

Surprise



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

Market Profile & Trends Overview

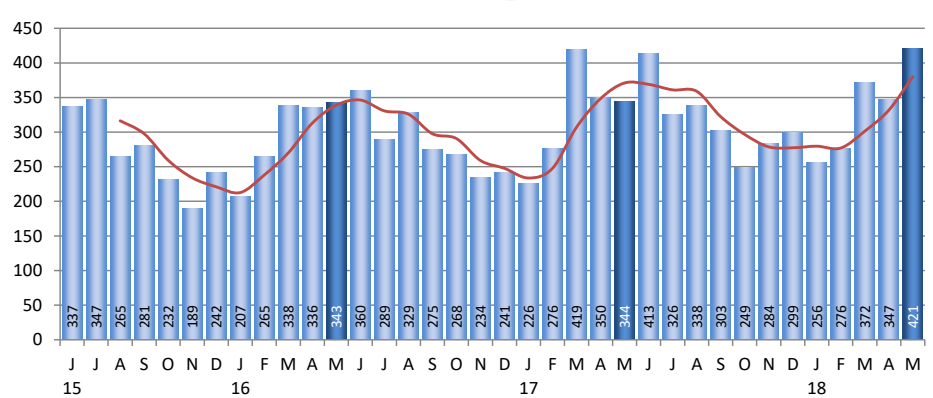
	Trending versus*:					YTD	Trending versus*:	
	Month	LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$279,000	-0%		7%				
Average List Price of all Current Listings	\$301,943	-2%		6%				
May Median Sales Price	\$252,000	3%	2%	10%	10%	\$245,000	10%	7%
May Average Sales Price	\$264,986	0%	1%	10%	9%	\$260,743	10%	7%
Total Properties Currently for Sale (Inventory)	661	9%		6%				
May Number of Properties Sold	421	21%		22%		1,672	4%	
May Average Days on Market (Solds)	41	28%	2%	-5%	-7%	39	-20%	-11%
Asking Price per Square Foot (based on New Listings)	\$138	1%	1%	10%	5%	\$139	9%	6%
May Sold Price per Square Foot	\$135	-6%	-1%	9%	7%	\$137	10%	8%
May Month's Supply of Inventory	1.6	-10%	-3%	-13%	-22%	1.8	-17%	-10%
May Sale Price vs List Price Ratio	97.7%	-2%	-0%	.1%	.4%	97.7%	1%	0%

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

Property Sales

May Property sales were 421, up 22.4% from 344 in May of 2017 and 21.3% higher than the 347 sales last month. May 2018 sales were at their highest level compared to May of 2017 and 2016. May YTD sales of 1,672 are running 3.5% ahead of last year's year-to-date sales of 1,615.

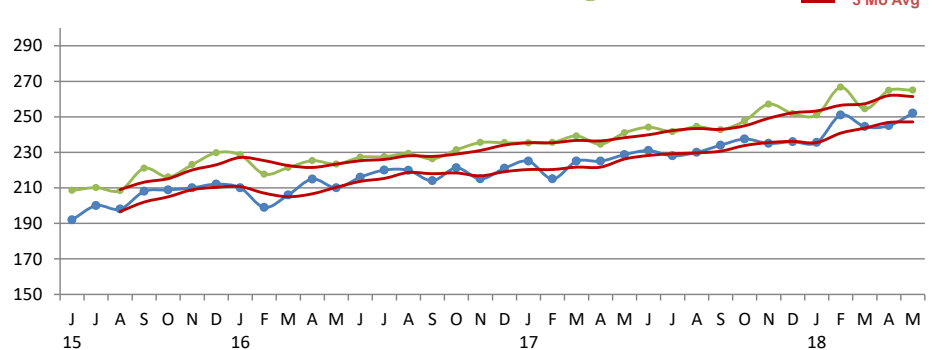
Number of Properties Sold



Prices

The Median Sales Price in May was \$252,000, up 10.2% from \$228,700 in May of 2017 and up 2.9% from \$244,990 last month. The Average Sales Price in May was \$264,986, up 10.0% from \$240,966 in May of 2017 and up 0.1% from \$264,819 last month. May 2018 ASP was at the highest level compared to May of 2017 and 2016.

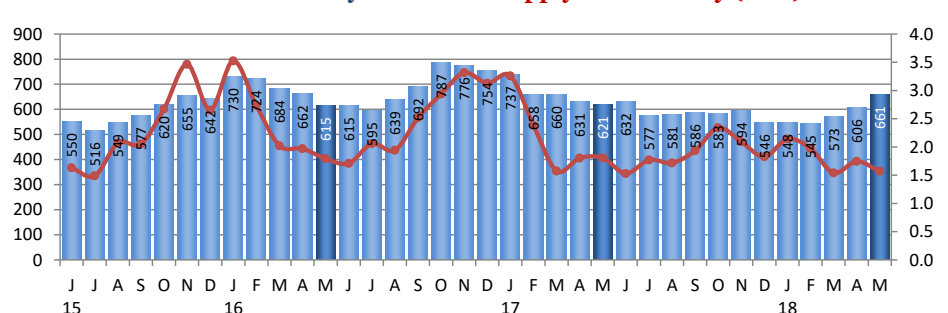
Median Sales Price and Average Sales Price



Inventory & MSI

The Total Inventory of Properties available for sale as of May was 661, up 9.1% from 606 last month and up 6.4% from 621 in May of last year. May 2018 Inventory was at its highest level compared with May of 2017 and 2016.

Total Inventory & Month's Supply of Inventory (MSI)



A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The May 2018 MSI of 1.6 months was at its lowest level compared with May of 2017 and 2016.

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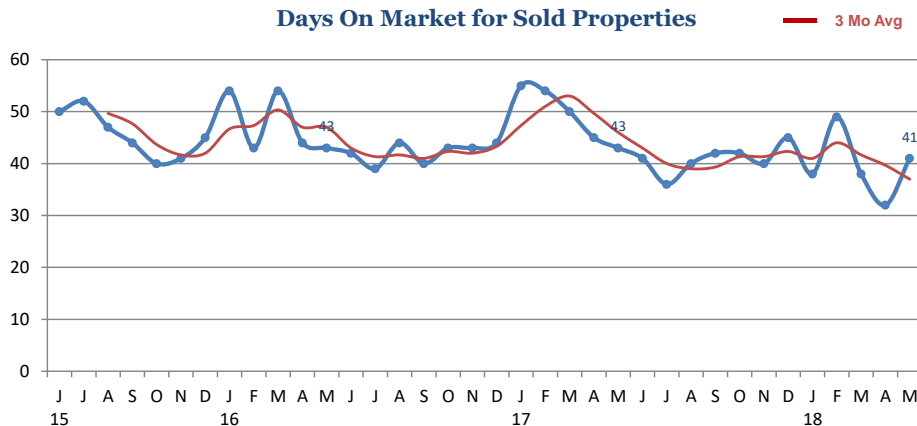


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Market Time

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 May was 41, up 28.1% from 32 days last month and down 4.7% from 43 days in May of last year. The May 2018 DOM was at its lowest level compared with May of 2017 and 2016.

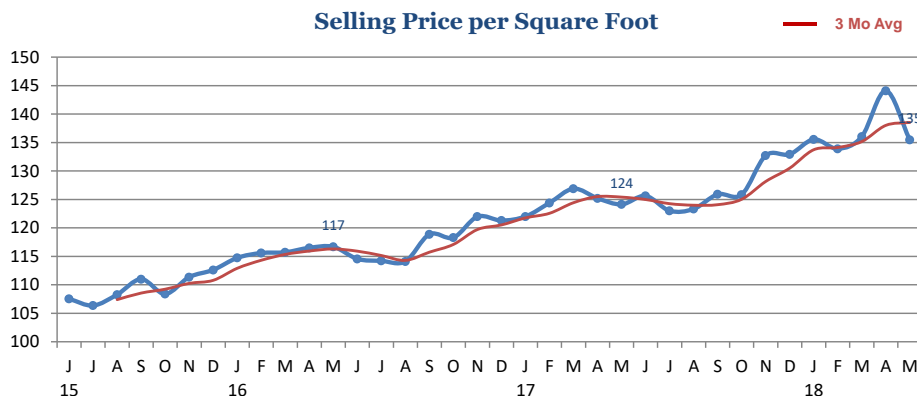
Days On Market for Sold Properties



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 May 2018 Selling Price per Square Foot of \$135 was down 6.0% from \$144 last month and up 9.1% from 124 in May of last year.

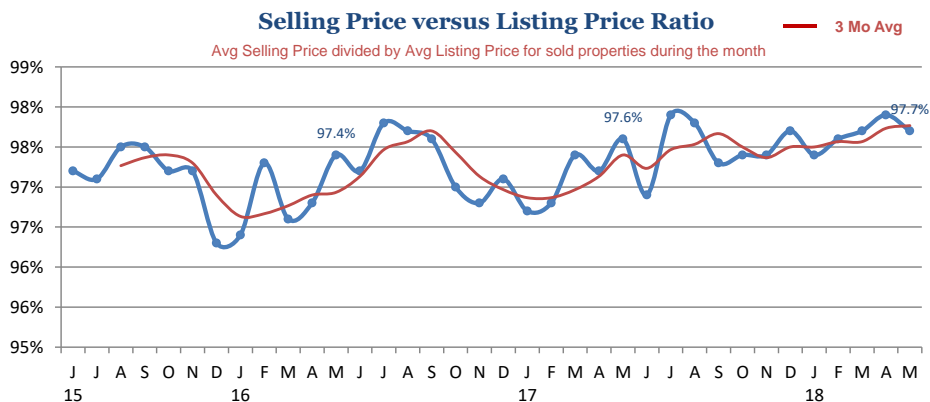
Selling Price per Square Foot



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 May 2018 Selling Price vs Original List Price of 97.7% was down from 97.9% last month and up from 97.6% in May of last year.

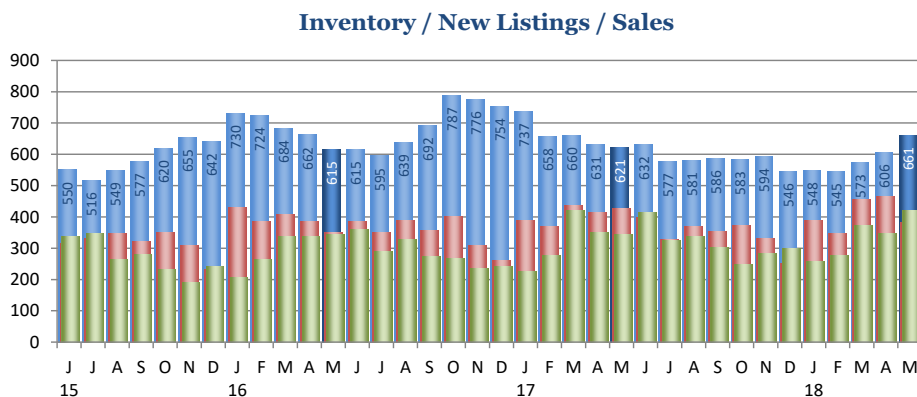
Selling Price versus Listing Price Ratio



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 May 2018 was 381, down 17.9% from 464 last month and down 11.0% from 428 in May of last year.

Inventory / New Listings / Sales





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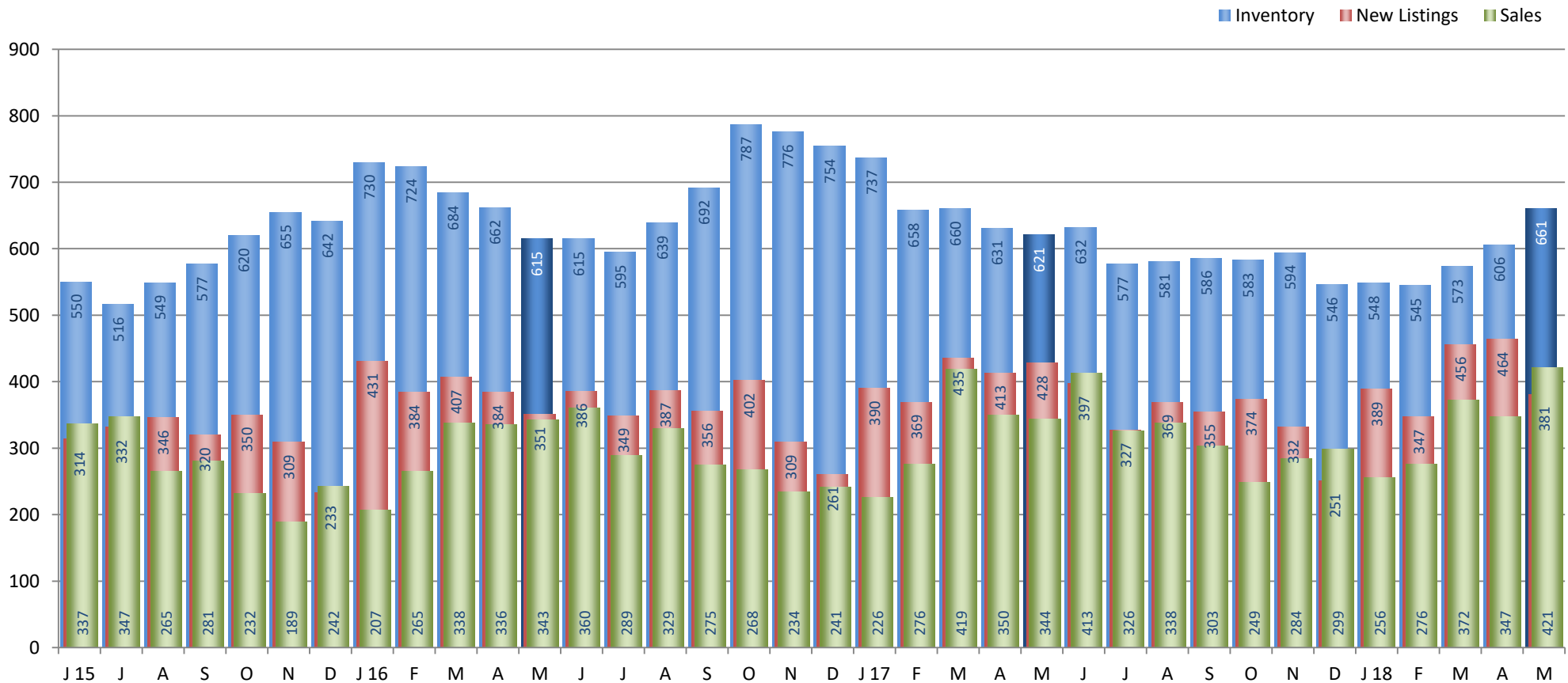
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Homes Sold	J 15	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M
3 Mo. Roll Avg	337	347	265	281	232	189	242	207	265	338	336	343	360	289	329	275	268	234	241	226	276	419	350	344	413	326	338	303	249	284	299	256	276	372	347	421
(000's)	J 15	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	F	M	A	M
Median Sale Price	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	251	244	245	252
3 Mo. Roll Avg			197	202	205	209	210	211	207	205	207	210	214	215	219	218	218	217	219	220	220	222	222	226	228	229	230	231	234	236	236	241	244	247	247	
Inventory	J 15	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	F	M	A	M
MSI	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	577	581	586	583	594	546	548	545	573	606	661
3 Mo. Roll Avg	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	2.1	2.0	1.5	1.7	1.6
Days on Market	J 15	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	F	M	A	M
3 Mo. Roll Avg	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	49	38	32	41
3 Mo. Roll Avg			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	44	42	40	37
Price per Sq Ft	J 15	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	F	M	A	M
3 Mo. Roll Avg	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	123	126	126	133	133	136	134	136	144	135
3 Mo. Roll Avg			107	109	109	110	111	113	114	115	116	116	116	115	114	116	117	120	121	122	123	124	125	125	125	124	124	124	125	128	130	134	134	135	138	139
Sale to List Price	J 15	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	F	M	A	M
3 Mo. Roll Avg	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%	97.9%	97.8%	97.3%	97.4%	97.4%	97.7%	97.4%	97.6%	97.7%	97.9%	97.7%
3 Mo. Roll Avg			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%	97.6%	97.6%	97.7%	97.8%	
New Listings	J 15	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	F	M	A	M
Inventory	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	389	347	456	464	381
Sales	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	577	581	586	583	594	546	548	545	573	606	661
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(000's)	J 15	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	F	M	A	M
Avg Sale Price	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	267	254	265	265
3 Mo. Roll Avg			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	256	257	262	261

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