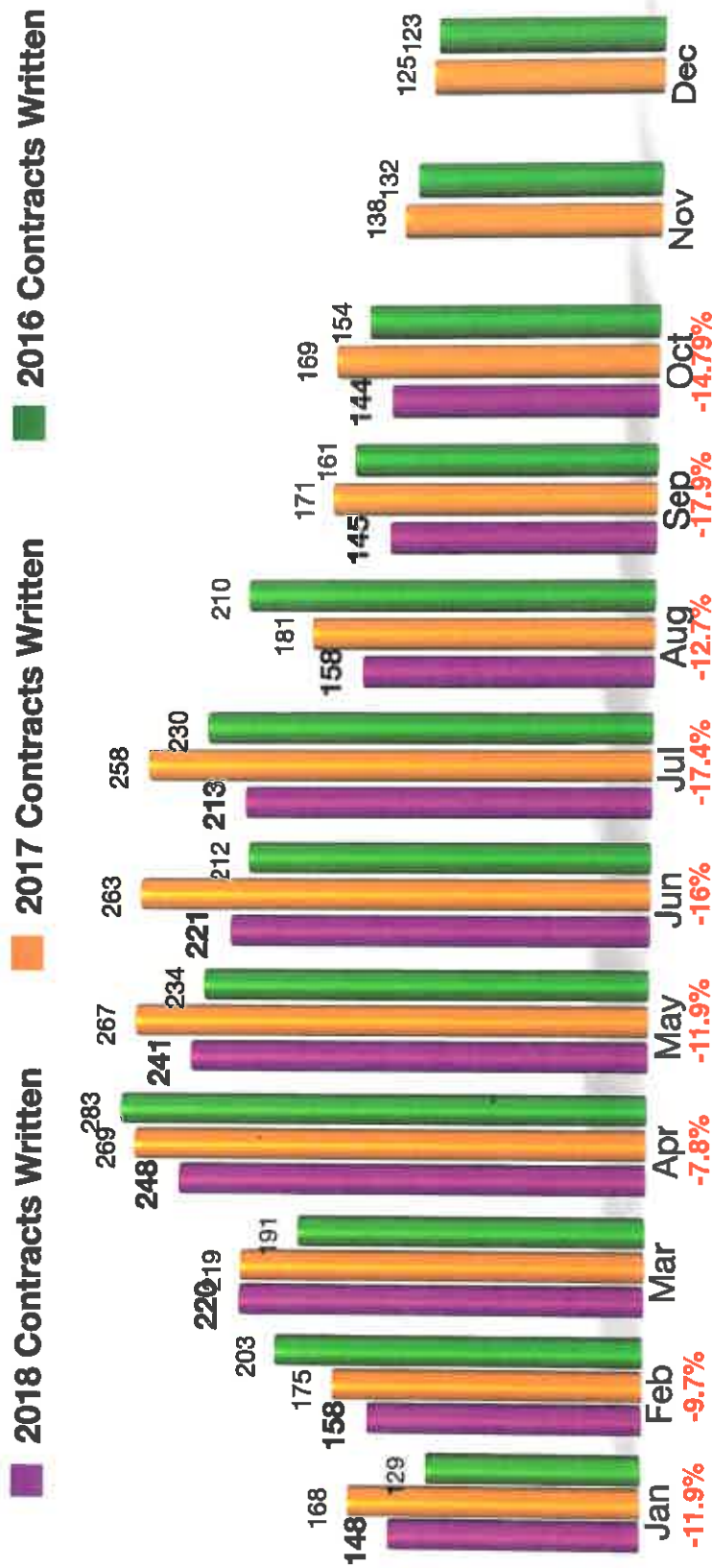


The Woodlands Texas Real Estate Report



Properties Placed Under Contract - All Brokers Combined | October 2018

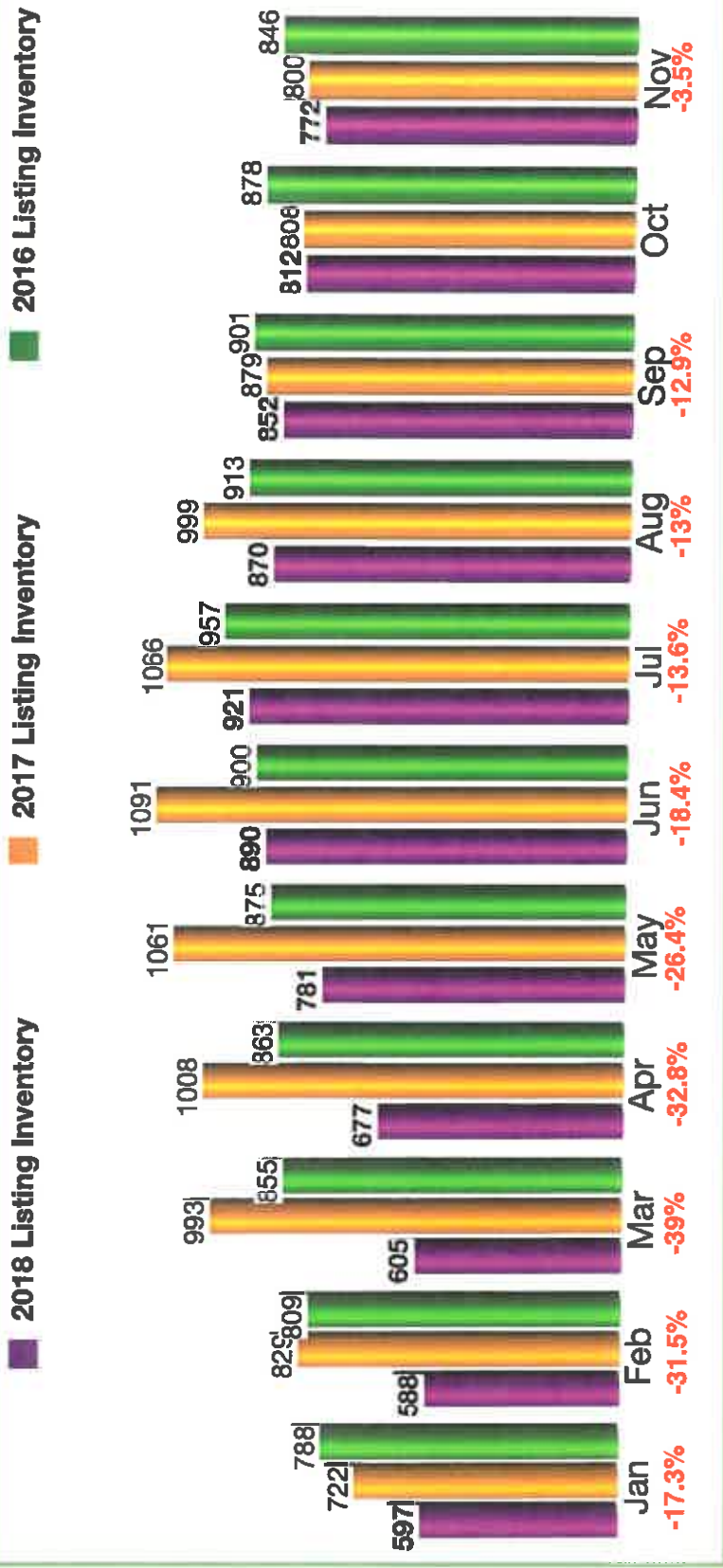


	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD Total
2018	148	158	220	248	241	221	213	158	145	144	138	125	1,896
2017	168	175	219	269	267	263	258	181	171	169	138	125	2,403
2016	129	203	191	283	234	212	230	210	161	154	132	123	2,262
													-11.40% YTD

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 - Single Family/TheWoodlands TX

The Woodlands Texas Real Estate Report

Listing Inventory - All Brokers Combined | November 4th, 2018



	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2018	597	588	605	677	781	890	921	870	855	812	772	772
2017	722	829	993	1008	1061	1091	1066	999	879	808	800	708
2016	788	809	855	863	875	900	957	913	901	878	846	815

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The Woodlands Texas Real Estate Report

November 4th, 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 4th	October Listings Under Contract
\$000,000 – \$200,000	.7 Months	6	6
\$200,001 – \$300,000	2.8 Months	126	36
\$300,001 – \$400,000	4.2 Months	157	33
\$400,001 – \$500,000	4.3 Months	110	21
\$500,001 – \$600,000	6.1 Months	94	13
\$600,001 – \$700,000	5.9 Months	60	7
\$700,001 – \$800,000	6.3 Months	50	8
\$800,001 – \$900,000	7.3 Months	28	2
\$900,001 – \$1,000,000	6.0 Months	18	5
\$1,000,001 - \$1,500,000	10.3 Months	50	6
\$1,500,001 - \$2,000,000	22.3 Months	26	3
\$2,000,001 - \$3,000,000	15.2 Months	24	3
\$3,000,001+	336.0 Months	23	1
All Price Ranges	4.7 Months	772	144

What does this mean?

For Buyers: Selection is supreme in all price ranges. 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 [The Woodlands](#). Real estate is hyper local in nature and market conditions for your individual property, in your specific neighborhood may be different that the big average 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.