

## MLS Area: Southport



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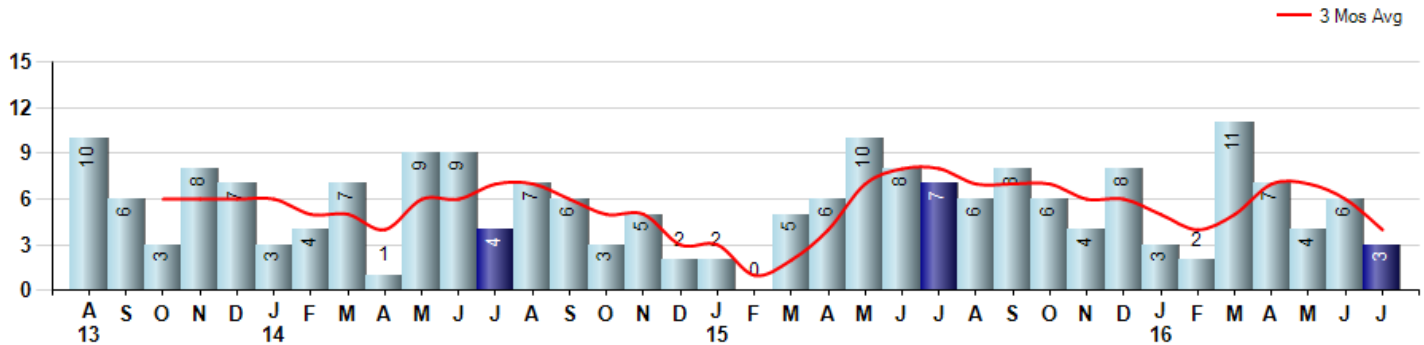
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

Market Profile & Trends Overview	Trending Versus*:					Trending Versus*:		
	Month	LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,089,000	-1%		-6%				
Average List Price of all Current Listings	\$1,493,079	-3%		-14%				
July Median Sales Price	\$950,000	1%	1%	-11%	8%	\$937,500	13%	7%
July Average Sales Price	\$1,075,000	16%	25%	-7%	0%	\$977,799	-9%	-9%
Total Properties Currently for Sale (Inventory)	71	-9%		-13%				
July Number of Properties Sold	3	-50%		-57%			-5%	
July Average Days on Market (Solds)	97	-60%	-43%	-64%	-48%	186	7%	1%
Asking Price per Square Foot (based on New Listings)	\$377	-21%	-11%	-6%	-7%	\$413	-2%	3%
July Sold Price per Square Foot	\$406	45%	25%	30%	14%	\$336	-5%	-6%
July Month's Supply of Inventory	23.7	82%	24%	102%	106%	18.9	69%	64%
July Sale Price vs List Price Ratio	92.1%	-0.9%	-2%	-4%	-3.5%	94.1%	-1.8%	-1.4%

\* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year / YTD = Year-to-date

### Property Sales

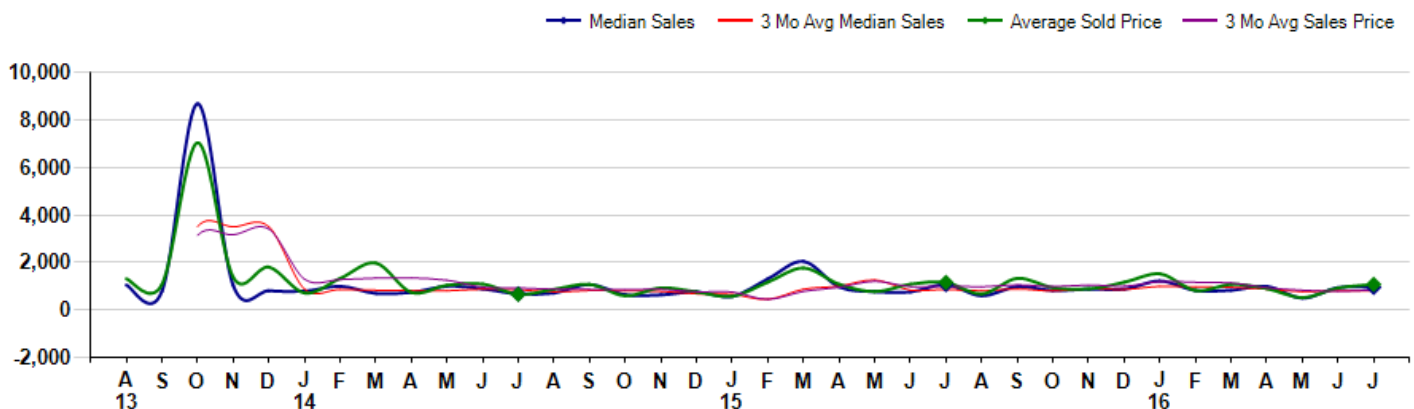
July Property sales were 3, down -57.1% from 7 in July of 2015 and -50.0% lower than the 6 sales last month. July 2016 sales were at their lowest level compared to July of 2015 and 2014. July YTD sales of 36 are running -5.3% behind last year's year-to-date sales of 38.



### Prices

The Median Sales Price in July was \$950,000, down -10.8% from \$1,065,000 in July of 2015 and up 1.1% from \$939,250 last month. The Average Sales Price in July was \$1,075,000, down -7.1% from \$1,156,786 in July of 2015 and up 15.9% from \$927,333 last month. July 2016 ASP was at a mid range compared to July of 2015 and 2014.

Median means Middle (the same # of properties sold above and below Median) (000's)



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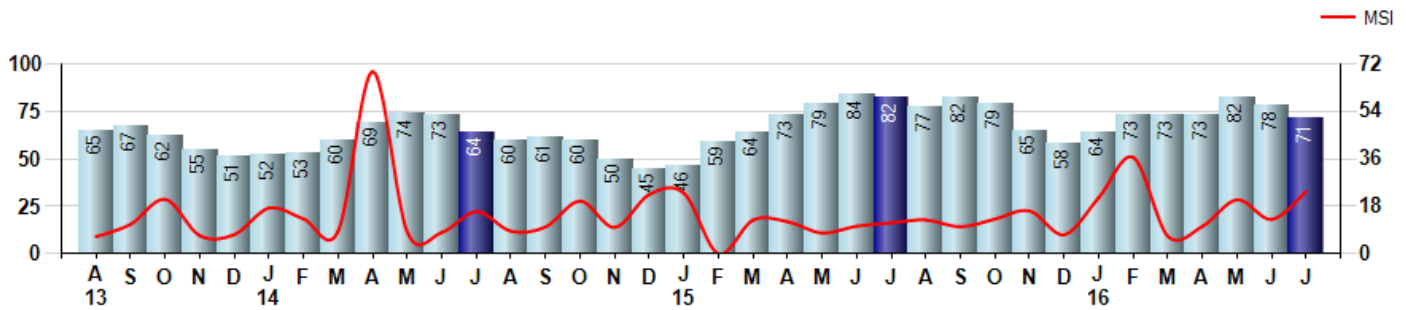


### Inventory & MSI

The Total Inventory of Properties available for sale as of July was 71, down -9.0% from 78 last month and down -13.4% from 82 in July of last year. July 2016 Inventory was at a mid range compared to July of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The July 2016 MSI of 23.7 months was at its highest level compared with July of 2015 and 2014.

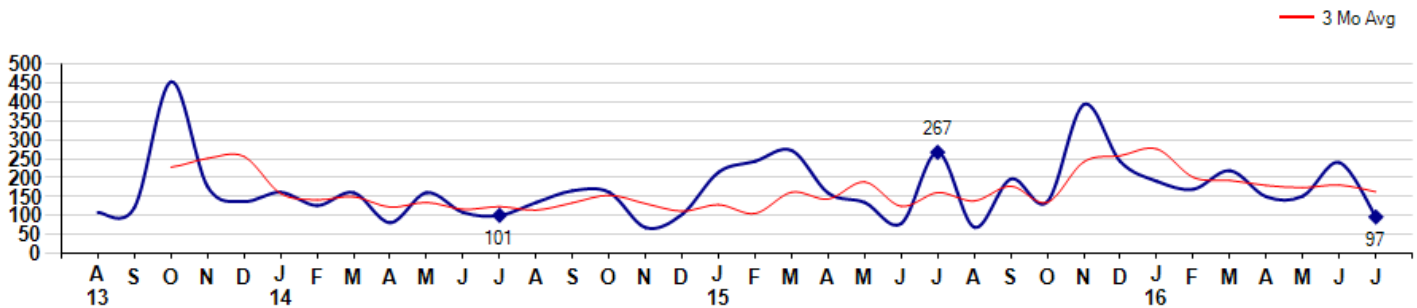
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### Market Time

The average Days On Market(DOM) shows how many days the average Property is on the Market before it sells. An upward trend in DOM tends to indicate a move towards more of a Buyer's market, a downward trend a move towards more of a Seller's market. The DOM for July was 97, down -59.6% from 240 days last month and down -63.7% from 267 days in July of last year. The July 2016 DOM was at its lowest level compared with July of 2015 and 2014.

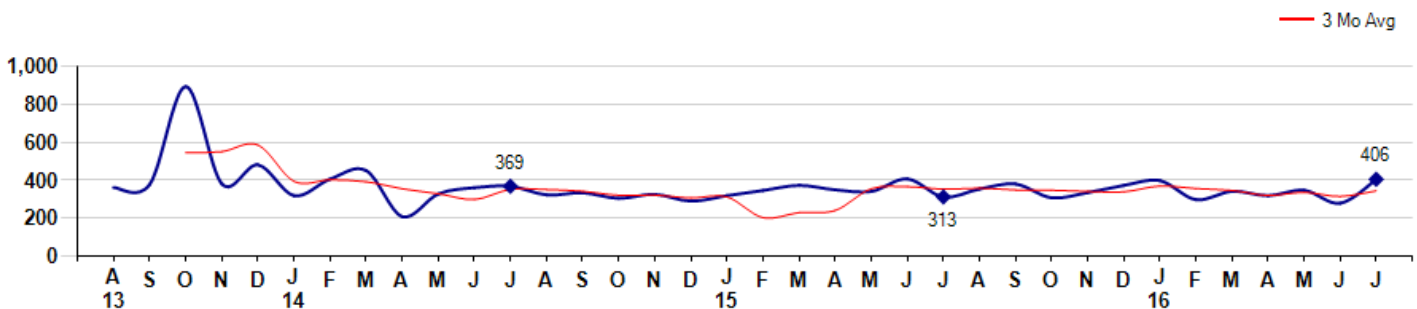
Average Days on Market(Listing to Contract) for properties sold during the month



### Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The July 2016 Selling Price per Square Foot of \$406 was up 45.0% from \$280 last month and up 29.7% from \$313 in July of last year.

Average Selling Price per Square Foot for properties that sold during the month



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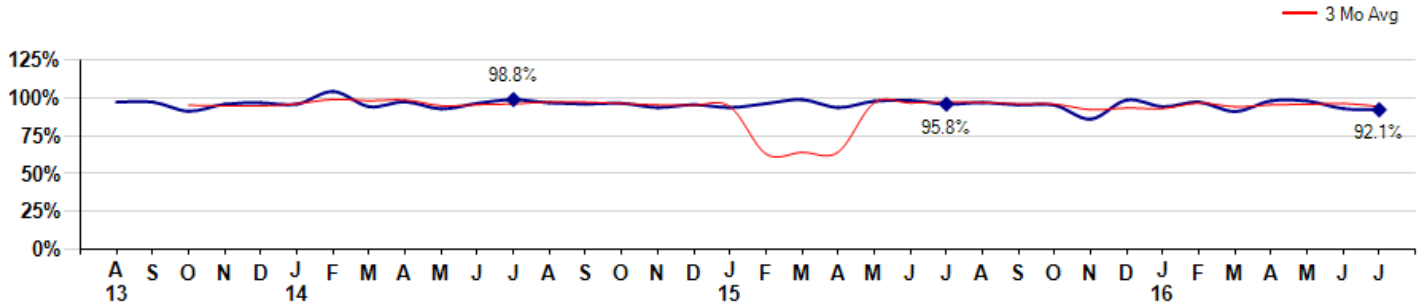


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### Selling Price vs Listing Price

The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The July 2016 Selling Price vs List Price of 92.1% was down from 92.9% last month and down from 95.8% in July of last year.

Avg Selling Price divided by Avg Listing Price for sold properties during the month



### Inventory / New Listings / Sales

This last view of the market combines monthly inventory of Properties for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in July 2016 was 11, up 10.0% from 10 last month and down -8.3% from 12 in July of last year.

Inventory NewListings Sold

