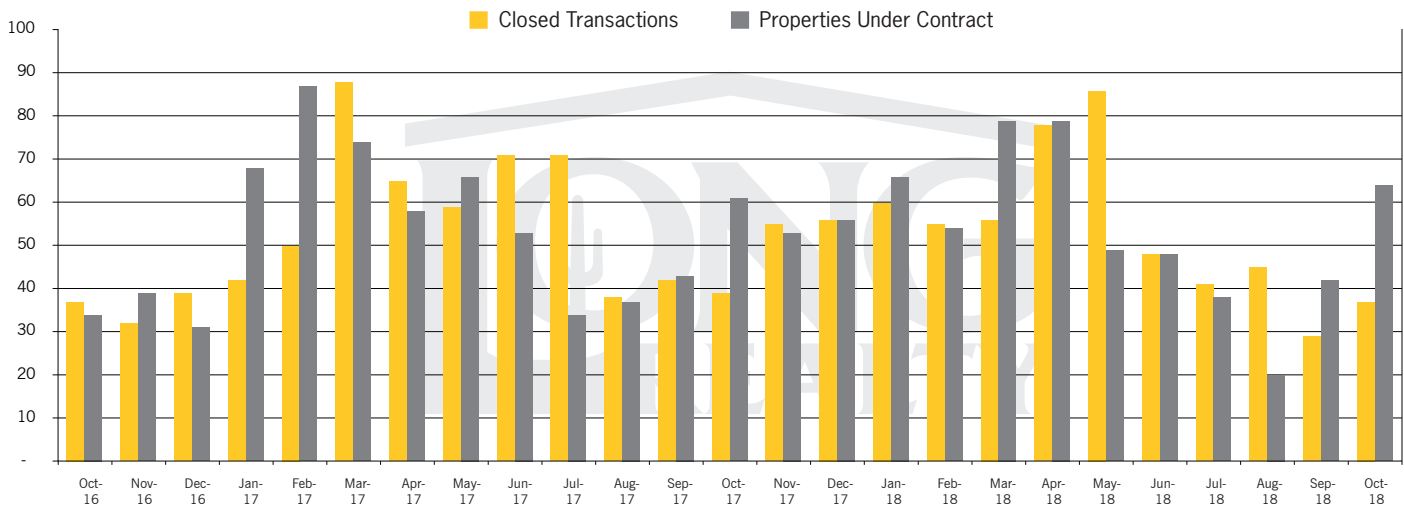


# The Housing Report

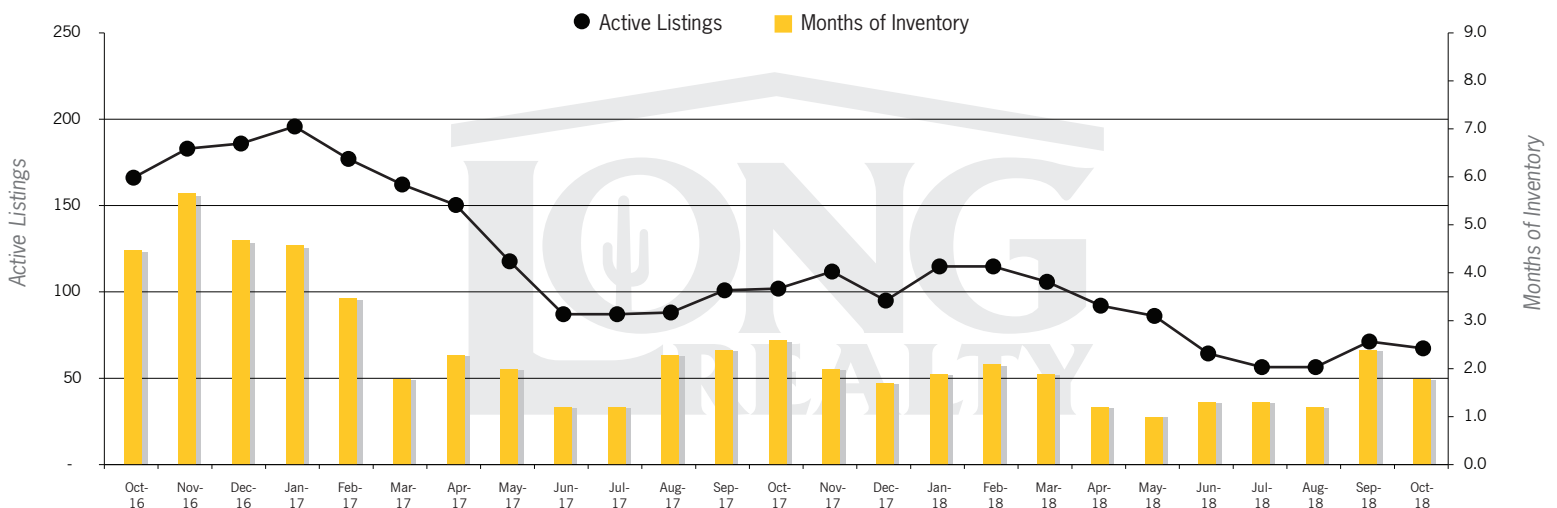
Sun City Grand | November 2018

In the Sun City Grand area, October 2018 active inventory was 65, a 35% decrease from October 2017. There were 37 closings in October 2018, a 5% decrease from October 2017. Year-to-date 2018 there were 537 closings, a 3% decrease from year-to-date 2017. Months of Inventory was 1.8, down from 2.6 in October 2017. Median price of sold homes was \$288,500 for the month of October 2018, up 10% from October 2017. The Sun City Grand area had 64 new properties under contract in October 2018, up 5% from October 2017.

## CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – SUN CITY GRAND



## ACTIVE LISTINGS AND MONTHS OF INVENTORY – SUN CITY GRAND

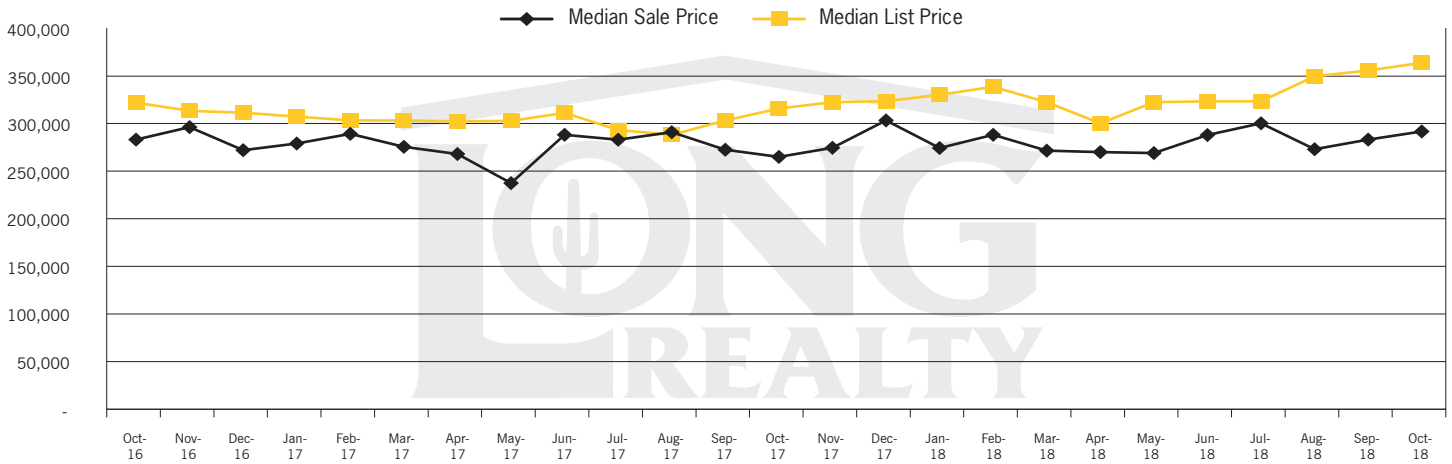


Properties under contract and Home Sales data is based on information obtained from the ARMLS using Brokermetrics software.  
All data obtained 11/05/2018 is believed to be reliable, but not guaranteed.

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## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – SUN CITY GRAND



## MONTHLY PAYMENT ON A MEDIAN PRICED HOME – SUN CITY GRAND

Year	Median Price	Int. Rate	MO. Payment
2006	\$305,000	6.140%	\$1,763.36
2017	\$262,000	4.250%	\$1,224.44
2018	\$288,500	5.125%	\$1,492.30

## 30 YEAR FIXED MORTGAGE RATE

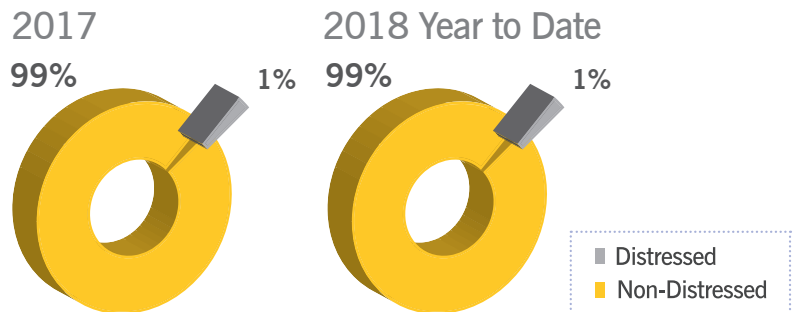


Source: Residential median sales prices. Data obtained 11/05/2018 from ARMLS using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: FreddieMac.com

## DISTRESSED VS. NON-DISTRESSED SALES – SUN CITY GRAND

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 11/05/2018. Information is believed to be reliable, but not guaranteed.

# The Housing Report

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## MARKET CONDITIONS BY PRICE BAND – SUN CITY GRAND

	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	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$75,000 - 99,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$100,000 - 124,999	0	2	0	0	0	0	0	n/a	n/a	n/a
\$125,000 - 149,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$150,000 - 174,999	0	1	0	0	0	0	0	n/a	n/a	n/a
\$175,000 - 199,999	0	1	0	2	0	0	1	0.0	0.0	Seller
\$200,000 - 224,999	3	12	7	2	4	3	5	0.6	0.4	Seller
\$225,000 - 249,999	5	21	9	5	10	7	7	0.7	0.6	Seller
\$250,000 - 274,999	7	7	8	7	8	2	3	2.3	1.6	Seller
\$275,000 - 299,999	6	7	2	6	4	6	4	1.5	1.1	Seller
\$300,000 - 349,999	3	14	8	11	7	4	6	0.5	0.8	Seller
\$350,000 - 399,999	11	10	7	2	4	1	2	5.5	3.7	Seller
\$400,000 - 499,999	16	5	3	2	5	5	4	4.0	3.6	Seller
\$500,000 - 599,999	7	4	1	2	2	0	4	1.8	4.0	Seller
\$600,000 - 699,999	1	2	3	0	0	1	0	n/a	5.0	Balanced
\$700,000 - 799,999	5	0	0	1	0	0	1	5.0	11.0	Buyer
\$800,000 - 899,999	1	0	0	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	0	0	0	0	0	0	0	n/a	n/a	n/a
<b>TOTAL</b>	<b>65</b>	<b>86</b>	<b>48</b>	<b>40</b>	<b>44</b>	<b>29</b>	<b>37</b>	<b>1.8</b>	<b>1.6</b>	<b>Seller</b>



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.

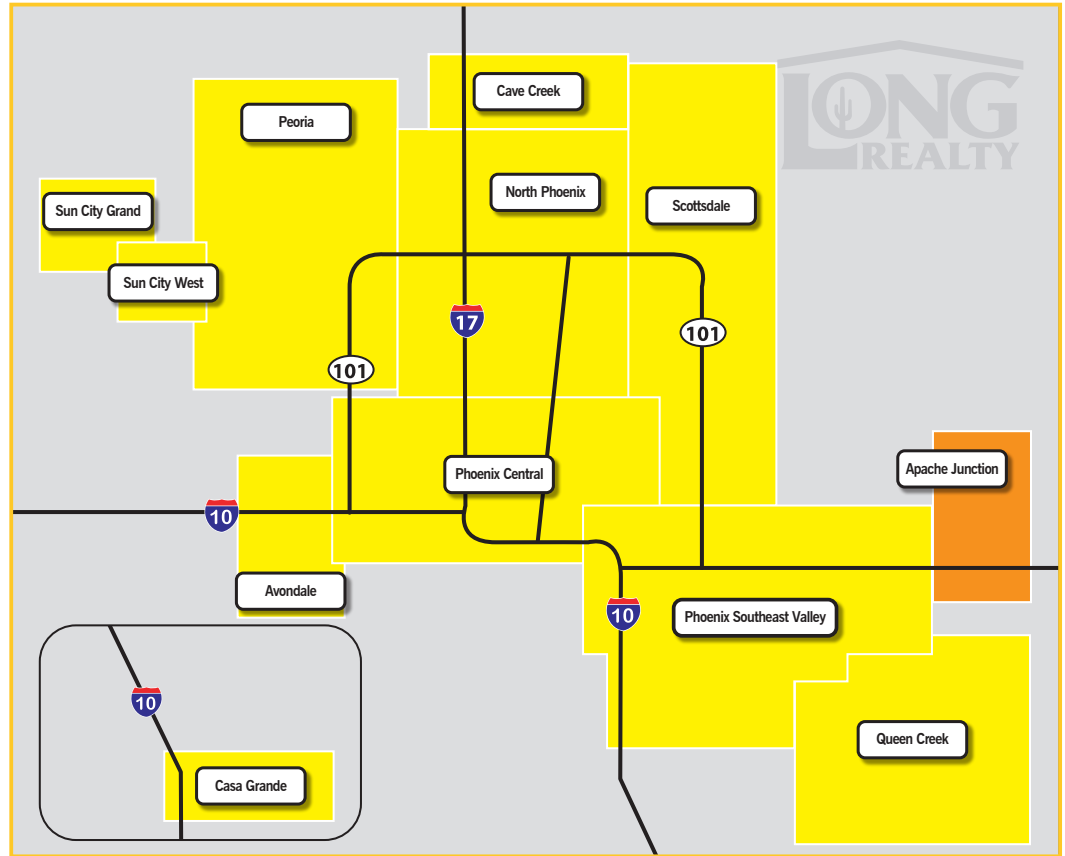
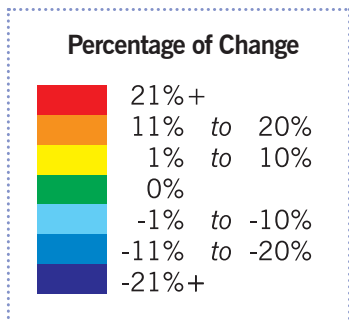
# The Housing Report

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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 Sun City Grand Housing Report is comprised of data for residential properties in the subdivisions of Sun City Grand. 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.