

MLS Area: Southport



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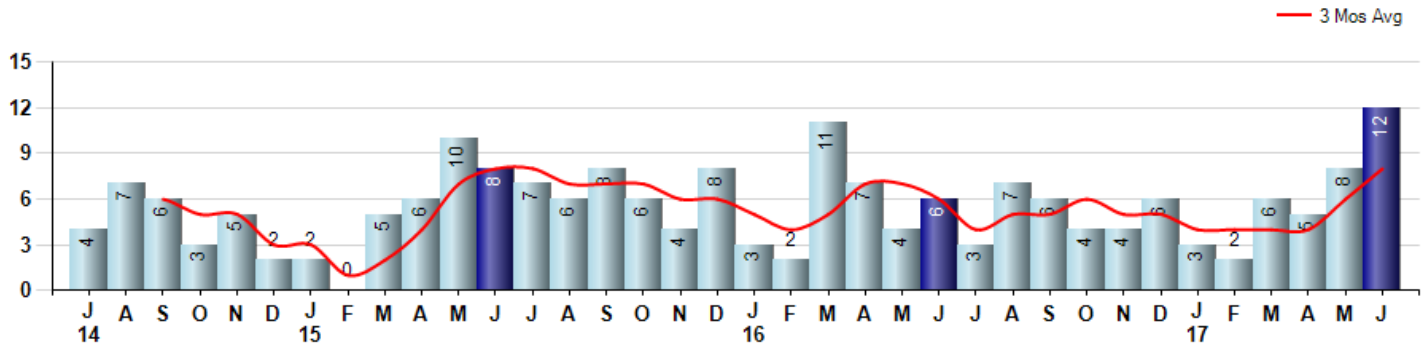
Price Range: 0 to 999999999 | Properties: Single Family Home

| Market Profile & Trends Overview | Trending Versus*: | | | | | Trending Versus*: | | |
|--|-------------------|------|------|------|------|-------------------|----------|-----------|
| | Month | LM | L3M | PYM | LY | YTD | PriorYTD | PriorYear |
| Median List Price of all Current Listings | \$995,000 | -5% | | -9% | | | | |
| Average List Price of all Current Listings | \$1,461,242 | -1% | | -3% | | | | |
| June Median Sales Price | \$804,500 | -23% | -24% | -14% | -3% | \$925,000 | 5% | 11% |
| June Average Sales Price | \$904,115 | -18% | -28% | -3% | -3% | \$1,179,402 | 22% | 27% |
| Total Properties Currently for Sale (Inventory) | 65 | -13% | | -18% | | | | |
| June Number of Properties Sold | 12 | 50% | | 100% | | | 9% | |
| June Average Days on Market (Solds) | 113 | -28% | -34% | -53% | -30% | 163 | -16% | 1% |
| Asking Price per Square Foot (based on New Listings) | \$324 | -17% | -18% | -30% | -17% | \$395 | -4% | 1% |
| June Sold Price per Square Foot | \$373 | 28% | -7% | 33% | 13% | \$388 | 18% | 18% |
| June Month's Supply of Inventory | 5.4 | -42% | -44% | -59% | -67% | 14.4 | -21% | -13% |
| June Sale Price vs List Price Ratio | 95.1% | 2.0% | 4% | 10% | 4.2% | 92.7% | 1.1% | 1.6% |

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

Property Sales

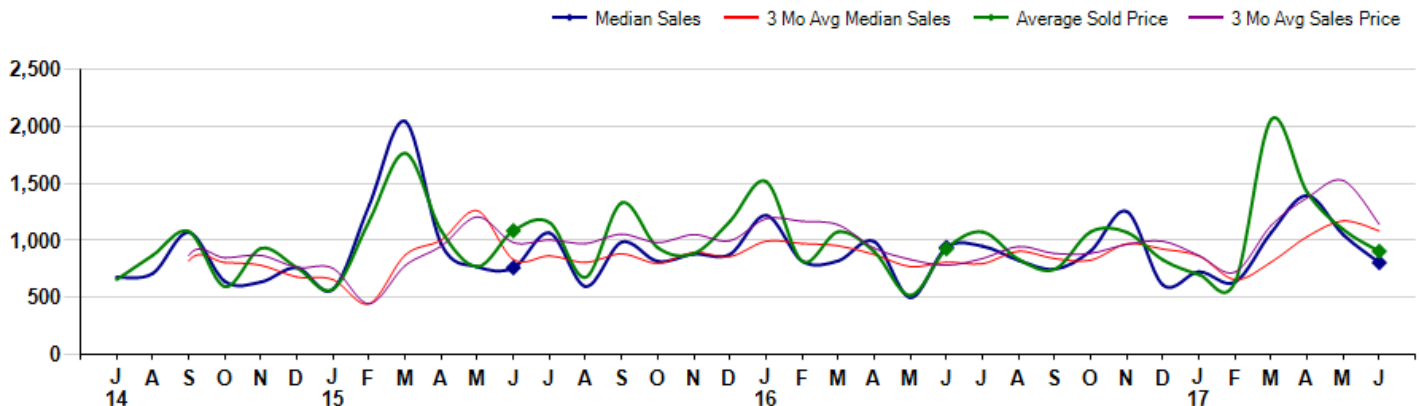
June Property sales were 12, up 100.0% from 6 in June of 2016 and 50.0% higher than the 8 sales last month. June 2017 sales were at their highest level compared to June of 2016 and 2015. June YTD sales of 36 are running 9.1% ahead of last year's year-to-date sales of 33.



Prices

The Median Sales Price in June was \$804,500, down -14.3% from \$939,250 in June of 2016 and down -23.4% from \$1,050,000 last month. The Average Sales Price in June was \$904,115, down -2.5% from \$927,333 in June of 2016 and down -17.5% from \$1,095,438 last month. June 2017 ASP was at the lowest level compared to June of 2016 and 2015.

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



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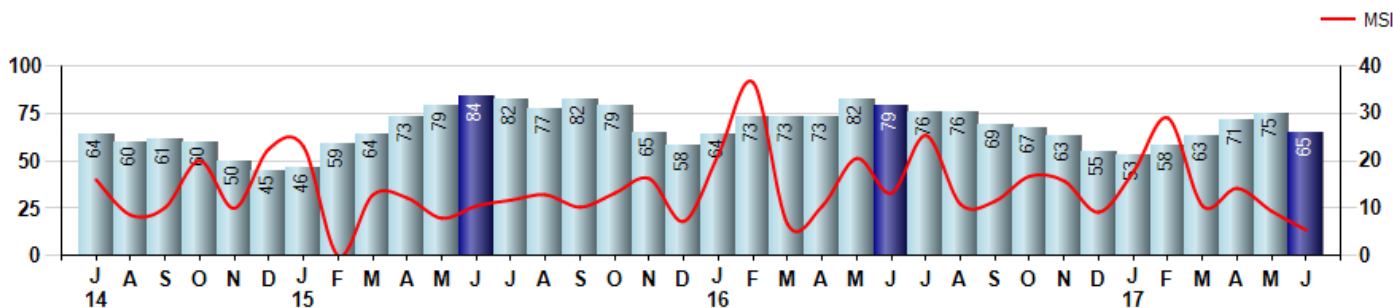
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Inventory & MSI

The Total Inventory of Properties available for sale as of June was 65, down -13.3% from 75 last month and down -17.7% from 79 in June of last year. June 2017 Inventory was at the lowest level compared to June of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The June 2017 MSI of 5.4 months was at its lowest level compared with June of 2016 and 2015.

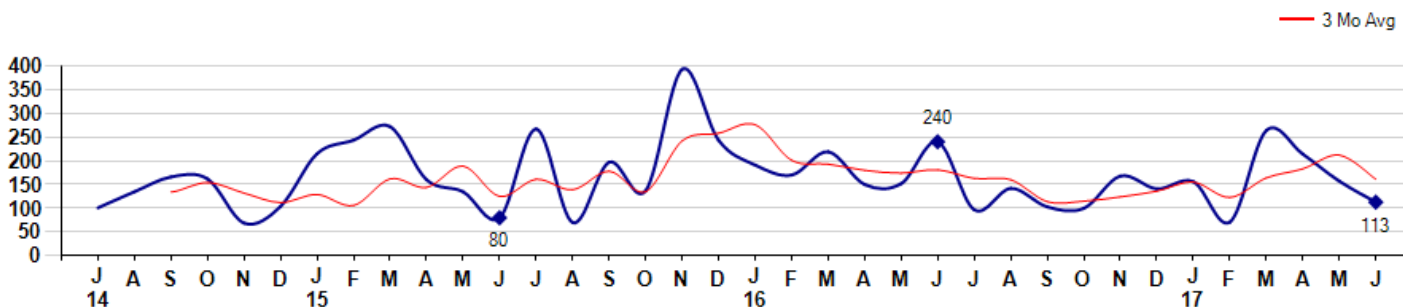
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 June was 113, down -28.0% from 157 days last month and down -52.9% from 240 days in June of last year. The June 2017 DOM was at a mid range compared with June of 2016 and 2015.

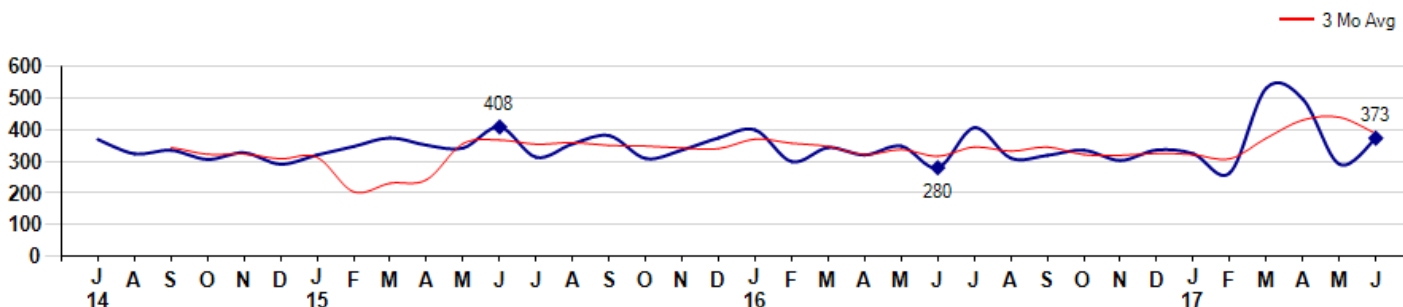
Average Days on Market(Listing to Contract) for properties sold during the month



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 June 2017 Selling Price per Square Foot of \$373 was up 28.2% from \$291 last month and up 33.2% from \$280 in June of last year.

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



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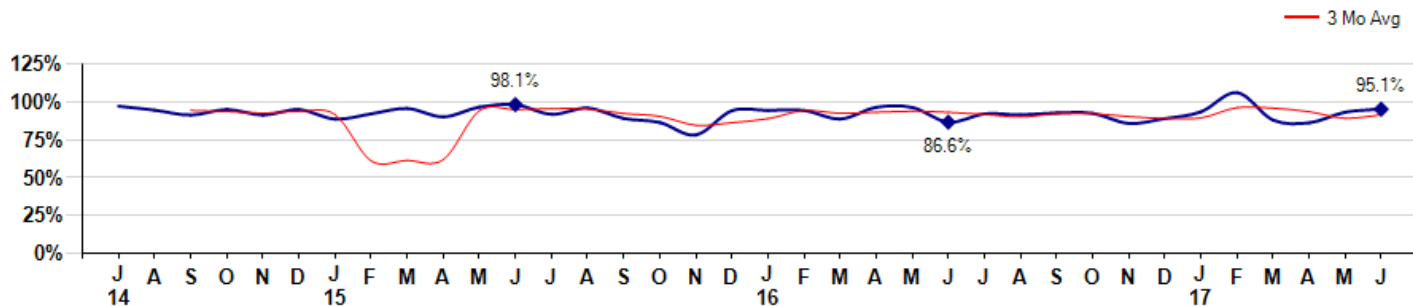


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Selling Price vs Listing Price

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 June 2017 Selling Price vs List Price of 95.1% was up from 93.2% last month and up from 86.6% in June of last year.

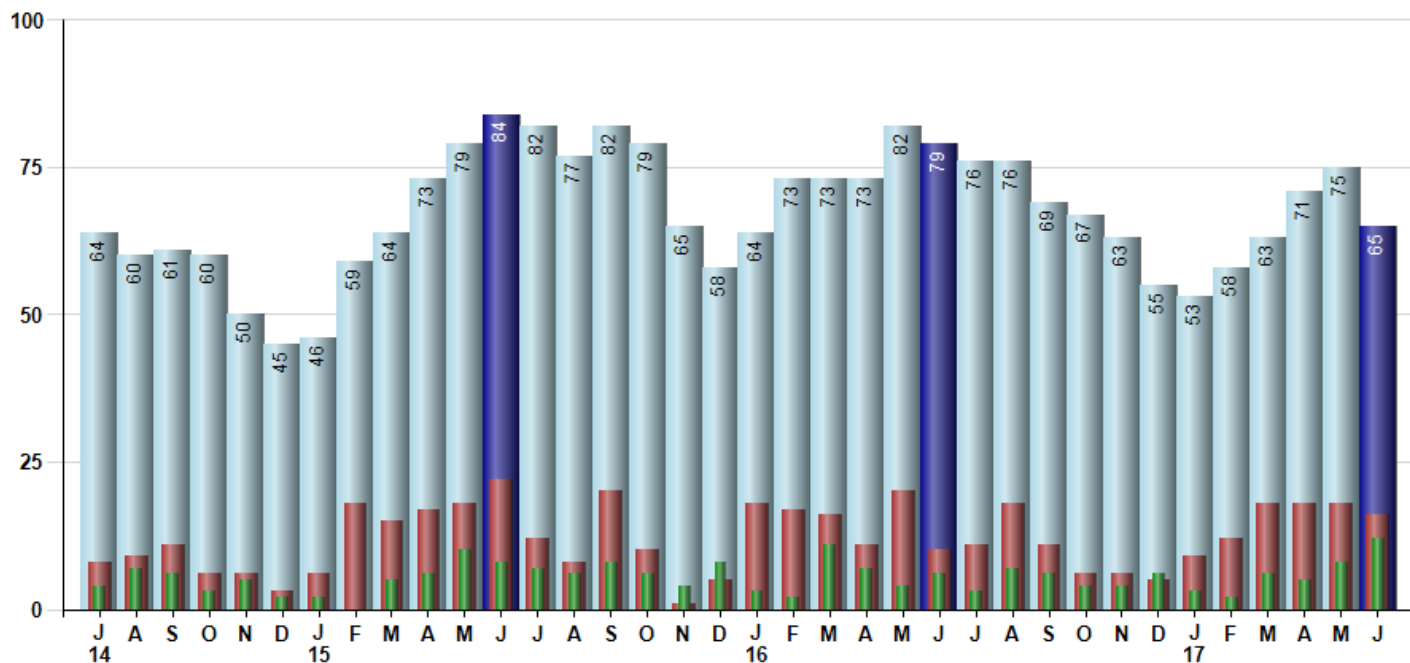
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 June 2017 was 16, down -11.1% from 18 last month and up 60.0% from 10 in June of last year.

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



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