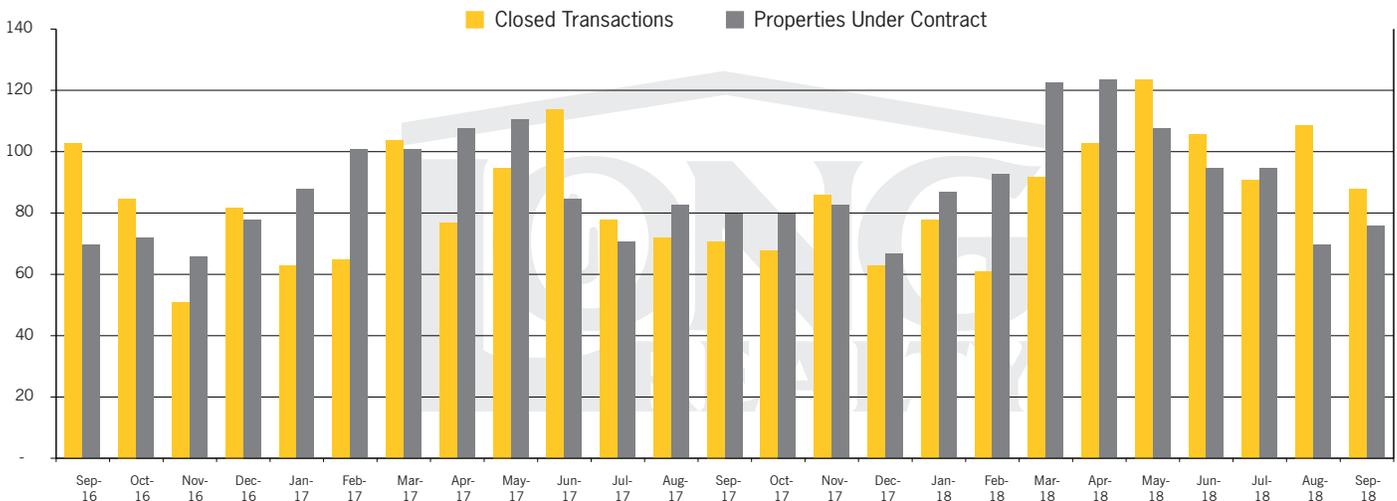


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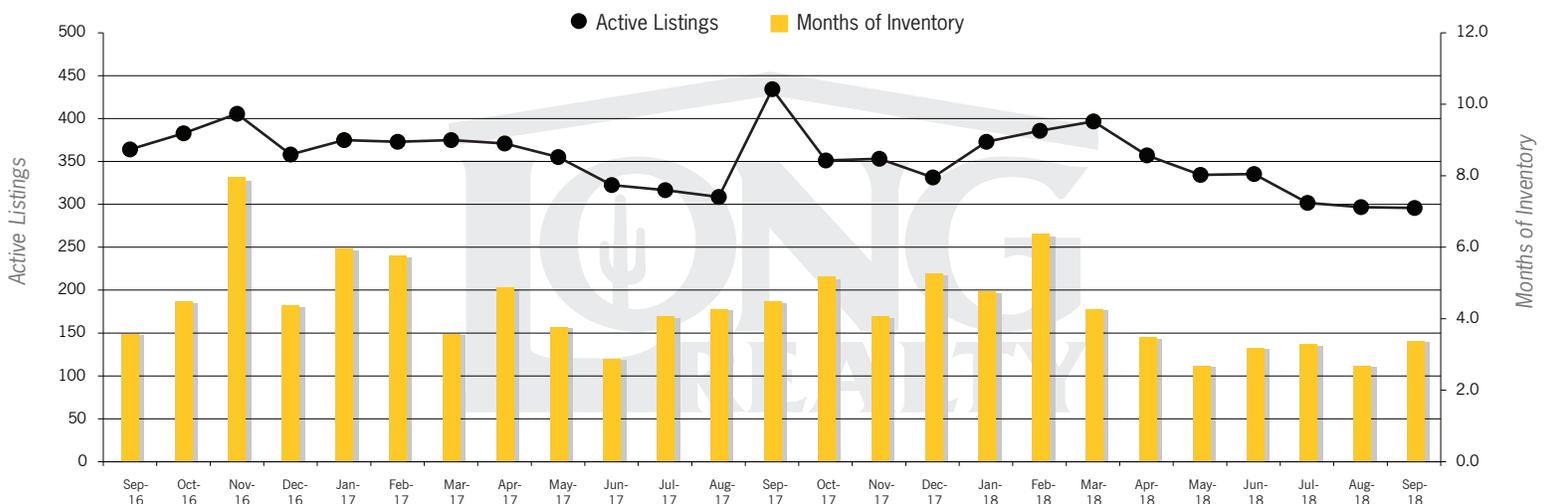
Cave Creek/New River | October 2018

In the Cave Creek - New River area, September 2018 active inventory was 298, an 8% decrease from September 2017. There were 88 closings in September 2018, a 24% increase from September 2017. Year-to-date 2018 there were 853 closings, a 14% increase from year-to-date 2017. Months of Inventory was 3.4, down from 4.5 in September 2017. Median price of sold homes was \$422,495 for the month of September 2018, up 4% from September 2017. The Cave Creek - New River area had 76 new properties under contract in September 2018, down 5% from September 2017.

## CLOSED SALES – CAVE CREEK/NEW RIVER



## ACTIVE LISTINGS AND MONTHS OF INVENTORY – CAVE CREEK/NEW RIVER

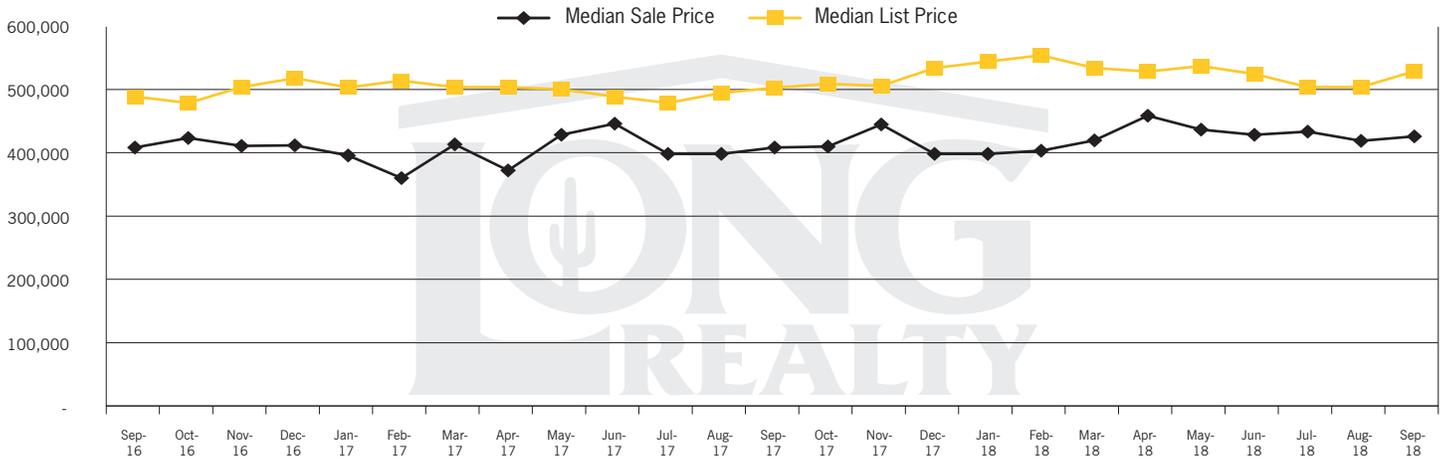


Properties under contract and Home Sales data is based on information obtained from the ARMLS using Brokermetrics software.  
All data obtained 10/03/2018 is believed to be reliable, but not guaranteed.

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## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – CAVE CREEK/NEW RIVER



## MONTHLY PAYMENT ON A MEDIAN PRICED HOME – CAVE CREEK/NEW RIVER

Year	Median Price	Int. Rate	MO. Payment
2006	\$322,000	6.140%	\$1,861.65
2017	\$405,000	3.800%	\$1,792.77
2018	\$422,495	4.875%	\$2,124.08

## 30 YEAR FIXED MORTGAGE RATE

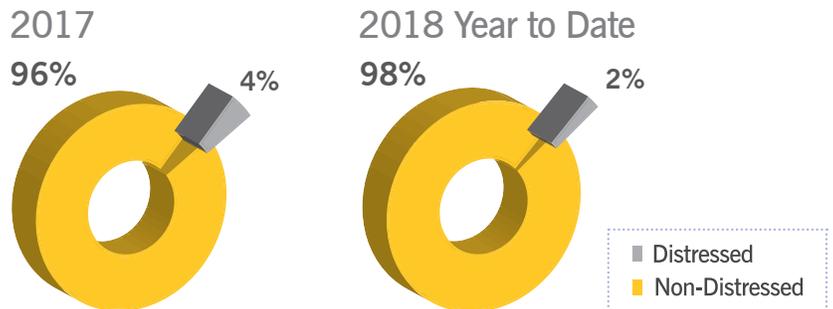


Source: Residential median sales prices. Data obtained 10/03/2018 from ARMLS using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: FreddieMac.com

## DISTRESSED VS. NON-DISTRESSED SALES – CAVE CREEK/NEW RIVER

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 10/03/2018. Information is believed to be reliable, but not guaranteed.

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## MARKET CONDITIONS BY PRICE BAND – CAVE CREEK/NEW RIVER

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-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	0	0	0	0	0	0	n/a	n/a	n/a
\$125,000 - 149,999	0	1	0	0	0	0	1	n/a	2.0	Seller
\$150,000 - 174,999	1	0	0	1	0	0	0	n/a	n/a	n/a
\$175,000 - 199,999	2	0	2	0	2	1	1	2.0	2.3	Seller
\$200,000 - 224,999	2	3	0	1	2	0	1	2.0	14.0	Buyer
\$225,000 - 249,999	1	1	3	2	1	1	0	n/a	31.5	Buyer
\$250,000 - 274,999	4	4	4	2	2	3	0	n/a	10.8	Buyer
\$275,000 - 299,999	9	4	7	7	5	2	6	1.5	4.2	Slightly Seller
\$300,000 - 349,999	23	10	19	13	11	18	19	1.2	2.1	Seller
\$350,000 - 399,999	42	12	17	17	15	22	12	3.5	1.9	Seller
\$400,000 - 499,999	56	27	33	28	20	27	15	3.7	2.9	Seller
\$500,000 - 599,999	39	21	17	15	12	15	12	3.3	3.2	Seller
\$600,000 - 699,999	26	7	11	5	8	13	9	2.9	1.7	Seller
\$700,000 - 799,999	18	5	5	5	5	2	4	4.5	2.7	Seller
\$800,000 - 899,999	22	3	1	2	3	2	4	5.5	1.6	Seller
\$900,000 - 999,999	14	3	2	3	0	0	1	14.0	15.0	Buyer
\$1,000,000 - and over	39	3	4	4	4	4	3	13.0	2.6	Seller
<b>TOTAL</b>	<b>298</b>	<b>104</b>	<b>125</b>	<b>105</b>	<b>90</b>	<b>110</b>	<b>88</b>	<b>3.4</b>	<b>3.0</b>	<b>Seller</b>



Statistics based on information obtained from ARMLS and using Brokermetrics software on 10/03/2018.

3 month trend in months of inventory is the average of closed sales and active listing data from 07/01/2018-09/30/2018. Information is believed to be reliable, but not guaranteed.

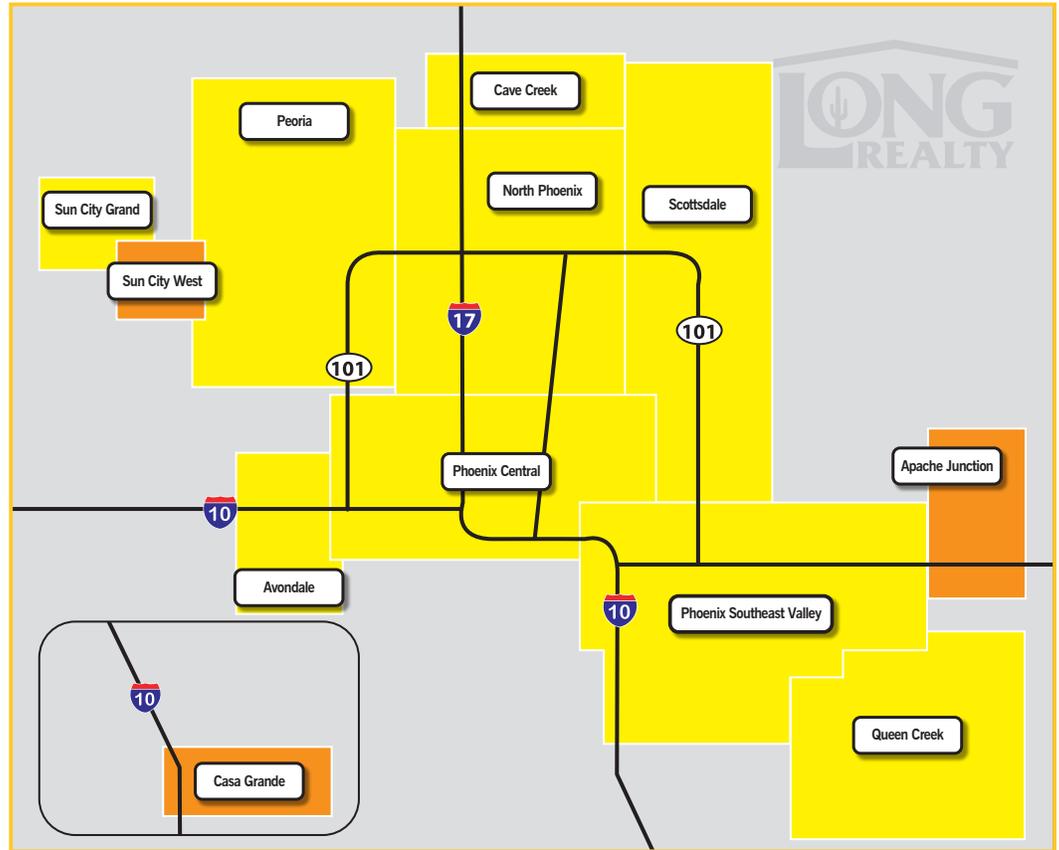
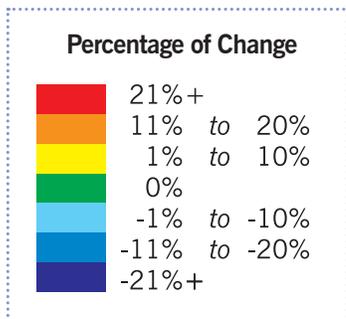
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## CHANGE IN MEDIAN SALES PRICE BY AREA

JUL 2017-SEP 2017 TO JUL 2018-SEP 2018

*This heat map represents the percentage of change in Phoenix metro median sales prices from July 2017-September 2017 to July 2018-September 2018 by area.*



*These statistics are based on information obtained from the ARMLS on 10/03/2018. Information is believed to be reliable, but not guaranteed.*

The Cave Creek/New River Housing Report is comprised of data for residential properties in ARMLS for the Cave Creek and New River areas. 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.

*How's the market?*

You have questions,  
I have the answers.

**Talk To Me.**

Where Every Home & Every Person *Matters*

