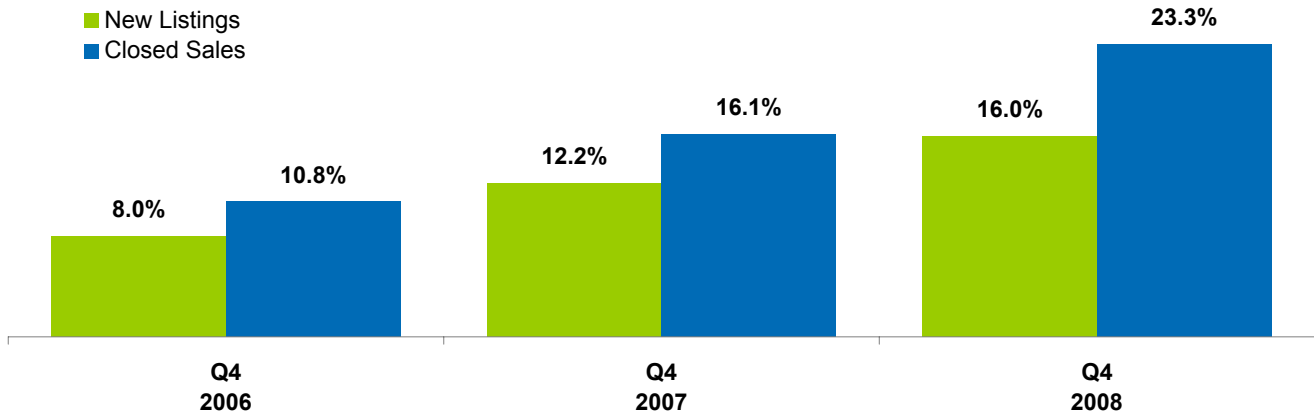


# FORECLOSURE REPORT

A quarterly update on the role of foreclosures in the region's housing market  
Brought to you by the **Collin County Association of REALTORS®**

## Q4 Foreclosure Market Share



Foreclosures have become a topic of great interest over the past two years as these unfortunate events becoming more frequent. Nationally, the housing market and the broader economy have been substantially affected by their growth.

To provide a full and detailed look at this phenomenon and its effect on our local housing market, we have harnessed the data available in the North Texas Real Estate Information Systems (NTREIS). Whenever the field called "Seller Type" is listed as "Foreclosure," we have separated that property from those that don't contain this marker. This gives us the ability to view the housing market as two distinct segments: foreclosure and traditional.

As expected, the share of our market that is comprised of foreclosures is growing. But the share is not as extreme as is seen in the oft-publicized markets in California. The percent of total new residential listings in the region that are flagged as foreclosures using our methodology has shown steady growth, rising from 8.0 percent in Q4 2006 to 12.2 percent in Q4 2007 and 16.0 percent in Q4 2008.

However, foreclosure inventory appears to be on the fast-track to quick absorption, as sales of these properties have been relatively brisk. The share of home sales that are foreclosures has consistently exceeded the share of new listings. The sooner the properties are absorbed, the sooner the market can return to a more typical environment.

The following pages dig into foreclosure trends with greater detail.

**This report will be updated every quarter.**



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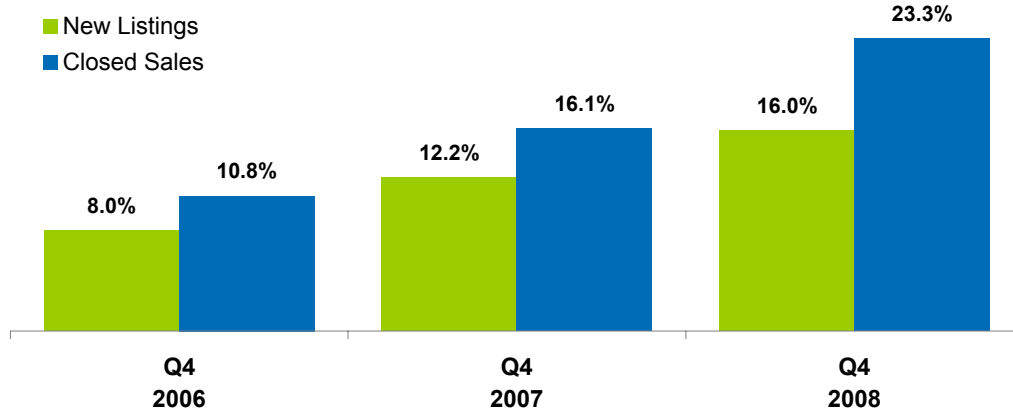
# FORECLOSURE REPORT



## New Listings and Closed Sales

	Foreclosures				Traditional				Total				Share of Market Activity That is Lender-Mediated		
	Q4 2006	Q4 2007	Q4 2008	2-Yr Change	Q4 2006	Q4 2007	Q4 2008	2-Yr Change	Q4 2006	Q4 2007	Q4 2008	2-Yr Change	Q4 2006	Q4 2007	Q4 2008
New Listings	1,347	1,858	1,974	+ 46.5%	15,533	13,332	10,382	- 33.2%	16,880	15,190	12,356	- 26.8%	8.0%	12.2%	16.0%
Closed Sales	1,170	1,472	1,589	+ 35.8%	9,695	7,653	5,236	- 46.0%	10,865	9,125	6,825	- 37.2%	10.8%	16.1%	23.3%

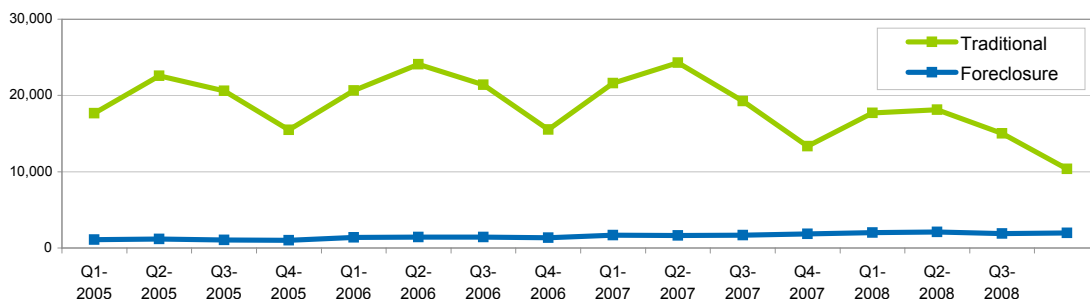
### Foreclosure Market Share



The market for foreclosures has grown over the last two years, but has not reached the same levels seen in other parts of the country.

So far, these bank-owned properties are sold with greater frequency than they're listed.

### New Listings

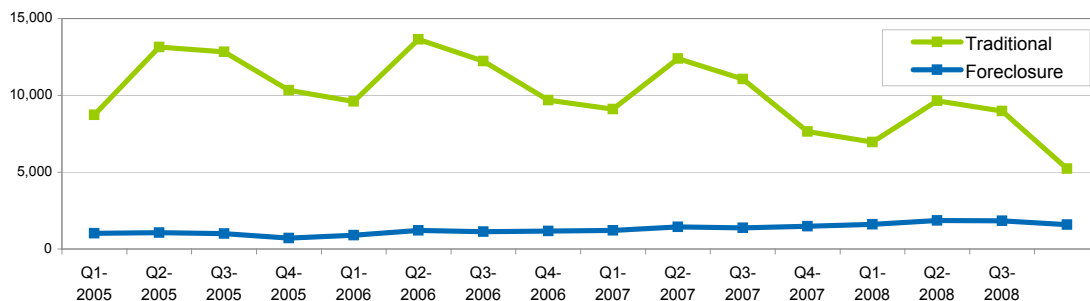


Foreclosures don't adhere to the same seasonal upswings and downswings as the rest of the market.

Traditional activity is declining as the market shifts, while lender-mediated activity has grown.

However, the number of new foreclosure listings in the last two quarters has been lower than the first two quarters of the year, an indication that the growth in foreclosure supply may be slowing.

### Closed Sales



# FORECLOSURE REPORT

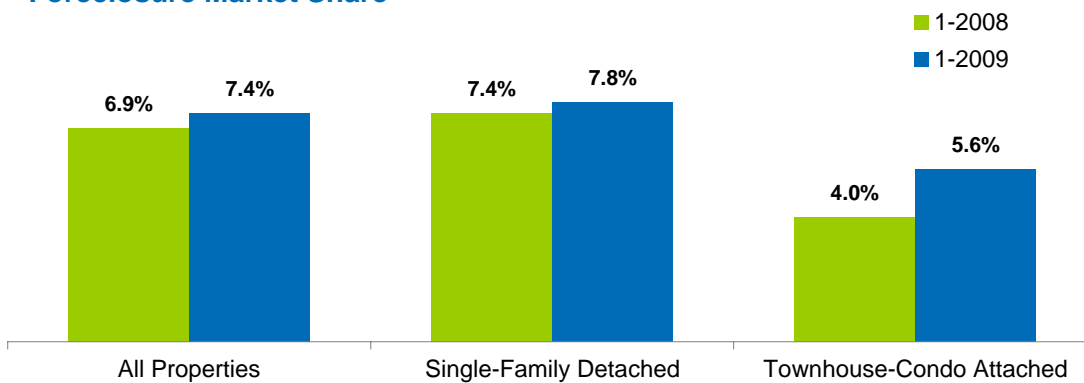


## Inventory of Homes for Sale

Property Type	Foreclosures			Traditional			Total			Share of Total Inventory That Is Lender-Mediated	
	1-2008	1-2009	Change	1-2008	1-2009	Change	1-2008	1-2009	Change	1-2008	1-2009
<b>All Properties</b>	<b>1,508</b>	<b>1,247</b>	<b>- 17.3%</b>	<b>20,309</b>	<b>15,567</b>	<b>- 23.3%</b>	<b>21,817</b>	<b>16,814</b>	<b>- 22.9%</b>	<b>6.9%</b>	<b>7.4%</b>
Single-Family Detached	1,378	1,096	- 20.5%	17,204	13,016	- 24.3%	18,582	14,112	- 24.1%	7.4%	7.8%
Townhouse-Condo Attached	130	151	+ 16.2%	3,105	2,551	- 17.8%	3,235	2,702	- 16.5%	4.0%	5.6%

\*Includes twinhomes

### Foreclosure Market Share

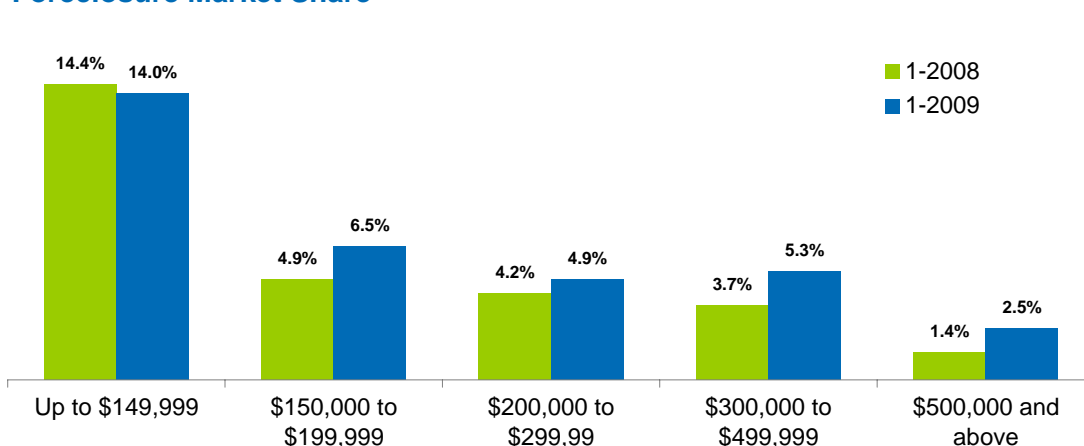


Thanks to foreclosure sales that are stronger than foreclosure listings, the total inventory of foreclosures has dropped in the past year by almost 300 units.

Foreclosures have a higher market share in the single-family detached segment than they do in the townhouse-condo attached segment.

Price Range	Foreclosures			Traditional			Total			Share of Total Inventory That Is Lender-Mediated	
	1-2008	1-2009	Change	1-2008	1-2009	Change	1-2008	1-2009	Change	1-2008	1-2009
Up to \$149,999	964	674	- 30.1%	5,723	4,149	- 27.5%	6,687	4,823	- 27.9%	14.4%	14.0%
\$150,000 to \$199,999	185	180	- 2.7%	3,589	2,573	- 28.3%	3,774	2,753	- 27.1%	4.9%	6.5%
\$200,000 to \$299,99	175	160	- 8.6%	3,973	3,098	- 22.0%	4,148	3,258	- 21.5%	4.2%	4.9%
\$300,000 to \$499,999	137	158	+ 15.3%	3,612	2,823	- 21.8%	3,749	2,981	- 20.5%	3.7%	5.3%
\$500,000 and above	47	75	+ 59.6%	3,412	2,924	- 14.3%	3,459	2,999	- 13.3%	1.4%	2.5%
<b>All Prices</b>	<b>1,508</b>	<b>1,247</b>	<b>- 17.3%</b>	<b>20,309</b>	<b>15,567</b>	<b>- 23.3%</b>	<b>21,817</b>	<b>16,814</b>	<b>- 22.9%</b>	<b>6.9%</b>	<b>7.4%</b>

### Foreclosure Market Share



There's a direct relationship between price range and lender-mediated activity. The more affordable the market segment, the more common foreclosures become.

# FORECLOSURE REPORT

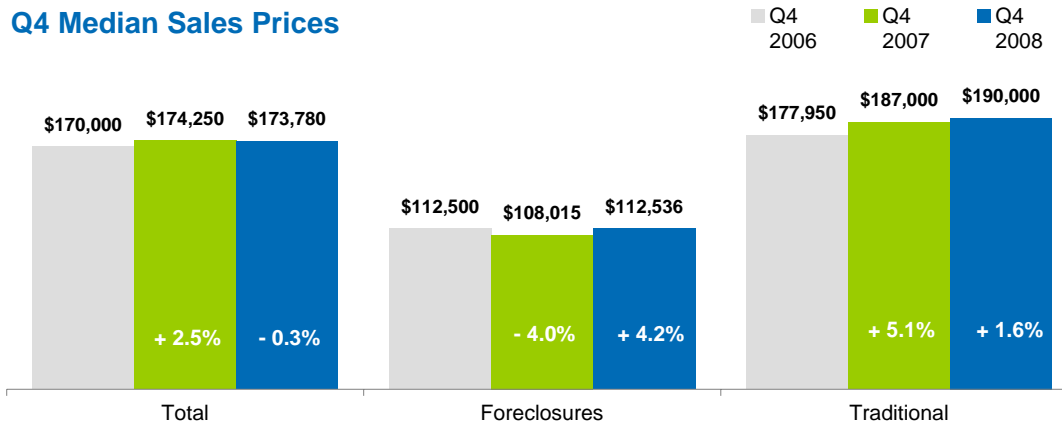


## Median Sales Price

	Foreclosures				Traditional				Total			
	Q4 2006	Q4 2007	Q4 2008	2-Yr Change	Q4 2006	Q4 2007	Q4 2008	2-Yr Change	Q4 2006	Q4 2007	Q4 2008	2-Yr Change
<b>All Properties</b>	\$112,500	\$108,015	\$112,536	+ 0.0%	\$177,950	\$187,000	\$190,000	+ 6.8%	\$170,000	\$174,250	\$173,780	+ 2.2%
Single-Family Detached	\$114,000	\$110,000	\$114,000	- 0.0%	\$182,000	\$190,900	\$193,900	+ 6.5%	\$174,500	\$177,374	\$175,000	+ 0.3%
Townhouse-Condo Attached	\$68,000	\$70,000	\$84,750	+ 24.6%	\$134,300	\$154,000	\$165,000	+ 22.9%	\$129,000	\$140,500	\$165,000	+ 27.9%

\*Includes twinhomes

### Q4 Median Sales Prices



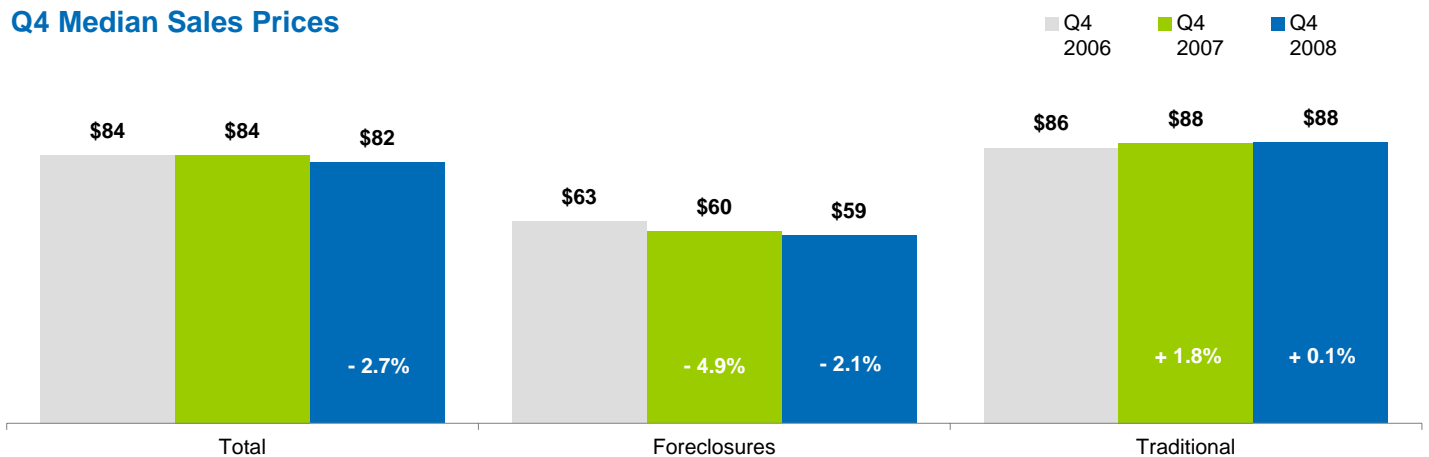
The growing number of foreclosure sales is dragging the overall median price down slightly, but the traditional market that excludes foreclosures is fairing better than the overall numbers suggest.

## Median Price Per Square Foot

	Foreclosures				Traditional				Total			
	Q4 2006	Q4 2007	Q4 2008	2-Yr Change	Q4 2006	Q4 2007	Q4 2008	2-Yr Change	Q4 2006	Q4 2007	Q4 2008	2-Yr Change
<b>All Properties</b>	\$63	\$60	\$59	- 6.9%	\$86	\$88	\$88	+ 1.8%	\$84	\$84	\$82	- 2.8%
Single-Family Detached	\$63	\$60	\$59	- 7.5%	\$85	\$87	\$86	+ 1.2%	\$83	\$83	\$86	+ 3.6%
Townhouse-Condo Attached	\$51	\$59	\$64	+ 25.3%	\$102	\$109	\$112	+ 10.4%	\$99	\$104	\$104	+ 5.2%

\*Includes twinhomes

### Q4 Median Sales Prices



# FORECLOSURE REPORT



Inventory and Sales <b>Area</b>	January 2009 Inventory of Homes for Sale			2008 Closed Sales		
	Total	Foreclosures	Share	Total	Foreclosures	Share
Addison	615	24	3.9%	1,329	119	9.0%
Allen	418	23	5.5%	1,283	142	11.1%
Anna	114	14	12.3%	211	73	34.6%
Aubrey/Pilot Point	304	16	5.3%	453	118	26.0%
Blueridge	28	3	10.7%	30	12	40.0%
Carrollton/Farmers Branch	528	47	8.9%	1,811	287	15.8%
Celina	100	5	5.0%	101	34	33.7%
Coppell	135	3	2.2%	579	23	4.0%
Dallas NE	362	23	6.4%	829	86	10.4%
Dallas North	693	20	2.9%	703	43	6.1%
Dallas NW	248	17	6.9%	511	73	14.3%
Dallas Uptown	935	43	4.6%	947	72	7.6%
Dallas White Rock	1,233	117	9.5%	2,463	436	17.7%
Denton	235	12	5.1%	655	89	13.6%
Fairview/Lucas	135	10	7.4%	264	23	8.7%
Farmersville	39	6	15.4%	49	25	51.0%
Frisco	1,248	137	11.0%	2,946	496	16.8%
Garland	842	99	11.8%	2,038	709	34.8%
Irving	718	47	6.5%	1,544	330	21.4%
Lavon/Nevada	86	5	5.8%	127	33	26.0%
Little Elm	420	41	9.8%	927	277	29.9%
McKinney	883	64	7.2%	2,031	381	18.8%
Melissa	73	0	0.0%	114	18	15.8%
Mesquite	724	116	16.0%	1,807	821	45.4%
Park Cities	666	14	2.1%	795	32	4.0%
Plano	1,104	58	5.3%	3,661	445	12.2%
Princeton	100	13	13.0%	217	106	48.8%
Prosper	224	18	8.0%	339	58	17.1%
Richardson	308	26	8.4%	1,123	162	14.4%
Rockwall	778	72	9.3%	1,254	280	22.3%
Rowlett/Sachse	335	38	11.3%	1,002	324	32.3%
SE Denton County	1,336	58	4.3%	3,618	349	9.6%
Sherman	260	12	4.6%	423	79	18.7%
The Colony	178	15	8.4%	554	121	21.8%
Van Alstyne	74	1	1.4%	80	9	11.3%
Wylie	336	30	8.9%	884	199	22.5%

# FORECLOSURE REPORT



Median Sales Price Area	Foreclosures			Traditional		
	All 2007	All 2008	+/-	All 2007	All 2008	+/-
Addison	\$170,000	\$153,583	- 9.7%	\$245,000	\$245,000	- 0.0%
Allen	\$145,000	\$150,000	+ 3.4%	\$200,000	\$202,200	+ 1.1%
Anna	\$107,100	\$109,950	+ 2.7%	\$129,435	\$129,700	+ 0.2%
Aubrey/Pilot Point	\$118,850	\$122,000	+ 2.7%	\$141,725	\$140,000	- 1.2%
Blueridge	\$88,323	\$45,825	- 48.1%	\$113,500	\$109,250	- 3.7%
Carrollton/Farmers Branch	\$108,000	\$102,000	- 5.6%	\$164,000	\$171,000	+ 4.3%
Celina	\$127,500	\$120,000	- 5.9%	\$183,590	\$232,000	+ 26.4%
Coppell	\$173,500	\$225,000	+ 29.7%	\$254,000	\$274,950	+ 8.2%
Dallas NE	\$62,500	\$76,250	+ 22.0%	\$195,000	\$204,000	+ 4.6%
Dallas North	\$334,401	\$300,500	- 10.1%	\$501,835	\$517,500	+ 3.1%
Dallas NW	\$106,865	\$104,900	- 1.8%	\$205,000	\$210,000	+ 2.4%
Dallas Uptown	\$169,000	\$175,000	+ 3.6%	\$219,500	\$256,750	+ 17.0%
Dallas White Rock	\$65,000	\$67,250	+ 3.5%	\$229,250	\$240,000	+ 4.7%
Denton	\$105,350	\$100,750	- 4.4%	\$126,000	\$125,000	- 0.8%
Fairview/Lucas	\$289,650	\$211,150	- 27.1%	\$272,757	\$285,000	+ 4.5%
Farmersville	\$73,950	\$61,801	- 16.4%	\$117,950	\$129,950	+ 10.2%
Frisco	\$210,000	\$214,000	+ 1.9%	\$236,200	\$235,000	- 0.5%
Garland	\$79,000	\$73,000	- 7.6%	\$116,000	\$117,000	+ 0.9%
Irving	\$84,300	\$80,352	- 4.7%	\$155,000	\$175,000	+ 12.9%
Lavon/Nevada	\$86,350	\$98,450	+ 14.0%	\$149,990	\$165,990	+ 10.7%
Little Elm	\$119,000	\$124,925	+ 5.0%	\$161,116	\$152,000	- 5.7%
McKinney	\$154,500	\$153,000	- 1.0%	\$184,990	\$188,700	+ 2.0%
Melissa	\$113,500	\$107,983	- 4.9%	\$176,300	\$178,750	+ 1.4%
Mesquite	\$79,900	\$70,000	- 12.4%	\$113,450	\$107,300	- 5.4%
Park Cities	\$330,000	\$385,675	+ 16.9%	\$799,000	\$839,000	+ 5.0%
Plano	\$162,000	\$152,600	- 5.8%	\$220,000	\$223,850	+ 1.8%
Princeton	\$67,000	\$102,500	+ 53.0%	\$128,100	\$123,790	- 3.4%
Prosper	\$234,500	\$217,950	- 7.1%	\$250,283	\$295,000	+ 17.9%
Richardson	\$109,900	\$98,950	- 10.0%	\$159,250	\$163,400	+ 2.6%
Rockwall	\$135,755	\$143,300	+ 5.6%	\$181,897	\$187,250	+ 2.9%
Rowlett/Sachse	\$120,000	\$124,400	+ 3.7%	\$153,900	\$155,000	+ 0.7%
SE Denton County	\$138,000	\$139,900	+ 1.4%	\$203,500	\$200,000	- 1.7%
Sherman	\$72,963	\$53,005	- 27.4%	\$98,500	\$105,000	+ 6.6%
The Colony	\$92,375	\$89,950	- 2.6%	\$146,000	\$143,000	- 2.1%
Van Alstyne	\$80,000	\$127,000	+ 58.8%	\$154,900	\$175,000	+ 13.0%
Wylie	\$125,062	\$129,700	+ 3.7%	\$166,750	\$165,500	- 0.7%