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Maricopa County Real Estate Report:

A Monthly Overview of Market Statistics



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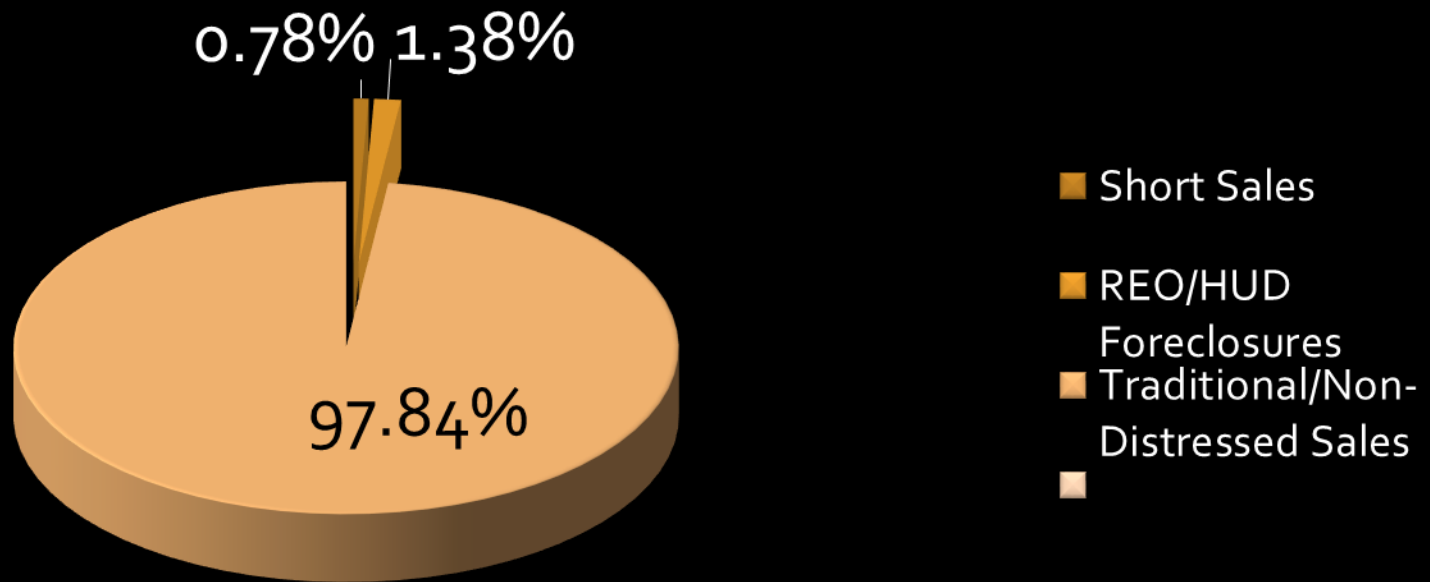
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September 2017

September Sales by Transaction Type



Sales by Common Loan Types

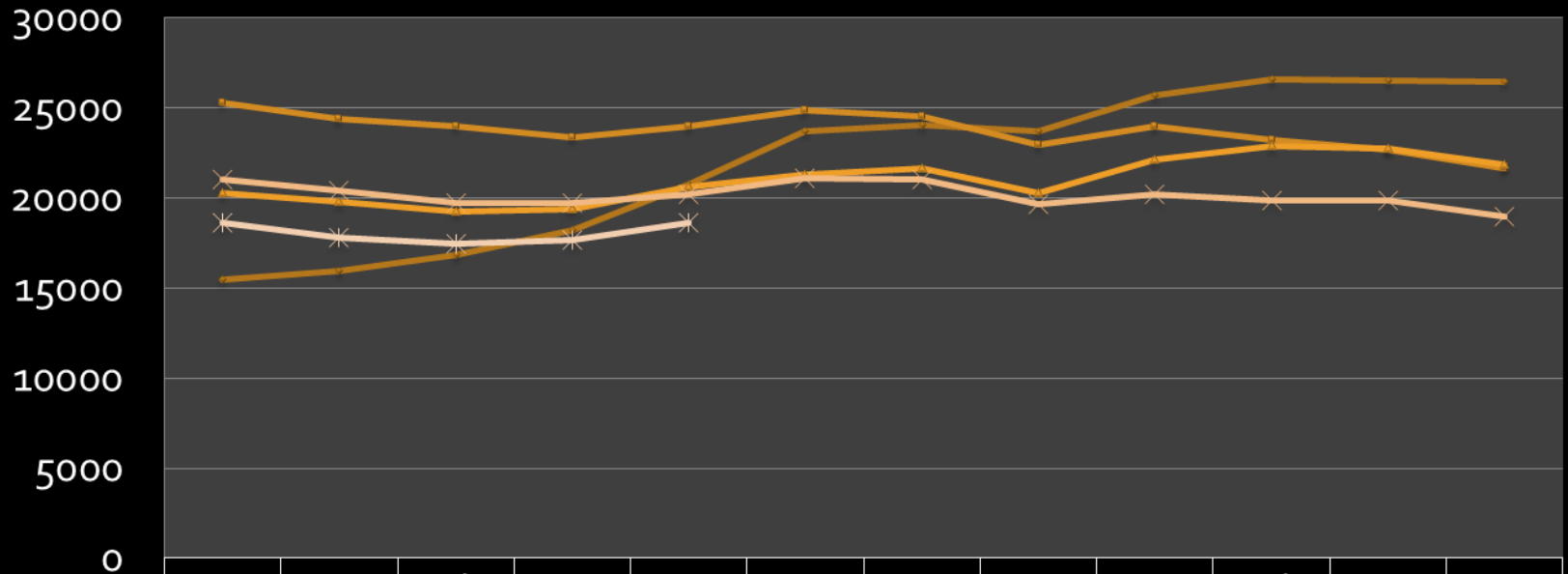
➤ Total Sales 9/1-9/30	7,496
➤ Total Cash Sales	1,615
➤ Total Conventional	3,975
➤ Total FHA	1,278
➤ Total VA	570

Today's Mortgage Rates

30 Year Fixed (Con)	3.99%
15 Year Fixed (Con)	3.27%
30 Year FHA	3.60%
Jumbo Loan	4.19%
5/1 ARM	3.22%

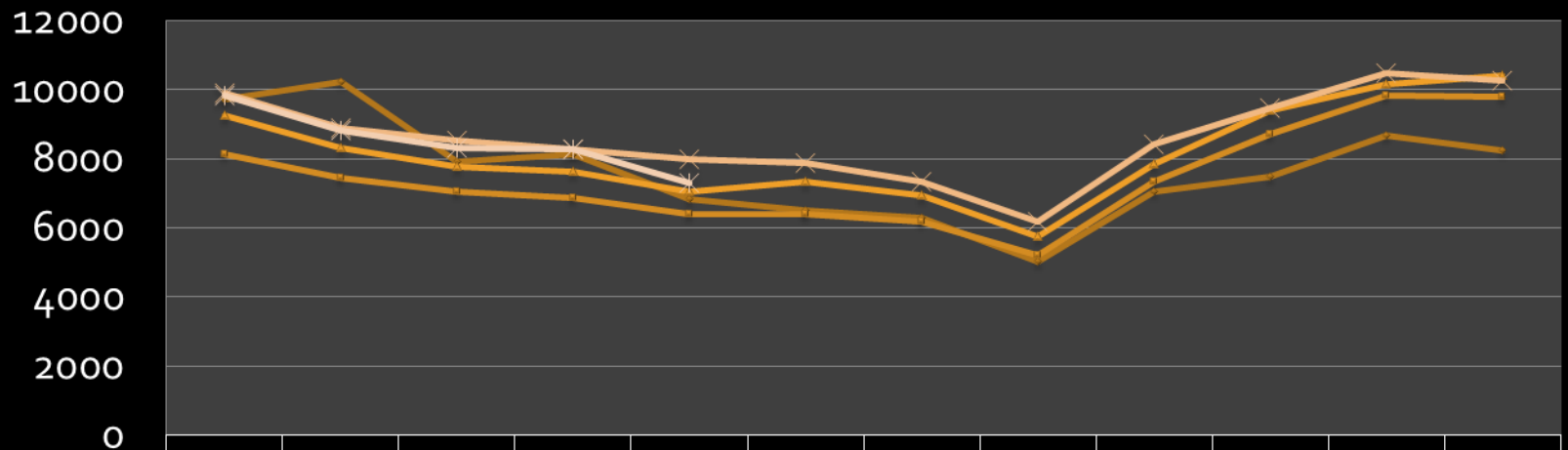
Rates as of 10/7/2017
Provided by Mortgage News Daily

Active Listings by Month



* Reflects ALL active inventory as of month end, not just newly listed properties.

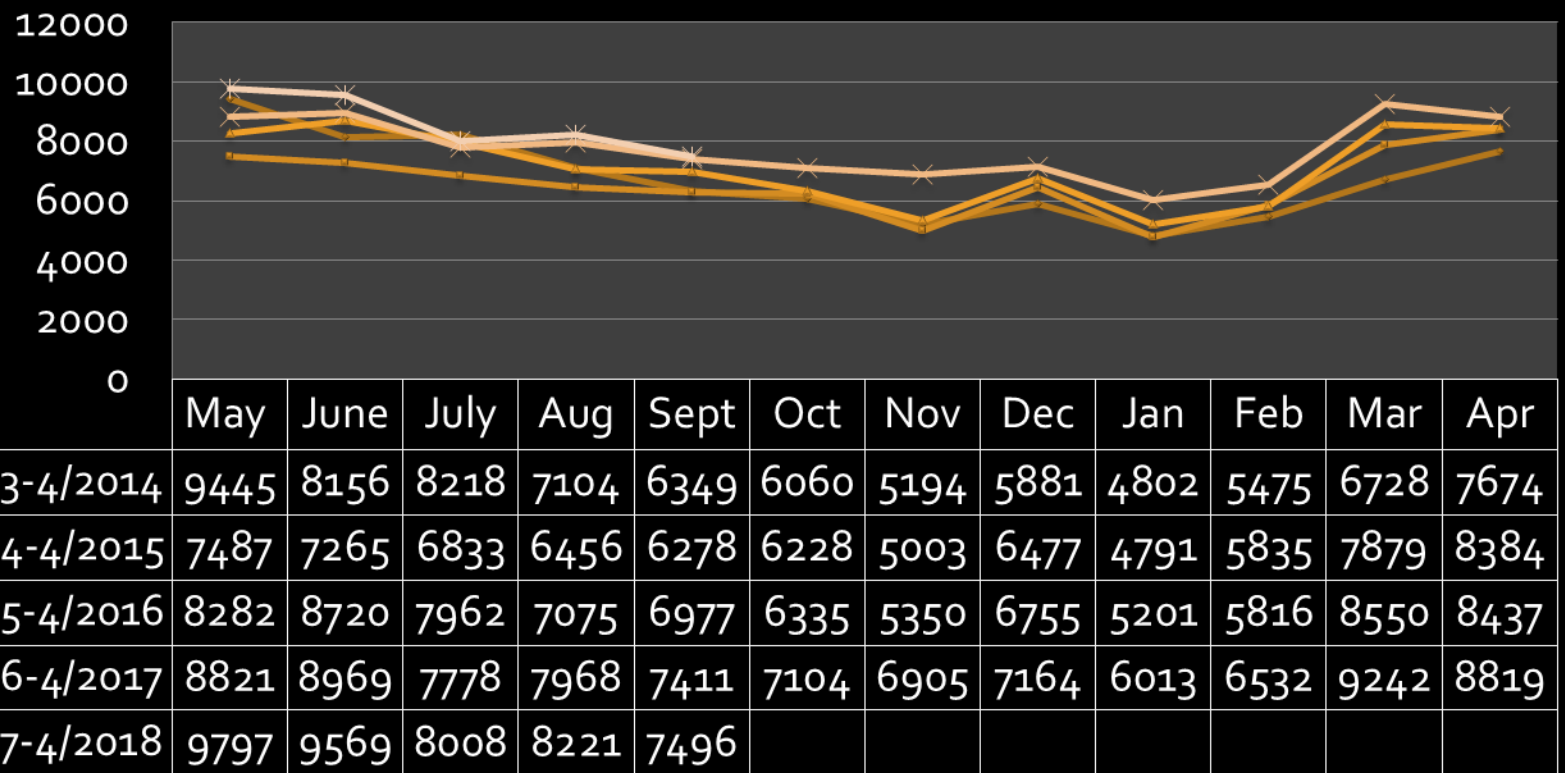
Pending Listings by Month



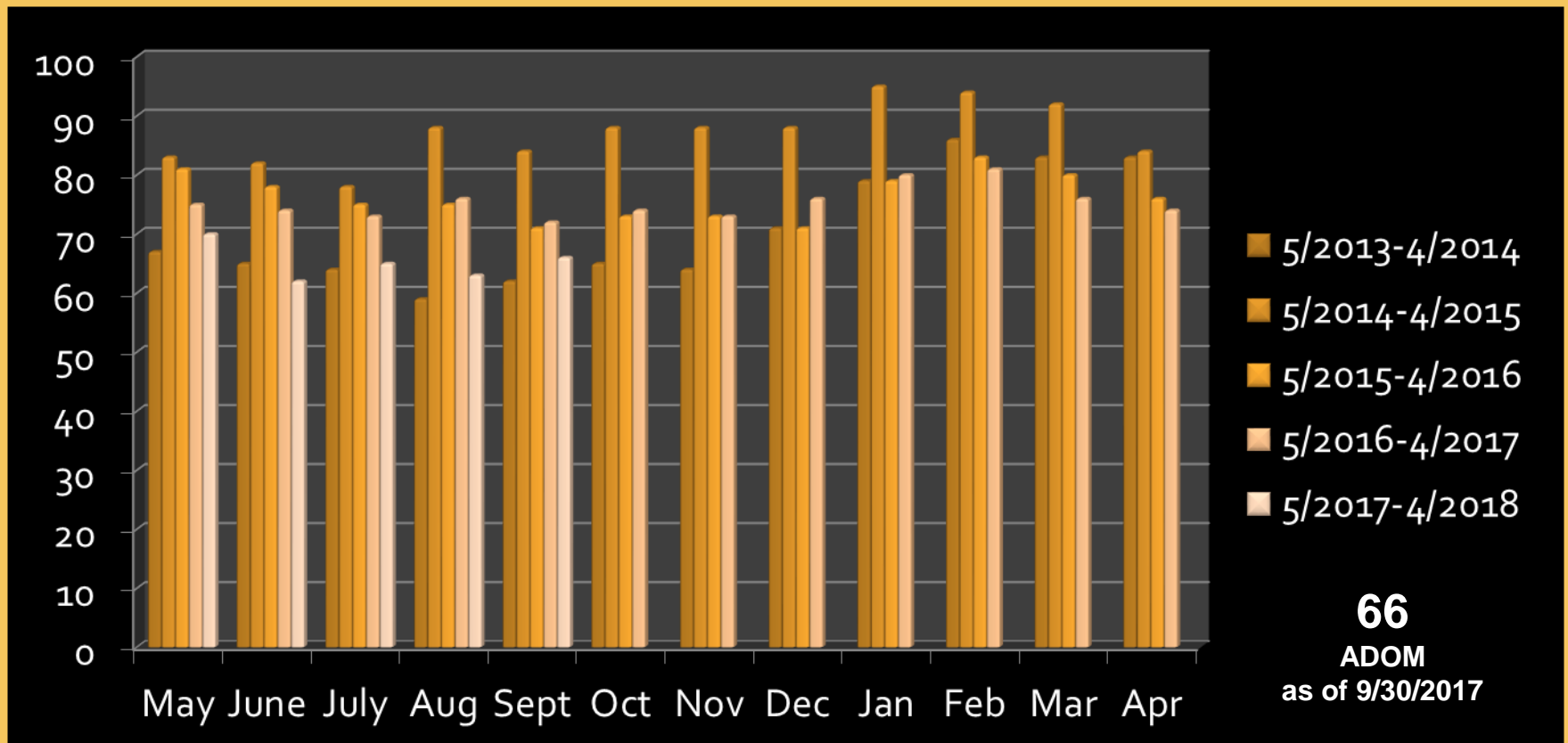
	May	June	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr
5/2013-4/2014	9729	10234	7906	8135	6827	6491	6304	5007	7062	7467	8684	8239
5/2014-4/2015	8122	7452	7060	6868	6412	6399	6161	5213	7341	8709	9834	9775
5/2015-4/2016	9252	8292	7750	7605	7032	7323	6946	5743	7830	9398	10158	10415
5/2016-4/2017	9890	8880	8515	8290	7991	7888	7341	6165	8407	9480	10477	10254
5/2017-4/2018	9829	8816	8297	8258	7297							

* Reflects date that status changed to pending or UCB

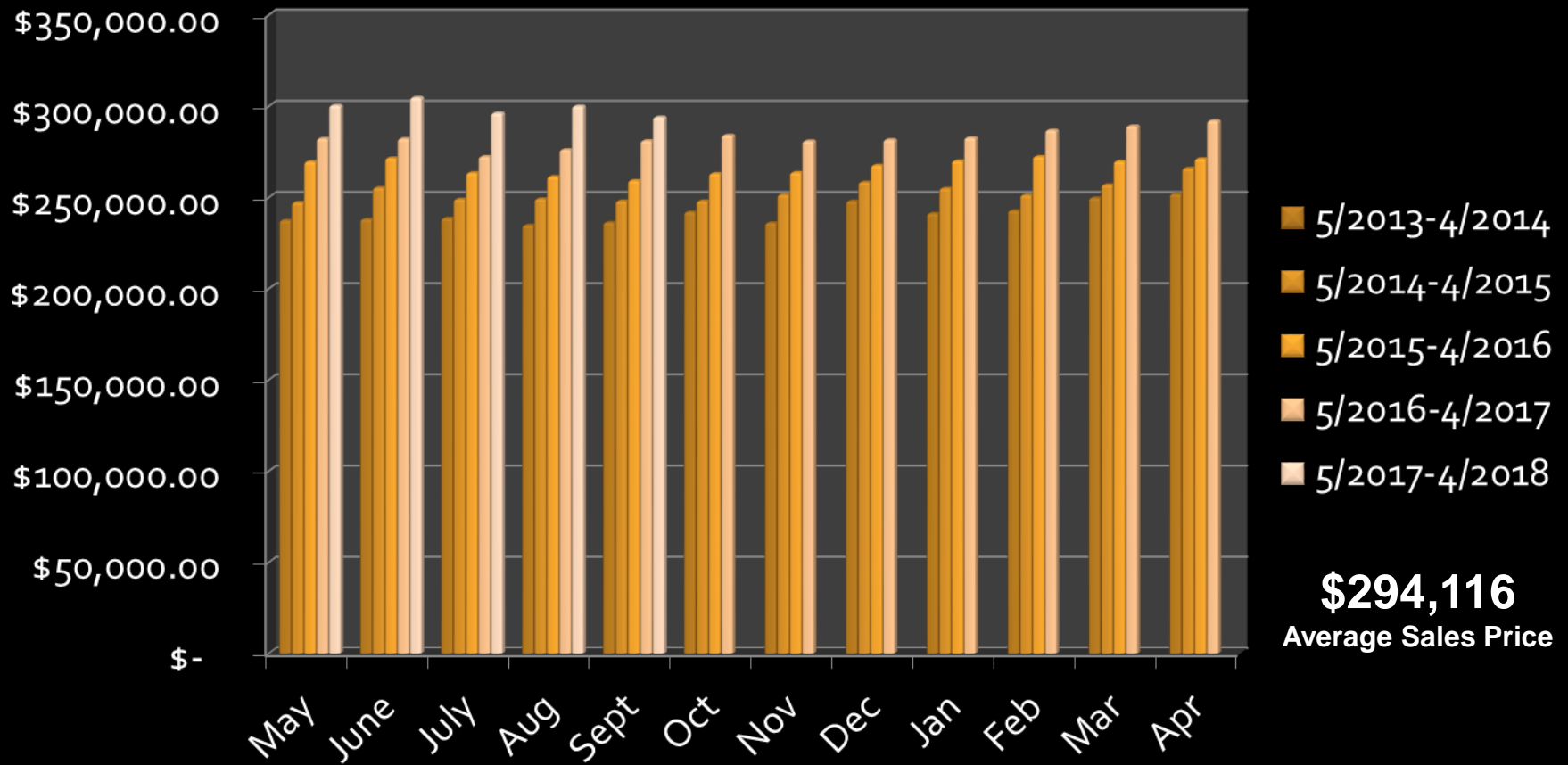
Closed Sales by Month



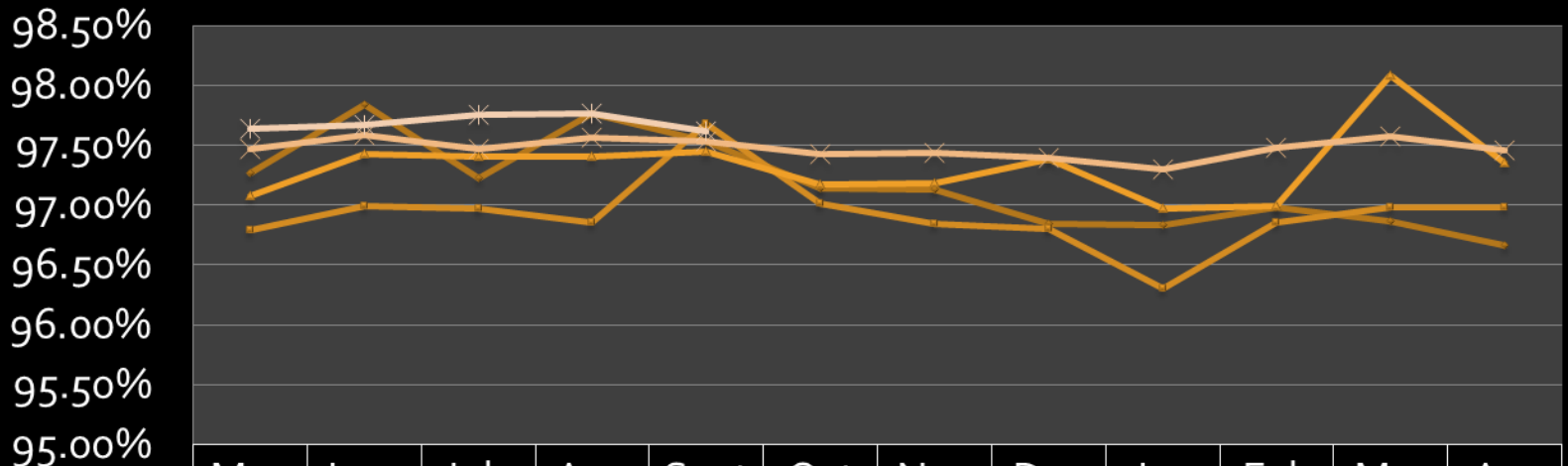
Average Days on Market



Average Sales Price



Average List Price to Sales Price Ratio



	May	June	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr
5/2013-4/2014	97.27	97.84	97.22	97.77	97.53	97.14	97.13	96.84	96.83	96.98	96.87	96.66
5/2014-4/2015	96.79	96.99	96.97	96.85	97.68	97.01	96.84	96.80	96.30	96.85	96.98	96.98
5/2015-4/2016	97.08	97.43	97.40	97.41	97.45	97.17	97.18	97.38	96.97	96.99	98.08	97.35
5/2016-4/2017	97.47	97.58	97.47	97.56	97.53	97.43	97.44	97.39	97.30	97.48	97.57	97.46
5/2017-4/2018	97.64	97.67	97.75	97.76	97.62							

Statistical Market Summary

	<u>Last Month</u>		<u>Last Year</u>	
Active Listings		5.4%		7.7%
Pending Listings		11.7%		8.6%
Sold Listings		8.9%		1.2%
Average Days on Market		4.6%		8.4%
Average Sales Price		2.1%		4.4%

What Sellers and Buyers Need to Know

Sellers:

The peak selling season has officially ended! Solds are down from last month, pendings are down, actives are up, days on market are up. Many down-payment assistance programs have also reached an end to their available funds, thus reducing the total buyer pool. Remember, “pretty homes” sell faster and for more money...have your home in tip-top shape to secure the best offer(s) from potential buyers.

Buyers:

Average sales price has fluctuated over the past 4 months, but inventory remains lower than usual for this time of year, and prices are up from last September. It is still considered a seller's market, so you will often get a good price or good terms (concessions/contingencies), but rarely both. Be prepared to write your offer accordingly.

Thank You!

We hope you have found this report beneficial. Although it provides a general overview of the market, it won't take the place of a knowledgeable real estate professional. Please contact us for area-specific market data or for information about buying or selling a home.



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