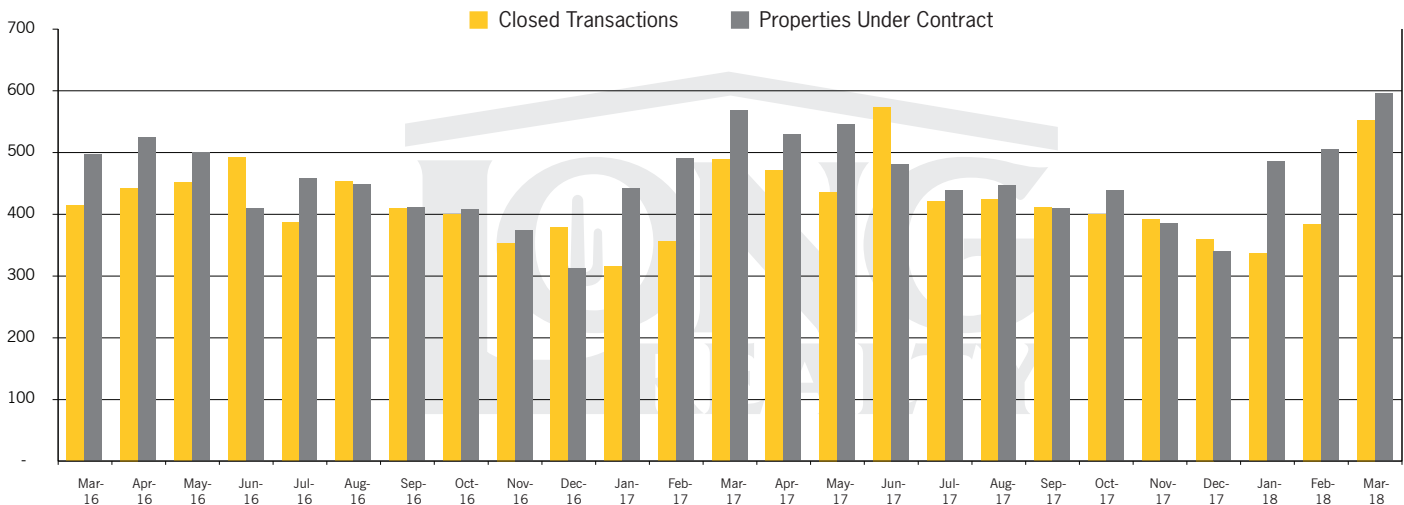


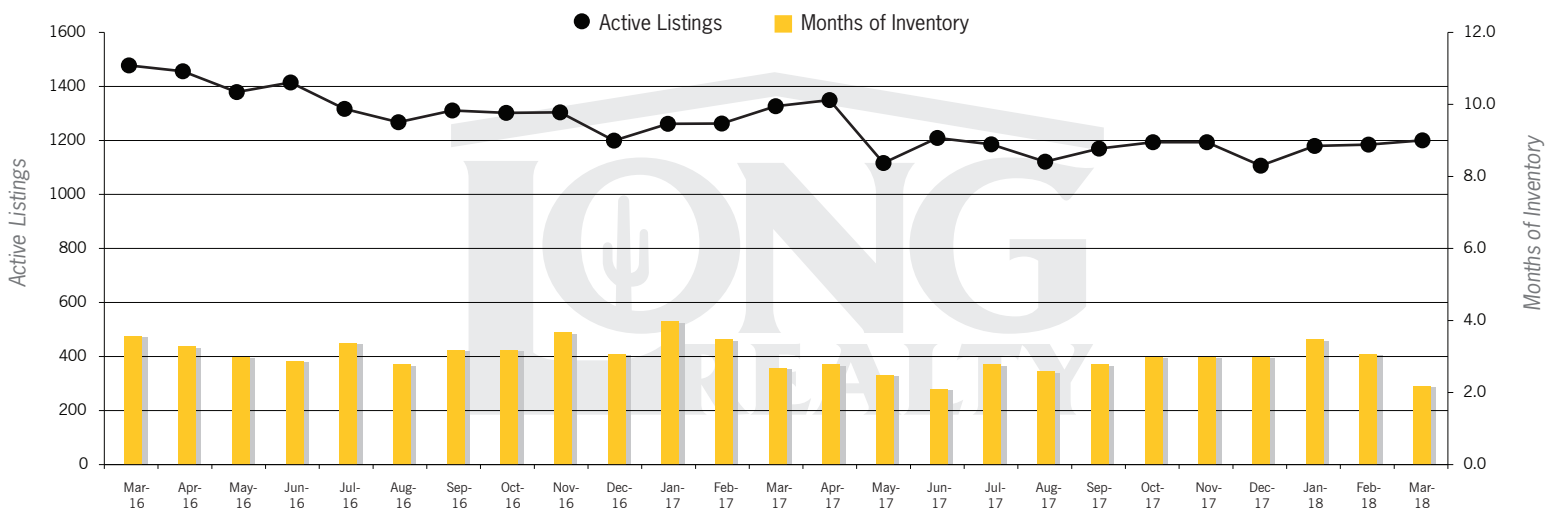
## Phoenix North | April 2018

In the Phoenix North area, March 2018 active inventory was 1,196, a 10% decrease from March 2017. There were 555 closings in March 2018, a 13% increase from March 2017. Year-to-date 2018 there were 1,278 closings, a 9% increase from year-to-date 2017. Months of Inventory was 2.2, down from 2.7 in March 2017. Median price of sold homes was \$324,000 for the month of March 2018, up 7% from March 2017. The Phoenix North area had 599 new properties under contract in March 2018, up 44 from March 2017.

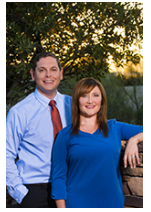
### CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – PHOENIX NORTH



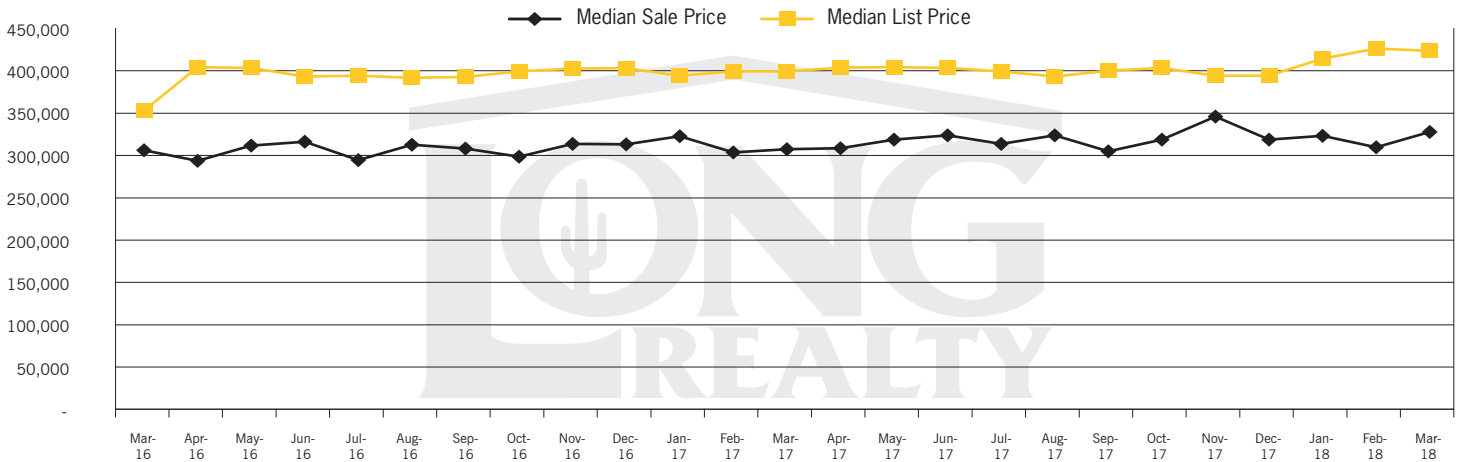
### ACTIVE LISTINGS AND MONTHS OF INVENTORY – PHOENIX NORTH



Properties under contract and Home Sales data is based on information obtained from the ARMLS using Brokermetrics software.  
All data obtained 04/04/2018 is believed to be reliable, but not guaranteed.



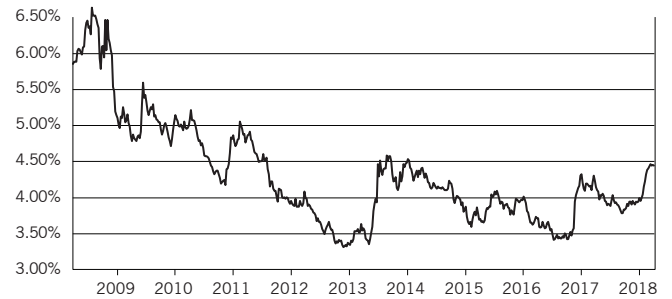
## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – PHOENIX NORTH



## 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	\$303,750	4.250%	\$1,419.55
2018	\$324,000	4.625%	\$1,582.52

## 30 YEAR FIXED MORTGAGE RATE

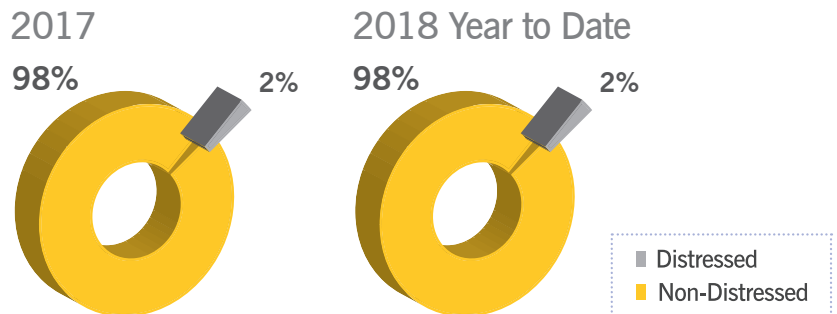


Source: Residential median sales prices. Data obtained 04/04/2018 from ARMLS using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: FreddieMac.com

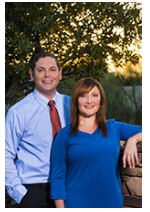
## DISTRESSED VS. NON-DISTRESSED SALES – PHOENIX NORTH

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 | April 2018

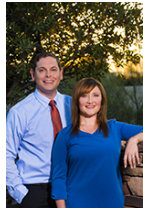
## MARKET CONDITIONS BY PRICE BAND – PHOENIX NORTH

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Oct-17	Nov-17	Dec-17	Jan-18	Feb-18	Mar-18			
\$1 - 49,999	0	0	1	0	1	0	0	n/a	4.0	Seller
\$50,000 - 74,999	0	0	1	0	0	1	3	0.0	1.0	Seller
\$75,000 - 99,999	2	3	4	2	2	0	5	0.4	0.7	Seller
\$100,000 - 124,999	2	6	3	2	0	0	3	0.7	2.0	Seller
\$125,000 - 149,999	8	8	6	9	6	12	11	0.7	0.7	Seller
\$150,000 - 174,999	8	7	5	9	7	9	13	0.6	1.0	Seller
\$175,000 - 199,999	17	18	15	9	13	12	18	0.9	1.2	Seller
\$200,000 - 224,999	26	25	20	24	28	33	36	0.7	0.9	Seller
\$225,000 - 249,999	36	32	39	41	22	42	55	0.7	1.0	Seller
\$250,000 - 274,999	32	52	27	39	28	31	48	0.7	1.0	Seller
\$275,000 - 299,999	71	29	37	29	36	38	42	1.7	1.8	Seller
\$300,000 - 349,999	129	60	47	48	61	62	90	1.4	1.7	Seller
\$350,000 - 399,999	131	47	40	44	26	45	69	1.9	2.8	Seller
\$400,000 - 499,999	181	59	69	50	48	47	73	2.5	3.3	Seller
\$500,000 - 599,999	158	29	29	23	31	22	44	3.6	4.6	Slightly Seller
\$600,000 - 699,999	125	12	25	12	12	11	19	6.6	8.5	Buyer
\$700,000 - 799,999	71	5	14	9	7	9	11	6.5	7.0	Slightly Buyer
\$800,000 - 899,999	40	5	6	1	7	3	3	13.3	10.2	Buyer
\$900,000 - 999,999	31	4	1	3	2	1	5	6.2	10.9	Buyer
\$1,000,000 - and over	128	3	6	7	4	4	7	18.3	26.1	Buyer
<b>TOTAL</b>	<b>1,196</b>	<b>404</b>	<b>395</b>	<b>361</b>	<b>341</b>	<b>382</b>	<b>555</b>	<b>2.2</b>	<b>2.7</b>	<b>Seller</b>



Statistics based on information obtained from ARMLS and using Brokermetrics software on 04/04/2018.

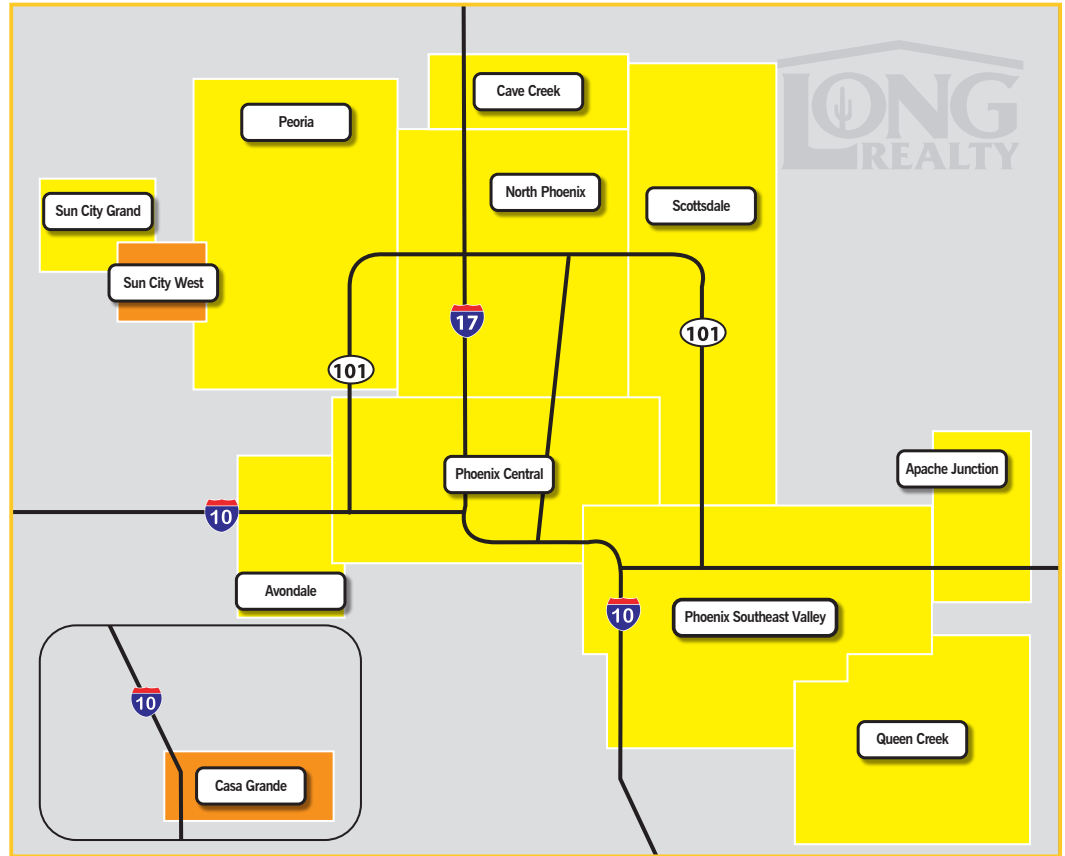
3 month trend in months of inventory is the average of closed sales and active listing data from 01/01/2018 - 03/31/2018. Information is believed to be reliable, but not guaranteed.



## CHANGE IN MEDIAN SALES PRICE BY AREA

JAN 2017-MAR 2017 TO  
 JAN 2018-MAR 2018

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



## PHOENIX LUXURY

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

Data obtained 04/04/2018 from ARMLS using BrokerMetrics software for closed residential sales volume \$800,000 and above and deemed to be correct.

CLOSED UNITS JAN - MAR  35.2%



UNDER CONTRACT JAN - MAR  37.0%



MONTHS OF INVENTORY  32.7%



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.