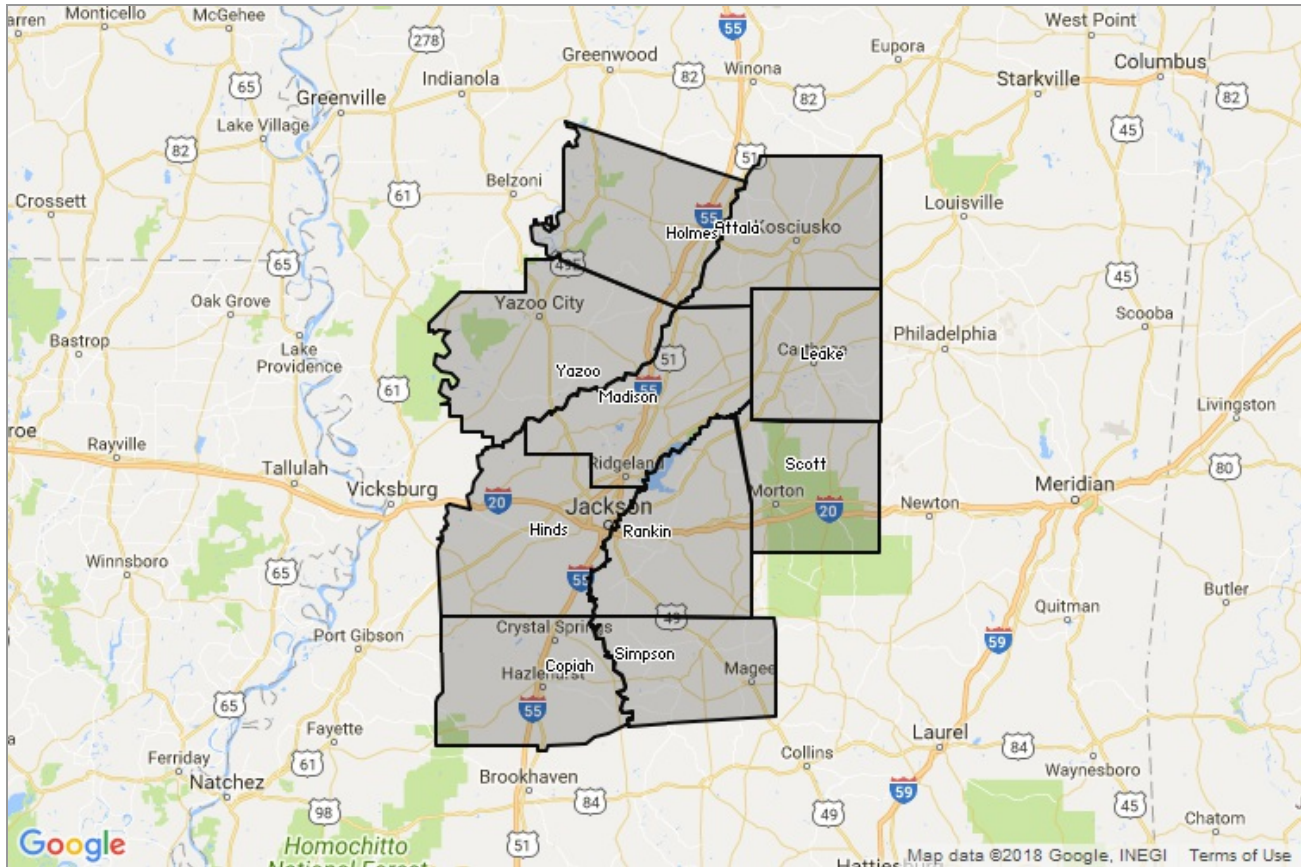


# Monthly Market Data Report



## Report Characteristics

**Report Name:**  
Monthly Market Data Report

**Report Date Range:**  
12/2016 – 12/2017

**Filters Used:**  
Location

**Avg/Med:** Avg Only

**Include Metrics By:** County

**Run Date:** 01/07/2018

**Scheduled:** Yes

Presented by

**Central Mississippi MLS, Inc.**

(601) 948-1332

<http://centralsmsrealtors.org/>

PO Box 1047  
Jackson, MS 39215

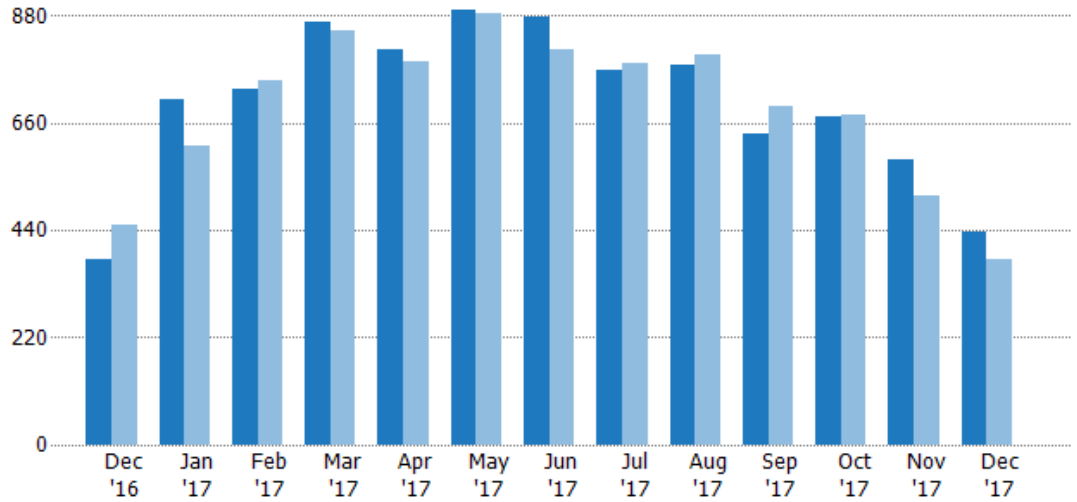
## New Listings

The number of new single-family, condominium and townhome listings that were added each month.

**Filters Used**

MLS: Central Mississippi MLS, Inc.  
County: 10 Selected

Month/Year	Count	% Chg.
Dec '17	438	15%
Dec '16	381	-15.5%
Dec '15	451	-10%



	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17
Current Year	381	710	730	868	810	891	878	770	780	637	672	585	438
Prior Year	451	612	746	850	788	884	812	784	799	693	676	512	381
Percent Change from Prior Year	-16%	16%	-2%	2%	3%	1%	8%	-2%	-2%	-8%	-1%	14%	15%

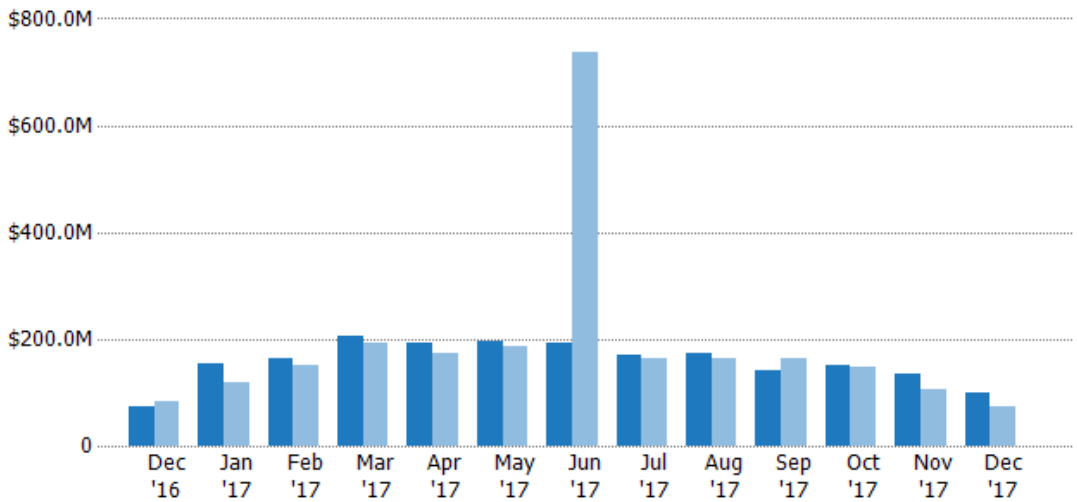
## New Listing Volume

The sum of the listing price of single-family, condominium and townhome listings that were added each month.

**Filters Used**

MLS: Central Mississippi MLS, Inc.  
County: 10 Selected

Month/Year	Volume	% Chg.
Dec '17	\$99.2M	33.3%
Dec '16	\$74.5M	-11.4%
Dec '15	\$84M	-11.8%



	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17
Current Year	\$74.5M	\$155M	\$165M	\$207M	\$192M	\$196M	\$192M	\$171M	\$175M	\$141M	\$152M	\$133M	\$99.2M
Prior Year	\$84M	\$119M	\$152M	\$192M	\$175M	\$186M	\$36M	\$164M	\$164M	\$163M	\$149M	\$106M	\$74.5M
Percent Change from Prior Year	-11%	30%	9%	8%	10%	5%	-74%	4%	7%	-13%	2%	25%	33%

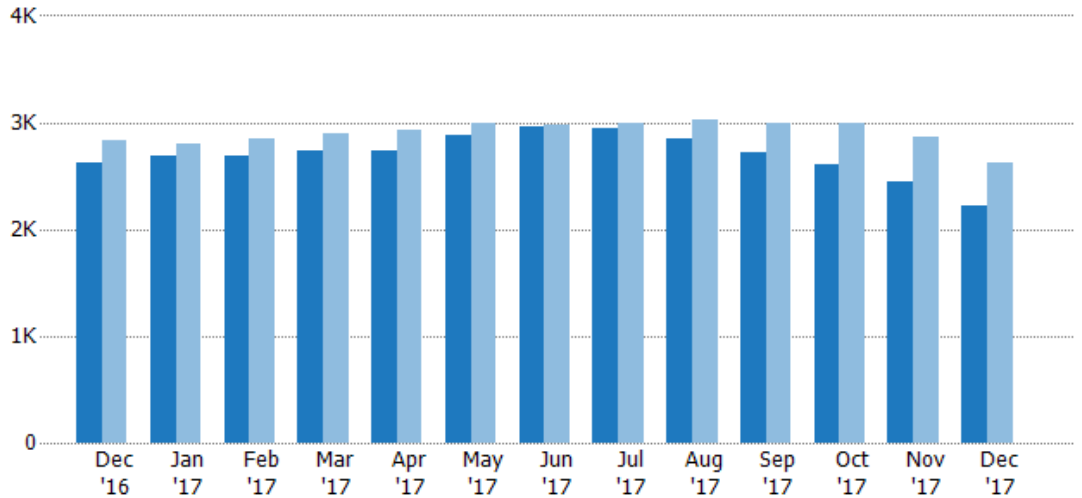
## Active Listings

The number of active single-family, condominium and townhome listings at the end of each month.

**Filters Used**

MLS: Central Mississippi MLS, Inc.  
County: 10 Selected

Month/Year	Count	% Chg.
Dec '17	2.22K	-15.5%
Dec '16	2.63K	-7.2%
Dec '15	2.83K	8.8%



Current Year	2.63K	2.69K	2.68K	2.73K	2.73K	2.88K	2.96K	2.94K	2.85K	2.72K	2.6K	2.45K	2.22K
Prior Year	2.83K	2.8K	2.84K	2.9K	2.93K	3K	2.98K	3K	3.03K	2.99K	2.99K	2.86K	2.63K
Percent Change from Prior Year	-7%	-4%	-6%	-6%	-7%	-4%	-1%	-2%	-6%	-9%	-13%	-14%	-15%

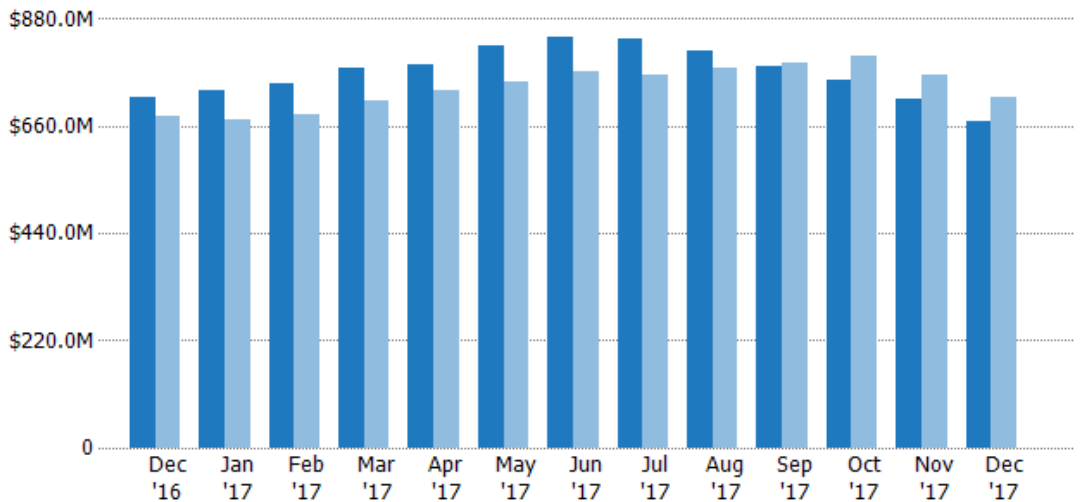
## Active Listing Volume

The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.

**Filters Used**

MLS: Central Mississippi MLS, Inc.  
County: 10 Selected

Month/Year	Volume	% Chg.
Dec '17	\$669M	-6.8%
Dec '16	\$718M	5.4%
Dec '15	\$681M	2.5%



Current Year	\$718M	\$735M	\$747M	\$779M	\$787M	\$826M	\$843M	\$840M	\$815M	\$785M	\$755M	\$716M	\$669M
Prior Year	\$681M	\$674M	\$686M	\$713M	\$733M	\$751M	\$772M	\$766M	\$780M	\$791M	\$803M	\$765M	\$718M
Percent Change from Prior Year	5%	9%	9%	9%	7%	10%	9%	10%	4%	-1%	-6%	-6%	-7%

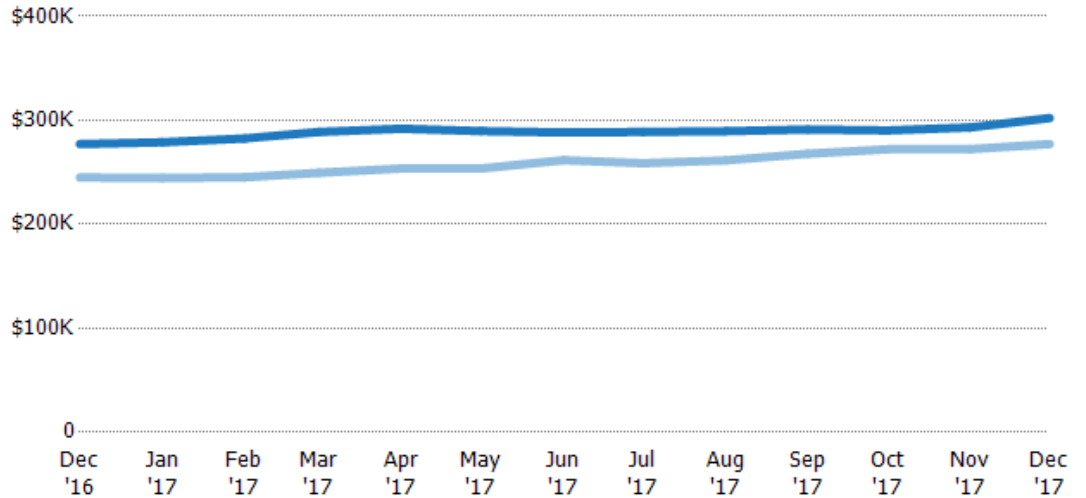
## Average Listing Price

The average listing price of active single-family, condominium and townhome listings at the end of each month.

**Filters Used**

MLS: Central Mississippi MLS, Inc.  
County: 10 Selected

Month/Year	Price	% Chg.
Dec '17	\$302K	9%
Dec '16	\$277K	13.1%
Dec '15	\$245K	-6%



	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17
Current Year	\$277K	\$279K	\$283K	\$289K	\$292K	\$290K	\$288K	\$289K	\$289K	\$291K	\$290K	\$293K	\$302K
Prior Year	\$245K	\$245K	\$245K	\$250K	\$254K	\$254K	\$262K	\$259K	\$261K	\$268K	\$272K	\$272K	\$277K
Percent Change from Prior Year	13%	14%	15%	16%	15%	14%	10%	12%	11%	9%	7%	8%	9%

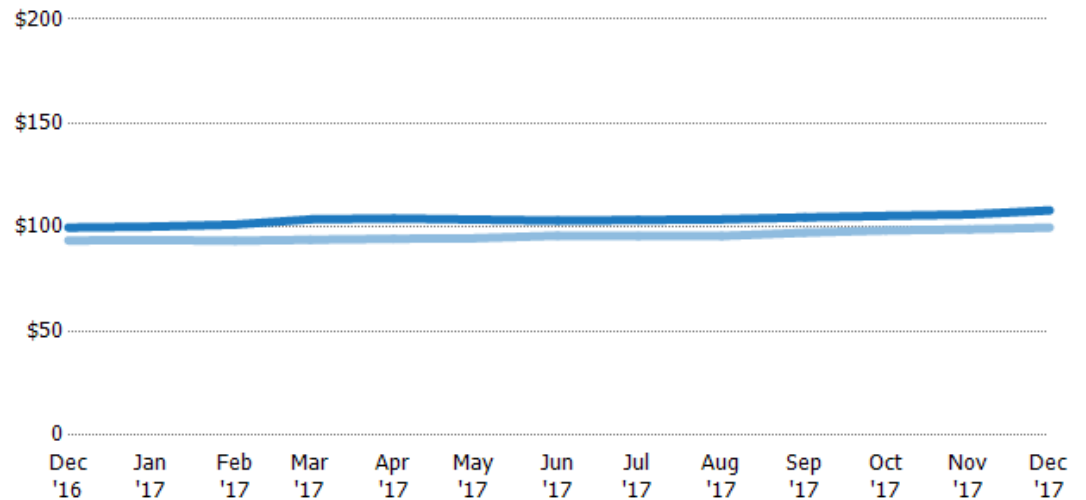
## Average Listing Price per Sq Ft

The average of listing prices divided by the living area of homes on market at the end of each month.

**Filters Used**

MLS: Central Mississippi MLS, Inc.  
County: 10 Selected

Month/Year	Price/sq ft	% Chg.
Dec '17	\$108	8.3%
Dec '16	\$100	6.6%
Dec '15	\$93.7	-4%



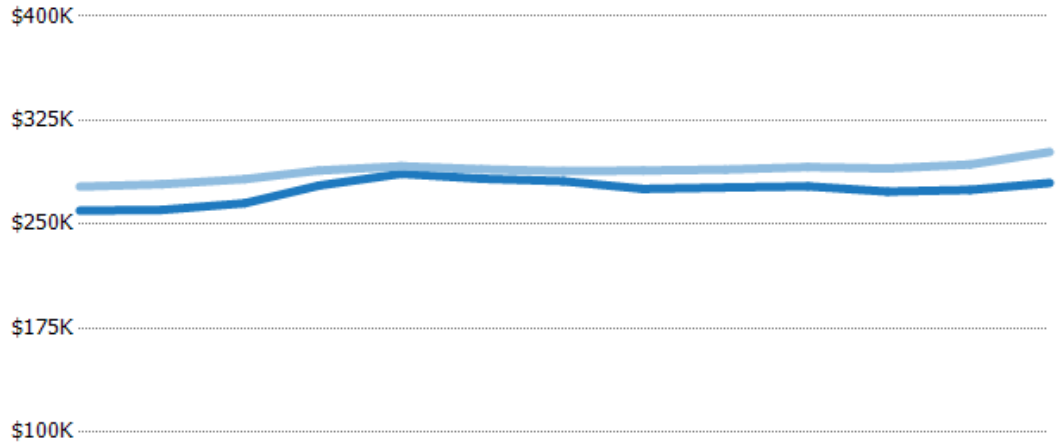
	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17
Current Year	\$100	\$100	\$101	\$104	\$104	\$104	\$103	\$104	\$104	\$105	\$105	\$106	\$108
Prior Year	\$93.7	\$93.8	\$93.5	\$94	\$94.5	\$94.7	\$96	\$95.8	\$95.8	\$97.4	\$98.5	\$99	\$100
Percent Change from Prior Year	7%	7%	8%	10%	10%	9%	8%	8%	8%	8%	7%	7%	8%

### Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.

Filters Used

MLS: Central Mississippi MLS, Inc.  
County: 10 Selected

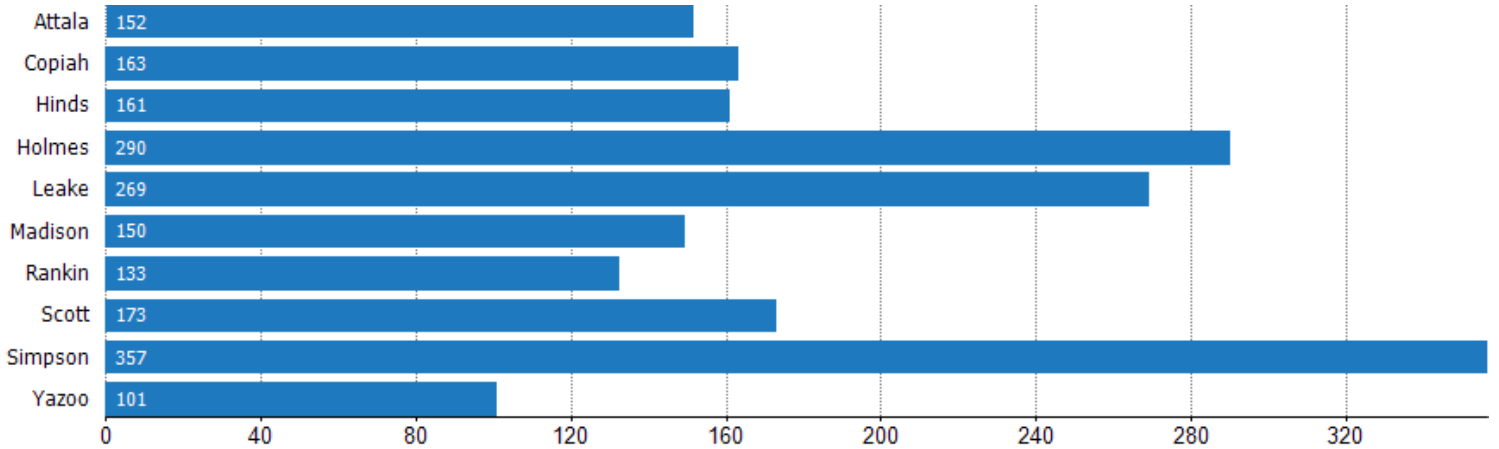


	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17
Avg Est Value	\$260K	\$260K	\$265K	\$278K	\$286K	\$283K	\$281K	\$276K	\$277K	\$277K	\$274K	\$275K	\$280K
Avg Listing Price	\$277K	\$279K	\$283K	\$289K	\$292K	\$290K	\$288K	\$289K	\$289K	\$291K	\$290K	\$293K	\$302K
Avg Listing Price as a % of Avg Est Value	107%	107%	107%	104%	102%	102%	103%	105%	105%	105%	106%	107%	108%

### Average Days in RPR (By County)

The average number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR by county.

Filters Used: MLS: Central Mississippi MLS, Inc.; County: 10 Selected



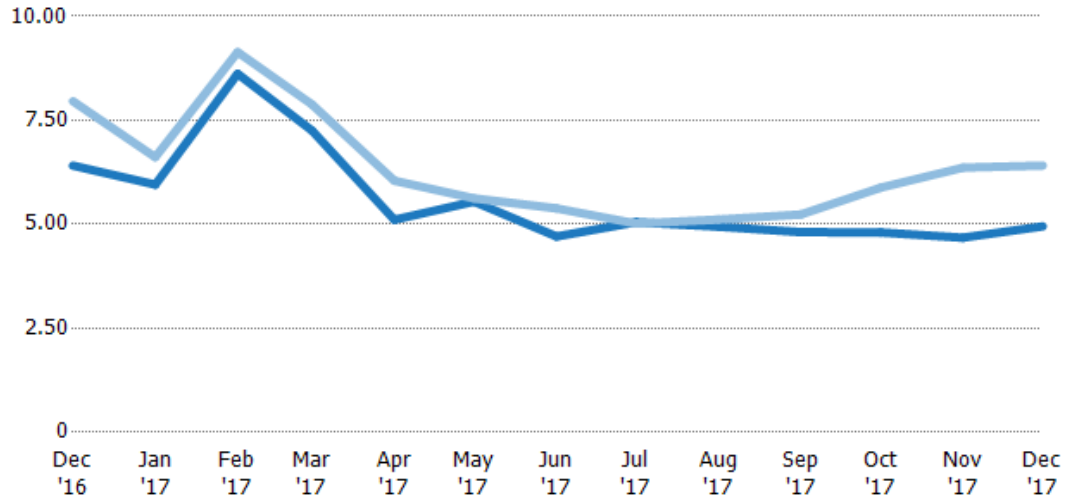
## Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

**Filters Used**

MLS: Central Mississippi MLS, Inc.  
County: 10 Selected

Month/Year	Months	% Chg.
Dec '17	4.95	-22.8%
Dec '16	6.41	-19.4%
Dec '15	7.96	15.6%



Current Year	6.41	5.95	8.62	7.25	5.11	5.54	4.71	5.05	4.94	4.81	4.8	4.68	4.95
Prior Year	7.96	6.61	9.14	7.88	6.05	5.62	5.38	5.02	5.11	5.23	5.88	6.36	6.41
Percent Change from Prior Year	-19%	-10%	-6%	-8%	-16%	-1%	-13%	1%	-3%	-8%	-18%	-26%	-23%

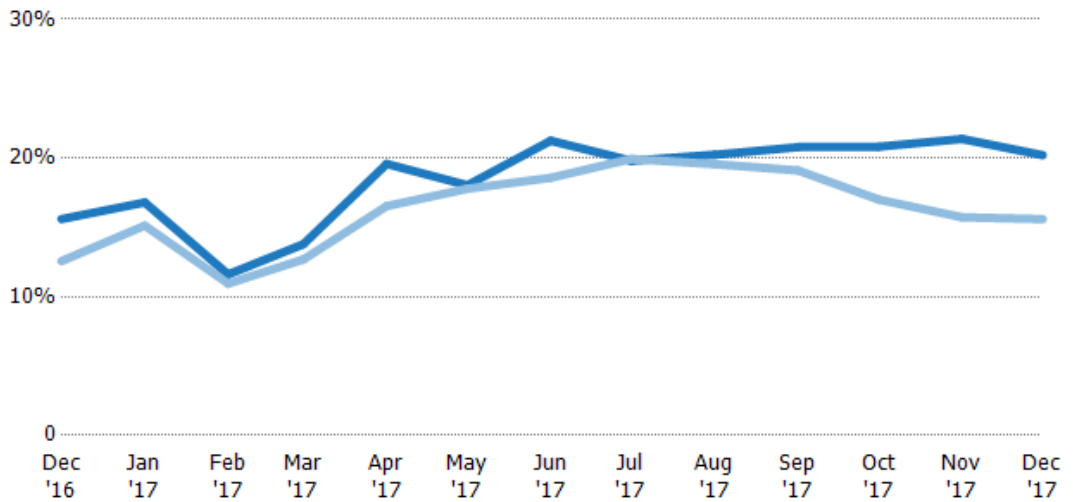
## Absorption Rate

The percentage of inventory sold per month.

**Filters Used**

MLS: Central Mississippi MLS, Inc.  
County: 10 Selected

Month/Year	Rate	Chg.
Dec '17	20%	-4.6%
Dec '16	16%	-3%
Dec '15	13%	-13.5%

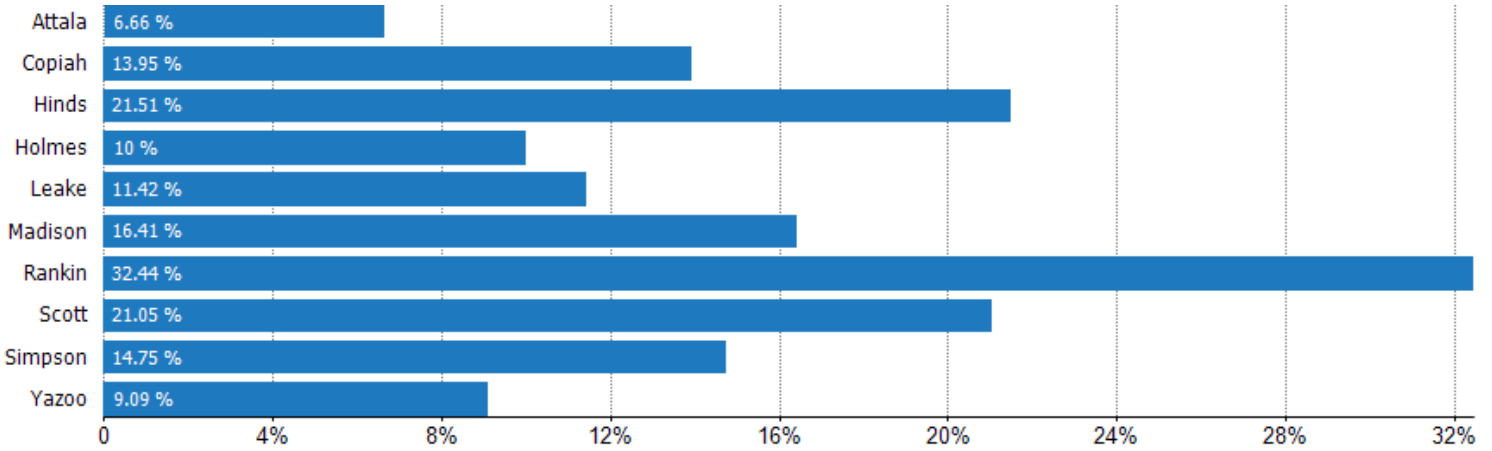


Current Year	16%	17%	12%	14%	20%	18%	21%	20%	20%	21%	21%	21%	20%
Prior Year	13%	15%	11%	13%	17%	18%	19%	20%	20%	19%	17%	16%	16%
Change from Prior Year	-3%	-2%	-1%	-1%	-3%	0%	-3%	0%	-1%	-2%	-4%	-6%	-5%

## Absorption Rate (By County)

The percentage of the inventory sold during the last month by county.

Filters Used: MLS: Central Mississippi MLS, Inc.; County: 10 Selected



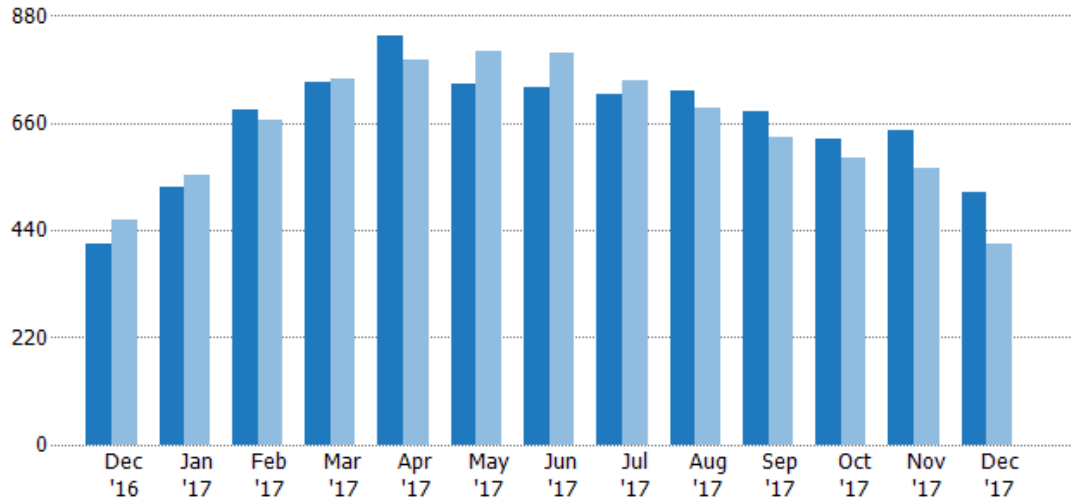
## Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were available at the end each month.

### Filters Used

MLS: Central Mississippi MLS, Inc.  
County: 10 Selected

Month/Year	Count	% Chg.
Dec '17	518	26%
Dec '16	411	-11.2%
Dec '15	463	-17.7%



Current Year	411	527	689	744	838	741	734	721	726	683	628	646	518
Prior Year	463	554	666	751	791	809	803	747	692	630	587	567	411
Percent Change from Prior Year	-11%	-5%	3%	-1%	6%	-8%	-9%	-3%	5%	8%	7%	14%	26%

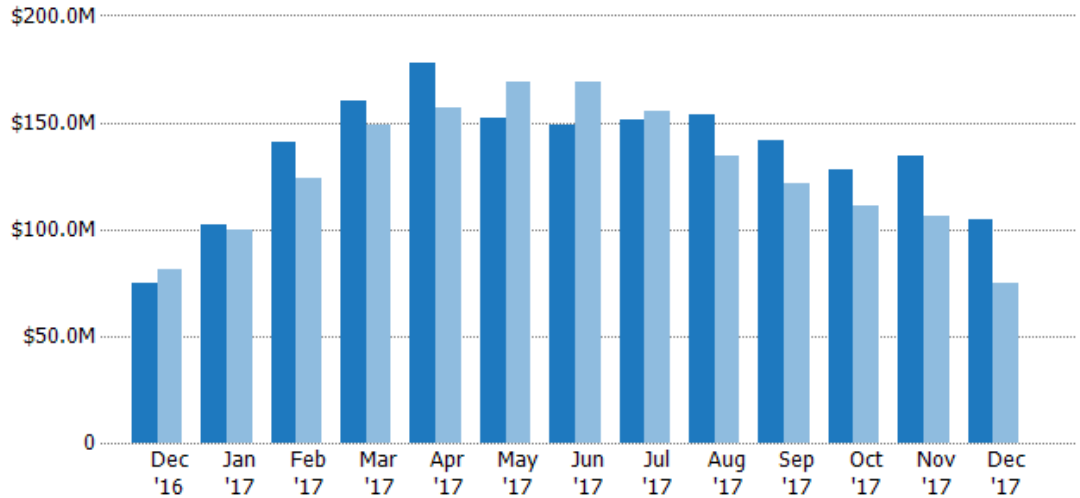
## Pending Sales Volume

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were available at the end of each month.

**Filters Used**

MLS: Central Mississippi MLS, Inc.  
County: 10 Selected

Month/Year	Volume	% Chg.
Dec '17	\$104M	39.2%
Dec '16	\$74.9M	-7.8%
Dec '15	\$81.3M	-17.9%



Current Year	\$74.9M	\$103M	\$141M	\$160M	\$178M	\$152M	\$149M	\$152M	\$154M	\$142M	\$128M	\$135M	\$104M
Prior Year	\$81.3M	\$100M	\$124M	\$149M	\$157M	\$169M	\$169M	\$156M	\$135M	\$121M	\$111M	\$106M	\$74.9M
Percent Change from Prior Year	-8%	2%	14%	8%	13%	-10%	-12%	-3%	14%	17%	15%	27%	39%

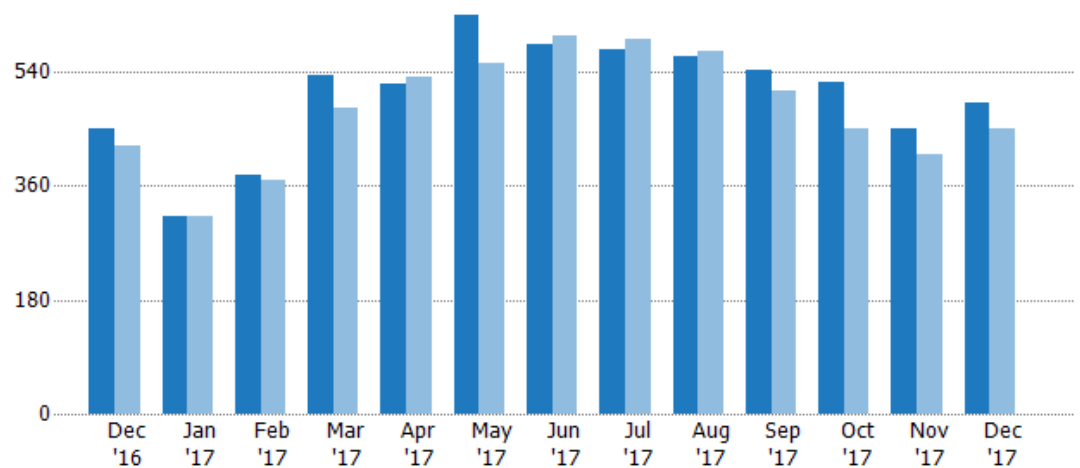
## Closed Sales

The total number of single-family, condominium and townhome properties sold each month.

**Filters Used**

MLS: Central Mississippi MLS, Inc.  
County: 10 Selected

Month/Year	Count	% Chg.
Dec '17	491	8.9%
Dec '16	451	6.4%
Dec '15	424	-2.8%



Current Year	451	311	376	534	520	629	582	576	565	542	524	449	491
Prior Year	424	311	368	484	533	554	597	592	572	509	449	410	451
Percent Change from Prior Year	6%	0%	2%	10%	-2%	14%	-3%	-3%	-1%	6%	17%	10%	9%



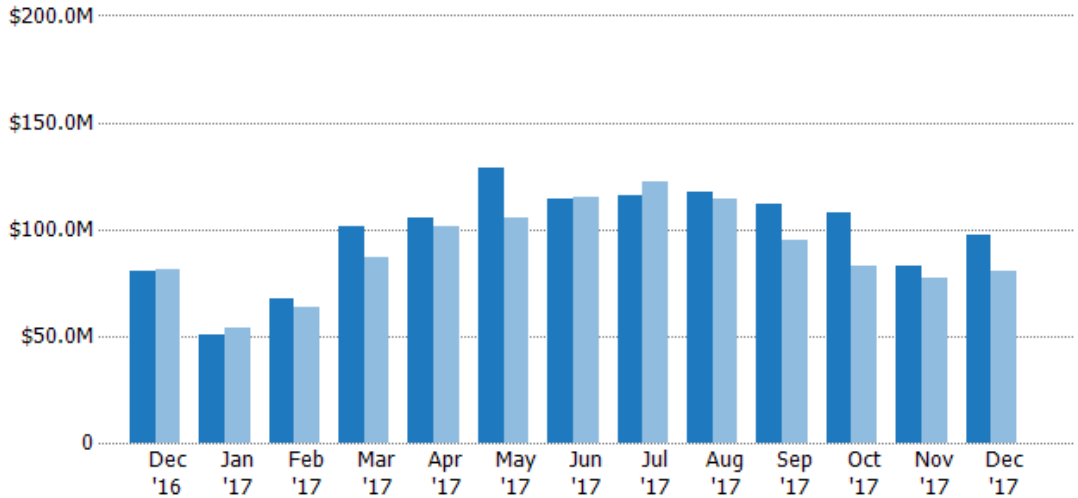
## Closed Sales Volume

The sum of the sales price of single-family, condominium and townhome properties sold each month.

**Filters Used**

MLS: Central Mississippi MLS, Inc.  
County: 10 Selected

Month/Year	Volume	% Chg.
Dec '17	\$97.1M	20.9%
Dec '16	\$80.3M	-1.2%
Dec '15	\$81.3M	-8.7%



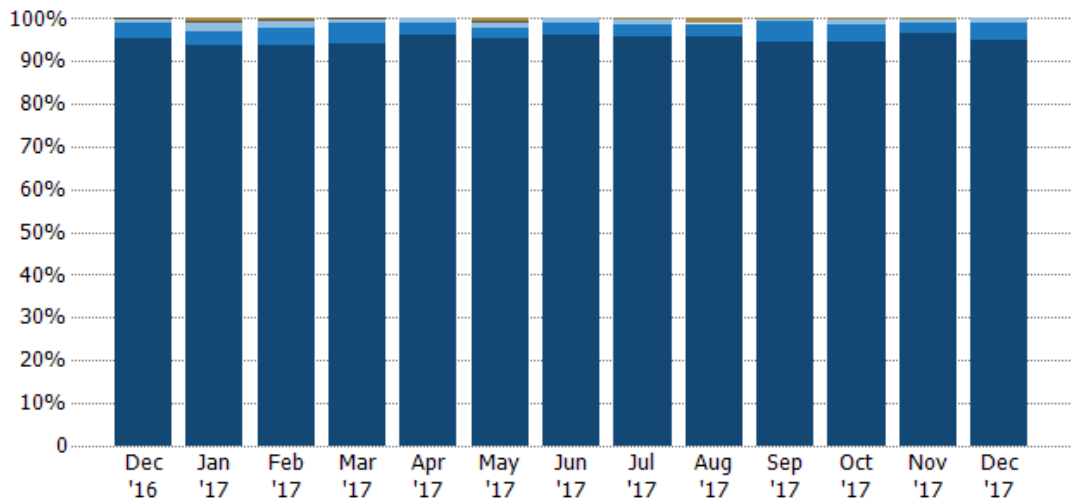
	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17
Current Year	\$80.3M	\$50.4M	\$67.7M	\$101M	\$105M	\$129M	\$114M	\$115M	\$118M	\$112M	\$108M	\$83M	\$97.1M
Prior Year	\$81.3M	\$54M	\$63.5M	\$86.4M	\$102M	\$105M	\$115M	\$122M	\$114M	\$94.5M	\$82.8M	\$77.4M	\$80.3M
Percent Change from Prior Year	-1%	-7%	7%	17%	3%	23%	-1%	-6%	3%	18%	30%	7%	21%

## Closed Sales by Property Type

The percentage of single-family, condominium and townhome properties sold each month by property type.

**Filters Used**

MLS: Central Mississippi MLS, Inc.  
County: 10 Selected

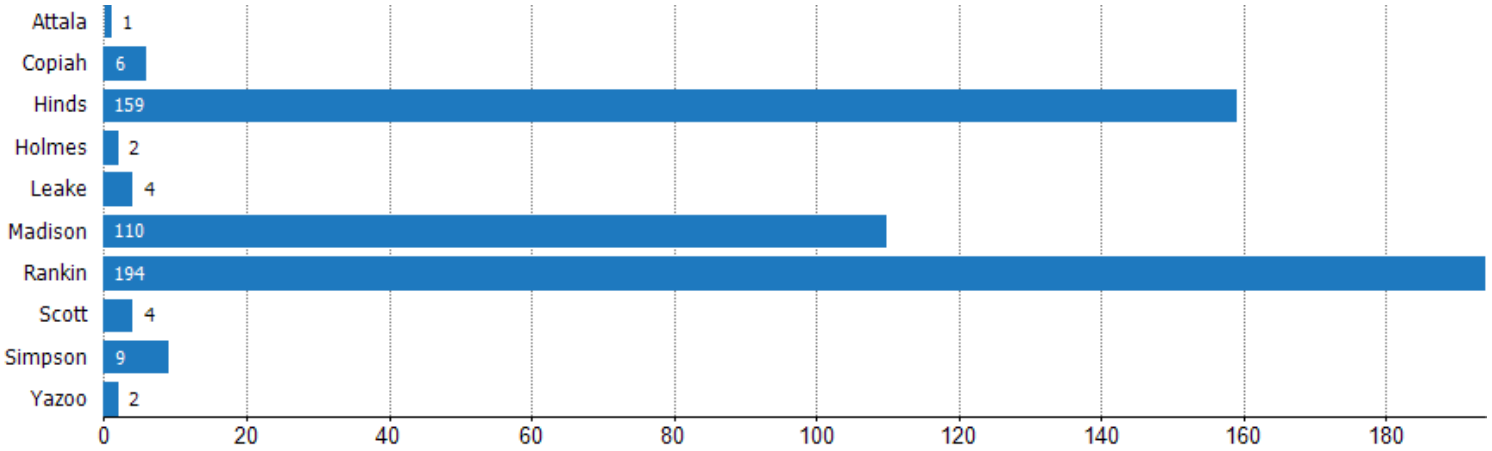


	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17
Other	-	1%	0%	-	-	1%	-	0%	1%	0%	0%	0%	-
Lot/Land	0%	0%	1%	0%	-	0%	-	-	-	-	-	-	-
Multifamily/Multiplex	-	-	-	-	-	-	-	-	0%	-	-	-	-
Mobile/Manufactured	1%	2%	2%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%
Condo/Townhouse	4%	4%	4%	5%	3%	3%	3%	3%	2%	5%	4%	2%	4%
Single Family Residence	95%	94%	94%	94%	96%	95%	96%	96%	96%	95%	95%	97%	95%

## Closed Sales (By County)

The total number of single-family, condominium and townhome properties sold during the last month by county.

Filters Used: MLS: Central Mississippi MLS, Inc.; County: 10 Selected

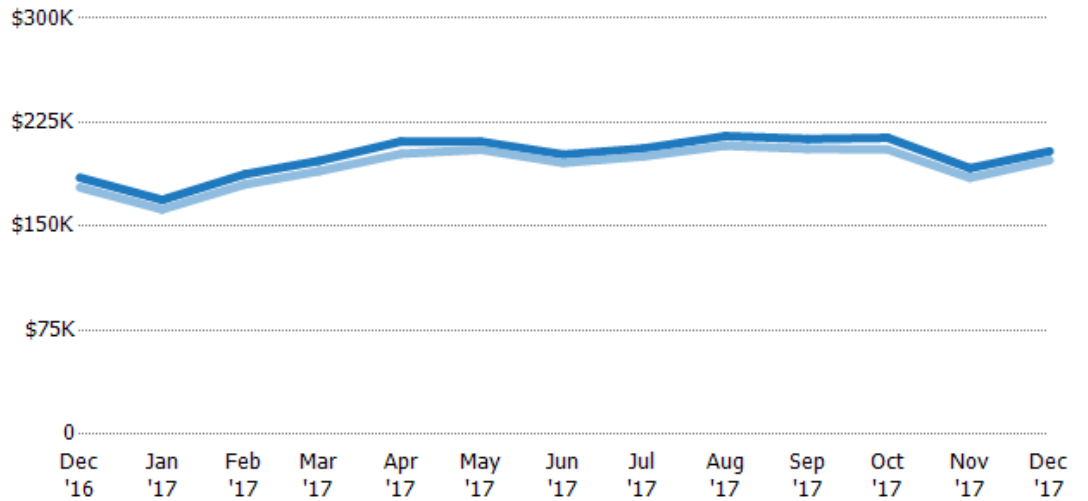


## Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

Filters Used

MLS: Central Mississippi MLS, Inc.  
County: 10 Selected



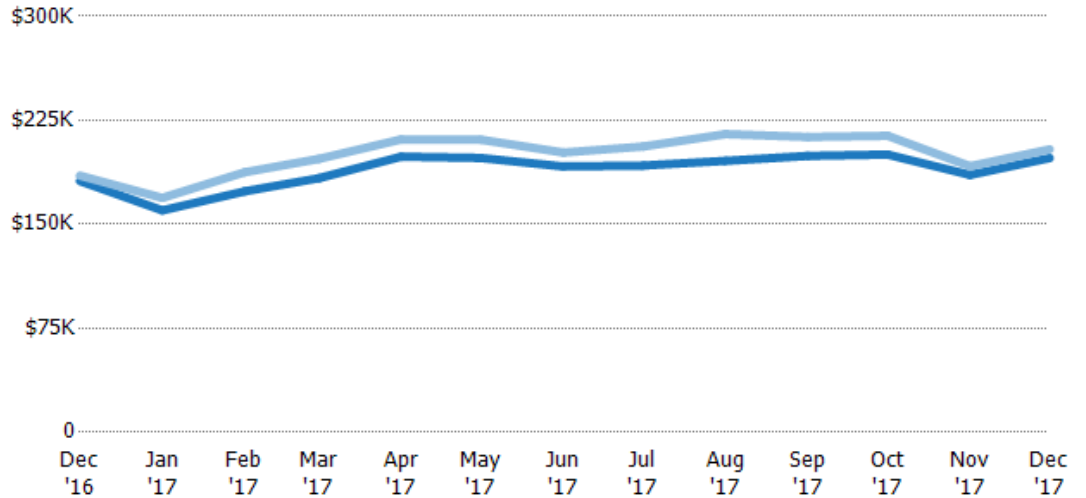
	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17
Avg List Price	\$185K	\$169K	\$188K	\$197K	\$211K	\$211K	\$202K	\$206K	\$215K	\$213K	\$214K	\$192K	\$204K
Avg Sales Price	\$178K	\$162K	\$180K	\$190K	\$202K	\$205K	\$196K	\$200K	\$208K	\$206K	\$205K	\$185K	\$198K
Avg Sales Price as a % of Avg List Price	96%	96%	96%	96%	96%	97%	97%	97%	97%	97%	96%	96%	97%

## Average Sales Price vs Average Est Value

The average sales price as a percentage of the average AVM or RVM® valuation estimate for properties sold each month.

**Filters Used**

MLS: Central Mississippi MLS, Inc.  
County: 10 Selected



	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17
Avg Est Value	\$181K	\$160K	\$174K	\$183K	\$199K	\$198K	\$192K	\$192K	\$196K	\$199K	\$200K	\$186K	\$198K
Avg Sales Price	\$185K	\$169K	\$188K	\$197K	\$211K	\$211K	\$202K	\$206K	\$215K	\$213K	\$214K	\$192K	\$204K
Avg Sales Price as a % of Avg Est Value	102%	106%	108%	108%	106%	107%	105%	107%	110%	107%	107%	103%	103%

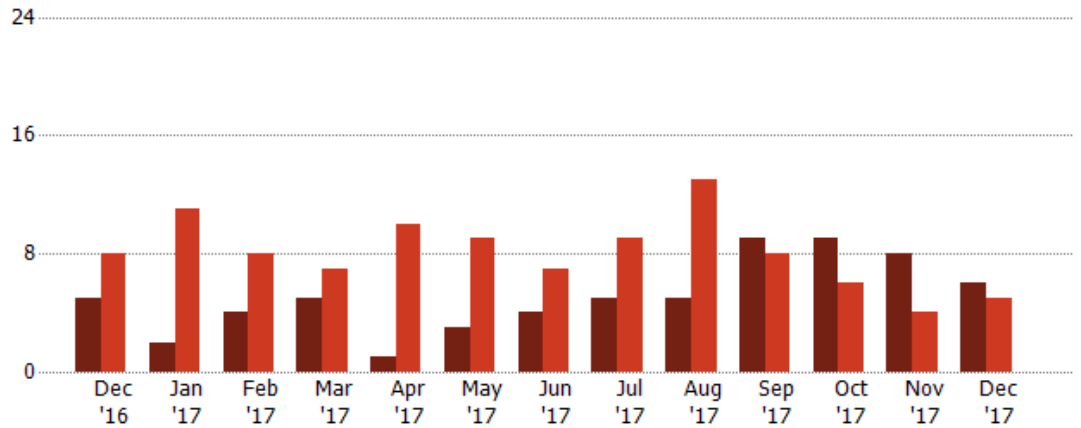
## Distressed Listings

The number of distressed single-family, condominium and townhome properties that were for sale at the end of each month.

**Filters Used**

MLS: Central Mississippi MLS, Inc.  
County: 10 Selected

Month/Year	Count	% Chg.
Dec '17	6	20%
Dec '16	5	-37.5%
Dec '15	8	150%



	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17
Current Year	5	2	4	5	1	3	4	5	5	9	9	8	6
Prior Year	8	11	8	7	10	9	7	9	13	8	6	4	5
Percent Change from Prior Year	-38%	-82%	-50%	-29%	-90%	-67%	-43%	-44%	-62%	13%	50%	100%	20%

## Distressed Listings (By County)

The number of distressed single-family, condominium and townhome properties that were for sale at the end of the last month by county.

Filters Used: MLS: Central Mississippi MLS, Inc.; County: 10 Selected



## Appendix

The metrics that are calculated by RPR® may show the same general trends as those published by other sources (i.e. MLS, Associations or vendors), but because of our processes and parcel-centric approach, some variation may occur. Data sources include MLS's, where licensed, and public records for more in-depth metrics on distressed properties.

### Report Details

**Report Name:** Monthly Market Data Report

**Run Date:** 01/07/2018

**Scheduled:** Yes

**Report Date Range:** From 12/2016 To: 12/2017

### Information Included

- |  |  |
|--|--|
| <input checked="" type="checkbox"/> Include Cover Sheet        | <input checked="" type="checkbox"/> Averages         |
| <input type="checkbox"/> Include Key Metric Summary            | <input checked="" type="checkbox"/> Include Appendix |
| <input checked="" type="checkbox"/> Include Metrics By: County | <input type="checkbox"/> Medians                     |

### Listing Filters

**Property Types:** All

**Sales Types:** All

**Price Range:** None

### Location Filters

**State:** All

**County:** Attala County, Mississippi   Copeiah County, Mississippi   Hinds County, Mississippi  
 Holmes County, Mississippi   Leake County, Mississippi   Madison County, Mississippi  
 Rankin County, Mississippi   Scott County, Mississippi   Simpson County, Mississippi  
 Yazoo County, Mississippi

**ZIP Code:** All

### Listing Activity Charts

- New Listings
- Active Listings
- Average Listing Price
- Average Listing Price per Sq Ft
- Average Listing Price vs Est Value
- Median Days in RPR
- Months of Inventory
- Absorption Rate

### Sales Activity Charts

- Active/Pending/Sold
- New Pending Sales
- Pending Sales
- Closed Sales
- Average Sales Price
- Average Sales Price per Sq Ft
- Average Sales Price vs Listing Price
- Average Sales Price vs Est Value

### Distressed Charts

- Distressed Listings
- Distressed Sales

### Data Tables Using 12/2017 data

- Listing Activity by ZIP
- Listing Activity by Metro Area
- Sales Activity by ZIP
- Sales Activity by Metro Area