

# Hattiesburg Area Single Family Home Sales

Courtesy of Hattiesburg Area Association of Realtors, Inc.

## Multiple Listing Service

Each category reflects totals by calendar quarter



	2008	2009	2009	Qtr 2 Change
	Qtr 4	Qtr 1	Qtr 2	versus Qtr 1
Total Homes Active	1593	1729	1953	13.0%
Total New Listings	486	703	856	21.8%
Total Under Contract	230	296	435	47.0%
Number of Homes Sold	246	224	366	63.4%
Dollar Volume Sold	\$ 37,443,926	\$ 35,485,973	\$59,412,063	67.4%
Average Sales Price	\$ 152,211	\$ 158,420	\$162,328	2.5%
Median Sales Price	\$ 141,450	\$ 136,600	\$147,750	8.2%
List Price to Sale Price Ratio (overall)	93.5%	95.0%	96%	1.1%
Hattiesburg NE	91%	98%	90%	-8.2%
Hattiesburg SE	96%	95%	94%	-1.1%
Hattiesburg NW	97%	91%	94%	3.3%
Hattiesburg SW	92%	94%	96%	2.1%
Petal	98%	96%	96%	0.0%
Oak Grove	96%	95%	97%	2.1%

### Definitions:

**“Total # of Homes Active”** – The total number of homes that were on the market and active for 1 day or more during the specified date range and listed for sale on the HAAR Multiple Listing Service. These include homes listed and active prior to the date range as well as during.

**“Total # of New Listings”** – The total number of homes placed on the market within the specified date range and NEWLY listed for sale on the HAAR Multiple Listing Service. These may include homes that were previously listed with one agent and were cancelled, expired, and withdrawn and subsequently relisted with a competing agent.

**“Total # Under Contract”** – The total number of homes with status changes from an ‘active listing’ to a ‘pending or under contract listing’ during the specified date range. Pending or Under Contract means that a contractual agreement between a seller and a buyer has been reached, subject to terms and is scheduled to close at some point in the future. “Under Contract” means a sale is imminent, but has not consummated.

**“Dollar Volume Sold”** – The combined dollar value of all homes where the sales have successfully closed and title has transferred as recorded in the HAAR Multiple Listing Service during the specified date range.

**“Total Number of Homes Sold”** – The total number of homes where the sales have successfully closed and title has transferred as recorded in the HAAR Multiple Listing Service during the specified date range.

**“Average Sales Price”** – The combined dollar value of all homes that have successfully closed and title has transferred divided by the total number of sold homes.

**“Median Sales Price”** – The sales price value that is the exact middle value located between the lowest sales price and the highest sales price for a given period. For example if there were 9 homes sold of varying value and those values were arranged from least to greatest, the 5<sup>th</sup> value listed – or the one in the middle – would be considered the median value.

**“List Price to Sales Price Ratio”** – The differential between the price a home was originally listed versus the price it ultimately sold. For instance, if the average list to sale is 97%, that means that on average a home listed for \$100,000 would have ultimately sold for \$97,000.