

San Angelo

REAL ESTATE QUARTERLY

Coldwell Banker Legacy

2019
Fourth Quarter
Edition

Both Sales and Prices Were Up From Last Year

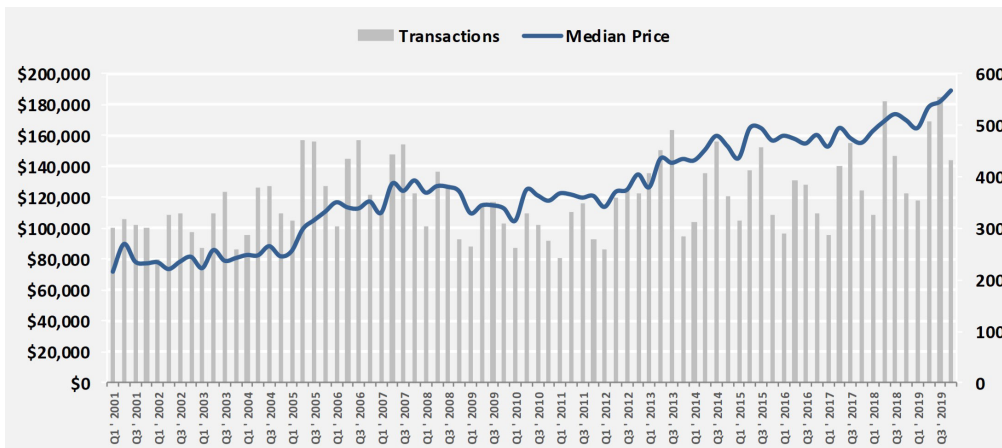
Despite lower supply, sales finished the quarter up nearly eighteen percent relative to the same quarter of last year. Often when we see supply diminish to these levels, we also see sales fall due to lack of choice in the market, however, this quarter was an exception. With months-of-supply falling from last year, prices were pressured upwards with the median price rising by double digits.

Marketing times reflected lower inventories and reasonably strong supply, dropping from 112 days to 64 days, the lowest reading we have recorded. Generally, the year concluded with figures that were greatly different than how it started.

San Angelo Key Stats	Q4 ' 2019	Q-Q Change	Q3 ' 2019	Y-O-Y Change	Q4 ' 2018
Average Sales Price	\$206,158	-1.3%	\$208,912	9.2%	\$188,858
Average \$/Sq.ft.	\$109	-1.8%	\$111	6.3%	\$102
Median Sales Price	\$189,250	4.0%	\$182,000	11.3%	\$170,000
DOM	64	-23.6%	83	-43.1%	112
Sale % of List	97.0%	-1.0%	98.0%	0.8%	96.2%
Number of Sales	432	-22.2%	555	17.7%	367
Listed Inventory	428	1.4%	422	-13.0%	492

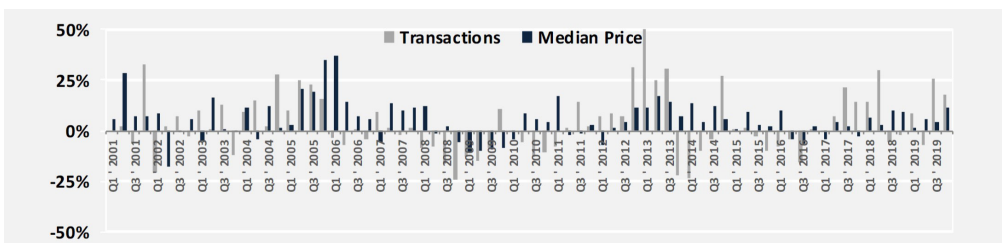
Source: San Angelo Association of Realtors.

MEDIAN SALE PRICE AND TRANSACTION COUNTS



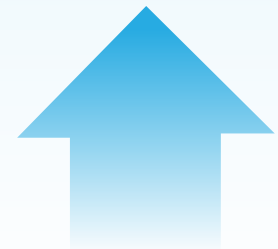
Source: San Angelo Association of Realtors.

YEAR-OVER-YEAR CHANGE IN MEDIAN SALES PRICE AND TRANSACTIONS



Source: San Angelo Association of Realtors.

Prices Finished
Steeply Higher
From Last Year



Indicators

Housing	Q4 ' 2019	Q4 ' 2018
Total Available Housing Inventory (existing)	▼ 428	492
Closed (existing)	▲ 432	367
Median Price (sold-existing)	▲ \$189,250	\$170,000
New Home Permits	▲ 70	47
Rates (%)		
3-Month Libor	▼ 1.90	2.39
30-Year Fixed	▼ 3.74	4.55
Prime	▼ 4.75	5.35
12 Mo-CD Jumbo	▼ 0.54	0.68
Employment		
Employment	▲ 50,700	50,400
Unemployment Rate (%)	▼ 2.90	3.20

Source: BLS Nov Employment Data, Bloomberg, San Angelo Association of Realtors, FRED II.



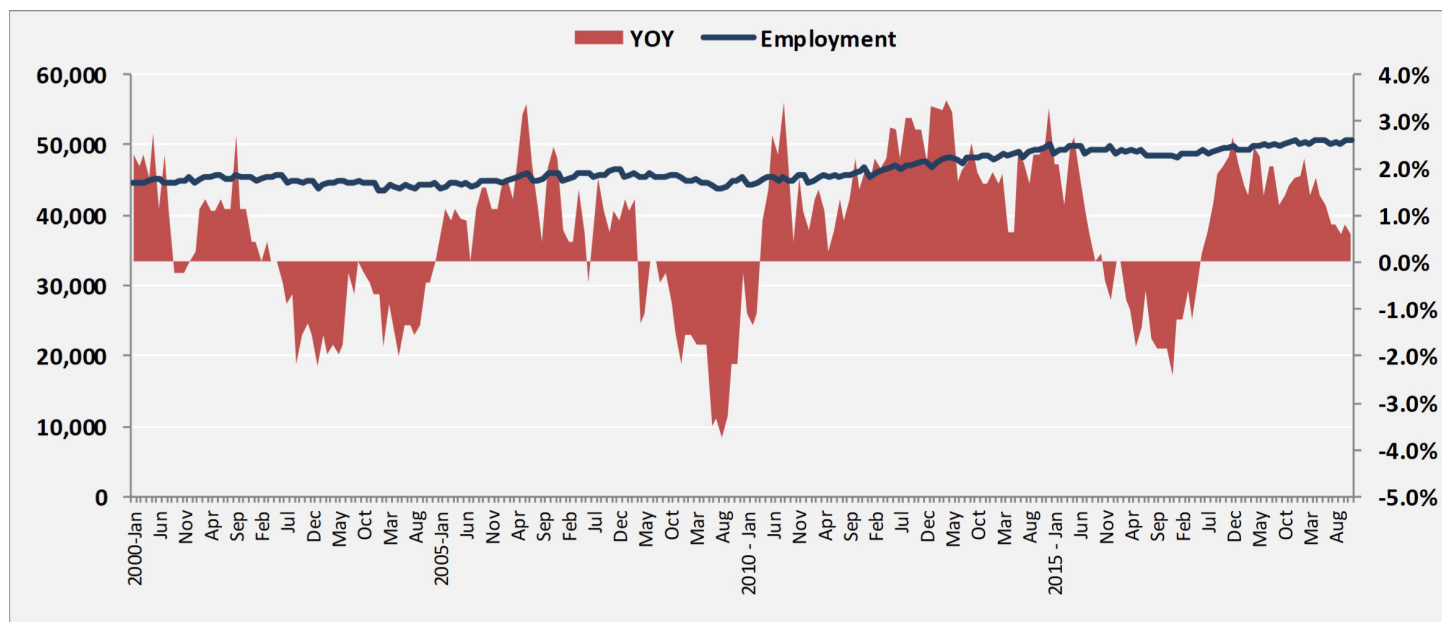
www.cblegacysanangelo.com
325-944-9559

The information and opinions in this report are believed to be reliable and has been obtained from sources believed to be reliable. No representation is made as to the accuracy or completeness of such information. This report is provided for informational purposes only and does not constitute investment advice.

Employment Continues to Grow Moderately

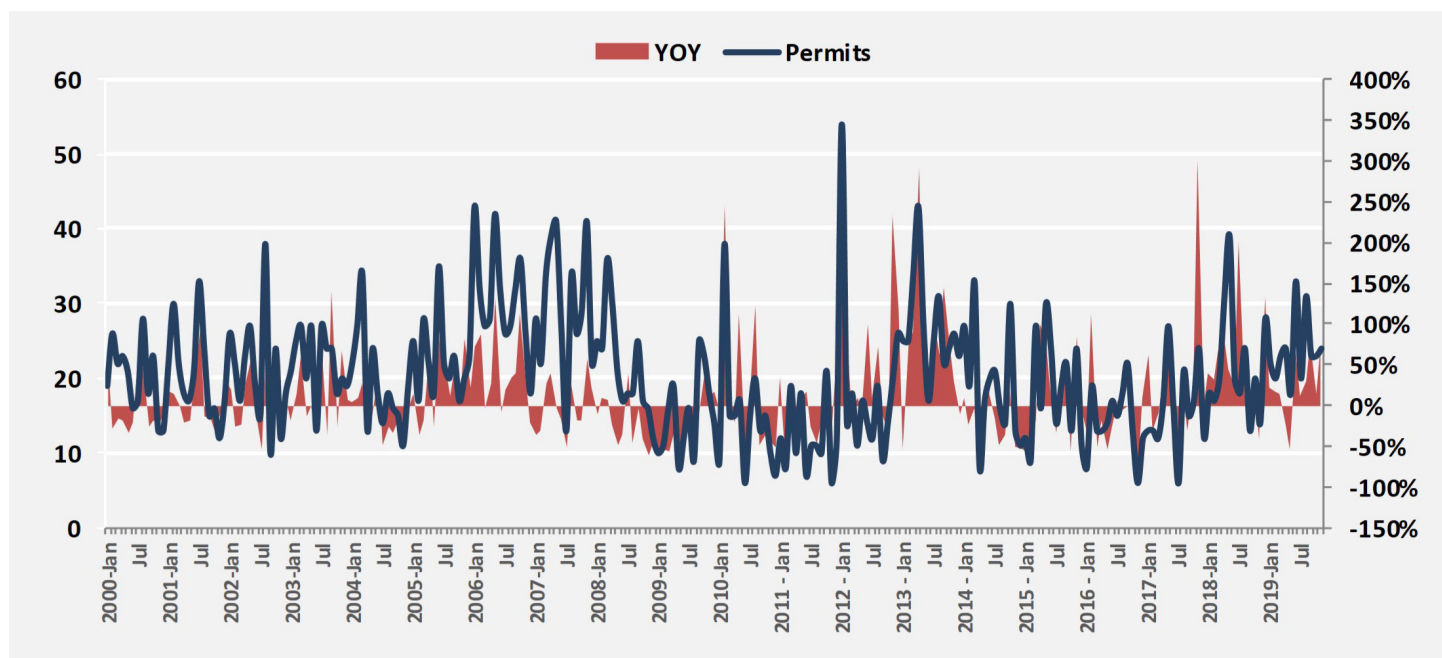
At this point in the business cycle, it is not surprising that employment growth won't mimic the past year but San Angelo employment is still trending positively. Growth leaders by sector have been Construction, Financial Activities, Professional & Business Services, Education & Health Services and Other Services. Trade, Transportation and Utilities grew mildly while Mining, Logging and Construction has largely finished flat for the year. The Government sector was also generally flat with only mild gains. Information revealed mild losses.

EMPLOYMENT



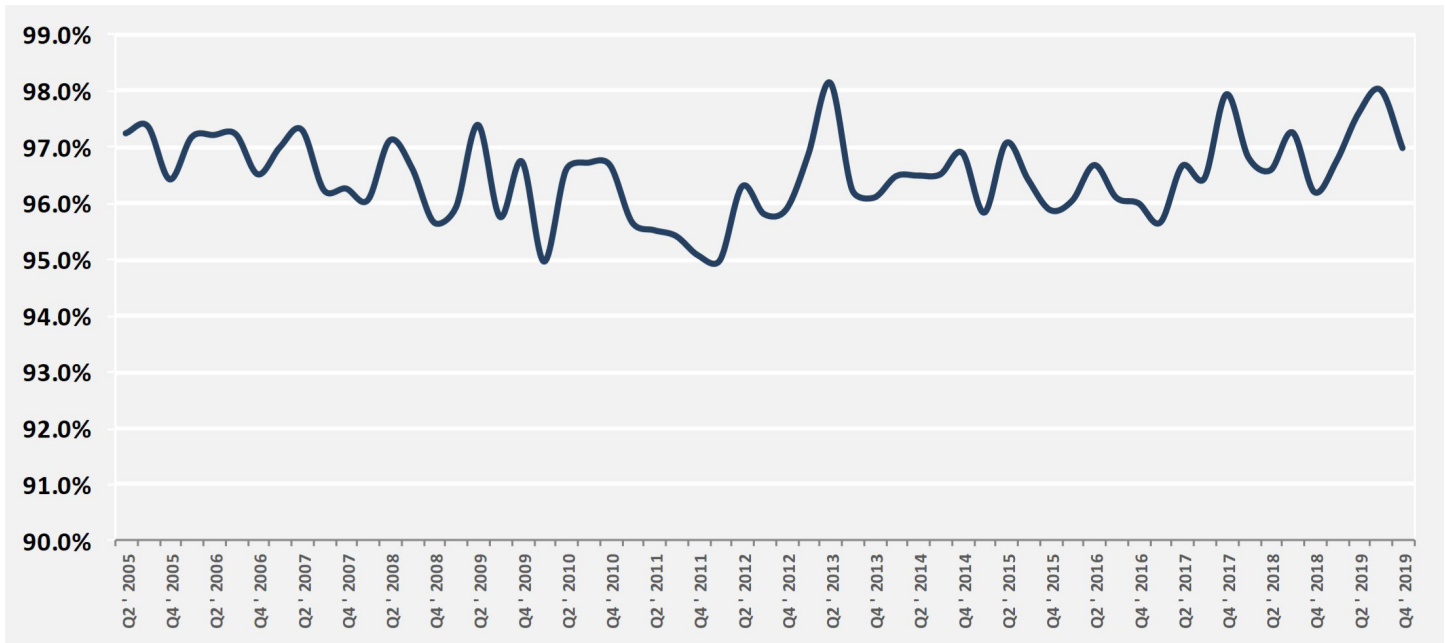
Source: Bureau of Labor Statistics.

SINGLE FAMILY PERMITS



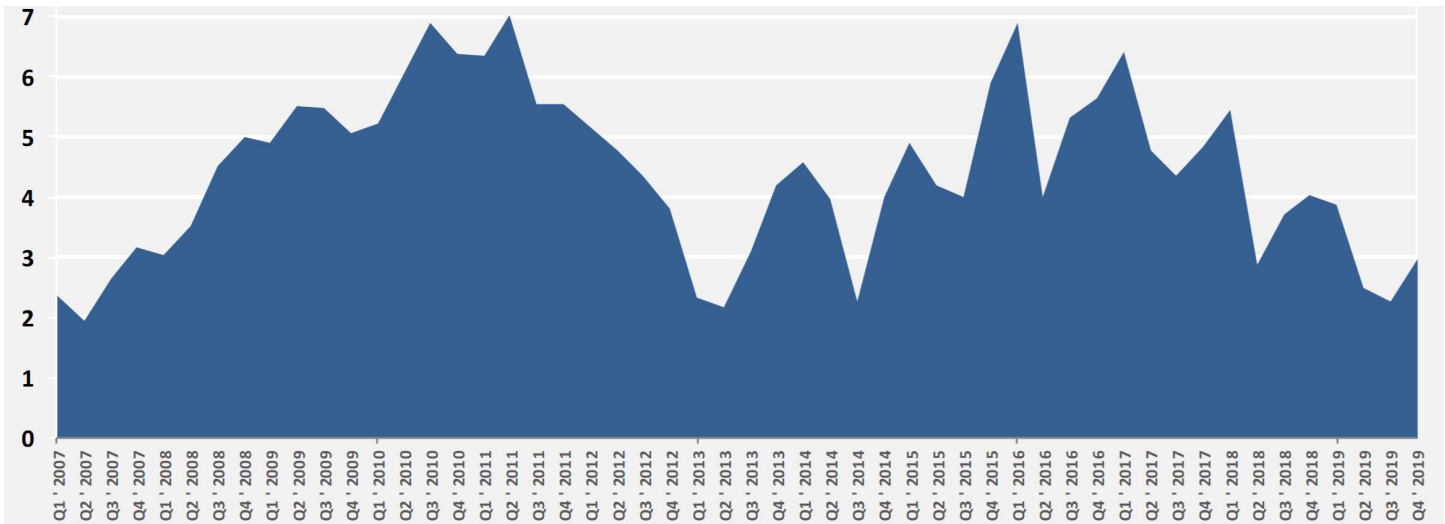
Source: U.S Census, San Angelo Planning & Development.

SALE PRICE AS A PERCENT OF LIST PRICE



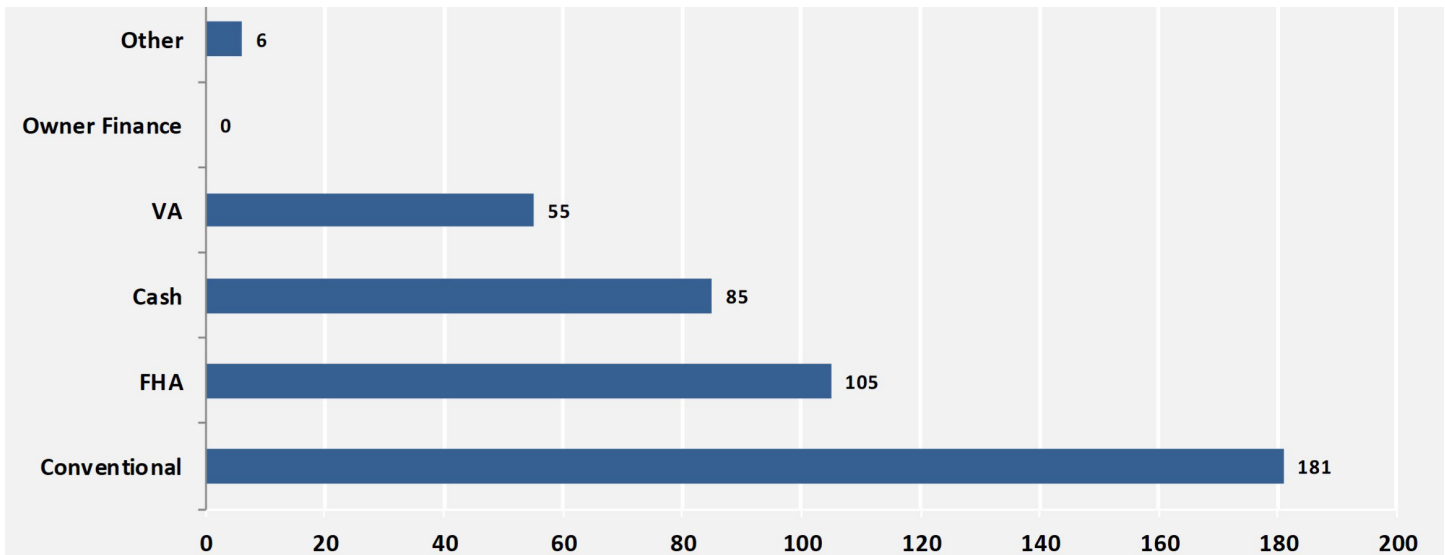
Note: Scale on Sale Prices as a Percent of List Price begins at 90%. Source: San Angelo Association of Realtors.

AVERAGE MONTHS OF SUPPLY (INCLUDES ALL RANGES)



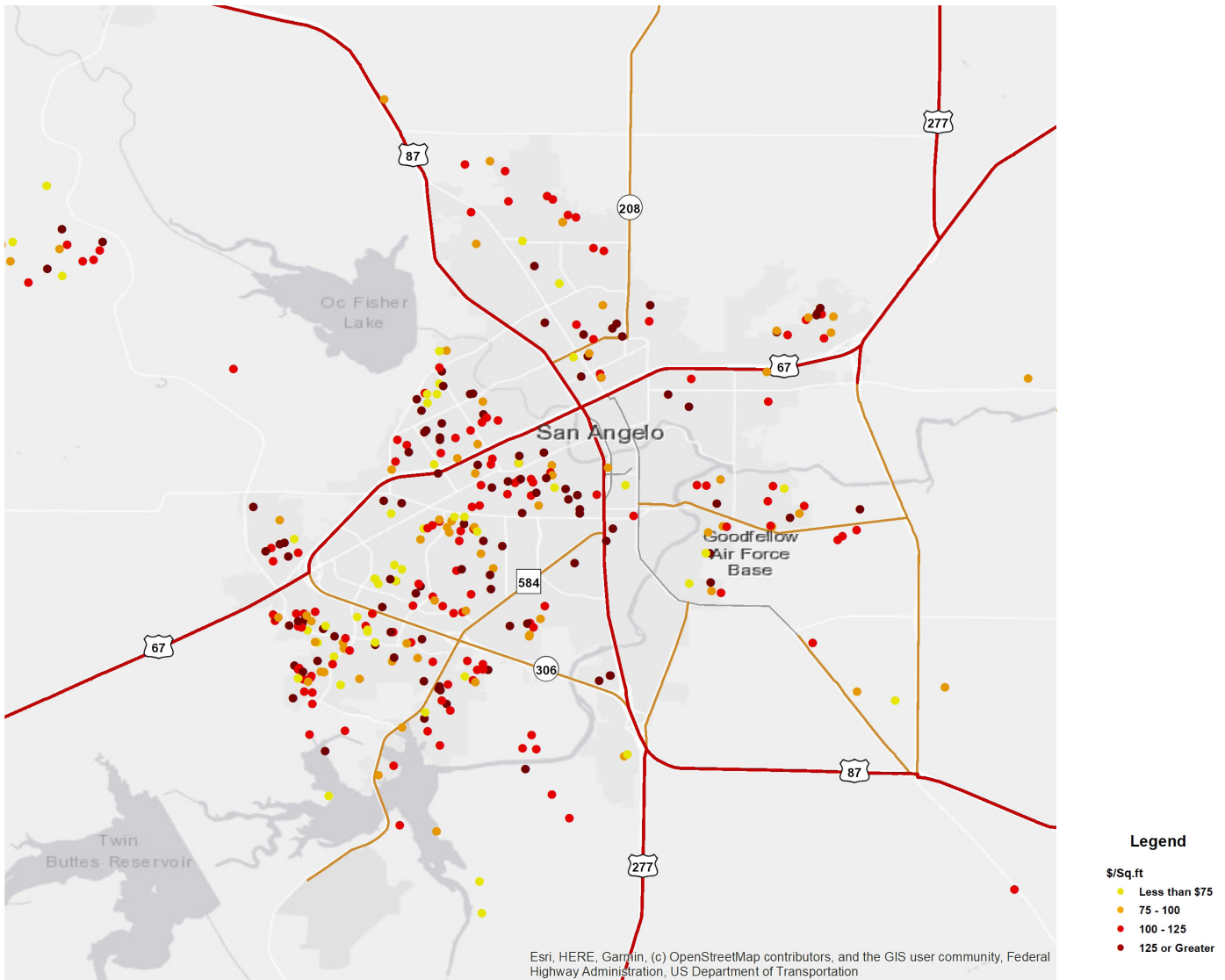
Source: San Angelo Association of Realtors.

TYPE OF FINANCING



Source: San Angelo Association of Realtors.

HOME SALES PRICE PER-SQUARE FOOT



Source: San Angelo Association of Realtors. ESRI.

MONTHS-OF-SUPPLY BY PRICE RANGE

Price Range	Q4 ' 2019 Sold	Q4 ' 2019 Listed	Months of Supply
Less than 40,000	10	8	2.4
40,000 - 50,000	5	4	2.4
50,000 - 75,000	18	31	5.2
75,000 - 100,000	22	38	5.2
100,000 - 150,000	97	73	2.3
150,000 - 200,000	93	59	1.9
200,000 - 250,000	73	52	2.1
250,000 - 300,000	51	43	2.5
300,000 - 400,000	38	50	3.9
Greater than 400,000	25	70	8.4
Total/Average	432	428	3.0

Source: San Angelo Association of Realtors.



LEGACY

www.cblegacysanangelo.com

325-944-9559

The information and opinions in this report are believed to be reliable and has been obtained from sources believed to be reliable. No representation are made as to the accuracy or completeness of such information. This report is provided for informational purposes only and does not constitute investment advice.

Prepared by Market IQ & Coldwell Banker Legacy.