

Corte Bella

Sub-Division

Corte Bella

www.CBHome.com



Price Range: All | Properties: Sub-Division

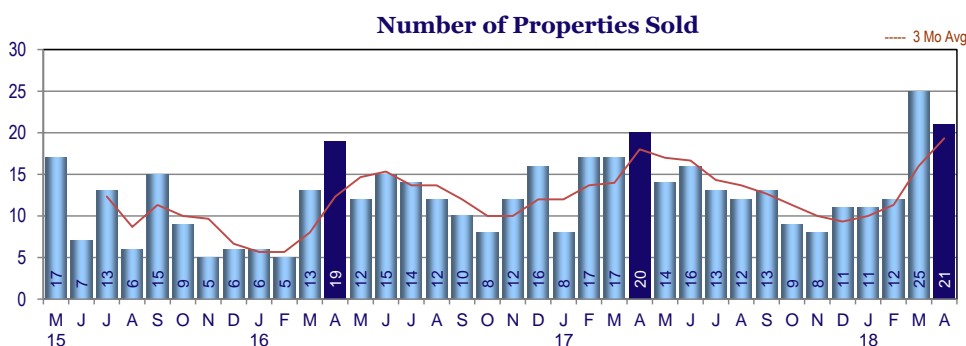
Market Profile & Trends Overview

	Month	Trending versus*:		
		LM	L3M	PYM
Median List Price of all Current Listings	\$419,000	5%	9%	15%
Average List Price of all Current Listings	\$447,919	2%	6%	19%
April Median Sales Price	\$309,500	-17%	-33%	-5%
April Average Sales Price	\$297,450	-11%	-10%	-9%
Total Properties Currently for Sale (Inventory)	36	-12%	-32%	-49%
April Number of Properties Sold	21	-16%	-0%	5%
April Average Days on Market (Solds)	68	-32%	-1%	-47%
April Month's Supply of Inventory	2.6	-17%	-35%	-51%
April Sale Price vs List Price Ratio	98.8%	1%	3%	1%

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

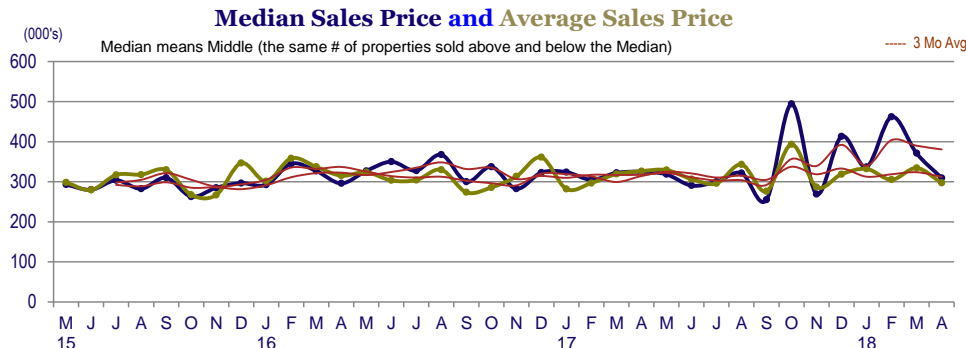
Property Sales

April property sales were 21, up 5.0% from 20 in April of 2017 and 16.0% lower than the 25 sales last month. April 2018 sales were at their highest level compared to April of 2017 and 2016.



Prices

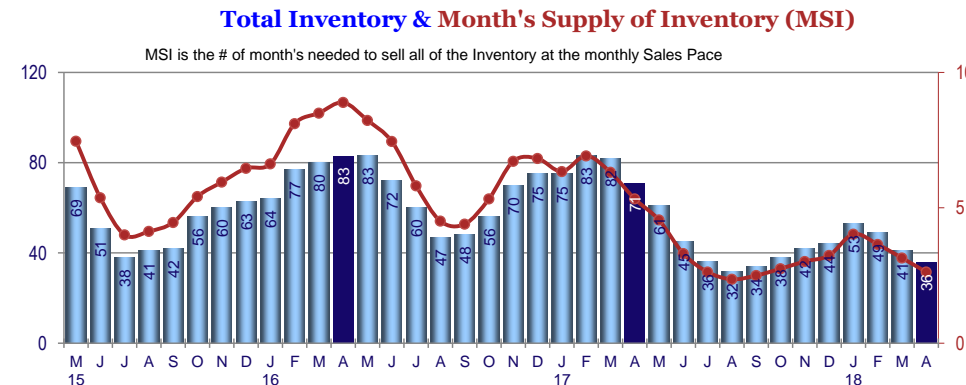
The Median Sales Price in April was \$309,500, down 4.8% from \$324,950 in April of 2017 and down 16.6% from \$371,000 last month. The Average Sales Price in April was \$297,450, down 8.9% from \$326,487 in April of 2017 and down 11.0% from \$334,244 last month. April 2018 ASP was at the highest level compared to April of 2017 and 2016.



Inventory & MSI

The Total Inventory of Properties available for sale as of April was 36, down 12.2% from 41 last month and down 49.3% from 71 in April of last year. April 2018 Inventory was at its lowest level compared with April of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The April 2018 MSI of 2.6 months was at its lowest level compared with April of 2017 and 2016.



Corte Bella

Sub-Division

Corte Bella

www.CBHomes.com



RESIDENTIAL BROKERAGE 325

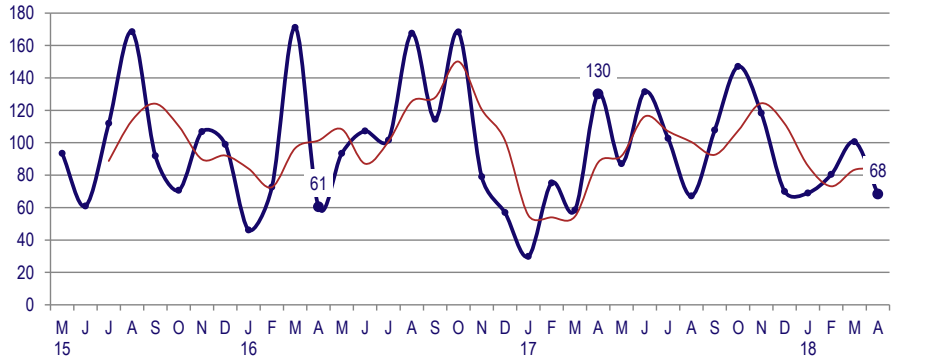
Price Range: All | Properties: Sub-Division

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 April was 68, down 32.0% from 101 days last month and down 47.4% from 130 days in April of last year. The April 2018 DOM was at a mid level compared with April of 2017 and 2016.

Days On Market for Sold Properties

Average Days on Market (Listing to Contract) for properties sold during the month

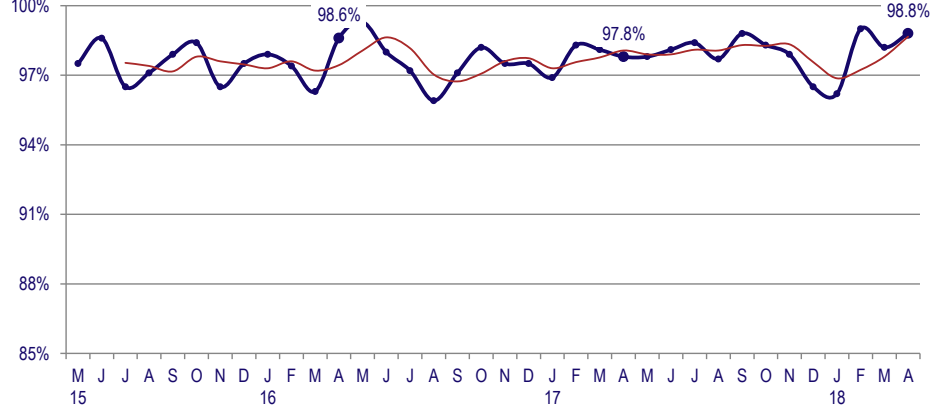


Selling Price vs Original Listing Price

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 April 2018 Selling Price vs Original List Price of 98.8% was up from 98.2% last month and up from 97.8% in April of last year.

Selling Price versus Listing Price Ratio

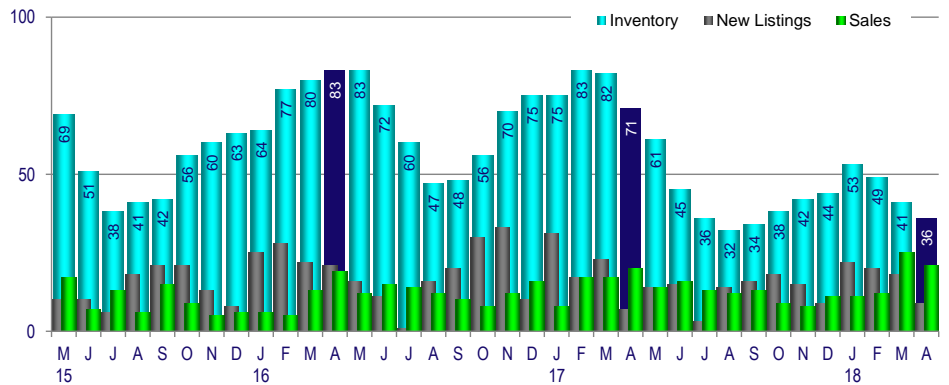
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 April 2018 was 9, down 50.0% from 18 last month and up 28.6% from 7 in April of last year.

Inventory / New Listings / Sales





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 April 2018 was 9, down 50.0% from 18 last month and up 28.6% from 7 in April of last year.

