

Ventana Lakes

Sub-Division

Ventana Lakes

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Price Range: All | Properties: Sub-Division

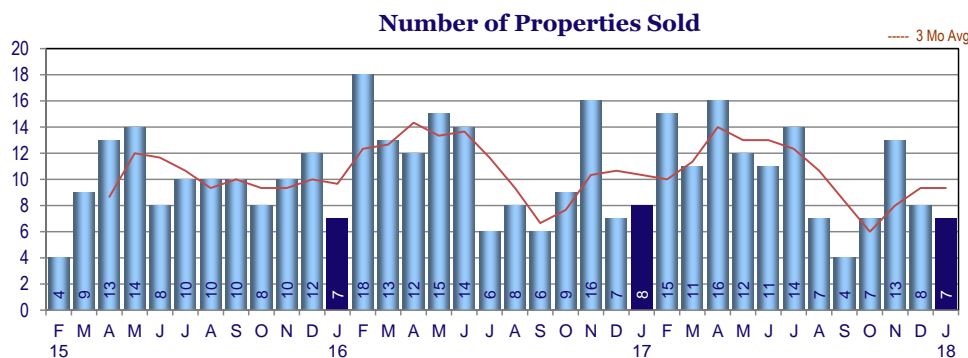
Market Profile & Trends Overview

	Month	Trending versus*:		
		LM	L3M	PYM
Median List Price of all Current Listings	\$239,900	0%	0%	7%
Average List Price of all Current Listings	\$241,733	-2%	-6%	2%
January Median Sales Price	\$248,900	7%	6%	21%
January Average Sales Price	\$231,200	-4%	20%	3%
Total Properties Currently for Sale (Inventory)	15	0%	-38%	-25%
January Number of Properties Sold	7	-13%	-7%	-13%
January Average Days on Market (Solds)	39	-28%	-5%	-51%
January Month's Supply of Inventory	1.4	-1%	-36%	-22%
January Sale Price vs List Price Ratio	98.9%	-0%	1%	2%

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

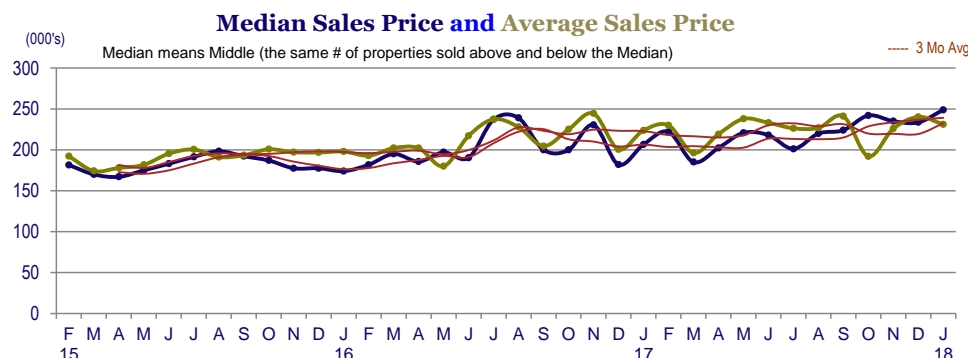
Property Sales

January property sales were 7, down 12.5% from 8 in January of 2017 and 12.5% lower than the 8 sales last month. January 2018 sales were at their lowest level compared to January of 2017 and 2016.



Prices

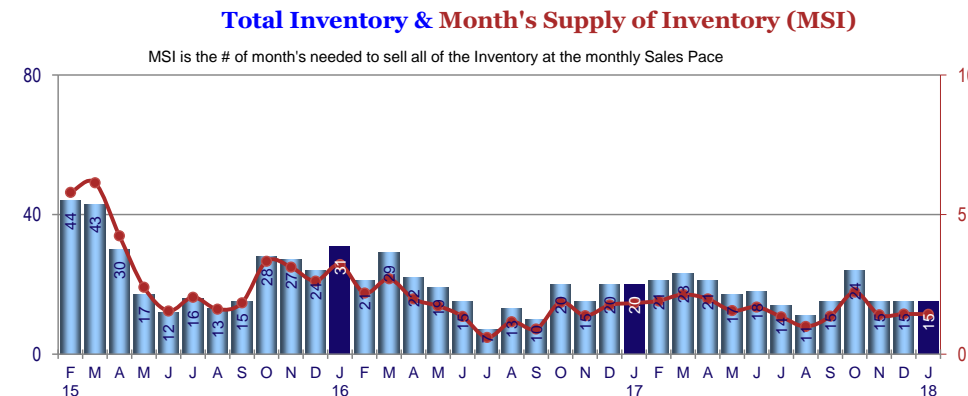
The Median Sales Price in January was \$248,900, up 20.5% from \$206,500 in January of 2017 and up 6.6% from \$233,500 last month. The Average Sales Price in January was \$231,200, up 3.4% from \$223,700 in January of 2017 and down 3.8% from \$240,250 last month. January 2018 ASP was at the lowest level compared to January of 2017 and 2016.



Inventory & MSI

The Total Inventory of Properties available for sale as of January was 15, equal to 15 last month and down 25.0% from 20 in January of last year. January 2018 Inventory was at its lowest level compared with January of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2018 MSI of 1.4 months was at its lowest level compared with January of 2017 and 2016.



Ventana Lakes

Sub-Division

Ventana Lakes

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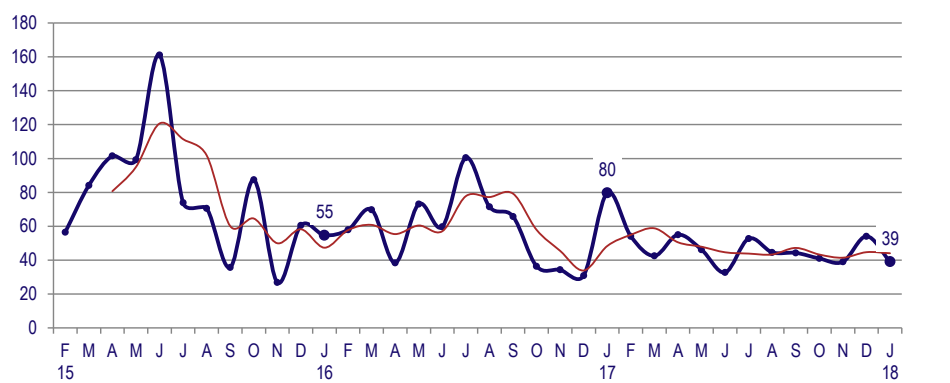
Price Range: All | Properties: Sub-Division

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 January was 39, down 27.7% from 54 days last month and down 51.0% from 80 days in January of last year. The January 2018 DOM was at its lowest level compared with January of 2017 and 2016.

Days On Market for Sold Properties

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

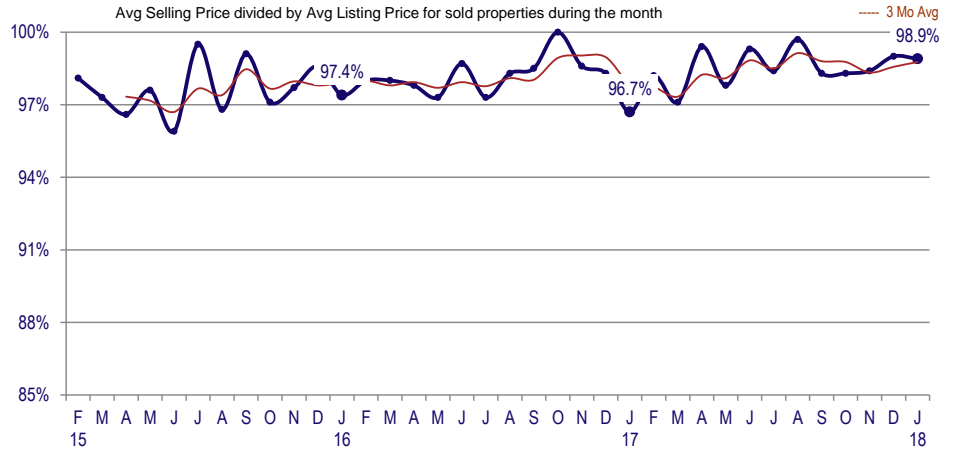


Selling Price vs Original Listing Price

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 January 2018 Selling Price vs Original List Price of 98.9% was down from 99.0% last month and up from 96.7% in January of last year.

Selling Price versus Listing Price Ratio

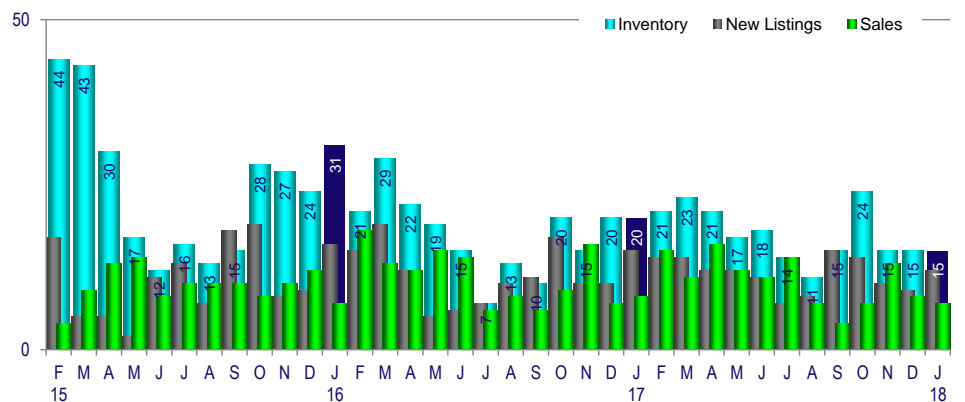
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 January 2018 was 12, up 33.3% from 9 last month and down 20.0% from 15 in January of last year.

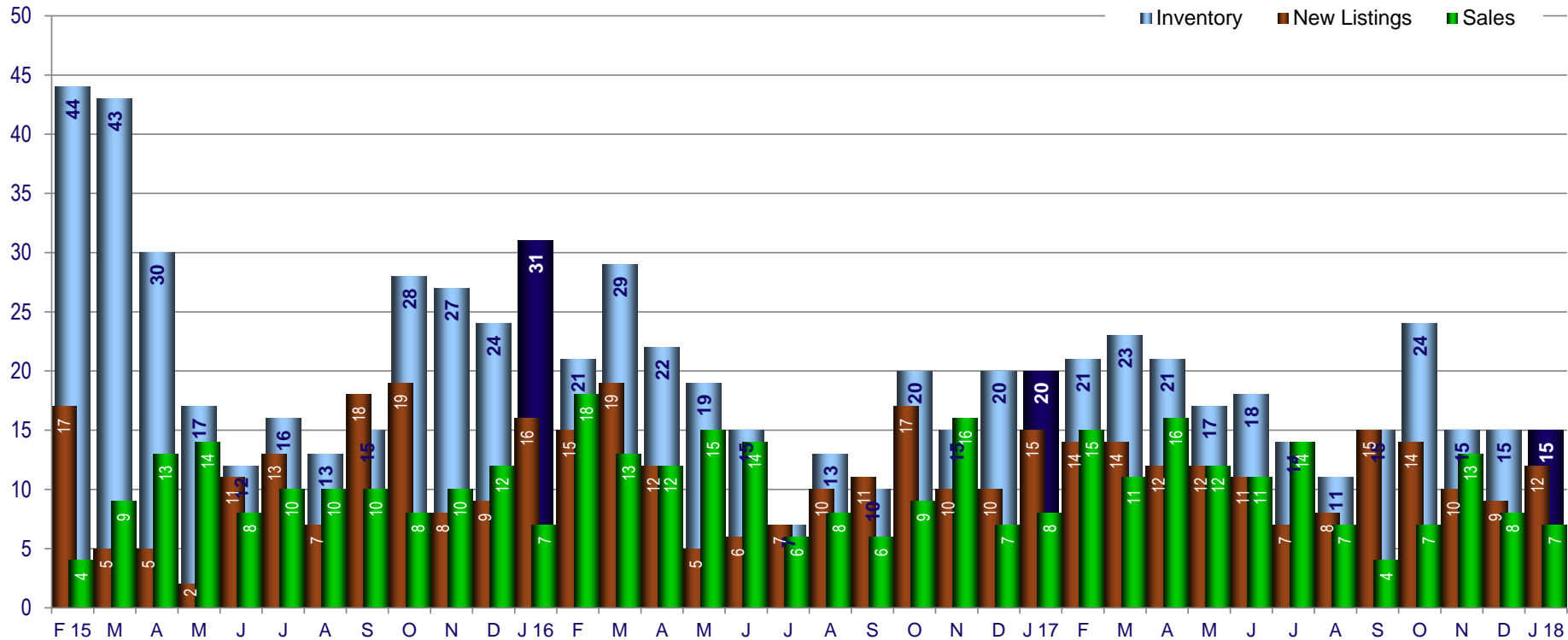
Inventory / New Listings / Sales





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Price Range: Below to 100,000,000 | Property Types: Sub-Division

	F 15	M	A	M	J	J	A	S	O	N	D	J-00	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
Homes Sold	4	9	13	14	8	10	10	10	8	10	12	7	18	13	12	15	14	6	8	6	9	16	7	8	15	11	16	12	11	14	7	4	7	13	8	7
3 Mo. Roll Avg			9	12	12	11	9	10	9	9	10	10	12	13	234	13	14	12	9	7	8	10	11	10	10	11	14	13	13	12	11	8	6	8	9	9

(000's)	F 15	M	A	M	J	J	A	S	O	N	D	J-00	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
Median Sale Price	182	170	167	175	183	191	198	192	187	178	178	174	182	195	186	197	190	237	239	200	200	231	182	207	222	185	202	221	218	201	220	224	242	235	234	249
3 Mo. Roll Avg			173	171	175	183	191	194	193	186	181	176	178	184	188	193	191	208	222	225	213	210	204	206	204	205	203	203	214	213	213	215	229	234	237	239

	F 15	M	A	M	J	J	A	S	O	N	D	J-00	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
Inventory	44	43	30	17	12	16	13	15	28	27	24	31	21	29	22	19	15	7	13	10	20	15	20	20	21	23	21	17	18	14	11	15	24	15	15	15
MSI	5.8	6.1	4.2	2.4	1.6	2.0	1.6	1.8	3.3	3.1	2.6	3.2	2.2	2.7	2.0	1.7	1.4	0.6	1.2	0.9	1.9	1.4	1.8	1.8	1.9	2.1	2.0	1.6	1.7	1.3	1.0	1.4	2.2	1.4	1.4	1.4

	F 15	M	A	M	J	J	A	S	O	N	D	J-00	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
Days on Market	57	84	102	99	161	74	71	36	87	27	61	55	58	70	38	73	60	101	72	66	36	34	31	80	54	43	55	46	33	53	45	44	41	39	54	39
3 Mo. Roll Avg			81	95	121	111	102	60	65	50	58	47	58	61	55	60	57	78	77	79	58	46	34	48	55	59	51	48	45	44	43	47	43	41	45	44

	F 15	M	A	M	J	J	A	S	O	N	D	J-00	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
Sale to List Price	0.981	0.973	0.966	0.976	0.959	0.995	0.968	0.991	0.971	0.977	0.986	0.974	0.980	0.980	0.978	0.973	0.987	0.973	0.983	0.985	1.000	0.986	0.983	0.967	0.982	0.971	0.994	0.978	0.993	0.984	0.997	0.983	0.983	0.984	0.990	0.989
3 Mo. Roll Avg			0.973	0.972	0.967	0.977	0.974	0.985	0.977	0.980	0.978	0.979	0.980	0.978	0.979	0.977	0.979	0.978	0.981	0.980	0.989	0.990	0.990	0.979	0.977	0.973	0.982	0.981	0.988	0.985	0.991	0.988	0.988	0.983	0.986	0.988

	F 15	M	A	M	J	J	A	S	O	N	D	J-00	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
New Listings	17	5	5	2	11	13	7	18	19	8	9	16	15	19	12	5	6	7	10	11	17	10	10	15	14	14	12	12	11	7	8	15	14	10	9	12
Inventory	44	43	30	17	12	16	13	15	28	27	24	31	21	29	22	19	15	7	13	10	20	15	20	20	21	23	21	17	18	14	11	15	24	15	15	15
Sales	4	9	13	14	8	10	10	10	8	10	12	7	18	13	12	15	14	6	8	6	9	16	7	8	15	11	16	12	11	14	7	4	7	13	8	7

(000's)	F 15	M	A	M	J	J	A	S	O	N	D	J-00	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
Avg Sale Price	192	174	178	182	195	200	191	193	201	197	197	198	193	202	202	180	217	237	228	205	225	244	201	224	230	196	219	238	233	226	227	241	192	226	240	231
3 Mo. Roll Avg			181	178	185	192	196	195	195	197	198	197	196	198	199	195	200	212	227	223	219	225	223	223	218	217	215	218	230	232	229	231	220	220	219	232