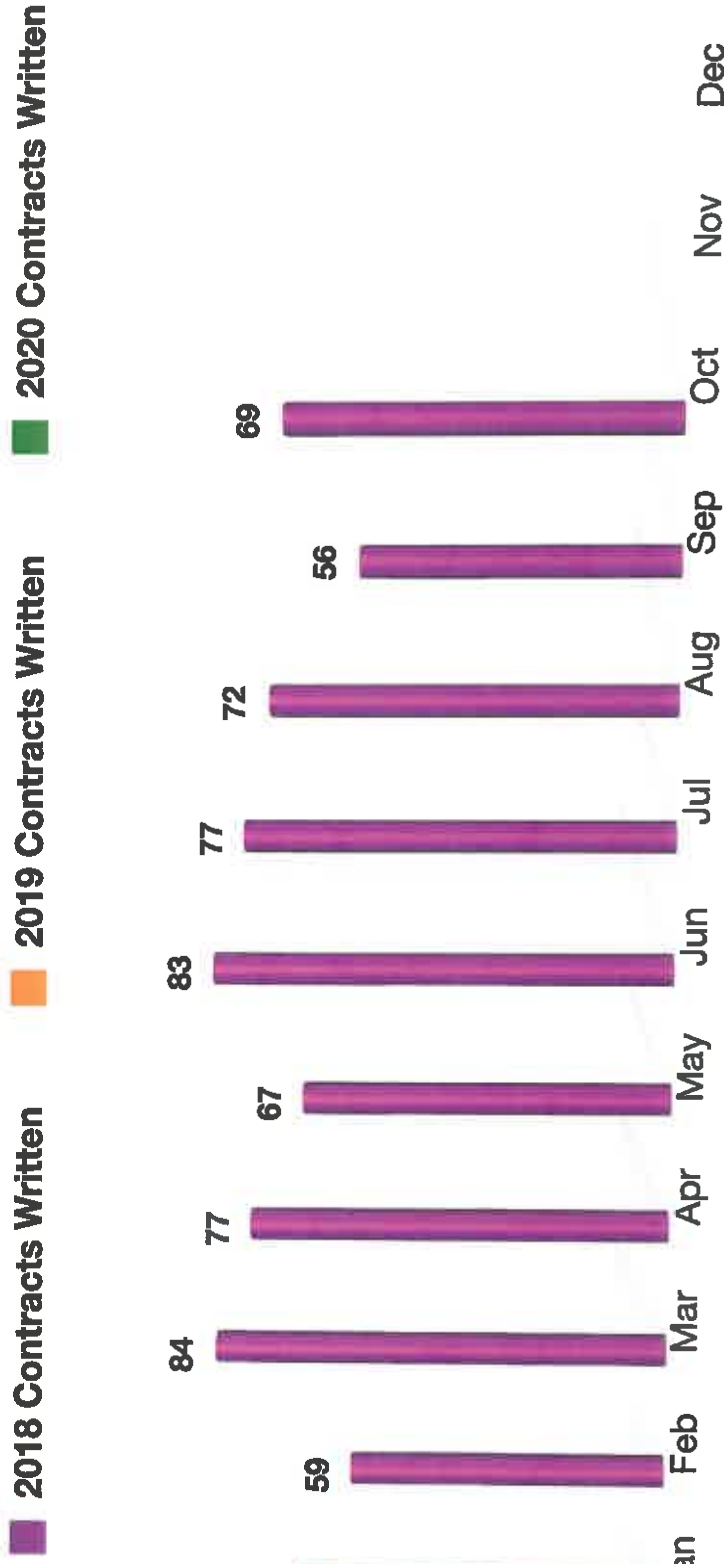


# 77389 | Home Sales Real Estate Report

Properties Placed Under Contract - All Brokers Combined | October 2018

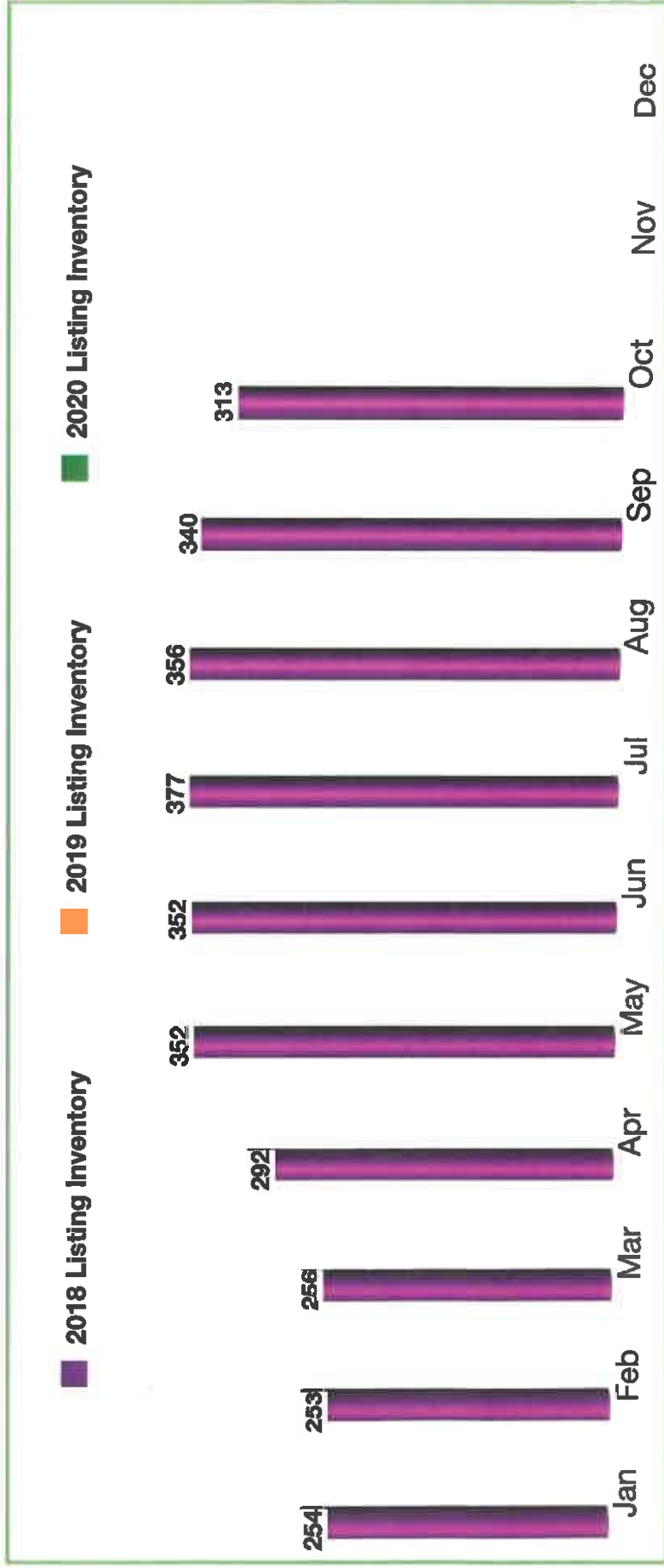


	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD Total
2018	68	59	84	77	67	83	77	72	56	69			712
2019													
2020													

Better Homes And Gardens Real Estate Gary Greene - 9000 Forest Crossing, The Woodlands Texas / 281-367-3531  
 Data obtained from the Houston Association of Realtors Multiple Listing Service

# 77389 | Listing Inventory Real Estate Report

Listing Inventory At Months End - All Brokers Combined | Created on November 10th, 2018



	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2018	254	253	256	292	352	352	372	356	340	313		
2017												
2016												

# 77389 Home Sales Real Estate Report

Months Supply Of For-Sale Listing Inventory – November 10<sup>th</sup>, 2018

## Q. Is it a Seller's Market or a Buyer's Market?

A. According to real estate economists a six-month supply of For Sale Inventory represents a balanced market. Over six months of For Sale Inventory indicates a **buyer's market**. Less than six months of inventory is considered a **seller's market**. Here's your break down by price.

Price Range	Months Supply Of Listing Inventory	Active Listings On November 10th	October Listings Under Contract
\$000,000 – \$200,000	0.5 Months	5	10
\$200,001 – \$300,000	2.6 Months	48	17
\$300,001 – \$400,000	6.6 Months	84	18
\$400,001 – \$500,000	5.4 Months	47	8
\$500,001 – \$600,000	7.0 Months	34	8
\$600,001 – \$700,000	9.5 Months	26	4
\$700,001 – \$800,000	8.2 Months	17	1
\$800,001 – \$900,000	7.4 Months	8	0
\$900,001 – \$1,000,000	10.0 Months	9	0
\$1,000,001+	23.4 Months	39	3
<b>All Price Ranges</b>	<b>5.0 Months</b>	<b>313</b>	<b>69</b>

## What does this mean?

**For Buyers:** When shopping seller's market price ranges, when you find something you love, don't hesitate to submit an offer. When shopping buyer's market price ranges the services of a knowledgeable negotiator will help you secure the very best price and terms. What ever your price range, for the best possible price and terms call today.

**For Sellers:** In a buyer's market you'll need maximum exposure, fierce marketing and a skilled negotiator to help you win. To sell your property for HIGHEST possible price and the BEST possible terms call us today.

## Closing Thoughts:

While mulling over these inventory numbers, keep in mind these figures represent big averages across many neighborhoods. Real estate is hyper local in nature and market conditions for your specific property, in your specific neighborhood may be different that the big averages you see above.

To find out what's happening in your neighborhood, contact us and we'll provide you with an up to the minute, on-target Months Supply of Inventory report. Give us a call and we'll send you your free report – pronto.