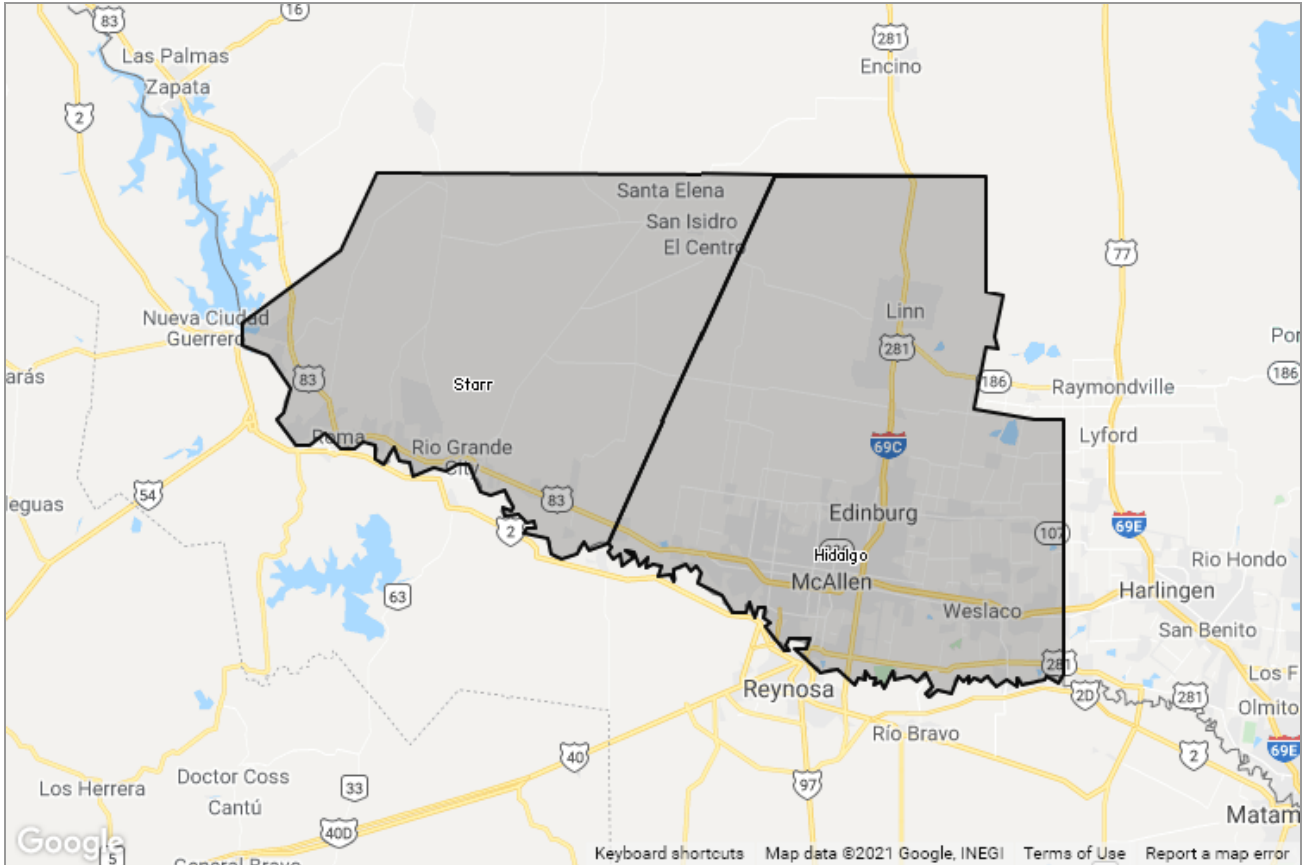


MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
10/2020 – 10/2021

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 11/06/2021

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

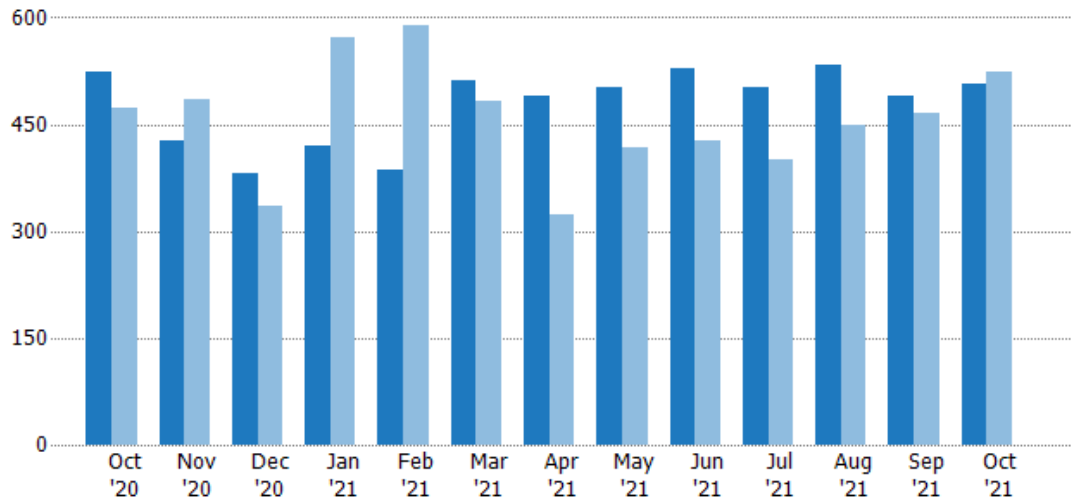
New Listings

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.
Oct '21	506	-3.3%
Oct '20	523	10.6%
Oct '19	473	15.4%



Current Year	523	428	381	419	387	511	489	501	529	503	533	489	506
Prior Year	473	484	336	572	589	483	323	418	426	400	449	466	523
Percent Change from Prior Year	11%	-12%	13%	-27%	-34%	6%	51%	20%	24%	26%	19%	5%	-3%

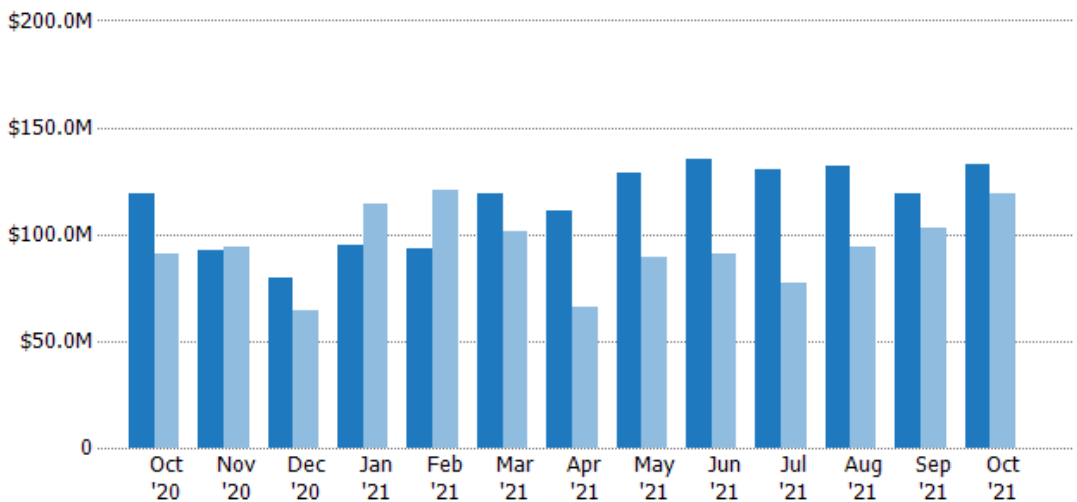
New Listing Volume

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.
Oct '21	\$133M	11.5%
Oct '20	\$119M	31.1%
Oct '19	\$90.9M	12%



Current Year	\$119M	\$92.2M	\$79.6M	\$94.6M	\$93.3M	\$119M	\$111M	\$129M	\$135M	\$130M	\$132M	\$119M	\$133M
Prior Year	\$90.9M	\$93.9M	\$64.3M	\$114M	\$120M	\$101M	\$66.2M	\$89.4M	\$91M	\$76.9M	\$93.8M	\$103M	\$119M
Percent Change from Prior Year	31%	-2%	24%	-17%	-22%	18%	68%	44%	49%	70%	40%	16%	12%

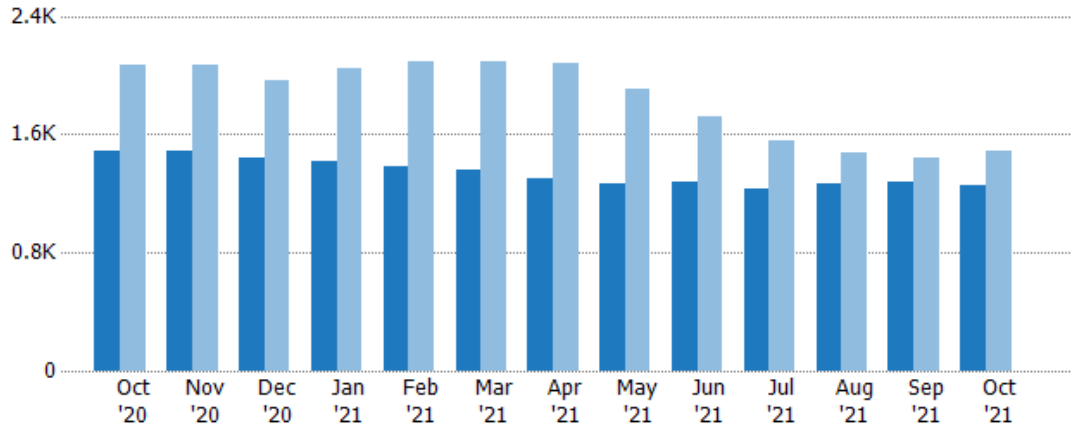
Active Listings

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.
Oct '21	1.25K	-15.7%
Oct '20	1.48K	-28.3%
Oct '19	2.07K	6.6%



Current Year	1.48K	1.48K	1.45K	1.42K	1.39K	1.36K	1.3K	1.26K	1.28K	1.23K	1.27K	1.28K	1.25K
Prior Year	2.07K	2.07K	1.96K	2.05K	2.09K	2.09K	2.08K	1.9K	1.72K	1.55K	1.48K	1.44K	1.48K
Percent Change from Prior Year	-28%	-28%	-26%	-31%	-34%	-35%	-37%	-34%	-26%	-21%	-14%	-11%	-16%

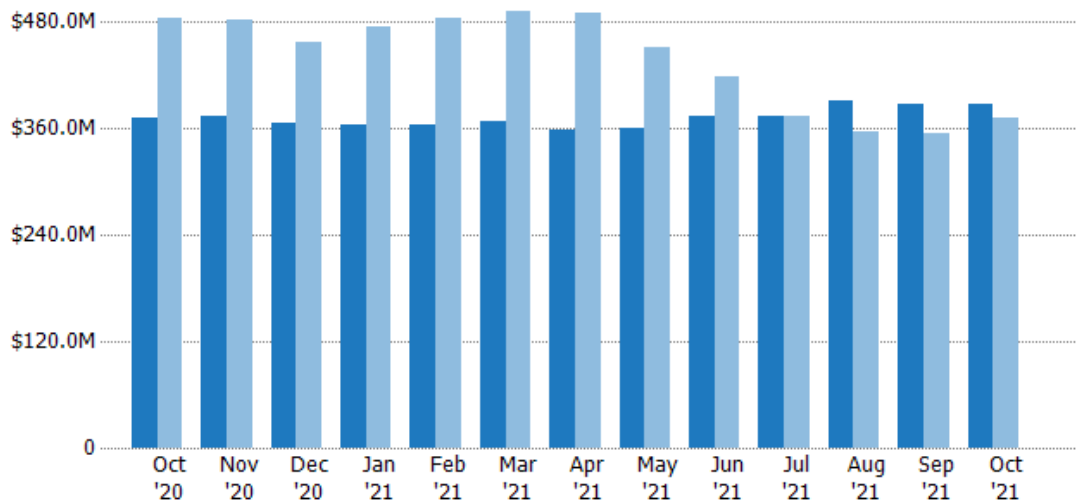
Active Listing Volume

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.
Oct '21	\$388M	4.6%
Oct '20	\$371M	-23.5%
Oct '19	\$485M	-3%



Current Year	\$371M	\$375M	\$367M	\$364M	\$365M	\$368M	\$359M	\$361M	\$374M	\$373M	\$392M	\$387M	\$388M
Prior Year	\$485M	\$483M	\$458M	\$475M	\$484M	\$492M	\$490M	\$451M	\$419M	\$373M	\$357M	\$355M	\$371M
Percent Change from Prior Year	-24%	-22%	-20%	-23%	-25%	-25%	-27%	-20%	-11%	0	10%	9%	5%

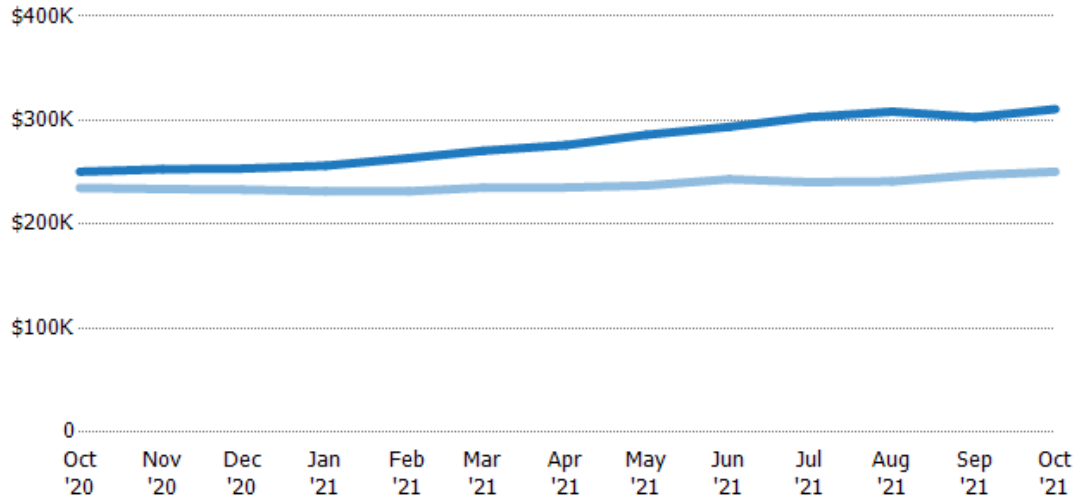
Average Listing Price

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.
Oct '21	\$311K	24%
Oct '20	\$251K	6.6%
Oct '19	\$235K	-9.1%



Current Year	\$251K	\$253K	\$254K	\$256K	\$264K	\$271K	\$276K	\$286K	\$294K	\$303K	\$308K	\$303K	\$311K
Prior Year	\$235K	\$234K	\$233K	\$232K	\$232K	\$235K	\$235K	\$237K	\$243K	\$241K	\$241K	\$247K	\$251K
Percent Change from Prior Year	7%	8%	9%	11%	14%	15%	17%	21%	21%	26%	28%	22%	24%

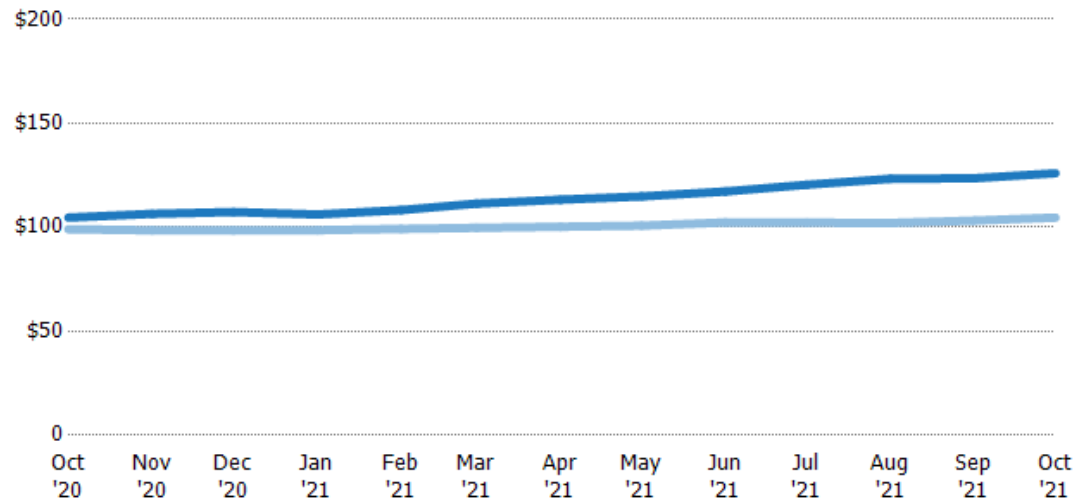
Average Listing Price per Sq Ft

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.
Oct '21	\$126	20.4%
Oct '20	\$105	5.7%
Oct '19	\$99.1	-6.8%



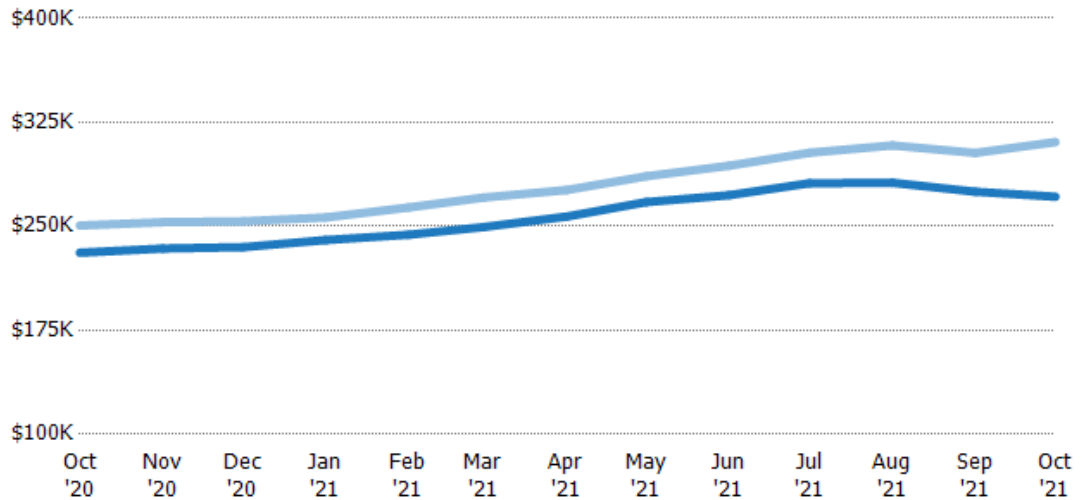
Current Year	\$105	\$106	\$107	\$106	\$108	\$111	\$113	\$115	\$117	\$120	\$123	\$124	\$126
Prior Year	\$99.1	\$98.5	\$98.5	\$98.6	\$99.2	\$100	\$100	\$101	\$102	\$102	\$102	\$103	\$105
Percent Change from Prior Year	6%	8%	9%	8%	9%	12%	13%	14%	15%	18%	21%	20%	20%

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



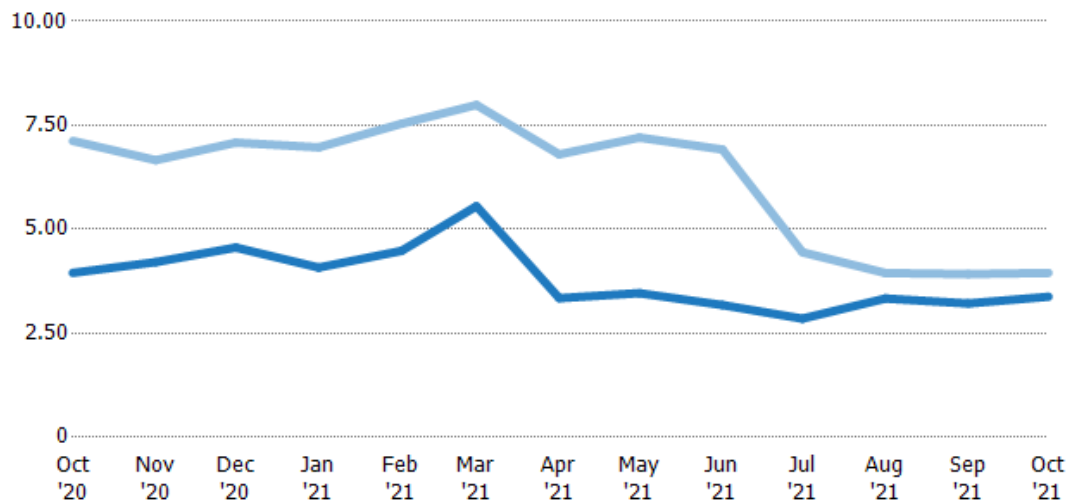
Avg Est Value	\$231K	\$234K	\$235K	\$240K	\$244K	\$249K	\$257K	\$267K	\$272K	\$281K	\$281K	\$275K	\$271K
Avg Listing Price	\$251K	\$253K	\$254K	\$256K	\$264K	\$271K	\$276K	\$286K	\$294K	\$303K	\$308K	\$303K	\$311K
Avg Listing Price as a % of Avg Est Value	109%	108%	108%	107%	108%	109%	107%	107%	108%	108%	110%	110%	115%

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



Current Year	3.95	4.21	4.56	4.08	4.48	5.56	3.34	3.46	3.18	2.85	3.34	3.22	3.38
Prior Year	7.12	6.66	7.08	6.97	7.54	7.99	6.8	7.2	6.92	4.45	3.95	3.92	3.95
Percent Change from Prior Year	-45%	-37%	-36%	-41%	-41%	-30%	-51%	-52%	-54%	-36%	-16%	-18%	-15%

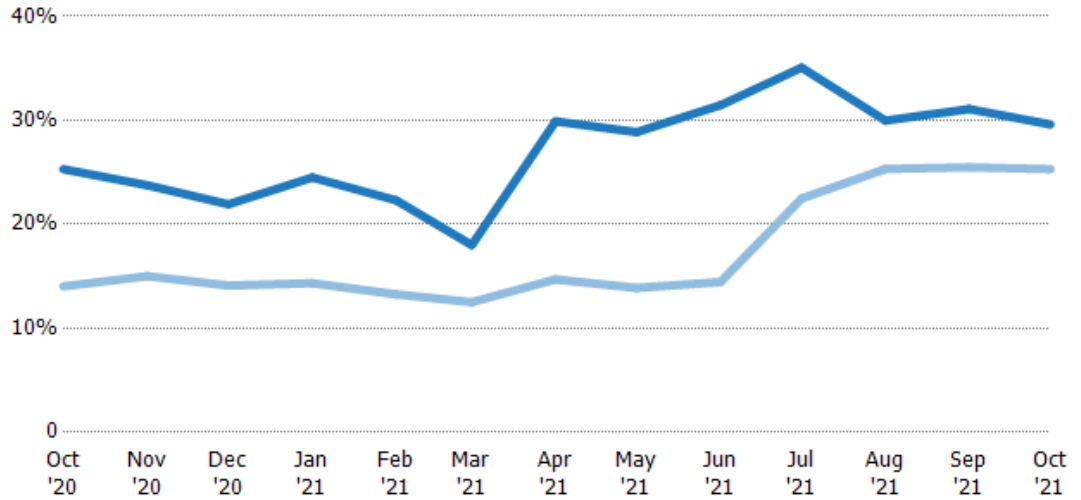
Absorption Rate

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.
Oct '21	30%	-4.3%
Oct '20	25%	-11.3%
Oct '19	14%	-22.4%

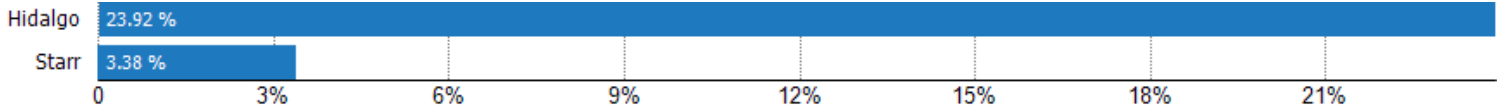


Current Year	25%	24%	22%	25%	22%	18%	30%	29%	31%	35%	30%	31%	30%
Prior Year	14%	15%	14%	14%	13%	13%	15%	14%	14%	22%	25%	25%	25%
Change from Prior Year	-11%	-9%	-8%	-10%	-9%	-5%	-15%	-15%	-17%	-13%	-5%	-6%	-4%

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



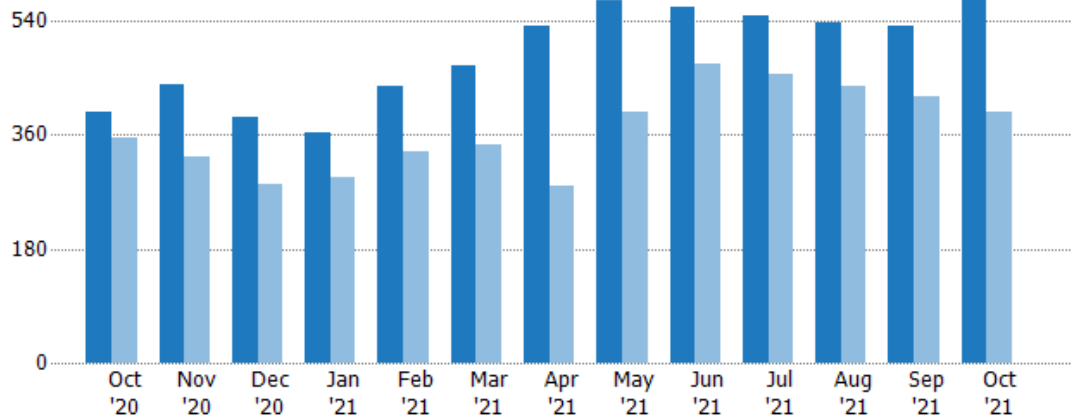
Pending Sales

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.
Oct '21	639	61.4%
Oct '20	396	11.2%
Oct '19	356	-28.7%



Current Year	396	439	387	363	438	470	533	572	562	549	538	532	639
Prior Year	356	326	283	292	333	343	279	396	471	456	437	420	396
Percent Change from Prior Year	11%	35%	37%	24%	32%	37%	91%	44%	19%	20%	23%	27%	61%

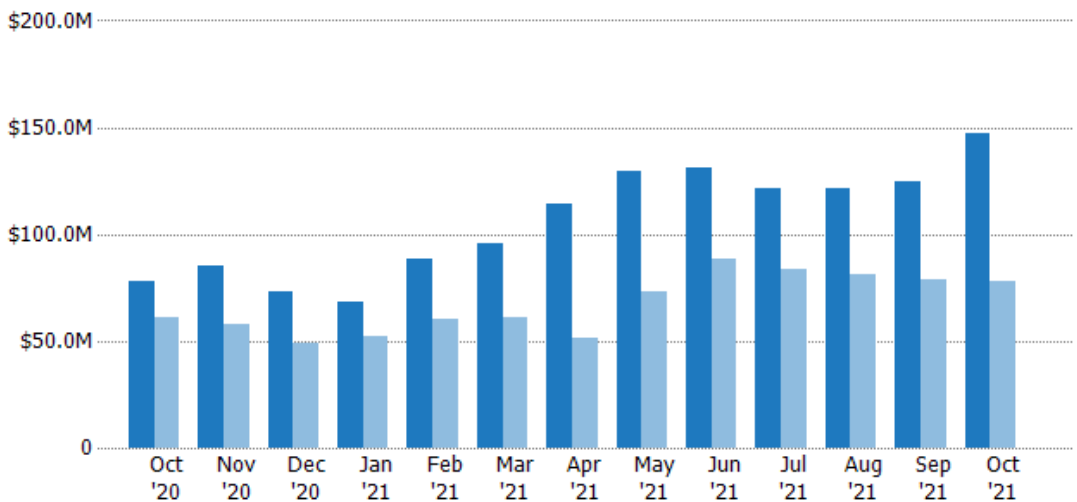
Pending Sales Volume

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.
Oct '21	\$148M	88.5%
Oct '20	\$78.3M	28.5%
Oct '19	\$60.9M	-30.3%



Current Year	\$78.3M	\$85.3M	\$73.2M	\$67.9M	\$88.3M	\$96M	\$115M	\$130M	\$131M	\$121M	\$121M	\$125M	\$148M
Prior Year	\$60.9M	\$57.7M	\$49M	\$52.3M	\$59.9M	\$61.2M	\$51.7M	\$73.2M	\$88.3M	\$83.5M	\$81M	\$79M	\$78.3M
Percent Change from Prior Year	29%	48%	50%	30%	47%	57%	121%	77%	49%	45%	50%	58%	88%

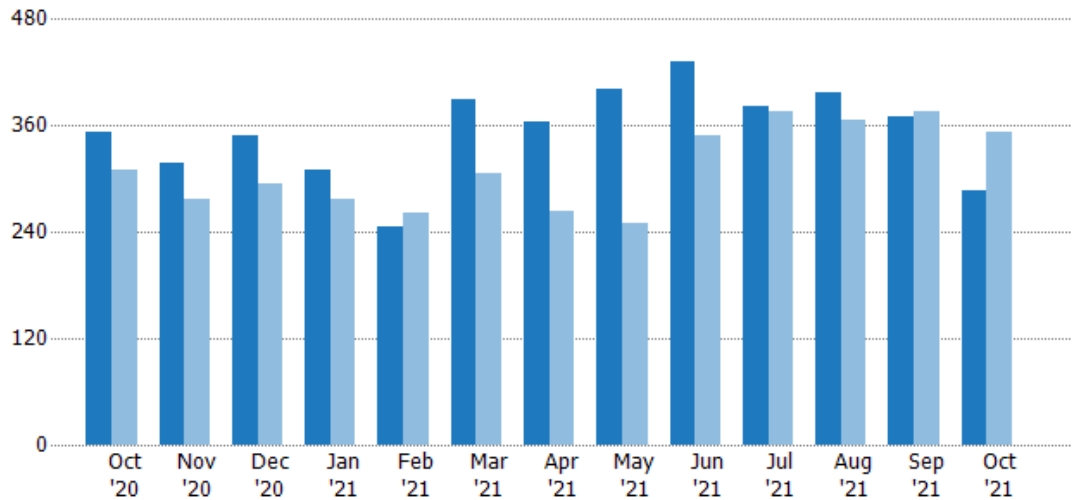
Closed Sales

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.
Oct '21	287	-18.5%
Oct '20	352	13.5%
Oct '19	310	-25.2%



Current Year	352	317	348	309	245	389	364	401	432	381	397	370	287
Prior Year	310	277	294	277	262	306	264	249	349	375	366	375	352
Percent Change from Prior Year	14%	14%	18%	12%	-6%	27%	38%	61%	24%	2%	8%	-1%	-18%

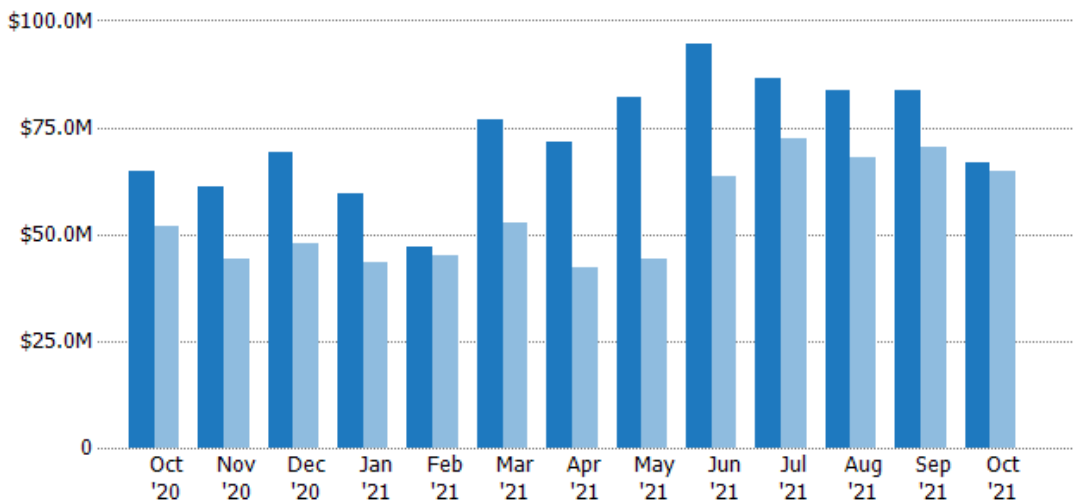
Closed Sales Volume

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.
Oct '21	\$66.7M	2.8%
Oct '20	\$64.8M	24.7%
Oct '19	\$52M	-27.4%



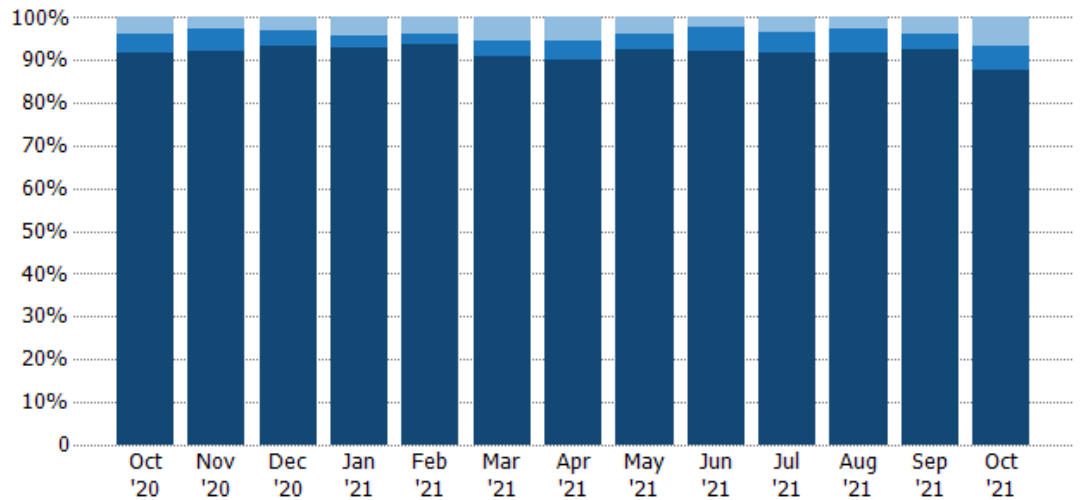
Current Year	\$64.8M	\$61M	\$69.1M	\$59.4M	\$47.2M	\$77M	\$71.8M	\$82M	\$94.6M	\$86.5M	\$83.9M	\$83.8M	\$66.7M
Prior Year	\$52M	\$44.3M	\$47.9M	\$43.2M	\$44.9M	\$52.7M	\$42.4M	\$44.2M	\$63.6M	\$72.2M	\$67.9M	\$70.2M	\$64.8M
Percent Change from Prior Year	25%	38%	44%	37%	5%	46%	69%	85%	49%	20%	23%	19%	3%

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

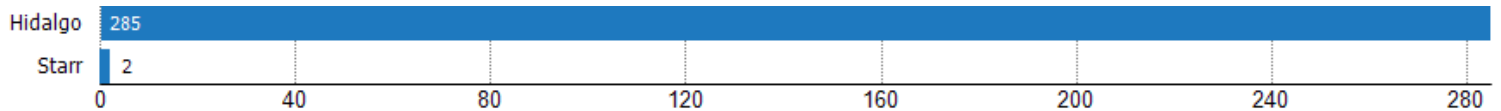


Mobile/Manufactured	4%	3%	3%	4%	4%	5%	5%	4%	2%	3%	3%	4%	7%
Condo/Townhouse	5%	5%	3%	3%	2%	4%	4%	3%	6%	5%	6%	4%	6%
Single Family Residence	92%	92%	93%	93%	94%	91%	90%	93%	92%	92%	92%	92%	88%

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

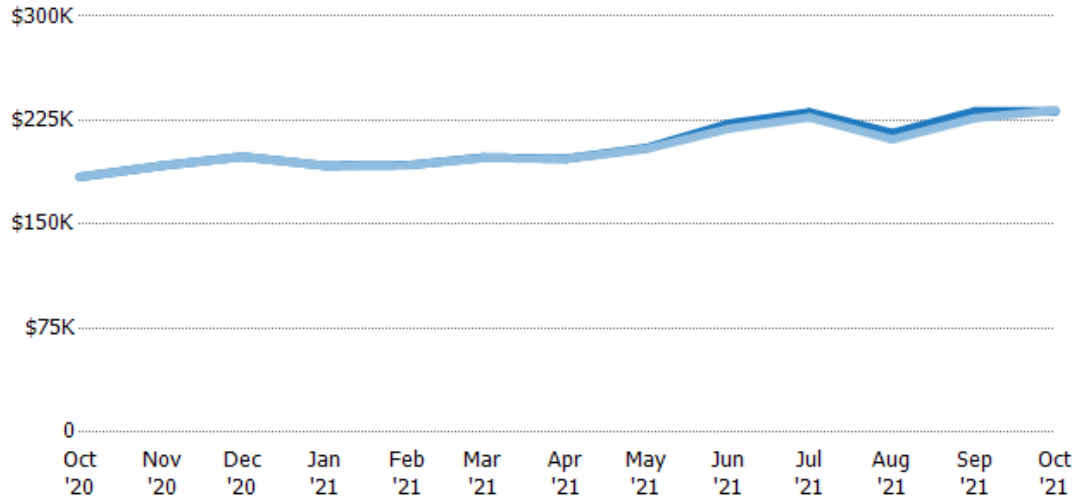


Average Sales Price vs Average Listing Price

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

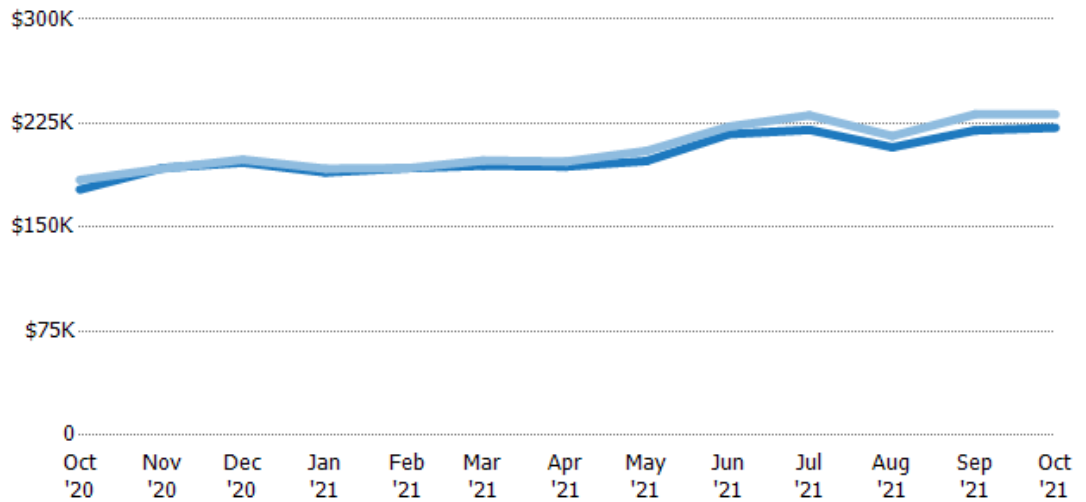


Average Sales Price vs Average Est Value

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



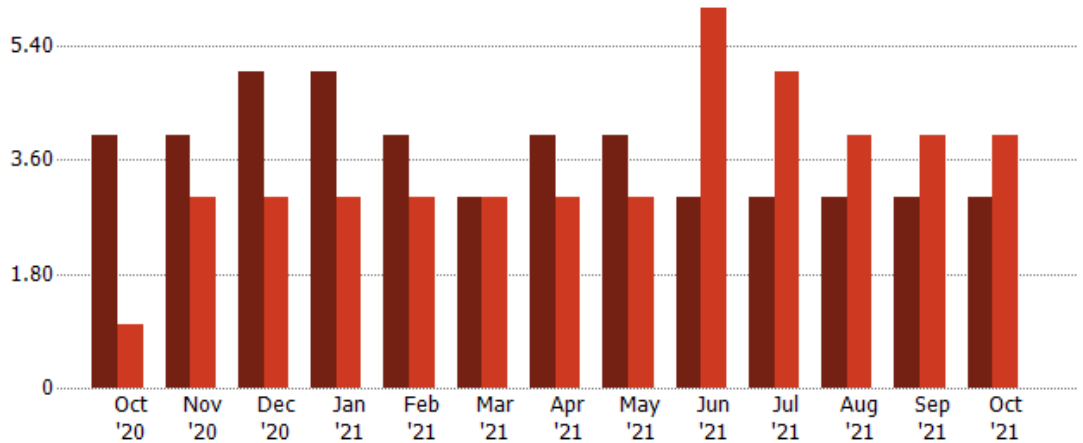
Distressed Listings

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.
Oct '21	3	-25%
Oct '20	4	300%
Oct '19	1	0%



Current Year	4	4	5	5	4	3	4	4	3	3	3	3	3
Prior Year	1	3	3	3	3	3	3	3	6	5	4	4	4
Percent Change from Prior Year	300%	33%	67%	67%	33%	0%	33%	33%	-50%	-40%	-25%	-25%	-25%

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: 11/06/2021

Scheduled: Yes

Report Date Range: From 10/2020 To: 10/2021

Information Included

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

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 10/2021 data

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