

Surprise



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

## Market Profile & Trends Overview

	Trending versus*:					Trending versus*:		
	Month	LM	L3M	PYM	LY	YTD	Prior YTD	Prior Year
Median List Price of all Current Listings	\$278,900	-2%		4%				
Average List Price of all Current Listings	\$303,555	-1%		4%				
September Median Sales Price	\$249,500	-0%	0%	7%	9%	\$247,000	9%	7%
September Average Sales Price	\$265,640	0%	1%	9%	9%	\$262,144	9%	8%
Total Properties Currently for Sale (Inventory)	691	17%		18%				
September Number of Properties Sold	274	-14%		-10%		2,960	-1%	
September Average Days on Market (Solds)	39	-3%	5%	-7%	-11%	38	-16%	-14%
Asking Price per Square Foot (based on New Listings)	\$144	5%	4%	7%	10%	\$138	8%	5%
September Sold Price per Square Foot	\$134	-2%	-1%	6%	6%	\$136	9%	7%
September Month's Supply of Inventory	2.5	35%	26%	30%	26%	1.8	-9%	-10%
September Sale Price vs List Price Ratio	97.7%	.1%	-.1%	.4%	.4%	97.7%	0%	0%

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

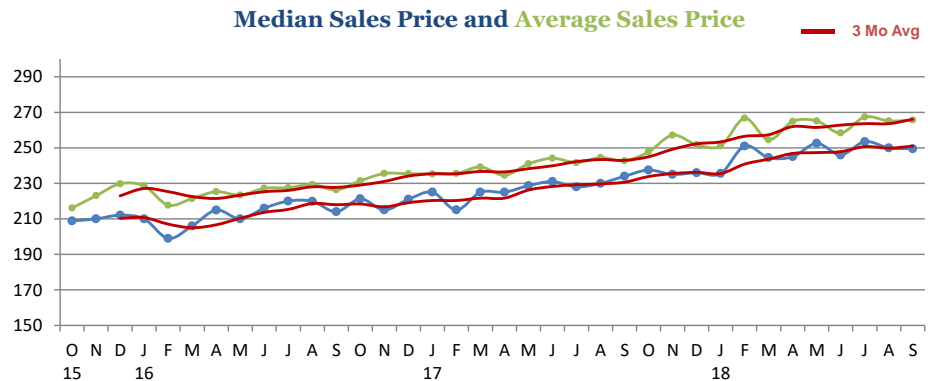
## Property Sales

September Property sales were 274, down 9.6% from 303 in September of 2017 and 13.8% lower than the 318 sales last month. September 2018 sales were at their lowest level compared to September of 2017 and 2016. September YTD sales of 2,960 are running 1.2% behind last year's year-to-date sales of 2,995.



## Prices

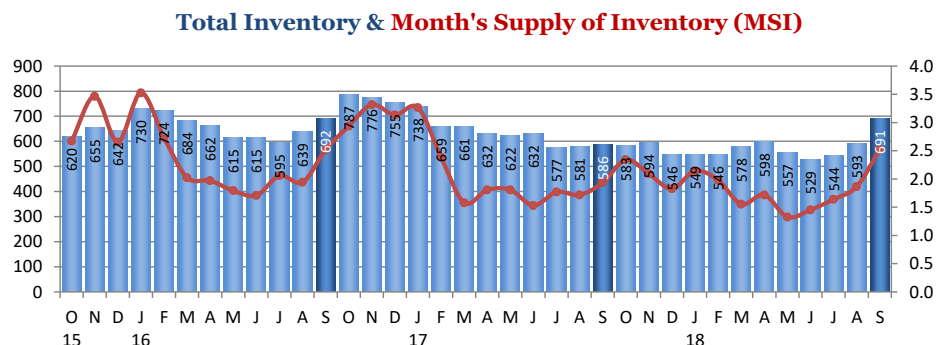
The Median Sales Price in September was \$249,500, up 6.6% from \$234,000 in September of 2017 and down 0.2% from \$249,950 last month. The Average Sales Price in September was \$265,640, up 9.5% from \$242,683 in September of 2017 and up 0.2% from \$265,124 last month. September 2018 ASP was at the highest level compared to September of 2017 and 2016.



## Inventory & MSI

The Total Inventory of Properties available for sale as of September was 691, up 16.5% from 593 last month and up 17.9% from 586 in September of last year. September 2018 Inventory was at a mid level compared with September of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The September 2018 MSI of 2.5 months was at its highest level compared with September of 2017 and 2016.

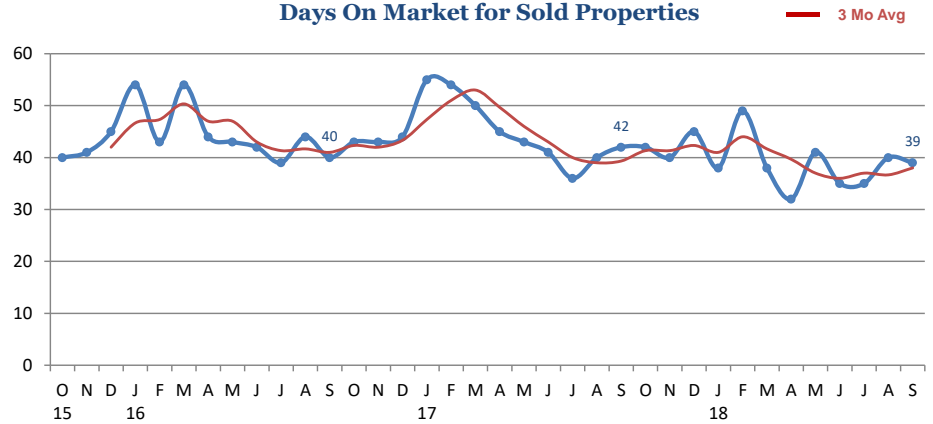




## Market Time

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 September was 39, down 2.5% from 40 days last month and down 7.1% from 42 days in September of last year. The September 2018 DOM was at its lowest level compared with September of 2017 and 2016.

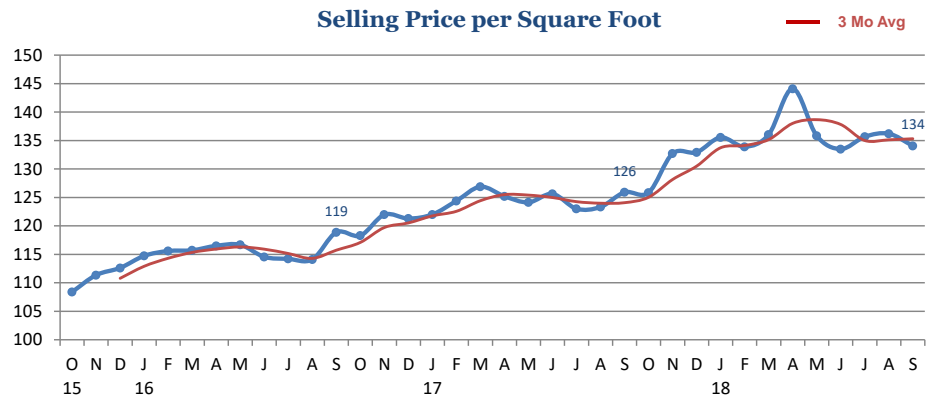
Days On Market for Sold Properties



## 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 September 2018 Selling Price per Square Foot of \$134 was down 1.6% from \$136 last month and up 6.5% from 126 in September 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 September 2018 Selling Price vs Original List Price of 97.7% was up from 97.6% last month and up from 97.3% in September of last year.

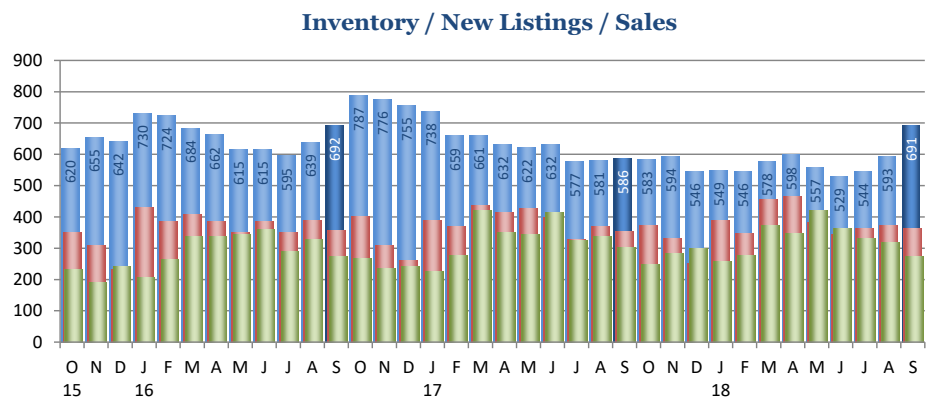
Selling Price versus Listing Price Ratio



## 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 September 2018 was 363, down 2.7% from 373 last month and up 2.3% from 355 in September of last year.

Inventory / New Listings / Sales





**Surprise**

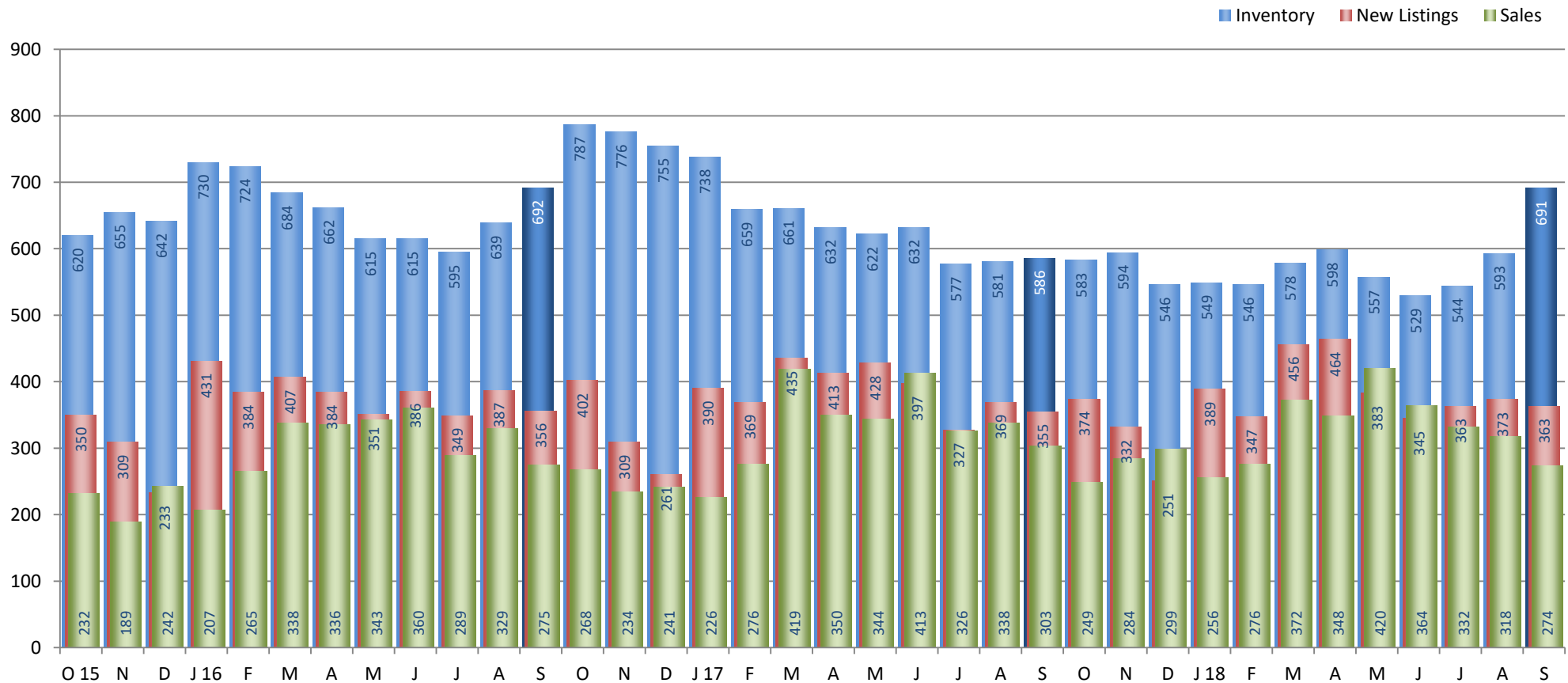
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	O 15	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J	A	S			
Homes Sold	232	189	242	207	265	338	336	343	360	289	329	275	268	234	241	226	276	419	350	344	413	326	338	303	249	284	299	256	276	372	348	420	364	332	318	274			
3 Mo. Roll Avg			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	277	301	332	380	377	372	338	308			
(000's)	O 15	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	J	J	A	S			
Median Sale Price	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	253	246	254	250	250			
3 Mo. Roll Avg			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	236	241	244	247	248	251	250	251				
Inventory	620	655	642	730	724	684	662	615	615	595	639	692	787	776	755	738	659	661	632	622	632	577	581	586	583	594	546	549	546	578	598	557	529	544	593	691			
MSI	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	1.6	1.7	1.3	1.5	1.6	1.9	2.5			
Days on Market	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	35	35	40	39			
3 Mo. Roll Avg			42	47	47	50	47	47	43	41	42	41	42	42	43	47	51	53	50	46	43	40	39	41	41	41	42	41	44	42	40	37	36	37	38				
Price per Sq Ft	108	111	113	115	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	136	134	136	136	134				
3 Mo. Roll Avg			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	138	135	135	135			
Sale to List Price	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%	97.4%	97.6%	97.7%	97.9%	97.8%	97.9%	97.8%	98.0%	97.6%	97.7%			
3 Mo. Roll Avg			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%	97.7%	97.8%	97.9%	97.8%	97.9%	97.8%	97.9%	97.8%	97.8%		
New Listings	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	383	345	363	373	363			
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Avg Sale Price	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	258	267	265	266			
3 Mo. Roll Avg			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	263	264	264	266			

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