

Market Reports

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House in West Bay - Santa Ana Heights (N7)

Sara Pugh

eXp Realty of California Inc

Lic# 02098892

619-694-7275

sara@talentmavericks.com



Properties on the market	Last 30 Days	Last 6 Months	Last 12 Months
Active Listings - New to Market	20	76	81
Active Listings - Price Reduction	0	22	25
In Contract - With Contingencies	20	63	67
Pending Sale - Waiting to close	20	63	67
Sold	11	36	38
Average List Price of Properties Sold	\$2,485,400	\$2,665,824	\$2,685,329
Average List Price per SQ FT	\$908/Sq Ft	\$812/Sq Ft	\$806/Sq Ft
Average Sales Price of Properties Sold	\$2,129,636	\$2,108,782	\$2,134,241
Average Sales Price per SQ FT	\$897/Sq Ft	\$812/Sq Ft	\$806/Sq Ft
Average Sales Price to List Price Ratio	0.99	1.00	1.00

Properties at a glance	Last 30 Days	Last 6 Months	Last 12 Months
Least Expensive Listing	\$1,350,000	\$580,000	\$580,000
Most Expensive Listing	\$4,975,000	\$13,995,000	\$13,995,000
Average Interior Square Footage	2,643 Sq Ft	3,056 Sq Ft	3,093 Sq Ft
Average # of Bedrooms	4.100	4.092	4.111
Average # of Bathrooms	3.350	3.750	3.802

Average Days on the market	Last 30 Days	Last 6 Months	Last 12 Months
Number of Days Until an Offer	50	44	48
Number of Days Until Pending	50	44	48
Number of Days Until Sold	38	40	45

Months Supply of Inventory (MSI)	
Number of Properties Sold in the Last 12 Months	38
Monthly Absorption Rate = Number of Properties Sold / 12	3.17
Number of Properties Currently for Sale	18
MSI - Number of Properties Currently For Sale / Monthly Absorption Rate	5.68
<p>Months Supply of Inventory (MSI) is an estimate of how long it will take (in months) for the current number of properties for sale to sell (or be absorbed) based on the recent yearly absorption rate. Absorption rates help sellers and buyers set asking prices and purchase offers.</p> <p>0-4: Sellers Market Less choices, more competitive bidding, more counter offers</p> <p>4-5: Balanced Market Some choices, decent competition, friendly negotiations</p> <p>5-8: Buyers Market More choices, less competition, increased price reductions, more negotiations</p>	

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