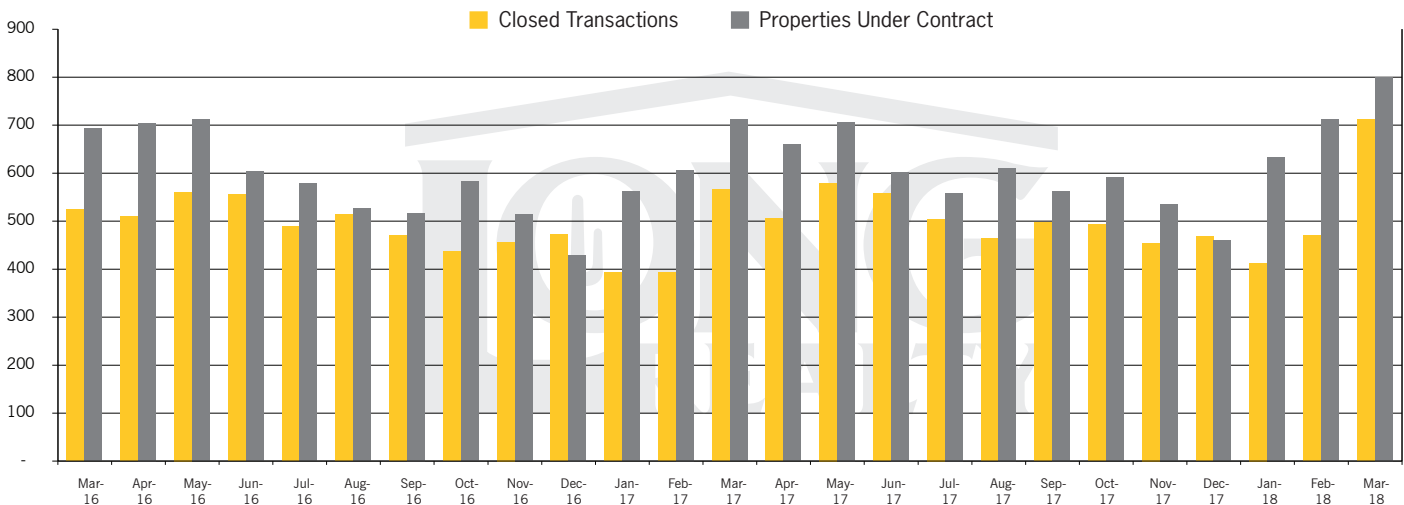


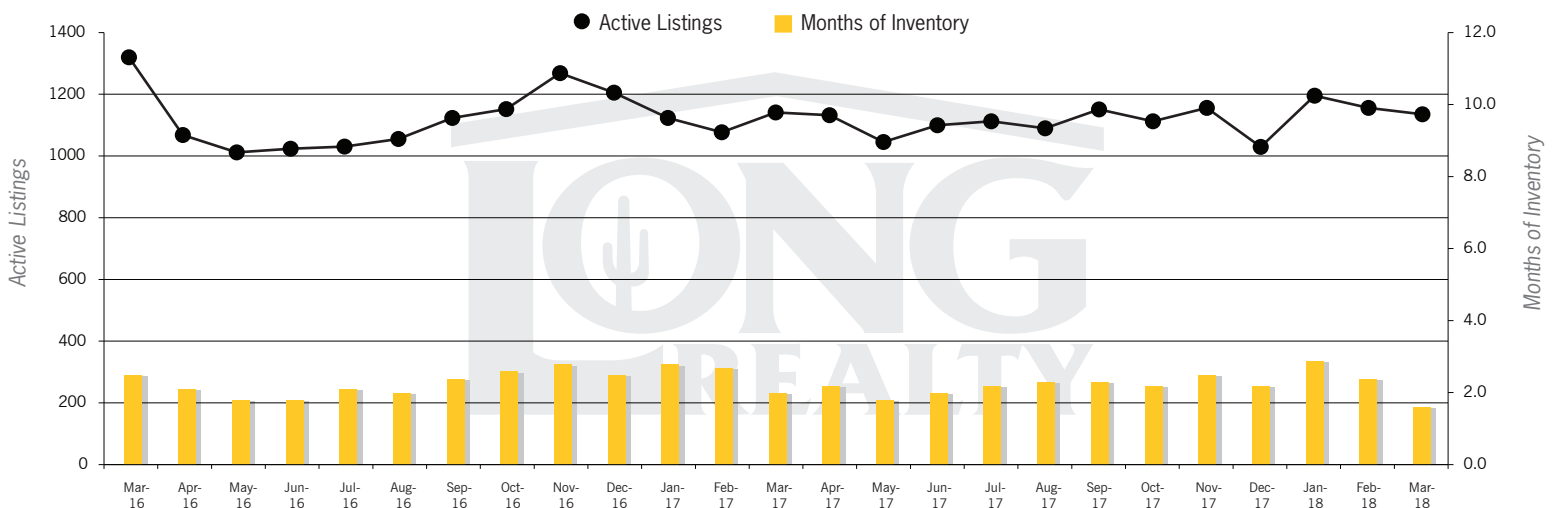
Phoenix Southwest Valley | April 2018

In the Phoenix Southwest Valley area, March 2018 active inventory was 1,132, virtually unchanged from March 2017. There were 715 closings in March 2018, a 26% increase from March 2017. Year-to-date 2018 there were 1,609 closings, a 7% increase from year-to-date 2017. Months of Inventory was 1.6, down from 2.0 in March 2017. Median price of sold homes was \$239,900 for the month of March 2018, up 9% from March 2017. The Phoenix Southwest Valley area had 803 new properties under contract in March 2018, up 12% from March 2017.

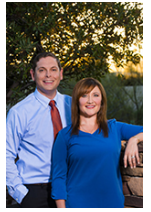
CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – PHOENIX SOUTHWEST VALLEY



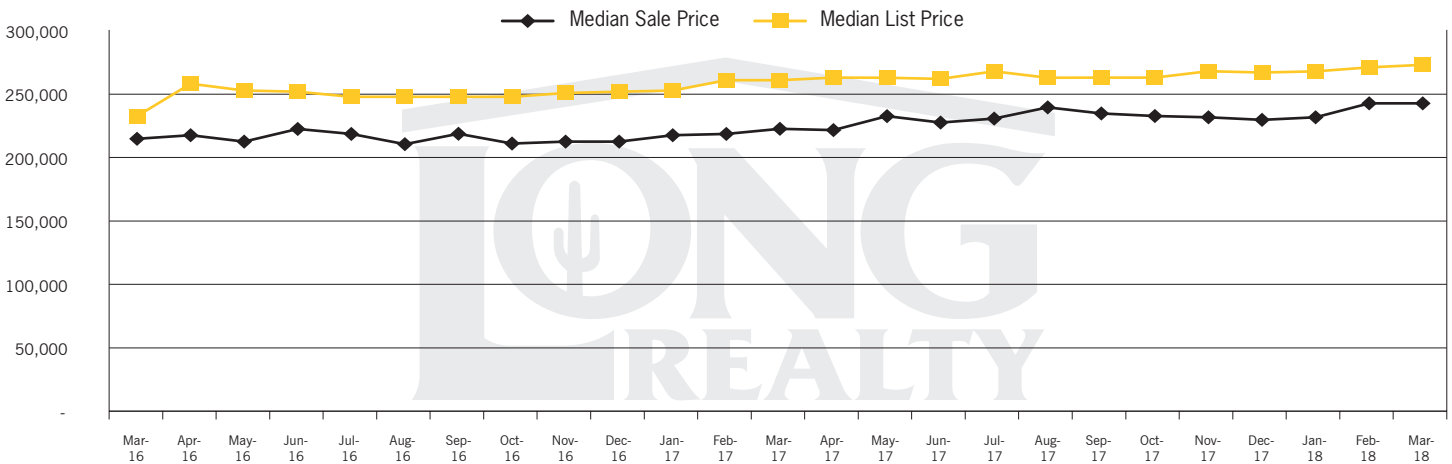
ACTIVE LISTINGS AND MONTHS OF INVENTORY – PHOENIX SOUTHWEST VALLEY



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



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	\$220,000	4.250%	\$1,028.15
2018	\$239,900	4.625%	\$1,171.75

30 YEAR FIXED MORTGAGE RATE

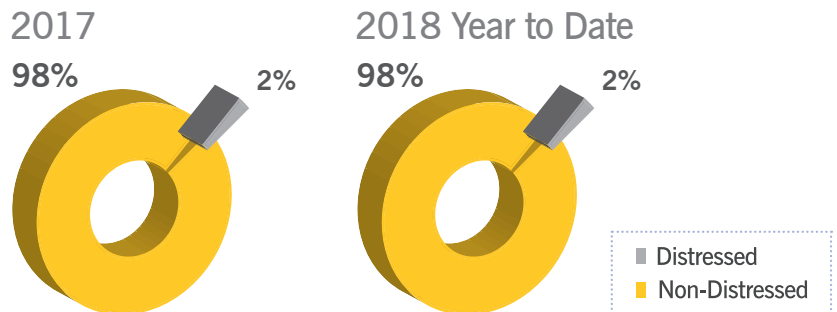


Source: Residential median sales prices. Data obtained 04/04/2018 from ARMLS using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: FreddieMac.com

DISTRESSED VS. NON-DISTRESSED SALES – PHOENIX 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



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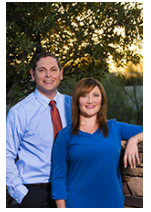
MARKET CONDITIONS BY PRICE BAND – PHOENIX SOUTHWEST VALLEY

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Oct-17	Nov-17	Dec-17	Jan-18	Feb-18	Mar-18			
\$1 - 49,999	1	0	0	1	1	0	0	0.0	1.0	Seller
\$50,000 - 74,999	2	0	0	0	1	0	2	0.0	2.0	Seller
\$75,000 - 99,999	3	1	0	1	1	1	1	3.0	3.3	Seller
\$100,000 - 124,999	3	0	1	2	2	7	2	0.5	0.5	Seller
\$125,000 - 149,999	7	7	6	7	6	4	11	1.0	0.9	Seller
\$150,000 - 174,999	11	41	42	24	33	22	30	0.7	0.5	Seller
\$175,000 - 199,999	78	114	101	119	77	80	108	1.3	1.1	Seller
\$200,000 - 224,999	111	94	88	100	77	82	134	2.1	1.4	Seller
\$225,000 - 249,999	162	76	74	58	48	66	108	3.4	2.1	Seller
\$250,000 - 274,999	104	56	46	37	40	46	70	3.3	2.1	Seller
\$275,000 - 299,999	103	38	38	57	30	33	68	3.2	2.3	Seller
\$300,000 - 349,999	160	52	39	57	37	54	75	4.1	2.8	Seller
\$350,000 - 399,999	136	33	33	29	28	36	39	4.5	3.9	Seller
\$400,000 - 499,999	148	30	26	25	25	27	43	6.3	4.8	Slightly Seller
\$500,000 - 599,999	56	5	10	6	7	13	17	6.9	4.2	Slightly Seller
\$600,000 - 699,999	17	3	0	3	2	4	4	9.5	5.7	Balanced
\$700,000 - 799,999	12	1	0	0	2	0	2	3.0	6.8	Slightly Buyer
\$800,000 - 899,999	2	1	0	2	0	0	1	n/a	8.0	Slightly Buyer
\$900,000 - 999,999	7	0	1	1	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	9	0	0	1	1	2	0	13.0	11.0	Buyer
TOTAL	1,132	552	505	530	418	477	715	1.6	2.2	Seller



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.

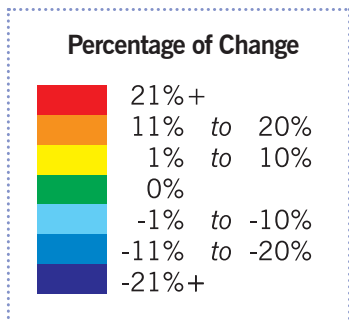
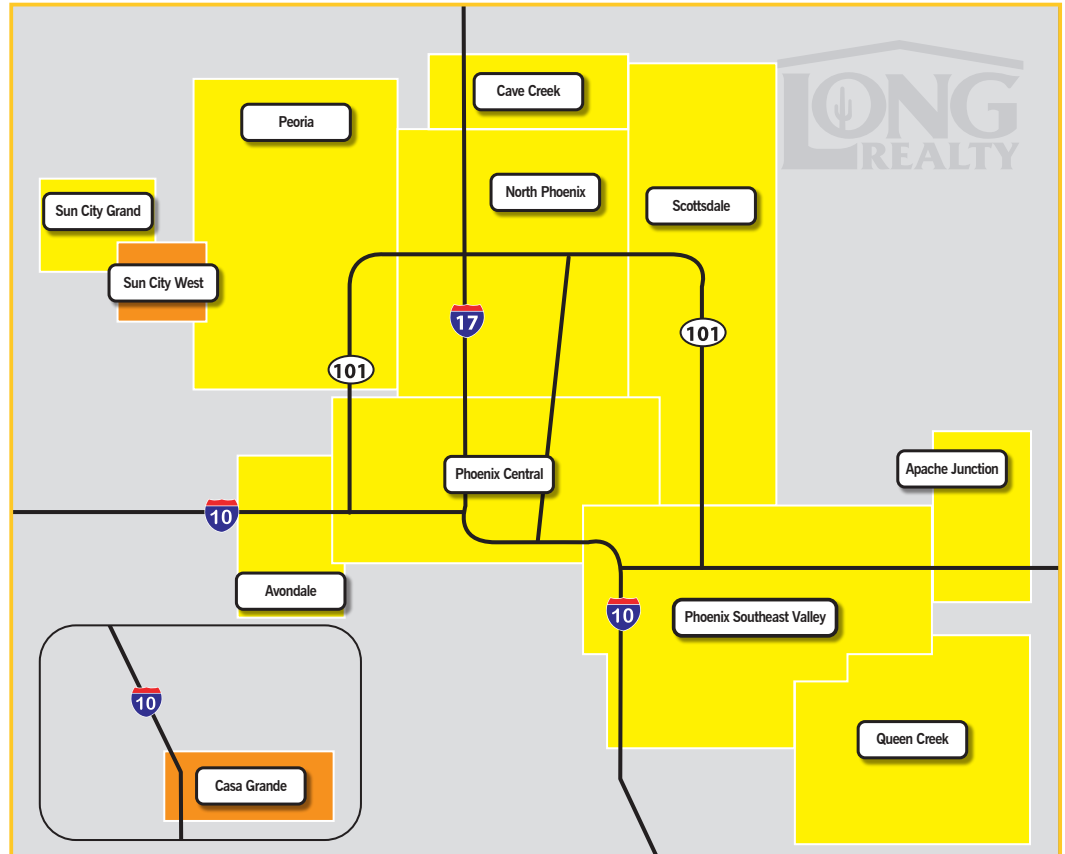


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CHANGE IN MEDIAN SALES PRICE BY AREA

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 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 04/04/2018. Information is believed to be reliable, but not guaranteed.