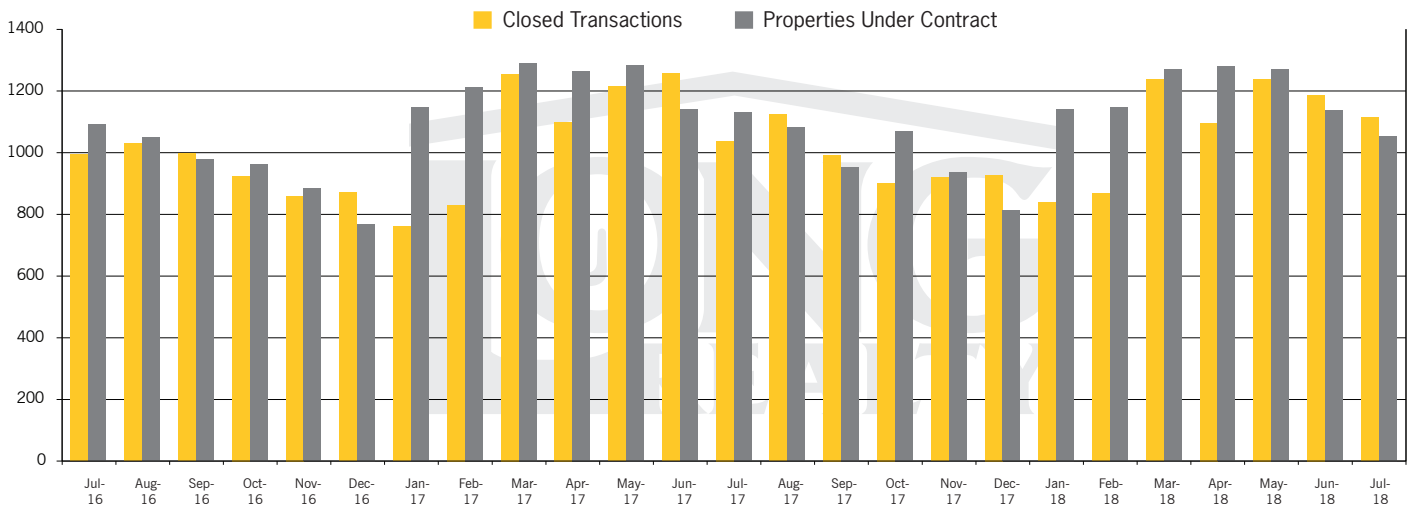




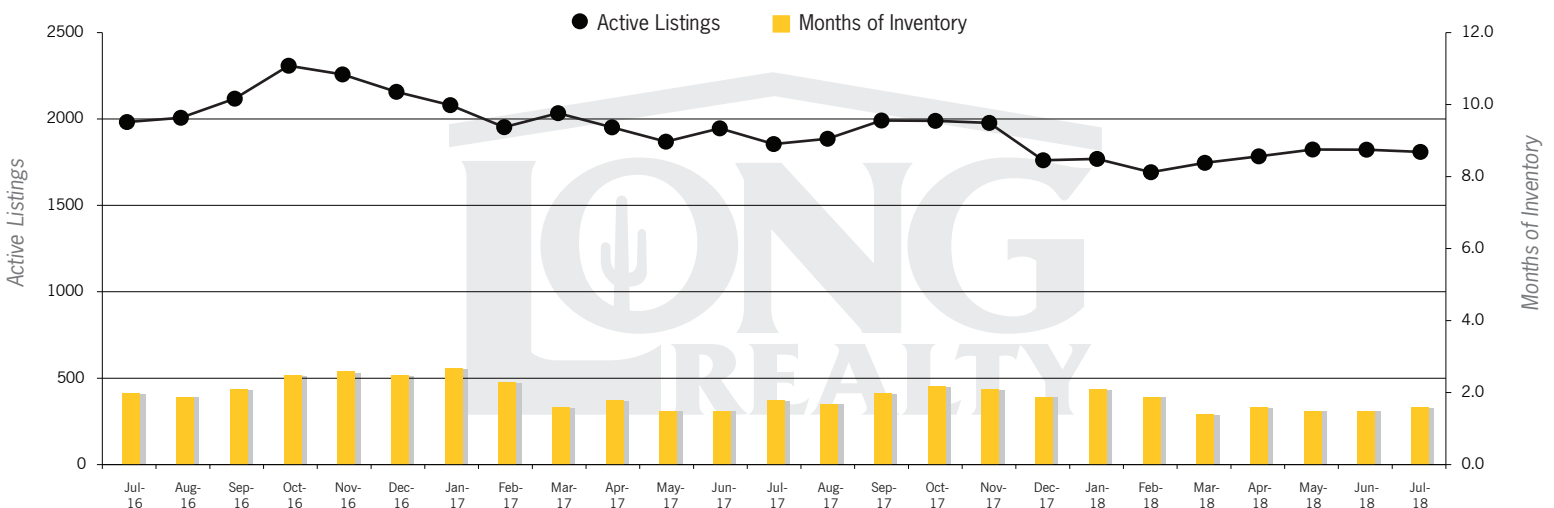
## Phoenix West Valley | August 2018

In the Phoenix West Valley area, July 2018 active inventory was 1,801, a 2% decrease from July 2017. There were 1,118 closings in July 2018, a 7% increase from July 2017. Year-to-date 2018 there were 7,619 closings, a 1% increase from year-to-date 2017. Months of Inventory was 1.6, down from 1.8 in July 2017. Median price of sold homes was \$259,925 for the month of July 2018, up 11% from July 2017. The Phoenix West Valley area had 1,057 new properties under contract in July 2018, down 7% from July 2017.

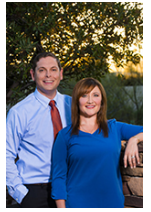
### CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – PHOENIX WEST VALLEY



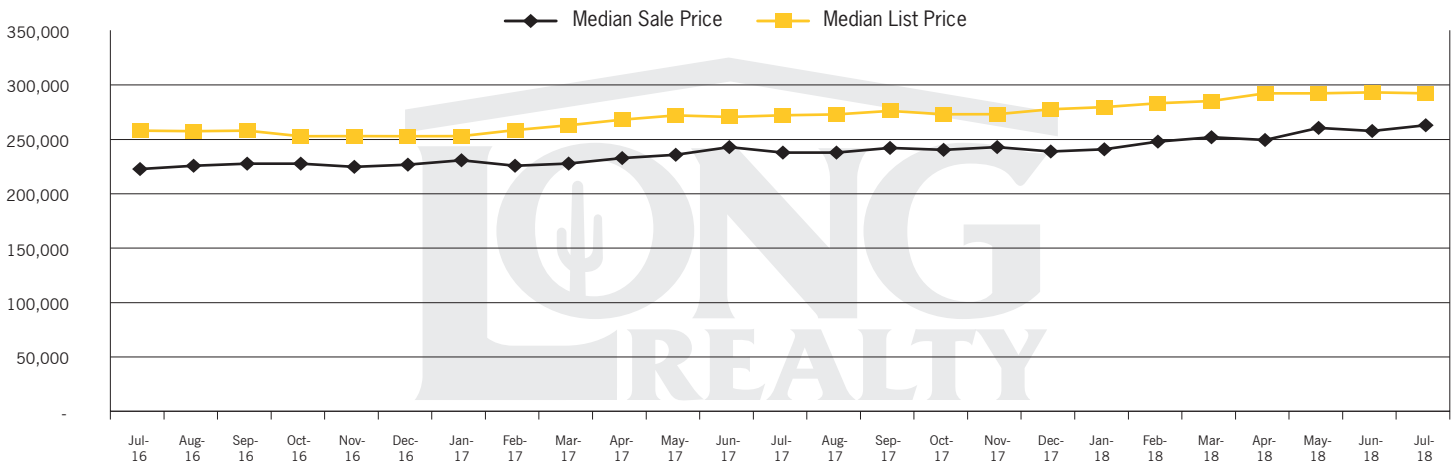
### ACTIVE LISTINGS AND MONTHS OF INVENTORY – PHOENIX WEST VALLEY



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.



## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – PHOENIX WEST VALLEY



## MONTHLY PAYMENT ON A MEDIAN PRICED HOME – PHOENIX WEST VALLEY

Year	Median Price	Int. Rate	MO. Payment
2006	\$245,750	6.140%	\$1,420.81
2017	\$235,000	4.000%	\$1,065.83
2018	\$259,925	4.750%	\$1,288.10

## 30 YEAR FIXED MORTGAGE RATE

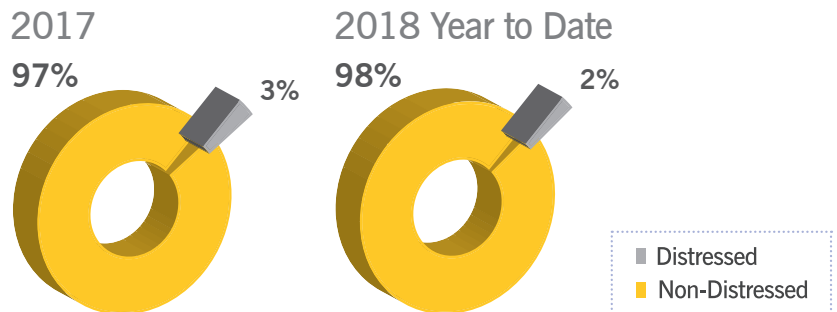


Source: Residential median sales prices. Data obtained 08/03/2018 from ARMLS using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: FreddieMac.com

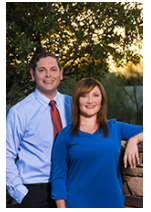
## DISTRESSED VS. NON-DISTRESSED SALES – PHOENIX WEST VALLEY

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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Phoenix West Valley | August 2018

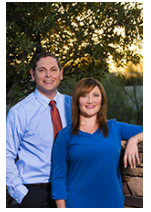
## MARKET CONDITIONS BY PRICE BAND – PHOENIX WEST VALLEY

	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	1	3	3	2	0	0	n/a	4.0	Seller
\$50,000 - 74,999	7	4	4	7	5	5	5	1.4	1.5	Seller
\$75,000 - 99,999	20	18	23	11	11	14	12	1.7	1.9	Seller
\$100,000 - 124,999	25	28	22	29	24	18	12	2.1	1.3	Seller
\$125,000 - 149,999	26	20	36	31	37	24	29	0.9	0.8	Seller
\$150,000 - 174,999	32	36	43	43	37	38	30	1.1	0.9	Seller
\$175,000 - 199,999	62	80	112	87	77	78	81	0.8	0.8	Seller
\$200,000 - 224,999	106	144	197	155	183	190	166	0.6	0.7	Seller
\$225,000 - 249,999	201	119	191	198	202	192	166	1.2	1.1	Seller
\$250,000 - 274,999	183	100	153	137	137	137	135	1.4	1.3	Seller
\$275,000 - 299,999	197	87	128	102	149	123	124	1.6	1.4	Seller
\$300,000 - 349,999	298	92	133	131	159	142	153	1.9	2.0	Seller
\$350,000 - 399,999	205	56	91	67	91	89	86	2.4	2.3	Seller
\$400,000 - 499,999	223	56	70	63	74	80	72	3.1	2.9	Seller
\$500,000 - 599,999	77	19	23	18	34	32	26	3.0	3.0	Seller
\$600,000 - 699,999	53	11	13	14	13	16	13	4.1	4.2	Slightly Seller
\$700,000 - 799,999	21	2	4	3	2	2	5	4.2	6.9	Slightly Buyer
\$800,000 - 899,999	9	0	1	1	1	1	2	4.5	7.0	Slightly Buyer
\$900,000 - 999,999	16	0	1	0	4	3	1	16.0	5.3	Balanced
\$1,000,000 - and over	37	1	3	1	3	3	0	n/a	16.5	Buyer
<b>TOTAL</b>	<b>1,801</b>	<b>874</b>	<b>1,251</b>	<b>1,101</b>	<b>1,245</b>	<b>1,187</b>	<b>1,118</b>	<b>1.6</b>	<b>1.5</b>	<b>Seller</b>



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.

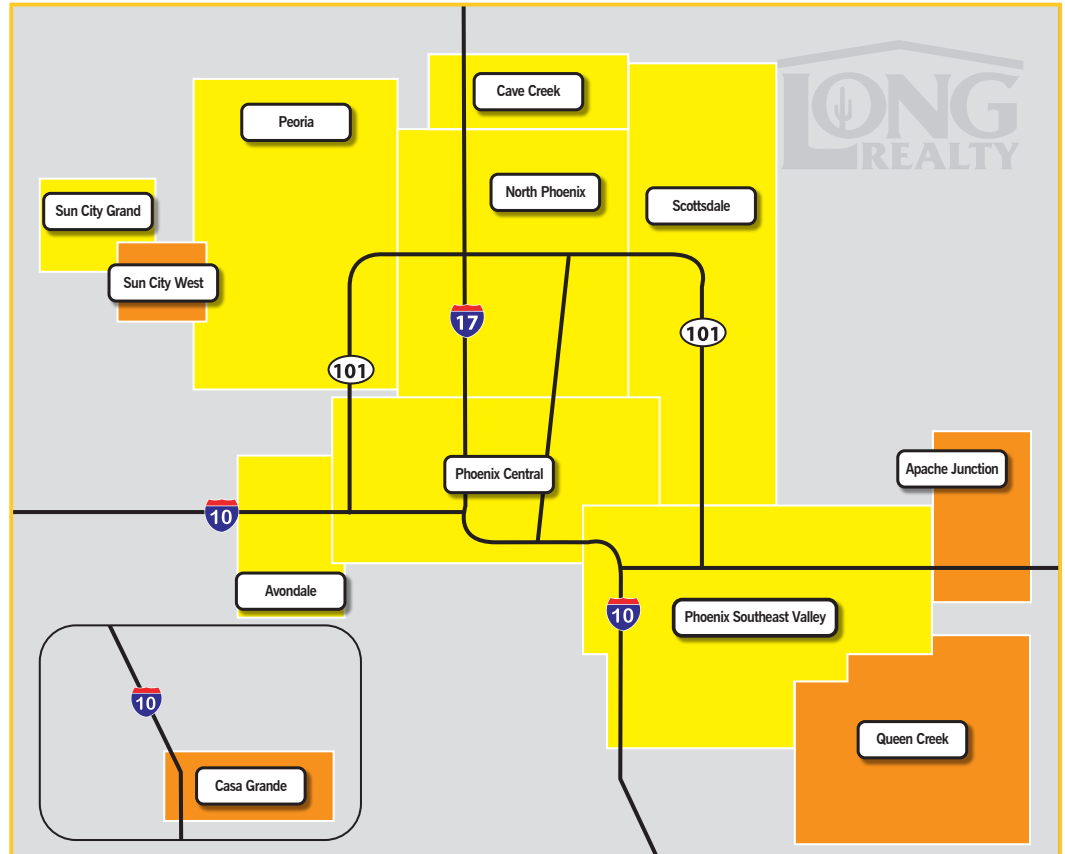


## Phoenix West Valley | August 2018

### 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 West Valley Housing Report is comprised of data for residential properties in the cities of Glendale, Peoria & Surprise. 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.