

Weekly Market Activity Report

A RESEARCH TOOL PROVIDED BY THE HOUSTON ASSOCIATION OF REALTORS®



For Week Ending March 20, 2011

The trendline tango continued as the Houston region showed a 0.6 percent year-over-year decline in Pending Sales for the week ending March 20. The 1,280 signed purchase agreements were for all practical purposes flat relative to the 1,288 the year prior. Meanwhile, New Listings were down a more dramatic 18.4 percent for the same period, and Closed Sales were down 13.8 percent.

Stable year-over-year changes in purchase demand this close to last year's tax credit deadline serve as testimony to the strength and resiliency of the local market. Anticipate approximately two months of year-over-year declines in purchase activity as last year's spike passes through the baseline comparison period. At that time, year-over-year comparisons will resume to posting gains.

Ultimately, sellers should expect homes to take longer to sell and be prepared to make tough decisions. This, like anything real estate, is case-by-case and highly dependent on location. While the Houston region's market is more stable than many others, smart pricing and marketing are still more important than ever.

Quick Facts

- 18.4%

Change in
New Listings

- 0.6%

Change in
Pending Sales

+ 3.1%

Change in
Median Sales Price

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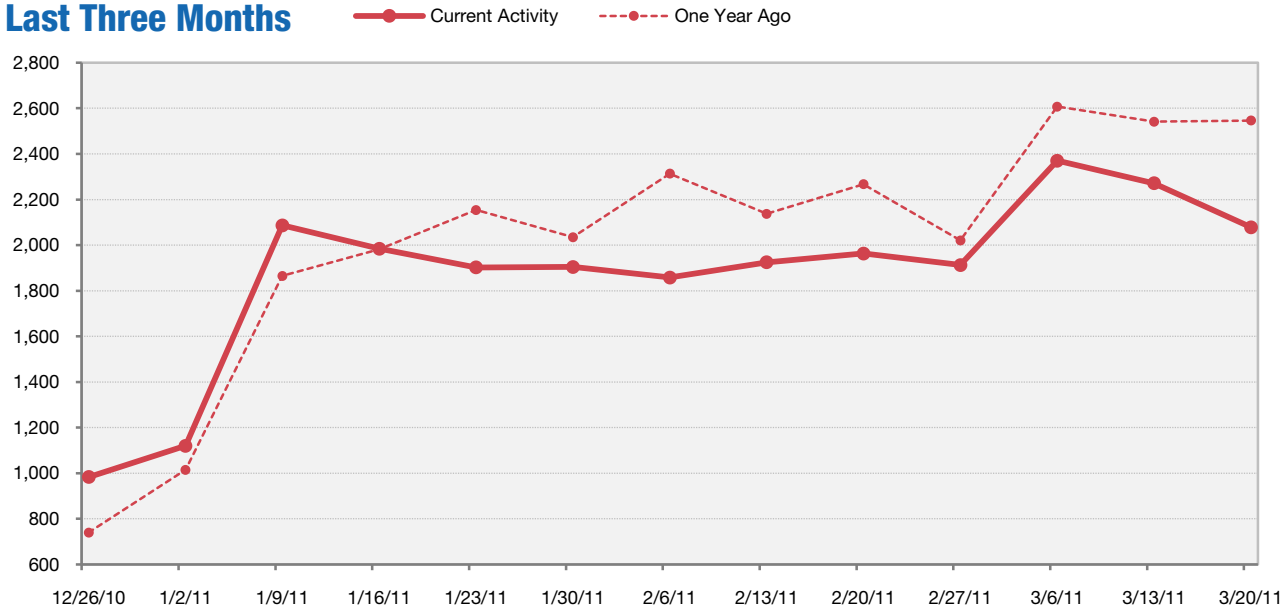
Click on desired metric to jump to that page.

New Listings

A count of the properties that have been newly listed on the market in a given week.

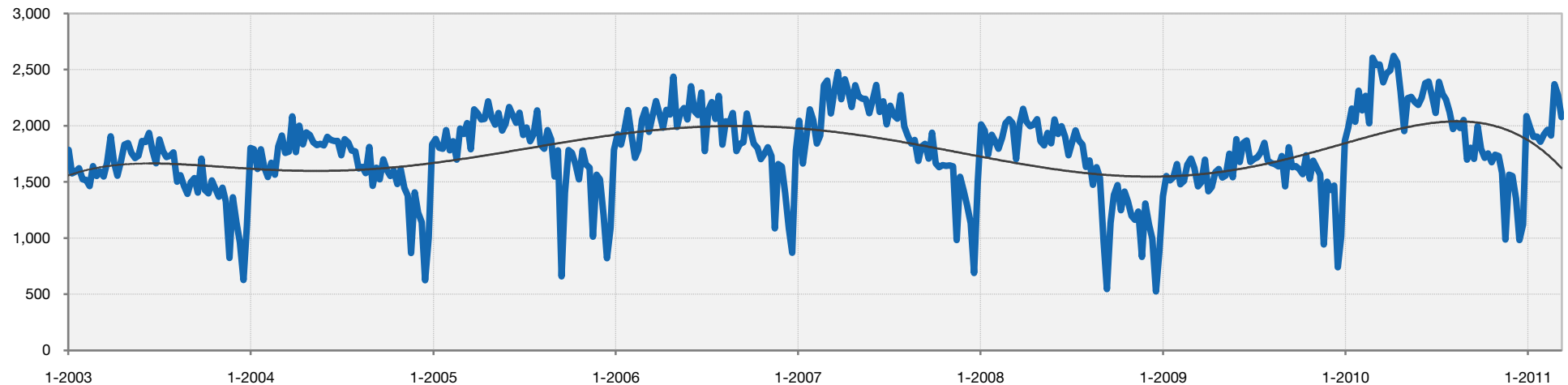


Last Three Months



For the Week Ending	Current Activity	One Year Ago	+/-
12/26/2010	983	740	+ 32.8%
1/2/2011	1,120	1,015	+ 10.3%
1/9/2011	2,087	1,865	+ 11.9%
1/16/2011	1,984	1,982	+ 0.1%
1/23/2011	1,902	2,154	- 11.7%
1/30/2011	1,904	2,035	- 6.4%
2/6/2011	1,858	2,313	- 19.7%
2/13/2011	1,925	2,137	- 9.9%
2/20/2011	1,963	2,267	- 13.4%
2/27/2011	1,913	2,021	- 5.3%
3/6/2011	2,370	2,607	- 9.1%
3/13/2011	2,271	2,541	- 10.6%
3/20/2011	2,078	2,546	- 18.4%
3-Month Total	24,358	26,223	- 7.1%

Historical New Listing Activity

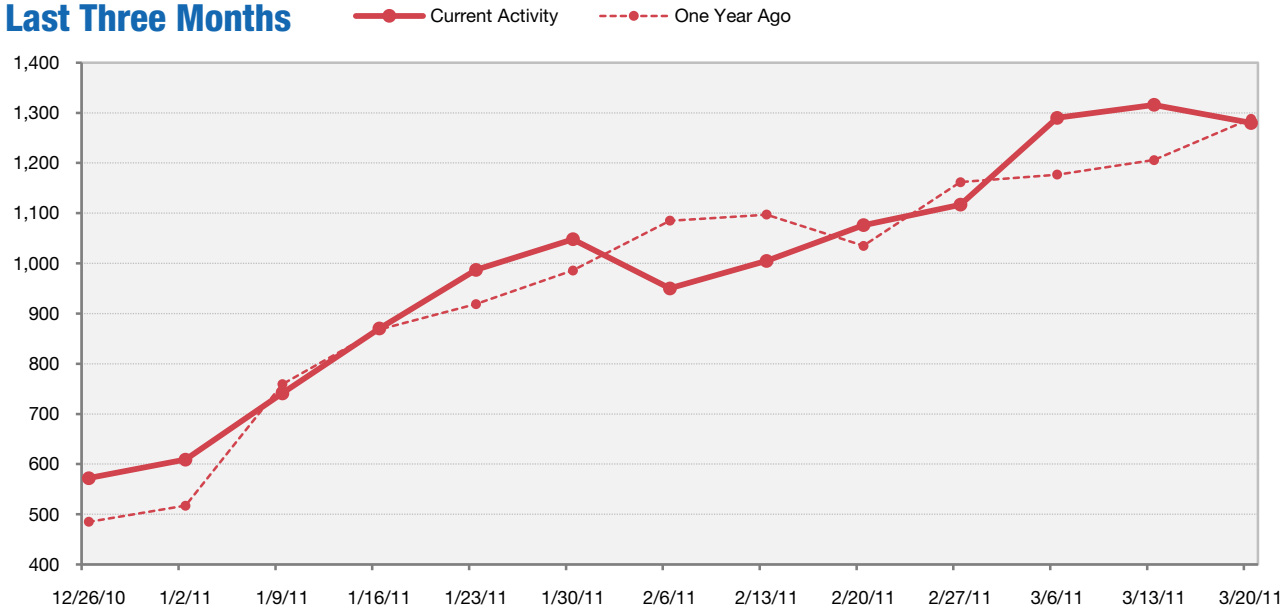


Pending Sales

A count of the properties that have offers accepted on them in a given week.

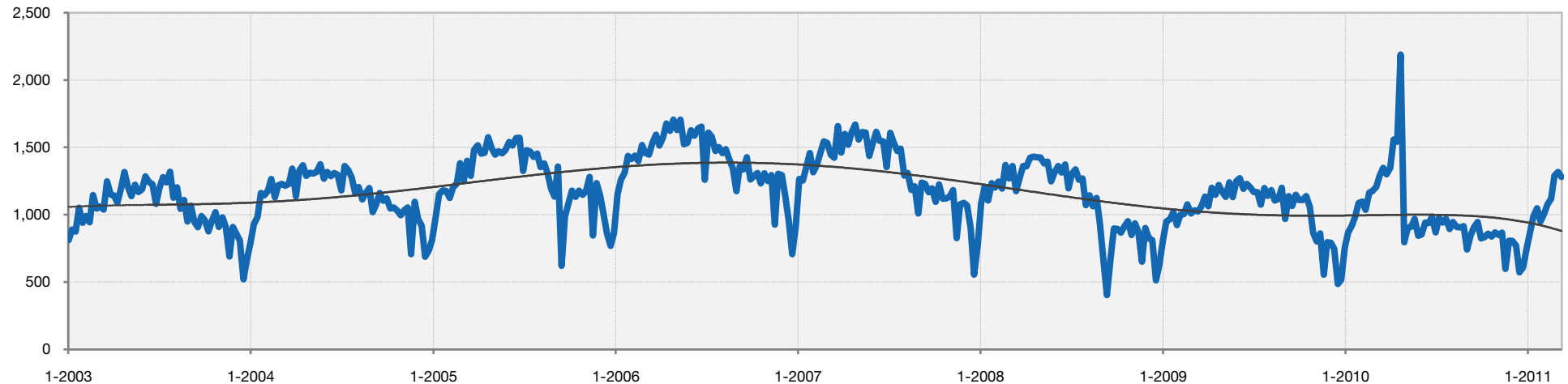


Last Three Months



For the Week Ending	Current Activity	One Year Ago	+/-
12/26/2010	572	485	+ 17.9%
1/2/2011	609	517	+ 17.8%
1/9/2011	741	759	- 2.4%
1/16/2011	870	868	+ 0.2%
1/23/2011	987	919	+ 7.4%
1/30/2011	1,048	986	+ 6.3%
2/6/2011	950	1,085	- 12.4%
2/13/2011	1,005	1,097	- 8.4%
2/20/2011	1,076	1,035	+ 4.0%
2/27/2011	1,117	1,162	- 3.9%
3/6/2011	1,290	1,177	+ 9.6%
3/13/2011	1,316	1,206	+ 9.1%
3/20/2011	1,280	1,288	- 0.6%
3-Month Total	12,861	12,584	+ 2.2%

Historical Pending Sales Activity

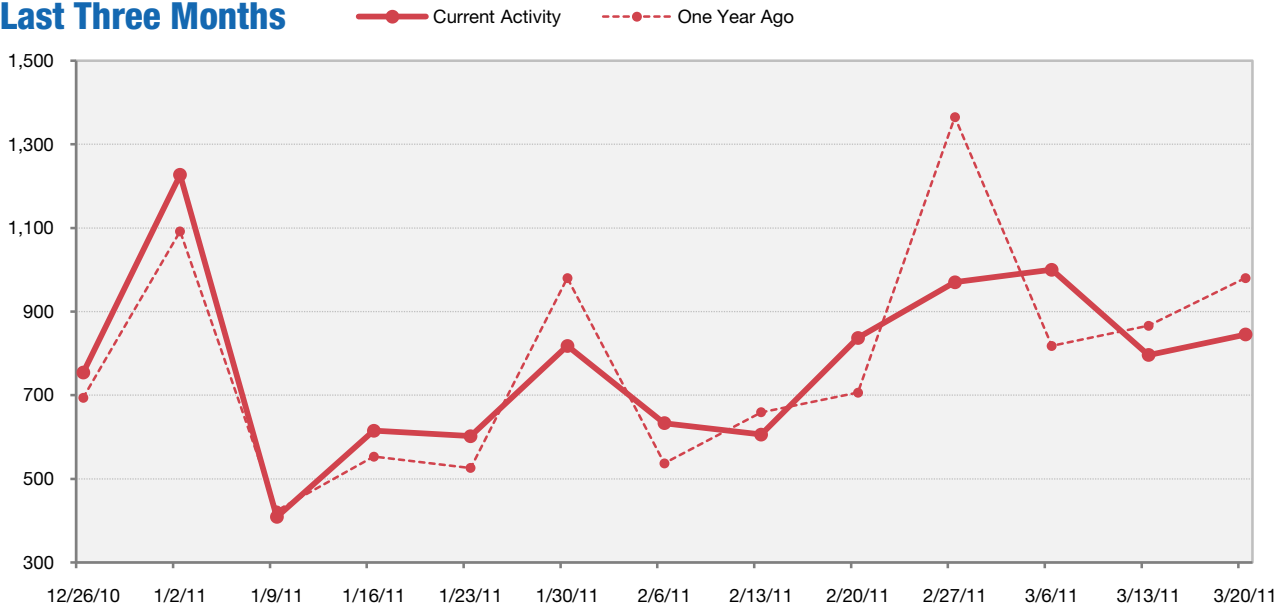


Closed Sales

A count of the properties that have closed in a given week.

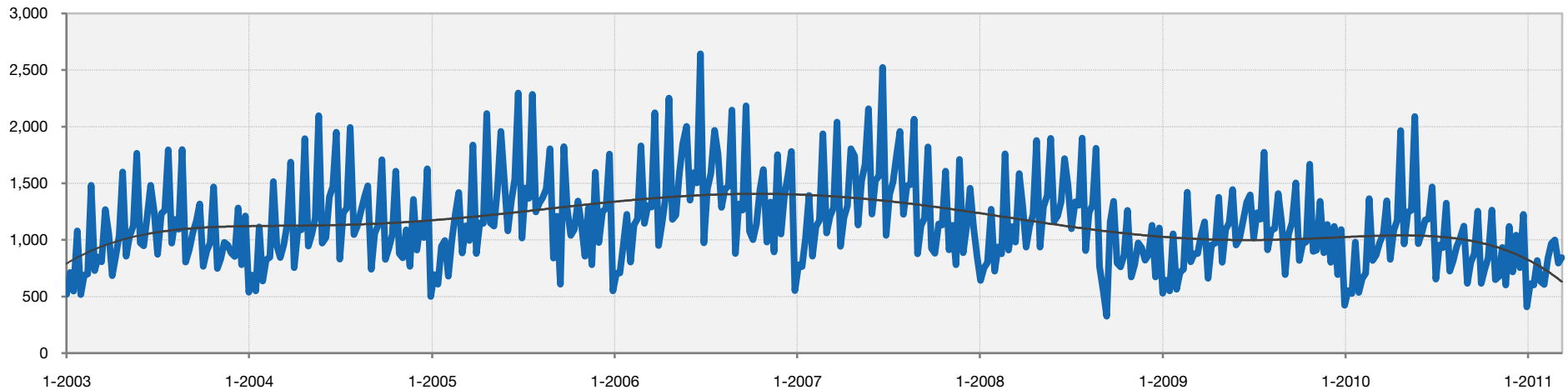


Last Three Months



For the Week Ending	Current Activity	One Year Ago	+/-
12/26/2010	754	694	+ 8.6%
1/2/2011	1,227	1,092	+ 12.4%
1/9/2011	409	424	- 3.5%
1/16/2011	615	553	+ 11.2%
1/23/2011	602	526	+ 14.4%
1/30/2011	818	980	- 16.5%
2/6/2011	633	537	+ 17.9%
2/13/2011	606	659	- 8.0%
2/20/2011	837	706	+ 18.6%
2/27/2011	970	1,365	- 28.9%
3/6/2011	1,000	818	+ 22.2%
3/13/2011	796	866	- 8.1%
3/20/2011	845	980	- 13.8%
3-Month Avg	778	785	- 0.9%

Historical Closed Sales

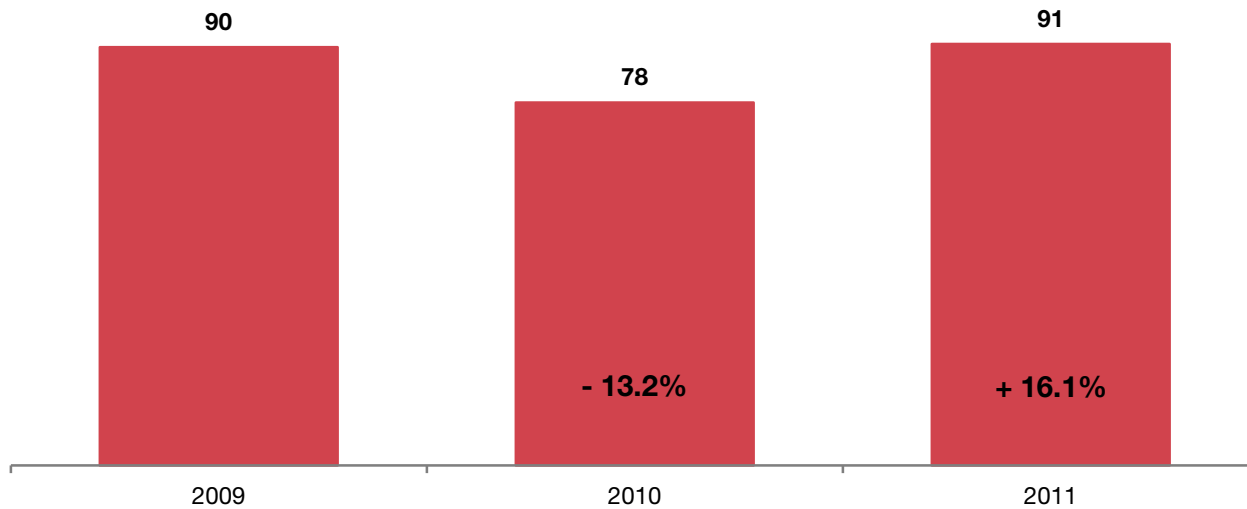


Days on Market Until Sale

The average number of days between when a property is first listed and when an offer is accepted. Sold properties only.

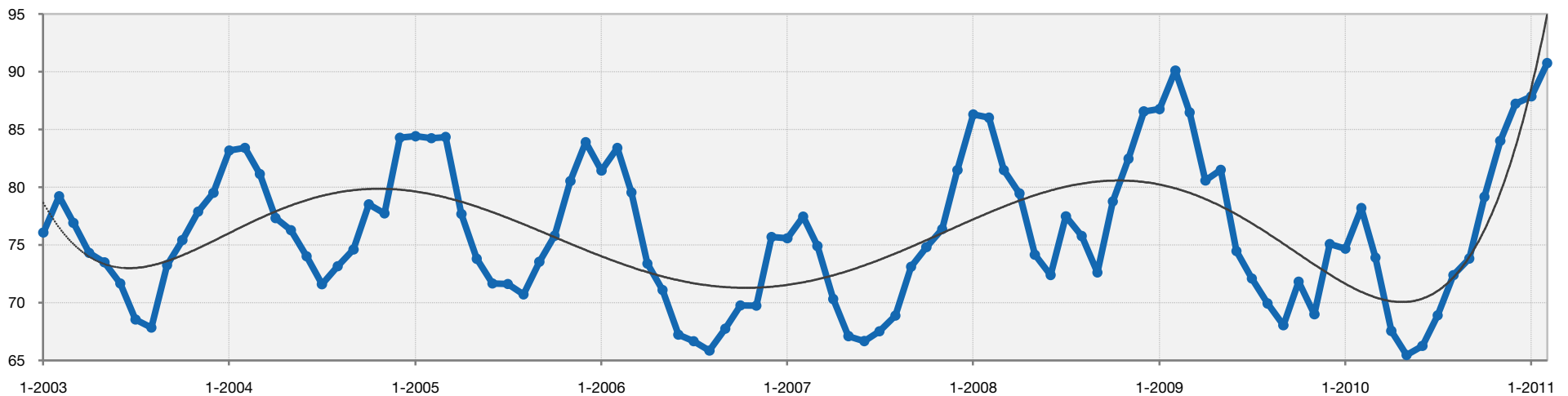


February



Month	Current Activity	One Year Previous	+/-
March	74	86	- 14.5%
April	68	81	- 16.2%
May	65	82	- 19.7%
June	66	74	- 11.0%
July	69	72	- 4.4%
August	72	70	+ 3.5%
September	74	68	+ 8.5%
October	79	72	+ 10.2%
November	84	69	+ 21.8%
December	87	75	+ 16.2%
January	88	75	+ 17.7%
February	91	78	+ 16.1%
12-Month Avg	75	75	+ 0.1%

Historical Days on Market Until Sale

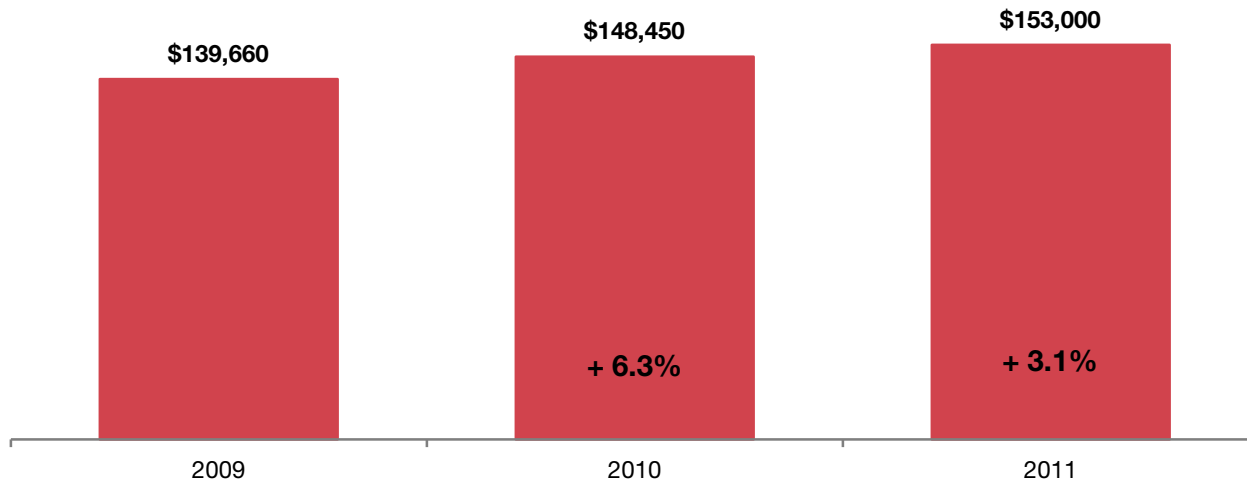


Median Sales Price

The median sales price for all closed sales in a given month. Sold properties only. Does not account for seller concessions.

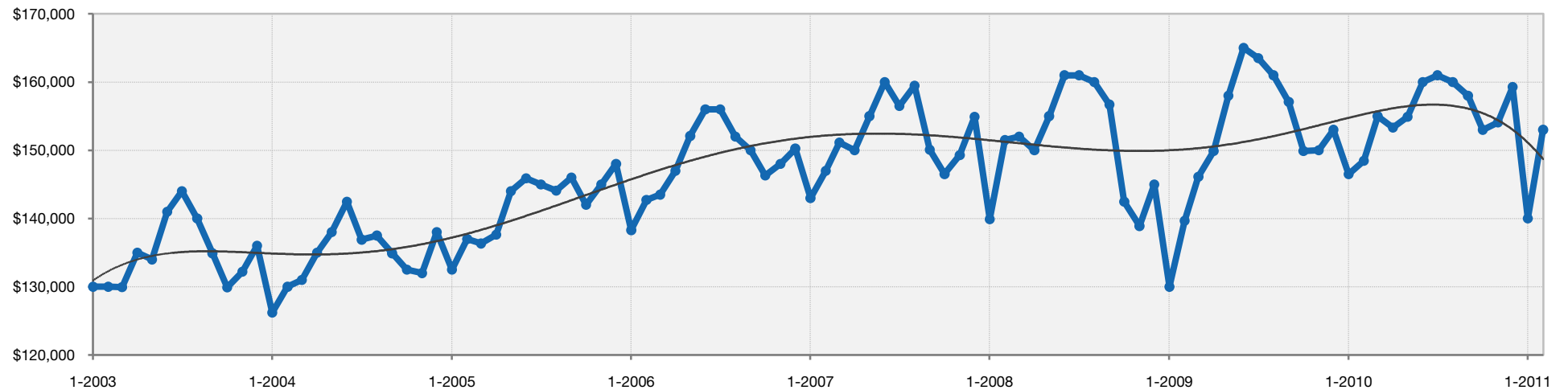


February



Month	Current Activity	One Year Previous	+/-
March	\$155,000	\$146,130	+ 6.1%
April	\$153,337	\$149,900	+ 2.3%
May	\$154,900	\$158,000	- 2.0%
June	\$160,000	\$165,000	- 3.0%
July	\$161,000	\$163,500	- 1.5%
August	\$160,000	\$161,000	- 0.6%
September	\$158,000	\$157,088	+ 0.6%
October	\$153,000	\$149,900	+ 2.1%
November	\$154,080	\$150,000	+ 2.7%
December	\$159,280	\$153,000	+ 4.1%
January	\$140,000	\$146,500	- 4.4%
February	\$153,000	\$148,450	+ 3.1%
12-Month Avg	\$155,000	\$155,000	0.0%

Historical Median Sales Price



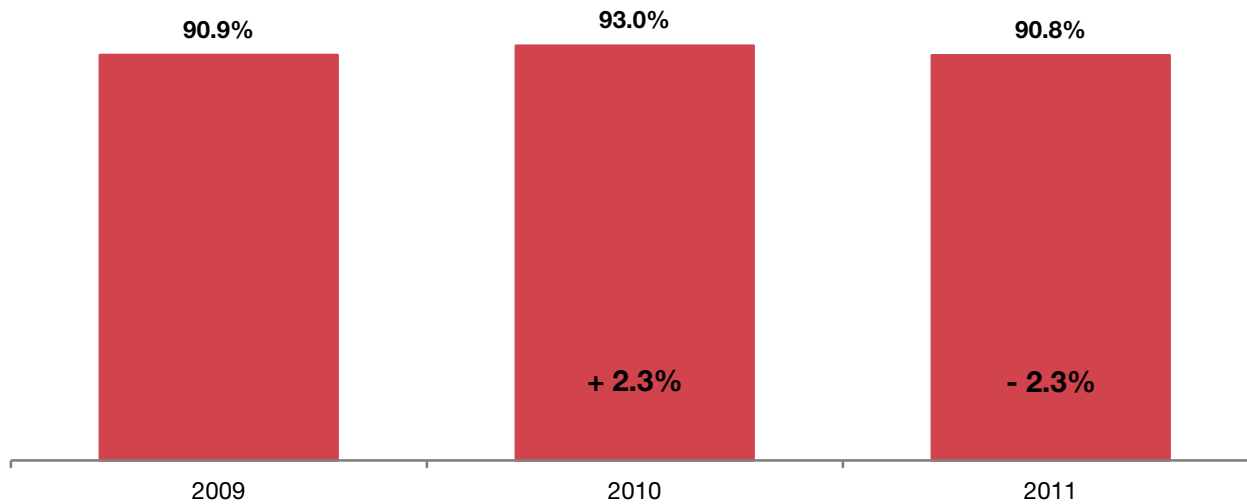
Percent of Original List Price Received

The average percentage found when dividing a property's sales price by the original list price. Sold properties only.

Does not account for seller concessions.

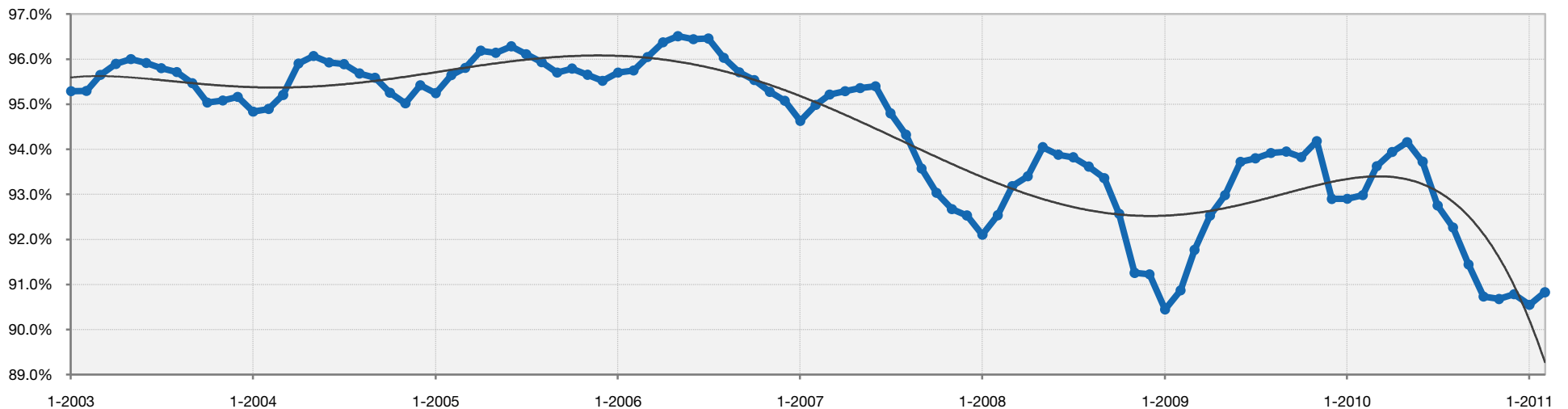


February



Month	Current Activity	One Year Previous	+/-
March	93.6%	91.8%	+ 2.0%
April	93.9%	92.5%	+ 1.5%
May	94.2%	93.0%	+ 1.3%
June	93.7%	93.7%	+ 0.0%
July	92.8%	93.8%	- 1.1%
August	92.3%	93.9%	- 1.8%
September	91.4%	93.9%	- 2.7%
October	90.7%	93.8%	- 3.3%
November	90.7%	94.2%	- 3.7%
December	90.8%	92.9%	- 2.3%
January	90.5%	92.9%	- 2.5%
February	90.8%	93.0%	- 2.3%
12-Month Avg	94.3%	95.0%	- 0.8%

Historical Percent of Original List Price Received

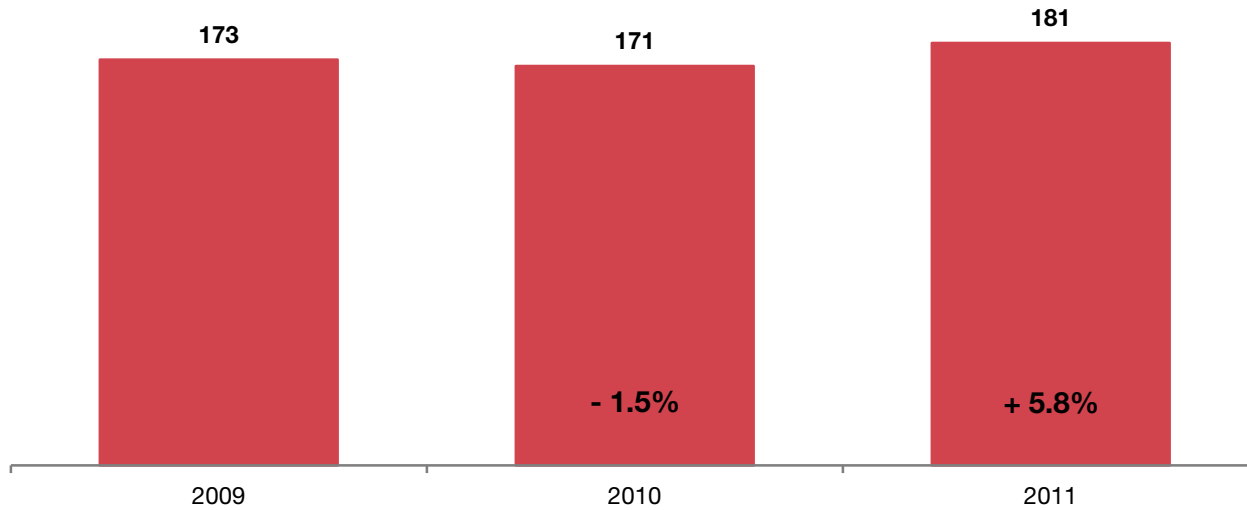


Housing Affordability Index

The Housing Affordability Index measures housing affordability for the region. An HAI of 120 would mean the median household income was 120% of what's necessary to qualify for the median priced home under prevailing interest rates. **The higher the number, the more affordable our housing is.**



February



Month	Current Activity	One Year Previous	+/-
March	165	171	- 3.8%
April	166	169	- 1.8%
May	165	157	+ 5.3%
June	165	151	+ 8.9%
July	167	153	+ 9.0%
August	170	159	+ 7.3%
September	172	163	+ 5.5%
October	178	169	+ 4.8%
November	178	172	+ 3.3%
December	171	164	+ 4.3%
January	194	173	+ 12.7%
February	181	171	+ 5.8%
12-Month Avg	173	164	+ 5.9%

Historical Housing Affordability Index

