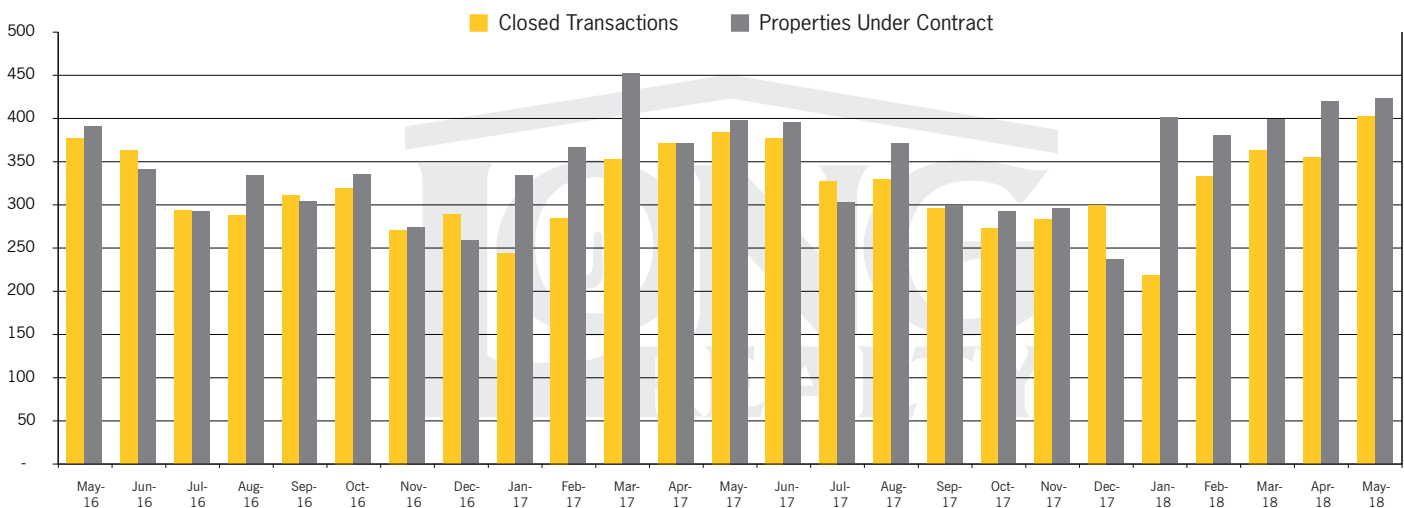


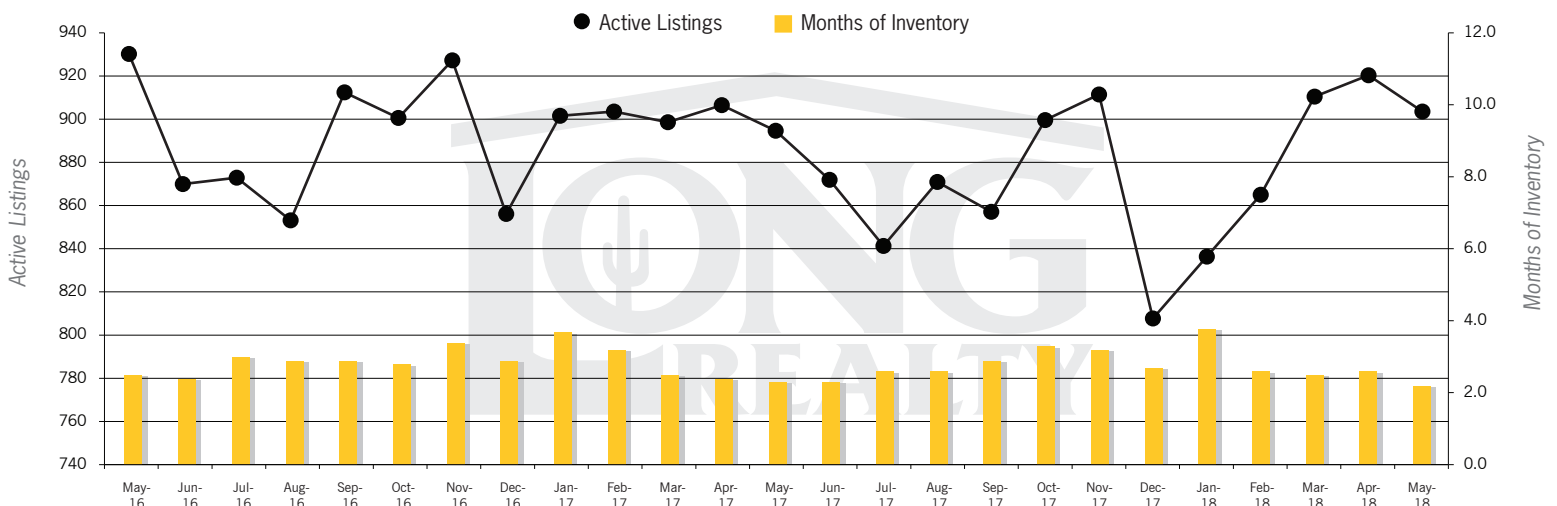
## Central Phoenix | June 2018

In the Phoenix Central area, May 2018 active inventory was 903, a 1% increase from May 2017. There were 404 closings in May 2018, a 5% increase from May 2017. Year-to-date 2018 there were 1,678 closings, a 2% increase from year-to-date 2017. Months of Inventory was 2.2, down from 2.3 in May 2017. Median price of sold homes was \$295,000 for the month of May 2018, up 15% from May 2017. The Phoenix Central area had 425 new properties under contract in May 2018, up 7% from May 2017.

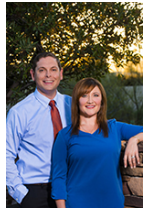
### CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – CENTRAL PHOENIX



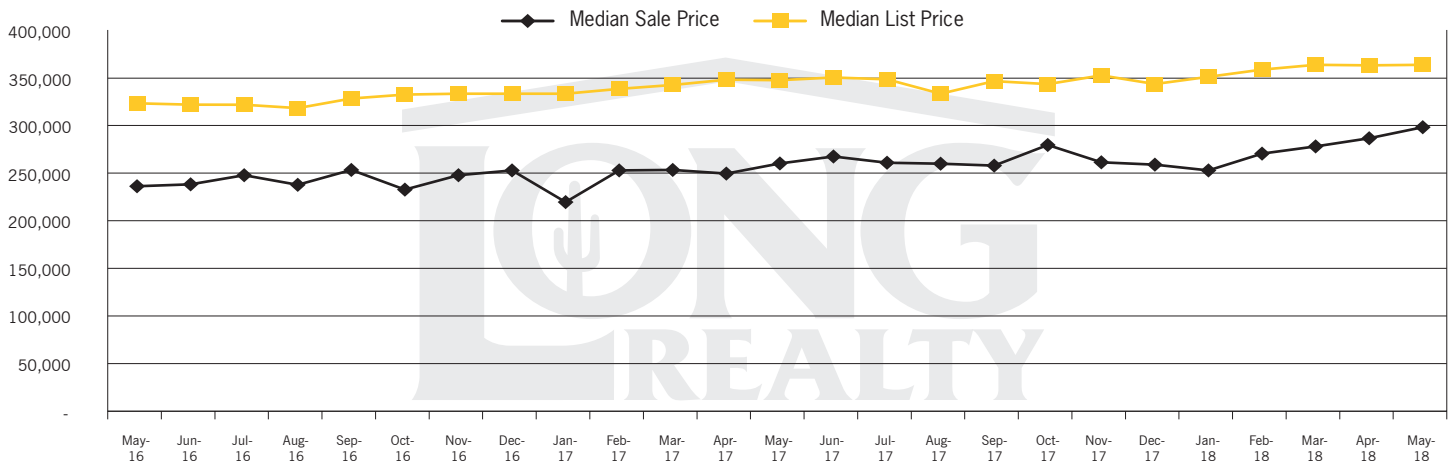
### ACTIVE LISTINGS AND MONTHS OF INVENTORY – CENTRAL PHOENIX



Properties under contract and Home Sales data is based on information obtained from the ARMLS using Brokermetrics software.  
All data obtained 06/05/2018 is believed to be reliable, but not guaranteed.



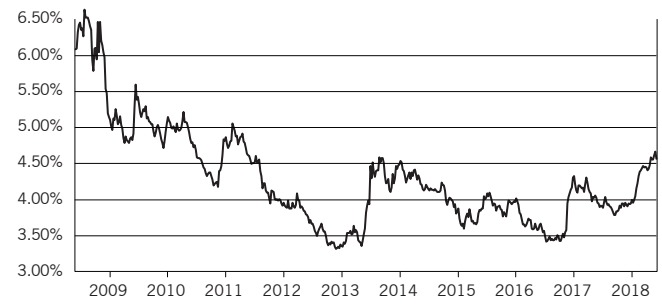
## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – CENTRAL PHOENIX



## 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	\$257,250	4.010%	\$1,168.15
2018	\$295,000	4.580%	\$1,433.34

## 30 YEAR FIXED MORTGAGE RATE

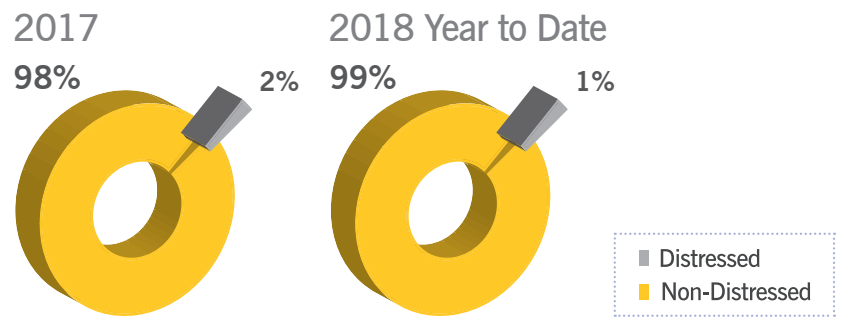


Source: Residential median sales prices. Data obtained 06/05/2018 from ARMLS using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: FreddieMac.com

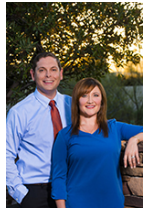
## DISTRESSED VS. NON-DISTRESSED SALES – CENTRAL PHOENIX

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 | June 2018

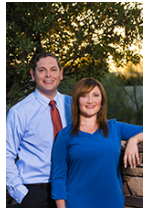
## MARKET CONDITIONS BY PRICE BAND – CENTRAL PHOENIX

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Dec-17	Jan-18	Feb-18	Mar-18	Apr-18	May-18			
\$1 - 49,999	1	0	2	0	2	1	3	0.3	0.2	Seller
\$50,000 - 74,999	1	6	6	4	3	5	2	0.5	0.5	Seller
\$75,000 - 99,999	4	10	7	12	7	7	7	0.6	1.0	Seller
\$100,000 - 124,999	14	13	4	11	10	14	10	1.4	1.2	Seller
\$125,000 - 149,999	24	17	13	19	23	20	24	1.0	1.1	Seller
\$150,000 - 174,999	34	24	9	27	39	29	27	1.3	1.1	Seller
\$175,000 - 199,999	33	25	22	25	28	26	33	1.0	1.2	Seller
\$200,000 - 224,999	41	25	22	21	24	20	29	1.4	1.3	Seller
\$225,000 - 249,999	46	21	18	30	25	26	19	2.4	1.7	Seller
\$250,000 - 274,999	38	18	25	24	21	20	21	1.8	2.0	Seller
\$275,000 - 299,999	50	18	16	27	25	25	39	1.3	2.0	Seller
\$300,000 - 349,999	87	33	19	35	36	44	51	1.7	1.9	Seller
\$350,000 - 399,999	91	22	12	20	26	32	34	2.7	2.9	Seller
\$400,000 - 499,999	135	25	14	37	40	30	46	2.9	3.5	Seller
\$500,000 - 599,999	93	18	5	17	21	26	23	4.0	3.8	Seller
\$600,000 - 699,999	54	14	8	10	10	12	17	3.2	4.0	Seller
\$700,000 - 799,999	47	1	4	9	5	10	6	7.8	6.9	Slightly Buyer
\$800,000 - 899,999	21	4	4	2	10	5	4	5.3	3.9	Seller
\$900,000 - 999,999	29	3	3	1	6	0	2	14.5	11.8	Buyer
\$1,000,000 - and over	60	5	6	3	6	3	7	8.6	12.7	Buyer
<b>TOTAL</b>	<b>903</b>	<b>302</b>	<b>219</b>	<b>334</b>	<b>367</b>	<b>355</b>	<b>404</b>	<b>2.2</b>	<b>2.4</b>	<b>Seller</b>



Statistics based on information obtained from ARMLS and using Brokermetrics software on 06/05/2018.

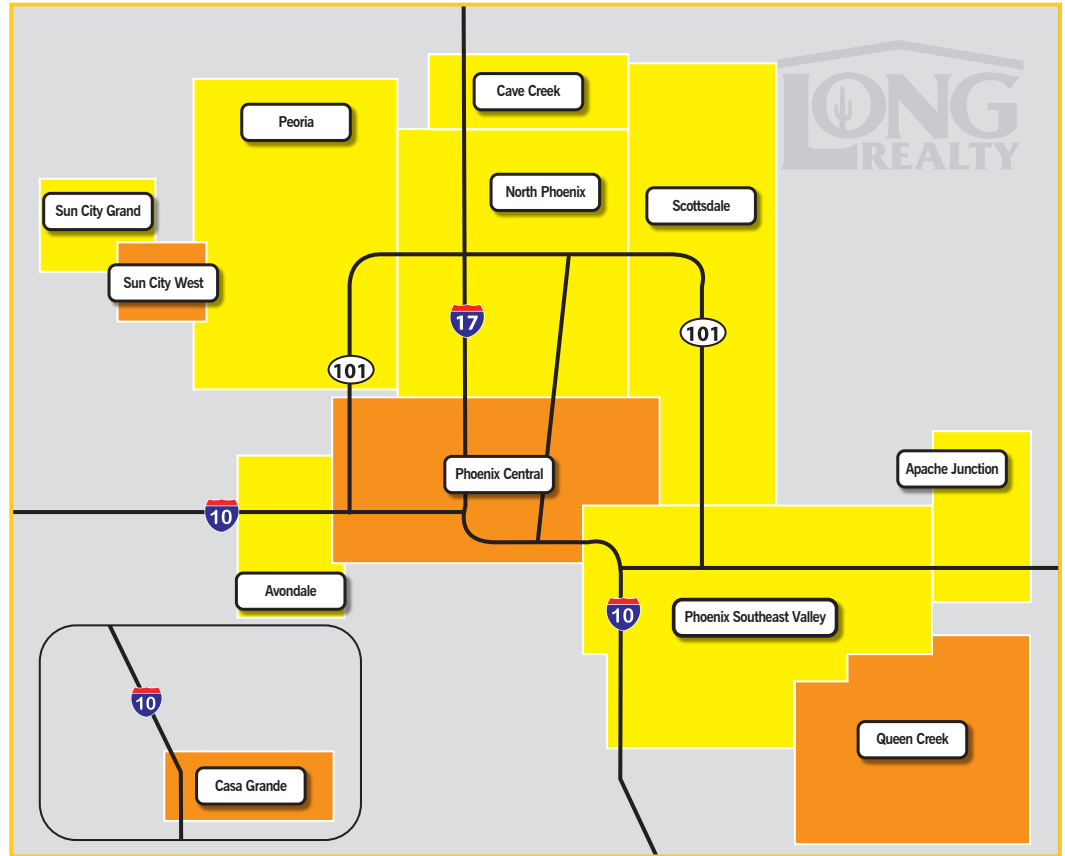
3 month trend in months of inventory is the average of closed sales and active listing data from 03/01/2018 - 05/31/2018. Information is believed to be reliable, but not guaranteed.



## CHANGE IN MEDIAN SALES PRICE BY AREA

MAR 2017-MAY 2017 TO  
MAR 2018-MAY 2018

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



## PHOENIX LUXURY

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

Data obtained 06/05/2018 from ARMLS using BrokerMetrics software for closed residential sales volume \$800,000 and above and deemed to be correct.

**CLOSED UNITS JAN - MAY** ↗ 32.0%



**UNDER CONTRACT JAN - MAY** ↗ 29.9%



**MONTHS OF INVENTORY** ↘ 10.6%



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.