

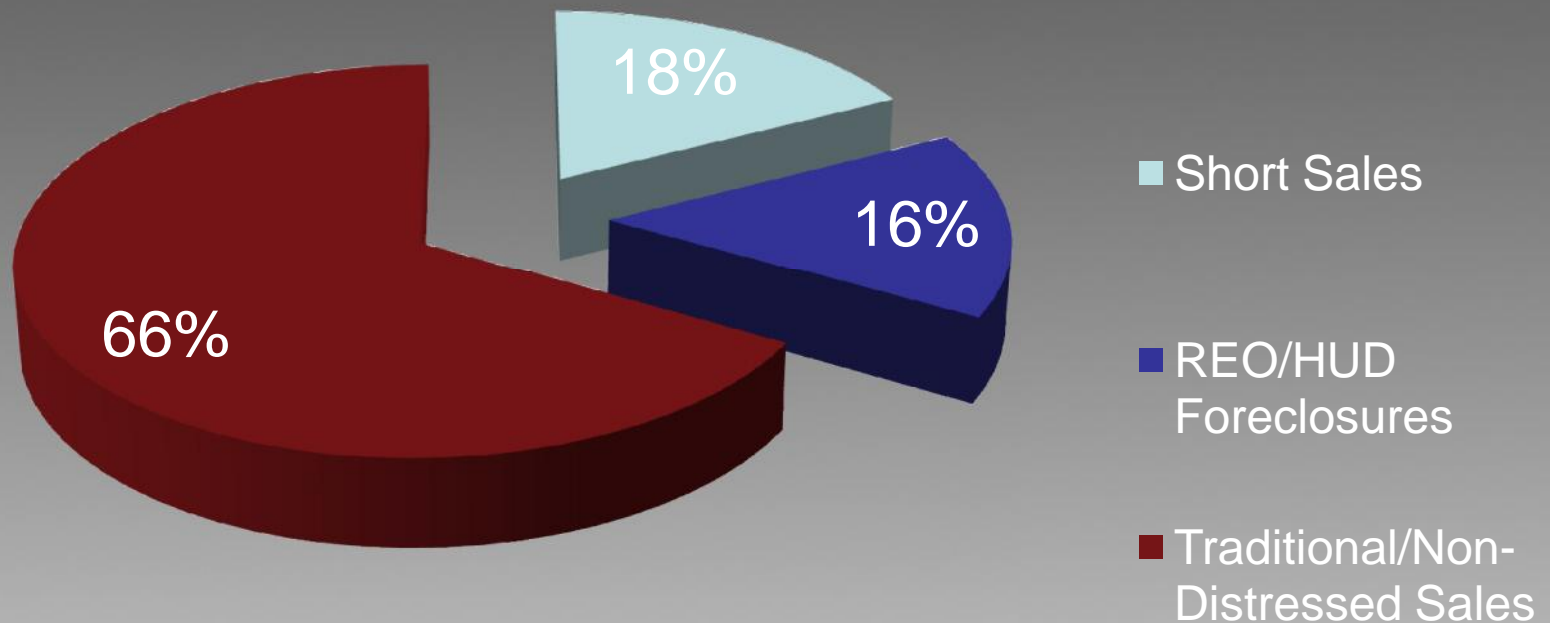
Maricopa County Real Estate Report: **A Month-by-Month Overview of Market Statistics**



February 2013

Courtesy of Welcome Home Realty

February Sales by Transaction Type



Courtesy of Welcome Home Realty

Sales by Loan Type

- Total Sales 2/1-2/28 **6,627**
- Total Cash Sales **3,076**
- Total Conventional **2,115**
- Total FHA **1,034**
- Total VA **306**



Today's Mortgage Rates

30 Year Fixed (Con)	3.56%
15 Year Fixed (Con)	2.89%
30 Year FHA	3.29%
Jumbo Loan	3.74%
5/1 ARM	3.00%

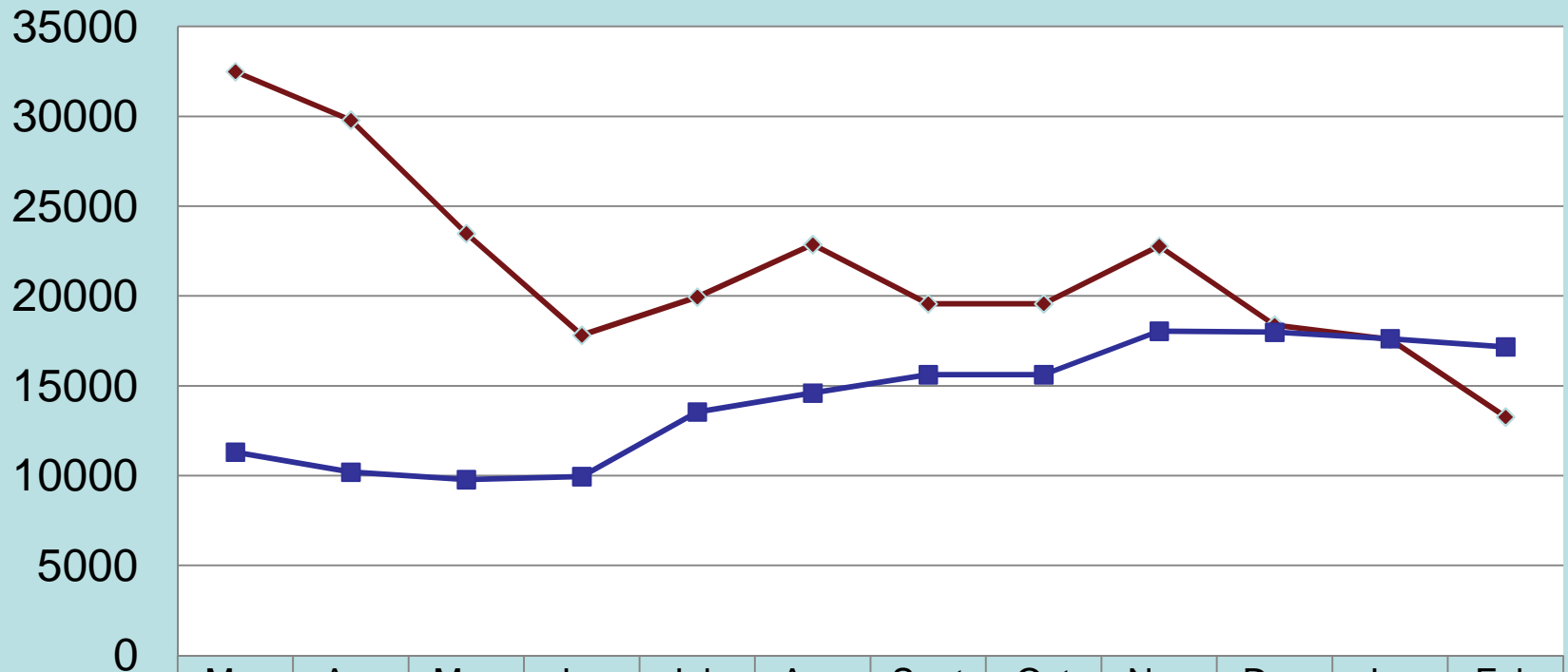


Rates as of 3/3/2013
Provided by Mortgage News Daily

Courtesy of Welcome Home Realty

fppt.com

Active Listings by Month



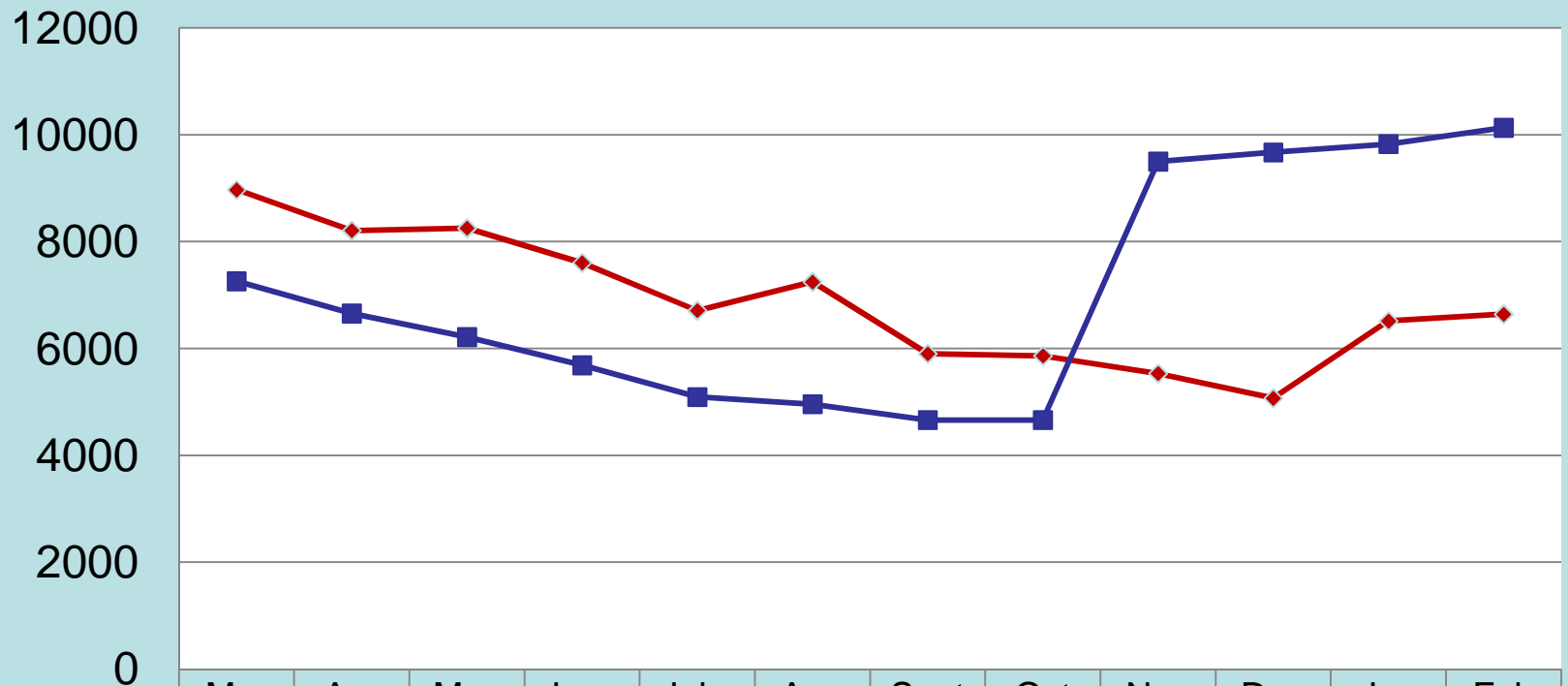
3/2011-2/2012	32485	29785	23477	17816	19941	22864	19567	19567	22773	18378	17581	13268
3/2012-2/2013	11310	10196	9785	9946	13546	14598	15618	15618	18039	17982	17626	17166

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



Courtesy of Welcome Home Realty

Pending Listings by Month



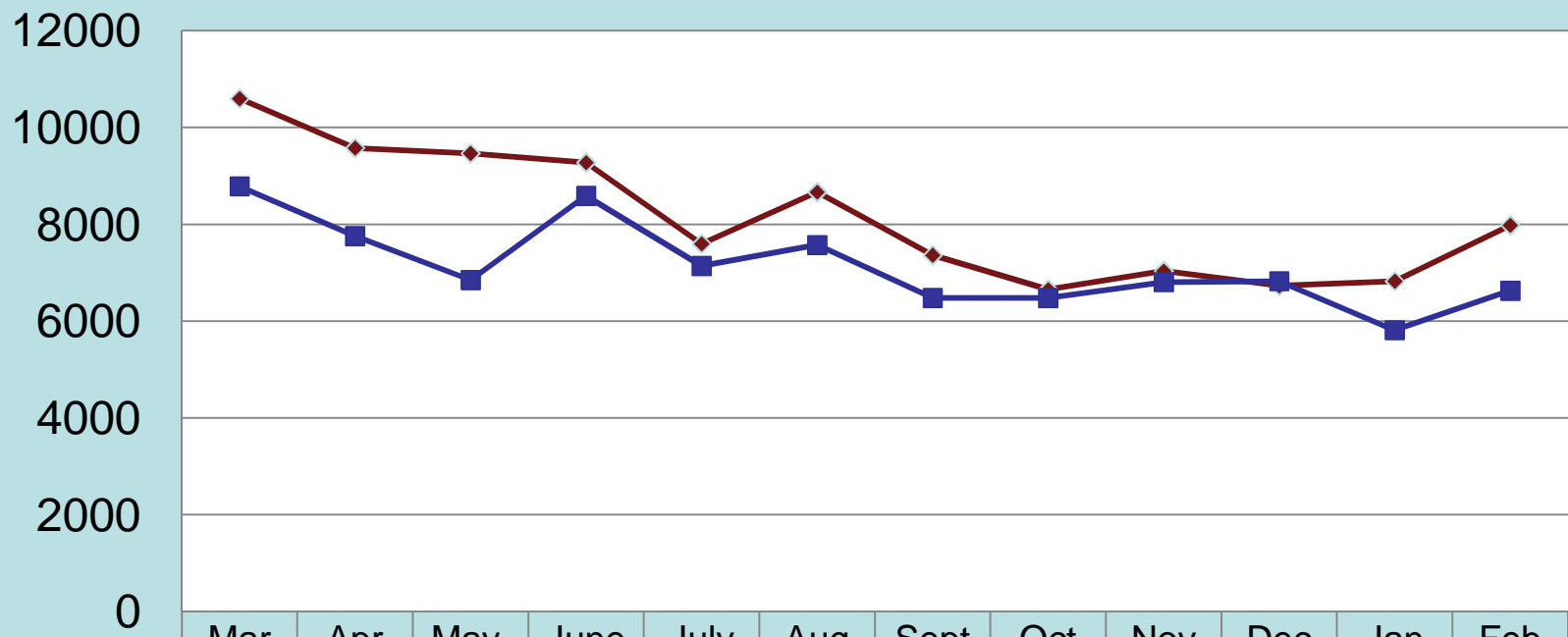
	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb
3/2011-2/2012	8969	8207	8252	7603	6710	7246	5901	5862	5532	5069	6514	6642
3/2012-2/2013	7260	6656	6215	5687	5092	4958	4661	4661	9499	9671	9827	10131

* Reflects date that status changed to pending or AWC



Courtesy of Welcome Home Realty

Closed Sales by Month

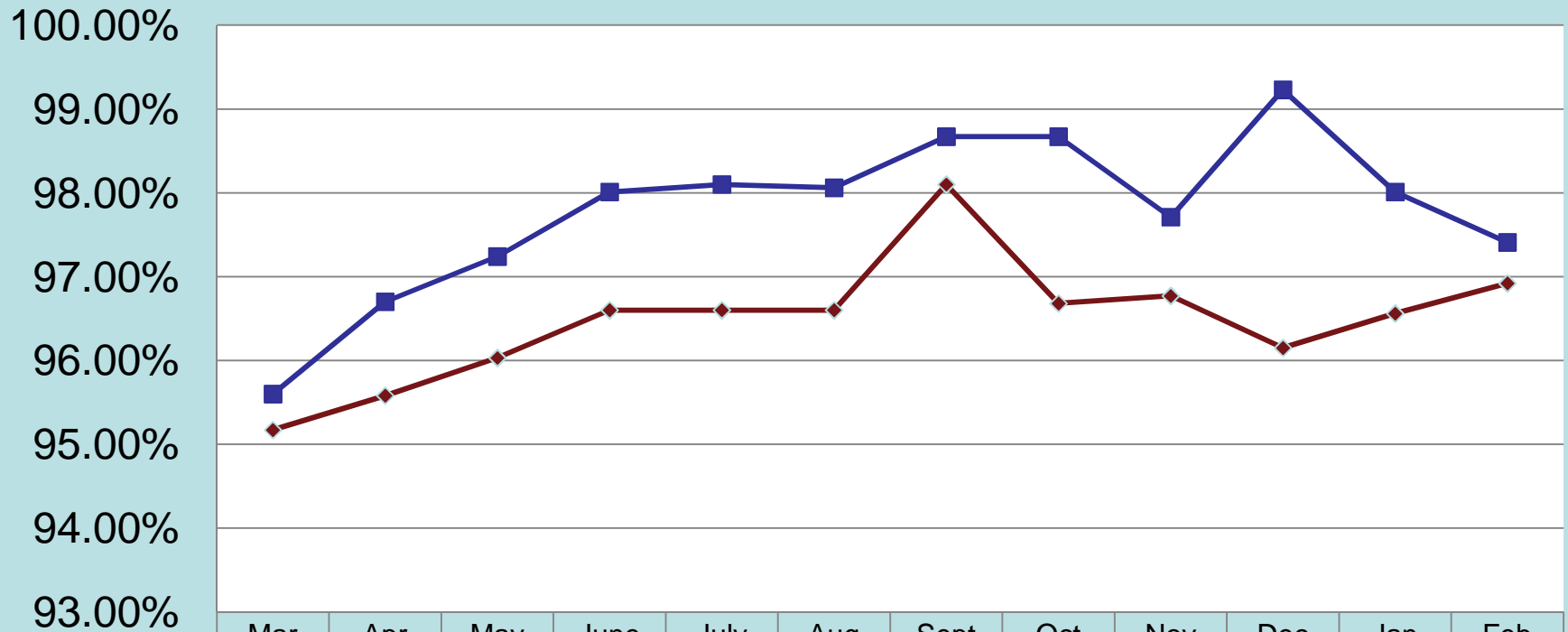


	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb
◆ 3/2011-2/2012	10598	9577	9466	9276	7598	8666	7363	6654	7036	6732	6826	7980
■ 3/2012-2/2013	8786	7758	6849	8589	7140	7573	6478	6478	6806	6826	5814	6627



Courtesy of Welcome Home Realty

Average List Price to Sales Price Ratio

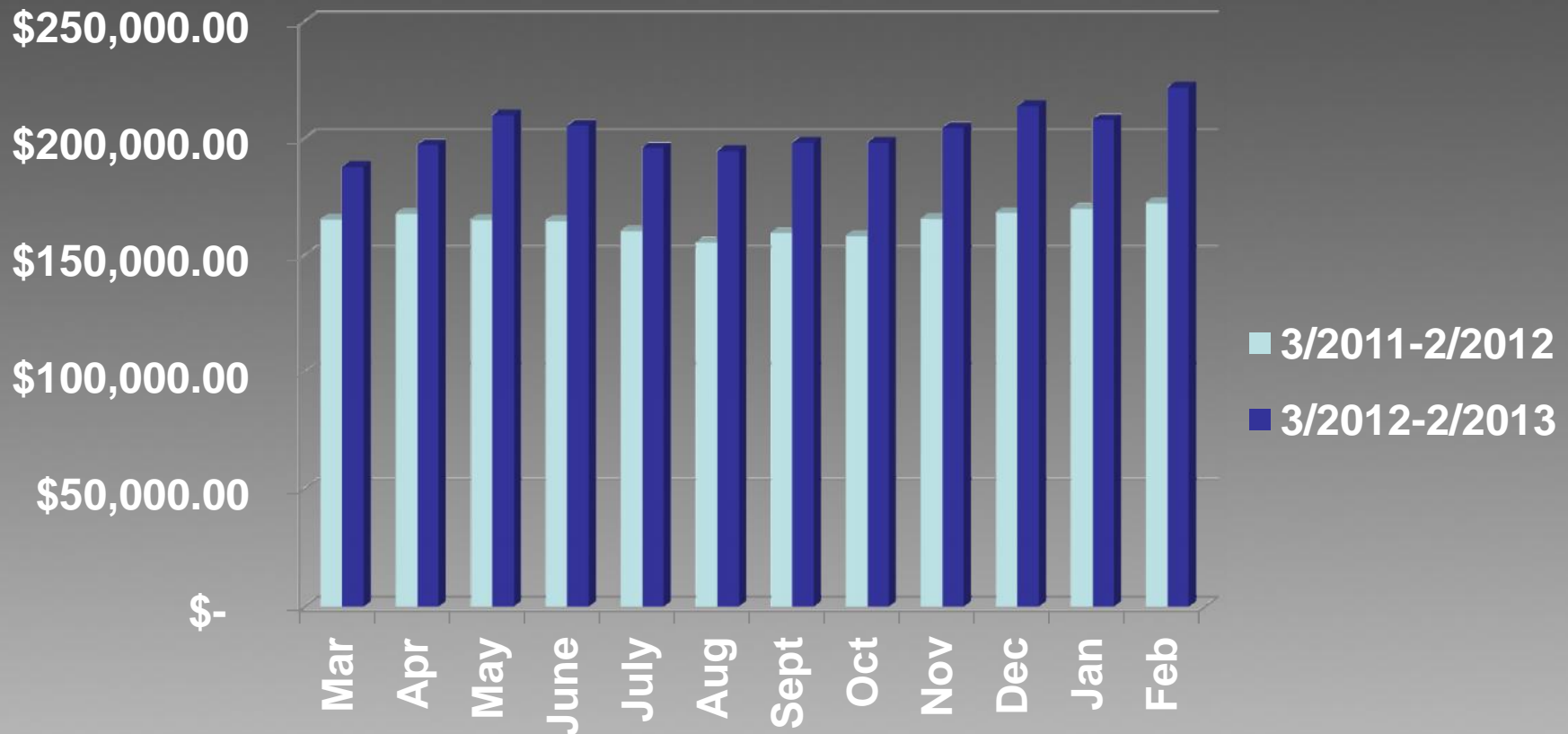


◆ 3/2011-2/2012	95.17%	95.58%	96.03%	96.60%	96.60%	96.60%	98.10%	96.68%	96.77%	96.15%	96.56%	96.92%
■ 3/2012-2/2013	95.60%	96.70%	97.24%	98.01%	98.10%	98.06%	98.67%	98.67%	97.71%	99.23%	98.01%	97.41%



Courtesy of Welcome Home Realty

Average Sales Price

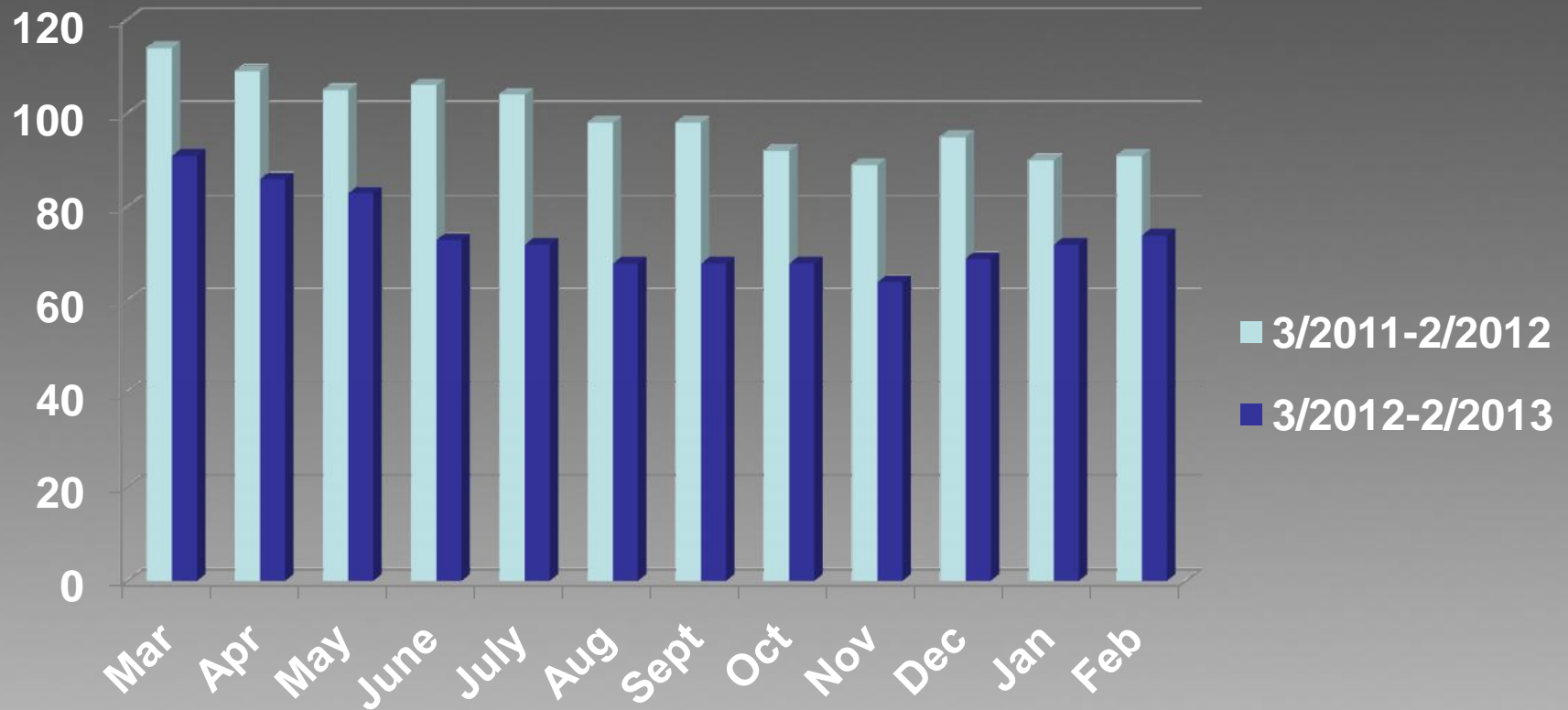


\$221,928
Average Sales Price
2/1-2/28

Courtesy of Welcome Home Realty

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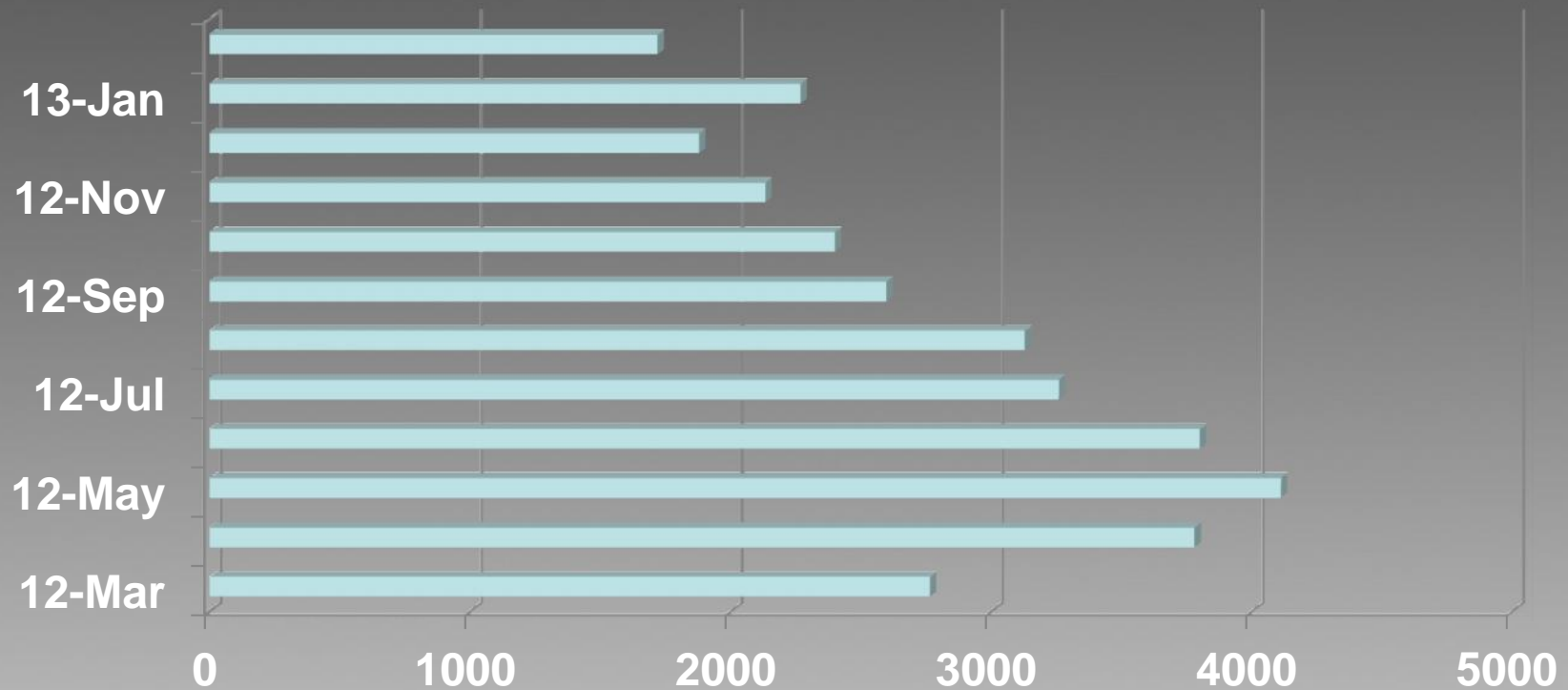
Average Days on Market



74
ADOM as of 2/28/13

Courtesy of Welcome Home Realty

Notice of Default Filings



1719
NODs Filed in February

Courtesy of Welcome Home Realty

Statistical Market Summary

	<u>Last Month</u>	<u>Last Year</u>
Active Listings	↓ 2.7%	↑ 22.8%
Pending Listings	↑ 3.1%	↑ 34.5%
Sold Listings	↑ 12.3%	↓ 17.0%
Average Days on Market	↑ 2.6%	↓ 18.7%
Average Sales Price	↑ 6.2%	↑ 22.3%



Courtesy of Welcome Home Realty

What Sellers and Buyers Need to Know

Sellers:

If you've considered selling your home, NOW is the time. With average home prices at their highest since 2006, your home may have equity!! If you need to consider a short sale, the Debt Forgiveness Act, which may make your short sale TAX FREE, is valid until the end of 2013.

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. Buy NOW to take advantage of the LOW interest rates!



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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