

MLS Area: Southport



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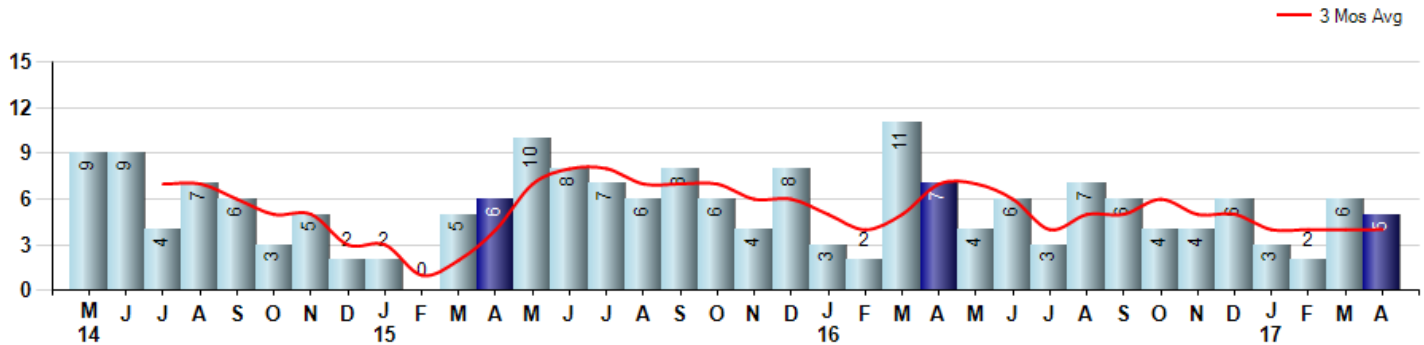
Price Range: 0 to 999999999 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				Trending Versus*:		
		LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,094,500	-9%		1%				
Average List Price of all Current Listings	\$1,440,797	1%		-6%				
April Median Sales Price	\$1,395,000	31%	39%	41%	68%	\$1,005,000	6%	21%
April Average Sales Price	\$1,423,400	-31%	0%	58%	54%	\$1,427,850	35%	54%
Total Properties Currently for Sale (Inventory)	66	8%		-10%				
April Number of Properties Sold	5	-17%		-29%			-30%	
April Average Days on Market (Solds)	214	-19%	5%	43%	32%	204	7%	26%
Asking Price per Square Foot (based on New Listings)	\$504	41%	19%	20%	29%	\$422	5%	8%
April Sold Price per Square Foot	\$496	-7%	11%	55%	51%	\$448	32%	36%
April Month's Supply of Inventory	13.2	30%	-25%	27%	-20%	17.7	-5%	7%
April Sale Price vs List Price Ratio	86.2%	-2.0%	-5%	-11%	-5.6%	90.7%	-1.7%	-0.7%

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

Property Sales

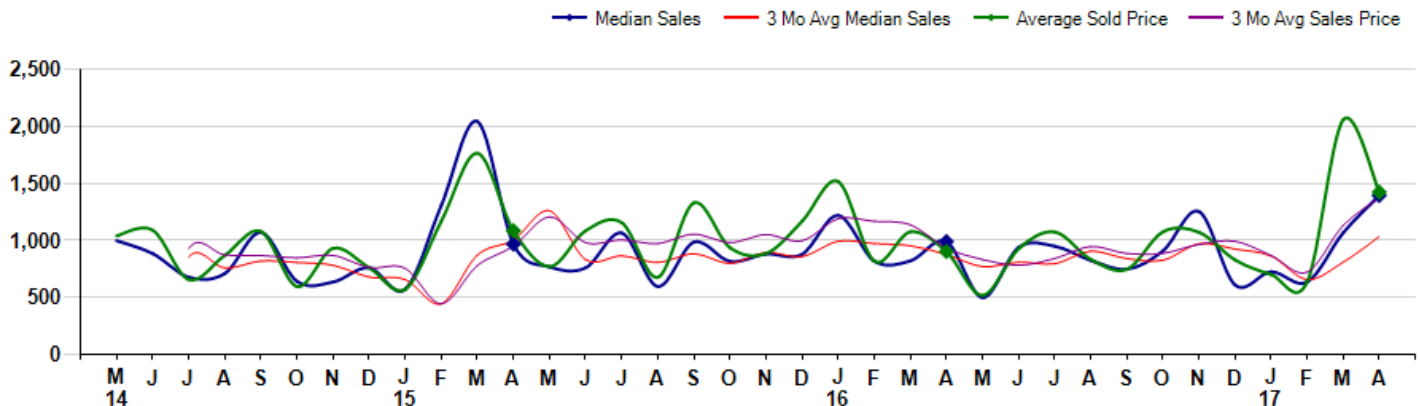
April Property sales were 5, down -28.6% from 7 in April of 2016 and -16.7% lower than the 6 sales last month. April 2017 sales were at their lowest level compared to April of 2016 and 2015. April YTD sales of 16 are running -30.4% behind last year's year-to-date sales of 23.



Prices

The Median Sales Price in April was \$1,395,000, up 40.9% from \$990,000 in April of 2016 and up 30.7% from \$1,067,500 last month. The Average Sales Price in April was \$1,423,400, up 57.7% from \$902,429 in April of 2016 and down -30.9% from \$2,059,417 last month. April 2017 ASP was at highest level compared to April of 2016 and 2015.

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



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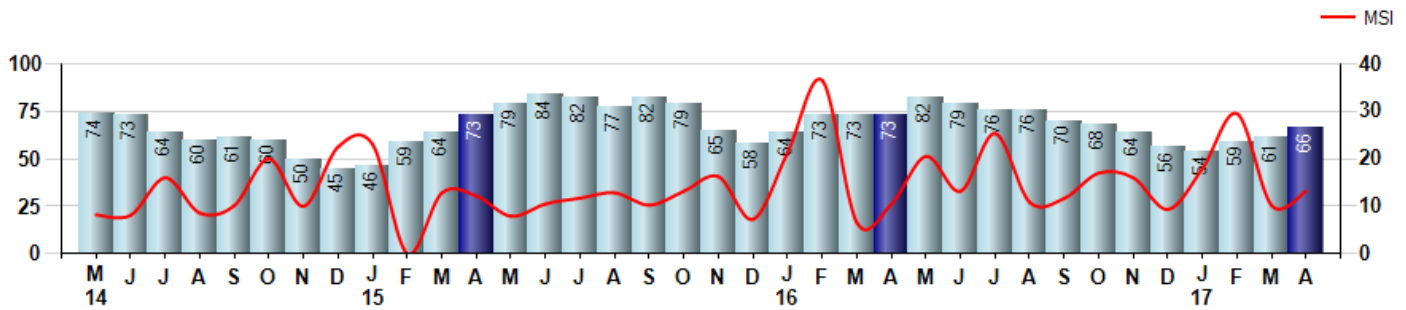
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Inventory & MSI

The Total Inventory of Properties available for sale as of April was 66, up 8.2% from 61 last month and down -9.6% from 73 in April of last year. April 2017 Inventory was at the lowest level compared to April of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The April 2017 MSI of 13.2 months was at its highest level compared with April of 2016 and 2015.

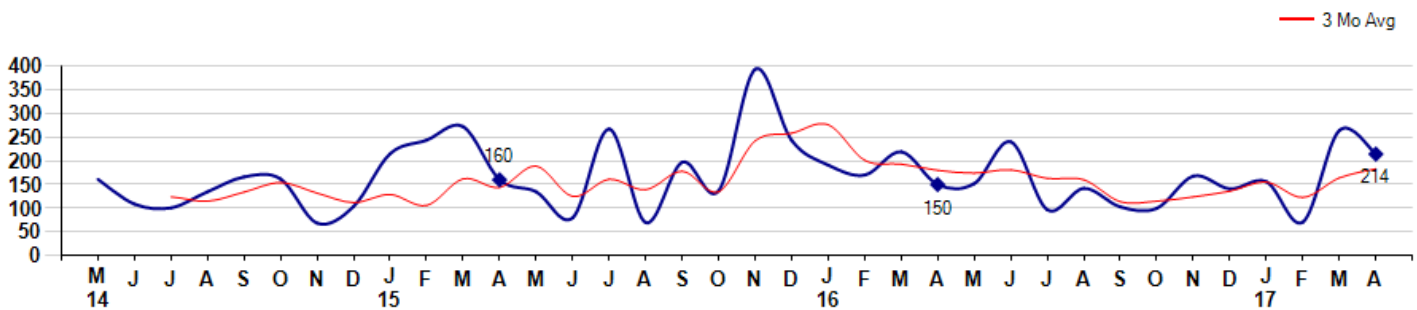
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 April was 214, down -18.9% from 264 days last month and up 42.7% from 150 days in April of last year. The April 2017 DOM was at its highest level compared with April of 2016 and 2015.

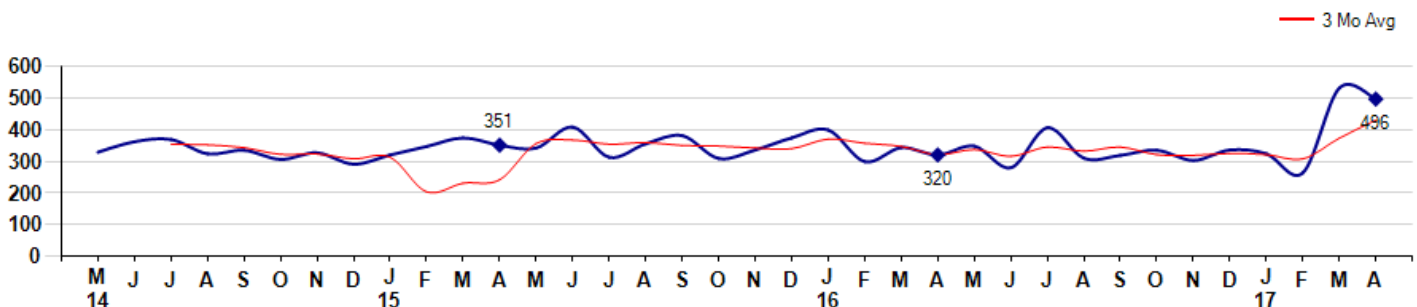
Average Days on Market(Listing to Contract) for properties sold during the month



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 April 2017 Selling Price per Square Foot of \$496 was down -6.6% from \$531 last month and up 55.0% from \$320 in April of last year.

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



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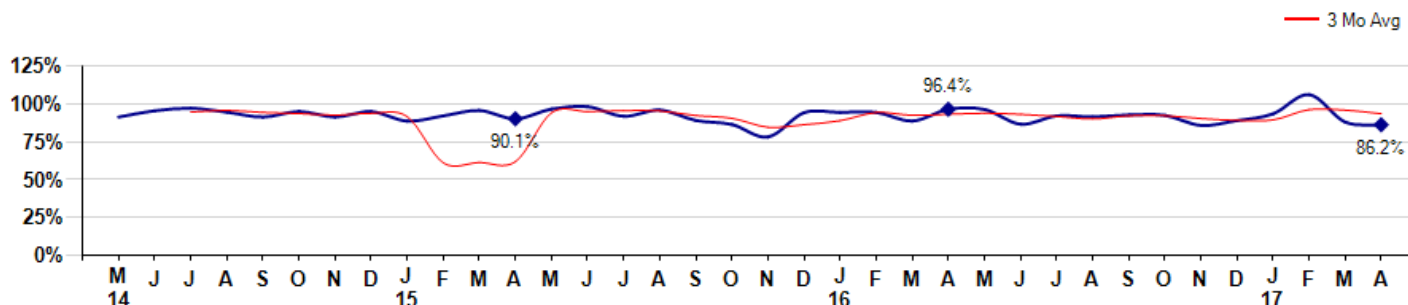


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Selling Price vs Listing Price

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 April 2017 Selling Price vs List Price of 86.2% was down from 88.0% last month and down from 96.4% in April of last year.

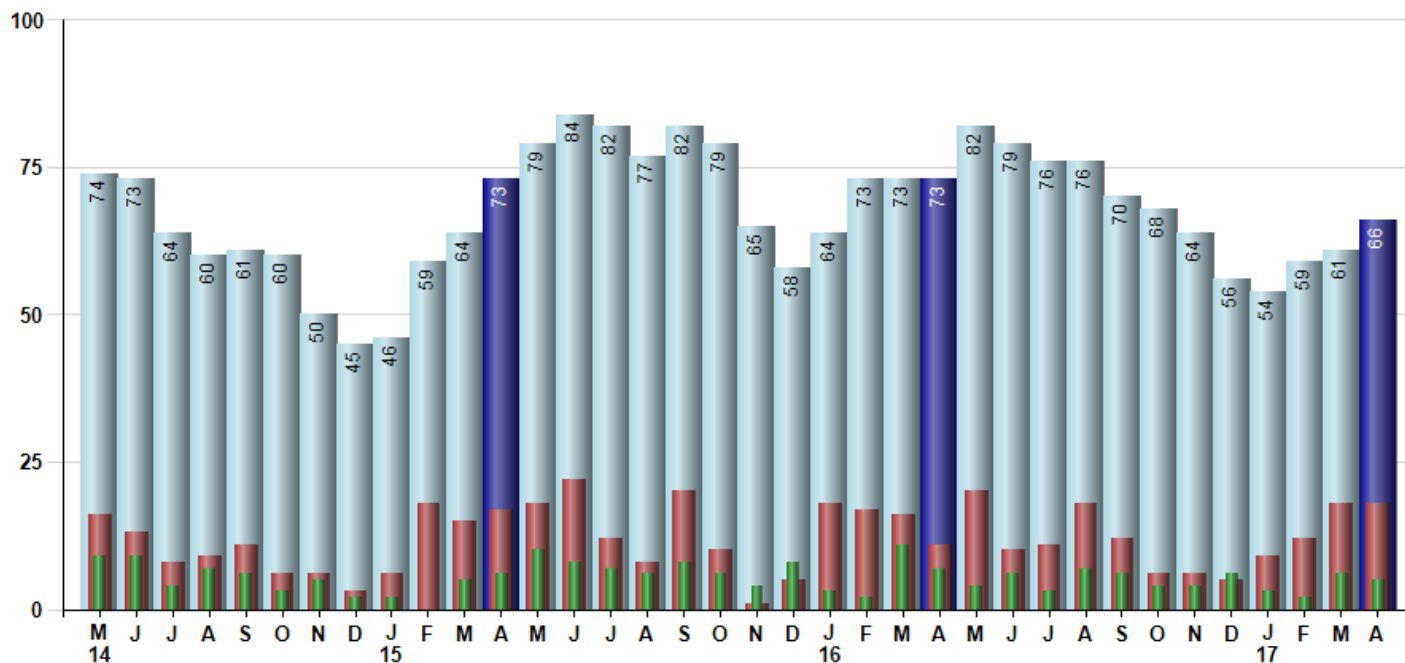
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 April 2017 was 18, equal to 18 last month and up 63.6% from 11 in April of last year.

Inventory (light blue), New Listings (red), Sold (green)



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