

MLS Area: Southport



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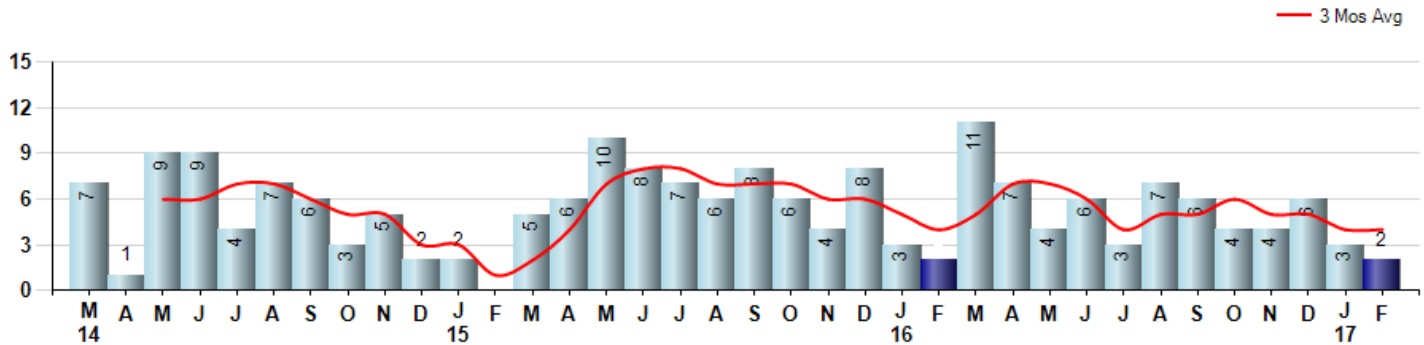
Price Range: 0 to 999999999 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				Trending Versus*:		
		LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,199,500	6%		14%				
Average List Price of all Current Listings	\$1,497,806	11%		0%				
February Median Sales Price	\$635,000	-12%	-1%	-23%	-24%	\$725,000	-40%	-13%
February Average Sales Price	\$635,000	-9%	-25%	-23%	-32%	\$674,420	-46%	-27%
Total Properties Currently for Sale (Inventory)	50	4%		-32%				
February Number of Properties Sold	2	-33%		0%			0%	
February Average Days on Market (Solds)	71	-55%	-50%	-58%	-56%	122	-33%	-25%
Asking Price per Square Foot (based on New Listings)	\$445	13%	13%	-11%	13%	\$423	0%	8%
February Sold Price per Square Foot	\$264	-19%	-16%	-12%	-20%	\$300	-16%	-9%
February Month's Supply of Inventory	25.0	56%	51%	-32%	52%	20.5	-29%	25%
February Sale Price vs List Price Ratio	106.1%	13.6%	16%	12%	16.2%	98.5%	4.5%	7.9%

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

Property Sales

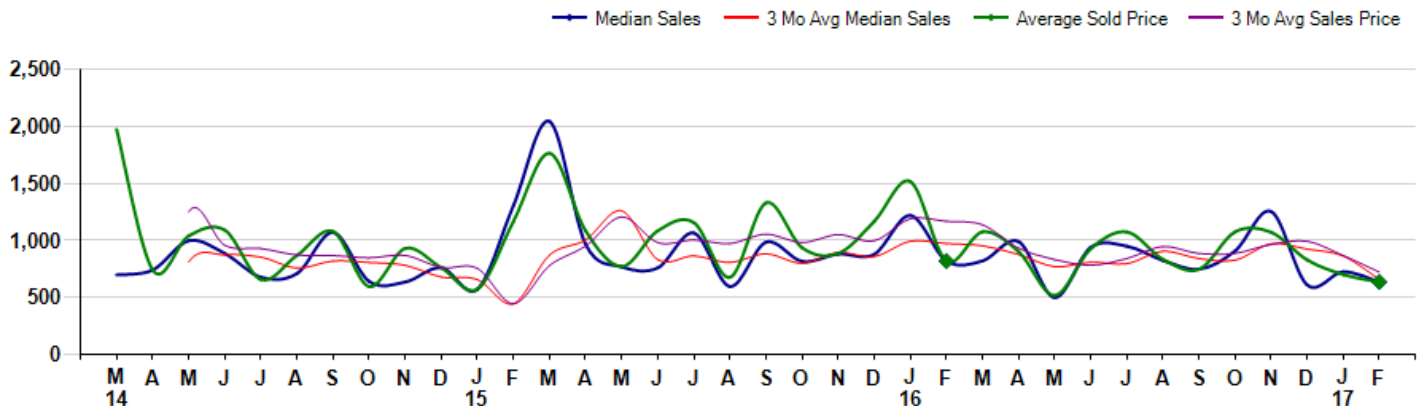
February Property sales were 2, equal to 2 in February of 2016 and -33.3% lower than the 3 sales last month. February 2017 sales were at a mid level compared to February of 2016 and 2015. February YTD sales of 5 are running equal to last year's year-to-date sales of 5.



Prices

The Median Sales Price in February was \$635,000, down -22.5% from \$819,000 in February of 2016 and down -12.4% from \$725,000 last month. The Average Sales Price in February was \$635,000, down -22.5% from \$819,000 in February of 2016 and down -9.4% from \$700,700 last month. February 2017 ASP was at a mid range compared to February of 2016 and 2015.

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



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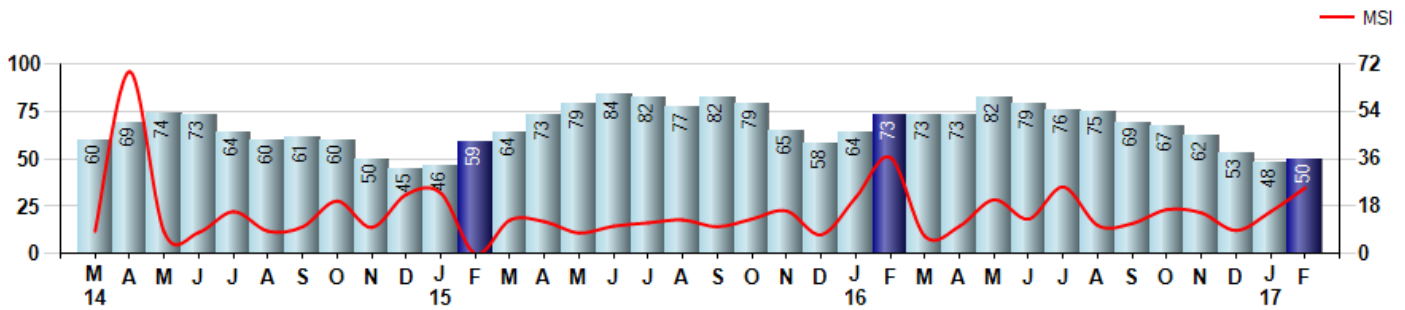
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Inventory & MSI

The Total Inventory of Properties available for sale as of February was 50, up 4.2% from 48 last month and down -31.5% from 73 in February of last year. February 2017 Inventory was at the lowest level compared to February of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The February 2017 MSI of 25.0 months was at a mid range compared with February of 2016 and 2015.

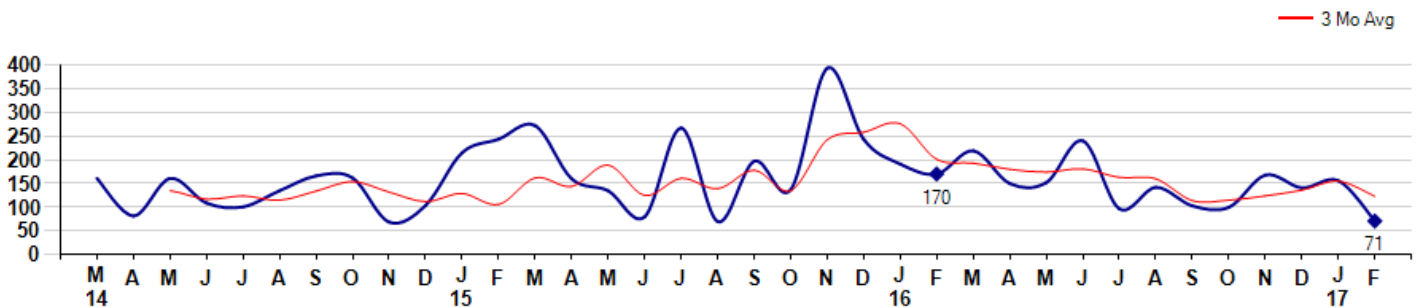
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 February was 71, down -54.5% from 156 last month and down -58.2% from 170 days in February of last year. The February 2017 DOM was at a mid range compared with February of 2016 and 2015.

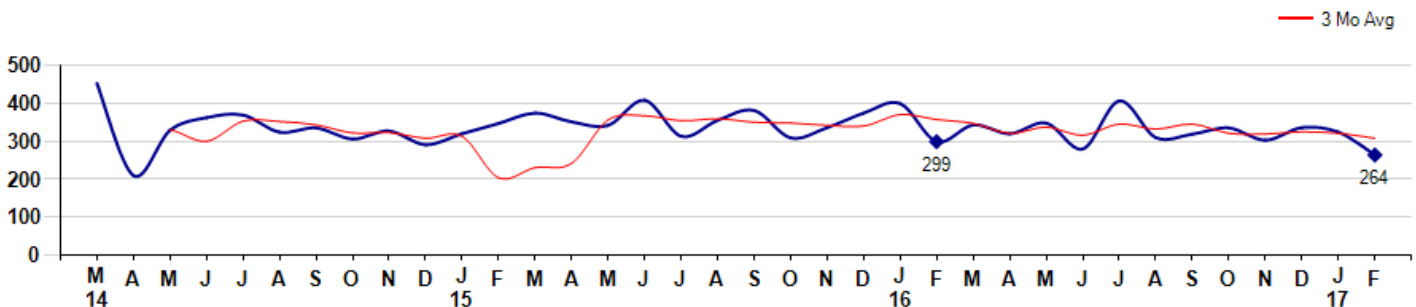
Average Days on Market(Listing to Contract) for properties sold during the month



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 February 2017 Selling Price per Square Foot of \$264 was down -18.5% from \$324 last month and down -11.7% from \$299 in February of last year.

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



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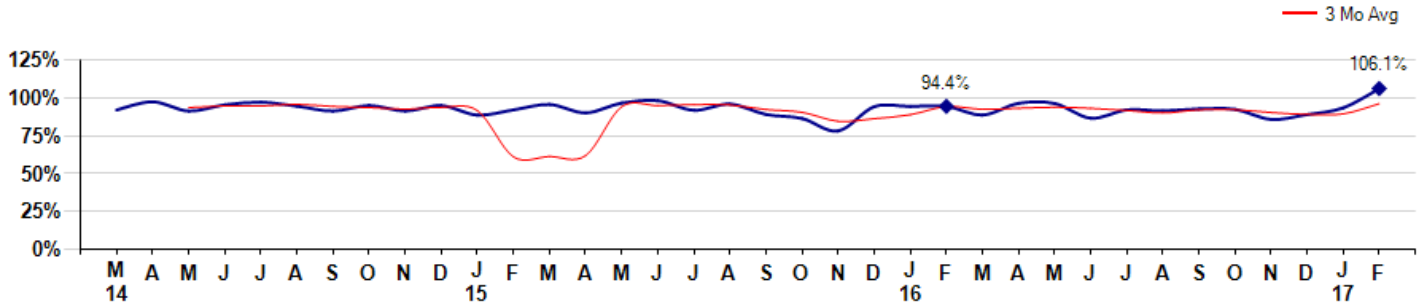


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Selling Price vs Listing Price

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 February 2017 Selling Price vs List Price of 106.1% was up from 93.4% last month and up from 94.4% in February 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 February 2017 was 12, up 33.3% from 9 last month and down -29.4% from 17 in February of last year.

Inventory New Listings Sold

