

2018 in Historical Perspective **Sedona Area Market Statistics**

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Single Family Residences

Date: Jan-Dec	# SOLD	Median Recorded Sales Price	Avg \$/sq.ft
2003	599	\$339,000	\$168
2004	567	\$420,000	\$195
2005	582	\$529,000	\$248
2006	385	\$590,000	\$284
2007	254	\$557,500	\$270
2008	227	\$480,000	\$233

#SOLD Jan-Dec 2009: 343
MRSP: \$398,000 Avg. \$/sq.ft: **\$182**
106 Foreclosures [REO's] (31%)
36 Short-sales (10%)
203 Non-Distressed Trad. Sales (59%)
Sale-to-List Price Ratio: 93%
Days on Market: 309

SOLD Jan-Dec 2010: 407
MRSP: \$365,000 Avg. \$/sq.ft: **\$181**
129 Foreclosures [REO's] (33%)
44 Short-sales (11%)
234 Non-Distressed/Trad. Sales (58%)
Sale-to-List Price Ratio: 95%
Days on Market: 273

SOLD Jan-Dec 2011: 387
MRSP: \$350,000 Avg. \$/sq.ft: **\$171**
98 Foreclosures [REO's] (25%)
45 Short-sales (12%)
244 Non-Distressed/Trad. Sales (63%)
Sale-to-List Price Ratio: 95%
Days on Market: 263

SOLD Jan-Dec 2012: 406
MRSP: \$350,000 Avg. \$/sq.ft: **\$184**
63 Foreclosures [REO's] (15.5%)
34 Short-sales (8%)
309 Non-Distressed/Trad. Sales (76%)
Sale-to-List Price Ratio: 95%
Days on Market: 260

SOLD Jan-Dec 2013: 411
MRSP: \$395,000 (+13% over 2012)
Avg.\$/sq.ft: \$206 (+12% over 2012)
40 Foreclosures [REO's] (15.5%)
23 Short-sales (8%)
348 Non-Distressed/Trad. Sales (85%)
Sale-to-List Price Ratio: 96%
Days on Market: 220

SOLD Jan-Dec 2014: 392
MRSP: \$427,500 (+8% over 2013)
Avg.\$/Sq.ft: \$215 (+4% over 2013)
14 Foreclosures [REO's] (3.5%)
5 Short-sales (1.25%)
373 Non-Distressed/Trad. Sales (95%)
Sale-to-List Price Ratio: 96%
Days on Market (CDOM): 207

SOLD Jan-Dec 2015: 407 up 4%
MRSP: \$437,000 (+2% over 2014)
Avg.\$/Sq.ft: \$217 (+1% over 2014)
13 Foreclosures [REO's] (3.2%)
3 Short-sales (0.73%)
Non-Distressed/Trad. Sales: 96%
Sale-to-List Price Ratio: 96%
Days on Market (CDOM): 227

SOLD Jan-Dec 2016: 424 up 4%
MRSP: \$480,000 (+10% over 2015)
Avg.\$/Sq.ft: \$230 (+6% over 2016)
9 Foreclosures [REO's] (2%)
3 Short-sales (0.07%)
Non-Distressed/Trad. Sales: 97%
Sale-to-List Price Ratio: 96%
Days on Market (CDOM): 205

SOLD Jan-Dec 2017: 465 up 10%
MRSP: \$525,000 (+9% over 2016)
Avg.\$/Sq.ft: \$241 (+5% over 2016)
14 Foreclosures [REO's] (3%)
3 Short-sales (0.06%)
Non-Distressed/Trad. Sales: 97%
Sale-to-List Price Ratio: 96%
Days on Market (CDOM): 196

SOLD Jan-Dec 2018: 511 up 10%
MRSP: \$560,000 (+7% over 2017)
Avg.\$/Sq.ft: \$264 (+9% over 2017)
12 Foreclosures [REO's] (2.3%)
0 Short-sales
Non-Distressed/Trad. Sales: 98%
Sale-to-List Price Ratio: 97%
Days on Market (CDOM): 145

Single Family Residences

Inventory

Past ACTIVE Inventory

31 Dec 05: **244**
31 Dec 08: **459**
31 Dec 09: **380**
31 Dec 10: **335**
31 Dec 11: **301**
31 Dec 12: **234**
31 Dec 13: **255**
31 Dec 14: **253**
31 Dec 15: **233**
31 Dec 16: **194**
31 Dec 17: **181**

ACTIVE 31 Dec. 2018: 171

Median List Price: \$795,000

Avg. \$/Sq. Ft: \$335

Avg. Cum. Days on Market: 183

1 REO

0 Short-sales

City of Sedona

SOLD Jan-Dec 2018: 317

MRSP: \$615,000

Avg.\$/Sq.ft: \$275

Luxury Home Sales: 46

Village of Oak Creek

SOLD Jan-Dec 2018: 194

MRSP: \$500,000

Avg.\$/Sq.ft: \$241

Luxury Home Sales: 7

Pending

PAST PENDINGS

31 Dec 08: **15**
31 Dec 09: **44**
31 Dec 11: **56**
31 Dec 12: **56**
31 Dec 13: **57**
31 Dec 14: **43**
31 Dec 15: **47**
31 Dec 16: **54**
31 Dec 17: **50**

PENDING 31 Dec. 2018: 41

0 REO

1 Short-sale

NB:

**SFR sales down 12.6% in
4th Quarter 2018 compared with
4th Quarter 2017**

Luxury Homes (\$1,000,000+)

<i>Date Jan.- Dec.</i>	<i># SOLD</i>	<i>Median RS Price & Days On Market</i>	<i>Sale/List Price Ratio</i>	<i>Avg. \$/sq.ft</i>
2003	23	\$1,400,000 DOM: 274	91%	\$362
2004	33	\$1,225,000 DOM: 314	93%	\$349
2005	52	\$1,250,000 DOM: 253	95%	\$378
2006	55	\$1,245,000 DOM: 259	94%	\$440
2007	42	\$1,317,000 DOM: 293	93%	\$403
2008	25	\$1,290,000 DOM: 293	89%	\$408
2009	19	\$1,500,000 DOM: 494	88%	\$350
2010	17	\$1,200,000 DOM: 414	88%	\$321
2011	17	\$1,440,000 DOM: 570	88%	\$353
2012	24	\$1,332,500 DOM: 476	90%	\$329
2013	31	\$1,245,000 DOM: 463	93%	\$345
2014	32	\$1,241,000 DOM: 364	93%	\$326
2015	26	\$1,212,200 DOM: 469	95%	\$355

SOLD Jan-Dec 2016: 25
MRSP - \$1,500,000 Avg. \$/sq.ft: **\$375**
 DOM: **417** Sale/List Price Ratio: **92%**

SOLD Jan-Dec 2017: 38
MRSP - \$1,325,000 Avg. \$/sq.ft: **\$334**
 DOM: **368** Sale/List Price Ratio: **95%**

SOLD Jan-Dec. 2018: 53 (+39%)
MRSP: \$1,315,000
 Avg, Size: **4,578** ft.; \$/sq.ft: **\$352**
Sale/List Price Ratio: 92%; CDOM: 295
 (1 Sedona Ranch)

ACTIVE (31 Dec. 2018): 63
 (91-Dec.09; 65-Dec.10; 66-Dec.11; 64-Dec.12;
 71-Dec.13; 65-Dec.14; 66-Dec.15; 47-Dec.16;
 53-Dec.17)
Median List Price: \$1,750,000
 Size: **4,865** sq. ft.; Avg. \$/sq.ft: **\$425**
 (4 Sedona ranch; 2 Seven Cyns)

PENDING (31 Dec. 2018): 12
 (2 Sedona Ranch; 4 Seven Cyns)

Threshold for Top 10%: \$1,015,000

Vacant Residential Land

<i>Date</i> <i>Jan-Dec</i>	<i>#</i> <i>SOLD</i>	<i>Median Recorded Sales</i> <i>Price</i>
2003	386	\$181,500
2004	428	\$225,000
2005	333	\$375,000
2006	115	\$519,000
2007	69	\$353,500
2008	58	\$300,000
2009	95	\$135,000
2010	94	\$135,000
2011	90	\$125,000
2012	117	\$121,500
2013	124	\$157,500

SOLD Jan-Dec 2014: 129 (+4% over 2013)
MRSP: \$155,000 (-1.5% less than 2013)
6 REO's (9 in 2013)
1 Short-sales (6 in 2013)
Days On Market: 557

SOLD Jan-Dec 2015: 105
MRSP: \$139,000 (-10% less than 2014)
3 REO's (6 in 2014)
1 Short-sales (1 in 2014)
Days On Market: 588

SOLD Jan-Dec 2016: 109
MRSP: \$130,000
0 REO's
1 Short-sale
Days On Market: 467
Sale to List Price Ratio: 89%

SOLD Jan-Dec 2017: 141
MRSP: \$137,500
0 REO's
0 Short-sales
Days On Market: 447
Sale to List Price Ratio: 90%

SOLD Jan-Dec 2018: 173 (+23%)
MRSP: \$148,500 (+8%)
0 REO's
0 Short-sales
Days On Market: 433
Sale to List Price Ratio: 92%

ACTIVE 31 Dec. 2018: 281
MListP: \$269,000
(0 REO's; **1** short-sale)
Days On Market: 441

PENDING 31 Dec. 2018: 7
(0 REO's; **0** short-sales)

Sedona Condos/Townhomes 2016

SOLD Jan-Dec. 1999: 118

Median Recorded Sales Price: \$146,000

Size: 1,322 sq. ft.; \$/sq.ft: \$110

SOLD Jan-Dec. 2000: 137

Median Recorded Sales Price: \$159,000

Size: 1,322 sq. ft.; \$/sq.ft: \$119;

SOLD Jan-Dec. 2001: 124

Median Recorded Sales Price: \$158,250

Size: 1,223 sq. ft.; \$/sq.ft: \$129;

SOLD Jan-Dec. 2002: 150

Median Recorded Sales Price: \$177,250

Size: 1,163 sq. ft.; \$/sq.ft: \$153

SOLD Jan-Dec. 2003: 154

Median Recorded Sales Price: \$209,475

Size: 1,270 sq. ft.; \$/sq.ft: \$165

SOLD Jan-Dec. 2004: 129

Median Recorded Sales Price: \$279,000

Size: 1,325 sq. ft.; \$/sq.ft: \$211

SOLD Jan-Dec. 2005: 111

Median Recorded Sales Price: \$312,000

Size: 1176 sq. ft.; \$/sq. ft: 265

SOLD Jan-Dec. 2006: 86

Median Recorded Sales Price: \$390,000

Size: 1,352 sq. ft.; \$/sq.ft: \$288;

SOLD Jan-Dec. 2007: 59

Median Recorded Sales Price: \$350,000

Size: 1,226 sq. ft.; \$/sq.ft: \$285

SOLD Jan-Dec. 2008: 55

Median Recorded Sales Price: \$295,000

Size: 1,272 sq. ft.; \$/sq.ft: \$232

SOLD Jan-Dec. 2009: 54

Median Recorded Sales Price: \$270,000

Size: 1,303 sq. ft.; \$/sq.ft: \$207

SOLD Jan-Dec. 2010: 69

Median Recorded Sales Price: \$250,000

Size: 1,274 sq. ft.; \$/sq.ft: \$196

(9 REO's – 13%; 5 Short-sales – 7%)

SOLD Jan-Dec. 2011: 56

Median Recorded Sales Price: \$196,500

Size: 1,270 sq. ft.; \$/sq.ft: \$155

(9 REO's – 16%; 6 Short-sales – 11%)

SOLD Jan-Dec. 2012: 111

Median Recorded Sales Price: \$221,000

Size: 1,398 sq. ft.; \$/sq.ft: \$158

13 REO's (12%); 10 Short-sales (9%)

SOLD Jan-Dec. 2013: 96 (-14%)

Median R.S. Price: \$211,500 (-4%)

Size: 1,403 sq.ft.; \$/sq.ft: \$176 (+11)

16 REO's (17%); 2 Short-sales (2%)

Days On Market: 170

Sale-to-list Price Ratio: 98%

SOLD Jan-Dec. 2014: 90 (-9%)

Median R.S. Price: \$240,000 (+13.5%)

Size: 1,384 sq.ft.; \$/sq.ft: \$190 (+8%)

2 REO's (2%); 3 Short-sales (3%)

Days On Market: 167

Sale-to-list Price Ratio: 96%

SOLD Jan-Dec. 2015: 100 (+11%)

Median R.S. Price: \$270,000 (+12.5%)

Size: 1,539 sq.ft.; \$/sq.ft: \$188 (-1%)

2 REO's (2%); 1 Short-sale (1%)

Days On Market: 167

Sale-to-list Price Ratio: 96%

SOLD Jan-Dec. 2016: 95 (-5 %)

Median R.S. Price: \$259,000 (-4%)

Size: 1,427 sq.ft.; \$/sq.ft: \$208 (+11%)

1 REO's; 0 Short-sales

Days On Market: 152

Sale-to-list Price Ratio: 97%

SOLD Jan-Dec. 2017: 124 (+31%)

Median R.S. Price: \$280,000 (+8%)

Size: 1,449 sq.ft.; \$/sq.ft: \$223 (+7%)

0 REO's; 0 Short-sales

Days On Market: 124

Sale-to-list Price Ratio: 98%

SOLD Jan-Dec. 2018: 136 (+10%)

Median R.S. Price: \$299,750 (+7%)

Size: 1,436 sq.ft.; \$/sq.ft: \$240 (+8%)

1 REO; 0 Short-sales

Days On Market: 94

Sale-to-list Price Ratio: 98%

Condo/Townhome Inventory

Past ACTIVEs:

31 Dec.09: **75**

31 Dec.10: **80**

31 Dec.12: **44**

31 Dec.13: **34**

31 Dec.14: **45**

31 Dec.15: **36**

31 Dec.16: **20**

31 Dec.17: **21**

ACTIVE 31 Dec. 2018: 19

Med. List Price: **\$470,000**

Avg. Size: **1,889** Sq. ft.

Avg \$/Sq.ft: **\$310**

(1 Seven Cyns)

PENDING 31 Dec. 2018: 11

Median List Price: **\$364,500**

Avg. Size: **1,440** Sq. ft.; *\$/Sq.ft:* **\$238**