

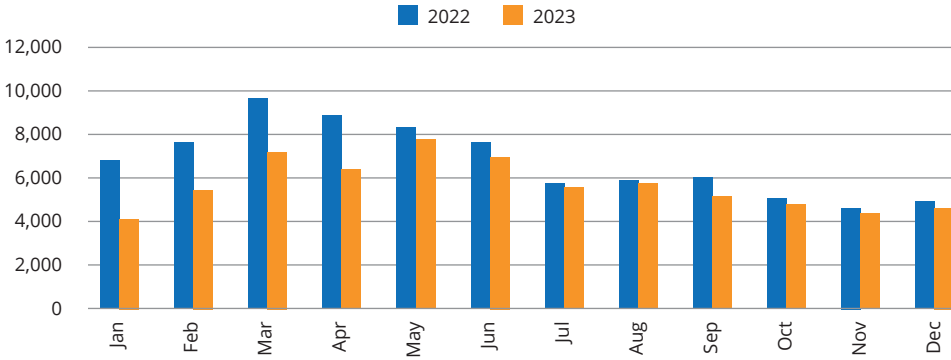


A BERKSHIRE HATHAWAY AFFILIATE

2023 Housing Trends Phoenix Area

Higher mortgage rates over the past year moderated both the number of buyers purchasing homes and homeowners listing their property for sale. The limited listing inventory has kept home pricing level in our local markets and in some areas, sales prices have increased.

Closed Sales — Phoenix Residential



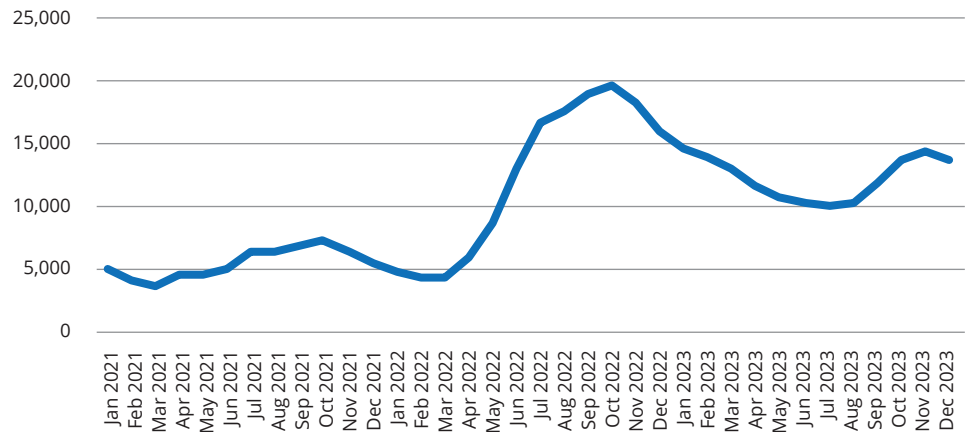
% Change vs 2022

| | | |
|-------------------|---|------|
| Phoenix Area | ↓ | -16% |
| Florence/Coolidge | ↓ | -23% |
| Casa Grande | ↓ | -10% |
| Chandler | ↓ | -24% |
| Gilbert | ↓ | -20% |
| Mesa | ↓ | -18% |
| Tempe | ↓ | -26% |
| Surprise | ↑ | +1% |
| Sun City | ↓ | -14% |
| Sun City West | ↓ | -6% |
| Scottsdale | ↓ | -12% |
| Glendale | ↓ | -19% |

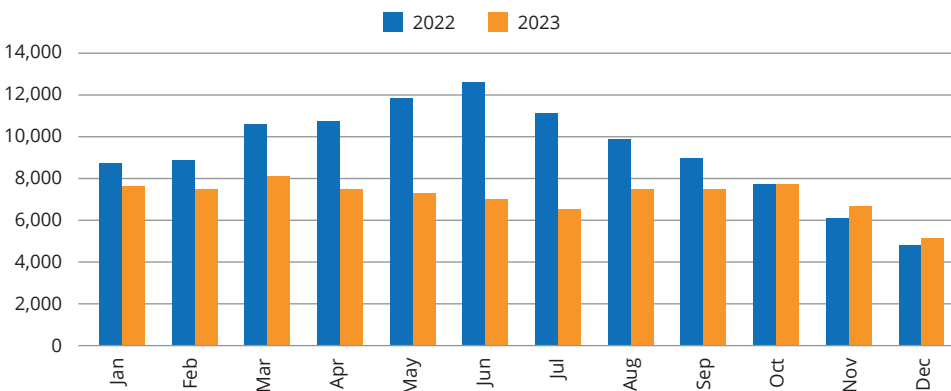
Dec 2023 % Change vs Dec 2022

| | | |
|-------------------|---|------|
| Phoenix Area | ↓ | -14% |
| Florence/Coolidge | ↓ | -13% |
| Casa Grande | ↓ | -11% |
| Chandler | ↓ | -38% |
| Gilbert | ↓ | -44% |
| Mesa | ↓ | -16% |
| Tempe | ↓ | -16% |
| Surprise | ↓ | -1% |
| Sun City | ↓ | -11% |
| Sun City West | ↓ | -25% |
| Scottsdale | ↑ | +3% |
| Glendale | ↓ | -21% |

Active Residential Inventory — Phoenix



New Listings — Phoenix Residential

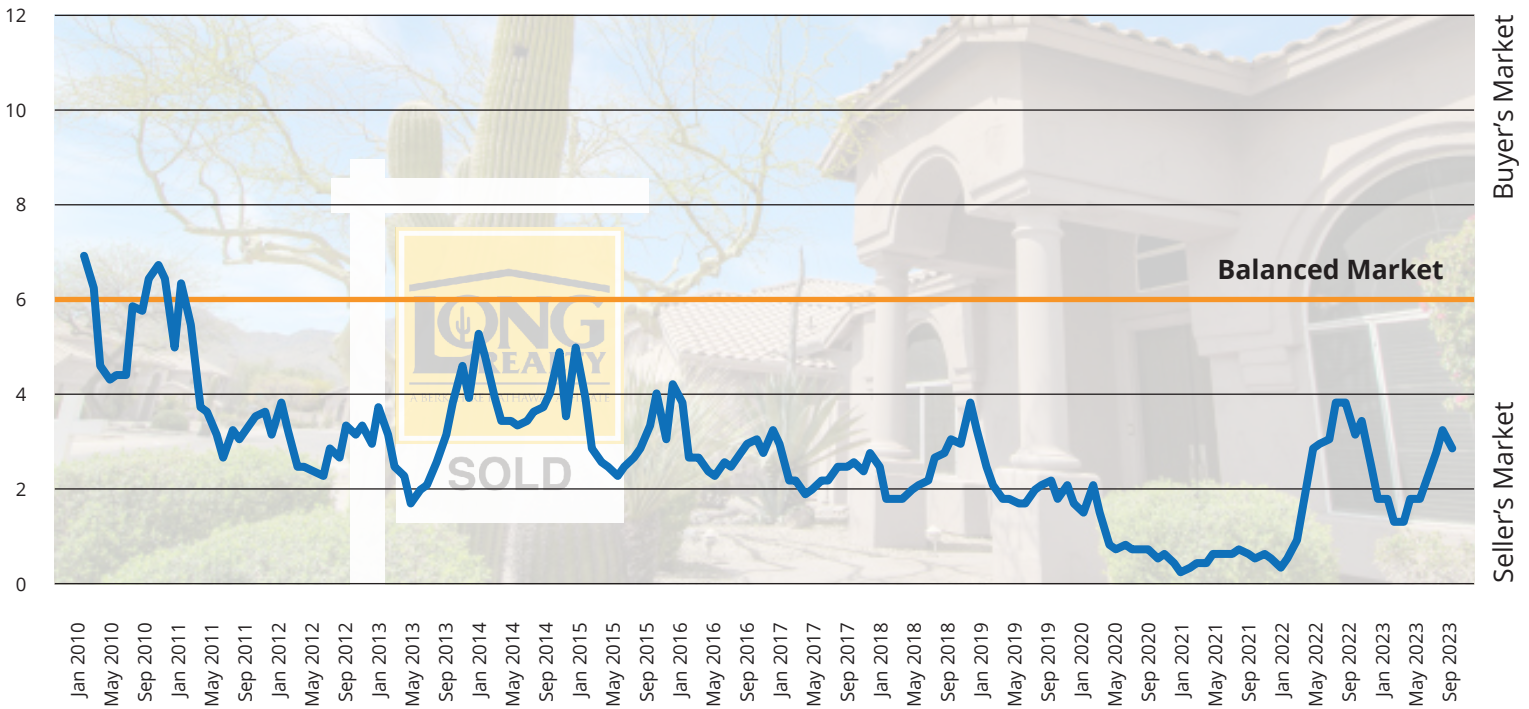


% Change vs 2022

| | | |
|-------------------|---|------|
| Phoenix Area | ↓ | -23% |
| Florence/Coolidge | ↓ | -21% |
| Casa Grande | ↓ | -12% |
| Chandler | ↓ | -35% |
| Gilbert | ↓ | -34% |
| Mesa | ↓ | -26% |
| Tempe | ↓ | -26% |
| Surprise | ↓ | -10% |
| Sun City | ↓ | -19% |
| Sun City West | ↓ | -17% |
| Scottsdale | ↓ | -16% |
| Glendale | ↓ | -28% |



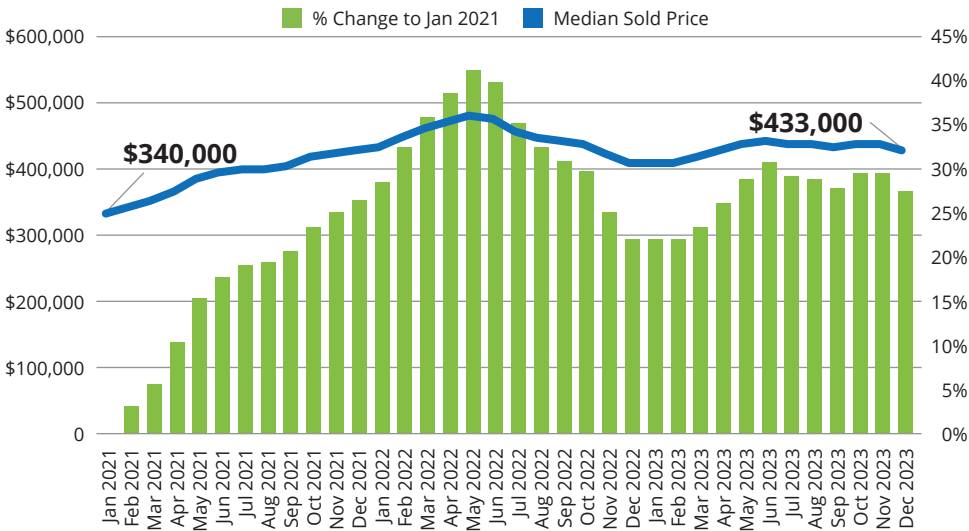
Months of Inventory — Phoenix Metro Residential



Buyer's Market

Seller's Market

Median Home Sold Price Trends — Phoenix Area



July 2023 % Change vs June 2022

| | | |
|-------------------|---|------|
| Phoenix Area | ↑ | +4% |
| Florence/Coolidge | ↑ | +5% |
| Casa Grande | ↑ | +2% |
| Chandler | ↑ | +10% |
| Gilbert | ↑ | +6% |
| Mesa | ↑ | +2% |
| Tempe | ↑ | +5% |
| Surprise | ↑ | +2% |
| Sun City | ↓ | -4% |
| Sun City West | ↓ | -6% |
| Scottsdale | ↑ | +3% |
| Glendale | ↑ | +3% |

Curious about what this means for your real estate goals?

Market conditions can vary for each neighborhood and community, so please reach out for the most current information and guidance for your area.



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Long Realty Company

Statistics based on information obtained from ARMLS on 01/21/2024 using TrendGraphix software. Information is believed to be reliable, but not guaranteed.