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Maricopa County Real Estate Report:

A Monthly Overview of Market Statistics



Chris & Cheryl Park

Realty One Group

480-754-9477 or 480-754-9077

chrispark@harbornet.com;

cherylpark@harbornet.com

AzDreamHomesScottsdale.com

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Sales by Common Loan Types

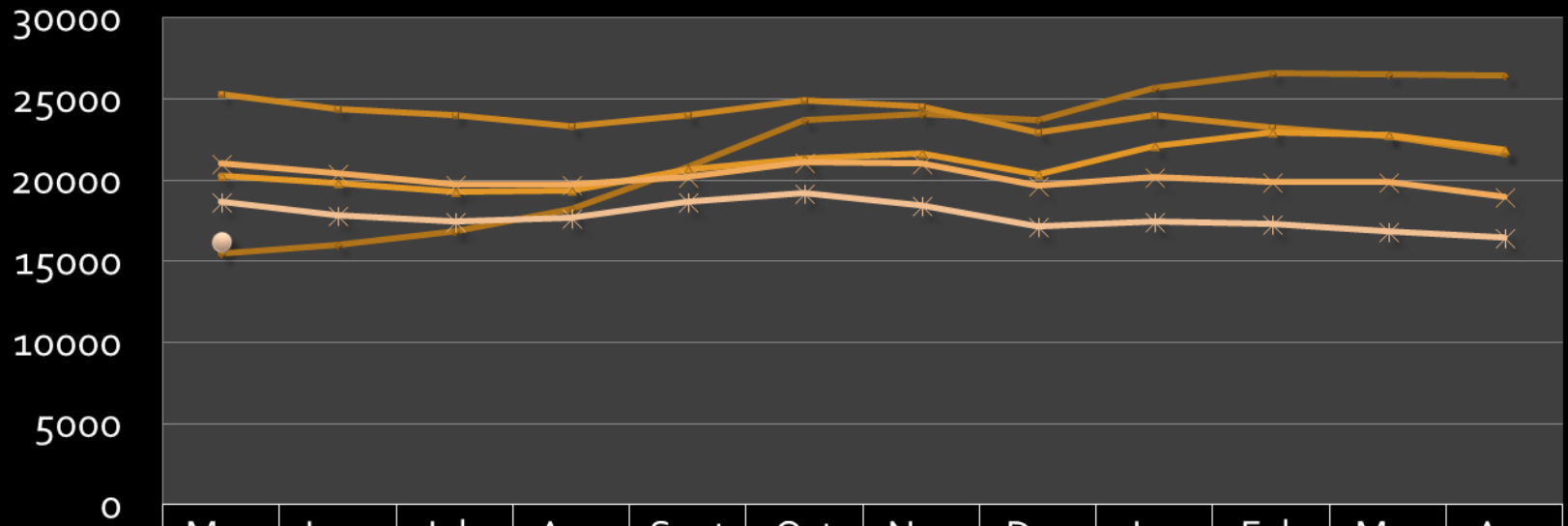
➤ Total Sales 5/1-5/31	10,097
➤ Total Cash Sales	2,179
➤ Total Conventional	5,703
➤ Total FHA	1,440
➤ Total VA	695

Today's Mortgage Rates

30 Year Fixed (Con)	4.60%
15 Year Fixed (Con)	4.04%
30 Year FHA	4.38%
Jumbo Loan	4.66%
5/1 ARM	3.93%

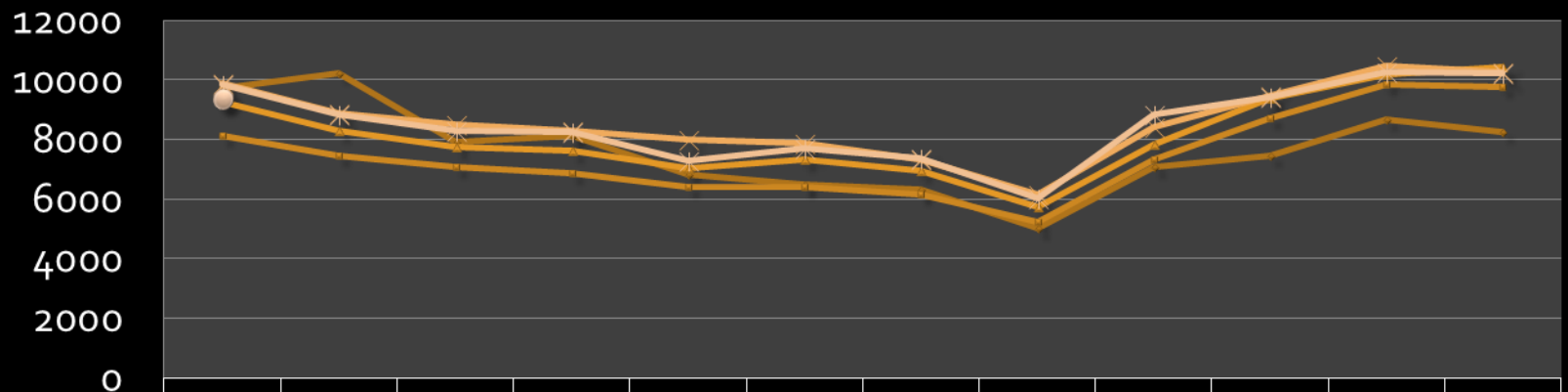
Rates as of 6/3/2018
Provided by Mortgage News Daily

Active Listings by Month



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

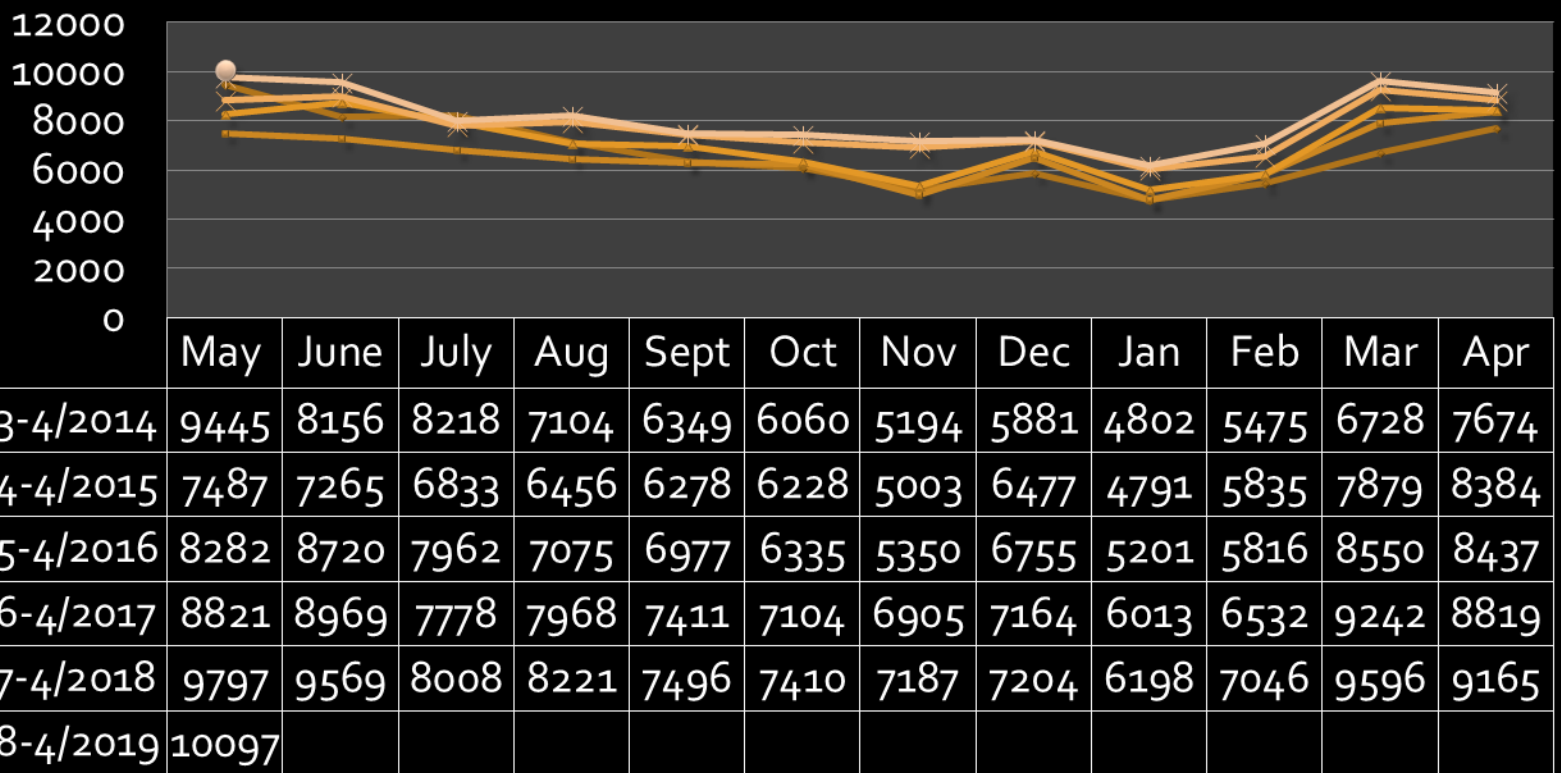
Pending Listings by Month



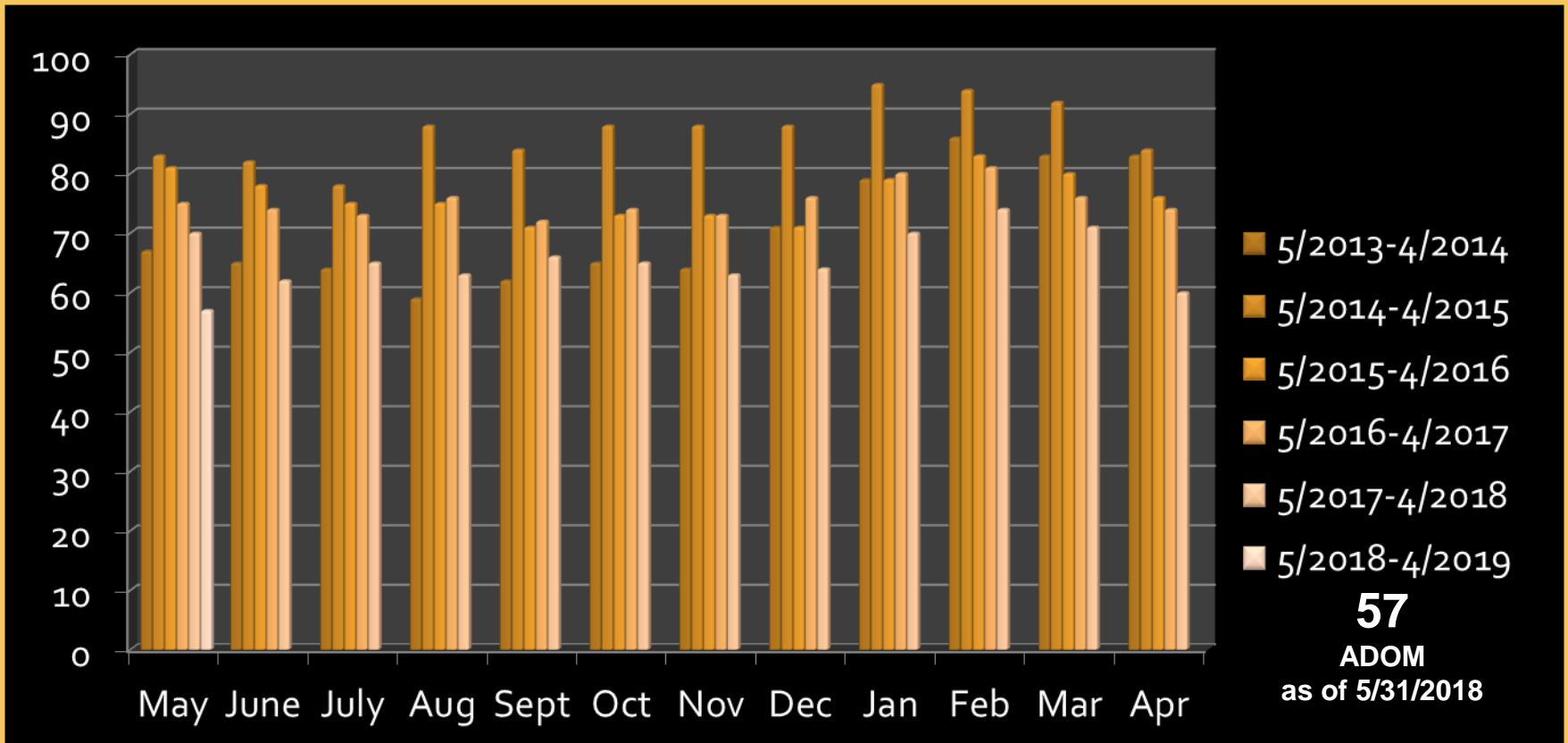
	May	June	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr
5/2013-4/2014	9729	10234	7906	8135	6827	6491	6304	5007	7062	7467	8684	8239
5/2014-4/2015	8122	7452	7060	6868	6412	6399	6161	5213	7341	8709	9834	9775
5/2015-4/2016	9252	8292	7750	7605	7032	7323	6946	5743	7830	9398	10158	10415
5/2016-4/2017	9890	8880	8515	8290	7991	7888	7341	6165	8407	9480	10477	10254
5/2017-4/2018	9829	8816	8297	8258	7297	7712	7368	6012	8849	9406	10251	10201
5/2018-4/2019	9379											

* Reflects date that status changed to pending or UCB

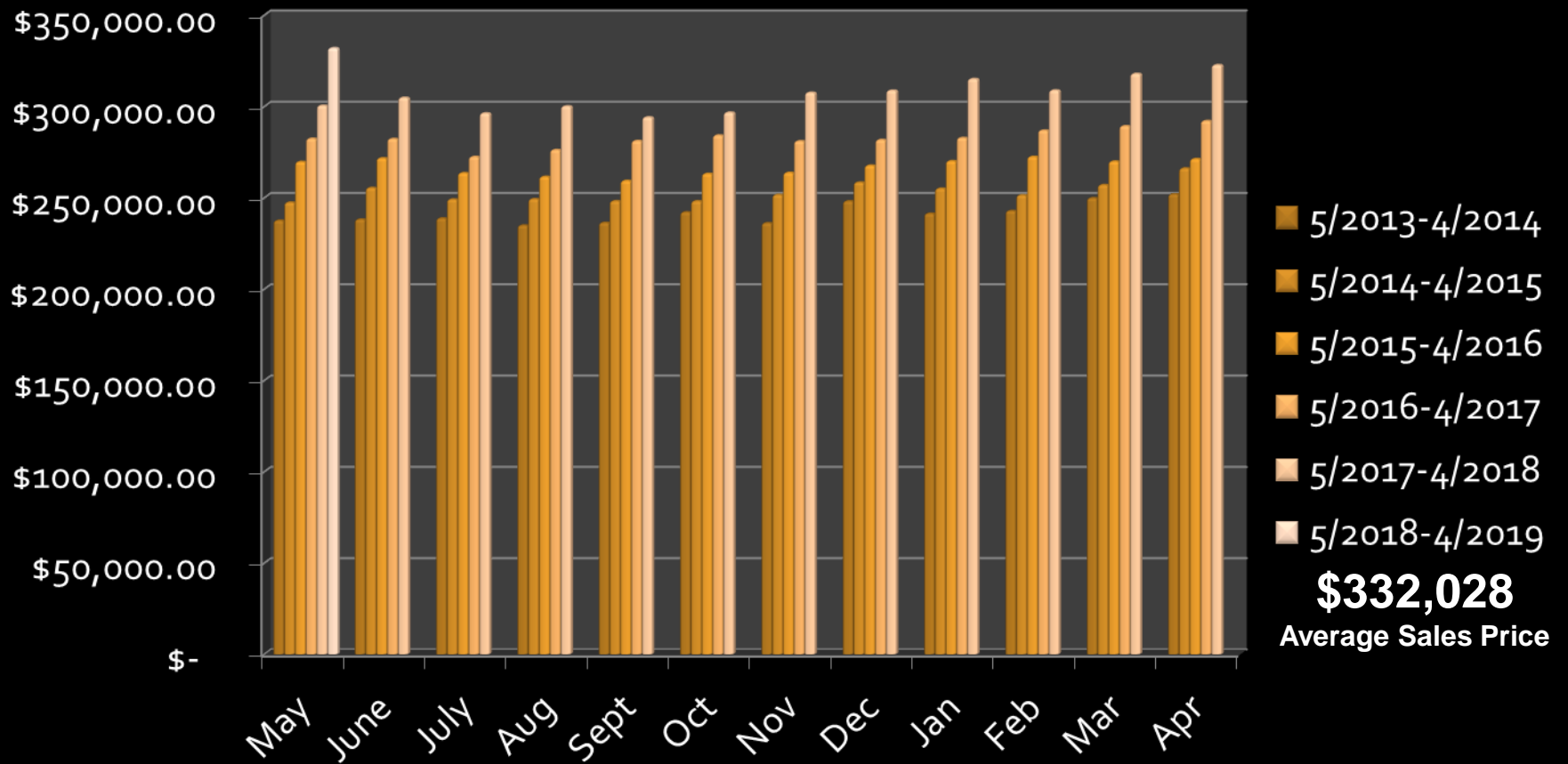
Closed Sales by Month



Average Days on Market



Average Sales Price



Statistical Market Summary

	<u>Last Month</u>		<u>Last Year</u>	
Active Listings		1.3%		12.9%
Pending Listings		8.1%		4.6%
Sold Listings		9.3%		3.0%
Average Days on Market		5.0%		18.6%
Average Sales Price		3.1%		9.6%

What Sellers and Buyers Need to Know

Sellers:

The market is maintaining its stride even outside our peak season. Average sales prices increased once again last month, though appraisers are having a hard time keeping up. 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 continues hitting all-time lows, 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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