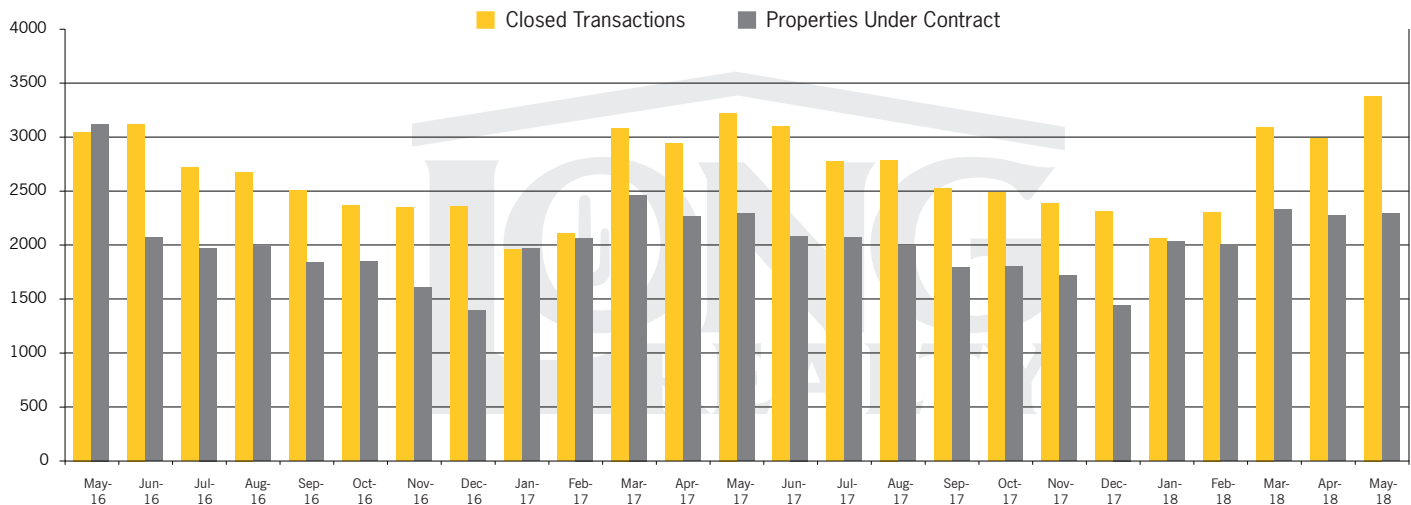


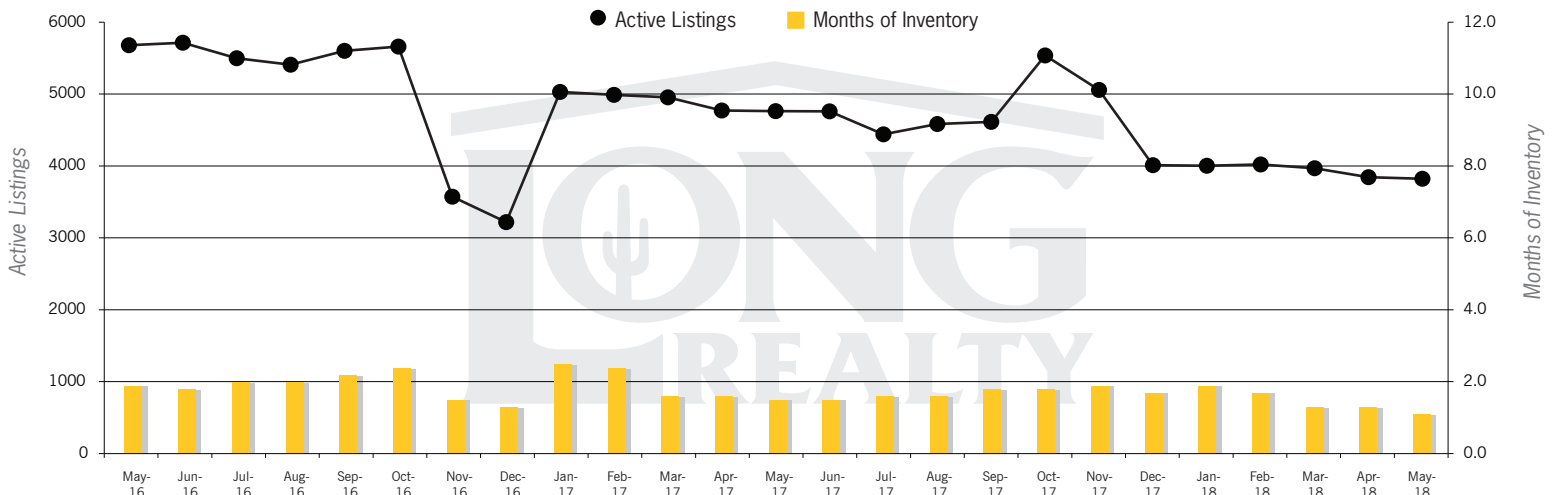
Phoenix Southeast Valley | June 2018

In the Phoenix Southeast Valley area, May 2018 active inventory was 3,790, a 20% decrease from May 2017. There were 3,394 closings in May 2018, a 5% increase from May 2017. Year-to-date 2018 there were 13,883 closings, a 4% increase from year-to-date 2017. Months of Inventory was 1.1, down from 1.5 in May 2017. Median price of sold homes was \$293,000 for the month of May 2018, up 9% from May 2017. The Phoenix Southeast Valley area had 2,300 new properties under contract in May 2018, virtually unchanged from May 2017.

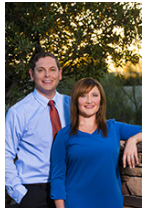
CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – PHOENIX SOUTHEAST VALLEY



ACTIVE LISTINGS AND MONTHS OF INVENTORY – PHOENIX SOUTHEAST VALLEY

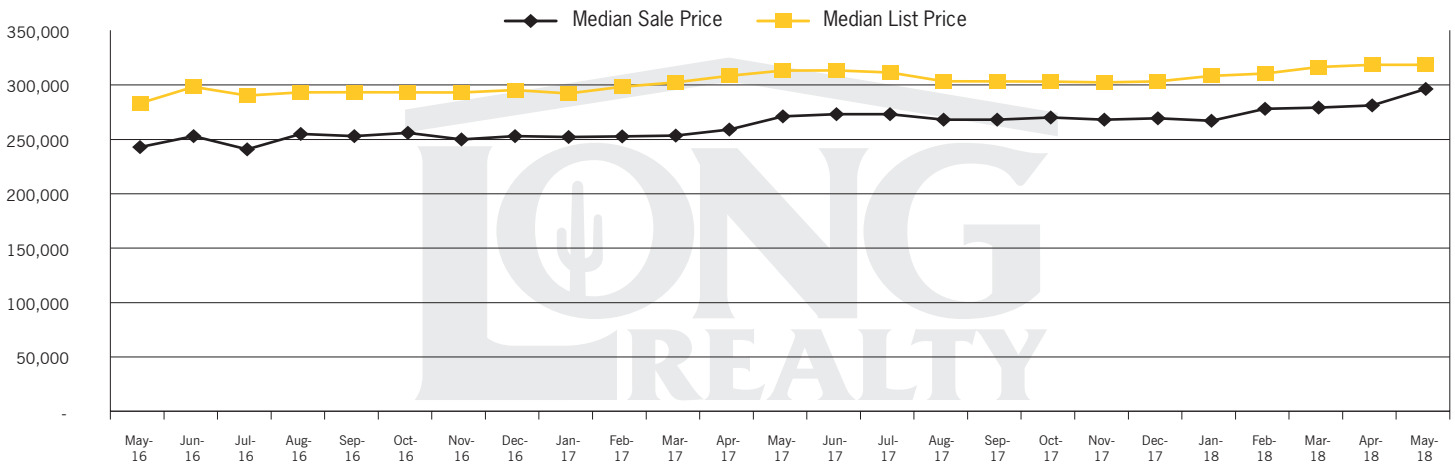


Properties under contract and Home Sales data is based on information obtained from the ARMLS using Brokermetrics software.
All data obtained 06/05/2018 is believed to be reliable, but not guaranteed.



Phoenix Southeast Valley | June 2018

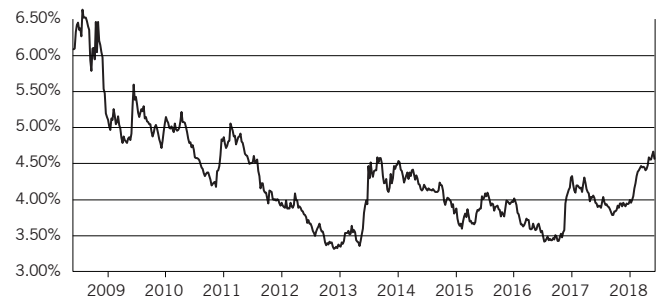
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – PHOENIX SOUTHEAST VALLEY



MONTHLY PAYMENT ON A MEDIAN PRICED HOME – PHOENIX SOUTHEAST VALLEY

Year	Median Price	Int. Rate	MO. Payment
2006	\$270,000	6.140%	\$1,561.01
2017	\$268,000	4.010%	\$1,216.97
2018	\$293,000	4.580%	\$1,423.62

30 YEAR FIXED MORTGAGE RATE

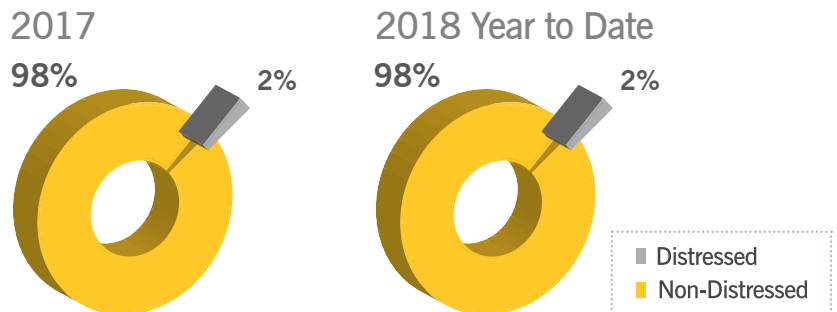


Source: Residential median sales prices. Data obtained 06/05/2018 from ARMLS using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: FreddieMac.com

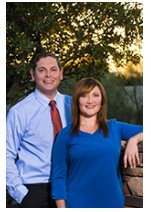
DISTRESSED VS. NON-DISTRESSED SALES – PHOENIX SOUTHEAST VALLEY

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



John and Megan Billings | (520) 247-4459
 John@TheBillingsTucson.com | www.TheBillingsTucson.com

Phoenix Southeast Valley | June 2018

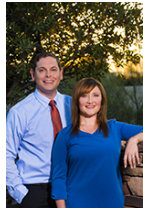
MARKET CONDITIONS BY PRICE BAND – PHOENIX SOUTHEAST VALLEY

	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	19	8	9	8	13	11	6	3.2	2.4	Seller
\$50,000 - 74,999	57	11	20	26	33	27	15	3.8	2.3	Seller
\$75,000 - 99,999	54	22	26	29	46	31	35	1.5	1.7	Seller
\$100,000 - 124,999	42	54	41	50	53	54	41	1.0	1.0	Seller
\$125,000 - 149,999	74	74	63	70	98	80	112	0.7	0.8	Seller
\$150,000 - 174,999	75	178	128	136	175	152	150	0.5	0.5	Seller
\$175,000 - 199,999	141	195	179	196	250	235	262	0.5	0.6	Seller
\$200,000 - 224,999	202	236	216	230	261	291	293	0.7	0.7	Seller
\$225,000 - 249,999	286	270	266	249	359	369	340	0.8	0.8	Seller
\$250,000 - 274,999	273	257	218	247	367	330	351	0.8	0.8	Seller
\$275,000 - 299,999	317	221	186	254	315	290	339	0.9	1.0	Seller
\$300,000 - 349,999	446	279	270	291	444	355	508	0.9	1.1	Seller
\$350,000 - 399,999	409	191	154	197	253	272	324	1.3	1.4	Seller
\$400,000 - 499,999	525	204	176	219	258	273	364	1.4	1.8	Seller
\$500,000 - 599,999	290	54	56	65	107	108	128	2.3	2.3	Seller
\$600,000 - 699,999	171	28	31	26	37	58	54	3.2	3.6	Seller
\$700,000 - 799,999	94	19	15	15	22	26	32	2.9	3.6	Seller
\$800,000 - 899,999	65	7	6	3	10	14	11	5.9	5.4	Balanced
\$900,000 - 999,999	48	2	2	3	7	11	10	4.8	5.1	Balanced
\$1,000,000 - and over	202	10	10	9	12	14	19	10.6	13.4	Buyer
TOTAL	3,790	2,320	2,072	2,323	3,120	3,001	3,394	1.1	1.2	Seller



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.

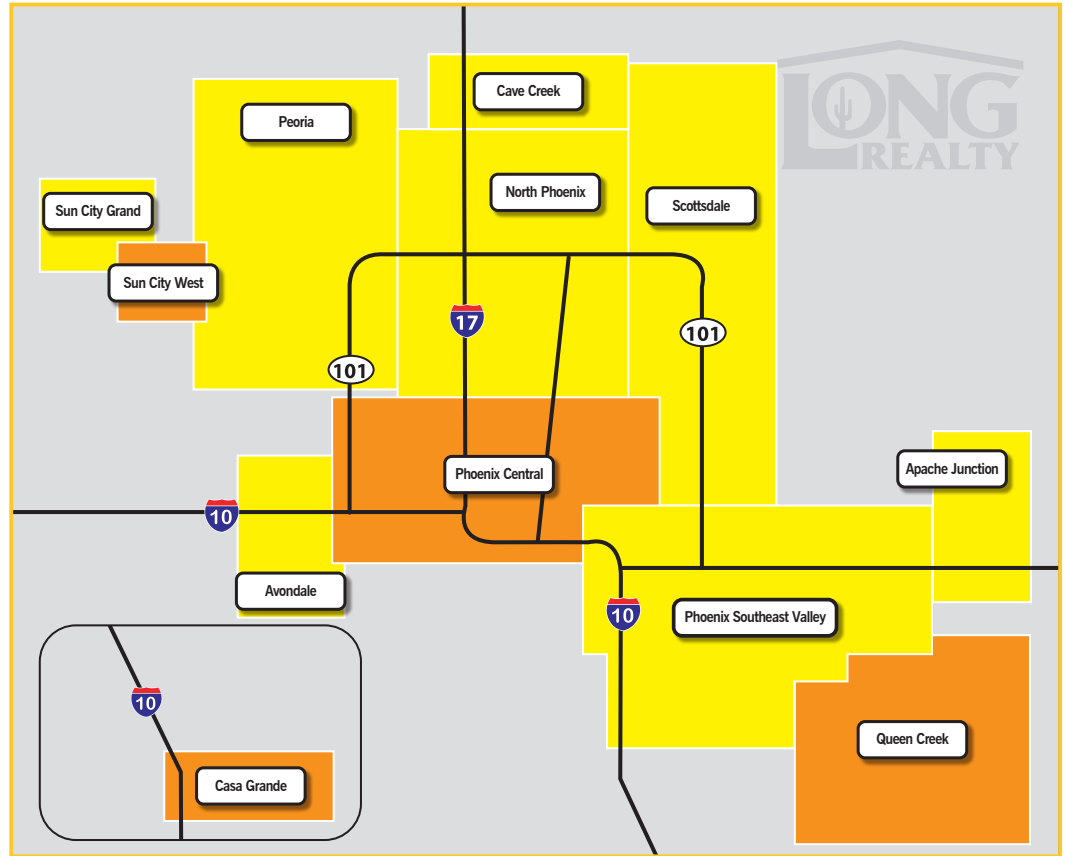


Phoenix Southeast Valley | June 2018

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 Southeast Valley Housing Report is comprised of data for residential properties in the zip codes of 85040, 85042, 85044, 85045, 85048, 85118, 85119, 85120, 85140, 85142, 85143, 85201, 85202, 85203, 85204, 85205, 85206, 85207, 85208, 85209, 85210, 85211, 85212, 85213, 85216, 85224, 85225, 85226, 85233, 85234, 85248, 85249, 85257, 85275, 85281, 85282, 85283, 85284, 85286, 85295, 85296, 85297, and 85298. 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.

These statistics are based on information obtained from the ARMLS on 06/05/2018. Information is believed to be reliable, but not guaranteed.