



THE GIFT OF A NEW HOME

Many would think a move during the holiday season is unthinkable.

Yet nearly 850 homes sold in McKinney during that time frame in 2016. Why? Move for a mid-year school change, transfers to the area, new construction end year benefit purchase or knowing that McKinney is truly the "Best Place" to live.

WHAT'S HAPPENING IN THE MCKINNEY MARKET?

- » The Case Shiller Index showed a 6.9% appreciation over the past year in the DFW Metroplex, on average. This is slightly below the rate from the previous year.
- » Dr. James Gaines, chief economist at The Real Estate Center – Texas A&M University, stated that housing markets across Texas are starting to moderate. He has noted that the state is experiencing a little slow down and reverting to a normal market.
- » DFW home median prices rose 8% over the last year. This same time frame, McKinney rose 10% demonstrating a stronger market.
- » Frisco, McKinney & Allen ranked 1-3 on WalletHubs top 10 real estate markets in the nation for 2017.
- » Population for McKinney currently exceeds 168,000. As a point of reference in 1990 the community's population was 21,000. By 2030 it is expected to increase to 250,000. Much more development anticipated for the northern section of the city.
- » Hurricanes Harvey & Irma will drive up cost of materials & labor retention/cost of skilled trades for new construction. This will equate to a higher cost to develop, build new homes & more cost passed on to the consumer. This will help the resale market be more of a standout.
- » Amazon announced a national search for a new location of their planned 2nd headquarters. This \$5 billion dollar investment in construction build will bring an estimated 50,000 jobs to the area selected. DFW is considered a strong location for consideration with ample sites for development, affordable housing levels, good education, affordable tech employee base & mass transportation presence. McKinney is proactively pursuing an Amazon deal to join the list of area contenders.
- » Tax Rate for 2018 has been set by Collin County Commissioners. The approved property tax rate is about 3 cents lower compared to the previous fiscal year. The appreciation levels of homes and higher valuation of properties has provided a stronger budget and tolerance for the decrease in rate.



Connie Goodrich CRS, ABR

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• MCKINNEY CONTINUES TO SHINE | NUMBERS AT A GLANCE •

<i>Statistics*</i>			
MCKINNEY	2016	2017	CHANGE
# of Listings	2,922	3,434	+17.5%
# of Closed Sales	2,273	2,370	+4.3%
Average Sales Price	\$318,273	\$346,032	+8.7%
Median Sales Price	\$291,990		+9.6%
Original List – Sale Price Ratio	98.4%	97.8%	-0.7%
Days on Market	33	42	+26.7%
Month's Supply Inventory	2.4	3.4	+40.0%

<i>Cumulative Months Supply for McKinney**</i>									
PRICE	'10	'11	'12	'13	'14	'15	'16	'17	
\$100-\$149	5.0	1.9	1.0	0.3	0.4	0.8	0.9	0.0	
\$150-\$199	5.0	3.4	1.8	1.0	0.3	0.6	0.5	0.8	
\$200-\$299	6.3	5.9	3.5	1.6	1.3	0.9	0.8	1.3	
\$300-\$399	7.4	7.3	6.5	2.5	2.5	2.1	2.2	2.9	
\$400-\$499	8.1	6.2	7.4	5.7	5.2	3.0	4.9	6.5	
\$500-\$700	17.0	8.1	7.9	6.9	4.8	6.4	5.3	6.8	
\$700-\$1M	29.7	15.5	34.1	5.8	14.7	5.5	8.3	7.3	
\$1-\$2M						7.2	52.0	21.3	

**To help understand where we are today in the market in comparison to the same time period last year, I have provided the above chart.*

***The inventory levels in our market are low. A comparison chart for the same quarter in the past to the current quarter is provided. As you will note, most price levels have very low inventory available. This chart reflects the month's supply of inventory to the buyer demand.*

Much appreciation to our clients for recent sales:

3225 Turtle Creek Boulevard, Dallas: *List Price \$330,000*

1617 Coventry Lane, Allen: *List Price \$350,000*

7701 Drew Court, McKinney: *List price \$399,900*

2304 Trenton, McKinney: *List Price \$637,800*

1107 Versailles Court, Southlake: *List Price \$650,000*

4217 Harper Avenue, Celina: *List Price \$469,900*

8108 Oakcrest, McKinney: *List Price \$450,000*

3440 Beechwood Drive, Prosper: *List Price \$725,000*

7400 Waterfall Drive, McKinney: *List Price \$839,900*

6600 Knollwood Drive, McKinney: *List Price \$635,000*

3937 Ramble Creek Drive, McKinney: *List Price \$369,000*

9531 Spring Branch Drive, Dallas : *List Price \$749,000*

1507 Mariners Hope Way, St. Paul: *New Build*

1306 Creekwood Court, Allen: *List Price \$234,900*

4116 Broken Bend, Fort Worth: *List Price \$259,900*

5701 Apple Ridge Drive, McKinney: *New Build*



EXPERIENCE THAT MOVES!

- » “D” Magazine recognized as “Best of Realtors” - 2016 & 2017
- » Top Producers in Volume & Units Sold
- » Texas Monthly 2013- 2017 DFW Area: Outstanding Service Award
- » Over \$150 Million in volume sold
- » Certified Real Estate Appraiser
- » Celebrating Over 25+ Years in the Real Estate Industry
- » Results driven team - Listing, Buyer, Client Care & Marketing specialists

ARE YOU INTERESTED IN SELLING?

Contact Connie for a complimentary market analysis & for home staging recommendations/consultation.

GET IN TOUCH!

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