

## MLS Area: Southport



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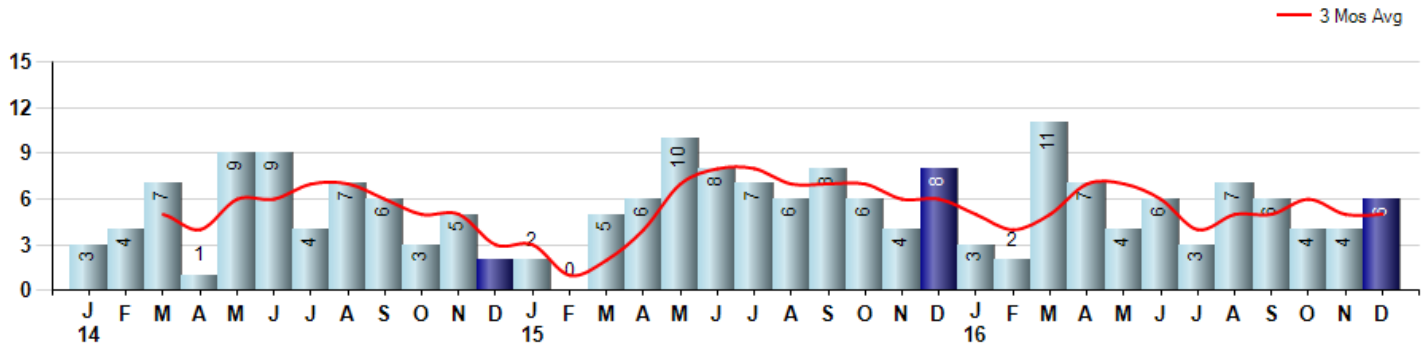
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,155,000	5%		-8%				
Average List Price of all Current Listings	\$1,551,485	3%		-4%				
December Median Sales Price	\$610,000	-51%	-18%	-31%	-30%	\$880,000	6%	1%
December Average Sales Price	\$829,000	-23%	-8%	-29%	-23%	\$937,802	-12%	-13%
Total Properties Currently for Sale (Inventory)	52	-16%		-10%				
December Number of Properties Sold	6	50%		-25%			-10%	
December Average Days on Market (Solds)	141	-16%	11%	-42%	-24%	162	-12%	-12%
Asking Price per Square Foot (based on New Listings)	\$344	0%	1%	-9%	-14%	\$394	-4%	-2%
December Sold Price per Square Foot	\$336	11%	4%	-10%	-6%	\$329	-7%	-8%
December Month's Supply of Inventory	8.7	-44%	-37%	20%	-25%	16.4	43%	43%
December Sale Price vs List Price Ratio	94.6%	0.6%	1%	-4%	-0.9%	94.3%	-1.3%	-1.2%

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

### Property Sales

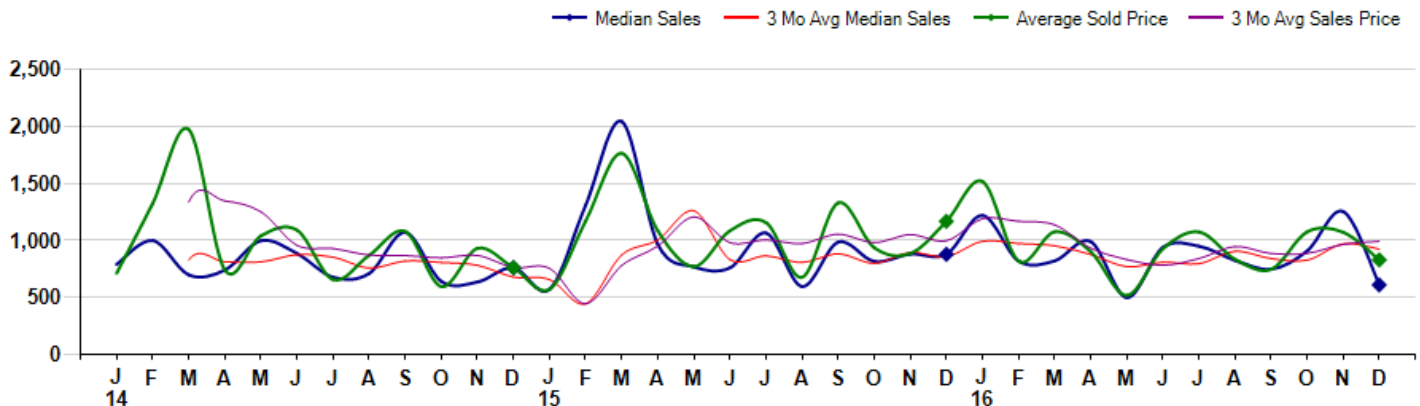
December Property sales were 6, down -25.0% from 8 in December of 2015 and 50.0% higher than the 4 sales last month. December 2016 sales were at a mid level compared to December of 2015 and 2014. December YTD sales of 63 are running -10.0% behind last year's year-to-date sales of 70.



### Prices

The Median Sales Price in December was \$610,000, down -30.5% from \$878,000 in December of 2015 and down -51.4% from \$1,254,150 last month. The Average Sales Price in December was \$829,000, down -29.0% from \$1,167,813 in December of 2015 and down -22.7% from \$1,072,075 last month. December 2016 ASP was at a mid range compared to December of 2015 and 2014.

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



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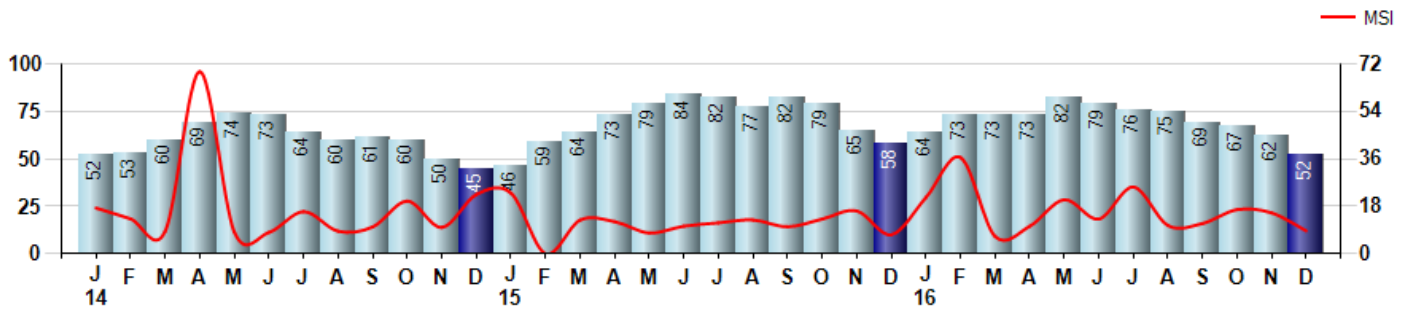
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### Inventory & MSI

The Total Inventory of Properties available for sale as of December was 52, down -16.1% from 62 last month and down -10.3% from 58 in December of last year. December 2016 Inventory was at a mid range compared to December of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2016 MSI of 8.7 months was at a mid range compared with December of 2015 and 2014.

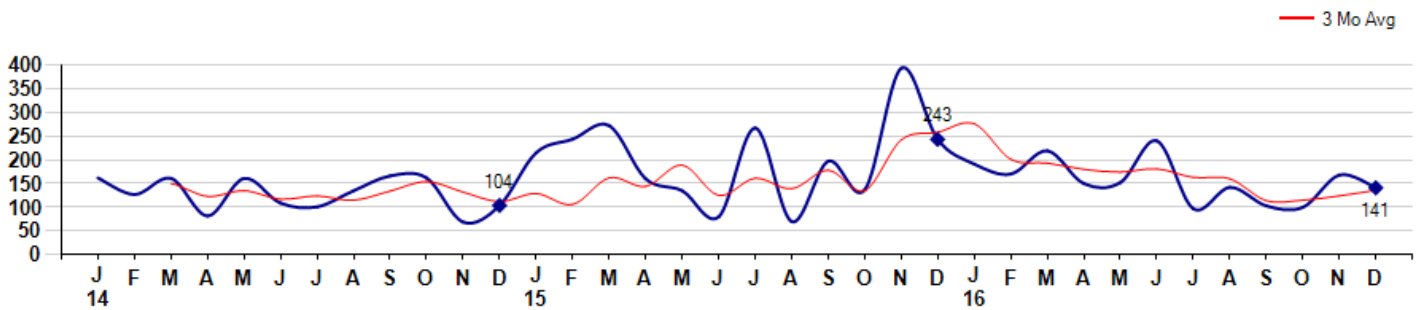
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 December was 141, down -16.1% from 168 days last month and down -42.0% from 243 days in December of last year. The December 2016 DOM was at a mid range compared with December of 2015 and 2014.

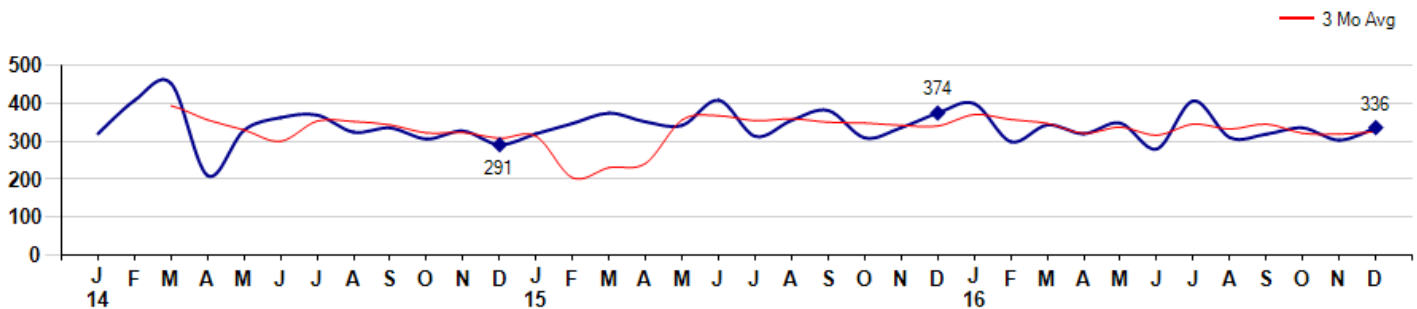
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 December 2016 Selling Price per Square Foot of \$336 was up 10.9% from \$303 last month and down -10.2% from \$374 in December of last year.

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



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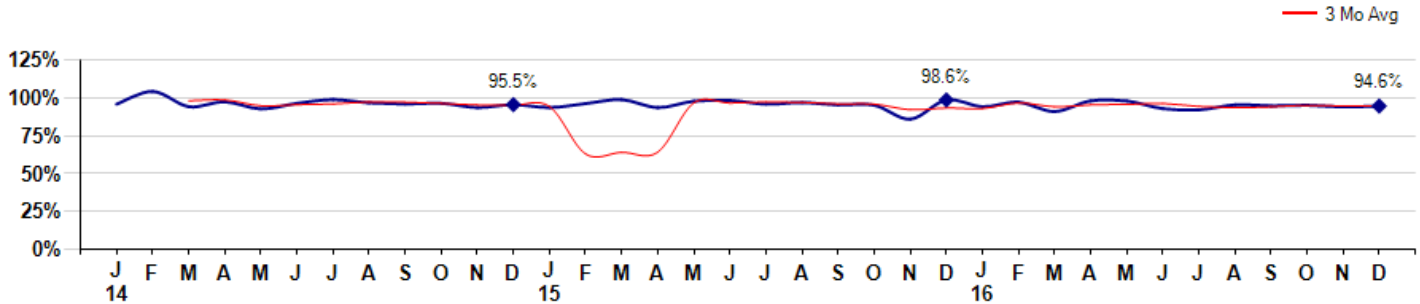


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### Selling Price vs Listing Price

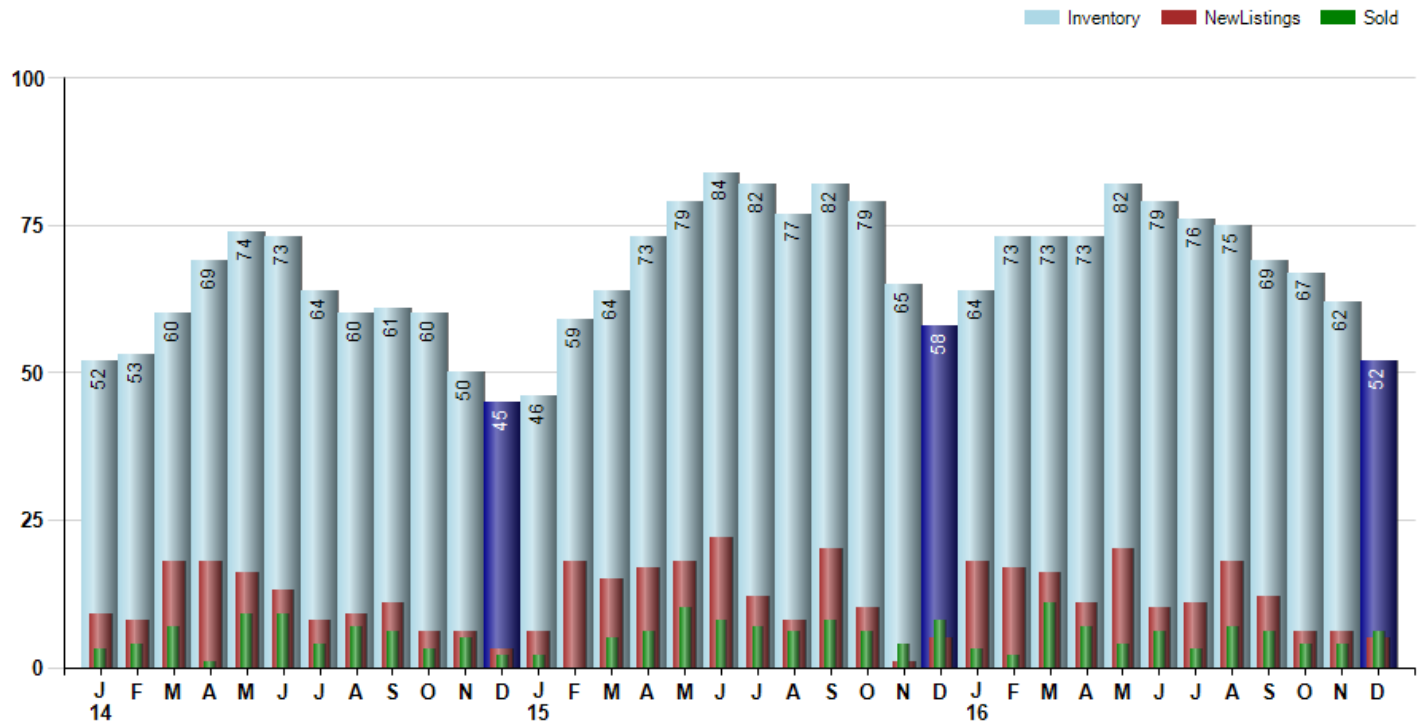
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The December 2016 Selling Price vs List Price of 94.6% was up from 94.0% last month and down from 98.6% in December 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 December 2016 was 5, down -16.7% from 6 last month and equal to 5 in December of last year.



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# MARKET ACTION REPORT

December 2016

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	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
Homes Sold	3	4	7	1	9	9	4	7	6	3	5	2	2	0	5	6	10	8	7	6	8	6	4	8	3	2	11	7	4	6	3	7	6	4	4	6
3 Mo. Roll Avg			5	4	6	6	7	7	6	5	5	3	3	1	2	4	7	8	8	7	7	7	6	6	5	4	5	7	7	6	4	5	5	6	5	5

(000's)	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
Median Sale Price	790	1,000	698	740	998	885	678	710	1,070	640	635	761	572	0	2,045	967	768	760	1,065	596	985	816	881	878	1,220	819	820	990	499	939	950	825	748	908	1,254	610
3 Mo. Roll Avg			829	813	812	874	854	758	819	807	782	679	656	444	872	1,004	1,260	832	864	807	882	799	894	858	993	972	953	876	770	809	796	905	841	827	970	924

	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
Inventory	52	53	60	69	74	73	64	60	61	60	50	45	46	59	64	73	79	84	82	77	82	79	65	58	64	73	73	73	82	79	76	75	69	67	62	52
MSI	17	13	9	69	8	8	16	9	10	20	10	23	23	0	13	12	8	11	12	13	10	13	16	7	21	37	7	10	21	13	25	11	12	17	16	9

	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
Days On Market	162	127	161	82	161	109	101	135	166	162	69	104	215	0	272	160	135	80	267	70	197	137	393	243	191	170	219	150	152	240	97	142	103	100	168	141
3 Mo. Roll Avg			150	123	135	117	124	115	134	154	132	112	129	106	162	144	189	125	161	139	178	135	242	258	276	201	193	180	174	181	163	160	114	115	124	136

	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
Price per Sq Ft	320	407	452	210	329	362	369	324	335	306	327	291	320	0	374	351	342	408	313	355	381	309	336	374	399	299	343	320	348	280	406	310	319	335	303	336
3 Mo. Roll Avg			393	356	330	300	353	352	343	322	323	308	313	204	231	242	356	367	354	359	350	348	342	340	370	357	347	321	337	316	345	332	345	321	319	325

	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
Sale to List Price	0.958	1.042	0.942	0.974	0.927	0.964	0.988	0.967	0.959	0.964	0.936	0.955	0.936	0.000	0.988	0.936	0.978	0.983	0.958	0.969	0.953	0.952	0.860	0.986	0.942	0.971	0.910	0.980	0.979	0.929	0.921	0.954	0.947	0.951	0.940	0.946
3 Mo. Roll Avg			0.981	0.986	0.948	0.955	0.960	0.973	0.971	0.963	0.953	0.952	0.942	0.630	0.641	0.641	0.967	0.966	0.973	0.970	0.960	0.958	0.922	0.933	0.929	0.966	0.941	0.954	0.956	0.963	0.943	0.935	0.941	0.951	0.946	0.946

	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
New Listings	9	8	18	18	16	13	8	9	11	6	6	3	6	18	15	17	18	22	12	8	20	10	1	5	18	17	16	11	20	10	11	18	12	6	6	5
Inventory	52	53	60	69	74	73	64	60	61	60	50	45	46	59	64	73	79	84	82	77	82	79	65	58	64	73	73	73	82	79	76	75	69	67	62	52
Sales	3	4	7	1	9	9	4	7	6	3	5	2	2	0	5	6	10	8	7	6	8	6	4	8	3	2	11	7	4	6	3	7	6	4	4	6

(000's)	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
Avg Sale Price	712	1,325	1,974	740	1,040	1,091	656	869	1,079	595	931	761	572	0	1,765	1,085	771	1,086	1,157	676	1,330	937	885	1,168	1,517	819	1,076	902	518	927	1,075	834	746	1,076	1,072	829
3 Mo. Roll Avg			1,337	1,346	1,251	957	929	872	868	848	868	762	755	444	779	950	1,207	980	1,004	973	1,054	981	1,051	997	1,190	1,168	1,137	932	832	783	840	946	885	885	965	992

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