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# Maricopa County Real Estate Report:

## A Monthly Overview of Market Statistics



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## March 2018

# Sales by Common Loan Types

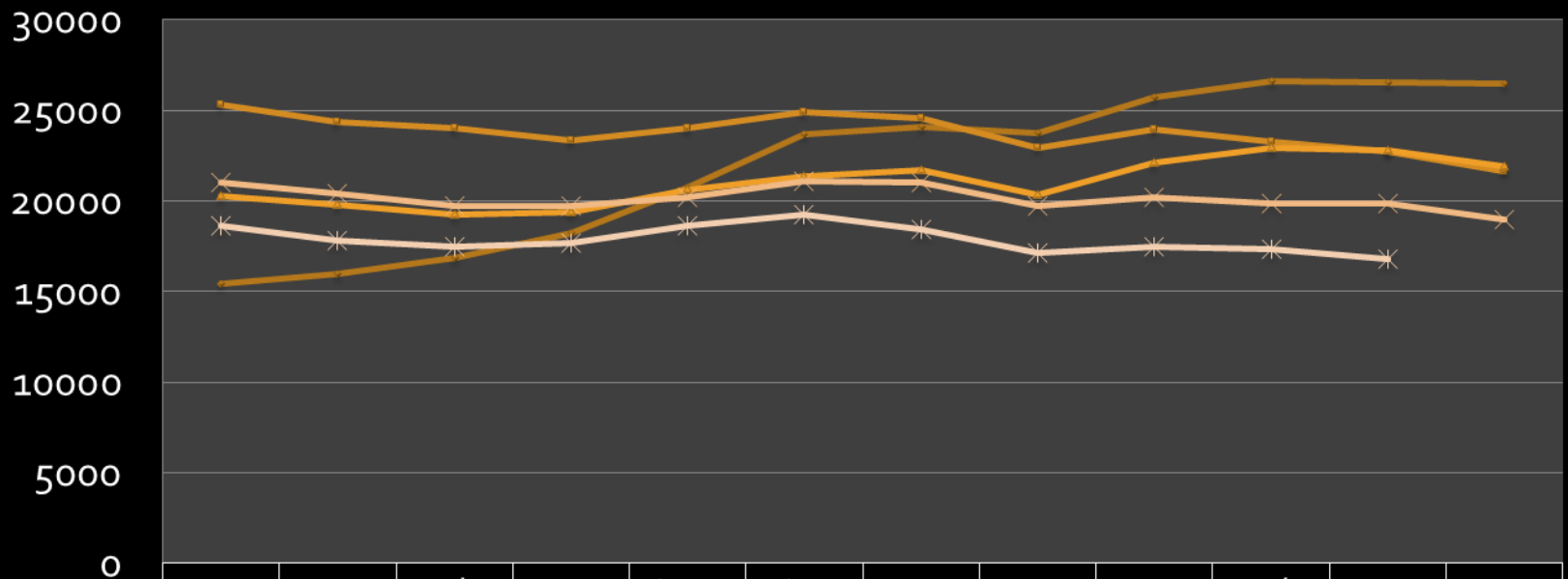
➤ Total Sales 3/1-3/31	9,596
➤ Total Cash Sales	2,449
➤ Total Conventional	5,054
➤ Total FHA	1,418
➤ Total VA	602

# Today's Mortgage Rates

30 Year Fixed (Con)	4.49%
15 Year Fixed (Con)	3.87%
30 Year FHA	4.25%
Jumbo Loan	4.52%
5/1 ARM	3.66%

Rates as of 4/3/2018  
Provided by Mortgage News Daily

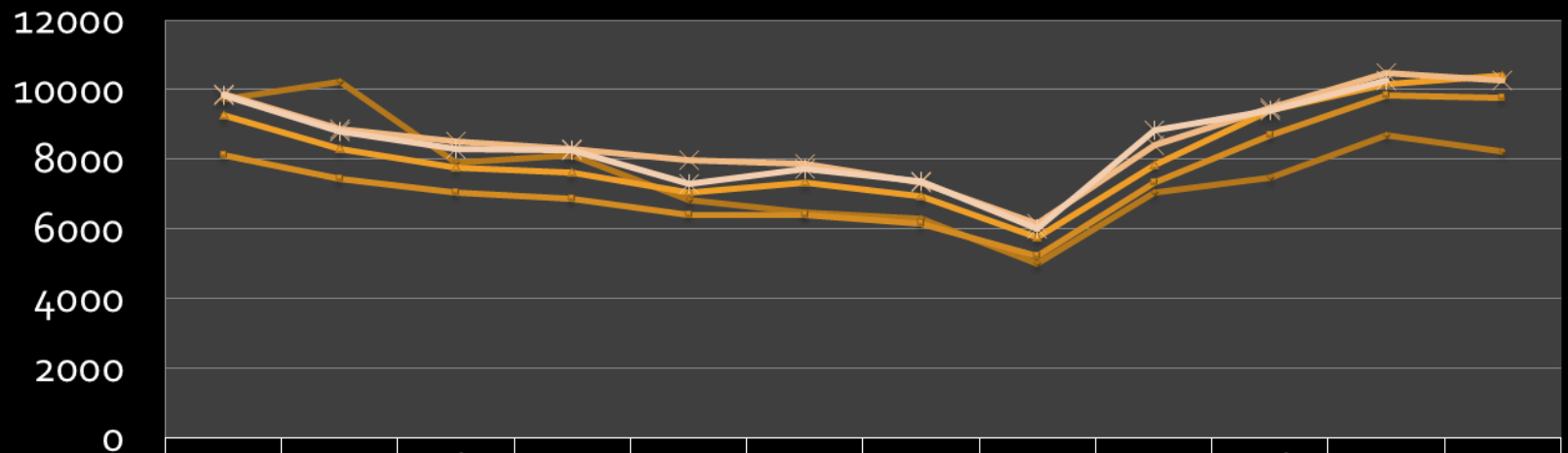
# Active Listings by Month



	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	17441	17319	16814	

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

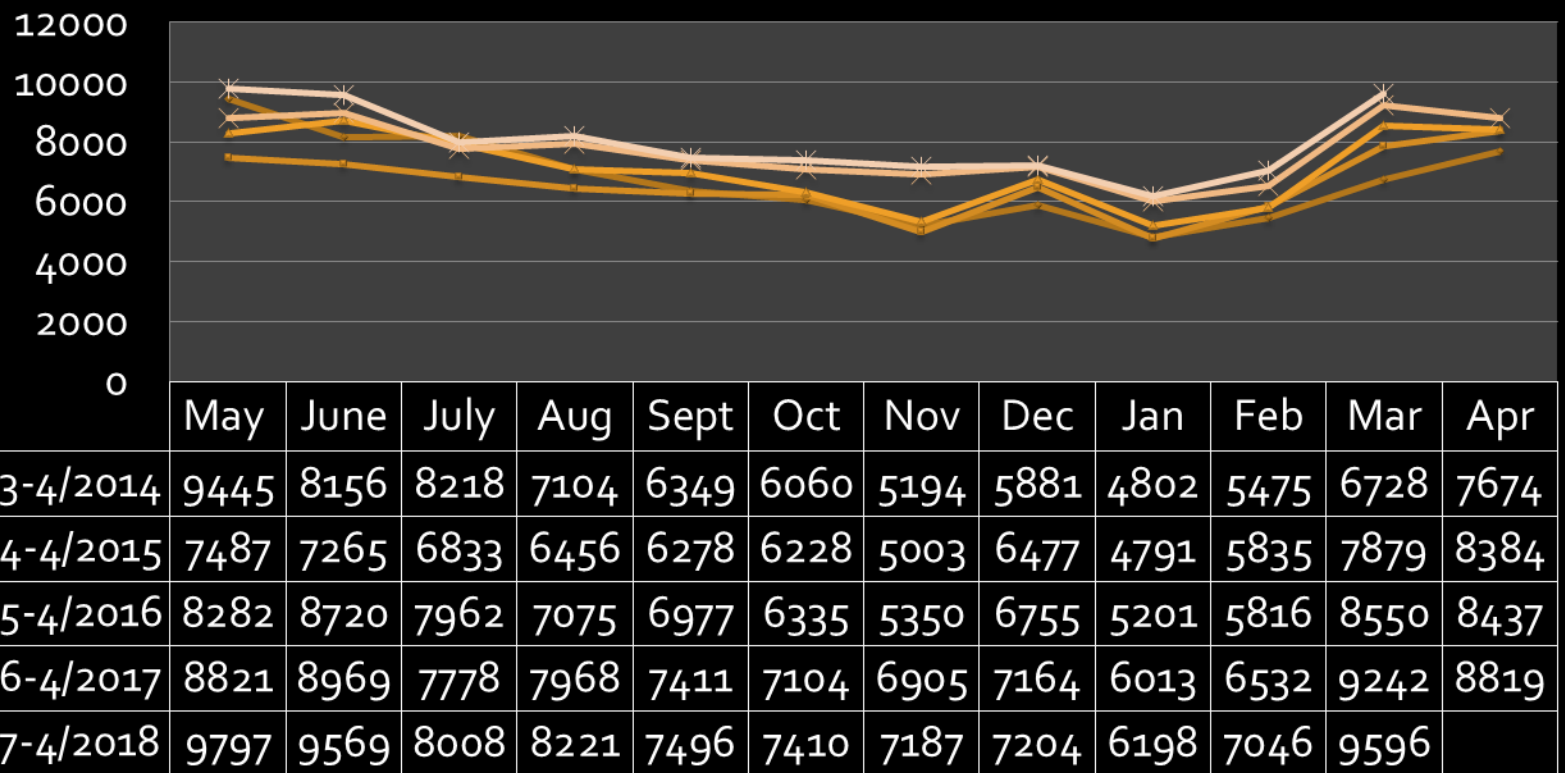
# Pending Listings by Month



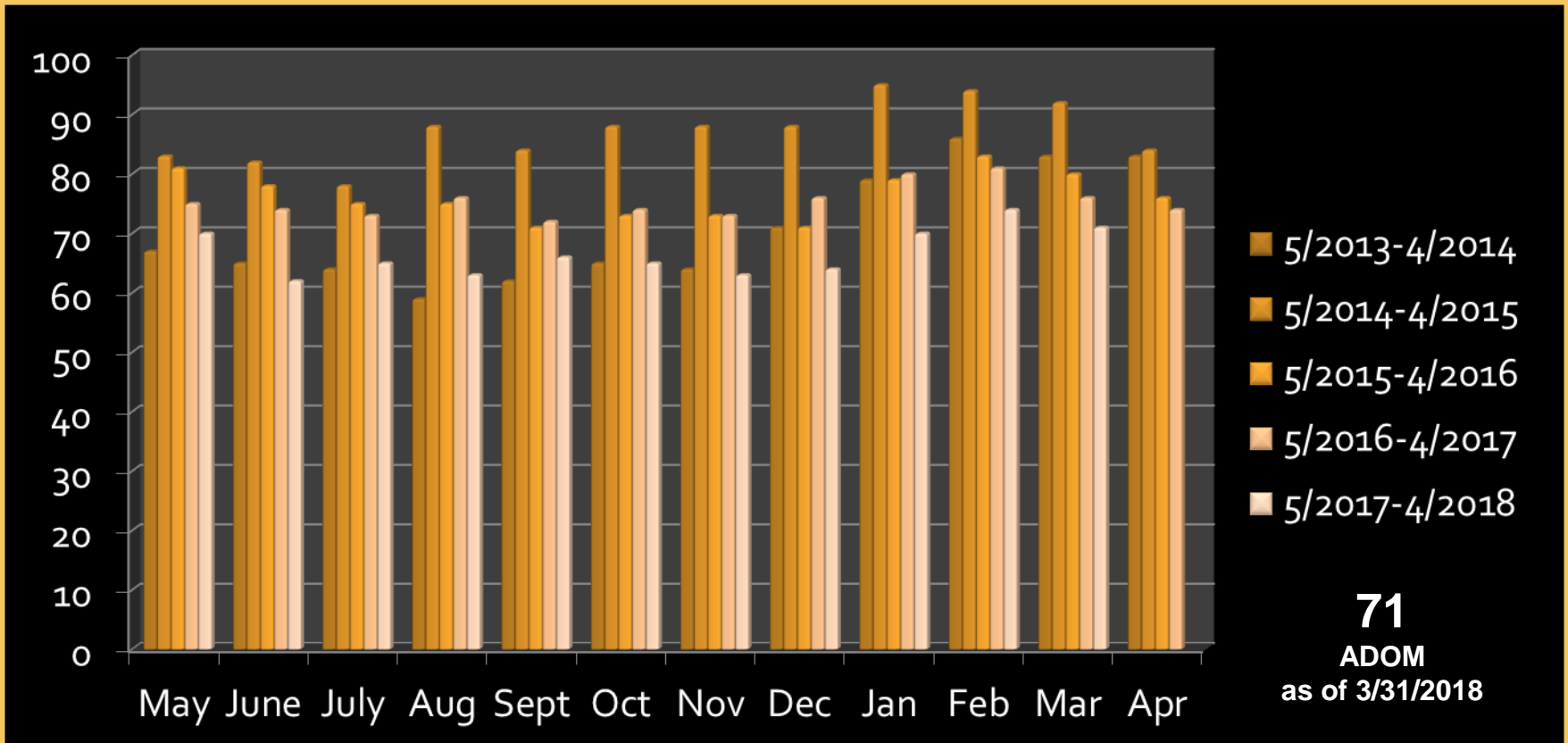
	May	June	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr
5/2013-4/2014	9729	10234	7906	8135	6827	6491	6304	5007	7062	7467	8684	8239
5/2014-4/2015	8122	7452	7060	6868	6412	6399	6161	5213	7341	8709	9834	9775
5/2015-4/2016	9252	8292	7750	7605	7032	7323	6946	5743	7830	9398	10158	10415
5/2016-4/2017	9890	8880	8515	8290	7991	7888	7341	6165	8407	9480	10477	10254
5/2017-4/2018	9829	8816	8297	8258	7297	7712	7368	6012	8849	9406	10251	

\* Reflects date that status changed to pending or UCB

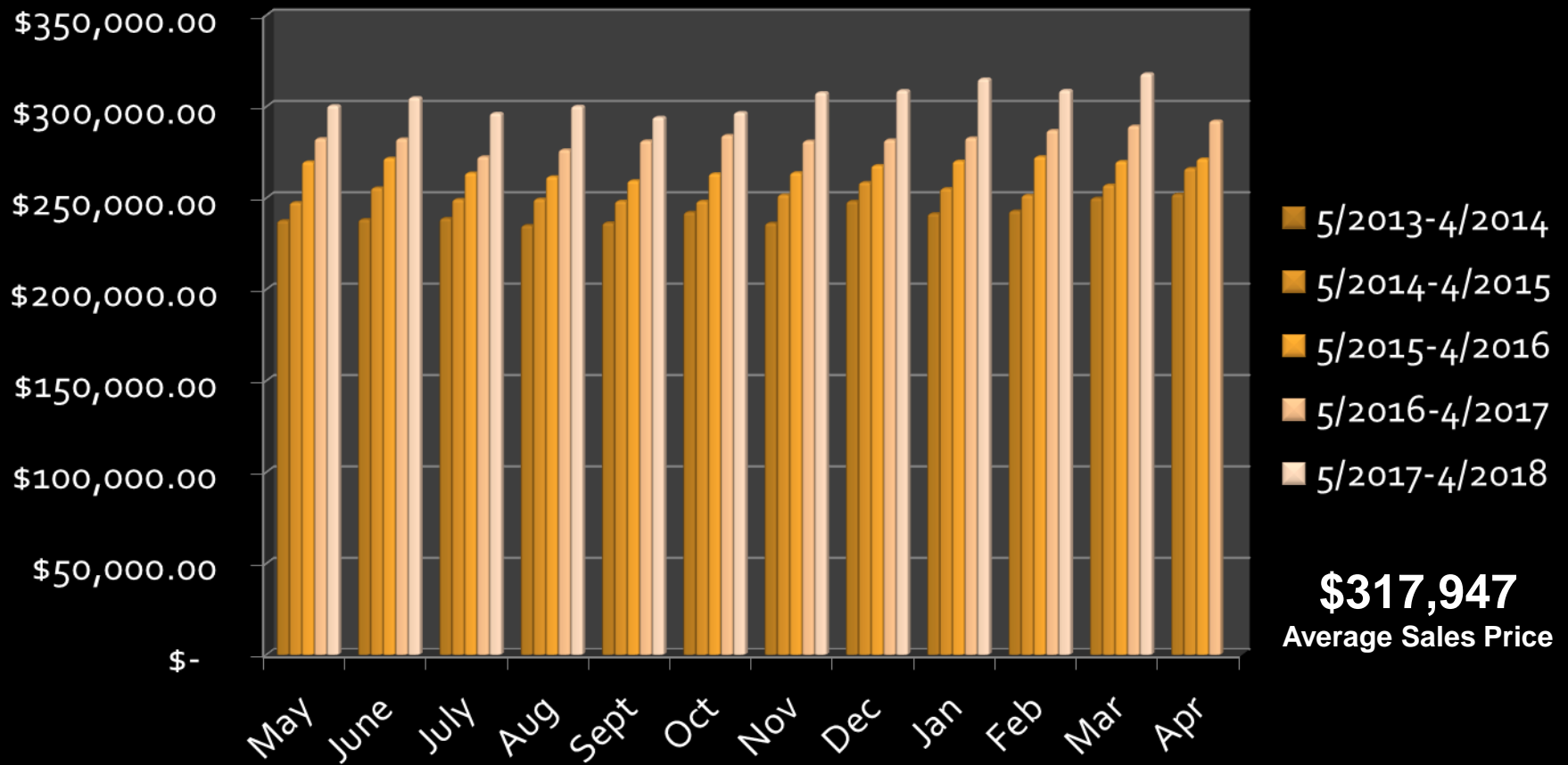
# Closed Sales by Month



# Average Days on Market



# Average Sales Price



**\$317,947**  
Average Sales Price



# Statistical Market Summary

	<u>Last Month</u>		<u>Last Year</u>	
Active Listings	↓	3.0%	↓	15.4%
Pending Listings	↑	8.3%	↓	2.2%
Sold Listings	↑	26.6%	↑	3.7%
Average Days on Market	↓	4.1%	↓	6.6%
Average Sales Price	↑	2.9%	↑	9.1%

# What Sellers and Buyers Need to Know

## Sellers:

As expected, the market is starting to pick up for our peak season. Average sales prices increased slightly after taking a dip last month. With interest rates on the raise, the buyer pool will start to decrease. 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:

Active inventory hit a 5-year low last month, and multiple offers are common. 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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