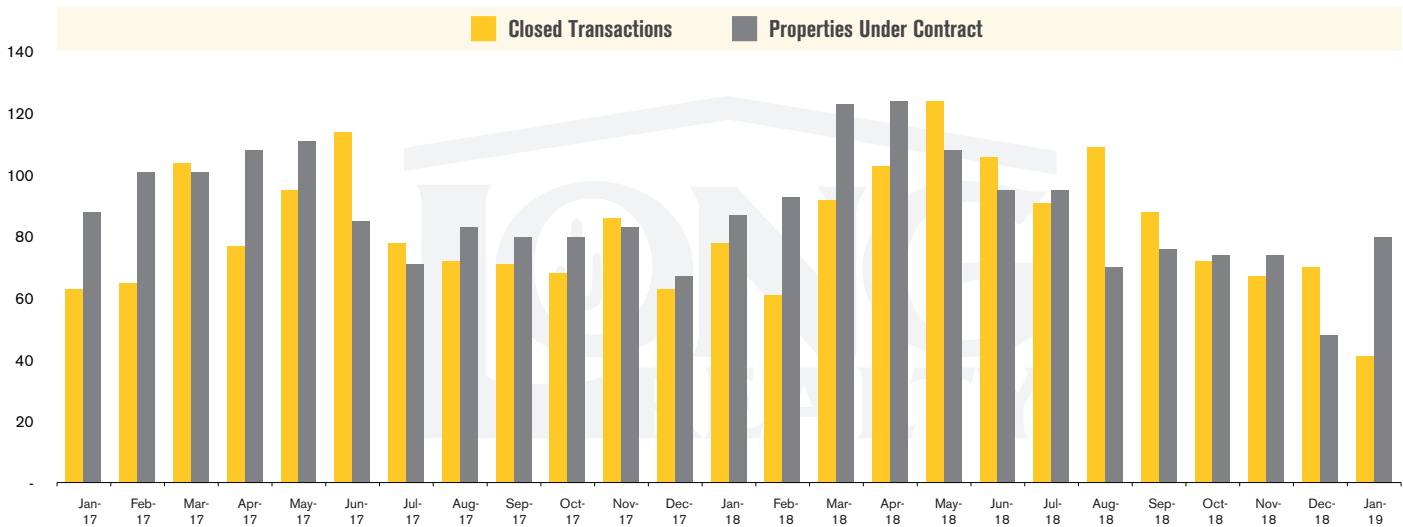


THE HOUSING REPORT

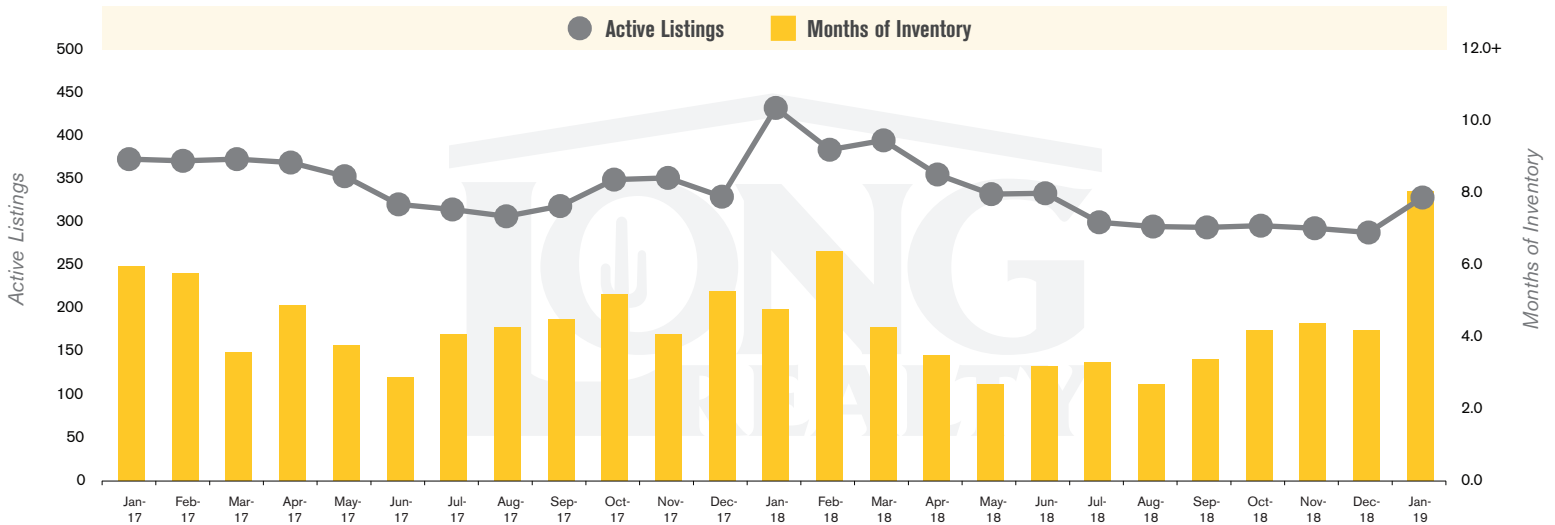
CAVE CREEK/NEW RIVER | FEBRUARY 2019

In the Cave Creek - New River area, January 2019 active inventory was 333, an 11% decrease from January 2018. There were 41 closings in January 2019, a 47% decrease from January 2018. Months of Inventory was 8.1, up from 4.8 in January 2018. Median price of sold homes was \$385,000 for the month of January 2019, down 3% from January 2018. The Cave Creek - New River area had 80 new properties under contract in January 2019, down 8% from January 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (CAVE CREEK/NEW RIVER)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (CAVE CREEK/NEW RIVER)

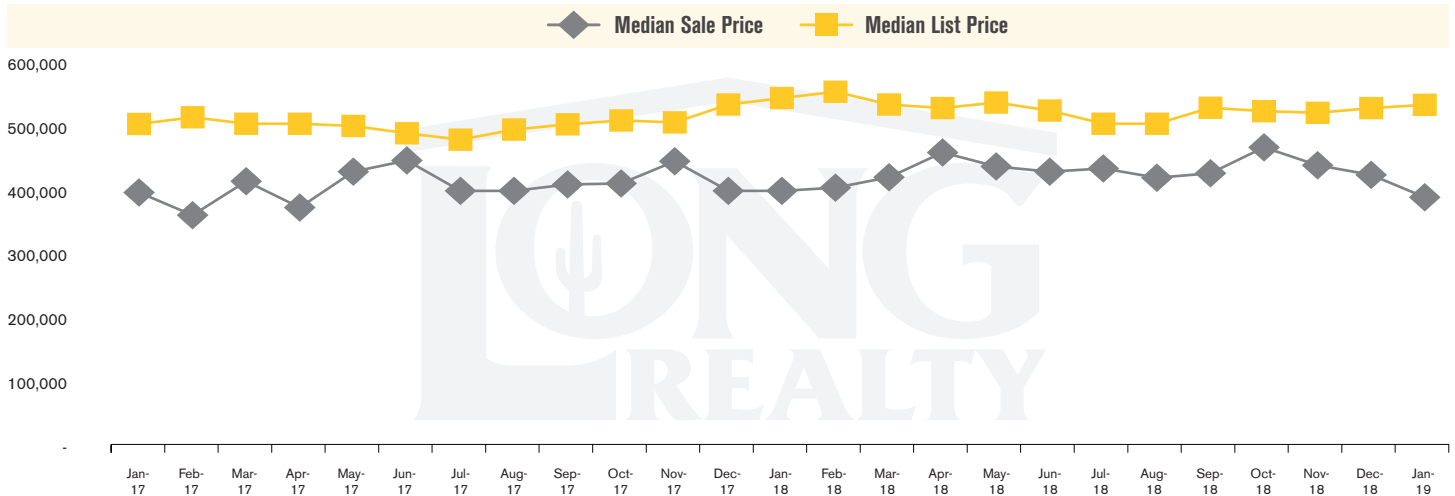


Properties under contract and Home Sales data is based on information obtained from the ARMLS using Brokermetrics software. All data obtained 02/05/2019 is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

CAVE CREEK/NEW RIVER | FEBRUARY 2019

MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (CAVE CREEK/NEW RIVER)

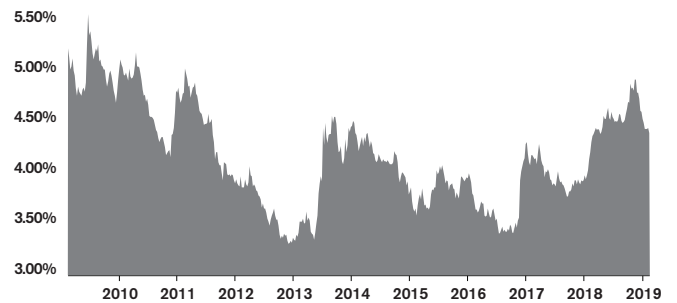


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (CAVE CREEK/NEW RIVER)

Year	Median Price	Int. Rate	MO. Payment
2006	\$322,000	6.140%	\$1,861.65
2018	\$395,000	4.125%	\$1,818.65
2019	\$385,000	4.750%	\$1,907.93

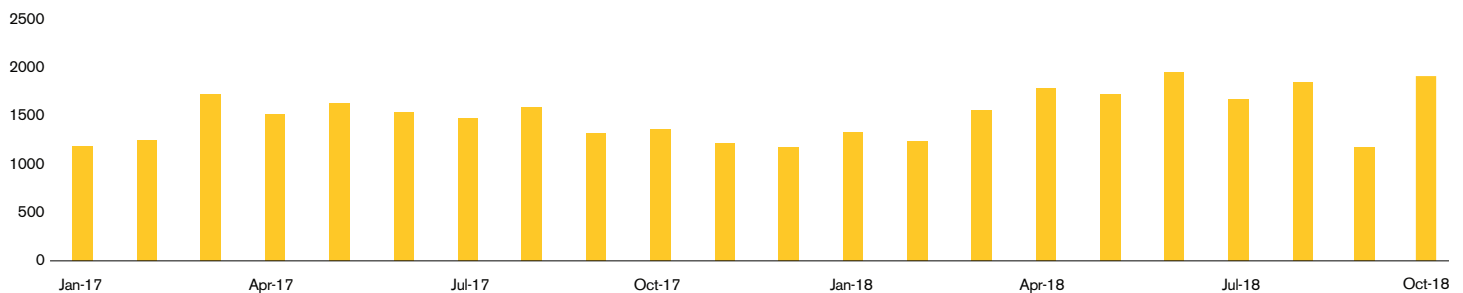
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW SINGLE FAMILY HOME PERMITS (PHOENIX METRO)



New Home Permits issued saw an **8% increase** during the first three quarters of 2018, compared to 2017.

These statistics are based on information obtained from MLSSAZ and using Brokermetrics software on 02/05/2019. New home permits are based on information obtained from the University of Arizona Eller College of Management, Economic and Business Research Center. Information is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

CAVE CREEK/NEW RIVER | FEBRUARY 2019

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
		Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Jan-19			
\$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	0	1	1	0	1	0	n/a	1.0	Seller
\$150,000 - 174,999	0	0	0	0	1	1	0	n/a	0.0	Seller
\$175,000 - 199,999	0	1	1	0	0	0	0	n/a	n/a	n/a
\$200,000 - 224,999	4	0	1	1	0	0	1	4.0	36.0	Buyer
\$225,000 - 249,999	3	1	0	0	0	1	1	3.0	33.0	Buyer
\$250,000 - 274,999	5	3	0	2	5	4	2	2.5	5.9	Balanced
\$275,000 - 299,999	4	2	6	2	0	3	1	4.0	18.3	Buyer
\$300,000 - 349,999	23	18	18	13	8	7	11	2.1	5.0	Balanced
\$350,000 - 399,999	29	22	12	9	9	16	6	4.8	3.1	Seller
\$400,000 - 499,999	57	27	15	15	19	12	8	7.1	6.1	Balanced
\$500,000 - 599,999	61	15	12	16	7	9	3	20.3	6.9	Slightly Buyer
\$600,000 - 699,999	28	13	10	4	9	3	3	9.3	4.0	Seller
\$700,000 - 799,999	23	2	4	2	4	5	1	23.0	4.1	Slightly Seller
\$800,000 - 899,999	25	2	4	3	4	3	0	n/a	4.1	Slightly Seller
\$900,000 - 999,999	16	0	1	0	1	1	1	16.0	5.7	Balanced
\$1,000,000 - and over	55	4	3	4	0	3	3	18.3	5.5	Balanced
TOTAL	333	110	88	72	67	69	41	8.1	5.8	Balanced



Seller's Market



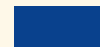
Slight Seller's Market



Balanced Market



Slight Buyer's Market



Buyer's Market

Statistics based on information obtained from ARMLS and using Brokermetrics software on 02/05/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 11/01/2018-01/31/2019. Information is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

CAVE CREEK/NEW RIVER | FEBRUARY 2019

PHOENIX LUXURY

The luxury segment of the Phoenix housing market is represented by residential sales \$800,000 and above.

Data Obtained 02/05/2019 from ARMLS using BrokerMetrics software for all closed residential sales volume between 02/01/2018 – 01/31/2019 rounded to the nearest tenth of one percent and deemed to be correct.

CLOSED UNITS JANUARY ↘ 16.7%



UNDER CONTRACT JANUARY ↗ 8.7%



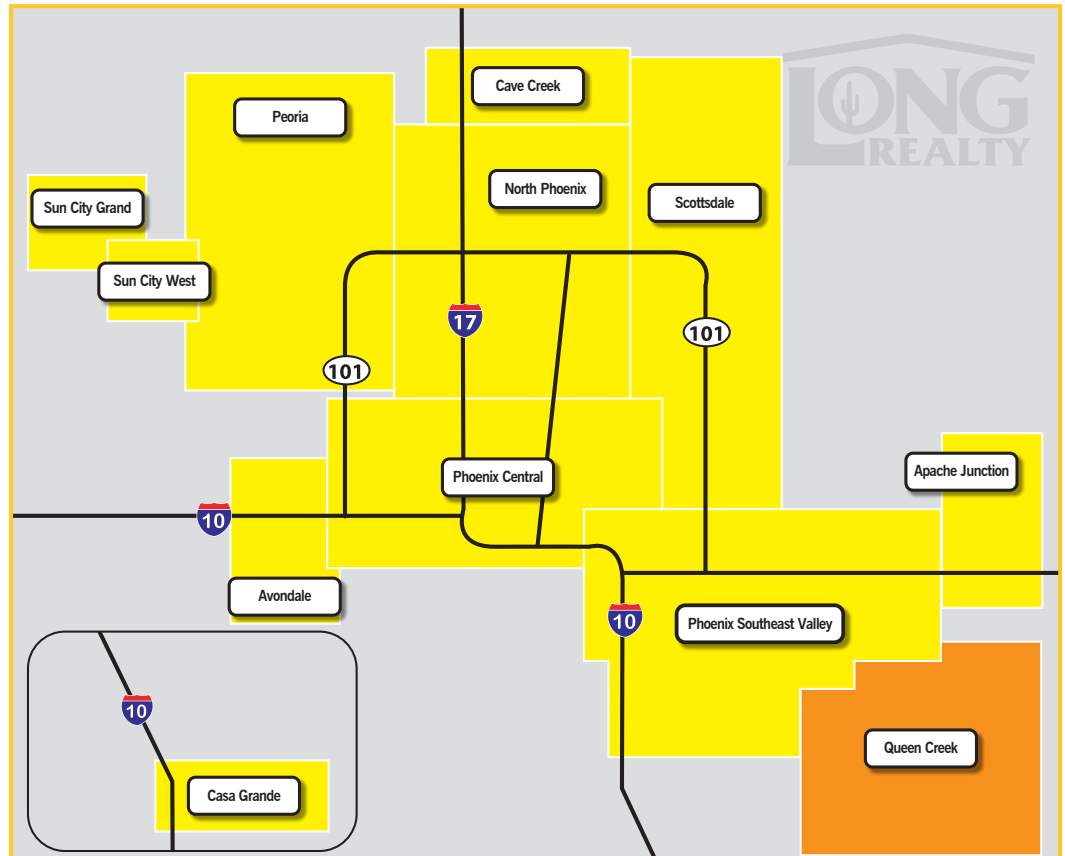
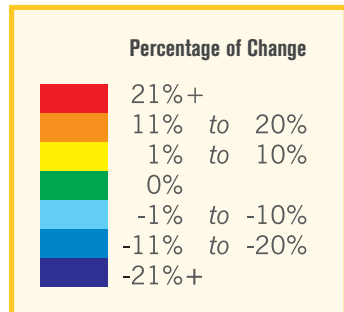
MONTHS OF INVENTORY ↗ 21.6%



CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(NOV 2017-JAN 2018 TO NOV 2018-JAN 2019)

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.

This heat map represents the percentage of change in Phoenix metro median sales prices from November 2017-January 2018 to November 2018-January 2019 by zip code. These statistics are based on information obtained from the ARMLS on 02/05/2019. Information is believed to be reliable, but not guaranteed.