

THE SWEARINGEN REPORT

VICTORIA MLS



Current Observations:

The housing market continues to defy other economic data and move upwards. The number of units sold is up ten percent from a year ago. Median price is up slightly to \$167,000, which is below the state median by a considerable amount. Inventory of available homes is down twenty percent and moving lower.

The City of Victoria's fiscal year ended September 30th and only 70 homes were permitted last year. In the last four years, we have lost over four thousand jobs and a large percentage of our work force. Local employers are finding it difficult to find skilled labor.

The economic and housing data is somewhat conflicting. The median home price should increase as inventory depletes, but to sustain the sales activity we need jobs. It is going to be interesting to follow the market for the next few months.

For more information, contact Lee Swearingen/President

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Offices in Victoria, Rockport, Ingleside, Cuero, Wharton, and Columbus, Texas.

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Source: Victoria Multiple Listing Service

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ALL CATEGORIES	12 Months Ending September, 2017	12 Months Ending September, 2018	PERCENT CHANGE
Residential property sales*	900	993	10.3%
Residential total dollar volume*	\$160,246,333	\$184,131,695	14.9%
Average residential sales price*	\$178,051	\$185,430	4.1%
Median residential sales price*	\$162,500	\$166,500	2.5%
Total active listings end of month	443	357	-19.4%
Months inventory*	5.8	3.9	-32.8%

*This figure refers to the residential homes market.

Residential Homes Update

The average sales price for residential homes was \$185,430 for the twelve months ending September 2018, up 4.1 percent versus the same period ending September, 2017 when it was \$178,051.

The median price of residential homes for the twelve months ending September, 2018 was \$166,500, up 2.5 percent versus the same period 2017, when it was \$162,500.

Total sales of residential homes in Victoria MLS for the twelve months ending September, 2018 was 993, 10.6 percent (93 homes) more than the same period in 2017.

The average Days on Market for residential homes for the twelve months ending September 2018 was 115, no change from the same period 2017.

Total building permits for Victoria city limits for the twelve months ending September 2018 were 72, up 71.4 percent compared to the same period 2017 when the number of permits was 42.

Months inventory estimates the number of months it will take to deplete current active inventory based on the prior 3 months sales activity. This figure is representative of the single-family homes market. Six (6) months of inventory is considered a balanced market.

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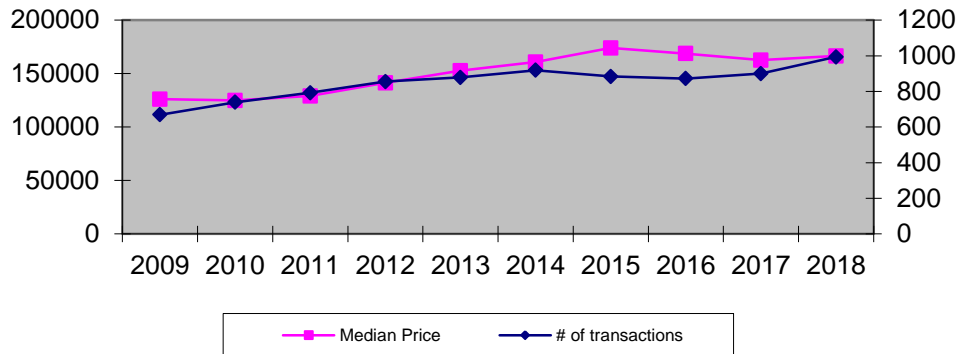
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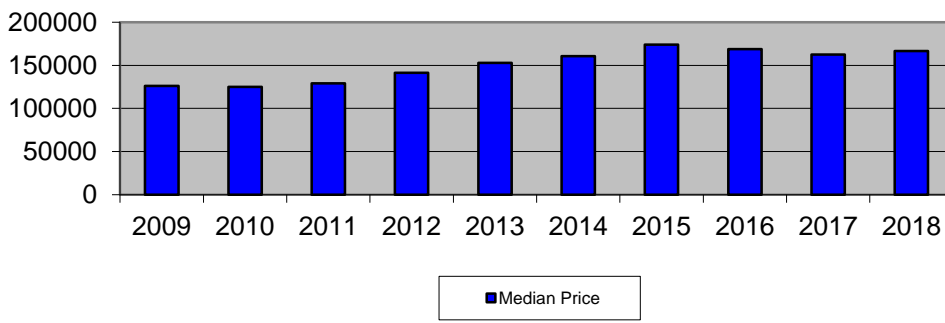


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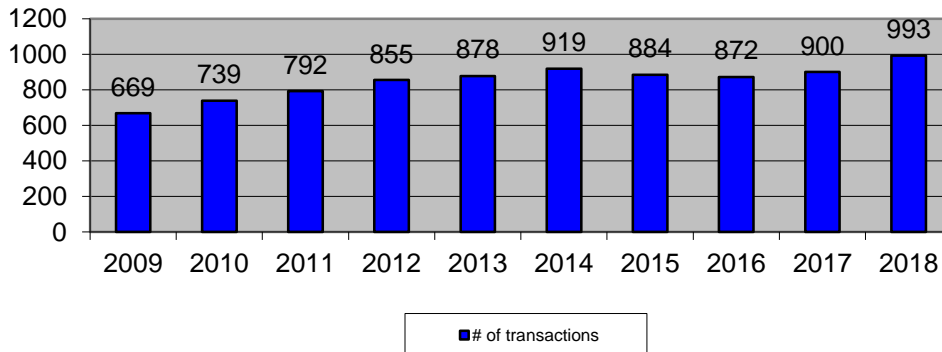
Victoria MLS Residential Sales 12 Months Ending September



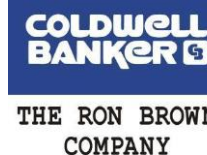
Victoria MLS Residential Sales 12 Months Ending September



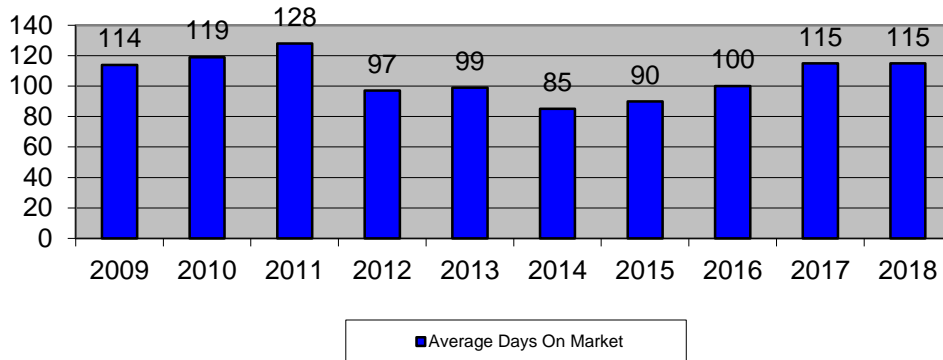
Victoria MLS Residential Sales 12 Months Ending September



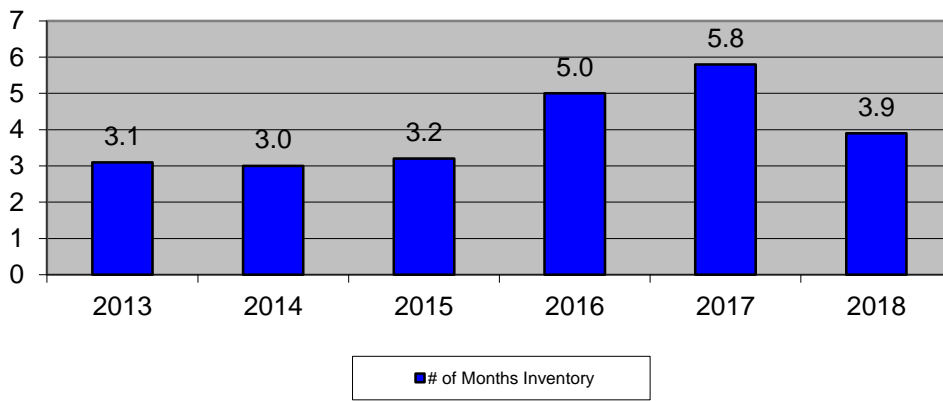
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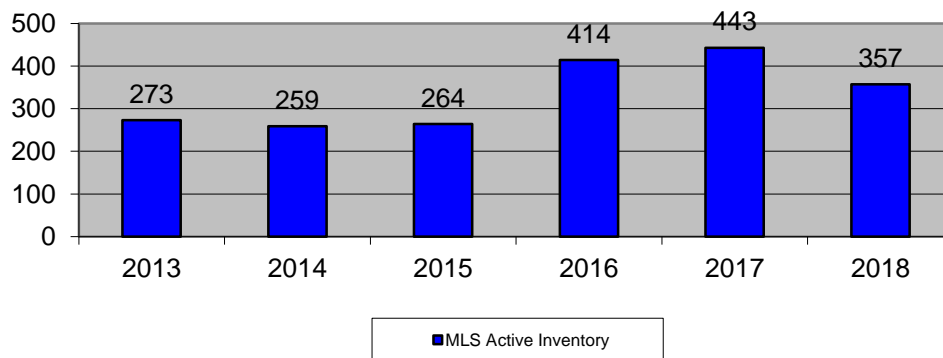
Victoria MLS Residential Sales 12 Months Ending September



Victoria MLS Residential - Months Of Inventory



Victoria MLS Residential - September Inventory



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**Victoria MLS Sales
Residential
12 Months Ending September, 2018**

Market Summary (by Sold Price)

<u>Price Range</u>	<u>Count</u>	<u>Sum Price</u>	<u>Average Price</u>	<u>Median Price</u>	<u>Average DOM</u>
\$0 - \$49,999	53	\$1,667,260	\$31,458	\$32,500	96
\$50,000 - \$99,999	125	\$9,013,644	\$72,109	\$72,500	121
\$100,000 - \$149,999	212	\$27,192,280	\$128,265	\$131,500	95
\$150,000 - \$199,999	270	\$46,615,947	\$172,652	\$171,700	100
\$200,000 - \$249,999	131	\$29,191,493	\$222,836	\$222,900	124
\$250,000 - \$299,999	89	\$24,288,309	\$272,902	\$272,000	149
\$300,000 - \$349,999	40	\$12,858,879	\$321,472	\$324,950	127
\$350,000 - \$399,999	32	\$11,837,250	\$369,914	\$368,200	147
\$400,000 - \$449,999	17	\$7,237,283	\$425,723	\$420,000	206
\$450,000 - \$499,999	11	\$5,117,300	\$465,209	\$460,000	116
\$500,000 - \$549,999	4	\$2,105,050	\$526,263	\$525,025	286
\$550,000 - \$599,999	2	\$1,153,000	\$576,500	\$576,500	65
\$600,000 - \$649,999	3	\$1,884,000	\$628,000	\$635,000	114
\$700,000 - \$749,999	1	\$700,000	\$700,000	\$700,000	70
\$750,000 - \$799,999	1	\$775,000	\$775,000	\$775,000	82
\$850,000 - \$899,999	1	\$895,000	\$895,000	\$895,000	60
\$1,600,000 - \$1,649,999	1	\$1,600,000	\$1,600,000	\$1,600,000	461
Totals:	993	\$184,131,695			
Averages:			\$185,430	\$166,500	115

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