

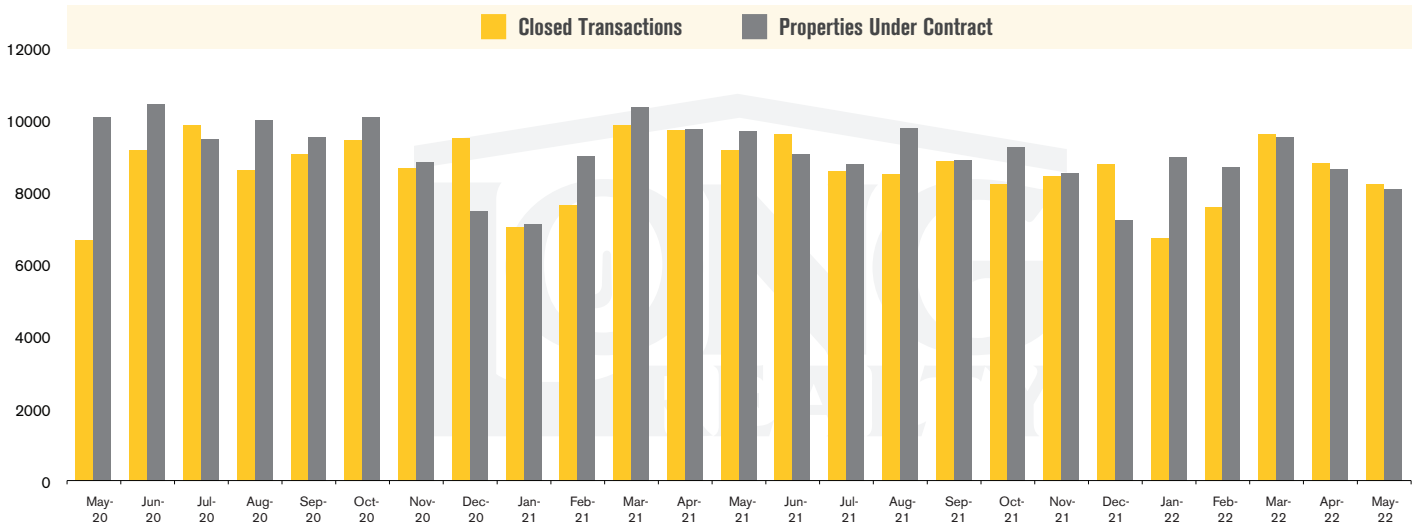
THE HOUSING REPORT



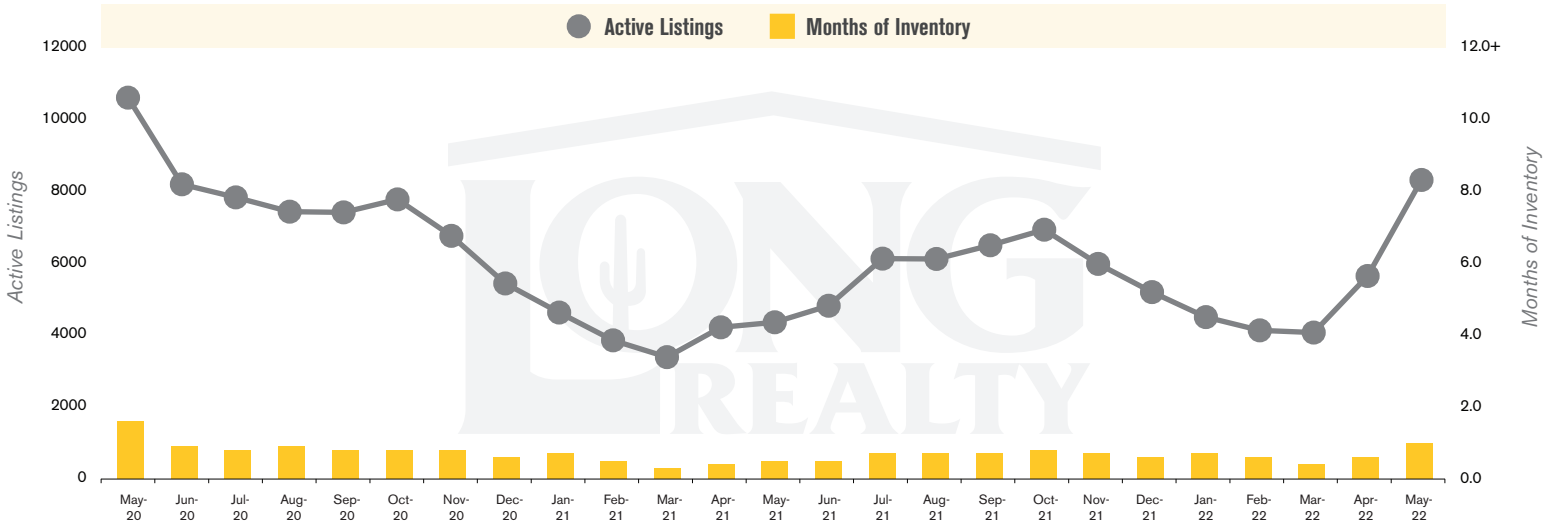
PHOENIX METRO | JUNE 2022

In the Phoenix Metro area, May 2022 active inventory was 8,430, a 90% increase from May 2021. There were 8,269 closings in May 2022, a 10% decrease from May 2021. Year-to-date 2022 there were 41,194 closings, a 6% decrease from year-to-date 2021. Months of Inventory was 1.0, up from 0.5 in May 2021. Median price of sold homes was \$487,884 for the month of May 2022, up 24% from May 2021. The Phoenix Metro area had 8,128 new properties under contract in May 2022, down 17% from May 2021.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT PHOENIX METRO



ACTIVE LISTINGS AND MONTHS OF INVENTORY PHOENIX METRO



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Long Realty Company

Properties under contract and Home Sales data is based on information obtained from the ARMLS using TrendGraphix software. All data obtained 06/07/2022 is believed to be reliable, but not guaranteed.

THE HOUSING REPORT



PHOENIX METRO | JUNE 2022

MEDIAN SOLD PRICE PHOENIX METRO

On average, homes sold this % of original list price.

| | |
|---------------|---------------|
| May 2021 | May 2022 |
| 101.5% | 101.5% |

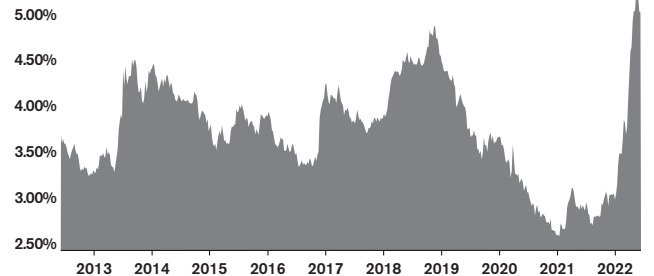


MONTHLY PAYMENT ON A MEDIAN PRICED HOME PHOENIX METRO

| Year | Median Price | Int. Rate | MO. Payment |
|------|--------------|-----------|-------------|
| 2006 | \$253,500 | 6.140% | \$1,465.61 |
| 2021 | \$394,977 | 2.960% | \$1,573.89 |
| 2022 | \$487,884 | 5.230% | \$2,553.67 |

Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW SINGLE FAMILY HOME PERMITS PHOENIX METRO



For April 2022, new home permits were **down 15%** from April 2021.



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THE HOUSING REPORT



PHOENIX METRO | JUNE 2022

MARKET CONDITIONS BY PRICE BAND PHOENIX METRO

| | Active Listings | Last 6 Months Closed Sales | | | | | | Current Months of Inventory | Last 3 Month Trend Months of Inventory | Market Conditions |
|------------------------|-----------------|----------------------------|--------------|--------------|--------------|--------------|--------------|-----------------------------|--|-------------------|
| | | Dec-21 | Jan-22 | Feb-22 | Mar-22 | Apr-22 | May-22 | | | |
| \$1 - 49,999 | 28 | 28 | 22 | 18 | 39 | 41 | 18 | 1.6 | 1.0 | Seller |
| \$50,000 - 74,999 | 17 | 19 | 28 | 26 | 33 | 34 | 24 | 0.7 | 0.8 | Seller |
| \$75,000 - 99,999 | 42 | 27 | 22 | 29 | 42 | 22 | 35 | 1.2 | 1.2 | Seller |
| \$100,000 - 124,999 | 27 | 35 | 25 | 18 | 24 | 24 | 22 | 1.2 | 1.2 | Seller |
| \$125,000 - 149,999 | 37 | 41 | 38 | 53 | 38 | 40 | 29 | 1.3 | 1.0 | Seller |
| \$150,000 - 174,999 | 39 | 79 | 76 | 67 | 53 | 52 | 49 | 0.8 | 0.7 | Seller |
| \$175,000 - 199,999 | 53 | 99 | 89 | 70 | 80 | 79 | 72 | 0.7 | 0.7 | Seller |
| \$200,000 - 224,999 | 43 | 147 | 106 | 92 | 117 | 105 | 94 | 0.5 | 0.3 | Seller |
| \$225,000 - 249,999 | 92 | 221 | 125 | 152 | 149 | 135 | 118 | 0.8 | 0.5 | Seller |
| \$250,000 - 274,999 | 92 | 266 | 201 | 169 | 240 | 202 | 146 | 0.6 | 0.4 | Seller |
| \$275,000 - 299,999 | 153 | 334 | 213 | 227 | 305 | 225 | 181 | 0.8 | 0.5 | Seller |
| \$300,000 - 349,999 | 412 | 944 | 666 | 688 | 781 | 663 | 563 | 0.7 | 0.4 | Seller |
| \$350,000 - 399,999 | 628 | 1,357 | 1,013 | 1,058 | 1,187 | 956 | 888 | 0.7 | 0.5 | Seller |
| \$400,000 - 499,999 | 1,749 | 2,169 | 1,716 | 1,958 | 2,506 | 2,396 | 2,208 | 0.8 | 0.5 | Seller |
| \$500,000 - 599,999 | 1,387 | 1,037 | 873 | 1,065 | 1,436 | 1,336 | 1,344 | 1.0 | 0.7 | Seller |
| \$600,000 - 699,999 | 942 | 663 | 518 | 661 | 869 | 801 | 765 | 1.2 | 0.7 | Seller |
| \$700,000 - 799,999 | 633 | 432 | 312 | 388 | 567 | 471 | 498 | 1.3 | 0.8 | Seller |
| \$800,000 - 899,999 | 389 | 236 | 180 | 227 | 317 | 325 | 328 | 1.2 | 0.9 | Seller |
| \$900,000 - 999,999 | 310 | 131 | 110 | 136 | 172 | 217 | 199 | 1.6 | 1.1 | Seller |
| \$1,000,000 - and over | 1,357 | 545 | 440 | 531 | 716 | 723 | 688 | 2.0 | 1.5 | Seller |
| TOTAL | 8,430 | 8,810 | 6,773 | 7,633 | 9,671 | 8,847 | 8,269 | 1.0 | 0.7 | Seller |



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Statistics based on information obtained from ARMLS and using TrendGraphix software on 06/07/2022. 3 month trend in months of inventory is the average of closed sales and active listing data from 03/01/2022-05/31/2022. Information is believed to be reliable, but not guaranteed.

THE HOUSING REPORT



PHOENIX METRO | JUNE 2022

PHOENIX LUXURY

The luxury segment of the Phoenix housing market is represented by residential sales \$800,000 and above.

Data Obtained 06/07/2022 from ARMLS using TrendGraphix software for all closed residential sales volume between 04/01/2021 - 05/31/2022 rounded to the nearest tenth of one percent and deemed to be correct.

CLOSED UNITS JAN-MAY 33.2%



UNDER CONTRACT JAN-MAY 27.9%



MONTHS OF INVENTORY 40.8%



CHANGE IN MEDIAN SALES PRICE BY AREA

MAR 2021-MAY 2021 TO MAR 2022-MAY 2022

Real Estate remains very localized and market conditions can vary greatly by not only geographic area but also by price range.



PLEASE FEEL FREE TO CONTACT ME FOR A MORE IN-DEPTH ANALYSIS.

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This heat map represents the percentage of change in Phoenix metro median sales prices from March 2021-May 2021 to March 2022-May 2022 by area. These statistics are based on information obtained from the ARMLS on 06/07/2022. Information is believed to be reliable, but not guaranteed.