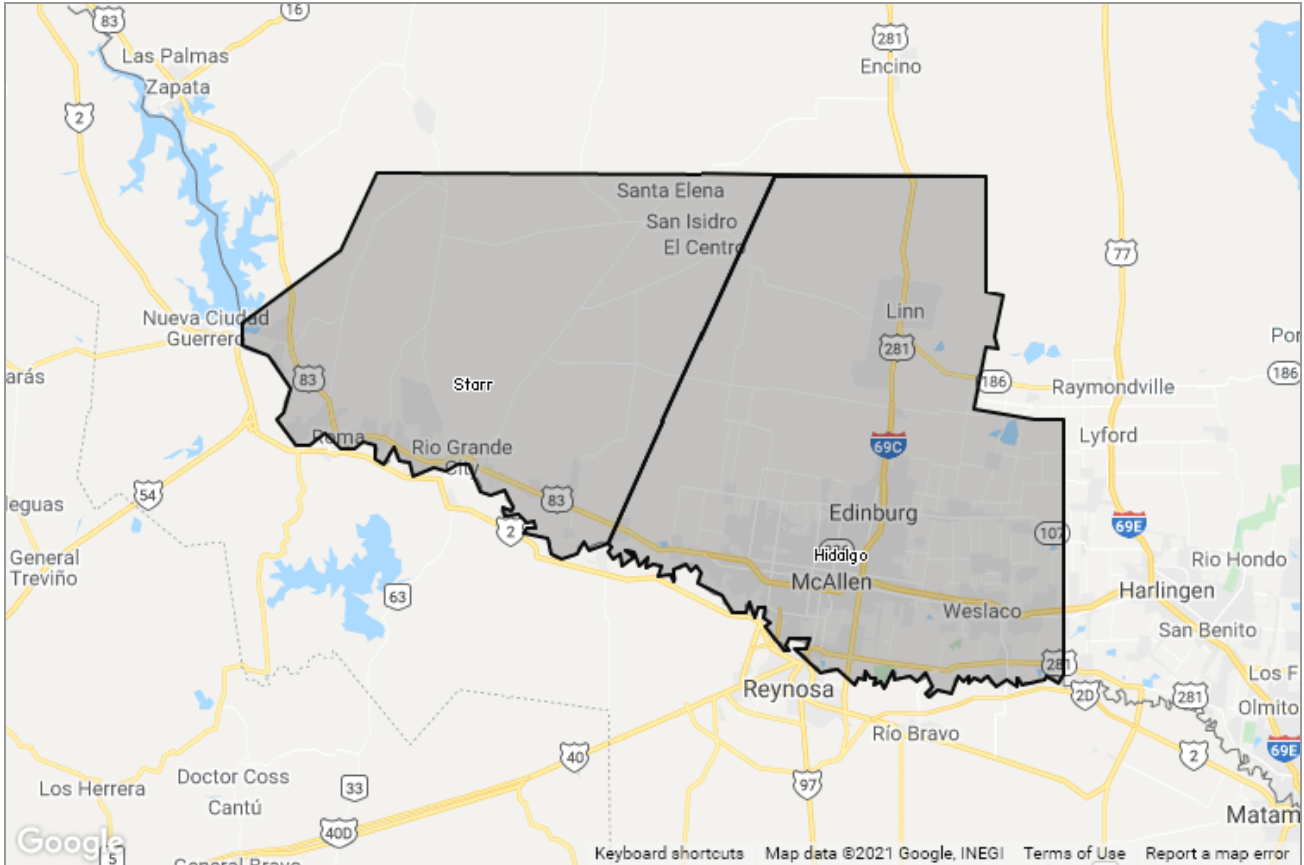


MARKET DATA REPORT

# Monthly Market Data Report



## Report Characteristics

**Report Name:**  
Monthly Market Data Report

**Report Date Range:**  
9/2020 – 9/2021

**Filters Used:**  
Location

**Avg/Med:** Avg Only

**Include Metrics By:** County

**Run Date:** 10/07/2021

**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

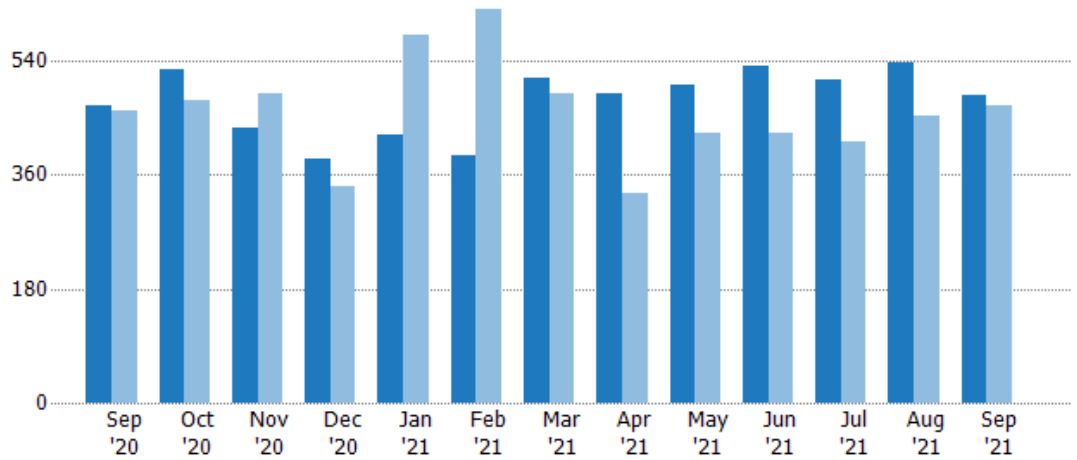
## New Listings

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.
Sep '21	485	3.2%
Sep '20	470	2%
Sep '19	461	-8%



Current Year	470	526	433	384	424	391	514	489	503	533	509	536	485
Prior Year	461	477	488	342	581	620	487	331	425	427	413	452	470
Percent Change from Prior Year	2%	10%	-11%	12%	-27%	-37%	6%	48%	18%	25%	23%	19%	3%

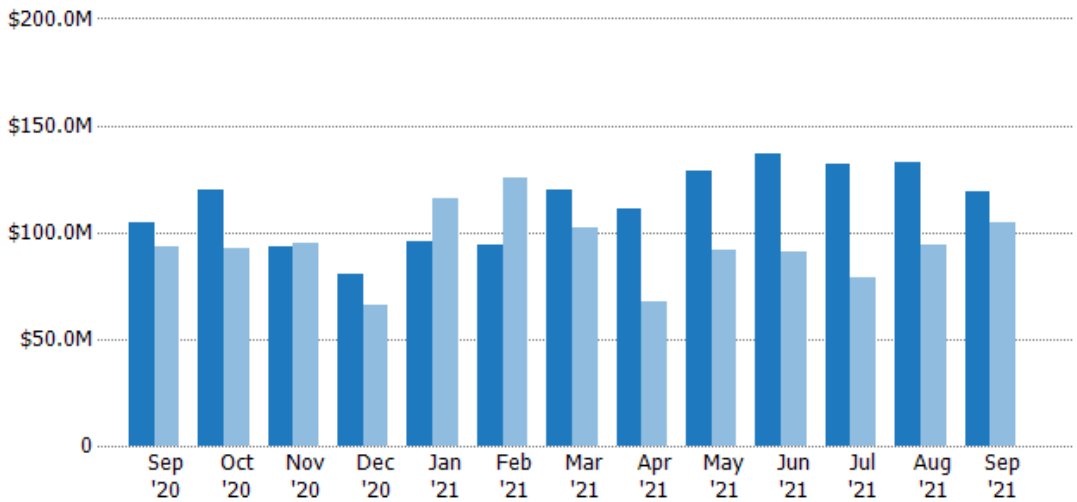
## New Listing Volume

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.
Sep '21	\$119M	14.1%
Sep '20	\$104M	11.7%
Sep '19	\$93.4M	-12%



Current Year	\$104M	\$120M	\$93.1M	\$80.4M	\$95.9M	\$94.2M	\$120M	\$111M	\$129M	\$137M	\$132M	\$133M	\$119M
Prior Year	\$93.4M	\$92.5M	\$94.9M	\$65.6M	\$116M	\$125M	\$102M	\$67.6M	\$91.4M	\$91.2M	\$79.1M	\$94.2M	\$104M
Percent Change from Prior Year	12%	30%	-2%	23%	-17%	-25%	17%	64%	41%	50%	67%	41%	14%

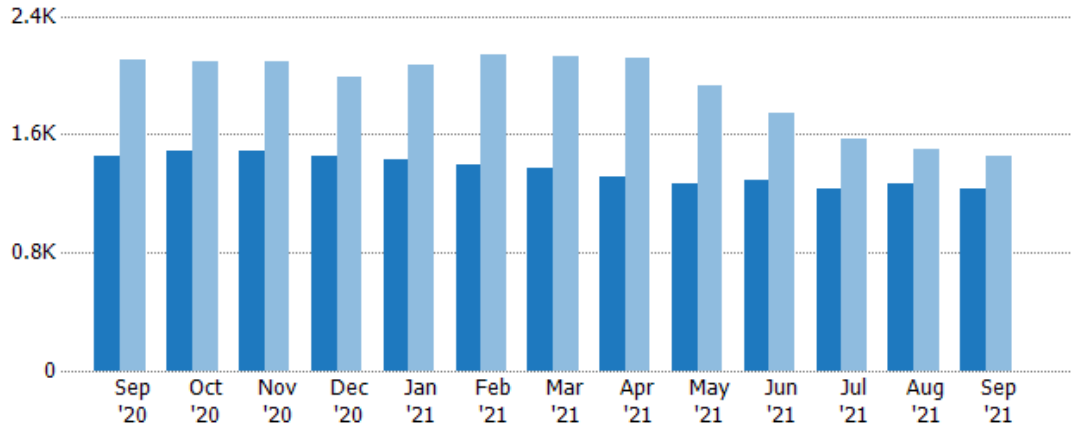
## Active Listings

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 '21	1.24K	-14.9%
Sep '20	1.45K	-31%
Sep '19	2.11K	4%



Current Year	1.45K	1.49K	1.49K	1.46K	1.43K	1.39K	1.37K	1.31K	1.27K	1.28K	1.23K	1.26K	1.24K
Prior Year	2.11K	2.09K	2.09K	1.98K	2.07K	2.13K	2.13K	2.12K	1.93K	1.74K	1.57K	1.5K	1.45K
Percent Change from Prior Year	-31%	-29%	-28%	-27%	-31%	-35%	-36%	-38%	-34%	-26%	-22%	-16%	-15%

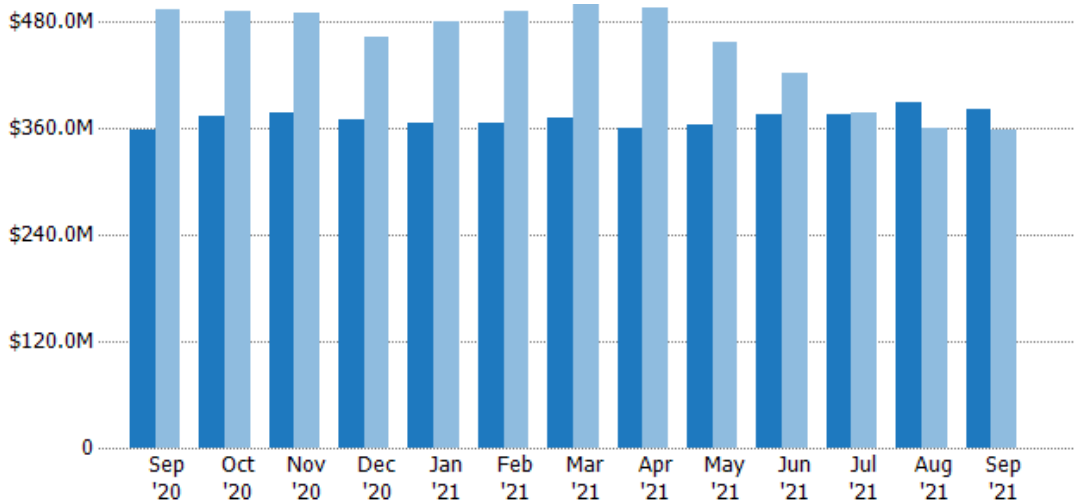
## Active Listing Volume

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 '21	\$381M	6.1%
Sep '20	\$359M	-27.3%
Sep '19	\$494M	-3.2%



Current Year	\$359M	\$374M	\$378M	\$370M	\$367M	\$367M	\$372M	\$361M	\$365M	\$376M	\$375M	\$390M	\$381M
Prior Year	\$494M	\$492M	\$490M	\$464M	\$481M	\$493M	\$500M	\$497M	\$458M	\$423M	\$378M	\$361M	\$359M
Percent Change from Prior Year	-27%	-24%	-23%	-20%	-24%	-26%	-25%	-27%	-20%	-11%	-1%	8%	6%

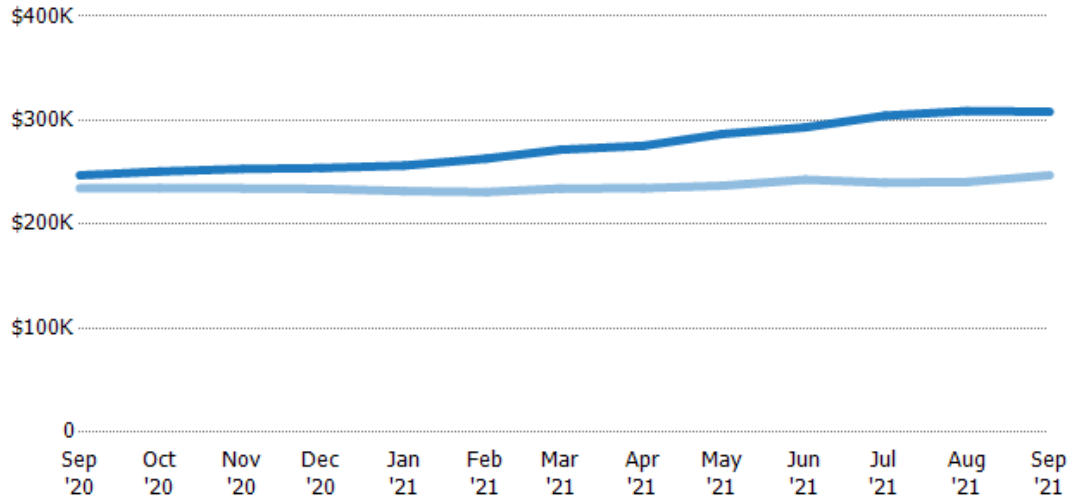
## Average Listing Price

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 '21	\$308K	24.7%
Sep '20	\$247K	5.4%
Sep '19	\$235K	-6.9%



Current Year	\$247K	\$251K	\$253K	\$254K	\$256K	\$263K	\$272K	\$275K	\$287K	\$293K	\$304K	\$309K	\$308K
Prior Year	\$235K	\$235K	\$235K	\$234K	\$232K	\$231K	\$234K	\$235K	\$237K	\$243K	\$240K	\$241K	\$247K
Percent Change from Prior Year	5%	7%	8%	9%	11%	14%	16%	17%	21%	21%	27%	28%	25%

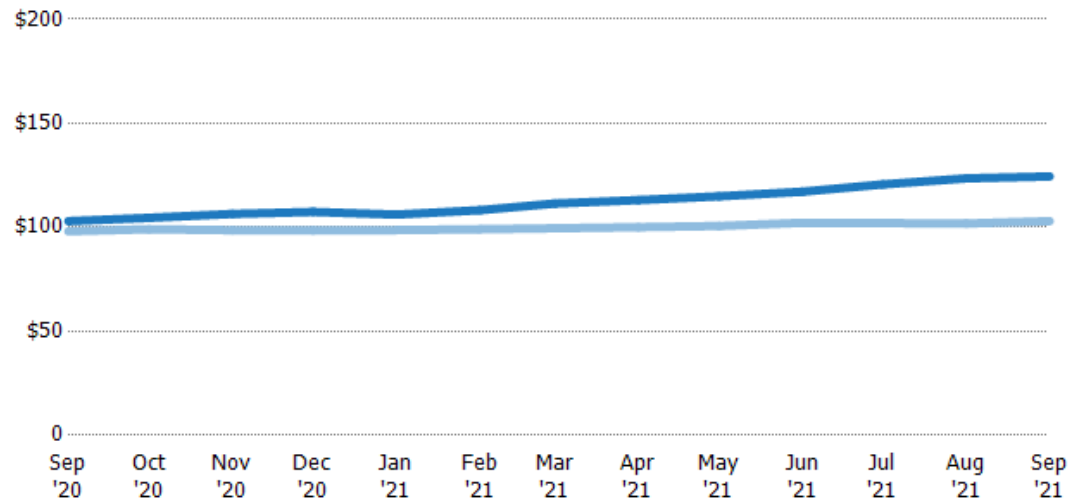
## Average Listing Price per Sq Ft

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 '21	\$124	20.9%
Sep '20	\$103	5%
Sep '19	\$98.1	-5.2%



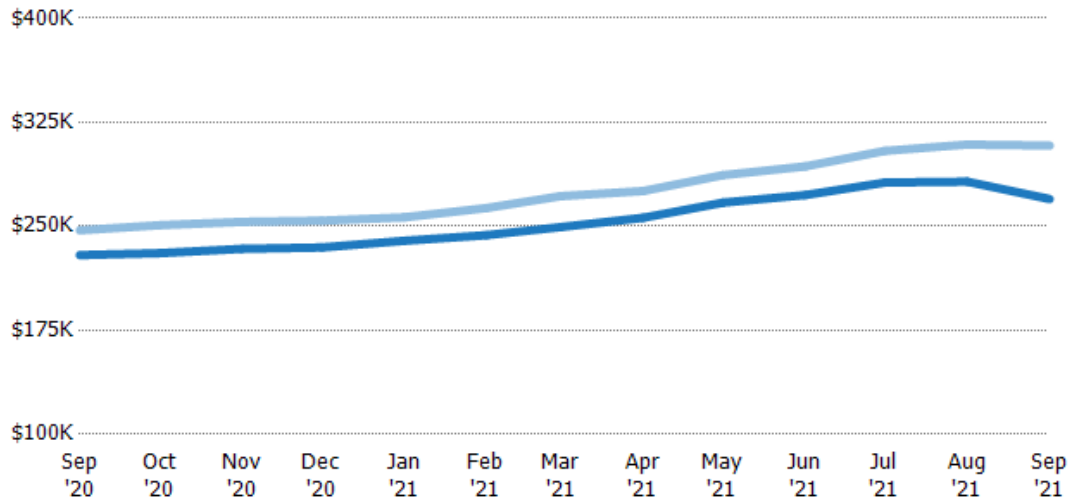
Current Year	\$103	\$105	\$106	\$107	\$106	\$108	\$111	\$113	\$115	\$117	\$121	\$124	\$124
Prior Year	\$98.1	\$99.1	\$98.6	\$98.5	\$98.6	\$99.1	\$100	\$100	\$101	\$102	\$102	\$102	\$103
Percent Change from Prior Year	5%	6%	8%	9%	8%	9%	12%	13%	14%	15%	18%	21%	21%

## 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	\$229K	\$231K	\$234K	\$235K	\$240K	\$244K	\$249K	\$256K	\$267K	\$273K	\$282K	\$282K	\$270K
Avg Listing Price	\$247K	\$251K	\$253K	\$254K	\$256K	\$263K	\$272K	\$275K	\$287K	\$293K	\$304K	\$309K	\$308K
Avg Listing Price as a % of Avg Est Value	108%	109%	108%	108%	107%	108%	109%	108%	107%	108%	108%	109%	114%

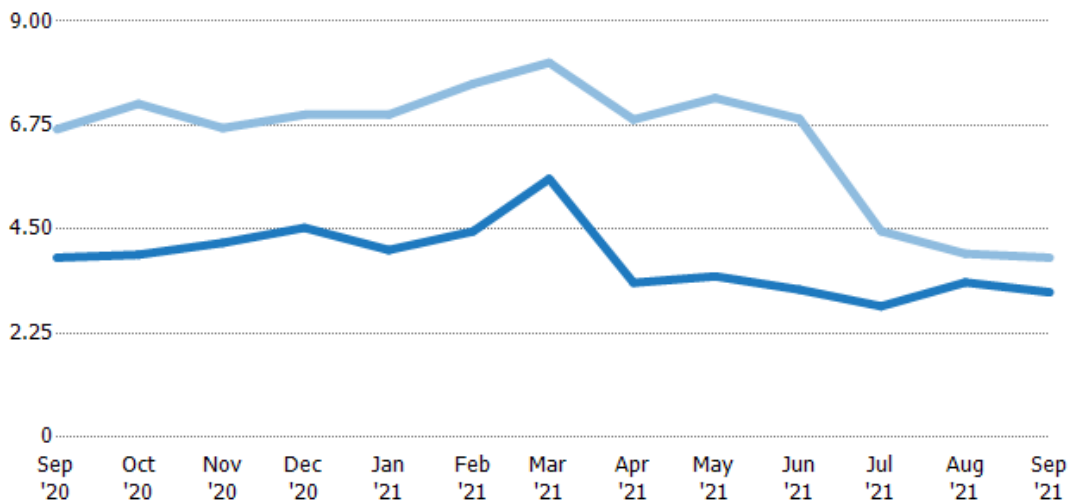
## Months of Inventory

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 '21	3.14	-19.3%
Sep '20	3.89	-41.7%
Sep '19	6.66	11.4%



Current Year	3.89	3.95	4.21	4.53	4.05	4.45	5.59	3.34	3.48	3.19	2.83	3.35	3.14
Prior Year	6.66	7.21	6.69	6.98	6.98	7.65	8.1	6.87	7.34	6.89	4.46	3.97	3.89
Percent Change from Prior Year	-42%	-45%	-37%	-35%	-42%	-42%	-31%	-51%	-53%	-54%	-36%	-16%	-19%

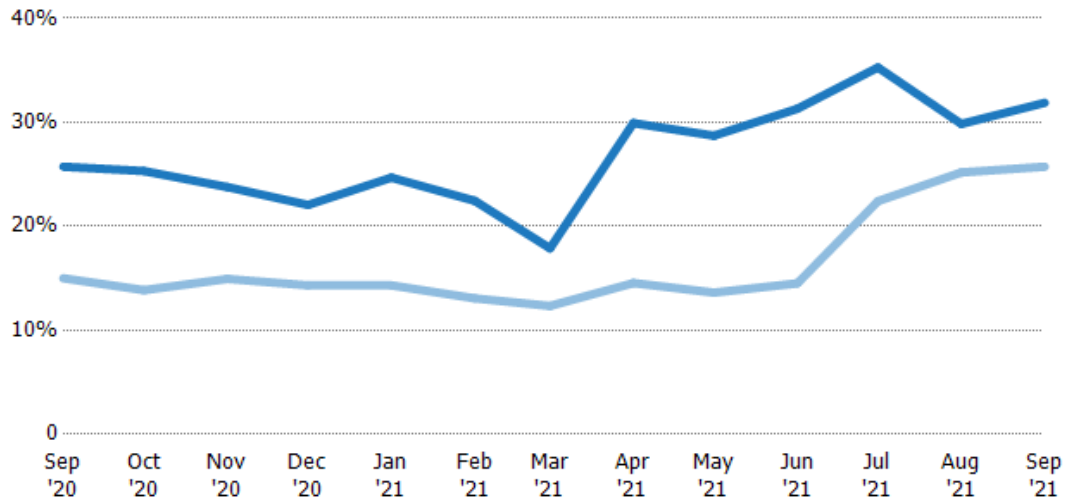
## Absorption Rate

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 '21	32%	-6.1%
Sep '20	26%	-10.7%
Sep '19	15%	-10.3%

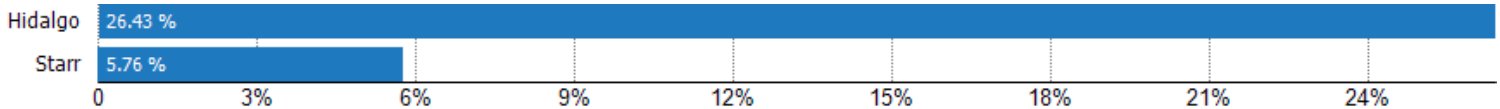


Current Year	26%	25%	24%	22%	25%	22%	18%	30%	29%	31%	35%	30%	32%
Prior Year	15%	14%	15%	14%	14%	13%	12%	15%	14%	15%	22%	25%	26%
Change from Prior Year	-11%	-11%	-9%	-8%	-10%	-9%	-6%	-15%	-15%	-17%	-13%	-5%	-6%

## 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



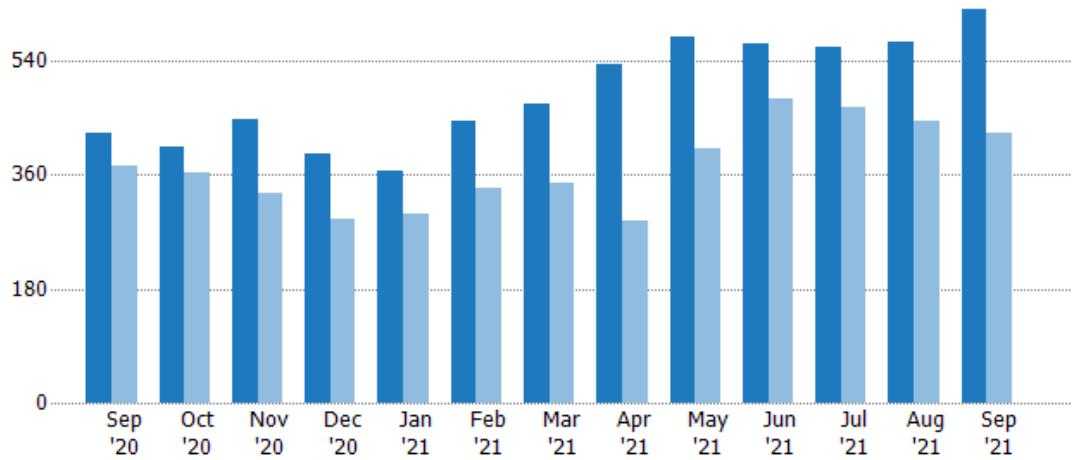
## Pending Sales

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 '21	621	45.8%
Sep '20	426	13.9%
Sep '19	374	-30.2%



Current Year	426	405	448	392	365	444	473	535	577	567	561	569	621
Prior Year	374	364	331	289	297	338	346	287	402	479	467	444	426
Percent Change from Prior Year	14%	11%	35%	36%	23%	31%	37%	86%	44%	18%	20%	28%	46%

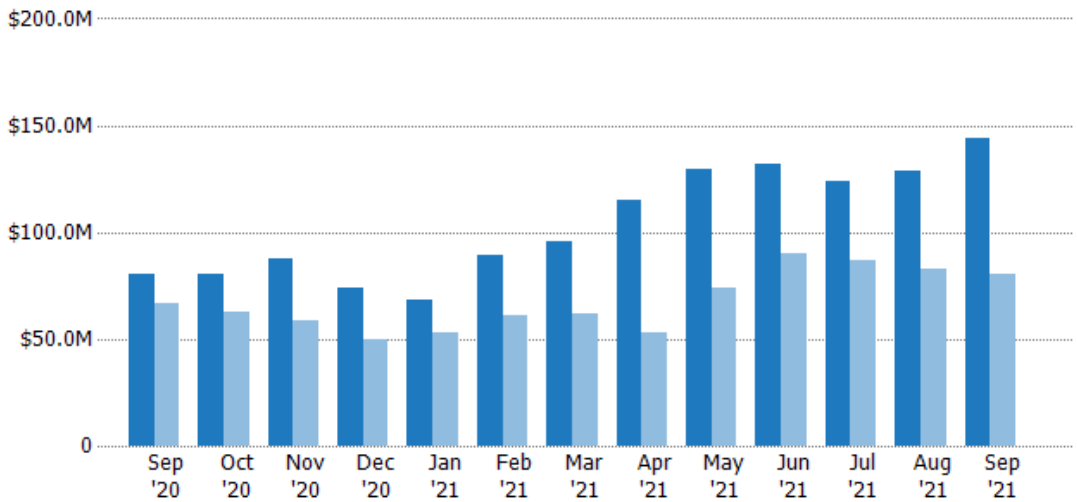
## Pending Sales Volume

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 '21	\$144M	79.5%
Sep '20	\$80.1M	19.9%
Sep '19	\$66.8M	-31.8%



Current Year	\$80.1M	\$80M	\$87.6M	\$74M	\$68.1M	\$89M	\$96M	\$115M	\$130M	\$132M	\$124M	\$129M	\$144M
Prior Year	\$66.8M	\$62.7M	\$58.5M	\$50M	\$53.2M	\$61M	\$61.7M	\$53.2M	\$74.2M	\$90.4M	\$86.6M	\$82.8M	\$80.1M
Percent Change from Prior Year	20%	28%	50%	48%	28%	46%	56%	116%	75%	46%	43%	55%	80%

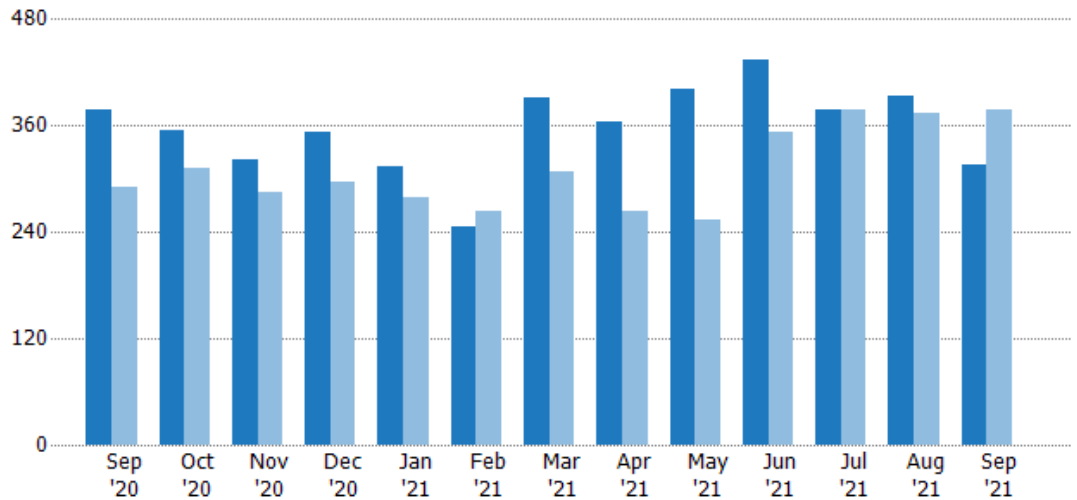
## Closed Sales

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 '21	316	-16.4%
Sep '20	378	30.3%
Sep '19	290	-14.8%



Current Year	378	355	321	353	313	245	392	365	402	435	377	394	316
Prior Year	290	312	284	297	279	263	308	263	253	353	378	374	378
Percent Change from Prior Year	30%	14%	13%	19%	12%	-7%	27%	39%	59%	23%	0%	5%	-16%

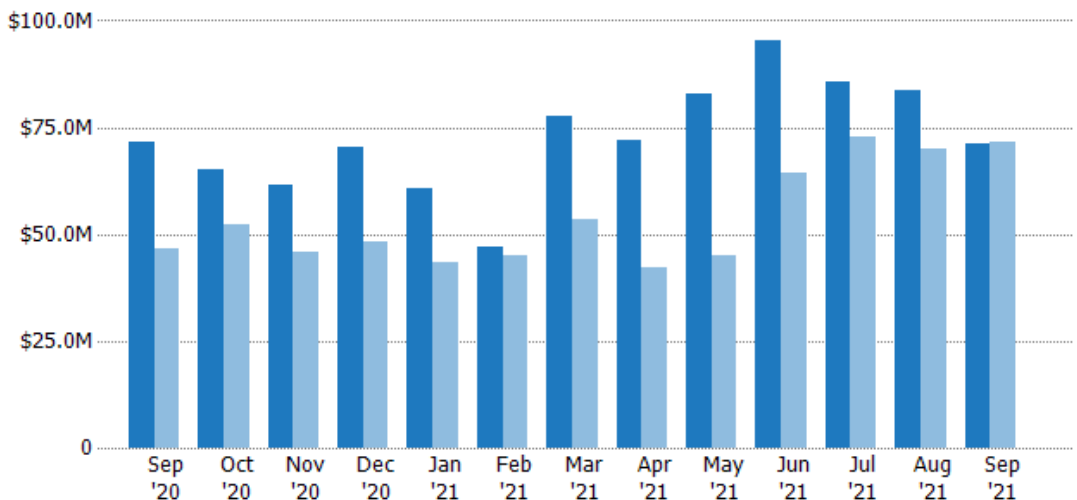
## Closed Sales Volume

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 '21	\$71.2M	-0.3%
Sep '20	\$71.4M	52.7%
Sep '19	\$46.8M	-18.7%



Current Year	\$71.4M	\$65.3M	\$61.4M	\$70.4M	\$60.5M	\$47.1M	\$77.8M	\$72M	\$82.8M	\$95.2M	\$85.6M	\$83.5M	\$71.2M
Prior Year	\$46.8M	\$52.4M	\$45.9M	\$48.4M	\$43.6M	\$45M	\$53.3M	\$42.3M	\$45M	\$64.4M	\$72.8M	\$69.9M	\$71.4M
Percent Change from Prior Year	53%	25%	34%	46%	39%	5%	46%	70%	84%	48%	18%	19%	0%

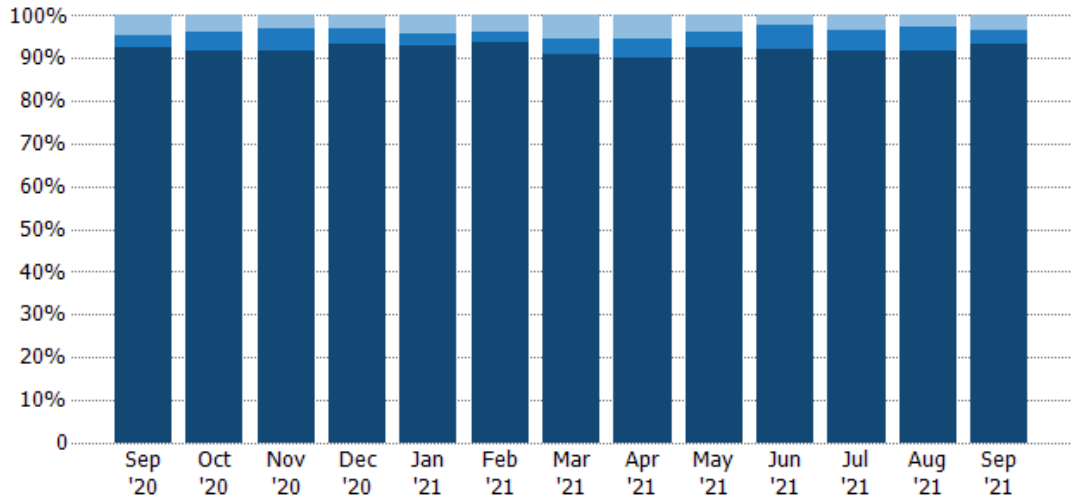


## Closed Sales by Property Type

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

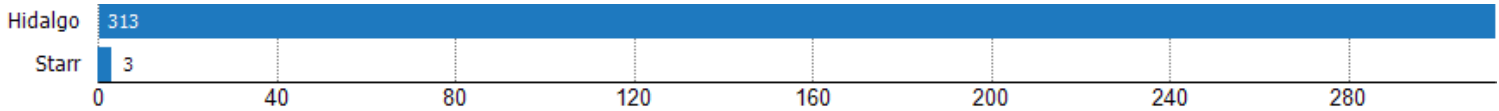


Mobile/Manufactured	4%	4%	3%	3%	4%	4%	5%	5%	4%	2%	3%	3%	3%
Condo/Townhouse	3%	5%	5%	4%	3%	2%	4%	4%	3%	6%	5%	6%	3%
Single Family Residence	92%	92%	92%	93%	93%	94%	91%	90%	93%	92%	92%	92%	93%

## 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

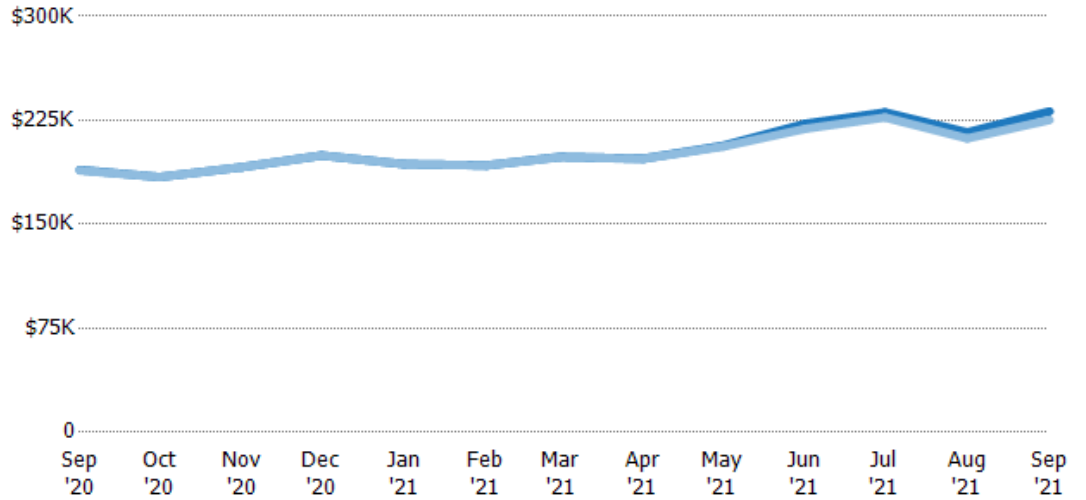


## Average Sales Price vs Average Listing Price

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



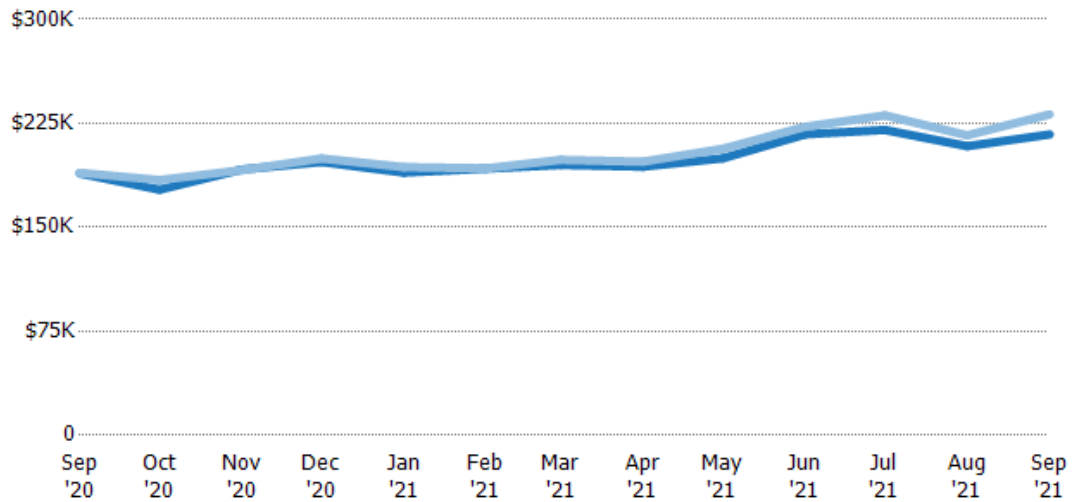
Avg List Price	\$189K	\$184K	\$191K	\$200K	\$193K	\$192K	\$199K	\$197K	\$207K	\$222K	\$231K	\$216K	\$231K
Avg Sales Price	\$189K	\$184K	\$191K	\$200K	\$193K	\$192K	\$198K	\$197K	\$206K	\$219K	\$227K	\$212K	\$225K
Avg Sales Price as a % of Avg List Price	100%	100%	100%	100%	100%	100%	100%	100%	100%	98%	98%	98%	97%

## 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	\$189K	\$177K	\$192K	\$197K	\$189K	\$192K	\$195K	\$194K	\$200K	\$217K	\$220K	\$208K	\$217K
Avg Sales Price	\$189K	\$184K	\$191K	\$200K	\$193K	\$192K	\$199K	\$197K	\$207K	\$222K	\$231K	\$216K	\$231K
Avg Sales Price as a % of Avg Est Value	100%	104%	100%	101%	102%	100%	102%	102%	103%	103%	105%	104%	107%

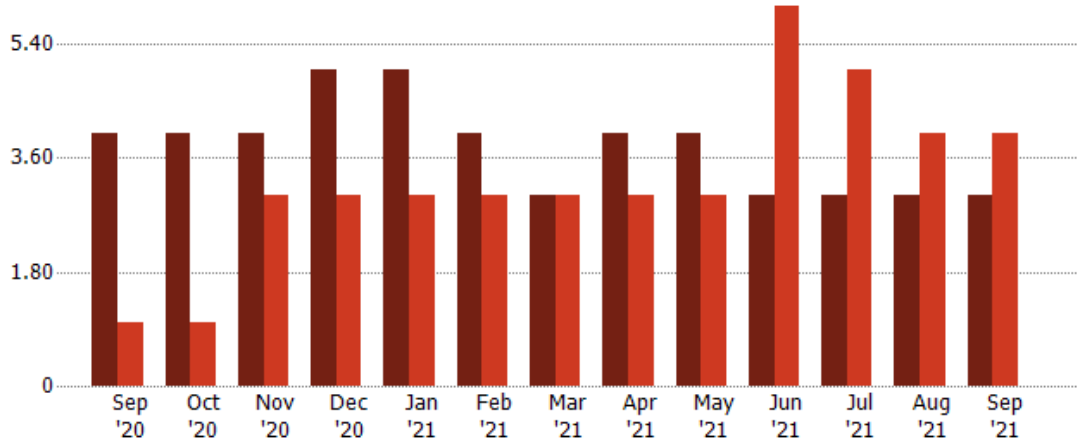
## Distressed Listings

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



Current Year	4	4	4	5	5	4	3	4	4	3	3	3	3
Prior Year	1	1	3	3	3	3	3	3	3	6	5	4	4
Percent Change from Prior Year	300%	300%	33%	67%	67%	33%	0%	33%	33%	-50%	-40%	-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:** 10/07/2021

**Scheduled:** Yes

**Report Date Range:** From 9/2020 To: 9/2021

### 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 9/2021 data

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