

Ventana Lakes

Sub-Division

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Price Range: All | Properties: Sub-Division

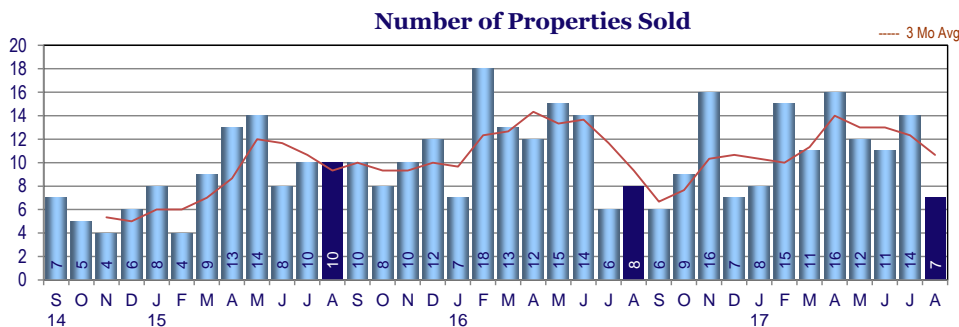
## Market Profile & Trends Overview

	Month	Trending versus*:		
		LM	L3M	PYM
Median List Price of all Current Listings	\$250,000	1%	11%	6%
Average List Price of all Current Listings	\$250,254	1%	-0%	8%
August Median Sales Price	\$219,900	9%	1%	-8%
August Average Sales Price	\$226,760	0%	-5%	-0%
Total Properties Currently for Sale (Inventory)	11	-21%	-35%	-15%
August Number of Properties Sold	7	-50%	4%	-13%
August Average Days on Market (Solds)	45	-15%	-3%	-38%
August Month's Supply of Inventory	1.0	-26%	-37%	-15%
August Sale Price vs List Price Ratio	99.7%	1%	2%	1%

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

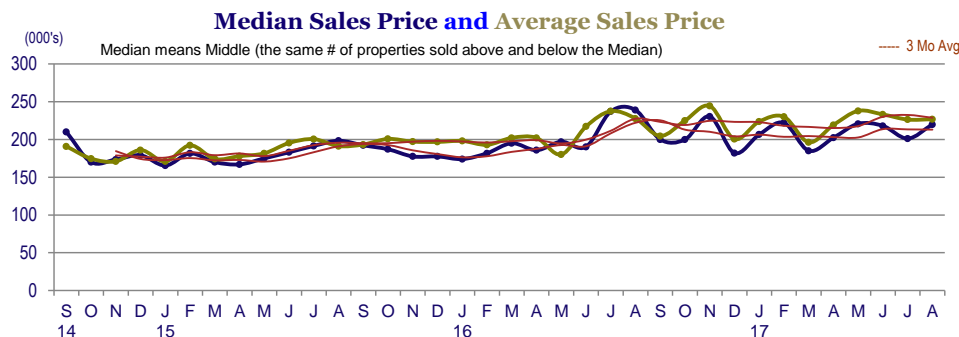
## Property Sales

August property sales were 7, down 12.5% from 8 in August of 2016 and 50.0% lower than the 14 sales last month. August 2017 sales were at their lowest level compared to August of 2016 and 2015.



## Prices

The Median Sales Price in August was \$219,900, down 8.0% from \$238,950 in August of 2016 and up 9.3% from \$201,200 last month. The Average Sales Price in August was \$226,760, down 0.4% from \$227,780 in August of 2016 and up 0.2% from \$226,333 last month. August 2017 ASP was at the lowest level compared to August of 2016 and 2015.



## Inventory & MSI

The Total Inventory of Properties available for sale as of August was 11, down 21.4% from 14 last month and down 15.4% from 13 in August of last year. August 2017 Inventory was at its lowest 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 1.0 months was at its lowest level compared with August of 2016 and 2015.



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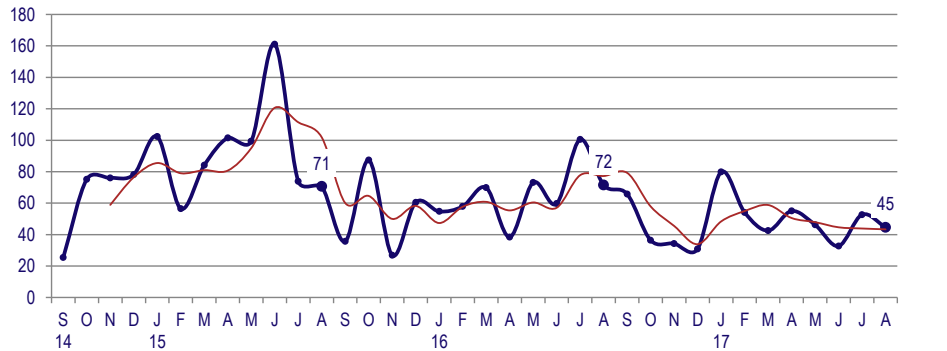


**Market Time**

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 45, down 15.4% from 53 days last month and down 37.6% from 72 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**

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

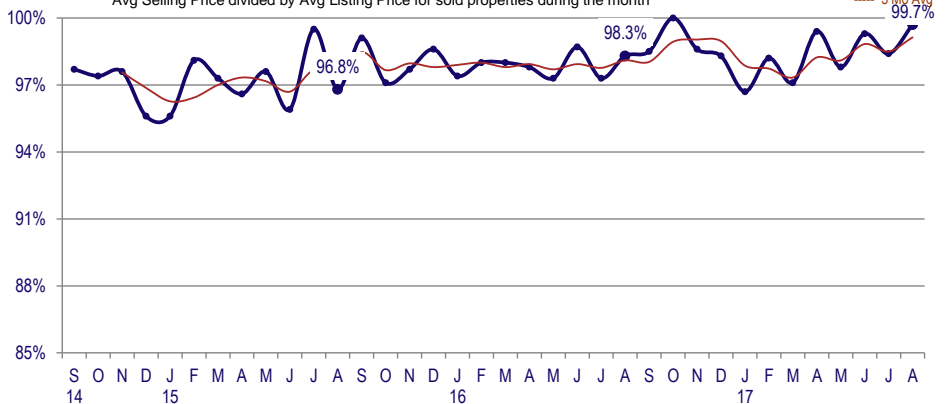


**Selling Price vs Original Listing Price**

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 August 2017 Selling Price vs Original List Price of 99.7% was up from 98.4% last month and up from 98.3% in August of last year.

**Selling Price versus Listing Price Ratio**

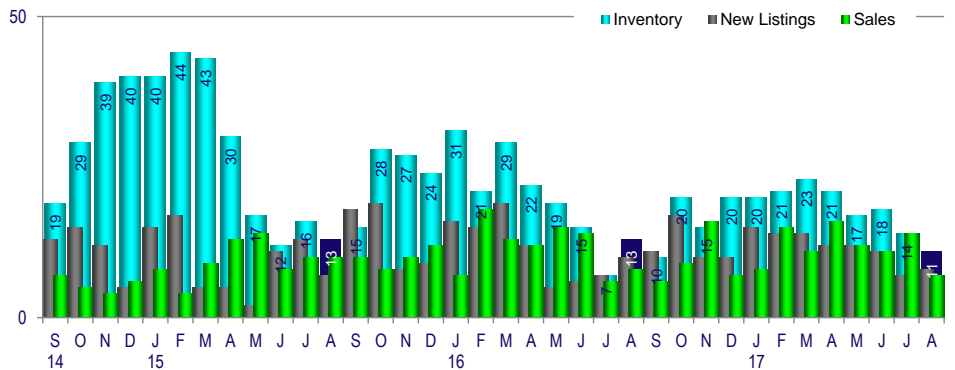
Avg Selling Price divided by Avg Listing Price for sold properties during the month



**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 August 2017 was 8, up 14.3% from 7 last month and down 20.0% from 10 in August of last year.

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