

Sun City
Sub-Division

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Price Range: All | Properties: Sub-Division

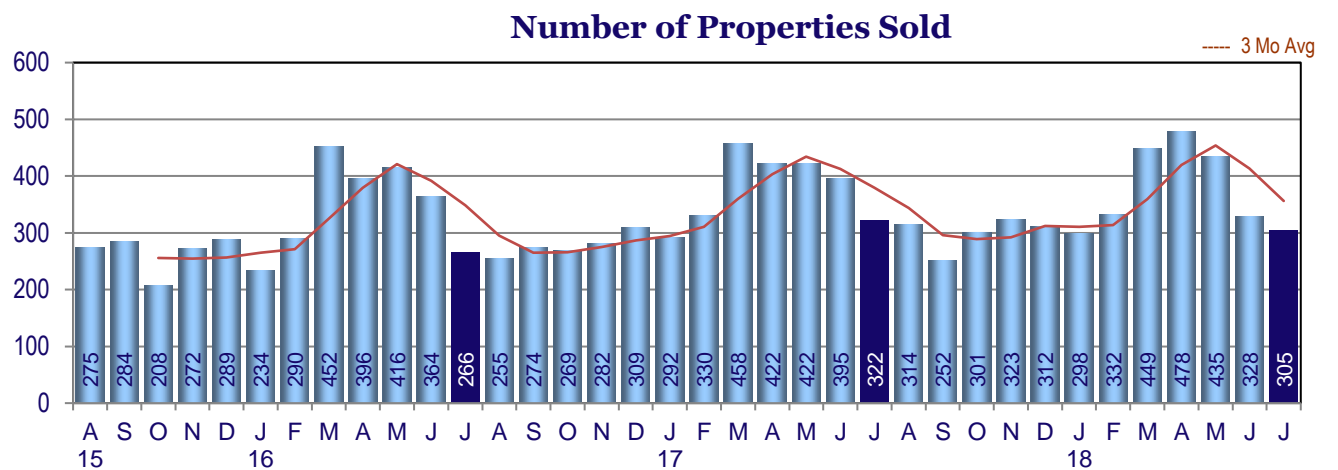
Market Profile & Trends Overview

	Month	Trending versus*:		
		LM	L3M	PYM
Median List Price of all Current Listings	\$244,750	2%	-1%	6%
Average List Price of all Current Listings	\$269,363	2%	2%	9%
July Median Sales Price	\$199,900	0%	-9%	8%
July Average Sales Price	\$189,239	2%	1%	12%
Total Properties Currently for Sale (Inventory)	357	-21%	-41%	-29%
July Number of Properties Sold	305	-7%	5%	-5%
July Average Days on Market (Solds)	51	-19%	-4%	-14%
July Month's Supply of Inventory	1.0	-20%	-41%	-32%
July Sale Price vs List Price Ratio	98.5%	0%	0%	0%

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

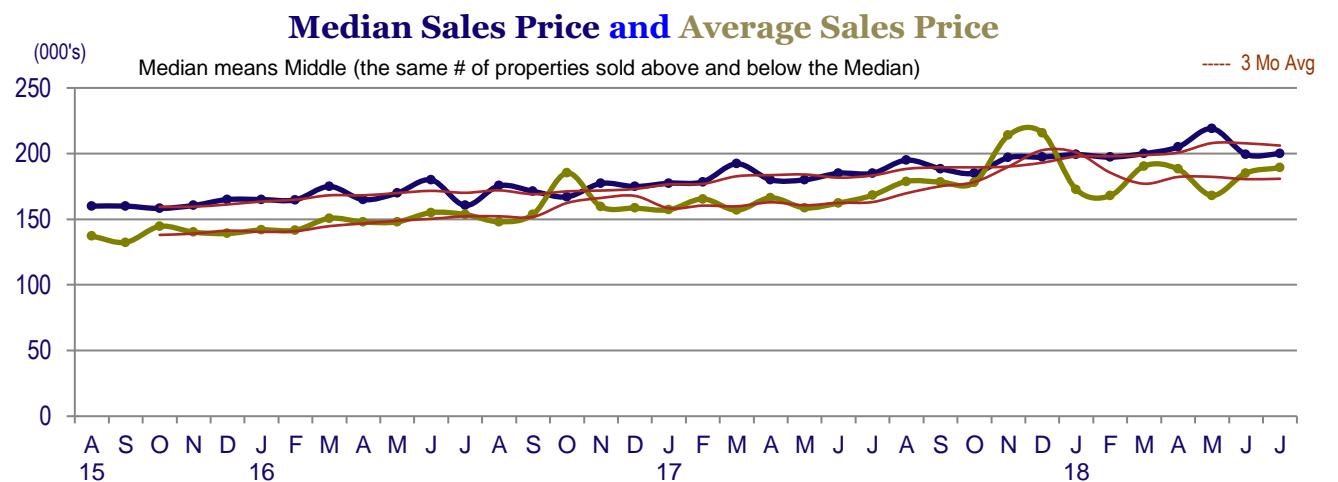
Property Sales

July property sales were 305, down 5.3% from 322 in July of 2017 and 7.0% lower than the 328 sales last month. July 2018 sales were at a mid level compared to July of 2017 and 2016.



Prices

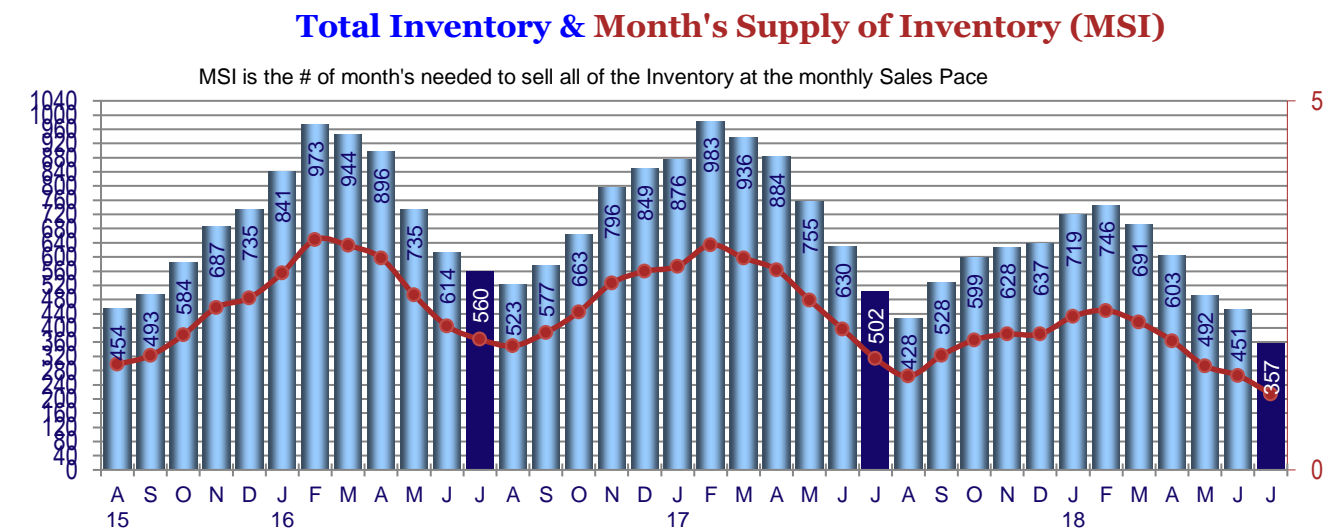
The Median Sales Price in July was \$199,900, up 8.1% from \$185,000 in July of 2017 and up 0.3% from \$199,375 last month. The Average Sales Price in July was \$189,239, up 12.5% from \$168,221 in July of 2017 and up 2.2% from \$185,176 last month. July 2018 ASP was at the highest level compared to July of 2017 and 2016.



Inventory & MSI

The Total Inventory of Properties available for sale as of July was 357, down 20.8% from 451 last month and down 28.9% from 502 in July of last year. July 2018 Inventory was at its lowest level compared with July of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The July 2018 MSI of 1.0 months was at its lowest level compared with July of 2017 and 2016.



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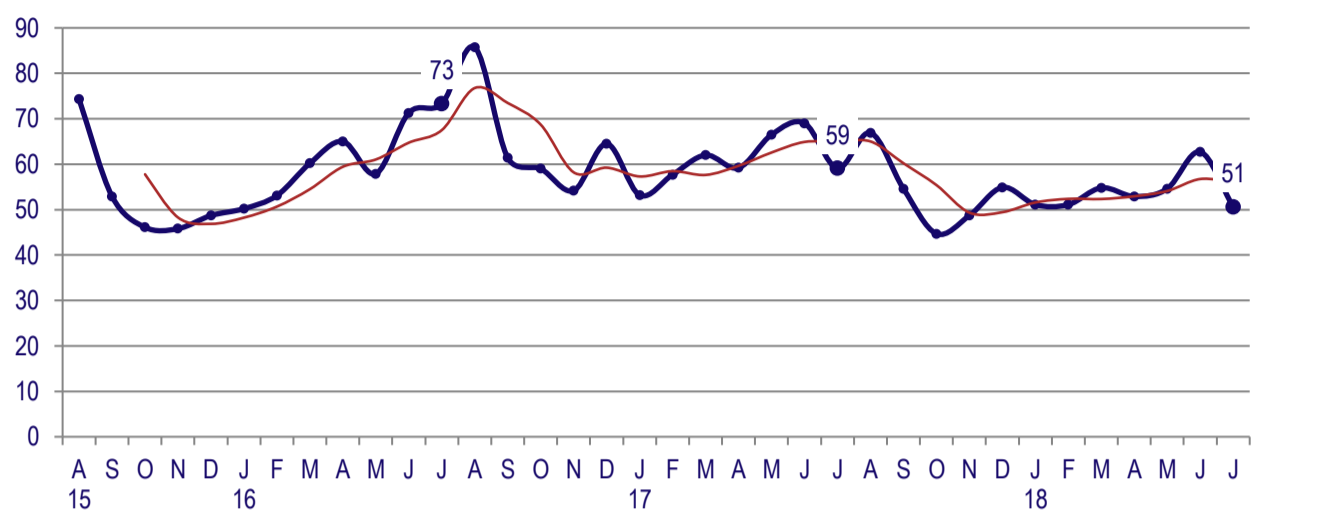
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Market Time

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 July was 51, down 19.3% from 63 days last month and down 14.4% from 59 days in July of last year. The July 2018 DOM was at its lowest level compared with July of 2017 and 2016.

Days On Market for Sold Properties

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

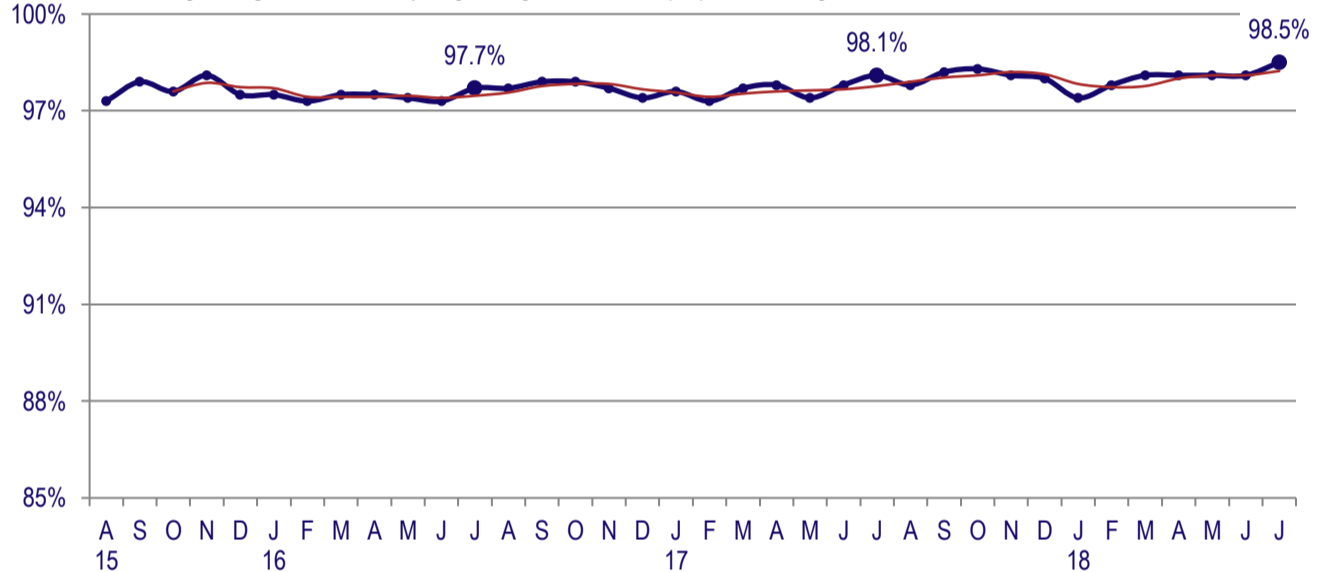


Selling Price vs Original Listing Price

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 July 2018 Selling Price vs Original List Price of 98.5% was up from 98.1% last month and up from 98.1% in July of last year.

Selling Price versus Listing Price Ratio

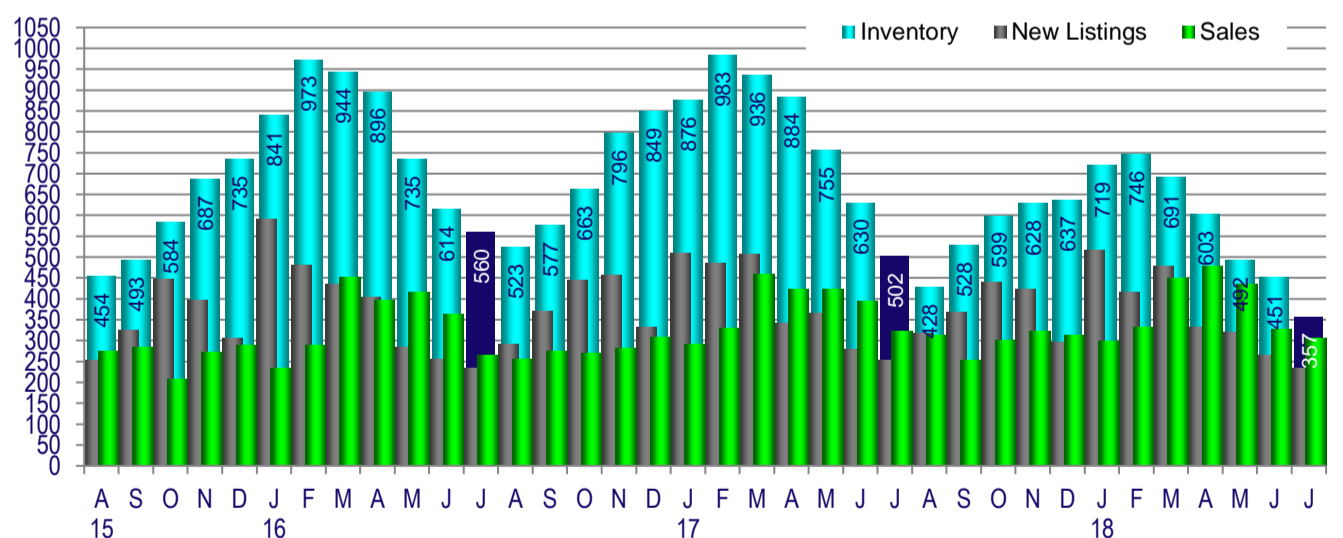
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 July 2018 was 233, down 11.7% from 264 last month and down 7.9% from 253 in July of last year.

Inventory / New Listings / Sales



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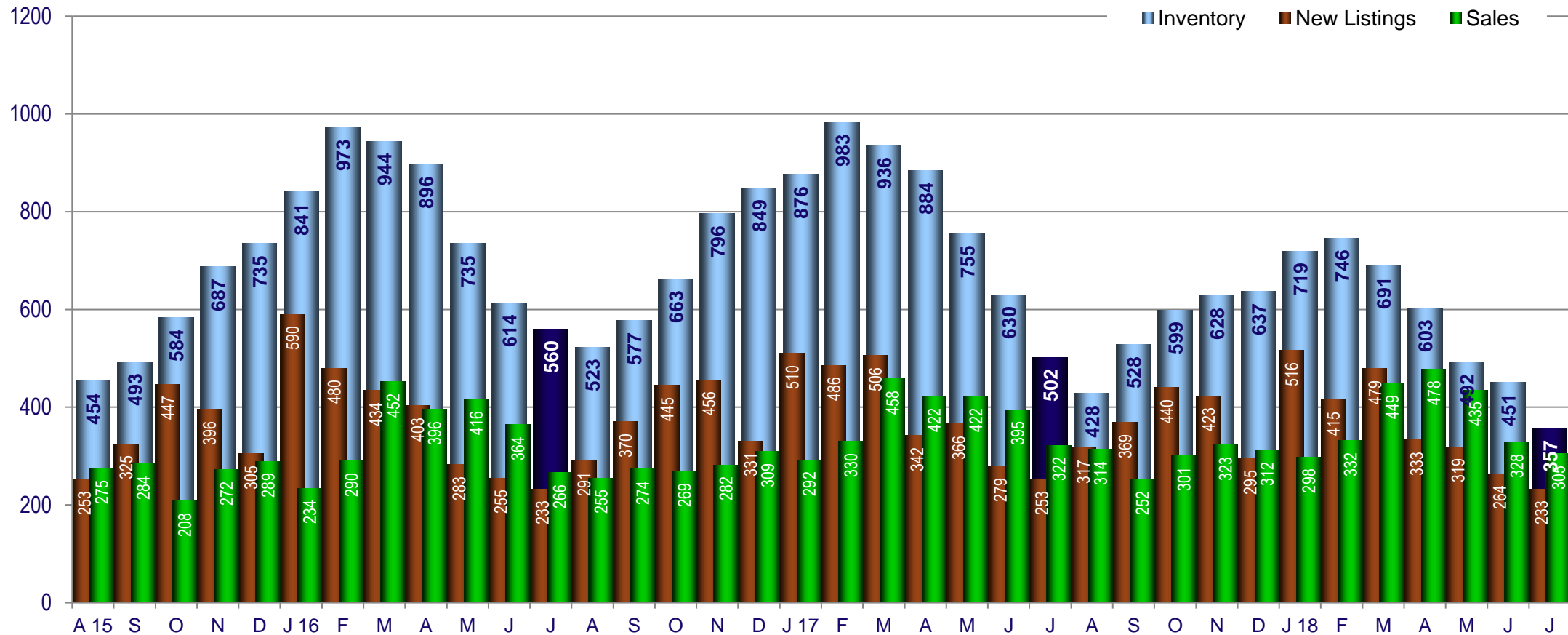
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