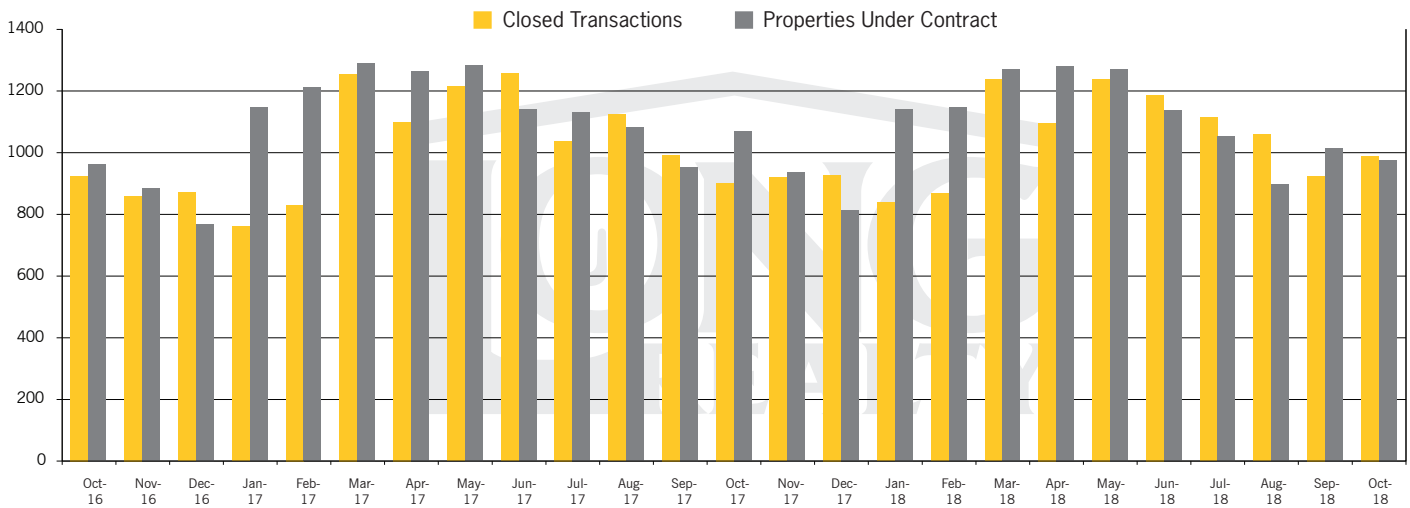


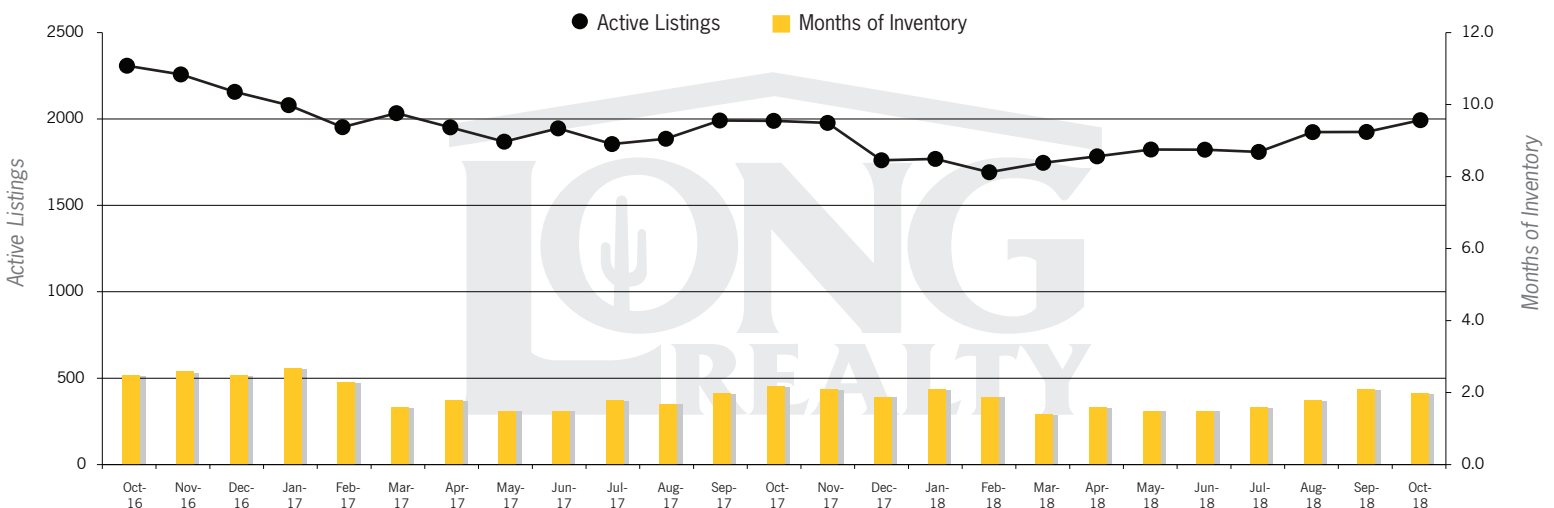
Phoenix West Valley | November 2018

In the Phoenix West Valley area, October 2018 active inventory was 1,987, virtually unchanged from October 2017. There were 993 closings in October 2018, a 10% increase from October 2017. Year-to-date 2018 there were 10,614 closings, virtually unchanged from year-to-date 2017. Months of Inventory was 2.0, down from 2.2 in October 2017. Median price of sold homes was \$252,000 for the month of October 2018, up 6% from October 2017. The Phoenix West Valley area had 979 new properties under contract in October 2018, down 9% from October 2017.

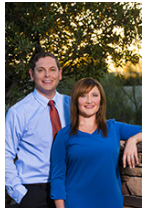
CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – PHOENIX WEST VALLEY



ACTIVE LISTINGS AND MONTHS OF INVENTORY – PHOENIX WEST VALLEY

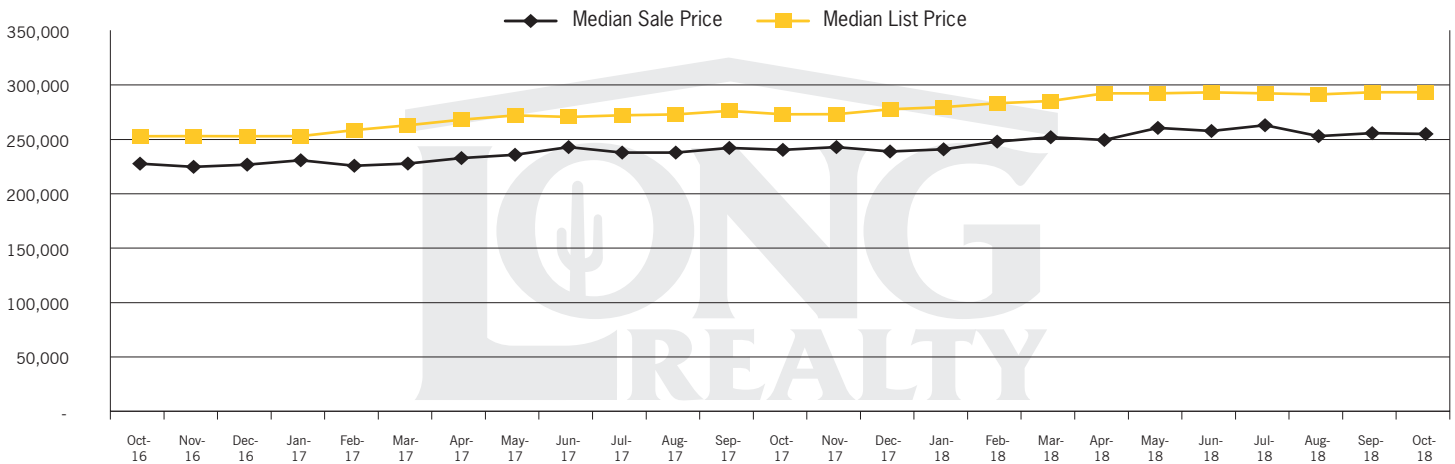


Properties under contract and Home Sales data is based on information obtained from the ARMLS using Brokermetrics software.
 All data obtained 11/05/2018 is believed to be reliable, but not guaranteed.



Phoenix West Valley | November 2018

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	\$237,500	4.250%	\$1,109.94
2018	\$252,000	5.125%	\$1,303.50

30 YEAR FIXED MORTGAGE RATE

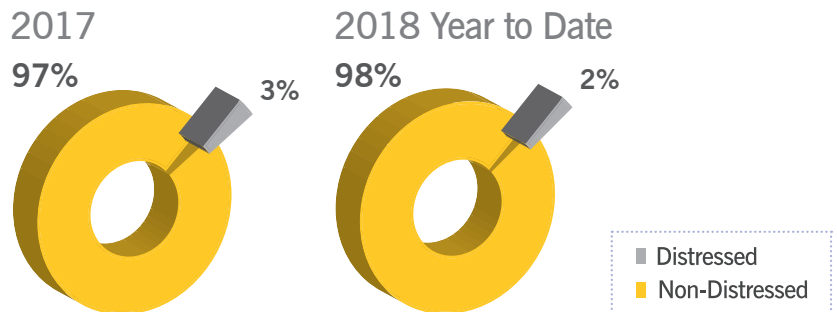


Source: Residential median sales prices. Data obtained 11/05/2018 from ARMLS using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: FreddieMac.com

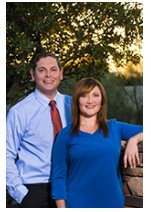
DISTRESSED VS. NON-DISTRESSED SALES – PHOENIX WEST VALLEY

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 | November 2018

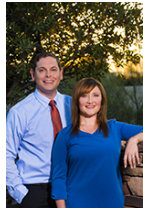
MARKET CONDITIONS BY PRICE BAND – PHOENIX WEST VALLEY

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18			
\$1 - 49,999	3	2	0	0	4	3	2	1.5	1.3	Seller
\$50,000 - 74,999	7	5	5	5	10	0	1	7.0	1.5	Seller
\$75,000 - 99,999	7	11	14	13	14	14	13	0.5	0.9	Seller
\$100,000 - 124,999	11	24	19	12	21	13	18	0.6	1.0	Seller
\$125,000 - 149,999	29	37	24	28	26	25	24	1.2	0.9	Seller
\$150,000 - 174,999	35	37	37	29	46	29	40	0.9	0.8	Seller
\$175,000 - 199,999	57	77	78	80	82	64	72	0.8	0.8	Seller
\$200,000 - 224,999	116	184	191	166	145	142	136	0.9	0.8	Seller
\$225,000 - 249,999	235	202	191	170	173	152	173	1.4	1.3	Seller
\$250,000 - 274,999	237	138	138	134	129	108	99	2.4	2.0	Seller
\$275,000 - 299,999	232	149	126	125	81	96	106	2.2	2.4	Seller
\$300,000 - 349,999	345	159	142	153	127	122	136	2.5	2.6	Seller
\$350,000 - 399,999	228	91	89	86	71	58	51	4.5	3.7	Seller
\$400,000 - 499,999	215	74	80	71	84	69	68	3.2	3.1	Seller
\$500,000 - 599,999	98	34	32	26	34	22	28	3.5	3.3	Seller
\$600,000 - 699,999	45	13	16	13	7	6	12	3.8	6.1	Balanced
\$700,000 - 799,999	19	2	2	5	4	6	5	3.8	3.5	Seller
\$800,000 - 899,999	13	1	1	2	2	2	3	4.3	4.6	Slightly Seller
\$900,000 - 999,999	19	4	3	1	1	1	2	9.5	12.0	Buyer
\$1,000,000 - and over	36	3	3	0	1	2	4	9.0	17.3	Buyer
TOTAL	1,987	1,247	1,191	1,119	1,062	934	993	2.0	1.9	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.

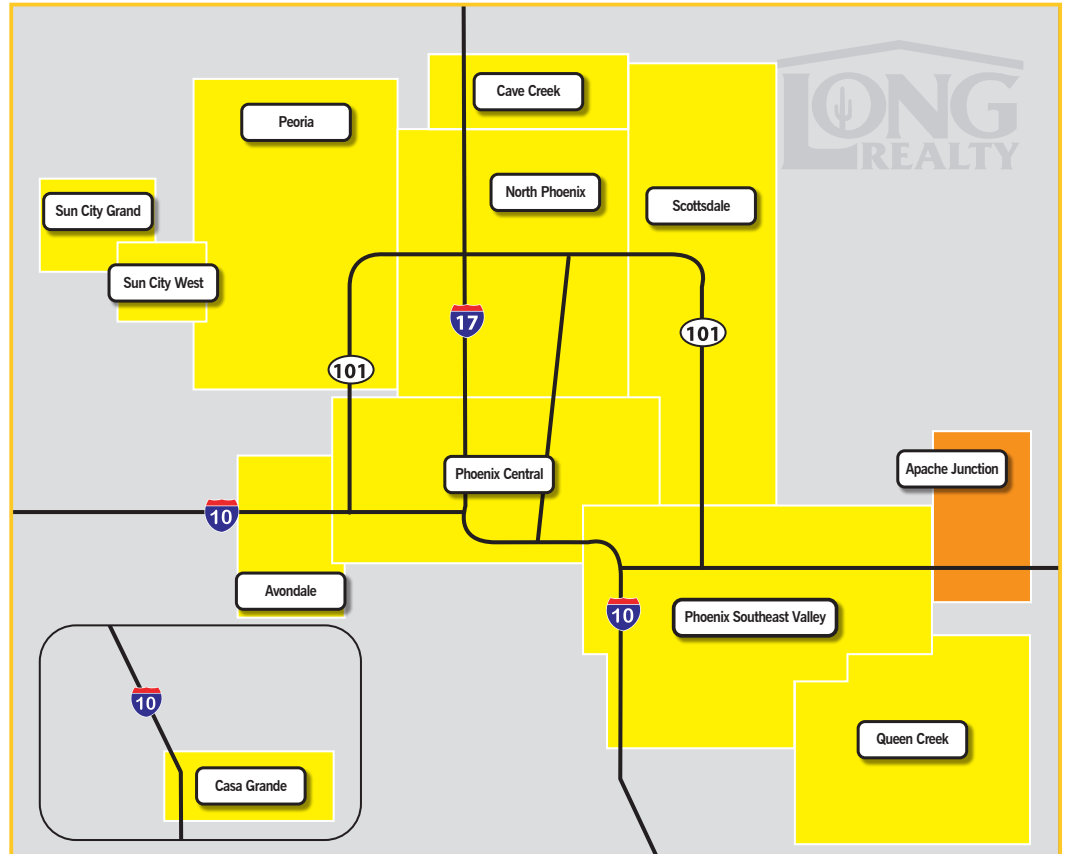


Phoenix West Valley | November 2018

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 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.