



Your Market Data for:  
**Mississippi Gulf Coast**

Your real estate information source.

August 2013



### Recent Mississippi Gulf Coast real estate activity

As a real estate professional, I strive to keep in touch with my clients and provide them with information that I hope they will find useful. This recent market report is an opportunity to let you know about the state of the market and current trends. If you find a property that interests you, please contact me at 228-206-5330 for specific information or to schedule a showing appointment. I'll be glad to help you in any way possible.

**Beth Mandal Tyson**



### Trends, Tips & Tricks

#### An Easy Furniture Fix - Without Calling an Expert

##### Repair frayed woven chair seats

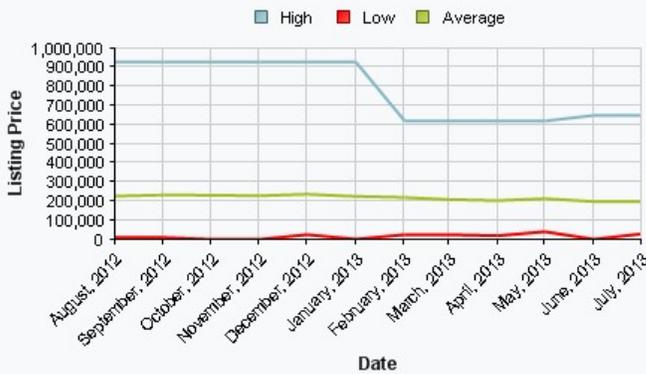
If you have a chair with a woven paper rush seat (wicker made of twisted paper), you probably already know that the paper has a tendency to tear in front, where legs constantly rub it. Here's a quick cosmetic fix: Squeeze a bit of white craft glue underneath the torn strands, and tape it with masking tape to hold it in place. When the glue is dry, remove the masking tape, and no one will ever know the strands are broken.

#### Home Improvements and Which Ones to Do

Whether you plan to sell in the near future, or just want to improve the value of your home, here is one low cost improvement you should consider. **Refinish your hardwood floors.** Scratched and worn hardwood floors detract from your home's value and if left untended, you may need to replace them at a huge cost. Paying a professional to refinish them is a good idea - going a little too far with the sander can leave permanent indentations on your floors. Ask around for a reliable professional or check out a site like [www.needcontractor.com](http://www.needcontractor.com). And while you are refinishing your floors, consider staining them a different shade for a dramatic new look.

### Mississippi Gulf Coast Real Estate Sales Data

Average Listing Price (last 12 months)

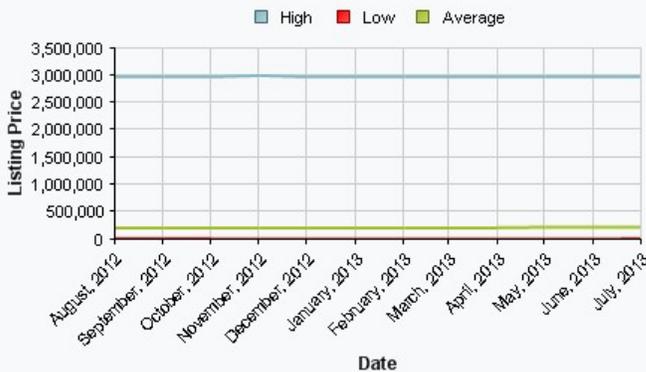


#### LIST PRICES FOR CONDOS/TOWNHOMES IN JULY

High	\$649,000	Low	\$29,000	Average	\$197,282
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Average Listing Price (last 12 months)

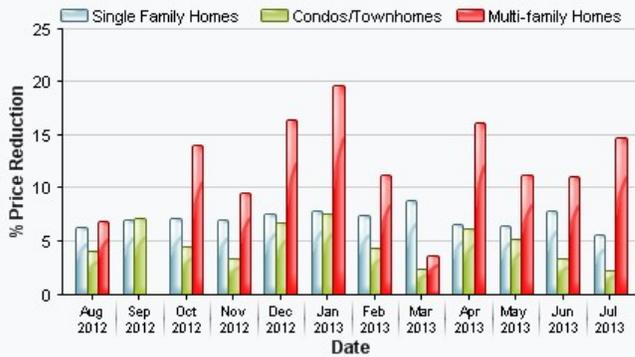


#### LIST PRICES FOR SINGLE FAMILY HOMES IN JULY

High	\$2,975,000	Low	\$13,000	Average	\$223,900
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## Mississippi Gulf Coast Real Estate Sales Data

### Price Reduction (last 12 months)



#### RECENT PRICE REDUCTIONS IN JULY

Single Family Homes	5.6%	Condos/Townhomes	2.2%	Multi-family Homes	14.8%
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## Keys for Buying and Selling when the Market is slow

It's a whole new world for home buyers. So, how do you make a smart purchase? You can find some excellent bargains but you still need to do some work.

**Check out the Deed.** Don't take the word of the Seller. They may be telling you what they were told. All sorts of legal issues and problems could ensue should your deed not match the previous deeds. Make sure the property lines for the house are the same on the deed as they are physically. You don't want to find that the property had been subdivided and your driveway actually belongs to someone else and you have no access to your house.

Check the public records. Investigate anything that looks a little irregular or different from what you have been told. Make sure the deed includes everything you thought you were getting.

## Mississippi Gulf Coast Real Estate Sales Data

### Days on Market (last 12 months)



#### CURRENT AVERAGE DAYS ON MARKET IN JULY

Single Family Homes	203	Condos/Townhomes	380	Multi-family Homes	335
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## Negotiate the best Deal

Buyers are finally being able to take advantage of cooling trends in previously hot markets. Multiple offers are no longer being thrown at sellers as soon as the For Sale sign hits the front yard. Here's a tip about negotiating the best deal. In a tighter market, it's not too much to ask the seller to add the closing costs to the price of the house. It's better to put 20 percent down and add the closing costs to the loan than put 15 percent down and pay the costs upfront.

Beth Mandal Tyson

Cell: 228-861-7635

Tel: 228-206-5330

bethtyson@mandalpreferred.com

MississippiGulfCoastRealEstate.com

Data is deemed accurate but not absolute, no warranty is given. If you are already working with a REALTOR® this is not meant to be a solicitation.

Mandal Preferred, Inc.  
2555 Marshall Rd. Suite E  
Biloxi, MS, 39531

