

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



| ALL CATEGORIES | 12 Months Ending | | PERCENT CHANGE |
|-------------------------------------|-------------------------|-----------------------|-----------------------|
| | February, 2017 | February, 2018 | |
| Residential property sales* | 476 | 397 | -16.6% |
| Residential total dollar volume* | \$129,378,042 | \$101,410,559 | -21.6% |
| Average residential sales price* | \$271,803 | \$255,442 | -6.0% |
| Median residential sales price* | \$225,969 | \$215,000 | -4.9% |
| Total active listings end of month* | 322 | 188 | -41.6% |
| Months inventory* | 10.3 | 8.1 | -21.4% |

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

Residential Homes Update

The average sales price for residential homes was \$255,442 for the 12 months ending February, 2018, down 6.0 percent versus the same period last year when it was \$271,803. The median price of residential homes for the 12 months ending February, 2018 was \$215,000, versus the same period last year when it was \$225,969, down 4.9 percent.

Total sales of residential homes for Rockport MLS for the 12 months ending February, 2018 was 397, a decrease of 16.6 percent (79 homes) versus the same period 2017.

The average Days on Market for residential homes for the 12 months ending February, 2018 was 159, 11.2 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 and condo/townhouse market. Six (6) months of inventory is considered a balanced market.

Offices in Victoria, Rockport, Ingleside, Cuero, Wharton, and Columbus, Texas.
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ROCKPORT MLS SINGLE-FAMILY

| ALL CATEGORIES | 12 Months Ending February, 2017 | 12 Months Ending February, 2018 | PERCENT CHANGE |
|-------------------------------------|------------------------------------|------------------------------------|----------------|
| Residential property sales* | 399 | 333 | -16.5% |
| Residential total dollar volume* | \$115,820,673 | \$91,790,159 | -20.7% |
| Average residential sales price* | \$290,277 | \$275,646 | -5.0% |
| Median residential sales price* | \$240,000 | \$225,000 | -6.3% |
| Total active listings end of month* | 271 | 159 | -41.3% |
| Months inventory* | 10.3 | 7.2 | -30.1% |

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

Residential Homes Update

The average sales price for residential homes was \$275,646 for the 12 months ending February, 2018, down 5.0 percent versus the same period last year when it was \$290,277.

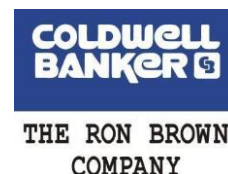
The median price of residential homes for the 12 months ending February, 2018 was \$225,000, versus the same period last year when it was \$240,000, a decrease of 6.3 percent.

Total sales of residential homes for Rockport MLS for the 12 months ending February, 2018 was 333, down 16.5 percent (66 homes) versus the same period last year when it was 399.

The average Days on Market for residential homes for the 12 months ending February 2018 was 160, 12.7 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.

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ROCKPORT MLS CONDO/TOWNHOUSE

| ALL CATEGORIES | 12 Months Ending February, 2017 | 12 Months Ending February, 2018 | PERCENT CHANGE |
|-------------------------------------|--|--|-----------------------|
| Condo/Townhouse sales* | 77 | 64 | -16.9% |
| Total dollar volume* | \$13,557,369 | \$9,620,400 | -29.0% |
| Average sales price* | \$176,070 | \$150,319 | -14.6% |
| Median sales price* | \$160,000 | \$131,250 | -18.0% |
| Total active listings end of month* | 51 | 29 | -43.1% |
| Months inventory* | 10.2 | 21.8 | 113.7% |

*This figure refers to the condo/townhouse market.

Condo/Townhouse Update

The average sales price for condo/townhouses was \$150,319 for the 12 months ending February, 2018, down 14.6 percent versus the same period last year when it was \$176,070.

The median price of condo/townhouses for the 12 months ending February, 2018 was \$131,250, versus the same period last year when it was \$160,000, a decrease of 18.0 percent.

Total sales of condo/townhouses for Rockport MLS for the 12 months ending February 2018 was 64, a decrease of 16.9 percent (13 homes) versus the same period last year.

The average Days on Market for condo/townhouses for the 12 months ending February 2018 was 151, 2.7 percent longer than the same period last year.

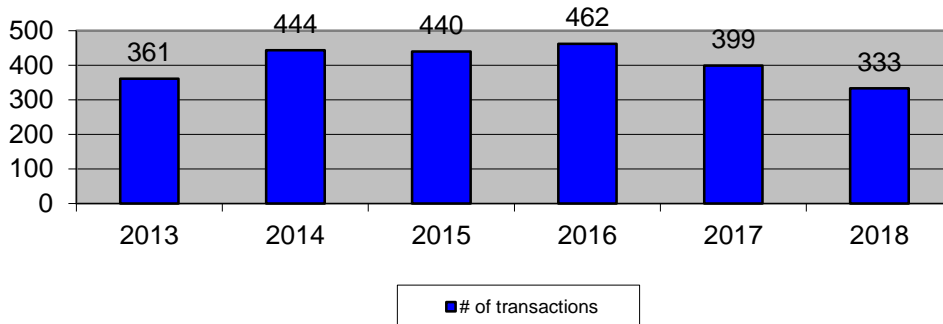
Months inventory estimates the number of months it will take to deplete current active inventory based on the prior 3 months sales activity. This figure is representative of the condo/townhouse market. Six (6) months of inventory is considered a balanced market.

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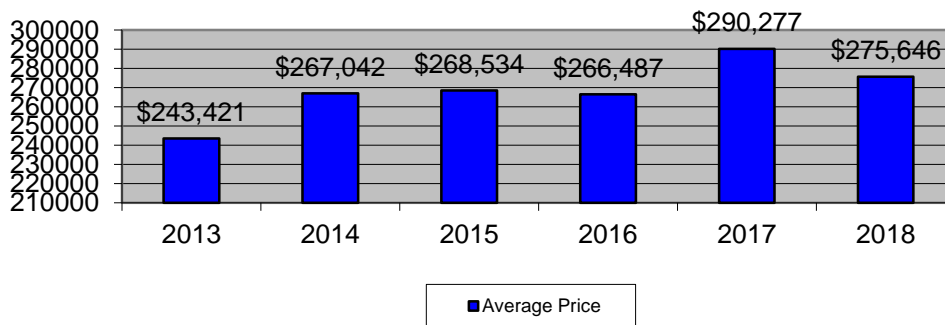


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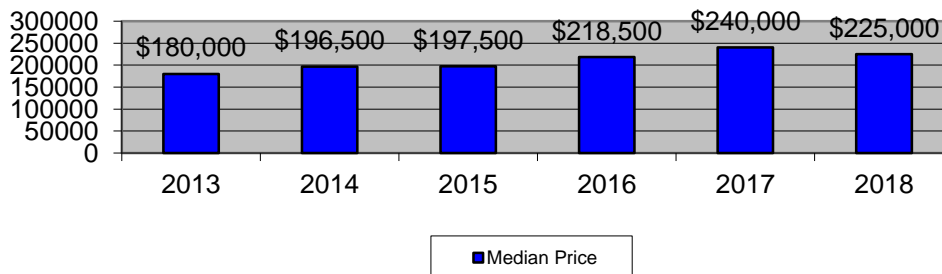
Rockport MLS Sales Single-Family 12 Months Ending February



Rockport MLS Sales Single-Family 12 Months Ending February



Rockport MLS Sales Single-Family 12 Months Ending February

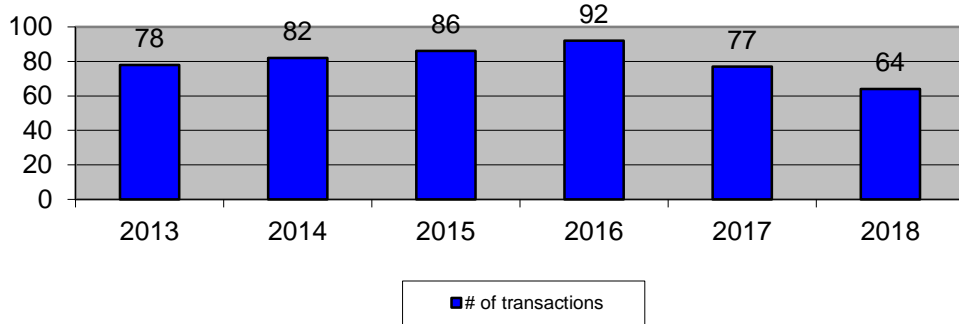


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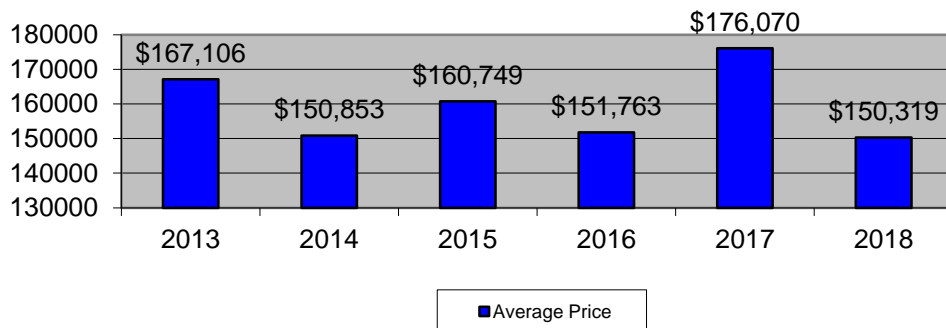


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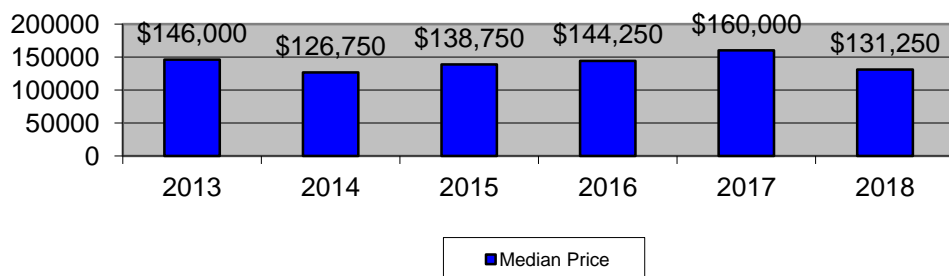
Rockport MLS Sales Condo/Townhouse 12 Month Period Ending February



Rockport MLS Sales Condo/Townhouse 12 Month Period Ending February



Rockport MLS Sales Condo/Townhouse 12 Month Period Ending February



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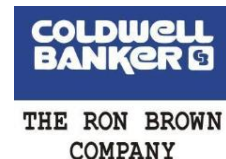


Rockport MLS Sales Single-Family and Condo/Townhouse 12 Months Ending February

Market Summary (by Sold Price)

| <u>Price Range</u> | <u>2017</u> <u>Count</u> | <u>2018</u> <u>Count</u> | <u>2017</u> | <u>2018</u> |
|---------------------------|-----------------------------|-----------------------------|---|---|
| | | | <u>Average</u> <u>Days On</u> <u>Market</u> | <u>Average</u> <u>Days On</u> <u>Market</u> |
| \$0 - \$99,999 | 47 | 41 | 137 | 101 |
| \$100,000 - \$199,999 | 156 | 139 | 112 | 137 |
| \$200,000 - \$299,999 | 144 | 124 | 140 | 154 |
| \$300,000 - \$399,999 | 49 | 49 | 144 | 191 |
| \$400,000 - \$499,999 | 28 | 16 | 165 | 214 |
| \$500,000 - \$599,999 | 17 | 10 | 268 | 313 |
| \$600,000 - \$699,999 | 17 | 3 | 203 | 250 |
| \$700,000 - \$799,999 | 11 | 3 | 265 | 313 |
| \$800,000 - \$899,999 | 2 | 5 | 477 | 326 |
| \$900,000 - \$999,999 | 0 | 4 | 0 | 178 |
| \$1,000,000 - \$1,099,999 | 0 | 0 | 0 | 0 |
| \$1,100,000 - \$1,199,999 | 1 | 0 | 81 | 0 |
| \$1,200,000 - \$1,299,999 | 0 | 0 | 0 | 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 | 476 | 397 | | |

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Rockport MLS Sales Single-Family 12 Months Ending February

Market Summary (by Sold Price)

| <u>Price Range</u> | <u>2017 Count</u> | <u>2018 Count</u> | <u>2017 Average Days On Market</u> | <u>2018 Average Days On Market</u> |
|---------------------------|-----------------------|-----------------------|--|--|
| \$0 - \$99,999 | 28 | 24 | 123 | 96 |
| \$100,000 - \$199,999 | 129 | 105 | 119 | 143 |
| \$200,000 - \$299,999 | 117 | 113 | 123 | 144 |
| \$300,000 - \$399,999 | 47 | 47 | 141 | 177 |
| \$400,000 - \$499,999 | 27 | 16 | 169 | 214 |
| \$500,000 - \$599,999 | 17 | 10 | 268 | 313 |
| \$600,000 - \$699,999 | 16 | 3 | 216 | 250 |
| \$700,000 - \$799,999 | 11 | 3 | 265 | 313 |
| \$800,000 - \$899,999 | 2 | 5 | 477 | 326 |
| \$900,000 - \$999,999 | 0 | 4 | 0 | 178 |
| \$1,000,000 - \$1,099,999 | 0 | 0 | 0 | 0 |
| \$1,100,000 - \$1,199,999 | 1 | 0 | 81 | 0 |
| \$1,200,000 - \$1,299,999 | 0 | 0 | 0 | 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 | 399 | 333 | | |

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Rockport MLS Sales Condo/Townhouse 12 Months Ending February

Market Summary (by Sold Price)

| <u>Price Range</u> | <u>2017 Count</u> | <u>2018 Count</u> | <u>2017 Average Days On Market</u> | <u>2018 Average Days On Market</u> |
|-----------------------|-----------------------|-----------------------|--|--|
| \$0 - \$99,999 | 19 | 17 | 157 | 107 |
| \$100,000 - \$199,999 | 27 | 34 | 80 | 118 |
| \$200,000 - \$299,999 | 27 | 11 | 210 | 255 |
| \$300,000 - \$399,999 | 2 | 2 | 229 | 526 |
| \$400,000 - \$499,999 | 1 | 0 | 51 | 0 |
| \$600,000 - \$699,999 | 1 | 0 | 1 | 0 |
| Total | 77 | 64 | | |

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