

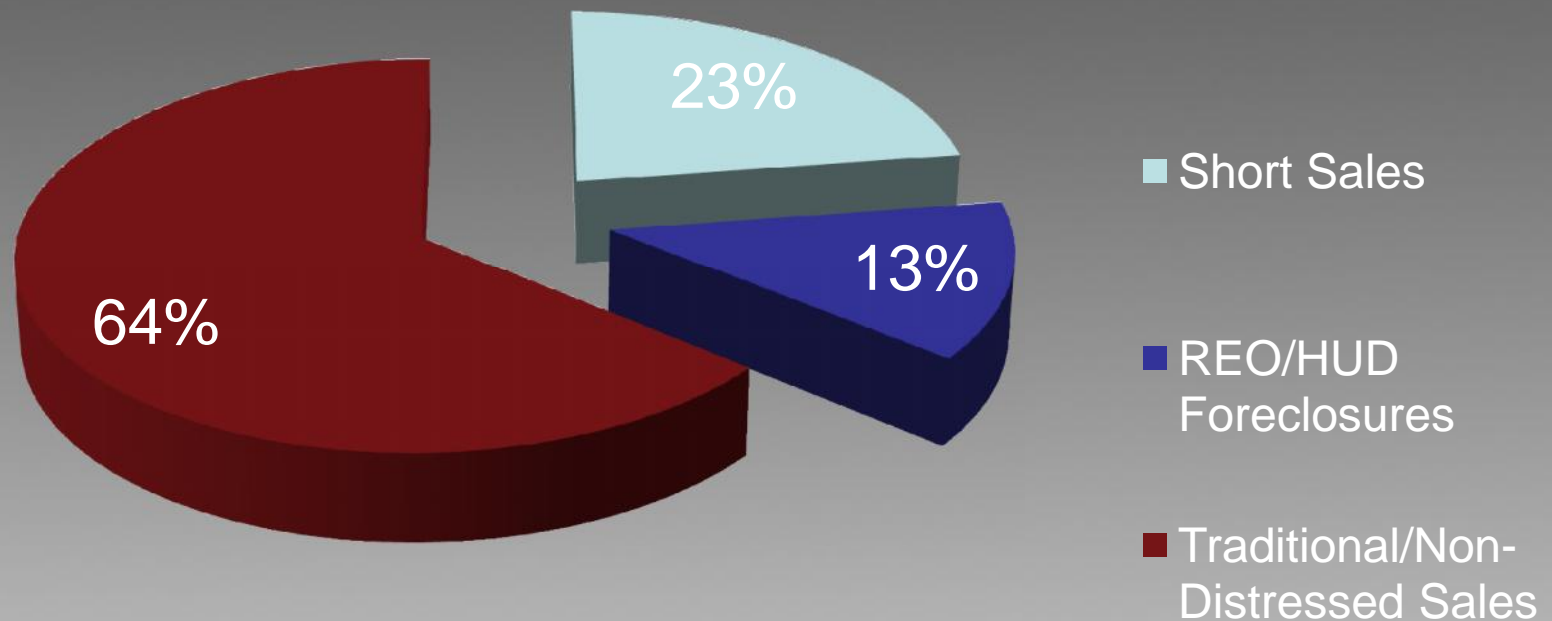
Maricopa County Real Estate Report: **A Month-by-Month Overview of Market Statistics**



November 2012

Courtesy of Welcome Home Realty

November Sales by Transaction Type



Courtesy of Welcome Home Realty

Sales by Loan Type

- Total Sales 11/1-11/30 **6,806**
- Total Cash Sales **2,958**
- Total Conventional **2,310**
- Total FHA **1,124**
- Total VA **326**



Today's Mortgage Rates

30 Year Fixed (Con)	3.36%
15 Year Fixed (Con)	2.75%
30 Year FHA	3.25%
Jumbo Loan	3.56%
5/1 ARM	3.00%

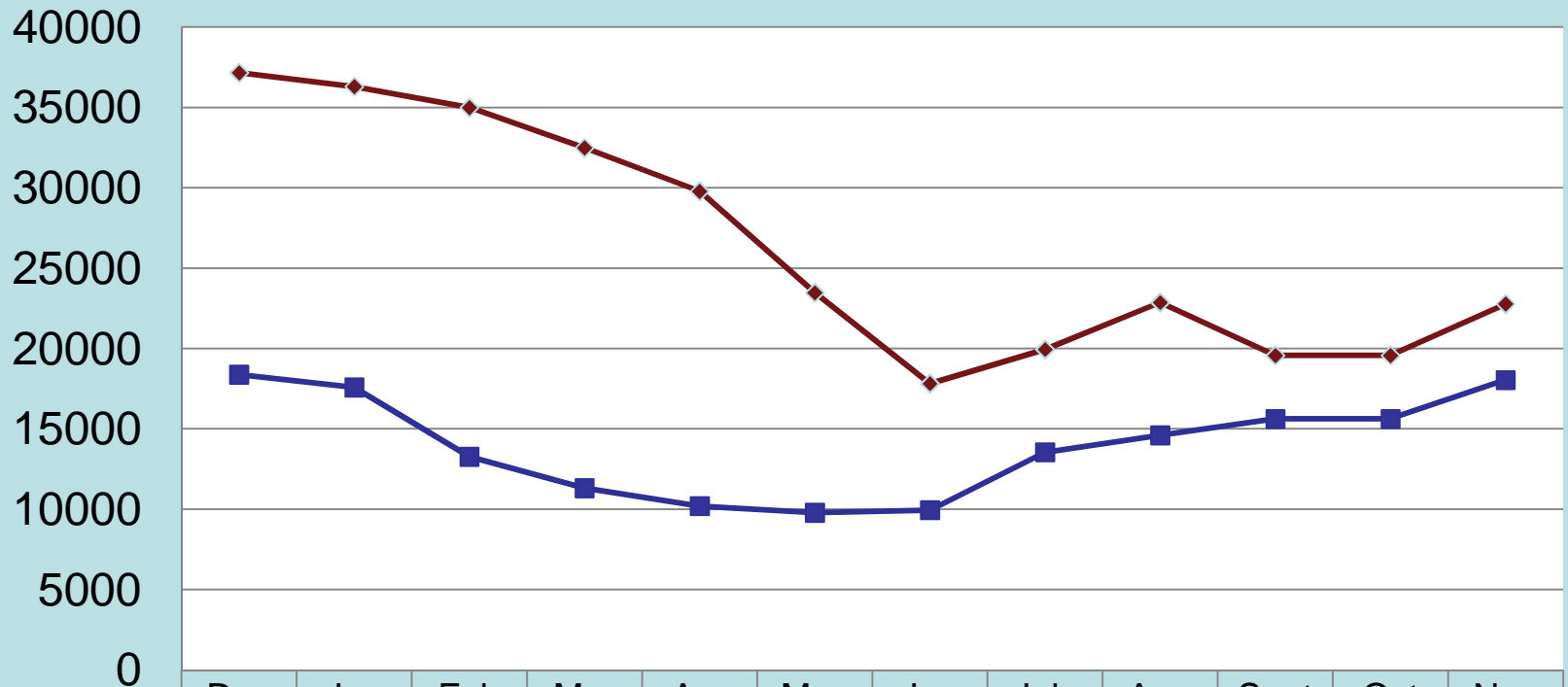


Rates as of 11/3/2012
Provided by Mortgage News Daily

Courtesy of Welcome Home Realty

fppt.com

Active Listings by Month



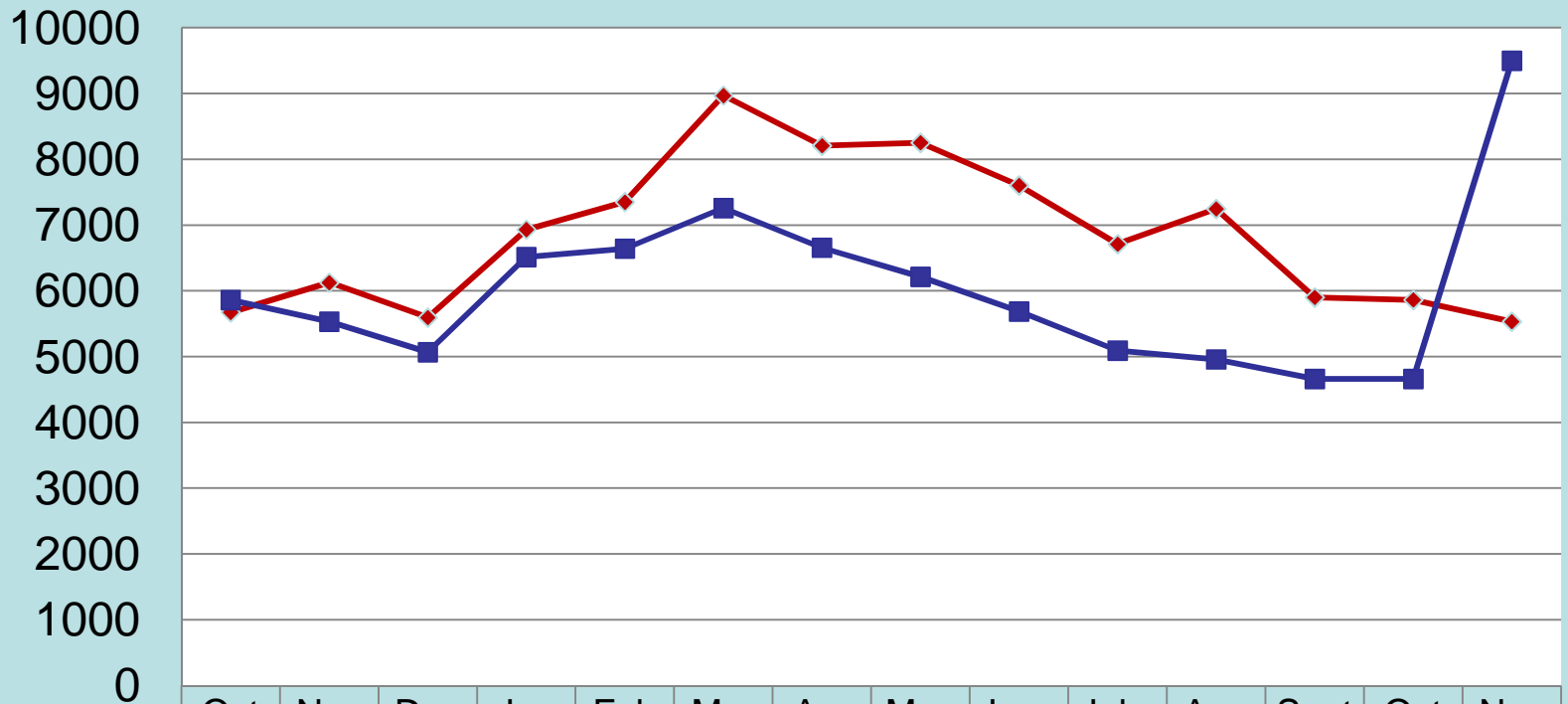
	Dec	Jan	Feb	Mar	Apr	May	Jun	July	Aug	Sept	Oct	Nov
12/2010-11/2011	37159	36299	34991	32485	29785	23477	17816	19941	22864	19567	19567	22773
12/2011-11/2012	18378	17581	13268	11310	10196	9785	9946	13546	14598	15618	15618	18039

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



Courtesy of Welcome Home Realty

Pending Listings by Month



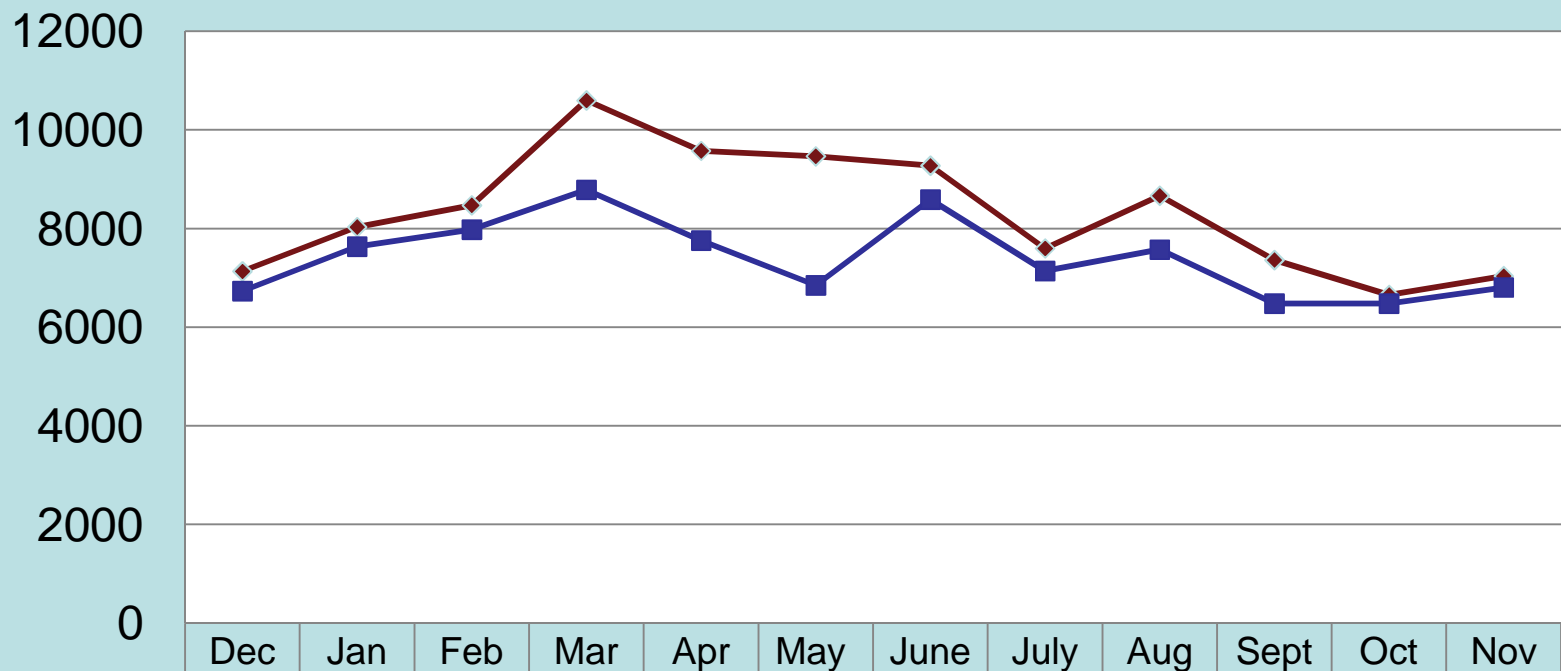
	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov
10/2010-09/2011	5674	6125	5595	6932	7350	8969	8207	8252	7603	6710	7246	5901	5862	5532
10/2011-09/2012	5862	5532	5069	6514	6642	7260	6656	6215	5687	5092	4958	4661	4661	9499

* Reflects date that status changed to pending or AWC



Courtesy of Welcome Home Realty

Closed Sales by Month

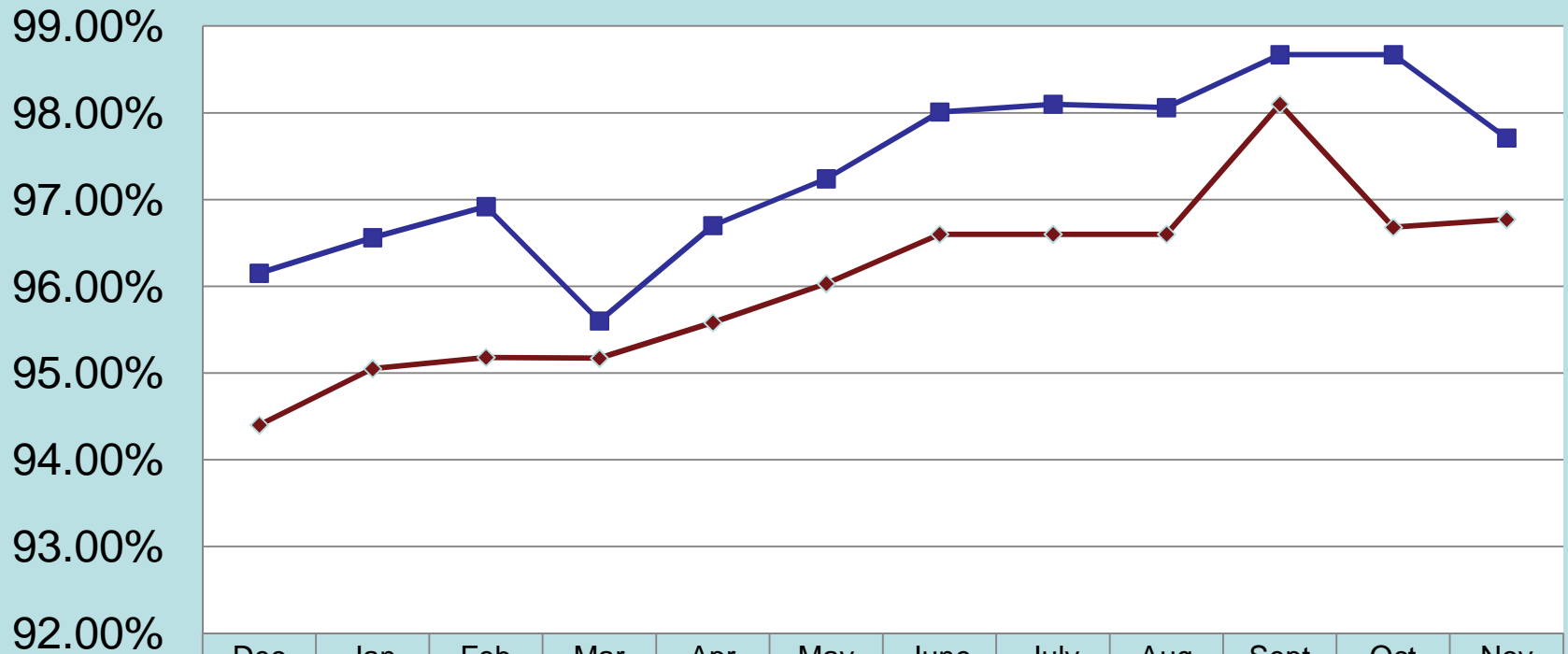


	Dec	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov
◆ 12/2010-11/2011	7134	8031	8472	10598	9577	9466	9276	7598	8666	7363	6654	7036
■ 12/2011-11/2012	6734	7635	7980	8786	7758	6849	8589	7140	7573	6478	6478	6806



Courtesy of Welcome Home Realty

Average List Price to Sales Price Ratio

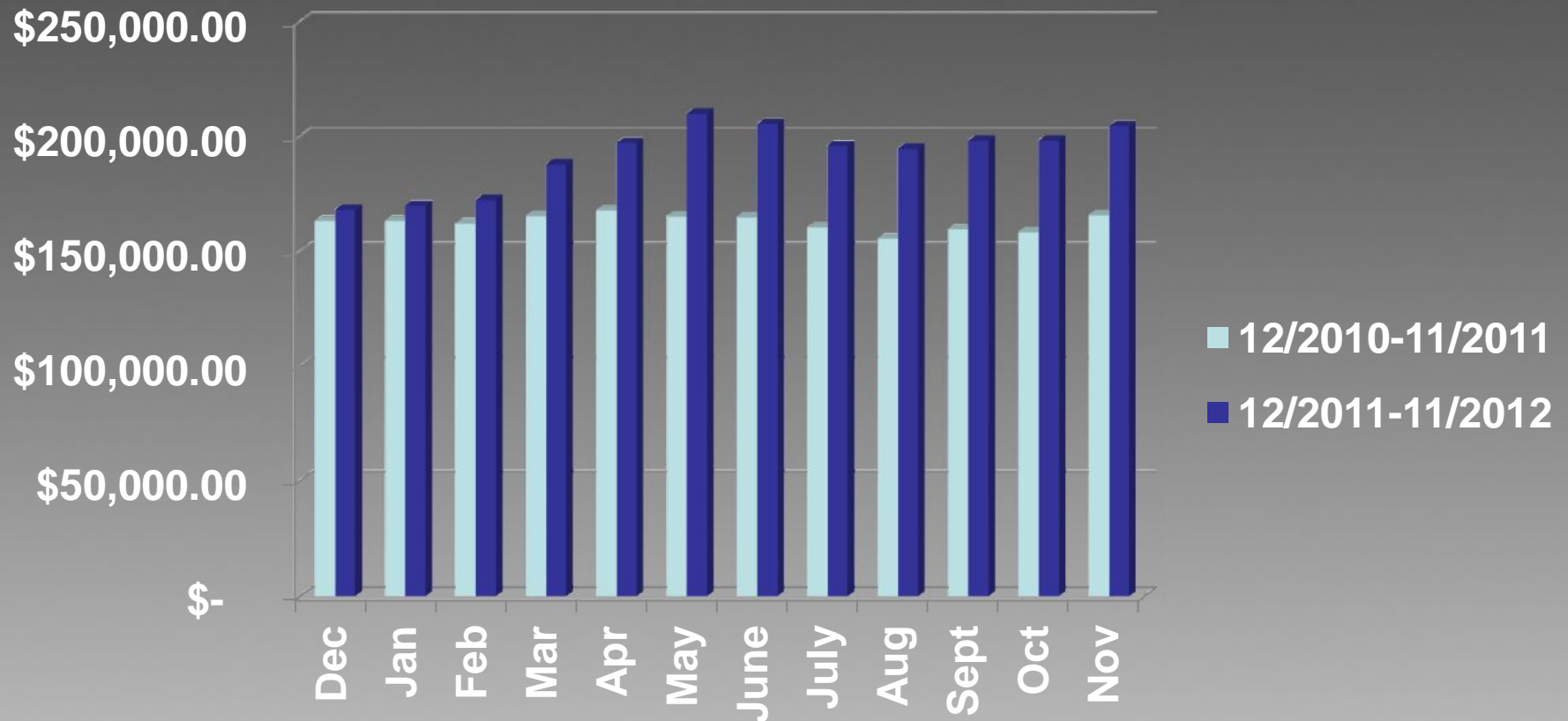


	Dec	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov
◆ 12/2010-11/2011	94.40%	95.05%	95.18%	95.17%	95.58%	96.03%	96.60%	96.60%	96.60%	98.10%	96.68%	96.77%
■ 12/2011-11/2012	96.15%	96.56%	96.92%	95.60%	96.70%	97.24%	98.01%	98.10%	98.06%	98.67%	98.67%	97.71%



Courtesy of Welcome Home Realty

Average Sales Price

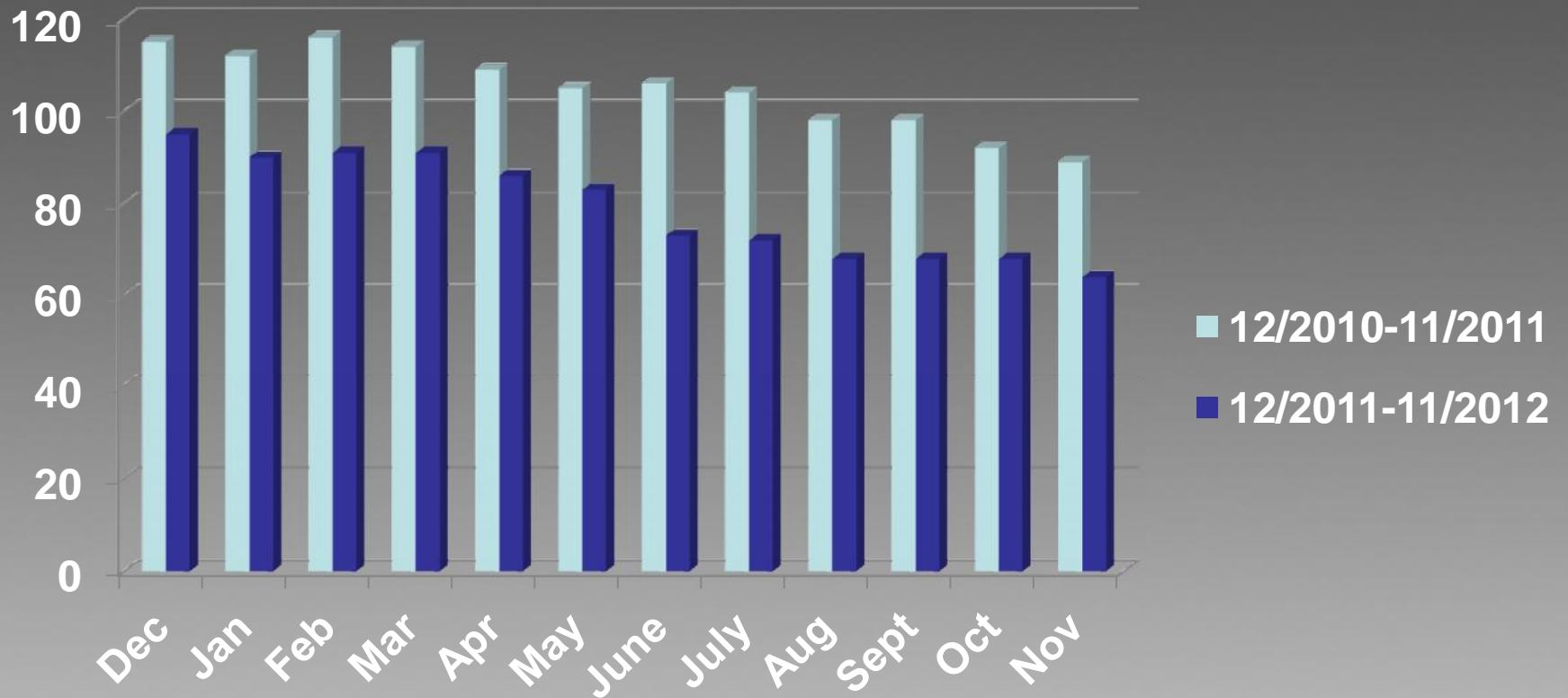


\$204,618
Average Sales Price
11/1-11/30

Courtesy of Welcome Home Realty

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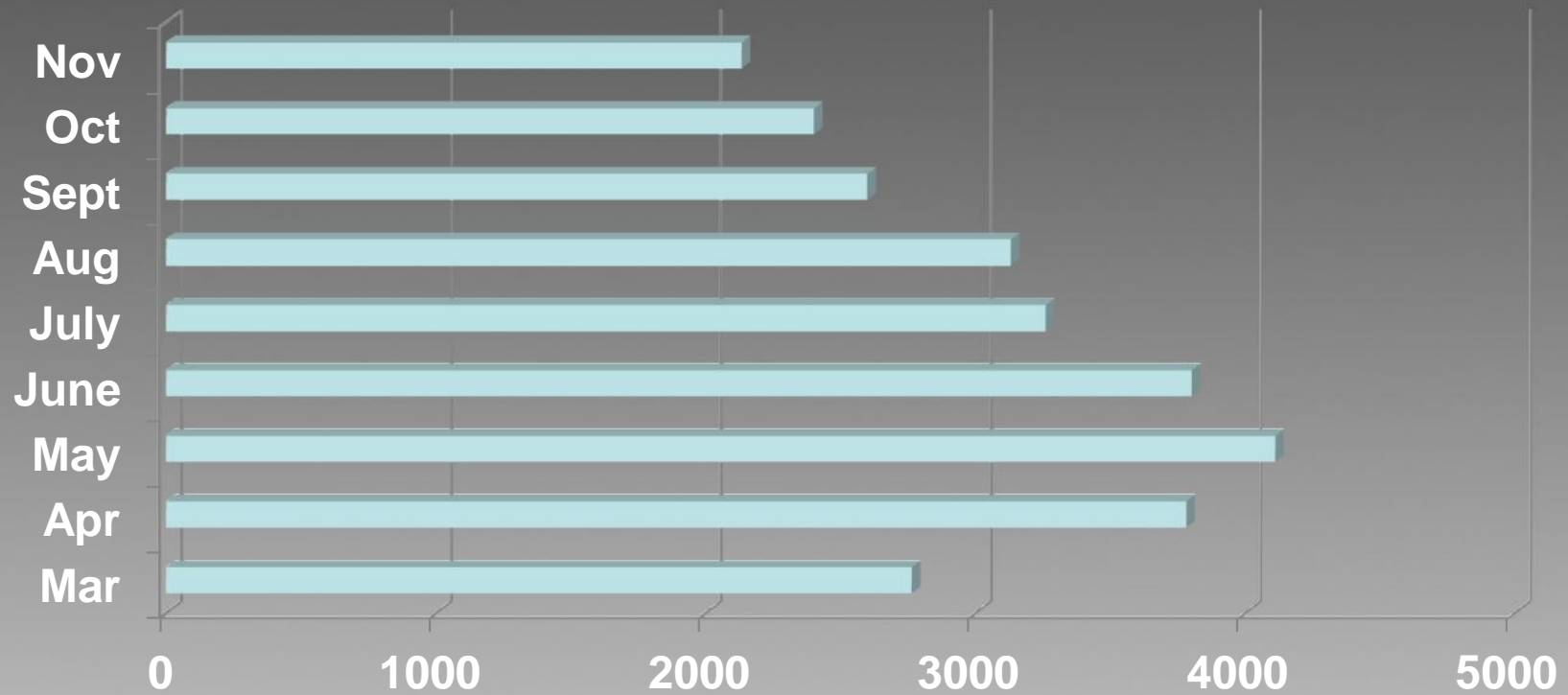
Average Days on Market



64
ADOM as of 11/30/12

Courtesy of Welcome Home Realty

Notice of Default Filings



2132
NODs Filed in November

Courtesy of Welcome Home Realty

Statistical Market Summary

	<u>Last Month</u>	<u>Last Year</u>
Active Listings	↑ 13.5%	↓ 20.8%
Pending Listings	↑ 49.0%	↑ 41.8%
Sold Listings	↑ 4.9%	↓ 4.3%
Average Days on Market	↓ 5.9%	↓ 28.1%
Average Sales Price	↑ 3.1%	↑ 19.0%



Courtesy of Welcome Home Realty

What Sellers and Buyers Need to Know

Sellers:

If you've considered selling your home, now is still a good time.

Your home may have equity, giving you the opportunity to sell for the highest price since 2006. If you need to consider a short sale, the Debt Forgiveness Act currently expires in December, but there may be other tax relief options available to you.

Buyers:

The competition for well-priced homes is still tough, but more inventory is steadily increasing. Be realistic in your offers! Request few concessions and/or repairs. Prepare to offer at or over list price. Be ready to view properties and submit offers quickly.



Thank You!

I 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 me for area-specific market data or for information about buying or selling a home.



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