

MARKET ACTION REPORT

November 2017

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



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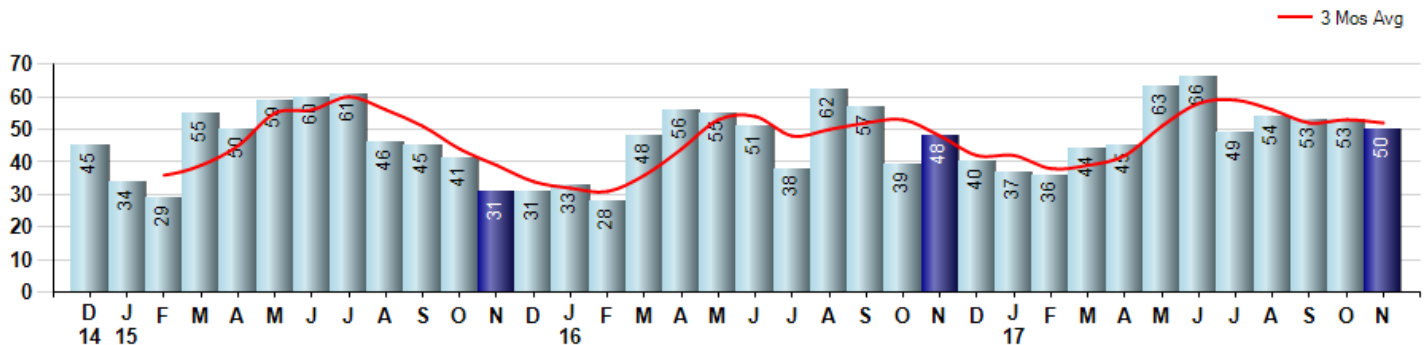
Price Range: 0 to 999999999 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				Trending Versus*:		
		LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,775,000	2%		0%				
Average List Price of all Current Listings	\$3,408,687	5%		23%				
November Median Sales Price	\$1,236,500	-7%	-5%	2%	3%	\$1,275,000	6%	6%
November Average Sales Price	\$1,433,090	-30%	-12%	-1%	-1%	\$1,533,685	5%	6%
Total Properties Currently for Sale (Inventory)	141	-5%		-23%				
November Number of Properties Sold	50	-6%		4%			7%	
November Average Days on Market (Solds)	60	-26%	-6%	-19%	13%	58	14%	9%
Asking Price per Square Foot (based on New Listings)	\$860	5%	3%	-4%	11%	\$799	3%	3%
November Sold Price per Square Foot	\$773	3%	5%	10%	6%	\$744	2%	2%
November Month's Supply of Inventory	2.8	1%	-2%	-26%	-27%	3.3	-15%	-15%
November Sale Price vs List Price Ratio	96.0%	4.7%	2%	4%	1.4%	94.6%	-0.2%	

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

Property Sales

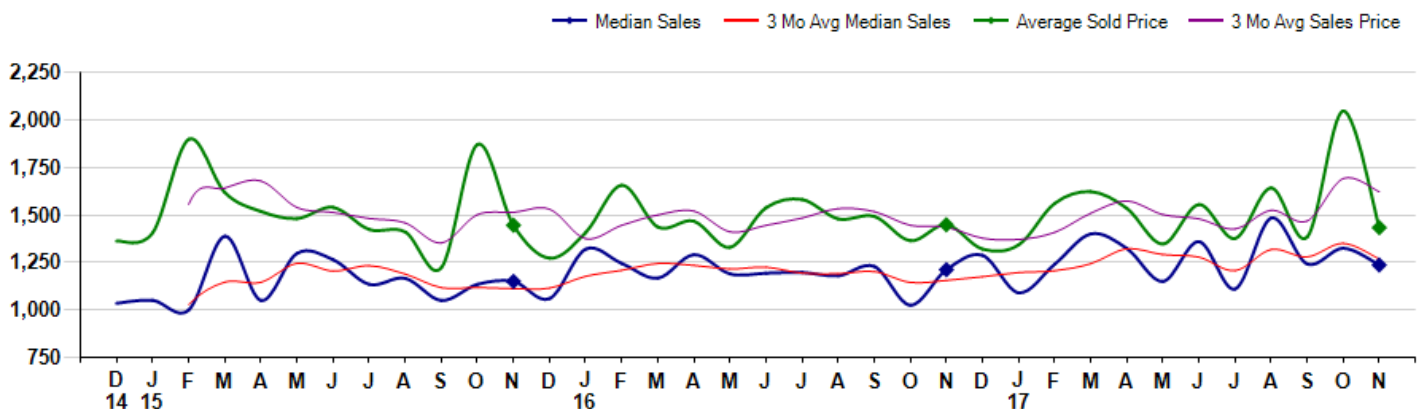
November Property sales were 50, up 4.2% from 48 in November of 2016 and -5.7% lower than the 53 sales last month. November 2017 sales were at their highest level compared to November of 2016 and 2015. November YTD sales of 550 are running 6.8% ahead of last year's year-to-date sales of 515.



Prices

The Median Sales Price in November was \$1,236,500, up 2.0% from \$1,212,000 in November of 2016 and down -6.7% from \$1,325,000 last month. The Average Sales Price in November was \$1,433,090, down -1.1% from \$1,448,554 in November of 2016 and down -30.0% from \$2,047,804 last month. November 2017 ASP was at the lowest level compared to November of 2016 and 2015.

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



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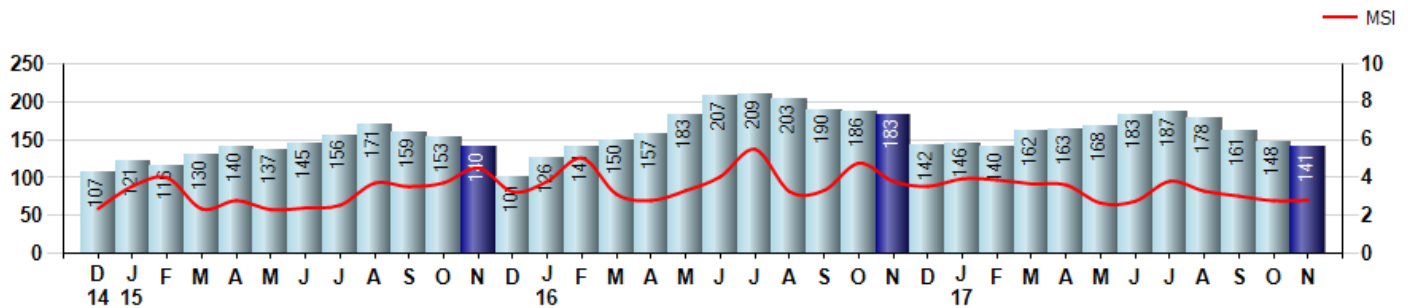
Price Range: 0 to 999999999 | Properties: Single Family Home

Inventory & MSI

The Total Inventory of Properties available for sale as of November was 141, down -4.7% from 148 last month and down -23.0% from 183 in November of last year. November 2017 Inventory was at a mid range compared to November of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The November 2017 MSI of 2.8 months was at its lowest level compared with November of 2016 and 2015.

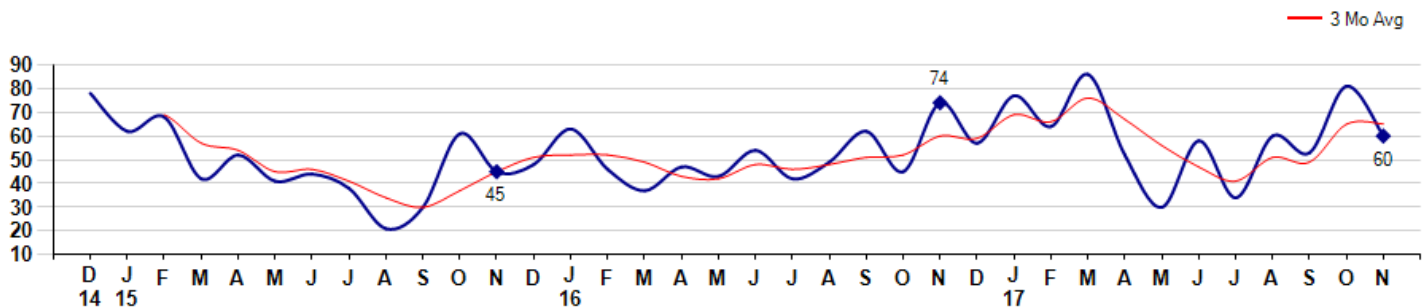
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 November was 60, down -25.9% from 81 days last month and down -18.9% from 74 days in November of last year. The November 2017 DOM was at a mid range compared with November of 2016 and 2015.

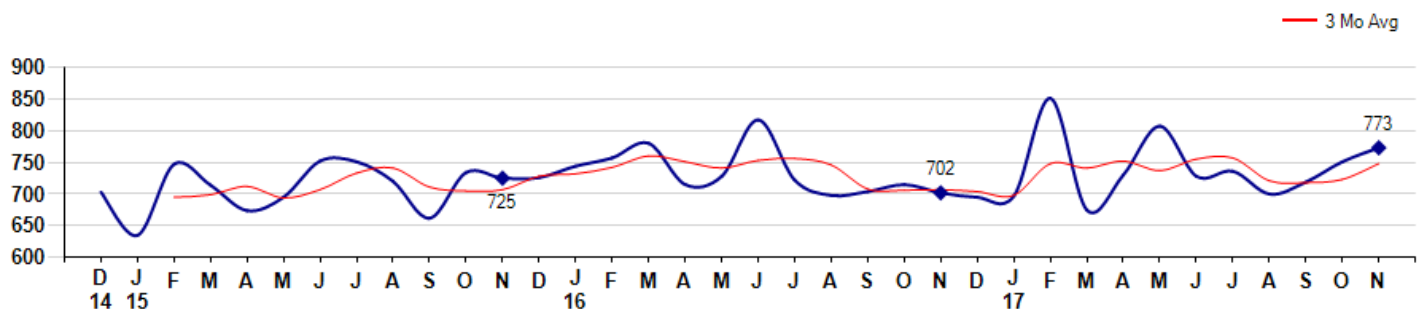
Average Days on Market (Listing to Contract) for properties sold during the month



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 November 2017 Selling Price per Square Foot of \$773 was up 2.9% from \$751 last month and up 10.1% from \$702 in November of last year.

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



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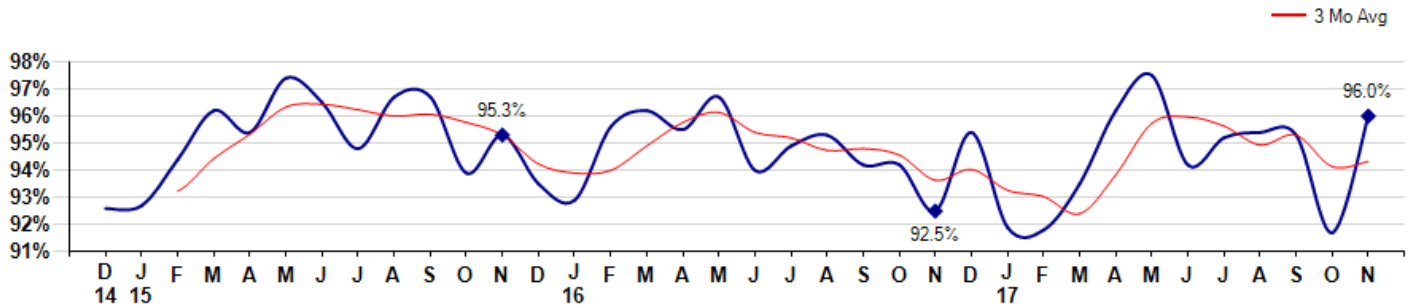


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Selling Price vs Listing Price

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 November 2017 Selling Price vs List Price of 96.0% was up from 91.7% last month and up from 92.5% in November of last year.

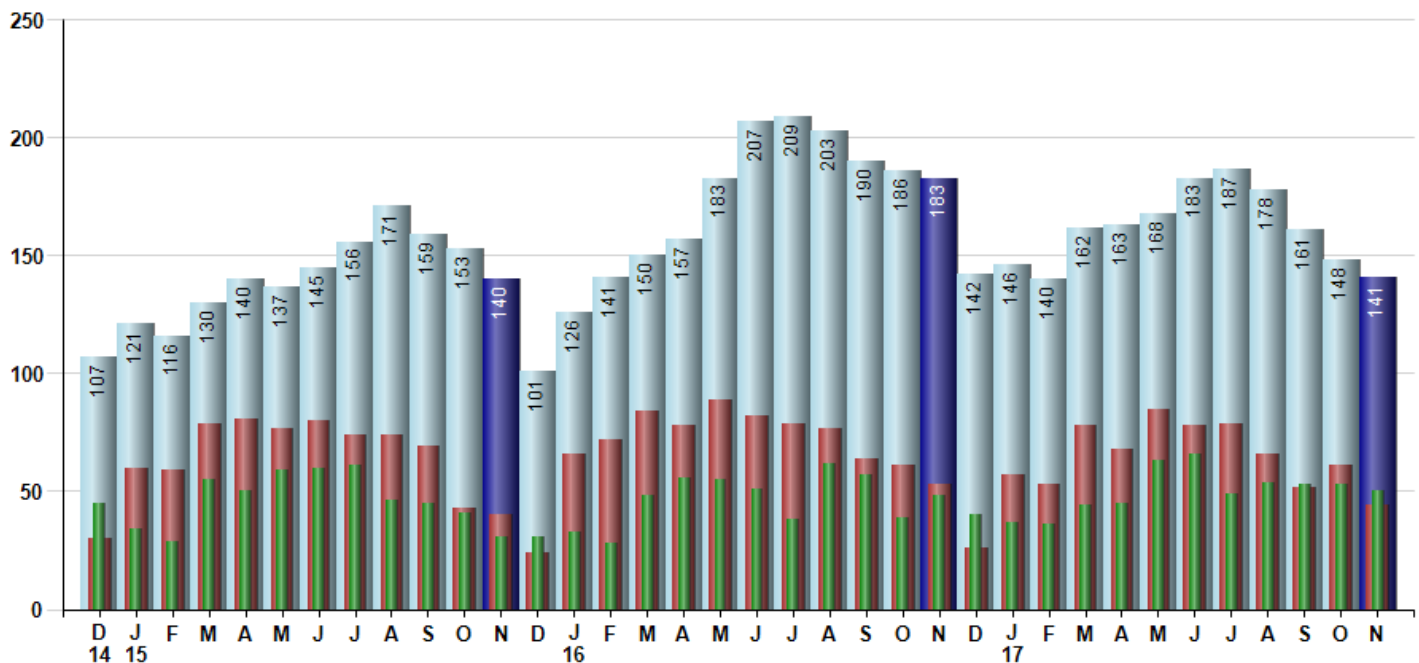
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 November 2017 was 44, down -27.9% from 61 last month and down -17.0% from 53 in November of last year.

Inventory New Listings Sold



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Sotheby's
INTERNATIONAL REALTY

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	D 14	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	S	O	N
Homes Sold	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	54	53	53	50
3 Mo. Roll Avg			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	52	53	52

(000's)	D 14	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	S	O	N
MedianSalePrice	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	1,484	1,243	1,325	1,237
3 Mo. Roll Avg			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	1,318	1,279	1,351	1,268

	D 14	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	S	O	N
Inventory	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	183	187	178	161	148	141
MSI	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	3	3	4	3	3	3	3	3

	D 14	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	S	O	N
Days On Market	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	60	53	81	60
3 Mo. Roll Avg			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	49	65	65

	D 14	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	S	O	N
Price per Sq Ft	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	719	751	773
3 Mo. Roll Avg			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	718	723	748

	D 14	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	S	O	N
Sale to List Price	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	0.954	0.953	0.917	0.960
3 Mo. Roll Avg			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	0.953	0.941	0.943

	D 14	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	S	O	N
New Listings	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	79	66	52	61	44
Inventory	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	183	187	178	161	148	141
Sales	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	54	53	53	50

(000's)	D 14	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	S	O	N
Avg Sale Price	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	1,642	1,384	2,048	1,433
3 Mo. Roll Avg			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	1,468	1,691	1,622

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