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Maricopa County Real Estate Report:

A Monthly Overview of Market Statistics



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December 2017

Sales by Common Loan Types

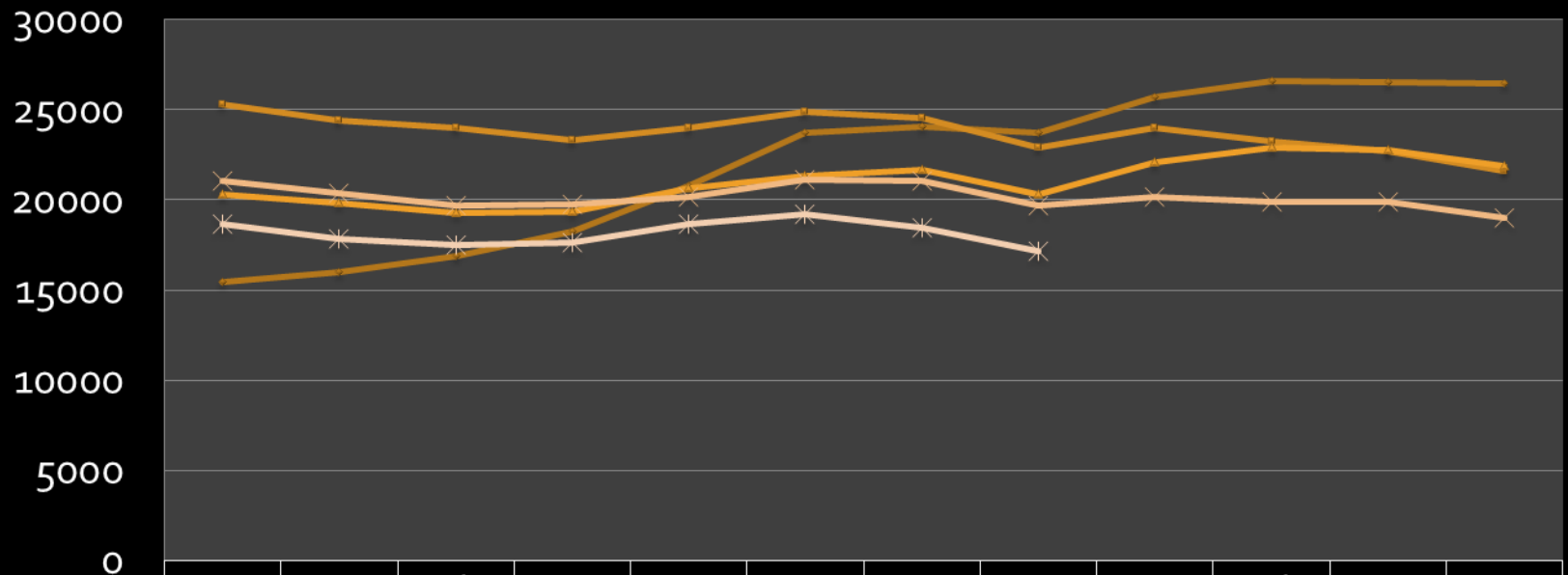
➤ Total Sales 12/1-12/31	7,204
➤ Total Cash Sales	1,647
➤ Total Conventional	3,870
➤ Total FHA	1,132
➤ Total VA	501

Today's Mortgage Rates

30 Year Fixed (Con)	4.07%
15 Year Fixed (Con)	3.41%
30 Year FHA	3.75%
Jumbo Loan	4.22%
5/1 ARM	3.22%

Rates as of 1/4/2017
Provided by Mortgage News Daily

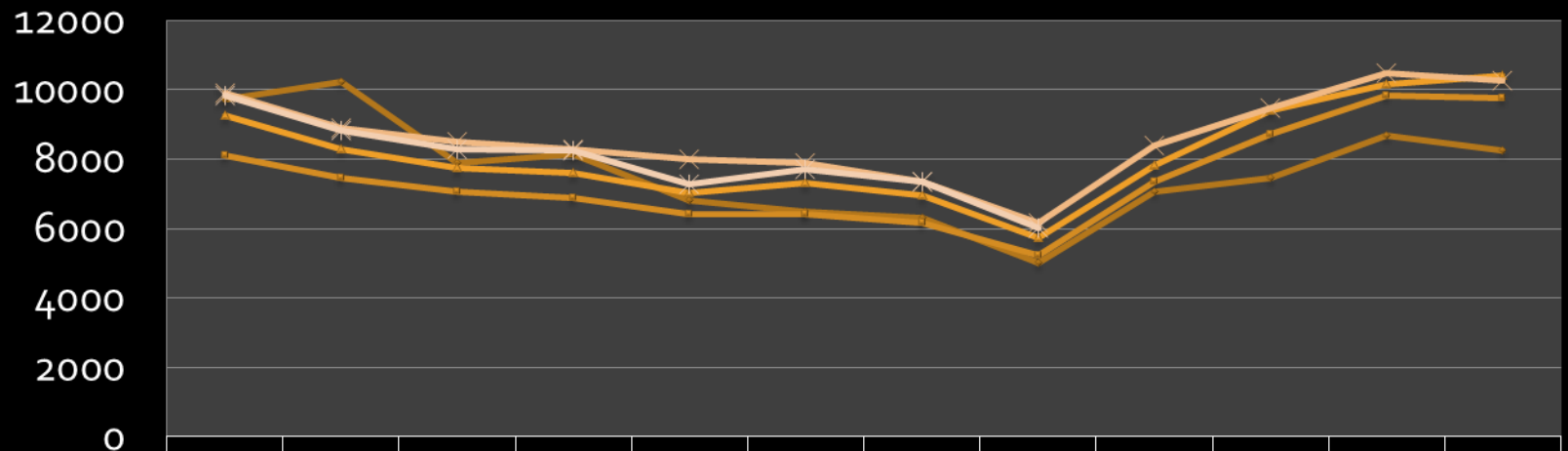
Active Listings by Month



	May	June	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr
5/2013-4/2014	15458	15974	16875	18230	20770	23701	24083	23725	25686	26577	26534	26462
5/2014-4/2015	25313	24382	23996	23347	23984	24885	24532	22937	23972	23256	22691	21639
5/2015-4/2016	20291	19804	19258	19362	20619	21338	21672	20307	22098	22906	22761	21886
5/2016-4/2017	21041	20404	19723	19741	20199	21093	21025	19692	20200	19869	19867	18990
5/2017-4/2018	18649	17809	17490	17654	18645	19235	18448	17128				

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

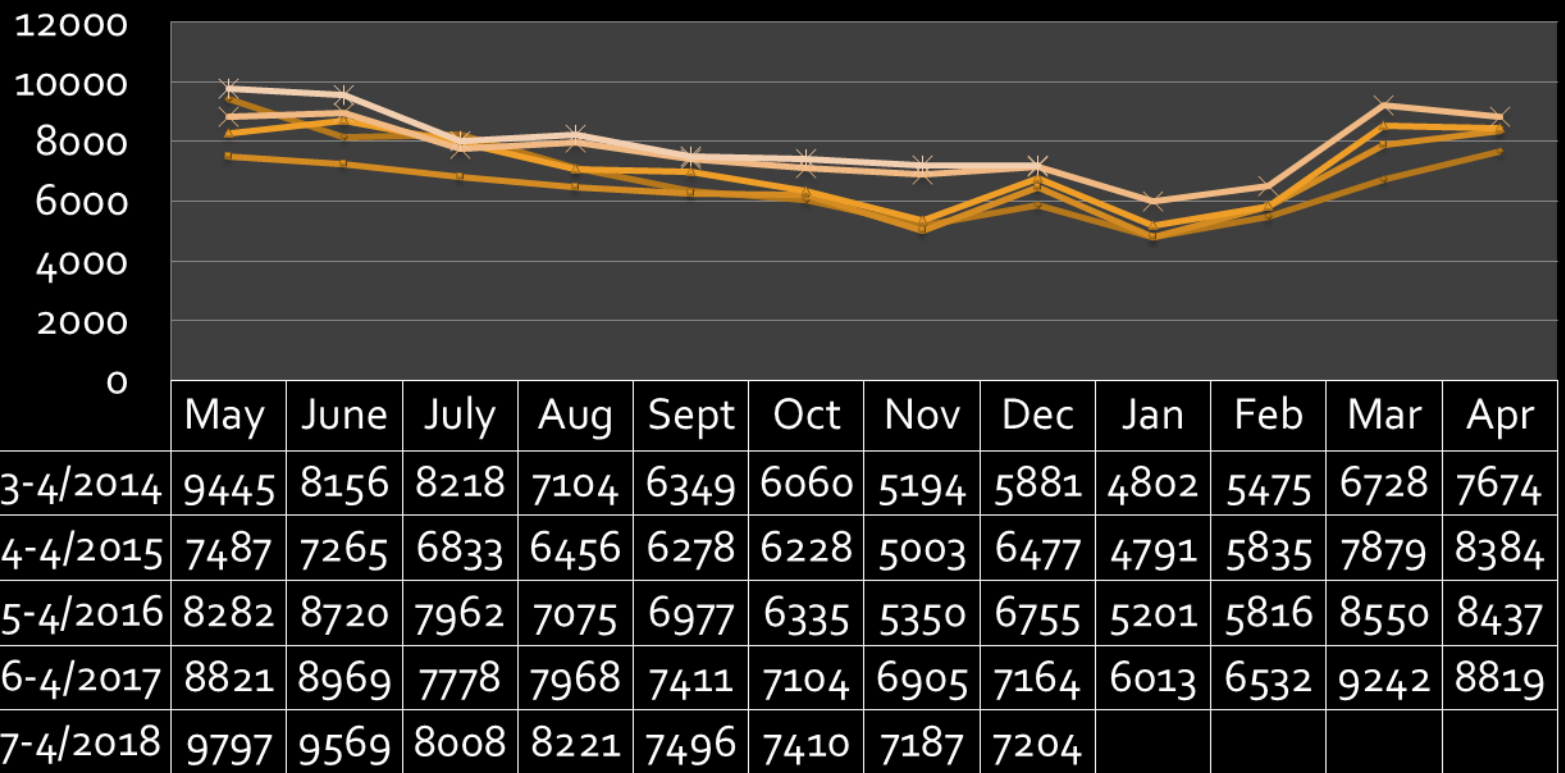
Pending Listings by Month



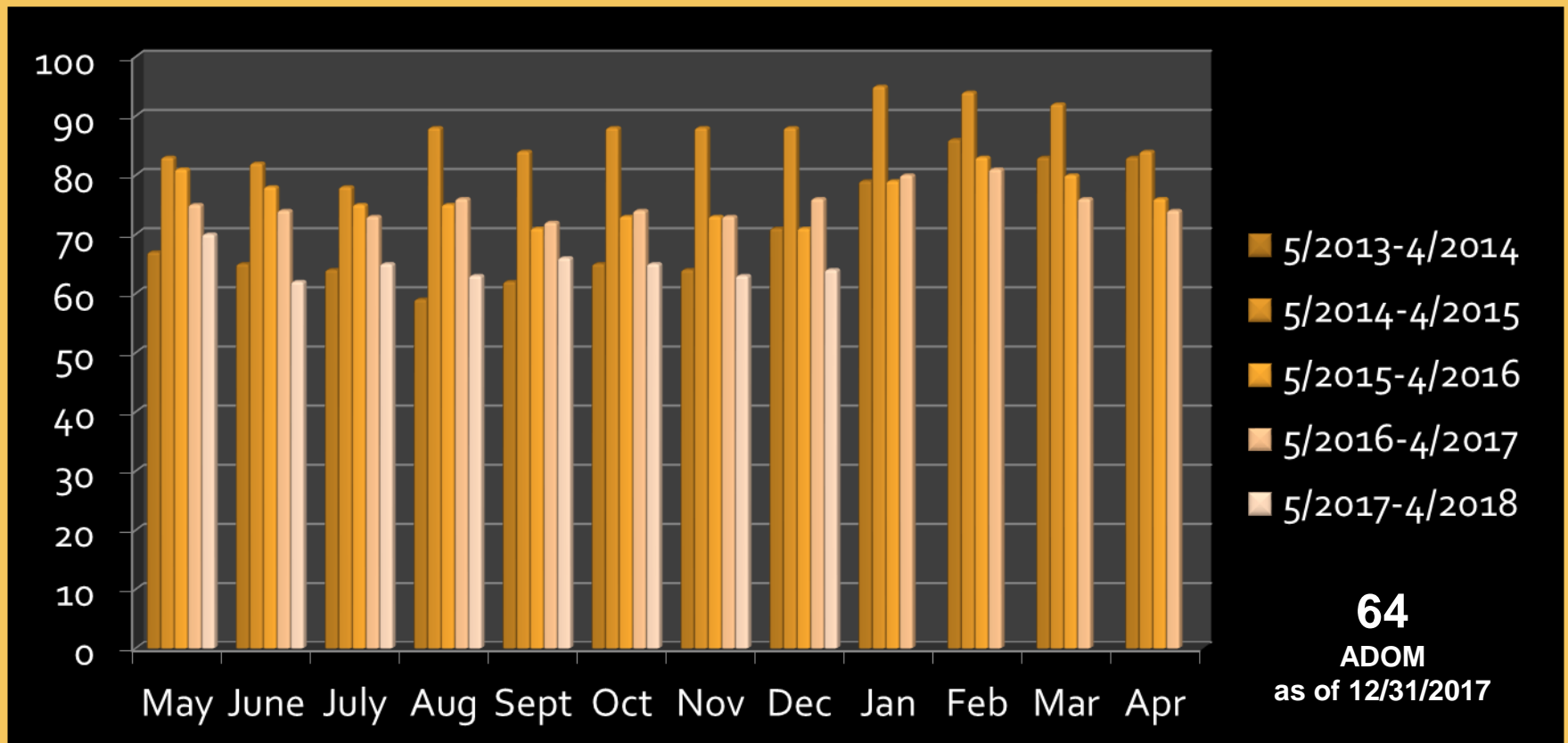
5/2013-4/2014	9729	10234	7906	8135	6827	6491	6304	5007	7062	7467	8684	8239
5/2014-4/2015	8122	7452	7060	6868	6412	6399	6161	5213	7341	8709	9834	9775
5/2015-4/2016	9252	8292	7750	7605	7032	7323	6946	5743	7830	9398	10158	10415
5/2016-4/2017	9890	8880	8515	8290	7991	7888	7341	6165	8407	9480	10477	10254
5/2017-4/2018	9829	8816	8297	8258	7297	7712	7368	6012				

* Reflects date that status changed to pending or UCB

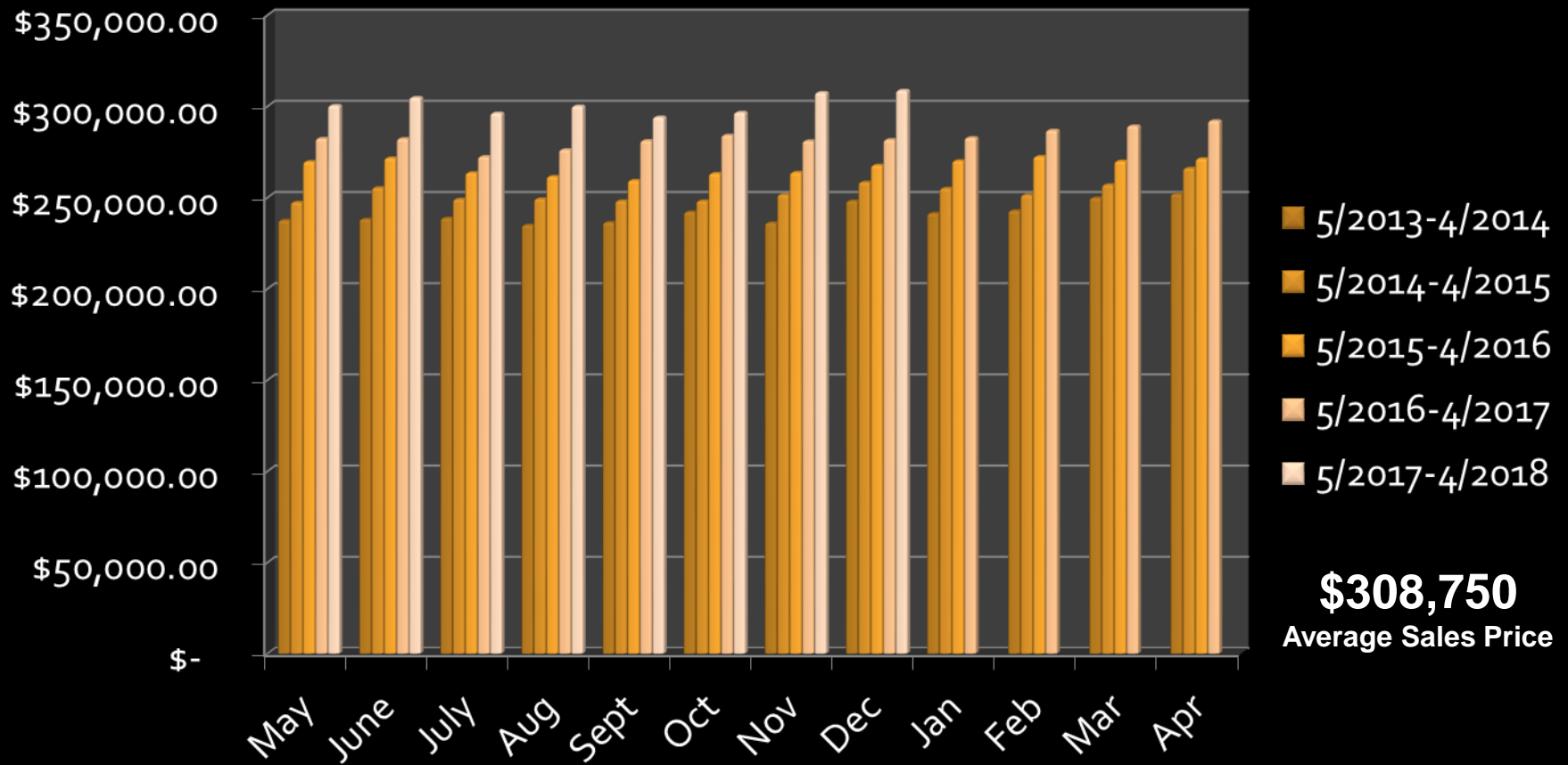
Closed Sales by Month




Average Days on Market



Average Sales Price



Statistical Market Summary

	<u>Last Month</u>	<u>Last Year</u>
Active Listings	 7.8%	 13.1%
Pending Listings	 18.5%	 2.4%
Sold Listings	 0.3%	 0.6%
Average Days on Market	 1.6%	 15.7%
Average Sales Price	 0.4%	 8.6%

What Sellers and Buyers Need to Know

Sellers:

January is typically the slowest month of the year for real estate sales, BUT it does start to pick up dramatically in February. Average sales prices are at an all-time high, thanks to a \$15M closing last month! 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:

Inventory remains lower than usual for this time of year. Interest rates did increase slightly. 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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