

**THE SWEARINGEN REPORT
ROCKPORT MLS
SINGLE-FAMILY AND CONDO/TOWNHOUSE**



| ALL CATEGORIES | Jan-Dec, 2016 | Jan-Dec, 2017 | PERCENT CHANGE |
|-------------------------------------|----------------------|----------------------|-----------------------|
| Residential property sales* | 487 | 409 | -16.0% |
| Residential total dollar volume* | \$130,268,581 | \$106,879,671 | -18.0% |
| Average residential sales price* | \$267,492 | \$261,319 | -2.3% |
| Median residential sales price* | \$219,000 | \$217,850 | -0.5% |
| Total active listings end of month* | 286 | 200 | -30.1% |
| Months inventory* | 8.3 | 10.5 | 26.5% |

*This figure refers to the single-family and condo/townhouse market.

Residential Homes Update

The average sales price for residential homes was \$261,319 for January thru December 2017, down 2.3 percent versus January thru December 2016 when it was \$267,492.

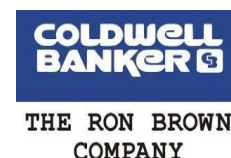
The median price of residential homes for the year 2017 was \$217,850, versus the year 2016 when it was \$219,000, a decrease of 0.5 percent.

Total sales of residential homes for Rockport MLS for January thru December 2017 was 409, a decrease of 16.0 percent (78 homes) versus the same period 2016.

The average Days on Market for residential homes for January thru December 2017 was 153, the same as January thru December 2016.

Months inventory estimates the number of months it will take to deplete current active inventory based on the prior 3 months sales activity. This figure is representative of the single-family and condo/townhouse market. Six (6) months of inventory is considered a balanced market.

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ROCKPORT MLS SINGLE-FAMILY

| ALL CATEGORIES | Jan-Dec, 2016 | Jan-Dec, 2017 | PERCENT CHANGE |
|-------------------------------------|----------------------|----------------------|-----------------------|
| Residential property sales* | 412 | 339 | -17.7% |
| Residential total dollar volume* | \$117,247,112 | \$96,382,771 | -17.8% |
| Average residential sales price* | \$284,580 | \$284,315 | -0.1% |
| Median residential sales price* | \$234,950 | \$231,000 | -1.7% |
| Total active listings end of month* | 231 | 175 | -24.2% |
| Months inventory* | 7.5 | 9.6 | 28.0% |

*This figure refers to the single-family home market.

Residential Homes Update

The average sales price for residential homes was \$284,315 for January thru December 2017, down 0.1 percent versus January thru December 2016 when it was \$284,580.

The median price of residential homes for the year 2017 was \$231,000, versus the year 2016 when it was \$234,950, a decrease of 1.7 percent.

Total sales of residential homes for Rockport MLS for January thru December 2017 was 339, a decrease of 17.7 percent (73 homes) versus the same period 2016.

The average Days on Market for residential homes for January thru December 2017 was 156, 1.3 percent longer than the same period last year.

Months inventory estimates the number of months it will take to deplete current active inventory based on the prior 3 months sales activity. This figure is representative of the single-family homes market. Six (6) months of inventory is considered a balanced market.

ROCKPORT MLS CONDO/TOWNHOUSE

| ALL CATEGORIES | Jan-Dec, 2016 | Jan-Dec, 2017 | PERCENT CHANGE |
|-------------------------------------|----------------------|----------------------|-----------------------|
| Condo/Townhouse sales* | 75 | 70 | -6.7% |
| Total dollar volume* | \$13,021,469 | \$10,496,900 | -19.4% |
| Average sales price* | \$173,620 | \$149,956 | -13.6% |
| Median sales price* | \$158,000 | \$132,500 | -16.1% |
| Total active listings end of month* | 55 | 25 | -54.5% |
| Months inventory* | 15.0 | 37.3 | 148.7% |

*This figure refers to the condo/townhouse market.

Condo/Townhouse Update

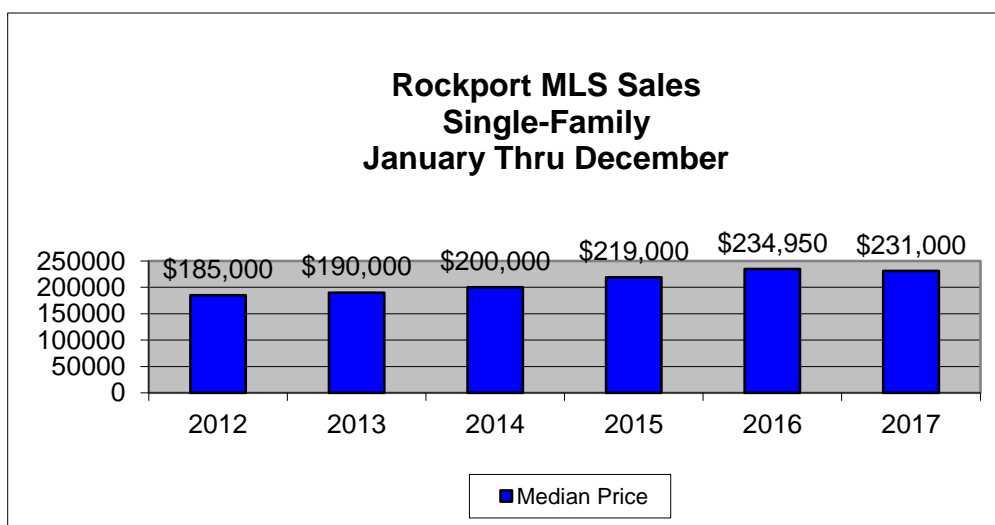
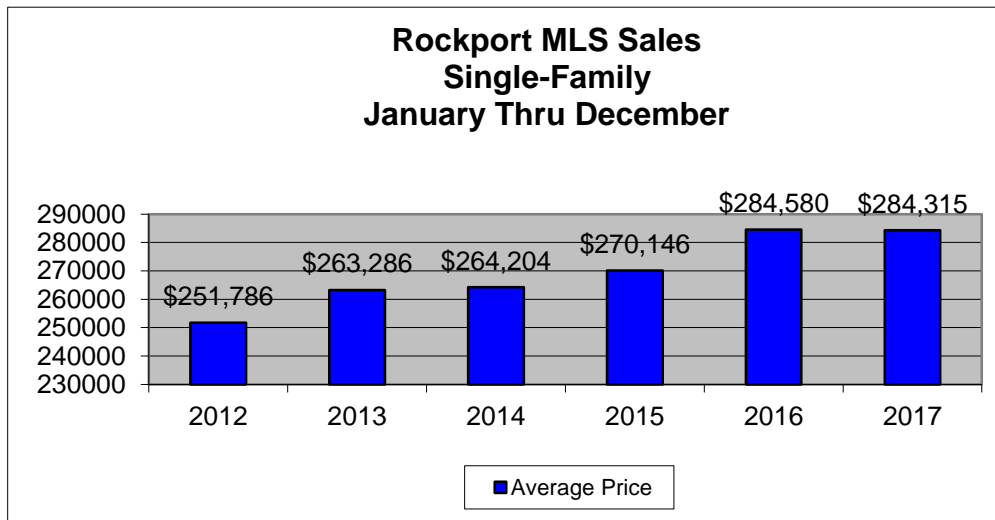
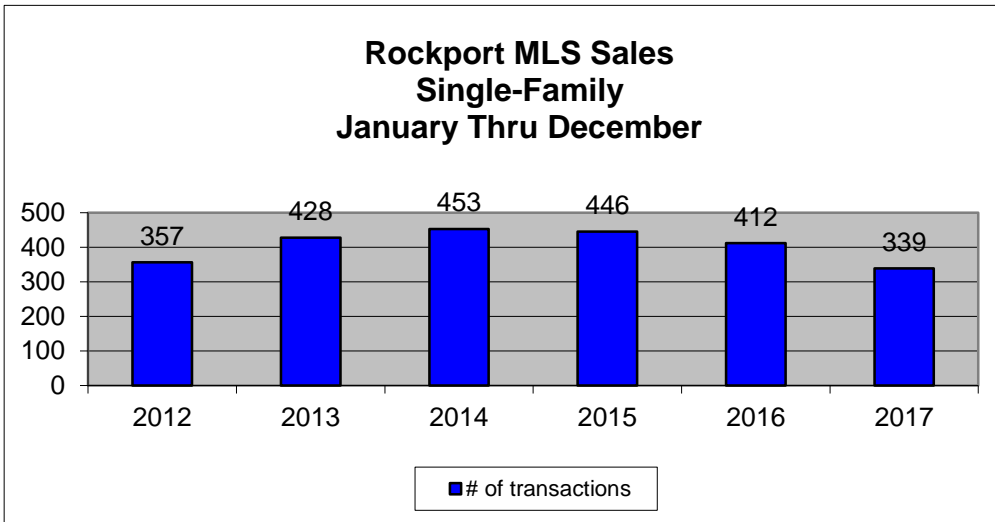
The average sales price for condo/townhouses was \$149,956 for January thru December 2017, down 13.6 percent versus January thru December 2016 when it was \$173,620.

The median price of condo/townhouses for the year 2017 was \$132,500, versus the year 2016 when it was \$158,000, a decrease of 16.1 percent.

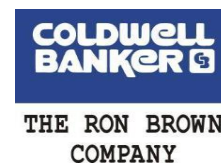
Total sales of condo/townhouses for Rockport MLS for January thru December 2017 was 70, a decrease of 6.7 percent (5 homes) versus the same period 2016.

The average Days on Market for condo/townhouses for January thru December 2017 was 141, 4.1 percent shorter than the same period last year.

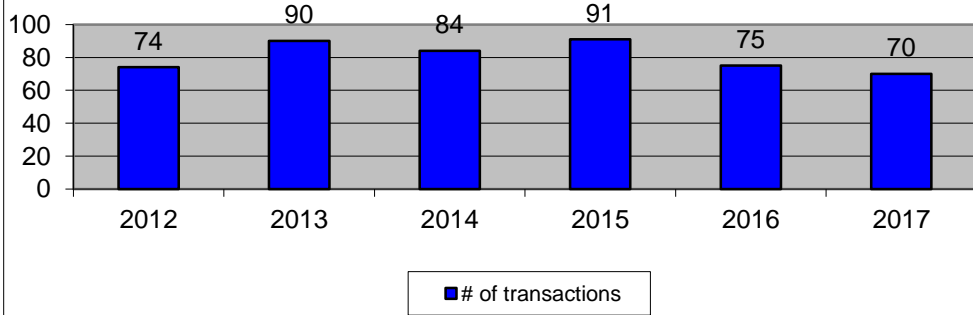
Months inventory estimates the number of months it will take to deplete current active inventory based on the prior 3 months sales activity. This figure is representative of the condo/townhouse market. Six (6) months of inventory is considered a balanced market.



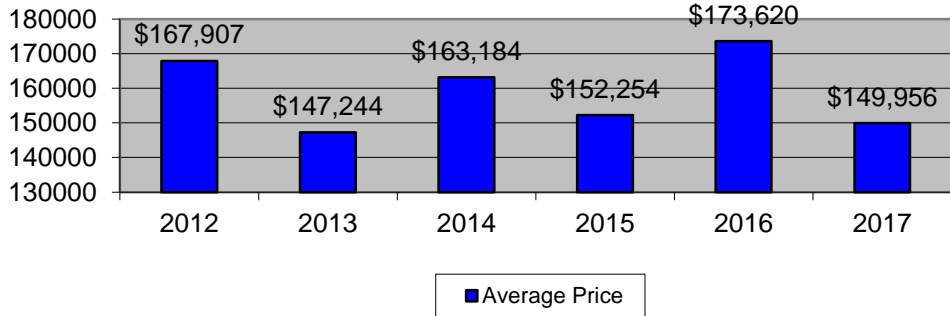
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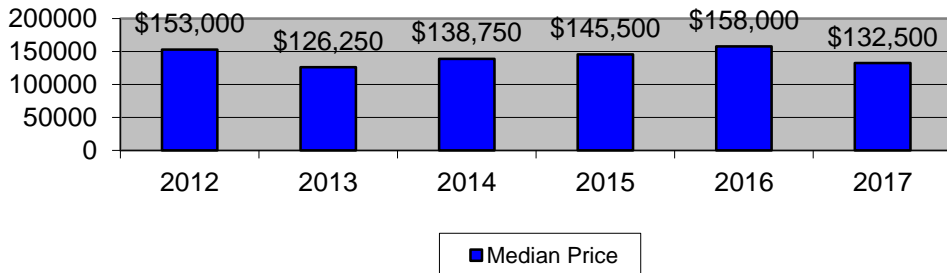
Rockport MLS Sales Condo/Townhouse January Thru December



Rockport MLS Sales Condo/Townhouse January Thru December



Rockport MLS Sales Condo/Townhouse January Thru December



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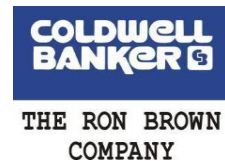


Rockport MLS Sales Single-Family and Condo/Townhouse January Thru December

Market Summary (by Sold Price)

| <u>Price Range</u> | <u>2016 Count</u> | <u>2017 Count</u> | <u>2016</u> | <u>2017</u> |
|---------------------------|-----------------------|-----------------------|---------------------------------------|---------------------------------------|
| | | | <u>Average Days On Market</u> | <u>Average Days On Market</u> |
| \$0 - \$99,999 | 58 | 39 | 202 | 117 |
| \$100,000 - \$199,999 | 161 | 142 | 118 | 135 |
| \$200,000 - \$299,999 | 139 | 123 | 146 | 145 |
| \$300,000 - \$399,999 | 48 | 54 | 134 | 164 |
| \$400,000 - \$499,999 | 25 | 22 | 176 | 199 |
| \$500,000 - \$599,999 | 19 | 9 | 264 | 299 |
| \$600,000 - \$699,999 | 17 | 5 | 206 | 242 |
| \$700,000 - \$799,999 | 12 | 3 | 283 | 313 |
| \$800,000 - \$899,999 | 3 | 5 | 97 | 281 |
| \$900,000 - \$999,999 | 0 | 4 | 0 | 178 |
| \$1,100,000 - \$1,199,999 | 1 | 0 | 81 | 0 |
| \$1,300,000 - \$1,399,999 | 2 | 0 | 169 | 0 |
| \$1,400,000 - \$1,499,999 | 1 | 1 | 62 | 460 |
| \$1,500,000 - \$1,599,999 | 0 | 1 | 0 | 337 |
| \$1,600,000 - \$1,699,999 | 0 | 1 | 0 | 38 |
| \$1,700,000 - \$1,799,999 | 1 | 0 | 64 | 0 |
| Total | 487 | 409 | | |

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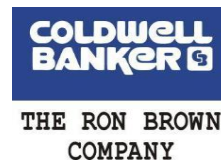


Rockport MLS Sales Single-Family January Thru December

Market Summary (by Sold Price)

| <u>Price Range</u> | <u>2016 Count</u> | <u>2017 Count</u> | <u>2016</u> | <u>2017</u> |
|---------------------------|-----------------------|-----------------------|---------------------------------------|---------------------------------------|
| | | | <u>Average Days On Market</u> | <u>Average Days On Market</u> |
| \$0 - \$99,999 | 38 | 21 | 236 | 109 |
| \$100,000 - \$199,999 | 134 | 105 | 121 | 142 |
| \$200,000 - \$299,999 | 114 | 110 | 132 | 134 |
| \$300,000 - \$399,999 | 47 | 52 | 131 | 165 |
| \$400,000 - \$499,999 | 24 | 22 | 181 | 199 |
| \$500,000 - \$599,999 | 19 | 9 | 264 | 299 |
| \$600,000 - \$699,999 | 16 | 5 | 219 | 242 |
| \$700,000 - \$799,999 | 12 | 3 | 283 | 313 |
| \$800,000 - \$899,999 | 3 | 5 | 97 | 281 |
| \$900,000 - \$999,999 | 0 | 4 | 0 | 178 |
| \$1,100,000 - \$1,199,999 | 1 | 0 | 81 | 0 |
| \$1,300,000 - \$1,399,999 | 2 | 0 | 169 | 0 |
| \$1,400,000 - \$1,499,999 | 1 | 1 | 62 | 460 |
| \$1,500,000 - \$1,599,999 | 0 | 1 | 0 | 337 |
| \$1,600,000 - \$1,699,999 | 0 | 1 | 0 | 38 |
| \$1,700,000 - \$1,799,999 | 1 | 0 | 64 | 0 |
| Total | 412 | 339 | | |

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Rockport MLS Sales Condo/Townhouse January Thru December

Market Summary (by Sold Price)

| <u>Price Range</u> | <u>2016 Count</u> | <u>2017 Count</u> | <u>2016 Average Days On Market</u> | <u>2017 Average Days On Market</u> |
|-----------------------|-----------------------|-----------------------|--|--|
| \$0 - \$99,999 | 20 | 18 | 138 | 127 |
| \$100,000 - \$199,999 | 27 | 37 | 99 | 114 |
| \$200,000 - \$299,999 | 25 | 13 | 209 | 239 |
| \$300,000 - \$399,999 | 1 | 2 | 314 | 121 |
| \$400,000 - \$499,999 | 1 | 0 | 51 | 0 |
| \$600,000 - \$699,999 | 1 | 0 | 1 | 0 |
| Total | 75 | 70 | | |

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