



Price Range: All | Properties: SFH - Condo - Twn

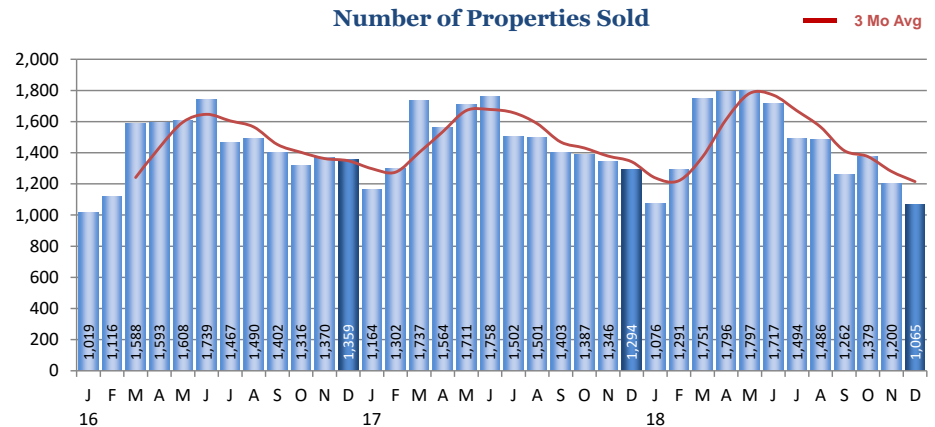
### Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$285,000	0%		10%				
Average List Price of all Current Listings	\$407,510	2%		9%				
December Median Sales Price	\$211,500	-4%	-2%	3%	8%	\$210,000	8%	8%
December Average Sales Price	\$254,873	-1%	1%	4%	9%	\$249,369	7%	7%
Total Properties Currently for Sale (Inventory)	3,197	-9%		-13%				
December Number of Properties Sold	1,065	-11%		-18%		17,314	-2%	
December Average Days on Market (Solds)	41	8%	8%	-13%	-15%	41	-15%	-15%
Asking Price per Square Foot (based on New Listings)	\$148	-3%	-1%	6%	9%	\$144	7%	6%
December Sold Price per Square Foot	\$139	1%	2%	8%	11%	\$134	7%	6%
December Month's Supply of Inventory	3.0	3%	7%	6%	10%	2.5	-10%	-10%
December Sale Price vs List Price Ratio	96.8%	.1%	-.0%	.6%	-.2%	96.9%	0%	0%

\* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2017) / YTD = Year-to-date

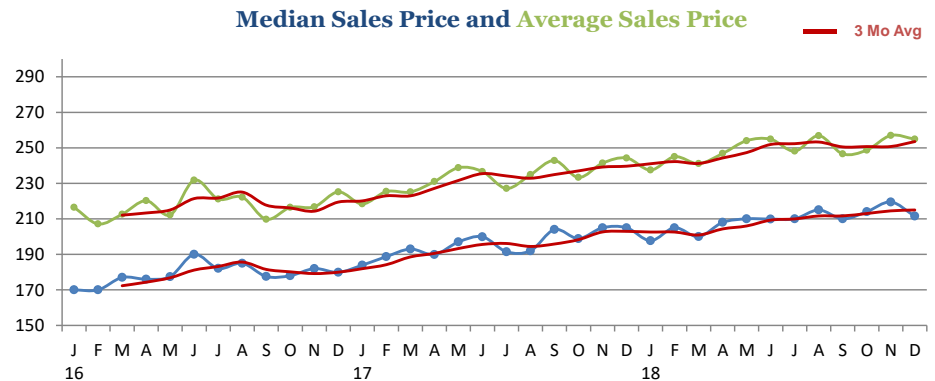
### Property Sales

December Property sales were 1,065, down 17.7% from 1,294 in December of 2017 and 11.3% lower than the 1,200 sales last month. December 2018 sales were at their lowest level compared to December of 2017 and 2016. December YTD sales of 17,314 are running 2.0% behind last year's year-to-date sales of 17,669.



### Prices

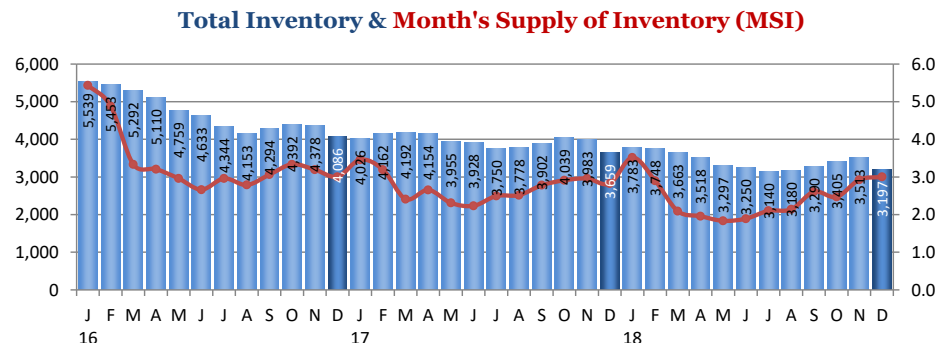
The Median Sales Price in December was \$211,500, up 3.2% from \$205,000 in December of 2017 and down 3.6% from \$219,497 last month. The Average Sales Price in December was \$254,873, up 4.3% from \$244,290 in December of 2017 and down 0.8% from \$256,968 last month. December 2018 ASP was at the highest level compared to December of 2017 and 2016.



### Inventory & MSI

The Total Inventory of Properties available for sale as of December was 3,197, down 9.0% from 3,513 last month and down 12.6% from 3,659 in December of last year. December 2018 Inventory was at its lowest level compared with December of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2018 MSI of 3.0 months was at a mid level compared with December of 2017 and 2016.

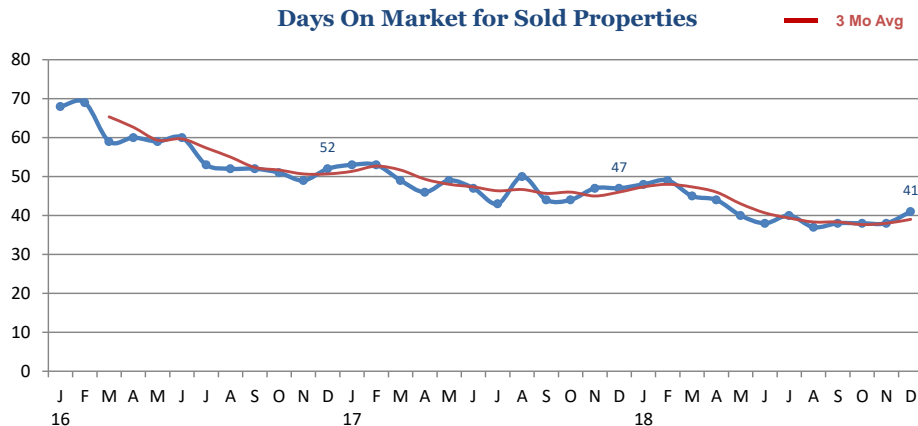




### Market Time

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 December was 41, up 7.9% from 38 days last month and down 12.8% from 47 days in December of last year. The December 2018 DOM was at its lowest level compared with December of 2017 and 2016.

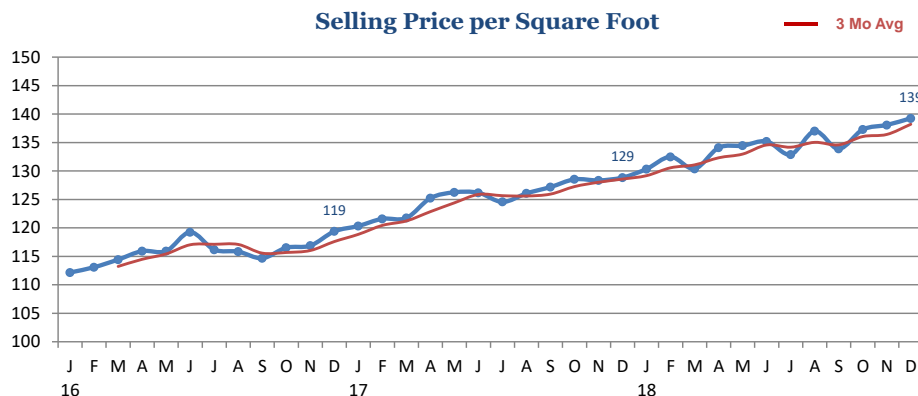
### Days On Market for Sold Properties



### Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The December 2018 Selling Price per Square Foot of \$139 was up 0.8% from \$138 last month and up 8.1% from 129 in December of last year.

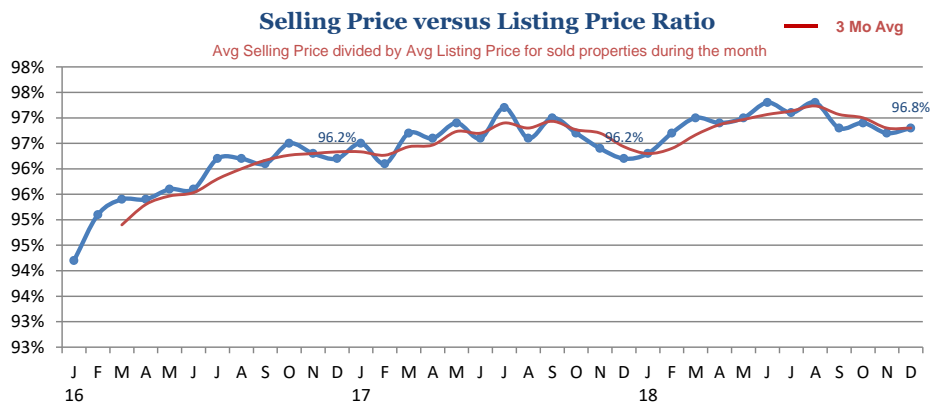
### Selling Price per Square Foot



### Selling Price vs Original Listings 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 December 2018 Selling Price vs Original List Price of 96.8% was up from 96.7% last month and up from 96.2% in December of last year.

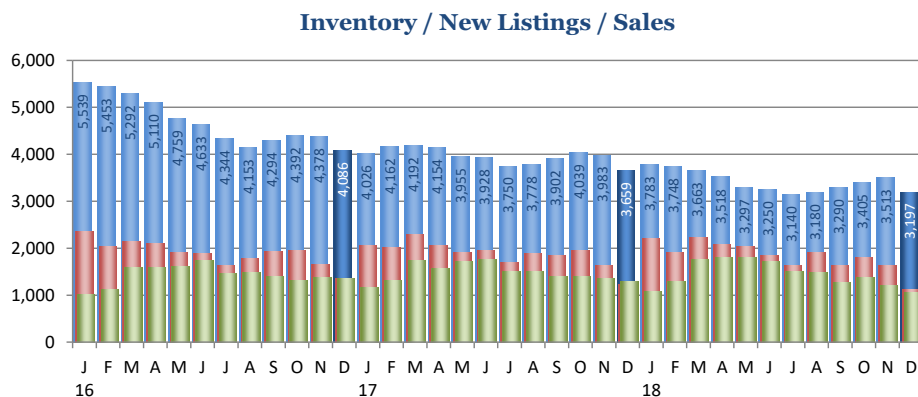
### Selling Price versus Listing Price Ratio



### 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 December 2018 was 1,117, down 31.6% from 1,633 last month and down 8.7% from 1,224 in December of last year.

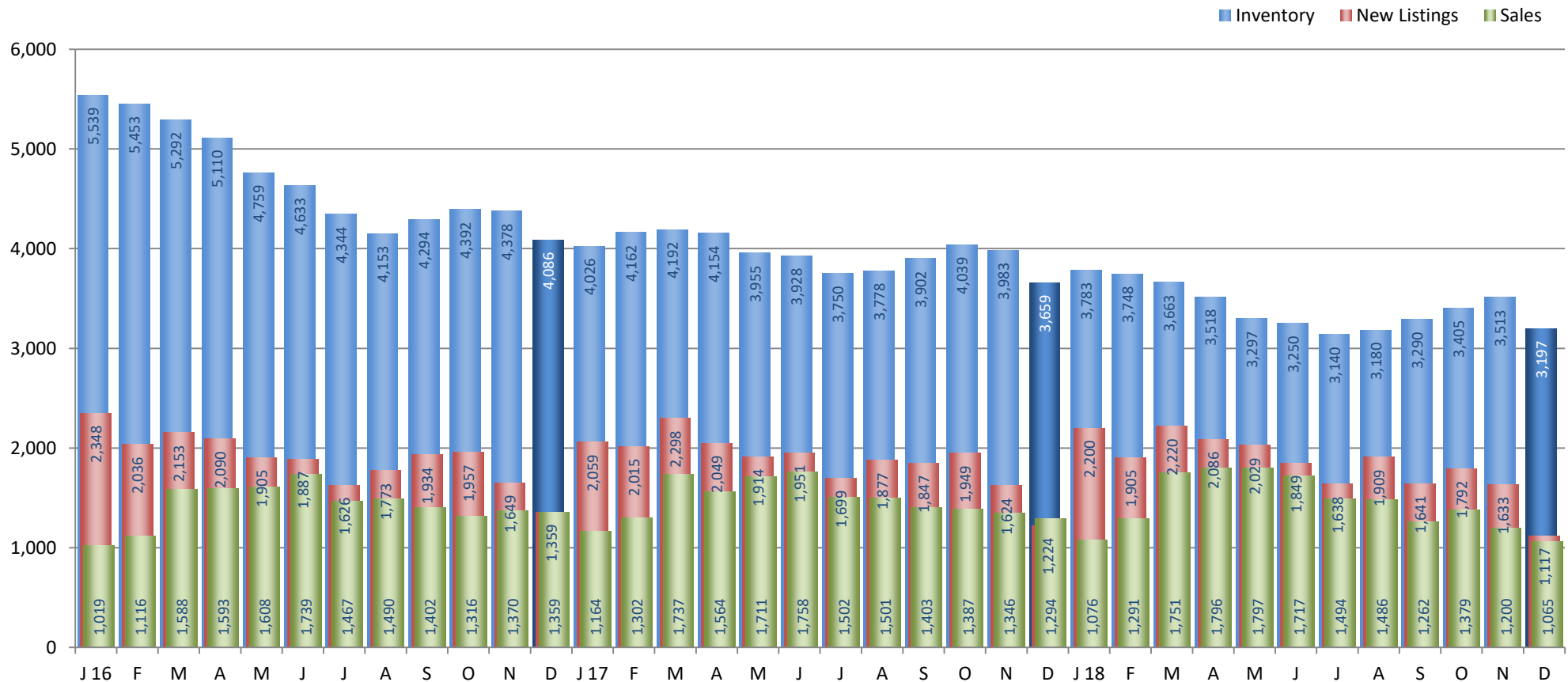
### Inventory / New Listings / Sales





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County: Pima  
 Price Range: All | Properties: SFH - Condo - Twn

	J 16	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	F	M	A	M	J	J	A	S	O	N	D	
Homes Sold	1,019	1,116	1,588	1,593	1,608	1,739	1,467	1,490	1,402	1,316	1,370	1,359	1,164	1,302	1,737	1,564	1,711	1,758	1,502	1,501	1,403	1,387	1,346	1,294	1,076	1,291	1,751	1,796	1,797	1,717	1,494	1,486	1,262	1,379	1,200	1,065	
3 Mo. Roll Avg			1,241	1,432	1,596	1,647	1,605	1,565	1,453	1,403	1,363	1,348	1,298	1,275	1,401	1,534	1,671	1,678	1,657	1,587	1,469	1,430	1,379	1,342	1,239	1,220	1,373	1,613	1,781	1,770	1,669	1,566	1,414	1,376	1,280	1,215	
(000's)	J 16	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	F	M	A	M	J	J	A	S	O	N	D	
Median Sale Price	170	170	177	176	178	190	182	185	178	178	182	180	184	189	193	190	197	200	192	192	204	199	205	205	198	205	200	208	210	210	210	215	210	214	219	212	
3 Mo. Roll Avg			172	174	177	181	183	186	182	180	179	180	182	184	189	191	193	196	196	194	196	198	203	203	203	203	201	204	206	209	210	210	212	212	213	214	215
Inventory	5,539	5,453	5,292	5,110	4,759	4,633	4,344	4,153	4,294	4,392	4,378	4,086	4,026	4,162	4,192	4,154	3,955	3,928	3,750	3,778	3,902	4,039	3,983	3,659	3,783	3,748	3,663	3,518	3,297	3,250	3,140	3,180	3,290	3,405	3,513	3,197	
MSI	5.4	4.9	3.3	3.2	3.0	2.7	3.0	2.8	3.1	3.3	3.2	3.0	3.5	3.2	2.4	2.7	2.3	2.2	2.5	2.5	2.8	2.9	3.0	2.8	3.5	2.9	2.1	2.0	1.8	1.9	2.1	2.1	2.6	2.5	2.9	3.0	
Days on Market	68	69	59	60	59	60	53	52	52	51	49	52	53	53	49	46	49	47	43	50	44	44	47	47	48	49	45	44	40	38	40	37	38	38	38	41	
3 Mo. Roll Avg			65	63	59	60	57	55	52	52	51	51	51	53	52	49	48	47	46	47	46	46	46	45	46	47	48	47	46	43	41	39	38	38	38	39	
Price per Sq Ft	112	113	114	116	116	119	116	116	115	117	117	119	120	122	122	125	126	126	125	126	127	129	128	129	130	132	130	134	134	135	133	137	134	137	138	139	
3 Mo. Roll Avg			113	114	115	117	117	116	116	116	116	118	119	120	121	123	124	126	126	126	126	127	129	129	131	131	131	132	133	135	134	135	135	136	136	138	
Sale to List Price	94.2%	95.1%	95.4%	95.4%	95.6%	95.6%	96.2%	96.2%	96.1%	96.5%	96.3%	96.2%	96.5%	96.1%	96.7%	96.6%	96.9%	96.6%	97.2%	96.6%	97.0%	96.7%	96.4%	96.2%	96.3%	96.7%	97.0%	96.9%	97.0%	97.3%	97.1%	97.3%	96.8%	96.9%	96.7%	96.8%	
3 Mo. Roll Avg			94.9%	95.3%	95.5%	95.8%	96.0%	96.2%	96.3%	96.3%	96.3%	96.3%	96.3%	96.3%	96.4%	96.5%	96.7%	96.9%	96.9%	96.8%	96.9%	96.8%	96.7%	96.4%	96.3%	96.4%	96.7%	96.9%	97.0%	97.1%	97.1%	97.2%	97.1%	97.0%	96.8%	96.8%	
New Listings	2,348	2,036	2,153	2,090	1,905	1,887	1,626	1,773	1,934	1,957	1,649	1,359	2,059	2,015	2,298	2,049	1,914	1,951	1,699	1,877	1,847	1,949	1,624	1,224	2,200	1,905	2,220	2,086	2,029	1,849	1,638	1,909	1,641	1,792	1,633	1,117	
Inventory	5,539	5,453	5,292	5,110	4,759	4,633	4,344	4,153	4,294	4,392	4,378	4,086	4,026	4,162	4,192	4,154	3,955	3,928	3,750	3,778	3,902	4,039	3,983	3,659	3,783	3,748	3,663	3,518	3,297	3,250	3,140	3,180	3,290	3,405	3,513	3,197	
Sales	1,019	1,116	1,588	1,593	1,608	1,739	1,467	1,490	1,402	1,316	1,370	1,359	1,164	1,302	1,737	1,564	1,711	1,758	1,502	1,501	1,403	1,387	1,346	1,294	1,076	1,291	1,751	1,796	1,797	1,717	1,494	1,486	1,262	1,379	1,200	1,065	
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Avg Sale Price	217	207	213	220	212	232	221	222	210	216	217	225	218	225	225	231	239	237	227	235	243	233	241	244	237	245	241	247	254	255	248	257	247	249	257	255	
3 Mo. Roll Avg			212	213	215	221	222	225	218	216	214	219	220	223	223	227	232	235	234	233	235	237	239	240	241	242	241	244	247	252	252	253	251	251	251	254	

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