



AMARILLO, TEXAS
SINGLE FAMILY HOUSING MARKET STATISTICS
Quarter Ending December 31, 2011

	4th Quarter 2011	Year-to-date 2011
Total No. Of MLS Sales	602	2573
% Change MLS Sales From Previous Year	11.69%	-0.50%
Average MLS Sales Price	\$153,869	\$149,505
% Change Avg MLS Sales Price From Previous Year	7.43%	4.17%
Median MLS Sales Price	\$126,500	\$128,000
% Change Median MLS Sales Price From Previous Year	1.20%	2.40%
Sales Price to Listed Price Ratio	95.84%	96.22%
Average Days On Market	111	104
Average Days On Market (Year Ago)	107	104
Median Days On Market	95	84
Median Days on Market (Year Ago)	88	83
Total No. MLS Listings - December 31, 2011	1,139	1,139
Listings Increase (Decrease) from one year ago	(172)	(172)
Average MLS Listed Price/% Change from Previous Year	\$206,097/.97%	\$206,097/.97%
Median List Price/% Change from Previous Year	\$149,900/7.15%	\$149,900/7.15%
Average Age of Current MLS Inventory (Days)	122	122
Median Age of Current MLS Inventory (Days)	102	102
Number of Months of Available Inventory	5.68	5.31

NOTE: This representation is based in whole or in part on data supplied by the Amarillo Association of Realtors or its Multiple Listing Service. Neither the Association nor its MLS guarantees or is in any way responsible for its accuracy.

Data maintained by the Association or its MLS may not reflect all real estate activity in the market.

Subdivision Activity - YTD December 31, 2011

Subdivision	Active Listings	# Sold	MLS Avg. Sold Price	Price Per SF	Sales/List Ratio	Days on Market	Months of Inventory
0101 - Bivins	36	62	\$106,505.97	\$63.94	95.03%	108.27	6.97
0103 - Country Club I	23	57	\$99,139.73	\$64.65	95.47%	121.27	4.84
0105 - Cntry Club II/Avondal	26	84	\$99,305.00	\$68.34	96.26%	89.99	3.71
0106 - Owners	8	14	\$80,703.93	\$64.83	97.46%	100.79	6.86
0112 - West Hills	17	22	\$224,628.41	\$92.78	96.07%	121.50	9.27
0113 - Quail Creek	7	11	\$180,981.82	\$94.43	97.62%	105.73	7.64
0122 - Tascosa/LaPaloma	15	17	\$325,648.93	\$111.19	96.46%	150.07	10.59
0123 - Westcliff	9	44	\$206,779.07	\$92.25	97.02%	121.51	2.45
0133 - The Woodlands	14	30	\$260,166.67	\$101.99	96.90%	109.43	5.60
0200 - Oliver Eakle/AC	17	33	\$85,764.33	\$61.82	94.81%	104.70	6.18
0201 - Wolflin	46	75	\$181,664.56	\$88.60	92.50%	117.58	7.36
0202 - Lawrence Park	16	22	\$92,123.36	\$55.79	93.35%	113.95	8.73
0203 - Olsen	20	55	\$129,635.41	\$72.67	93.78%	116.30	4.36
0204 - Belmar	12	51	\$156,709.31	\$70.67	95.85%	82.33	2.82
0205 - Puckett West	6	30	\$139,906.70	\$77.45	97.73%	73.33	2.40
0210 - Paramount/Mays	15	42	\$116,241.00	\$66.17	95.59%	114.79	4.29
0211 - Ridgecrest	21	56	\$121,438.55	\$71.99	97.27%	92.04	4.50
0212 - Puckett	19	62	\$189,108.06	\$71.02	96.28%	109.16	3.68
0213 - Sleepy Hollow	21	67	\$235,962.55	\$92.23	96.87%	93.57	3.76
0220 - Western Plateau	15	53	\$120,809.62	\$67.87	96.87%	91.52	3.40
0221 - City Park	6	26	\$150,240.38	\$87.38	96.88%	65.77	2.77
0222 - Colonies	30	53	\$373,254.27	\$120.54	95.49%	128.23	6.79
0230 - Glendale	7	21	\$126,655.33	\$85.85	97.26%	74.81	4.00
0231 - Southpark/Windsor	12	43	\$185,560.51	\$82.16	97.04%	99.93	3.35
0233 - Estacado	13	42	\$146,957.14	\$78.95	97.21%	88.57	3.71
0234 - Greenways	35	57	\$282,769.39	\$110.29	97.12%	127.36	7.37
0235 - Hillside Terrace	22	88	\$167,849.33	\$96.62	98.43%	108.48	3.00
0240 - Westover	10	55	\$179,902.02	\$92.02	97.14%	109.33	2.18
0241 - Westover Village	14	35	\$215,780.30	\$105.13	97.26%	96.85	4.80
0410 - McCarty	1	6	\$128,100.00	\$65.51	96.99%	100.80	2.00
0413 - Tradewinds	24	78	\$116,305.50	\$83.46	97.62%	98.31	3.69
0420 - S Georgia/Shores	8	23	\$105,589.09	\$75.92	97.57%	95.57	4.17
0430 - Scotsman	10	40	\$136,805.03	\$76.08	97.76%	99.45	3.00
0433 - Pheasant Run/Foxrid	22	77	\$142,883.82	\$87.02	98.03%	102.79	3.43
0441 - City View	24	64	\$165,499.58	\$96.84	98.88%	110.02	4.50

Price Range Comparisons - YTD December 31, 2011

Price Range	Active Listings	# Sold	MLS Avg. Sold Price	Price Per SF	Sales/List Ratio	Days on Market	Months of Inventory
Less Than 29999	9	73	\$20,868.24	\$18.28	86.78%	93.09	1.48
30,000 - 39,999	14	70	\$35,250.81	\$29.65	87.71%	87.43	2.40
40,000 - 49,999	19	89	\$44,150.31	\$37.87	91.80%	79.75	2.56
50,000 - 59,999	37	100	\$54,255.55	\$44.54	92.31%	102.05	4.44
60,000 - 69,999	63	112	\$64,476.93	\$51.17	94.63%	95.54	6.75
70,000 - 79,999	53	119	\$74,899.55	\$55.31	95.52%	111.53	5.34
80,000 - 89,999	55	145	\$85,157.91	\$61.96	95.45%	110.54	4.55
90,000 - 99,999	66	141	\$94,995.22	\$65.01	95.99%	119.22	5.62
100,000 - 119,999	104	284	\$110,038.51	\$72.65	96.63%	101.10	4.39
120,000 - 139,999	113	334	\$129,941.61	\$77.46	97.11%	95.67	4.06
140,000 - 159,999	92	237	\$150,443.23	\$80.20	97.21%	105.10	4.66
160,000 - 179,999	79	176	\$169,385.60	\$86.41	97.64%	103.84	5.39
180,000 - 199,999	75	147	\$188,821.14	\$87.43	97.16%	109.68	6.12
200,000 - 249,999	117	233	\$224,111.98	\$93.49	97.03%	111.73	6.03
250,000 - 299,999	80	121	\$273,817.16	\$102.11	96.48%	117.09	7.93
300,000 - 399,999	77	93	\$337,040.86	\$107.51	95.03%	122.42	9.94
400,000 - 499,999	31	38	\$448,877.97	\$114.88	95.14%	118.66	9.79
500,000 - 749,999	28	23	\$572,347.83	\$130.08	94.26%	172.78	14.61
750,000 - 999,999	12	6	\$797,500.00	\$201.74	93.22%	122.83	24.00
1,000,000 and greater	15	4	\$1,394,500.00	\$304.33	94.22%	261.00	45.00



First Equity, Realtors

**Amarillo Housing Market Commentary
YTD December 31, 2011**

“Finally...Signs of a Housing Recovery”

This time last year we called the bottom of the most recent Amarillo housing downturn (based on closed transactions) as the early-to-mid fourth quarter of 2010. We were about nine months early. As it now appears, the market began rebounding during September 2011 as the recent fourth quarter easily exceeded last year's activity, and pending sales activity in November and December also contributes to our opinion that 2012 sales activity will exceed this past year's totals.

The 2,573 closed sales in 2011 fell just short of the 2,586 closed sales in 2010 (down one-half of one percent). However, almost every other measurement of the market was positive, beginning with average and median sales prices which came in at \$149,505 and \$128,000, respectively. There were virtually no changes from 2010 in the sales price to listed price ratio at 96.22%, nor the 104 average days on market or the 84 median days on market.

Probably the biggest surprise was the drop in listed inventory from 1,311 homes in 2010 to 1,139 homes at year-end 2011 (a drop of 13.12%), resulting in 5.31 months of inventory, well below the Real Estate Center at Texas A&M's definition of a balanced market at 6.5 months of inventory.

Looking ahead to 2012, there are certainly more positive factors than negative relative to their impact on the housing market beginning with interest rates (we saw two all-time lows for the 30-year fixed rate loan in 2011) still near 4% with most economists predicting rates at less than 5% throughout 2012. Secondly, our local area is creating jobs. Third, average and median home prices will continue to rise especially if inventories of listed properties remain low. These are textbook conditions for a healthy housing market and are supported by other market positives such as increases in retail sales, hotel-motel tax collections, airline boardings, and apartment rents. Likewise, declines in the rates of bankruptcy filings and foreclosures also point to underlying

economic strength. And finally, recent positive news for the national housing market (increasing sales and possible price stabilization) will help consumer confidence.

However, the three factors that derailed last year's recovery for local housing are still present; drought conditions, the contracting lending environment (tighter secondary market underwriting criteria, tighter mortgage insurance standards, and increased appraisal scrutiny), and concern over the European economy's possible effect here in the U.S. We'll have to wait and see as to what extent these outside factors impact our market in 2012.

2011 Amarillo Housing Market Activity

Closed Sales

2,573 closed sales in 2011 compared with 2,586 closed sales in 2010, a 0.50% decline, the lowest annual closed sales total since 2002.

Single Family Home Prices

Average and median single family home prices were up 4.17% and 2.40%, respectively. This is the sixth straight quarter of rising average and median prices in our local market. The market remains extremely neighborhood and specific-property sensitive at this point. Average and median numbers don't suffice for a specific property or neighborhood market analysis.

Listing Inventory

There were 1,139 active single family listings in the multiple listing service (MLS) as of December 31, 2011. This is a decrease of 172 listings from one year ago and the lowest year-end inventory of listings since 2005. To put this number in further perspective is to consider that year-end inventory in 1988 totaled 2,175 when Amarillo's housing stock was considerably smaller.

Based on 2011 sales activity and the year-end inventory of active listings, the Amarillo metro area had 5.31 months of available inventory, an amount that is considered seller-biased according to The Real Estate Center at Texas A&M's definition of a balanced market at 6.5 months of available inventory. Additionally, there is no adjustment for those chronic listings whose pricing, physical condition or location fail to attract buyer interest.

The only real imbalance of supply and demand is found in the inventory priced above \$750,000.

Building Permits

604 new single family homes were permitted in 2011 compared with 509 in 2010, the most since 2007 when 648 homes were permitted. Builders and bankers continued a measured approach to the new home market in 2011 which contributed to keeping the available inventory in a manageable range. 246 new home sales were reported by the Amarillo Association of Realtors' multiple listing service (MLS) in 2011. Our best guess is that approximately 50% of new home sales are listed with real estate brokers. The average and median sales prices for new homes in 2011 were \$192,818 and \$172,000, respectively. The current inventory of new home listings is 104, which is 5.07 months of inventory based on 2011 sales activity. Excess supply at any price range isn't really an issue at this time.

Foreclosure Activity

Foreclosures in Potter/Randall Counties totaled 448 in 2011 compared with 584 in 2010. This is the lowest number of foreclosures per 1,000 households in Potter/Randall Counties since 2006, the peak of the most recent housing market cycle in Amarillo.

2012 Forecast

Our forecast is predicated on no further restrictions being introduced to the mortgage lending environment, some easing in the area's drought conditions, and avoidance of a meltdown in the European economy.

2,700 – 2,800 Single Family Sales

\$155,000 average sales price; \$131,000 median sales price

1,200 – 1,300 active listings at year-end 2012

650 Single Family Building Permits

425 – 450 Foreclosures