

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	\$270,000	0%		8%				
Average List Price of all Current Listings	\$295,271	1%		7%				
October Median Sales Price	\$237,500	1%	2%	7%	10%	\$227,500	6%	
October Average Sales Price	\$247,751	2%	2%	7%	9%	\$240,710	7%	
Total Properties Currently for Sale (Inventory)	675	16%		-14%				
October Number of Properties Sold	247	-18%		-8%		3,241	8%	
October Average Days on Market (Solds)	42	0%	5%	-2%	-7%	44	0%	
Asking Price per Square Foot (based on New Listings)	\$139	3%	5%	9%	14%	\$130	7%	
October Sold Price per Square Foot	\$126	-0%	1%	6%	7%	\$125	8%	
October Month's Supply of Inventory	2.7	42%	29%	-7%	11%	2.0	-12%	
October Sale Price vs List Price Ratio	97.4%	.1%	-2%	.4%	.3%	97.3%	0%	

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2016) / YTD = Year-to-date

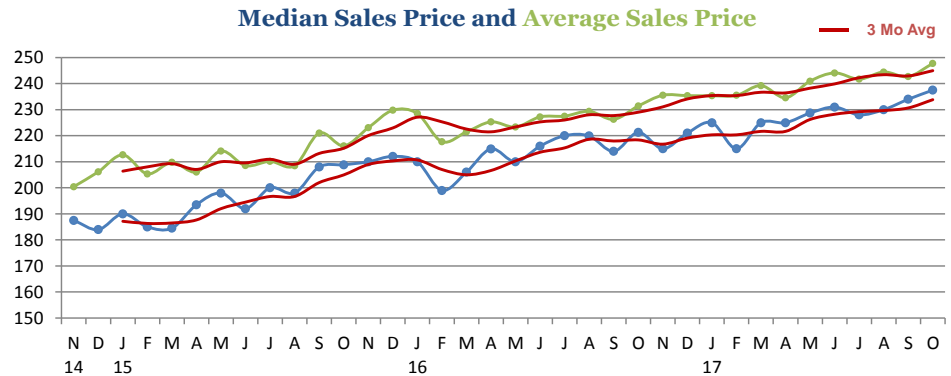
Property Sales

October Property sales were 247, down 7.8% from 268 in October of 2016 and 18.5% lower than the 303 sales last month. October 2017 sales were at a mid level compared to October of 2016 and 2015. October YTD sales of 3,241 are running 7.7% ahead of last year's year-to-date sales of 3,010.



Prices

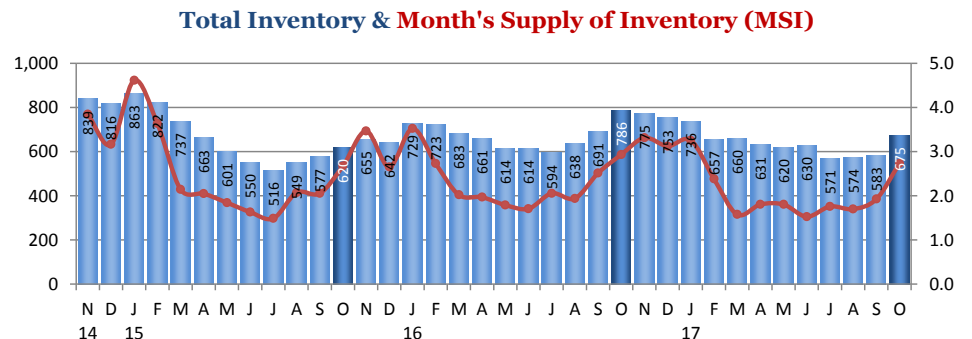
The Median Sales Price in October was \$237,500, up 7.3% from \$221,250 in October of 2016 and up 1.5% from \$234,000 last month. The Average Sales Price in October was \$247,751, up 7.1% from \$231,401 in October of 2016 and up 2.1% from \$242,683 last month. October 2017 ASP was at the highest level compared to October of 2016 and 2015.



Inventory & MSI

The Total Inventory of Properties available for sale as of October was 675, up 15.8% from 583 last month and down 14.1% from 786 in October of last year. October 2017 Inventory was at a mid level compared with October of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The October 2017 MSI of 2.7 months was at a mid level compared with October of 2016 and 2015.

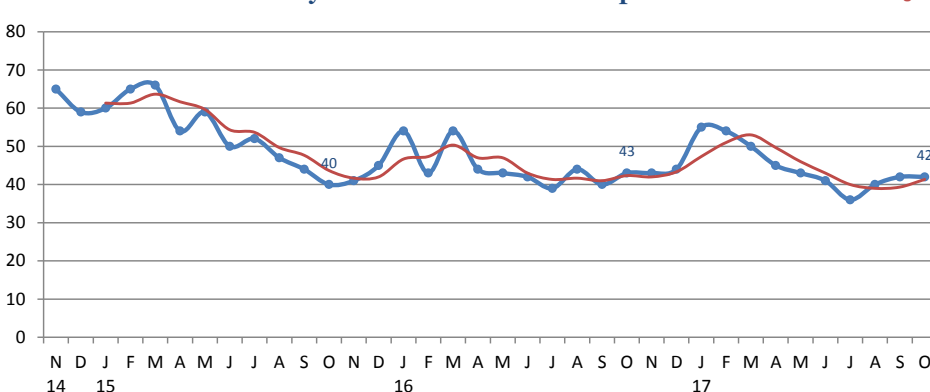




Market Time

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 October was 42, equal to 42 days last month and down 2.3% from 43 days in October of last year. The October 2017 DOM was at a mid level compared with October of 2016 and 2015.

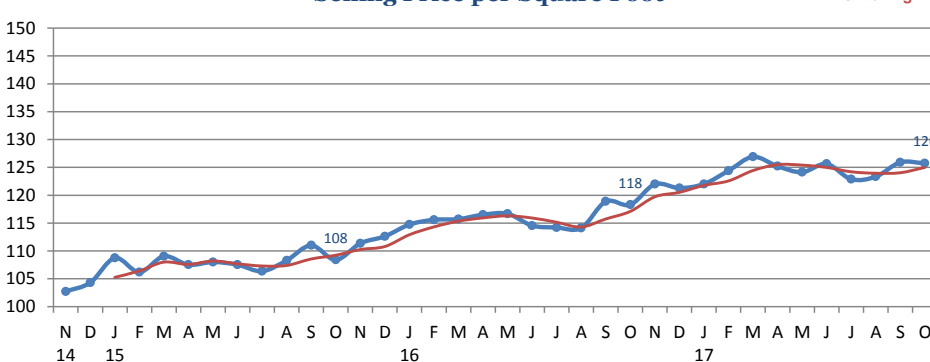
Days On Market for Sold Properties



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 October 2017 Selling Price per Square Foot of \$126 was down 0.1% from \$126 last month and up 6.3% from 118 in October 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 October 2017 Selling Price vs Original List Price of 97.4% was up from 97.3% last month and up from 97.0% in October of last year.

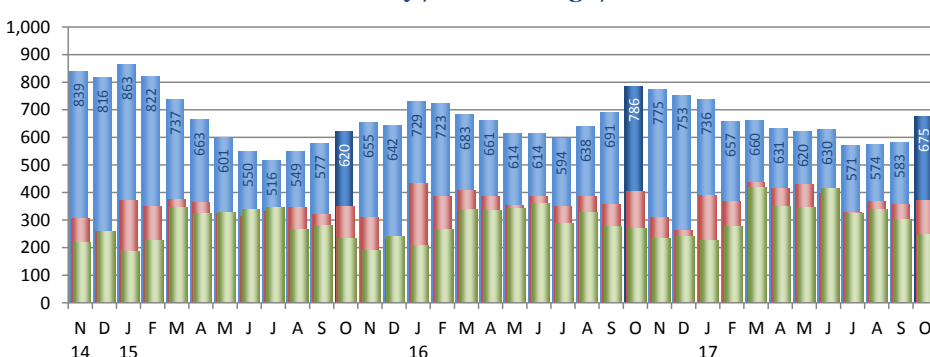
Selling Price versus Listing Price Ratio



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 October 2017 was 370, up 4.2% from 355 last month and down 8.0% from 402 in October of last year.

Inventory / New Listings / Sales



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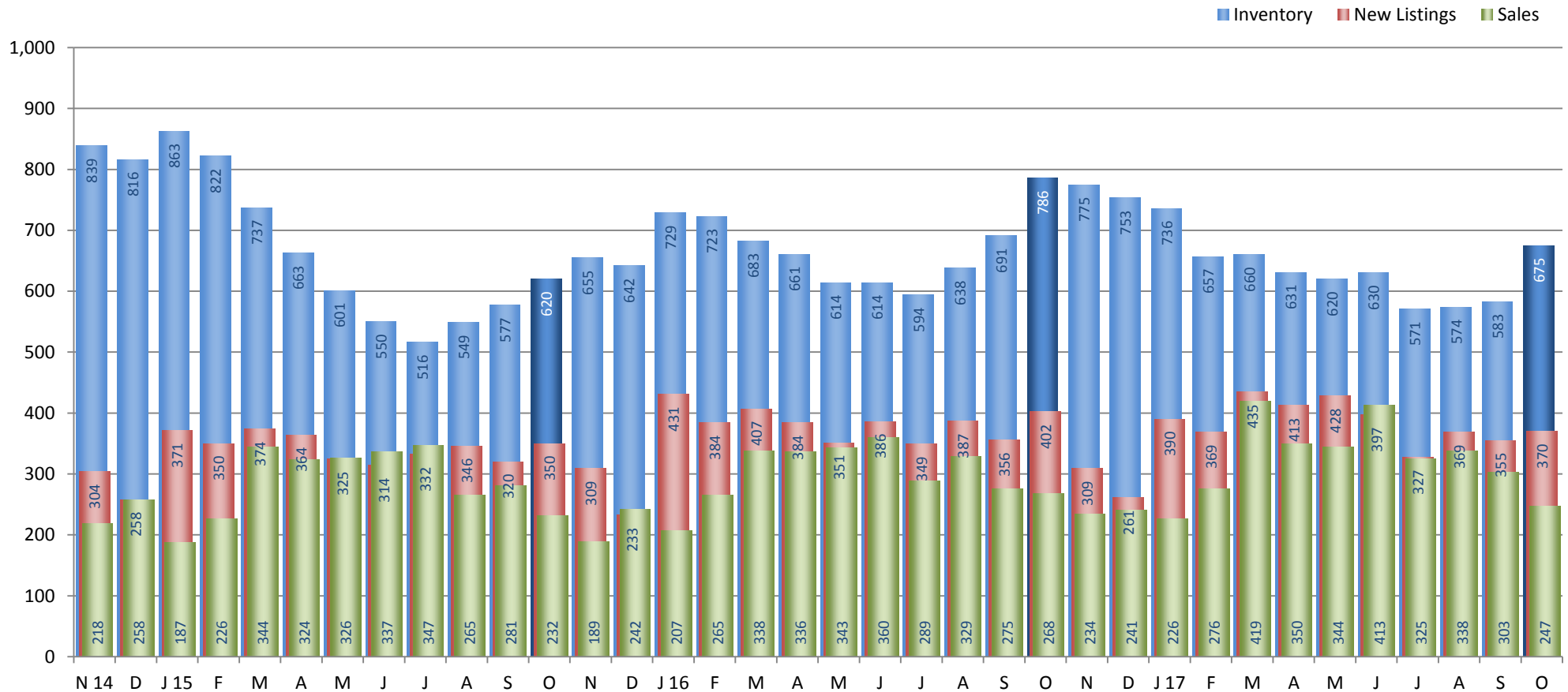
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	N 14	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O
Homes Sold	218	258	187	226	344	324	326	337	347	265	281	232	189	242	207	265	338	336	343	360	289	329	275	268	234	241	226	276	419	350	344	413	325	338	303	247
3 Mo. Roll Avg			221	224	252	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	296
(000's)	N 14	D	J 15	F	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
Median Sale Price	188	184	190	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
3 Mo. Roll Avg			187	186	187	188	192	194	197	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
Inventory	839	816	863	822	737	663	601	550	516	549	577	620	655	642	729	723	683	661	614	614	594	638	691	786	775	753	736	657	660	631	620	630	571	574	583	675
MSI	3.8	3.2	4.6	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	2.7
Days on Market	65	59	60	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
3 Mo. Roll Avg			61	61	64	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
Price per Sq Ft	103	104	109	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	123	126	126
3 Mo. Roll Avg			105	106	108	108	108	108	107	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
Sale to List Price	95.3%	96.1%	96.1%	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%	97.9%	97.8%	97.3%	97.4%
3 Mo. Roll Avg			95.8%	95.9%	96.0%	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%
New Listings	304	258	371	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	370
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Avg Sale Price	200	206	213	205	210	206	214	209	210	208	221	216	223	230	229	218	221	225	223	227	228	229	226	231	236	235	236	239	235	241	244	242	244	243	248	
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