

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



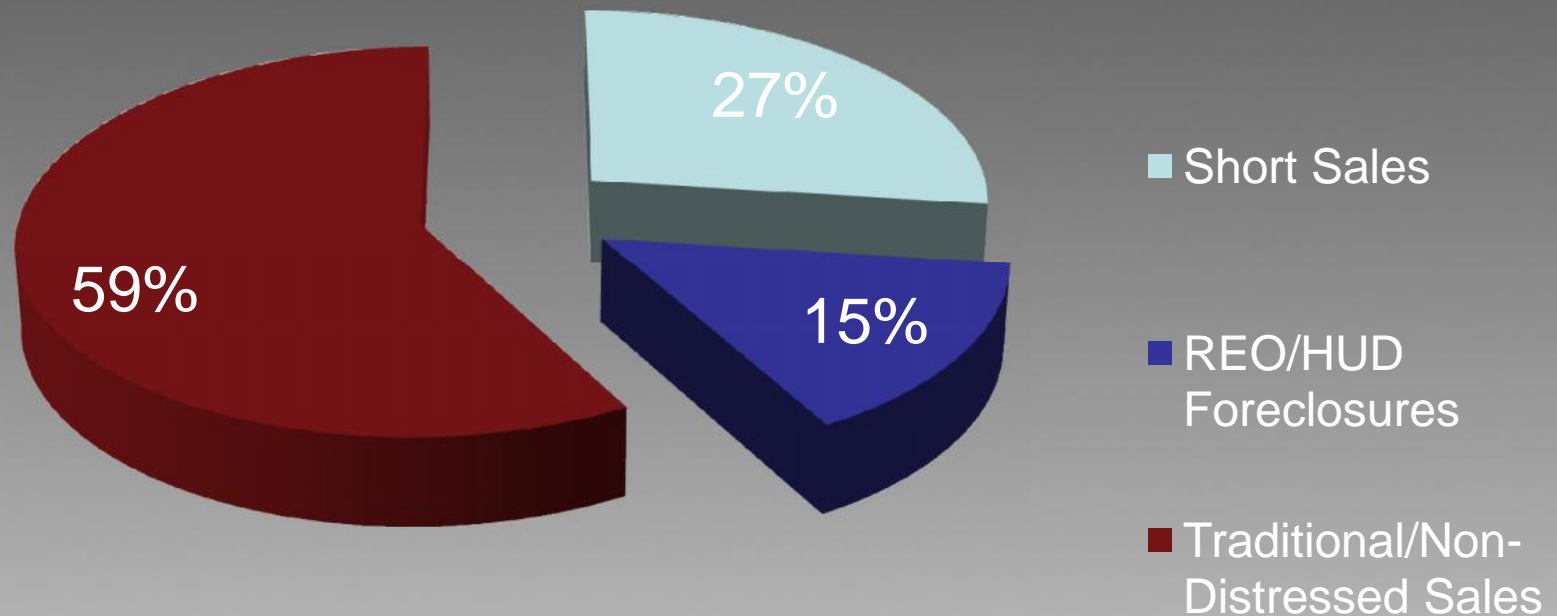
January 2013

Courtesy of Welcome Home Realty

Information gathered from ARMLS on 2/4/2013 unless otherwise noted.

fppt.com

January Sales by Transaction Type



Courtesy of Welcome Home Realty

Sales by Loan Type

- Total Sales 1/1-1/31 **5,814**
- Total Cash Sales **2,588**
- Total Conventional **1,911**
- Total FHA **987**
- Total VA **251**



Today's Mortgage Rates

30 Year Fixed (Con)	3.57%
15 Year Fixed (Con)	2.90%
30 Year FHA	3.30%
Jumbo Loan	3.77%
5/1 ARM	3.01%

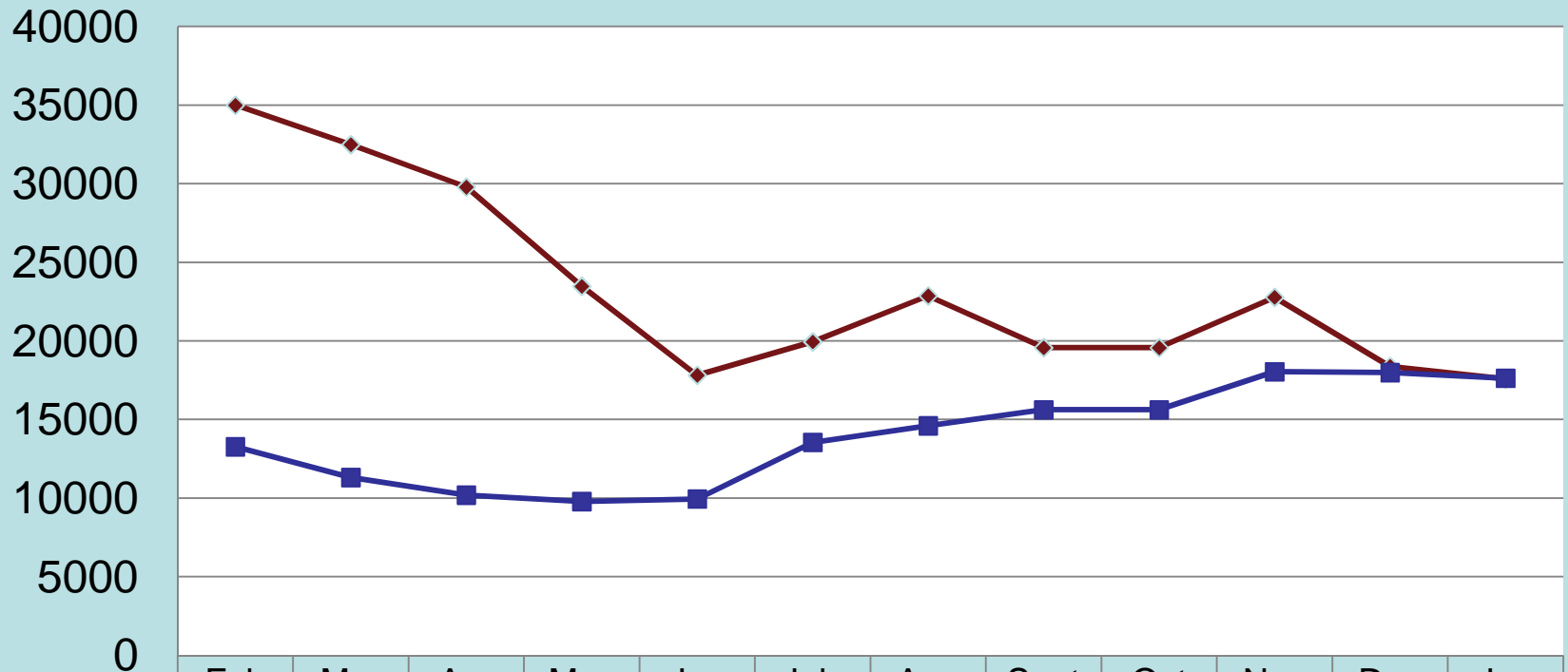


Rates as of 2/4/2013
Provided by Mortgage News Daily

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Active Listings by Month



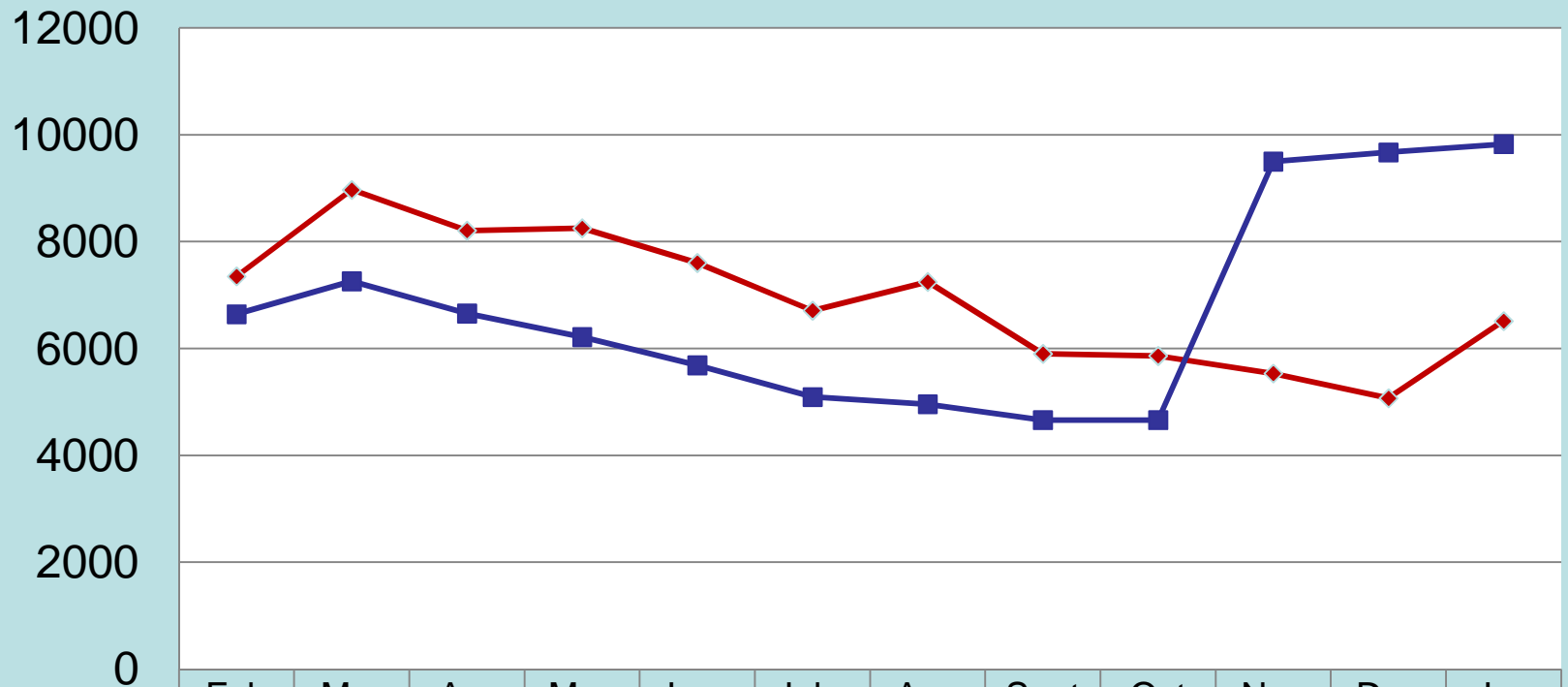
	Feb	Mar	Apr	May	Jun	July	Aug	Sept	Oct	Nov	Dec	Jan
◆ 2/2011-1/2012	34991	32485	29785	23477	17816	19941	22864	19567	19567	22773	18378	17581
■ 2/2012-1/2013	13268	11310	10196	9785	9946	13546	14598	15618	15618	18039	17982	17626

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



Courtesy of Welcome Home Realty

Pending Listings by Month



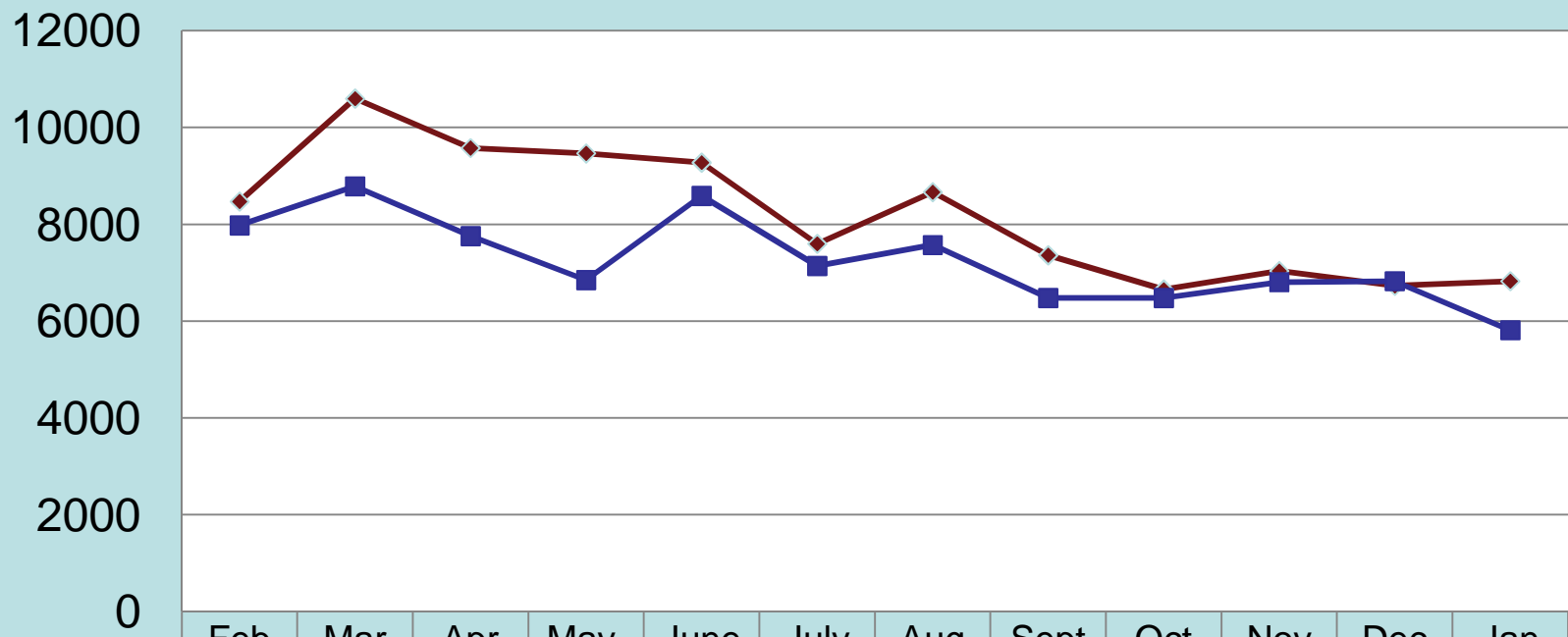
	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	Jan
2/2011-1/2012	7350	8969	8207	8252	7603	6710	7246	5901	5862	5532	5069	6514
2/2012-1/2013	6642	7260	6656	6215	5687	5092	4958	4661	4661	9499	9671	9827

* Reflects date that status changed to pending or AWC



Courtesy of Welcome Home Realty

Closed Sales by Month



◆ 2/2011-1/2012

8472 10598 9577 9466 9276 7598 8666 7363 6654 7036 6732 6826

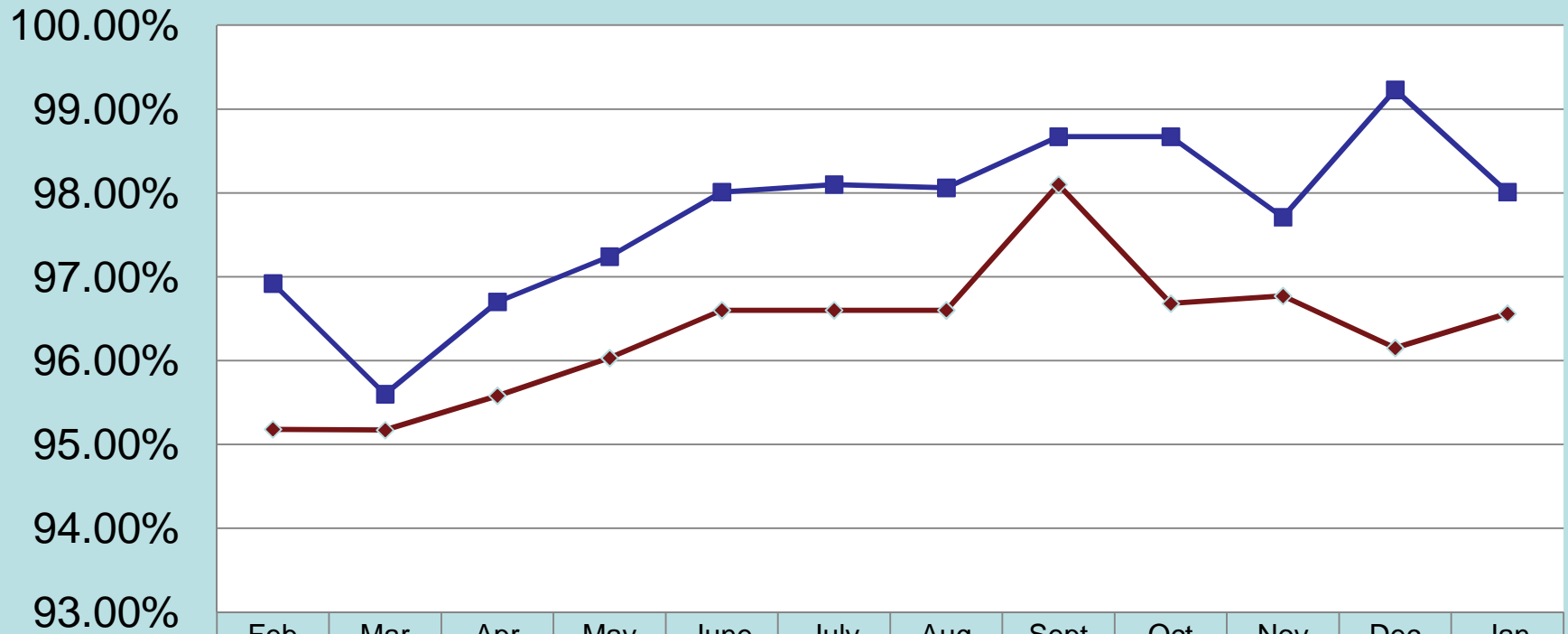
■ 2/2012-1/2013

7980 8786 7758 6849 8589 7140 7573 6478 6478 6806 6826 5814



Courtesy of Welcome Home Realty

Average List Price to Sales Price Ratio

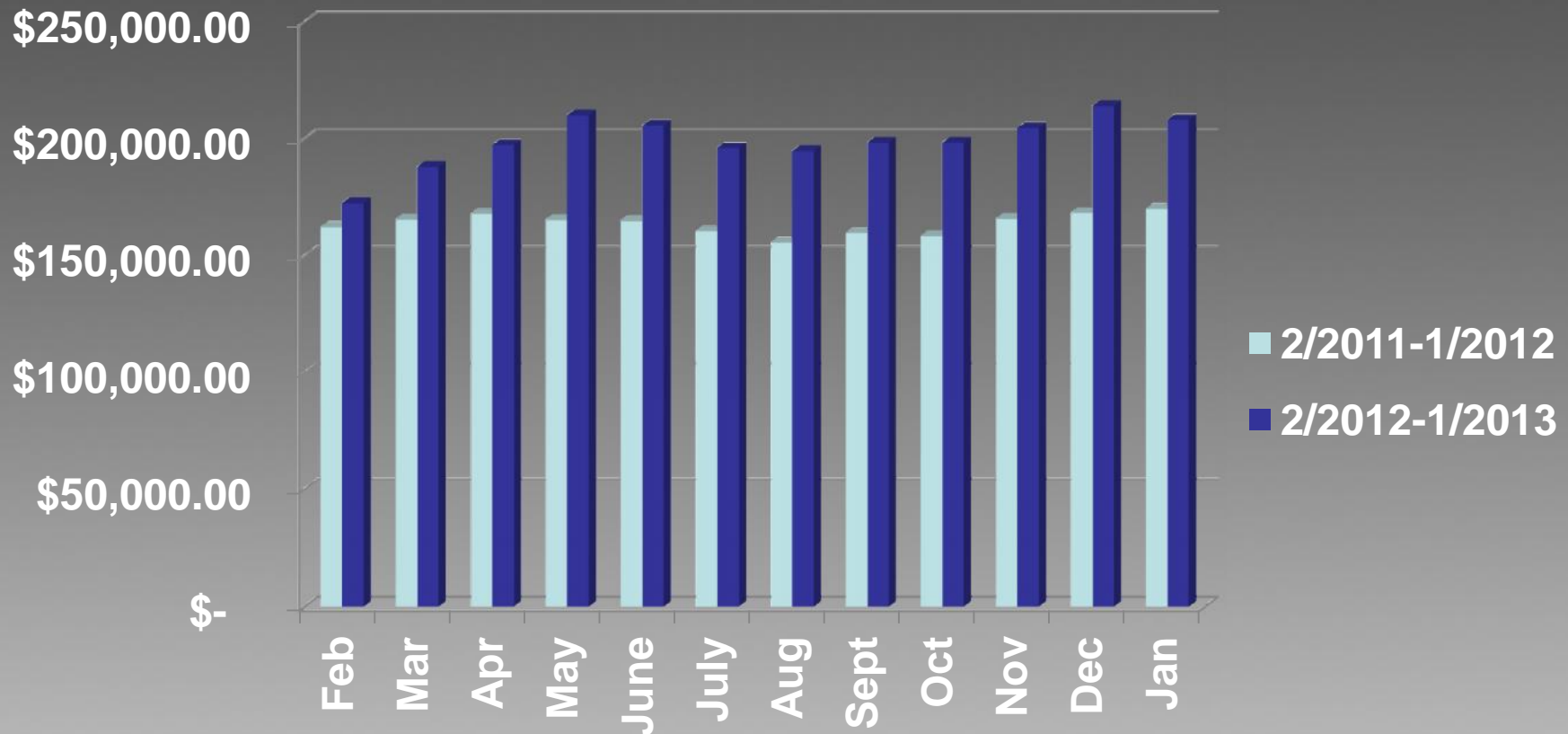


◆ 2/2011-1/2012	95.18%	95.17%	95.58%	96.03%	96.60%	96.60%	96.60%	98.10%	96.68%	96.77%	96.15%	96.56%
■ 2/2012-1/2013	96.92%	95.60%	96.70%	97.24%	98.01%	98.10%	98.06%	98.67%	98.67%	97.71%	99.23%	98.01%



Courtesy of Welcome Home Realty

Average Sales Price

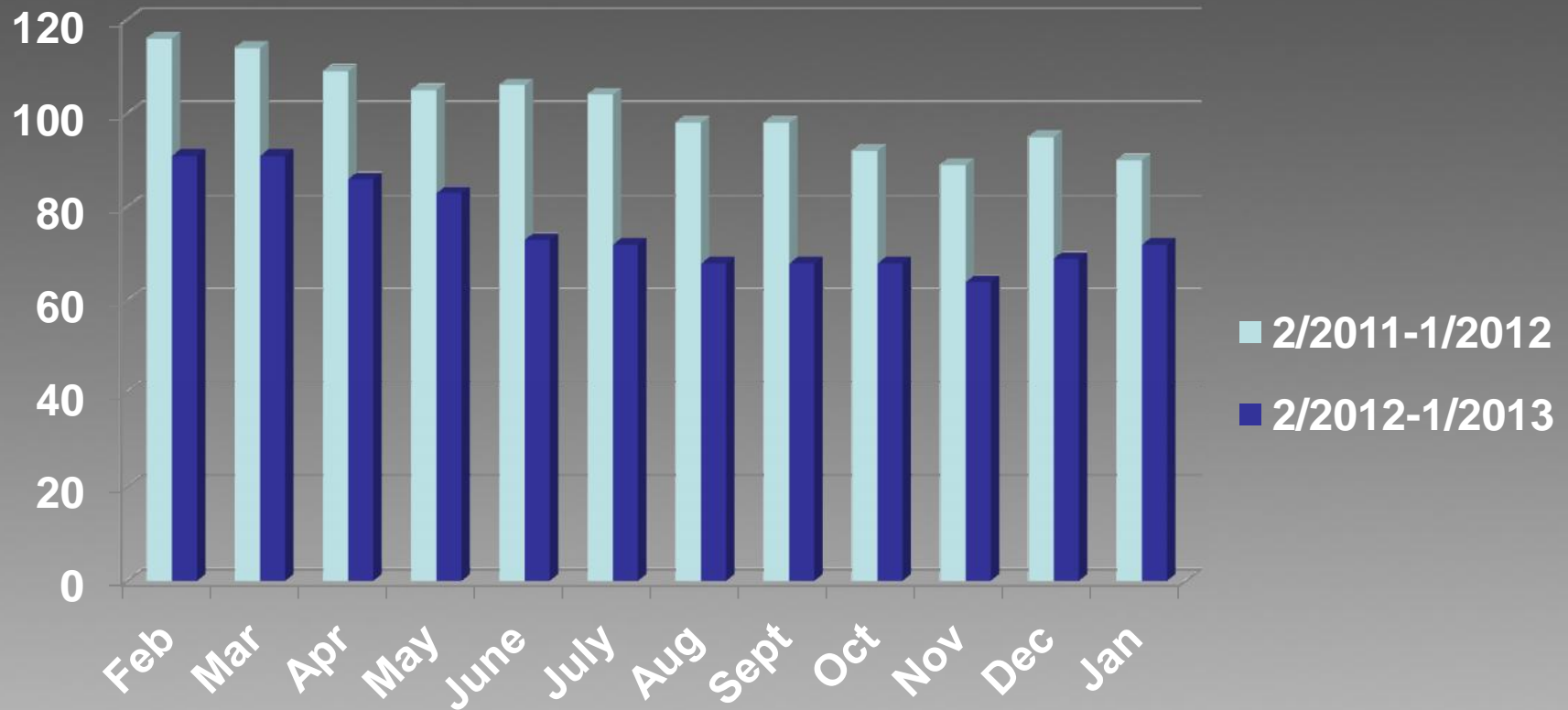


\$208,172
Average Sales Price
1/1-1/31

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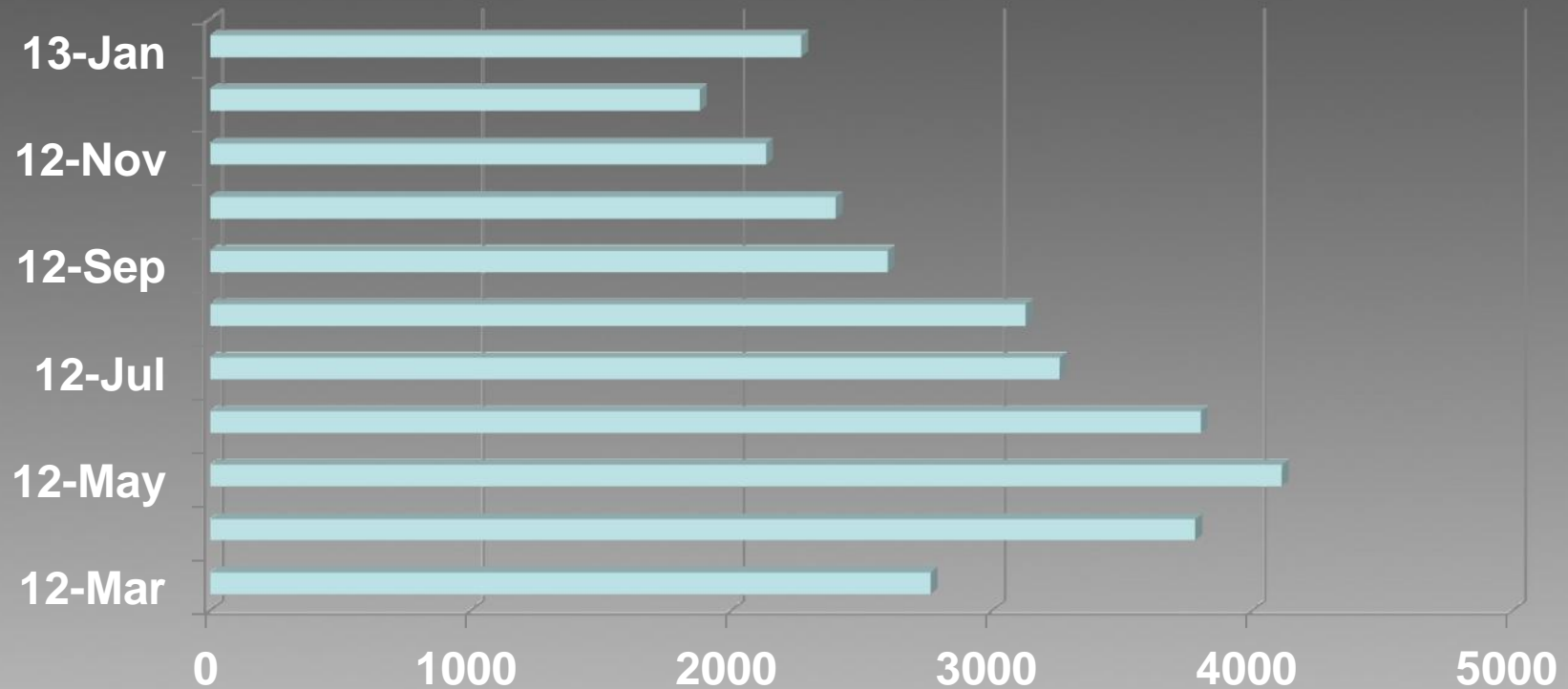
Average Days on Market



72
ADOM as of 1/31/13

Courtesy of Welcome Home Realty

Notice of Default Filings



2267
NODs Filed in January

Courtesy of Welcome Home Realty

Statistical Market Summary

	<u>Last Month</u>	<u>Last Year</u>
Active Listings	↓ 2.0%	↑ 1.3%
Pending Listings	↑ 1.6%	↑ 34.1%
Sold Listings	↓ 14.9%	↓ 14.8%
Average Days on Market	↑ 4.2%	↓ 20.0%
Average Sales Price	↓ 2.8%	↑ 18.3%



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 has been extended for one more year!

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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