

MARKET ACTION REPORT

August 2017

MLS Area: 15 - Sb/East Of State, 20 - Sb/West Of State, 25 - Hope Ranch



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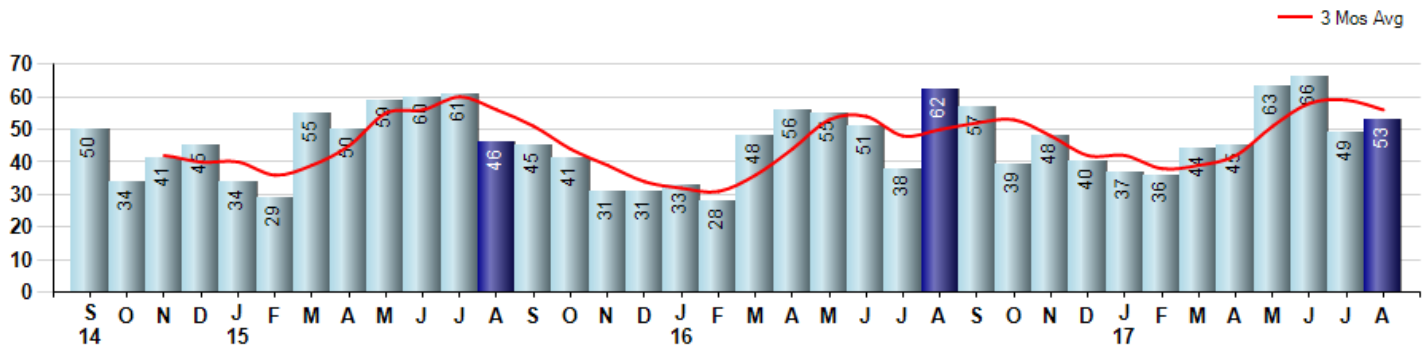
Price Range: 0 to 999999999 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,762,000	4%		15%				
Average List Price of all Current Listings	\$2,962,223	1%		23%				
August Median Sales Price	\$1,468,000	32%	17%	25%	22%	\$1,277,060	6%	6%
August Average Sales Price	\$1,645,023	20%	11%	11%	14%	\$1,497,410	2%	3%
Total Properties Currently for Sale (Inventory)	178	-3%		-12%				
August Number of Properties Sold	53	8%		-15%			6%	
August Average Days on Market (Solds)	61	79%	33%	25%	15%	56	19%	6%
Asking Price per Square Foot (based on New Listings)	\$817	-2%	1%	0%	5%	\$794	3%	2%
August Sold Price per Square Foot	\$700	-5%	-6%	0%	-4%	\$743	0%	2%
August Month's Supply of Inventory	3.4	-11%	2%	3%	-13%	3.5	-11%	-11%
August Sale Price vs List Price Ratio	95.3%	0.1%	0%	0%	0.7%	94.7%	-0.5%	0.1%

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

Property Sales

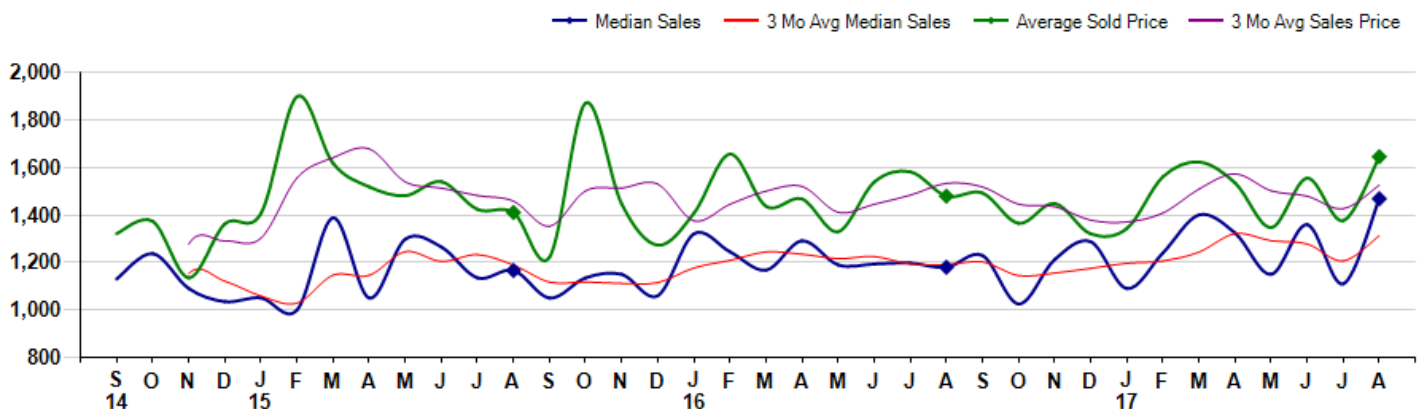
August Property sales were 53, down -14.5% from 62 in August of 2016 and 8.2% higher than the 49 sales last month. August 2017 sales were at a mid level compared to August of 2016 and 2015. August YTD sales of 393 are running 5.9% ahead of last year's year-to-date sales of 371.



Prices

The Median Sales Price in August was \$1,468,000, up 24.5% from \$1,179,500 in August of 2016 and up 32.3% from \$1,110,000 last month. The Average Sales Price in August was \$1,645,023, up 11.2% from \$1,479,070 in August of 2016 and up 19.5% from \$1,376,337 last month. August 2017 ASP was at highest level compared to August of 2016 and 2015.

Median means Middle (the same # of properties sold above and below Median) (000's)



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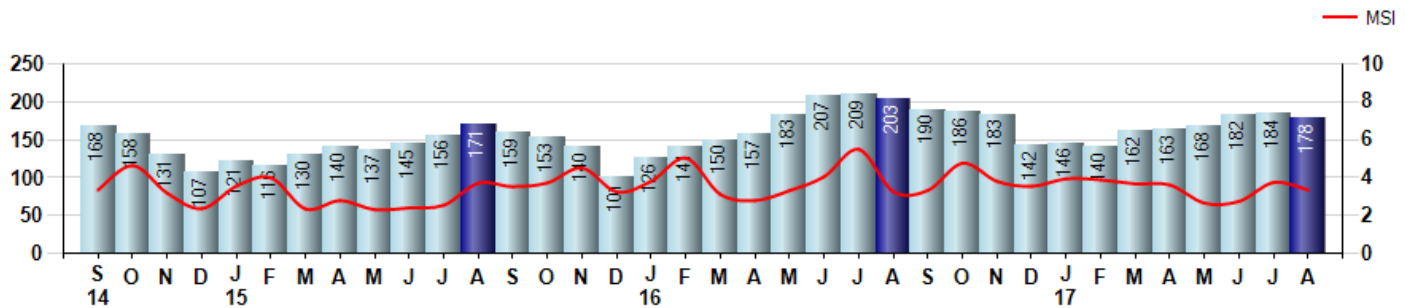
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Inventory & MSI

The Total Inventory of Properties available for sale as of August was 178, down -3.3% from 184 last month and down -12.3% from 203 in August of last year. August 2017 Inventory was at a mid range compared to 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 3.4 months was at a mid range compared with August of 2016 and 2015.

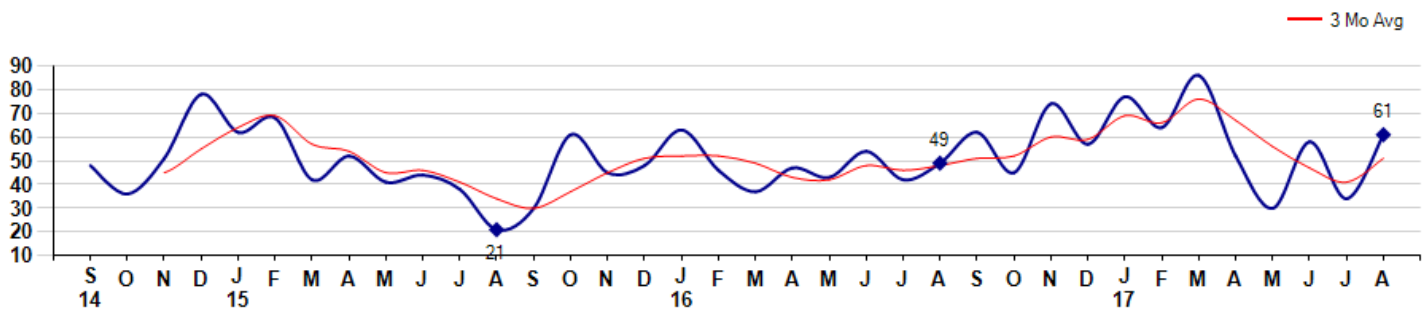
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 61, up 79.4% from 34 days last month and up 24.5% from 49 days in August of last year. The August 2017 DOM was at its highest level compared with August of 2016 and 2015.

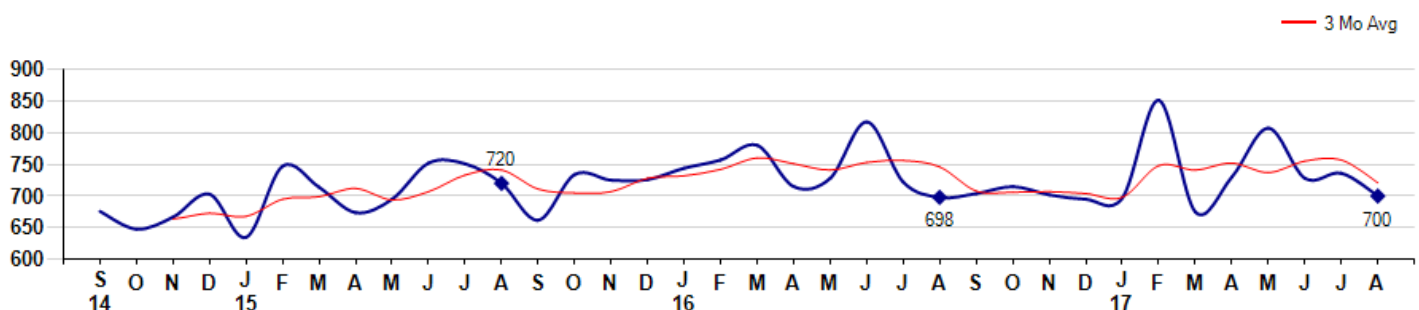
Average Days on Market(Listing to Contract) for properties sold during the month



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 August 2017 Selling Price per Square Foot of \$700 was down -4.9% from \$736 last month and up 0.3% from \$698 in August of last year.

Average Selling Price per Square Foot for properties that sold during the month



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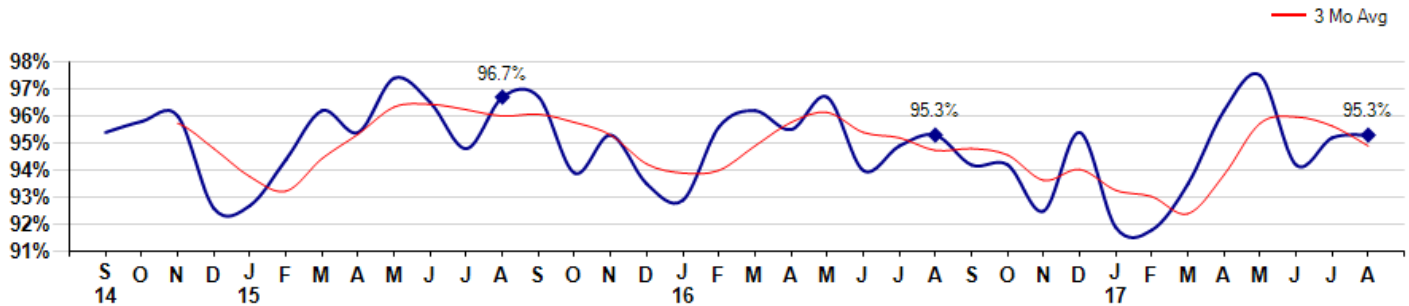


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Selling Price vs Listing Price

The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their 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 List Price of 95.3% was up from 95.2% last month and equal to 95.3% in August of last year.

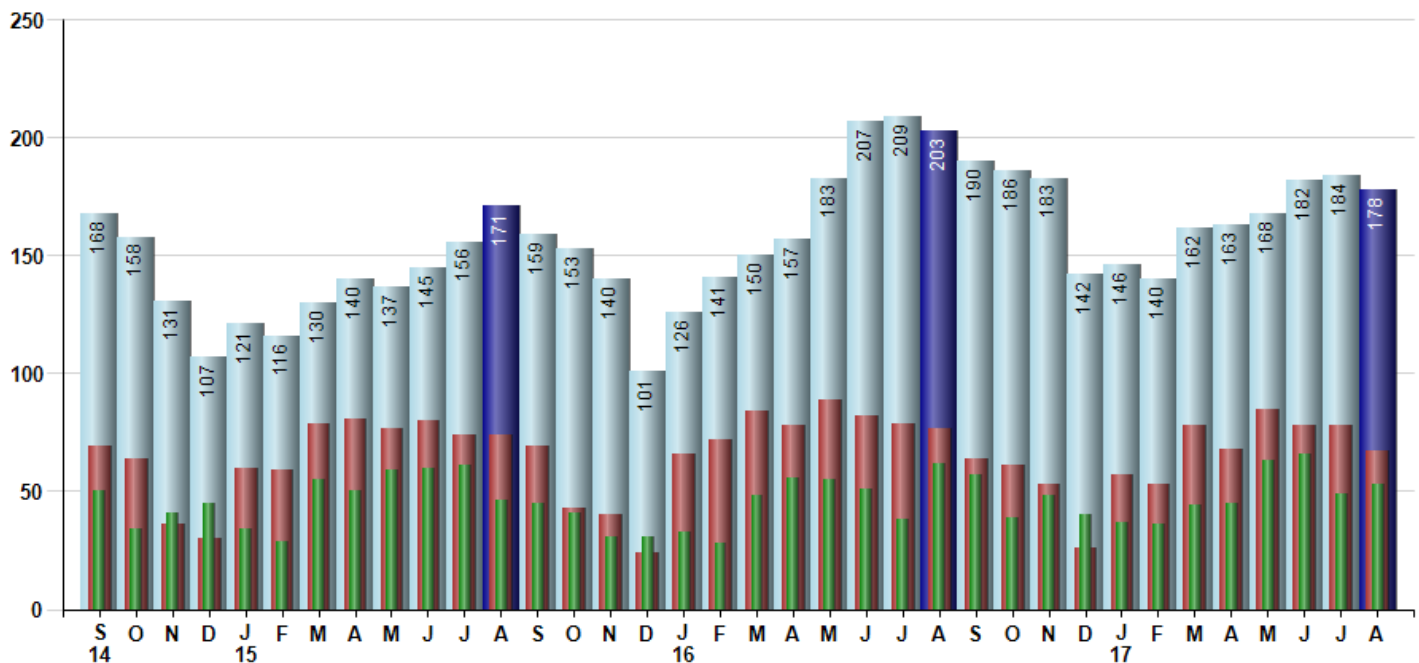
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 67, down -14.1% from 78 last month and down -13.0% from 77 in August of last year.

Inventory New Listings Sold



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Homes Sold	50	34	41	45	34	29	55	50	59	60	61	46	45	41	31	31	33	28	48	56	55	51	38	62	57	39	48	40	37	36	44	45	63	66	49	53
3 Mo. Roll Avg			42	40	40	36	39	45	55	56	60	56	51	44	39	34	32	31	36	44	53	54	48	50	52	53	48	42	42	38	39	42	51	58	59	56

(000's)	S 14	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	A
MedianSalePrice	1,130	1,238	1,090	1,035	1,051	1,000	1,388	1,050	1,298	1,265	1,135	1,166	1,050	1,135	1,150	1,060	1,320	1,245	1,168	1,291	1,190	1,193	1,198	1,180	1,229	1,025	1,212	1,288	1,090	1,240	1,400	1,324	1,150	1,360	1,110	1,468
3 Mo. Roll Avg			1,153	1,121	1,059	1,029	1,146	1,146	1,245	1,204	1,233	1,189	1,117	1,117	1,112	1,115	1,177	1,208	1,244	1,235	1,216	1,225	1,194	1,190	1,202	1,145	1,155	1,175	1,197	1,206	1,243	1,321	1,291	1,278	1,207	1,313

	S 14	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	A
Inventory	168	158	131	107	121	116	130	140	137	145	156	171	159	153	140	101	126	141	150	157	183	207	209	203	190	186	183	142	146	140	162	163	168	182	184	178
MSI	3	5	3	2	4	4	2	3	2	2	3	4	4	4	5	3	4	5	3	3	3	4	6	3	3	5	4	4	4	4	4	4	3	3	4	3

	S 14	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	A
Days On Market	48	36	51	78	62	68	42	52	41	44	38	21	30	61	45	48	63	46	37	47	43	54	42	49	62	45	74	57	77	64	86	52	30	58	34	61
3 Mo. Roll Avg			45	55	64	69	57	54	45	46	41	34	30	37	45	51	52	52	49	43	42	48	46	48	51	52	60	59	69	66	76	67	56	47	41	51

	S 14	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	A
Price per Sq Ft	676	648	667	703	635	747	714	674	695	752	751	720	662	734	725	726	744	757	780	715	728	817	722	698	704	715	702	695	697	851	675	730	807	728	736	700
3 Mo. Roll Avg			664	673	668	695	699	712	694	707	733	741	711	705	707	728	732	742	760	751	741	753	756	746	708	706	707	704	698	748	741	752	737	755	757	721

	S 14	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	A
Sale to List Price	0.954	0.958	0.960	0.926	0.927	0.944	0.962	0.954	0.974	0.965	0.948	0.967	0.967	0.939	0.953	0.935	0.929	0.956	0.962	0.955	0.967	0.940	0.949	0.953	0.942	0.942	0.925	0.954	0.919	0.918	0.935	0.962	0.975	0.942	0.952	0.953
3 Mo. Roll Avg			0.957	0.948	0.938	0.932	0.944	0.953	0.963	0.964	0.962	0.960	0.961	0.958	0.953	0.942	0.939	0.940	0.949	0.958	0.961	0.954	0.952	0.947	0.948	0.946	0.936	0.940	0.933	0.930	0.924	0.938	0.957	0.960	0.956	0.949

	S 14	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	A
New Listings	69	64	36	30	60	59	79	81	77	80	74	74	69	43	40	24	66	72	84	78	89	82	79	77	64	61	53	26	57	53	78	68	85	78	78	67
Inventory	168	158	131	107	121	116	130	140	137	145	156	171	159	153	140	101	126	141	150	157	183	207	209	203	190	186	183	142	146	140	162	163	168	182	184	178
Sales	50	34	41	45	34	29	55	50	59	60	61	46	45	41	31	31	33	28	48	56	55	51	38	62	57	39	48	40	37	36	44	45	63	66	49	53

(000's)	S 14	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	A
Avg Sale Price	1,321	1,373	1,136	1,362	1,407	1,899	1,618	1,518	1,481	1,540	1,424	1,410	1,222	1,871	1,446	1,273	1,407	1,656	1,437	1,467	1,330	1,539	1,582	1,479	1,492	1,364	1,449	1,320	1,343	1,561	1,623	1,535	1,347	1,555	1,376	1,645
3 Mo. Roll Avg			1,277	1,290	1,302	1,556	1,641	1,678	1,539	1,513	1,482	1,458	1,352	1,501	1,513	1,530	1,375	1,445	1,500	1,520	1,411	1,445	1,483	1,533	1,518	1,445	1,435	1,378	1,370	1,408	1,509	1,573	1,502	1,479	1,426	1,525

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