

REAL ESTATE MARKET REPORT
MEMORIAL



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Sunday, November 4

2018

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REAL ESTATE MARKET REPORT MEMORIAL

Sunday, November 4, 2018

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Price Range		For Sale ^[1]					Contracts Pending ^[2]		Off-Market in the Last 6 Months ^[3]					Absorption Rate	
		Total Num	Avg DOM	Avg List Price	Total Num	Pending Ratio	Total Num	Total Num	Avg DOM	Avg Orig List Price	Avg List Price	Avg Sold Price	List to Sales	Est. Mos.	
Min.	Max.														
\$0	\$ 399,999	0	-	-	0	-	0	1	81	\$ 359,900	\$ 354,900	\$ 325,000	91.6%	-	
\$400,000	\$ 799,999	37	106	\$ 631,148	7	15.9%	9	48	72	\$ 691,481	\$ 660,641	\$ 624,960	94.6%	4.6	
\$800,000	\$1,199,999	36	96	\$ 967,358	8	18.2%	8	37	65	\$1,115,484	\$1,058,930	\$ 988,346	93.3%	5.8	
\$1,200,000	\$1,599,999	38	92	\$1,424,189	6	13.6%	14	46	56	\$1,567,887	\$1,484,607	\$1,406,641	94.7%	5.0	
\$1,600,000	\$1,999,999	30	104	\$1,755,100	8	21.1%	17	26	75	\$2,017,750	\$1,911,881	\$1,802,324	94.3%	6.9	
\$2,000,000	\$2,399,999	20	84	\$2,260,945	2	9.1%	4	27	61	\$2,346,296	\$2,306,778	\$2,188,769	94.9%	4.4	
\$2,400,000	\$2,799,999	13	97	\$2,600,000	3	18.8%	5	12	98	\$2,769,625	\$2,658,917	\$2,540,495	95.5%	6.5	
\$2,800,000	\$3,199,999	13	96	\$2,956,385	3	18.8%	7	4	37	\$3,107,500	\$3,069,750	\$2,941,250	95.8%	19.5	
\$3,200,000	\$3,599,999	6	90	\$3,383,167	3	33.3%	0	6	95	\$3,738,833	\$3,515,250	\$3,349,583	95.3%	6.0	
\$3,600,000	\$3,999,999	7	87	\$3,810,323	2	22.2%	1	4	40	\$4,037,250	\$3,973,500	\$3,772,500	94.9%	10.5	
\$4,000,000	\$4,399,999	2	36	\$4,247,500	0	0.0%	1	0	-	-	-	-	-	-	
\$4,400,000	\$4,799,999	7	185	\$4,581,571	1	12.5%	4	1	54	\$4,600,000	\$4,600,000	\$4,462,500	97.0%	42.0	
\$4,800,000	\$5,199,999	3	134	\$4,938,333	0	0.0%	1	1	60	\$4,800,000	\$4,800,000	\$4,900,000	102.1%	18.0	
\$5,200,000	\$5,599,999	0	-	-	0	-	0	2	223	\$6,597,500	\$5,997,500	\$5,228,281	87.2%	-	
\$5,600,000	+	8	96	\$11,009,112	0	0.0%	2	0	-	-	-	-	-	-	
Market Summary >>>		220	99	\$2,149,212	43	16.3%	73	215	69	\$1,719,073	\$1,646,960	\$1,557,265	94.6%	6.1	

Date Range = 05/06/2018 to 11/04/2018

Data believed to be accurate but not guaranteed.

Status = [1] Active; [2] Pending, Pend Cont to Show, Option Pending; [3] Expired; [4] Sold

PostalCode = 77024

PropertyType = Single-Family

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1. PROPERTIES FOR SALE

- a. **Number Active:** The number of listings for sale which are currently being marketed but do not yet have a purchase agreement.
- b. **Average Days on Market (DOM):** The average marketing period of currently active listings. This does not account for some listings which have had a previous listing period, but were re-entered as a new listing.
- c. **Average List Price:** The average price that a seller is currently asking.

2. CONTRACTS PENDING

- a. **Number Pending:** The number of current listings for which a contract has been signed but has not yet closed.
- b. **Pending Ratio:** Sometimes called a “list-to-pending ratio”. This is a measure of how fast properties are going under contract vs. how fast they are being listed.

$$\text{Pending Ratio} = \frac{P \text{ (Number of Pending Listings)}}{A+P \text{ (Number of Active + Pending)}}$$

(P) represents properties that buyers have chosen
(A+P) represents the entire pool from which they have chosen

3. OFF-MARKET

- a. **Number Off-Market:** The number of listing agreements that have failed to close in the last 6 months. Some owners may choose to re-offer their property for sale.

4. PROPERTIES SOLD

- a. **Number Sold:** The number of properties that have gone to a closing in the last 6 months.
- b. **Average Days on Market (DOM):** The average marketing time it has taken properties to sell in the last 6 months.
- c. **Average Original List Price:** The average price at which a sold property was originally marketed.
- d. **Average List Price:** The average price at which a sold property was marketed just prior to selling.
- e. **Average Sold Price:** The average price for which a property sold.
- f. **List to Sales Ratio:** The percentage of the list price that the buyer ultimately paid for the property.

$$\text{List to Sales Ratio} = \frac{\text{Average Sold Price}}{\text{Average List Price}}$$

5. OTHER

- a. **Absorption Rate / Months of Inventory:** An estimate of how fast listings are currently selling measured in months. For example, if 100 properties sell per month and there are 800 properties for sale - there is an 8 month supply of inventory before counting the additional properties that will come on the market.