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# Maricopa County Real Estate Report: A Monthly Overview of Market Statistics



## Chris & Cheryl Park

Realty One Group

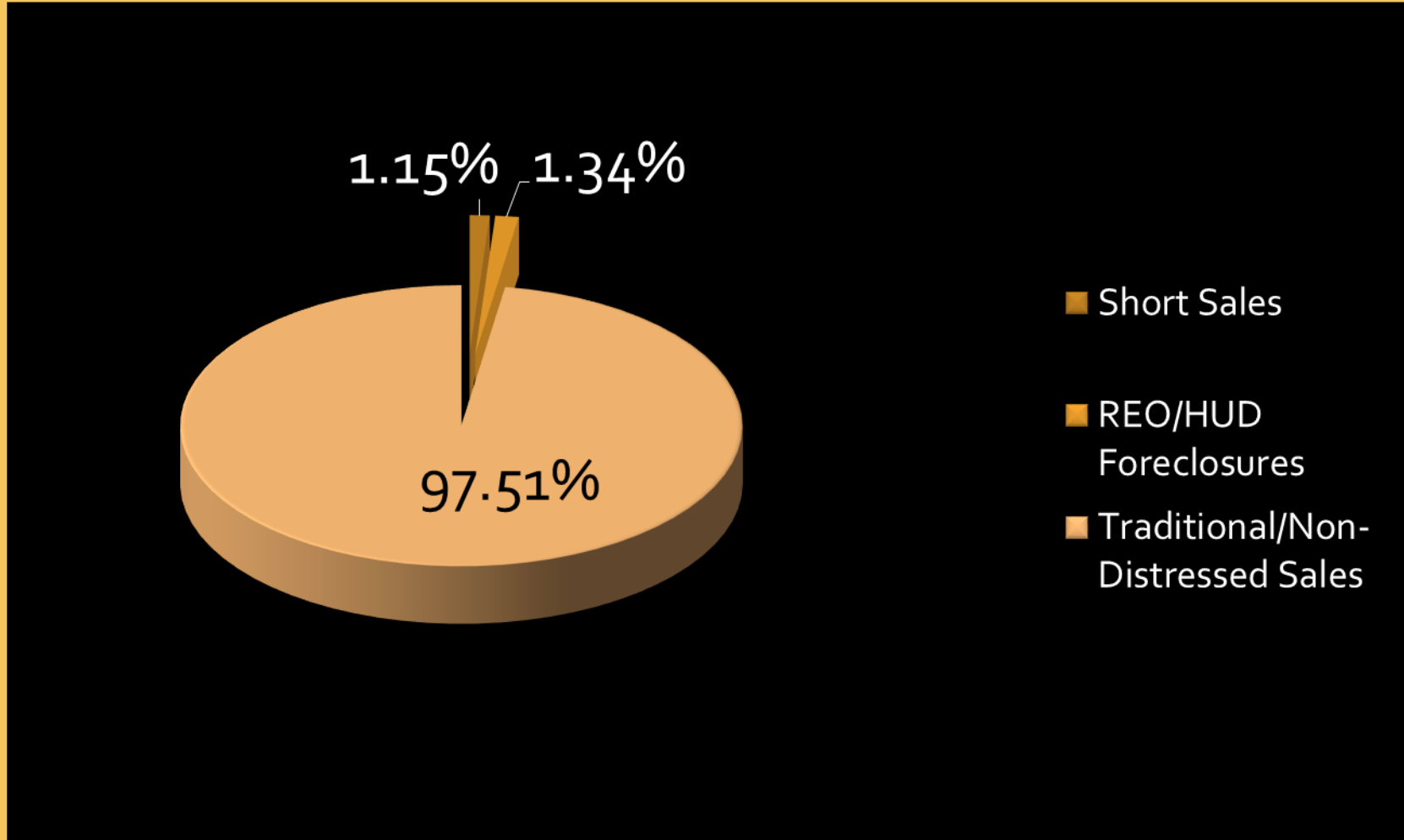
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## June 2017

# June Sales by Transaction Type



# Sales by Common Loan Types

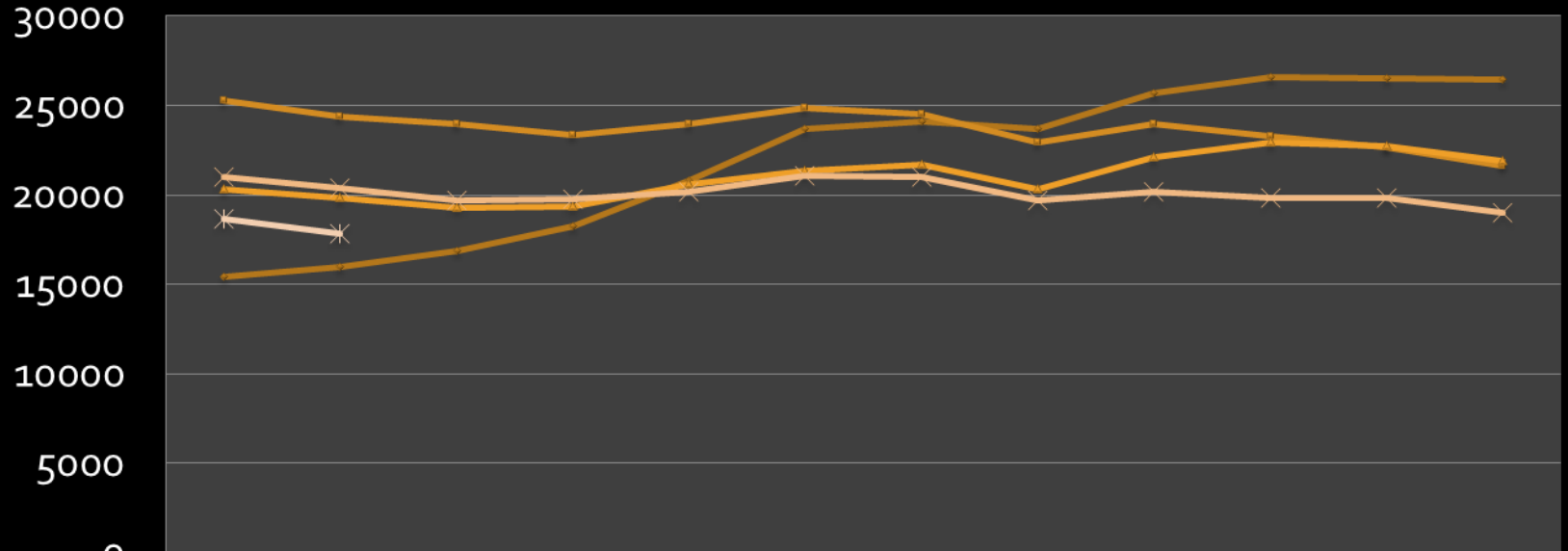
➤ Total Sales 6/1-6/30	9,569
➤ Total Cash Sales	1,957
➤ Total Conventional	5,087
➤ Total FHA	1,752
➤ Total VA	704

# Today's Mortgage Rates

30 Year Fixed (Con)	4.11%
15 Year Fixed (Con)	3.37%
30 Year FHA	3.75%
Jumbo Loan	4.38%
5/1 ARM	3.18%

Rates as of 7/1/2017  
Provided by Mortgage News Daily

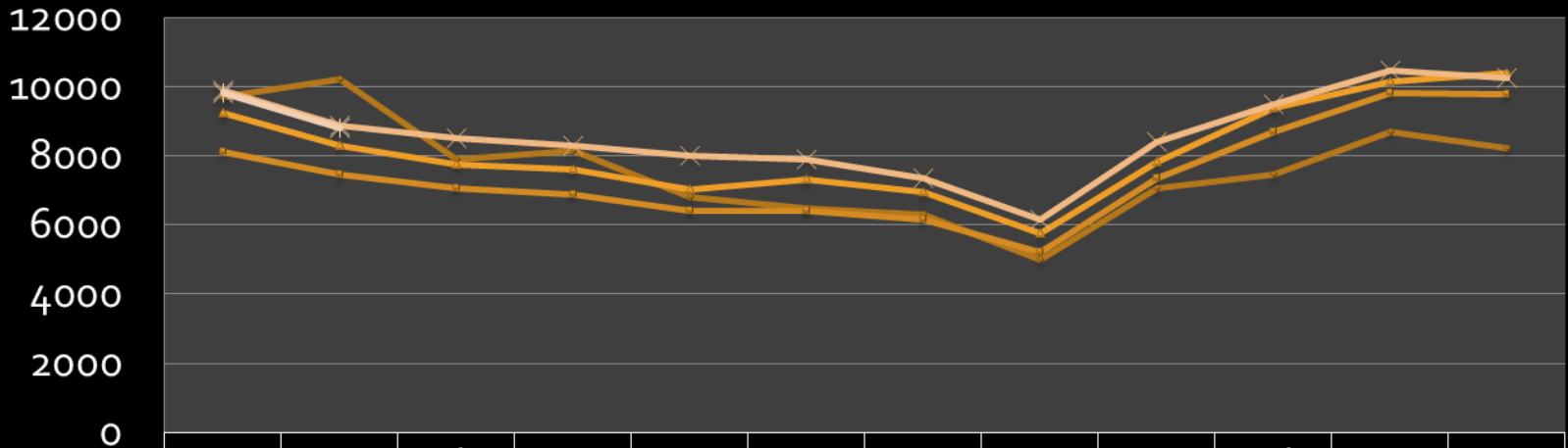
# Active Listings by Month



	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										

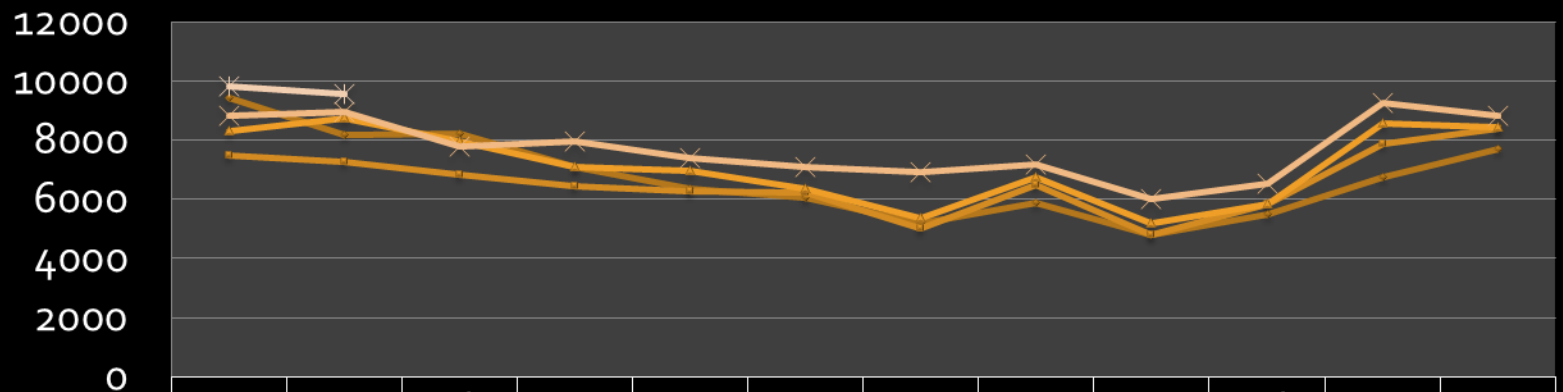
\* Reflects ALL active inventory as of month end, not just newly listed properties.

# Pending Listings by Month



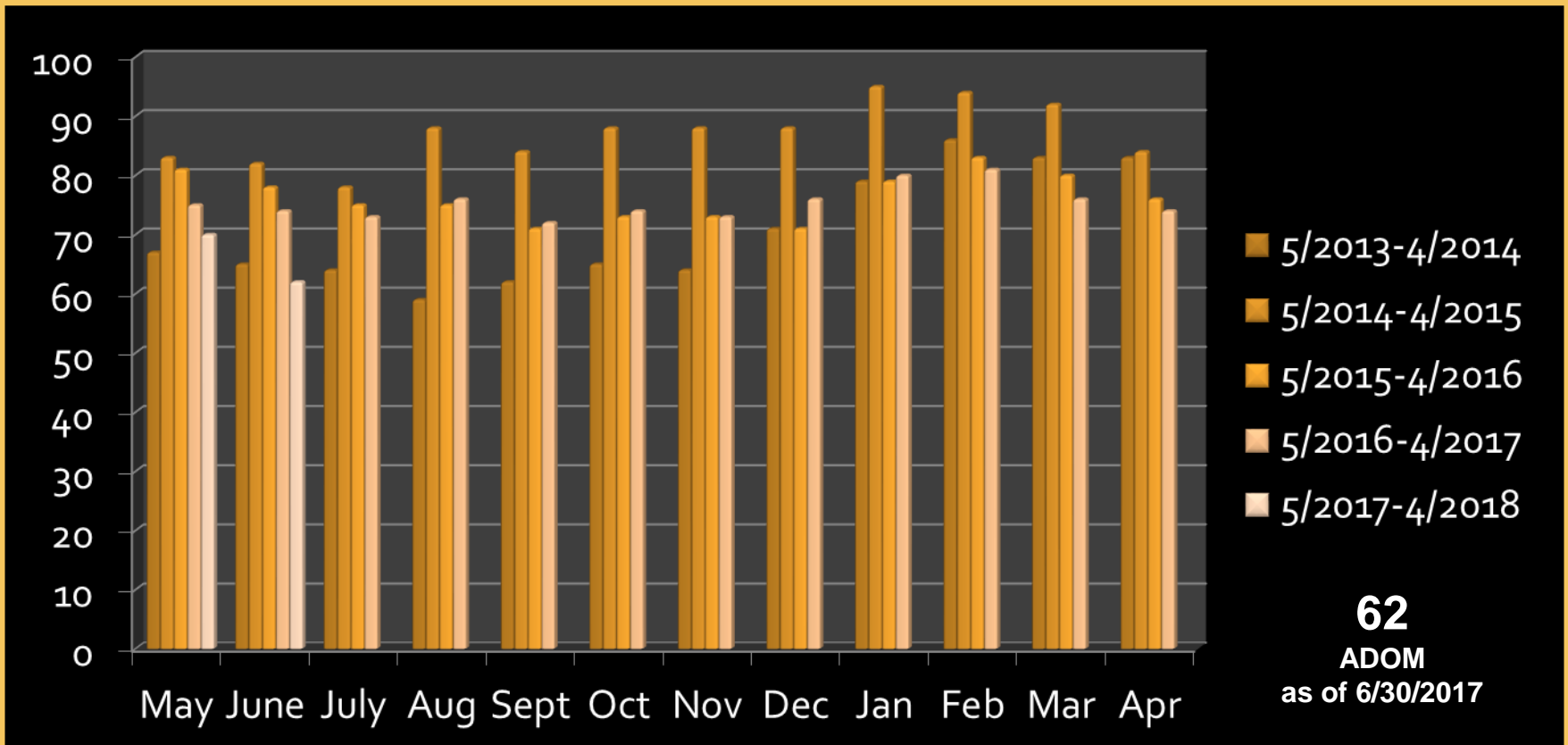
	May	June	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr
5/2013-4/2014	9729	10234	7906	8135	6827	6491	6304	5007	7062	7467	8684	8239
5/2014-4/2015	8122	7452	7060	6868	6412	6399	6161	5213	7341	8709	9834	9775
5/2015-4/2016	9252	8292	7750	7605	7032	7323	6946	5743	7830	9398	10158	10415
5/2016-4/2017	9890	8880	8515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

# Closed Sales by Month



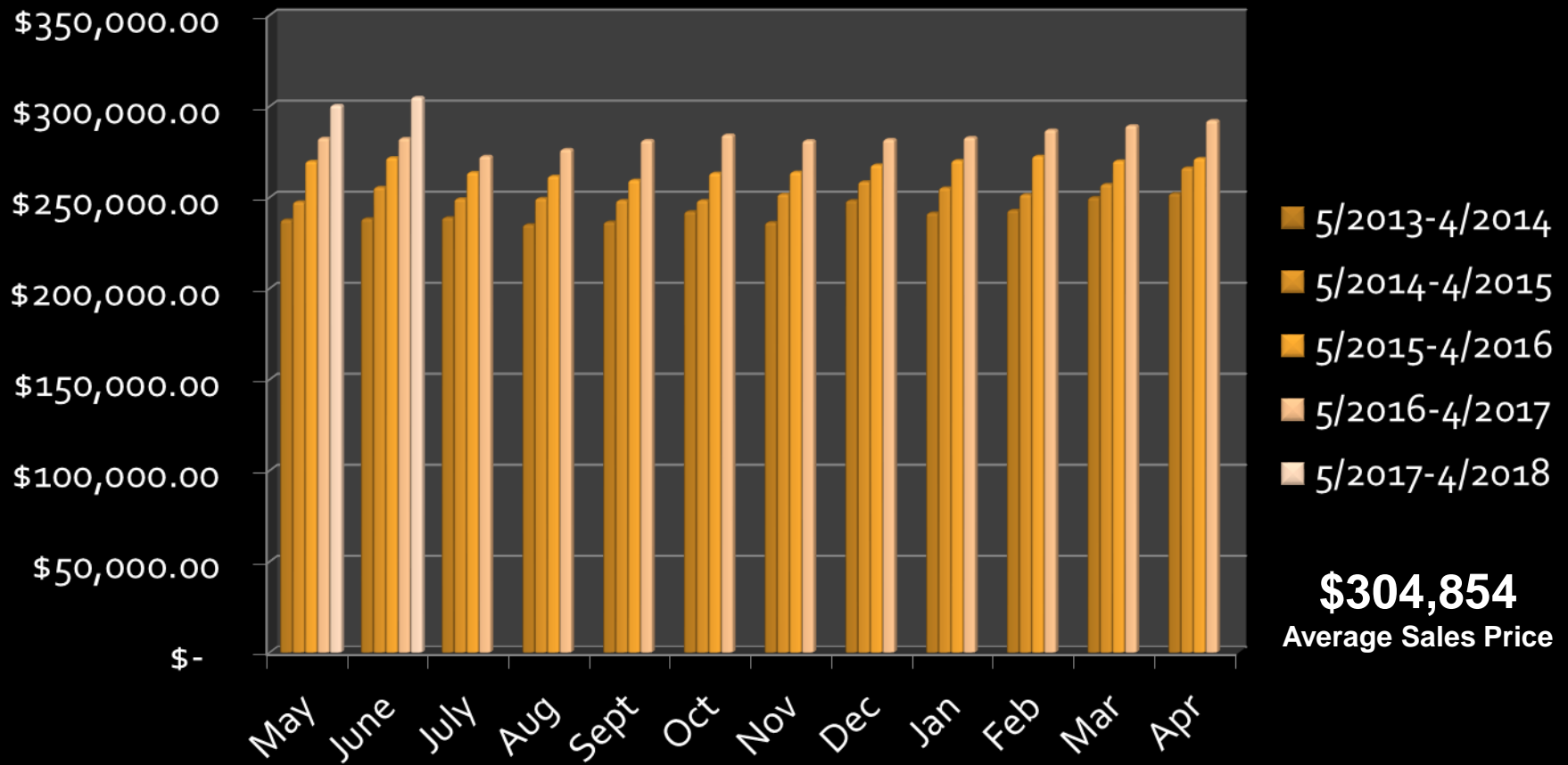
	May	June	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr
5/2013-4/2014	9445	8156	8218	7104	6349	6060	5194	5881	4802	5475	6728	7674
5/2014-4/2015	7487	7265	6833	6456	6278	6228	5003	6477	4791	5835	7879	8384
5/2015-4/2016	8282	8720	7962	7075	6977	6335	5350	6755	5201	5816	8550	8437
5/2016-4/2017	8821	8969	7778	7968	7411	7104	6905	7164	6013	6532	9242	8819
5/2017-4/2018	9797	9569										

# Average Days on Market



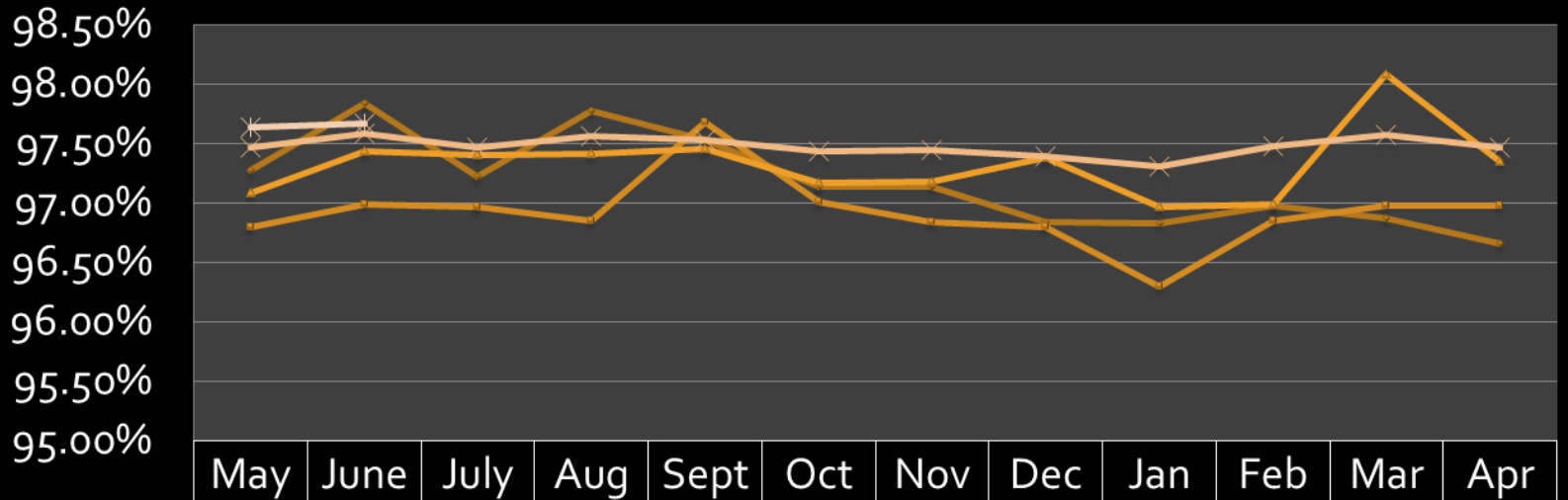


# Average Sales Price



**\$304,854**  
Average Sales Price

# Average List Price to Sales Price Ratio



	May	June	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr
5/2013-4/2014	97.27	97.84	97.22	97.77	97.53	97.14	97.13	96.84	96.83	96.98	96.87	96.66
5/2014-4/2015	96.79	96.99	96.97	96.85	97.68	97.01	96.84	96.80	96.30	96.85	96.98	96.98
5/2015-4/2016	97.08	97.43	97.40	97.41	97.45	97.17	97.18	97.38	96.97	96.99	98.08	97.35
5/2016-4/2017	97.47	97.58	97.47	97.56	97.53	97.43	97.44	97.39	97.30	97.48	97.57	97.46
5/2017-4/2018	97.64	97.67										

# Statistical Market Summary

	<u>Last Month</u>	<u>Last Year</u>
Active Listings	↓ 4.5%	↓ 12.7%
Pending Listings	↓ 10.4%	↓ 0.7%
Sold Listings	↓ 2.3%	↑ 6.7%
Average Days on Market	↓ 5.5%	↓ 6.7%
Average Sales Price	↑ 2.8%	↑ 6.1%

# What Sellers and Buyers Need to Know

## Sellers:

We had another great month for sales! Many down-payment assistance programs have reached an end to their available funds, thus reducing the total buyer pool. 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:

Interest rates did increase slightly over the past month. Almost 21% of the sales last month involved cash buyers, so a reminder to Buyers with a loan...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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