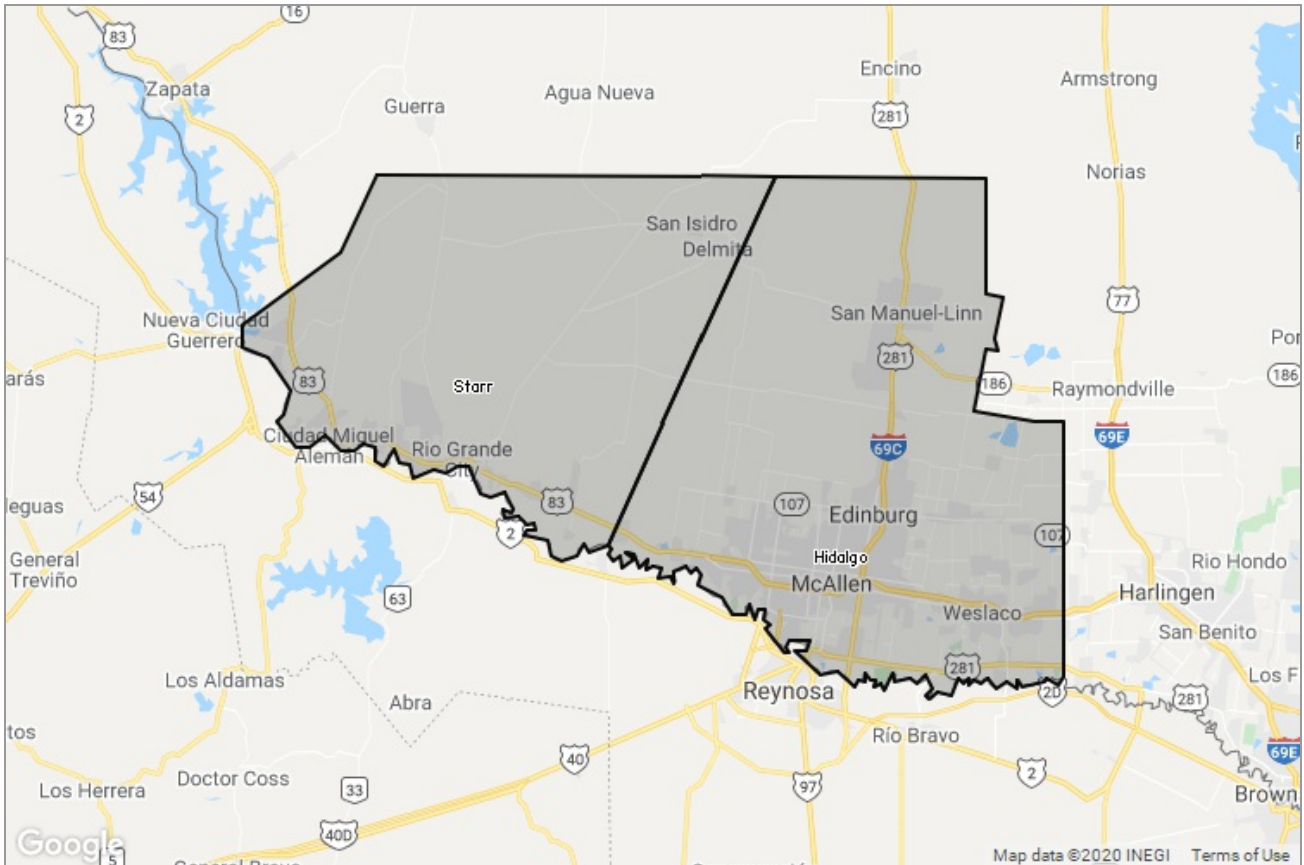


Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
9/2019 – 9/2020

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 10/06/2020

Scheduled: Yes

Presented by

**Greater McAllen Association of
REALTORS® INC MLS**

(956) 682-4119

Other: <http://www.gmar.org>

1324 E Nolana Avenue
McAllen, TX 78504

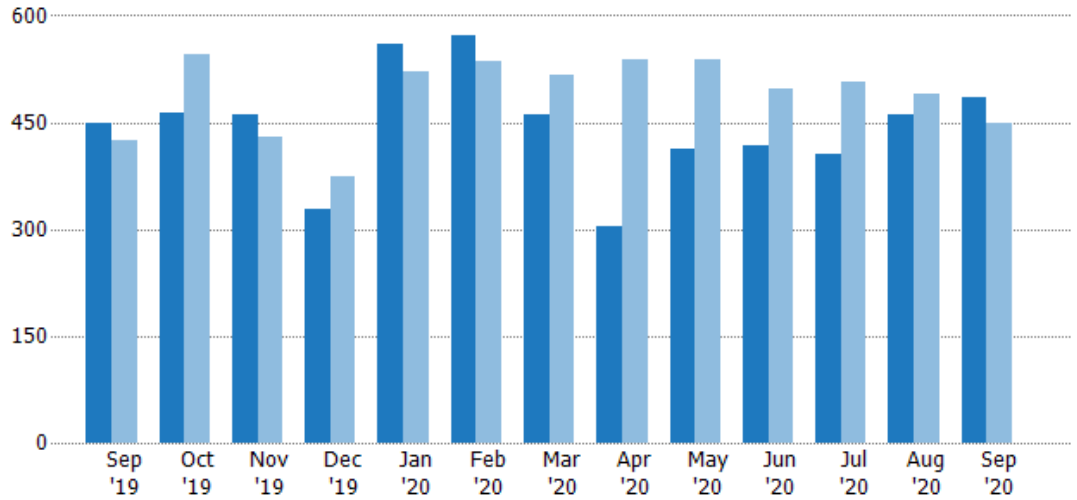
New Listings

The number of new residential listings that were added each month.

Filters Used

MLS: Greater McAllen Association of REALTORS® INC MLS
County: Hidalgo County, Texas, Starr County, Texas

Month/Year	Count	% Chg.
Sep '20	484	7.6%
Sep '19	450	5.9%
Sep '18	425	10.1%



Current Year	450	463	460	329	560	572	461	304	412	417	406	462	484
Prior Year	425	545	429	374	522	537	517	539	539	496	507	491	450
Percent Change from Prior Year	6%	-15%	7%	-12%	7%	7%	-11%	-44%	-24%	-16%	-20%	-6%	8%

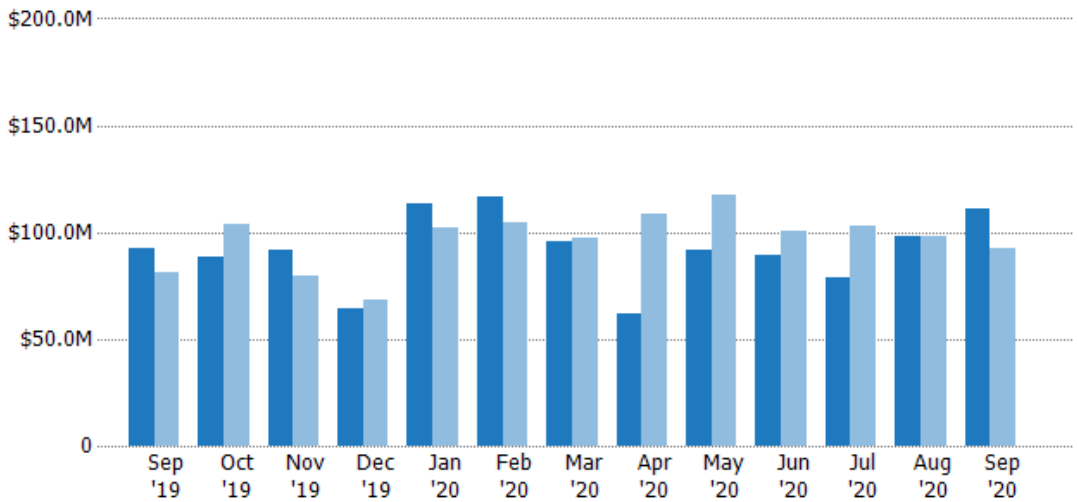
New Listing Volume

The sum of the listing price of residential listings that were added each month.

Filters Used

MLS: Greater McAllen Association of REALTORS® INC MLS
County: Hidalgo County, Texas, Starr County, Texas

Month/Year	Volume	% Chg.
Sep '20	\$111M	20.3%
Sep '19	\$92.4M	14.1%
Sep '18	\$81M	9.6%



Current Year	\$92.4M	\$88.1M	\$91.4M	\$64.6M	\$113M	\$117M	\$95.9M	\$61.9M	\$92M	\$89.4M	\$78.9M	\$98M	\$111M
Prior Year	\$81M	\$104M	\$79.6M	\$68.3M	\$102M	\$105M	\$96.9M	\$108M	\$117M	\$100M	\$103M	\$98M	\$92.4M
Percent Change from Prior Year	14%	-15%	15%	-5%	11%	11%	-1%	-43%	-21%	-11%	-23%	0%	20%

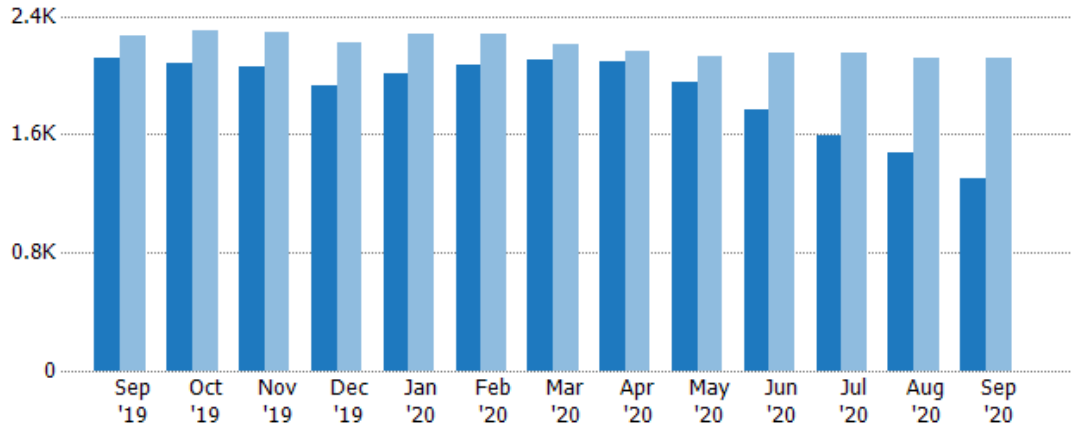
Active Listings

The number of active residential listings at the end of each month.

Filters Used

MLS: Greater McAllen Association of REALTORS® INC MLS
County: Hidalgo County, Texas, Starr County, Texas

Month/Year	Count	% Chg.
Sep '20	1.3K	-38.6%
Sep '19	2.12K	-6.7%
Sep '18	2.27K	-9.1%



Current Year	2.12K	2.09K	2.06K	1.93K	2.02K	2.07K	2.11K	2.09K	1.95K	1.77K	1.6K	1.48K	1.3K
Prior Year	2.27K	2.3K	2.29K	2.22K	2.28K	2.28K	2.2K	2.16K	2.13K	2.15K	2.15K	2.12K	2.12K
Percent Change from Prior Year	-7%	-9%	-10%	-13%	-12%	-9%	-4%	-3%	-9%	-18%	-26%	-30%	-39%

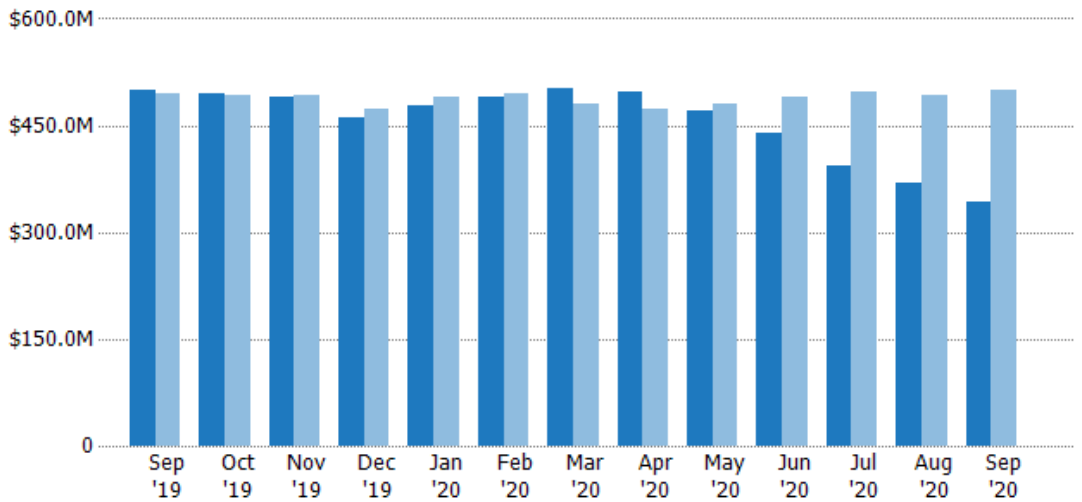
Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

Filters Used

MLS: Greater McAllen Association of REALTORS® INC MLS
County: Hidalgo County, Texas, Starr County, Texas

Month/Year	Volume	% Chg.
Sep '20	\$344M	-31.2%
Sep '19	\$499M	0.8%
Sep '18	\$495M	-14.3%



Current Year	\$499M	\$495M	\$489M	\$461M	\$478M	\$489M	\$502M	\$498M	\$470M	\$439M	\$393M	\$370M	\$344M
Prior Year	\$495M	\$492M	\$492M	\$472M	\$491M	\$494M	\$479M	\$473M	\$480M	\$490M	\$496M	\$493M	\$499M
Percent Change from Prior Year	1%	0%	0%	-2%	-3%	-1%	5%	5%	-2%	-10%	-21%	-25%	-31%

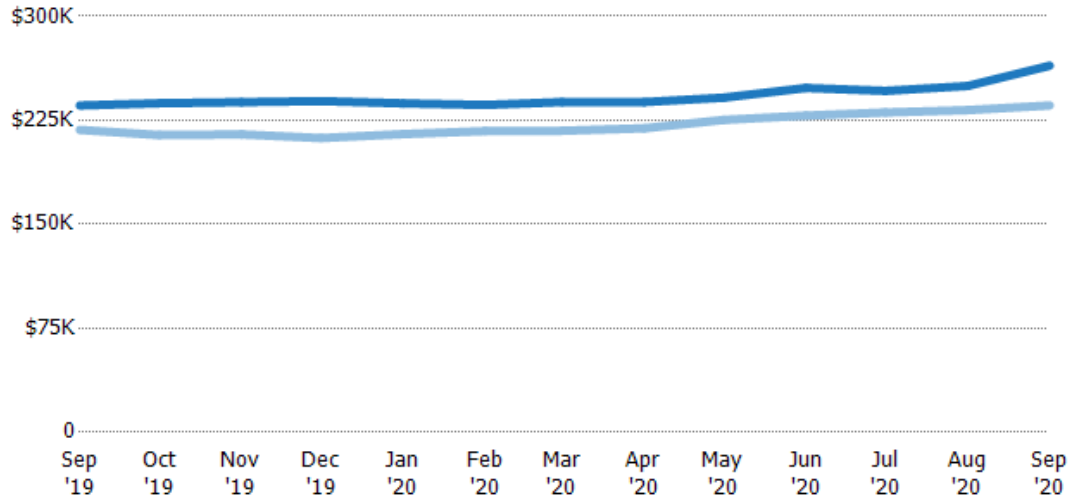
Average Listing Price

The average listing price of active residential listings at the end of each month.

Filters Used

MLS: Greater McAllen Association of REALTORS® INC MLS
County: Hidalgo County, Texas, Starr County, Texas

Month/Year	Price	% Chg.
Sep '20	\$264K	12.2%
Sep '19	\$236K	8.1%
Sep '18	\$218K	-5.7%



Current Year	\$236K	\$237K	\$238K	\$239K	\$237K	\$236K	\$238K	\$238K	\$241K	\$248K	\$246K	\$250K	\$264K
Prior Year	\$218K	\$214K	\$215K	\$212K	\$215K	\$217K	\$217K	\$219K	\$225K	\$228K	\$231K	\$232K	\$236K
Percent Change from Prior Year	8%	11%	11%	13%	10%	9%	10%	9%	7%	9%	7%	7%	12%

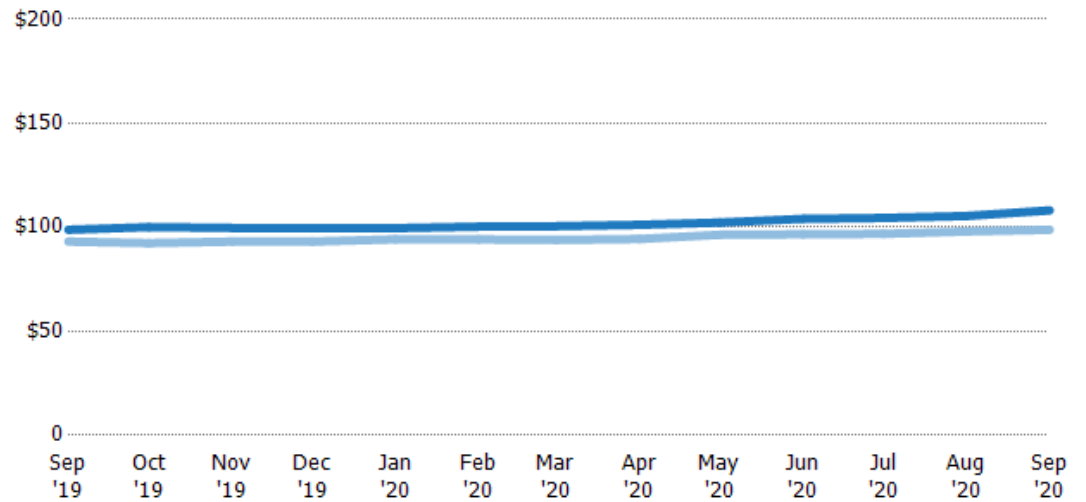
Average Listing Price per Sq Ft

The average of listing prices divided by the living area of homes on market at the end of each month.

Filters Used

MLS: Greater McAllen Association of REALTORS® INC MLS
County: Hidalgo County, Texas, Starr County, Texas

Month/Year	Price/sq ft	% Chg.
Sep '20	\$108	9.4%
Sep '19	\$98.8	6.1%
Sep '18	\$93.1	-4.5%



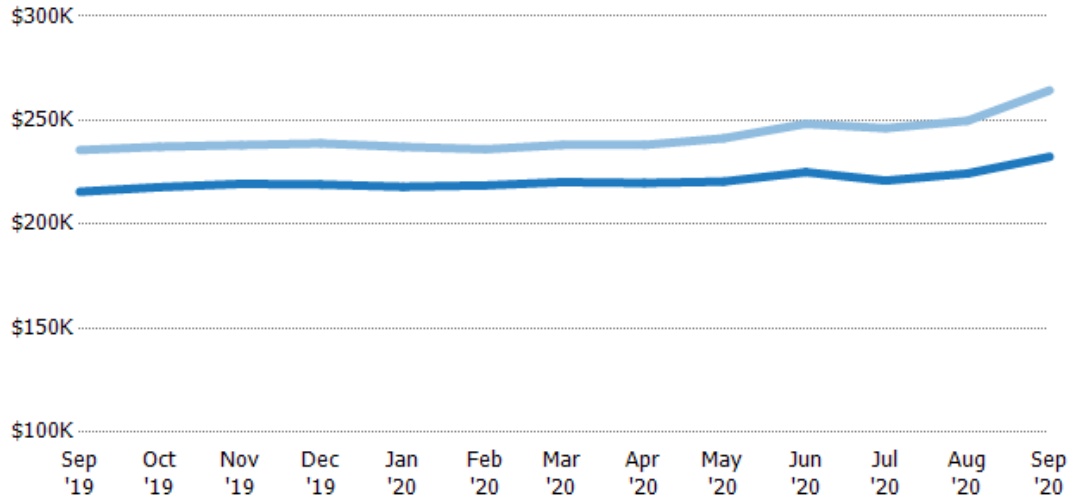
Current Year	\$98.8	\$100	\$100	\$100	\$100	\$100	\$101	\$101	\$102	\$104	\$105	\$105	\$108
Prior Year	\$93.1	\$92.4	\$93.1	\$93.1	\$94.2	\$94.2	\$93.9	\$94.4	\$96.4	\$96.6	\$96.8	\$98	\$98.8
Percent Change from Prior Year	6%	8%	7%	7%	6%	6%	7%	7%	6%	8%	8%	8%	9%

Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.

Filters Used

MLS: Greater McAllen Association of REALTORS® INC MLS
County: Hidalgo County, Texas, Starr County, Texas



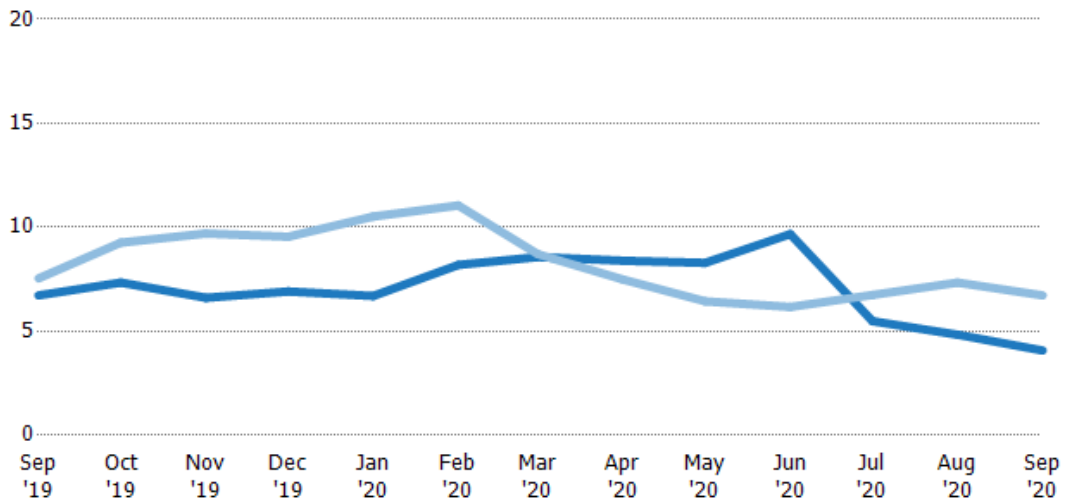
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Avg Est Value	\$216K	\$218K	\$219K	\$219K	\$218K	\$219K	\$220K	\$220K	\$221K	\$225K	\$221K	\$224K	\$232K
Avg Listing Price	\$236K	\$237K	\$238K	\$239K	\$237K	\$236K	\$238K	\$238K	\$241K	\$248K	\$246K	\$250K	\$264K
Avg Listing Price as a % of Avg Est Value	109%	109%	109%	109%	109%	108%	108%	108%	109%	110%	111%	111%	114%

Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

Filters Used

MLS: Greater McAllen Association of REALTORS® INC MLS
County: Hidalgo County, Texas, Starr County, Texas



Month/Year	Months	% Chg.
Sep '20	4.08	-39.4%
Sep '19	6.72	-10.8%
Sep '18	7.54	2.8%

	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	6.72	7.34	6.61	6.91	6.7	8.19	8.57	8.39	8.29	9.67	5.48	4.84	4.08
Prior Year	7.54	9.26	9.7	9.55	10.5	11	8.71	7.49	6.44	6.17	6.75	7.34	6.72
Percent Change from Prior Year	-11%	-21%	-32%	-28%	-36%	-26%	-2%	12%	29%	57%	-19%	-34%	-39%

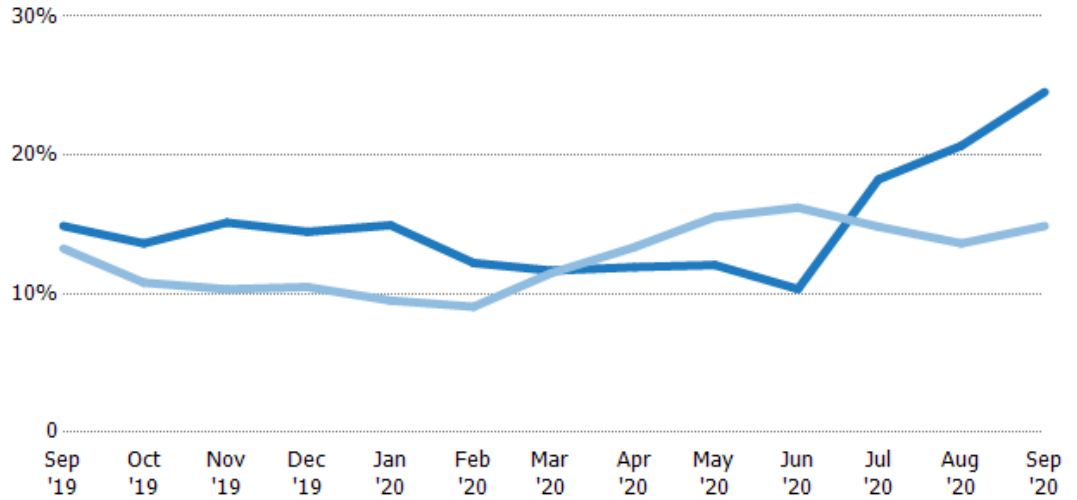
Absorption Rate

The percentage of inventory sold per month.

Filters Used

MLS: Greater McAllen Association of REALTORS® INC MLS
County: Hidalgo County, Texas, Starr County, Texas

Month/Year	Rate	Chg.
Sep '20	25%	-9.7%
Sep '19	15%	-1.6%
Sep '18	13%	-2.7%

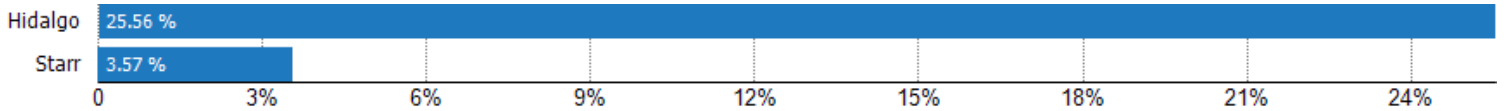


	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	15%	14%	15%	14%	15%	12%	12%	12%	12%	10%	18%	21%	25%
Prior Year	13%	11%	10%	10%	10%	9%	11%	13%	16%	16%	15%	14%	15%
Change from Prior Year	-2%	-3%	-5%	-4%	-5%	-3%	0%	1%	3%	6%	-3%	-7%	-10%

Absorption Rate (By County)

The percentage of the inventory sold during the last month by county.

Filters Used: MLS: Greater McAllen Association of REALTORS® INC MLS; County: Hidalgo County, Texas, Starr County, Texas



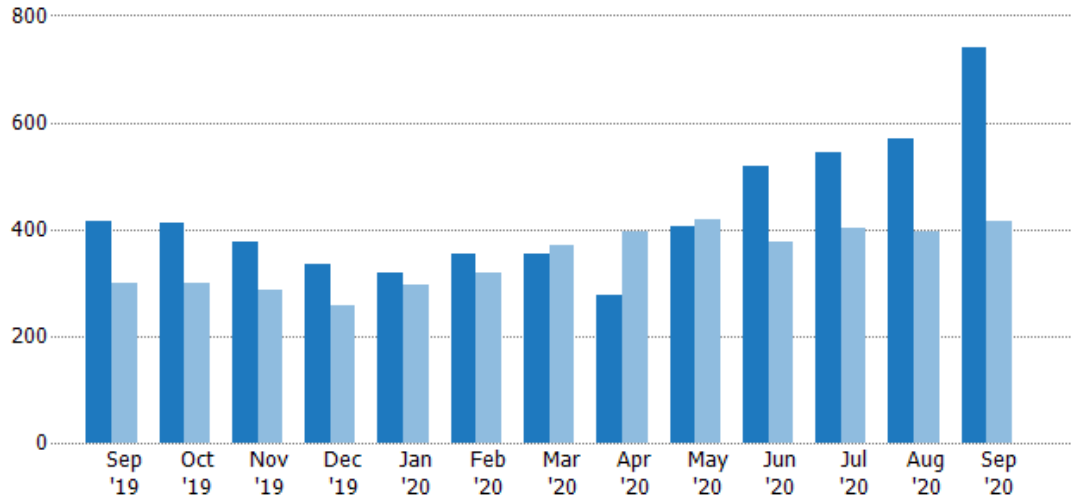
Pending Sales

The number of residential properties with accepted offers that were available at the end each month.

Filters Used

MLS: Greater McAllen Association of REALTORS® INC MLS
County: Hidalgo County, Texas, Starr County, Texas

Month/Year	Count	% Chg.
Sep '20	740	78.3%
Sep '19	415	39.3%
Sep '18	298	45.6%



Current Year	415	412	376	336	319	353	354	277	406	517	543	569	740
Prior Year	298	298	285	257	296	319	371	396	419	376	402	395	415
Percent Change from Prior Year	39%	38%	32%	31%	8%	11%	-5%	-30%	-3%	38%	35%	44%	78%

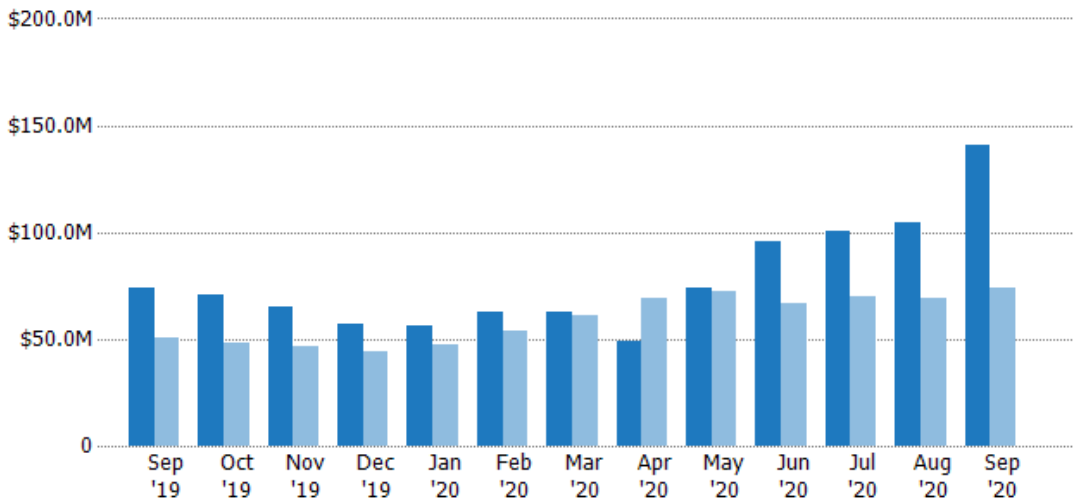
Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

Filters Used

MLS: Greater McAllen Association of REALTORS® INC MLS
County: Hidalgo County, Texas, Starr County, Texas

Month/Year	Volume	% Chg.
Sep '20	\$141M	90.8%
Sep '19	\$73.9M	46.1%
Sep '18	\$50.6M	57.9%



Current Year	\$73.9M	\$70.5M	\$64.7M	\$57.1M	\$55.9M	\$62.9M	\$62.3M	\$49.3M	\$74.2M	\$96M	\$100M	\$105M	\$141M
Prior Year	\$50.6M	\$48.2M	\$46.6M	\$44.5M	\$47M	\$53.6M	\$61.4M	\$68.8M	\$72.4M	\$66.5M	\$69.5M	\$69.1M	\$73.9M
Percent Change from Prior Year	46%	46%	39%	28%	19%	17%	1%	-28%	3%	44%	44%	52%	91%

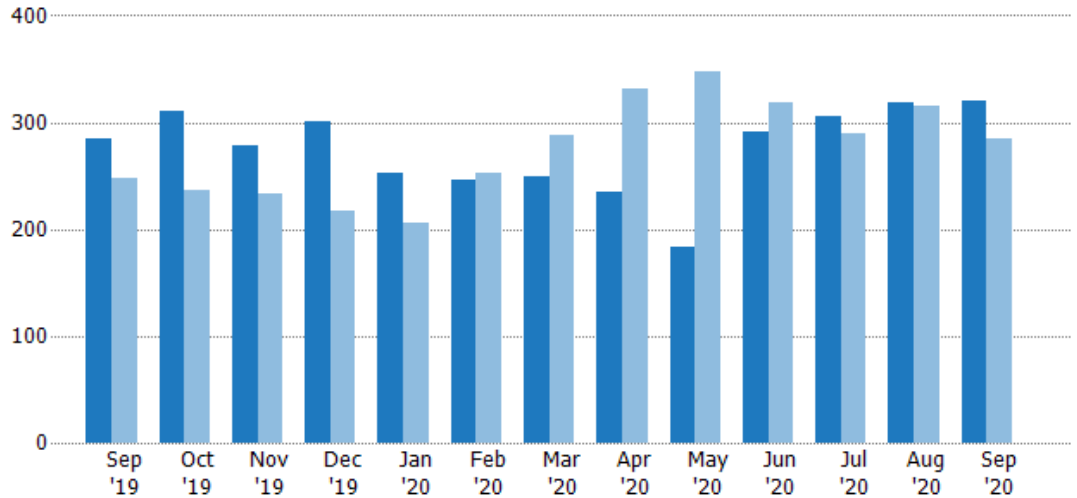
Closed Sales

The total number of residential properties sold each month.

Filters Used

MLS: Greater McAllen Association of REALTORS® INC MLS
County: Hidalgo County, Texas, Starr County, Texas

Month/Year	Count	% Chg.
Sep '20	320	12.7%
Sep '19	284	14.5%
Sep '18	248	-0.8%



Current Year	284	311	279	301	253	246	249	235	183	291	306	319	320
Prior Year	248	236	233	217	206	253	288	331	348	319	289	315	284
Percent Change from Prior Year	15%	32%	20%	39%	23%	-3%	-14%	-29%	-47%	-9%	6%	1%	13%

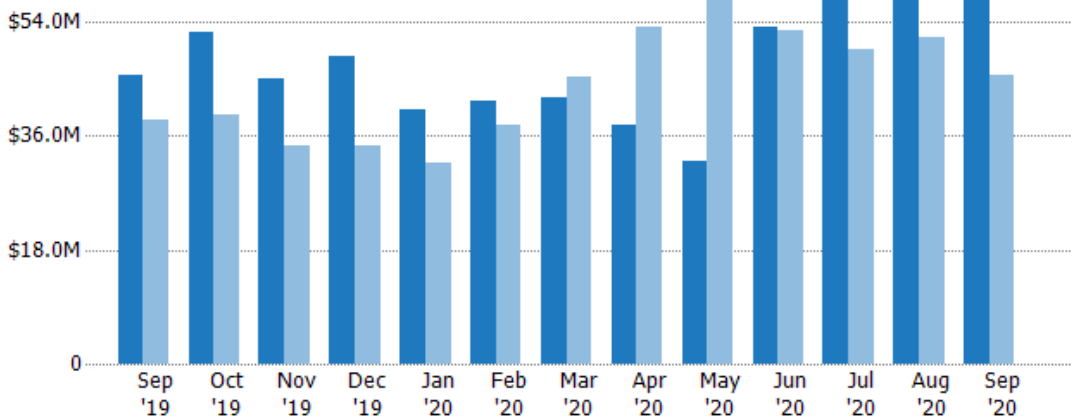
Closed Sales Volume

The sum of the sales price of residential properties sold each month.

Filters Used

MLS: Greater McAllen Association of REALTORS® INC MLS
County: Hidalgo County, Texas, Starr County, Texas

Month/Year	Volume	% Chg.
Sep '20	\$61.6M	35.1%
Sep '19	\$45.6M	18.3%
Sep '18	\$38.5M	-5.8%



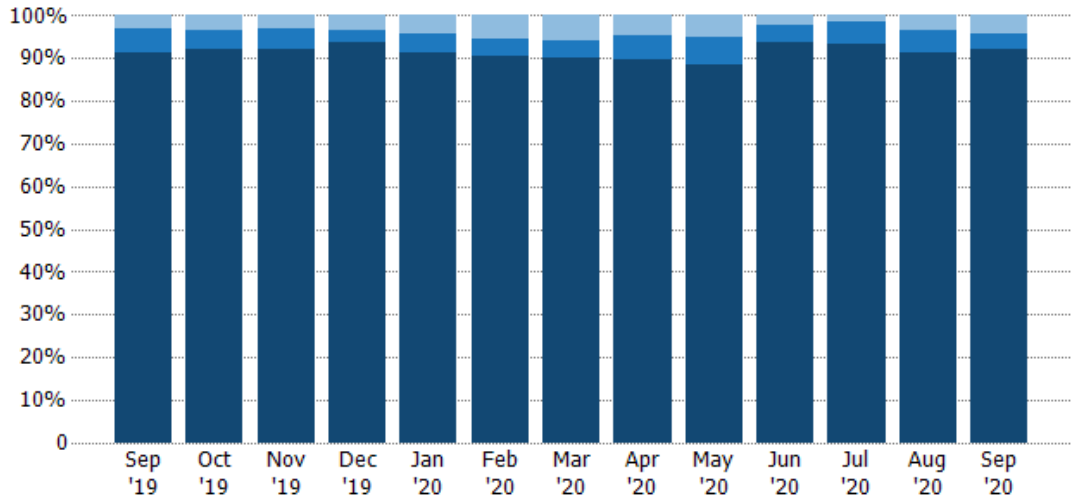
Current Year	\$45.6M	\$52.3M	\$45.1M	\$48.5M	\$40M	\$41.5M	\$42.2M	\$37.6M	\$31.9M	\$53.1M	\$58.6M	\$58.2M	\$61.6M
Prior Year	\$38.5M	\$39.2M	\$34.5M	\$34.4M	\$31.8M	\$37.6M	\$45.2M	\$53.1M	\$58.7M	\$52.6M	\$49.8M	\$51.6M	\$45.6M
Percent Change from Prior Year	18%	33%	31%	41%	26%	10%	-7%	-29%	-46%	1%	18%	13%	35%

Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

Filters Used

MLS: Greater McAllen Association of REALTORS® INC MLS
County: Hidalgo County, Texas, Starr County, Texas

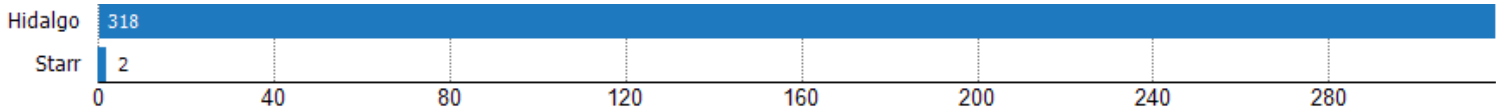


Property Type	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Mobile/Manufactured	3%	4%	3%	3%	4%	5%	6%	5%	5%	2%	2%	3%	4%
Condo/Townhouse	6%	4%	5%	3%	4%	4%	4%	6%	7%	4%	5%	5%	3%
Single Family Residence	91%	92%	92%	94%	91%	91%	90%	90%	89%	94%	93%	91%	92%

Closed Sales (By County)

The total number of residential properties sold during the last month by county.

Filters Used: MLS: Greater McAllen Association of REALTORS® INC MLS; County: Hidalgo County, Texas, Starr County, Texas

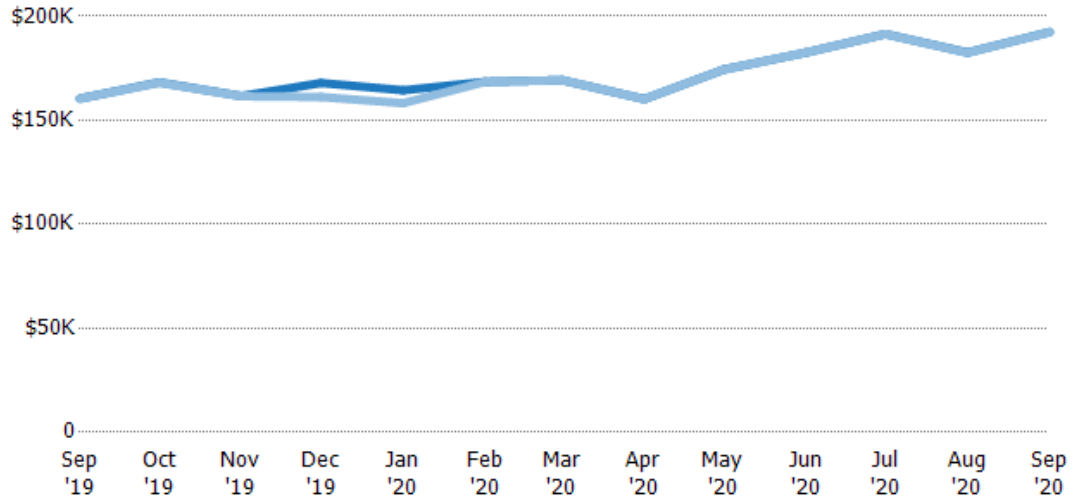


Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

Filters Used

MLS: Greater McAllen Association of REALTORS® INC MLS
County: Hidalgo County, Texas, Starr County, Texas



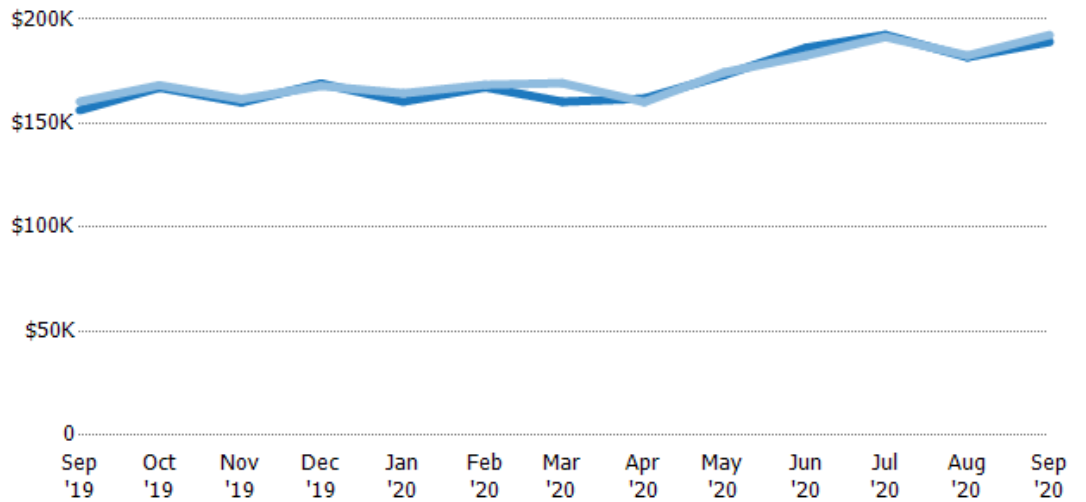
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Avg List Price	\$160K	\$168K	\$162K	\$168K	\$164K	\$169K	\$169K	\$160K	\$174K	\$183K	\$191K	\$183K	\$192K
Avg Sales Price	\$160K	\$168K	\$162K	\$161K	\$158K	\$169K	\$169K	\$160K	\$174K	\$183K	\$191K	\$182K	\$192K
Avg Sales Price as a % of Avg List Price	100%	100%	100%	96%	96%	100%	100%	100%	100%	100%	100%	100%	100%

Average Sales Price vs Average Est Value

The average sales price as a percentage of the average AVM or RVM® valuation estimate for properties sold each month.

Filters Used

MLS: Greater McAllen Association of REALTORS® INC MLS
County: Hidalgo County, Texas, Starr County, Texas



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Avg Est Value	\$156K	\$167K	\$160K	\$169K	\$160K	\$167K	\$160K	\$162K	\$173K	\$186K	\$192K	\$182K	\$189K
Avg Sales Price	\$160K	\$168K	\$162K	\$168K	\$164K	\$169K	\$169K	\$160K	\$174K	\$183K	\$191K	\$183K	\$192K
Avg Sales Price as a % of Avg Est Value	103%	101%	101%	99%	103%	101%	106%	99%	101%	98%	99%	100%	102%

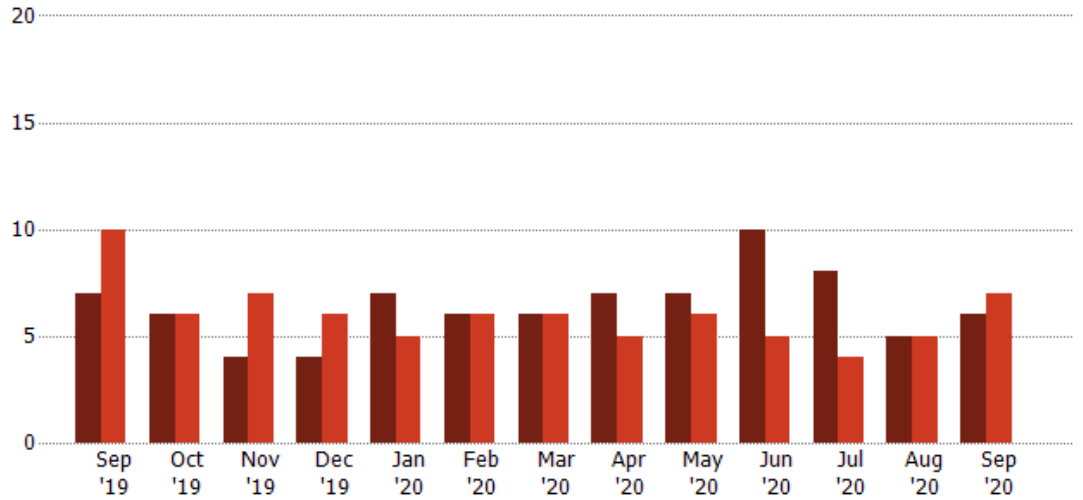
Distressed Listings

The number of distressed residential properties that were for sale at the end of each month.

Filters Used

MLS: Greater McAllen Association of REALTORS® INC MLS
County: Hidalgo County, Texas, Starr County, Texas

Month/Year	Count	% Chg.
Sep '20	6	-14.3%
Sep '19	7	-30%
Sep '18	10	80%



Current Year	7	6	4	4	7	6	6	7	7	10	8	5	6
Prior Year	10	6	7	6	5	6	6	5	6	5	4	5	7
Percent Change from Prior Year	-30%	0%	-43%	-33%	40%	0%	0%	40%	17%	100%	100%	0%	-14%

Distressed Listings (By County)

The number of distressed single-family, condominium and townhome properties that were for sale at the end of the last month by county.

Filters Used: MLS: Greater McAllen Association of REALTORS® INC MLS; County: Hidalgo County, Texas, Starr County, Texas



Appendix

The metrics that are calculated by RPR® may show the same general trends as those published by other sources (i.e. MLS, Associations or vendors), but because of our processes and parcel-centric approach, some variation may occur. Data sources include MLS's, where licensed, and public records for more in-depth metrics on distressed properties.

Report Details

Report Name: Monthly Market Data Report

Run Date: 10/06/2020

Scheduled: Yes

Report Date Range: From 9/2019 To: 9/2020

Information Included

- | | |
|----------------------------------------------------------------|------------------------------------------------------|
| <input checked="" type="checkbox"/> Include Cover Sheet | <input checked="" type="checkbox"/> Averages |
| <input type="checkbox"/> Include Key Metric Summary | <input checked="" type="checkbox"/> Include Appendix |
| <input checked="" type="checkbox"/> Include Metrics By: County | <input type="checkbox"/> Medians |

Listing Filters

Property Types: All

Sales Types: All

Price Range: None

Location Filters

State: All

County: Hidalgo County, Texas Starr County, Texas

ZIP Code: All

Listing Activity Charts

- New Listings
- Active Listings
- Average Listing Price
- Average Listing Price per Sq Ft
- Average Listing Price vs Est Value
- Median Days in RPR
- Months of Inventory
- Absorption Rate

Sales Activity Charts

- Active/Pending/Sold
- New Pending Sales
- Pending Sales
- Closed Sales
- Average Sales Price
- Average Sales Price per Sq Ft
- Average Sales Price vs Listing Price
- Average Sales Price vs Est Value

Distressed Charts

- Distressed Listings
- Distressed Sales

Data Tables Using 9/2020 data

- Listing Activity by ZIP
- Listing Activity by Metro Area
- Sales Activity by ZIP
- Sales Activity by Metro Area