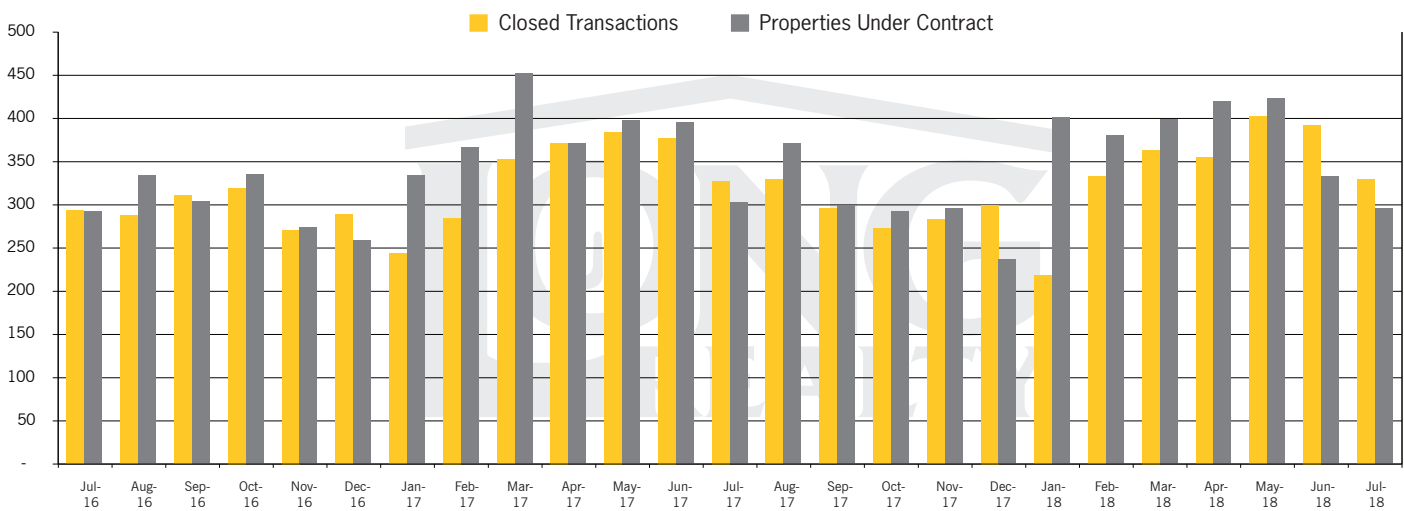


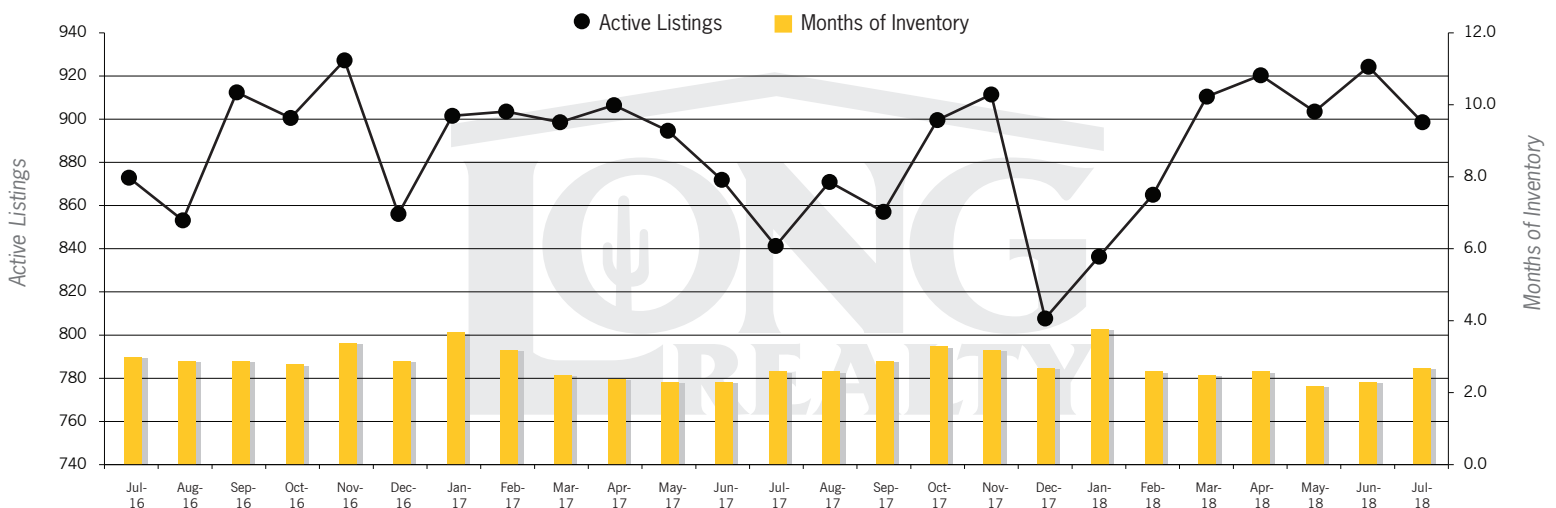
## Central Phoenix | August 2018

In the Phoenix Central area, July 2018 active inventory was 898, a 7% increase from July 2017. There were 331 closings in July 2018, a 1% increase from July 2017. Year-to-date 2018 there were 2,400 closings, a 2% increase from year-to-date 2017. Months of Inventory was 2.7, up from 2.6 in July 2017. Median price of sold homes was \$278,000 for the month of July 2018, up 8% from July 2017. The Phoenix Central area had 297 new properties under contract in July 2018, down 2% from July 2017.

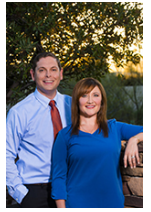
### CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – CENTRAL PHOENIX



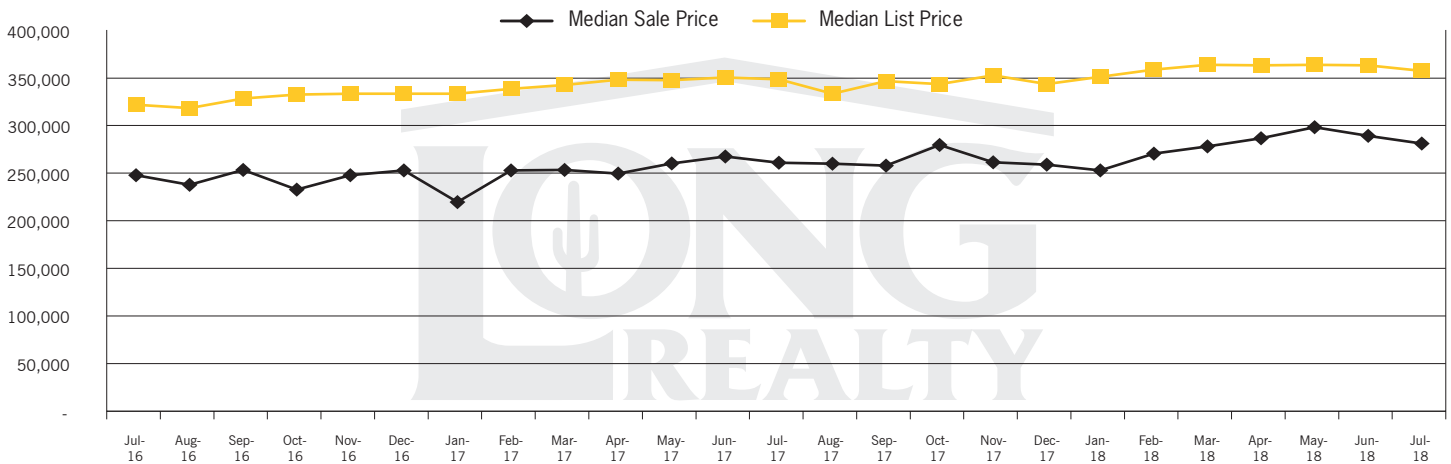
### ACTIVE LISTINGS AND MONTHS OF INVENTORY – CENTRAL PHOENIX



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 – CENTRAL PHOENIX



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

Year	Median Price	Int. Rate	MO. Payment
2006	\$267,000	6.140%	\$1,543.67
2017	\$258,000	4.000%	\$1,170.14
2018	\$278,000	4.750%	\$1,377.67

## 30 YEAR FIXED MORTGAGE RATE

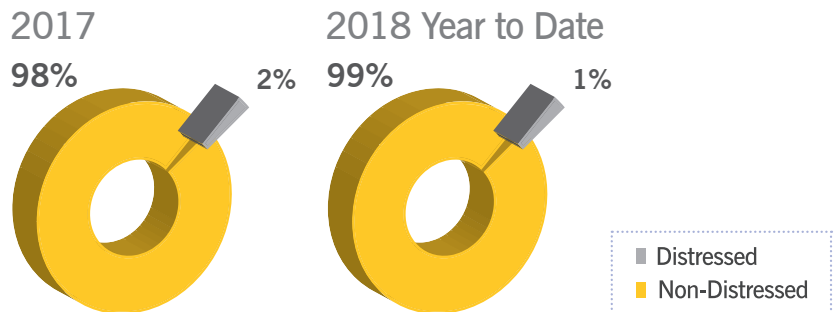


Source: Residential median sales prices. Data obtained 08/03/2018 from ARMLS using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: FreddieMac.com

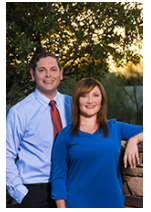
## DISTRESSED VS. NON-DISTRESSED SALES – CENTRAL PHOENIX

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



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Central Phoenix | August 2018

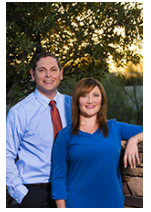
## MARKET CONDITIONS BY PRICE BAND – CENTRAL PHOENIX

	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	0	0	2	1	3	0	1	0.0	0.5	Seller
\$50,000 - 74,999	0	4	3	5	2	4	2	0.0	0.3	Seller
\$75,000 - 99,999	7	12	7	7	7	6	7	1.0	1.0	Seller
\$100,000 - 124,999	10	11	10	14	10	11	8	1.3	1.3	Seller
\$125,000 - 149,999	25	19	23	20	24	19	20	1.3	1.3	Seller
\$150,000 - 174,999	22	27	38	29	27	25	32	0.7	1.1	Seller
\$175,000 - 199,999	42	25	28	26	33	36	26	1.6	1.2	Seller
\$200,000 - 224,999	49	21	24	20	29	22	24	2.0	1.9	Seller
\$225,000 - 249,999	45	30	25	26	19	25	28	1.6	1.9	Seller
\$250,000 - 274,999	40	24	21	20	22	32	13	3.1	1.7	Seller
\$275,000 - 299,999	68	27	25	25	39	31	21	3.2	1.8	Seller
\$300,000 - 349,999	99	35	36	44	50	45	36	2.8	2.2	Seller
\$350,000 - 399,999	99	20	26	32	33	29	26	3.8	3.2	Seller
\$400,000 - 499,999	134	37	40	30	48	41	37	3.6	3.2	Seller
\$500,000 - 599,999	75	17	21	26	23	24	20	3.8	3.7	Seller
\$600,000 - 699,999	53	10	10	12	18	9	9	5.9	4.4	Slightly Seller
\$700,000 - 799,999	32	9	5	10	5	9	8	4.0	5.5	Balanced
\$800,000 - 899,999	25	2	10	5	4	6	6	4.2	4.4	Slightly Seller
\$900,000 - 999,999	18	1	6	0	2	4	2	9.0	8.4	Slightly Buyer
\$1,000,000 - and over	55	3	6	3	7	12	5	11.0	7.5	Slightly Buyer
<b>TOTAL</b>	<b>898</b>	<b>334</b>	<b>366</b>	<b>355</b>	<b>405</b>	<b>390</b>	<b>331</b>	<b>2.7</b>	<b>2.4</b>	<b>Seller</b>



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

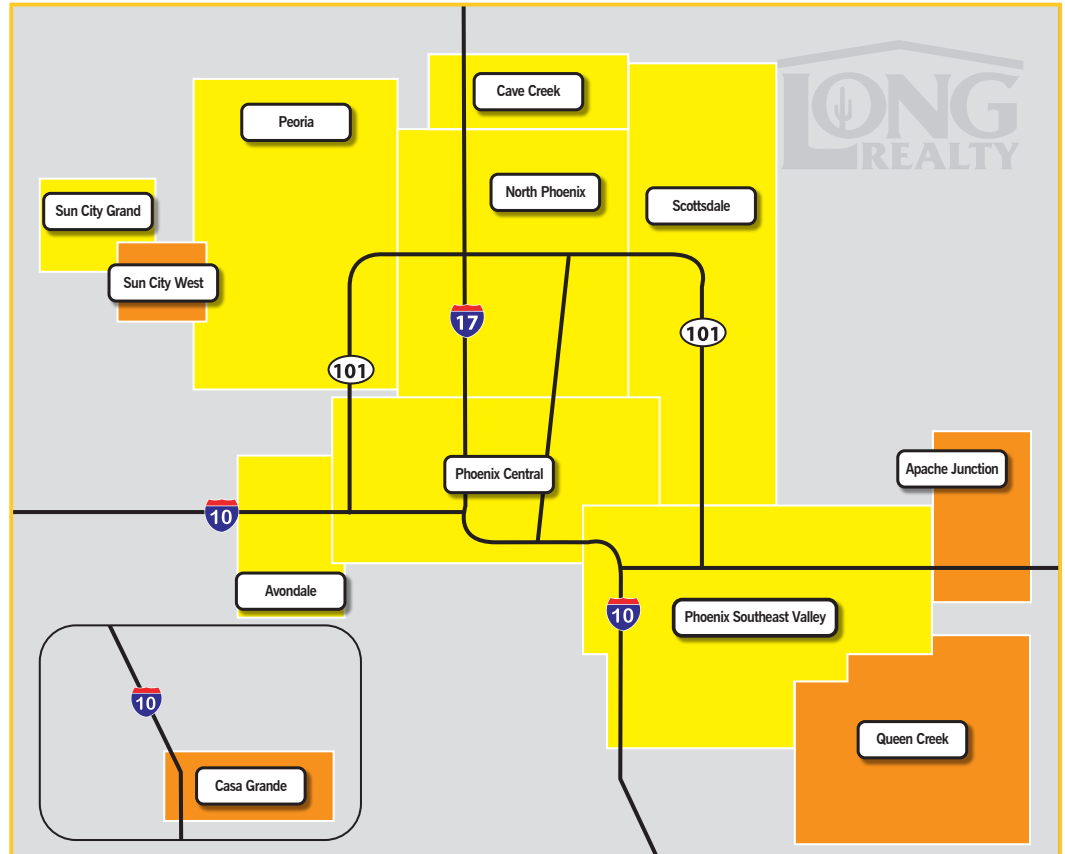
3 month trend in months of inventory is the average of closed sales and active listing data from 05/01/2018-07/31/2018. Information is believed to be reliable, but not guaranteed.



## 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 Central Housing Report is comprised of data for residential properties in the zip codes 85003, 85012, 85013, 85014, 85015, 85016, 85020 & 85021. 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.