

THE SWEARINGEN REPORT

VICTORIA MLS



Current Observations:

In a small market like Victoria, it is important to review more than month to month comparisons. We look at multiple periods when analyzing the data.

The market for existing homes in Victoria continues to out perform pervious years. The number of homes sold January through October is at a record high and up almost 10% from the same period last year. Inventories of available homes is down 12%. This may slow activity in the coming months.

Average price and median price are moving up but still remain well below the state numbers. Our primary market remains below the \$200,000 price point. We have experienced a few more sales above \$500,000 than previous years but compared to other areas we are behind.

Factors affecting our market going forward will be rising interest rates and available inventory. Also, job numbers in the Victoria market continue to decline. Hopefully, going into the new year we will see improvements in other areas of our economy which will affect the housing market.

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

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and does Not reflect all transactions in the market.

Source: Victoria Multiple Listing Service

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ALL CATEGORIES	12 Months Ending October, 2017	12 Months Ending October, 2018	PERCENT CHANGE
Residential property sales*	915	1,004	9.7%
Residential total dollar volume*	\$161,961,598	\$187,984,198	16.1%
Average residential sales price*	\$177,007	\$187,235	5.8%
Median residential sales price*	\$160,000	\$169,450	5.9%
Total active listings end of month	399	351	-12.0%
Months inventory*	5.4	4.1	-24.1%

*This figure refers to the residential homes market.

Residential Homes Update

The average sales price for residential homes was \$187,235 for the twelve months ending October 2018, up 5.8 percent versus the same period ending October, 2017 when it was \$177,007.

The median price of residential homes for the twelve months ending October, 2018 was \$169,450, up 5.9 percent versus the same period 2017, when it was \$160,00.

Total sales of residential homes in Victoria MLS for the twelve months ending October, 2018 was 1,004, 9.7 percent (89 homes) more than the same period in 2017.

The average Days on Market for residential homes for the twelve months ending October 2018 was 112, 4.3 percent shorter than the same period 2017.

Total building permits for Victoria city limits for the twelve months ending October 2018 were 75, up 70.5 percent compared to the same period 2017 when the number of permits was 44.

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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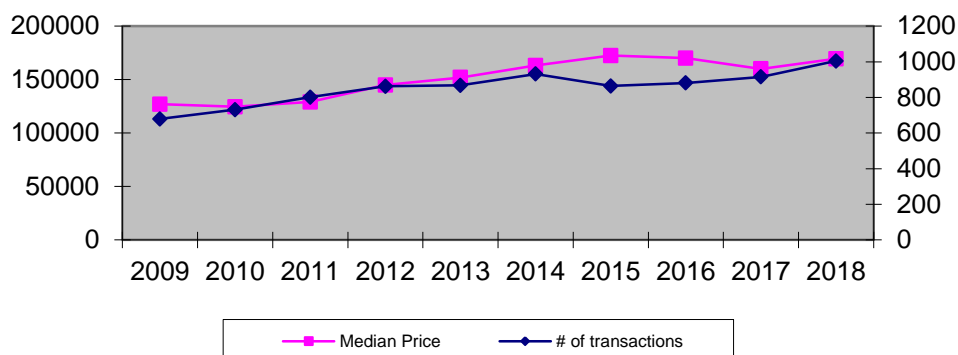
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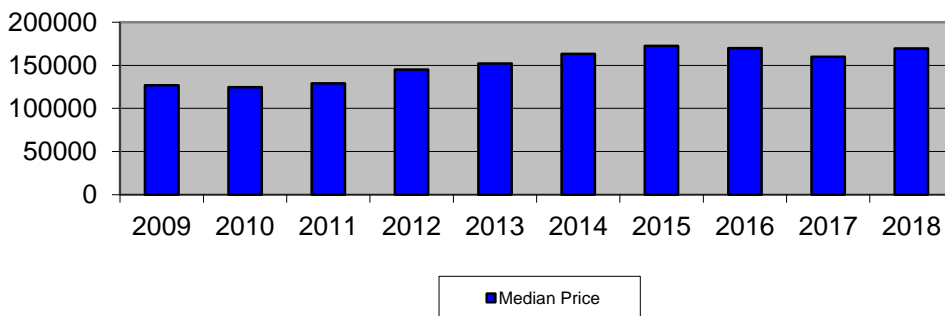


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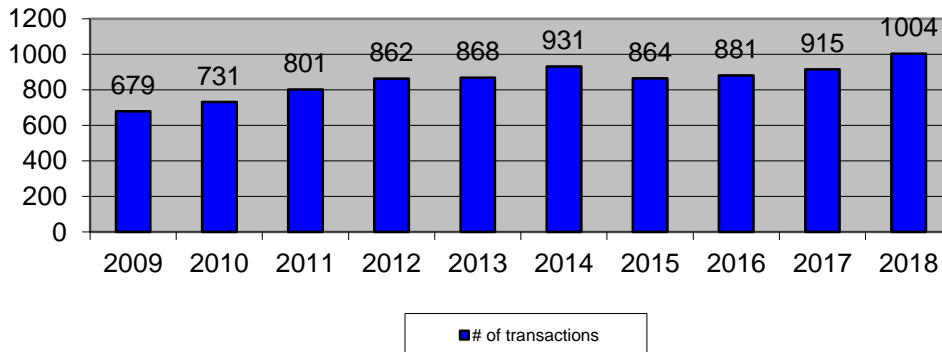
Victoria MLS Residential Sales 12 Months Ending October



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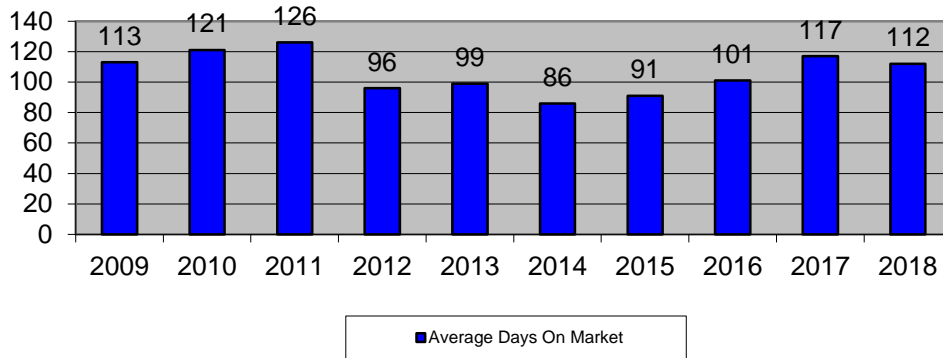
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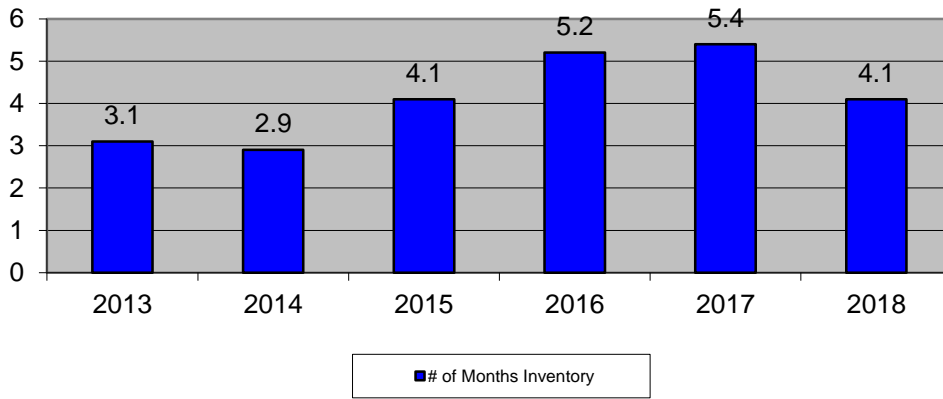
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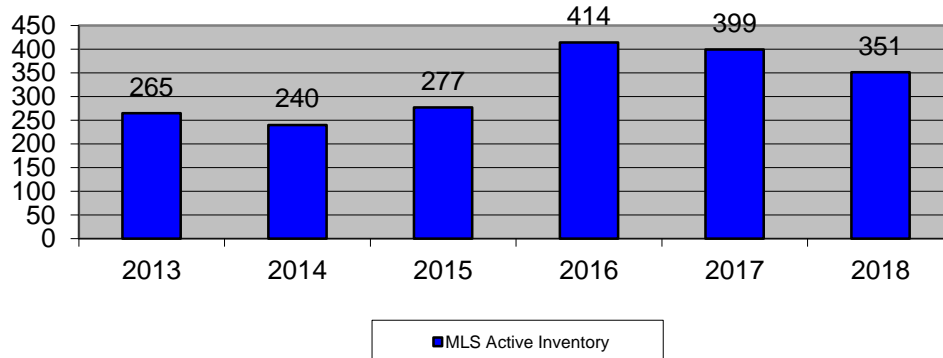
Victoria MLS Residential Sales 12 Months Ending October



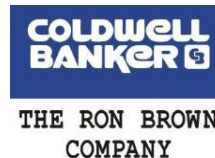
Victoria MLS Residential - Months Of Inventory



Victoria MLS Residential - October Inventory



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**Victoria MLS Sales
Residential
12 Months Ending October, 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	52	\$1,712,860	\$32,940	\$34,943	92
\$50,000 - \$99,999	124	\$8,956,844	\$72,233	\$72,250	113
\$100,000 - \$149,999	206	\$26,396,859	\$128,140	\$130,500	95
\$150,000 - \$199,999	273	\$47,347,847	\$173,435	\$172,000	98
\$200,000 - \$249,999	139	\$30,857,059	\$221,993	\$220,872	117
\$250,000 - \$299,999	97	\$26,394,967	\$272,113	\$271,500	150
\$300,000 - \$349,999	39	\$12,544,879	\$321,664	\$325,000	119
\$350,000 - \$399,999	34	\$12,598,750	\$370,551	\$369,250	137
\$400,000 - \$449,999	15	\$6,369,783	\$424,652	\$420,000	215
\$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	3	\$1,728,000	\$576,000	\$575,000	60
\$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:	1004	\$187,984,198			
Averages:			\$187,235	\$169,450	112

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