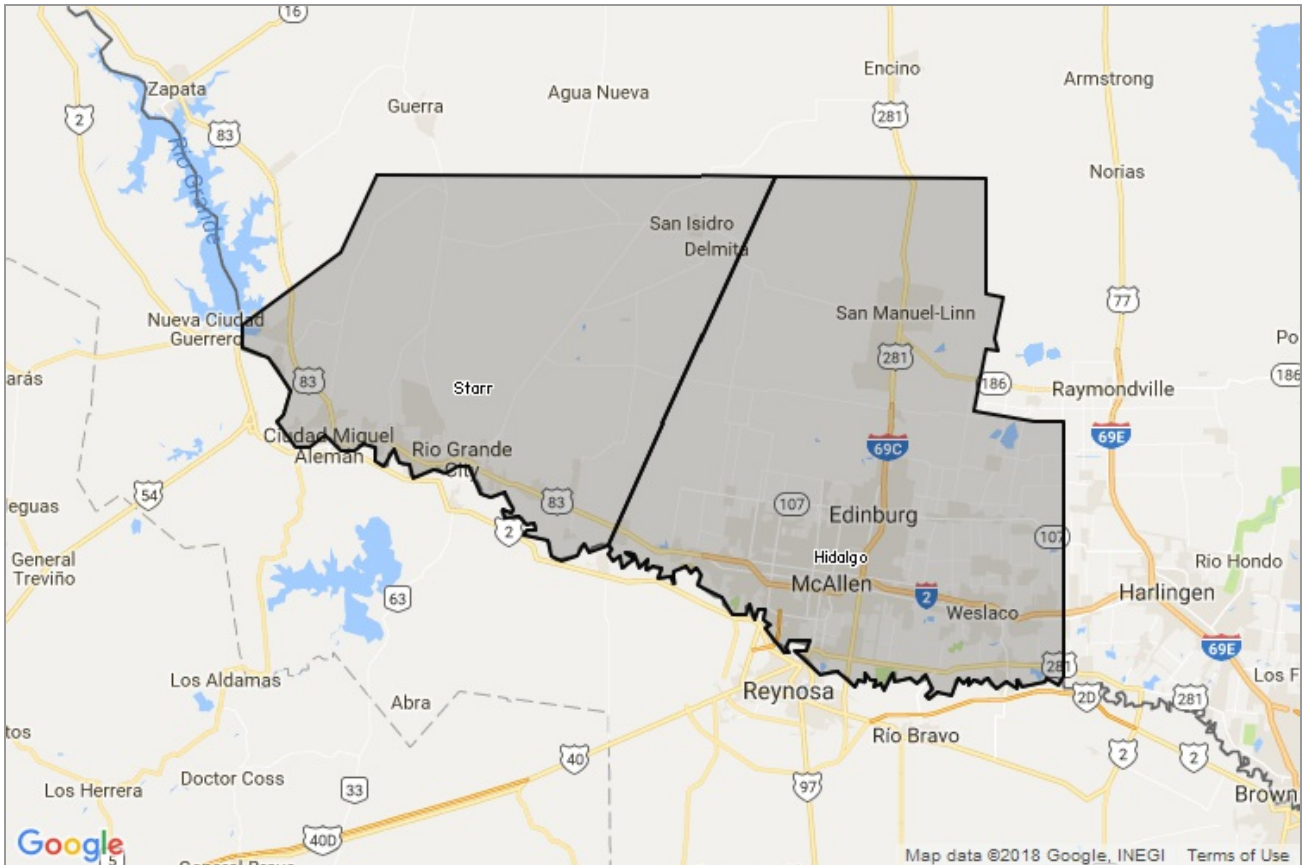


Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
12/2016 – 12/2017

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 01/07/2018

Scheduled: Yes

Presented by

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

(956) 682-4119

<http://www.gmar.org>

1324 E Nolana Avenue
McAllen, TX 78504

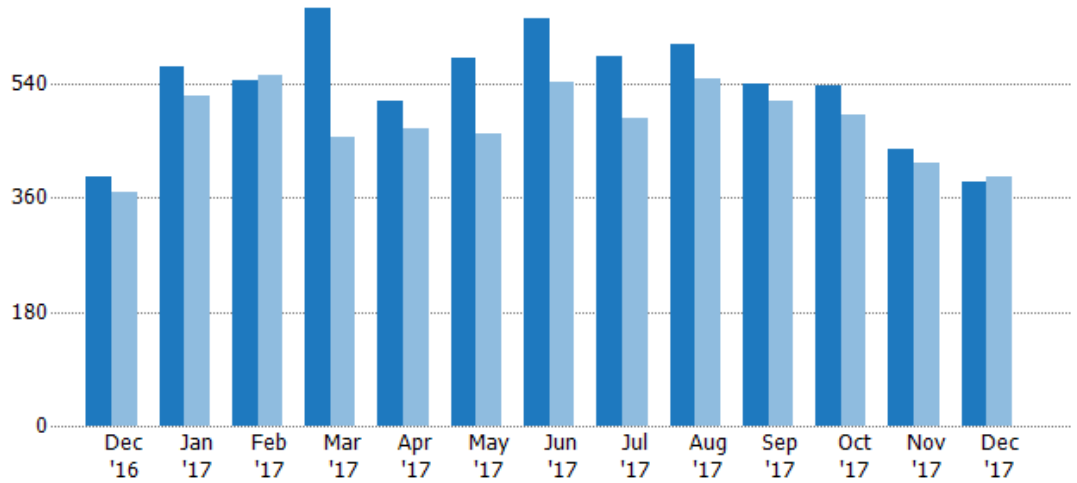
New Listings

The number of new single-family, condominium and townhome 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 '17	384	-2.3%
Dec '16	393	6.2%
Dec '15	370	-8.6%



Current Year	393	567	546	660	512	580	644	584	603	540	536	437	384
Prior Year	370	521	553	457	469	462	542	486	548	514	492	415	393
Percent Change from Prior Year	6%	9%	-1%	44%	9%	26%	19%	20%	10%	5%	9%	5%	-2%

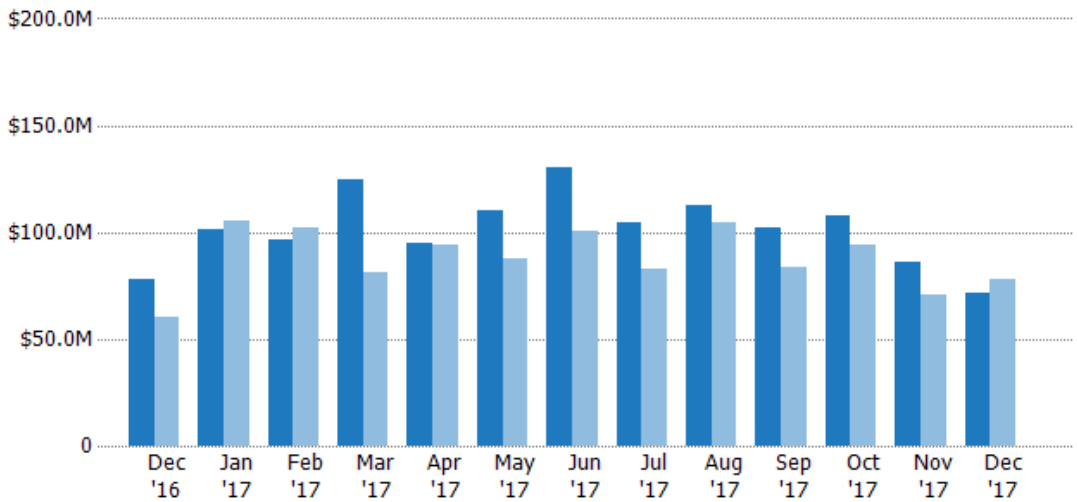
New Listing Volume

The sum of the listing price of single-family, condominium and townhome 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 '17	\$71.2M	-8.5%
Dec '16	\$77.8M	29.6%
Dec '15	\$60M	-8%



Current Year	\$77.8M	\$101M	\$96.4M	\$124M	\$94.9M	\$110M	\$130M	\$105M	\$113M	\$102M	\$108M	\$85.9M	\$71.2M
Prior Year	\$60M	\$106M	\$102M	\$80.8M	\$94.2M	\$87.7M	\$100M	\$82.5M	\$104M	\$83.9M	\$93.8M	\$70.5M	\$77.8M
Percent Change from Prior Year	30%	-4%	-5%	54%	1%	26%	30%	27%	8%	22%	15%	22%	-9%

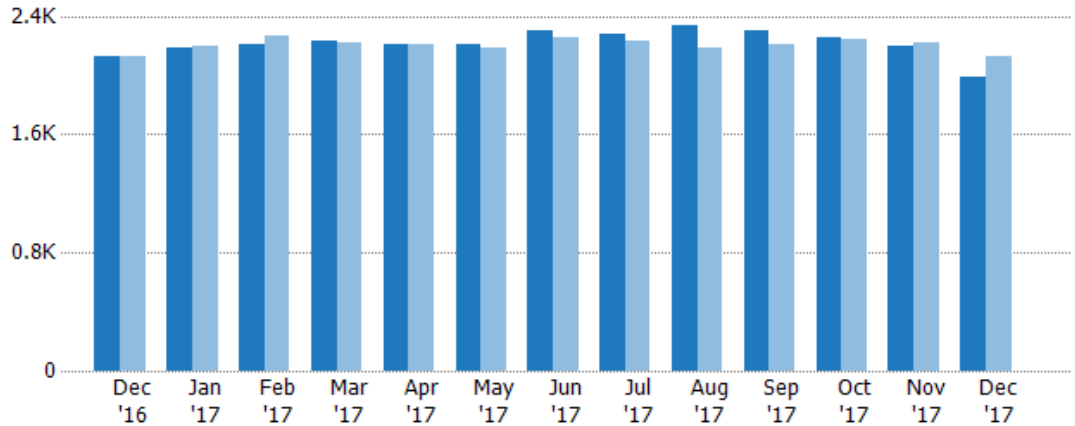
Active Listings

The number of active single-family, condominium and townhome 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 '17	1.99K	-6.7%
Dec '16	2.13K	0.4%
Dec '15	2.12K	-4%



Current Year	2.13K	2.18K	2.21K	2.23K	2.21K	2.21K	2.3K	2.28K	2.33K	2.3K	2.26K	2.2K	1.99K
Prior Year	2.12K	2.2K	2.27K	2.22K	2.2K	2.19K	2.26K	2.24K	2.19K	2.21K	2.24K	2.22K	2.13K
Percent Change from Prior Year	0%	-1%	-3%	0%	0%	1%	2%	2%	7%	4%	1%	-1%	-7%

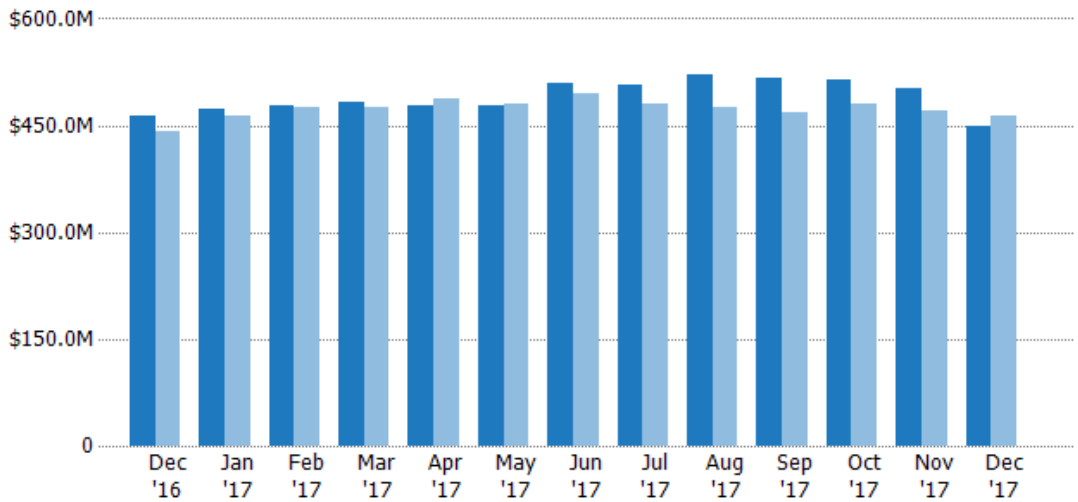
Active Listing Volume

The sum of the listing price of active single-family, condominium and townhome 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 '17	\$449M	-3.4%
Dec '16	\$464M	5.1%
Dec '15	\$442M	-6.2%



Current Year	\$464M	\$473M	\$477M	\$482M	\$479M	\$479M	\$509M	\$508M	\$520M	\$516M	\$514M	\$502M	\$449M
Prior Year	\$442M	\$463M	\$476M	\$474M	\$486M	\$481M	\$495M	\$480M	\$475M	\$467M	\$479M	\$472M	\$464M
Percent Change from Prior Year	5%	2%	0%	2%	-2%	-1%	3%	6%	10%	11%	7%	6%	-3%

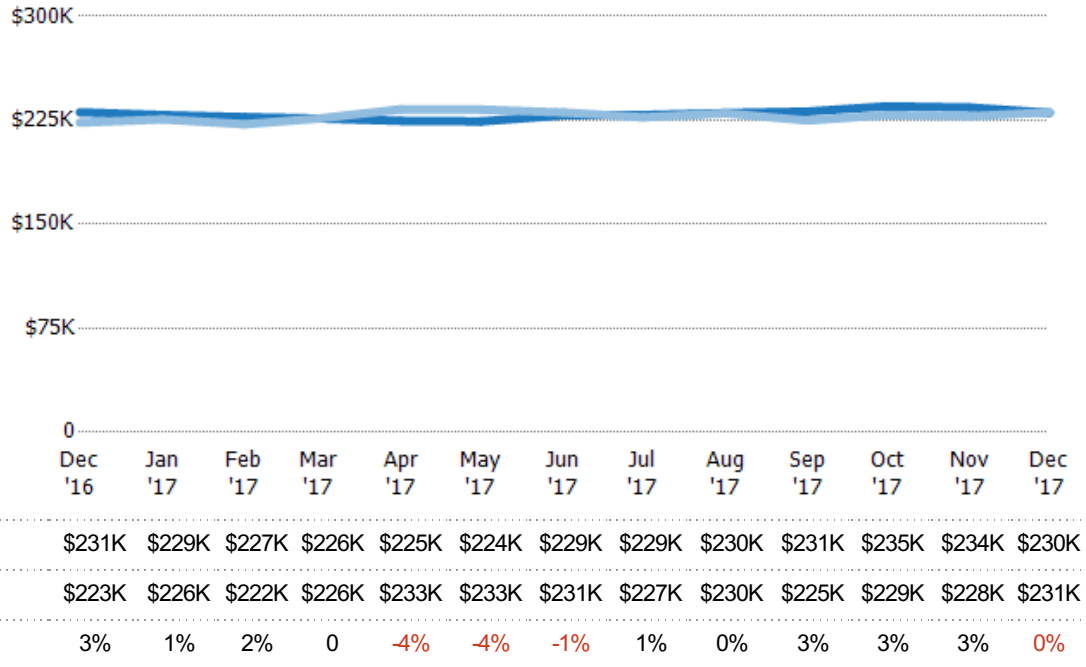
Average Listing Price

The average listing price of active single-family, condominium and townhome 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 '17	\$230K	-0.2%
Dec '16	\$231K	3.3%
Dec '15	\$223K	-4.5%



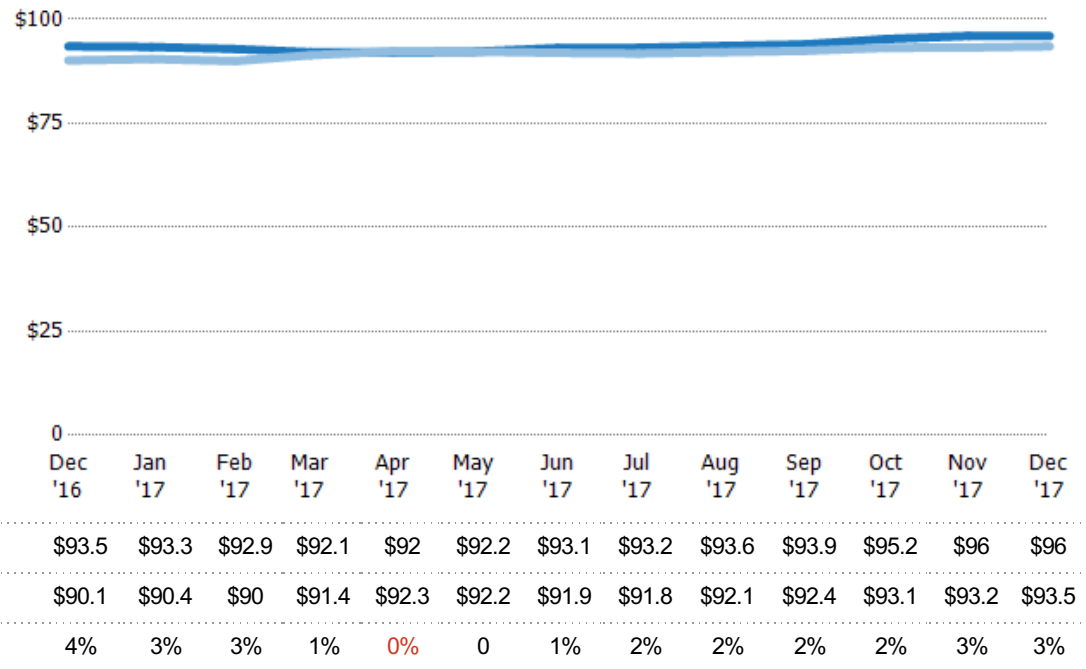
Average Listing Price per Sq Ft

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 '17	\$96	2.7%
Dec '16	\$93.5	3.7%
Dec '15	\$90.1	-3.6%

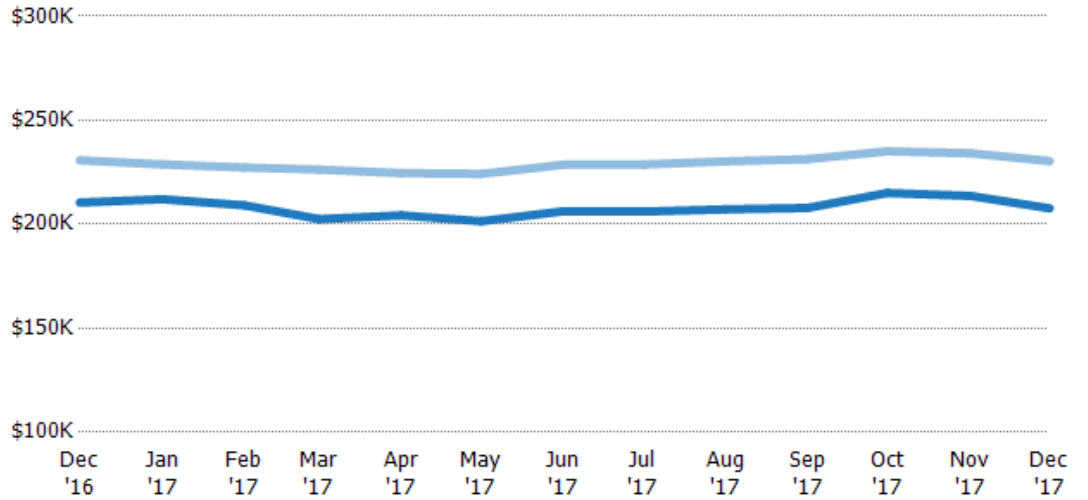


Average Listing Price vs Average Est Value

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



	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17
Avg Est Value	\$210K	\$212K	\$209K	\$202K	\$204K	\$201K	\$206K	\$206K	\$207K	\$208K	\$215K	\$214K	\$208K
Avg Listing Price	\$231K	\$229K	\$227K	\$226K	\$225K	\$224K	\$229K	\$229K	\$230K	\$231K	\$235K	\$234K	\$230K
Avg Listing Price as a % of Avg Est Value	110%	108%	109%	112%	110%	111%	111%	111%	111%	111%	109%	110%	111%

Average Days in RPR (By County)

The average number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR by county.

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



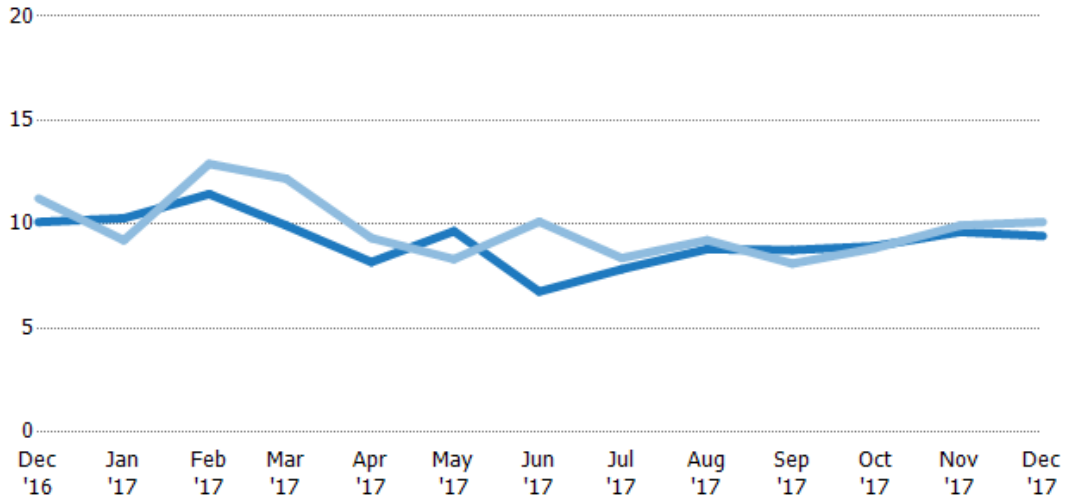
Months of Inventory

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.
Dec '17	9.44	-6.7%
Dec '16	10.1	-10%
Dec '15	11.2	-5.5%



Current Year	10.1	10.3	11.5	9.94	8.18	9.67	6.76	7.84	8.8	8.76	8.95	9.63	9.44
Prior Year	11.2	9.23	12.9	12.2	9.33	8.32	10.1	8.37	9.24	8.11	8.85	9.94	10.1
Percent Change from Prior Year	-10%	11%	-11%	-18%	-12%	16%	-33%	-6%	-5%	8%	1%	-3%	-7%

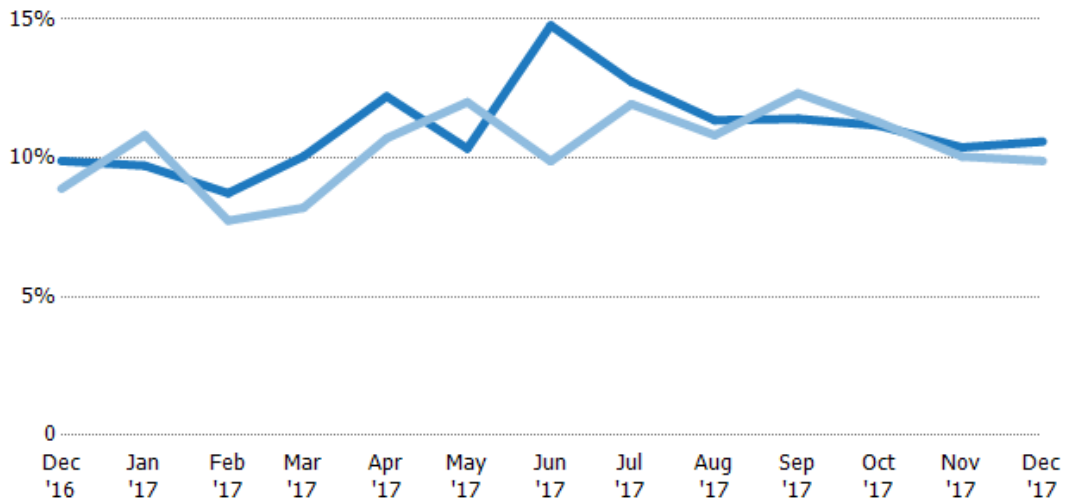
Absorption Rate

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 '17	11%	-0.7%
Dec '16	10%	-1%
Dec '15	9%	6%

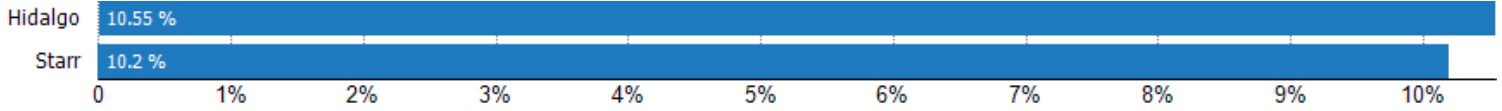


Current Year	10%	10%	9%	10%	12%	10%	15%	13%	11%	11%	11%	10%	11%
Prior Year	9%	11%	8%	8%	11%	12%	10%	12%	11%	12%	11%	10%	10%
Change from Prior Year	-1%	1%	-1%	-2%	-2%	2%	-5%	-1%	-1%	1%	0%	0%	-1%

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



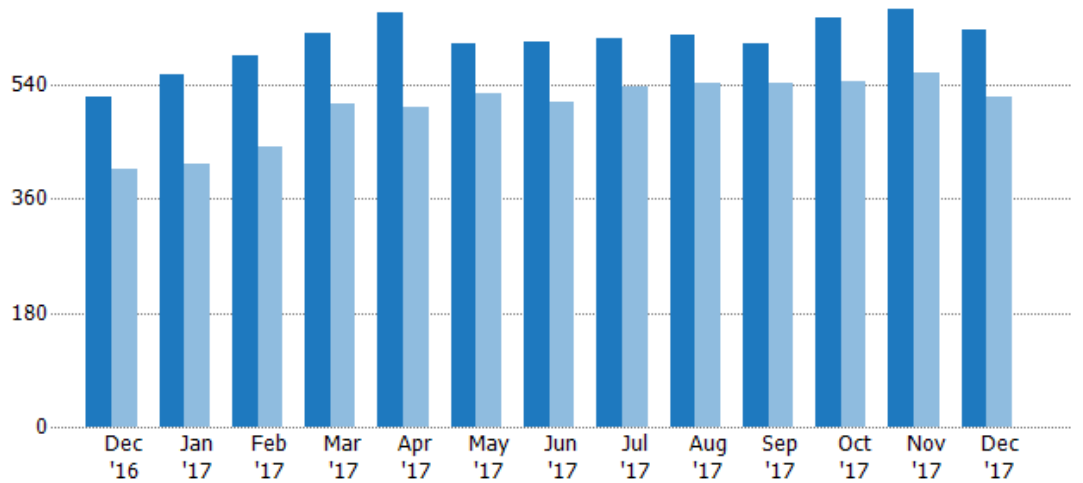
Pending Sales

The number of single-family, condominium and townhome 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 '17	626	19.9%
Dec '16	522	27.9%
Dec '15	408	-5.6%



Current Year	522	557	586	621	654	604	609	612	618	606	645	659	626
Prior Year	408	414	441	509	505	526	512	538	543	543	544	559	522
Percent Change from Prior Year	28%	35%	33%	22%	30%	15%	19%	14%	14%	12%	19%	18%	20%

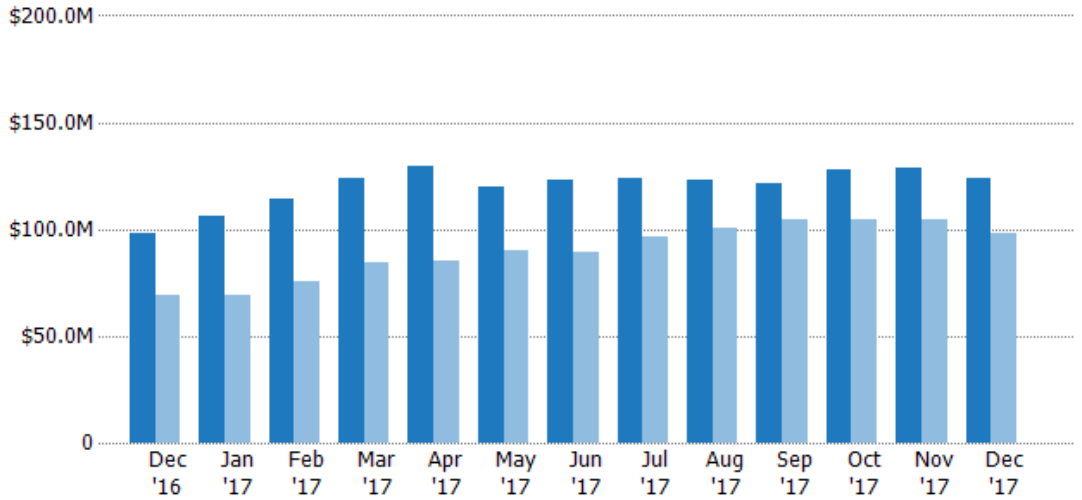
Pending Sales Volume

The sum of the sales price of single-family, condominium and townhome 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 '17	\$124M	26.4%
Dec '16	\$98.3M	42.6%
Dec '15	\$68.9M	-12.8%



Current Year	\$98.3M	\$106M	\$114M	\$124M	\$130M	\$120M	\$123M	\$124M	\$123M	\$121M	\$128M	\$129M	\$124M
Prior Year	\$68.9M	\$68.9M	\$75.2M	\$84.5M	\$85.2M	\$90.2M	\$89.3M	\$96.1M	\$101M	\$104M	\$104M	\$105M	\$98.3M
Percent Change from Prior Year	43%	54%	52%	47%	52%	33%	38%	29%	22%	17%	22%	23%	26%

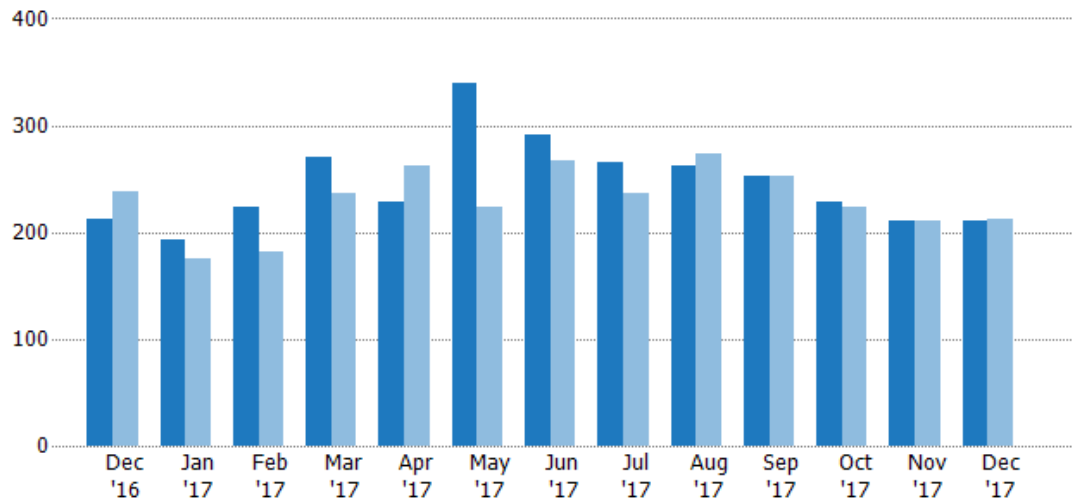
Closed Sales

The total number of single-family, condominium and townhome 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 '17	210	-0.9%
Dec '16	212	-10.9%
Dec '15	238	-4.2%



Current Year	212	193	224	270	229	340	291	265	263	252	228	211	210
Prior Year	238	176	182	236	263	223	267	237	273	253	223	211	212
Percent Change from Prior Year	-11%	10%	23%	14%	-13%	52%	9%	12%	-4%	0%	2%	0%	-1%

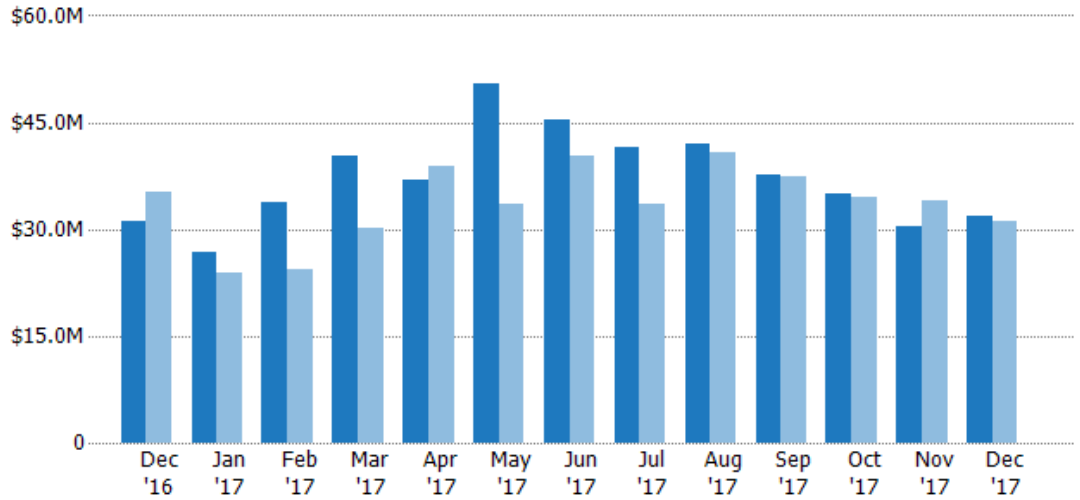
Closed Sales Volume

The sum of the sales price of single-family, condominium and townhome 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 '17	\$31.7M	2.2%
Dec '16	\$31.1M	-11.6%
Dec '15	\$35.2M	-8.6%



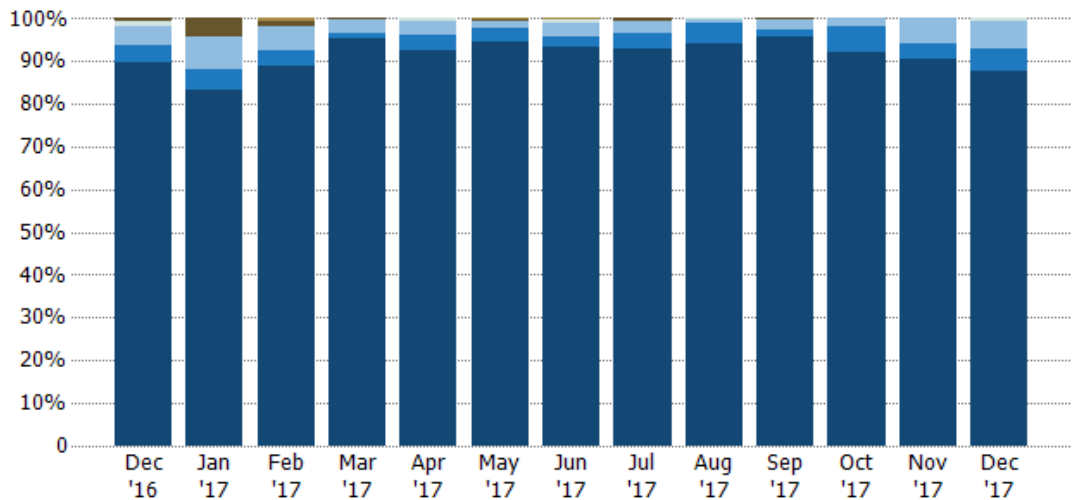
Current Year	\$31.1M	\$26.7M	\$33.9M	\$40.3M	\$36.8M	\$50.5M	\$45.3M	\$41.4M	\$41.9M	\$37.5M	\$34.9M	\$30.4M	\$31.7M
Prior Year	\$35.2M	\$24M	\$24.3M	\$30.1M	\$38.8M	\$33.5M	\$40.4M	\$33.5M	\$40.8M	\$37.5M	\$34.6M	\$34.1M	\$31.1M
Percent Change from Prior Year	-12%	11%	40%	34%	-5%	51%	12%	24%	3%	0%	1%	-11%	2%

Closed Sales by Property Type

The percentage of single-family, condominium and townhome properties sold each month by property type.

Filters Used

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

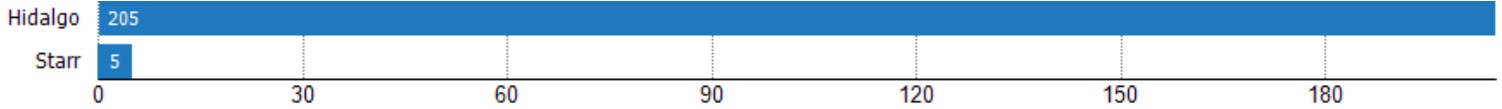


Other	-	-	0%	-	-	0%	0%	-	-	-	-	-	-
Lot/Land	0%	4%	1%	0%	-	0%	-	1%	-	0%	-	-	-
Multifamily/Multiplex	1%	-	-	-	0%	-	1%	-	0%	-	-	-	0%
Mobile/Manufactured	4%	8%	6%	3%	3%	1%	3%	3%	1%	2%	2%	6%	7%
Condo/Townhouse	4%	5%	4%	1%	3%	3%	2%	4%	5%	2%	6%	4%	5%
Single Family Residence	90%	83%	89%	95%	93%	95%	93%	93%	94%	96%	92%	91%	88%

Closed Sales (By County)

The total number of single-family, condominium and townhome 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

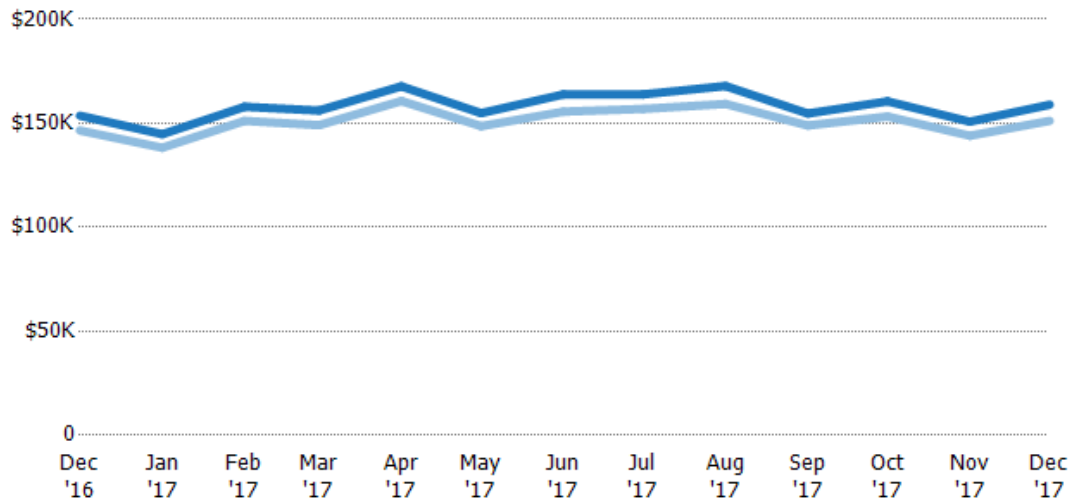


Average Sales Price vs Average Listing Price

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



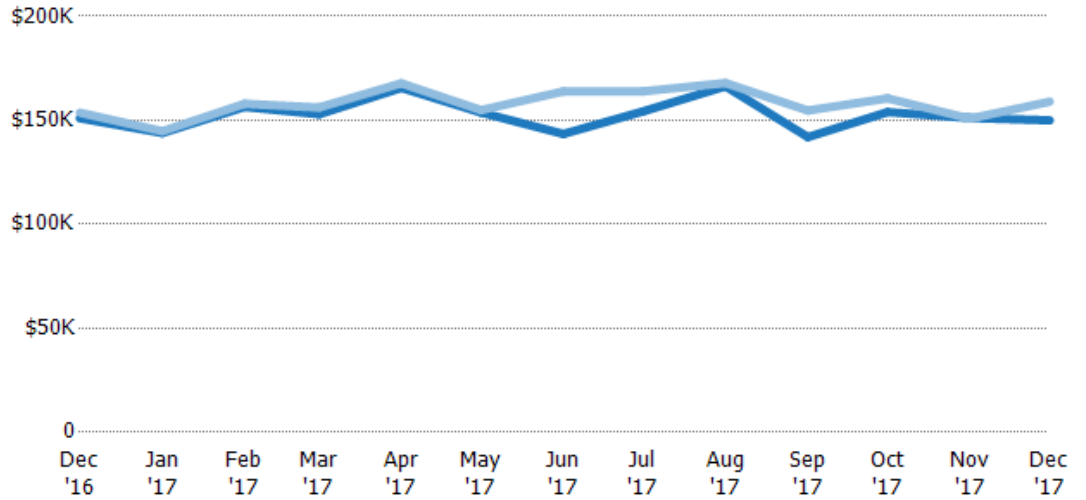
	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17
Avg List Price	\$154K	\$145K	\$158K	\$156K	\$168K	\$155K	\$164K	\$164K	\$168K	\$155K	\$161K	\$151K	\$159K
Avg Sales Price	\$147K	\$138K	\$151K	\$149K	\$161K	\$149K	\$156K	\$157K	\$159K	\$149K	\$153K	\$144K	\$151K
Avg Sales Price as a % of Avg List Price	95%	96%	96%	95%	96%	96%	95%	96%	95%	96%	95%	96%	95%

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



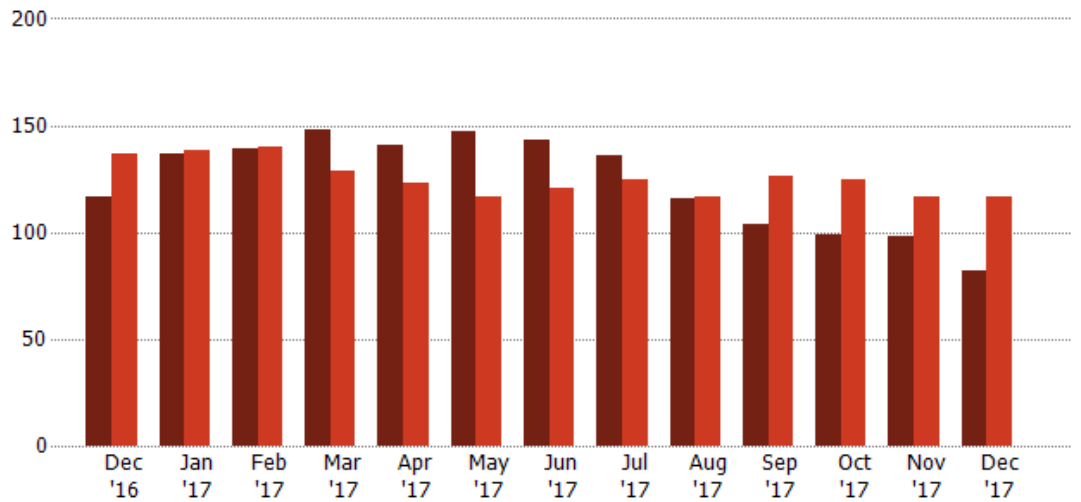
	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17
Avg Est Value	\$151K	\$144K	\$156K	\$153K	\$166K	\$154K	\$143K	\$154K	\$166K	\$142K	\$154K	\$151K	\$150K
Avg Sales Price	\$154K	\$145K	\$158K	\$156K	\$168K	\$155K	\$164K	\$164K	\$168K	\$155K	\$161K	\$151K	\$159K
Avg Sales Price as a % of Avg Est Value	102%	101%	101%	102%	101%	101%	114%	106%	101%	109%	104%	100%	106%

Distressed Listings

The number of distressed single-family, condominium and townhome 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 '17	82	-29.9%
Dec '16	117	-14.6%
Dec '15	137	7.3%

	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17
Current Year	117	137	139	148	141	147	143	136	116	104	99	98	82
Prior Year	137	138	140	129	123	117	121	125	117	126	125	117	117
Percent Change from Prior Year	-15%	-1%	-1%	15%	15%	26%	18%	9%	-1%	-17%	-21%	-16%	-30%

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: 01/07/2018

Scheduled: Yes

Report Date Range: From 12/2016 To: 12/2017

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 12/2017 data

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