

County: *Ventura*



**Lissett Evanzia, CRP**

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

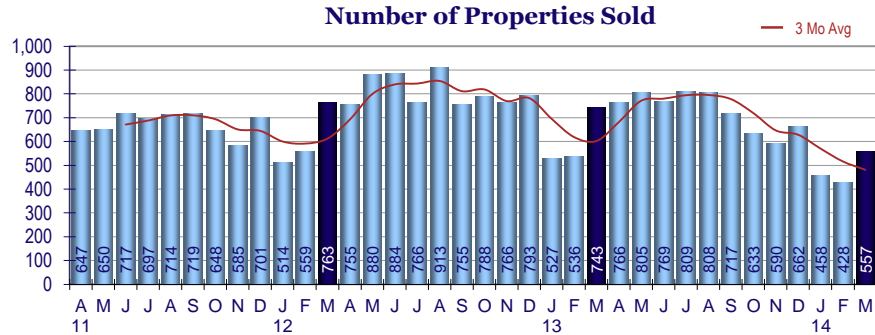
## Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$589,900	5%		15%				
Average List Price of all Current Listings	\$947,997	-0%		-13%				
March Median Sales Price	\$450,000	1%	-1%	8%	0%	\$450,000	13%	0%
March Average Sales Price	\$564,876	3%	0%	12%	3%	\$560,316	17%	2%
Total Properties Currently for Sale (Inventory)	2,299	3%		7%				
March Number of Properties Sold	557	30%		-25%		1,443	-20%	
March Average Days on Market (Solds)	74	3%	3%	-5%	4%	75	-13%	6%
Asking Price per Square Foot (based on New Listings)	\$328	3%	2%	14%	6%	\$324	9%	5%
March Sold Price per Square Foot	\$292	-2%	0%	15%	5%	\$294	19%	6%
March Month's Supply of Inventory	4.1	-20%	-10%	43%	25%	4.6	26%	39%
March Sale Price vs List Price Ratio	98.8%	.5%	1.1%	-5%	.7%	97.6%	-4%	-5%

\* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2013) / YTD = Year-to-date | Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)

## Property Sales

March Property sales were 557, down 25.0% from 743 in March of 2013 and 30.1% higher than the 428 sales last month. March 2014 sales were at their lowest level compared to March of 2013 and 2012. March YTD sales of 1,443 are running 20.1% behind last year's year-to-date sales of 1,806.



## Prices

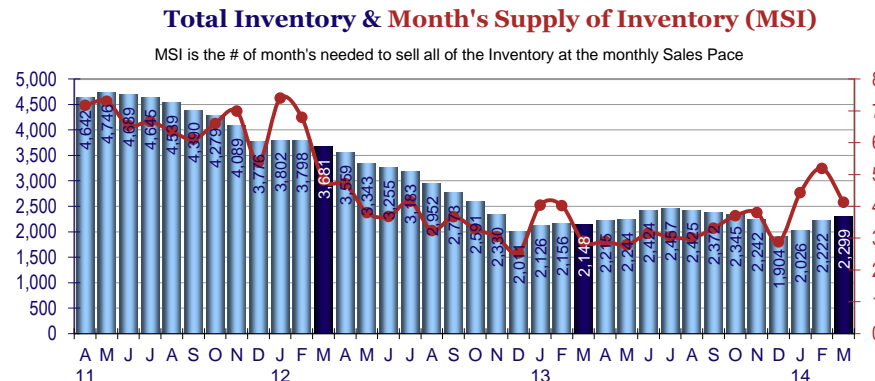
The Median Sales Price in March was \$450,000, up 8.4% from \$415,000 in March of 2013 and up 1.1% from \$445,000 last month. The Average Sales Price in March was \$564,876, up 12.0% from \$504,454 in March of 2013 and up 2.7% from \$550,271 last month. March 2014 ASP was at the highest level compared to March of 2013 and 2012.



## Inventory & MSI

The Total Inventory of Properties available for sale as of March was 2,299, up 3.5% from 2,222 last month and up 7.0% from 2,148 in March of last year. March 2014 Inventory was at a mid level compared with March of 2013 and 2012.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2014 MSI of 4.1 months was at a mid level compared with March of 2013 and 2012.



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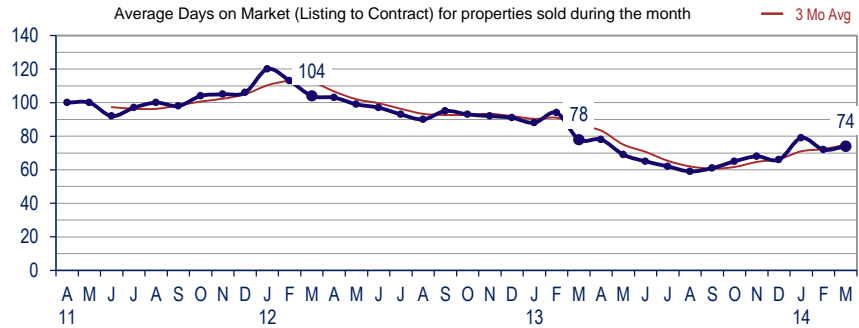
RESIDENTIAL BROKERAGE

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## 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 March was 74, up 2.8% from 72 days last month and down 5.1% from 78 days in March of last year. The March 2014 DOM was at its lowest level compared with March of 2013 and 2012.

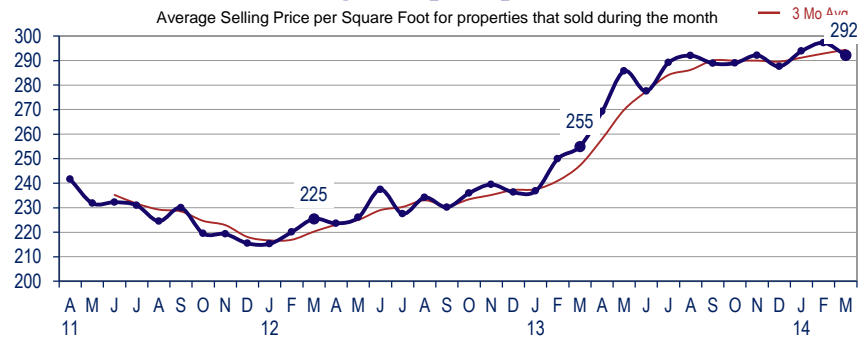
## Days On Market for Sold Properties



## 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 March 2014 Selling Price per Square Foot of \$292 was down 1.7% from \$297 last month and up 14.6% from 255 in March of last year.

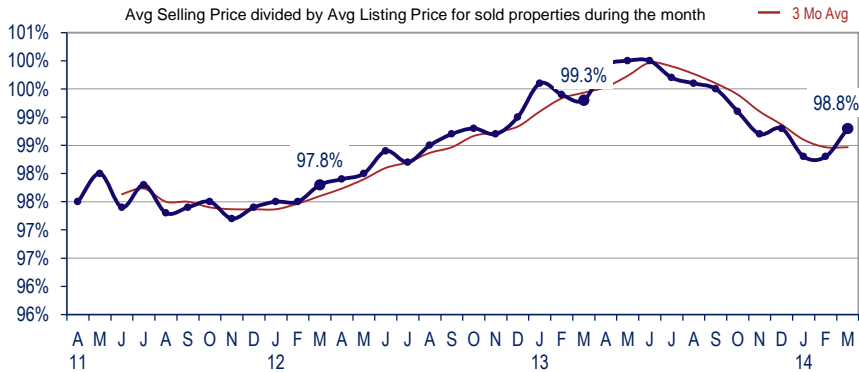
## Selling Price per Square Foot



## Selling Price vs Original Listing 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 March 2014 Selling Price vs Original List Price of 98.8% was up from 98.3% last month and down from 99.3% in March of last year.

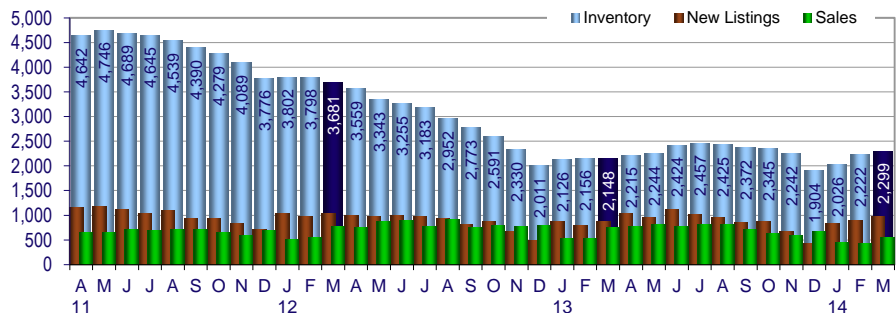
## Selling Price versus Listing Price Ratio



## 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 March 2014 was 984, up 10.6% from 890 last month and up 12.8% from 872 in March of last year.

## Inventory / New Listings / Sales



# Inventory / Listings / Sales

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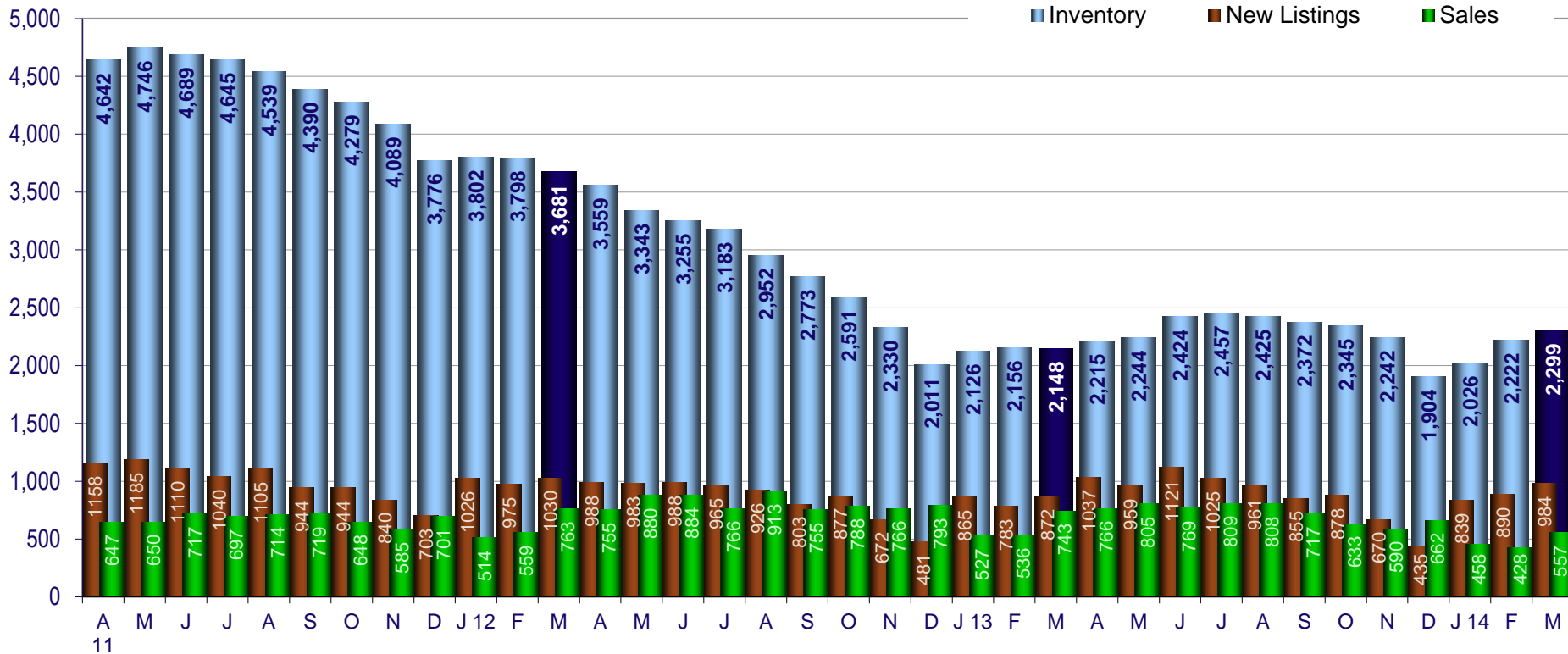
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March 2014



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