



## By the Numbers – Far West January 2020

| FAR WEST                   | Jan 2019        | Jan 2020        | % CHANGE |
|----------------------------|-----------------|-----------------|----------|
| <b>AVAILABLE INVENTORY</b> |                 |                 |          |
| 97006                      | 49              | 48              | -2.0%    |
| 97007                      | 101             | 114             | 12.9%    |
| 97123                      | 138             | 127             | -8.0%    |
| 97124                      | 53              | 61              | 15.1%    |
| 97132                      | 134             | 104             | -22.4%   |
| 97140                      | 78              | 55              | -29.5%   |
| <b>AVERAGE LIST PRICE</b>  | <b>(\$,000)</b> | <b>(\$,000)</b> |          |
| 97006                      | 370.4           | 380.9           | 2.8%     |
| 97007                      | 725.0           | 587.5           | -19.0%   |
| 97123                      | 580.7           | 537.6           | -7.4%    |
| 97124                      | 576.5           | 628.8           | 9.1%     |
| 97132                      | 618.0           | 715.8           | 15.8%    |
| 97140                      | 965.1           | 1,232.2         | 27.7%    |
| <b>AVERAGE DAYS ON MKT</b> |                 |                 |          |
| 97006                      | 49              | 38              | -22.4%   |
| 97007                      | 48              | 59              | 22.9%    |
| 97123                      | 67              | 59              | -11.9%   |
| 97124                      | 41              | 40              | -2.4%    |
| 97132                      | 57              | 75              | 31.6%    |
| 97140                      | 42              | 49              | 16.7%    |
| <b>SOLD VS. LIST PRICE</b> |                 |                 |          |
| 97006                      | 98.6%           | 98.9%           | 0.3%     |
| 97007                      | 99.2%           | 99.2%           | 0.0%     |
| 97123                      | 98.9%           | 99.4%           | 0.5%     |
| 97124                      | 98.9%           | 98.8%           | -0.2%    |
| 97132                      | 98.3%           | 98.6%           | 0.4%     |
| 97140                      | 97.0%           | 99.1%           | 2.2%     |
| <b>MONTHS OF INVENTORY</b> |                 |                 |          |
| 97006                      | 1.9             | 1.7             | -10.5%   |
| 97007                      | 3.2             | 2.1             | -34.4%   |
| 97123                      | 4.5             | 2.4             | -46.7%   |
| 97124                      | 1.9             | 1.3             | -31.6%   |
| 97132                      | 5.4             | 4.3             | -20.4%   |
| 97140                      | 3.3             | 2.9             | -12.1%   |

| Year to Date               | 2019           | 2020           | % CHANGE |
|----------------------------|----------------|----------------|----------|
| <b>CLOSED SALES</b>        |                |                |          |
| <b>97006</b>               | 26             | 28             | 7.7%     |
| <b>97007</b>               | 32             | 55             | 71.9%    |
| <b>97123</b>               | 31             | 53             | 71.0%    |
| <b>97124</b>               | 28             | 46             | 64.3%    |
| <b>97132</b>               | 25             | 24             | -4.0%    |
| <b>97140</b>               | 24             | 19             | -20.8%   |
| <b>AVERAGE SALES PRICE</b> | <b>(\$000)</b> | <b>(\$000)</b> |          |
| <b>97006</b>               | 337.2          | 356.5          | 5.7%     |
| <b>97007</b>               | 445.8          | 462.0          | 3.6%     |
| <b>97123</b>               | 422.5          | 431.8          | 2.2%     |
| <b>97124</b>               | 414.3          | 429.4          | 3.6%     |
| <b>97132</b>               | 352.8          | 414.9          | 17.6%    |
| <b>97140</b>               | 518.1          | 600.5          | 15.9%    |