

The CCAR Pulse

Where Our Members Live and Work



Aubrey/Pilot Point

- 13.8%

- 4.2%

- 12.6%

Change in
New Listings

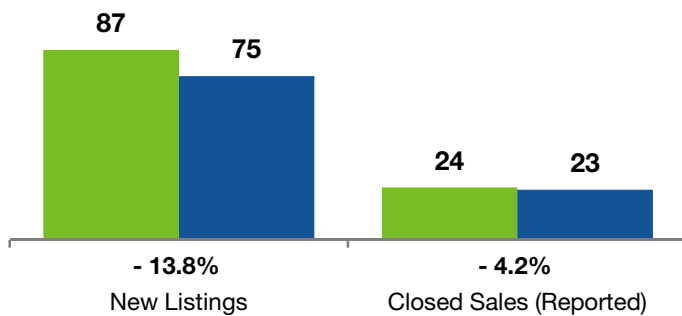
Change in
Reported Closed Sales

Change in
Median Sales Price

	January			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	87	75	- 13.8%	87	75	- 13.8%
Closed Sales (Reported)	24	23	- 4.2%	24	23	- 4.2%
Closed Sales (Projected)*	24	26	+ 7.7%	24	26	+ 7.7%
Listings Under Contract	25	37	+ 48.0%	25	37	+ 48.0%
Average Sales Price**	\$139,827	\$118,726	- 15.1%	\$139,827	\$118,726	- 15.1%
Median Sales Price**	\$130,500	\$114,000	- 12.6%	\$130,500	\$114,000	- 12.6%
Percent of Original List Price Received**	92.7%	90.9%	- 1.9%	92.7%	90.9%	- 1.9%
Days on Market Until Sale	86	127	+ 48.1%	86	127	+ 48.1%
Inventory of Homes for Sale	310	299	- 3.5%	--	--	--
Months Supply of Inventory	7.4	8.5	+ 14.6%	--	--	--

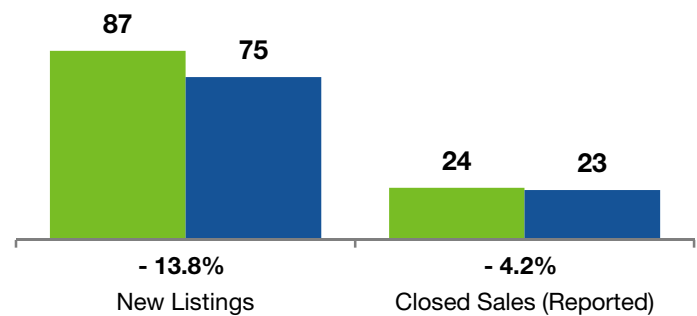
January

■ 2010 ■ 2011

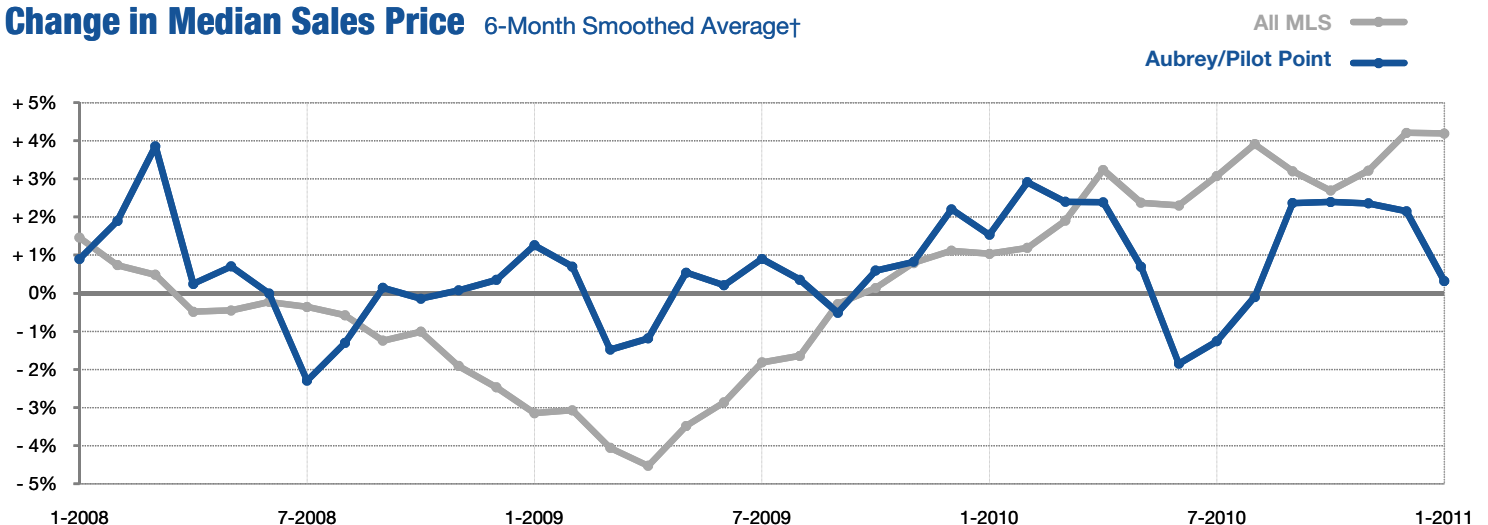


Year to Date

■ 2010 ■ 2011



Change in Median Sales Price 6-Month Smoothed Average†



*Due to the typical delays in recording sales, reported unit activity will appear artificially low for the most recent month. Our projected unit activity assumes that only 89.0 percent of all sales are reported in time for this report. Year-to-Date figures are now updated each month in the interest of accuracy. **Does not include prices from any previous listing contracts or seller concessions. †This chart uses a rolling six months of average change in Median Sales Price to account for small sample size. | Some figures are for one month worth of activity and can look extreme due to small sample size. | All data comes from North Texas Real Estate Information Service. Provided by Collin County Association of REALTORS®. Powered by 10K Research and Marketing.