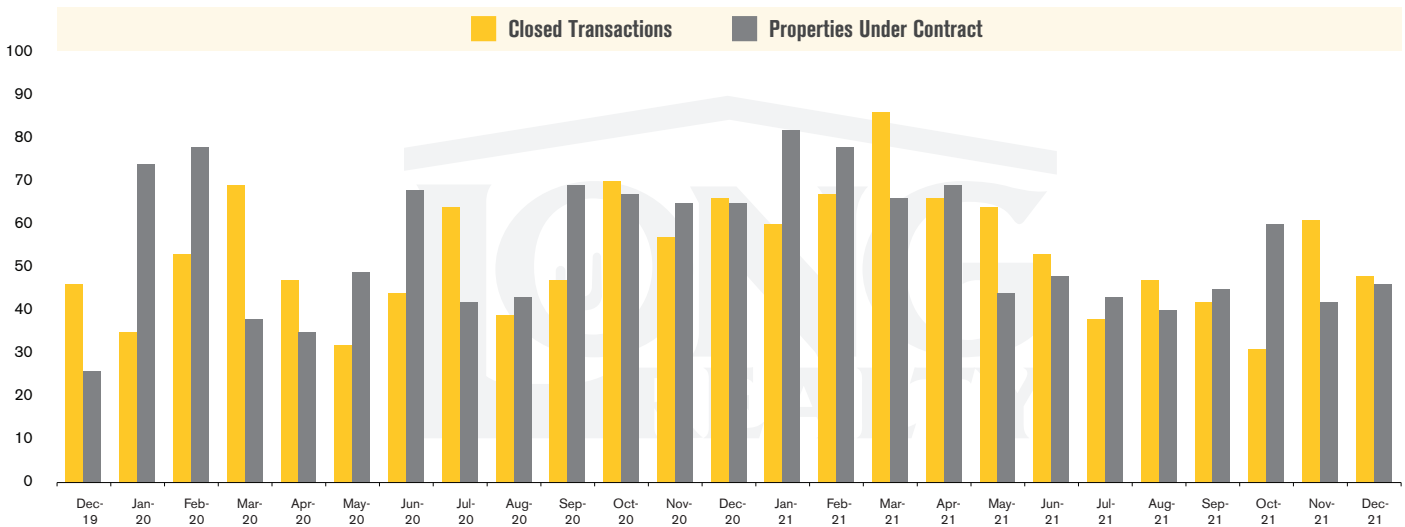


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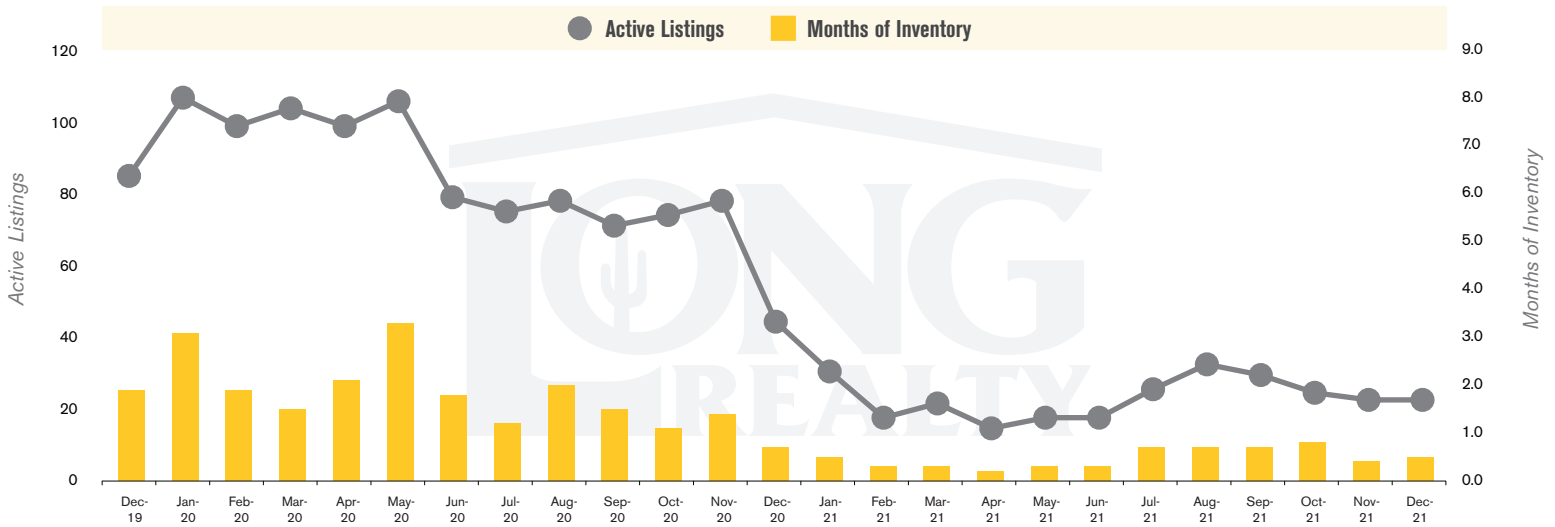
SUN CITY GRAND | JANUARY 2022

In the Sun City Grand area, December 2021 active inventory was 23, a 49% decrease from December 2020. There were 48 closings in December 2021, a 27% decrease from December 2020. Year-to-date 2021 there were 663 closings, a 6% increase from year-to-date 2020. Months of Inventory was 0.5, down from 0.7 in December 2020. Median price of sold homes was \$457,500 for the month of December 2021, up 39% from December 2020. The Sun City Grand area had 46 new properties under contract in December 2021, down 29% from December 2020.

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 TrendGraphix software. All data obtained 01/06/2022 is believed to be reliable, but not guaranteed.

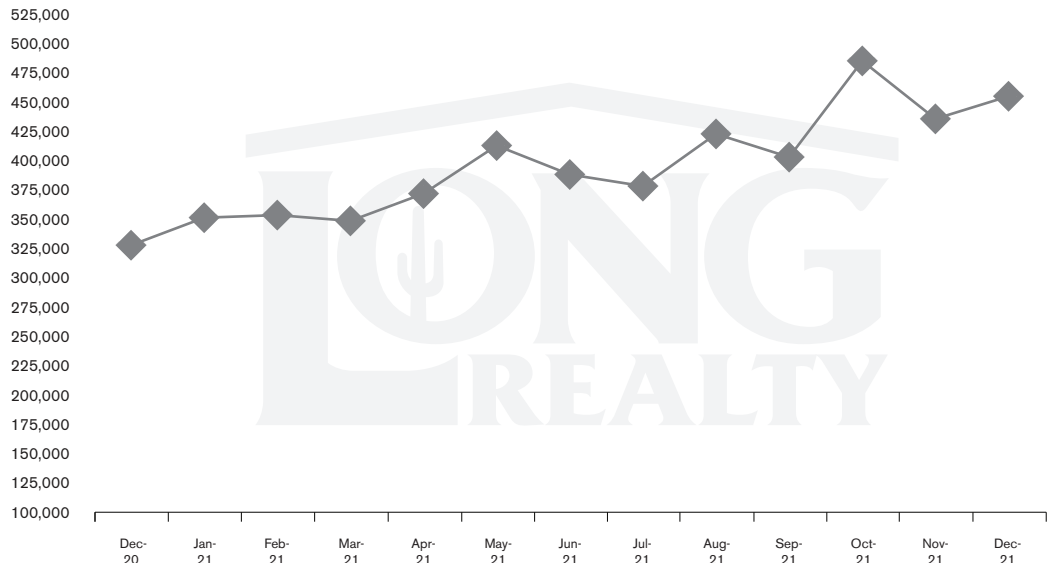
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MEDIAN SOLD PRICE SUN CITY GRAND

On average, homes sold this % of original list price.

Dec 2020	Dec 2021
96.9%	99.3%

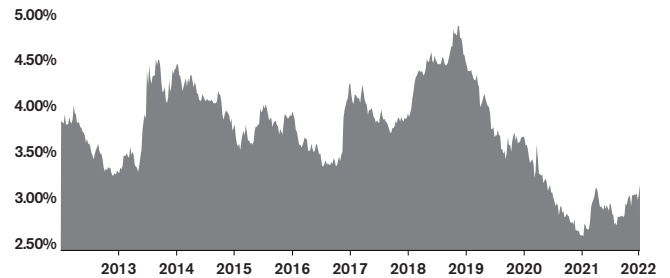


MONTHLY PAYMENT ON A MEDIAN PRICED HOME SUN CITY GRAND

Year	Median Price	Int. Rate	MO. Payment
2006	\$305,000	6.140%	\$1,763.36
2020	\$329,000	2.680%	\$1,264.40
2021	\$457,500	3.100%	\$1,855.92

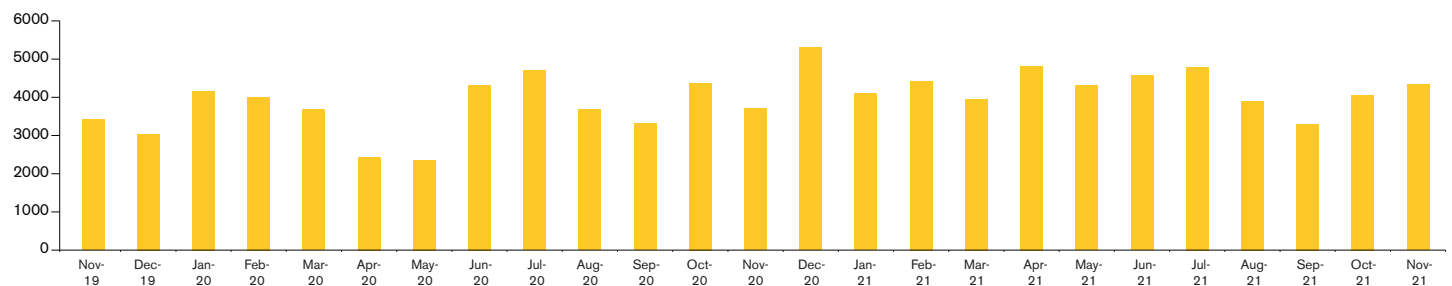
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW SINGLE FAMILY HOME PERMITS PHOENIX METRO



For November 2021, new home permits were **up 17%** from November 2020.

These statistics are based on information obtained from ARMLS and using TrendGraphix software on 01/06/2022. 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.

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SUN CITY GRAND | JANUARY 2022

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
		Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21			
\$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	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	0	1	0	0	0	0	n/a	n/a	n/a
\$200,000 - 224,999	0	0	0	1	0	0	0	n/a	n/a	n/a
\$225,000 - 249,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$250,000 - 274,999	0	0	0	1	0	0	0	n/a	n/a	n/a
\$275,000 - 299,999	0	2	0	0	1	0	0	n/a	0.0	Seller
\$300,000 - 349,999	0	11	6	3	0	4	3	0.0	0.6	Seller
\$350,000 - 399,999	6	7	14	13	4	16	14	0.4	0.5	Seller
\$400,000 - 499,999	5	8	14	12	12	25	18	0.3	0.4	Seller
\$500,000 - 599,999	4	4	7	5	7	6	7	0.6	0.6	Seller
\$600,000 - 699,999	3	4	3	2	4	4	4	0.8	0.5	Seller
\$700,000 - 799,999	3	0	1	3	2	3	1	3.0	1.3	Seller
\$800,000 - 899,999	2	1	1	0	1	3	0	n/a	0.5	Seller
\$900,000 - 999,999	0	0	0	2	0	0	1	0.0	0.0	Seller
\$1,000,000 - and over	0	0	0	0	0	0	0	n/a	n/a	n/a
TOTAL	23	38	47	42	31	61	48	0.5	0.6	Seller

 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 TrendGraphix software on 01/06/2022. 3 month trend in months of inventory is the average of closed sales and active listing data from 10/01/2021-12/31/2021. Information is believed to be reliable, but not guaranteed.

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PHOENIX LUXURY

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

Data Obtained 01/06/2022 from ARMLS using TrendGraphix software for all closed residential sales volume between 01/01/2021 – 12/31/2021 rounded to the nearest tenth of one percent and deemed to be correct.

CLOSED UNITS JAN-DEC ↗ 79.0%

2020

5,472

2021

9,795

UNDER CONTRACT JAN-DEC ↗ 64.3%

2020

5,870

2021

9,645

MONTHS OF INVENTORY ↘ 40.7%

December 2020

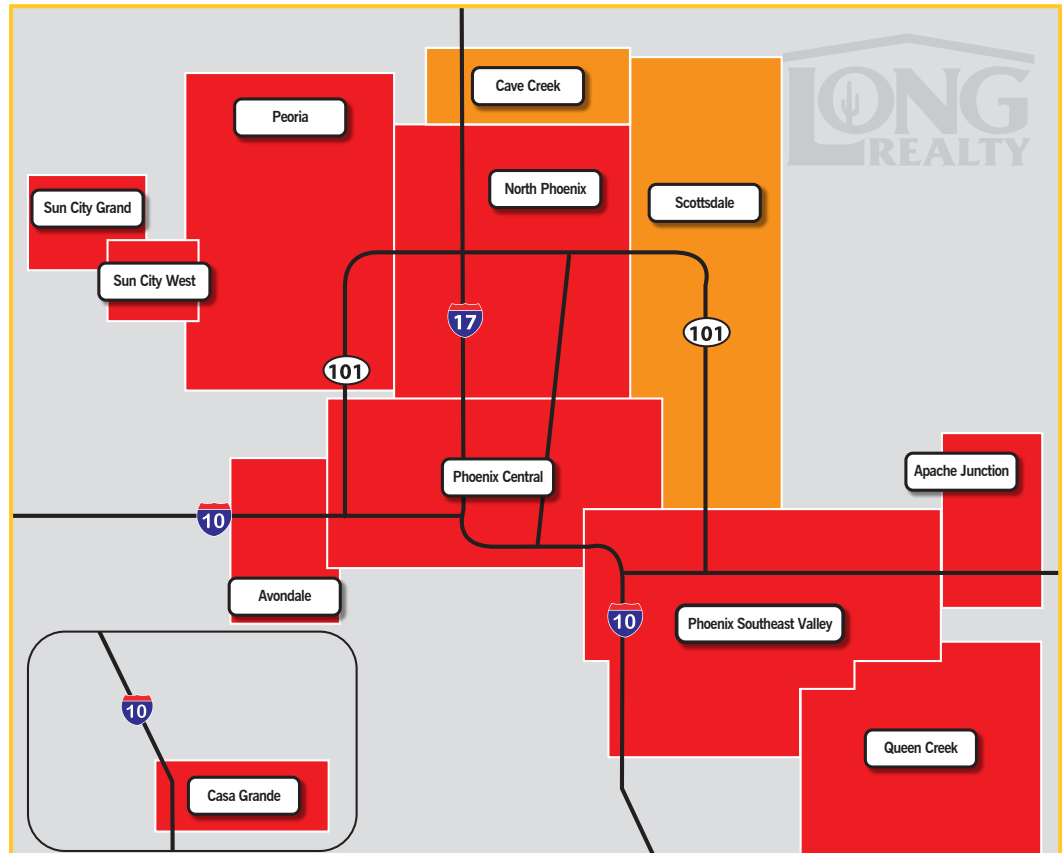
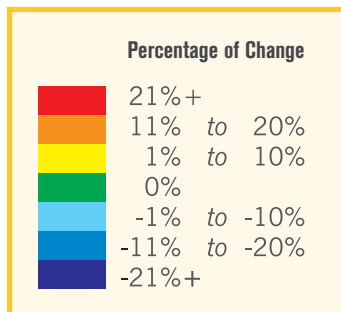
1.8

December 2021 1.1

CHANGE IN MEDIAN SALES PRICE BY AREA

OCT 2020-DEC 2020 TO OCT 2021-DEC 2021

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 October 2020-December 2020 to October 2021-December 2021 by area. These statistics are based on information obtained from the ARMLS on 01/06/2022. Information is believed to be reliable, but not guaranteed.