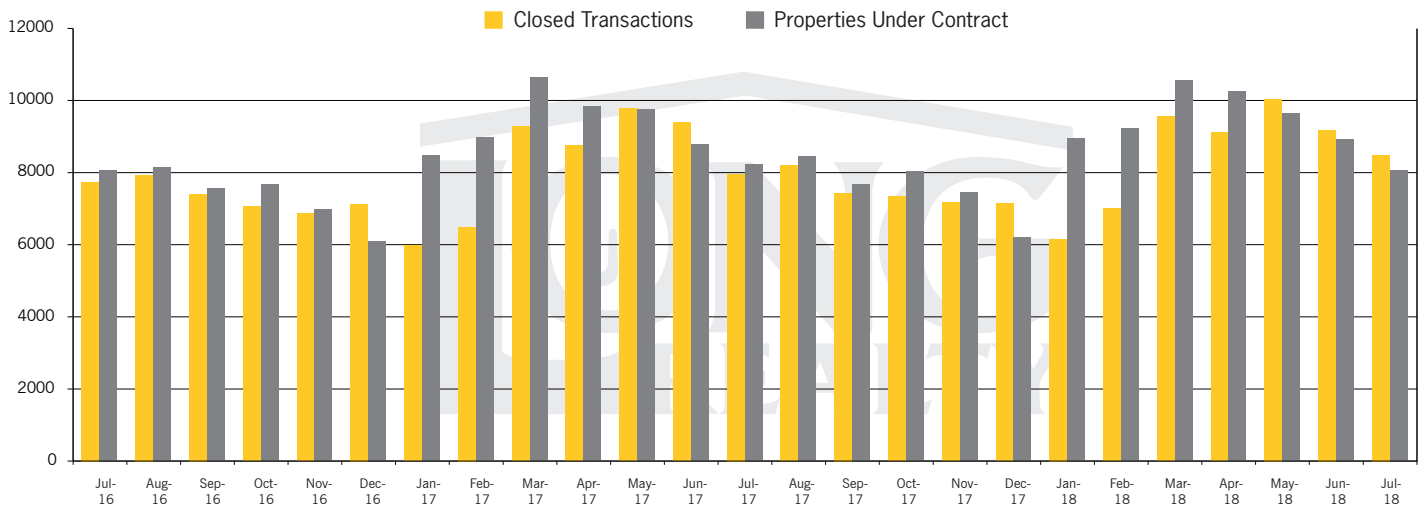


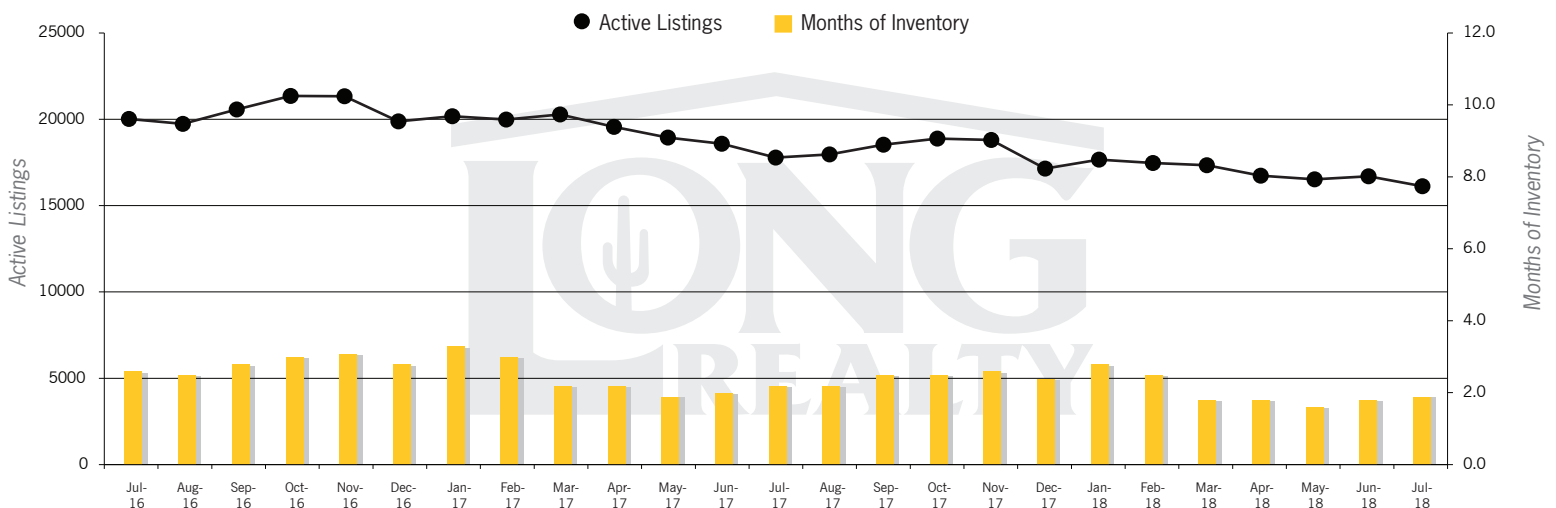
## Phoenix Metro | August 2018

In the Phoenix Metro area, July 2018 active inventory was 15,999, a 9% decrease from July 2017. There were 8,534 closings in July 2018, a 7% increase from July 2017. Year-to-date 2018 there were 59,978 closings, virtually unchanged from year-to-date 2017. Months of Inventory was 1.9, down from 2.2 in July 2017. Median price of sold homes was \$265,000 for the month of July 2018, up 10% from July 2017. The Phoenix Metro area had 8,102 new properties under contract in July 2018, down 2% from July 2017.

### CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – PHOENIX METRO



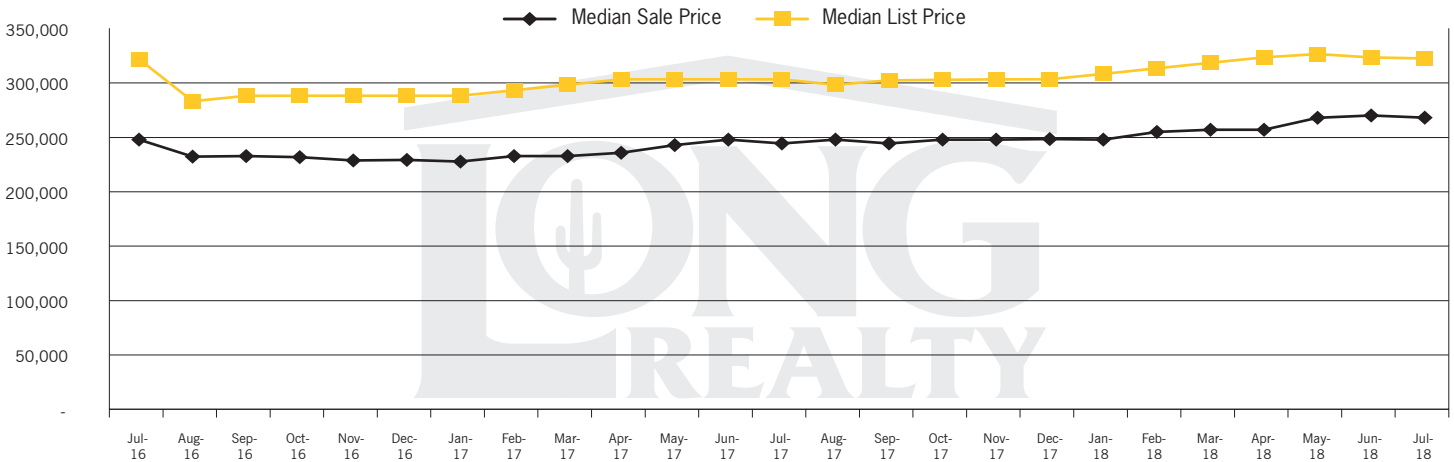
### ACTIVE LISTINGS AND MONTHS OF INVENTORY – PHOENIX METRO



Properties under contract and Home Sales data is based on information obtained from the ARMLS using Brokermetrics software.  
All data obtained 08/03/2018 is believed to be reliable, but not guaranteed.



## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – PHOENIX METRO



## MONTHLY PAYMENT ON A MEDIAN PRICED HOME – PHOENIX METRO

Year	Median Price	Int. Rate	MO. Payment
2006	\$253,500	6.140%	\$1,465.61
2017	\$241,500	4.000%	\$1,095.31
2018	\$265,000	4.750%	\$1,313.25

## 30 YEAR FIXED MORTGAGE RATE

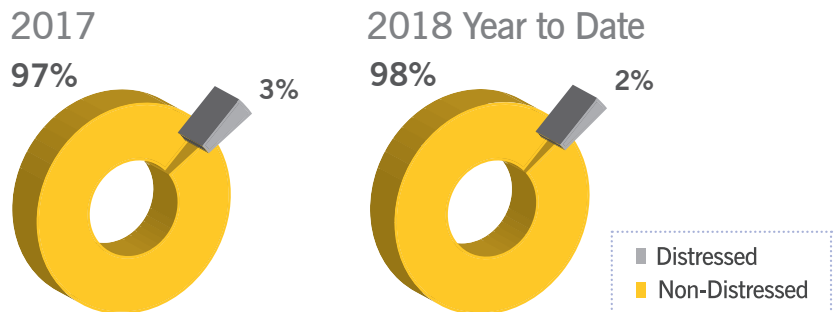


Source: Residential median sales prices. Data obtained 08/03/2018 from ARMLS using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: FreddieMac.com

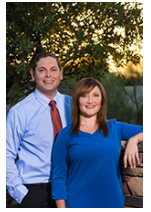
## DISTRESSED VS. NON-DISTRESSED SALES – PHOENIX METRO

The percentage of property sales that are distressed, meaning bank owned or short sales, for the current year as compared to the same time period last year. A lower percentage of distressed sales can lead to improving market conditions.





# The Housing Report



John and Megan Billings | (520) 247-4459  
 John@TheBillingsTucson.com | www.TheBillingsTucson.com

Phoenix Metro | August 2018

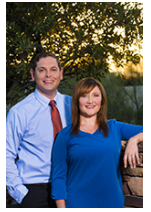
## MARKET CONDITIONS BY PRICE BAND – PHOENIX METRO

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Feb-18	Mar-18	Apr-18	May-18	Jun-18	Jul-18			
\$1 - 49,999	92	45	59	37	32	29	23	4.0	3.2	Seller
\$50,000 - 74,999	135	74	88	81	70	59	61	2.2	2.2	Seller
\$75,000 - 99,999	193	118	138	125	124	106	98	2.0	1.8	Seller
\$100,000 - 124,999	205	177	195	212	199	162	145	1.4	1.2	Seller
\$125,000 - 149,999	330	292	443	350	397	330	289	1.1	1.0	Seller
\$150,000 - 174,999	334	520	674	583	553	480	485	0.7	0.8	Seller
\$175,000 - 199,999	804	730	990	934	994	810	770	1.0	0.9	Seller
\$200,000 - 224,999	892	775	1,034	1,004	1,091	1,059	935	1.0	0.9	Seller
\$225,000 - 249,999	1,233	725	1,018	1,070	1,060	963	964	1.3	1.2	Seller
\$250,000 - 274,999	1,002	613	859	834	852	810	790	1.3	1.2	Seller
\$275,000 - 299,999	1,137	555	715	648	782	735	691	1.6	1.5	Seller
\$300,000 - 349,999	1,671	699	995	888	1,102	1,045	997	1.7	1.6	Seller
\$350,000 - 399,999	1,443	470	682	666	791	752	670	2.2	1.9	Seller
\$400,000 - 499,999	1,863	614	727	750	892	813	743	2.5	2.3	Seller
\$500,000 - 599,999	1,155	250	395	356	427	364	325	3.6	3.2	Seller
\$600,000 - 699,999	687	119	177	197	227	211	190	3.6	3.6	Seller
\$700,000 - 799,999	500	89	123	118	135	133	89	5.6	4.4	Slightly Seller
\$800,000 - 899,999	389	52	78	80	80	92	75	5.2	5.1	Balanced
\$900,000 - 999,999	296	31	53	58	63	64	46	6.4	5.5	Balanced
\$1,000,000 - and over	1,638	120	207	191	229	214	148	11.1	9.1	Buyer
<b>TOTAL</b>	<b>15,999</b>	<b>7,068</b>	<b>9,650</b>	<b>9,182</b>	<b>10,100</b>	<b>9,231</b>	<b>8,534</b>	<b>1.9</b>	<b>1.8</b>	<b>Seller</b>



Statistics based on information obtained from ARMLS and using Brokermetrics software on 08/03/2018.

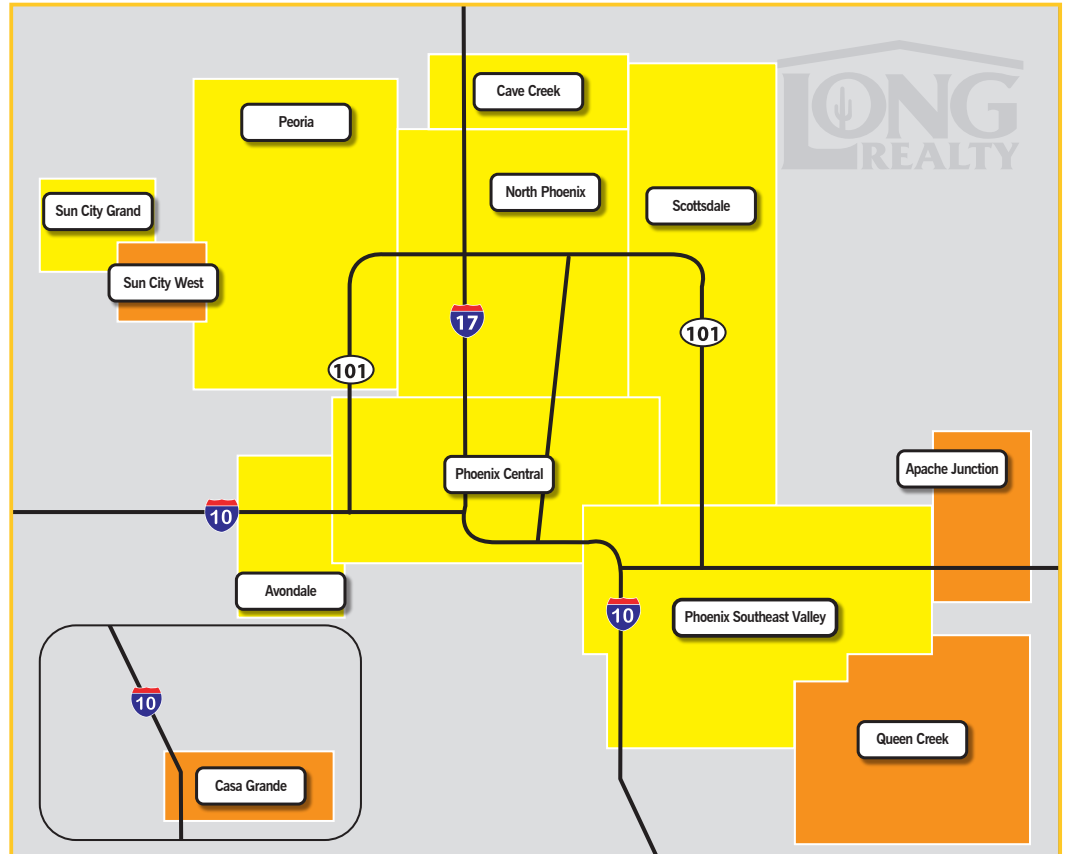
3 month trend in months of inventory is the average of closed sales and active listing data from 05/01/2018-07/31/2018. Information is believed to be reliable, but not guaranteed.



## CHANGE IN MEDIAN SALES PRICE BY AREA

MAY 2017-JUL 2017 TO  
 MAY 2018-JUL 2018

This heat map represents the percentage of change in Phoenix metro median sales prices from May 2017-July 2017 to May 2018-July 2018 by area.



## PHOENIX LUXURY

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

Data obtained 08/03/2018 from ARMLS using BrokerMetrics software for closed residential sales volume \$800,000 and above and deemed to be correct.

CLOSED UNITS JAN - JUL  29.4%



UNDER CONTRACT JAN - JUL  27.3%



MONTHS OF INVENTORY  63.9%



The Phoenix Metro Housing Report is comprised of data for residential properties in ARMLS for the Phoenix Metro area. 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.