

Corte Bella

Sub-Division

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Price Range: All | Properties: Sub-Division

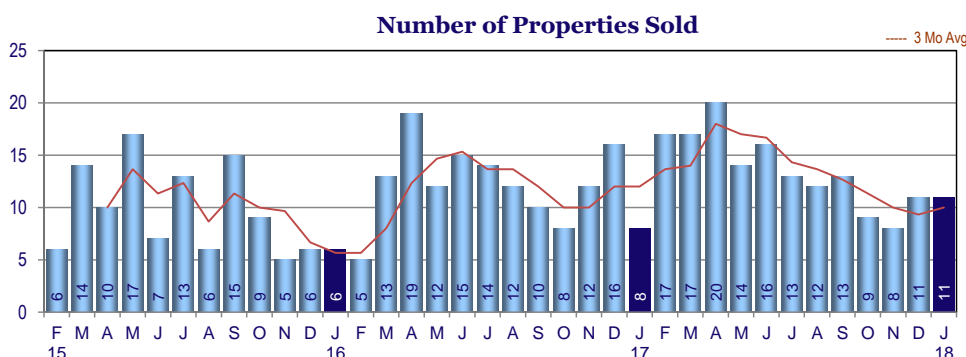
Market Profile & Trends Overview

	Month	Trending versus*:		
		LM	L3M	PYM
Median List Price of all Current Listings	\$424,900	-2%	9%	17%
Average List Price of all Current Listings	\$433,729	-2%	3%	14%
January Median Sales Price	\$337,000	-18%	25%	4%
January Average Sales Price	\$332,109	4%	-16%	18%
Total Properties Currently for Sale (Inventory)	53	20%	39%	-29%
January Number of Properties Sold	11	0%	-8%	38%
January Average Days on Market (Solds)	69	-1%	-53%	132%
January Month's Supply of Inventory	4.0	24%	47%	-36%
January Sale Price vs List Price Ratio	96.2%	-0%	-2%	-1%

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year

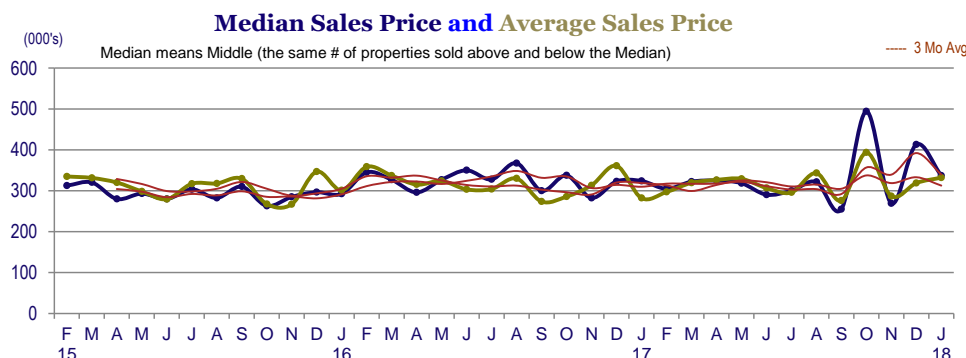
Property Sales

January property sales were 11, up 37.5% from 8 in January of 2017 and the same as the 11 sales last month. January 2018 sales were at their highest level compared to January of 2017 and 2016.



Prices

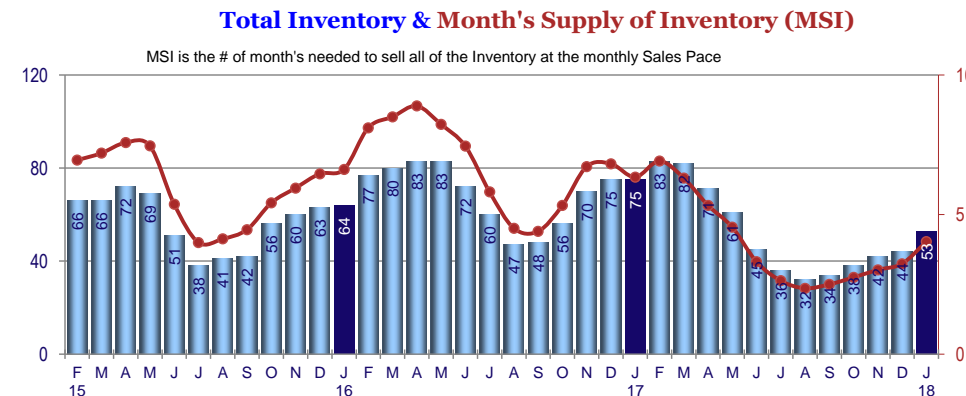
The Median Sales Price in January was \$337,000, up 4.0% from \$324,000 in January of 2017 and down 18.4% from \$413,000 last month. The Average Sales Price in January was \$332,109, up 17.8% from \$282,000 in January of 2017 and up 4.2% from \$318,857 last month. January 2018 ASP was at the lowest level compared to January of 2017 and 2016.



Inventory & MSI

The Total Inventory of Properties available for sale as of January was 53, up 20.5% from 44 last month and down 29.3% from 75 in January of last year. January 2018 Inventory was at its lowest level compared with January of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2018 MSI of 4.0 months was at its lowest level compared with January of 2017 and 2016.



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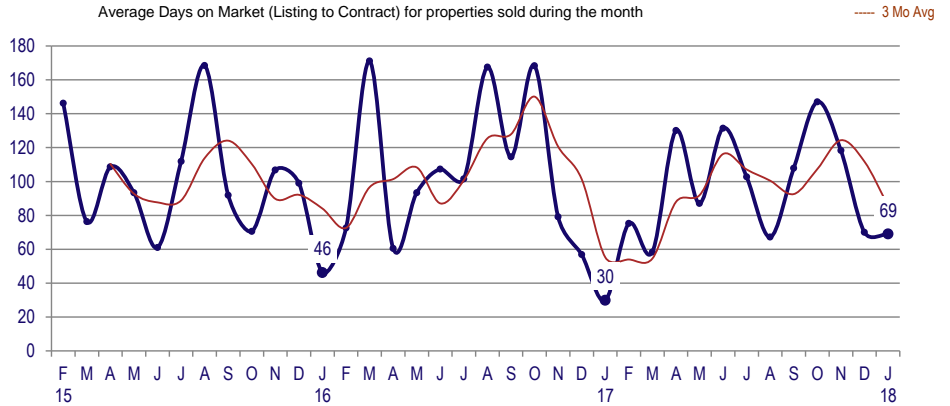
RESIDENTIAL BROKERAGE 139

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Market Time

The average Days On Market (DOM) shows how many days the average Property is on the market before it sells. An upward trend in DOM tends to indicate a move towards more of a Buyer's market, a downward trend a move towards more of a Seller's market. The DOM for January was 69, down 1.4% from 70 days last month and up 131.5% from 30 days in January of last year. The January 2018 DOM was at its highest level compared with January of 2017 and 2016.

Days On Market for Sold Properties



Selling Price vs Original Listing Price

The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The January 2018 Selling Price vs Original List Price of 96.2% was down from 96.5% last month and down from 97.9% in January of last year.

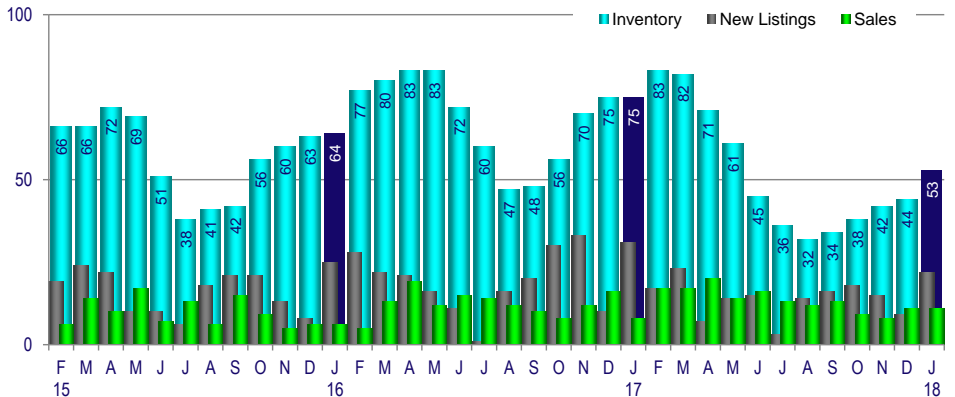
Selling Price versus Listing Price Ratio



Inventory / New Listings / Sales

This last view of the market combines monthly inventory of Properties for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in January 2018 was 22, up 144.4% from 9 last month and down 29.0% from 31 in January of last year.

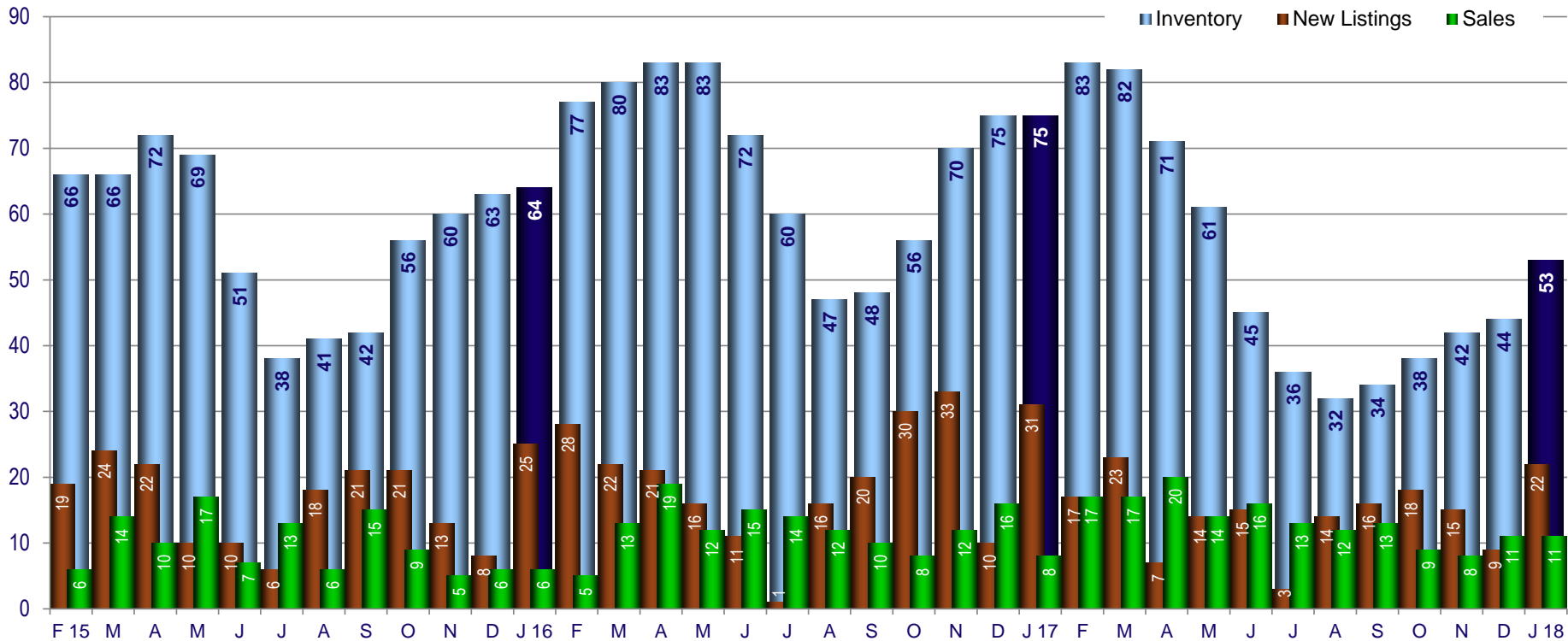
Inventory / New Listings / Sales





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Price Range: Below to 100,000,000 | Property Types: Sub-Division

	F 15	M	A	M	J	J	A	S	O	N	D	D-00	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18
Homes Sold	6	14	10	17	7	13	6	15	9	5	6	6	5	13	19	12	15	14	12	10	8	12	16	8	17	17	20	14	16	13	12	13	9	8	11	11
3 Mo. Roll Avg			10	14	11	12	9	11	10	10	7	6	6	8	363	15	15	14	14	12	10	10	12	12	14	14	18	17	17	14	14	13	11	10	9	10

(000's)	F 15	M	A	M	J	J	A	S	O	N	D	D-00	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18
Median Sale Price	312	320	280	293	280	304	283	310	263	285	297	293	345	327	296	327	350	328	368	300	338	283	323	324	305	322	325	319	291	300	322	255	494	269	413	337
3 Mo. Roll Avg			304	298	284	292	289	299	285	286	282	291	311	322	323	317	324	335	348	332	335	307	314	310	317	317	317	322	311	303	304	292	357	339	392	340

	F 15	M	A	M	J	J	A	S	O	N	D	D-00	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18
Inventory	66	66	72	69	51	38	41	42	56	60	63	64	77	80	83	83	72	60	47	48	56	70	75	75	83	82	71	61	45	36	32	34	38	42	44	53
MSI	7.0	7.2	7.6	7.5	5.4	4.0	4.1	4.5	5.4	6.0	6.5	6.6	8.1	8.5	8.9	8.2	7.5	5.8	4.5	4.4	5.3	6.7	6.8	6.3	6.9	6.3	5.3	4.6	3.3	2.6	2.4	2.5	2.8	3.0	3.2	4.0

	F 15	M	A	M	J	J	A	S	O	N	D	D-00	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18
Days on Market	146	76	109	93	61	112	169	92	71	107	99	46	73	171	61	93	107	102	168	115	168	79	57	30	75	58	130	87	132	103	67	108	147	118	70	69
3 Mo. Roll Avg			110	93	88	89	114	124	110	90	92	84	73	97	101	108	87	101	125	128	150	121	101	55	54	54	88	92	116	107	100	93	107	124	112	86

	F 15	M	A	M	J	J	A	S	O	N	D	D-00	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18
Sale to List Price	0.970	0.957	0.978	0.975	0.986	0.965	0.971	0.979	0.984	0.965	0.975	0.979	0.974	0.963	0.986	0.993	0.980	0.972	0.959	0.971	0.982	0.975	0.975	0.969	0.983	0.981	0.978	0.978	0.981	0.984	0.977	0.988	0.983	0.979	0.965	0.962
3 Mo. Roll Avg			0.968	0.970	0.980	0.975	0.974	0.972	0.978	0.976	0.975	0.973	0.976	0.972	0.974	0.981	0.986	0.982	0.970	0.967	0.971	0.976	0.977	0.973	0.976	0.978	0.981	0.979	0.979	0.981	0.981	0.983	0.983	0.983	0.976	0.969

	F 15	M	A	M	J	J	A	S	O	N	D	D-00	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18
New Listings	19	24	22	10	10	6	18	21	21	13	8	25	28	22	21	16	11	1	16	20	30	33	10	31	17	23	7	14	15	3	14	16	18	15	9	22
Inventory	66	66	72	69	51	38	41	42	56	60	63	64	77	80	83	83	72	60	47	48	56	70	75	75	83	82	71	61	45	36	32	34	38	42	44	53
Sales	6	14	10	17	7	13	6	15	9	5	6	6	5	13	19	12	15	14	12	10	8	12	16	8	17	17	20	14	16	13	12	13	9	8	11	11

(000's)	F 15	M	A	M	J	J	A	S	O	N	D	D-00	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18
Avg Sale Price	335	331	320	298	279	317	318	330	268	267	347	301	359	337	315	324	303	304	330	274	286	313	361	282	297	319	326	329	307	296	343	276	393	287	319	332
3 Mo. Roll Avg			329	317	299	298	305	321	305	288	294	305	335	332	337	325	314	310	313	303	296	291	320	319	313	299	314	325	321	311	315	305	337	319	333	313