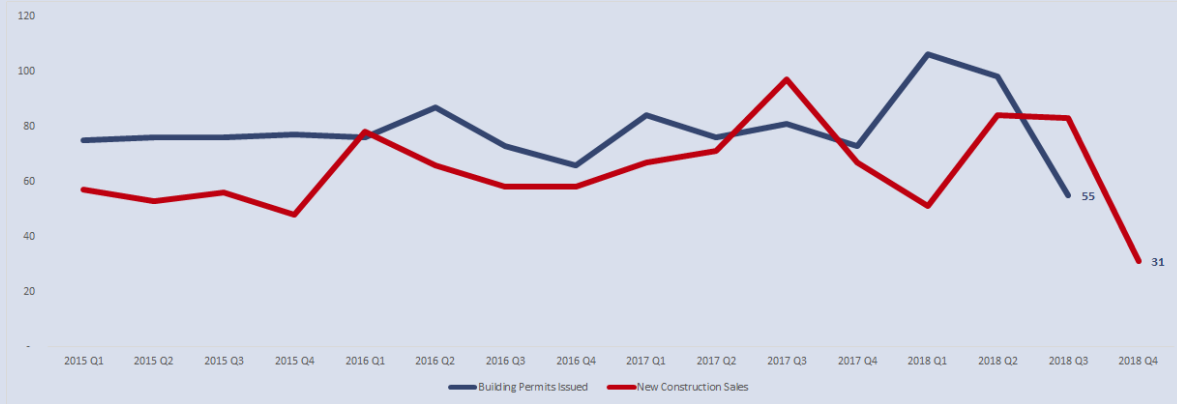


The Real Estate Center at Texas A&M University cites \$150,000-\$200,000 as a typical budget threshold for entry-level and first-time homebuyers.



# NEW HOME CONSTRUCTION & APARTMENTS

## NEW CONSTRUCTION Abilene



\* Q4 building permit data is not currently available.



# 249

NEW HOMES SOLD IN 2018

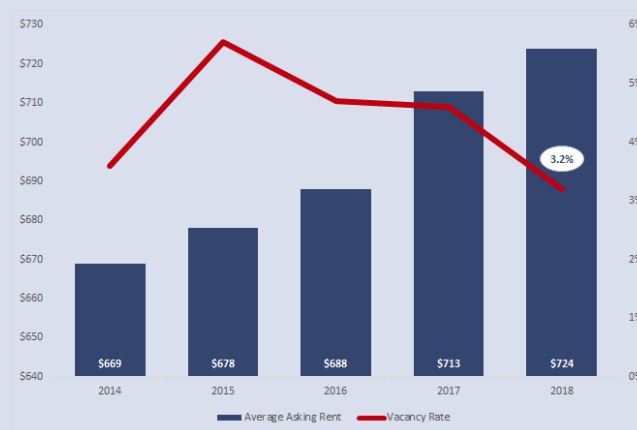


# 259

NEW BUILDING PERMITS ISSUED  
IN 2018

\* Includes single family and 2-4 units.

## APARTMENT RENT & VACANCY RATES



# HOUSING AFFORDABILITY

HOMEOWNERS SPEND AN AVERAGE OF

# 19.2%

OF THEIR INCOME ON HOUSING COSTS

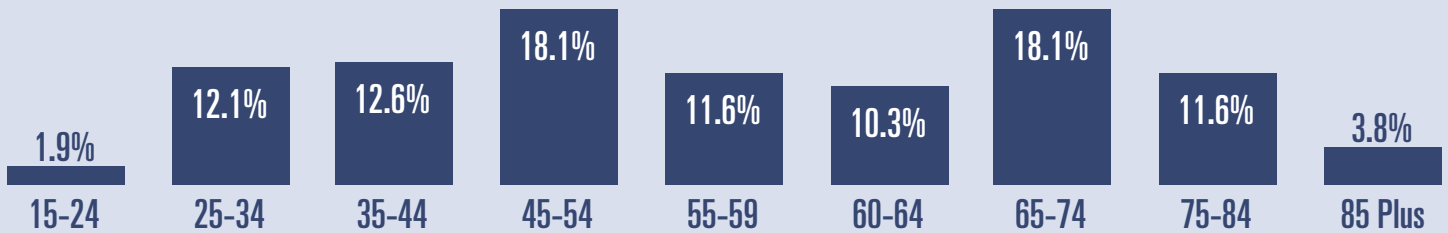
RENTERS SPEND AN AVERAGE OF

# 29.5%

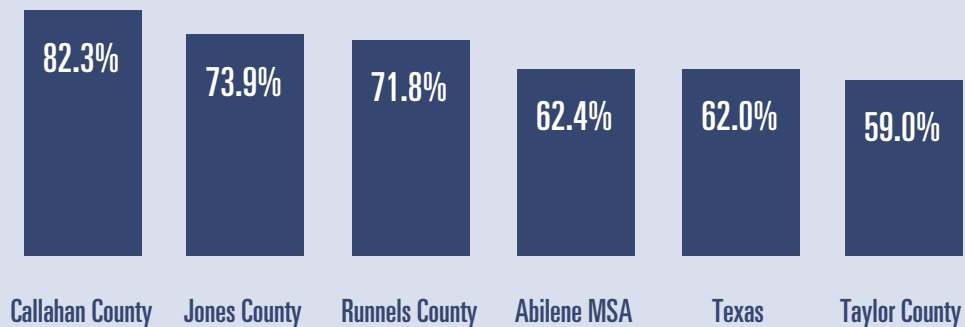
OF THEIR INCOME ON RENT

Housing costs that are 30% or more of gross monthly income are considered unaffordable, according to HUD

## AGE DISTRIBUTION OF HOMEOWNERS



## HOMEOWNERSHIP RATE





# Amarillo Metropolitan Statistical Area



# REAL ESTATE 2018

YEAR IN REVIEW



## Amarillo MSA by the numbers

MEDIAN PRICE  
**\$165,000**  
UP 1.2% from 2017

ACTIVE LISTINGS  
**1,085**  
UP 8.6% from 2017

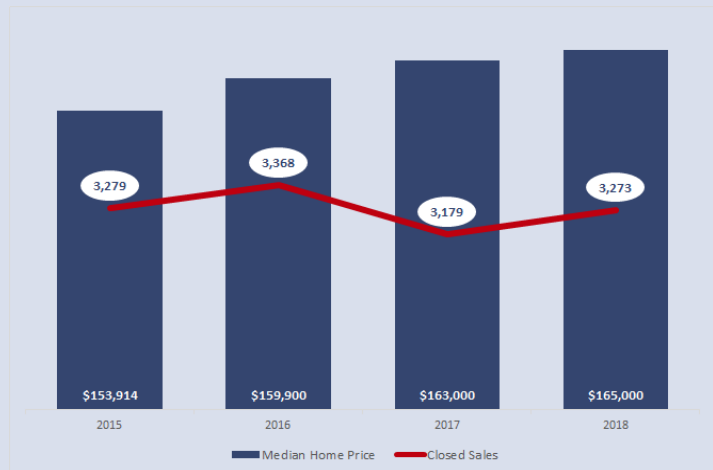
AVERAGE DAYS ON MARKET  
**52**  
2 days more than 2017

HOMES SOLD  
**3,273**  
UP 3% from 2017

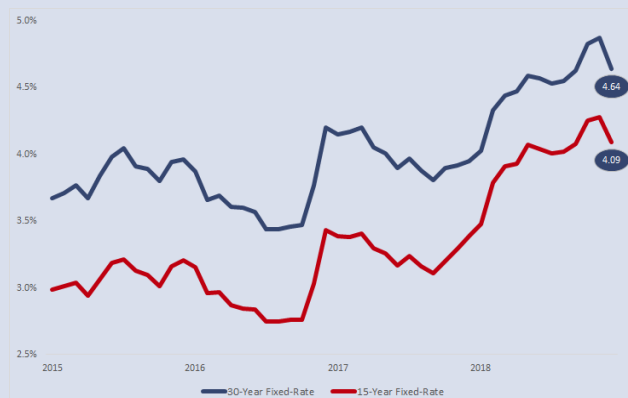
MONTHS OF INVENTORY  
**4.0**  
Compared to 3.7 in 2017

MEDIAN PRICE PER SQ. FT.  
**\$98.13**  
UP 2.6% from 2017

## 4-YEAR COMPARISON HOME SALES VOLUME VS. MEDIAN PRICE



## MONTHLY AVERAGE MORTGAGE INTEREST RATES



Source: Freddie Mac Primary Mortgage Market Survey® (PMMS®). ©2018, Freddie Mac. Averages are for conforming mortgages with 20% down.

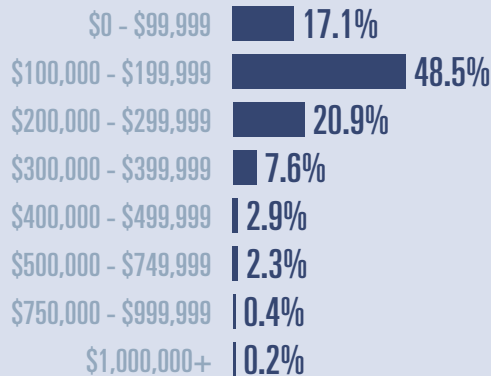
# PERCENT OF HOMES SOLD IN 2018 BY PRICE CLASS

## \$53,665

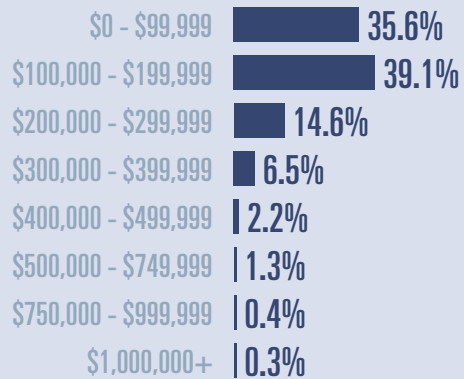
MEDIAN HOUSEHOLD INCOME  
AMARILLO

ACCORDING TO THE U.S. CENSUS BUREAU

## Amarillo MSA

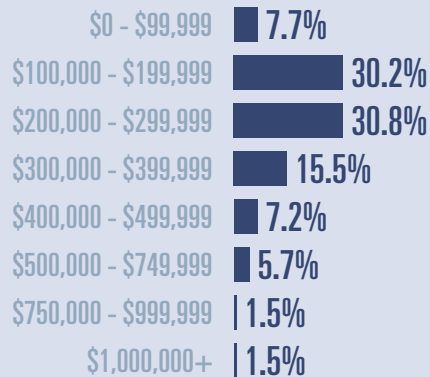


## Potter County



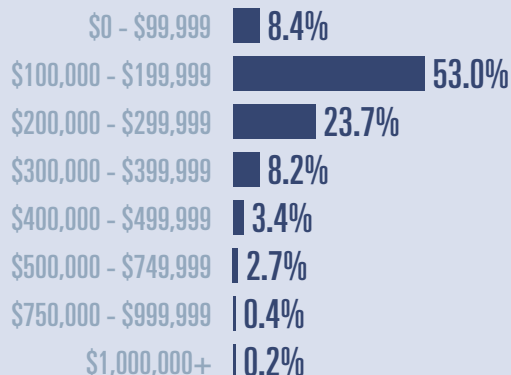
The availability of homes priced under \$200,000 has decreased 4.9% since 2015

## Texas



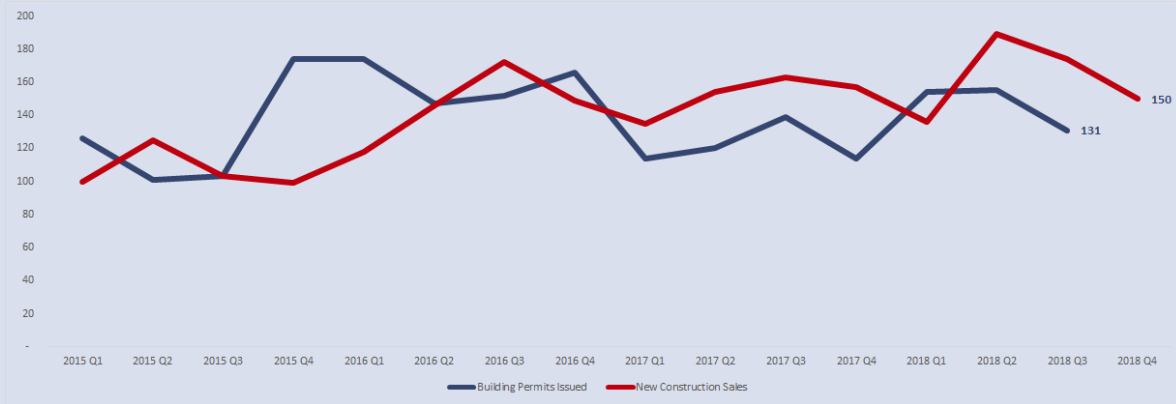
The Real Estate Center at Texas A&M University cites \$150,000-\$200,000 as a typical budget threshold for entry-level and first-time homebuyers.

## Randall County



# NEW HOME CONSTRUCTION & APARTMENTS

## NEW CONSTRUCTION Amarillo



\* Q4 building permit data is not currently available.



# 649

NEW HOMES SOLD IN 2018

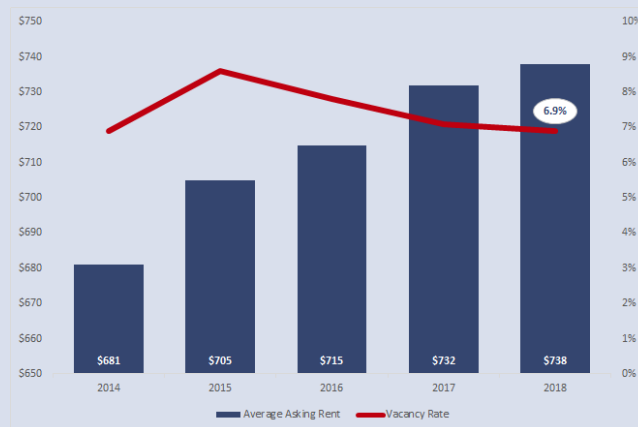


# 440

NEW BUILDING PERMITS ISSUED  
IN 2018

\* Includes single family and 2-4 units.

## APARTMENT RENT & VACANCY RATES



# HOUSING AFFORDABILITY

HOMEOWNERS SPEND AN AVERAGE OF

# 20.5%

OF THEIR INCOME ON HOUSING COSTS

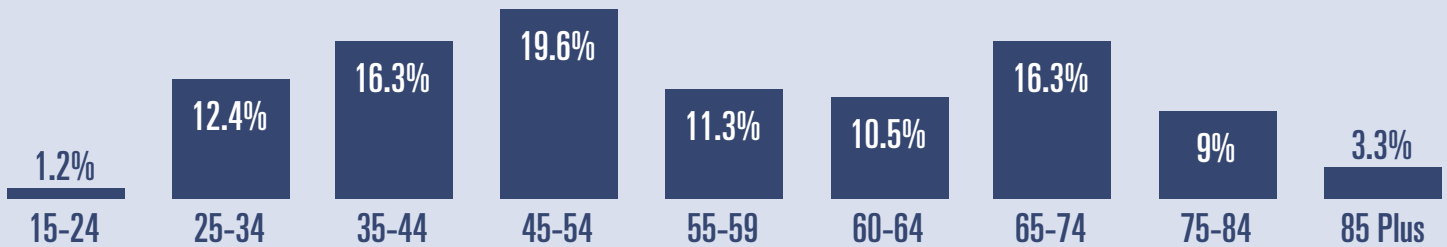
RENTERS SPEND AN AVERAGE OF

# 26.8%

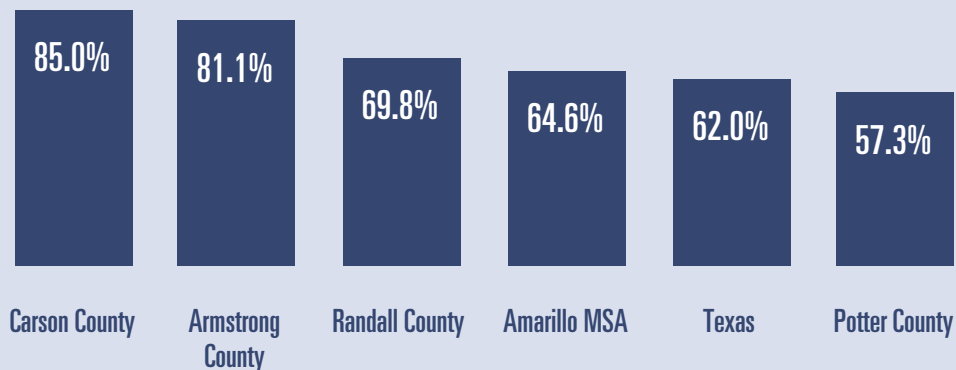
OF THEIR INCOME ON RENT

Housing costs that are 30% or more of gross monthly income are considered unaffordable, according to HUD

## AGE DISTRIBUTION OF HOMEOWNERS



## HOMEOWNERSHIP RATE



# Austin-Round Rock Metropolitan Statistical Area



# REAL ESTATE 2018

YEAR IN REVIEW



## Austin-Round Rock MSA by the numbers

MEDIAN PRICE  
**\$306,000**  
UP 3.7% from 2017

ACTIVE LISTINGS  
**7,387**  
UP 1.9% from 2017

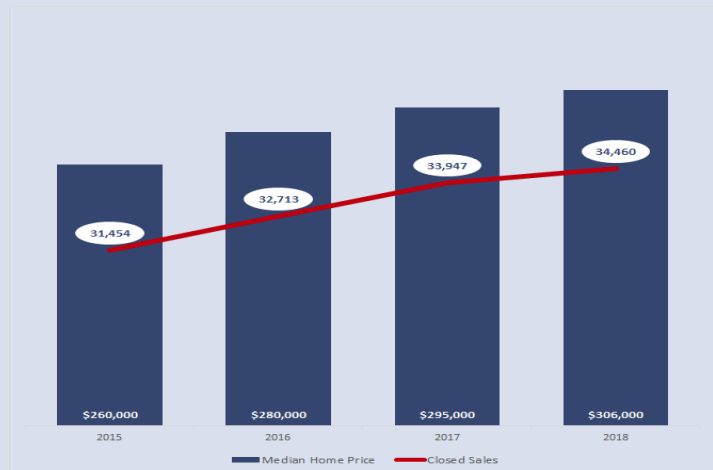
AVERAGE DAYS  
ON MARKET  
**56**  
2 days more than 2017

HOMES SOLD  
**34,460**  
UP 1.5% from 2017

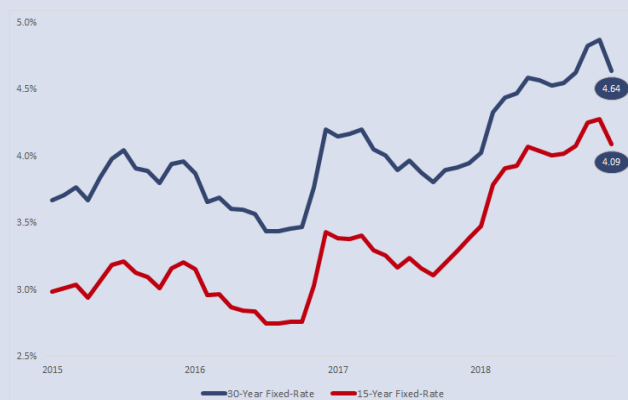
MONTHS OF  
INVENTORY  
**2.3**  
Compared to 2.1 in 2017

MEDIAN PRICE  
PER SQ. FT.  
**\$153.66**  
UP 3.9% from 2017

## 4-YEAR COMPARISON HOME SALES VOLUME VS. MEDIAN PRICE



## MONTHLY AVERAGE MORTGAGE INTEREST RATES



Source: Freddie Mac Primary Mortgage Market Survey® (PMMS®). ©2018, Freddie Mac. Averages are for conforming mortgages with 20% down.

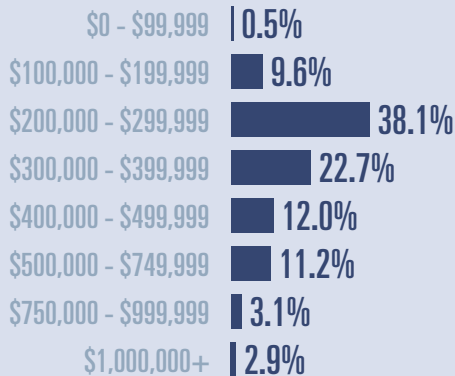
# PERCENT OF HOMES SOLD IN 2018 BY PRICE CLASS

## \$69,717

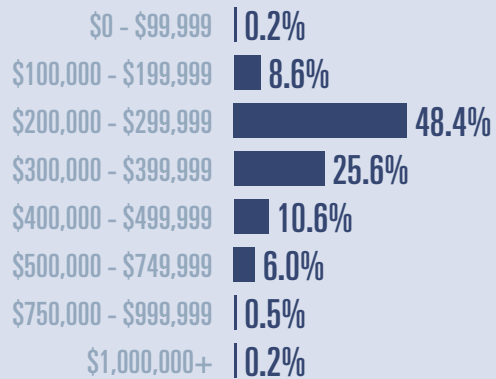
MEDIAN HOUSEHOLD INCOME  
AUSTIN-ROUND ROCK

ACCORDING TO THE U.S. CENSUS BUREAU

## Austin-Round Rock MSA

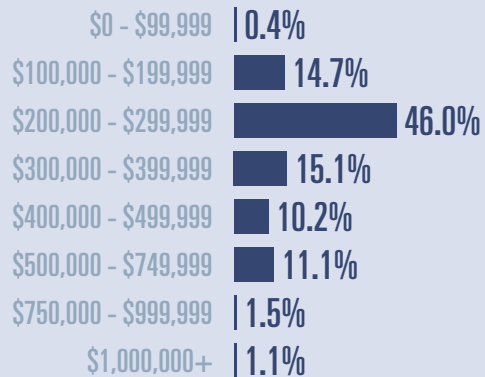


## Williamson County

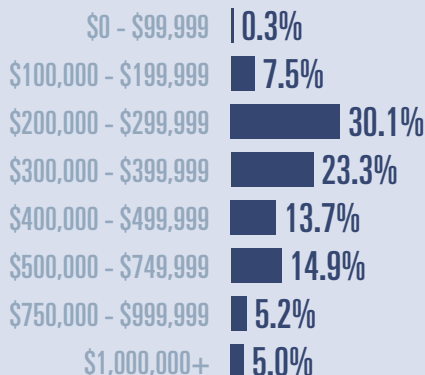


The availability of homes priced under \$200,000 has decreased 17.7% since 2015

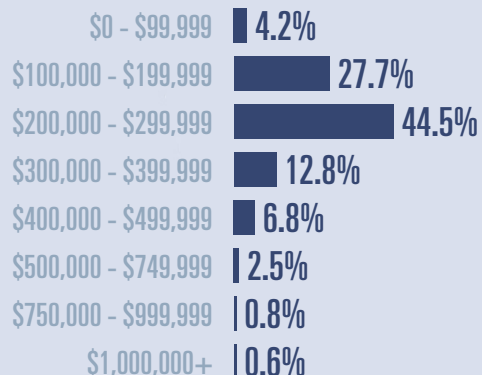
## Hays County



## Travis County



## Bastrop County

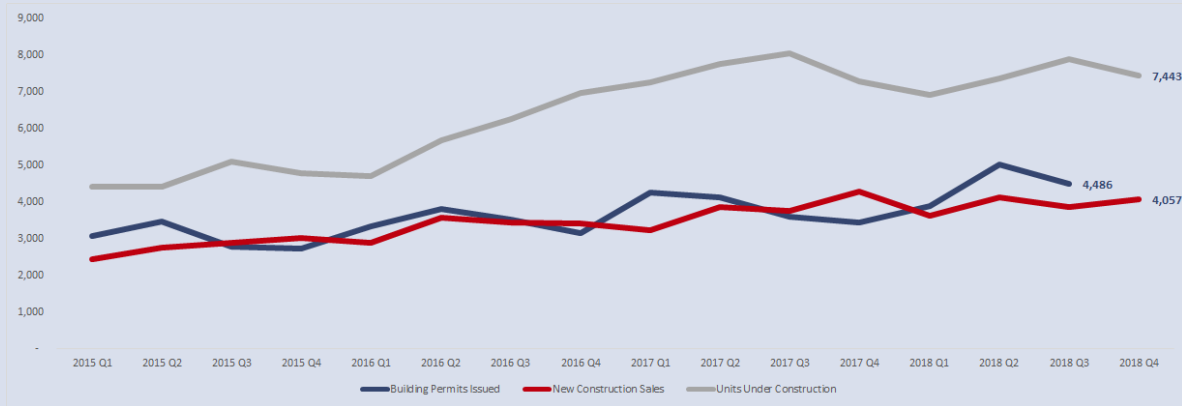


The Real Estate Center at Texas A&M University cites \$150,000-\$200,000 as a typical budget threshold for entry-level and first-time homebuyers.



# NEW HOME CONSTRUCTION & APARTMENTS

## NEW CONSTRUCTION Austin-Round Rock



\* Q4 building permit data is not currently available.



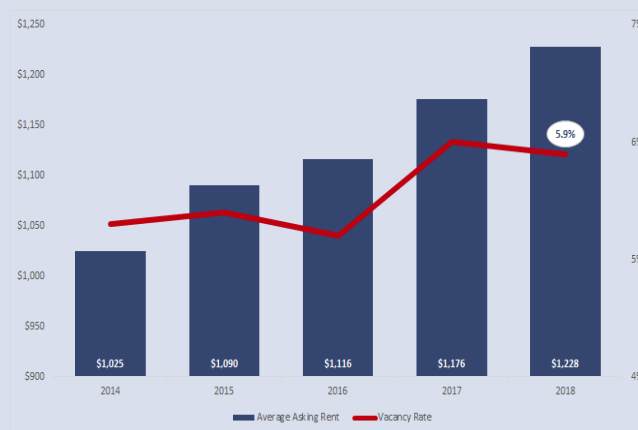
**15,667**  
NEW HOMES SOLD IN 2018



**13,377**  
NEW BUILDING PERMITS ISSUED  
IN 2018

\* Includes single family and 2-4 units.

## APARTMENT RENT & VACANCY RATES



Data can be affected by timeliness of reporting by governmental entities. Apartment and vacancy data provided by REIS © 2019 Reis Inc. Under construction and deed transfer data provided by Metrostudy © 2019 Metrostudy

# HOUSING AFFORDABILITY

HOMEOWNERS SPEND AN AVERAGE OF

# 21.2%

OF THEIR INCOME ON HOUSING COSTS

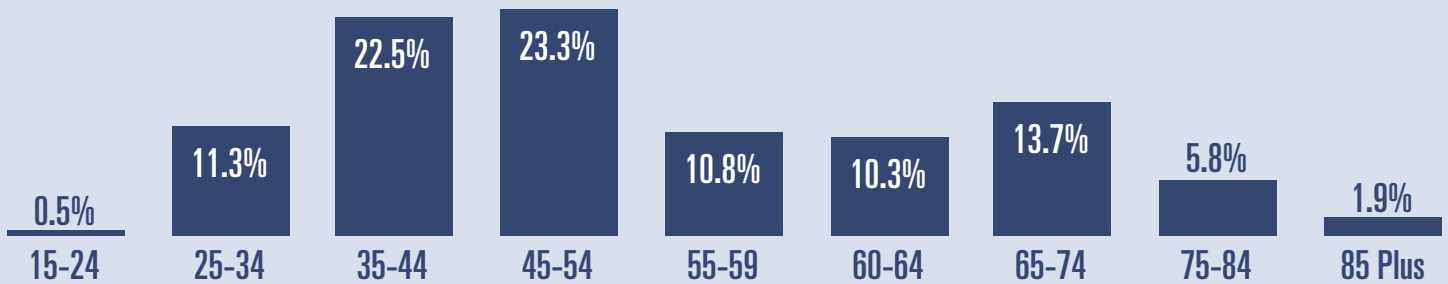
RENTERS SPEND AN AVERAGE OF

# 28.7%

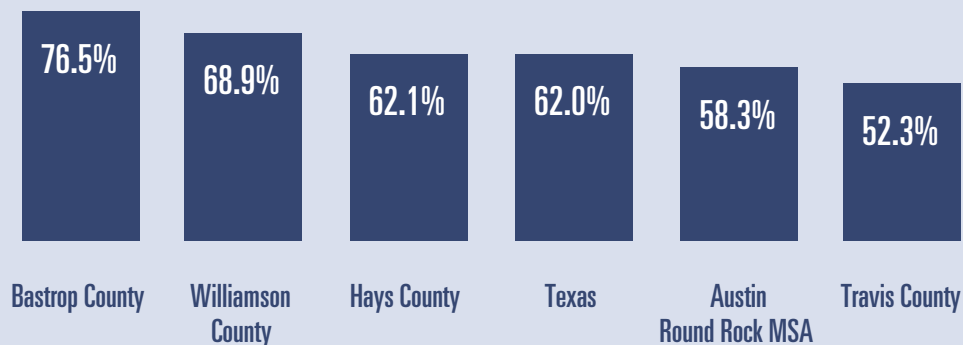
OF THEIR INCOME ON RENT

Housing costs that are 30% or more of gross monthly income are considered unaffordable, according to HUD

## AGE DISTRIBUTION OF HOMEOWNERS



## HOMEOWNERSHIP RATE



# Beaumont-Port Arthur Metropolitan Statistical Area



# REAL ESTATE 2018

YEAR IN REVIEW



## Beaumont-Port Arthur MSA by the numbers

MEDIAN PRICE

**\$150,000**

UP 3.1% from 2017

ACTIVE LISTINGS

**1,124**

DOWN 9.7% from 2017

AVERAGE DAYS  
ON MARKET

**75**

12 days less than 2017

HOMES SOLD

**3,811**

UP 0.2% from 2017

MONTHS OF  
INVENTORY

**3.7**

Compared to 3.1 in 2017

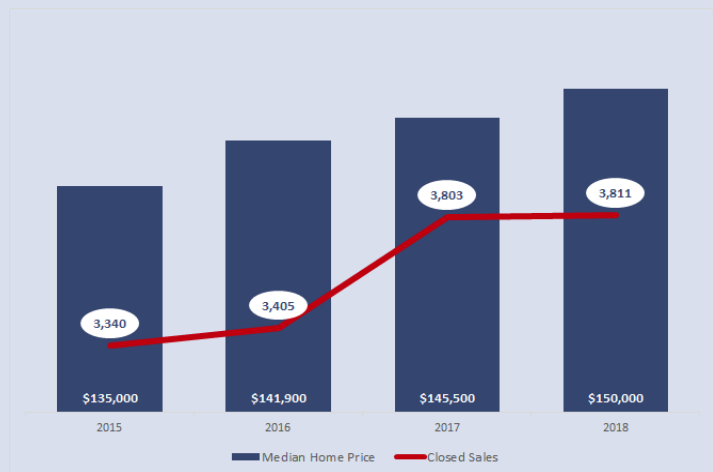
MEDIAN PRICE  
PER SQ. FT.

**\$ 88.73**

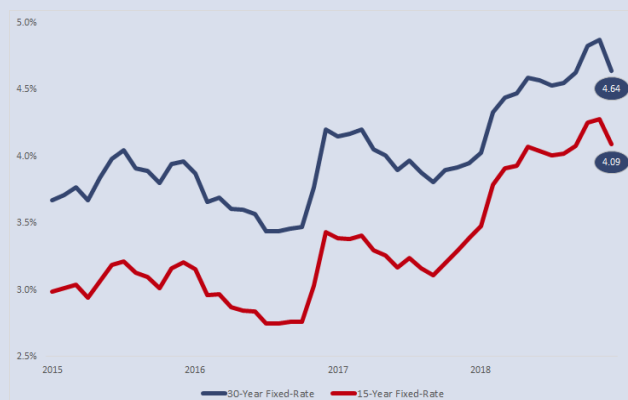
UP 4% from 2017

## 4-YEAR COMPARISON

### HOME SALES VOLUME VS. MEDIAN PRICE



## MONTHLY AVERAGE MORTGAGE INTEREST RATES



Source: Freddie Mac Primary Mortgage Market Survey® (PMMS®). ©2018, Freddie Mac. Averages are for conforming mortgages with 20% down.

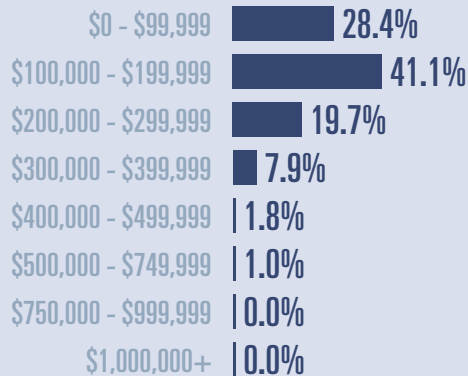
# PERCENT OF HOMES SOLD IN 2018 BY PRICE CLASS

## \$48,962

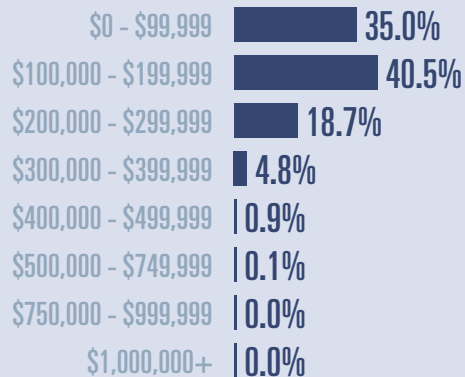
MEDIAN HOUSEHOLD INCOME  
BEAUMONT-PORT ARTHUR

ACCORDING TO THE U.S. CENSUS BUREAU

## Beaumont-Port Arthur MSA

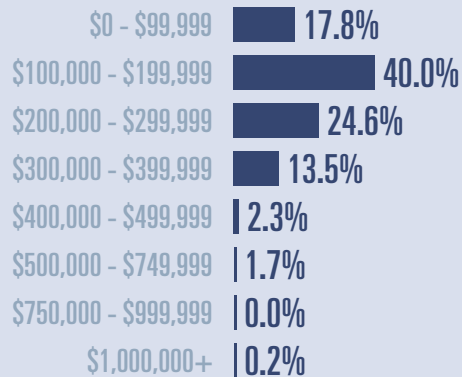


## Orange County



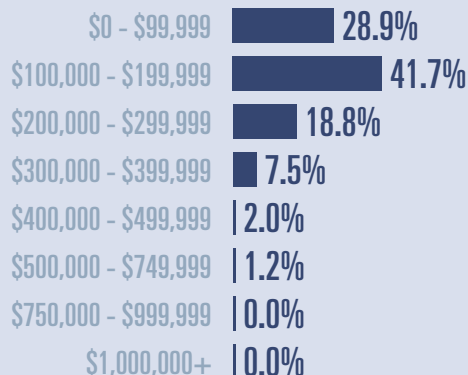
The availability of homes priced under \$200,000 has decreased 6.0% since 2015

## Hardin County

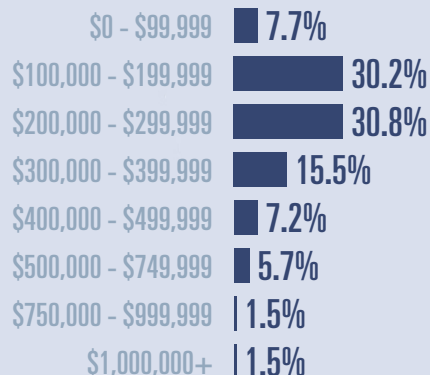


The Real Estate Center at Texas A&M University cites \$150,000-\$200,000 as a typical budget threshold for entry-level and first-time homebuyers.

## Jefferson County

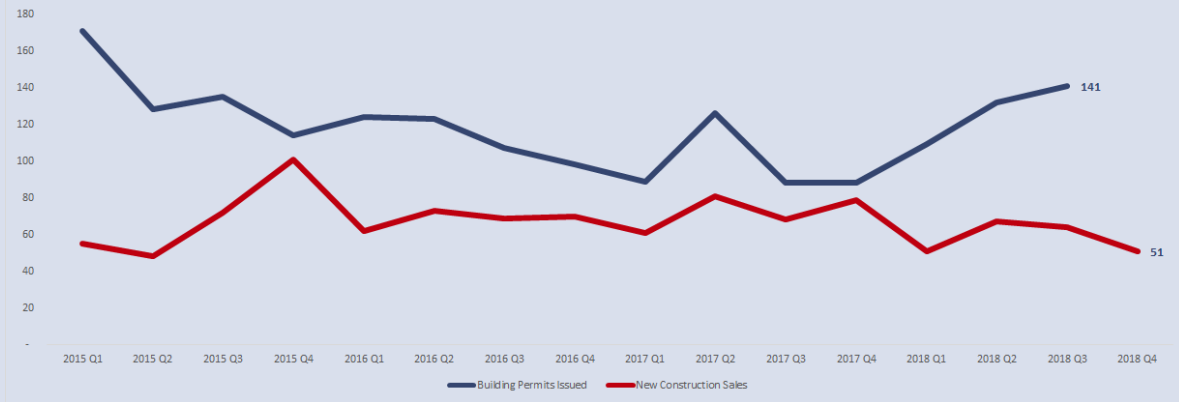


## Texas



# NEW HOME CONSTRUCTION & APARTMENTS

## NEW CONSTRUCTION Beaumont-Port Arthur



\* Q4 building permit data is not currently available.



**233**

NEW HOMES SOLD IN 2018

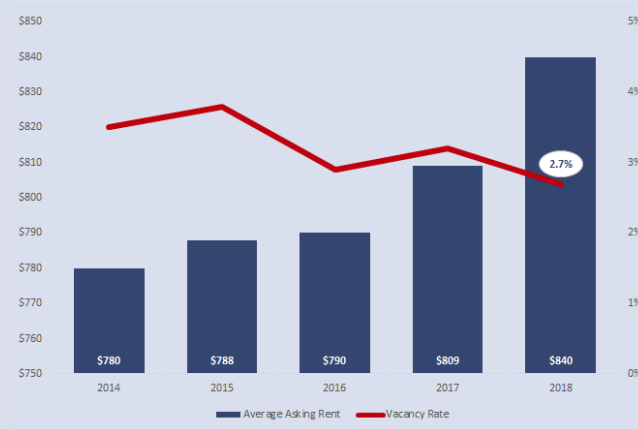


**382**

NEW BUILDING PERMITS ISSUED  
IN 2018

\* Includes single family and 2-4 units.

## APARTMENT RENT & VACANCY RATES



# HOUSING AFFORDABILITY

HOMEOWNERS SPEND AN AVERAGE OF

# 19.2%

OF THEIR INCOME ON HOUSING COSTS

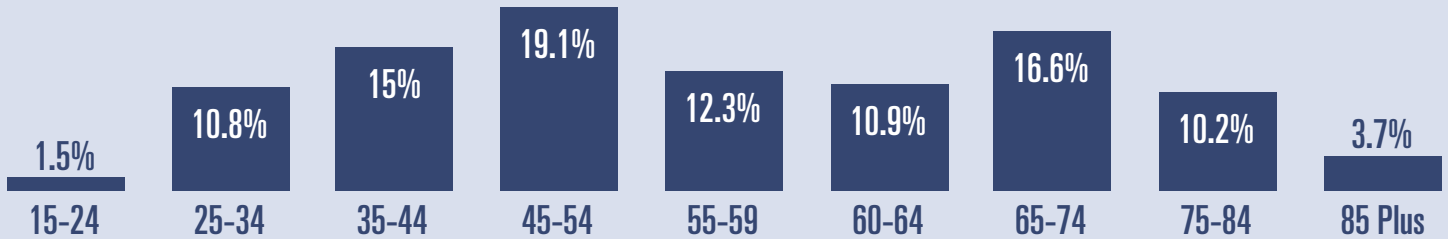
RENTERS SPEND AN AVERAGE OF

# 27.6%

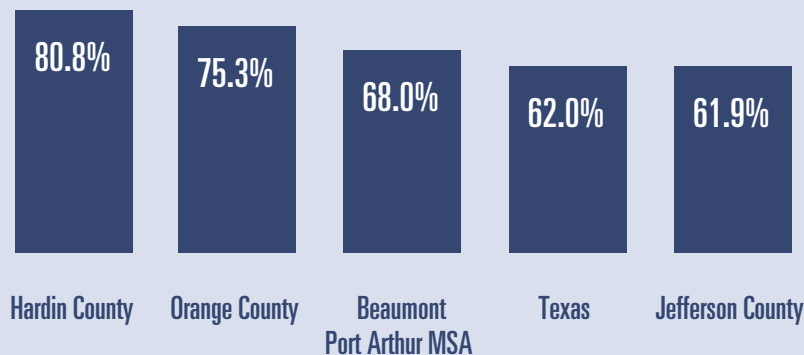
OF THEIR INCOME ON RENT

Housing costs that are 30% or more of gross monthly income are considered unaffordable, according to HUD

## AGE DISTRIBUTION OF HOMEOWNERS



## HOMEOWNERSHIP RATE





# Brownsville-Harlingen Metropolitan Statistical Area



# REAL ESTATE 2018

YEAR IN REVIEW



## Brownsville-Harlingen MSA by the numbers

MEDIAN PRICE

**\$145,000**

UP 11.5% from 2017

ACTIVE LISTINGS

**1,664**

DOWN 8.8% from 2017

AVERAGE DAYS  
ON MARKET

**127**

4 days more than 2017

HOMES SOLD

**2,382**

UP 5.5% from 2017

MONTHS OF  
INVENTORY

**7.9**

Compared to 8.8 in 2017

MEDIAN PRICE  
PER SQ. FT.

**\$ 88.84**

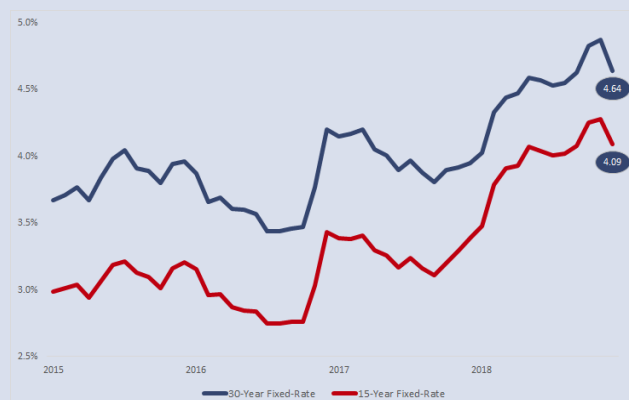
UP 7.4% from 2017

## 4-YEAR COMPARISON

### HOME SALES VOLUME VS. MEDIAN PRICE



## MONTHLY AVERAGE MORTGAGE INTEREST RATES



Source: Freddie Mac Primary Mortgage Market Survey® (PMMS®). ©2018, Freddie Mac. Averages are for conforming mortgages with 20% down.

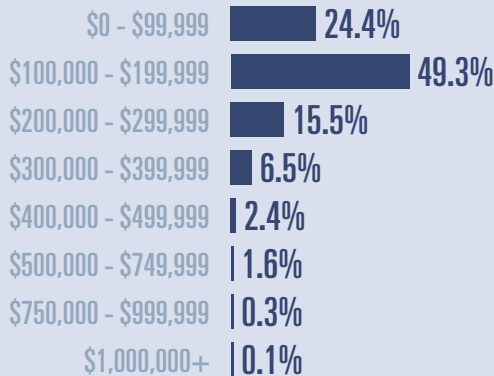
# PERCENT OF HOMES SOLD IN 2018 BY PRICE CLASS

## \$36,095

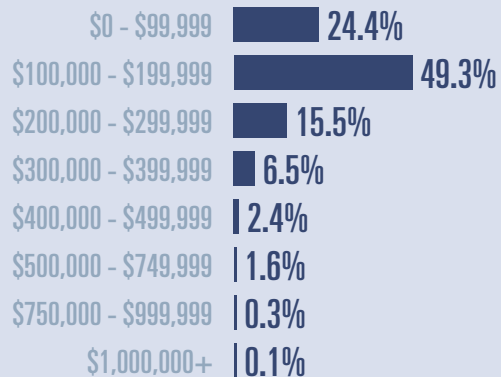
MEDIAN HOUSEHOLD INCOME  
BROWNSVILLE-HARLINGEN

ACCORDING TO THE U.S. CENSUS BUREAU

## Brownsville-Harlingen MSA

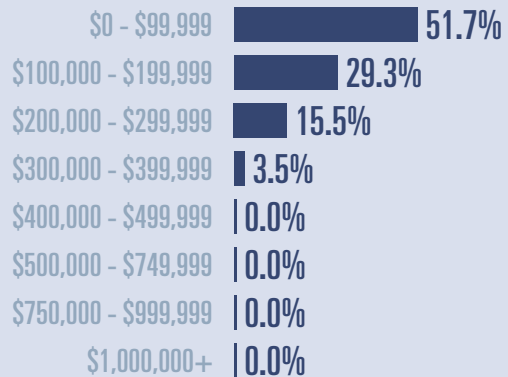


## Cameron County

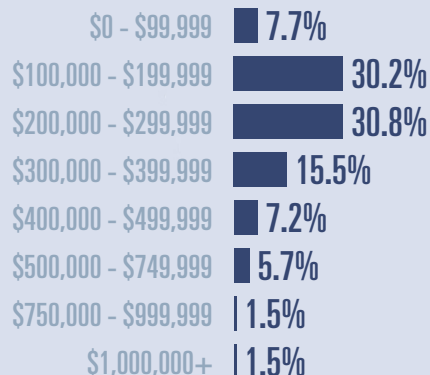


The availability of homes priced under \$200,000 has decreased 7.6% since 2015

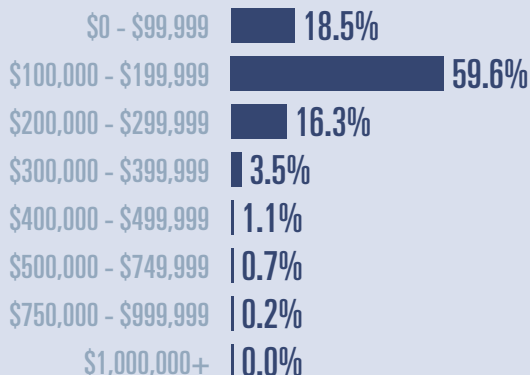
## Willacy County



## Texas



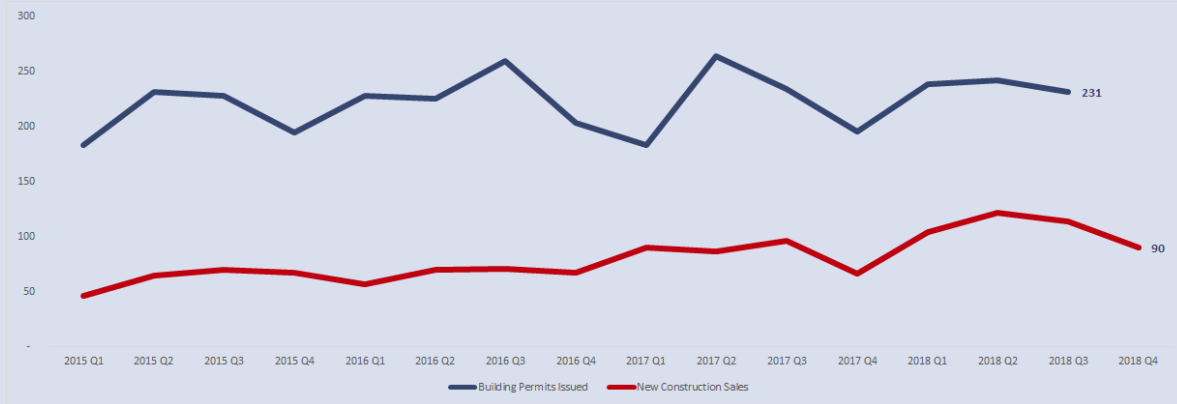
## Hidalgo County



The Real Estate Center at Texas A&M University cites \$150,000-\$200,000 as a typical budget threshold for entry-level and first-time homebuyers.

# NEW HOME CONSTRUCTION & APARTMENTS

## NEW CONSTRUCTION Brownsville-Harlingen



\* Q4 building permit data is not currently available.



**430**

NEW HOMES SOLD IN 2018

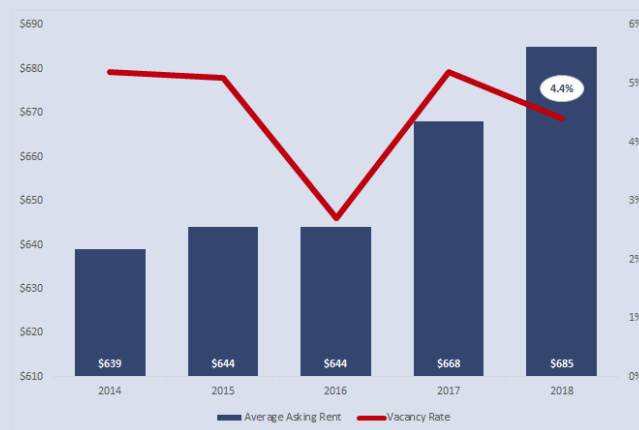


**711**

NEW BUILDING PERMITS ISSUED  
IN 2018

\* Includes single family and 2-4 units.

## APARTMENT RENT & VACANCY RATES



# HOUSING AFFORDABILITY

HOMEOWNERS SPEND AN AVERAGE OF

# 20.8%

OF THEIR INCOME ON HOUSING COSTS

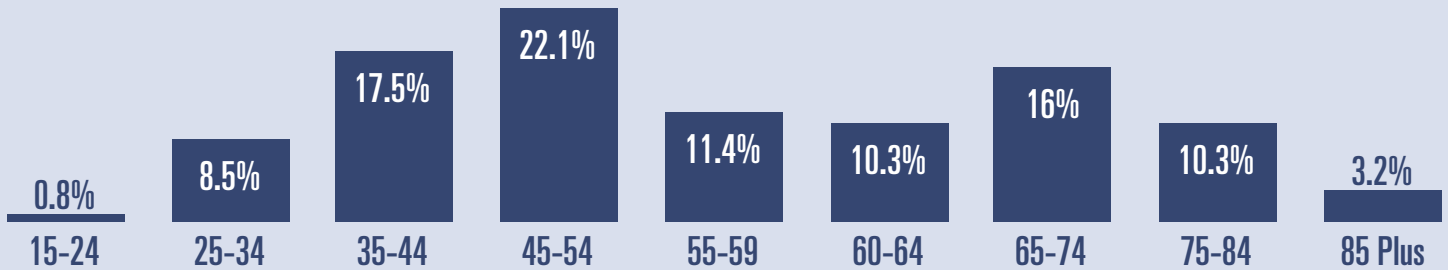
RENTERS SPEND AN AVERAGE OF

# 32.4%

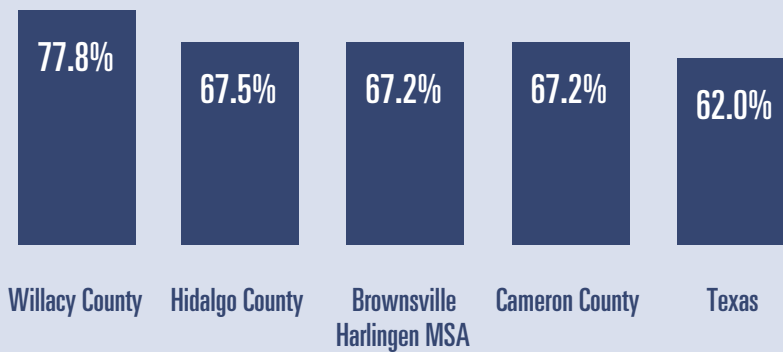
OF THEIR INCOME ON RENT

Housing costs that are 30% or more of gross monthly income are considered unaffordable, according to HUD

## AGE DISTRIBUTION OF HOMEOWNERS



## HOMEOWNERSHIP RATE



# College Station-Bryan Metropolitan Statistical Area



# REAL ESTATE 2018

YEAR IN REVIEW



## College Station-Bryan MSA by the numbers

MEDIAN PRICE

**\$223,500**

UP 2.6% from 2017

ACTIVE LISTINGS

**1,223**

UP 24.4% from 2017

AVERAGE DAYS  
ON MARKET

**63**

11 days more than 2017

HOMES SOLD

**3,310**

DOWN 1.6% from 2017

MONTHS OF  
INVENTORY

**4.2**

Compared to 3.5 in 2017

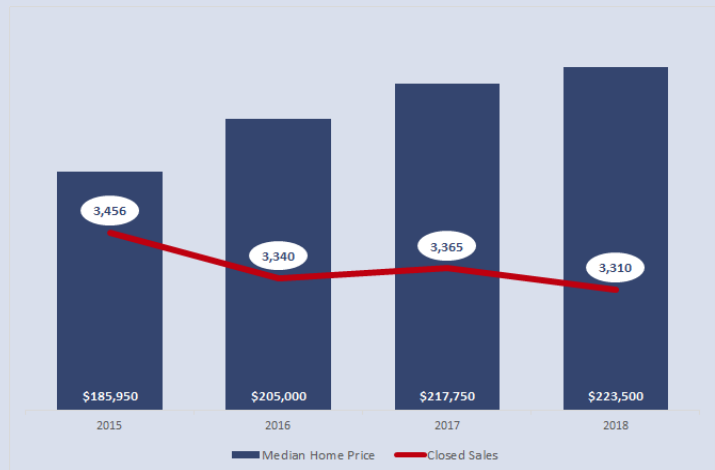
MEDIAN PRICE  
PER SQ. FT.

**\$129.69**

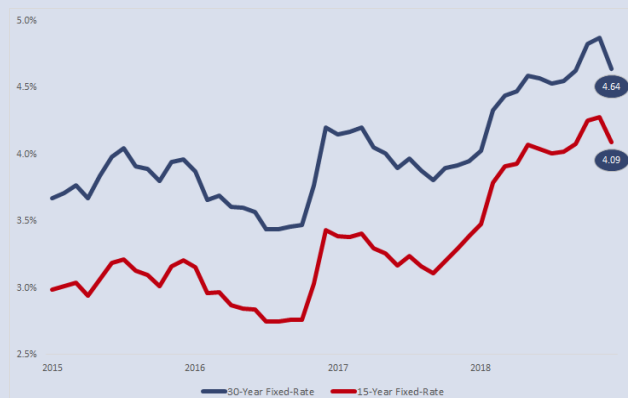
UP 2.3% from 2017

## 4-YEAR COMPARISON

### HOME SALES VOLUME VS. MEDIAN PRICE



## MONTHLY AVERAGE MORTGAGE INTEREST RATES



Source: Freddie Mac Primary Mortgage Market Survey® (PMMS®). ©2018, Freddie Mac. Averages are for conforming mortgages with 20% down.

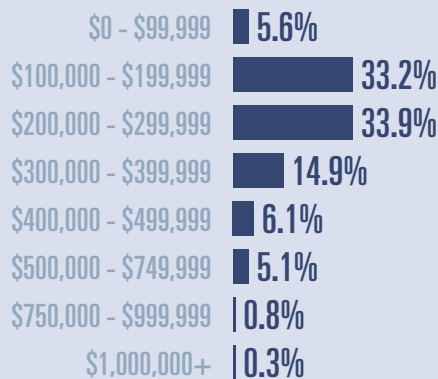
# PERCENT OF HOMES SOLD IN 2018 BY PRICE CLASS

## \$45,078

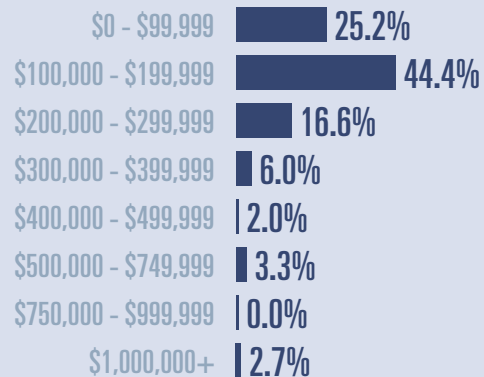
MEDIAN HOUSEHOLD INCOME  
COLLEGE STATION-BRYAN

ACCORDING TO THE U.S. CENSUS BUREAU

## College Station-Bryan MSA

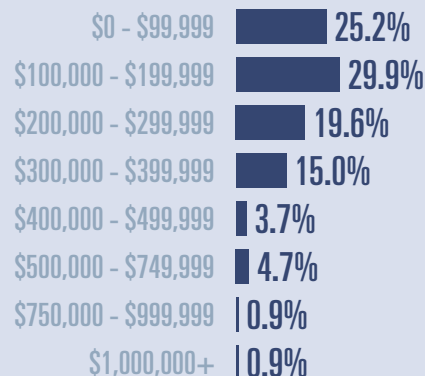


## Burleson County

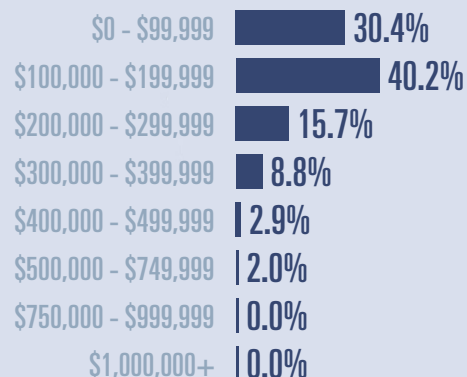


The availability of homes priced under \$200,000 has decreased 18.3% since 2015

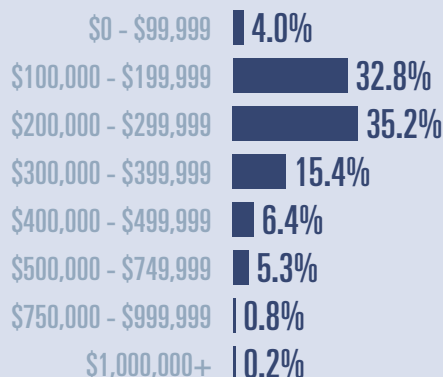
## Robertson County



## Leon County



## Brazos County

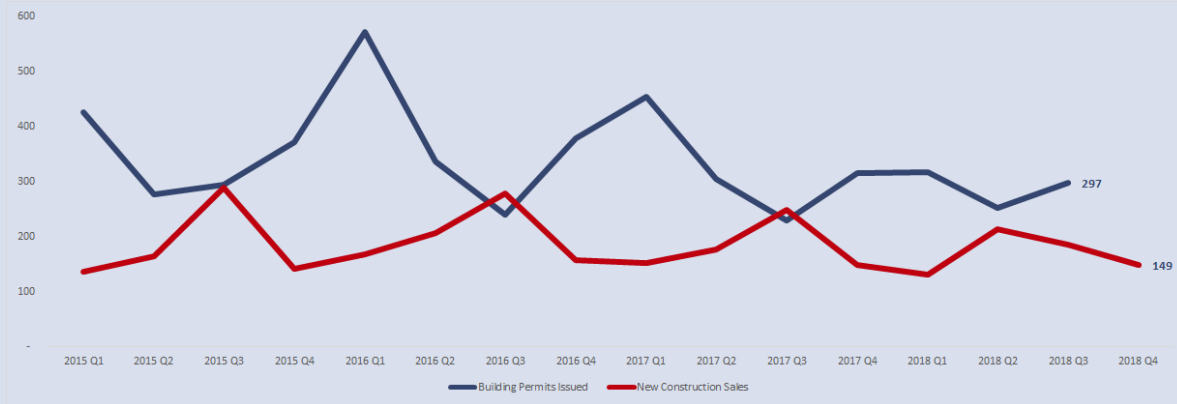


The Real Estate Center at Texas A&M University cites \$150,000-\$200,000 as a typical budget threshold for entry-level and first-time homebuyers.



# NEW HOME CONSTRUCTION & APARTMENTS

## NEW CONSTRUCTION College Station-Bryan



\* Q4 building permit data is not currently available.



**678**

NEW HOMES SOLD IN 2018

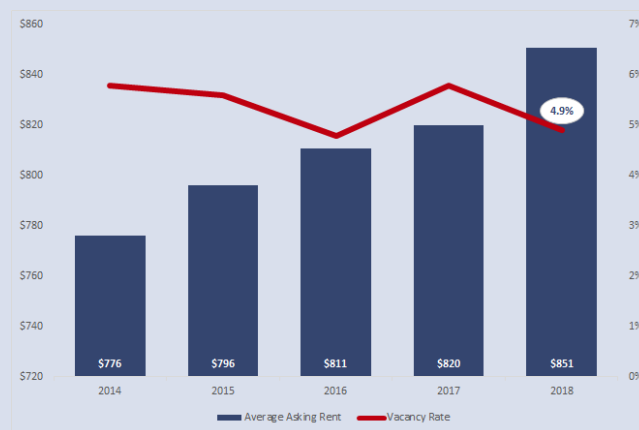


**865**

NEW BUILDING PERMITS ISSUED  
IN 2018

\* Includes single family and 2-4 units.

## APARTMENT RENT & VACANCY RATES



Data can be affected by timeliness of reporting by governmental entities. Apartment and vacancy data provided by REIS © 2019 Reis Inc. Under construction and deed transfer data provided by Metrostudy © 2019 Metrostudy

# HOUSING AFFORDABILITY

HOMEOWNERS SPEND AN AVERAGE OF

# 22.4%

OF THEIR INCOME ON HOUSING COSTS

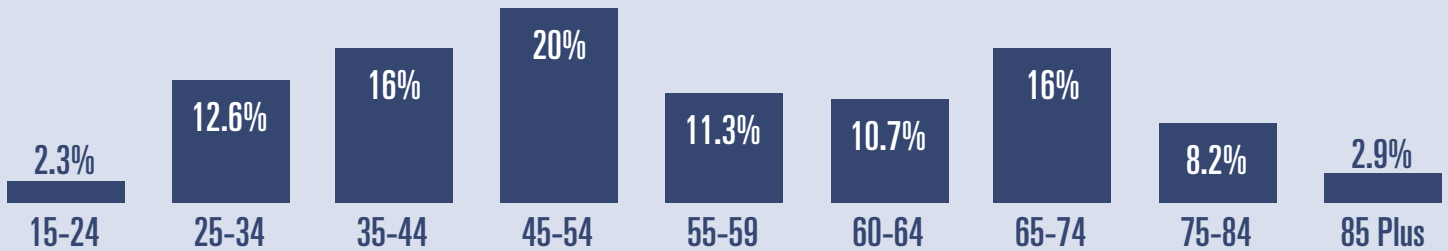
RENTERS SPEND AN AVERAGE OF

# 41.1%

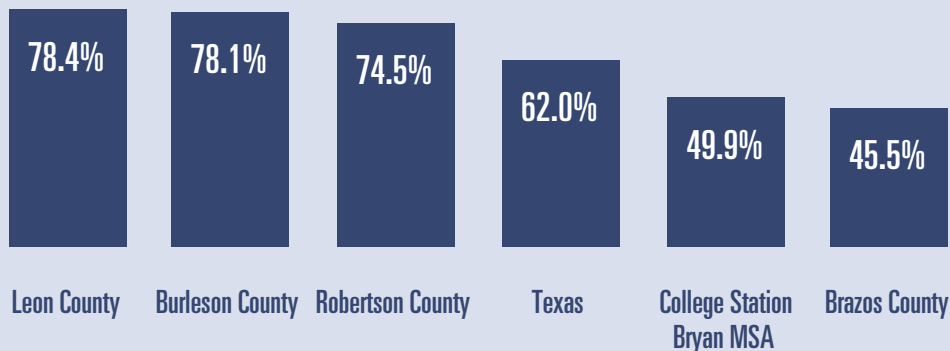
OF THEIR INCOME ON RENT

Housing costs that are 30% or more of gross monthly income are considered unaffordable, according to HUD

## AGE DISTRIBUTION OF HOMEOWNERS



## HOMEOWNERSHIP RATE



# Corpus Christi Metropolitan Statistical Area



# REAL ESTATE 2018

YEAR IN REVIEW



## Corpus Christi MSA by the numbers

MEDIAN PRICE  
**\$194,905**  
UP 4.8% from 2017

HOMES SOLD  
**5,613**  
UP 8% from 2017

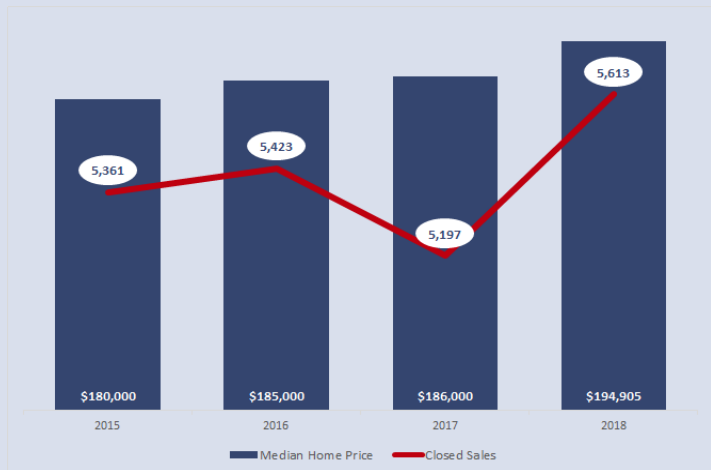
ACTIVE LISTINGS  
**2,469**  
DOWN 12.5% from 2017

MONTHS OF INVENTORY  
**4.9**  
Compared to 5.2 in 2017

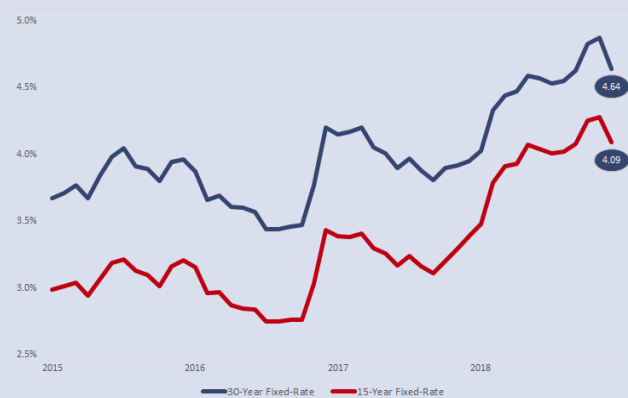
AVERAGE DAYS ON MARKET  
**81**  
3 days less than 2017

MEDIAN PRICE PER SQ. FT.  
**\$117.15**  
UP 2.6% from 2017

## 4-YEAR COMPARISON HOME SALES VOLUME VS. MEDIAN PRICE



## MONTHLY AVERAGE MORTGAGE INTEREST RATES



Source: Freddie Mac Primary Mortgage Market Survey® (PMMS®). ©2018, Freddie Mac. Averages are for conforming mortgages with 20% down.

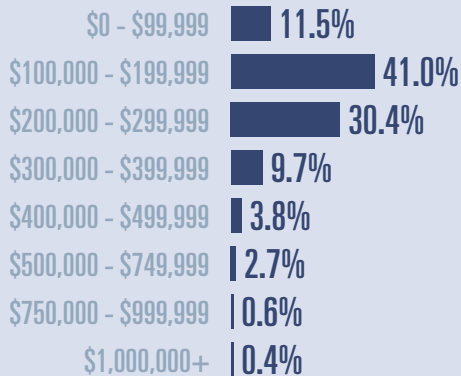
# PERCENT OF HOMES SOLD IN 2018 BY PRICE CLASS

## \$52,883

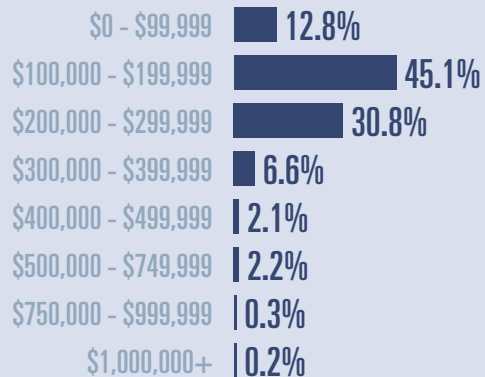
MEDIAN HOUSEHOLD INCOME  
CORPUS CHRISTI

ACCORDING TO THE U.S. CENSUS BUREAU

## Corpus Christi MSA

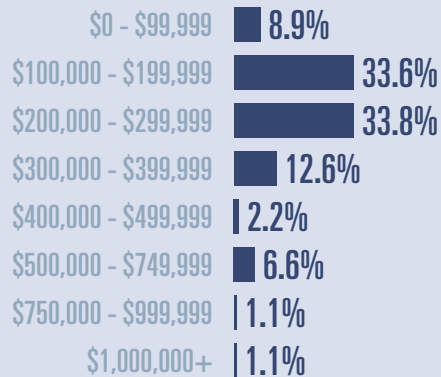


## San Patricio County



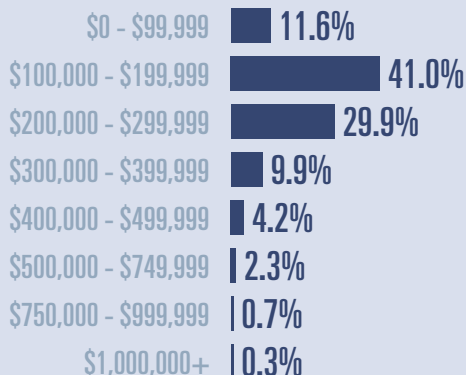
The availability of homes priced under \$200,000 has decreased 6.3% since 2015

## Aransas County

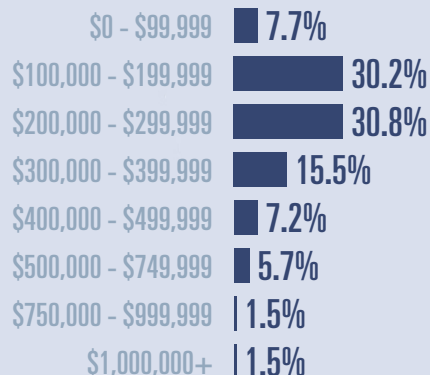


The Real Estate Center at Texas A&M University cites \$150,000-\$200,000 as a typical budget threshold for entry-level and first-time homebuyers.

## Nueces County

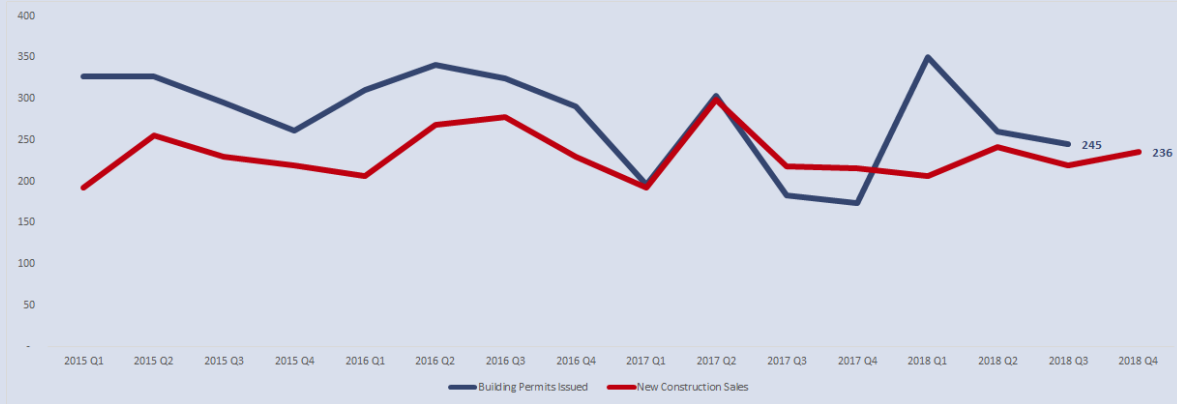


## Texas



# NEW HOME CONSTRUCTION & APARTMENTS

## NEW CONSTRUCTION Corpus Christi



\* Q4 building permit data is not currently available.



# 904

NEW HOMES SOLD IN 2018

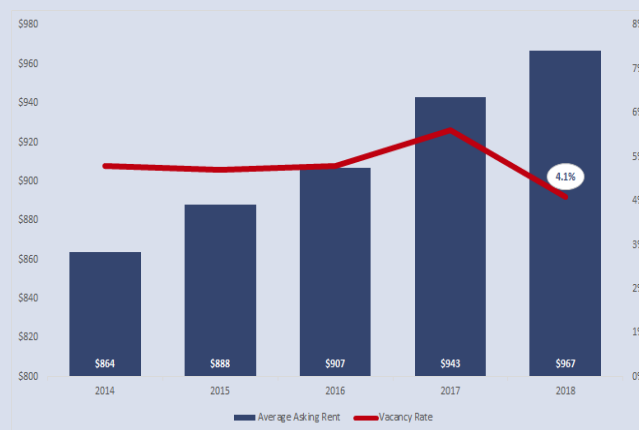


# 855

NEW BUILDING PERMITS ISSUED  
IN 2018

\* Includes single family and 2-4 units.

## APARTMENT RENT & VACANCY RATES



# HOUSING AFFORDABILITY

HOMEOWNERS SPEND AN AVERAGE OF

# 20.7%

OF THEIR INCOME ON HOUSING COSTS

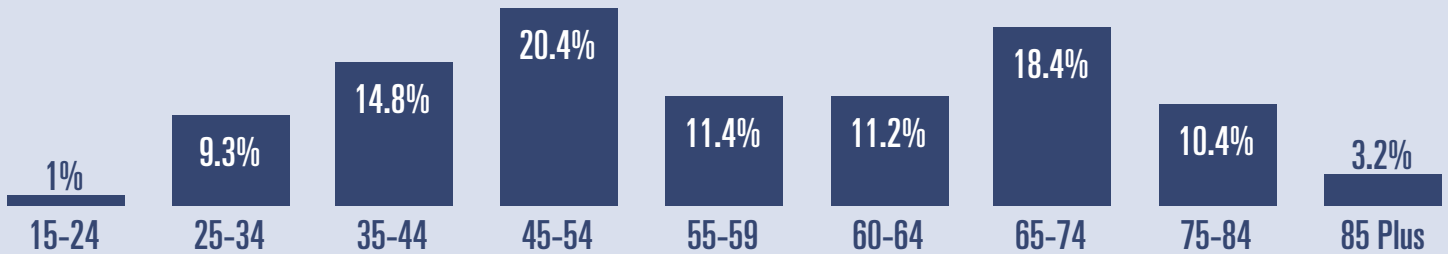
RENTERS SPEND AN AVERAGE OF

# 29.0%

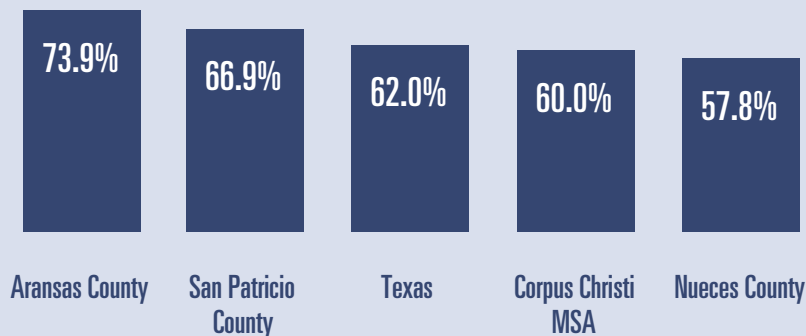
OF THEIR INCOME ON RENT

Housing costs that are 30% or more of gross monthly income are considered unaffordable, according to HUD

## AGE DISTRIBUTION OF HOMEOWNERS



## HOMEOWNERSHIP RATE





# Dallas-Fort Worth-Arlington Metropolitan Statistical Area



# REAL ESTATE 2018

YEAR IN REVIEW



## Dallas-Fort Worth-Arlington MSA by the numbers

MEDIAN PRICE  
**\$265,000**  
 UP 3.9% from 2017

HOMES SOLD  
**99,848**  
 DOWN 2.3% from 2017

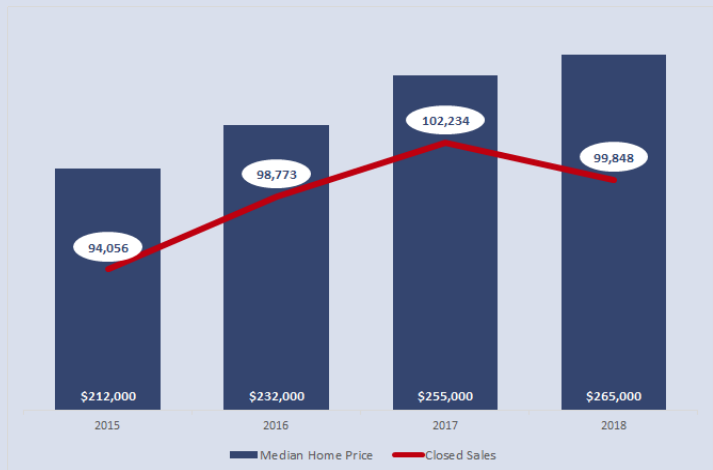
ACTIVE LISTINGS  
**22,095**  
 UP 13.9% from 2017

MONTHS OF INVENTORY  
**2.5**  
 Compared to 1.9 in 2017

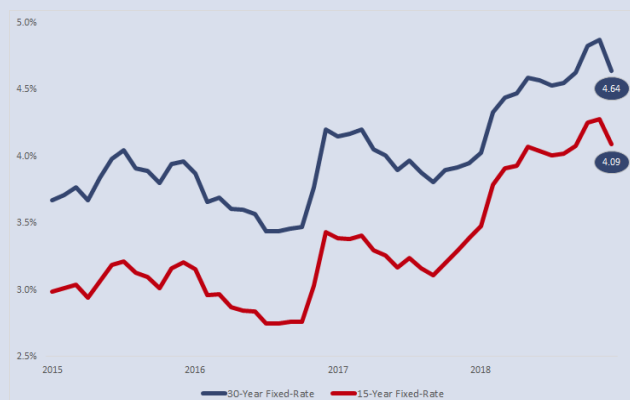
AVERAGE DAYS ON MARKET  
**42**  
 3 days more than 2017

MEDIAN PRICE PER SQ. FT.  
**\$127.26**  
 UP 5.7% from 2017

## 4-YEAR COMPARISON HOME SALES VOLUME VS. MEDIAN PRICE



## MONTHLY AVERAGE MORTGAGE INTEREST RATES



Source: Freddie Mac Primary Mortgage Market Survey® (PMMS®). ©2018, Freddie Mac. Averages are for conforming mortgages with 20% down.

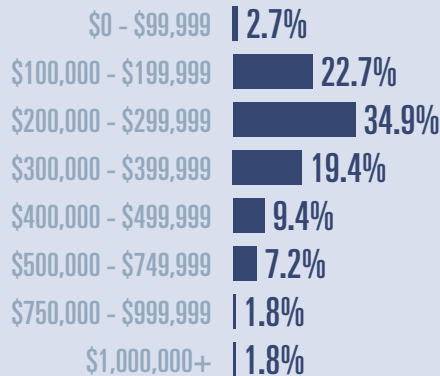
# PERCENT OF HOMES SOLD IN 2018 BY PRICE CLASS

**\$63,870**

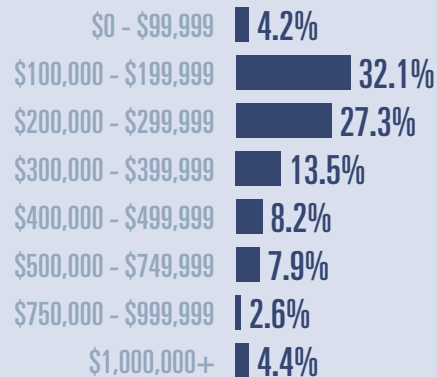
MEDIAN HOUSEHOLD INCOME  
DALLAS-FORT  
WORTH-ARLINGTON

ACCORDING TO THE U.S. CENSUS BUREAU

## Dallas-Fort Worth-Arlington MSA

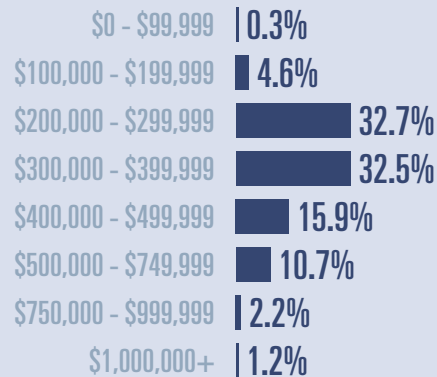


## Dallas County



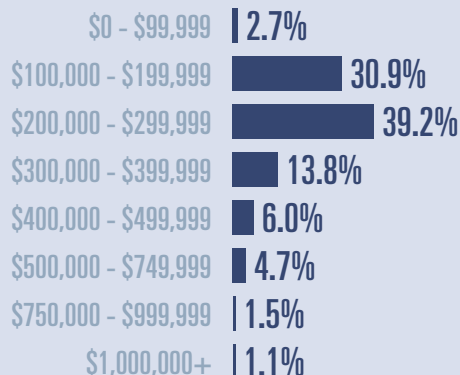
The availability of homes priced under \$200,000 has decreased 20.8% since 2015

## Collin County

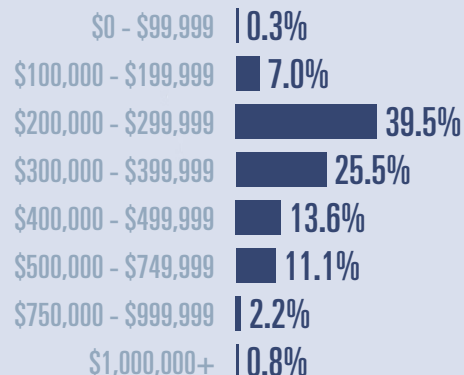


The Real Estate Center at Texas A&M University cites \$150,000-\$200,000 as a typical budget threshold for entry-level and first-time homebuyers.

## Tarrant County

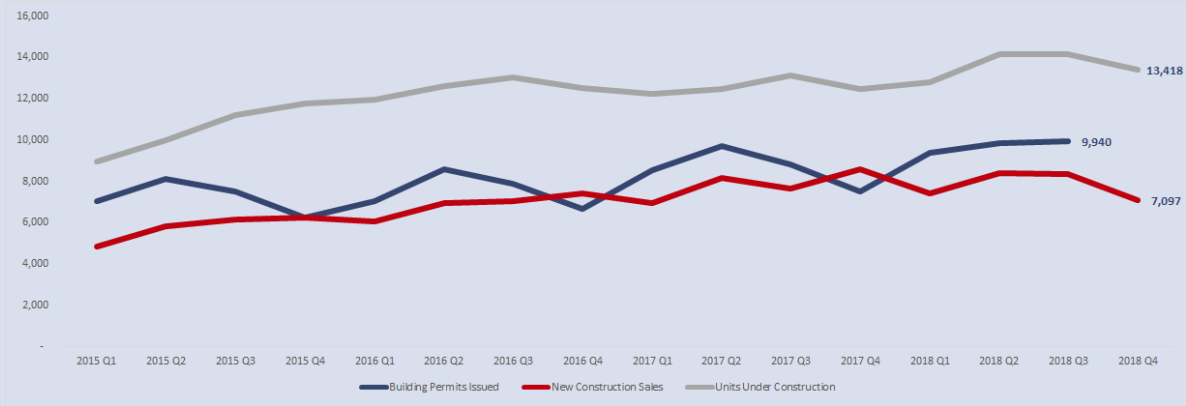


## Denton County



# NEW HOME CONSTRUCTION & APARTMENTS

## NEW CONSTRUCTION Dallas-Fort Worth-Arlington



\* Q4 building permit data is not currently available.



# 31,283

NEW HOMES SOLD IN 2018



# 29,158

NEW BUILDING PERMITS ISSUED  
IN 2018

\* Includes single family and 2-4 units.

## APARTMENT RENT & VACANCY RATES



Dallas



Fort Worth

Data can be affected by timeliness of reporting by governmental entities. Apartment and vacancy data provided by REIS © 2019 Reis Inc. Under construction and deed transfer data provided by Metrostudy © 2019 Metrostudy

# HOUSING AFFORDABILITY

HOMEOWNERS SPEND AN AVERAGE OF

# 20.5%

OF THEIR INCOME ON HOUSING COSTS

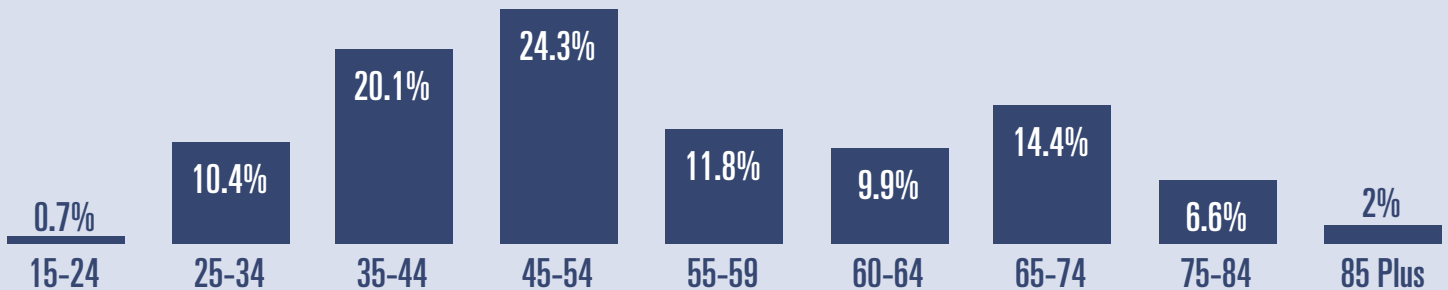
RENTERS SPEND AN AVERAGE OF

# 28.4%

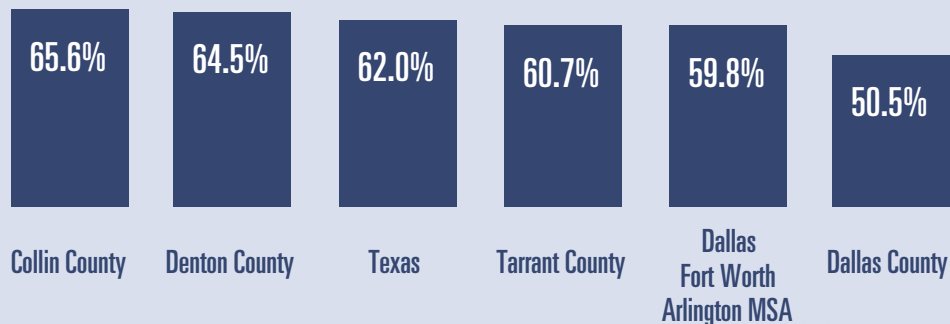
OF THEIR INCOME ON RENT

Housing costs that are 30% or more of gross monthly income are considered unaffordable, according to HUD

## AGE DISTRIBUTION OF HOMEOWNERS



## HOMEOWNERSHIP RATE



# El Paso Metropolitan Statistical Area



# REAL ESTATE 2018

YEAR IN REVIEW



## El Paso MSA by the numbers

MEDIAN PRICE  
**\$154,450**  
UP 3% from 2017

ACTIVE LISTINGS  
**3,033**  
DOWN 14.4% from 2017

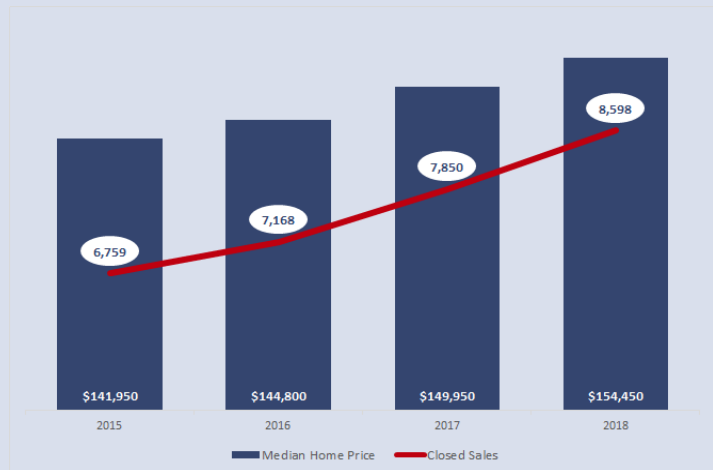
AVERAGE DAYS  
ON MARKET  
**97**  
1 day more than 2017

HOMES SOLD  
**8,598**  
UP 9.5% from 2017

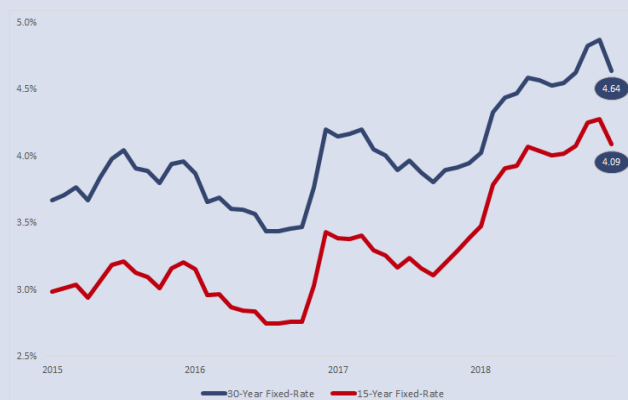
MONTHS OF  
INVENTORY  
**3.7**  
Compared to 5.3 in 2017

MEDIAN PRICE  
PER SQ. FT.  
**\$91.73**  
UP 2.6% from 2017

## 4-YEAR COMPARISON HOME SALES VOLUME VS. MEDIAN PRICE



## MONTHLY AVERAGE MORTGAGE INTEREST RATES



Source: Freddie Mac Primary Mortgage Market Survey® (PMMS®). ©2018, Freddie Mac. Averages are for conforming mortgages with 20% down.

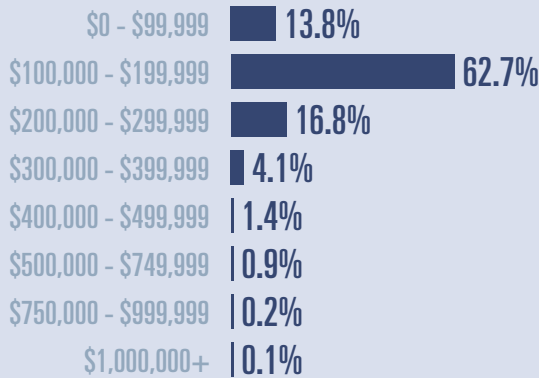
# PERCENT OF HOMES SOLD IN 2018 BY PRICE CLASS

## \$43,170

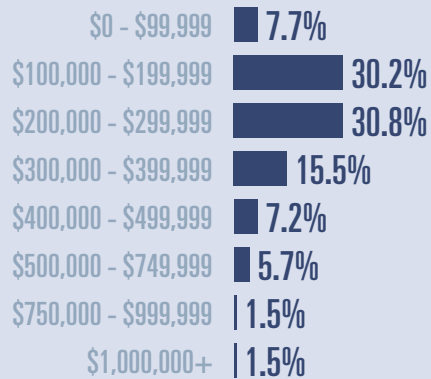
MEDIAN HOUSEHOLD INCOME  
EL PASO

ACCORDING TO THE U.S. CENSUS BUREAU

## El Paso MSA



## Texas

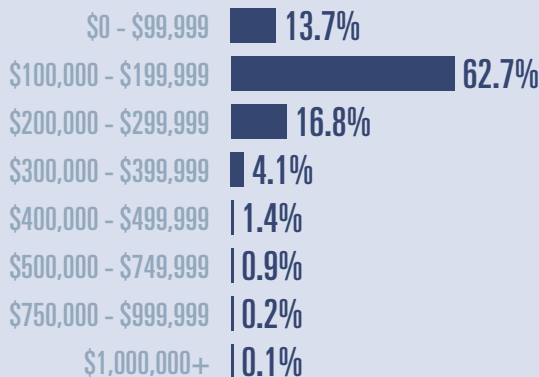


The availability of homes priced under \$200,000 has decreased 3.5% since 2015



The Real Estate Center at Texas A&M University cites \$150,000-\$200,000 as a typical budget threshold for entry-level and first-time homebuyers.

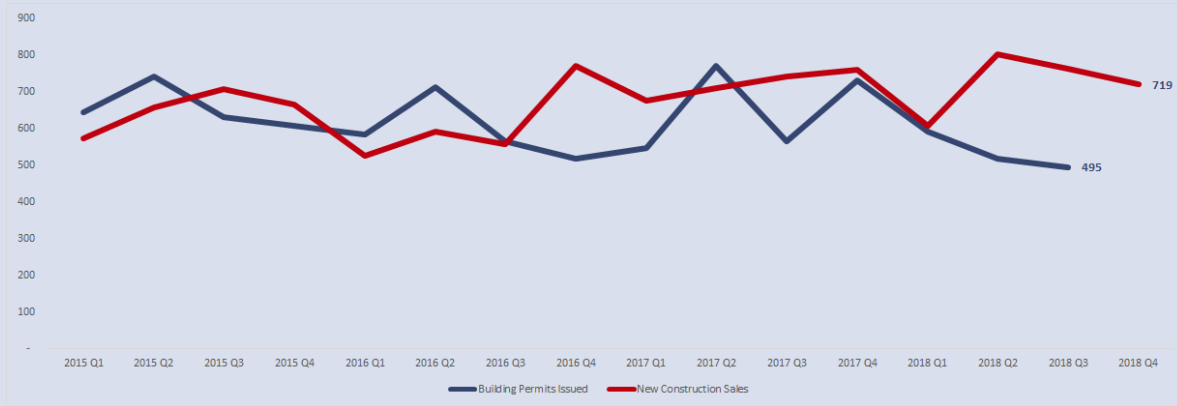
## El Paso County





# NEW HOME CONSTRUCTION & APARTMENTS

## NEW CONSTRUCTION El Paso



\* Q4 building permit data is not currently available.



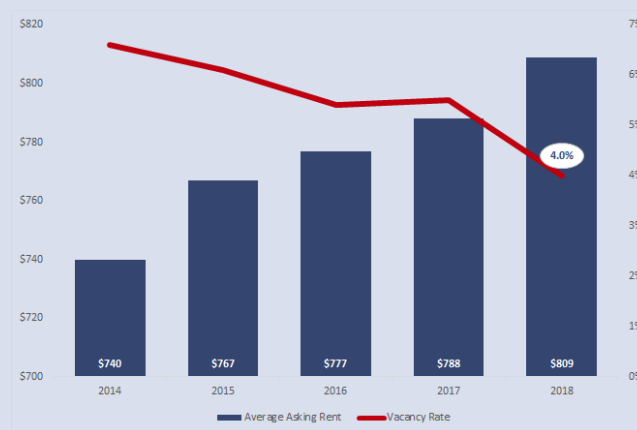
**2,890**  
NEW HOMES SOLD IN 2018



**1,604**  
NEW BUILDING PERMITS ISSUED  
IN 2018

\* Includes single family and 2-4 units.

## APARTMENT RENT & VACANCY RATES



# HOUSING AFFORDABILITY

HOMEOWNERS SPEND AN AVERAGE OF

# 22.9%

OF THEIR INCOME ON HOUSING COSTS

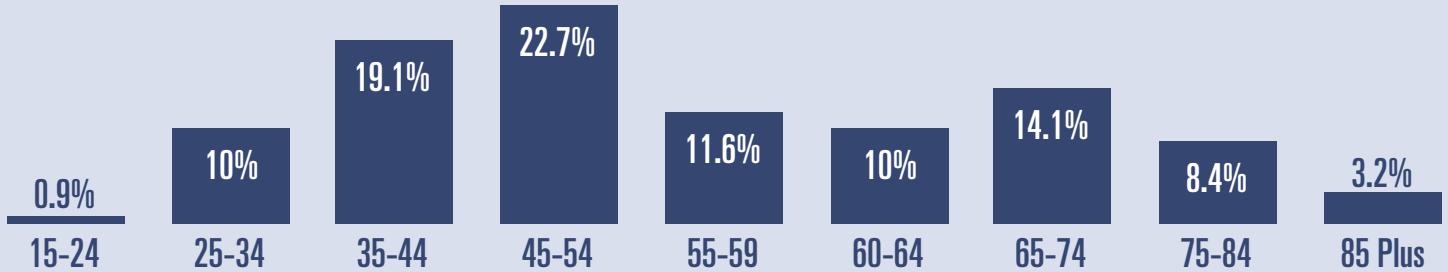
RENTERS SPEND AN AVERAGE OF

# 31.1%

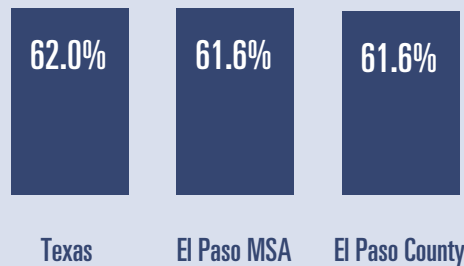
OF THEIR INCOME ON RENT

Housing costs that are 30% or more of gross monthly income are considered unaffordable, according to HUD

## AGE DISTRIBUTION OF HOMEOWNERS



## HOMEOWNERSHIP RATE



# Houston-The Woodlands-Sugar Land Metropolitan Statistical Area



# REAL ESTATE 2018

YEAR IN REVIEW



## Houston-The Woodlands-Sugar Land MSA by the numbers

MEDIAN PRICE  
**\$235,000**  
UP 3.1% from 2017

ACTIVE LISTINGS  
**26,368**  
UP 1.6% from 2017

AVERAGE DAYS  
ON MARKET  
**56**  
Unchanged from 2017

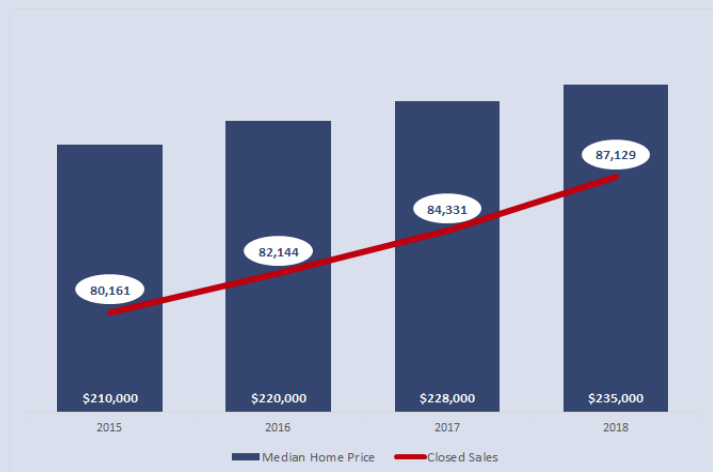


HOMES SOLD  
**87,129**  
UP 3.3% from 2017

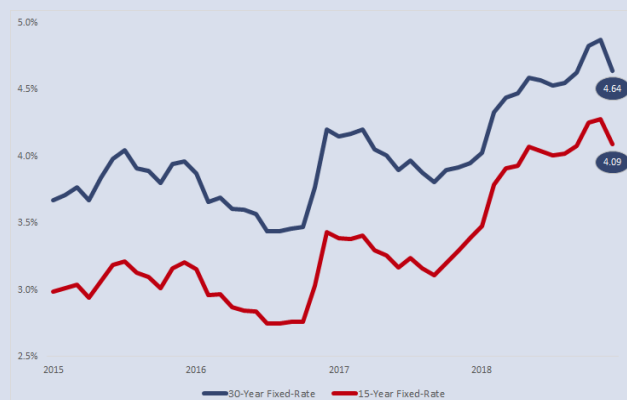
MONTHS OF  
INVENTORY  
**3.5**  
Compared to 3.1 in 2017

MEDIAN PRICE  
PER SQ. FT.  
**\$109.18**  
UP 4.2% from 2017

## 4-YEAR COMPARISON HOME SALES VOLUME VS. MEDIAN PRICE



## MONTHLY AVERAGE MORTGAGE INTEREST RATES



Source: Freddie Mac Primary Mortgage Market Survey® (PMMS®). ©2018, Freddie Mac. Averages are for conforming mortgages with 20% down.

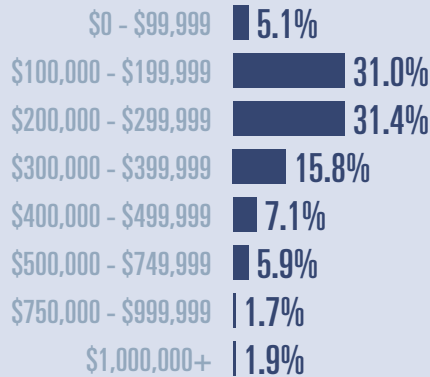
# PERCENT OF HOMES SOLD IN 2018 BY PRICE CLASS

## \$62,922

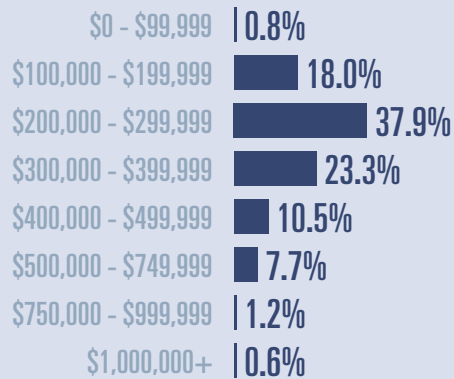
MEDIAN HOUSEHOLD INCOME  
HOUSTON-THE  
WOODLANDS-SUGAR LAND

ACCORDING TO THE U.S. CENSUS BUREAU

## Houston-The Woodlands-Sugar Land MSA

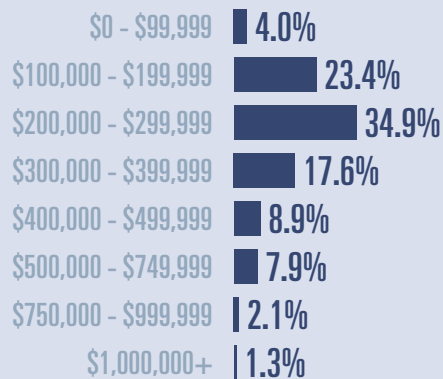


## Fort Bend County



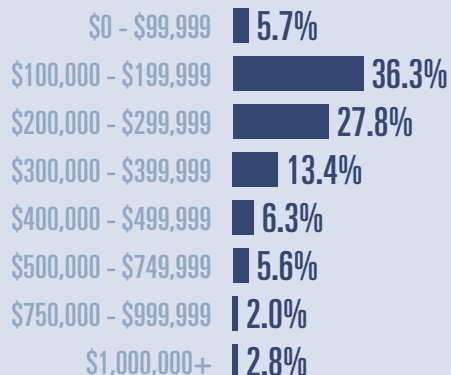
The availability of homes priced under \$200,000 has decreased 10.5% since 2015

## Montgomery County

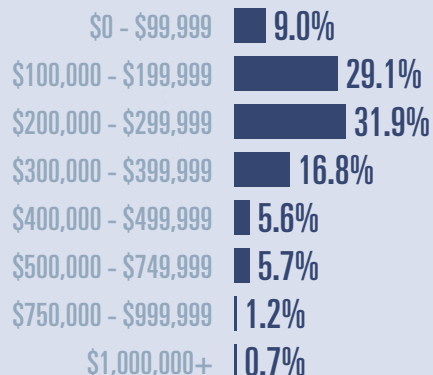


The Real Estate Center at Texas A&M University cites \$150,000-\$200,000 as a typical budget threshold for entry-level and first-time homebuyers.

## Harris County

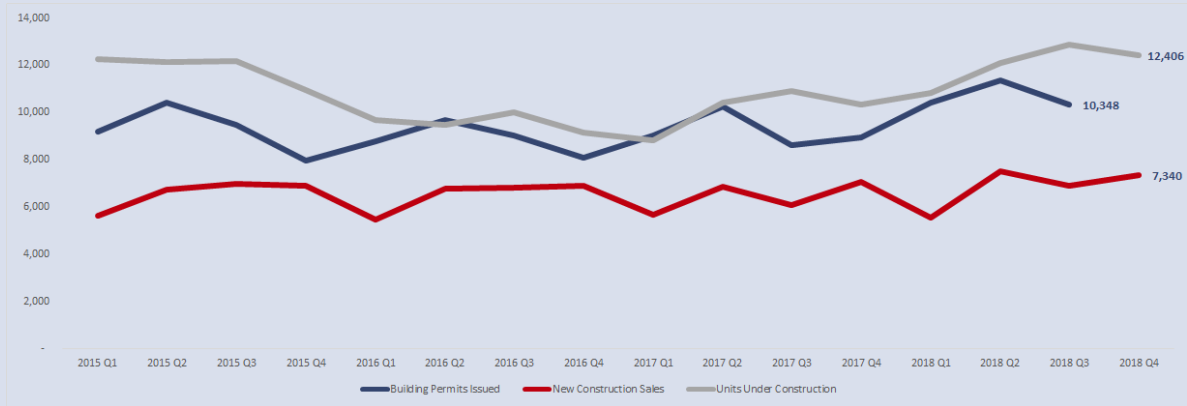


## Galveston County



# NEW HOME CONSTRUCTION & APARTMENTS

## NEW CONSTRUCTION Houston-The Woodlands-Sugar Land



\* Q4 building permit data is not currently available.



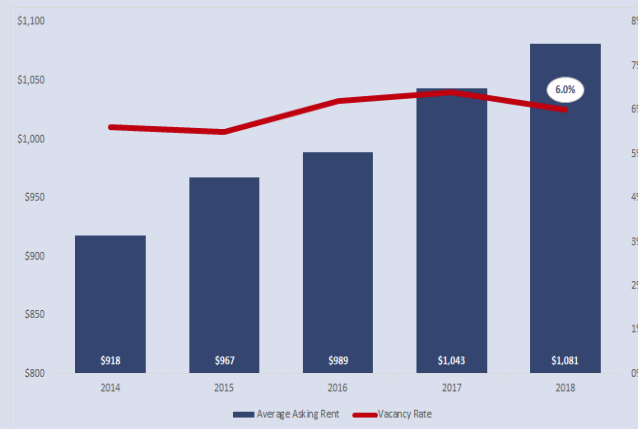
**27,349**  
NEW HOMES SOLD IN 2018



**32,135**  
NEW BUILDING PERMITS ISSUED  
IN 2018

\* Includes single family and 2-4 units.

## APARTMENT RENT & VACANCY RATES



Data can be affected by timeliness of reporting by governmental entities. Apartment and vacancy data provided by REIS © 2019 Reis Inc. Under construction and deed transfer data provided by Metrostudy © 2019 Metrostudy

# HOUSING AFFORDABILITY

HOMEOWNERS SPEND AN AVERAGE OF

# 20.9%

OF THEIR INCOME ON HOUSING COSTS

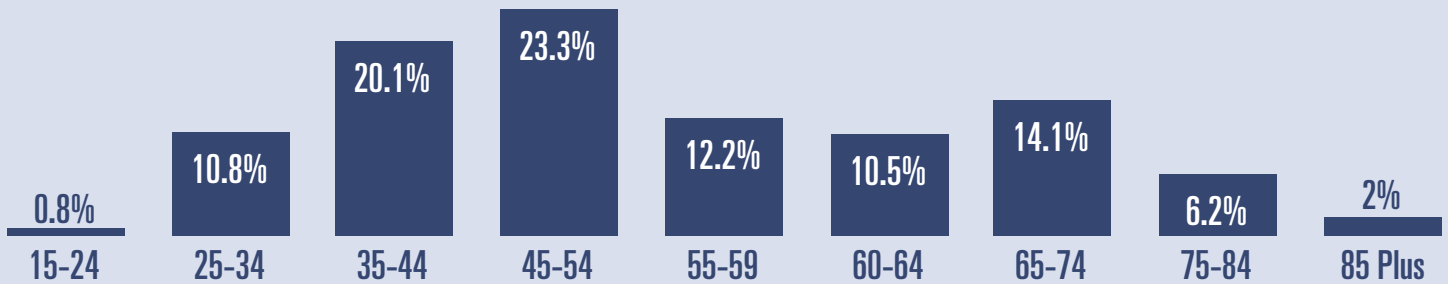
RENTERS SPEND AN AVERAGE OF

# 29.3%

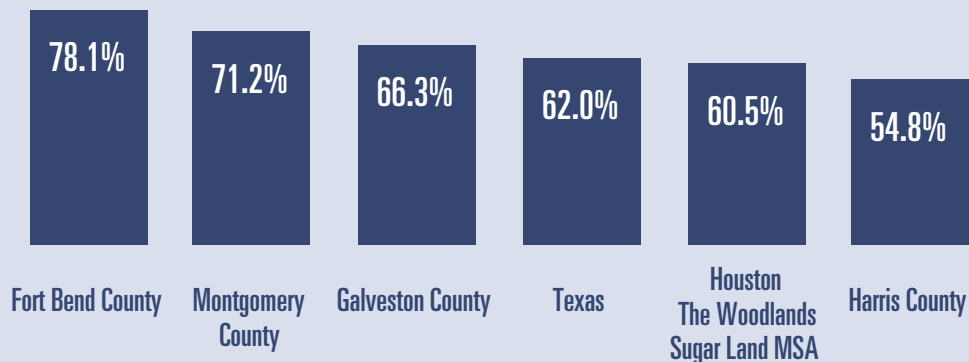
OF THEIR INCOME ON RENT

Housing costs that are 30% or more of gross monthly income are considered unaffordable, according to HUD

## AGE DISTRIBUTION OF HOMEOWNERS



## HOMEOWNERSHIP RATE





# Killeen-Temple Metropolitan Statistical Area



# REAL ESTATE 2018

YEAR IN REVIEW



## Killeen-Temple MSA by the numbers

MEDIAN PRICE  
**\$160,000**  
UP 4.6% from 2017

HOMES SOLD  
**6,622**  
UP 4.5% from 2017

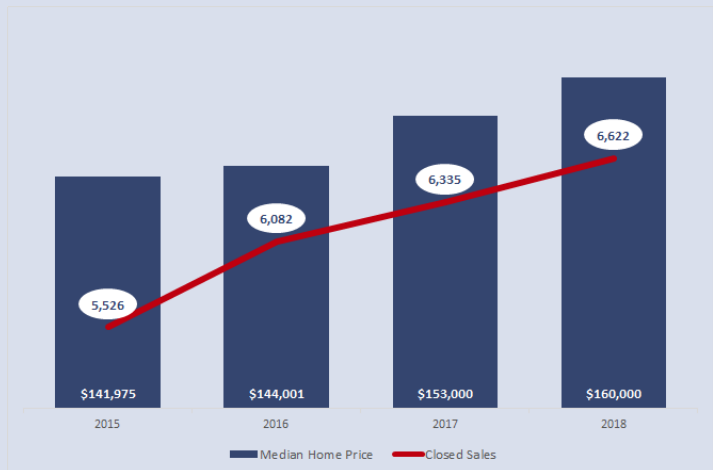
ACTIVE LISTINGS  
**1,720**  
DOWN 7% from 2017

MONTHS OF INVENTORY  
**2.9**  
Compared to 3.3 in 2017

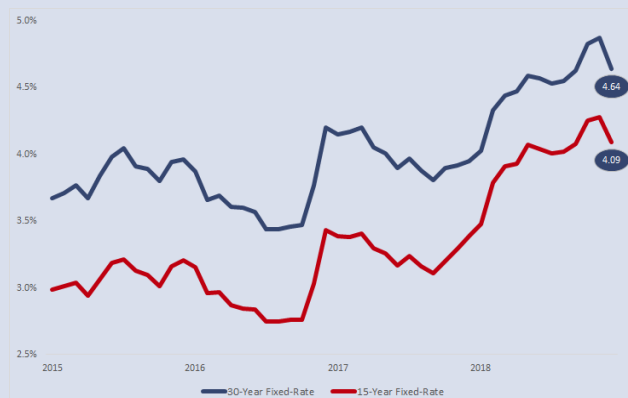
AVERAGE DAYS ON MARKET  
**63**  
3 days less than 2017

MEDIAN PRICE PER SQ. FT.  
**\$87.91**  
UP 6% from 2017

## 4-YEAR COMPARISON HOME SALES VOLUME VS. MEDIAN PRICE



## MONTHLY AVERAGE MORTGAGE INTEREST RATES



Source: Freddie Mac Primary Mortgage Market Survey® (PMMS®). ©2018, Freddie Mac. Averages are for conforming mortgages with 20% down.

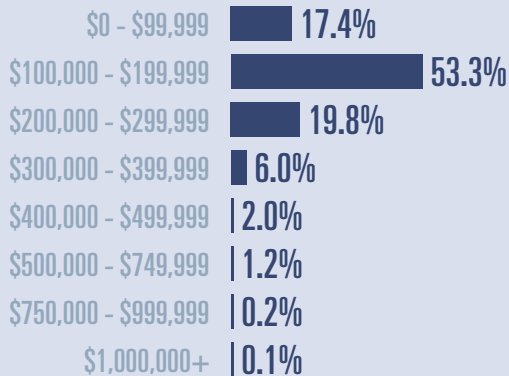
# PERCENT OF HOMES SOLD IN 2018 BY PRICE CLASS

## \$52,353

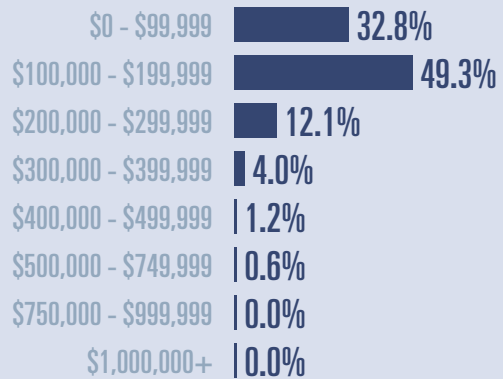
MEDIAN HOUSEHOLD INCOME  
KILLEEN-TEMPLE

ACCORDING TO THE U.S. CENSUS BUREAU

## Killeen-Temple MSA

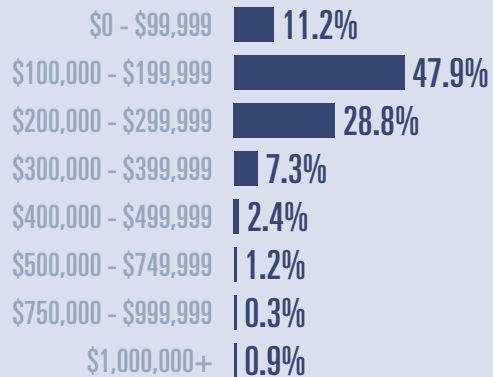


## Coryell County



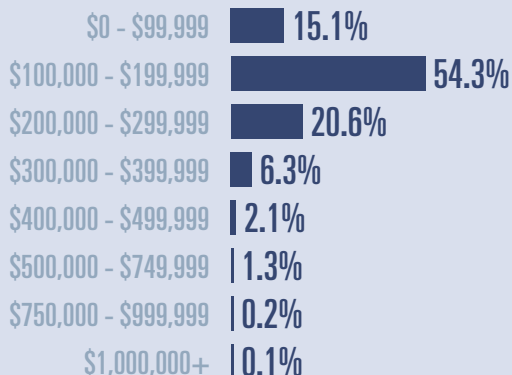
The availability of homes priced under \$200,000 has decreased 6.2% since 2015

## Lampasas County

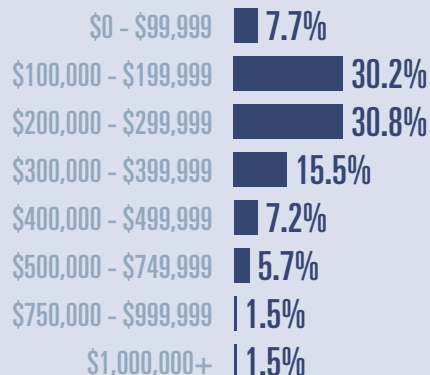


The Real Estate Center at Texas A&M University cites \$150,000-\$200,000 as a typical budget threshold for entry-level and first-time homebuyers.

## Bell County

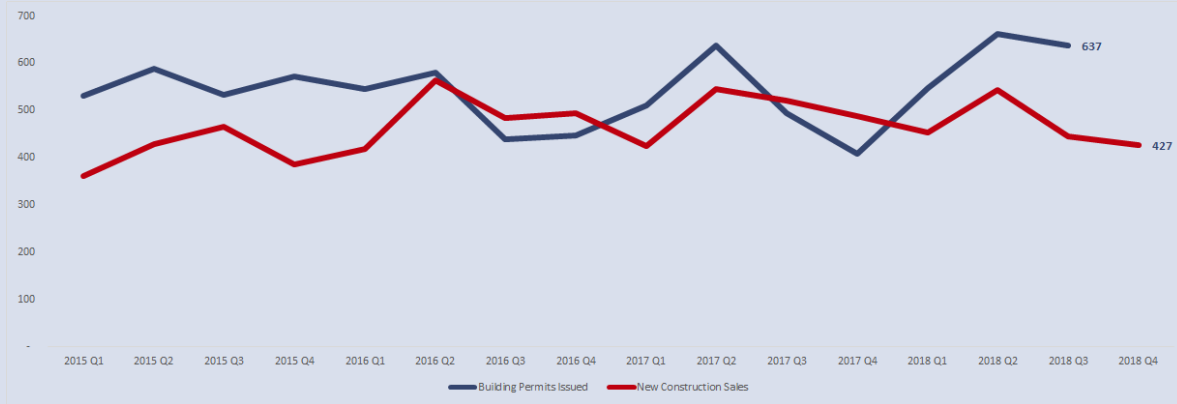


## Texas



# NEW HOME CONSTRUCTION & APARTMENTS

## NEW CONSTRUCTION Killeen-Temple



\* Q4 building permit data is not currently available.



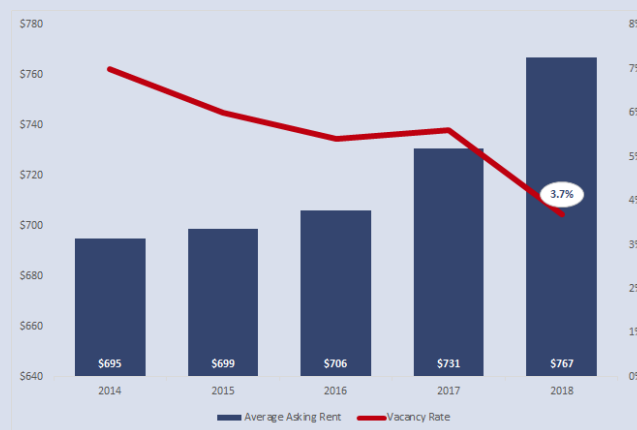
**1,871**  
NEW HOMES SOLD IN 2018



**1,848**  
NEW BUILDING PERMITS ISSUED  
IN 2018

\* Includes single family and 2-4 units.

## APARTMENT RENT & VACANCY RATES



Data can be affected by timeliness of reporting by governmental entities. Apartment and vacancy data provided by REIS © 2019 Reis Inc. Under construction and deed transfer data provided by Metrostudy © 2019 Metrostudy

# HOUSING AFFORDABILITY

HOMEOWNERS SPEND AN AVERAGE OF

# 20.4%

OF THEIR INCOME ON HOUSING COSTS

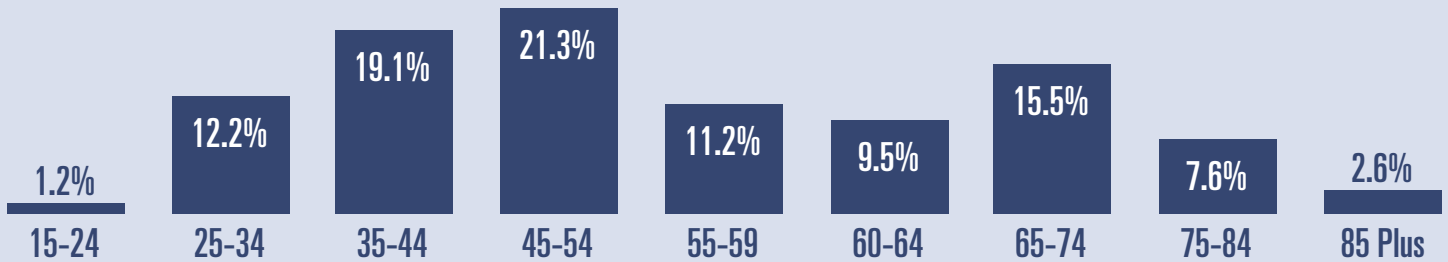
RENTERS SPEND AN AVERAGE OF

# 27.7%

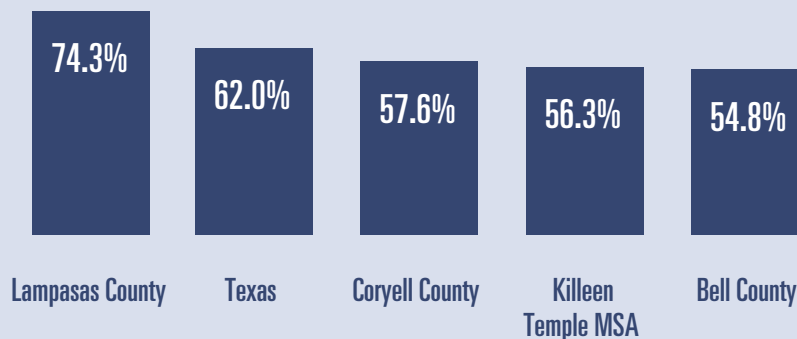
OF THEIR INCOME ON RENT

Housing costs that are 30% or more of gross monthly income are considered unaffordable, according to HUD

## AGE DISTRIBUTION OF HOMEOWNERS



## HOMEOWNERSHIP RATE



# Laredo Metropolitan Statistical Area



# REAL ESTATE 2018

YEAR IN REVIEW



## Laredo MSA by the numbers

MEDIAN PRICE  
**\$164,900**  
UP 1.8% from 2017

HOMES SOLD  
**1,242**  
DOWN 0.7% from 2017

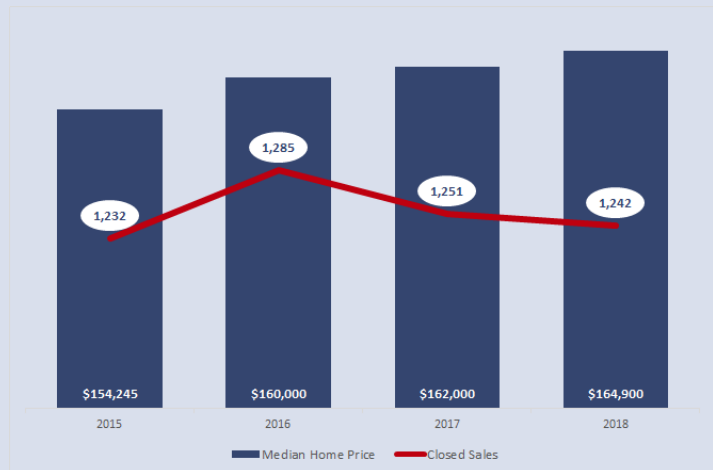
ACTIVE LISTINGS  
**517**  
DOWN 0.6% from 2017

MONTHS OF INVENTORY  
**4.6**  
Compared to 4.9 in 2017

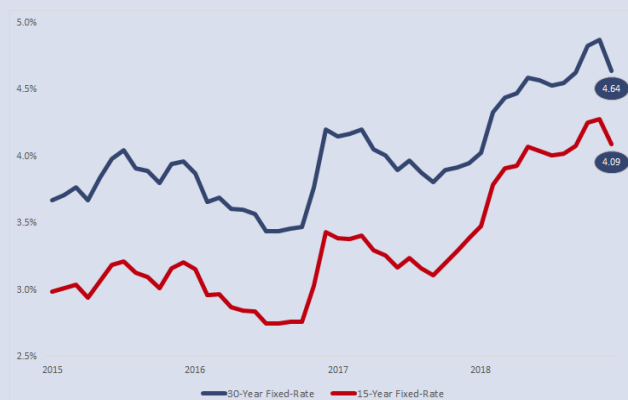
AVERAGE DAYS ON MARKET  
**62**  
Unchanged from 2017

MEDIAN PRICE PER SQ. FT.  
**\$100.97**  
UP 1.1% from 2017

## 4-YEAR COMPARISON HOME SALES VOLUME VS. MEDIAN PRICE



## MONTHLY AVERAGE MORTGAGE INTEREST RATES



Source: Freddie Mac Primary Mortgage Market Survey® (PMMS®). ©2018, Freddie Mac. Averages are for conforming mortgages with 20% down.

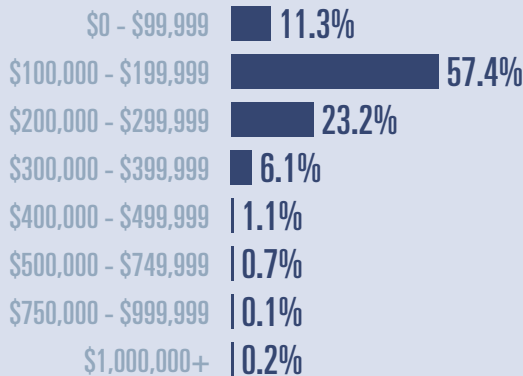
# PERCENT OF HOMES SOLD IN 2018 BY PRICE CLASS

## \$40,442

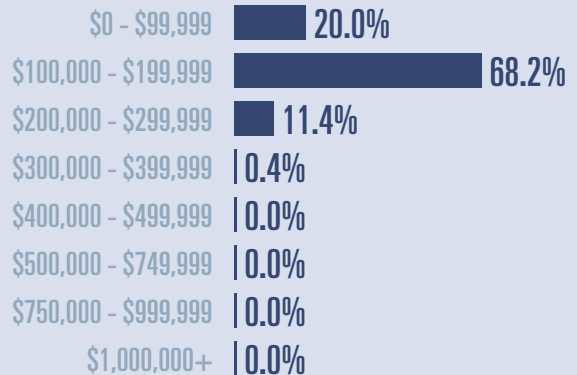
MEDIAN HOUSEHOLD INCOME  
LAREDO

ACCORDING TO THE U.S. CENSUS BUREAU

## Laredo MSA

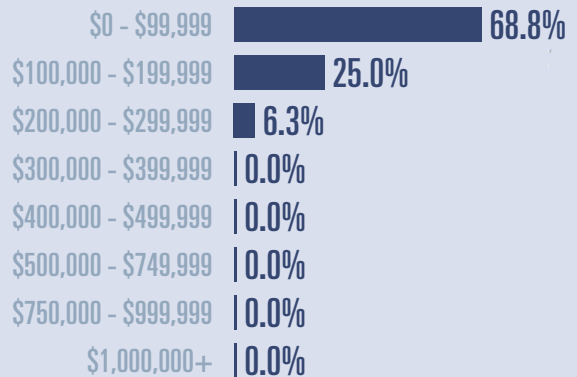


## Maverick County

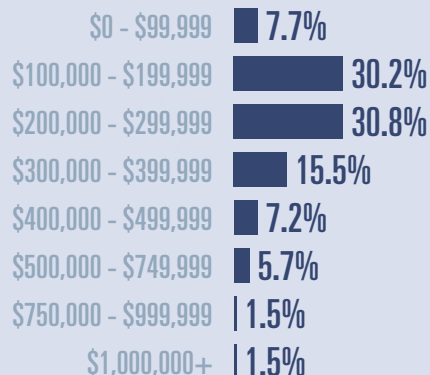


The availability of homes priced under \$200,000 has decreased 3.1% since 2015

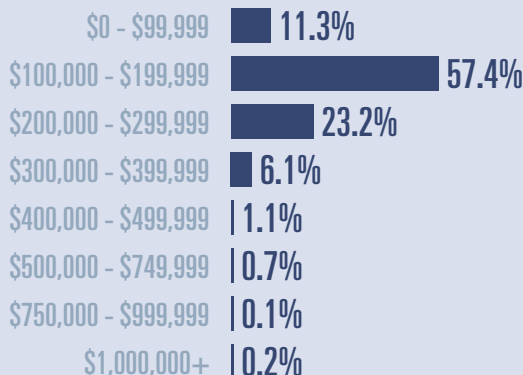
## Duval County



## Texas



## Webb County

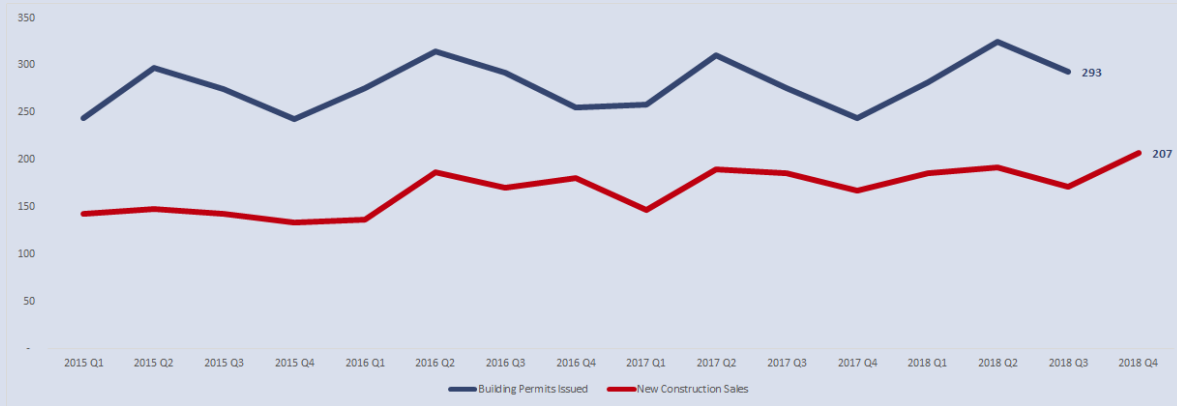


The Real Estate Center at Texas A&M University cites \$150,000-\$200,000 as a typical budget threshold for entry-level and first-time homebuyers.



# NEW HOME CONSTRUCTION & APARTMENTS

## NEW CONSTRUCTION Laredo



\* Q4 building permit data is not currently available.



# 757

NEW HOMES SOLD IN 2018

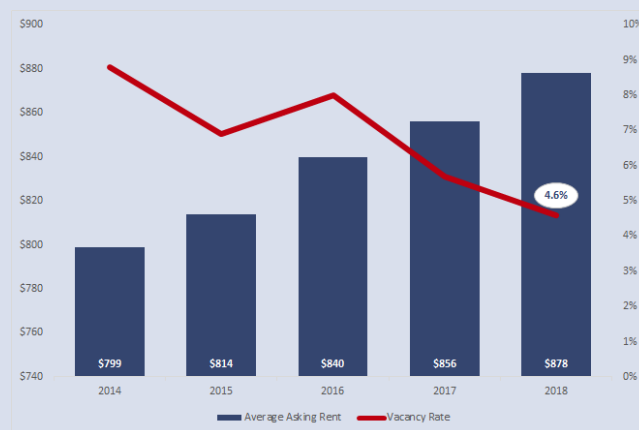


# 900

NEW BUILDING PERMITS ISSUED  
IN 2018

\* Includes single family and 2-4 units.

## APARTMENT RENT & VACANCY RATES



# HOUSING AFFORDABILITY

HOMEOWNERS SPEND AN AVERAGE OF

# 23.7%

OF THEIR INCOME ON HOUSING COSTS

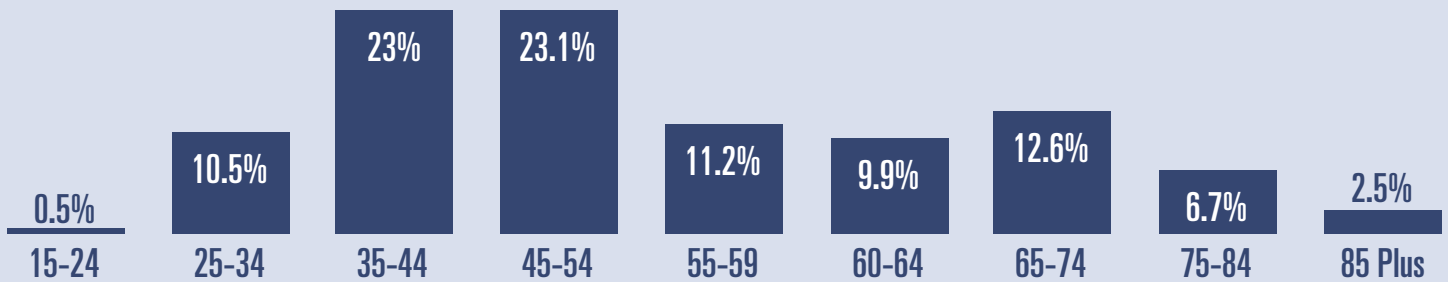
RENTERS SPEND AN AVERAGE OF

# 31.8%

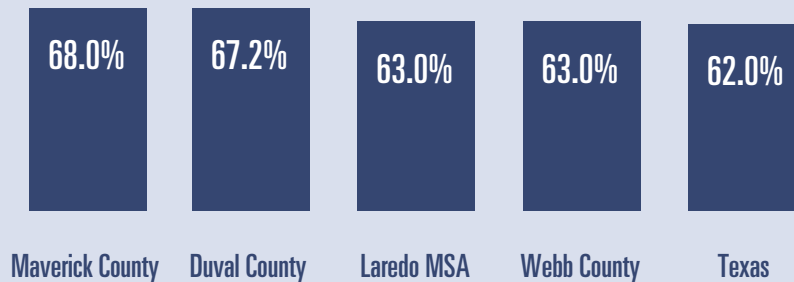
OF THEIR INCOME ON RENT

Housing costs that are 30% or more of gross monthly income are considered unaffordable, according to HUD

## AGE DISTRIBUTION OF HOMEOWNERS



## HOMEOWNERSHIP RATE



# Longview Metropolitan Statistical Area



# REAL ESTATE 2018

YEAR IN REVIEW



## Longview MSA by the numbers

MEDIAN PRICE  
**\$155,000**  
UP 6.9% from 2017

ACTIVE LISTINGS  
**1,031**  
DOWN 19.8% from 2017

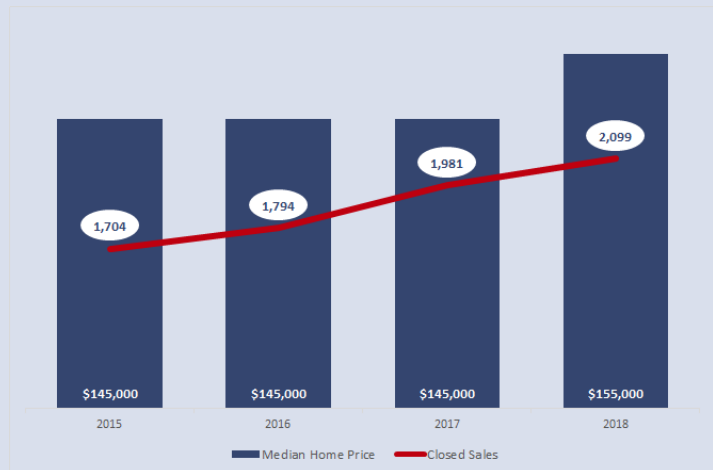
AVERAGE DAYS  
ON MARKET  
**89**  
10 days less than 2017

HOMES SOLD  
**2,099**  
UP 6% from 2017

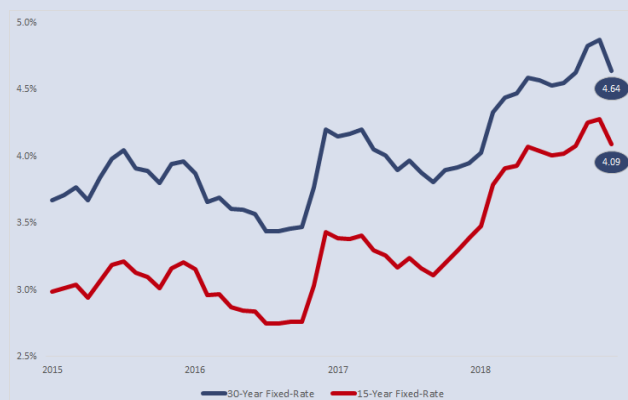
MONTHS OF  
INVENTORY  
**5.2**  
Compared to 6.6 in 2017

MEDIAN PRICE  
PER SQ. FT.  
**\$ 82.94**  
UP 3.3% from 2017

## 4-YEAR COMPARISON HOME SALES VOLUME VS. MEDIAN PRICE



## MONTHLY AVERAGE MORTGAGE INTEREST RATES



Source: Freddie Mac Primary Mortgage Market Survey® (PMMS®). ©2018, Freddie Mac. Averages are for conforming mortgages with 20% down.

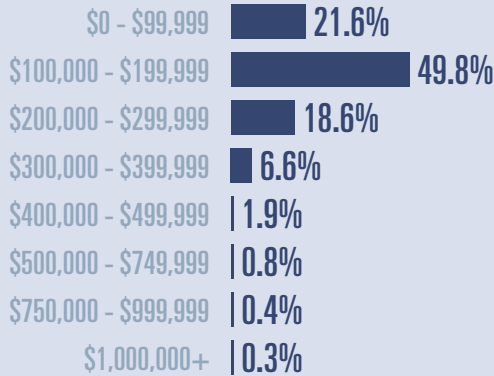
# PERCENT OF HOMES SOLD IN 2018 BY PRICE CLASS

## \$48,359

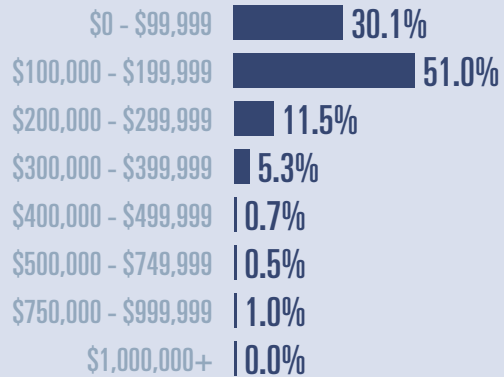
MEDIAN HOUSEHOLD INCOME  
LONGVIEW

ACCORDING TO THE U.S. CENSUS BUREAU

## Longview MSA

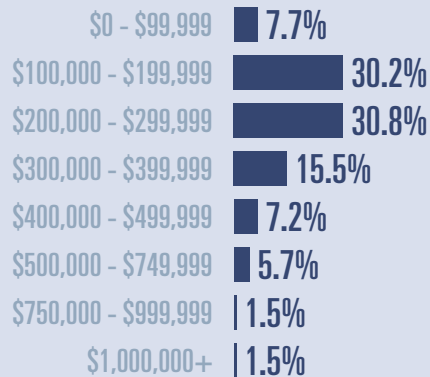


## Rusk County



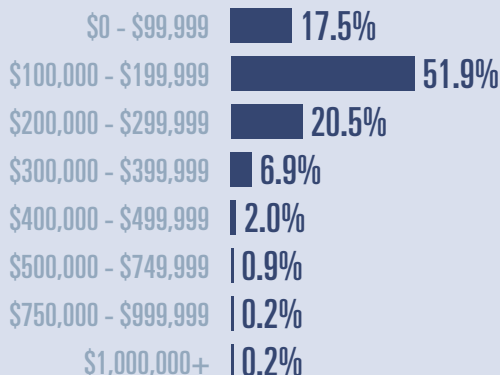
The availability of homes priced under \$200,000 has decreased 3.8% since 2015

## Texas



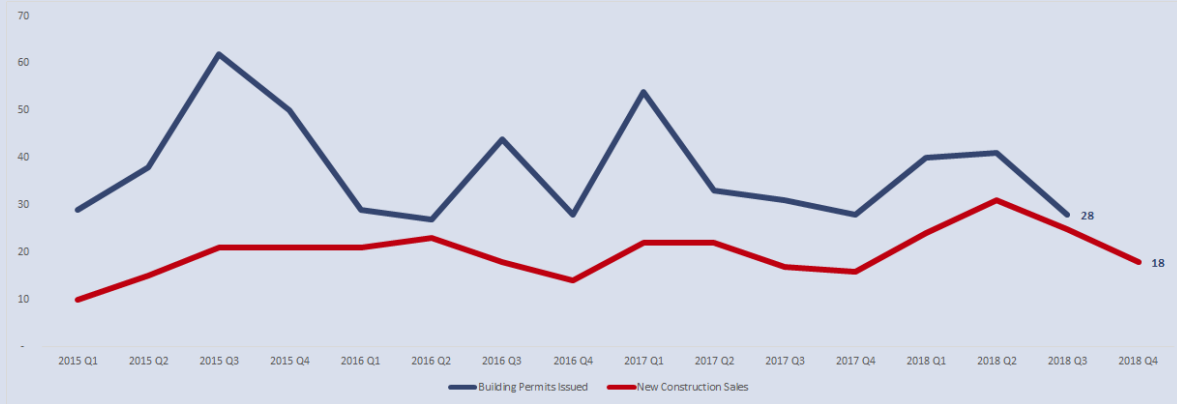
The Real Estate Center at Texas A&M University cites \$150,000-\$200,000 as a typical budget threshold for entry-level and first-time homebuyers.

## Gregg County



# NEW HOME CONSTRUCTION & APARTMENTS

## NEW CONSTRUCTION Longview



\* Q4 building permit data is not currently available.



98

NEW HOMES SOLD IN 2018

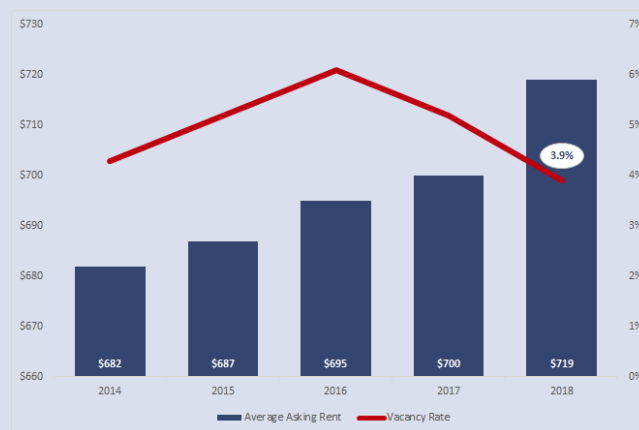


109

NEW BUILDING PERMITS ISSUED  
IN 2018

\* Includes single family and 2-4 units.

## APARTMENT RENT & VACANCY RATES



Data can be affected by timeliness of reporting by governmental entities. Apartment and vacancy data provided by REIS © 2019 Reis Inc. Under construction and deed transfer data provided by Metrostudy © 2019 Metrostudy

# HOUSING AFFORDABILITY

HOMEOWNERS SPEND AN AVERAGE OF

# 20.5%

OF THEIR INCOME ON HOUSING COSTS

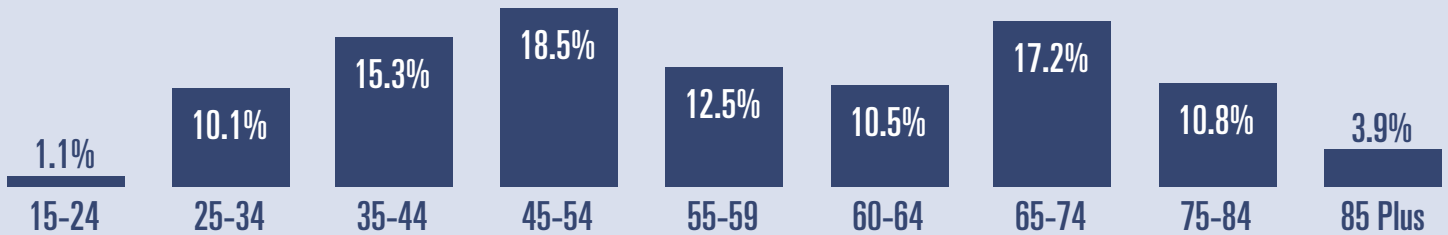
RENTERS SPEND AN AVERAGE OF

# 28.8%

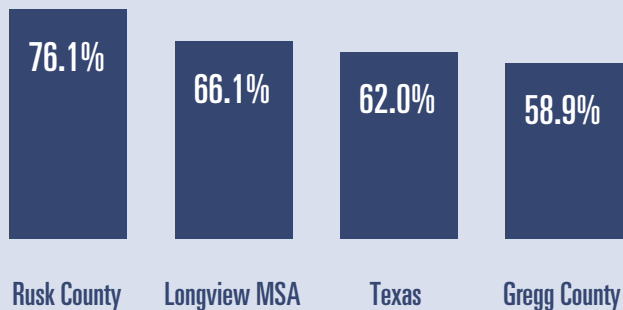
OF THEIR INCOME ON RENT

Housing costs that are 30% or more of gross monthly income are considered unaffordable, according to HUD

## AGE DISTRIBUTION OF HOMEOWNERS



## HOMEOWNERSHIP RATE





# Lubbock Metropolitan Statistical Area



# REAL ESTATE 2018

YEAR IN REVIEW



## Lubbock MSA by the numbers

MEDIAN PRICE  
**\$165,900**  
UP 7.4% from 2017

HOMES SOLD  
**4,457**  
UP 16.2% from 2017

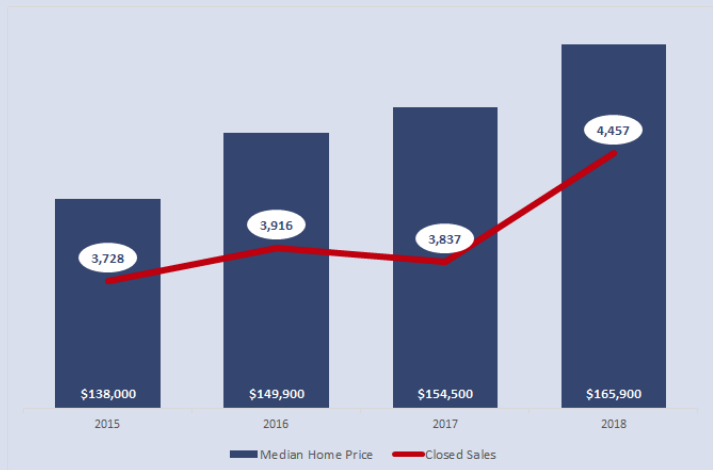
ACTIVE LISTINGS  
**1,084**  
UP 19.1% from 2017

MONTHS OF INVENTORY  
**2.9**  
Compared to 3.0 in 2017

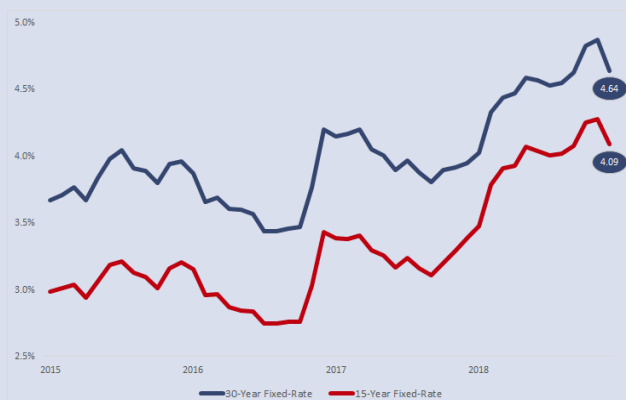
AVERAGE DAYS ON MARKET  
**42**  
1 day more than 2017

MEDIAN PRICE PER SQ. FT.  
**\$91.94**  
UP 4.3% from 2017

## 4-YEAR COMPARISON HOME SALES VOLUME VS. MEDIAN PRICE



## MONTHLY AVERAGE MORTGAGE INTEREST RATES



Source: Freddie Mac Primary Mortgage Market Survey® (PMMS®). ©2018, Freddie Mac. Averages are for conforming mortgages with 20% down.

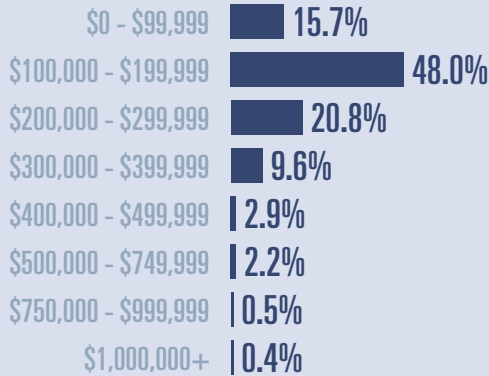
# PERCENT OF HOMES SOLD IN 2018 BY PRICE CLASS

## \$48,709

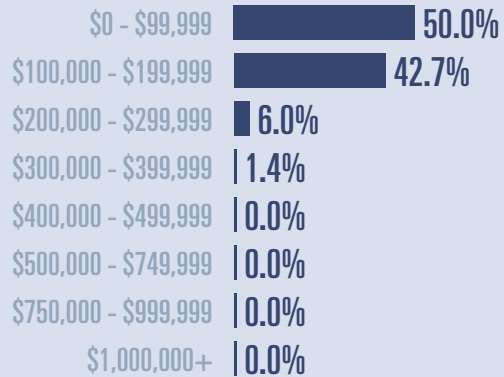
MEDIAN HOUSEHOLD INCOME  
LUBBOCK

ACCORDING TO THE U.S. CENSUS BUREAU

## Lubbock MSA

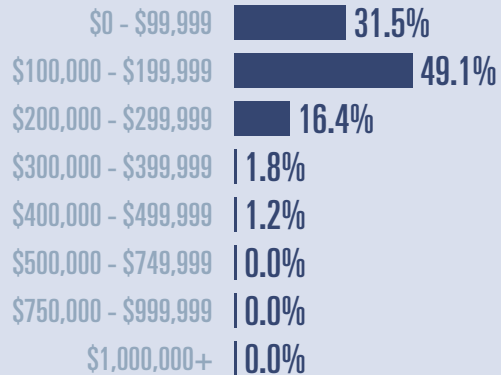


## Hale County

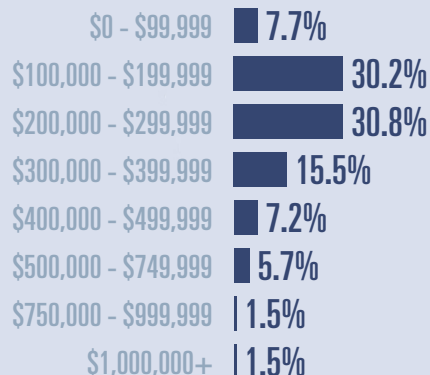


The availability of homes priced under \$200,000 has decreased 12.3% since 2015

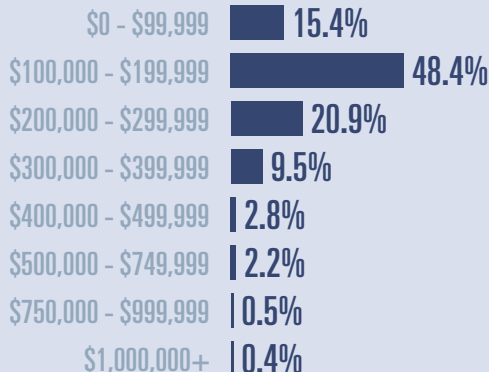
## Hockley County



## Texas



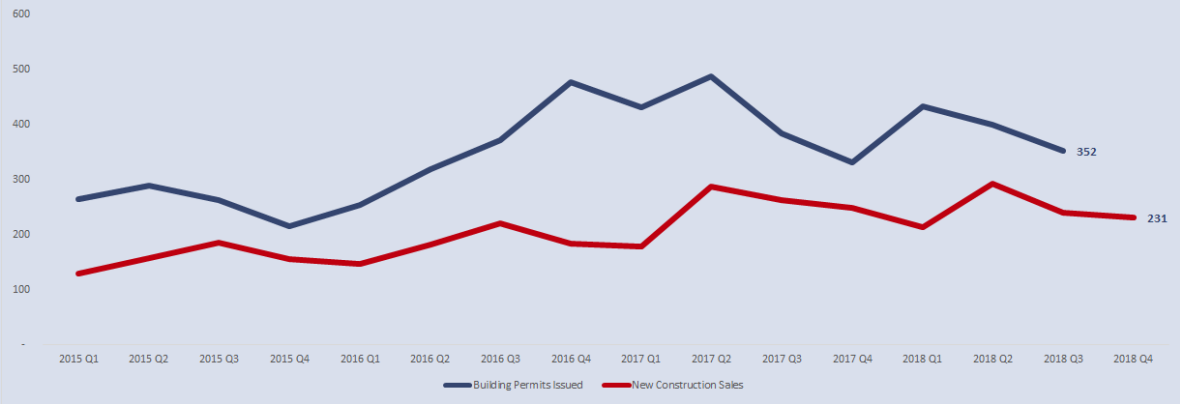
## Lubbock County



The Real Estate Center at Texas A&M University cites \$150,000-\$200,000 as a typical budget threshold for entry-level and first-time homebuyers.

# NEW HOME CONSTRUCTION & APARTMENTS

## NEW CONSTRUCTION Lubbock



\* Q4 building permit data is not currently available.



**976**

NEW HOMES SOLD IN 2018



**1,184**

NEW BUILDING PERMITS ISSUED  
IN 2018

\* Includes single family and 2-4 units.

## APARTMENT RENT & VACANCY RATES



Data can be affected by timeliness of reporting by governmental entities. Apartment and vacancy data provided by REIS © 2019 Reis Inc. Under construction and deed transfer data provided by Metrostudy © 2019 Metrostudy

# HOUSING AFFORDABILITY

HOMEOWNERS SPEND AN AVERAGE OF

# 19.2%

OF THEIR INCOME ON HOUSING COSTS

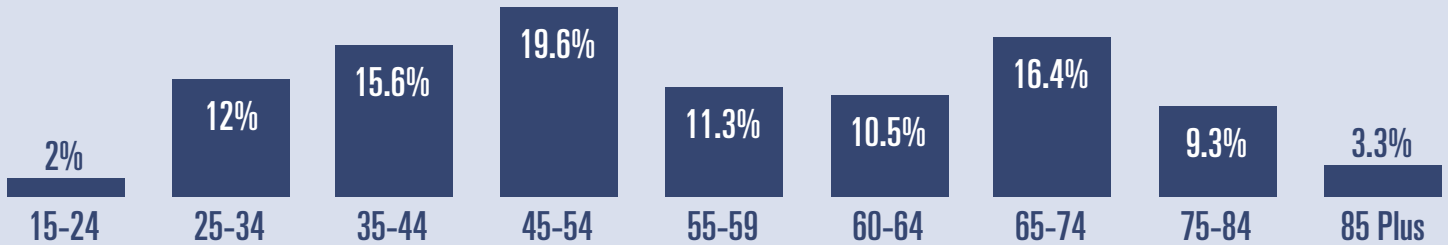
RENTERS SPEND AN AVERAGE OF

# 34.6%

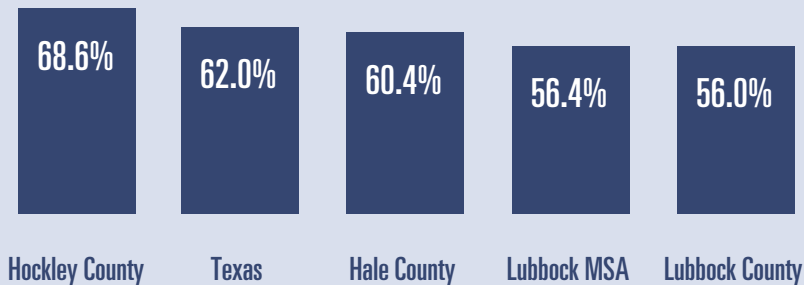
OF THEIR INCOME ON RENT

Housing costs that are 30% or more of gross monthly income are considered unaffordable, according to HUD

## AGE DISTRIBUTION OF HOMEOWNERS



## HOMEOWNERSHIP RATE



# McAllen-Edinburg-Mission Metropolitan Statistical Area



# REAL ESTATE 2018

YEAR IN REVIEW



## McAllen-Edinburg-Mission MSA by the numbers

MEDIAN PRICE

**\$145,500**

UP 3.9% from 2017

ACTIVE LISTINGS

**1,923**

UP 0.8% from 2017

AVERAGE DAYS ON MARKET

**95**

3 days more than 2017

HOMES SOLD

**2,863**

DOWN 2.7% from 2017

MONTHS OF INVENTORY

**8.2**

Compared to 7.3 in 2017

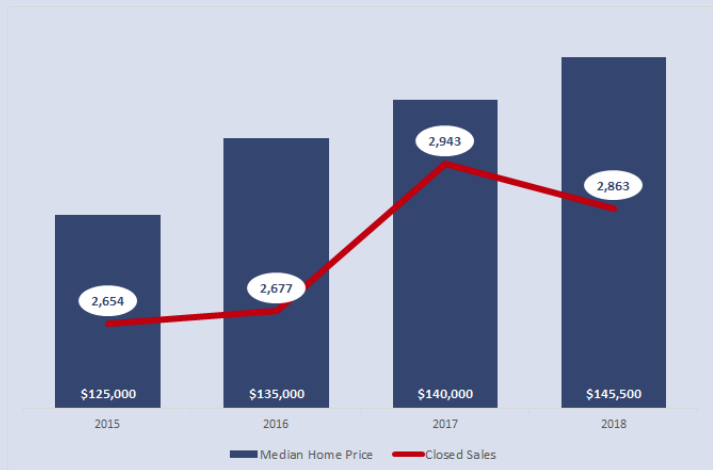
MEDIAN PRICE PER SQ. FT.

**\$ 82.47**

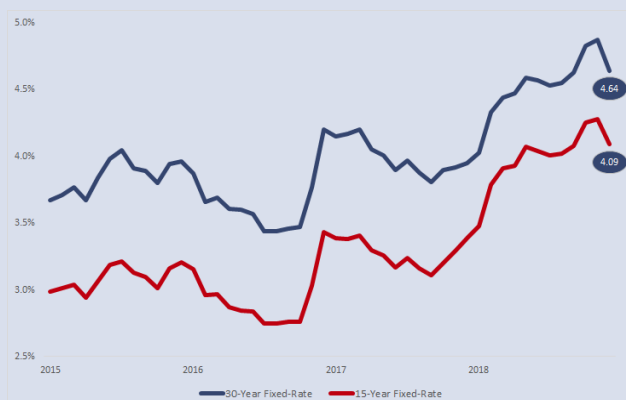
UP 2.6% from 2017

## 4-YEAR COMPARISON

### HOME SALES VOLUME VS. MEDIAN PRICE



## MONTHLY AVERAGE MORTGAGE INTEREST RATES



Source: Freddie Mac Primary Mortgage Market Survey® (PMMS®). ©2018, Freddie Mac. Averages are for conforming mortgages with 20% down.

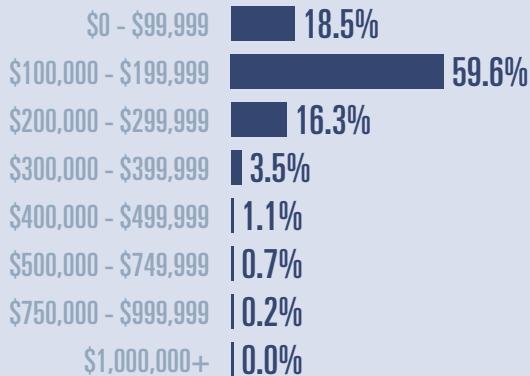
# PERCENT OF HOMES SOLD IN 2018 BY PRICE CLASS

## \$37,097

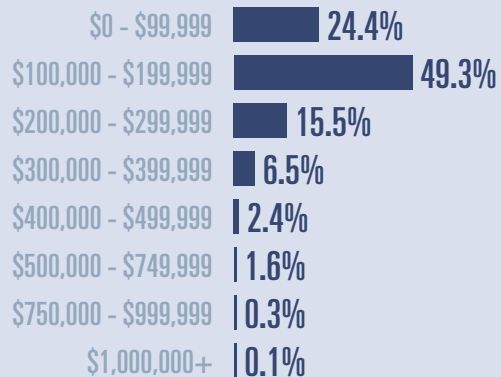
MEDIAN HOUSEHOLD INCOME  
MCALLEN-EDINBURG-MISSION

ACCORDING TO THE U.S. CENSUS BUREAU

## McAllen-Edinburg-Mission MSA

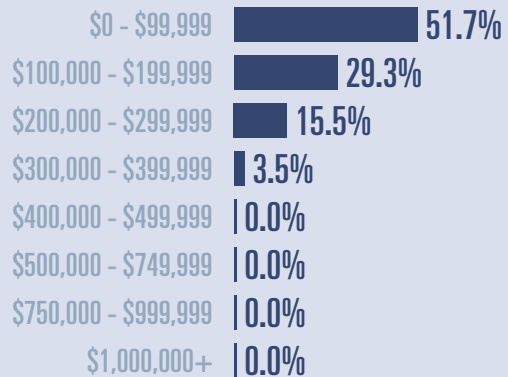


## Cameron County

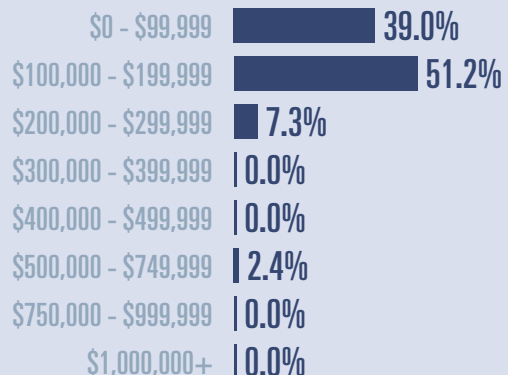


The availability of homes priced under \$200,000 has decreased 6.7% since 2015

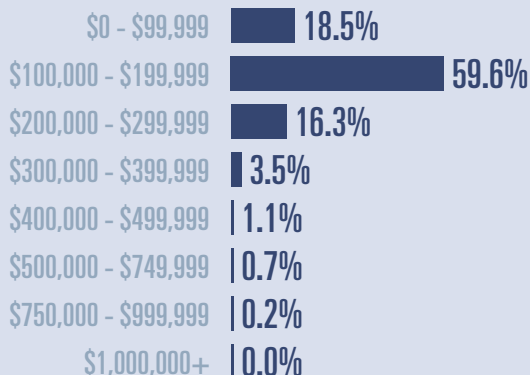
## Willacy County



## Starr County



## Hidalgo County

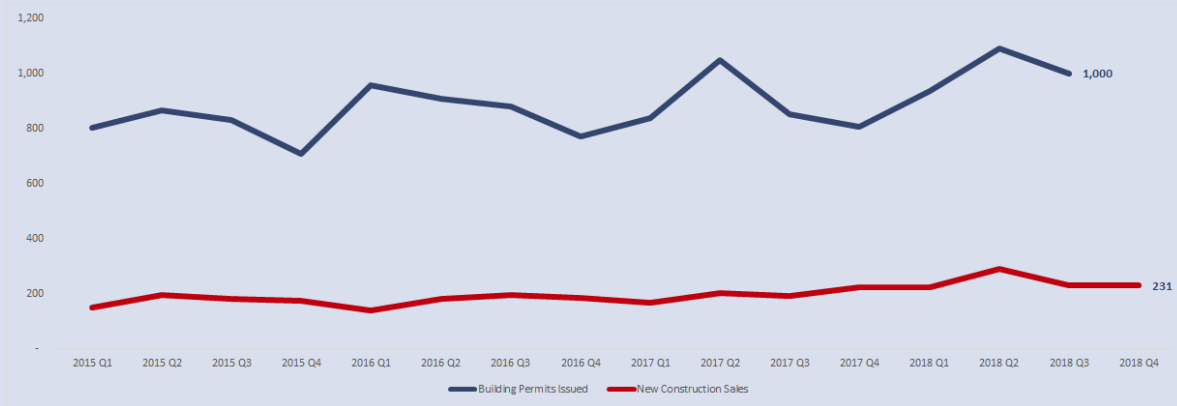


The Real Estate Center at Texas A&M University cites \$150,000-\$200,000 as a typical budget threshold for entry-level and first-time homebuyers.



# NEW HOME CONSTRUCTION & APARTMENTS

## NEW CONSTRUCTION McAllen-Edinburg-Mission



\* Q4 building permit data is not currently available.



**977**

NEW HOMES SOLD IN 2018

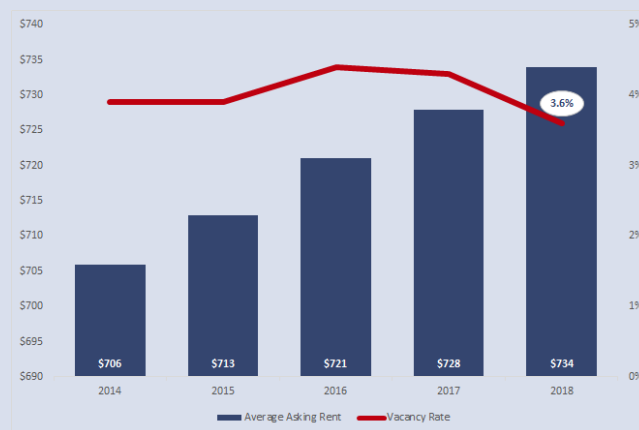


**3,024**

NEW BUILDING PERMITS ISSUED  
IN 2018

\* Includes single family and 2-4 units.

## APARTMENT RENT & VACANCY RATES



# HOUSING AFFORDABILITY

HOMEOWNERS SPEND AN AVERAGE OF

# 22.8%

OF THEIR INCOME ON HOUSING COSTS

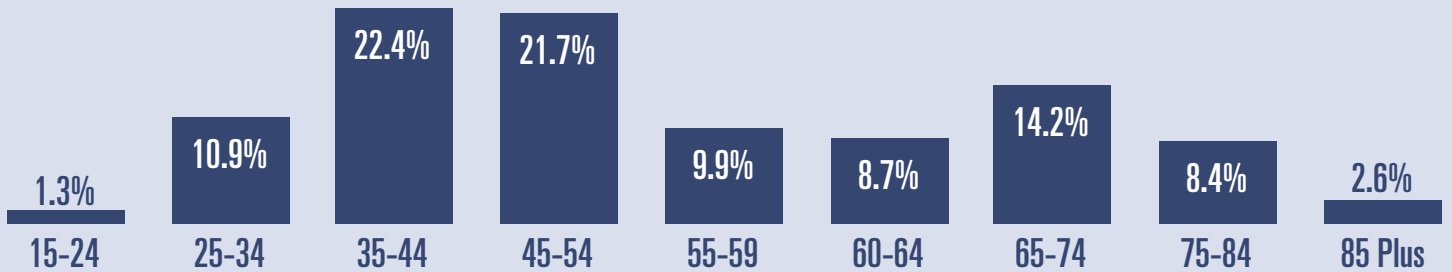
RENTERS SPEND AN AVERAGE OF

# 31.2%

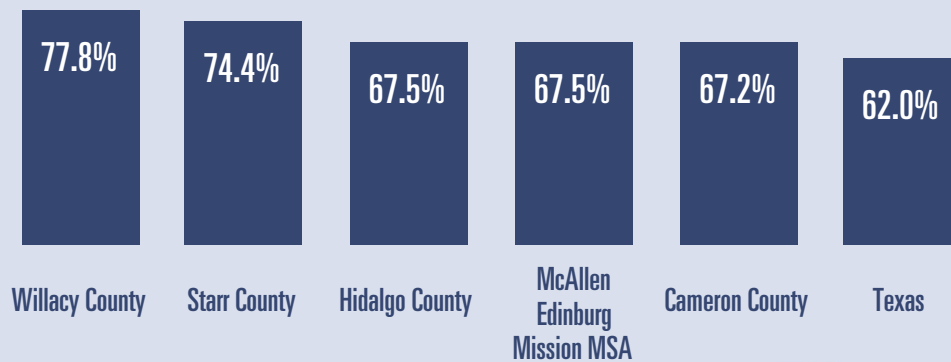
OF THEIR INCOME ON RENT

Housing costs that are 30% or more of gross monthly income are considered unaffordable, according to HUD

## AGE DISTRIBUTION OF HOMEOWNERS



## HOMEOWNERSHIP RATE



# Midland Metropolitan Statistical Area



# REAL ESTATE 2018

YEAR IN REVIEW



## Midland MSA by the numbers

MEDIAN PRICE  
**\$290,000**

UP 14.6% from 2017

ACTIVE LISTINGS

**335**

DOWN 23.9% from 2017

AVERAGE DAYS ON MARKET

**31**

17 days less than 2017

HOMES SOLD

**2,802**

UP 1% from 2017

MONTHS OF INVENTORY

**1.5**

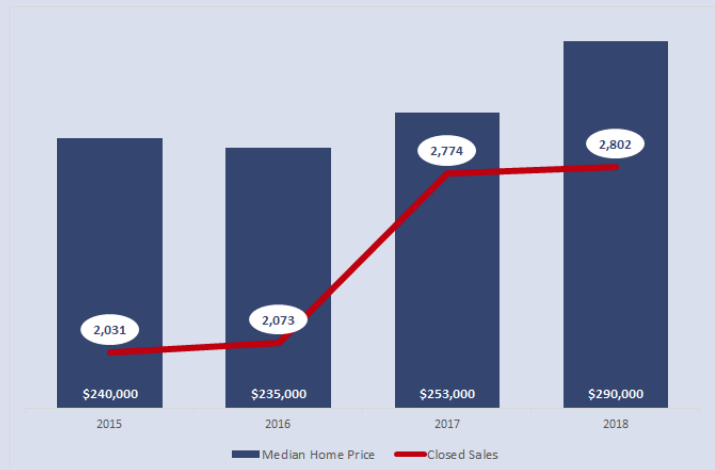
Compared to 1.3 in 2017

MEDIAN PRICE PER SQ. FT.

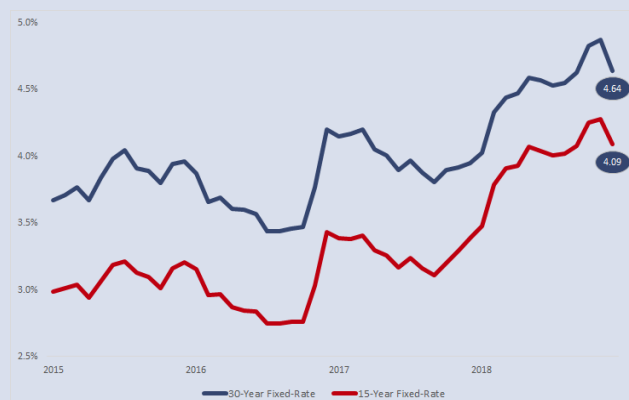
**\$140.02**

UP 11.6% from 2017

## 4-YEAR COMPARISON HOME SALES VOLUME VS. MEDIAN PRICE



## MONTHLY AVERAGE MORTGAGE INTEREST RATES



Source: Freddie Mac Primary Mortgage Market Survey® (PMMS®). ©2018, Freddie Mac. Averages are for conforming mortgages with 20% down.

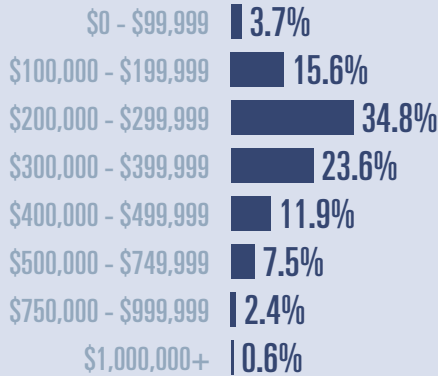
# PERCENT OF HOMES SOLD IN 2018 BY PRICE CLASS

## \$75,570

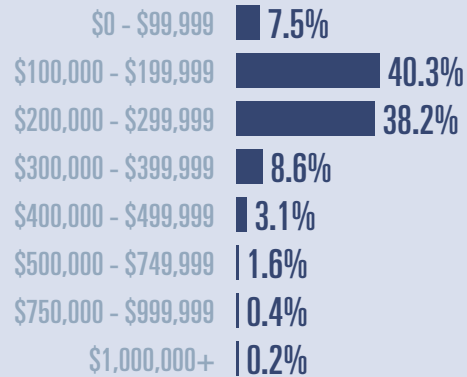
MEDIAN HOUSEHOLD INCOME  
MIDLAND

ACCORDING TO THE U.S. CENSUS BUREAU

## Midland MSA

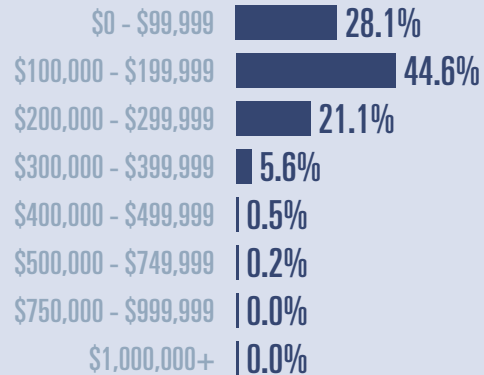


## Ector County

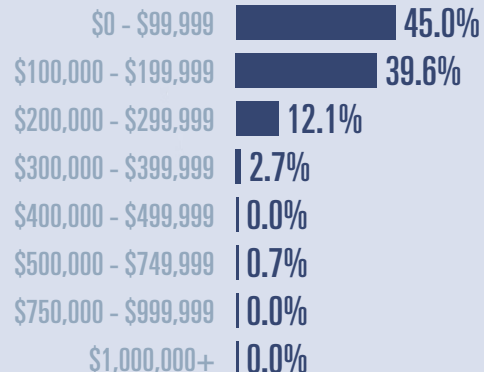


The availability of homes priced under \$200,000 has decreased 14.0% since 2015

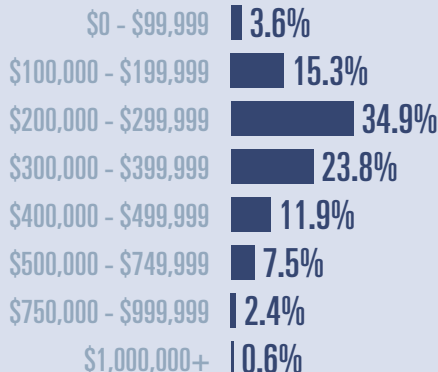
## Howard County



## Scurry County



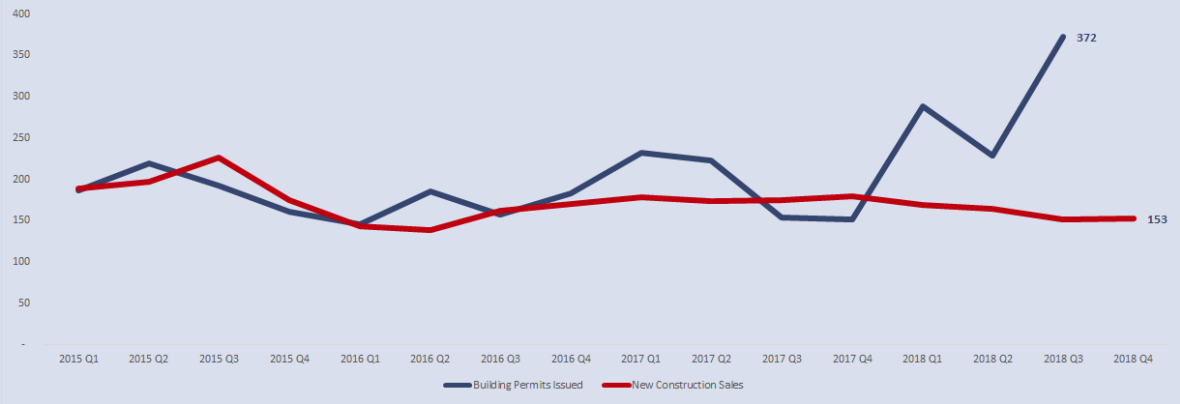
## Midland County



The Real Estate Center at Texas A&M University cites \$150,000-\$200,000 as a typical budget threshold for entry-level and first-time homebuyers.

# NEW HOME CONSTRUCTION & APARTMENTS

## NEW CONSTRUCTION Midland



\* Q4 building permit data is not currently available.



**638**

NEW HOMES SOLD IN 2018

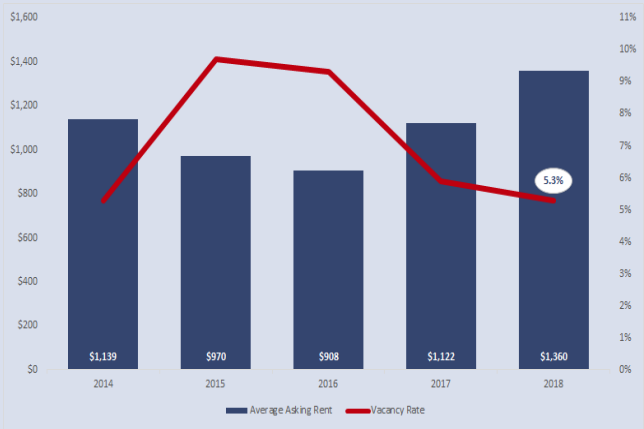


**889**

NEW BUILDING PERMITS ISSUED IN 2018

\* Includes single family and 2-4 units.

## APARTMENT RENT & VACANCY RATES



Data can be affected by timeliness of reporting by governmental entities. Apartment and vacancy data provided by REIS © 2019 Reis Inc. Under construction and deed transfer data provided by Metrostudy © 2019 Metrostudy

# HOUSING AFFORDABILITY

HOMEOWNERS SPEND AN AVERAGE OF

# 19.2%

OF THEIR INCOME ON HOUSING COSTS

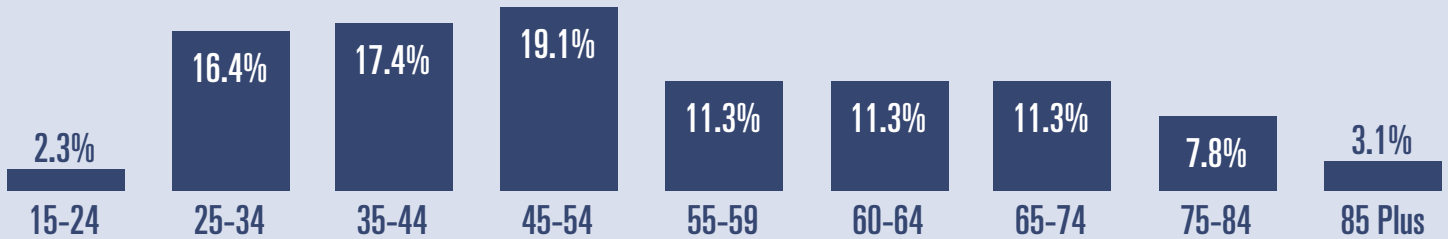
RENTERS SPEND AN AVERAGE OF

# 24.6%

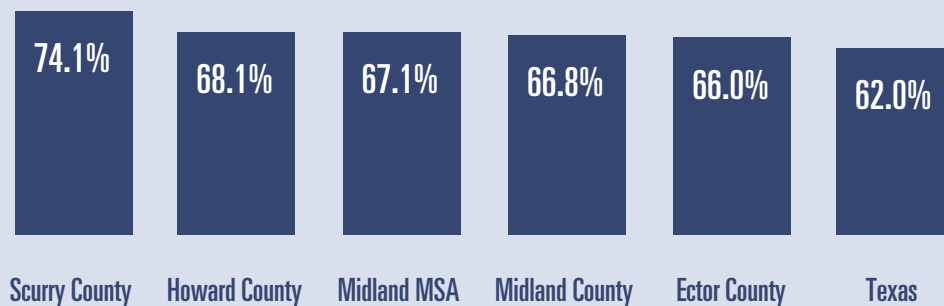
OF THEIR INCOME ON RENT

Housing costs that are 30% or more of gross monthly income are considered unaffordable, according to HUD

## AGE DISTRIBUTION OF HOMEOWNERS



## HOMEOWNERSHIP RATE





# Odessa Metropolitan Statistical Area



# REAL ESTATE 2018

YEAR IN REVIEW



## Odessa MSA by the numbers

MEDIAN PRICE

**\$203,500**

UP 16.3% from 2017

ACTIVE LISTINGS

**196**

DOWN 47.7% from 2017

HOMES SOLD

**1,704**

UP 28.5% from 2017

MONTHS OF  
INVENTORY

**1.3**

Compared to 2.3 in 2017

AVERAGE DAYS  
ON MARKET

**39**

25 days less than 2017

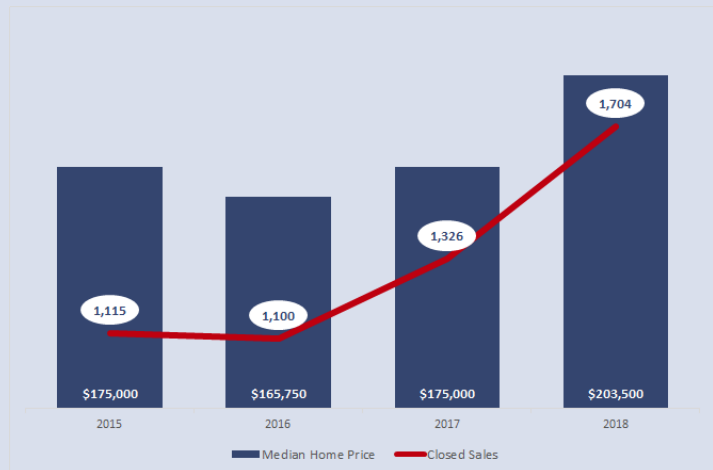
MEDIAN PRICE  
PER SQ. FT.

**\$115.66**

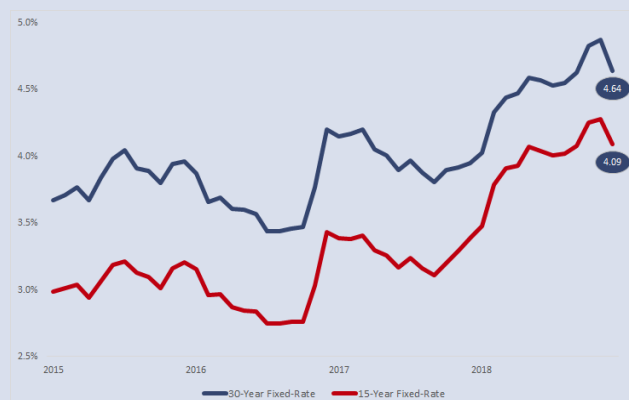
UP 13.6% from 2017

## 4-YEAR COMPARISON

### HOME SALES VOLUME VS. MEDIAN PRICE



## MONTHLY AVERAGE MORTGAGE INTEREST RATES



Source: Freddie Mac Primary Mortgage Market Survey® (PMMS®). ©2018, Freddie Mac. Averages are for conforming mortgages with 20% down.

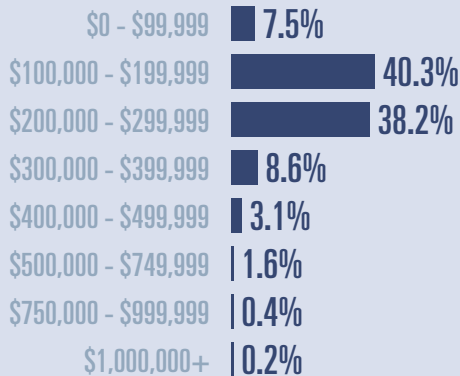
# PERCENT OF HOMES SOLD IN 2018 BY PRICE CLASS

## \$59,528

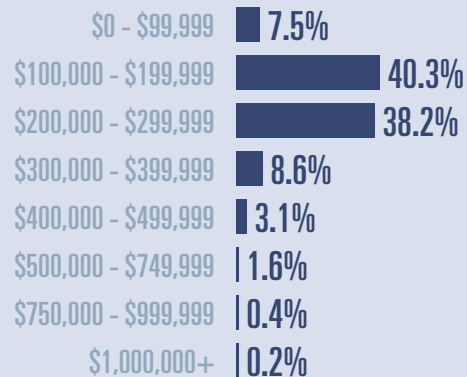
MEDIAN HOUSEHOLD INCOME  
ODESSA

ACCORDING TO THE U.S. CENSUS BUREAU

## Odessa MSA

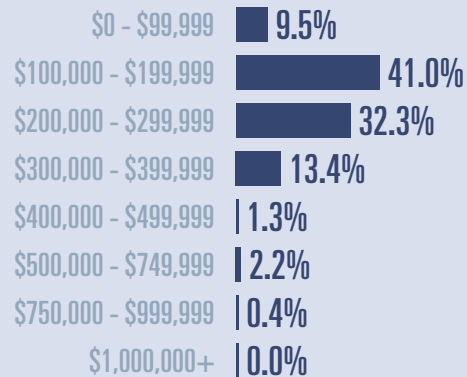


## Ector County

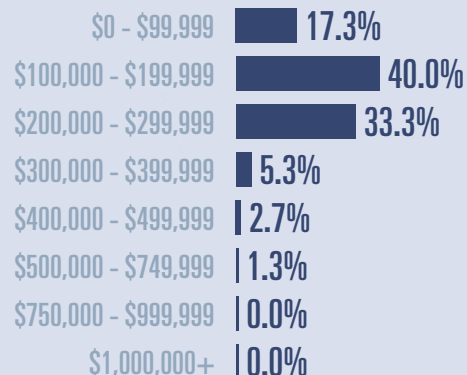


The availability of homes priced under \$200,000 has decreased 17.9% since 2015

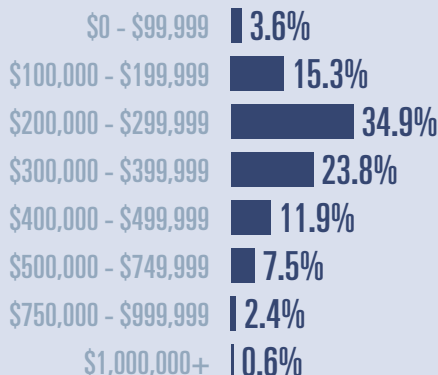
## Andrews County



## Ward County



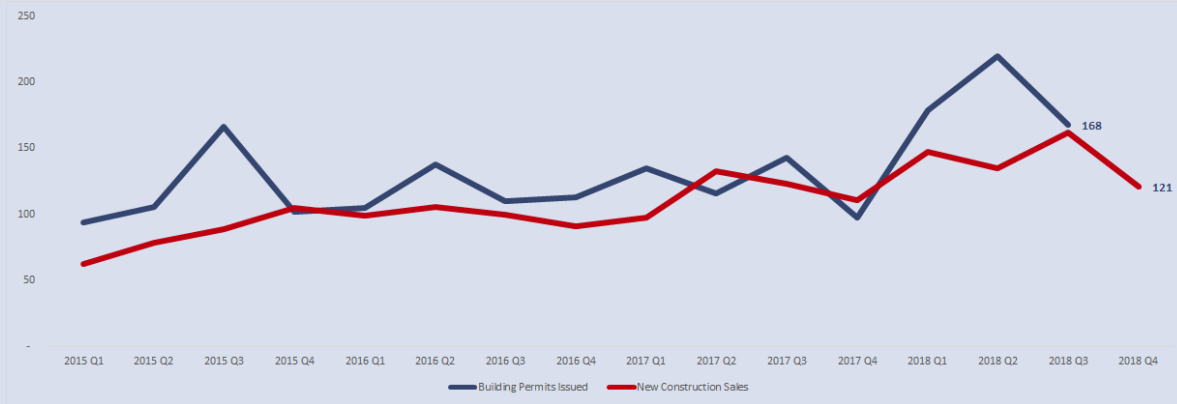
## Midland County



The Real Estate Center at Texas A&M University cites \$150,000-\$200,000 as a typical budget threshold for entry-level and first-time homebuyers.

# NEW HOME CONSTRUCTION & APARTMENTS

## NEW CONSTRUCTION Odessa



\* Q4 building permit data is not currently available.



# 565

NEW HOMES SOLD IN 2018

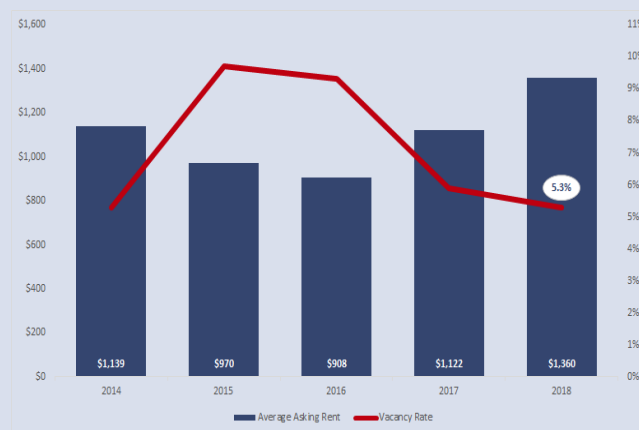


# 567

NEW BUILDING PERMITS ISSUED  
IN 2018

\* Includes single family and 2-4 units.

## APARTMENT RENT & VACANCY RATES



# HOUSING AFFORDABILITY

HOMEOWNERS SPEND AN AVERAGE OF

# 21.2%

OF THEIR INCOME ON HOUSING COSTS

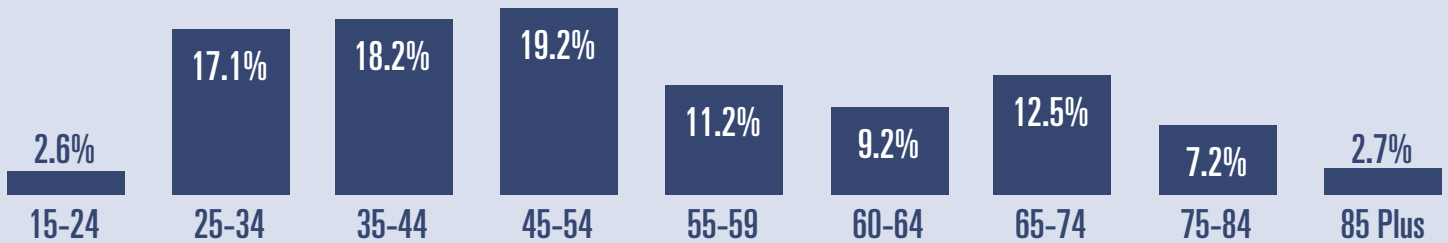
RENTERS SPEND AN AVERAGE OF

# 26.3%

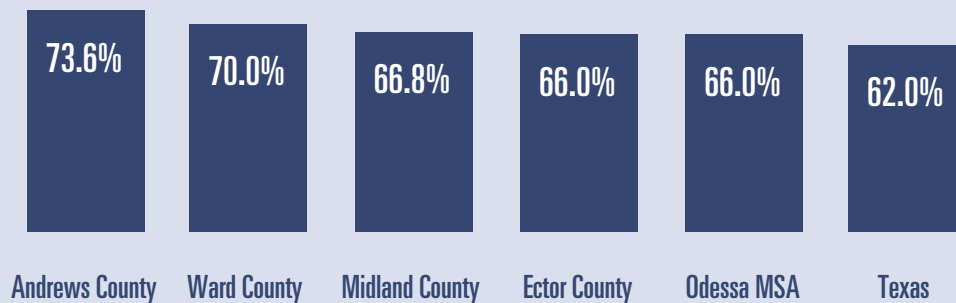
OF THEIR INCOME ON RENT

Housing costs that are 30% or more of gross monthly income are considered unaffordable, according to HUD

## AGE DISTRIBUTION OF HOMEOWNERS



## HOMEOWNERSHIP RATE



# San Angelo Metropolitan Statistical Area



# REAL ESTATE 2018

YEAR IN REVIEW



## San Angelo MSA by the numbers

MEDIAN PRICE  
**\$172,500**  
UP 4.6% from 2017

HOMES SOLD  
**1,582**  
UP 8.4% from 2017

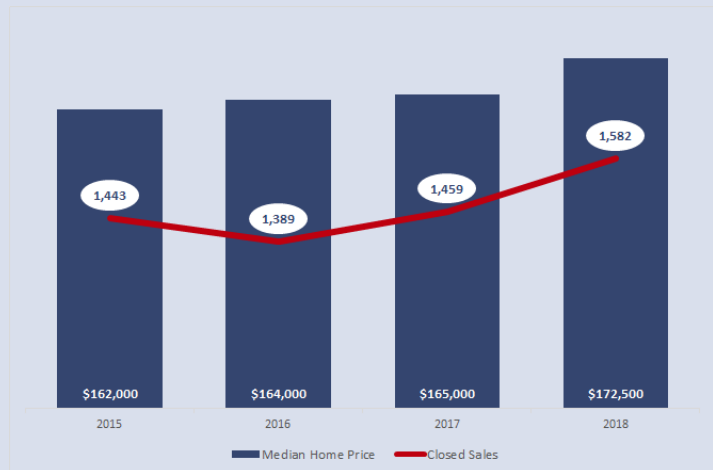
ACTIVE LISTINGS  
**418**  
DOWN 16.7% from 2017

MONTHS OF INVENTORY  
**2.9**  
Compared to 3.8 in 2017

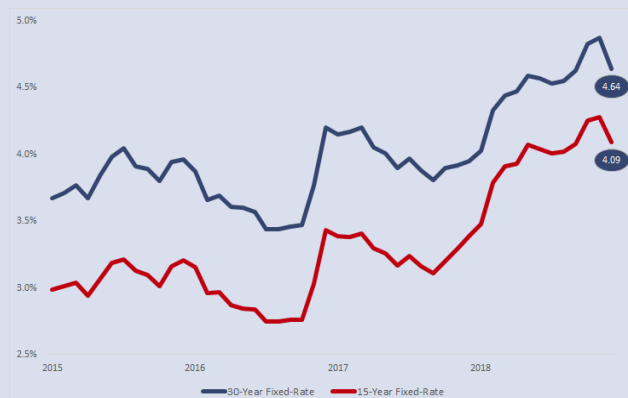
AVERAGE DAYS ON MARKET  
**69**  
9 days less than 2017

MEDIAN PRICE PER SQ. FT.  
**\$103.06**  
UP 6.4% from 2017

## 4-YEAR COMPARISON HOME SALES VOLUME VS. MEDIAN PRICE



## MONTHLY AVERAGE MORTGAGE INTEREST RATES



Source: Freddie Mac Primary Mortgage Market Survey® (PMMS®). ©2018, Freddie Mac. Averages are for conforming mortgages with 20% down.

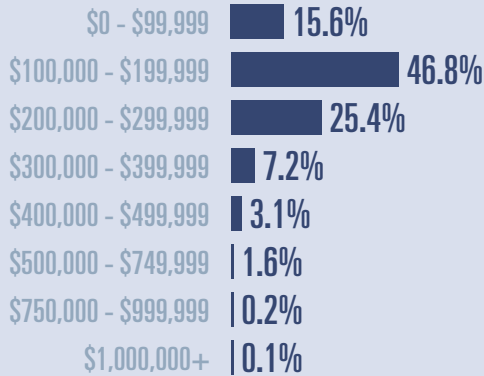
# PERCENT OF HOMES SOLD IN 2018 BY PRICE CLASS

## \$49,838

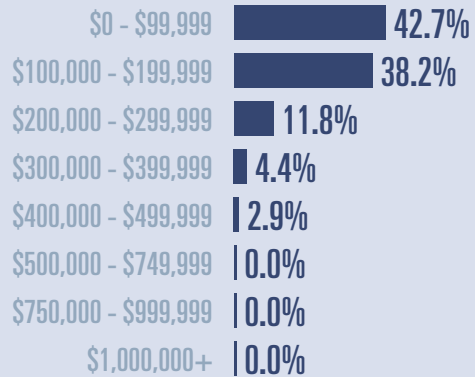
MEDIAN HOUSEHOLD INCOME  
SAN ANGELO

ACCORDING TO THE U.S. CENSUS BUREAU

## San Angelo MSA

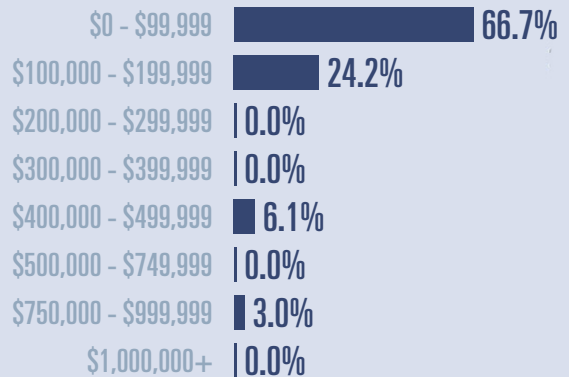


## Runnels County

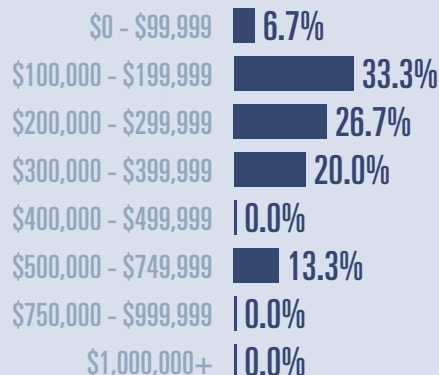


The availability of homes priced under \$200,000 has decreased 7.3% since 2015

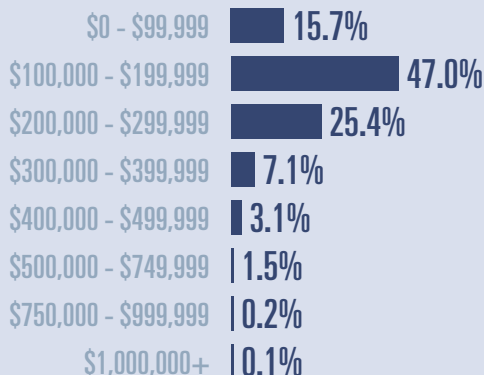
## Coke County



## Irion County



## Tom Green County

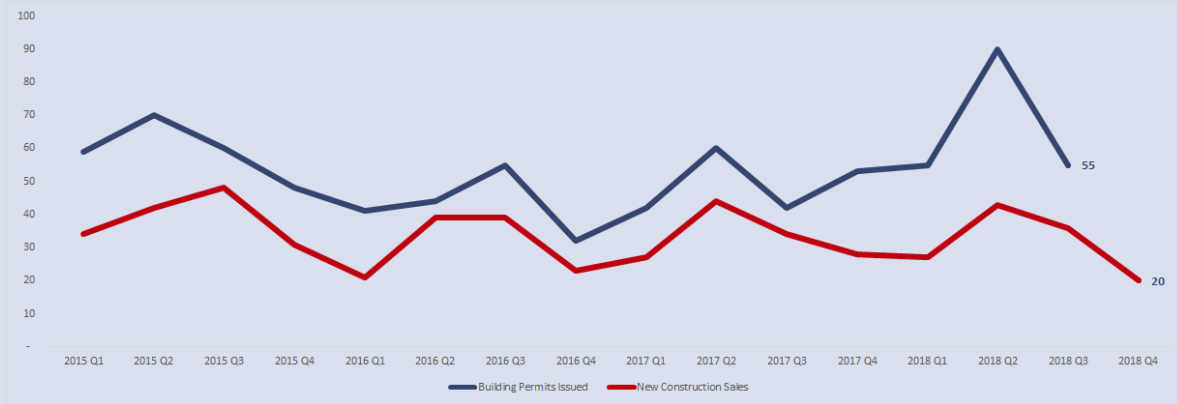


The Real Estate Center at Texas A&M University cites \$150,000-\$200,000 as a typical budget threshold for entry-level and first-time homebuyers.



# NEW HOME CONSTRUCTION & APARTMENTS

## NEW CONSTRUCTION San Angelo



\* Q4 building permit data is not currently available.



# 126

NEW HOMES SOLD IN 2018

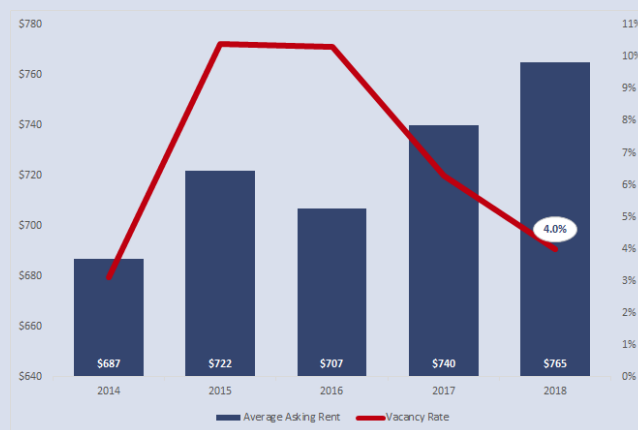


# 200

NEW BUILDING PERMITS ISSUED  
IN 2018

\* Includes single family and 2-4 units.

## APARTMENT RENT & VACANCY RATES





# HOUSING AFFORDABILITY

HOMEOWNERS SPEND AN AVERAGE OF

# 20.8%

OF THEIR INCOME ON HOUSING COSTS

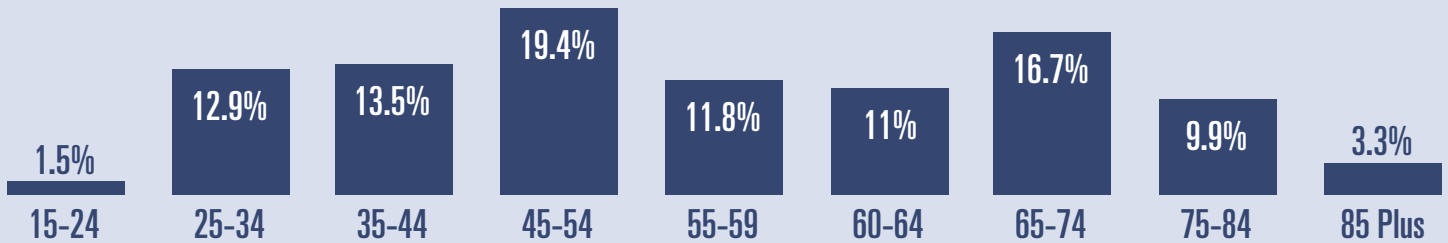
RENTERS SPEND AN AVERAGE OF

# 29.2%

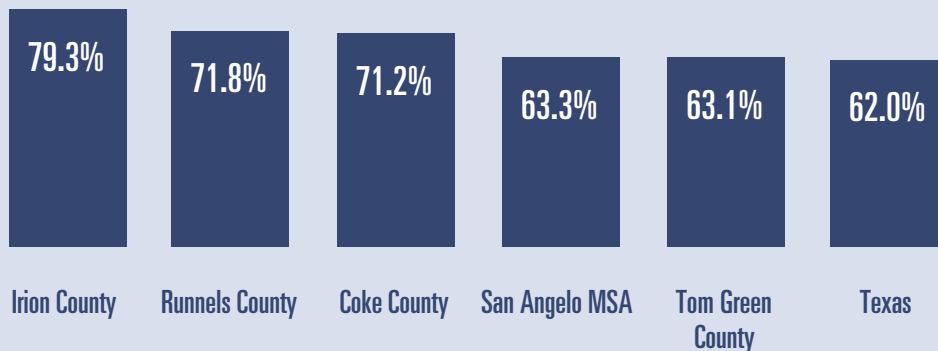
OF THEIR INCOME ON RENT

Housing costs that are 30% or more of gross monthly income are considered unaffordable, according to HUD

## AGE DISTRIBUTION OF HOMEOWNERS



## HOMEOWNERSHIP RATE



# San Antonio-New Braunfels Metropolitan Statistical Area



# REAL ESTATE 2018

YEAR IN REVIEW



## San Antonio-New Braunfels MSA by the numbers

MEDIAN PRICE  
**\$222,000**  
UP 5.2% from 2017

HOMES SOLD  
**33,423**  
UP 2.9% from 2017

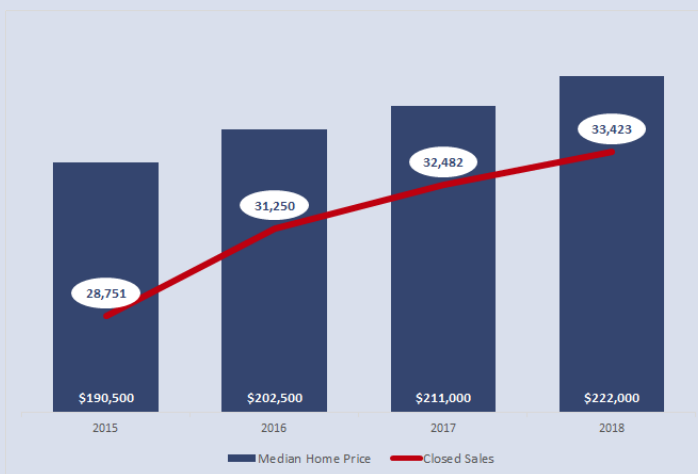
ACTIVE LISTINGS  
**9,187**  
UP 2.4% from 2017

MONTHS OF INVENTORY  
**3.2**  
Compared to 2.9 in 2017

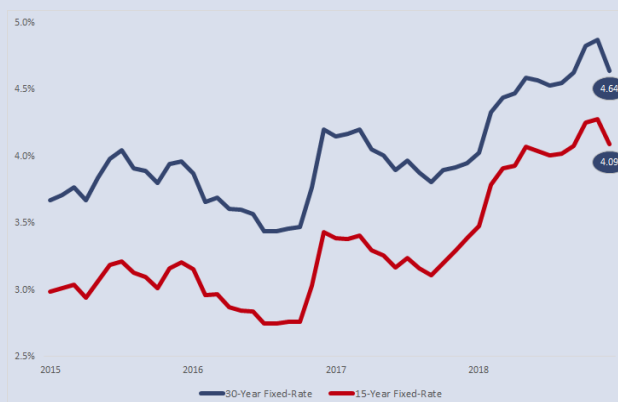
AVERAGE DAYS ON MARKET  
**57**  
1 day more than 2017

MEDIAN PRICE PER SQ. FT.  
**\$114.26**  
UP 5.5% from 2017

## 4-YEAR COMPARISON HOME SALES VOLUME VS. MEDIAN PRICE



## MONTHLY AVERAGE MORTGAGE INTEREST RATES



Source: Freddie Mac Primary Mortgage Market Survey® (PMMS®). ©2018, Freddie Mac. Averages are for conforming mortgages with 20% down.

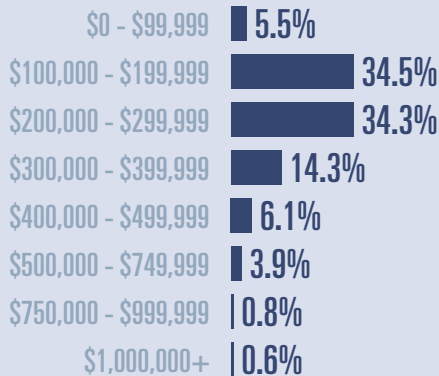
# PERCENT OF HOMES SOLD IN 2018 BY PRICE CLASS

## \$56,495

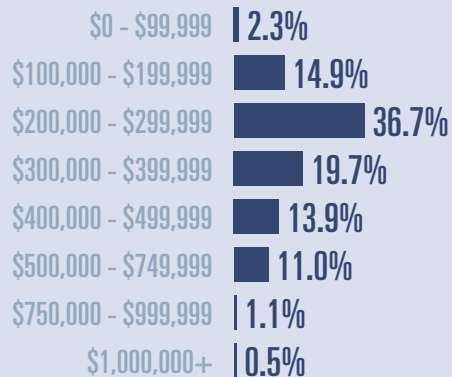
MEDIAN HOUSEHOLD INCOME  
SAN ANTONIO-NEW BRAUNFELS

ACCORDING TO THE U.S. CENSUS BUREAU

## San Antonio-New Braunfels MSA

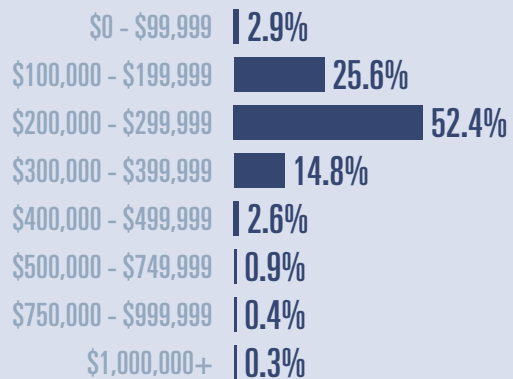


## Comal County



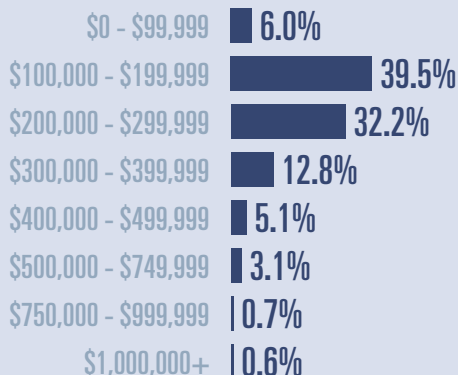
The availability of homes priced under \$200,000 has decreased 13.3% since 2015

## Guadalupe County

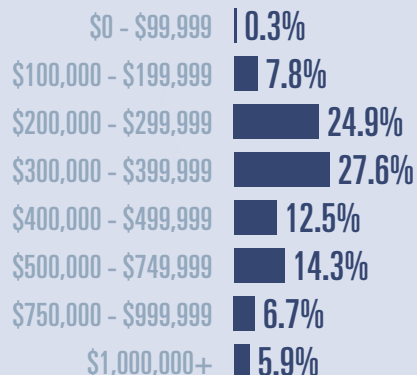


The Real Estate Center at Texas A&M University cites \$150,000-\$200,000 as a typical budget threshold for entry-level and first-time homebuyers.

## Bexar County

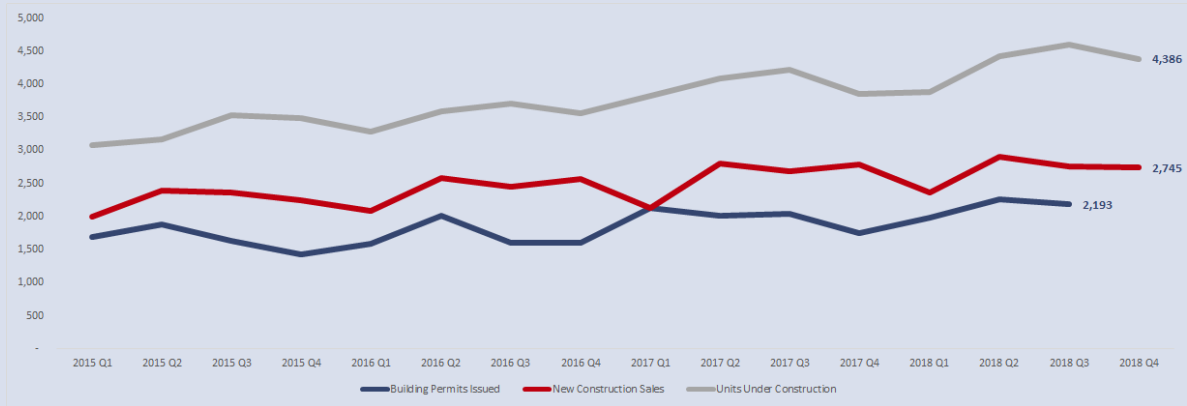


## Kendall County



# NEW HOME CONSTRUCTION & APARTMENTS

## NEW CONSTRUCTION San Antonio-New Braunfels



\* Q4 building permit data is not currently available.



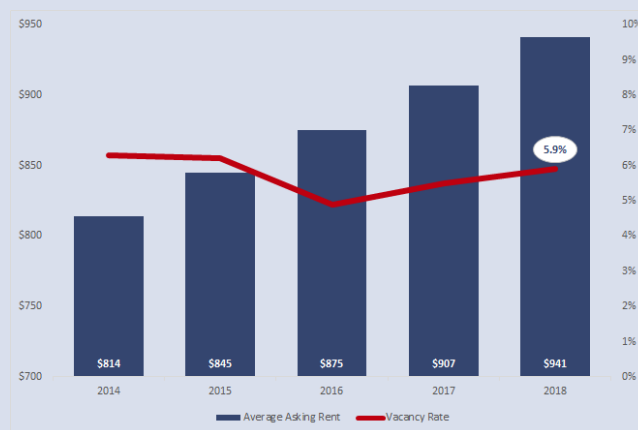
**10,778**  
NEW HOMES SOLD IN 2018



**6,435**  
NEW BUILDING PERMITS ISSUED  
IN 2018

\* Includes single family and 2-4 units.

## APARTMENT RENT & VACANCY RATES



# HOUSING AFFORDABILITY

HOMEOWNERS SPEND AN AVERAGE OF

# 21.1%

OF THEIR INCOME ON HOUSING COSTS

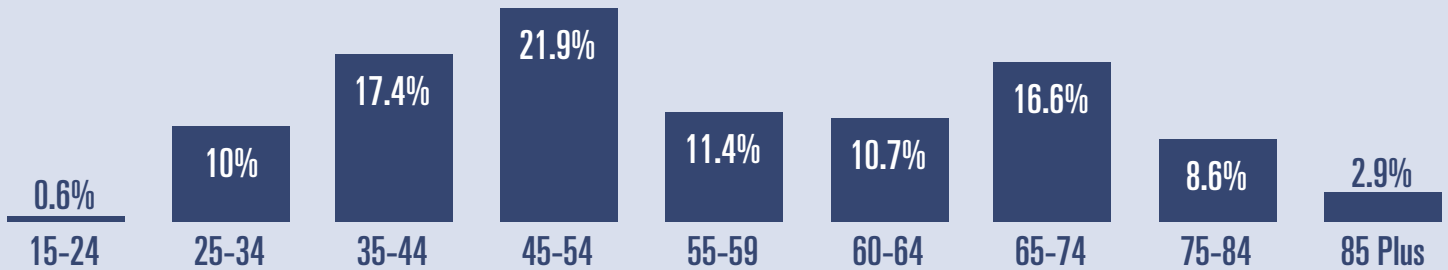
RENTERS SPEND AN AVERAGE OF

# 30.4%

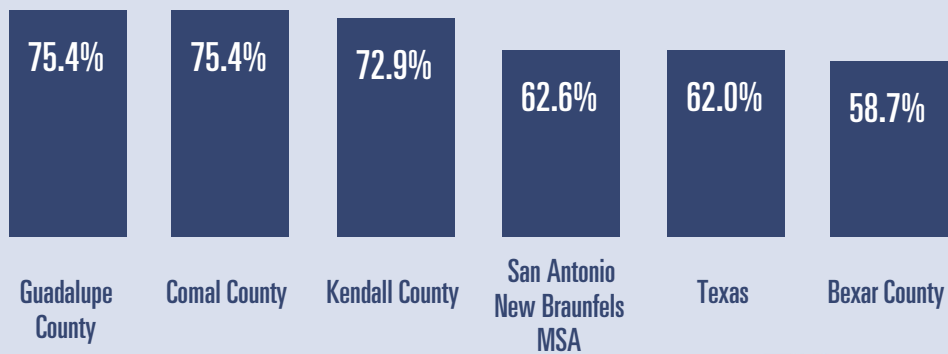
OF THEIR INCOME ON RENT

Housing costs that are 30% or more of gross monthly income are considered unaffordable, according to HUD

## AGE DISTRIBUTION OF HOMEOWNERS



## HOMEOWNERSHIP RATE



# Sherman-Denison Metropolitan Statistical Area



# REAL ESTATE 2018

YEAR IN REVIEW



## Sherman-Denison MSA by the numbers

**MEDIAN PRICE**  
**\$175,250**  
UP 9.4% from 2017

**ACTIVE LISTINGS**  
**575**  
UP 0.4% from 2017

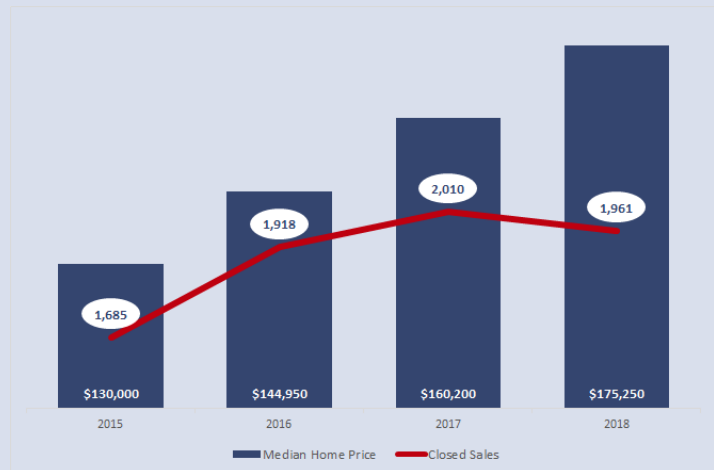
**AVERAGE DAYS  
ON MARKET**  
**56**  
1 day more than 2017

**HOMES SOLD**  
**1,961**  
DOWN 2.4% from 2017

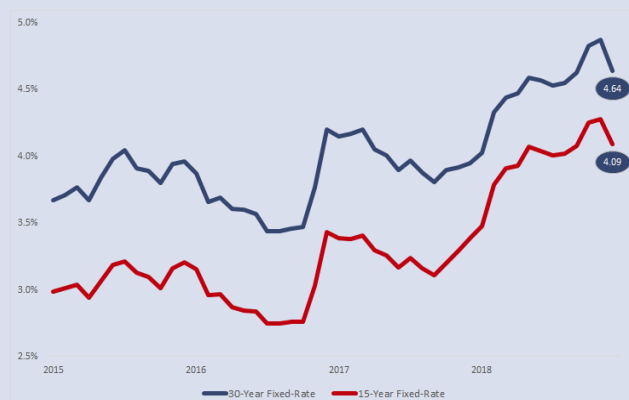
**MONTHS OF  
INVENTORY**  
**3.6**  
Compared to 3.0 in 2017

**MEDIAN PRICE  
PER SQ. FT.**  
**\$104.85**  
UP 10.9% from 2017

## 4-YEAR COMPARISON HOME SALES VOLUME VS. MEDIAN PRICE



## MONTHLY AVERAGE MORTGAGE INTEREST RATES



Source: Freddie Mac Primary Mortgage Market Survey® (PMMS®). ©2018, Freddie Mac. Averages are for conforming mortgages with 20% down.



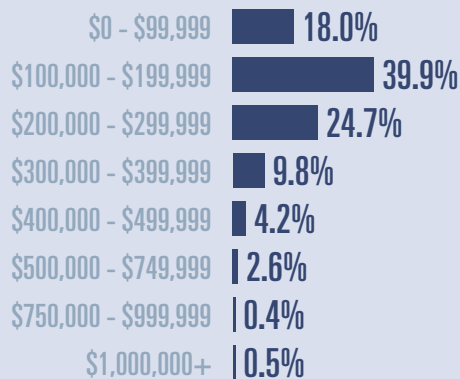
# PERCENT OF HOMES SOLD IN 2018 BY PRICE CLASS

## \$52,683

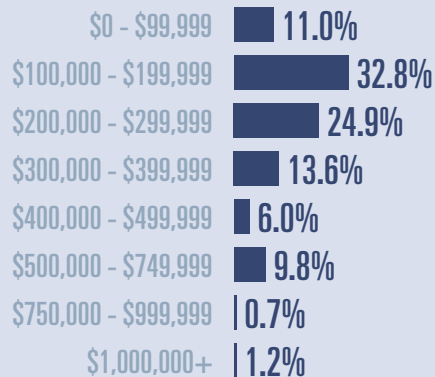
MEDIAN HOUSEHOLD INCOME  
SHERMAN-DENISON

ACCORDING TO THE U.S. CENSUS BUREAU

## Sherman-Denison MSA

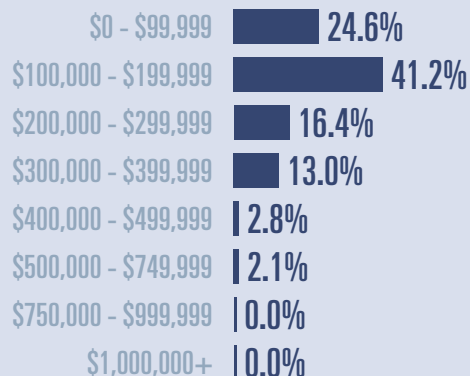


## Cooke County



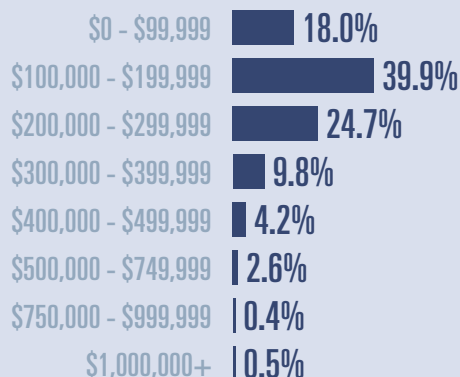
The availability of homes priced under \$200,000 has decreased 17.0% since 2015

## Fannin County

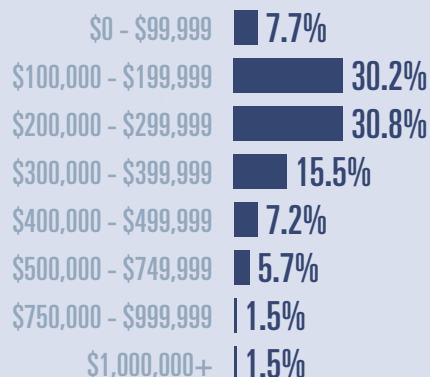


The Real Estate Center at Texas A&M University cites \$150,000-\$200,000 as a typical budget threshold for entry-level and first-time homebuyers.

## Grayson County



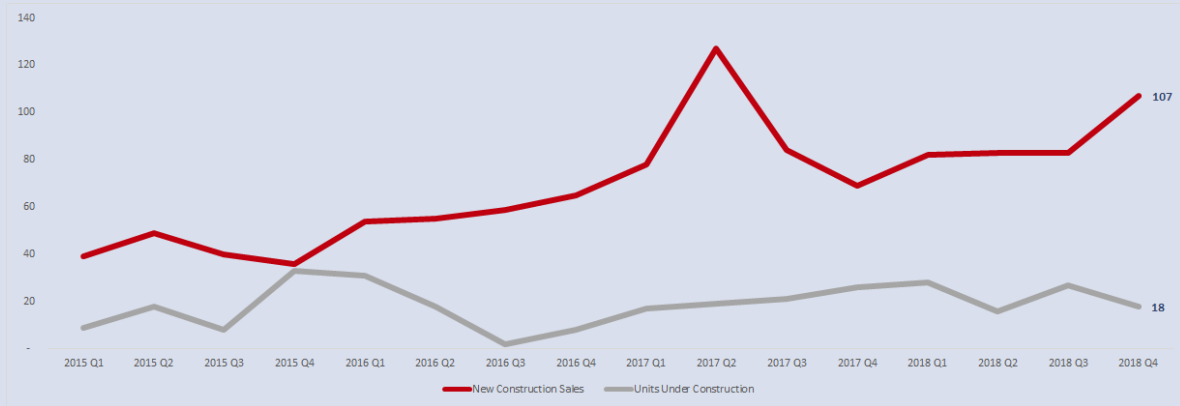
## Texas





# NEW HOME CONSTRUCTION & APARTMENTS

## NEW CONSTRUCTION Sherman-Denison



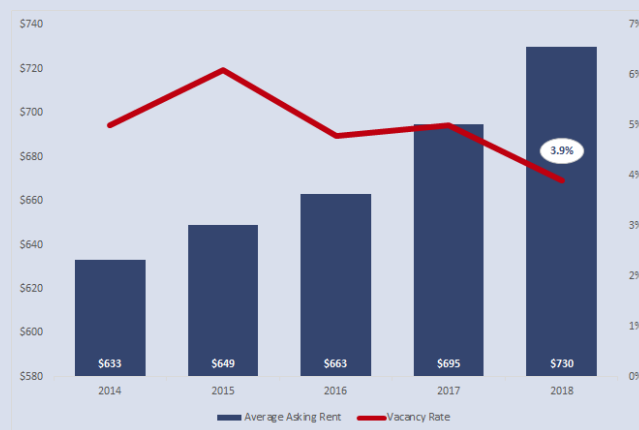
\* Q4 building permit data is not currently available.



# 355

NEW HOMES SOLD IN 2018

## APARTMENT RENT & VACANCY RATES



Data can be affected by timeliness of reporting by governmental entities. Apartment and vacancy data provided by REIS © 2019 Reis Inc. Under construction and deed transfer data provided by Metrostudy © 2019 Metrostudy

# HOUSING AFFORDABILITY

HOMEOWNERS SPEND AN AVERAGE OF

# 19.3%

OF THEIR INCOME ON HOUSING COSTS

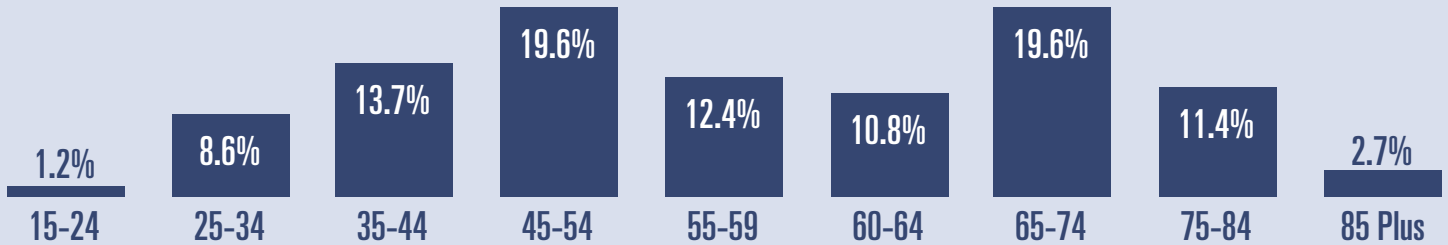
RENTERS SPEND AN AVERAGE OF

# 27.5%

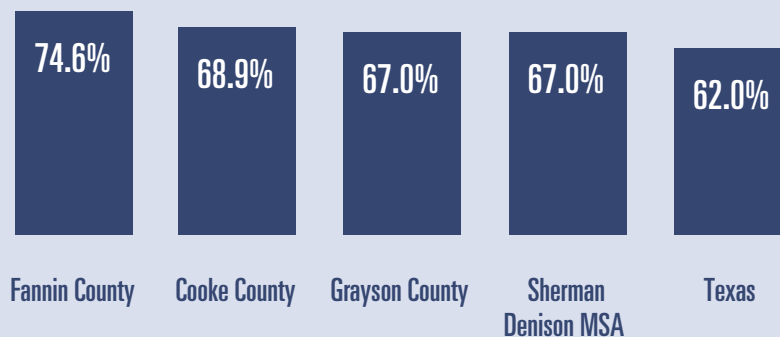
OF THEIR INCOME ON RENT

Housing costs that are 30% or more of gross monthly income are considered unaffordable, according to HUD

## AGE DISTRIBUTION OF HOMEOWNERS



## HOMEOWNERSHIP RATE



# Texarkana Metropolitan Statistical Area



# REAL ESTATE 2018

YEAR IN REVIEW



## Texarkana MSA by the numbers

**MEDIAN PRICE**  
**\$135,000**  
 DOWN 2.7% from 2017

**ACTIVE LISTINGS**  
**1,011**  
 UP 26.4% from 2017

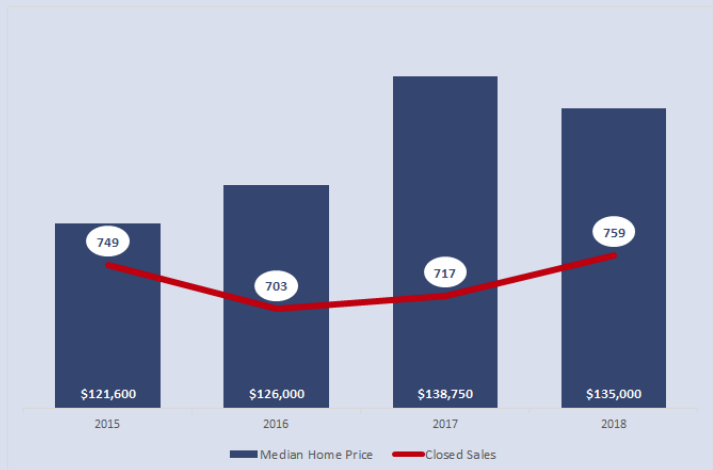
**AVERAGE DAYS ON MARKET**  
**82**  
 8 days less than 2017

**HOMES SOLD**  
**759**  
 UP 5.9% from 2017

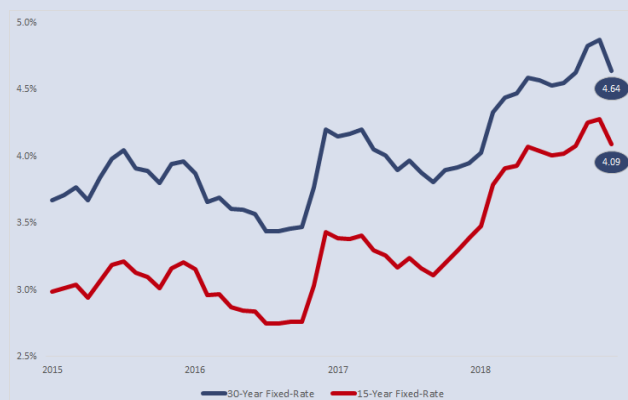
**MONTHS OF INVENTORY**  
**17.9**  
 Compared to 14.8 in 2017

**MEDIAN PRICE PER SQ. FT.**  
**\$ 74.67**  
 DOWN 1% from 2017

## 4-YEAR COMPARISON HOME SALES VOLUME VS. MEDIAN PRICE



## MONTHLY AVERAGE MORTGAGE INTEREST RATES



Source: Freddie Mac Primary Mortgage Market Survey® (PMMS®). ©2018, Freddie Mac. Averages are for conforming mortgages with 20% down.

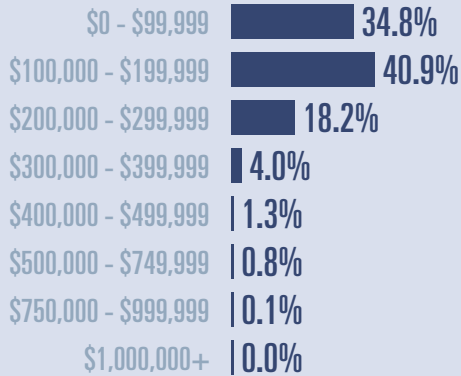
# PERCENT OF HOMES SOLD IN 2018 BY PRICE CLASS

## \$46,283

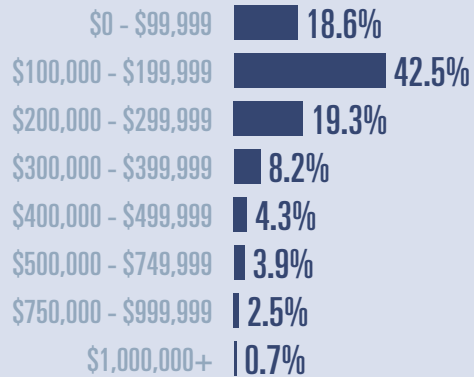
MEDIAN HOUSEHOLD INCOME  
TEXARKANA

ACCORDING TO THE U.S. CENSUS BUREAU

## Texarkana MSA

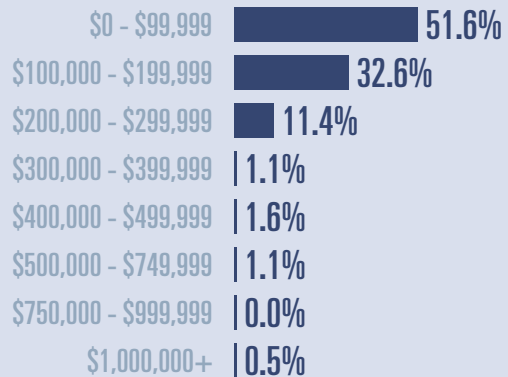


## Titus County

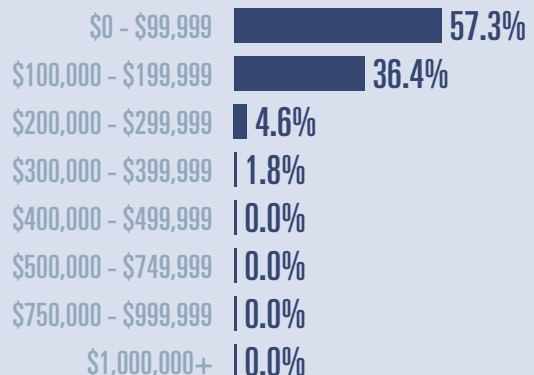


The availability of homes priced under \$200,000 has decreased 5.4% since 2015

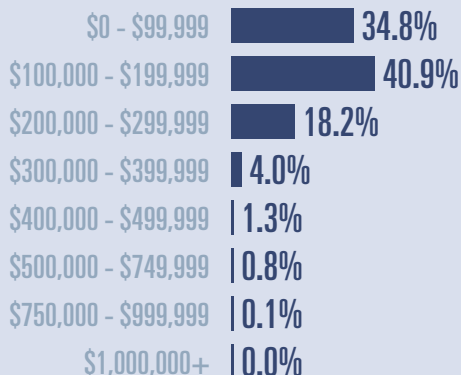
## Cass County



## Morris County



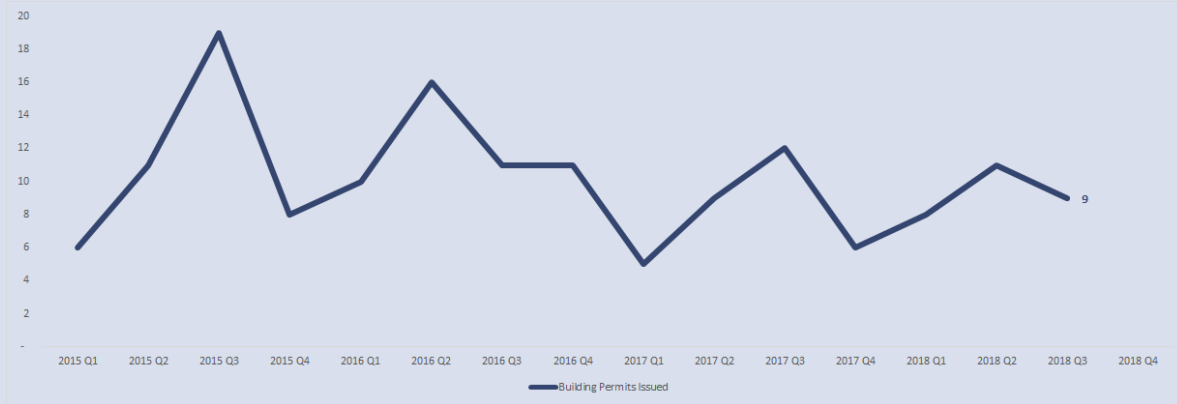
## Bowie County



The Real Estate Center at Texas A&M University cites \$150,000-\$200,000 as a typical budget threshold for entry-level and first-time homebuyers.

# NEW HOME CONSTRUCTION

## NEW CONSTRUCTION Texarkana



\* Q4 building permit data is not currently available.



28

NEW BUILDING PERMITS ISSUED  
IN 2018

\* Includes single family and 2-4 units.

# HOUSING AFFORDABILITY

HOMEOWNERS SPEND AN AVERAGE OF

# 17.3%

OF THEIR INCOME ON HOUSING COSTS

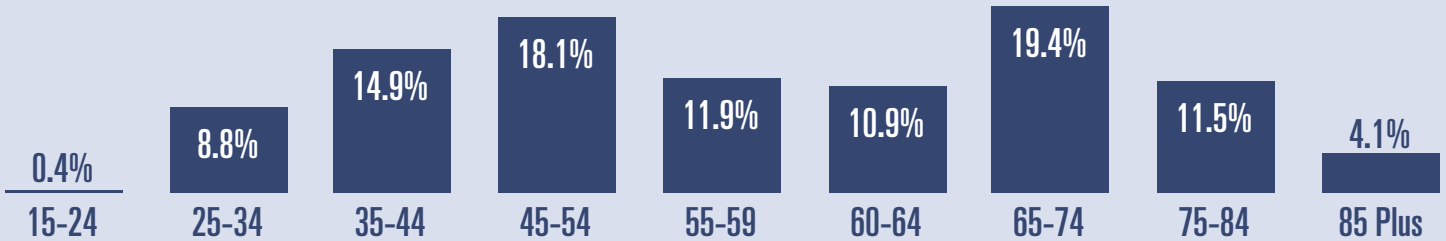
RENTERS SPEND AN AVERAGE OF

# 26.7%

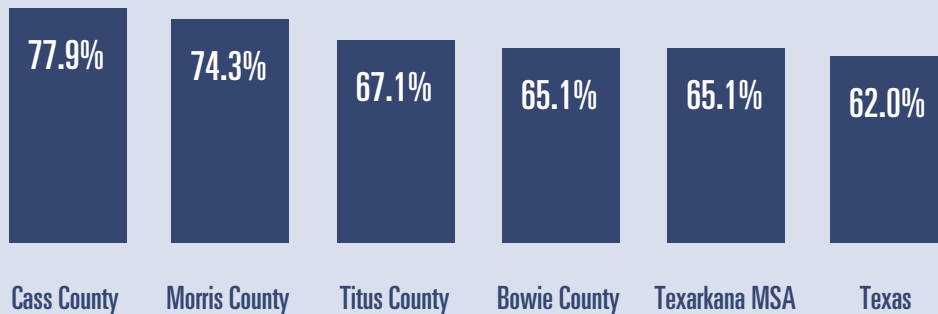
OF THEIR INCOME ON RENT

Housing costs that are 30% or more of gross monthly income are considered unaffordable, according to HUD

## AGE DISTRIBUTION OF HOMEOWNERS



## HOMEOWNERSHIP RATE



# Tyler Metropolitan Statistical Area



# REAL ESTATE 2018

YEAR IN REVIEW



## Tyler MSA by the numbers

MEDIAN PRICE  
**\$199,000**  
UP 6.1% from 2017

HOMES SOLD  
**2,855**  
DOWN 2.6% from 2017

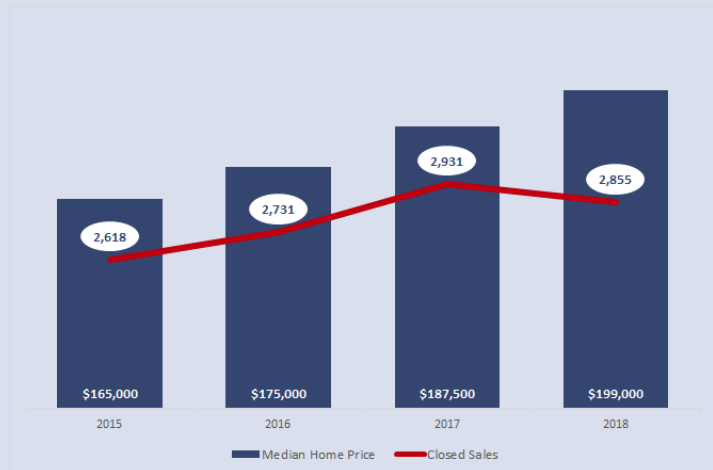
ACTIVE LISTINGS  
**1,046**  
DOWN 7.4% from 2017

MONTHS OF INVENTORY  
**3.8**  
Compared to 4.0 in 2017

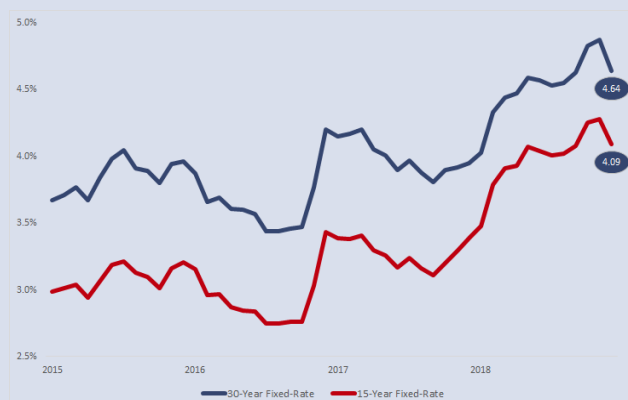
AVERAGE DAYS ON MARKET  
**88**  
4 days less than 2017

MEDIAN PRICE PER SQ. FT.  
**\$105.06**  
UP 5.3% from 2017

## 4-YEAR COMPARISON HOME SALES VOLUME VS. MEDIAN PRICE



## MONTHLY AVERAGE MORTGAGE INTEREST RATES



Source: Freddie Mac Primary Mortgage Market Survey® (PMMS®). ©2018, Freddie Mac. Averages are for conforming mortgages with 20% down.



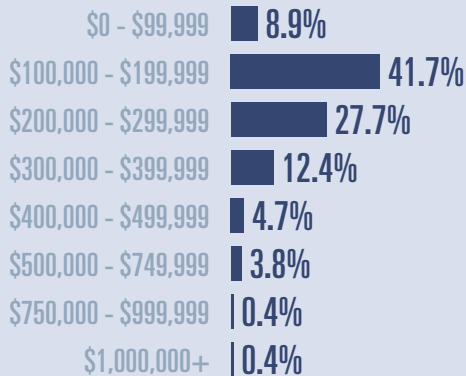
# PERCENT OF HOMES SOLD IN 2018 BY PRICE CLASS

## \$50,742

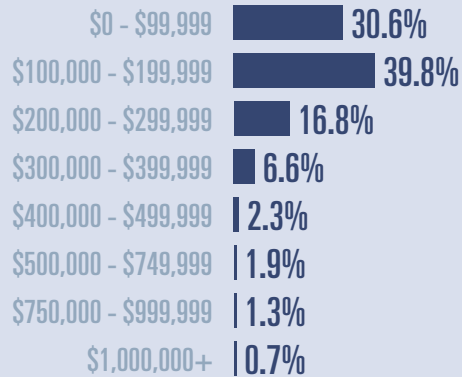
MEDIAN HOUSEHOLD INCOME  
TYLER

ACCORDING TO THE U.S. CENSUS BUREAU

## Tyler MSA

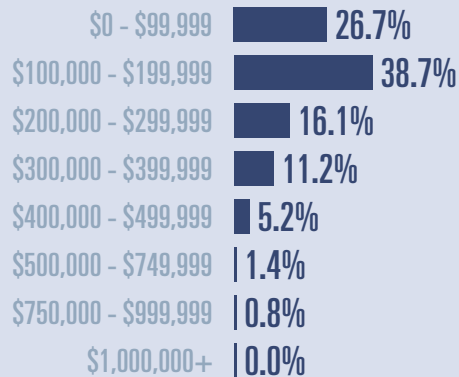


## Wood County



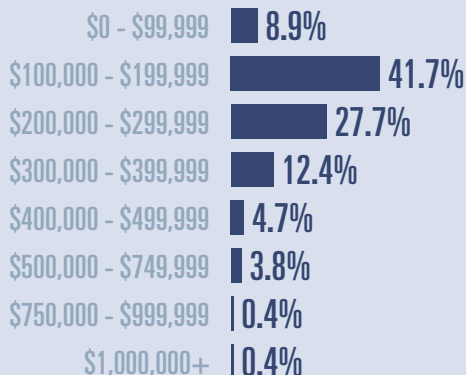
The availability of homes priced under \$200,000 has decreased 14.1% since 2015

## Cherokee County

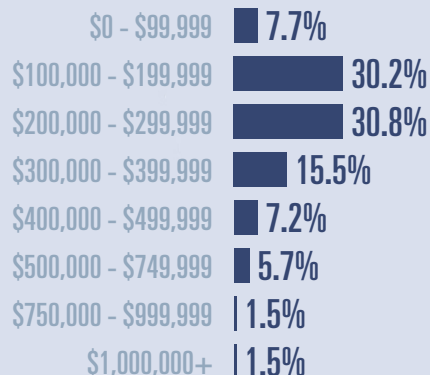


The Real Estate Center at Texas A&M University cites \$150,000-\$200,000 as a typical budget threshold for entry-level and first-time homebuyers.

## Smith County

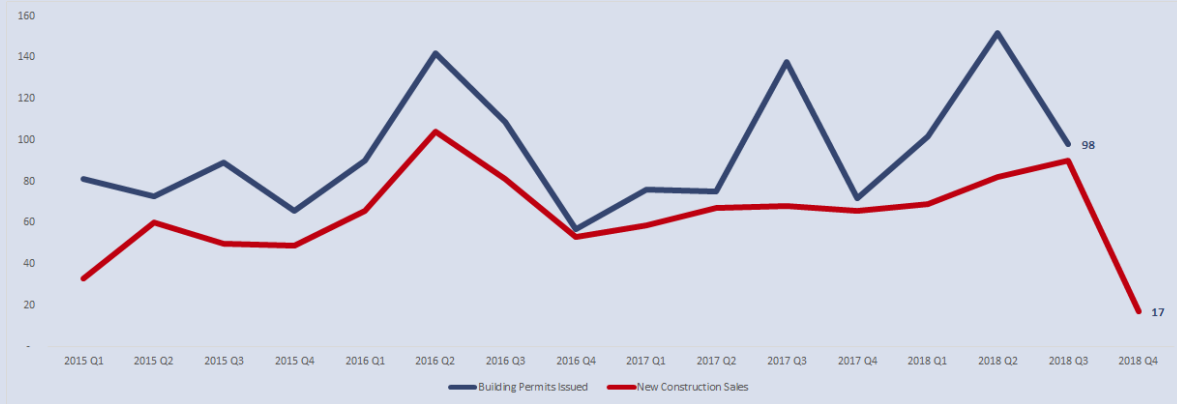


## Texas



# NEW HOME CONSTRUCTION & APARTMENTS

## NEW CONSTRUCTION Tyler



\* Q4 building permit data is not currently available.



# 258

NEW HOMES SOLD IN 2018

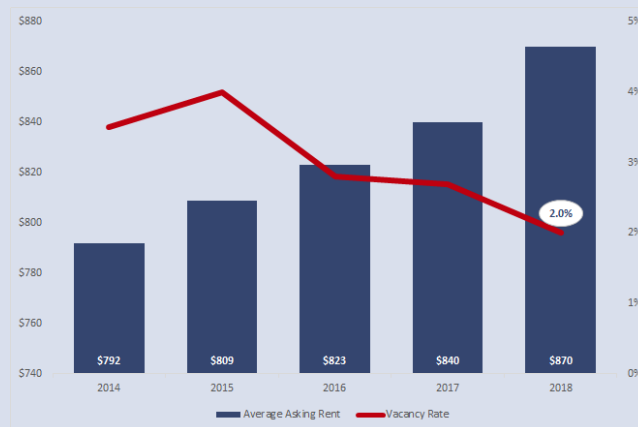


# 352

NEW BUILDING PERMITS ISSUED  
IN 2018

\* Includes single family and 2-4 units.

## APARTMENT RENT & VACANCY RATES



Data can be affected by timeliness of reporting by governmental entities. Apartment and vacancy data provided by REIS © 2019 Reis Inc. Under construction and deed transfer data provided by Metrostudy © 2019 Metrostudy

# HOUSING AFFORDABILITY

HOMEOWNERS SPEND AN AVERAGE OF

# 19.7%

OF THEIR INCOME ON HOUSING COSTS

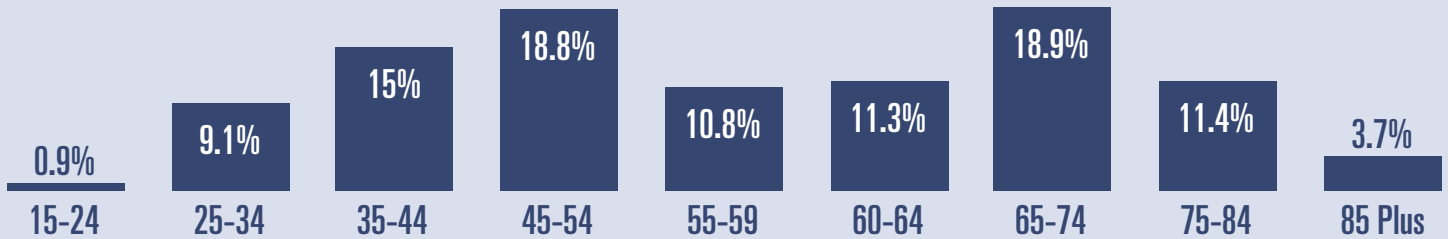
RENTERS SPEND AN AVERAGE OF

# 28.8%

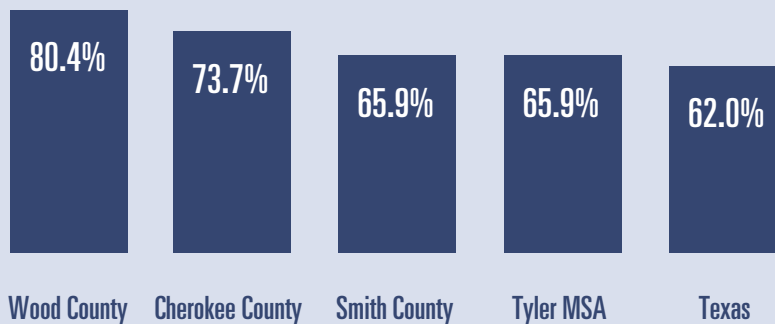
OF THEIR INCOME ON RENT

Housing costs that are 30% or more of gross monthly income are considered unaffordable, according to HUD

## AGE DISTRIBUTION OF HOMEOWNERS



## HOMEOWNERSHIP RATE



# Victoria Metropolitan Statistical Area



# REAL ESTATE 2018

YEAR IN REVIEW



## Victoria MSA by the numbers

MEDIAN PRICE  
**\$172,250**  
UP 4.4% from 2017

HOMES SOLD  
**884**  
UP 8.3% from 2017

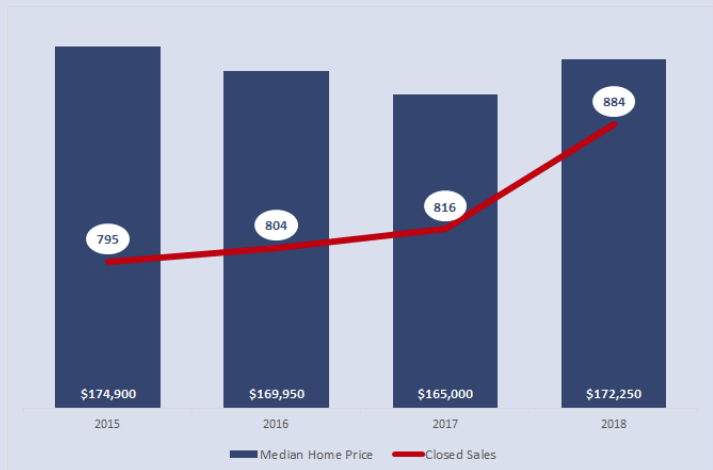
ACTIVE LISTINGS  
**266**  
DOWN 26.1% from 2017

MONTHS OF INVENTORY  
**3.4**  
Compared to 3.8 in 2017

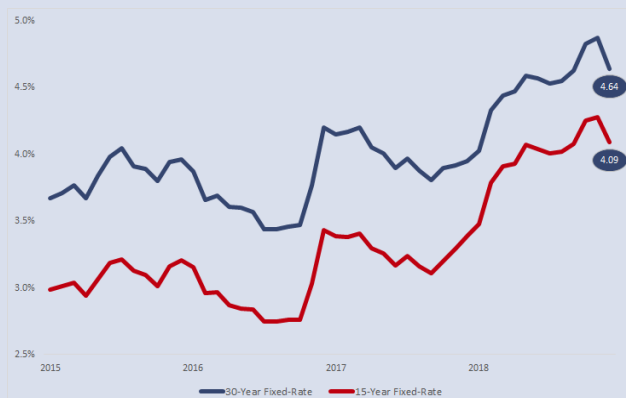
AVERAGE DAYS ON MARKET  
**79**  
8 days less than 2017

MEDIAN PRICE PER SQ. FT.  
**\$104.09**  
UP 7.5% from 2017

## 4-YEAR COMPARISON HOME SALES VOLUME VS. MEDIAN PRICE



## MONTHLY AVERAGE MORTGAGE INTEREST RATES



Source: Freddie Mac Primary Mortgage Market Survey® (PMMS®). ©2018, Freddie Mac. Averages are for conforming mortgages with 20% down.

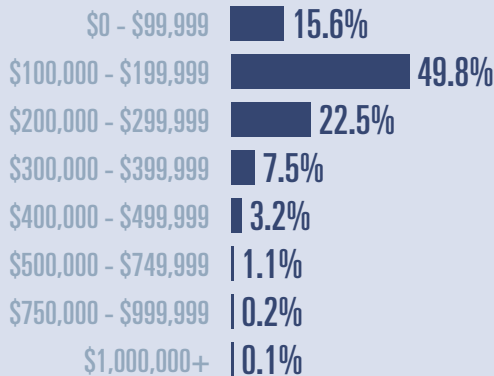
# PERCENT OF HOMES SOLD IN 2018 BY PRICE CLASS

## \$55,837

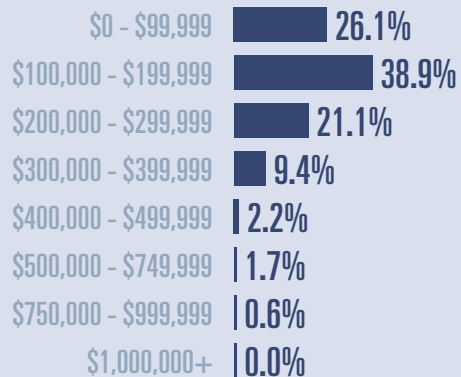
MEDIAN HOUSEHOLD INCOME  
VICTORIA

ACCORDING TO THE U.S. CENSUS BUREAU

## Victoria MSA

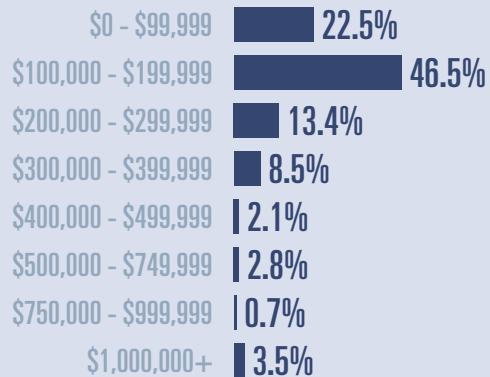


## Calhoun County

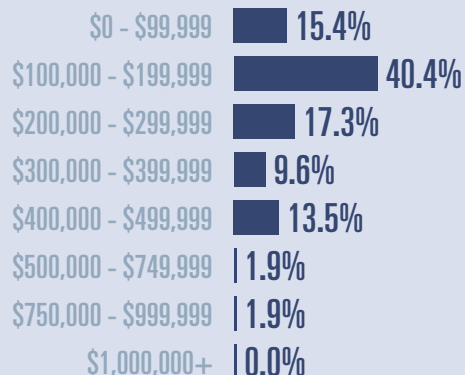


The availability of homes priced under \$200,000 has increased 4.2% since 2015

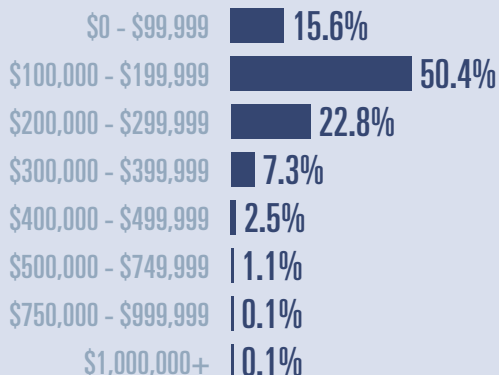
## Lavaca County



## Goliad County



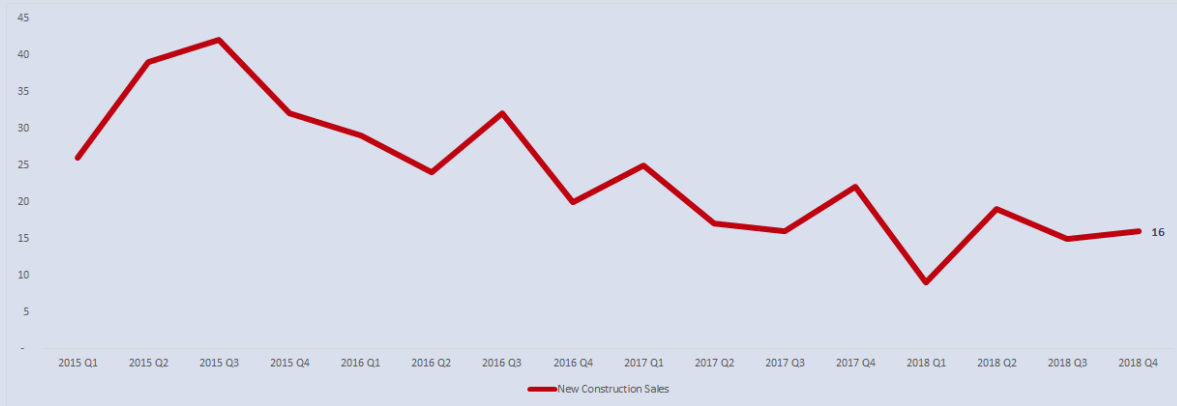
## Victoria County



The Real Estate Center at Texas A&M University cites \$150,000-\$200,000 as a typical budget threshold for entry-level and first-time homebuyers.

# NEW HOME CONSTRUCTION & APARTMENTS

## NEW CONSTRUCTION Victoria



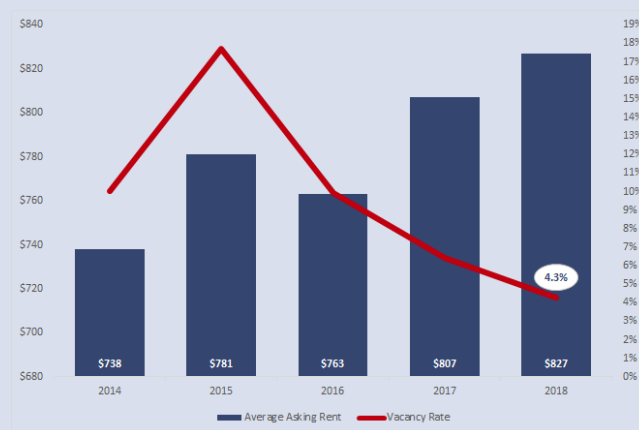
\* Q4 building permit data is not currently available.



# 59

NEW HOMES SOLD IN 2018

## APARTMENT RENT & VACANCY RATES



# HOUSING AFFORDABILITY

HOMEOWNERS SPEND AN AVERAGE OF

# 19.2%

OF THEIR INCOME ON HOUSING COSTS

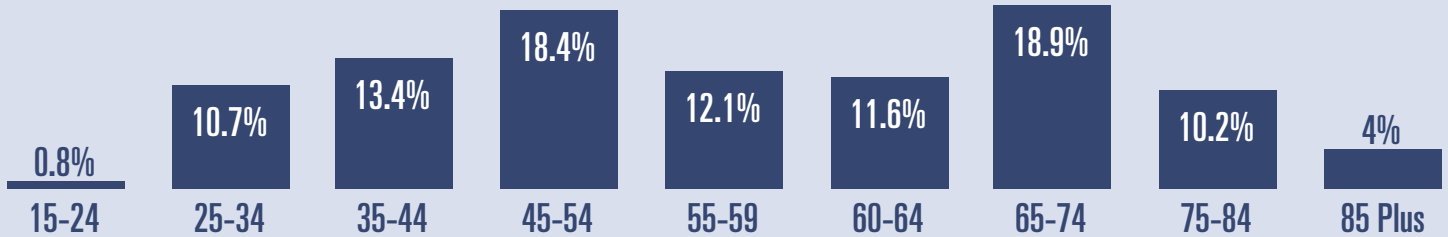
RENTERS SPEND AN AVERAGE OF

# 27.0%

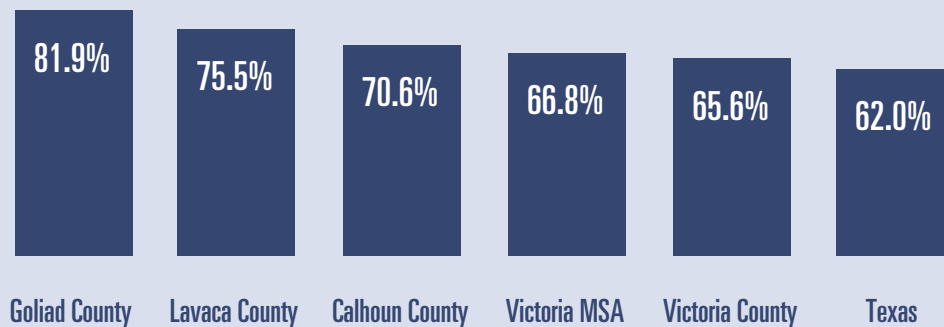
OF THEIR INCOME ON RENT

Housing costs that are 30% or more of gross monthly income are considered unaffordable, according to HUD

## AGE DISTRIBUTION OF HOMEOWNERS



## HOMEOWNERSHIP RATE





# Waco Metropolitan Statistical Area



# REAL ESTATE 2018

YEAR IN REVIEW



## Waco MSA by the numbers

MEDIAN PRICE  
**\$179,000**  
UP 6.6% from 2017

HOMES SOLD  
**2,920**  
UP 6.6% from 2017

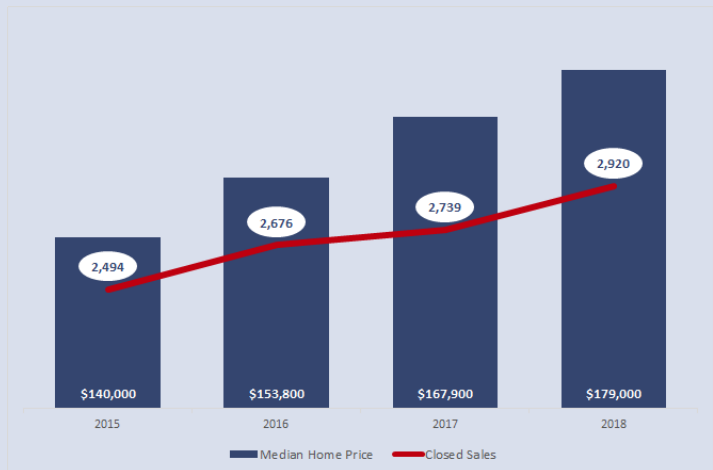
ACTIVE LISTINGS  
**693**  
UP 20.1% from 2017

MONTHS OF INVENTORY  
**2.9**  
Compared to 2.8 in 2017

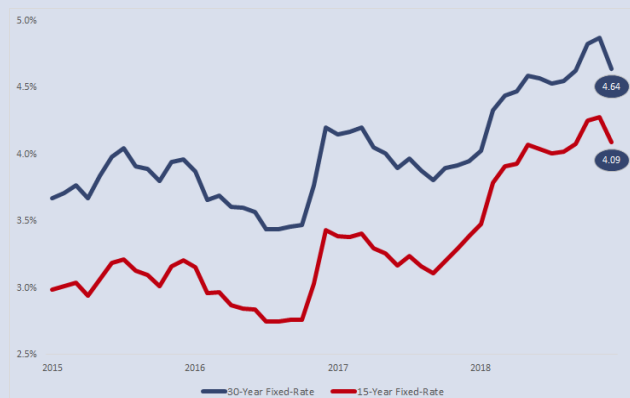
AVERAGE DAYS ON MARKET  
**59**  
10 days less than 2017

MEDIAN PRICE PER SQ. FT.  
**\$102.36**  
UP 8.4% from 2017

## 4-YEAR COMPARISON HOME SALES VOLUME VS. MEDIAN PRICE



## MONTHLY AVERAGE MORTGAGE INTEREST RATES



Source: Freddie Mac Primary Mortgage Market Survey® (PMMS®). ©2018, Freddie Mac. Averages are for conforming mortgages with 20% down.

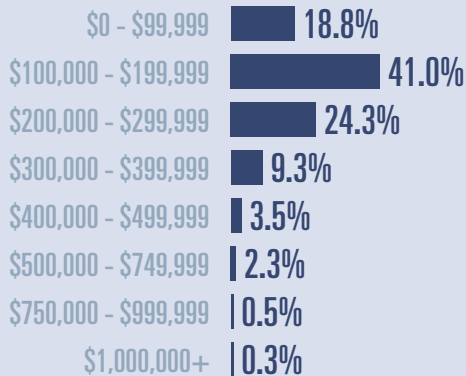
# PERCENT OF HOMES SOLD IN 2018 BY PRICE CLASS

## \$45,721

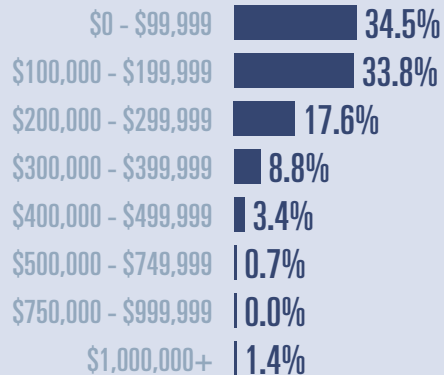
MEDIAN HOUSEHOLD INCOME  
WACO

ACCORDING TO THE U.S. CENSUS BUREAU

## Waco MSA

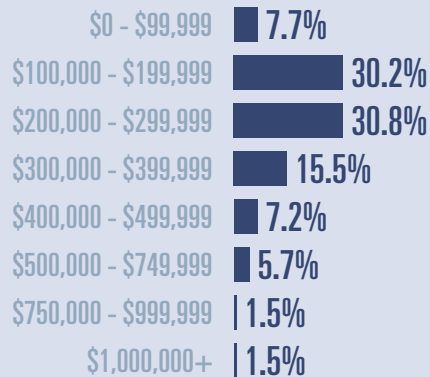


## Limestone County



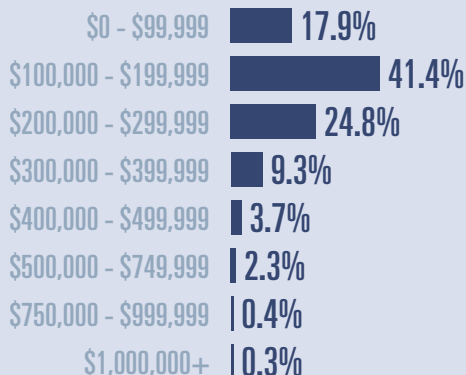
The availability of homes priced under \$200,000 has decreased 16.1% since 2015

## Texas



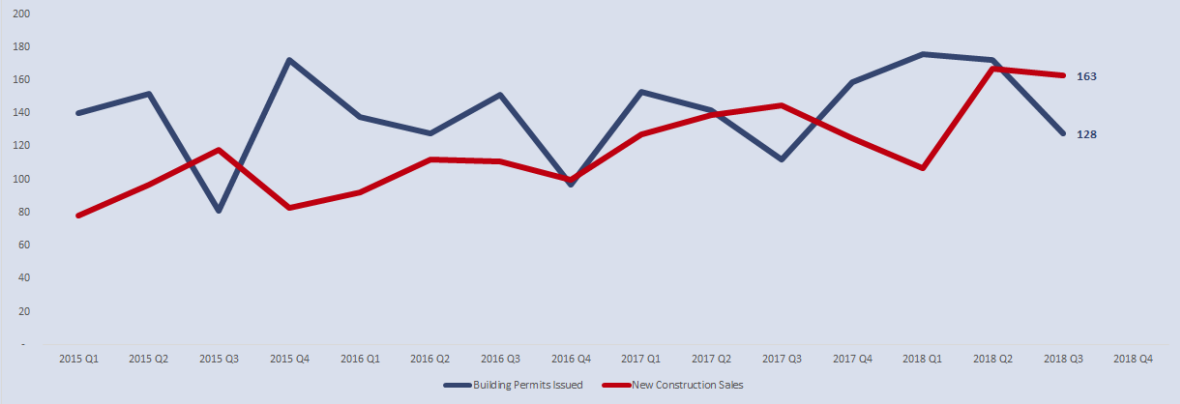
The Real Estate Center at Texas A&M University cites \$150,000-\$200,000 as a typical budget threshold for entry-level and first-time homebuyers.

## McLennan County



# NEW HOME CONSTRUCTION & APARTMENTS

## NEW CONSTRUCTION Waco



\* Q4 building permit data is not currently available.



**451**

NEW HOMES SOLD IN 2018

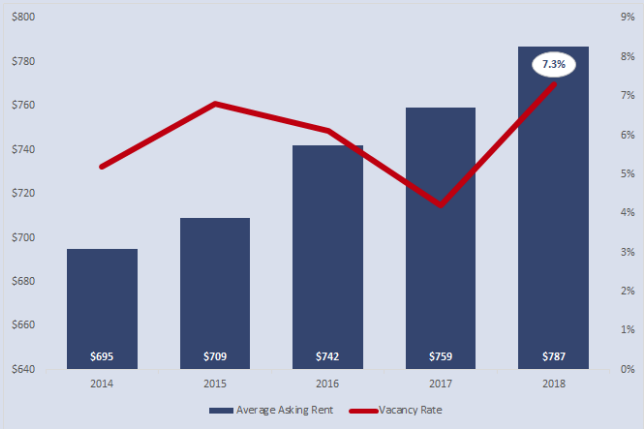


**476**

NEW BUILDING PERMITS ISSUED IN 2018

\* Includes single family and 2-4 units.

## APARTMENT RENT & VACANCY RATES



# HOUSING AFFORDABILITY

HOMEOWNERS SPEND AN AVERAGE OF

# 20.2%

OF THEIR INCOME ON HOUSING COSTS

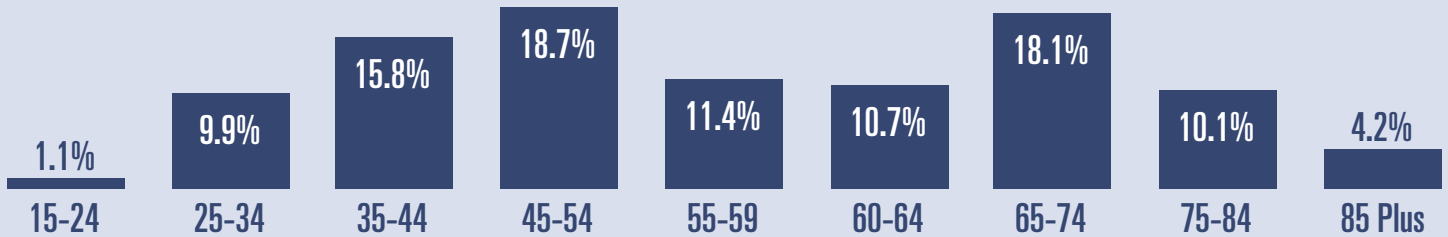
RENTERS SPEND AN AVERAGE OF

# 31.9%

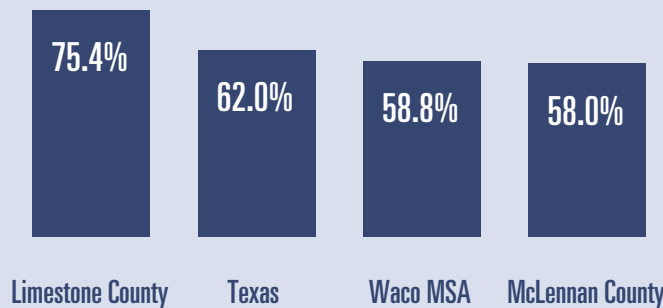
OF THEIR INCOME ON RENT

Housing costs that are 30% or more of gross monthly income are considered unaffordable, according to HUD

## AGE DISTRIBUTION OF HOMEOWNERS



## HOMEOWNERSHIP RATE



# Wichita Falls Metropolitan Statistical Area



# REAL ESTATE 2018

YEAR IN REVIEW



## Wichita Falls MSA by the numbers

MEDIAN PRICE  
**\$120,000**  
UP 4.4% from 2017

HOMES SOLD  
**1,810**  
UP 3.1% from 2017

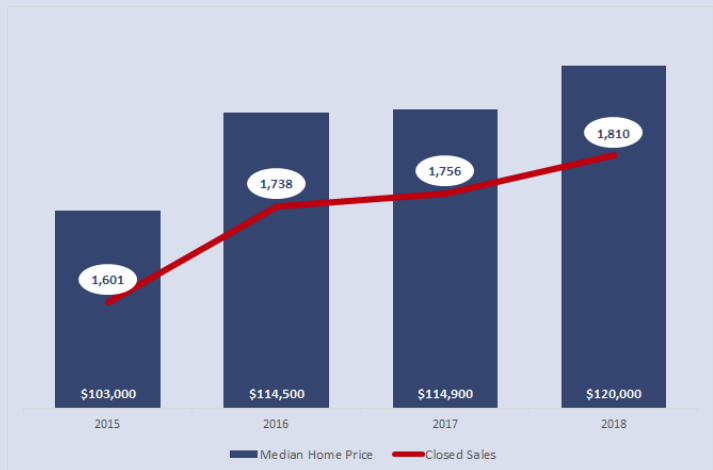
ACTIVE LISTINGS  
**482**  
DOWN 13.2% from 2017

MONTHS OF INVENTORY  
**3.2**  
Compared to 3.2 in 2017

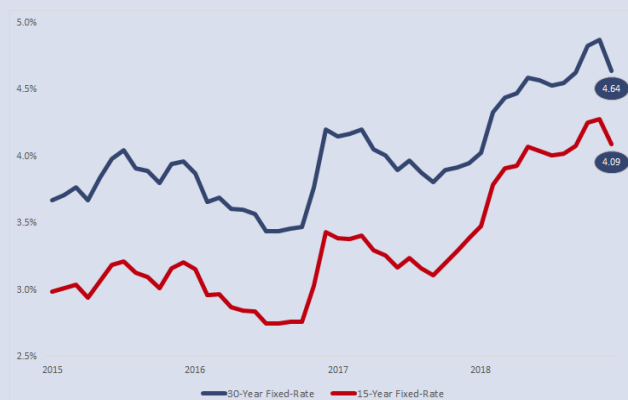
AVERAGE DAYS ON MARKET  
**51**  
14 days less than 2017

MEDIAN PRICE PER SQ. FT.  
**\$75.51**  
UP 7.1% from 2017

## 4-YEAR COMPARISON HOME SALES VOLUME VS. MEDIAN PRICE



## MONTHLY AVERAGE MORTGAGE INTEREST RATES



Source: Freddie Mac Primary Mortgage Market Survey® (PMMS®). ©2018, Freddie Mac. Averages are for conforming mortgages with 20% down.

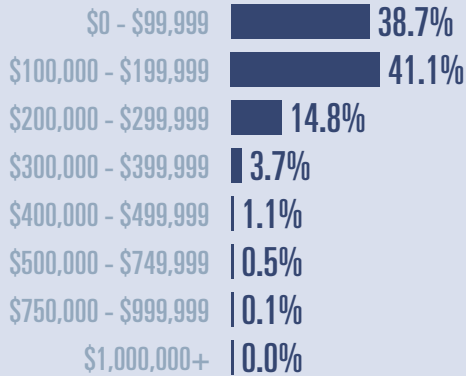
# PERCENT OF HOMES SOLD IN 2018 BY PRICE CLASS

## \$46,558

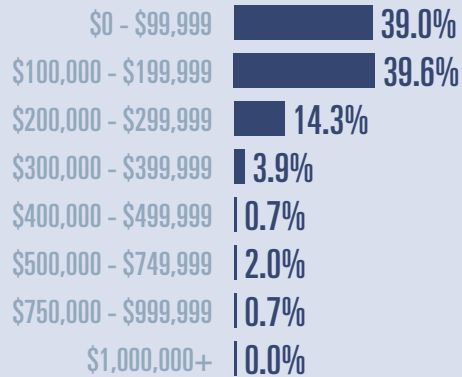
MEDIAN HOUSEHOLD INCOME  
WICHITA FALLS

ACCORDING TO THE U.S. CENSUS BUREAU

## Wichita Falls MSA

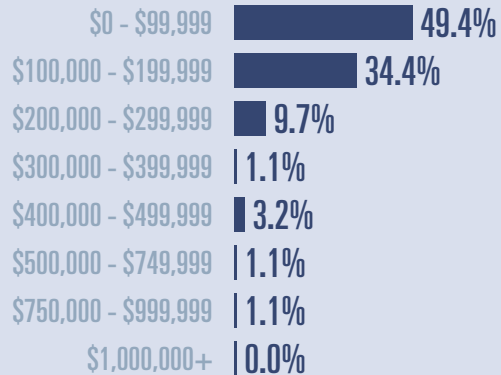


## Young County

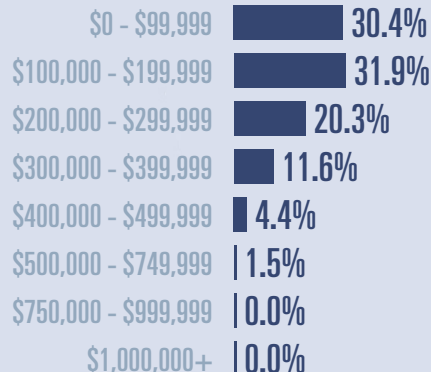


The availability of homes priced under \$200,000 has decreased 6.0% since 2015

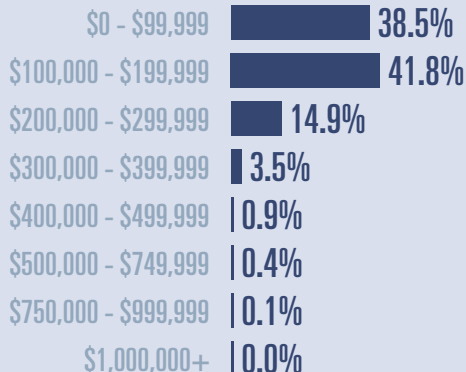
## Clay County



## Archer County



## Wichita County

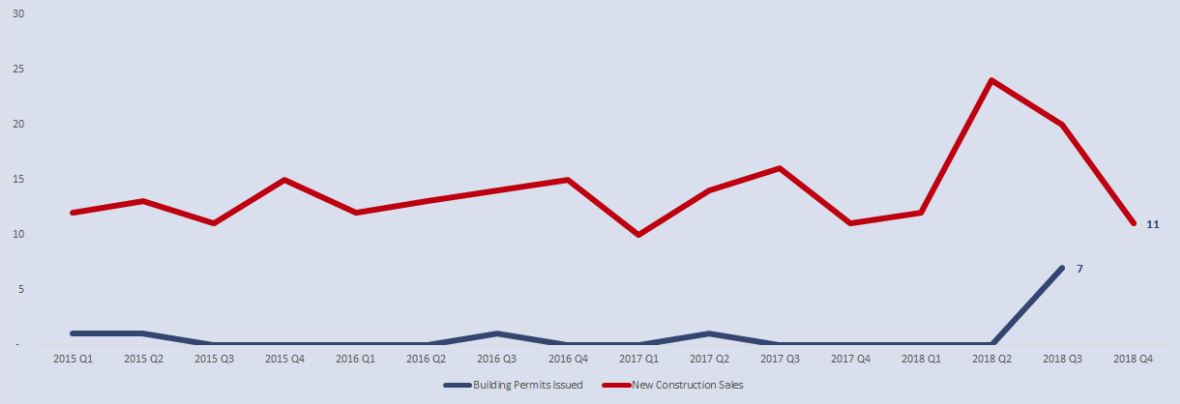


The Real Estate Center at Texas A&M University cites \$150,000-\$200,000 as a typical budget threshold for entry-level and first-time homebuyers.



# NEW HOME CONSTRUCTION & APARTMENTS

## NEW CONSTRUCTION Wichita Falls



\* Q4 building permit data is not currently available.



67

NEW HOMES SOLD IN 2018

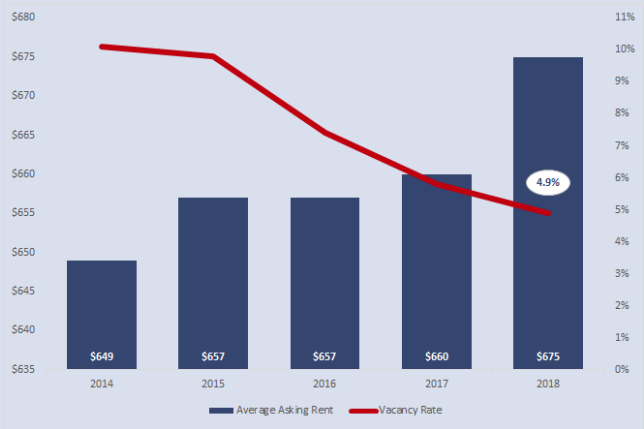


7

NEW BUILDING PERMITS ISSUED  
IN 2018

\* Includes single family and 2-4 units.

## APARTMENT RENT & VACANCY RATES



# HOUSING AFFORDABILITY

HOMEOWNERS SPEND AN AVERAGE OF

# 20.7%

OF THEIR INCOME ON HOUSING COSTS

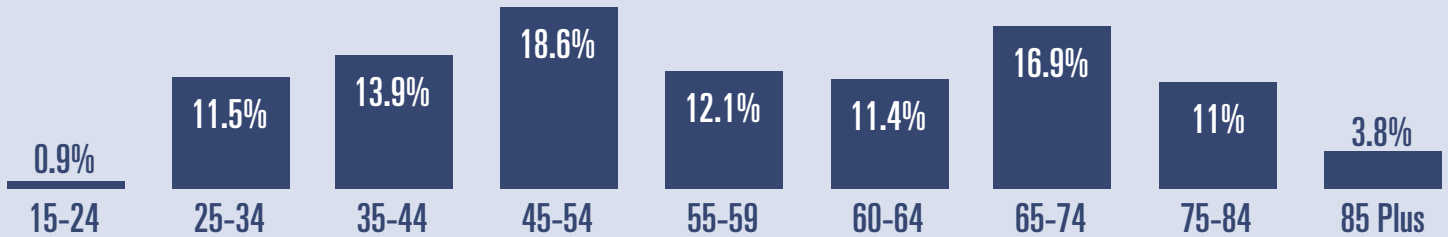
RENTERS SPEND AN AVERAGE OF

# 32.4%

OF THEIR INCOME ON RENT

Housing costs that are 30% or more of gross monthly income are considered unaffordable, according to HUD

## AGE DISTRIBUTION OF HOMEOWNERS



## HOMEOWNERSHIP RATE

