

Ventana Lakes

Sub-Division

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Price Range: All | Properties: Sub-Division

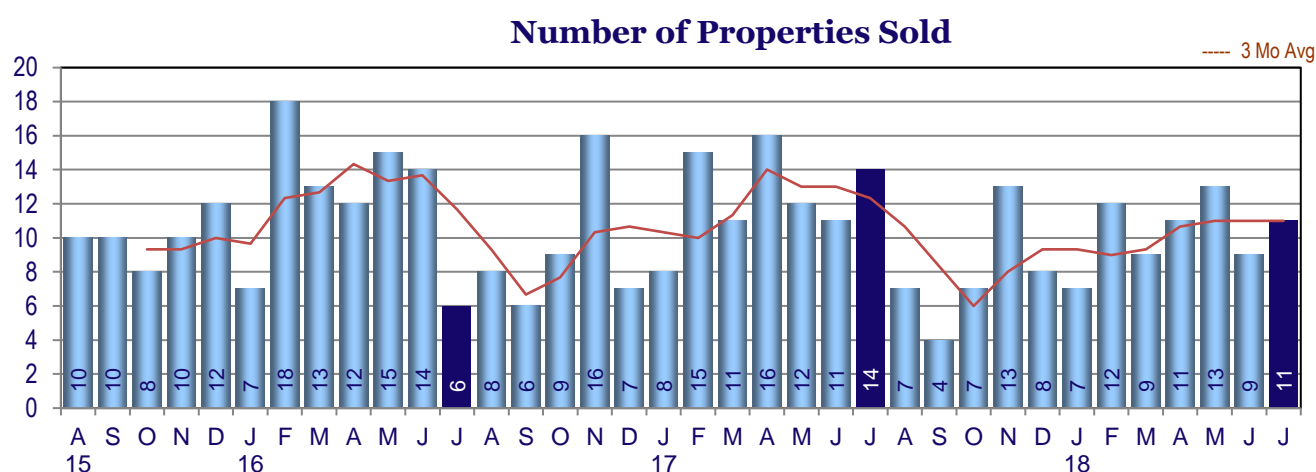
Market Profile & Trends Overview

	Month	Trending versus*:		
		LM	L3M	PYM
Median List Price of all Current Listings	\$221,500	2%	1%	-11%
Average List Price of all Current Listings	\$226,345	3%	4%	-9%
July Median Sales Price	\$211,500	-8%	-3%	5%
July Average Sales Price	\$237,000	0%	0%	5%
Total Properties Currently for Sale (Inventory)	11	10%	22%	-21%
July Number of Properties Sold	11	22%	4%	-21%
July Average Days on Market (Solds)	43	-14%	18%	-19%
July Month's Supply of Inventory	1.2	13%	29%	-13%
July Sale Price vs List Price Ratio	99.4%	0%	1%	1%

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year

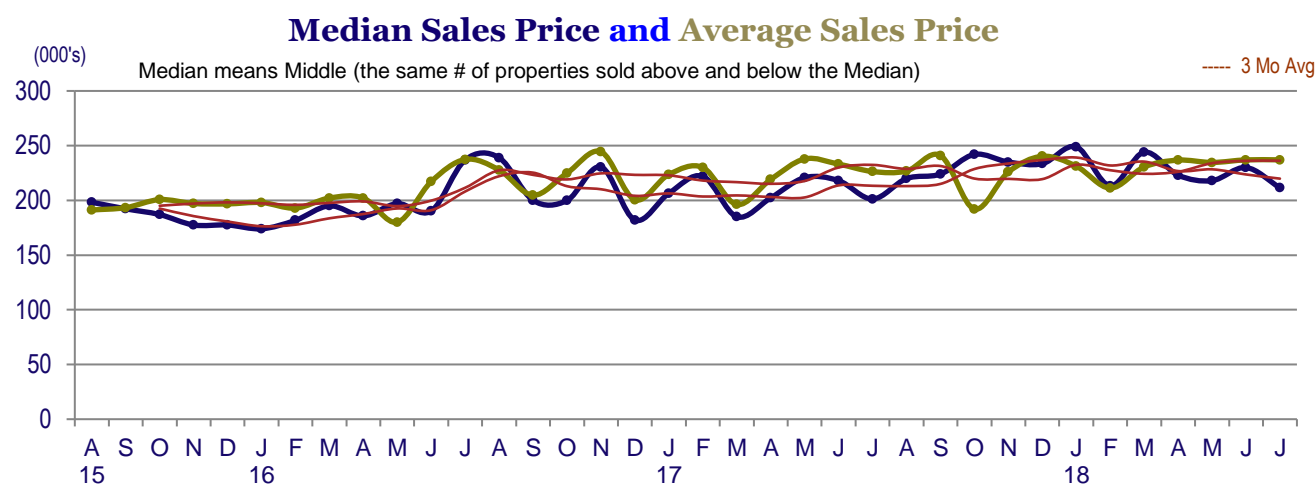
Property Sales

July property sales were 11, down 21.4% from 14 in July of 2017 and 22.2% higher than the 9 sales last month. July 2018 sales were at a mid level compared to July of 2017 and 2016.



Prices

The Median Sales Price in July was \$211,500, up 5.1% from \$201,200 in July of 2017 and down 8.0% from \$230,000 last month. The Average Sales Price in July was \$237,000, up 4.7% from \$226,333 in July of 2017 and equal to \$237,000 last month. July 2018 ASP was at the lowest level compared to July of 2017 and 2016.



Inventory & MSI

The Total Inventory of Properties available for sale as of July was 11, up 10.0% from 10 last month and down 21.4% from 14 in July of last year. July 2018 Inventory was at a mid level compared with July of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The July 2018 MSI of 1.2 months was at a mid level compared with July of 2017 and 2016.



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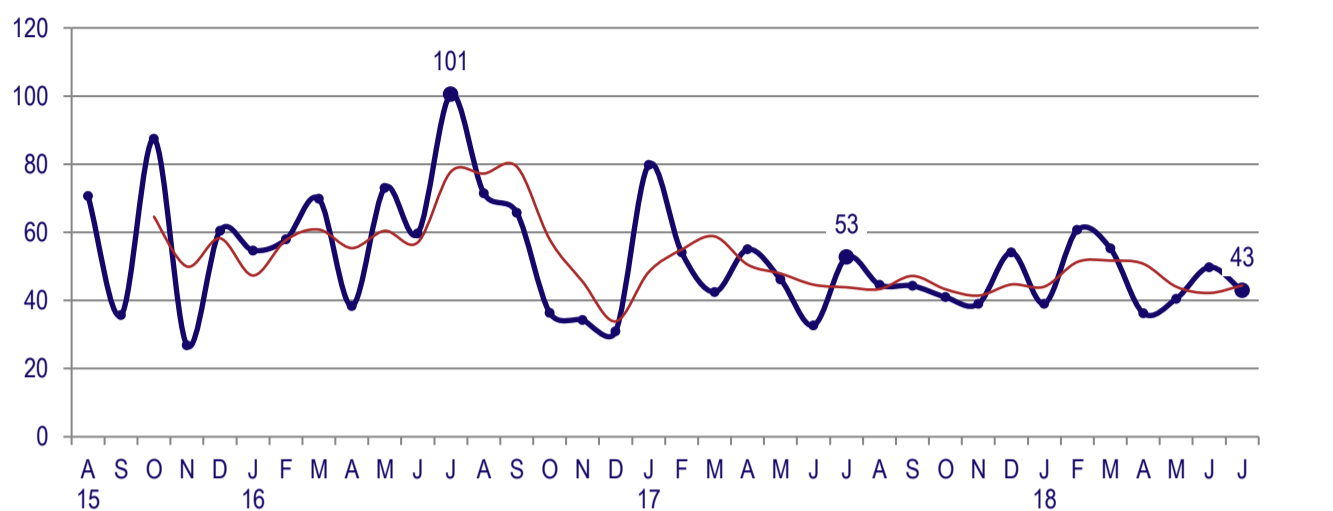
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Market Time

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 July was 43, down 13.9% from 50 days last month and down 18.6% from 53 days in July of last year. The July 2018 DOM was at its lowest level compared with July of 2017 and 2016.

Days On Market for Sold Properties

Average Days on Market (Listing to Contract) for properties sold during the month

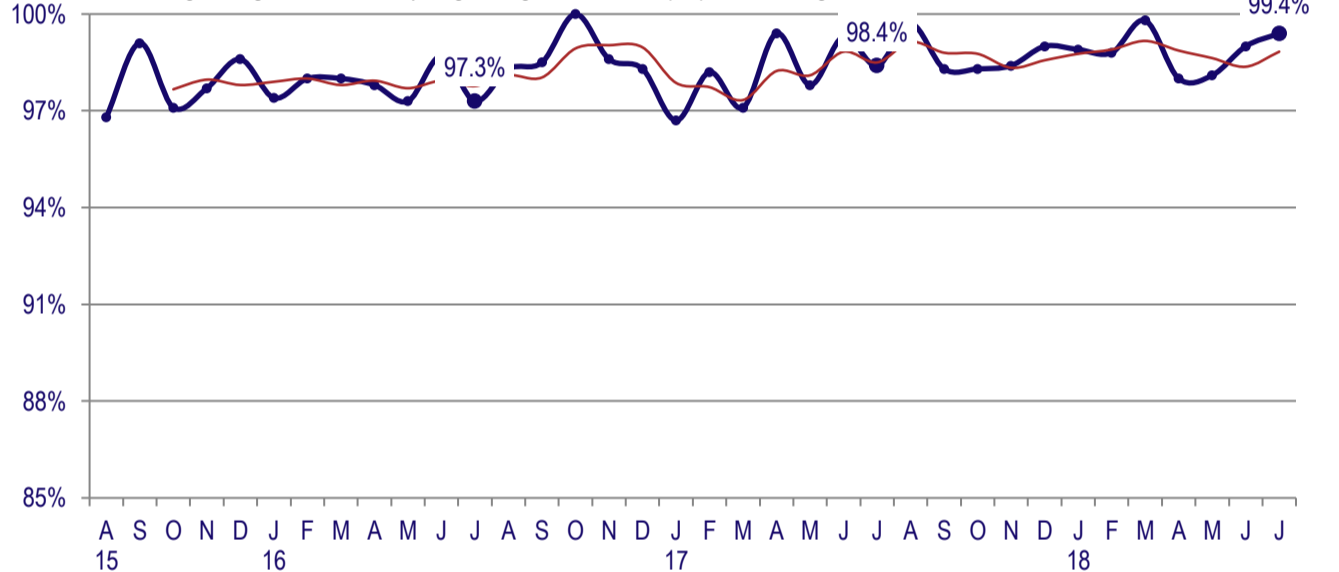


Selling Price vs Original Listing Price

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 July 2018 Selling Price vs Original List Price of 99.4% was up from 99.0% last month and up from 98.4% in July of last year.

Selling Price versus Listing Price Ratio

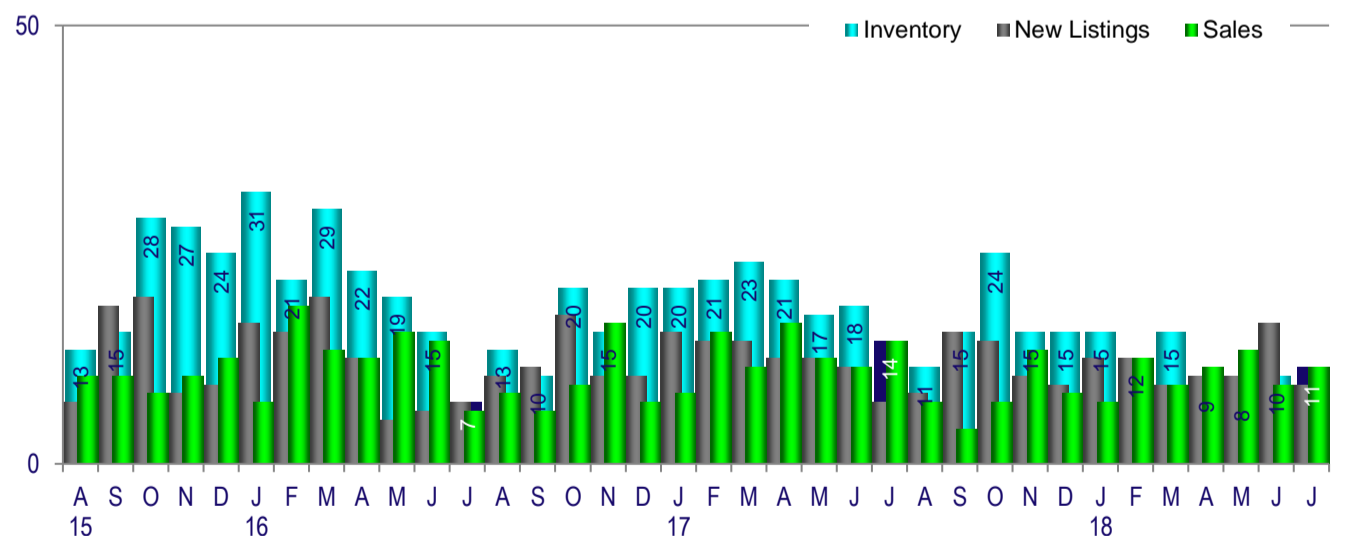
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 July 2018 was 9, down 43.8% from 16 last month and up 28.6% from 7 in July of last year.

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