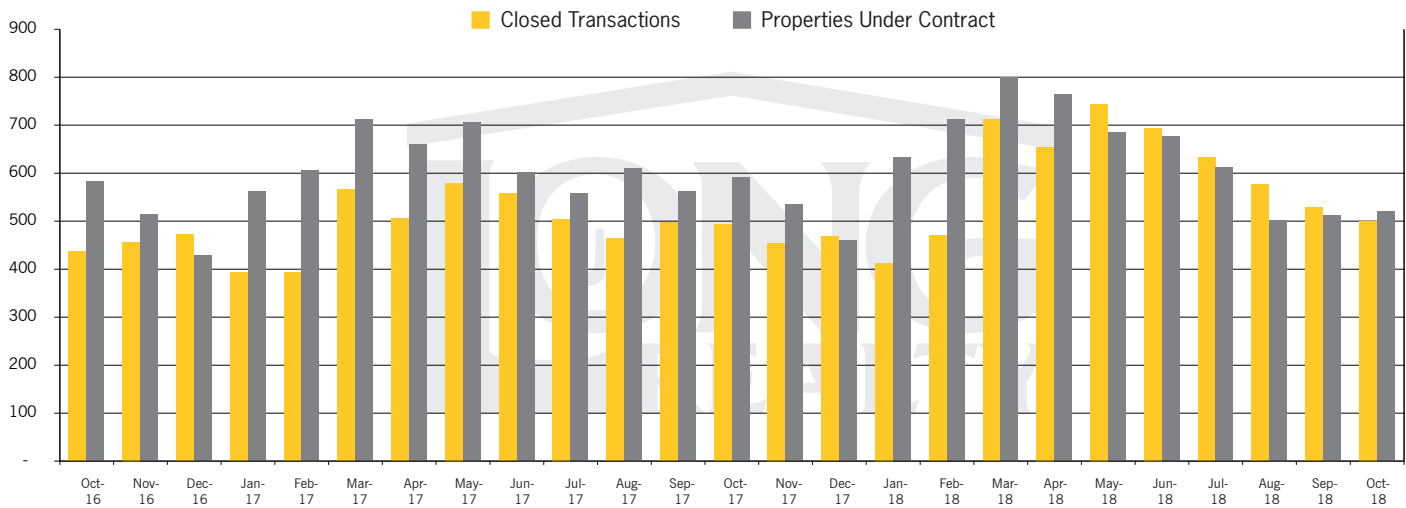


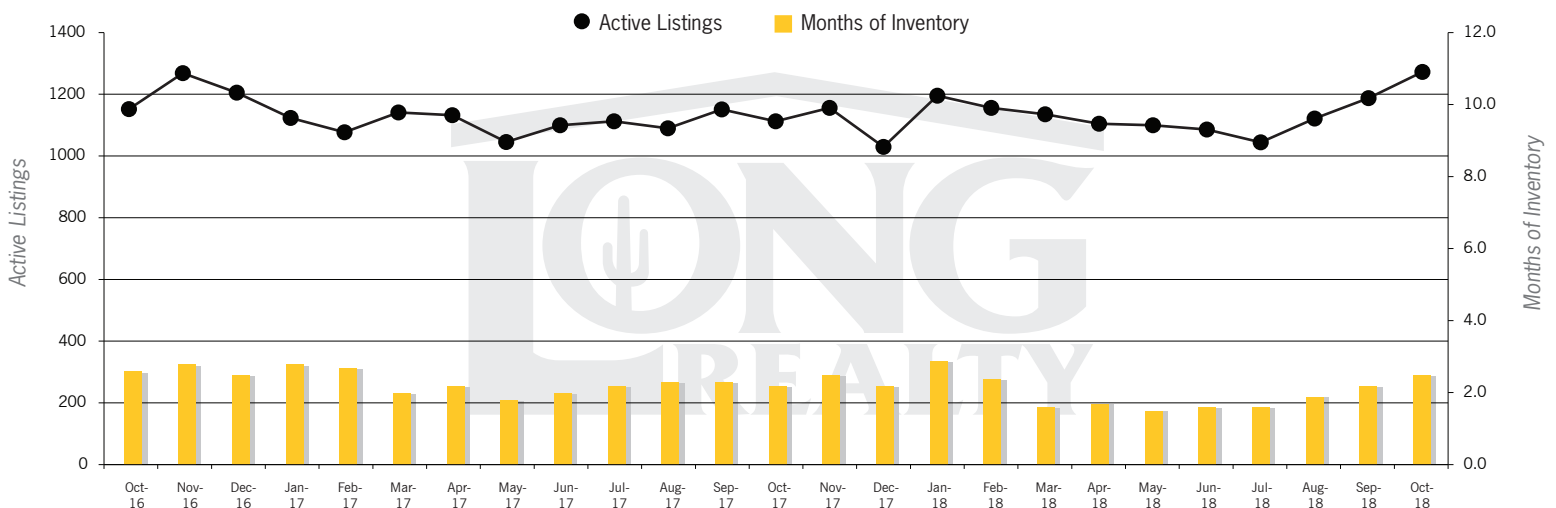
Phoenix Southwest Valley | November 2018

In the Phoenix Southwest Valley area, October 2018 active inventory was 1,271, a 15% increase from October 2017. There were 502 closings in October 2018, a 1% increase from October 2017. Year-to-date 2018 there were 5,991 closings, a 7% increase from year-to-date 2017. Months of Inventory was 2.5, up from 2.2 in October 2017. Median price of sold homes was \$253,995 for the month of October 2018, up 10% from October 2017. The Phoenix Southwest Valley area had 523 new properties under contract in October 2018, down 12% from October 2017.

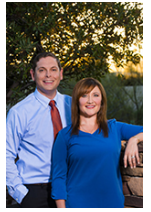
CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – PHOENIX SOUTHWEST VALLEY



ACTIVE LISTINGS AND MONTHS OF INVENTORY – PHOENIX SOUTHWEST VALLEY

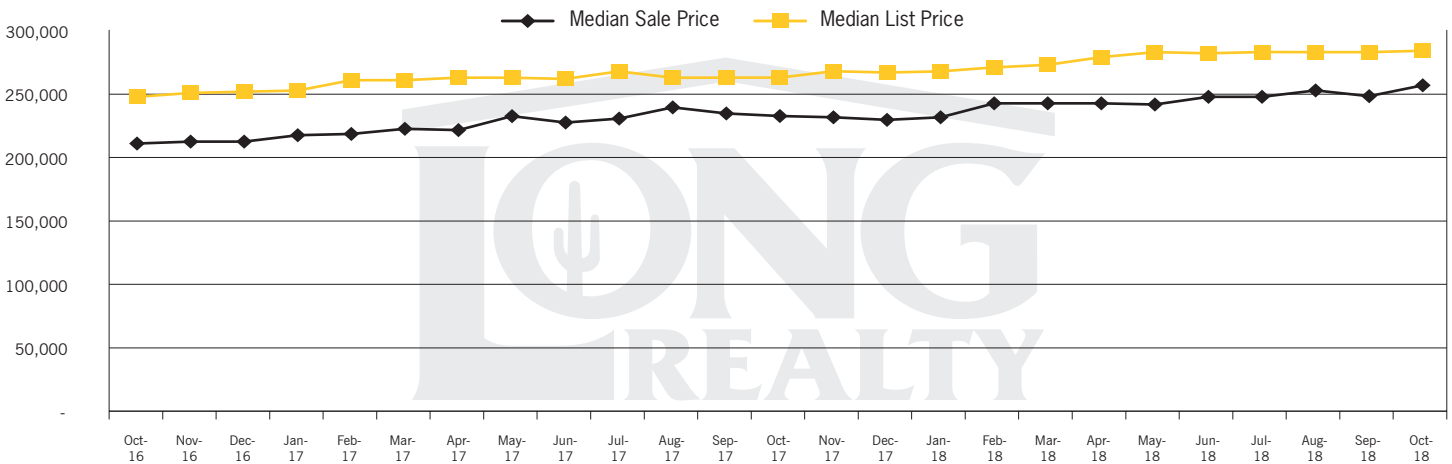


Properties under contract and Home Sales data is based on information obtained from the ARMLS using Brokermetrics software.
All data obtained 11/05/2018 is believed to be reliable, but not guaranteed.



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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – PHOENIX SOUTHWEST VALLEY



MONTHLY PAYMENT ON A MEDIAN PRICED HOME – PHOENIX SOUTHWEST VALLEY

Year	Median Price	Int. Rate	MO. Payment
2006	\$269,318	6.140%	\$1,557.07
2017	\$230,000	4.250%	\$1,074.89
2018	\$253,995	5.125%	\$1,313.82

30 YEAR FIXED MORTGAGE RATE

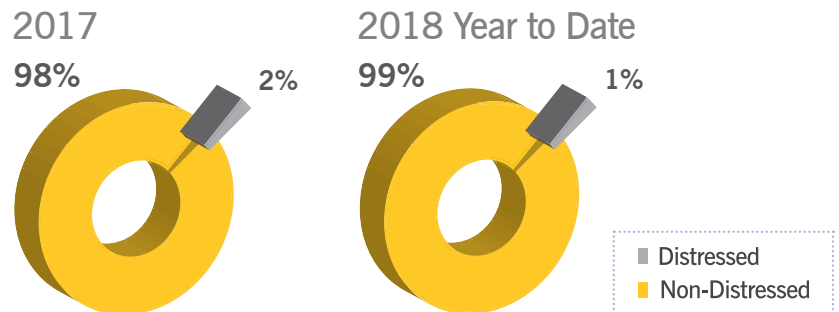


Source: Residential median sales prices. Data obtained 11/05/2018 from ARMLS using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: FreddieMac.com

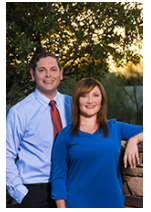
DISTRESSED VS. NON-DISTRESSED SALES – PHOENIX SOUTHWEST VALLEY

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 | thebillingtucson.longrealty.com

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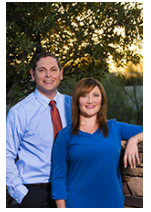
MARKET CONDITIONS BY PRICE BAND – PHOENIX SOUTHWEST VALLEY

	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	0	1	0	0	2	1	0.0	0.7	Seller
\$50,000 - 74,999	0	3	0	4	0	1	2	0.0	0.3	Seller
\$75,000 - 99,999	1	1	0	1	1	2	1	3.0	1.0	Seller
\$100,000 - 124,999	0	3	1	2	0	0	2	0.5	3.0	Seller
\$125,000 - 149,999	2	9	11	5	6	7	4	1.0	0.6	Seller
\$150,000 - 174,999	7	16	18	15	15	8	7	0.7	1.0	Seller
\$175,000 - 199,999	49	120	79	83	52	61	42	1.3	1.0	Seller
\$200,000 - 224,999	149	143	137	131	111	103	87	2.1	1.3	Seller
\$225,000 - 249,999	181	129	120	88	102	97	100	3.4	1.7	Seller
\$250,000 - 274,999	139	89	70	68	65	60	61	3.3	2.2	Seller
\$275,000 - 299,999	128	57	59	54	60	41	45	3.2	2.7	Seller
\$300,000 - 349,999	224	62	87	99	57	70	57	4.1	3.2	Seller
\$350,000 - 399,999	138	59	52	37	50	45	42	4.5	2.7	Seller
\$400,000 - 499,999	142	43	43	39	44	24	41	6.3	3.7	Seller
\$500,000 - 599,999	51	8	19	4	9	8	7	6.9	6.3	Balanced
\$600,000 - 699,999	22	5	4	8	5	3	2	9.5	5.8	Balanced
\$700,000 - 799,999	12	1	1	2	1	1	0	3.0	19.5	Buyer
\$800,000 - 899,999	9	0	1	0	0	0	1	n/a	22.0	Buyer
\$900,000 - 999,999	3	0	1	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	14	0	0	0	1	0	0	13.0	36.0	Buyer
TOTAL	1,271	748	704	640	579	533	502	2.5	2.2	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.

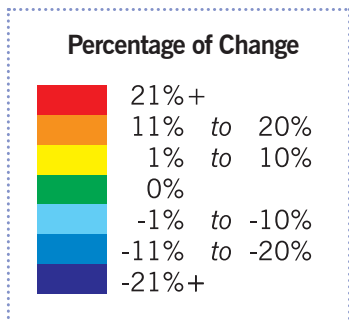
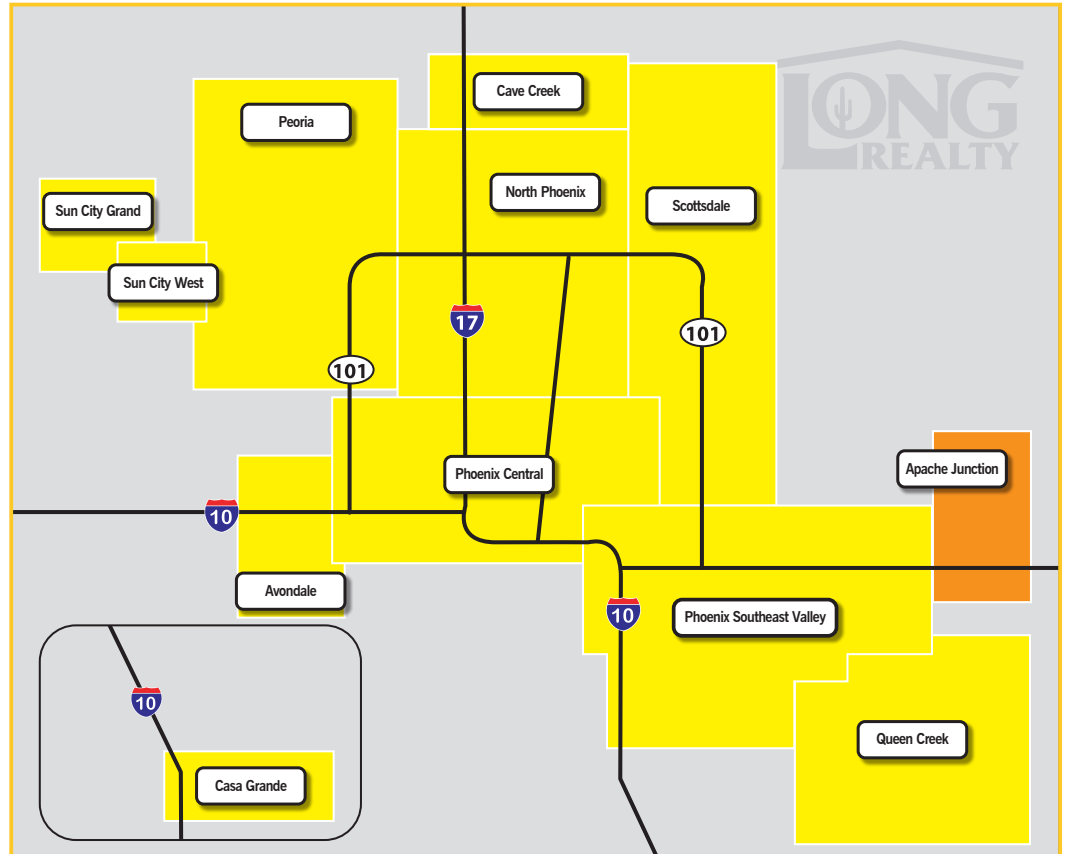


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CHANGE IN MEDIAN SALES PRICE BY AREA

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 Southwest Valley Housing Report is comprised of data for residential properties in the cities of Avondale, Buckeye, Goodyear & Litchfield Park. 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 11/05/2018. Information is believed to be reliable, but not guaranteed.