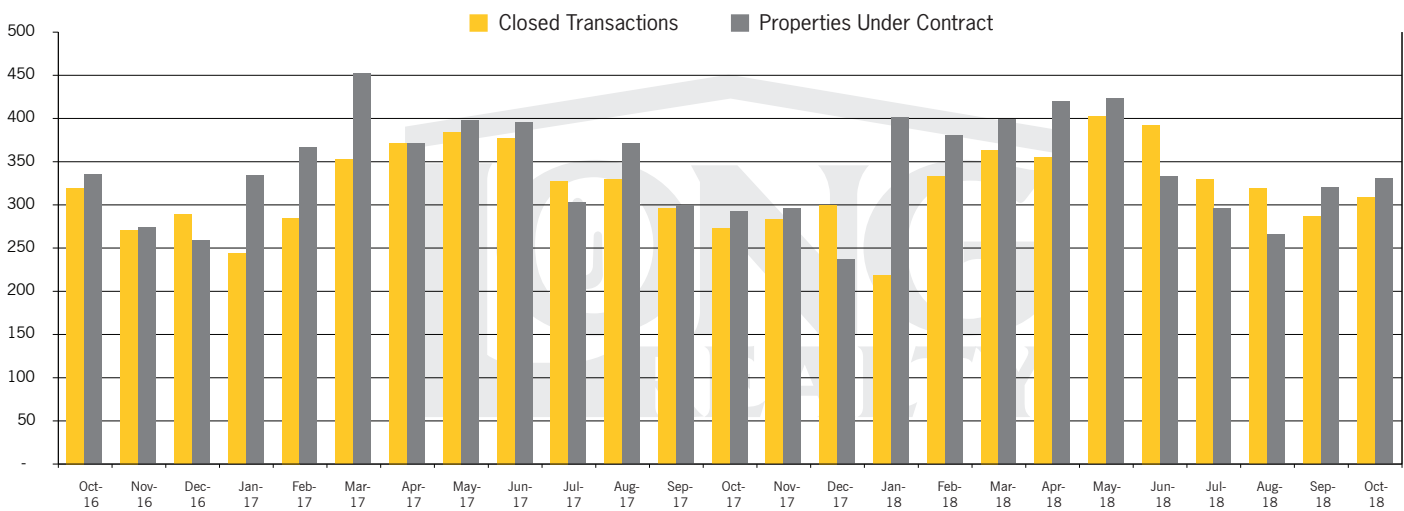


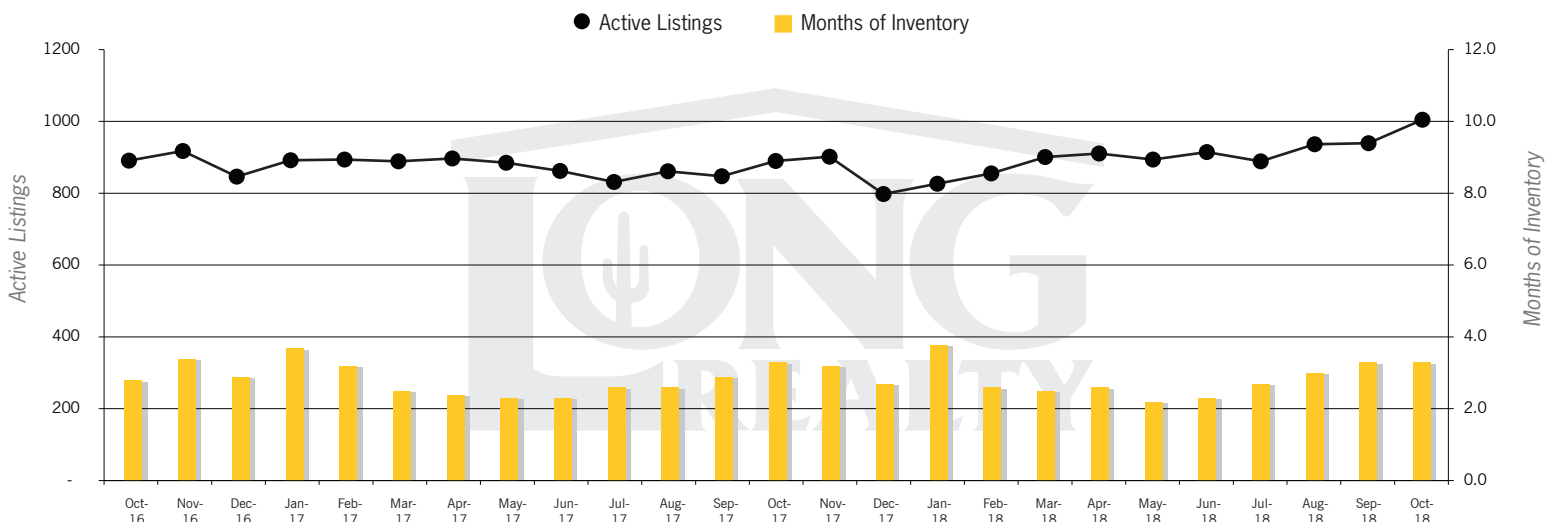
Central Phoenix | November 2018

In the Phoenix Central area, October 2018 active inventory was 1,015, a 13% increase from October 2017. There were 310 closings in October 2018, a 13% increase from October 2017. Year-to-date 2018 there were 3,321 closings, a 2% increase from year-to-date 2017. Months of Inventory was 3.3, unchanged from 3.3 in October 2017. Median price of sold homes was \$275,000 for the month of October 2018, down 1% from October 2017. The Phoenix Central area had 332 new properties under contract in October 2018, up 13% from October 2017.

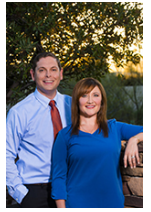
CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – CENTRAL PHOENIX



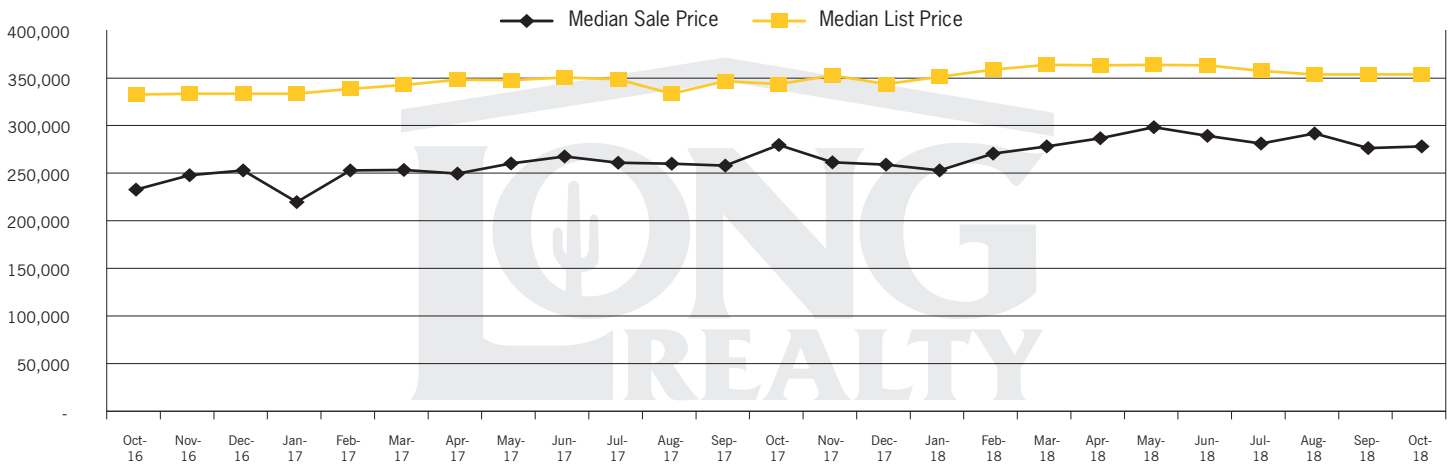
ACTIVE LISTINGS AND MONTHS OF INVENTORY – CENTRAL PHOENIX



Properties under contract and Home Sales data is based on information obtained from the ARMLS using Brokermetrics software.
All data obtained 11/05/2018 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	\$276,500	4.250%	\$1,292.20
2018	\$275,000	5.125%	\$1,422.47

30 YEAR FIXED MORTGAGE RATE

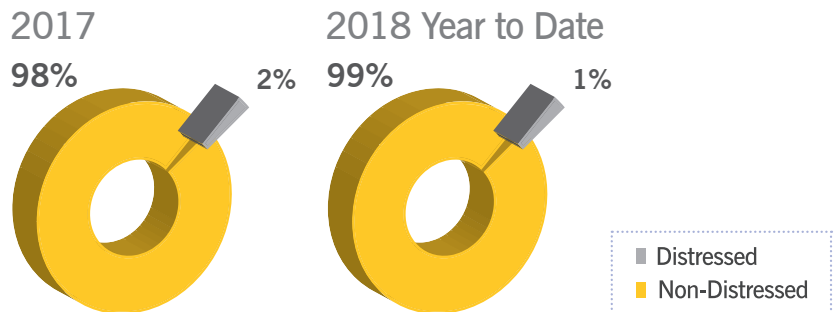


Source: Residential median sales prices. Data obtained 11/05/2018 from ARMLS using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: FreddieMac.com

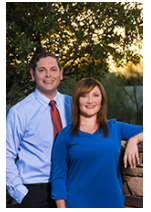
DISTRESSED VS. NON-DISTRESSED SALES – CENTRAL PHOENIX

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 | November 2018

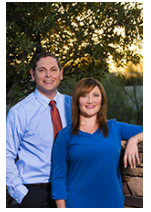
MARKET CONDITIONS BY PRICE BAND – CENTRAL PHOENIX

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18			
\$1 - 49,999	0	3	0	0	1	1	0	n/a	0.0	Seller
\$50,000 - 74,999	2	2	4	2	3	2	0	n/a	1.6	Seller
\$75,000 - 99,999	14	7	6	7	8	8	6	2.3	1.5	Seller
\$100,000 - 124,999	9	10	11	8	8	5	9	1.0	1.4	Seller
\$125,000 - 149,999	25	24	19	21	15	16	20	1.3	1.4	Seller
\$150,000 - 174,999	32	27	25	31	24	22	25	1.3	1.3	Seller
\$175,000 - 199,999	48	33	36	26	22	22	25	1.9	2.3	Seller
\$200,000 - 224,999	51	29	22	24	28	20	25	2.0	1.8	Seller
\$225,000 - 249,999	48	19	25	26	26	26	23	2.1	1.8	Seller
\$250,000 - 274,999	54	22	31	13	10	24	21	2.6	2.7	Seller
\$275,000 - 299,999	81	39	31	21	25	21	16	5.1	3.4	Seller
\$300,000 - 349,999	118	50	45	35	30	38	27	4.4	3.4	Seller
\$350,000 - 399,999	94	33	29	28	26	25	31	3.0	3.7	Seller
\$400,000 - 499,999	128	48	41	36	36	26	40	3.2	3.7	Seller
\$500,000 - 599,999	86	23	24	20	25	12	14	6.1	4.8	Slightly Seller
\$600,000 - 699,999	69	18	9	9	10	7	10	6.9	6.7	Slightly Buyer
\$700,000 - 799,999	38	5	9	8	6	8	8	4.8	4.9	Slightly Seller
\$800,000 - 899,999	30	4	6	6	4	4	2	15.0	9.2	Buyer
\$900,000 - 999,999	19	2	4	2	7	2	5	3.8	4.4	Slightly Seller
\$1,000,000 - and over	69	7	12	5	7	2	3	23.0	16.8	Buyer
TOTAL	1,015	405	389	328	321	291	310	3.3	3.0	Seller



Statistics based on information obtained from ARMLS and using Brokermetrics software on 11/05/2018.

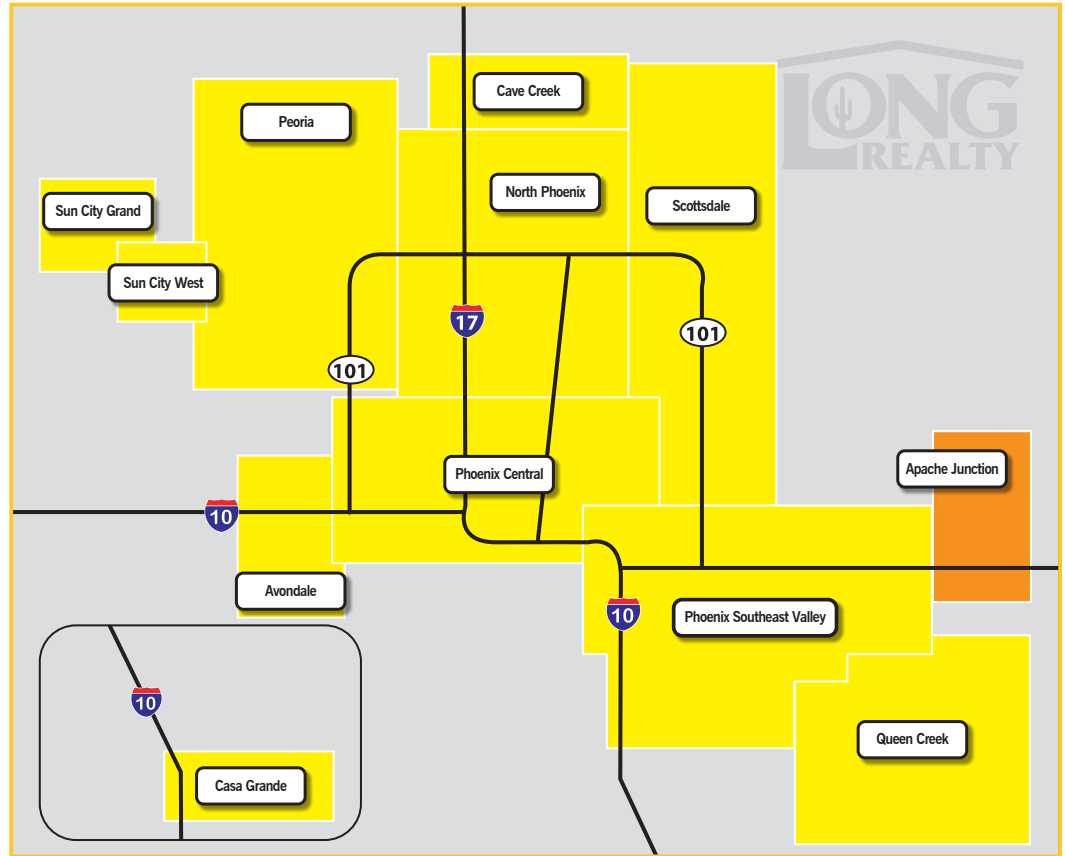
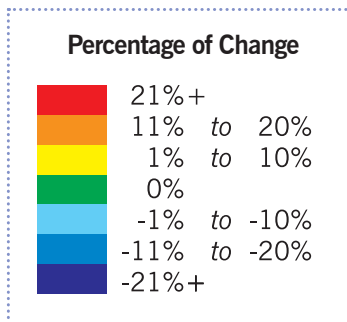
3 month trend in months of inventory is the average of closed sales and active listing data from 08/01/2018-10/31/2018. Information is believed to be reliable, but not guaranteed.



CHANGE IN MEDIAN SALES PRICE BY AREA

AUG 2017-OCT 2017 TO
AUG 2018-OCT 2018

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



PHOENIX LUXURY

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

Data obtained 11/05/2018 from ARMLS using BrokerMetrics software for closed residential sales volume \$800,000 and above and deemed to be correct.

CLOSED UNITS JAN - OCT ↗ 27.3%



UNDER CONTRACT JAN - OCT ↗ 23.0%



MONTHS OF INVENTORY ↘ 17.1%



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.