

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



| ALL CATEGORIES | 12 Months Ending | | PERCENT CHANGE |
|-------------------------------------|-------------------------|-------------------|-----------------------|
| | June, 2017 | June, 2018 | |
| Residential property sales* | 498 | 334 | -32.9% |
| Residential total dollar volume* | \$133,369,771 | \$85,777,201 | -35.7% |
| Average residential sales price* | \$267,811 | \$256,818 | -4.1% |
| Median residential sales price* | \$220,250 | \$219,700 | -0.2% |
| Total active listings end of month* | 394 | 232 | -41.1% |
| Months inventory* | 8.3 | 7.2 | -13.3% |

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

Residential Homes Update

The average sales price for residential homes was \$256,818 for the 12 months ending June, 2018, down 4.1 percent versus the same period last year when it was \$267,811.

The median price of residential homes for the 12 months ending June, 2018 was \$219,700, versus the same period last year when it was \$220,250, a decrease 0.2 percent.

Total sales of residential homes for Rockport MLS for the 12 months ending June, 2018 was 334, a decrease of 32.9 percent (164 homes) versus the same period 2017.

The average Days on Market for residential homes for the 12 months ending June 2018 was 156, 6.1 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 June, 2017 | 12 Months Ending June, 2018 | PERCENT CHANGE |
|-------------------------------------|--|--|-----------------------|
| Residential property sales* | 421 | 301 | -28.5% |
| Residential total dollar volume* | \$121,774,452 | \$80,244,001 | -34.1% |
| Average residential sales price* | \$289,250 | \$266,591 | -7.8% |
| Median residential sales price* | \$242,000 | \$226,000 | -6.6% |
| Total active listings end of month* | 311 | 193 | -37.9% |
| Months inventory* | 8.0 | 6.2 | -22.5% |

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

Residential Homes Update

The average sales price for residential homes was \$266,591 for the 12 months ending June, 2018, down 7.8 percent versus the same period last year when it was \$289,250.

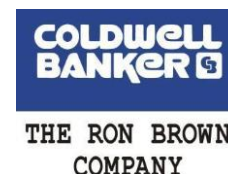
The median price of residential homes for the 12 months ending June, 2018 was \$226,000, versus the same period last year when it was \$242,000, a decrease of 6.6 percent.

Total sales of residential homes for Rockport MLS for the 12 months ending June, 2018 was 301, down 28.5 percent (120 homes) versus the same period last year when it was 421.

The average Days on Market for residential homes for the 12 months ending June 2018 was 155, 4.7 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 June, 2017 | 12 Months Ending June, 2018 | PERCENT CHANGE |
|-------------------------------------|--|--|-----------------------|
| Condo/Townhouse sales* | 77 | 33 | -57.1% |
| Total dollar volume* | \$11,595,319 | \$5,533,200 | -52.3% |
| Average sales price* | \$150,589 | \$167,673 | 11.3% |
| Median sales price* | \$133,900 | \$160,000 | 19.5% |
| Total active listings end of month* | 83 | 39 | -53.0% |
| Months inventory* | 9.2 | 29.3 | 218.5% |

*This figure refers to the condo/townhouse market.

Condo/Townhouse Update

The average sales price for condo/townhouses was \$167,673 for the 12 months ending June, 2018, up 11.3 percent versus the same period last year when it was \$150,589.

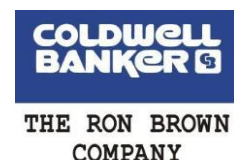
The median price of condo/townhouses for the 12 months ending June, 2018 was \$160,000, versus the same period last year when it was \$133,900, an increase of 19.5 percent.

Total sales of condo/townhouses for Rockport MLS for the 12 months ending June 2018 was 33, a decrease of 57.1 percent (44 homes) versus the same period last year.

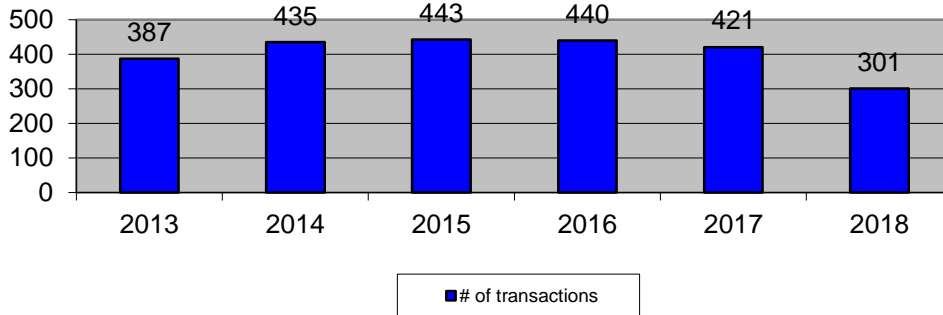
The average Days on Market for condo/townhouses for the 12 months ending June 2018 was 170, 20.6 percent longer than the same period last year.

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.

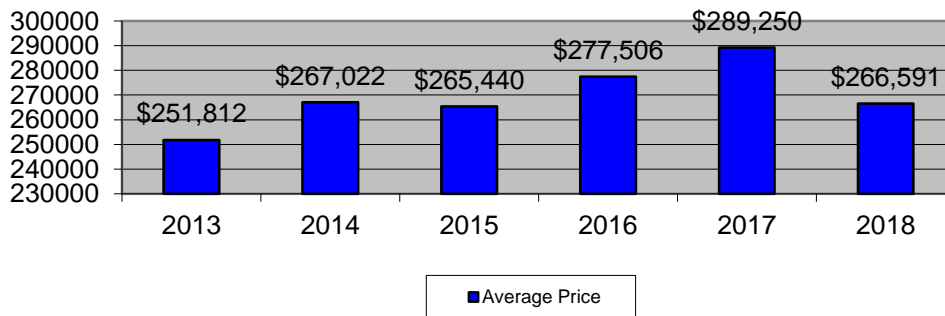
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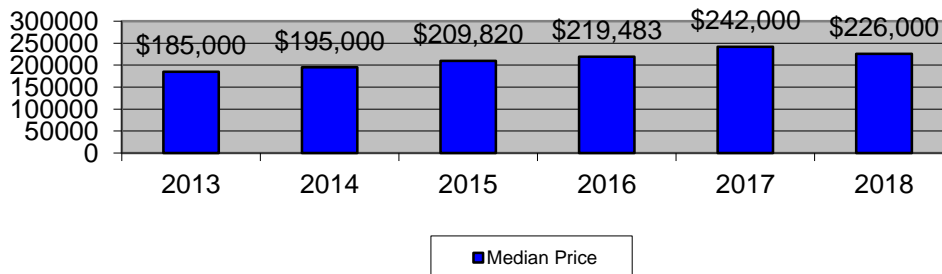
Rockport MLS Sales Single-Family 12 Months Ending June



Rockport MLS Sales Single-Family 12 Months Ending June



Rockport MLS Sales Single-Family 12 Months Ending June

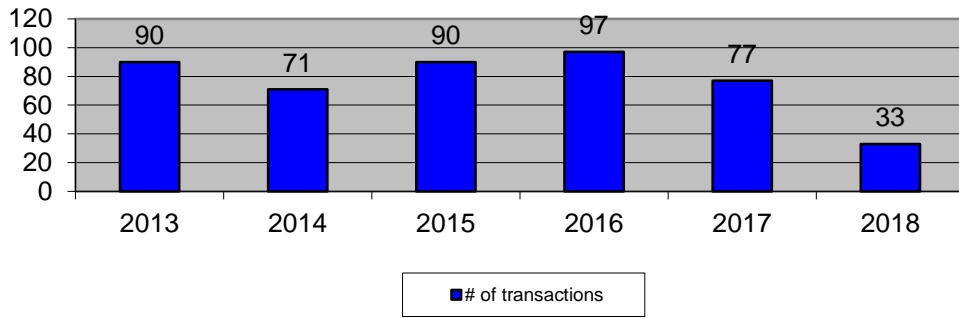


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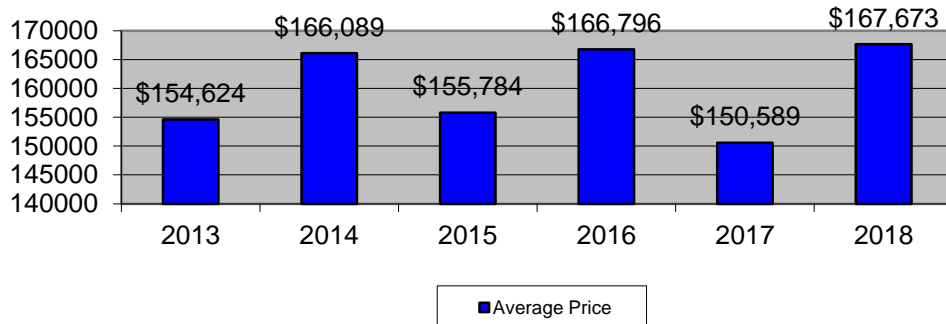


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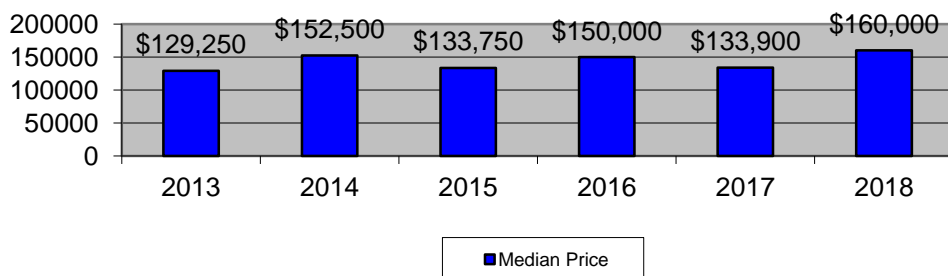
Rockport MLS Sales Condo/Townhouse 12 Month Period Ending June



Rockport MLS Sales Condo/Townhouse 12 Month Period Ending June



Rockport MLS Sales Condo/Townhouse 12 Month Period Ending June



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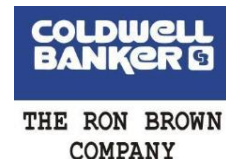


Rockport MLS Sales Single-Family and Condo/Townhouse 12 Months Ending June

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 | 55 | 27 | 109 | 138 |
| \$100,000 - \$199,999 | 159 | 114 | 127 | 119 |
| \$200,000 - \$299,999 | 149 | 108 | 138 | 161 |
| \$300,000 - \$399,999 | 61 | 51 | 155 | 168 |
| \$400,000 - \$499,999 | 28 | 10 | 199 | 208 |
| \$500,000 - \$599,999 | 12 | 11 | 221 | 342 |
| \$600,000 - \$699,999 | 13 | 2 | 213 | 150 |
| \$700,000 - \$799,999 | 9 | 3 | 339 | 317 |
| \$800,000 - \$899,999 | 4 | 5 | 311 | 291 |
| \$900,000 - \$999,999 | 4 | 0 | 178 | 0 |
| \$1,000,000 - \$1,099,999 | 0 | 1 | 0 | 20 |
| \$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 | 1 | 0 | 197 | 0 |
| \$1,400,000 - \$1,499,999 | 1 | 0 | 460 | 0 |
| \$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 | 498 | 334 | | |

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Rockport MLS Sales Single-Family 12 Months Ending June

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 | 29 | 23 | 114 | 138 |
| \$100,000 - \$199,999 | 129 | 92 | 132 | 125 |
| \$200,000 - \$299,999 | 131 | 103 | 123 | 154 |
| \$300,000 - \$399,999 | 58 | 50 | 154 | 152 |
| \$400,000 - \$499,999 | 28 | 10 | 199 | 208 |
| \$500,000 - \$599,999 | 12 | 10 | 221 | 328 |
| \$600,000 - \$699,999 | 13 | 2 | 213 | 150 |
| \$700,000 - \$799,999 | 9 | 3 | 339 | 317 |
| \$800,000 - \$899,999 | 4 | 5 | 311 | 291 |
| \$900,000 - \$999,999 | 4 | 0 | 178 | 0 |
| \$1,000,000 - \$1,099,999 | 0 | 1 | 0 | 20 |
| \$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 | 1 | 0 | 197 | 0 |
| \$1,400,000 - \$1,499,999 | 1 | 0 | 460 | 0 |
| \$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 | 421 | 301 | | |

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Rockport MLS Sales Condo/Townhouse 12 Months Ending June

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 | 26 | 4 | 105 | 137 |
| \$100,000 - \$199,999 | 30 | 22 | 105 | 94 |
| \$200,000 - \$299,999 | 18 | 5 | 247 | 316 |
| \$300,000 - \$399,999 | 3 | 1 | 185 | 955 |
| \$400,000 - \$499,999 | 0 | 0 | 0 | 0 |
| \$500,000 - \$599,999 | 0 | 1 | 0 | 484 |
| Total | 77 | 33 | | |

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