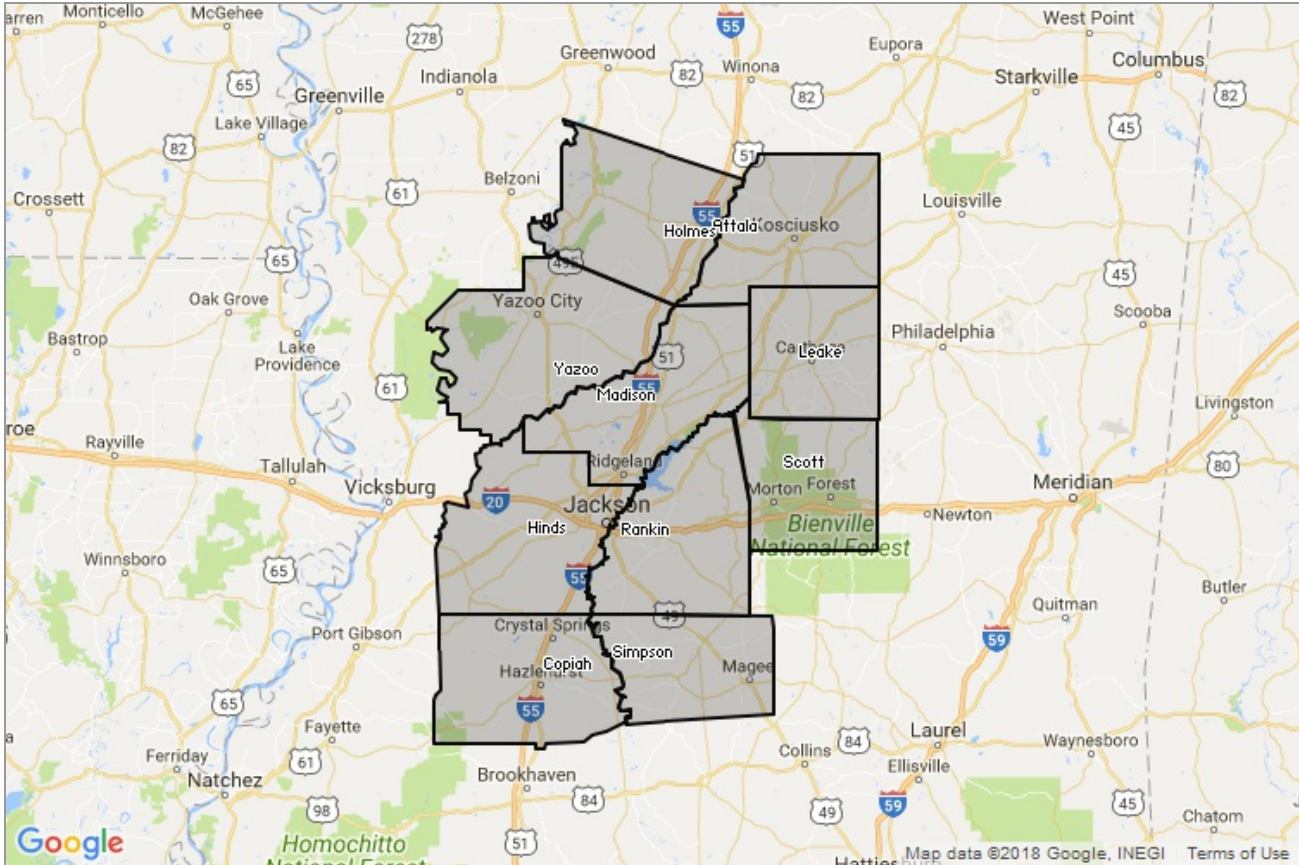


MARKET DATA REPORT

# Monthly Market Data Report



## Report Characteristics

**Report Name:**  
Monthly Market Data Report

**Report Date Range:**  
1/2017 – 1/2018

**Filters Used:**  
Location

**Avg/Med:** Avg Only

**Include Metrics By:** County

**Run Date:** 02/07/2018

**Scheduled:** Yes

Presented by

**Central Mississippi MLS, Inc.**

REALTOR®

(601) 948-1332

<http://centralsmsrealtors.org/>

PO Box 1047  
Jackson, MS 39215

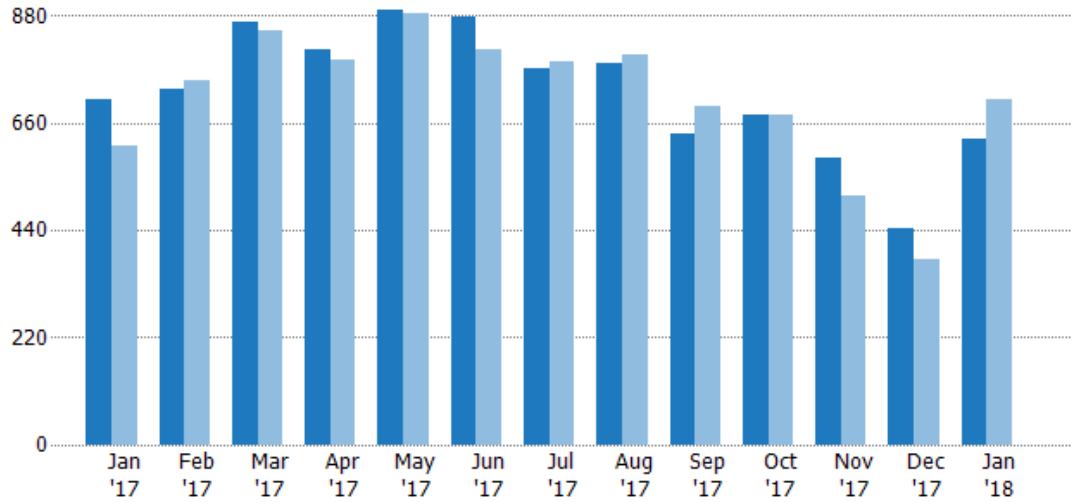
## New Listings

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.
Jan '18	628	-11.5%
Jan '17	710	16%
Jan '16	612	5.1%



	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18
Current Year	710	729	868	810	891	878	772	782	639	677	590	445	628
Prior Year	612	746	850	789	884	812	785	800	693	677	512	381	710
Percent Change from Prior Year	16%	-2%	2%	3%	1%	8%	-2%	-2%	-8%	0%	15%	17%	-12%

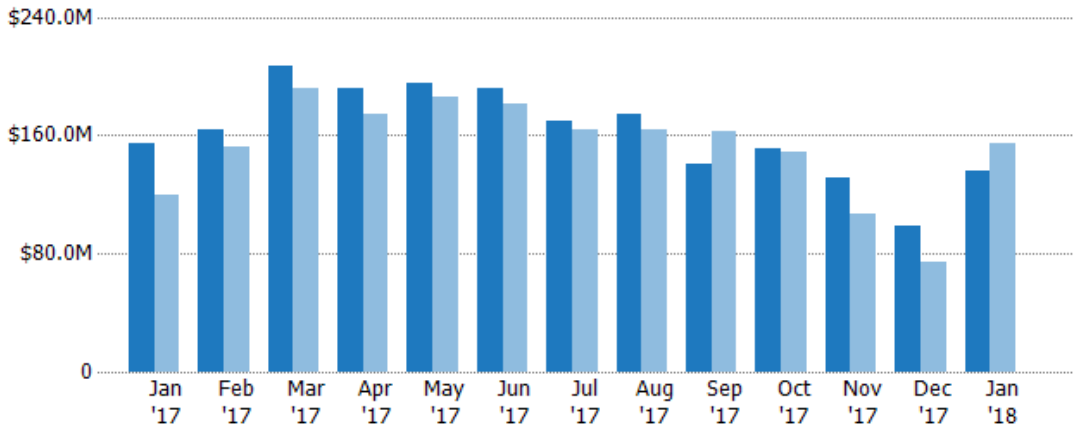
## New Listing Volume

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.
Jan '18	\$136M	-12.3%
Jan '17	\$155M	29.8%
Jan '16	\$119M	15%



	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18
Current Year	\$155M	\$164M	\$207M	\$192M	\$196M	\$192M	\$170M	\$174M	\$141M	\$151M	\$132M	\$98.5M	\$136M
Prior Year	\$119M	\$152M	\$192M	\$175M	\$186M	\$182M	\$164M	\$164M	\$163M	\$149M	\$106M	\$74.4M	\$155M
Percent Change from Prior Year	30%	8%	8%	10%	5%	5%	4%	6%	-13%	1%	24%	32%	-12%

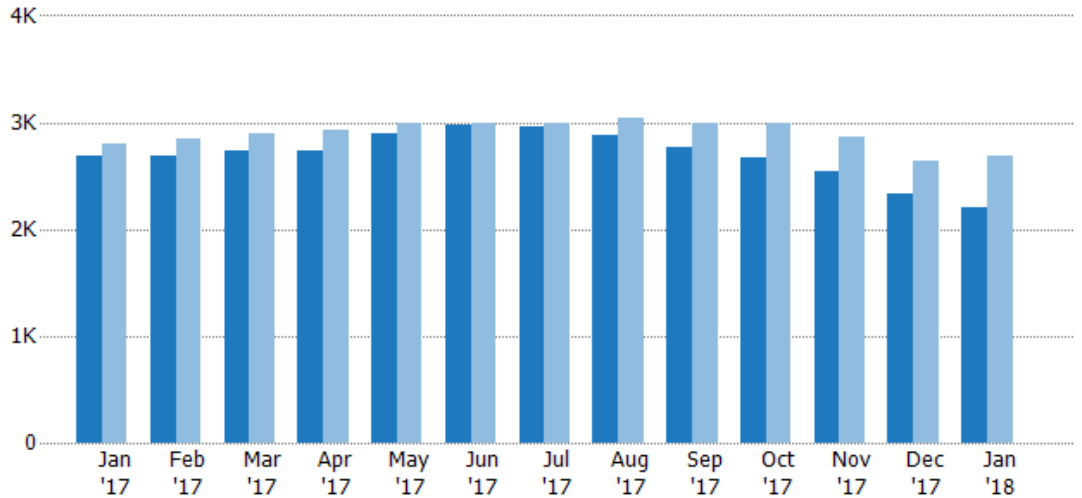
## Active Listings

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.
Jan '18	2.21K	-18%
Jan '17	2.69K	-4.1%
Jan '16	2.81K	14.1%



Current Year	2.69K	2.69K	2.73K	2.74K	2.9K	2.98K	2.96K	2.87K	2.76K	2.67K	2.54K	2.34K	2.21K
Prior Year	2.81K	2.85K	2.9K	2.93K	3K	2.99K	3K	3.03K	3K	3K	2.86K	2.63K	2.69K
Percent Change from Prior Year	-4%	-6%	-6%	-7%	-3%	0%	-1%	-5%	-8%	-11%	-11%	-11%	-18%

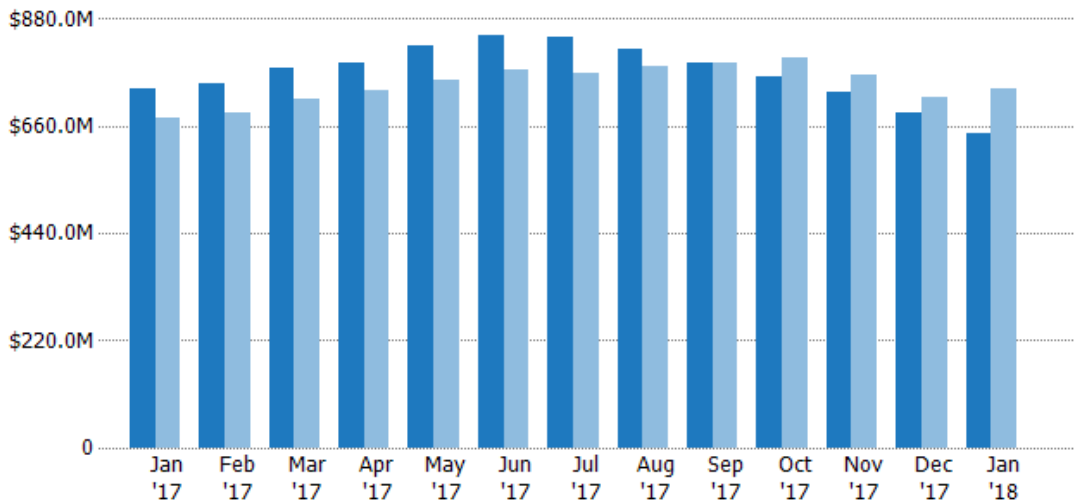
## Active Listing Volume

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.
Jan '18	\$645M	-12.4%
Jan '17	\$735M	8.8%
Jan '16	\$676M	9.3%



Current Year	\$735M	\$748M	\$780M	\$788M	\$827M	\$845M	\$841M	\$818M	\$790M	\$763M	\$728M	\$686M	\$645M	
Prior Year	\$676M	\$688M	\$715M	\$735M	\$753M	\$774M	\$768M	\$781M	\$791M	\$802M	\$766M	\$717M	\$735M	
Percent Change from Prior Year		9%	9%	9%	7%	10%	9%	10%	5%	0%	-5%	-5%	-4%	-12%

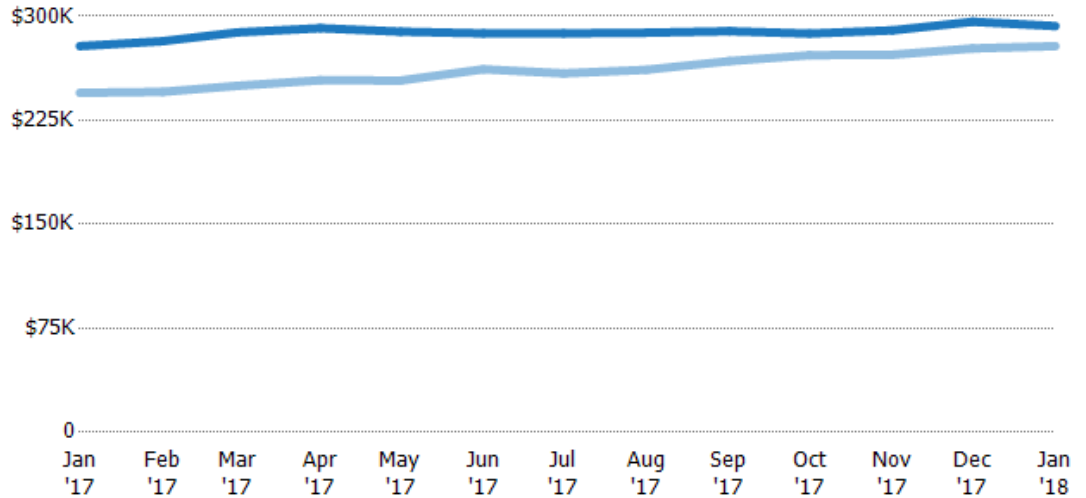
## Average Listing Price

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.
Jan '18	\$293K	5.2%
Jan '17	\$278K	13.8%
Jan '16	\$245K	-4.6%



	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18
Current Year	\$278K	\$282K	\$288K	\$291K	\$289K	\$288K	\$288K	\$288K	\$289K	\$288K	\$290K	\$296K	\$293K
Prior Year	\$245K	\$246K	\$250K	\$254K	\$254K	\$262K	\$259K	\$261K	\$268K	\$272K	\$272K	\$277K	\$278K
Percent Change from Prior Year	14%	15%	15%	15%	14%	10%	11%	10%	8%	6%	6%	7%	5%

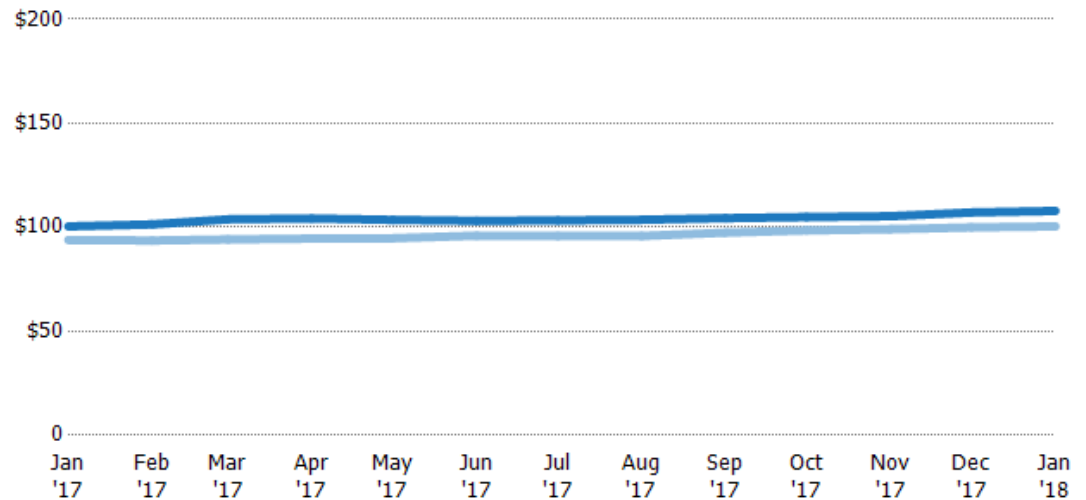
## Average Listing Price per Sq Ft

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.
Jan '18	\$108	7.4%
Jan '17	\$100	6.9%
Jan '16	\$93.9	-3%

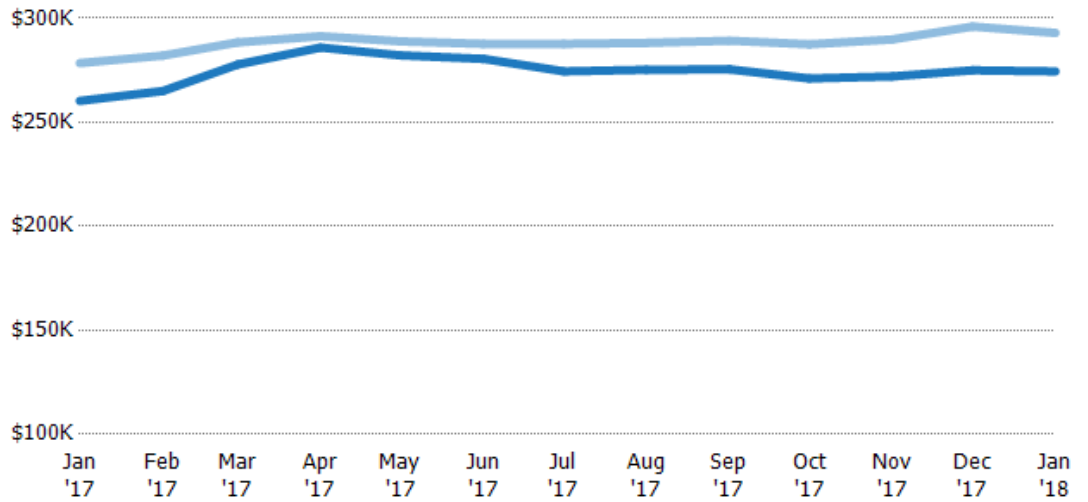


	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18
Current Year	\$100	\$101	\$104	\$104	\$104	\$103	\$103	\$104	\$104	\$105	\$105	\$107	\$108
Prior Year	\$93.9	\$93.6	\$94.1	\$94.6	\$94.7	\$96	\$95.8	\$95.8	\$97.4	\$98.5	\$99.1	\$100	\$100
Percent Change from Prior Year	7%	8%	10%	10%	9%	7%	8%	8%	7%	7%	6%	7%	7%

## 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

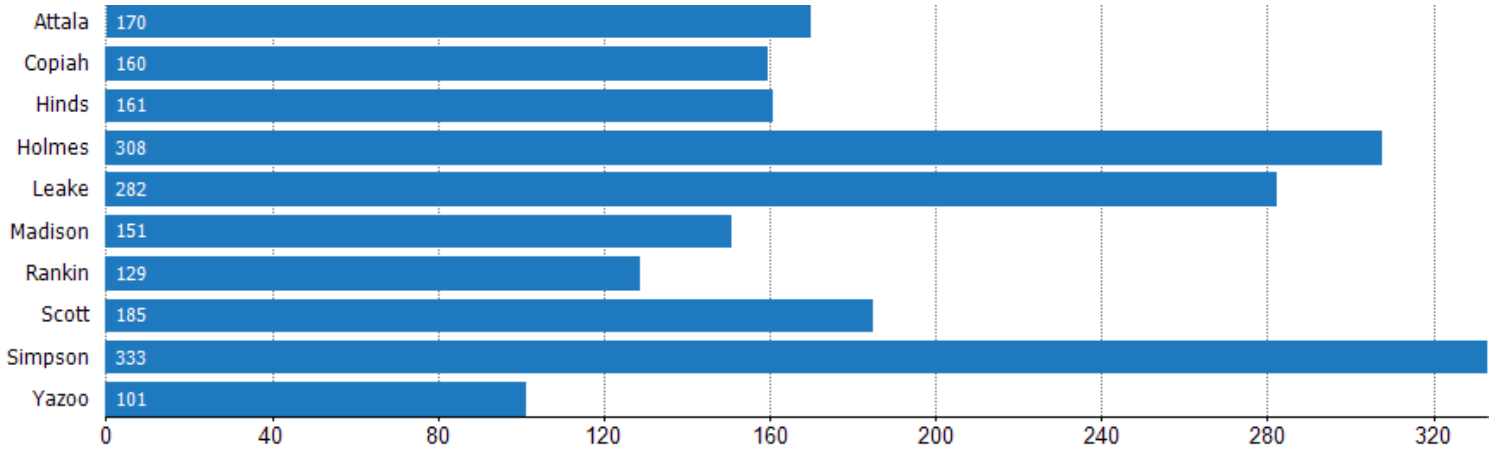


	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18
Avg Est Value	\$260K	\$265K	\$278K	\$286K	\$282K	\$280K	\$274K	\$275K	\$275K	\$271K	\$272K	\$275K	\$274K
Avg Listing Price	\$278K	\$282K	\$288K	\$291K	\$289K	\$288K	\$288K	\$288K	\$289K	\$288K	\$290K	\$296K	\$293K
Avg Listing Price as a % of Avg Est Value	107%	106%	104%	102%	102%	103%	105%	105%	105%	106%	107%	108%	107%

## 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



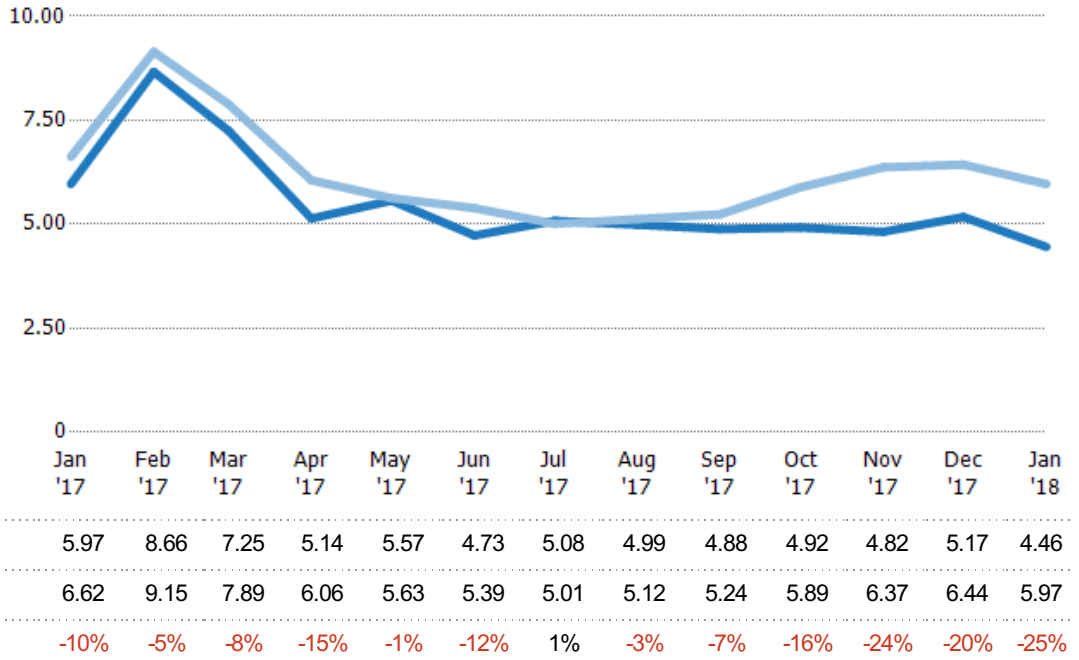
## Months of Inventory

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.
Jan '18	4.46	-25.3%
Jan '17	5.97	-9.9%
Jan '16	6.62	17.4%



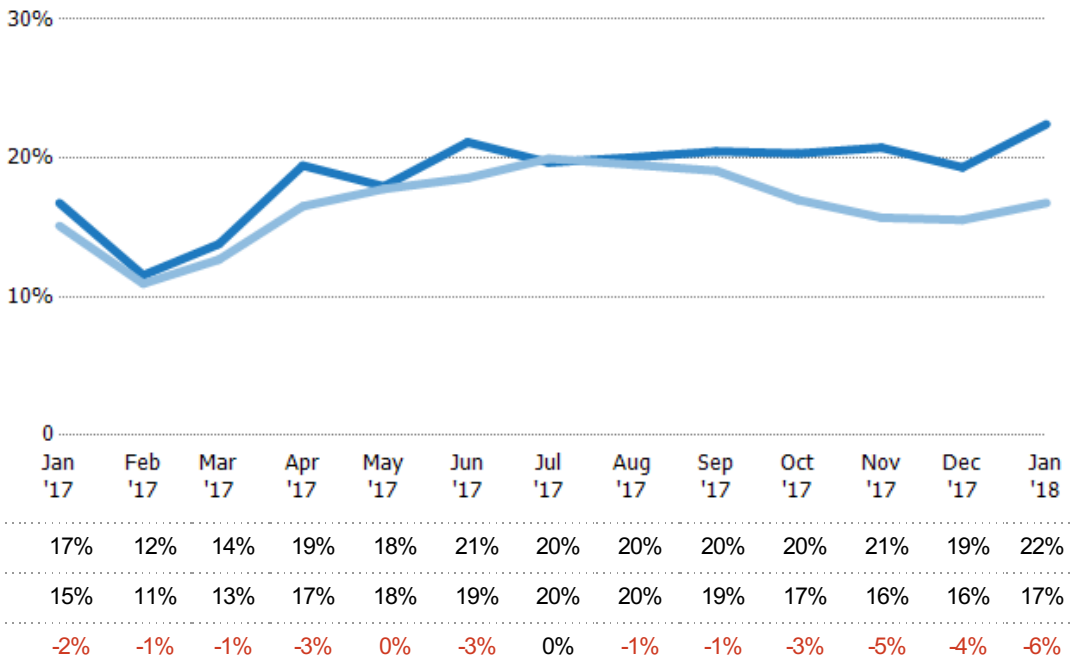
## Absorption Rate

The percentage of inventory sold per month.

**Filters Used**

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

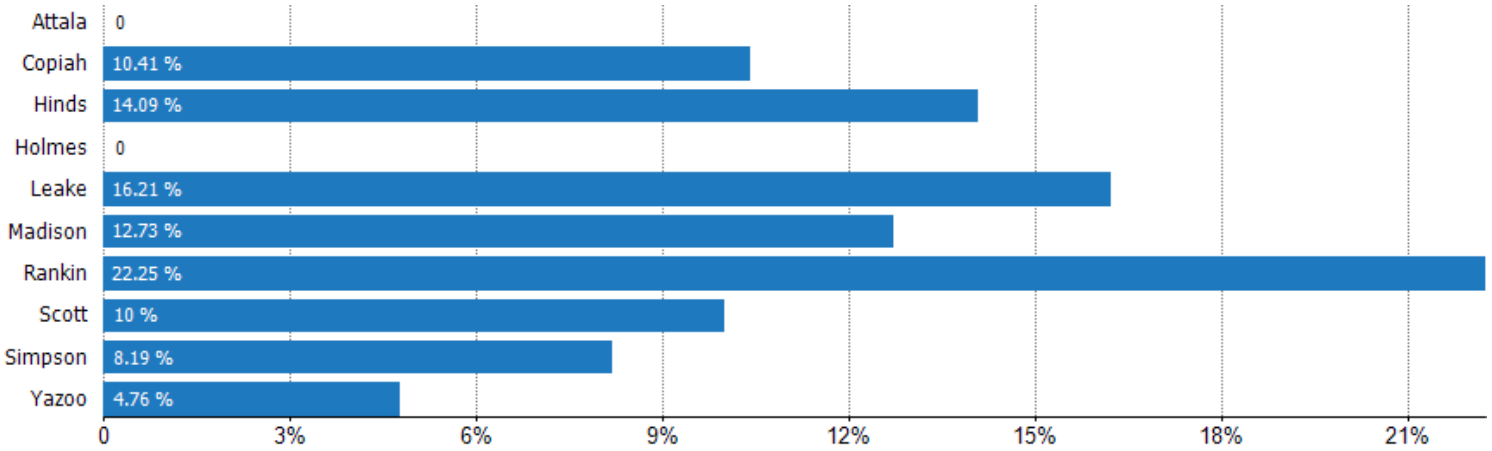
Month/Year	Rate	Chg.
Jan '18	22%	-5.7%
Jan '17	17%	-1.7%
Jan '16	15%	-14.8%



## 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



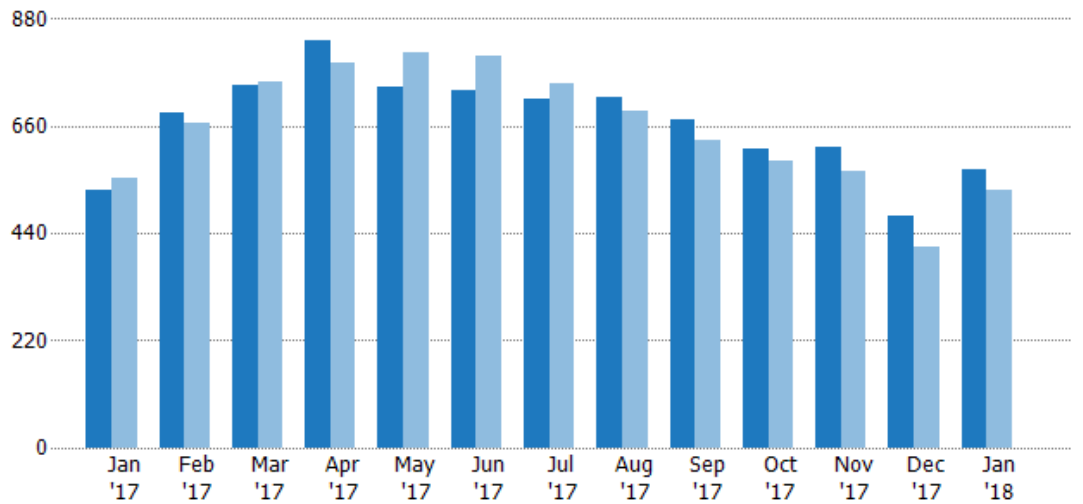
## Pending Sales

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.
Jan '18	571	8.1%
Jan '17	528	-4.7%
Jan '16	554	-24.7%



	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18
Current Year	528	689	745	836	739	732	717	721	675	614	618	475	571
Prior Year	554	666	751	791	810	803	747	692	630	587	568	412	528
Percent Change from Prior Year	-5%	3%	-1%	6%	-9%	-9%	-4%	4%	7%	5%	9%	15%	8%

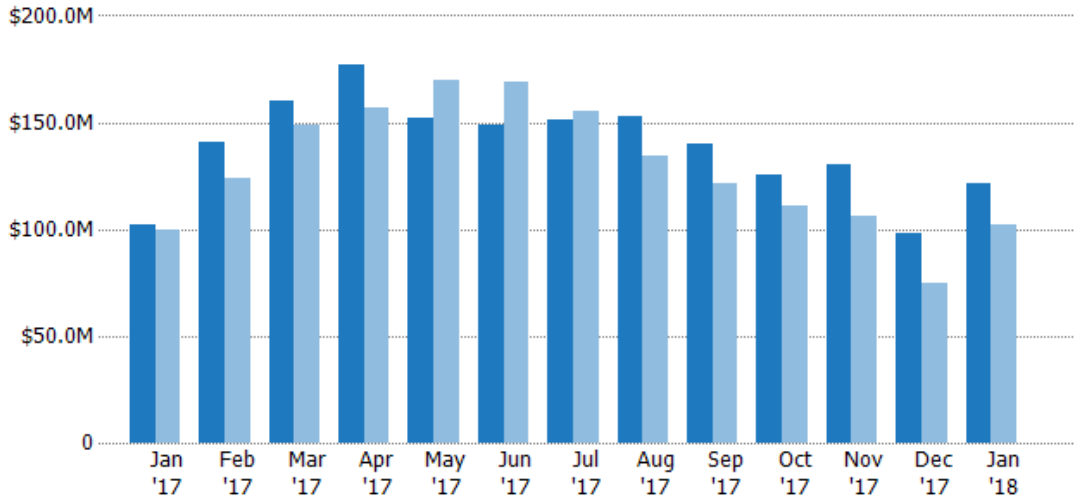
## Pending Sales Volume

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.
Jan '18	\$121M	18.3%
Jan '17	\$103M	2.4%
Jan '16	\$100M	-25.4%



Current Year	\$103M	\$141M	\$160M	\$177M	\$152M	\$148M	\$151M	\$153M	\$140M	\$125M	\$130M	\$97.9M	\$121M
Prior Year	\$100M	\$124M	\$149M	\$157M	\$169M	\$169M	\$156M	\$135M	\$121M	\$111M	\$106M	\$74.9M	\$103M
Percent Change from Prior Year	2%	14%	8%	13%	-10%	-12%	-3%	14%	16%	13%	23%	31%	18%

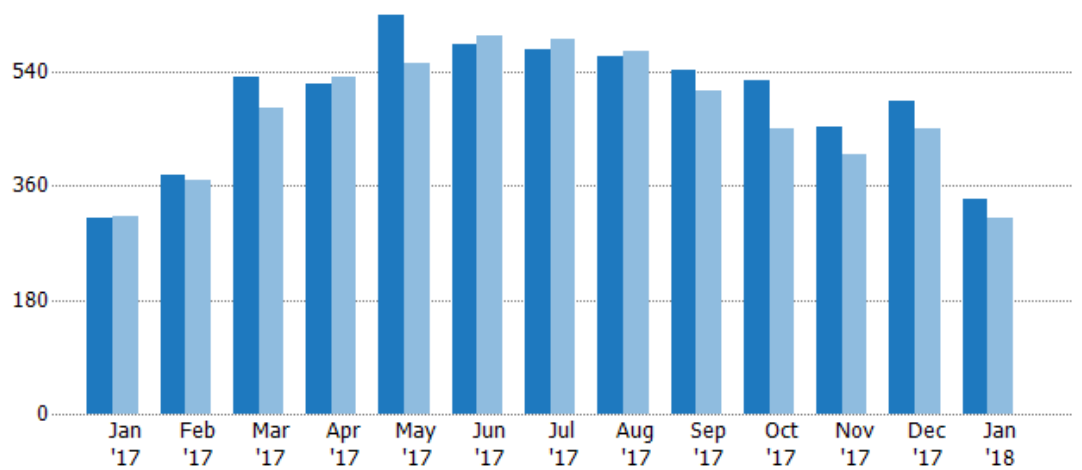
## Closed Sales

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.
Jan '18	339	9.4%
Jan '17	310	-0.3%
Jan '16	311	-18%



Current Year	310	377	533	520	629	582	576	565	543	526	452	495	339
Prior Year	311	368	484	533	554	598	592	572	509	449	409	451	310
Percent Change from Prior Year	0%	2%	10%	-2%	14%	-3%	-3%	-1%	7%	17%	11%	10%	9%



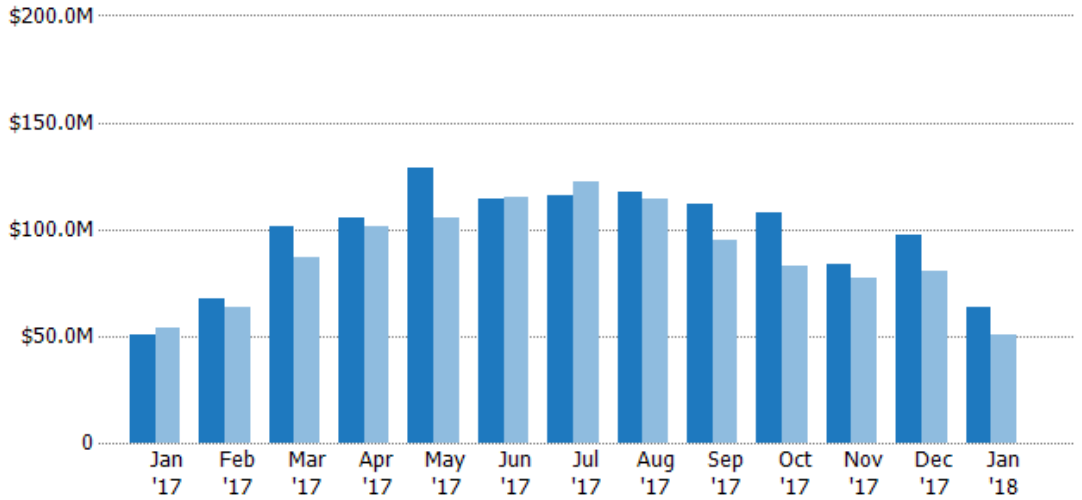
## Closed Sales Volume

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.
Jan '18	\$63.3M	25.5%
Jan '17	\$50.4M	-6.7%
Jan '16	\$54M	-19.8%



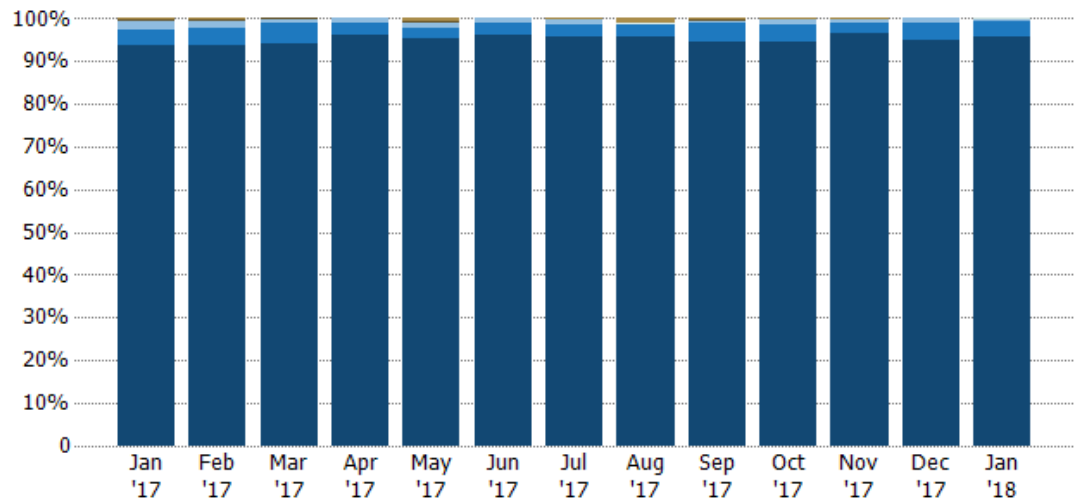
Current Year	\$50.4M	\$67.8M	\$101M	\$105M	\$129M	\$114M	\$115M	\$118M	\$112M	\$108M	\$83.3M	\$97.3M	\$63.3M
Prior Year	\$54M	\$63.5M	\$86.4M	\$102M	\$105M	\$115M	\$122M	\$114M	\$94.5M	\$82.8M	\$77.3M	\$80.3M	\$50.4M
Percent Change from Prior Year	-7%	7%	17%	3%	23%	-1%	-6%	3%	18%	30%	8%	21%	25%

## 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

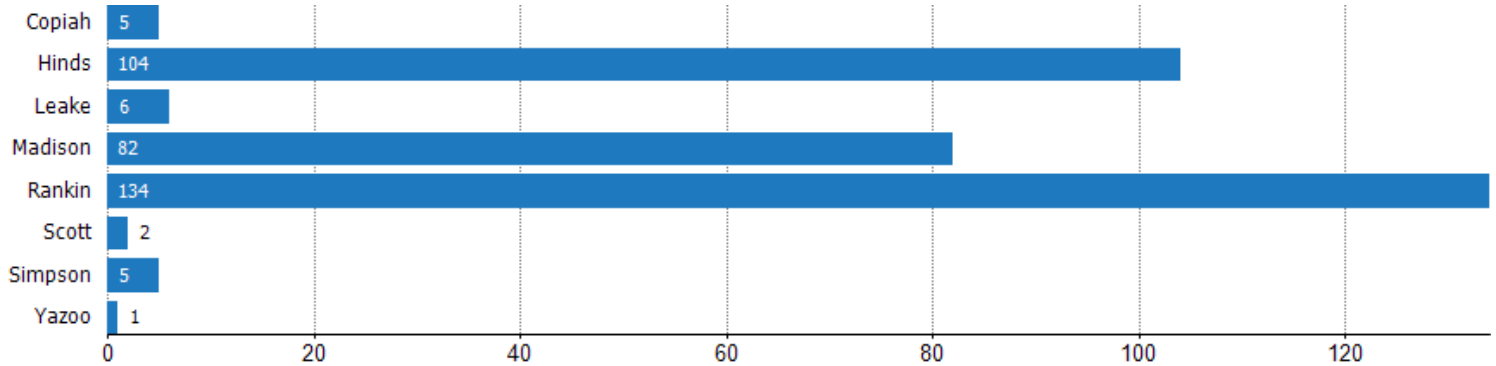


Other	0%	0%	-	-	1%	-	0%	1%	0%	0%	0%	-	-
Lot/Land	0%	1%	0%	-	0%	-	-	-	0%	-	-	-	-
Multifamily/Multiplex	-	-	-	-	-	-	-	0%	-	-	-	-	0%
Mobile/Manufactured	2%	2%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	0%
Condo/Townhouse	4%	4%	5%	3%	3%	3%	3%	2%	5%	4%	2%	4%	4%
Single Family Residence	94%	94%	94%	96%	95%	96%	96%	96%	94%	95%	96%	95%	96%

## 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

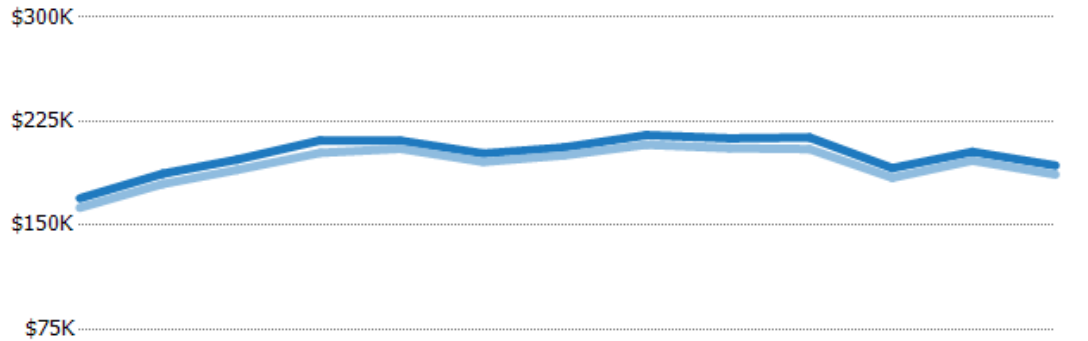


## Average Sales Price vs Average Listing Price

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



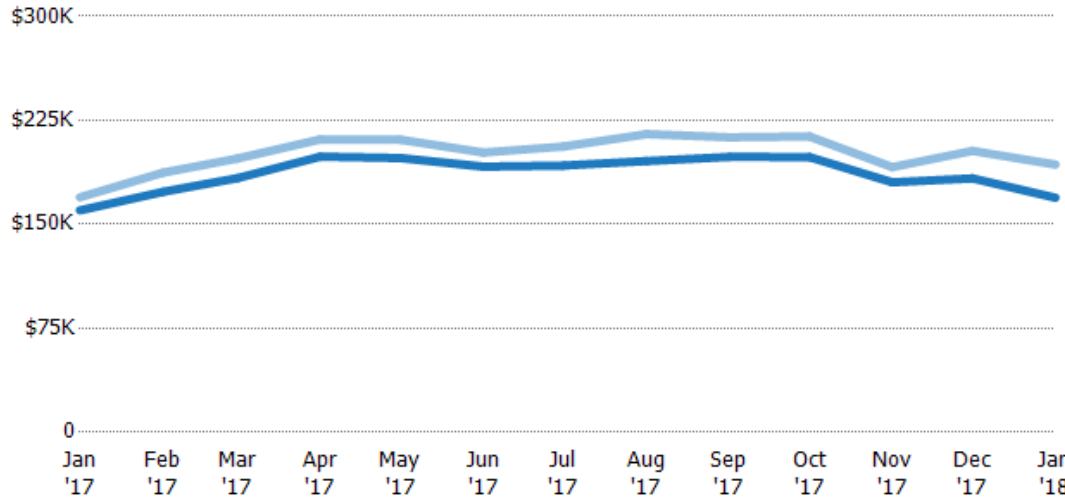
	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18
Avg List Price	\$169K	\$187K	\$197K	\$211K	\$211K	\$202K	\$206K	\$215K	\$213K	\$213K	\$191K	\$203K	\$193K
Avg Sales Price	\$163K	\$180K	\$190K	\$202K	\$205K	\$196K	\$200K	\$208K	\$206K	\$205K	\$184K	\$197K	\$187K
Avg Sales Price as a % of Avg List Price	96%	96%	96%	96%	97%	97%	97%	97%	97%	96%	96%	97%	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



	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18
Avg Est Value	\$160K	\$173K	\$183K	\$199K	\$198K	\$192K	\$192K	\$196K	\$199K	\$198K	\$180K	\$183K	\$169K
Avg Sales Price	\$169K	\$187K	\$197K	\$211K	\$211K	\$202K	\$206K	\$215K	\$213K	\$213K	\$191K	\$203K	\$193K
Avg Sales Price as a % of Avg Est Value	106%	108%	108%	106%	107%	105%	107%	110%	107%	108%	106%	111%	114%

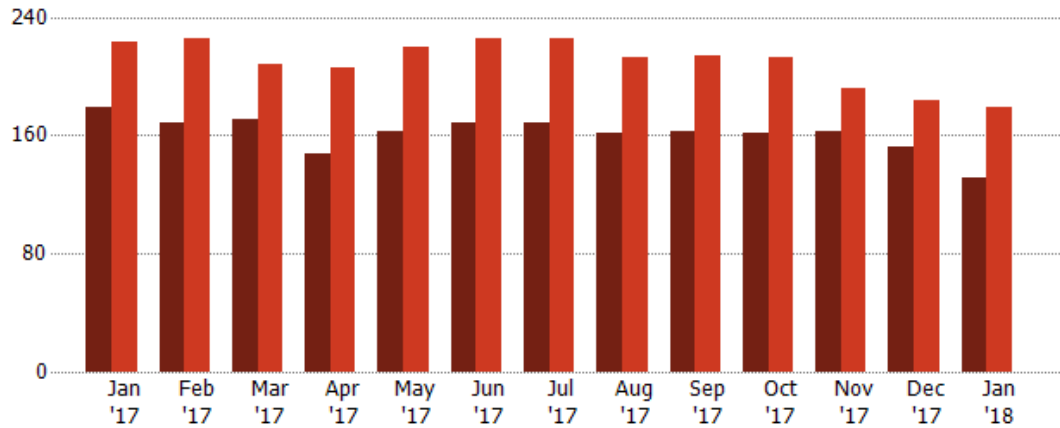
## Distressed Listings

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.
Jan '18	131	-26.8%
Jan '17	179	-19.7%
Jan '16	223	28.7%

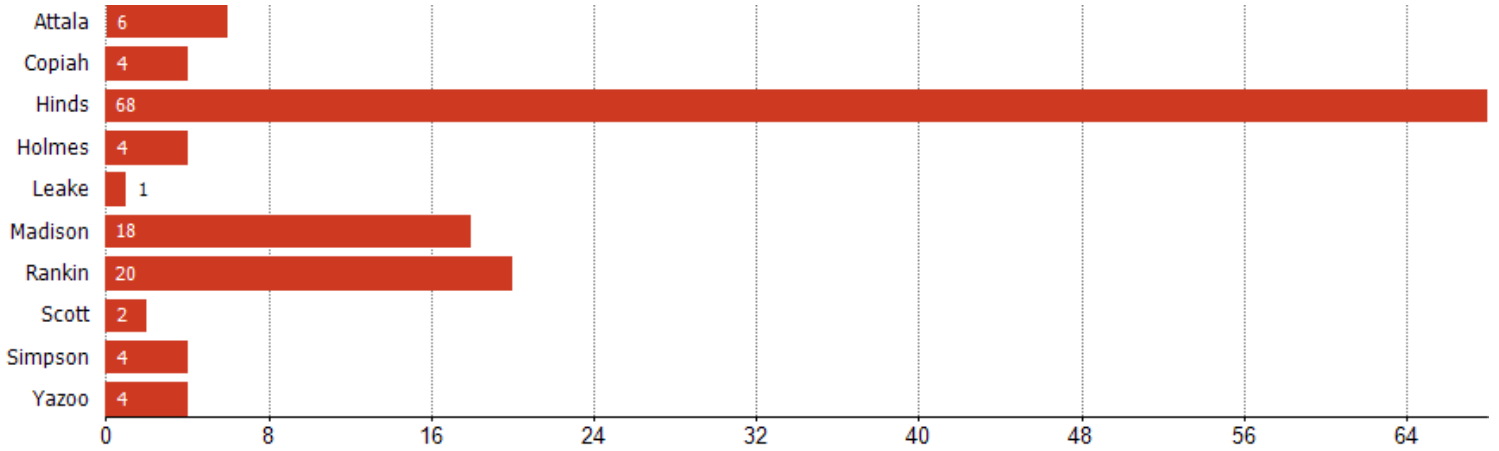


	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18
Current Year	179	168	171	148	163	169	168	161	163	162	163	152	131
Prior Year	223	226	208	206	220	226	226	213	214	213	192	184	179
Percent Change from Prior Year	-20%	-26%	-18%	-28%	-26%	-25%	-26%	-24%	-24%	-24%	-15%	-17%	-27%

### 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:** 02/07/2018

**Scheduled:** Yes

**Report Date Range:** From 1/2017 To: 1/2018

### 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 1/2018 data

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