



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	\$385,000	-3%		10%				
Average List Price of all Current Listings	\$504,331	-1%		15%				
July Median Sales Price	\$301,000	-3%	0%	6%	8%	\$295,000	5%	
July Average Sales Price	\$315,084	-8%	-2%	-2%	-1%	\$322,958	2%	
Total Properties Currently for Sale (Inventory)	419	2%		0%				
July Number of Properties Sold	134	-18%		-18%		1,026	-2%	
July Average Days on Market (Solds)	34	-17%	-17%	-38%	-41%	46	-22%	
Asking Price per Square Foot (based on New Listings)	\$172	2%	2%	8%	7%	\$169	6%	
July Sold Price per Square Foot	\$163	-1%	1%	7%	6%	\$161	5%	
July Month's Supply of Inventory	3.1	25%	22%	22%	6%	2.7	-17%	
July Sale Price vs List Price Ratio	97.1%	.0%	.1%	1.1%	1.5%	96.7%	1%	

\* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2016) / YTD = Year-to-date

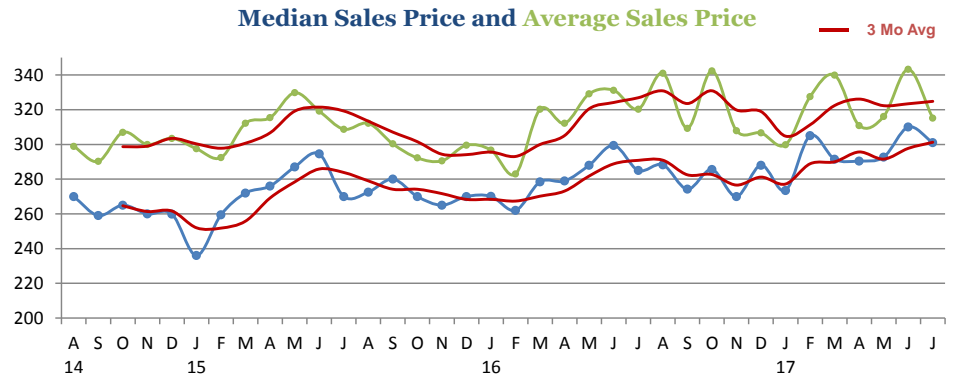
## Property Sales

July Property sales were 134, down 17.8% from 163 in July of 2016 and 17.8% lower than the 163 sales last month. July 2017 sales were at their lowest level compared to July of 2016 and 2015. July YTD sales of 1,026 are running 1.5% behind last year's year-to-date sales of 1,042.



## Prices

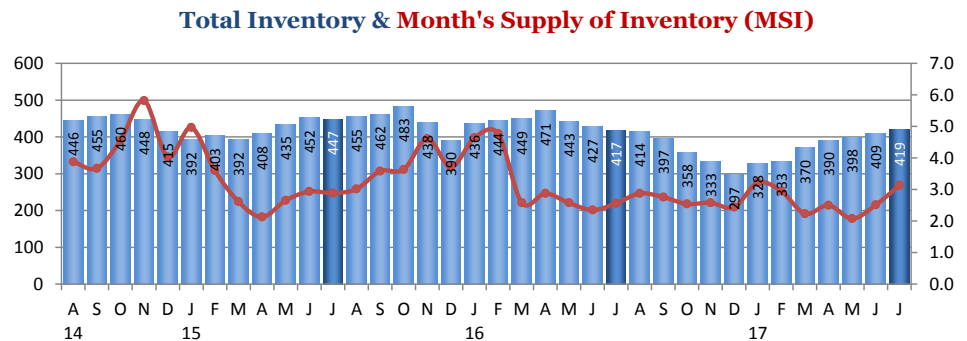
The Median Sales Price in July was \$301,000, up 5.6% from \$285,000 in July of 2016 and down 2.9% from \$310,000 last month. The Average Sales Price in July was \$315,084, down 1.6% from \$320,303 in July of 2016 and down 8.2% from \$343,211 last month. July 2017 ASP was at a mid range compared to July of 2016 and 2015.



## Inventory & MSI

The Total Inventory of Properties available for sale as of July was 419, up 2.4% from 409 last month and up 0.5% from 417 in July of last year. July 2017 Inventory was at a mid level compared with July of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The July 2017 MSI of 3.1 months was at its highest level compared with July of 2016 and 2015.

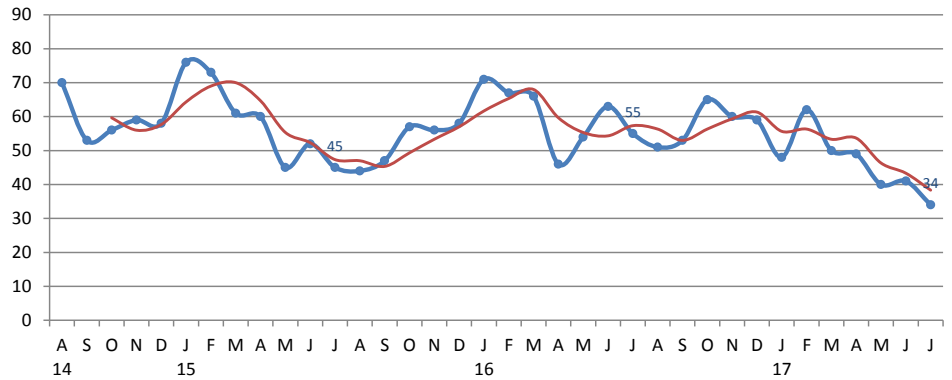




### Market Time

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 July was 34, down 17.1% from 41 days last month and down 38.2% from 55 days in July of last year. The July 2017 DOM was at its lowest level compared with July of 2016 and 2015.

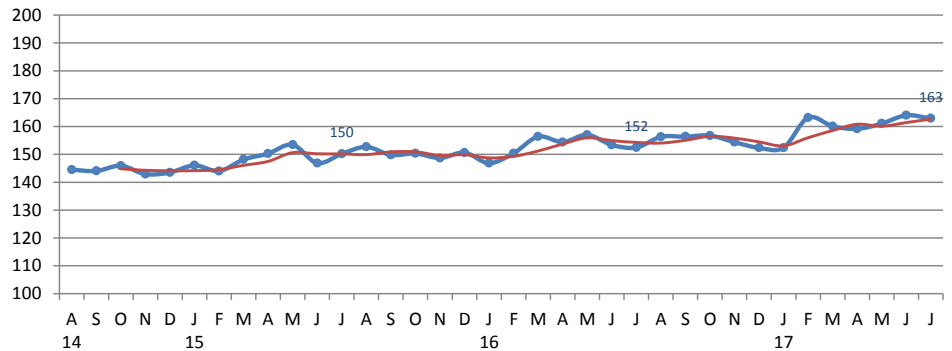
Days On Market for Sold Properties



### 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 July 2017 Selling Price per Square Foot of \$163 was down 0.7% from \$164 last month and up 6.8% from 152 in July 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 July 2017 Selling Price vs Original List Price of 97.1% was equal to 97.1% last month and up from 96.0% in July 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 July 2017 was 147, down 26.1% from 199 last month and down 12.0% from 167 in July of last year.

Inventory / New Listings / Sales

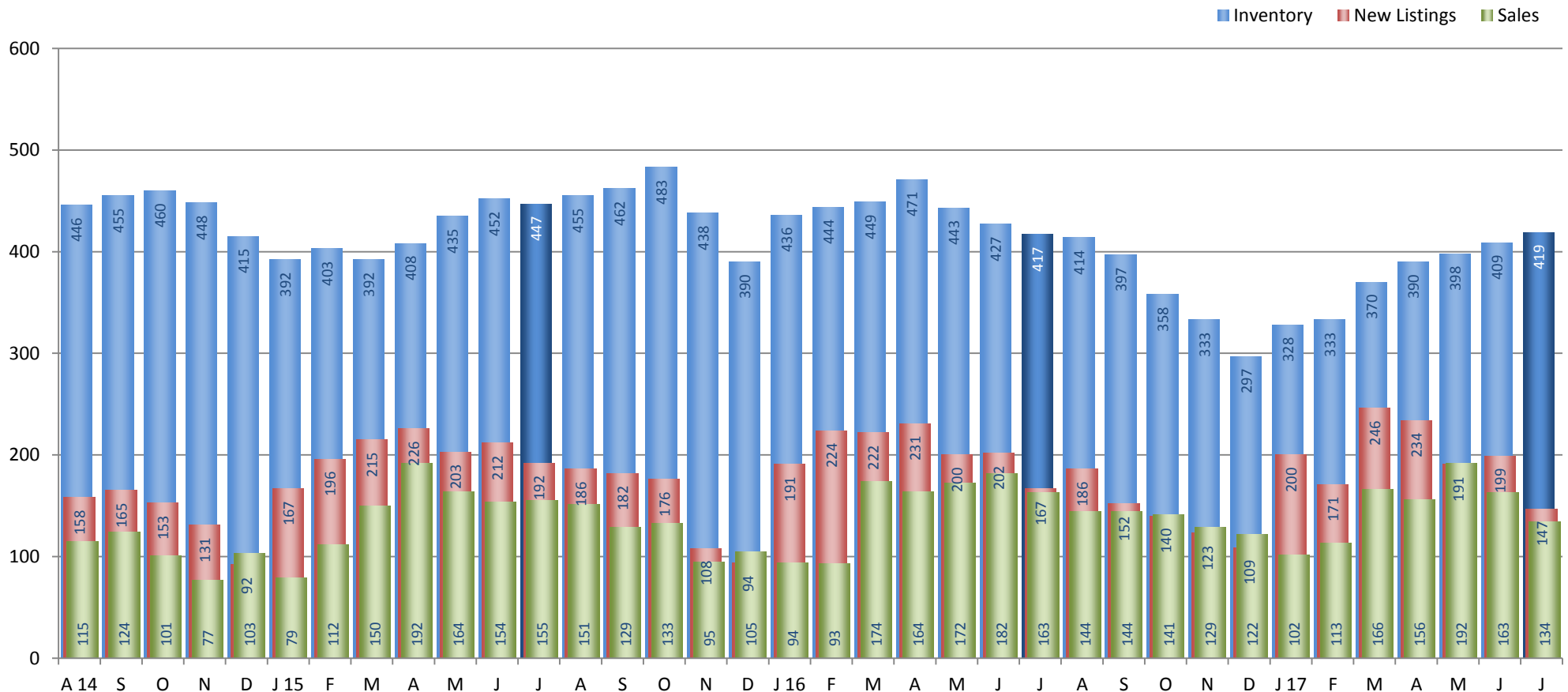




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	A 14	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J
Homes Sold	115	124	101	77	103	79	112	150	192	164	154	155	151	129	133	95	105	94	93	174	164	172	182	163	144	144	141	129	122	102	113	166	156	192	163	134
3 Mo. Roll Avg			113	101	94	86	98	114	151	169	170	158	153	145	138	119	111	98	97	120	144	170	173	172	163	150	143	138	131	118	112	127	145	171	170	163
(000's)	A 14	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J
Median Sale Price	270	259	265	260	260	236	259	272	276	287	295	270	273	280	270	265	270	270	262	278	279	288	299	285	288	274	286	270	288	274	305	292	290	293	310	301
3 Mo. Roll Avg			265	261	262	252	252	256	269	278	286	284	279	274	274	272	268	268	267	270	273	282	289	291	291	282	283	277	281	277	289	290	296	292	298	301
Inventory	446	455	460	448	415	392	403	392	408	435	452	447	455	462	483	438	390	436	444	449	471	443	427	417	414	397	358	333	297	328	333	370	390	398	409	419
MSI	3.9	3.7	4.6	5.8	4.0	5.0	3.6	2.6	2.1	2.7	2.9	2.9	3.0	3.6	3.6	4.6	3.7	4.6	4.8	2.6	2.9	2.6	2.3	2.6	2.9	2.8	2.5	2.6	2.4	3.2	2.9	2.2	2.5	2.1	2.5	3.1
Days on Market	70	53	56	59	58	76	73	61	60	45	52	45	44	47	57	56	58	71	67	66	46	54	63	55	51	53	65	60	59	48	62	50	49	40	41	34
3 Mo. Roll Avg			60	56	58	64	69	70	65	55	52	47	47	45	49	53	57	62	65	68	60	55	54	57	56	53	56	59	61	56	56	53	54	46	43	38
Price per Sq Ft	144	144	146	143	144	146	144	148	150	153	147	150	153	150	150	149	151	147	150	156	154	157	153	152	156	156	157	154	152	152	163	160	159	161	164	163
3 Mo. Roll Avg			145	144	144	144	145	146	147	151	147	150	150	151	151	150	150	149	149	151	154	156	155	154	154	155	156	156	154	153	156	159	161	160	161	163
Sale to List Price	94.3%	95.7%	95.8%	95.0%	94.4%	94.1%	94.7%	96.8%	95.7%	96.2%	96.8%	96.3%	96.0%	95.8%	95.9%	96.2%	95.4%	94.3%	95.5%	96.0%	96.0%	96.1%	95.8%	96.0%	96.0%	95.6%	95.0%	95.1%	95.4%	95.6%	96.7%	96.3%	97.0%	96.8%	97.1%	97.1%
3 Mo. Roll Avg			95.3%	95.5%	95.1%	94.5%	94.4%	95.2%	95.7%	96.2%	96.2%	96.4%	96.4%	96.0%	95.9%	96.0%	95.8%	95.3%	95.1%	95.3%	95.8%	96.0%	96.0%	96.0%	95.9%	95.9%	95.5%	95.2%	95.2%	95.4%	95.9%	96.2%	96.7%	96.7%	97.0%	97.0%
New Listings	158	165	153	131	92	167	196	215	226	203	212	192	186	182	176	108	94	191	224	222	231	200	202	167	186	152	140	123	109	200	171	246	234	191	199	147
Inventory	446	455	460	448	415	392	403	392	408	435	452	447	455	462	483	438	390	436	444	449	471	443	427	417	414	397	358	333	297	328	333	370	390	398	409	419
Sales	115	124	101	77	103	79	112	150	192	164	154	155	151	129	133	95	105	94	93	174	164	172	182	163	144	144	141	129	122	102	113	166	156	192	163	134
(000's)	A 14	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J
Avg Sale Price	299	290	307	300	303	297	292	312	315	330	319	309	312	300	292	291	300	297	283	320	312	329	331	320	341	309	342	308	307	300	327	340	311	316	343	315
3 Mo. Roll Avg			299	299	303	300	298	301	307	319	321	319	313	307	302	294	294	296	293	300	305	321	324	327	331	324	331	320	319	305	311	322	326	322	323	325