

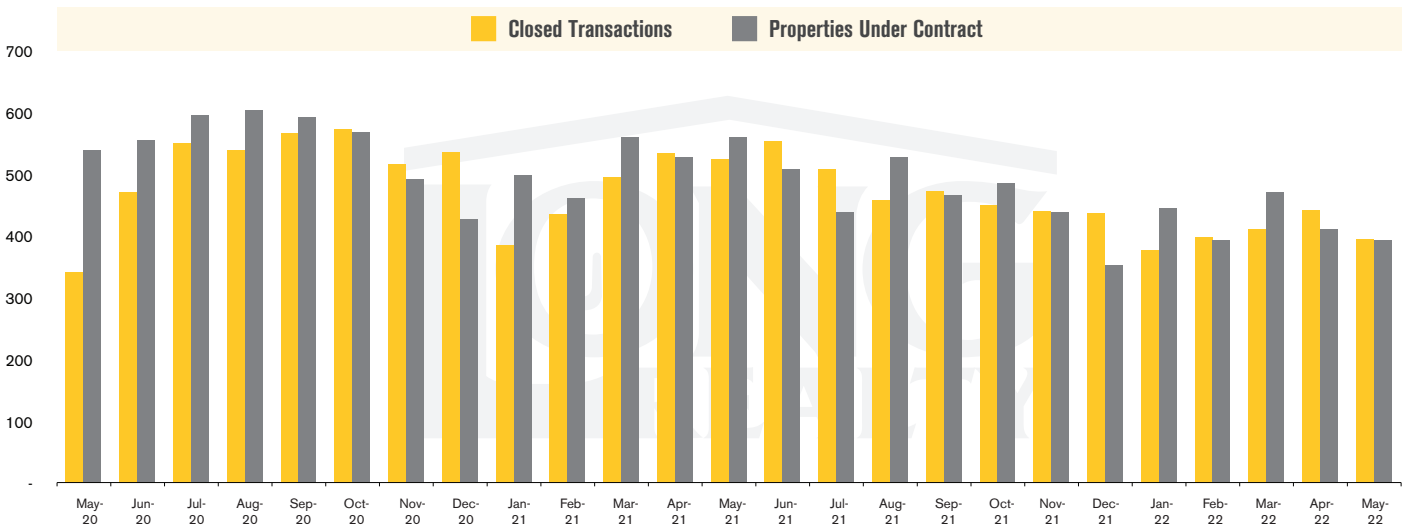
THE HOUSING REPORT



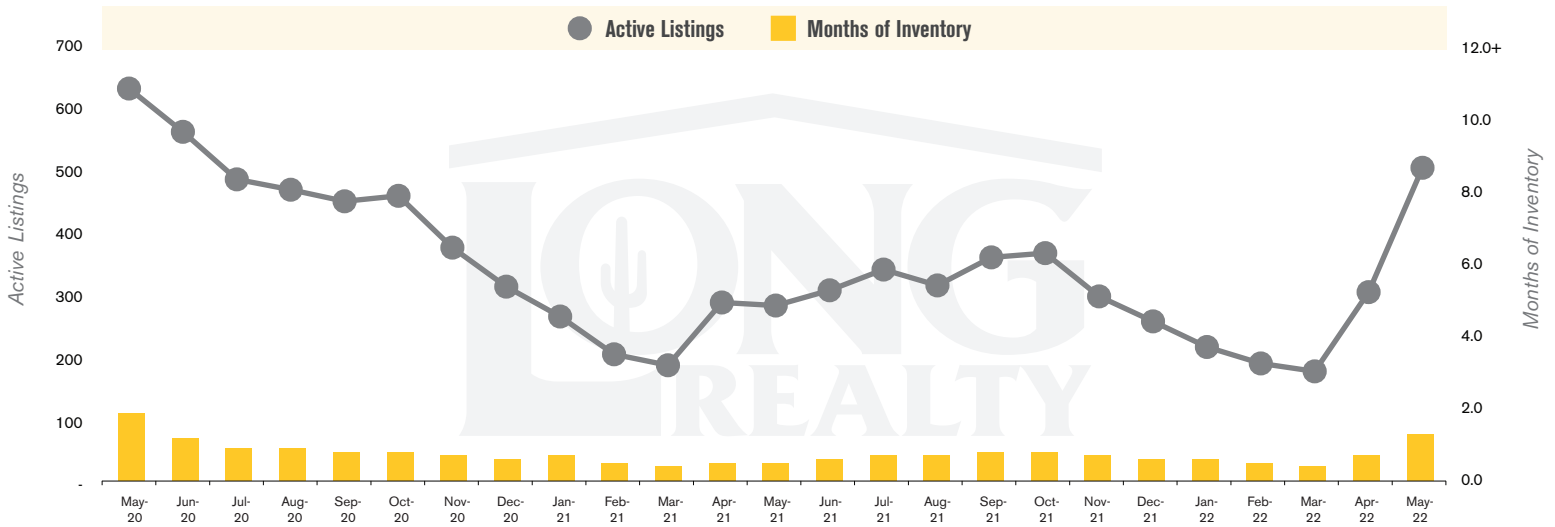
PHOENIX NORTH | JUNE 2022

In the Phoenix North area, May 2022 active inventory was 515, a 78% increase from May 2021. There were 396 closings in May 2022, a 25% decrease from May 2021. Year-to-date 2022 there were 2,030 closings, a 15% decrease from year-to-date 2021. Months of Inventory was 1.3, up from 0.5 in May 2021. Median price of sold homes was \$654,243 for the month of May 2022, up 26% from May 2021. The Phoenix North area had 394 new properties under contract in May 2022, down 30% from May 2021.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT PHOENIX NORTH



ACTIVE LISTINGS AND MONTHS OF INVENTORY PHOENIX NORTH



KC Woods
 (520) 918-3848 | kcwoods@LongRealty.com

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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 NORTH | JUNE 2022

MEDIAN SOLD PRICE PHOENIX NORTH



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

| May 2021 | May 2022 |
|---------------|---------------|
| 102.8% | 101.5% |

MONTHLY PAYMENT ON A MEDIAN PRICED HOME PHOENIX NORTH

| Year | Median Price | Int. Rate | MO. Payment |
|------|--------------|-----------|-------------|
| 2006 | \$330,000 | 6.140% | \$1,907.90 |
| 2021 | \$519,498 | 2.960% | \$2,070.08 |
| 2022 | \$654,243 | 5.230% | \$3,424.42 |

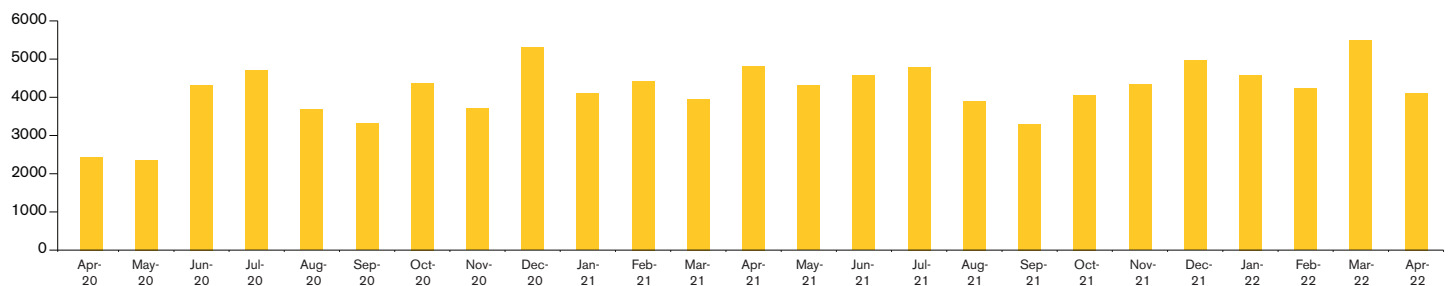
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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 NORTH | JUNE 2022

MARKET CONDITIONS BY PRICE BAND PHOENIX NORTH

| | 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 | 0 | 1 | 2 | 0 | 2 | 0 | 0 | n/a | 0.0 | Seller |
| \$50,000 - 74,999 | 1 | 0 | 2 | 1 | 1 | 0 | 2 | 0.5 | 0.3 | Seller |
| \$75,000 - 99,999 | 3 | 0 | 1 | 0 | 1 | 0 | 0 | n/a | 4.0 | Seller |
| \$100,000 - 124,999 | 0 | 2 | 0 | 0 | 1 | 0 | 0 | n/a | 1.0 | Seller |
| \$125,000 - 149,999 | 0 | 1 | 1 | 0 | 0 | 1 | 0 | n/a | 0.0 | Seller |
| \$150,000 - 174,999 | 0 | 1 | 0 | 0 | 0 | 0 | 1 | 0.0 | 1.0 | Seller |
| \$175,000 - 199,999 | 1 | 2 | 1 | 2 | 0 | 0 | 3 | 0.3 | 1.3 | Seller |
| \$200,000 - 224,999 | 2 | 1 | 2 | 3 | 3 | 1 | 2 | 1.0 | 0.7 | Seller |
| \$225,000 - 249,999 | 3 | 6 | 5 | 2 | 4 | 0 | 1 | 3.0 | 0.8 | Seller |
| \$250,000 - 274,999 | 1 | 5 | 2 | 3 | 6 | 6 | 4 | 0.3 | 0.3 | Seller |
| \$275,000 - 299,999 | 5 | 5 | 6 | 5 | 4 | 5 | 6 | 0.8 | 0.5 | Seller |
| \$300,000 - 349,999 | 8 | 32 | 11 | 13 | 9 | 14 | 5 | 1.6 | 0.6 | Seller |
| \$350,000 - 399,999 | 12 | 35 | 27 | 28 | 15 | 16 | 19 | 0.6 | 0.5 | Seller |
| \$400,000 - 499,999 | 49 | 89 | 91 | 88 | 89 | 84 | 63 | 0.8 | 0.4 | Seller |
| \$500,000 - 599,999 | 74 | 74 | 73 | 80 | 74 | 78 | 82 | 0.9 | 0.6 | Seller |
| \$600,000 - 699,999 | 72 | 52 | 45 | 57 | 65 | 67 | 52 | 1.4 | 0.7 | Seller |
| \$700,000 - 799,999 | 51 | 49 | 38 | 37 | 40 | 46 | 42 | 1.2 | 0.8 | Seller |
| \$800,000 - 899,999 | 32 | 29 | 20 | 24 | 31 | 34 | 26 | 1.2 | 0.8 | Seller |
| \$900,000 - 999,999 | 52 | 15 | 12 | 19 | 12 | 18 | 27 | 1.9 | 1.5 | Seller |
| \$1,000,000 - and over | 149 | 39 | 39 | 38 | 56 | 73 | 61 | 2.4 | 1.7 | Seller |
| TOTAL | 515 | 438 | 378 | 400 | 413 | 443 | 396 | 1.3 | 0.5 | Seller |



Seller's Market



Slight Seller's Market



Balanced Market



Slight Buyer's Market



Buyer's Market



KC Woods
(520) 918-3848 | kcwoods@LongRealty.com

Long Realty Company

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 NORTH | 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.