

Ventana Lakes

Sub-Division

Ventana Lakes

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RESIDENTIAL BROKERAGE

Price Range: All | Properties: Sub-Division

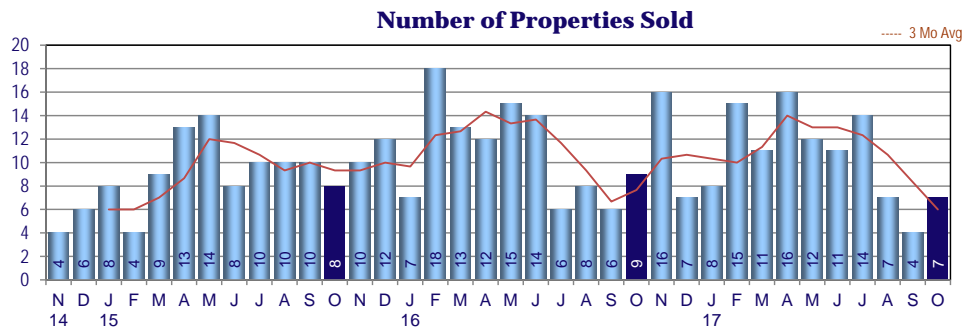
Market Profile & Trends Overview

	Month	Trending versus*:		
		LM	L3M	PYM
Median List Price of all Current Listings	\$239,900	-4%	21%	2%
Average List Price of all Current Listings	\$243,983	-1%	7%	9%
October Median Sales Price	\$242,000	8%	10%	21%
October Average Sales Price	\$192,000	-20%	-15%	-15%
Total Properties Currently for Sale (Inventory)	24	60%	71%	20%
October Number of Properties Sold	7	75%	-4%	-22%
October Average Days on Market (Solds)	41	-7%	-22%	13%
October Month's Supply of Inventory	2.2	63%	66%	19%
October Sale Price vs List Price Ratio	98.3%	0%	-0%	-2%

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

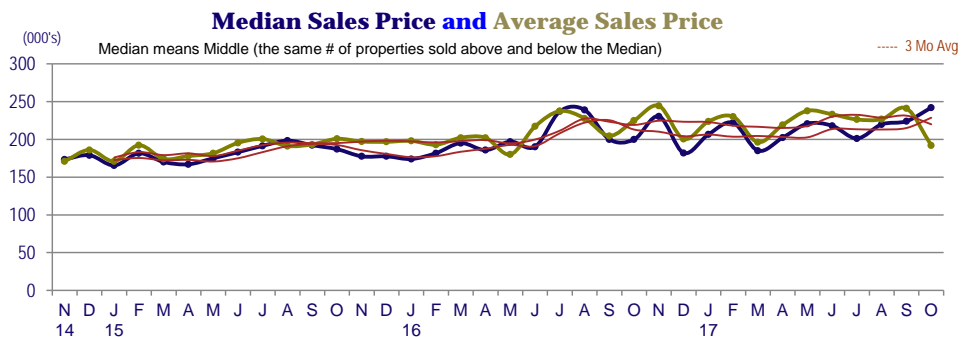
Property Sales

October property sales were 7, down 22.2% from 9 in October of 2016 and 75.0% higher than the 4 sales last month. October 2017 sales were at their lowest level compared to October of 2016 and 2015.



Prices

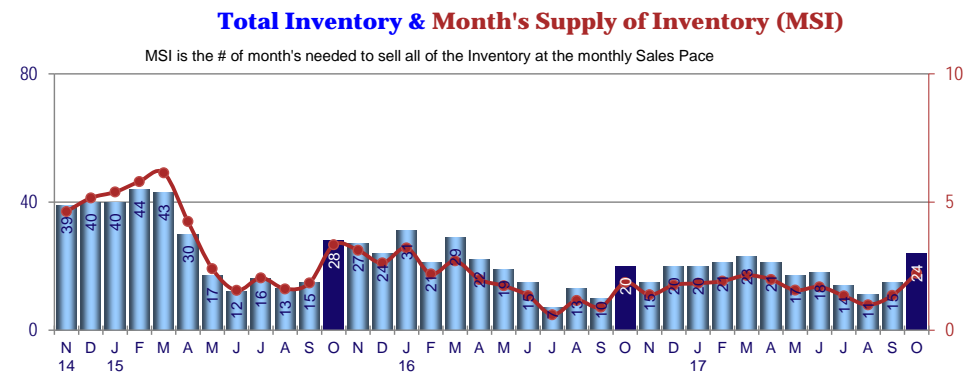
The Median Sales Price in October was \$242,000, up 21.1% from \$199,900 in October of 2016 and up 8.0% from \$224,000 last month. The Average Sales Price in October was \$192,000, down 14.7% from \$224,960 in October of 2016 and down 20.3% from \$241,000 last month. October 2017 ASP was at the lowest level compared to October of 2016 and 2015.



Inventory & MSI

The Total Inventory of Properties available for sale as of October was 24, up 60.0% from 15 last month and up 20.0% from 20 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 2.2 months was at a mid level compared with October of 2016 and 2015.



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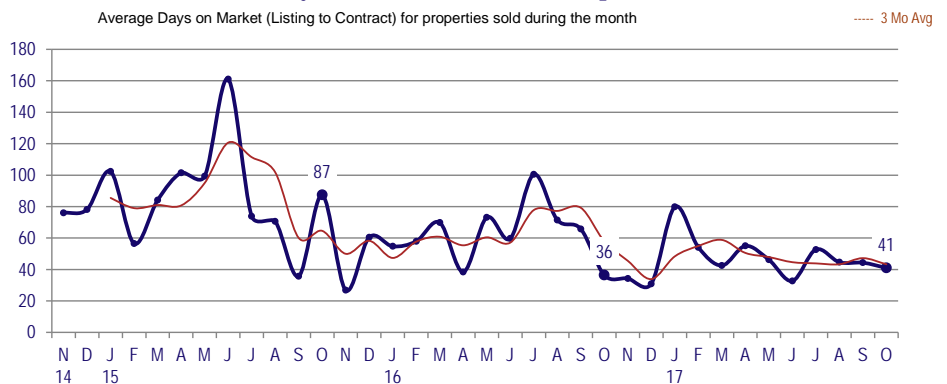
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Market Time

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 October was 41, down 7.4% from 44 days last month and up 12.6% from 36 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 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 October 2017 Selling Price vs Original List Price of 98.3% was equal to 98.3% last month and down from 100.0% in October of last year.

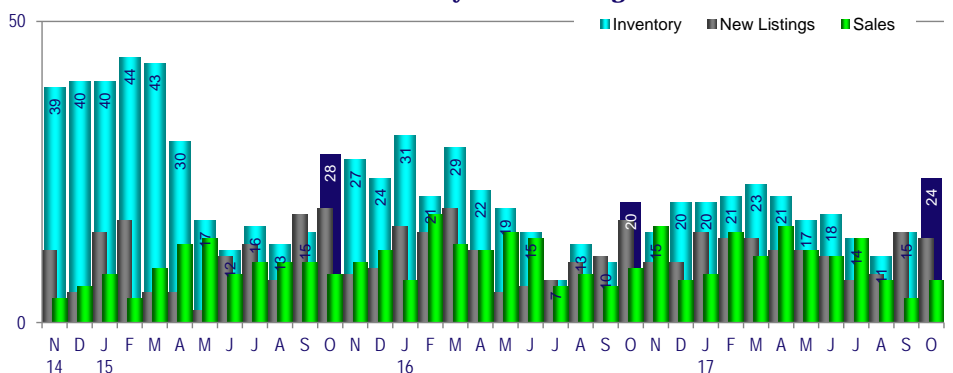
Selling Price versus Listing Price Ratio



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 14, down 6.7% from 15 last month and down 17.6% from 17 in October of last year.

Inventory / New Listings / Sales





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