



Surprise

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

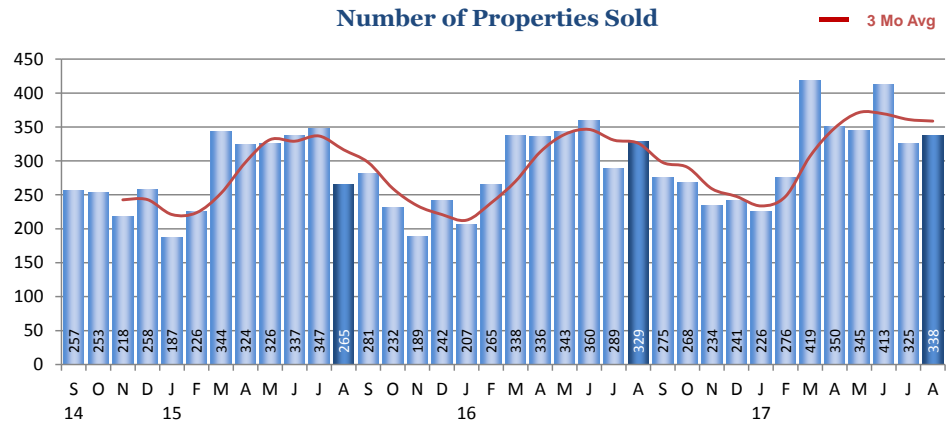
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$268,900	-0%		12%				
Average List Price of all Current Listings	\$292,687	1%		9%				
August Median Sales Price	\$230,000	1%	0%	5%	7%	\$225,060	6%	5%
August Average Sales Price	\$244,469	1%	1%	7%	7%	\$239,823	7%	5%
Total Properties Currently for Sale (Inventory)	623	9%		-2%				
August Number of Properties Sold	338	4%		3%		2,692	9%	
August Average Days on Market (Solds)	40	11%	0%	-9%	-11%	45	0%	0%
Asking Price per Square Foot (based on New Listings)	\$130	2%	2%	8%	7%	\$128	8%	5%
August Sold Price per Square Foot	\$123	0%	-1%	8%	5%	\$125	9%	7%
August Month's Supply of Inventory	1.8	5%	8%	-5%	-25%	2.0	-10%	-19%
August Sale Price vs List Price Ratio	97.8%	-1%	.3%	.1%	.7%	97.3%	0%	0%

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

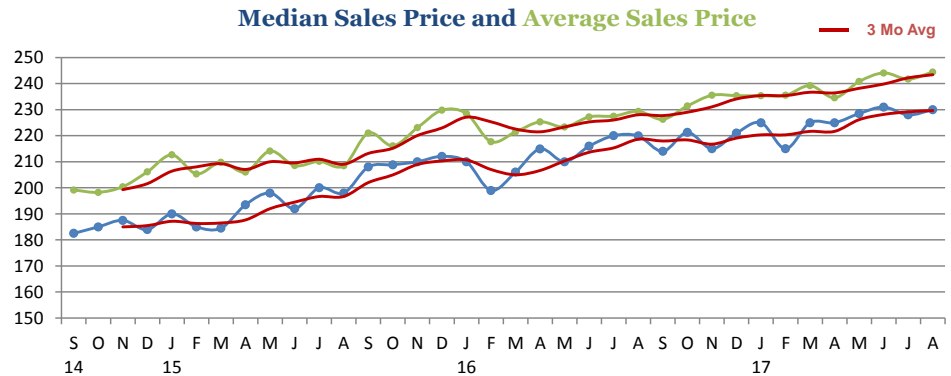
Property Sales

August Property sales were 338, up 2.7% from 329 in August of 2016 and 4.0% higher than the 325 sales last month. August 2017 sales were at their highest level compared to August of 2016 and 2015. August YTD sales of 2,692 are running 9.1% ahead of last year's year-to-date sales of 2,467.



Prices

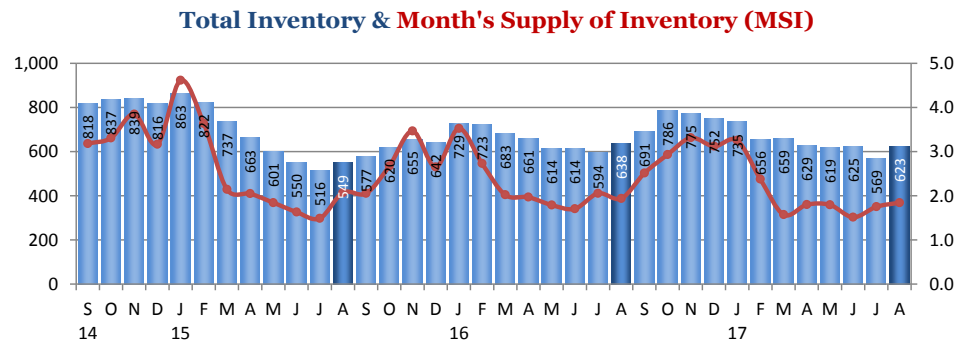
The Median Sales Price in August was \$230,000, up 4.6% from \$219,900 in August of 2016 and up 0.9% from \$228,000 last month. The Average Sales Price in August was \$244,469, up 6.6% from \$229,362 in August of 2016 and up 1.1% from \$241,701 last month. August 2017 ASP was at the highest level compared to August of 2016 and 2015.



Inventory & MSI

The Total Inventory of Properties available for sale as of August was 623, up 9.5% from 569 last month and down 2.4% from 638 in August of last year. August 2017 Inventory was at a mid level compared with August of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The August 2017 MSI of 1.8 months was at its lowest level compared with August of 2016 and 2015.





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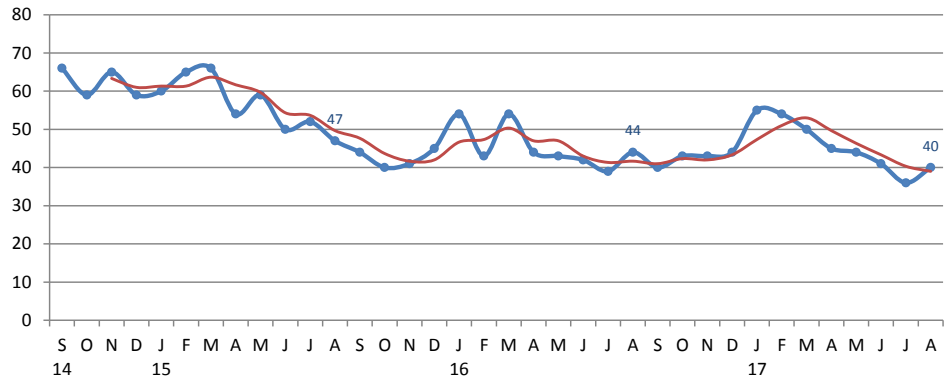


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Market Time

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 August was 40, up 11.1% from 36 days last month and down 9.1% from 44 days in August of last year. The August 2017 DOM was at its lowest level compared with August of 2016 and 2015.

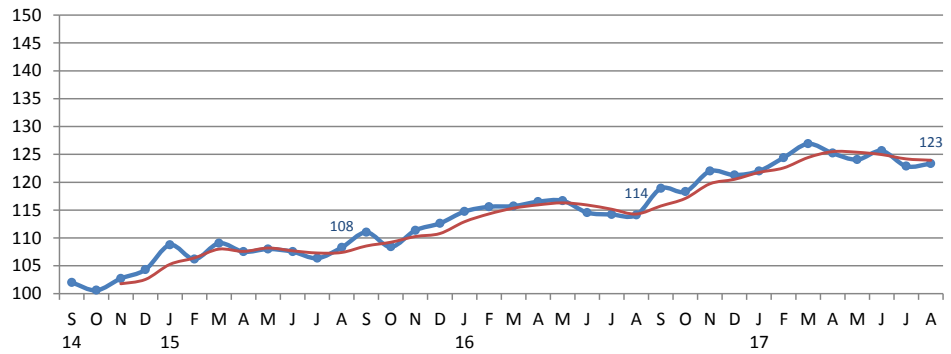
Days On Market for Sold Properties



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 August 2017 Selling Price per Square Foot of \$123 was up 0.4% from \$123 last month and up 8.1% from 114 in August 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 August 2017 Selling Price vs Original List Price of 97.8% was down from 97.9% last month and up from 97.7% in August of last year.

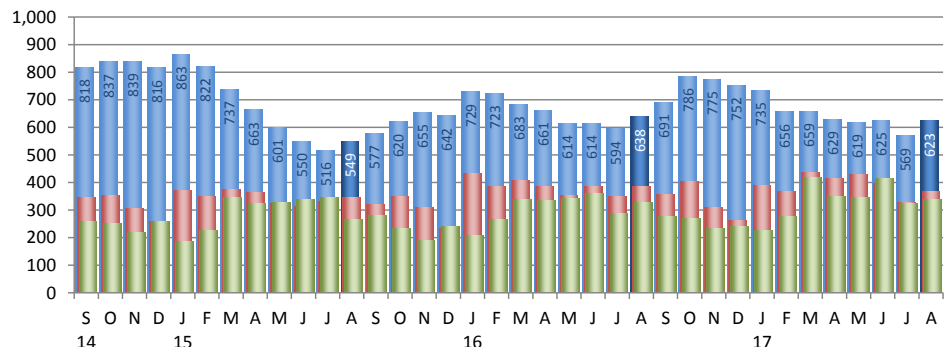
Selling Price versus Listing Price Ratio



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 August 2017 was 369, up 12.8% from 327 last month and down 4.7% from 387 in August of last year.

Inventory / New Listings / Sales





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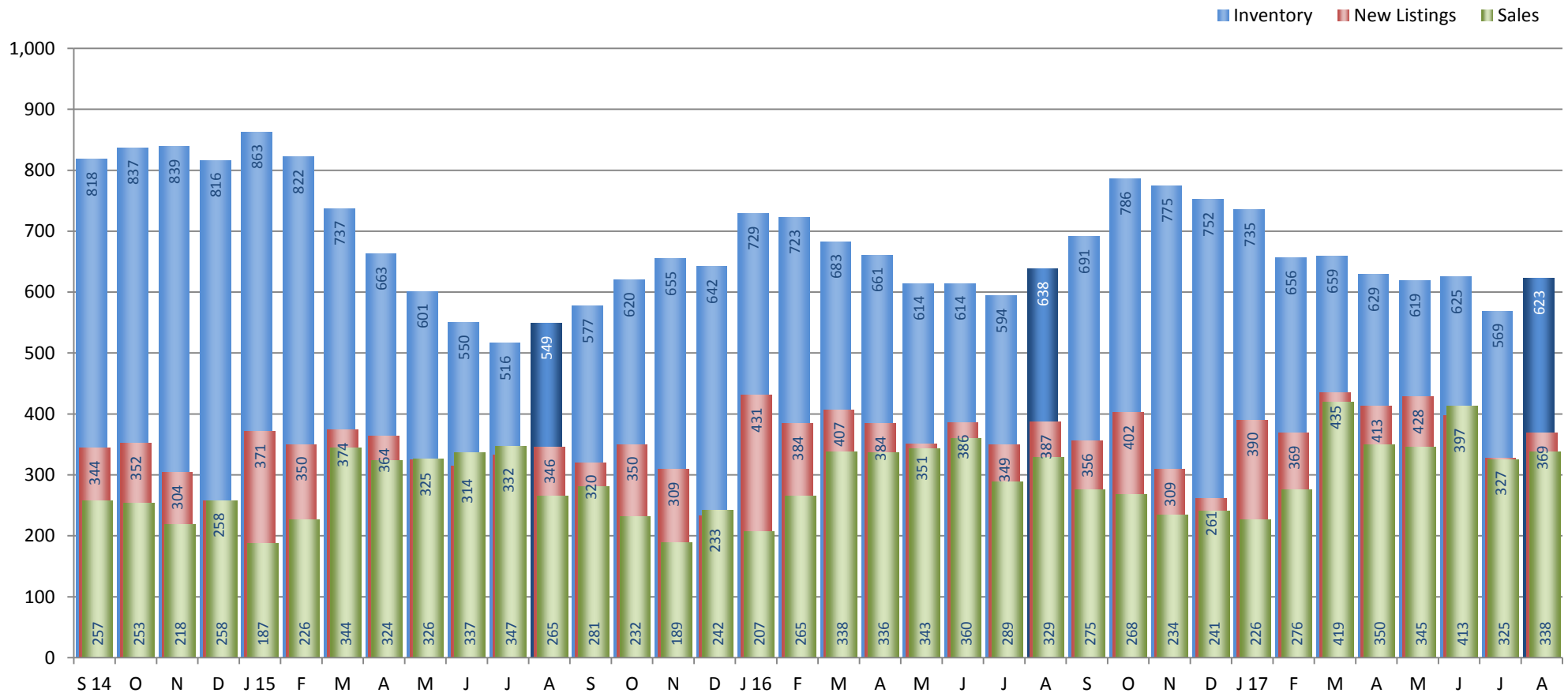
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	S 14	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	
Homes Sold	257	253	218	258	187	224	344	324	326	337	347	265	281	232	189	242	207	265	338	336	343	360	289	329	275	268	234	241	226	276	419	350	345	413	325	338	
3 Mo. Roll Avg			243	243	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	
(000's)	S 14	O	N	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	
Median Sale Price	183	185	188	184	190	185	185	194	198	192	200	198	208	209	210	212	210	199	206	215	210	216	220	220	214	221	210	215	221	225	215	225	225	229	231	228	230
3 Mo. Roll Avg			185	185	187	186	187	188	192	194	197	197	202	205	209	210	211	207	205	215	210	214	215	219	218	218	217	219	220	220	222	222	226	228	229	230	
Inventory	818	837	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	752	735	656	659	629	619	625	569	623	
MSI	3.2	3.3	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	1.8	
Days on Market	66	59	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	44	41	36	40	
3 Mo. Roll Avg			63	61	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	
Price per Sq Ft	102	101	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	
3 Mo. Roll Avg			102	103	105	106	108	108	108	108	107	107	109	109	110	111	113	114	115	116	116	116	116	115	114	116	117	120	121	122	123	124	125	125	125	124	124
Sale to List Price	95.5%	96.1%	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%	
3 Mo. Roll Avg			95.6%	95.8%	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%	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%		
New Listings	344	352	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	
Inventory	818	837	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	752	735	656	659	629	619	625	569	623	
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Avg Sale Price	199	198	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	235	236	239	235	241	244	242	244	
3 Mo. Roll Avg			199	202	206	208	209	207	210	210	211	209	213	215	220	223	227	225	223	221	223	225	226	228	229	231	234	235	235	237	236	238	240	242	243		

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