



| REALTY**ONE**GROUP  
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# Maricopa County Real Estate Report:

## A Monthly Overview of Market Statistics



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## September 2018

# Sales by Common Loan Types

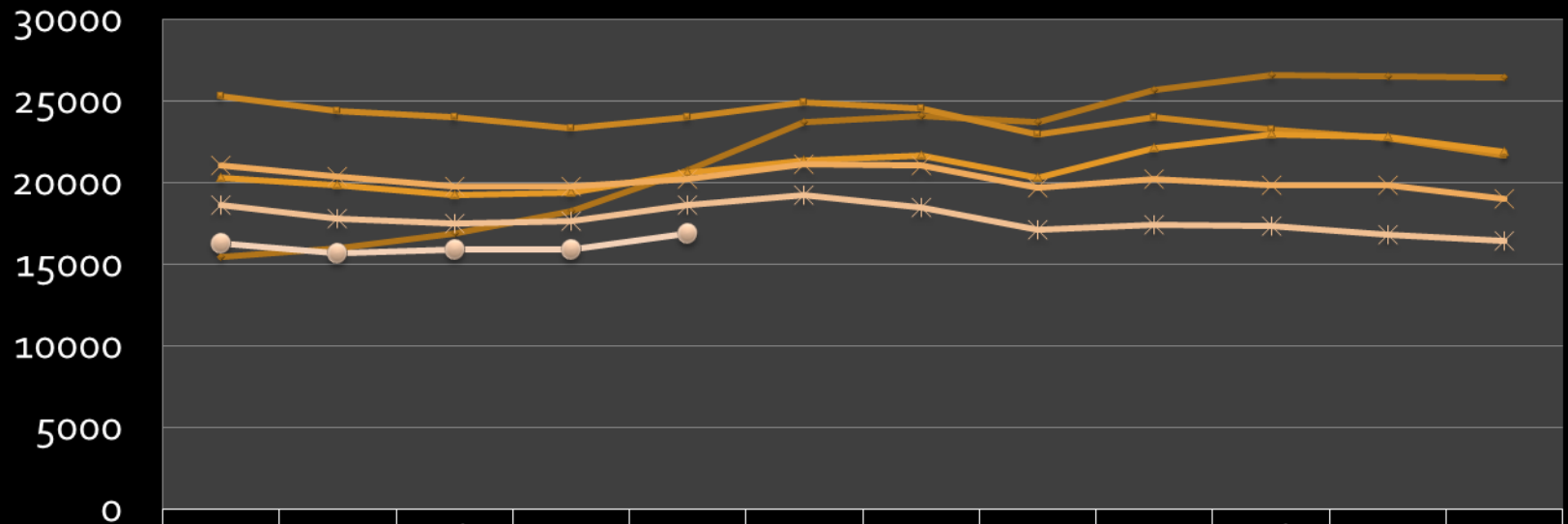
|                        |       |
|------------------------|-------|
| ➤ Total Sales 9/1-9/30 | 7,054 |
| ➤ Total Cash Sales     | 1,612 |
| ➤ Total Conventional   | 3,958 |
| ➤ Total FHA            | 901   |
| ➤ Total VA             | 512   |

# Today's Mortgage Rates

|                     |       |
|---------------------|-------|
| 30 Year Fixed (Con) | 4.94% |
| 15 Year Fixed (Con) | 4.40% |
| 30 Year FHA         | 4.50% |
| Jumbo Loan          | 4.41% |
| 5/1 ARM             | 4.20% |

Rates as of 10/4/2018  
Provided by Mortgage News Daily

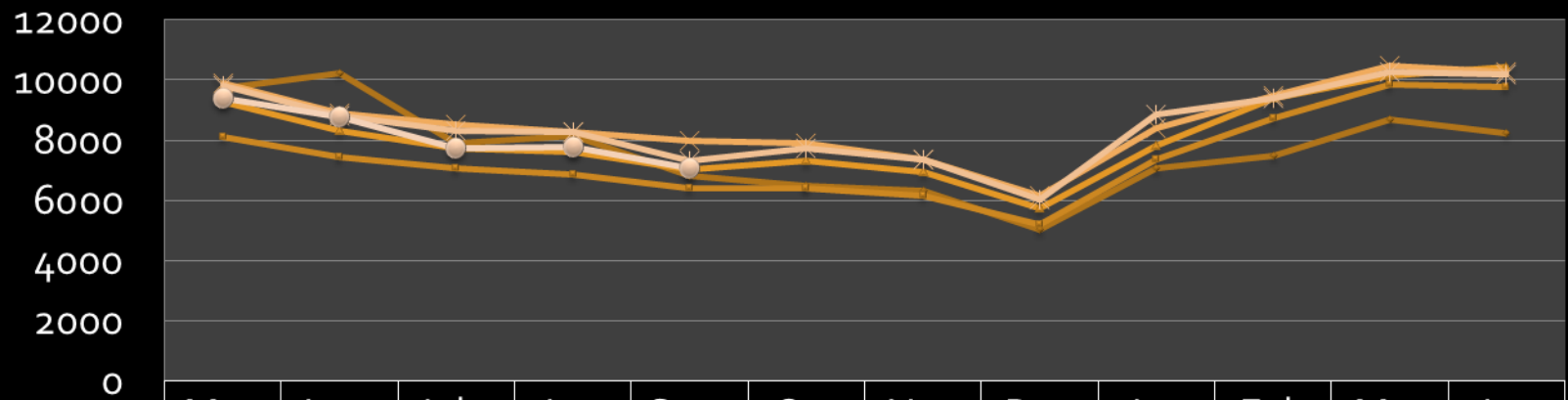
# Active Listings by Month



|               | 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 | 16450 |
| 5/2018-4/2019 | 16245 | 15671 | 15921 | 15934 | 16877 |       |       |       |       |       |       |       |

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

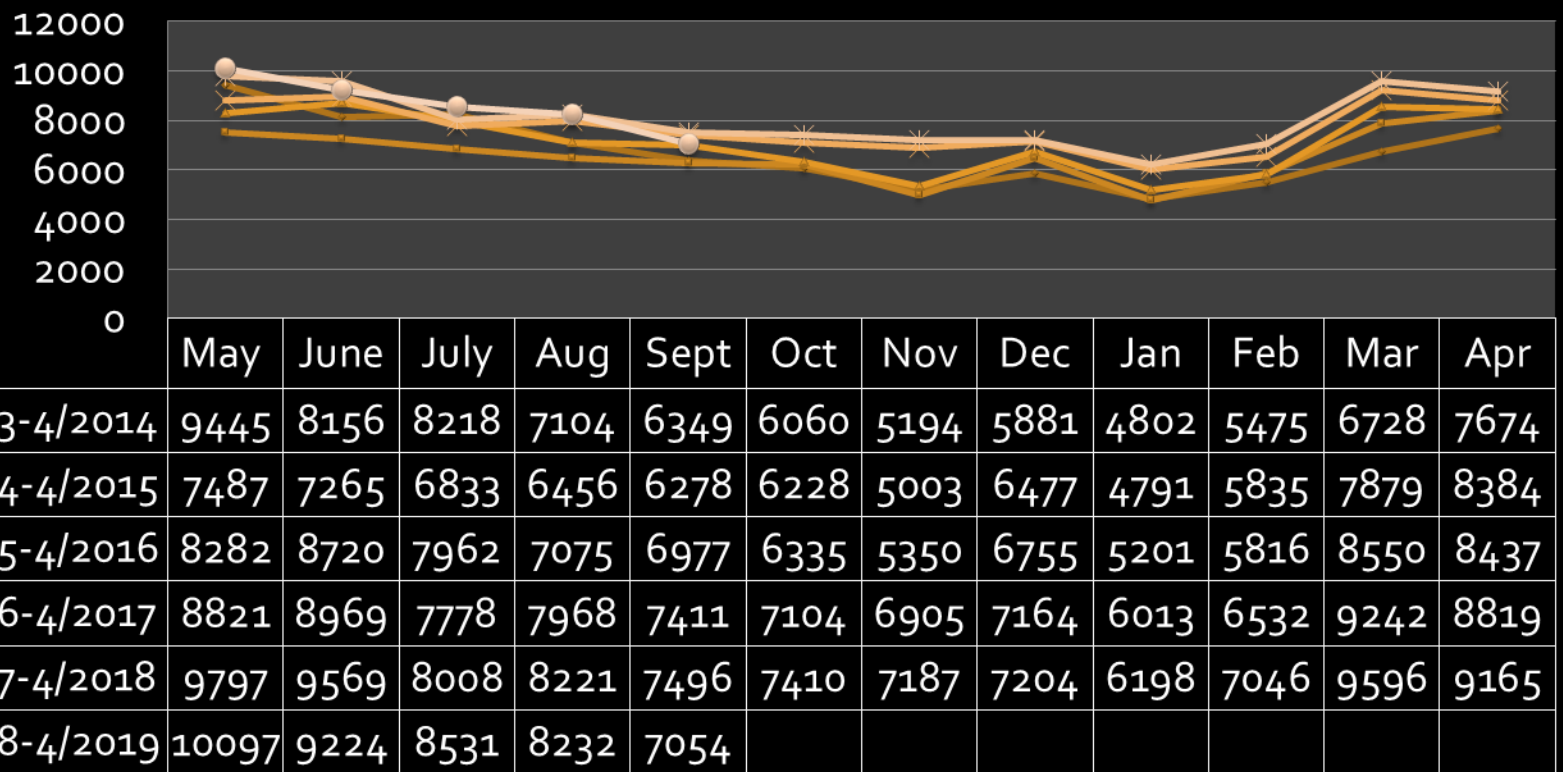
# Pending Listings by Month



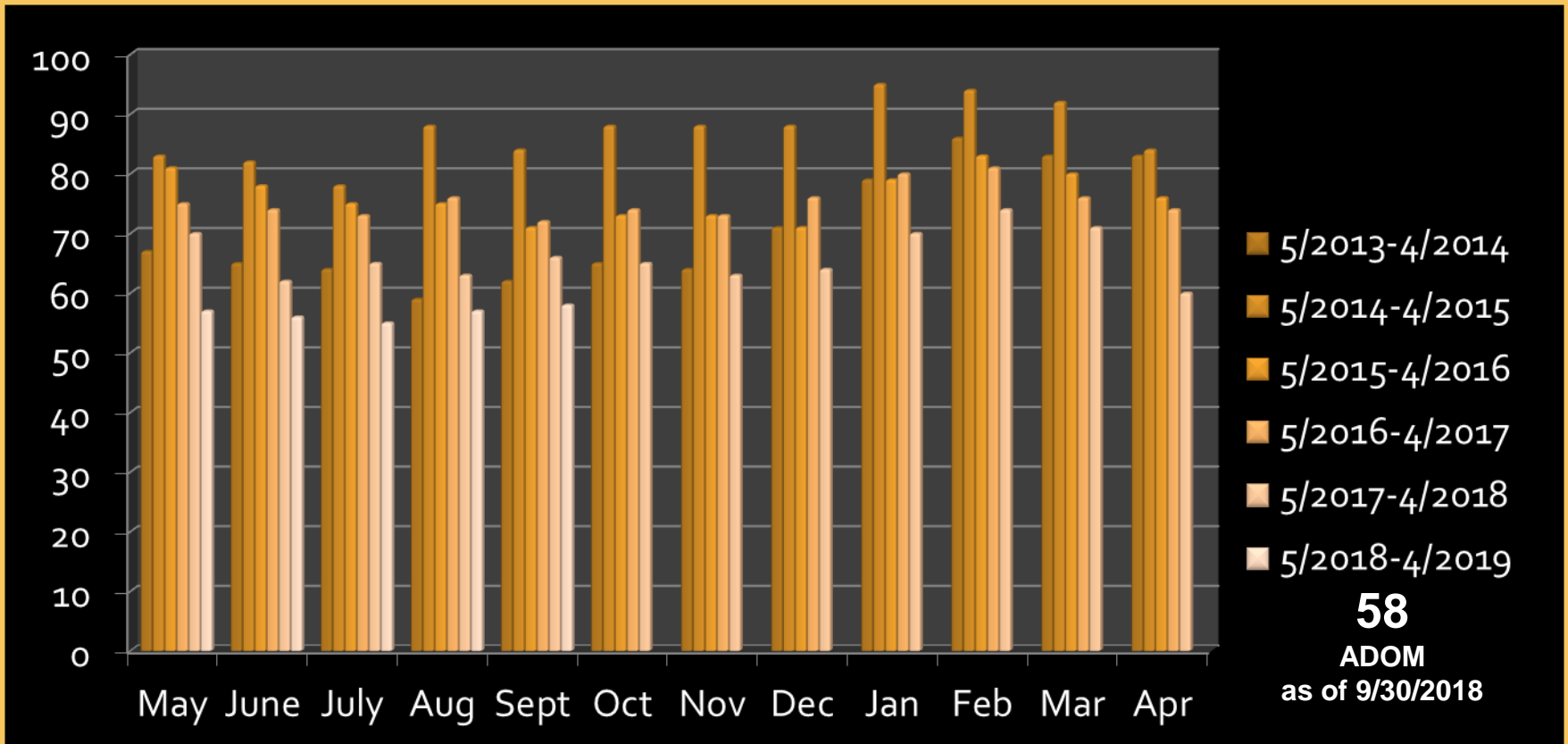
|               | May  | June  | July | Aug  | Sept | Oct  | Nov  | Dec  | Jan  | Feb  | Mar   | Apr   |
|---------------|------|-------|------|------|------|------|------|------|------|------|-------|-------|
| 5/2013-4/2014 | 9729 | 10234 | 7906 | 8135 | 6827 | 6491 | 6304 | 5007 | 7062 | 7467 | 8684  | 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 | 8752  | 7720 | 7783 | 7070 |      |      |      |      |      |       |       |

\* Reflects date that status changed to pending or UCB

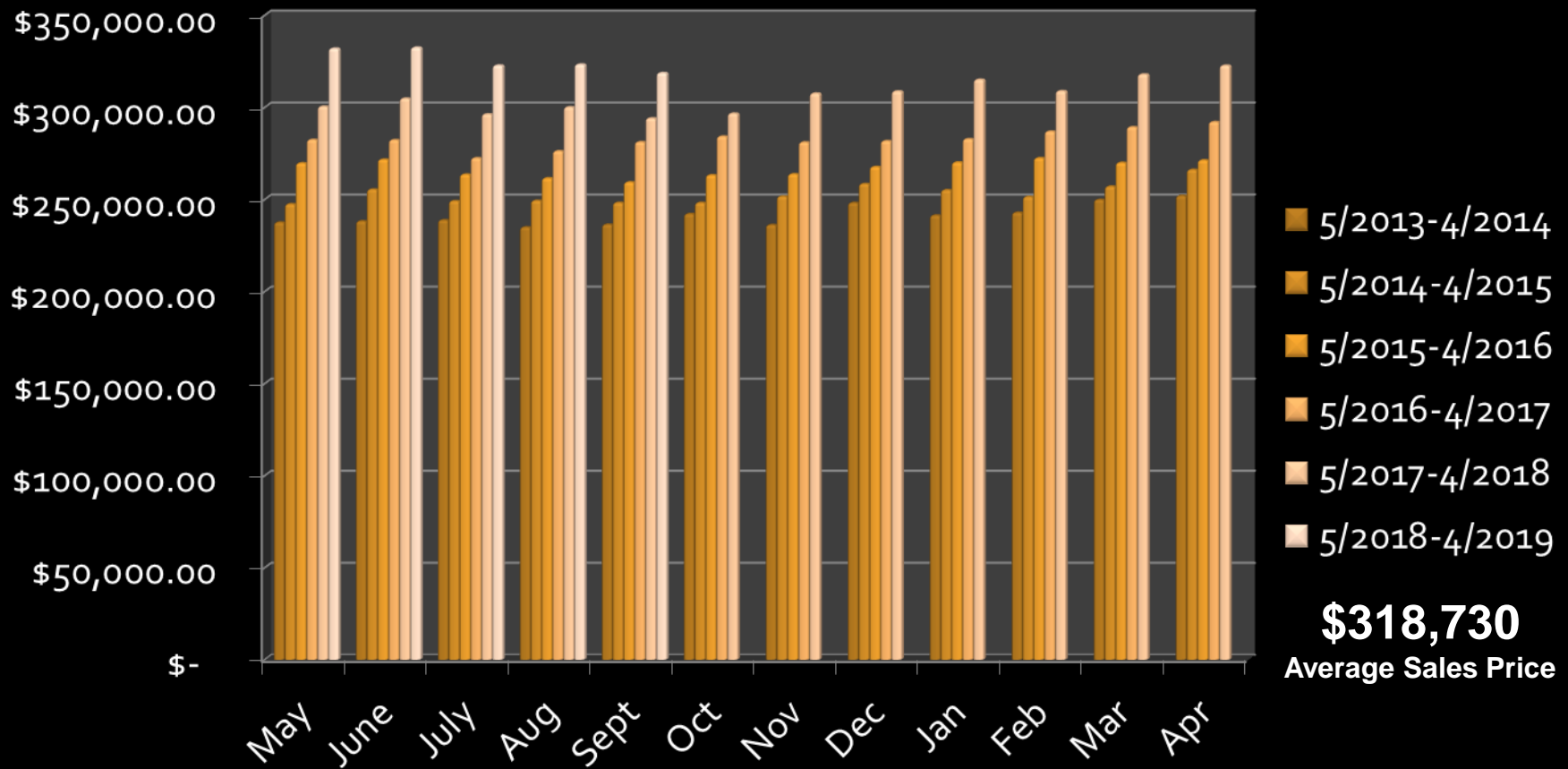
# Closed Sales by Month



# Average Days on Market



# Average Sales Price





# Statistical Market Summary

|                        | <u>Last Month</u>   |       | <u>Last Year</u>  |       |
|------------------------|---|-------|---|-------|
| Active Listings        |  | 5.6%  |  | 9.5%  |
| Pending Listings       |  | 3.2%  |  | 9.2%  |
| Sold Listings          |  | 14.4% |  | 5.9%  |
| Average Days on Market |  | 1.8%  |  | 12.2% |
| Average Sales Price    |  | 1.5%  |  | 7.8%  |

# What Sellers and Buyers Need to Know

## **Sellers:**

Average sales prices dropped slightly in September, but prices have increased 7.8% from September 2017 . The number of contracts written and sales decreased from August, which happens seasonally every year at this time. 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:**

As expected, active inventory has started increasing slightly as we leave our peak selling season. However, interest rates are expected to increase at least 3 times in the next 11-17 months. So don't wait too long to buy a home! 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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