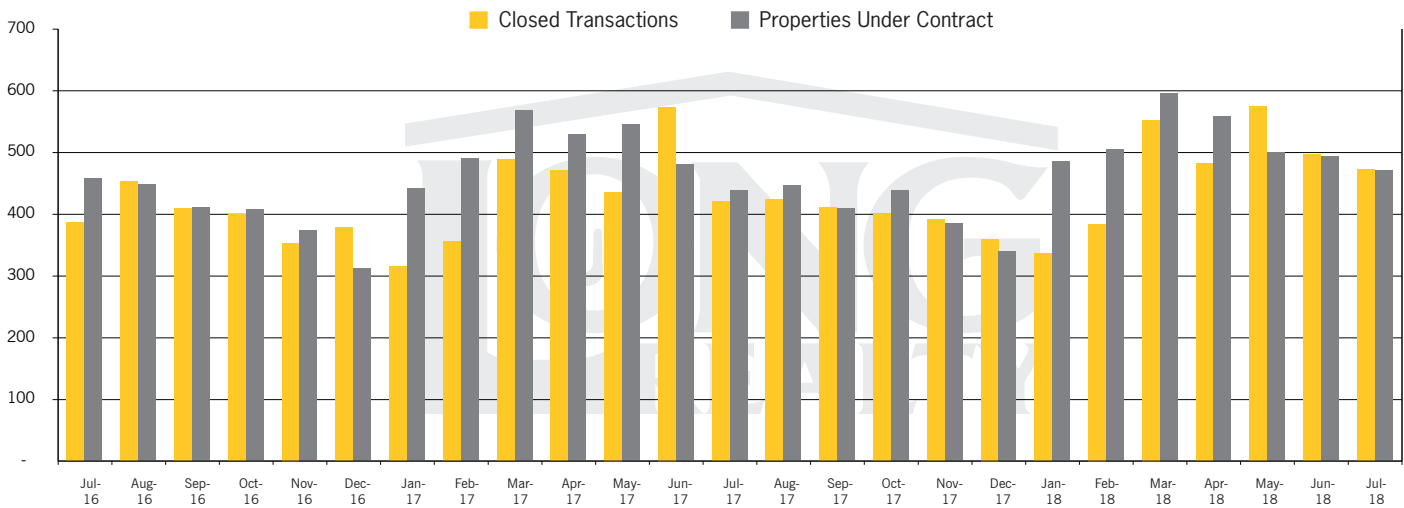


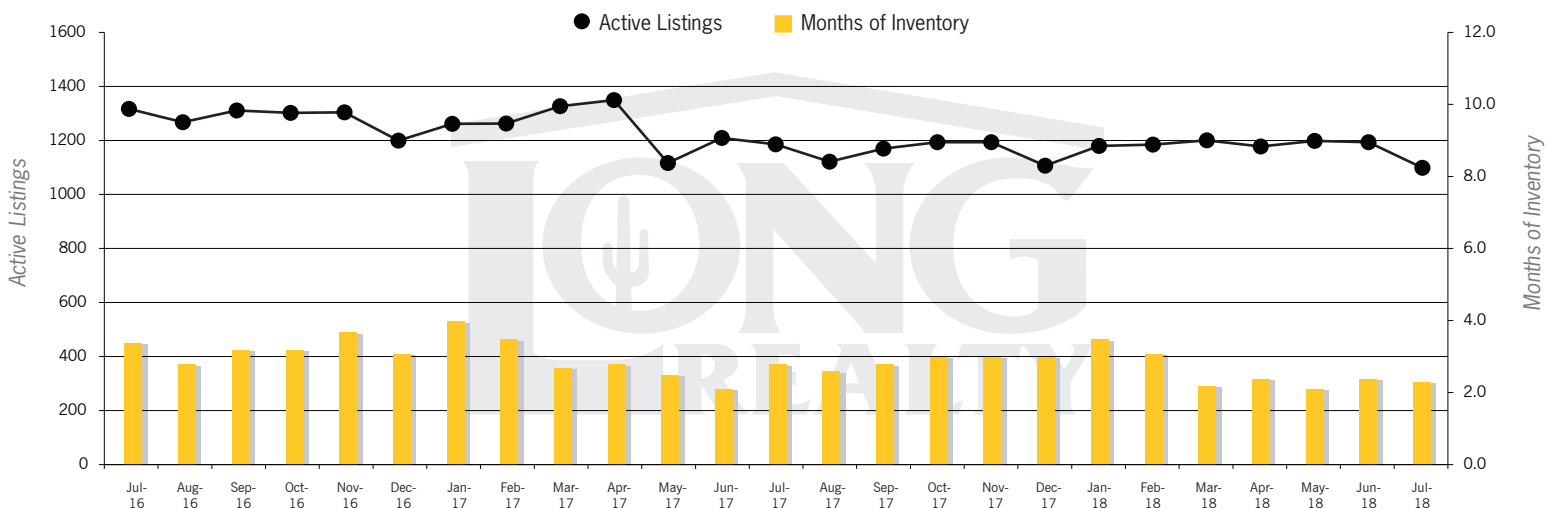
## Phoenix North | August 2018

In the Phoenix North area, July 2018 active inventory was 1,093, a 7% decrease from July 2017. There were 474 closings in July 2018, a 12% increase from July 2017. Year-to-date 2018 there were 3,316 closings, a 5% increase from year-to-date 2017. Months of Inventory was 2.3, down from 2.8 in July 2017. Median price of sold homes was \$323,500 for the month of July 2018, up 4% from July 2017. The Phoenix North area had 473 new properties under contract in July 2018, up 44 from July 2017.

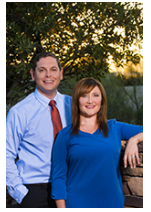
### CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – PHOENIX NORTH



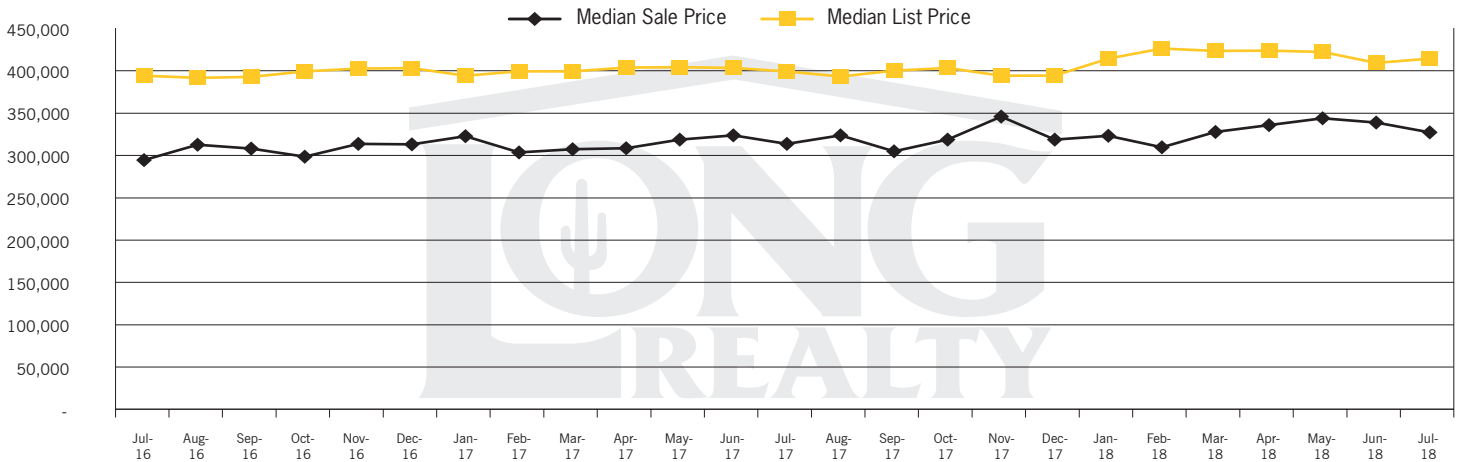
### ACTIVE LISTINGS AND MONTHS OF INVENTORY – PHOENIX NORTH



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 NORTH



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

Year	Median Price	Int. Rate	MO. Payment
2006	\$330,000	6.140%	\$1,907.90
2017	\$310,000	4.000%	\$1,405.99
2018	\$323,500	4.750%	\$1,603.15

## 30 YEAR FIXED MORTGAGE RATE

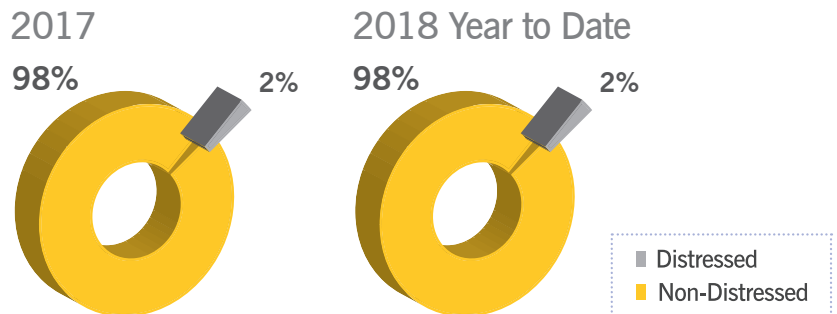


Source: Residential median sales prices. Data obtained 08/03/2018 from ARMLS using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: FreddieMac.com

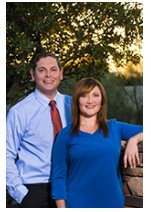
## DISTRESSED VS. NON-DISTRESSED SALES – PHOENIX NORTH

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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Phoenix North | August 2018

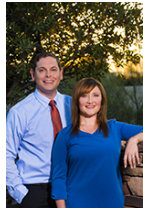
## MARKET CONDITIONS BY PRICE BAND – PHOENIX NORTH

	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	2	0	0	0	1	1	0	n/a	1.5	Seller
\$50,000 - 74,999	0	1	3	2	0	0	2	0.0	0.0	Seller
\$75,000 - 99,999	3	0	5	1	2	1	0	n/a	1.7	Seller
\$100,000 - 124,999	2	0	3	1	3	1	3	0.7	1.6	Seller
\$125,000 - 149,999	6	12	11	8	14	14	12	0.5	0.5	Seller
\$150,000 - 174,999	6	9	12	9	8	8	9	0.7	1.0	Seller
\$175,000 - 199,999	13	13	18	15	17	17	15	0.9	0.7	Seller
\$200,000 - 224,999	19	32	37	37	28	34	26	0.7	0.8	Seller
\$225,000 - 249,999	45	42	55	33	51	28	37	1.2	1.0	Seller
\$250,000 - 274,999	51	31	48	44	36	43	40	1.3	1.2	Seller
\$275,000 - 299,999	74	38	43	36	48	49	46	1.6	1.5	Seller
\$300,000 - 349,999	117	62	90	78	95	72	86	1.4	1.5	Seller
\$350,000 - 399,999	138	45	69	54	77	66	62	2.2	2.2	Seller
\$400,000 - 499,999	202	47	74	76	92	73	53	3.8	2.8	Seller
\$500,000 - 599,999	141	22	44	48	50	43	34	4.1	3.5	Seller
\$600,000 - 699,999	84	11	19	11	28	24	20	4.2	4.3	Slightly Seller
\$700,000 - 799,999	52	9	11	14	16	10	12	4.3	4.5	Slightly Seller
\$800,000 - 899,999	35	3	3	6	3	3	10	3.5	7.3	Slightly Buyer
\$900,000 - 999,999	23	1	5	5	2	3	0	n/a	15.8	Buyer
\$1,000,000 - and over	80	4	7	6	9	8	7	11.4	11.3	Buyer
<b>TOTAL</b>	<b>1,093</b>	<b>382</b>	<b>557</b>	<b>484</b>	<b>580</b>	<b>498</b>	<b>474</b>	<b>2.3</b>	<b>2.3</b>	<b>Seller</b>



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

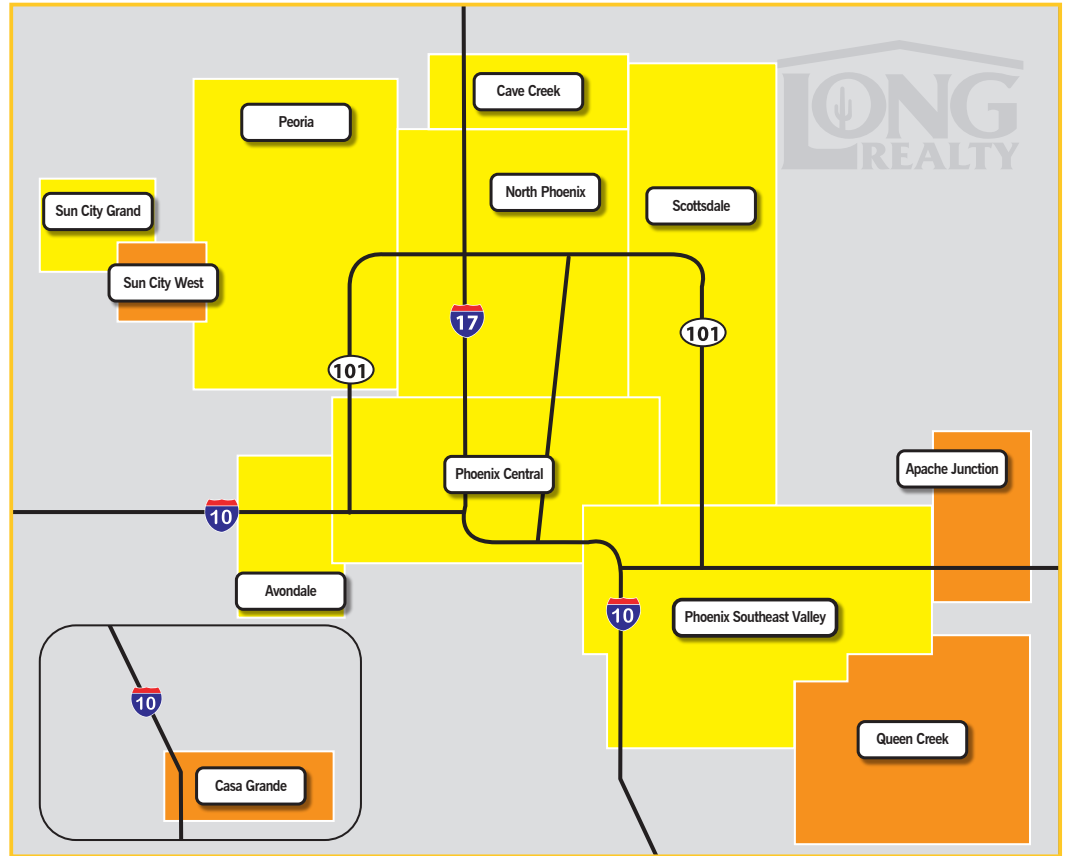
3 month trend in months of inventory is the average of closed sales and active listing data from 05/01/2018-07/31/2018. Information is believed to be reliable, but not guaranteed.



## 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 North Housing Report is comprised of data for residential properties in the zip codes 85024, 85027, 85050, 85054, 85085, 85086, 85087, 85331 & 85377. 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.