

Surprise



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Price Range: All | Properties: SFH - Condo - Twn

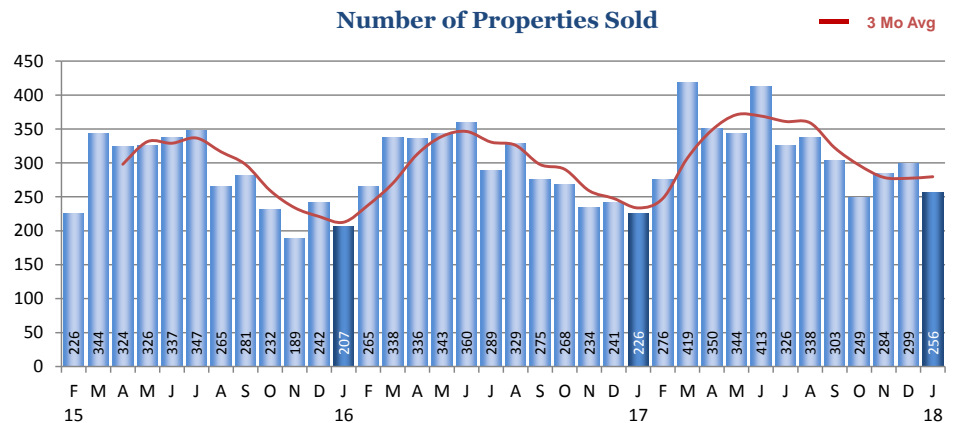
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$279,900	1%		12%				
Average List Price of all Current Listings	\$306,246	-0%		14%				
January Median Sales Price	\$236,306	0%	0%	5%	3%	\$236,306	5%	3%
January Average Sales Price	\$251,196	-0%	0%	7%	3%	\$251,196	7%	3%
Total Properties Currently for Sale (Inventory)	645	17%		-12%				
January Number of Properties Sold	256	-14%		13%		256	13%	
January Average Days on Market (Solds)	38	-16%	-7%	-31%	-14%	38	-31%	-14%
Asking Price per Square Foot (based on New Listings)	\$142	2%	2%	11%	8%	\$142	11%	8%
January Sold Price per Square Foot	\$136	2%	3%	11%	7%	\$136	11%	7%
January Month's Supply of Inventory	2.5	36%	17%	-23%	26%	2.5	-23%	26%
January Sale Price vs List Price Ratio	97.4%	-3%	-1%	.7%	.1%	97.4%	1%	0%

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2017) / YTD = Year-to-date

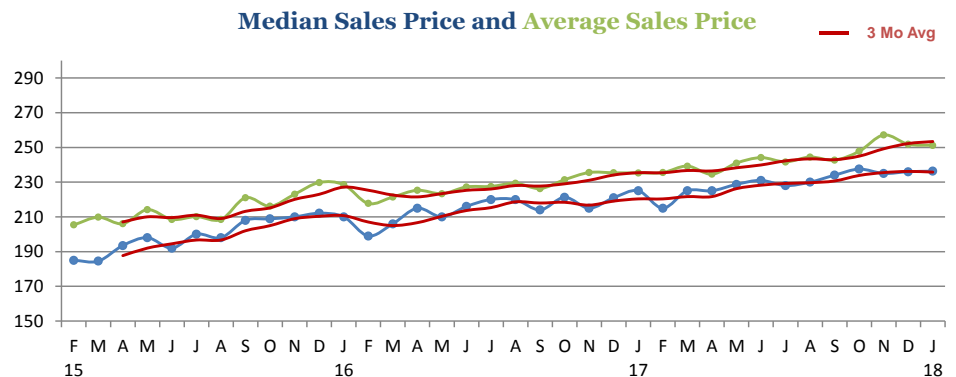
Property Sales

January Property sales were 256, up 13.3% from 226 in January of 2017 and 14.4% lower than the 299 sales last month. January 2018 sales were at their highest level compared to January of 2017 and 2016. January YTD sales of 256 are running 13.3% ahead of last year's year-to-date sales of 226.



Prices

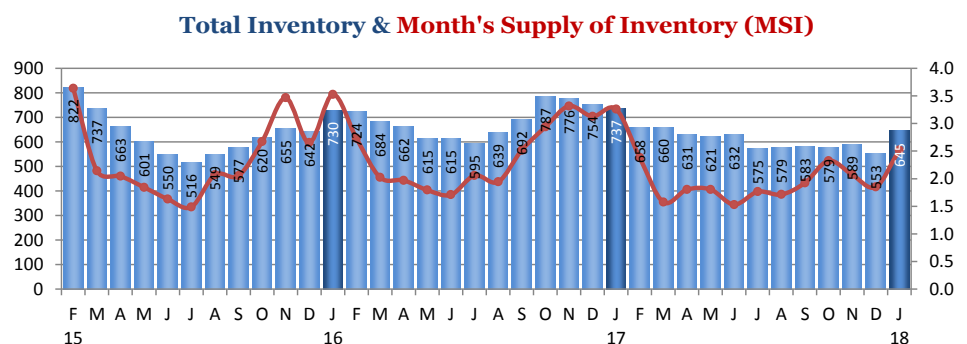
The Median Sales Price in January was \$236,306, up 5.0% from \$225,000 in January of 2017 and up 0.1% from \$236,000 last month. The Average Sales Price in January was \$251,196, up 6.7% from \$235,323 in January of 2017 and down 0.2% from \$251,797 last month. January 2018 ASP was at the highest level compared to January of 2017 and 2016.



Inventory & MSI

The Total Inventory of Properties available for sale as of January was 645, up 16.6% from 553 last month and down 12.5% from 737 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 2.5 months was at its lowest level compared with January of 2017 and 2016.



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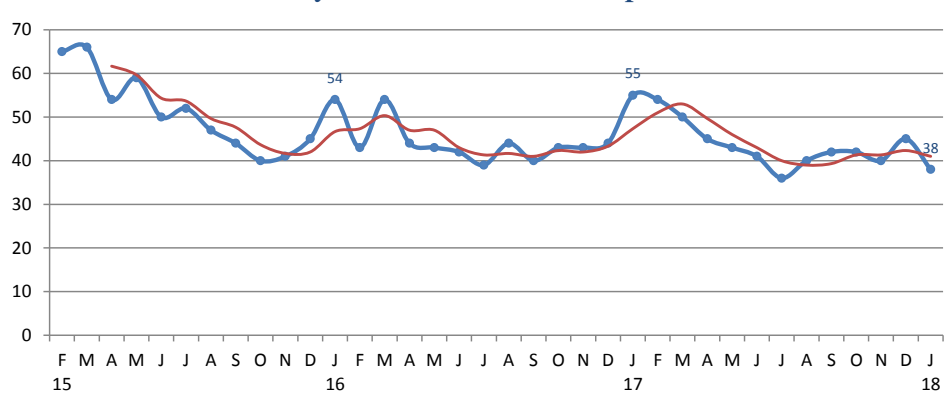


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Market Time

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 January was 38, down 15.6% from 45 days last month and down 30.9% from 55 days in January of last year. The January 2018 DOM was at its lowest level compared with January of 2017 and 2016.

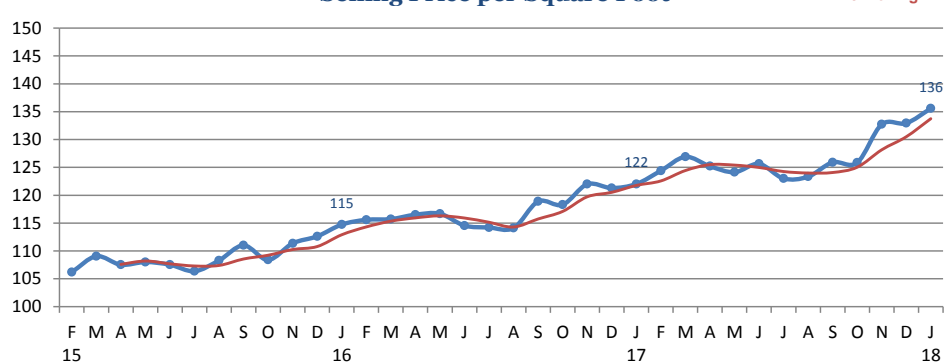
Days On Market for Sold Properties



Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The January 2018 Selling Price per Square Foot of \$136 was up 2.0% from \$133 last month and up 11.1% from 122 in January of last year.

Selling Price per Square Foot



Selling Price vs Original Listings 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 97.4% was down from 97.7% last month and up from 96.7% in January of last year.

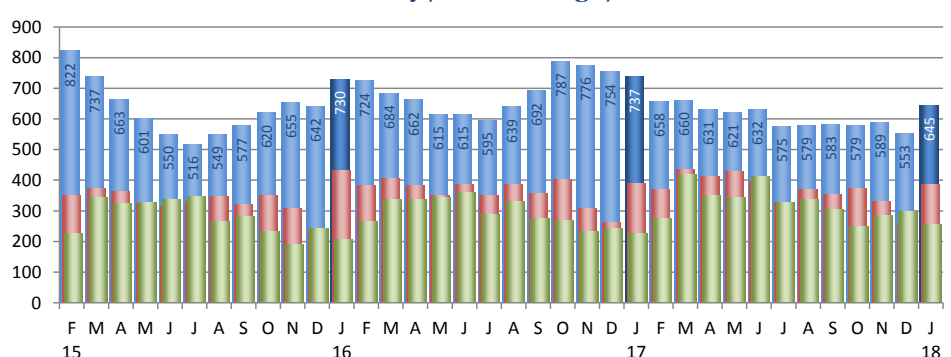
Selling Price versus Listing Price Ratio



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 387, up 54.2% from 251 last month and down 0.8% from 390 in January of last year.

Inventory / New Listings / Sales



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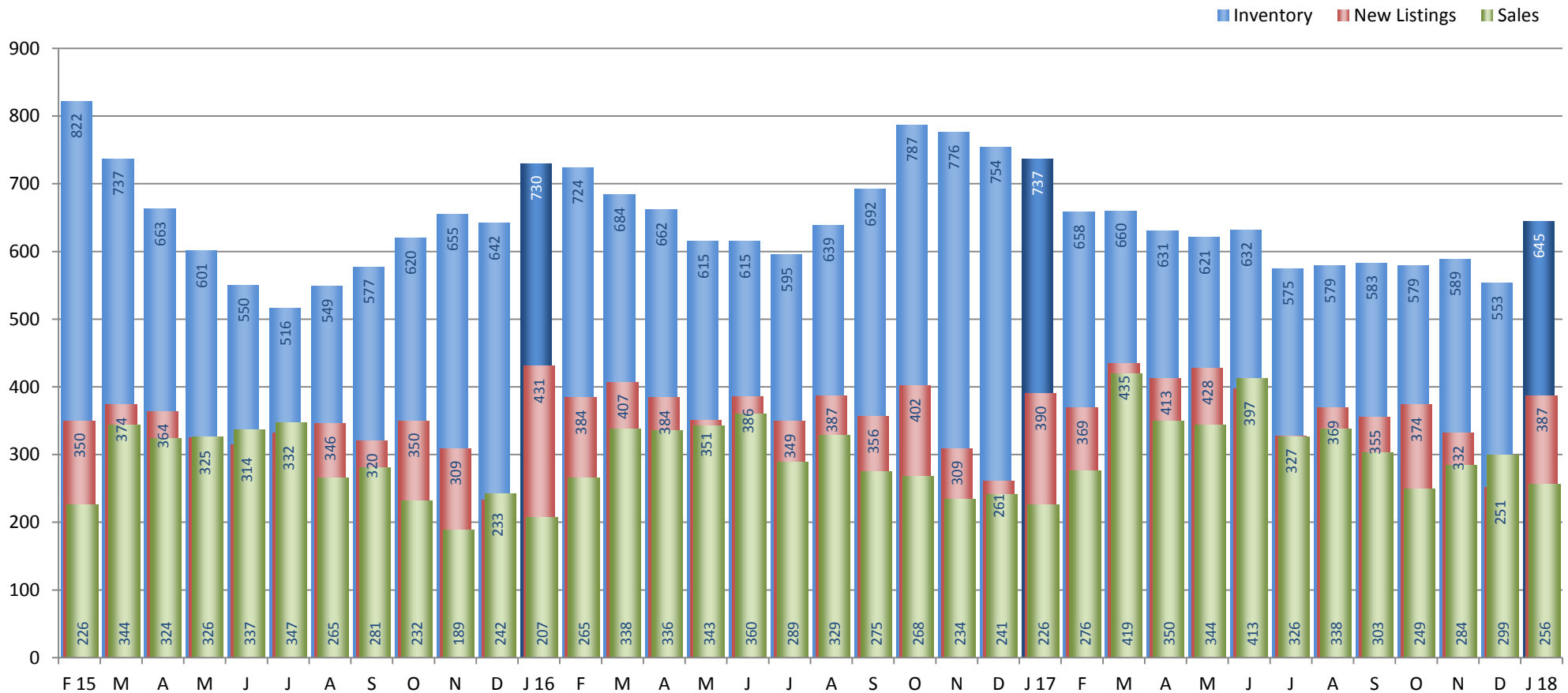
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	F 15	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18
Homes Sold	226	344	324	326	337	347	265	281	232	189	242	207	265	338	336	343	360	289	329	275	268	234	241	226	276	419	350	344	413	326	338	303	249	284	299	256
3 Mo. Roll Avg			298	331	329	337	316	298	259	234	221	213	238	270	313	339	346	331	326	298	291	259	248	234	248	307	348	371	369	361	359	322	297	279	277	280
(000's)	F 15	M	A	M	J	J	A	S	O	N	D	J 16	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	185	185	194	198	192	200	198	208	209	210	212	210	199	206	215	210	216	220	220	214	221	215	221	225	215	225	225	229	231	228	230	234	238	235	236	236
3 Mo. Roll Avg			188	192	194	197	197	202	205	209	210	211	207	205	207	210	214	215	219	218	217	219	220	220	222	222	226	228	229	230	231	234	236	236	236	236
Inventory	822	737	663	601	550	516	549	577	620	655	642	730	724	684	662	615	615	595	639	692	787	776	754	737	658	660	631	621	632	575	579	583	579	589	553	645
MSI	3.6	2.1	2.0	1.8	1.6	1.5	2.1	2.1	2.7	3.5	2.7	3.5	2.7	2.0	2.0	1.8	1.7	2.1	1.9	2.5	2.9	3.3	3.1	3.3	2.4	1.6	1.8	1.8	1.5	1.8	1.7	1.9	2.3	2.1	1.8	2.5
Days on Market	65	66	54	59	50	52	47	44	40	41	45	54	43	54	44	43	42	39	44	40	43	43	44	55	54	50	45	43	41	36	40	42	42	40	45	38
3 Mo. Roll Avg			62	60	54	54	50	48	44	42	42	47	47	50	47	47	43	41	42	41	42	42	43	47	51	53	50	46	43	40	39	39	41	41	42	41
Price per Sq Ft	106	109	108	108	108	106	108	111	108	111	113	115	116	116	116	117	115	114	114	119	118	122	121	122	124	127	125	124	126	123	126	126	133	133	136	
3 Mo. Roll Avg			108	108	108	107	107	109	109	110	111	113	114	115	116	116	115	115	114	114	119	117	120	121	122	123	124	125	125	124	124	124	125	128	130	134
Sale to List Price	95.6%	96.2%	96.4%	96.4%	97.2%	97.1%	97.5%	97.5%	97.2%	97.2%	96.3%	96.4%	97.3%	96.6%	96.8%	97.4%	97.2%	97.8%	97.7%	97.6%	97.0%	96.8%	97.1%	96.7%	96.8%	97.4%	97.2%	97.6%	96.9%	97.8%	97.3%	97.4%	97.4%	97.7%	97.4%	
3 Mo. Roll Avg			96.1%	96.3%	96.7%	96.9%	97.3%	97.4%	97.4%	97.3%	96.9%	96.6%	96.7%	96.8%	96.9%	96.9%	97.1%	97.5%	97.6%	97.7%	97.4%	97.1%	97.0%	96.9%	96.9%	97.0%	97.1%	97.4%	97.2%	97.5%	97.5%	97.7%	97.5%	97.4%	97.5%	97.5%
New Listings	350	374	364	325	314	332	346	320	350	309	233	431	384	407	384	351	386	349	387	356	402	309	261	390	369	435	413	428	397	327	369	355	374	332	251	387
Inventory	822	737	663	601	550	516	549	577	620	655	642	730	724	684	662	615	615	595	639	692	787	776	754	737	658	660	631	621	632	575	579	583	579	589	553	645
Sales	226	344	324	326	337	347	265	281	232	189	242	207	265	338	336	343	360	289	329	275	268	234	241	226	276	419	350	344	413	326	338	303	249	284	299	256
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Avg Sale Price	205	210	206	214	209	210	208	221	216	223	230	229	218	221	225	223	227	228	229	226	231	236	235	235	236	239	235	241	244	242	244	243	248	257	252	251
3 Mo. Roll Avg			207	210	210	211	209	213	215	220	223	227	225	223	221	223	225	226	228	228	229	231	234	235	235	237	236	238	240	242	243	243	245	249	252	253

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