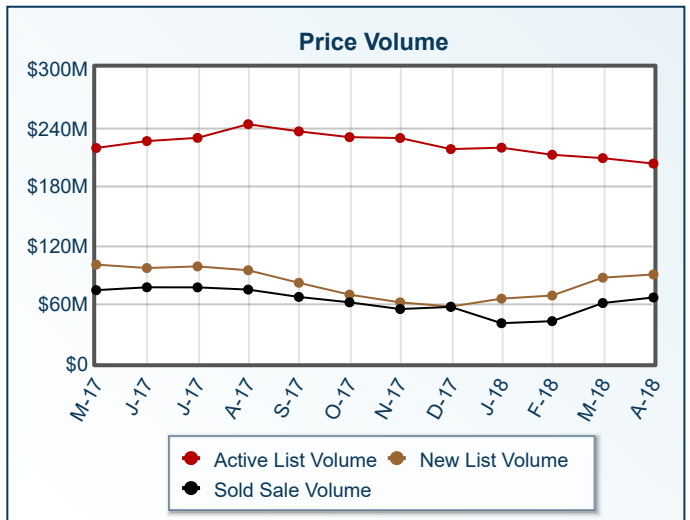
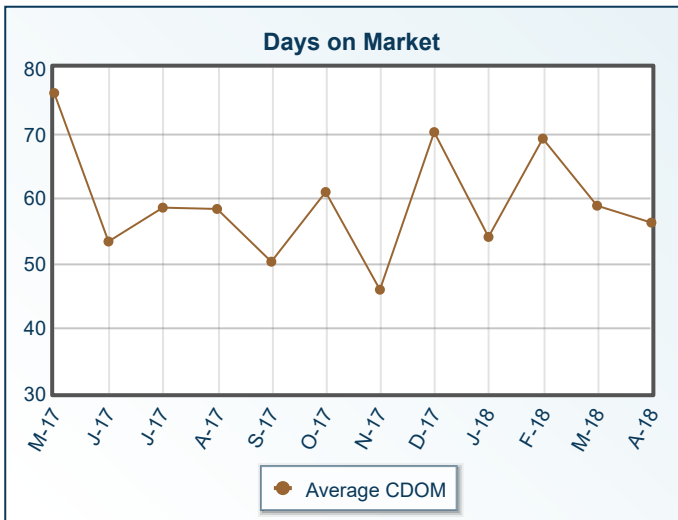
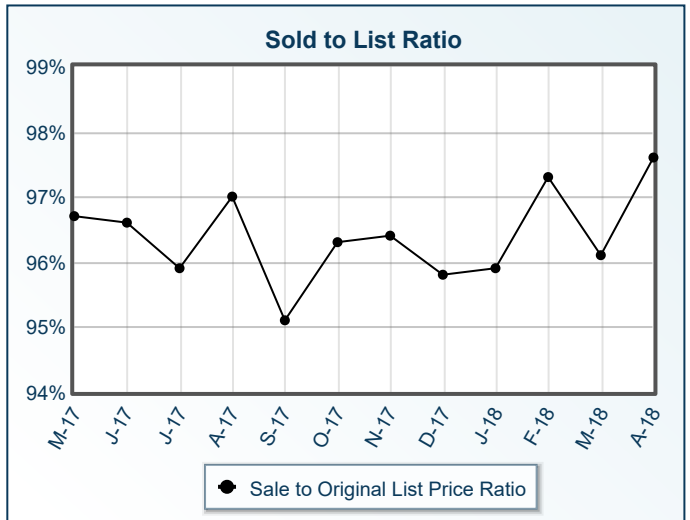
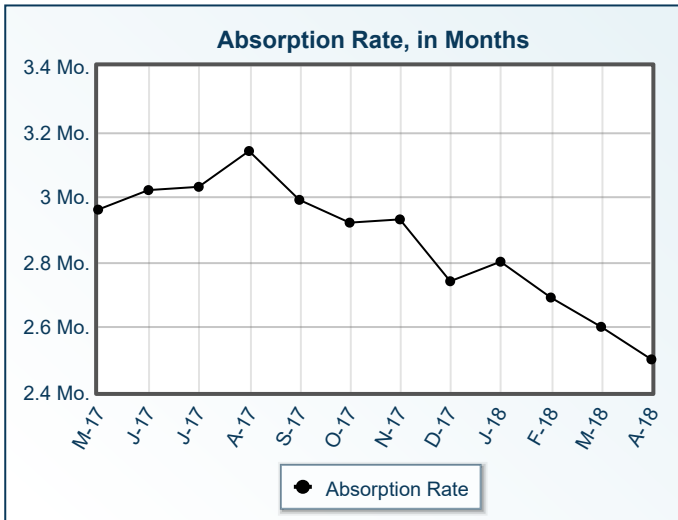
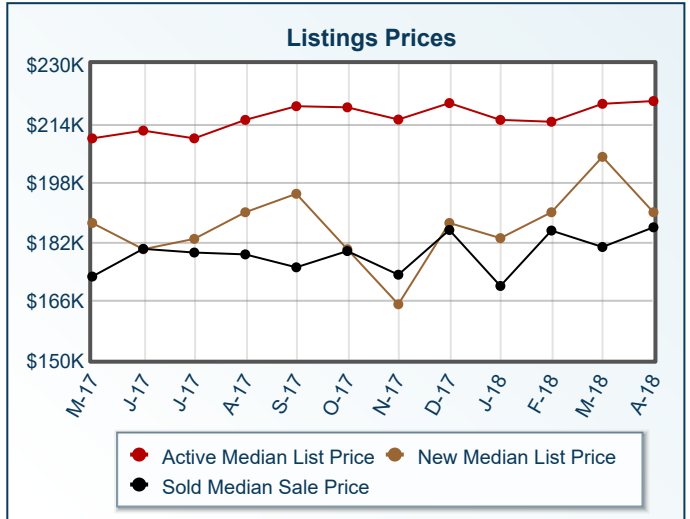
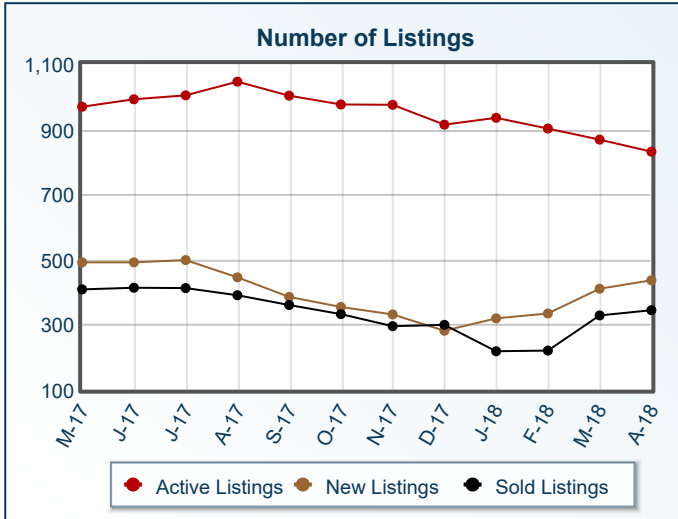


# Market Summary

Residential, April 2018



| Summary Statistics |           |           |        |           |           |        |
|--------------------|-----------|-----------|--------|-----------|-----------|--------|
|                    | Apr-18    | Apr-17    | % Chg  | 2018 YTD  | 2017 YTD  | % Chg  |
| Absorption Rate    | 2.5       | 2.98      | -16.11 | 2.65      | 3.12      | -15.06 |
| Average List Price | \$243,845 | \$221,759 | 9.96   | \$217,111 | \$206,504 | 5.14   |
| Median List Price  | \$220,000 | \$199,900 | 10.06  | \$199,500 | \$189,500 | 5.28   |
| Average Sale Price | \$194,033 | \$172,943 | 12.19  | \$190,292 | \$179,593 | 5.96   |
| Median Sale Price  | \$185,825 | \$167,700 | 10.81  | \$182,000 | \$170,000 | 7.06   |
| Average CDOM       | 56        | 70        | -20.00 | 59        | 78        | -24.36 |
| Median CDOM        | 16        | 27        | -40.74 | 22        | 35        | -37.14 |

| Sold Listings   |            |      |       |              |      |       | Pending Listings |            |      |       |              |      |       |
|-----------------|------------|------|-------|--------------|------|-------|------------------|------------|------|-------|--------------|------|-------|
|                 | This Month |      |       | Year to Date |      |       |                  | This Month |      |       | Year to Date |      |       |
|                 | 2018       | 2017 | % Chg | 2018         | 2017 | % Chg |                  | 2018       | 2017 | % Chg | 2018         | 2017 | % Chg |
| 0-29,999        | 3          | 6    | -50.0 | 19           | 16   | 18.8  | 0-29,999         | 4          | 5    | -20.0 | 22           | 16   | 37.5  |
| 30,000-39,999   | 3          | 2    | 50.0  | 10           | 15   | -33.3 | 30,000-39,999    | 6          | 2    | 200.0 | 8            | 12   | -33.3 |
| 40,000-49,999   | 5          | 2    | 150.0 | 15           | 5    | 200.0 | 40,000-49,999    | 2          | 2    | 0.0   | 10           | 11   | -9.1  |
| 50,000-59,999   | 2          | 5    | -60.0 | 12           | 16   | -25.0 | 50,000-59,999    | 4          | 5    | -20.0 | 18           | 16   | 12.5  |
| 60,000-69,999   | 7          | 6    | 16.7  | 25           | 23   | 8.7   | 60,000-69,999    | 3          | 4    | -25.0 | 20           | 21   | -4.8  |
| 70,000-79,999   | 2          | 7    | -71.4 | 17           | 28   | -39.3 | 70,000-79,999    | 6          | 10   | -40.0 | 21           | 26   | -19.2 |
| 80,000-89,999   | 11         | 14   | -21.4 | 27           | 33   | -18.2 | 80,000-89,999    | 13         | 4    | 225.0 | 30           | 40   | -25.0 |
| 90,000-99,999   | 16         | 15   | 6.7   | 42           | 37   | 13.5  | 90,000-99,999    | 12         | 11   | 9.1   | 42           | 42   | 0.0   |
| 100,000-119,999 | 21         | 24   | -12.5 | 59           | 78   | -24.4 | 100,000-119,999  | 16         | 23   | -30.4 | 63           | 87   | -27.6 |
| 120,000-139,999 | 21         | 29   | -27.6 | 97           | 114  | -14.9 | 120,000-139,999  | 41         | 39   | 5.1   | 125          | 123  | 1.6   |
| 140,000-159,999 | 36         | 33   | 9.1   | 94           | 119  | -21.0 | 140,000-159,999  | 40         | 41   | -2.4  | 124          | 163  | -23.9 |
| 160,000-179,999 | 37         | 34   | 8.8   | 128          | 120  | 6.7   | 160,000-179,999  | 44         | 36   | 22.2  | 146          | 135  | 8.1   |
| 180,000-199,999 | 33         | 31   | 6.5   | 108          | 95   | 13.7  | 180,000-199,999  | 37         | 40   | -7.5  | 143          | 132  | 8.3   |
| 200,000-249,999 | 61         | 49   | 24.5  | 194          | 193  | 0.5   | 200,000-249,999  | 90         | 73   | 23.3  | 263          | 254  | 3.5   |
| 250,000-299,999 | 46         | 36   | 27.8  | 156          | 144  | 8.3   | 250,000-299,999  | 63         | 52   | 21.2  | 199          | 180  | 10.6  |
| 300,000-399,999 | 37         | 18   | 105.6 | 92           | 59   | 55.9  | 300,000-399,999  | 39         | 19   | 105.3 | 126          | 73   | 72.6  |
| 400,000-499,999 | 2          | 1    | 100.0 | 10           | 8    | 25.0  | 400,000-499,999  | 6          | 2    | 200.0 | 11           | 9    | 22.2  |
| 500,000+        | 1          | 0    | N/A   | 5            | 2    | 150.0 | 500,000+         | 1          | 0    | N/A   | 5            | 2    | 150.0 |
| Totals          | 344        | 312  | 10.3  | 1110         | 1105 | 0.5   | Totals           | 427        | 368  | 16.0  | 1376         | 1342 | 2.5   |

| Active Listings |            |      |       |              |      |       | New Listings    |            |      |       |              |      |       |
|-----------------|------------|------|-------|--------------|------|-------|-----------------|------------|------|-------|--------------|------|-------|
|                 | This Month |      |       | Year to Date |      |       |                 | This Month |      |       | Year to Date |      |       |
|                 | 2018       | 2017 | % Chg | 2018         | 2017 | % Chg |                 | 2018       | 2017 | % Chg | 2018         | 2017 | % Chg |
| 0-29,999        | 7          | 7    | 0.0   | 30           | 27   | 11.1  | 0-29,999        | 2          | 4    | -50.0 | 8            | 18   | -55.6 |
| 30,000-39,999   | 7          | 8    | -12.5 | 16           | 25   | -36.0 | 30,000-39,999   | 3          | 3    | 0.0   | 8            | 11   | -27.3 |
| 40,000-49,999   | 7          | 16   | -56.2 | 25           | 30   | -16.7 | 40,000-49,999   | 3          | 6    | -50.0 | 13           | 18   | -27.8 |
| 50,000-59,999   | 11         | 15   | -26.7 | 34           | 37   | -8.1  | 50,000-59,999   | 6          | 4    | 50.0  | 17           | 15   | 13.3  |
| 60,000-69,999   | 17         | 27   | -37.0 | 44           | 56   | -21.4 | 60,000-69,999   | 5          | 4    | 25.0  | 24           | 24   | 0.0   |
| 70,000-79,999   | 16         | 20   | -20.0 | 39           | 53   | -26.4 | 70,000-79,999   | 4          | 11   | -63.6 | 22           | 30   | -26.7 |
| 80,000-89,999   | 27         | 25   | 8.0   | 58           | 72   | -19.4 | 80,000-89,999   | 9          | 4    | 125.0 | 30           | 40   | -25.0 |
| 90,000-99,999   | 17         | 38   | -55.3 | 65           | 90   | -27.8 | 90,000-99,999   | 10         | 17   | -41.2 | 42           | 55   | -23.6 |
| 100,000-119,999 | 32         | 38   | -15.8 | 111          | 141  | -21.3 | 100,000-119,999 | 21         | 20   | 5.0   | 78           | 90   | -13.3 |
| 120,000-139,999 | 53         | 75   | -29.3 | 196          | 212  | -7.5  | 120,000-139,999 | 50         | 42   | 19.0  | 148          | 134  | 10.4  |
| 140,000-159,999 | 67         | 81   | -17.3 | 200          | 254  | -21.3 | 140,000-159,999 | 46         | 31   | 48.4  | 136          | 171  | -20.5 |
| 160,000-179,999 | 51         | 68   | -25.0 | 210          | 226  | -7.1  | 160,000-179,999 | 39         | 40   | -2.5  | 147          | 155  | -5.2  |
| 180,000-199,999 | 55         | 75   | -26.7 | 205          | 216  | -5.1  | 180,000-199,999 | 36         | 33   | 9.1   | 128          | 145  | -11.7 |
| 200,000-249,999 | 132        | 149  | -11.4 | 409          | 455  | -10.1 | 200,000-249,999 | 94         | 57   | 64.9  | 282          | 262  | 7.6   |
| 250,000-299,999 | 149        | 170  | -12.4 | 386          | 396  | -2.5  | 250,000-299,999 | 60         | 59   | 1.7   | 227          | 228  | -0.4  |
| 300,000-399,999 | 117        | 101  | 15.8  | 262          | 212  | 23.6  | 300,000-399,999 | 33         | 36   | -8.3  | 147          | 122  | 20.5  |
| 400,000-499,999 | 33         | 37   | -10.8 | 53           | 52   | 1.9   | 400,000-499,999 | 10         | 6    | 66.7  | 24           | 28   | -14.3 |
| 500,000+        | 33         | 29   | 13.8  | 53           | 48   | 10.4  | 500,000+        | 5          | 3    | 66.7  | 18           | 14   | 28.6  |
| Totals          | 831        | 979  | -15.1 | 2396         | 2602 | -7.9  | Totals          | 436        | 380  | 14.7  | 1499         | 1560 | -3.9  |

Information is deemed to be reliable, but is not guaranteed. © 2018 MLS and FBS. Prepared by Northwest Mississippi Assoc. of REALTORS® MLS on Tuesday, July 17, 2018 11:53 AM.