



Residential - Entire MLS Entry (multiple counties included)

Sales and Inventory Report for 2011-1-1 - 2011-12-31

| Month | Year | Monthly Sales | Monthly Volume | Avg List \$ | Avg Sale \$ | Median Sold \$ | Avg DOM | Avg CDOM | % Sold/List | Current Inventory | Months Inventory |
|-----------|------|---------------|----------------|-------------|-------------|----------------|---------|----------|-------------|-------------------|------------------|
| January | 2011 | 129 | \$15,970,137 | \$129,943 | \$123,799 | \$119,000 | 112 | 135 | 95% | 2,040 | 15.81 |
| February | 2011 | 152 | \$21,230,477 | \$146,702 | \$139,674 | \$133,950 | 96 | 131 | 95% | 2,046 | 13.46 |
| March | 2011 | 201 | \$27,972,451 | \$145,455 | \$139,166 | \$126,000 | 127 | 146 | 95% | 2,068 | 10.29 |
| April | 2011 | 219 | \$29,247,519 | \$138,794 | \$133,550 | \$126,900 | 135 | 162 | 96% | 2,079 | 9.49 |
| May | 2011 | 225 | \$28,343,307 | \$131,905 | \$125,970 | \$114,500 | 126 | 146 | 95% | 2,060 | 9.16 |
| June | 2011 | 260 | \$37,340,455 | \$149,713 | \$143,617 | \$136,750 | 128 | 157 | 95% | 2,052 | 7.89 |
| July | 2011 | 220 | \$29,534,711 | \$140,026 | \$134,248 | \$125,500 | 109 | 124 | 95% | 2,060 | 9.36 |
| August | 2011 | 248 | \$35,390,072 | \$150,150 | \$142,701 | \$129,950 | 130 | 150 | 95% | 1,985 | 8 |
| September | 2011 | 220 | \$33,273,870 | \$158,649 | \$151,244 | \$140,000 | 122 | 159 | 95% | 1,950 | 8.86 |
| October | 2011 | 192 | \$24,915,096 | \$137,978 | \$129,766 | \$118,100 | 135 | 165 | 94% | 1,918 | 9.99 |
| November | 2011 | 202 | \$28,616,451 | \$148,140 | \$141,665 | \$129,750 | 128 | 145 | 95% | 1,855 | 9.18 |
| December | 2011 | 196 | \$27,665,274 | \$146,990 | \$141,149 | \$139,950 | 134 | 153 | 96% | 1,749 | 8.92 |
| Annual | - | 2,464 | \$339,499,820 | \$144,265 | \$137,784 | \$127,500 | 125 | 148 | 95% | 1,989 | 9.69 |

DeSoto

Sales and Inventory Report for 2011-1-1 - 2011-12-31

| Month | Year | Monthly Sales | Monthly Volume | Avg List \$ | Avg Sale \$ | Median Sold \$ | Avg DOM | Avg CDOM | % Sold/List | Current Inventory | Months Inventory |
|----------|------|---------------|----------------|-------------|-------------|----------------|---------|----------|-------------|-------------------|------------------|
| January | 2011 | 106 | \$13,849,072 | \$136,987 | \$130,651 | \$125,000 | 117 | 141 | 95% | 1,490 | 14.06 |
| February | 2011 | 125 | \$17,951,827 | \$150,352 | \$143,614 | \$137,900 | 93 | 135 | 95% | 1,484 | 11.87 |
| March | 2011 | 164 | \$24,343,284 | \$154,032 | \$148,434 | \$135,875 | 128 | 148 | 96% | 1,481 | 9.03 |
| April | 2011 | 176 | \$24,361,020 | \$143,687 | \$138,414 | \$128,450 | 128 | 160 | 96% | 1,486 | 8.44 |
| May | 2011 | 179 | \$24,114,541 | \$140,731 | \$134,718 | \$124,000 | 121 | 140 | 95% | 1,460 | 8.16 |
| June | 2011 | 198 | \$29,929,449 | \$156,437 | \$151,158 | \$139,450 | 129 | 160 | 96% | 1,454 | 7.34 |

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|-----------|------|-------|---------------|-----------|-----------|-----------|-----|-----|-----|-------|------|
| July | 2011 | 180 | \$25,927,184 | \$149,519 | \$144,039 | \$137,000 | 109 | 127 | 96% | 1,457 | 8.09 |
| August | 2011 | 194 | \$28,328,290 | \$152,681 | \$146,022 | \$138,750 | 129 | 148 | 95% | 1,412 | 7.28 |
| September | 2011 | 184 | \$28,216,192 | \$159,696 | \$153,348 | \$144,250 | 113 | 148 | 96% | 1,391 | 7.56 |
| October | 2011 | 150 | \$21,355,037 | \$150,192 | \$142,366 | \$131,000 | 138 | 166 | 94% | 1,344 | 8.96 |
| November | 2011 | 164 | \$23,930,761 | \$152,148 | \$145,919 | \$137,000 | 128 | 143 | 95% | 1,307 | 7.97 |
| December | 2011 | 167 | \$24,698,220 | \$153,550 | \$147,893 | \$148,000 | 134 | 156 | 96% | 1,221 | 7.31 |
| Annual | - | 1,987 | \$287,004,877 | \$150,514 | \$144,441 | \$135,000 | 123 | 148 | 95% | 1,416 | 8.55 |

Marshall

Sales and Inventory Report for 2011-1-1 - 2011-12-31

| Month | Year | Monthly Sales | Monthly Volume | Avg List \$ | Avg Sale \$ | Median Sold \$ | Avg DOM | Avg CDOM | % Sold/List | Current Inventory | Months Inventory |
|-----------|------|---------------|----------------|-------------|-------------|----------------|---------|----------|-------------|-------------------|------------------|
| January | 2011 | 6 | \$403,500 | \$72,666 | \$67,250 | \$77,750 | 91 | 128 | 92% | 184 | 30.67 |
| February | 2011 | 7 | \$813,600 | \$113,000 | \$116,228 | \$109,900 | 138 | 138 | 102% | 194 | 27.71 |
| March | 2011 | 13 | \$1,258,300 | \$104,664 | \$96,792 | \$86,500 | 116 | 147 | 92% | 200 | 15.38 |
| April | 2011 | 14 | \$1,503,499 | \$112,199 | \$107,392 | \$120,750 | 209 | 209 | 95% | 191 | 13.64 |
| May | 2011 | 14 | \$1,088,400 | \$84,698 | \$77,742 | \$62,500 | 132 | 155 | 91% | 180 | 12.86 |
| June | 2011 | 17 | \$1,577,900 | \$102,123 | \$92,817 | \$88,000 | 81 | 87 | 90% | 176 | 10.35 |
| July | 2011 | 18 | \$1,912,354 | \$110,727 | \$106,241 | \$88,777 | 116 | 125 | 95% | 172 | 9.56 |
| August | 2011 | 16 | \$2,174,841 | \$146,007 | \$135,927 | \$119,500 | 177 | 222 | 93% | 162 | 10.13 |
| September | 2011 | 7 | \$636,501 | \$95,585 | \$90,928 | \$54,000 | 115 | 115 | 95% | 171 | 24.43 |
| October | 2011 | 17 | \$1,446,300 | \$95,629 | \$85,076 | \$65,000 | 108 | 114 | 88% | 176 | 10.35 |
| November | 2011 | 13 | \$1,394,380 | \$110,223 | \$107,260 | \$95,000 | 96 | 138 | 97% | 170 | 13.08 |
| December | 2011 | 10 | \$879,000 | \$96,070 | \$87,900 | \$56,000 | 182 | 182 | 91% | 168 | 16.8 |
| Annual | - | 152 | \$15,088,575 | \$105,907 | \$99,266 | \$88,950 | 130 | 147 | 93% | 179 | 14.13 |

Tate

Sales and Inventory Report for 2011-1-1 - 2011-12-31

| Month | Year | Monthly Sales | Monthly Volume | Avg List \$ | Avg Sale \$ | Median Sold \$ | Avg DOM | Avg CDOM | % Sold/List | Current Inventory | Months Inventory |
|-------|------|---------------|----------------|-------------|-------------|----------------|---------|----------|-------------|-------------------|------------------|
|-------|------|---------------|----------------|-------------|-------------|----------------|---------|----------|-------------|-------------------|------------------|

| | | | | | | | | | | | |
|-----------|------|-----|--------------|-----------|-----------|-------------|-----|-----|-----|-----|-------|
| January | 2011 | 7 | \$681,900 | \$104,400 | \$97,414 | \$95,000 | 90 | 90 | 93% | 176 | 25.14 |
| February | 2011 | 8 | \$1,278,750 | \$180,525 | \$159,843 | \$140,500 | 120 | 120 | 88% | 179 | 22.38 |
| March | 2011 | 10 | \$994,367 | \$106,700 | \$99,436 | \$88,700 | 94 | 94 | 93% | 196 | 19.6 |
| April | 2011 | 17 | \$2,090,100 | \$126,129 | \$122,947 | \$130,000 | 175 | 188 | 97% | 208 | 12.24 |
| May | 2011 | 13 | \$1,419,525 | \$116,110 | \$109,194 | \$110,000 | 167 | 183 | 94% | 206 | 15.85 |
| June | 2011 | 27 | \$3,898,950 | \$154,696 | \$144,405 | \$154,000 | 123 | 172 | 93% | 204 | 7.56 |
| July | 2011 | 6 | \$446,704 | \$91,097 | \$74,450 | \$75,799.50 | 125 | 125 | 81% | 200 | 33.33 |
| August | 2011 | 22 | \$2,550,938 | \$129,031 | \$115,951 | \$93,950 | 121 | 134 | 89% | 187 | 8.5 |
| September | 2011 | 11 | \$1,792,700 | \$172,336 | \$162,972 | \$139,900 | 241 | 407 | 94% | 177 | 16.09 |
| October | 2011 | 11 | \$810,659 | \$79,293 | \$73,696 | \$75,000 | 171 | 296 | 92% | 190 | 17.27 |
| November | 2011 | 7 | \$818,560 | \$121,828 | \$116,937 | \$100,000 | 156 | 173 | 95% | 188 | 26.86 |
| December | 2011 | 13 | \$1,441,955 | \$119,069 | \$110,919 | \$110,000 | 122 | 122 | 93% | 182 | 14 |
| Annual | - | 152 | \$18,225,108 | \$129,120 | \$119,902 | \$110,000 | 142 | 178 | 92% | 191 | 15.08 |

Tunica

Sales and Inventory Report for 2011-1-1 - 2011-12-31

| Month | Year | Monthly Sales | Monthly Volume | Avg List \$ | Avg Sale \$ | Median Sold \$ | Avg DOM | Avg CDOM | % Sold/List | Current Inventory | Months Inventory |
|-----------|------|---------------|----------------|-------------|-------------|----------------|---------|----------|-------------|-------------------|------------------|
| January | 2011 | 1 | \$42,000 | \$42,900 | \$42,000 | \$42,000 | 3 | 192 | 97% | 20 | 20 |
| March | 2011 | 2 | \$290,000 | \$167,500 | \$145,000 | \$145,000 | 62 | 62 | 86% | 19 | 9.5 |
| June | 2011 | 1 | \$60,000 | \$70,000 | \$60,000 | \$60,000 | 262 | 262 | 85% | 22 | 22 |
| July | 2011 | 3 | \$240,500 | \$87,000 | \$80,166 | \$75,000 | 55 | 55 | 92% | 23 | 7.67 |
| August | 2011 | 1 | \$125,000 | \$135,000 | \$125,000 | \$125,000 | 13 | 13 | 92% | 22 | 22 |
| September | 2011 | 3 | \$375,000 | \$143,266 | \$125,000 | \$125,000 | 94 | 94 | 87% | 19 | 6.33 |
| October | 2011 | 2 | \$228,200 | \$139,900 | \$114,100 | \$114,100 | 243 | 243 | 81% | 17 | 8.5 |
| November | 2011 | 2 | \$382,000 | \$201,450 | \$191,000 | \$191,000 | 74 | 125 | 94% | 11 | 5.5 |
| Annual | - | 15 | \$1,742,700 | \$130,426 | \$116,180 | \$125,000 | 99 | 118 | 89% | 13 | 10.4 |

Panola

Sales and Inventory Report for 2011-1-1 - 2011-12-31

| Month | Year | Monthly Sales | Monthly Volume | Avg List \$ | Avg Sale \$ | Median Sold \$ | Avg DOM | Avg CDOM | % Sold/List | Current Inventory | Months Inventory |
|-----------|------|---------------|----------------|-------------|-------------|----------------|---------|----------|-------------|-------------------|------------------|
| January | 2011 | 1 | \$79,900 | \$79,900 | \$79,900 | \$79,900 | 78 | 78 | 100% | 64 | 64 |
| February | 2011 | 3 | \$550,000 | \$197,633 | \$183,333 | \$175,000 | 66 | 66 | 92% | 65 | 21.67 |
| March | 2011 | 5 | \$689,000 | \$151,940 | \$137,800 | \$150,000 | 239 | 285 | 90% | 66 | 13.2 |
| April | 2011 | 1 | \$70,000 | \$74,500 | \$70,000 | \$70,000 | 24 | 24 | 93% | 68 | 68 |
| May | 2011 | 4 | \$437,102 | \$117,450 | \$109,275 | \$86,551 | 158 | 242 | 93% | 79 | 19.75 |
| June | 2011 | 5 | \$751,000 | \$160,380 | \$150,200 | \$170,000 | 146 | 146 | 93% | 81 | 16.2 |
| July | 2011 | 1 | \$46,500 | \$49,900 | \$46,500 | \$46,500 | 14 | 14 | 93% | 88 | 88 |
| August | 2011 | 4 | \$369,503 | \$97,725 | \$92,375 | \$23,751.50 | 55 | 55 | 94% | 79 | 19.75 |
| September | 2011 | 7 | \$1,159,000 | \$196,871 | \$165,571 | \$100,000 | 103 | 106 | 84% | 76 | 10.86 |
| October | 2011 | 2 | \$116,000 | \$84,050 | \$58,000 | \$58,000 | 174 | 174 | 69% | 74 | 37 |
| November | 2011 | 6 | \$464,650 | \$82,700 | \$77,441 | \$62,000 | 183 | 183 | 93% | 62 | 10.33 |
| December | 2011 | 1 | \$164,900 | \$169,900 | \$164,900 | \$164,900 | 204 | 204 | 97% | 61 | 61 |
| Annual | - | 40 | \$4,897,555 | \$135,795 | \$122,438 | \$96,500 | 136 | 151 | 90% | 72 | 21.6 |