

# Maricopa County Real Estate Report:

## A Monthly Overview of Market Statistics



**Chris & Cheryl Park**

**EXP Realty**

480-754-9477 or 480-754-9077

[chrispark@harboret.com](mailto:chrispark@harboret.com);  
[cherylpark@harboret.com](mailto:cherylpark@harboret.com)

[AzDreamHomesScottsdale.com](http://AzDreamHomesScottsdale.com)

## March 2019

# Sales by Common Loan Types

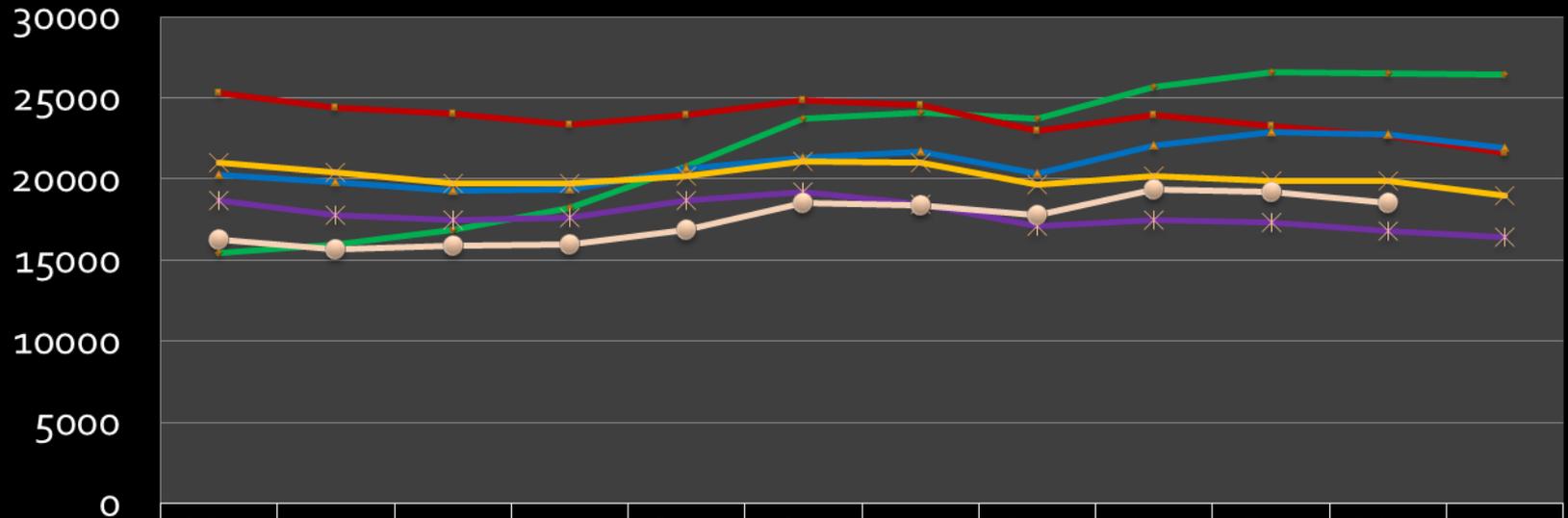
|                        |       |
|------------------------|-------|
| ➤ Total Sales 3/1-3/31 | 8,507 |
| ➤ Total Cash Sales     | 1,881 |
| ➤ Total Conventional   | 4,719 |
| ➤ Total FHA            | 1,216 |
| ➤ Total VA             | 614   |

# Today's Mortgage Rates

|                     |       |
|---------------------|-------|
| 30 Year Fixed (Con) | 4.30% |
| 15 Year Fixed (Con) | 3.98% |
| 30 Year FHA         | 4.00% |
| Jumbo Loan          | 4.17% |
| 5/1 ARM             | 4.08% |

Rates as of 4/4/2019  
Provided by Mortgage News Daily

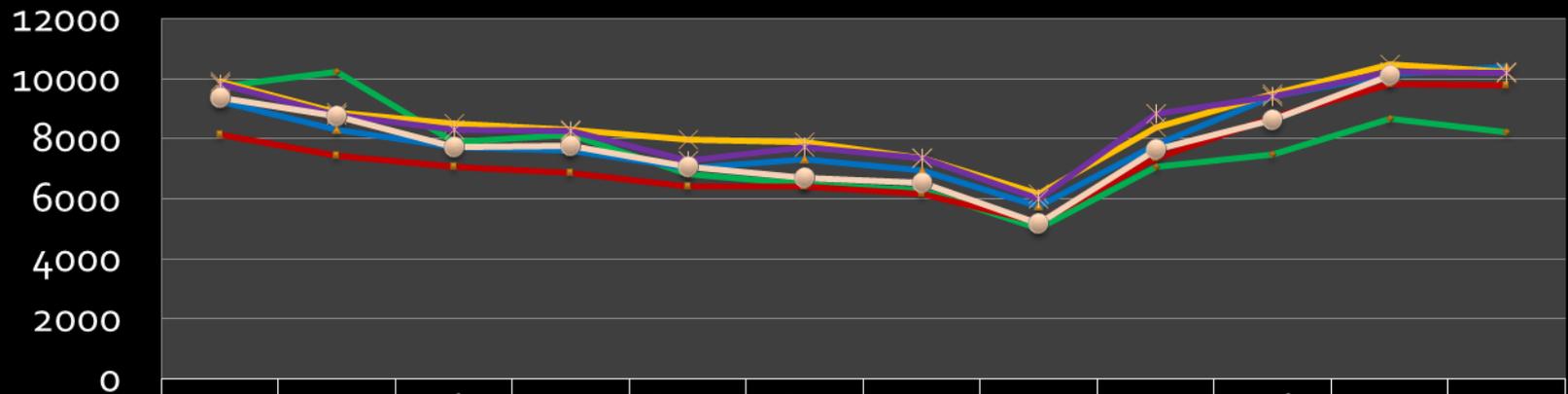
# Active Listings by Month



|               | 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 | 18511 | 18413 | 17745 | 19338 | 19233 | 18547 |       |

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

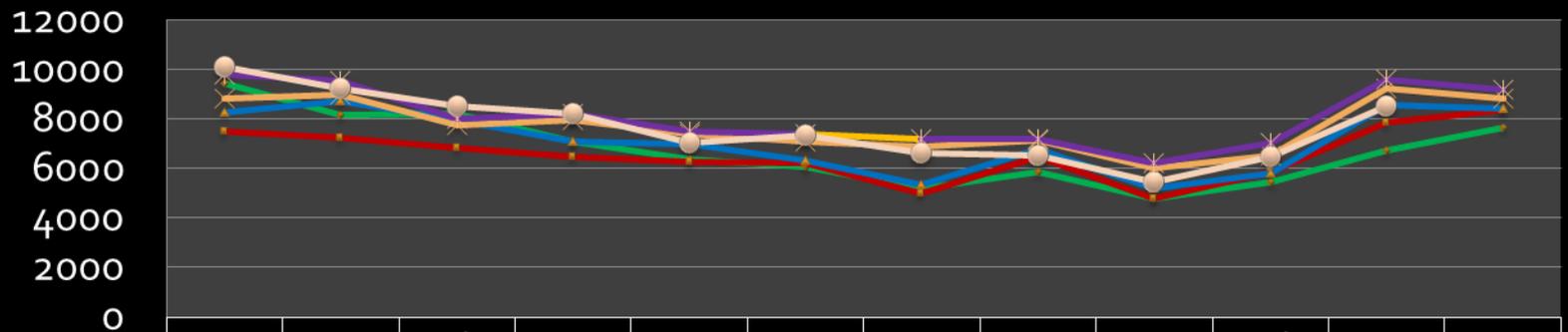
# Pending Listings by Month



|               | 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 | 6720 | 6537 | 5201 | 7648 | 8654 | 10110 |       |

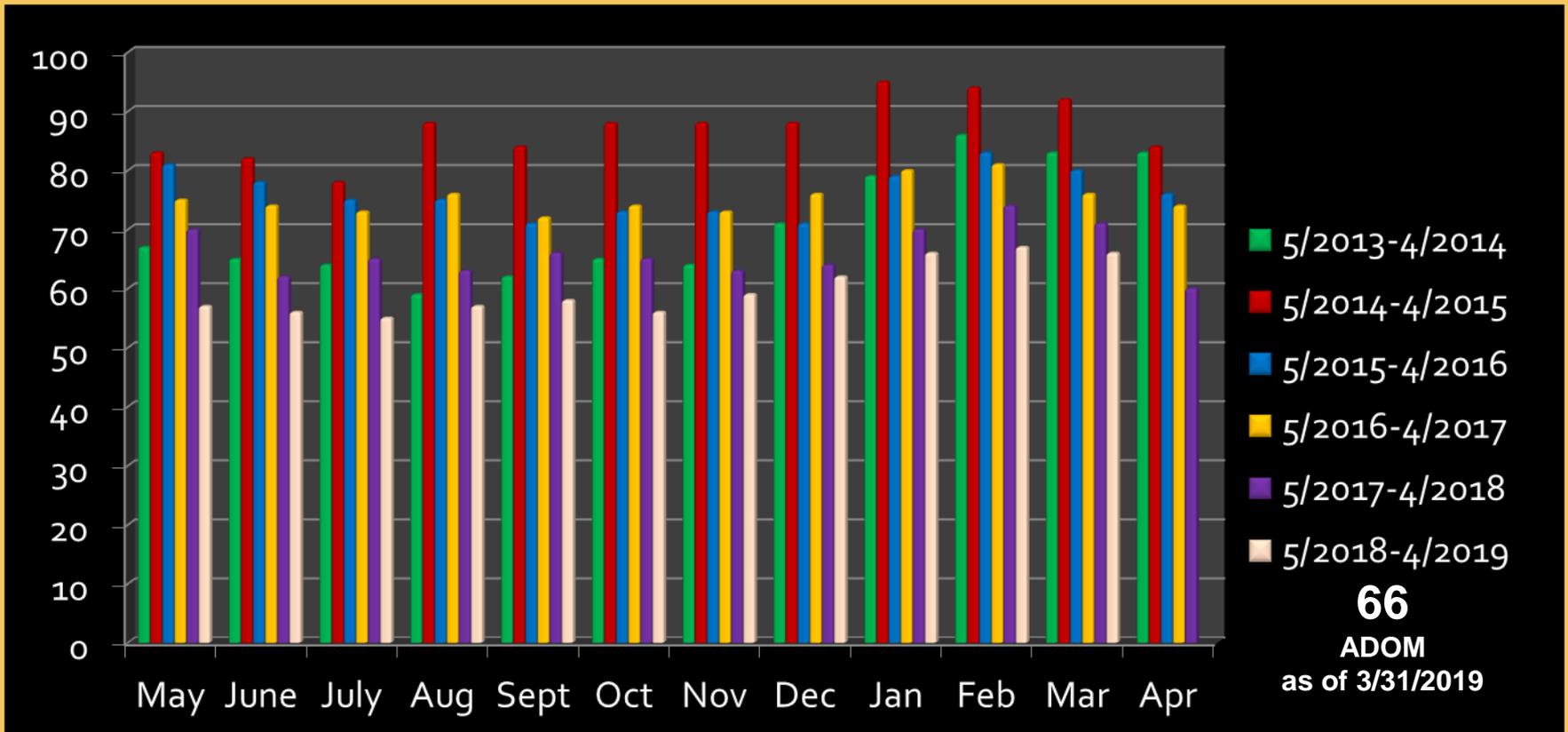
\* Reflects date that status changed to pending or UCB

# Closed Sales by Month

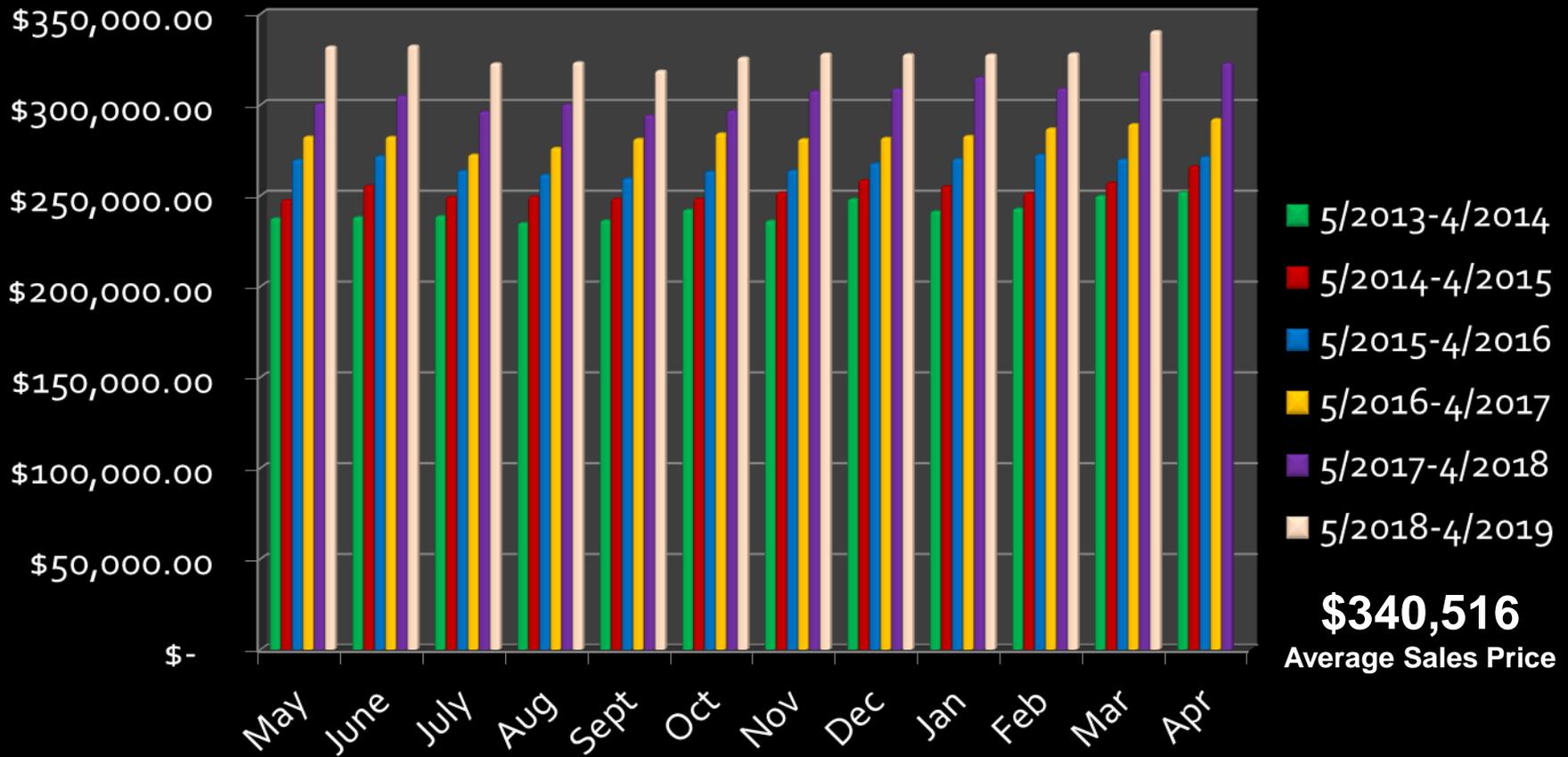


|               | May   | June | July | Aug  | Sept | Oct  | Nov  | Dec  | Jan  | Feb  | Mar  | Apr  |
|---------------|-------|------|------|------|------|------|------|------|------|------|------|------|
| 5/2013-4/2014 | 9445  | 8156 | 8218 | 7104 | 6349 | 6060 | 5194 | 5881 | 4802 | 5475 | 6728 | 7674 |
| 5/2014-4/2015 | 7487  | 7265 | 6833 | 6456 | 6278 | 6228 | 5003 | 6477 | 4791 | 5835 | 7879 | 8384 |
| 5/2015-4/2016 | 8282  | 8720 | 7962 | 7075 | 6977 | 6335 | 5350 | 6755 | 5201 | 5816 | 8550 | 8437 |
| 5/2016-4/2017 | 8821  | 8969 | 7778 | 7968 | 7411 | 7104 | 6905 | 7164 | 6013 | 6532 | 9242 | 8819 |
| 5/2017-4/2018 | 9797  | 9569 | 8008 | 8221 | 7496 | 7410 | 7187 | 7204 | 6198 | 7046 | 9596 | 9165 |
| 5/2018-4/2019 | 10097 | 9224 | 8531 | 8232 | 7054 | 7325 | 6642 | 6508 | 5474 | 6489 | 8507 |      |

# Average Days on Market



# Average Sales Price



# Statistical Market Summary

|                        | <u>Last Month</u>   | <u>Last Year</u>  |
|------------------------|---|---|
| Active Listings        |  4.6%  |  9.4%  |
| Pending Listings       |  14.5% |  1.3%  |
| Sold Listings          |  23.8% |  11.4% |
| Average Days on Market |  1.5%  |  7.1%  |
| Average Sales Price    |  3.6%  |  6.7%  |

# What Sellers and Buyers Need to Know

## Sellers:

We have officially entered our peak selling season as April is historically our highest sales month, year over year. If you have been on the fence about selling, now is the 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:

On a positive note, interest rates decreased over the past 30 days. Although active inventory has increased 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.



## Chris & Cheryl Park

EXP Realty

480-754-9477 or 480-754-9077

[chrispark@harbornet.com](mailto:chrispark@harbornet.com);

[cherylpark@harbornet.com](mailto:cherylpark@harbornet.com)

[AzDreamHomesScottsdale.com](http://AzDreamHomesScottsdale.com)