

Ventana Lakes

Sub-Division

Ventana Lakes

www.CB Homes.com



Price Range: All | Properties: Sub-Division

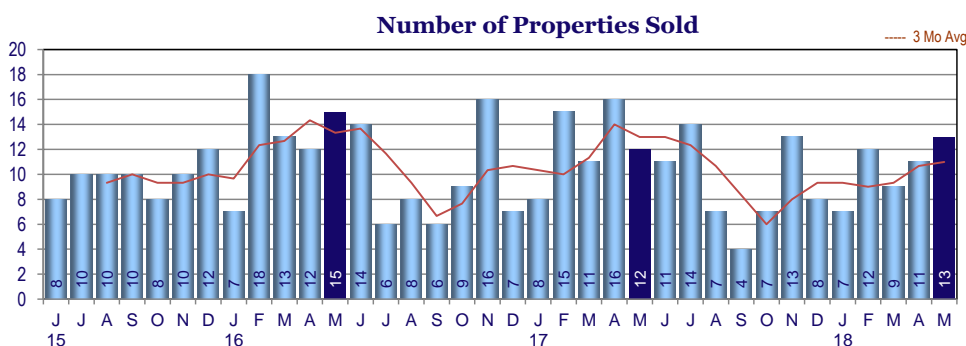
Market Profile & Trends Overview

	Month	Trending versus*:		
		LM	L3M	PYM
Median List Price of all Current Listings	\$222,000	-7%	4%	-16%
Average List Price of all Current Listings	\$228,588	-4%	-4%	-9%
May Median Sales Price	\$218,000	-2%	-11%	-1%
May Average Sales Price	\$234,623	-1%	11%	-1%
Total Properties Currently for Sale (Inventory)	8	-11%	-33%	-53%
May Number of Properties Sold	13	18%	-2%	8%
May Average Days on Market (Solds)	41	12%	-33%	-12%
May Month's Supply of Inventory	0.8	-8%	-28%	-47%
May Sale Price vs List Price Ratio	98.1%	0%	-1%	0%

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

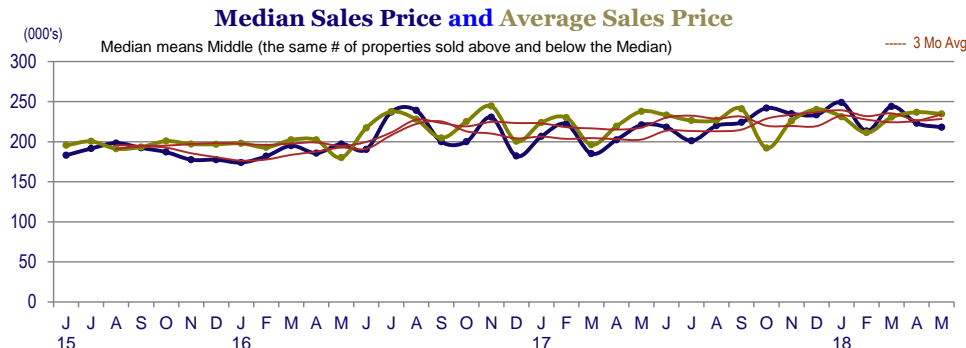
Property Sales

May property sales were 13, up 8.3% from 12 in May of 2017 and 18.2% higher than the 11 sales last month. May 2018 sales were at a mid level compared to May of 2017 and 2016.



Prices

The Median Sales Price in May was \$218,000, down 1.2% from \$220,750 in May of 2017 and down 2.2% from \$223,000 last month. The Average Sales Price in May was \$234,623, down 1.3% from \$237,833 in May of 2017 and down 0.9% from \$236,750 last month. May 2018 ASP was at the lowest level compared to May of 2017 and 2016.



Inventory & MSI

The Total Inventory of Properties available for sale as of May was 8, down 11.1% from 9 last month and down 52.9% from 17 in May of last year. May 2018 Inventory was at its lowest level compared with May of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The May 2018 MSI of 0.8 months was at its lowest level compared with May of 2017 and 2016.



Copyright © Coldwell Banker | Price Range: All | Property Types: Sub-Division

Data is provided courtesy of SVVMLS and may not reflect all relevant real estate activity. Coldwell Banker Residential Brokerage does not warrant or guarantee information and may not reflect all relevant real estate activity.

Ventana Lakes

Sub-Division

Ventana Lakes

www.CBHomes.com



RESIDENTIAL BROKERAGE 199

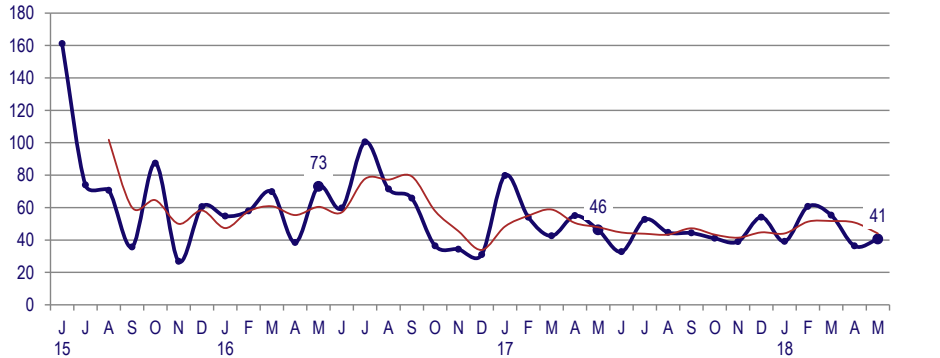
Price Range: All | Properties: Sub-Division

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 May was 41, up 11.6% from 36 days last month and down 12.3% from 46 days in May of last year. The May 2018 DOM was at its lowest level compared with May of 2017 and 2016.

Days On Market for Sold Properties

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

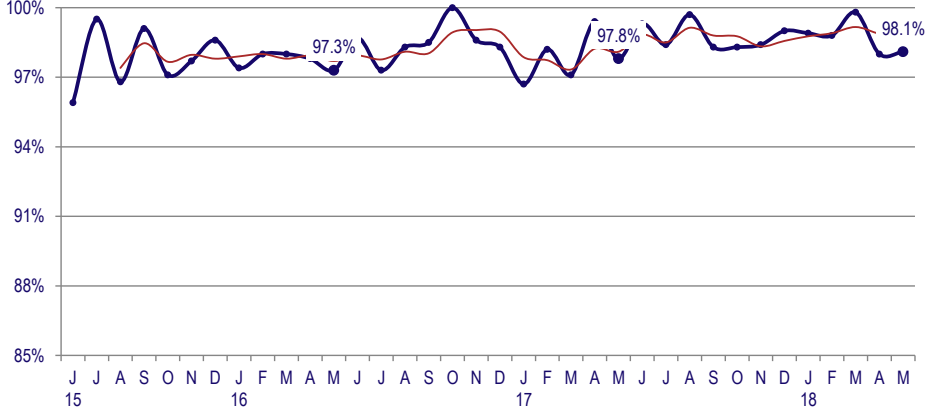


Selling Price vs Original Listing Price

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 May 2018 Selling Price vs Original List Price of 98.1% was up from 98.0% last month and up from 97.8% in May of last year.

Selling Price versus Listing Price Ratio

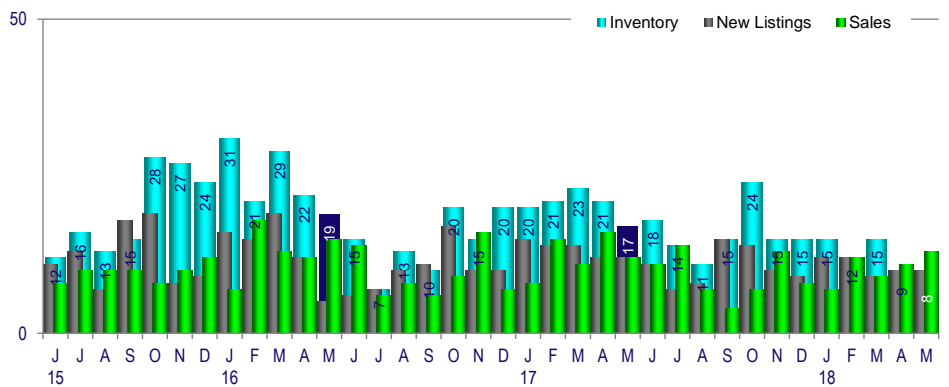
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 May 2018 was 10, equal to 10 last month and down 16.7% from 12 in May of last year.

Inventory / New Listings / Sales



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 May 2018 was 10, equal to 10 last month and down 16.7% from 12 in May of last year.

