

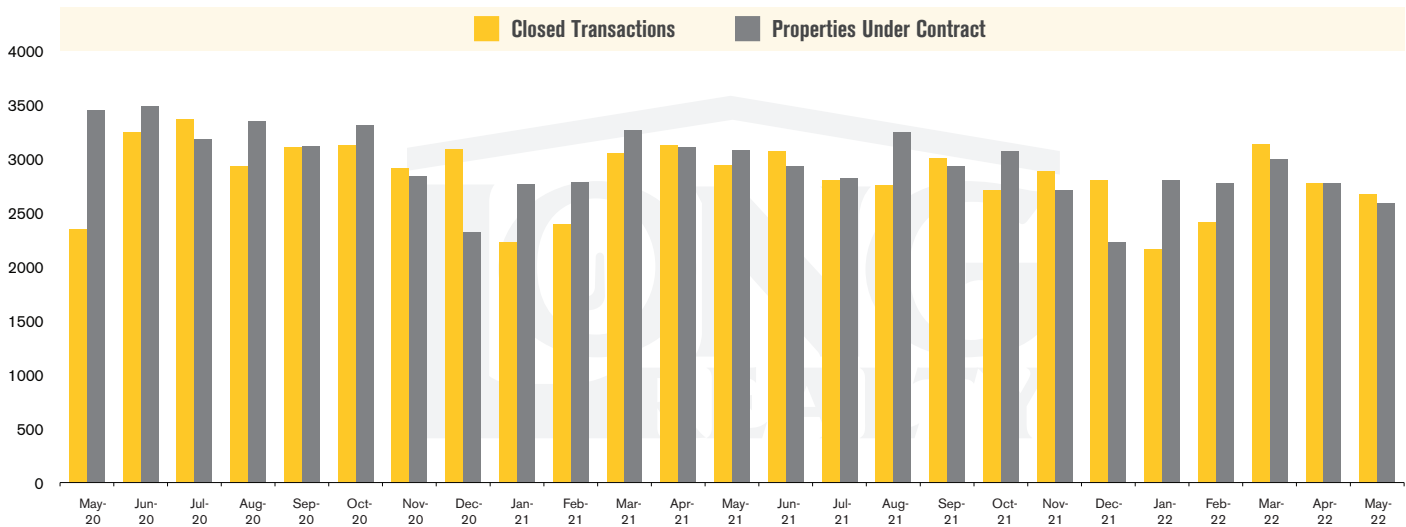
THE HOUSING REPORT



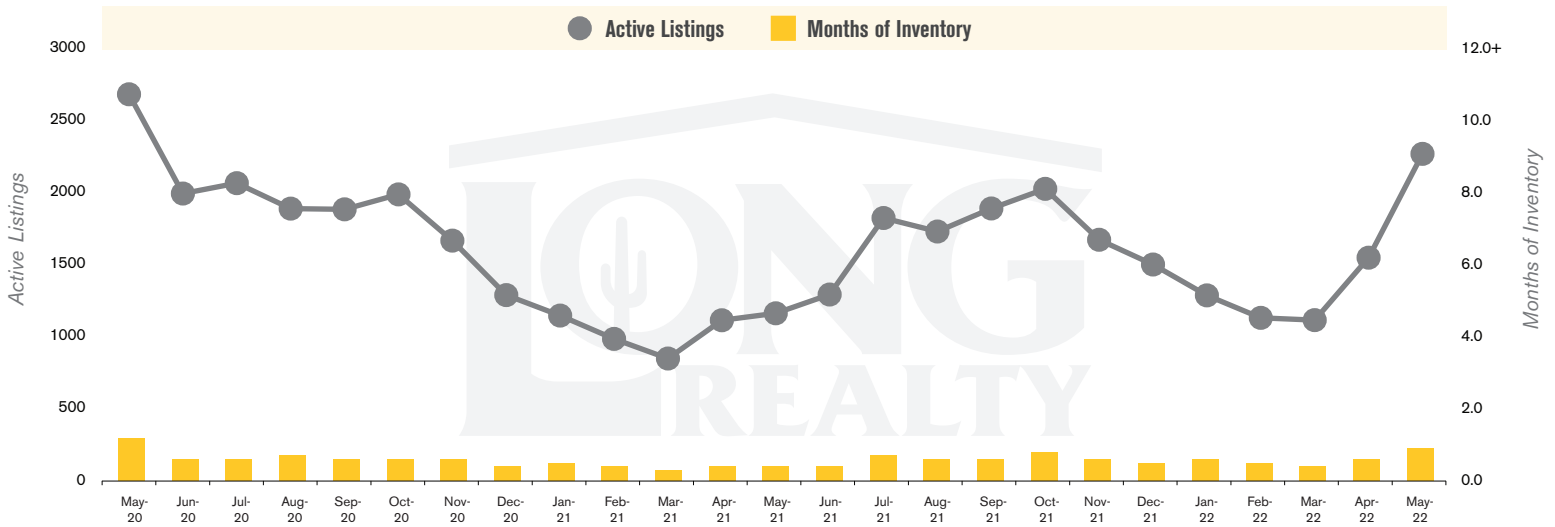
PHOENIX SOUTHEAST VALLEY | JUNE 2022

In the Phoenix Southeast Valley area, May 2022 active inventory was 2,305, a 95% increase from May 2021. There were 2,681 closings in May 2022, a 9% decrease from May 2021. Year-to-date 2022 there were 13,178 closings, a 4% decrease from year-to-date 2021. Months of Inventory was 0.9, up from 0.4 in May 2021. Median price of sold homes was \$522,896 for the month of May 2022, up 23% from May 2021. The Phoenix Southeast Valley area had 2,594 new properties under contract in May 2022, down 16% from May 2021.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT PHOENIX SOUTHEAST VALLEY



ACTIVE LISTINGS AND MONTHS OF INVENTORY PHOENIX SOUTHEAST VALLEY



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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.

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PHOENIX SOUTHEAST VALLEY | JUNE 2022

MEDIAN SOLD PRICE

PHOENIX SOUTHEAST VALLEY

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

| May 2021 | May 2022 |
|---------------|---------------|
| 103.1% | 102.3% |



MONTHLY PAYMENT ON A MEDIAN PRICED HOME PHOENIX SOUTHEAST VALLEY

| Year | Median Price | Int. Rate | MO. Payment |
|------|--------------|-----------|-------------|
| 2006 | \$270,000 | 6.140% | \$1,561.01 |
| 2021 | \$423,881 | 2.960% | \$1,689.07 |
| 2022 | \$522,896 | 5.230% | \$2,736.93 |

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 SOUTHEAST VALLEY | JUNE 2022

MARKET CONDITIONS BY PRICE BAND PHOENIX SOUTHEAST VALLEY

| | 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 | 18 | 19 | 9 | 10 | 24 | 32 | 13 | 1.4 | 1.0 | Seller |
| \$50,000 - 74,999 | 10 | 6 | 9 | 13 | 16 | 19 | 11 | 0.9 | 1.0 | Seller |
| \$75,000 - 99,999 | 19 | 15 | 10 | 15 | 17 | 12 | 14 | 1.4 | 1.3 | Seller |
| \$100,000 - 124,999 | 11 | 9 | 11 | 8 | 8 | 15 | 13 | 0.8 | 1.0 | Seller |
| \$125,000 - 149,999 | 9 | 7 | 11 | 15 | 15 | 13 | 9 | 1.0 | 0.7 | Seller |
| \$150,000 - 174,999 | 11 | 27 | 12 | 24 | 8 | 30 | 13 | 0.8 | 0.6 | Seller |
| \$175,000 - 199,999 | 6 | 20 | 22 | 17 | 24 | 25 | 21 | 0.3 | 0.5 | Seller |
| \$200,000 - 224,999 | 2 | 40 | 31 | 20 | 25 | 23 | 20 | 0.1 | 0.3 | Seller |
| \$225,000 - 249,999 | 22 | 46 | 31 | 35 | 31 | 24 | 31 | 0.7 | 0.6 | Seller |
| \$250,000 - 274,999 | 19 | 77 | 66 | 37 | 60 | 52 | 42 | 0.5 | 0.3 | Seller |
| \$275,000 - 299,999 | 25 | 68 | 50 | 63 | 87 | 59 | 47 | 0.5 | 0.4 | Seller |
| \$300,000 - 349,999 | 97 | 205 | 159 | 162 | 159 | 180 | 150 | 0.6 | 0.4 | Seller |
| \$350,000 - 399,999 | 120 | 347 | 261 | 253 | 242 | 201 | 191 | 0.6 | 0.4 | Seller |
| \$400,000 - 499,999 | 391 | 819 | 627 | 667 | 879 | 730 | 642 | 0.6 | 0.4 | Seller |
| \$500,000 - 599,999 | 484 | 452 | 412 | 477 | 629 | 532 | 581 | 0.8 | 0.6 | Seller |
| \$600,000 - 699,999 | 329 | 274 | 209 | 285 | 386 | 338 | 372 | 0.9 | 0.6 | Seller |
| \$700,000 - 799,999 | 250 | 174 | 105 | 126 | 232 | 180 | 197 | 1.3 | 0.8 | Seller |
| \$800,000 - 899,999 | 149 | 75 | 55 | 75 | 119 | 120 | 114 | 1.3 | 0.9 | Seller |
| \$900,000 - 999,999 | 99 | 46 | 15 | 37 | 59 | 76 | 64 | 1.5 | 1.1 | Seller |
| \$1,000,000 - and over | 234 | 83 | 59 | 77 | 120 | 116 | 136 | 1.7 | 1.3 | Seller |
| TOTAL | 2,305 | 2,809 | 2,164 | 2,416 | 3,140 | 2,777 | 2,681 | 0.9 | 0.6 | Seller |



Seller's Market



Slight Seller's Market



Balanced Market



Slight Buyer's Market



Buyer's Market



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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 SOUTHEAST VALLEY | 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.