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

Market Profile & Trends Overview

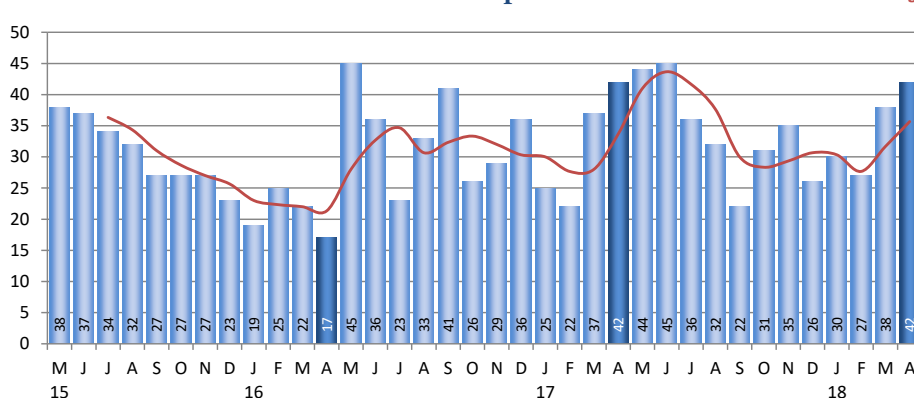
	Trending versus*:					YTD	Trending versus*:	
	Month	LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$800,000	-14%		8%				
Average List Price of all Current Listings	\$1,251,077	-4%		17%				
April Median Sales Price	\$655,000	3%	17%	28%	26%	\$560,000	8%	8%
April Average Sales Price	\$691,232	-20%	-1%	17%	11%	\$699,488	15%	12%
Total Properties Currently for Sale (Inventory)	201	9%		11%				
April Number of Properties Sold	42	11%		0%		137	9%	
April Average Days on Market (Solds)	107	47%	6%	1%	-16%	101	-27%	-21%
Asking Price per Square Foot (based on New Listings)	\$320	11%	2%	24%	13%	\$314	18%	11%
April Sold Price per Square Foot	\$267	3%	0%	9%	6%	\$266	6%	6%
April Month's Supply of Inventory	4.8	-2%	-11%	11%	-19%	5.4	-12%	-8%
April Sale Price vs List Price Ratio	95.2%	.2%	.2%	.6%	1.2%	95.0%	3%	1%

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

Property Sales

April Property sales were 42, equal to 42 in April of 2017 and 10.5% higher than the 38 sales last month. April 2018 sales were at their highest level compared to April of 2017 and 2016. April YTD sales of 137 are running 8.7% ahead of last year's year-to-date sales of 126.

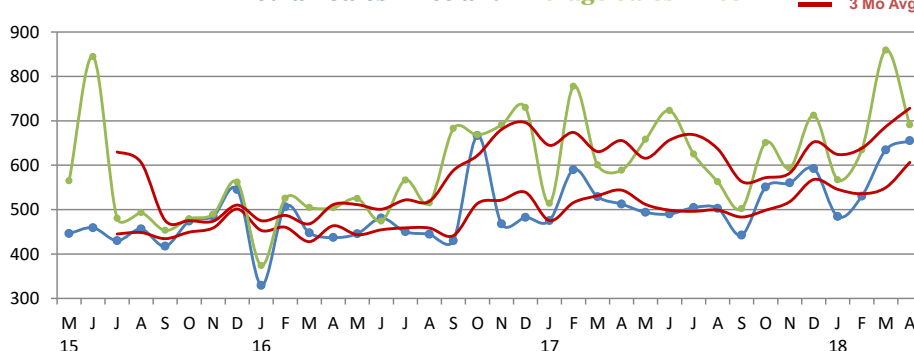
Number of Properties Sold



Prices

The Median Sales Price in April was \$655,000, up 27.8% from \$512,500 in April of 2017 and up 3.2% from \$634,500 last month. The Average Sales Price in April was \$691,232, up 17.4% from \$588,533 in April of 2017 and down 19.5% from \$859,125 last month. April 2018 ASP was at the highest level compared to April of 2017 and 2016.

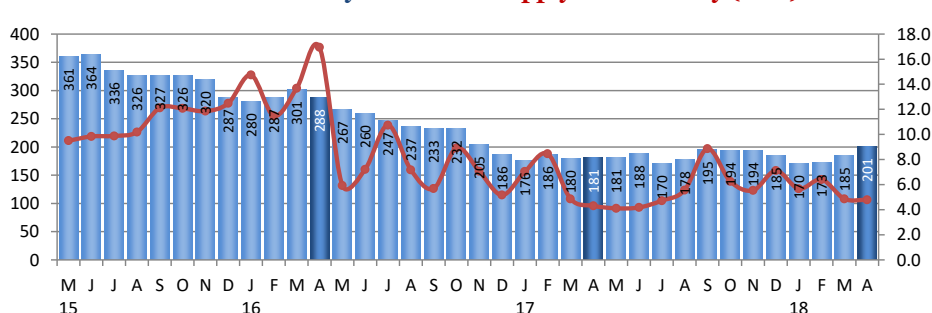
Median Sales Price and Average Sales Price



Inventory & MSI

The Total Inventory of Properties available for sale as of April was 201, up 8.6% from 185 last month and up 11.0% from 181 in April of last year. April 2018 Inventory was at a mid level compared with April of 2017 and 2016.

Total Inventory & Month's Supply of Inventory (MSI)



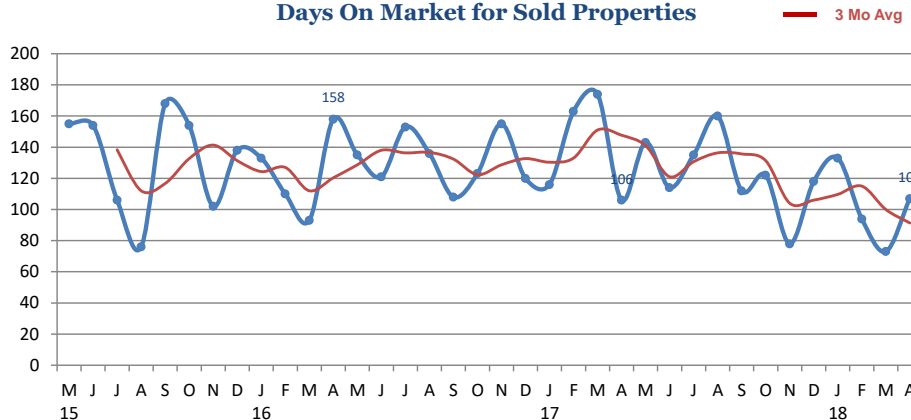
A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The April 2018 MSI of 4.8 months was at a mid level compared with April of 2017 and 2016.



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 April was 107, up 46.6% from 73 days last month and up 0.9% from 106 days in April of last year. The April 2018 DOM was at a mid level compared with April of 2017 and 2016.

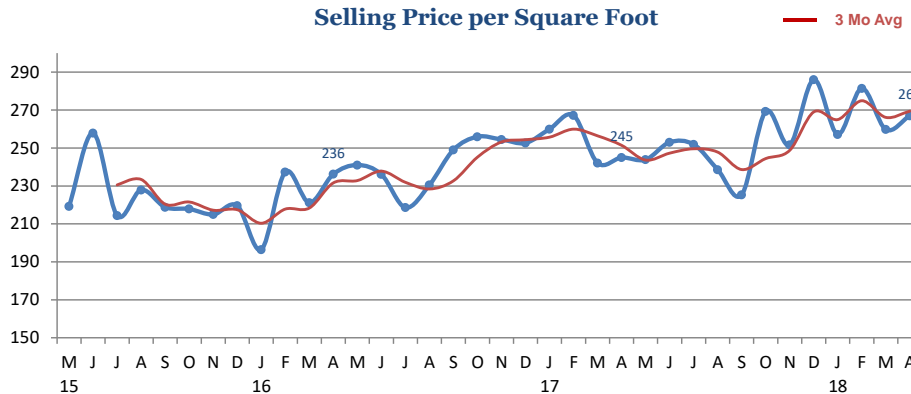
Days On Market for Sold Properties



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 April 2018 Selling Price per Square Foot of \$267 was up 2.8% from \$260 last month and up 9.0% from 245 in April of last year.

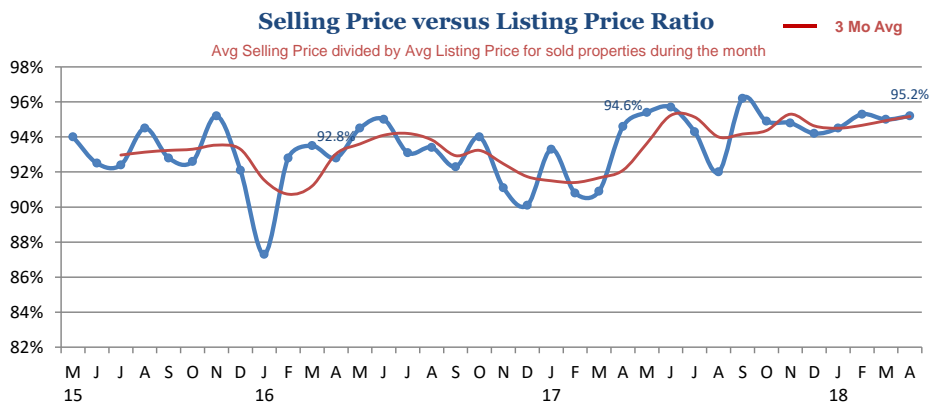
Selling Price per Square Foot



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 April 2018 Selling Price vs Original List Price of 95.2% was up from 95.0% last month and up from 94.6% in April of last year.

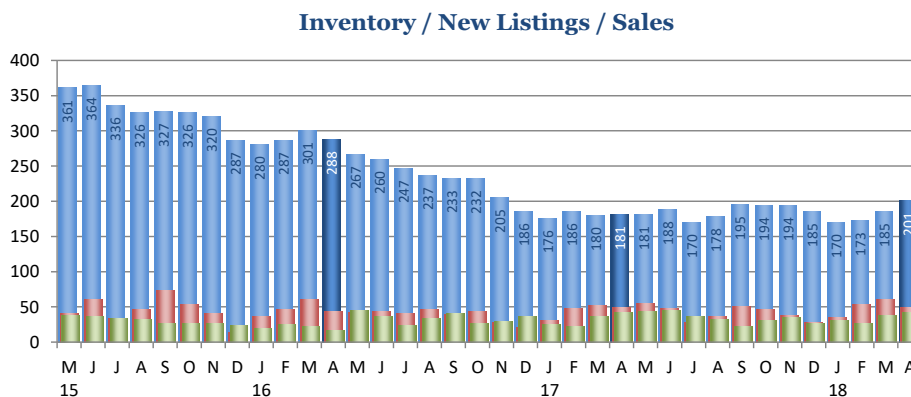
Selling Price versus Listing Price Ratio



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 April 2018 was 49, down 19.7% from 61 last month and equal to 49 in April of last year.

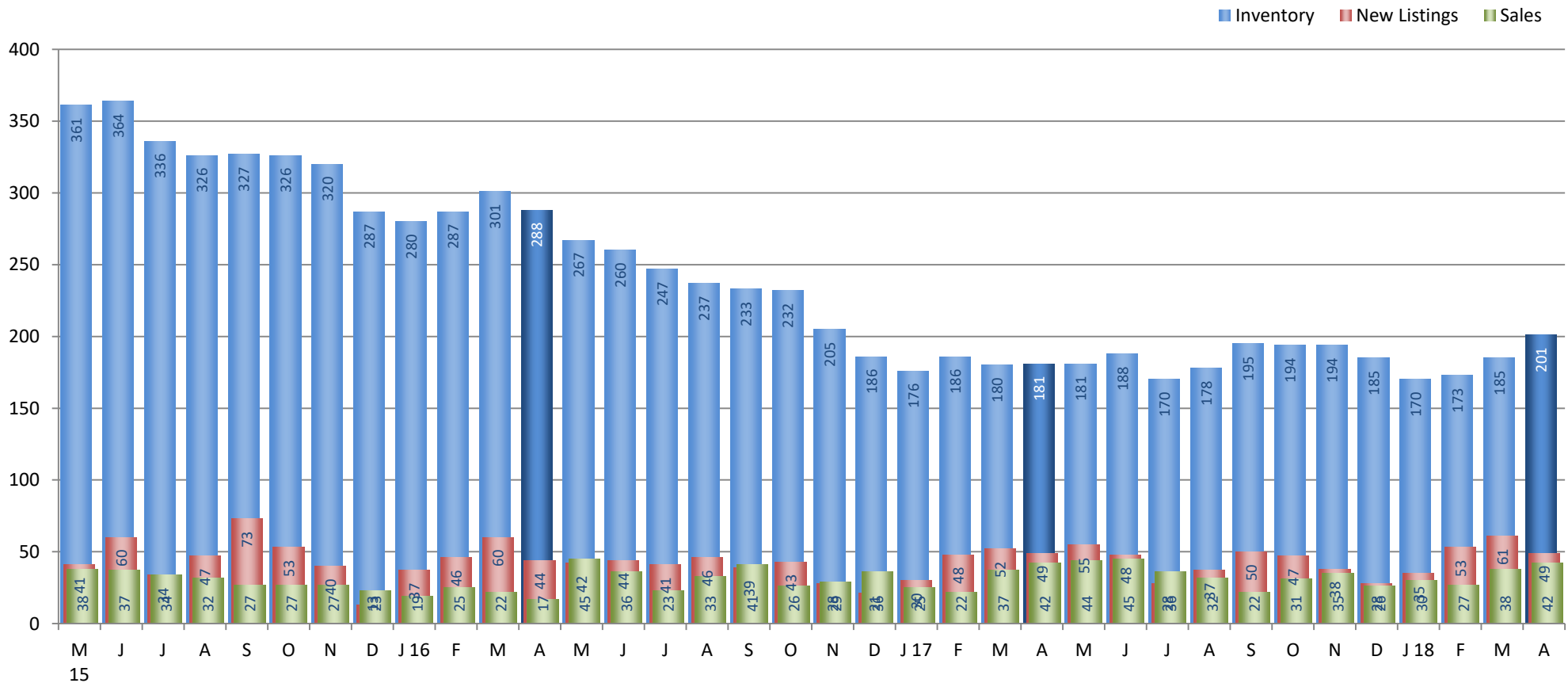
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Zip Code: 86336 - Sedona
 Price Range: All | Properties: SFH - Condo - Twn

	M 15	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	D	J 18	F	M	A
Homes Sold	38	37	34	32	27	27	27	23	19	25	22	17	45	36	23	33	41	26	29	36	25	22	37	42	44	45	36	32	22	31	35	26	30	27	38	42
3 Mo. Roll Avg			36	34	31	29	27	26	23	22	22	21	28	33	35	31	32	33	32	30	30	28	28	34	41	44	42	38	30	28	29	31	30	28	32	36
(000's)	M 15	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	D	J 18	F	M	A
Median Sale Price	446	459	430	456	418	474	485	545	329	507	448	437	446	481	450	445	430	667	468	483	475	590	529	513	494	490	505	503	443	551	560	593	485	530	635	855
3 Mo. Roll Avg			445	448	435	449	459	501	453	460	428	464	443	455	459	458	442	514	522	539	475	516	531	544	512	499	496	499	483	499	518	568	546	536	550	607
Inventory	M 15	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	D	J 18	F	M	A
MSI	361	364	336	326	327	326	320	287	280	287	301	288	267	260	247	237	233	232	205	186	176	186	180	181	181	188	170	178	195	194	185	170	173	185	201	
3 Mo. Roll Avg	9.5	9.8	9.9	10.2	12.1	12.1	11.9	12.5	14.7	11.5	13.7	16.9	5.9	7.2	10.7	7.2	5.7	8.9	7.1	5.2	7.0	8.5	4.9	4.3	4.1	4.2	4.7	5.6	8.9	6.3	5.5	7.1	5.7	6.4	4.9	4.8
Days on Market	M 15	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	D	J 18	F	M	A
3 Mo. Roll Avg	155	154	106	76	168	154	102	138	133	110	93	158	135	121	153	136	108	123	155	120	116	163	174	106	143	114	135	160	112	122	78	118	133	94	73	107
Price per Sq Ft	M 15	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	D	J 18	F	M	A
3 Mo. Roll Avg	219	258	214	228	219	218	215	220	196	237	221	236	241	236	219	230	249	256	254	253	260	267	242	245	244	253	252	239	225	269	252	286	257	281	260	267
Sale to List Price	M 15	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	D	J 18	F	M	A
3 Mo. Roll Avg	94.0%	92.5%	92.4%	94.5%	92.8%	92.6%	95.2%	92.1%	87.3%	92.8%	93.5%	92.8%	94.5%	95.0%	93.1%	93.4%	92.3%	94.0%	91.1%	90.1%	93.3%	90.8%	90.9%	94.6%	95.4%	95.7%	94.3%	92.0%	96.2%	94.9%	94.8%	94.2%	94.5%	95.3%	95.0%	95.2%
New Listings	M 15	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	D	J 18	F	M	A
Inventory	41	60	34	47	73	53	40	13	37	46	60	44	42	44	41	46	39	43	28	21	30	48	52	49	55	48	28	37	50	47	38	28	35	53	61	49
Sales	38	37	34	32	27	27	27	23	19	25	22	17	45	36	23	33	41	26	29	36	25	22	37	42	44	45	36	32	22	31	35	26	30	27	38	42
(000's)	M 15	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	D	J 18	F	M	A
Avg Sale Price	565	845	480	493	453	479	490	562	374	525	505	504	525	474	567	515	683	668	691	730	514	778	601	589	658	723	625	563	502	651	593	712	567	635	859	691
3 Mo. Roll Avg			630	606	475	475	474	510	475	487	468	511	511	501	522	519	588	622	680	696	645	674	631	656	616	657	669	637	563	572	582	652	624	638	687	728

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