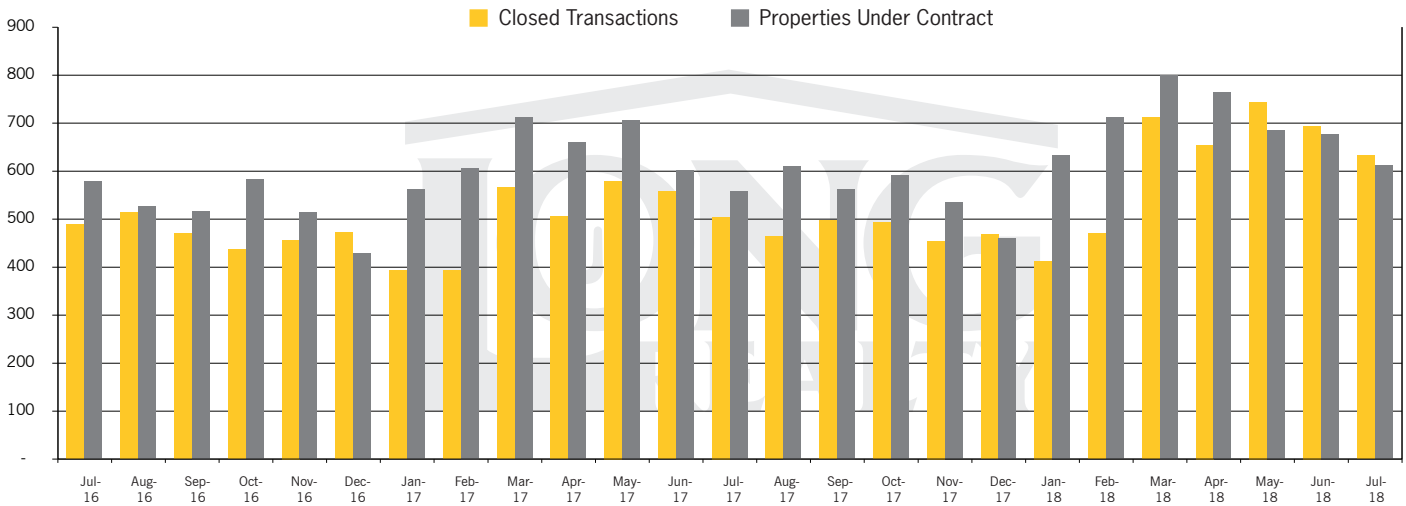




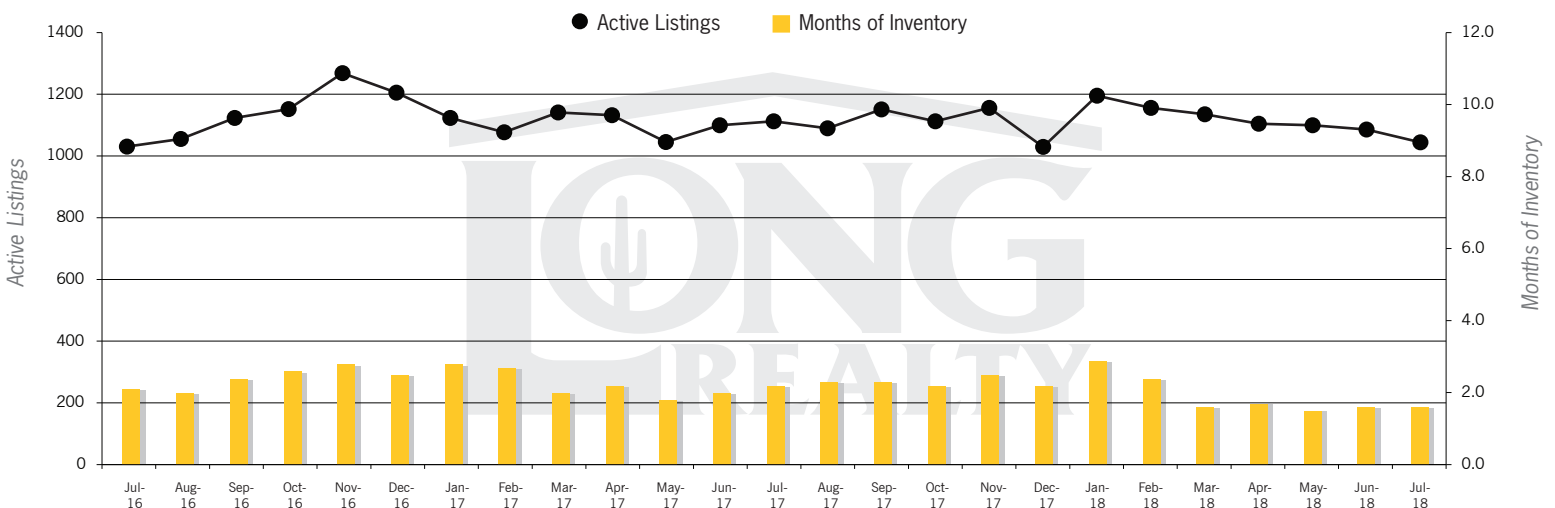
Phoenix Southwest Valley | August 2018

In the Phoenix Southwest Valley area, July 2018 active inventory was 1,040, a 6% decrease from July 2017. There were 635 closings in July 2018, a 25% increase from July 2017. Year-to-date 2018 there were 4,368 closings, a 10% increase from year-to-date 2017. Months of Inventory was 1.6, down from 2.2 in July 2017. Median price of sold homes was \$245,000 for the month of July 2018, up 8% from July 2017. The Phoenix Southwest Valley area had 614 new properties under contract in July 2018, up 9% from July 2017.

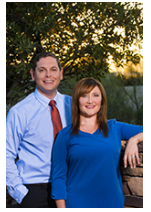
CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – PHOENIX SOUTHWEST VALLEY



ACTIVE LISTINGS AND MONTHS OF INVENTORY – PHOENIX SOUTHWEST VALLEY

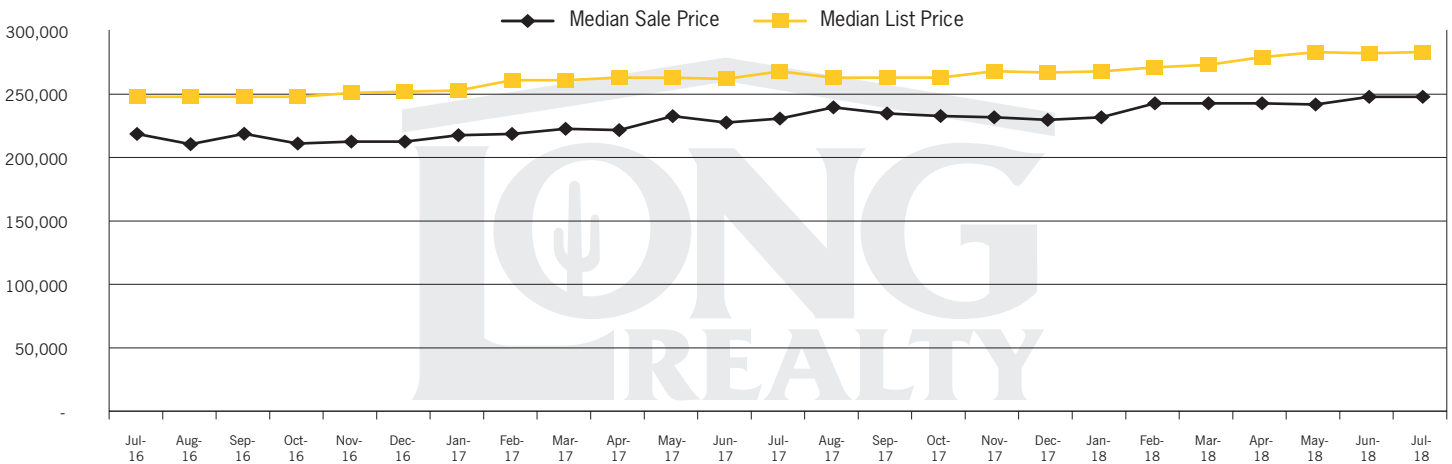


Properties under contract and Home Sales data is based on information obtained from the ARMLS using Brokermetrics software.
All data obtained 08/03/2018 is believed to be reliable, but not guaranteed.



Phoenix Southwest Valley | August 2018

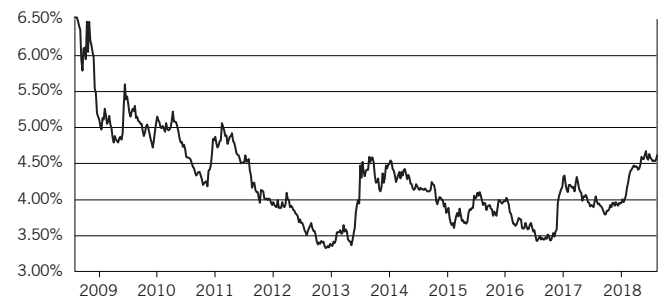
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – PHOENIX SOUTHWEST VALLEY



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	\$228,000	4.000%	\$1,034.08
2018	\$245,000	4.750%	\$1,214.13

30 YEAR FIXED MORTGAGE RATE

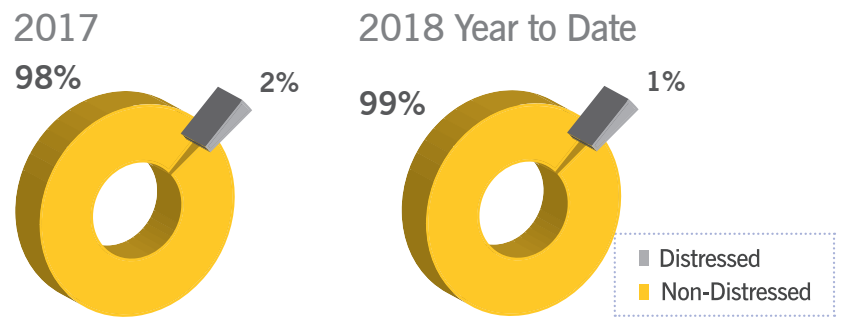


Source: Residential median sales prices. Data obtained 08/03/2018 from ARMLS using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: FreddieMac.com

DISTRESSED VS. NON-DISTRESSED SALES – PHOENIX SOUTHWEST VALLEY

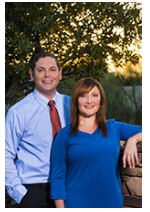
The percentage of property sales that are distressed, meaning bank owned or short sales, for the current year as compared to the same time period last year. A lower percentage of distressed sales can lead to improving market conditions.



Distressed sales and market performance data is based on information obtained from the ARMLS on 08/03/2018. Information is believed to be reliable, but not guaranteed.



The Housing Report



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

Phoenix Southwest Valley | August 2018

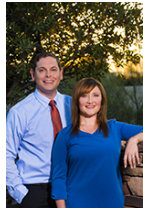
MARKET CONDITIONS BY PRICE BAND – PHOENIX SOUTHWEST VALLEY

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Feb-18	Mar-18	Apr-18	May-18	Jun-18	Jul-18			
\$1 - 49,999	3	0	0	0	0	1	0	0.0	9.0	Buyer
\$50,000 - 74,999	2	0	2	1	3	0	4	0.0	1.0	Seller
\$75,000 - 99,999	2	1	1	1	1	0	1	3.0	3.0	Seller
\$100,000 - 124,999	1	7	2	0	3	1	2	0.5	0.7	Seller
\$125,000 - 149,999	4	4	10	7	9	11	5	1.0	0.5	Seller
\$150,000 - 174,999	8	22	30	19	16	18	15	0.7	0.5	Seller
\$175,000 - 199,999	51	79	112	117	121	79	83	1.3	0.5	Seller
\$200,000 - 224,999	110	82	136	117	140	136	130	2.1	0.8	Seller
\$225,000 - 249,999	159	66	111	112	129	122	89	3.4	1.3	Seller
\$250,000 - 274,999	93	46	71	72	88	70	67	3.3	1.4	Seller
\$275,000 - 299,999	105	33	67	45	57	59	54	3.2	1.8	Seller
\$300,000 - 349,999	164	54	75	59	61	86	97	4.1	2.1	Seller
\$350,000 - 399,999	124	36	39	43	60	52	36	4.5	2.7	Seller
\$400,000 - 499,999	109	27	43	56	43	43	39	6.3	2.9	Seller
\$500,000 - 599,999	62	13	17	10	8	19	3	6.9	6.3	Balanced
\$600,000 - 699,999	15	4	4	7	5	4	8	9.5	2.9	Seller
\$700,000 - 799,999	13	0	2	0	1	1	2	3.0	9.3	Buyer
\$800,000 - 899,999	4	0	1	0	0	1	0	n/a	9.0	Buyer
\$900,000 - 999,999	2	0	0	1	0	1	0	n/a	13.0	Buyer
\$1,000,000 - and over	9	2	0	0	0	0	0	13.0	n/a	n/a
TOTAL	1,040	476	723	667	745	704	635	1.6	1.5	Seller



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.

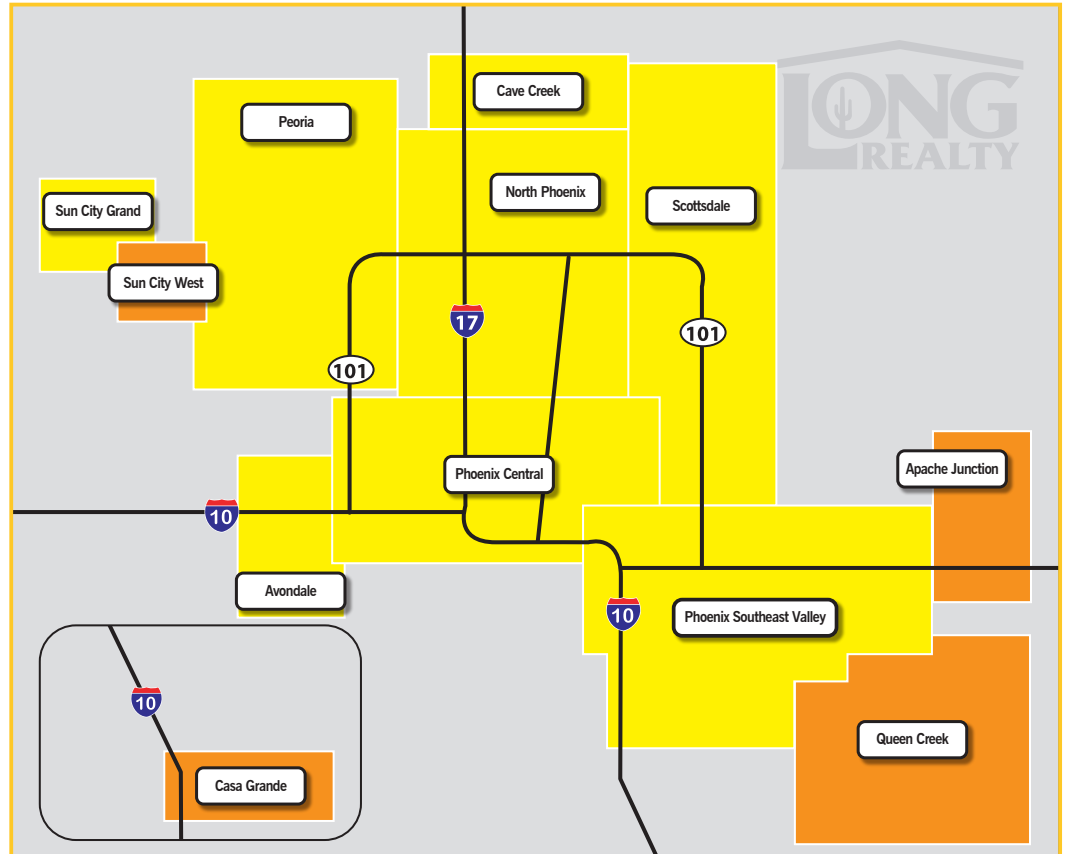


Phoenix Southwest Valley | August 2018

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 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.