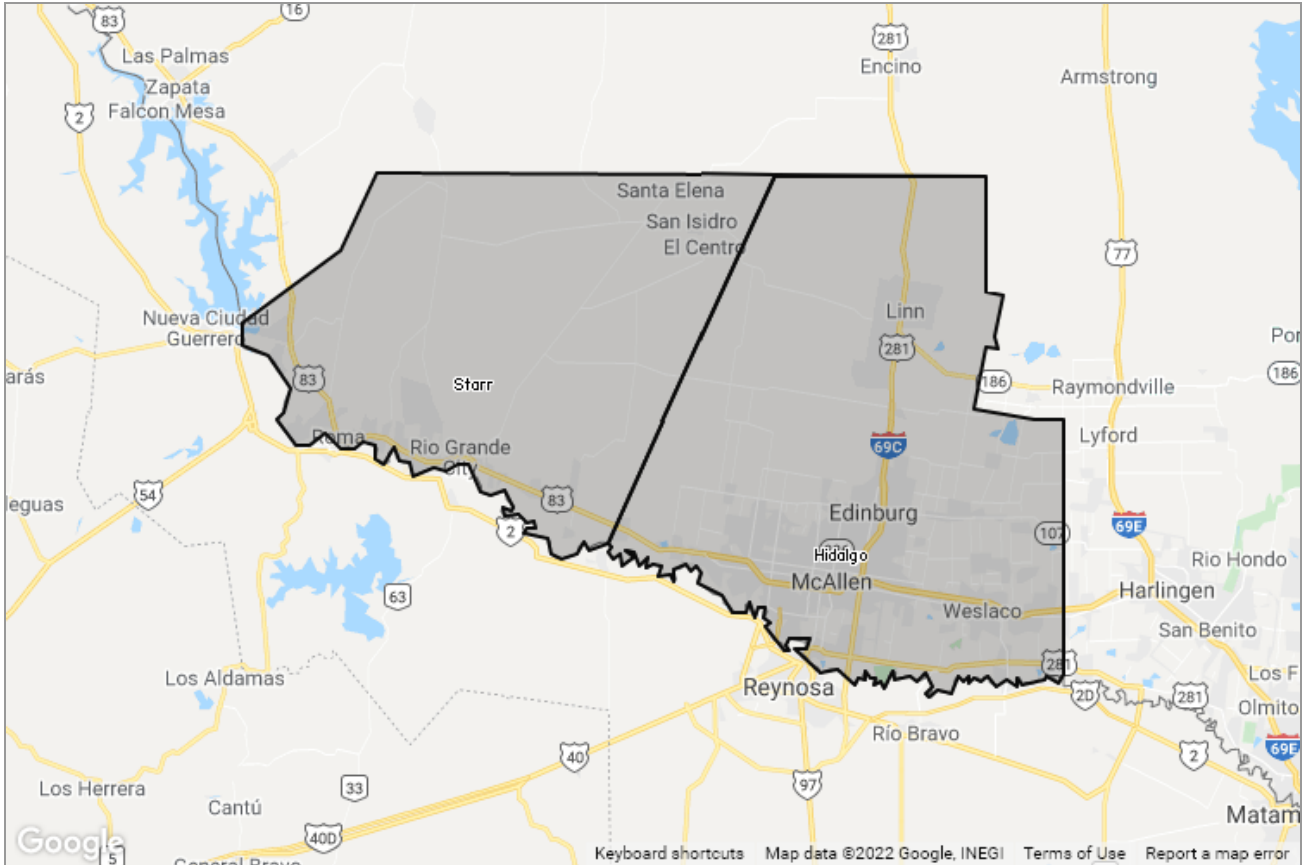


MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
12/2020 – 12/2021

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 01/04/2022

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

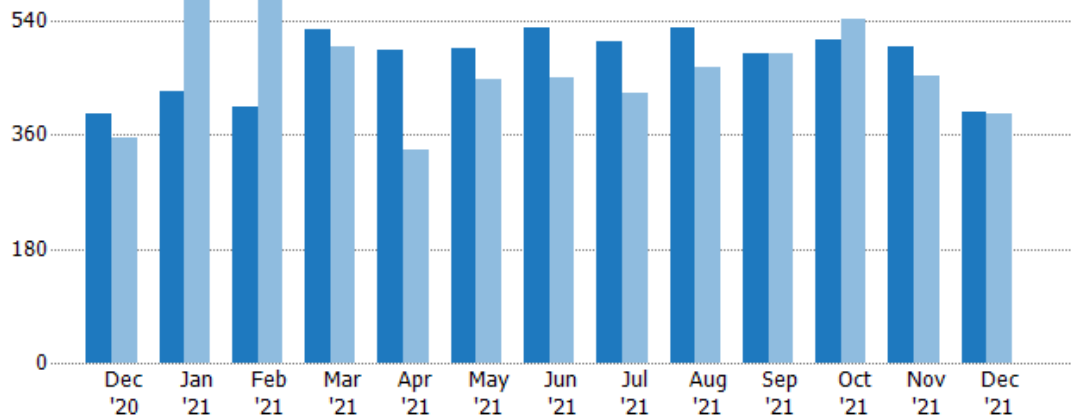
New Listings

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.
Dec '21	397	1%
Dec '20	393	11%
Dec '19	354	4.5%



Current Year	393	429	403	527	495	497	529	506	530	488	510	499	397
Prior Year	354	594	642	499	337	447	449	425	466	488	543	454	393
Percent Change from Prior Year	11%	-28%	-37%	6%	47%	11%	18%	19%	14%	0%	-6%	10%	1%

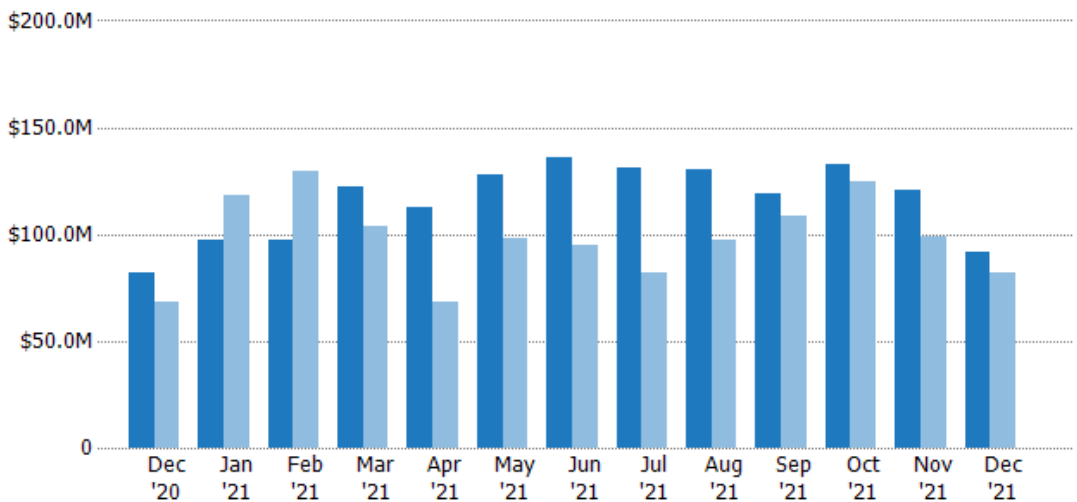
New Listing Volume

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.
Dec '21	\$91.7M	11.4%
Dec '20	\$82.3M	20.9%
Dec '19	\$68.1M	1.2%



Current Year	\$82.3M	\$97.7M	\$97.7M	\$122M	\$113M	\$128M	\$136M	\$131M	\$130M	\$119M	\$133M	\$121M	\$91.7M
Prior Year	\$68.1M	\$118M	\$129M	\$104M	\$68.1M	\$97.9M	\$94.8M	\$81.9M	\$96.9M	\$109M	\$125M	\$99.1M	\$82.3M
Percent Change from Prior Year	21%	-17%	-24%	18%	66%	31%	43%	60%	35%	9%	7%	22%	11%

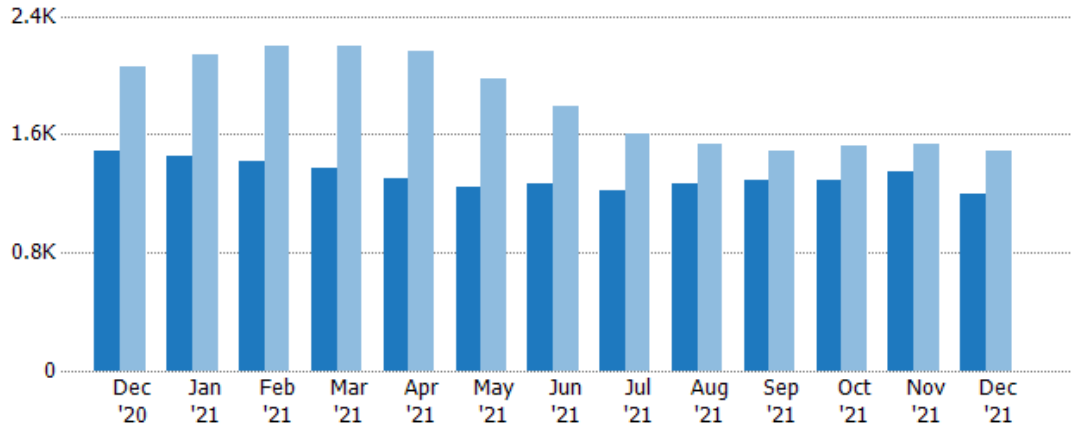
Active Listings

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.
Dec '21	1.2K	-19.2%
Dec '20	1.48K	-27.8%
Dec '19	2.05K	3%



Current Year	1.48K	1.46K	1.42K	1.37K	1.3K	1.25K	1.26K	1.22K	1.26K	1.29K	1.29K	1.34K	1.2K
Prior Year	2.05K	2.14K	2.2K	2.19K	2.17K	1.97K	1.79K	1.61K	1.54K	1.49K	1.53K	1.53K	1.48K
Percent Change from Prior Year	-28%	-32%	-36%	-38%	-40%	-37%	-29%	-24%	-18%	-13%	-15%	-12%	-19%

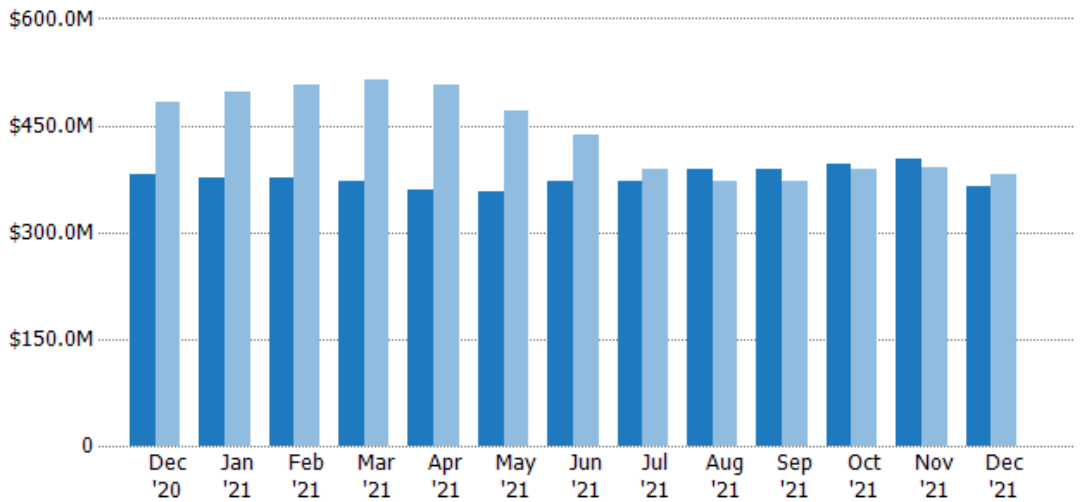
Active Listing Volume

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.
Dec '21	\$364M	-4.6%
Dec '20	\$381M	-20.9%
Dec '19	\$482M	-6.5%



Current Year	\$381M	\$377M	\$376M	\$371M	\$359M	\$358M	\$371M	\$373M	\$389M	\$390M	\$397M	\$403M	\$364M
Prior Year	\$482M	\$497M	\$508M	\$514M	\$507M	\$470M	\$436M	\$387M	\$371M	\$371M	\$388M	\$392M	\$381M
Percent Change from Prior Year	-21%	-24%	-26%	-28%	-29%	-24%	-15%	-4%	5%	5%	2%	3%	-5%

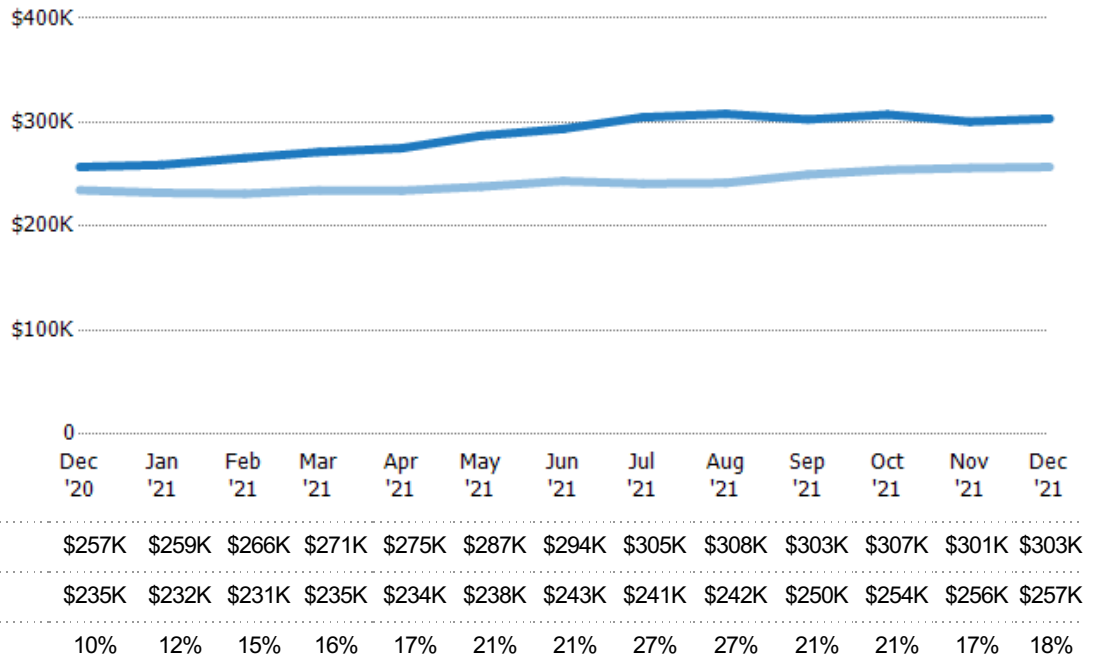
Average Listing Price

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.
Dec '21	\$303K	18.1%
Dec '20	\$257K	9.5%
Dec '19	\$235K	-9.2%



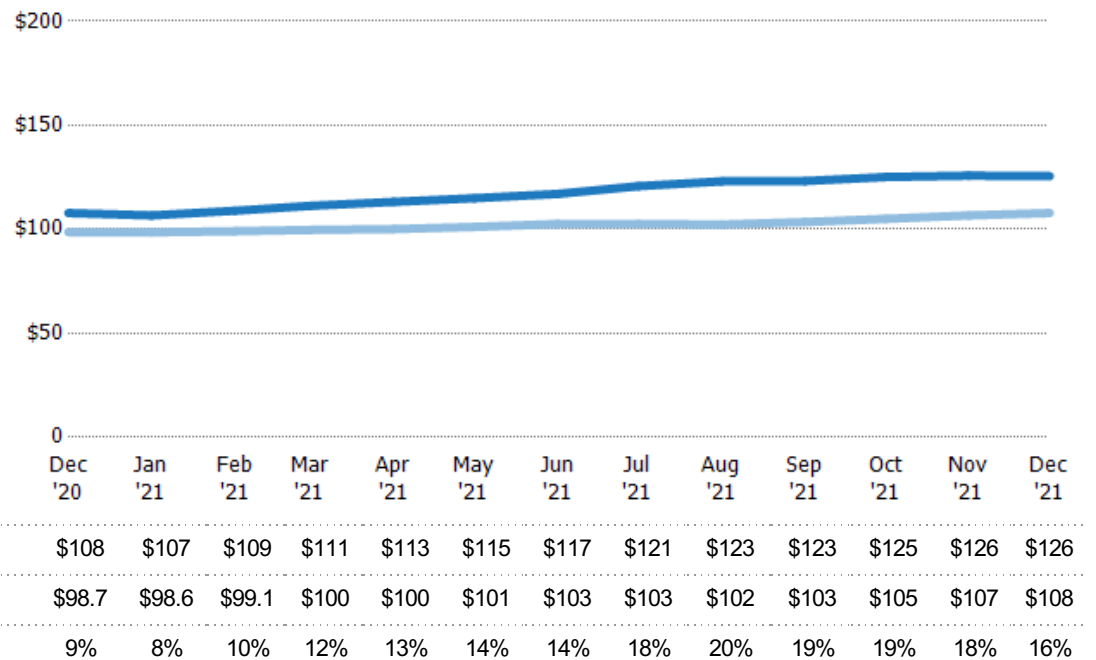
Average Listing Price per Sq Ft

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.
Dec '21	\$126	16.4%
Dec '20	\$108	9.3%
Dec '19	\$98.7	-5.8%

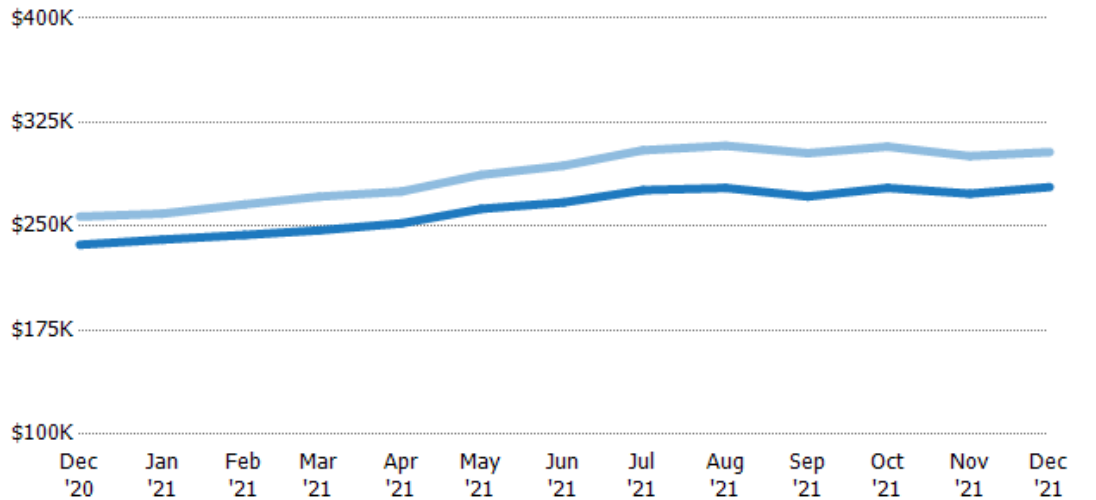


Average Listing Price vs Average Est Value

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



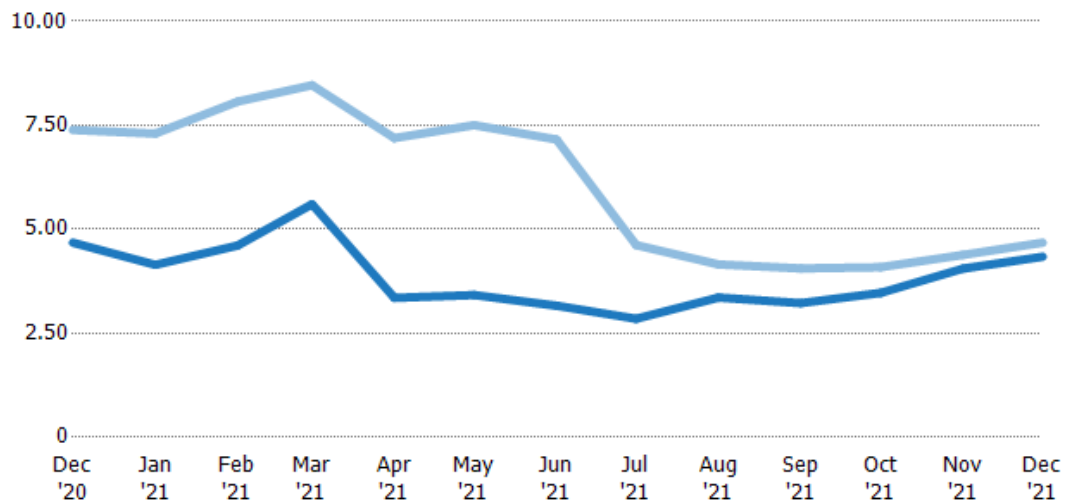
Avg Est Value	\$237K	\$240K	\$244K	\$247K	\$252K	\$263K	\$267K	\$276K	\$278K	\$271K	\$278K	\$274K	\$278K
Avg Listing Price	\$257K	\$259K	\$266K	\$271K	\$275K	\$287K	\$294K	\$305K	\$308K	\$303K	\$307K	\$301K	\$303K
Avg Listing Price as a % of Avg Est Value	109%	108%	109%	110%	109%	109%	110%	110%	111%	111%	111%	110%	109%

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	4.68	4.15	4.61	5.6	3.35	3.42	3.16	2.85	3.36	3.23	3.47	4.05	4.34
Prior Year	7.39	7.3	8.07	8.46	7.19	7.5	7.16	4.62	4.15	4.06	4.09	4.38	4.68
Percent Change from Prior Year	-37%	-43%	-43%	-34%	-53%	-54%	-56%	-38%	-19%	-21%	-15%	-8%	-7%

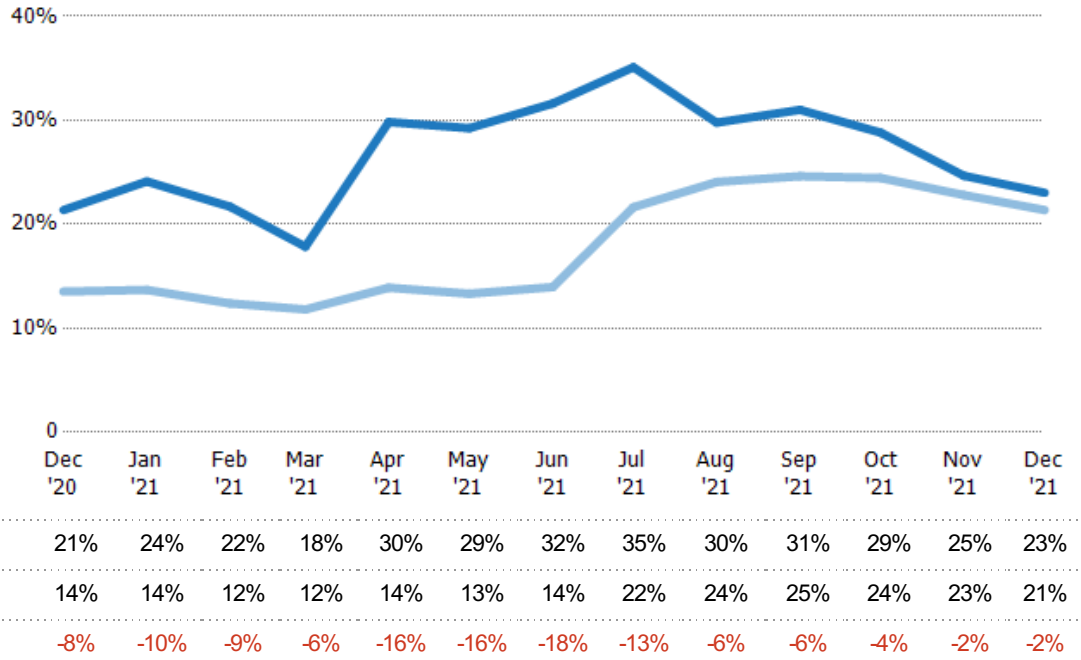
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

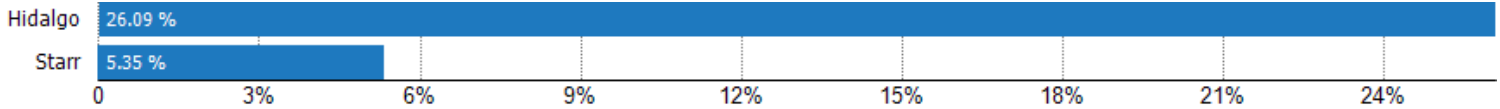
Month/ Year	Rate	Chg.
Dec '21	23%	-1.7%
Dec '20	21%	-7.8%
Dec '19	14%	-20.7%



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



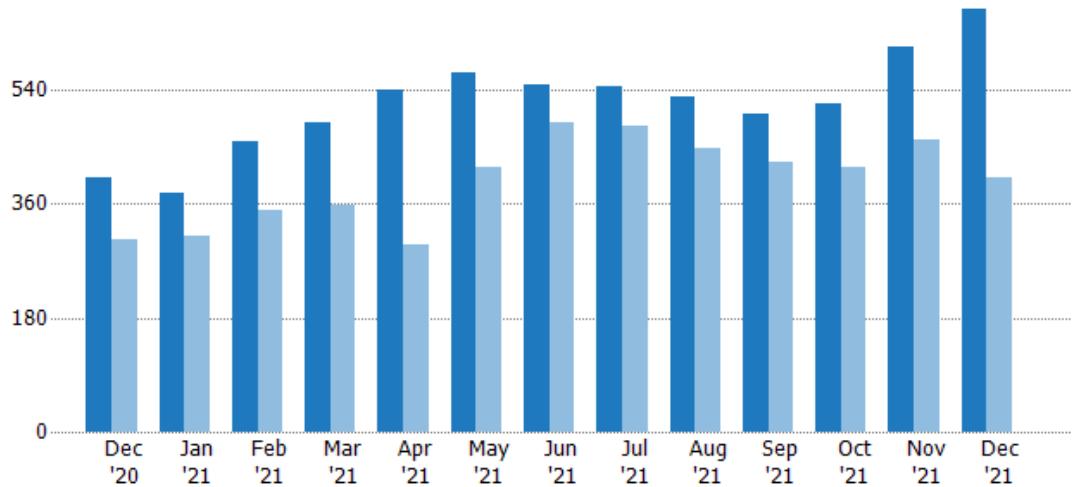
Pending Sales

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.
Dec '21	667	66.3%
Dec '20	401	32.3%
Dec '19	303	-26.1%



Current Year	401	378	458	488	541	566	549	545	528	502	517	607	667
Prior Year	303	308	350	357	295	419	489	482	447	426	419	461	401
Percent Change from Prior Year	32%	23%	31%	37%	83%	35%	12%	13%	18%	18%	23%	32%	66%

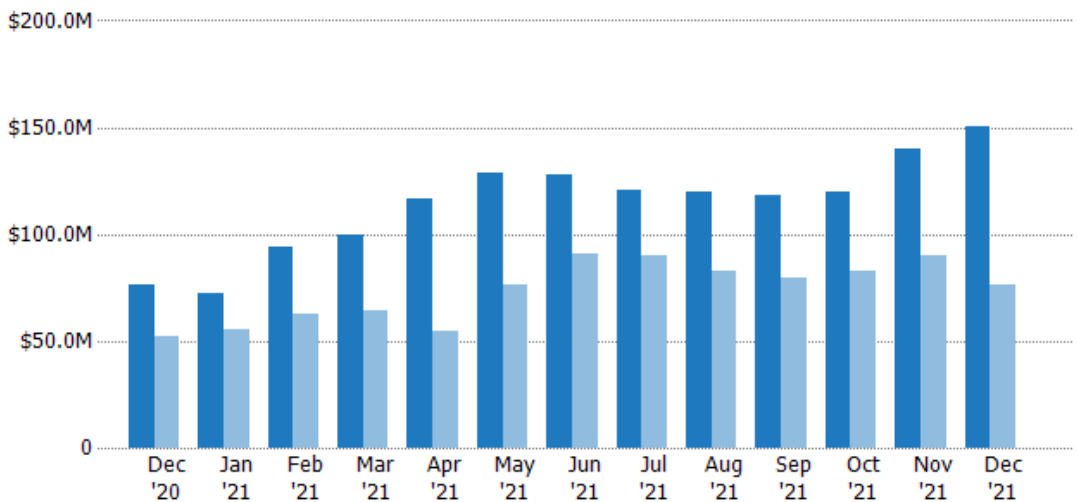
Pending Sales Volume

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.
Dec '21	\$150M	97.5%
Dec '20	\$76.2M	44.8%
Dec '19	\$52.6M	-24.9%



Current Year	\$76.2M	\$72.5M	\$93.7M	\$100M	\$117M	\$128M	\$128M	\$121M	\$119M	\$118M	\$120M	\$140M	\$150M
Prior Year	\$52.6M	\$55.2M	\$63M	\$64M	\$54.3M	\$76.7M	\$91.1M	\$89.7M	\$82.7M	\$79.4M	\$82.7M	\$89.8M	\$76.2M
Percent Change from Prior Year	45%	31%	49%	56%	115%	67%	40%	35%	44%	49%	45%	56%	98%

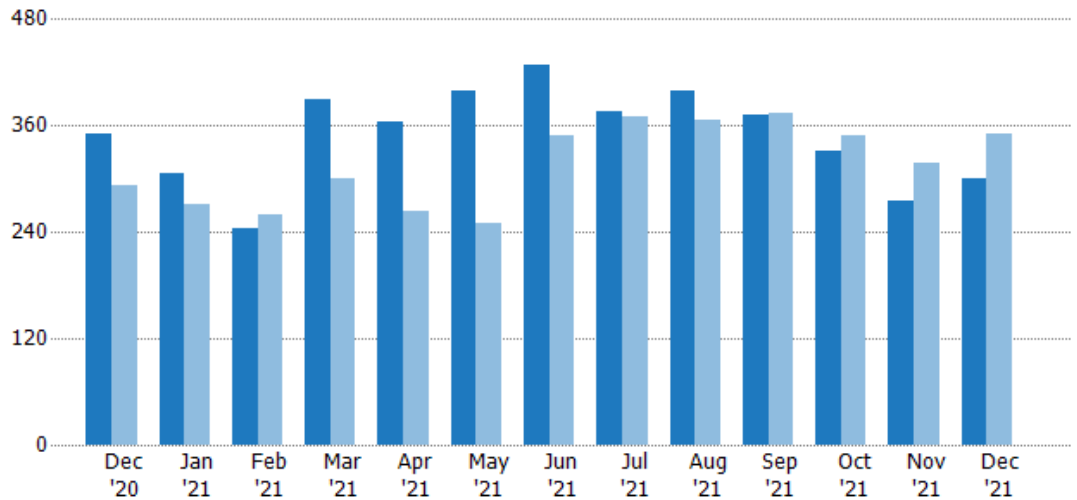
Closed Sales

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.
Dec '21	301	-14.2%
Dec '20	351	19.8%
Dec '19	293	-27.6%



Current Year	351	307	244	389	365	399	429	376	399	372	331	276	301
Prior Year	293	272	259	301	263	250	348	370	366	373	349	317	351
Percent Change from Prior Year	20%	13%	-6%	29%	39%	60%	23%	2%	9%	0%	-5%	-13%	-14%

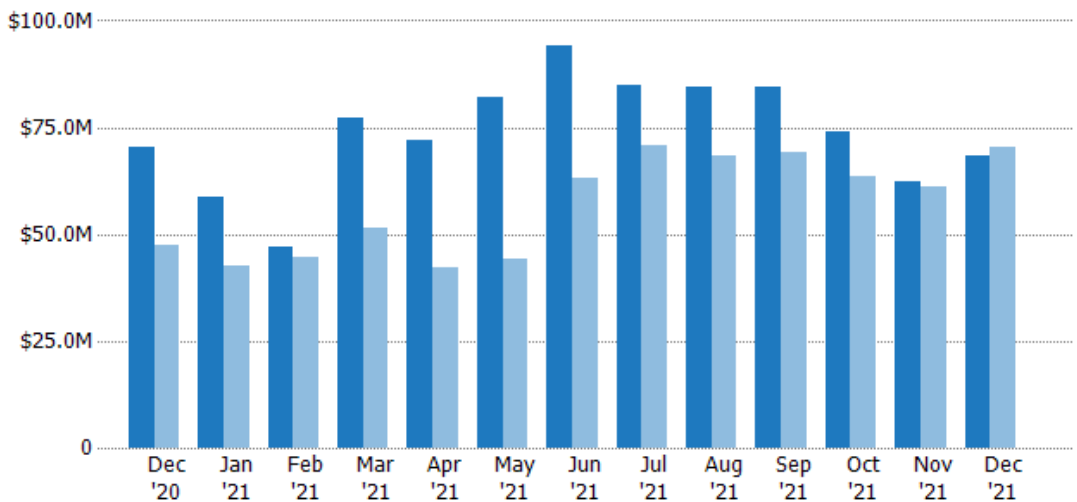
Closed Sales Volume

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.
Dec '21	\$68.4M	-2.9%
Dec '20	\$70.4M	48.1%
Dec '19	\$47.5M	-29.4%



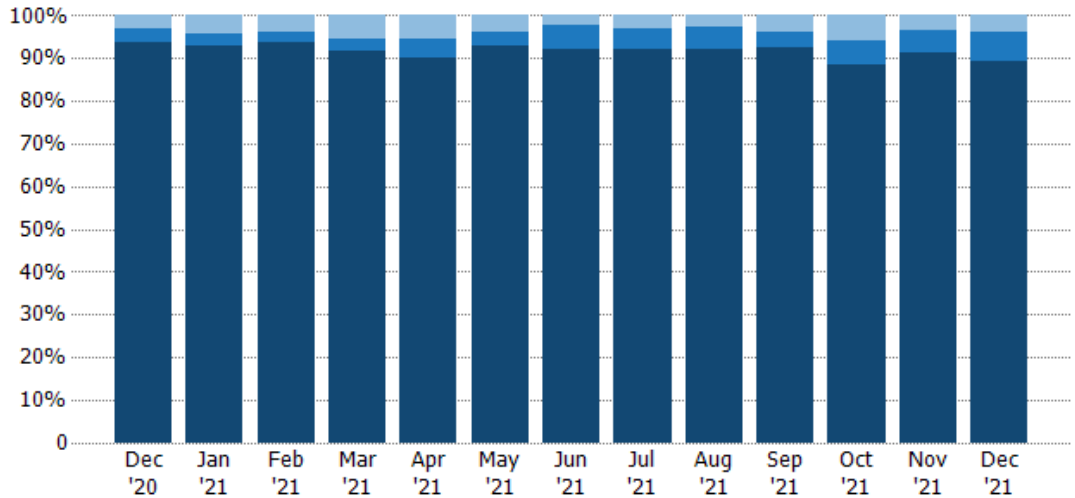
Current Year	\$70.4M	\$58.8M	\$47.1M	\$77.1M	\$72M	\$82M	\$94M	\$84.9M	\$84.5M	\$84.6M	\$73.9M	\$62.5M	\$68.4M
Prior Year	\$47.5M	\$42.7M	\$44.5M	\$51.6M	\$42.4M	\$44.4M	\$63M	\$71M	\$68.2M	\$69.3M	\$63.7M	\$61M	\$70.4M
Percent Change from Prior Year	48%	38%	6%	49%	70%	85%	49%	20%	24%	22%	16%	2%	-3%

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	3%	4%	4%	5%	5%	4%	2%	3%	3%	4%	6%	4%	4%
Condo/Townhouse	3%	3%	2%	3%	4%	3%	6%	5%	6%	3%	6%	5%	7%
Single Family Residence	94%	93%	94%	92%	90%	93%	92%	92%	92%	92%	89%	91%	89%

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

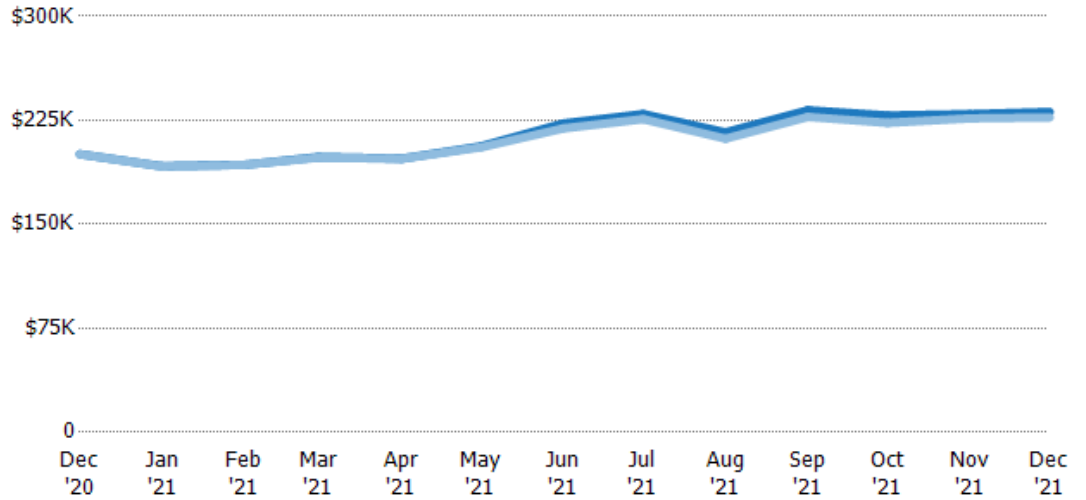


Average Sales Price vs Average Listing Price

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



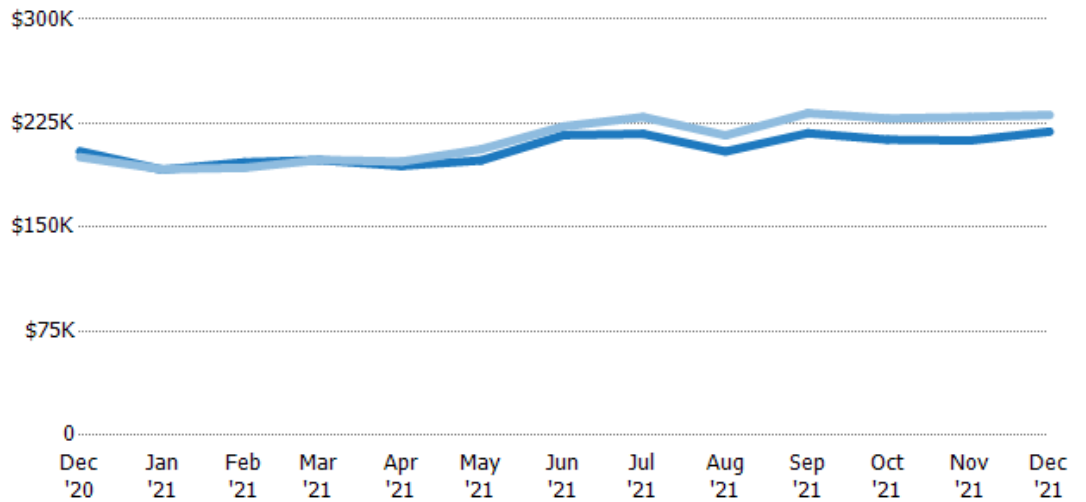
Avg List Price	\$201K	\$192K	\$193K	\$199K	\$197K	\$206K	\$223K	\$229K	\$216K	\$232K	\$228K	\$230K	\$231K
Avg Sales Price	\$201K	\$192K	\$193K	\$198K	\$197K	\$206K	\$219K	\$226K	\$212K	\$227K	\$223K	\$226K	\$227K
Avg Sales Price as a % of Avg List Price	100%	100%	100%	100%	100%	100%	98%	98%	98%	98%	98%	99%	98%

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



Avg Est Value	\$205K	\$192K	\$197K	\$198K	\$194K	\$198K	\$216K	\$217K	\$205K	\$218K	\$213K	\$213K	\$219K
Avg Sales Price	\$201K	\$192K	\$193K	\$199K	\$197K	\$206K	\$223K	\$229K	\$216K	\$232K	\$228K	\$230K	\$231K
Avg Sales Price as a % of Avg Est Value	98%	100%	98%	100%	102%	104%	103%	106%	106%	107%	107%	108%	105%

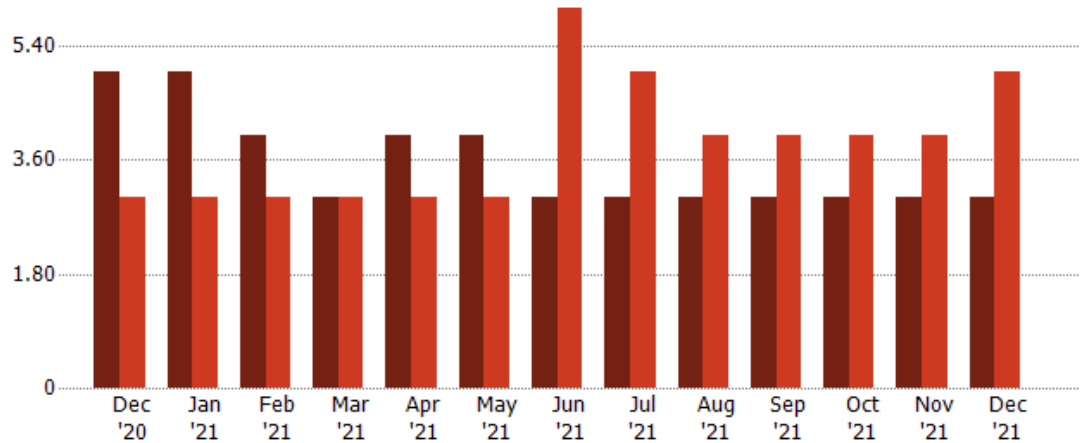
Distressed Listings

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.
Dec '21	3	-40%
Dec '20	5	66.7%
Dec '19	3	-66.7%



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

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: 01/04/2022

Scheduled: Yes

Report Date Range: From 12/2020 To: 12/2021

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 12/2021 data

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