

# Maricopa County Real Estate Report:

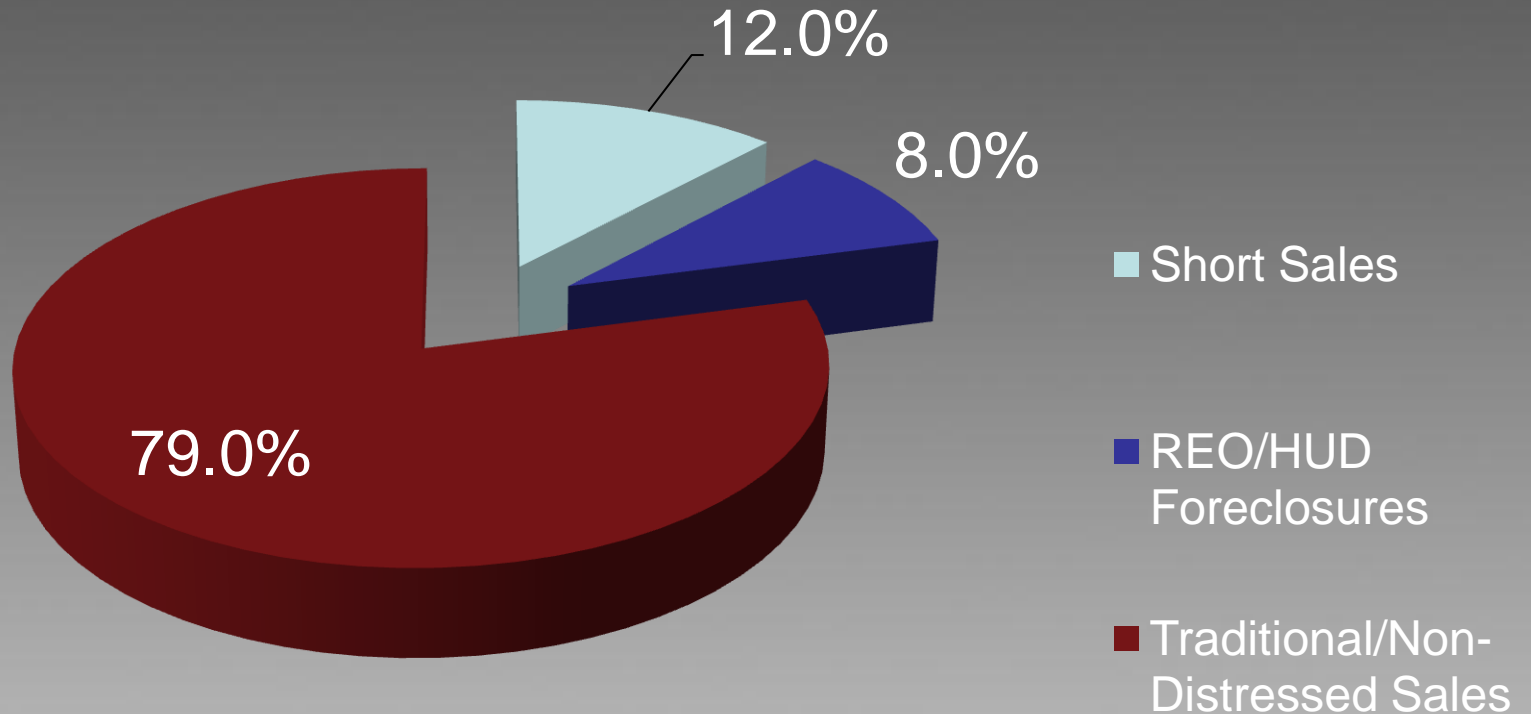
## A Month-by-Month Overview of Market Statistics



**June 2013**

Courtesy of Welcome Home Realty

# June Sales by Transaction Type



# Sales by Loan Type

- Total Sales 6/1-6/30 **8,156**
- Total Cash Sales **3,085**
- Total Conventional **3,103**
- Total FHA **1,458**
- Total VA **408**



# Today's Mortgage Rates

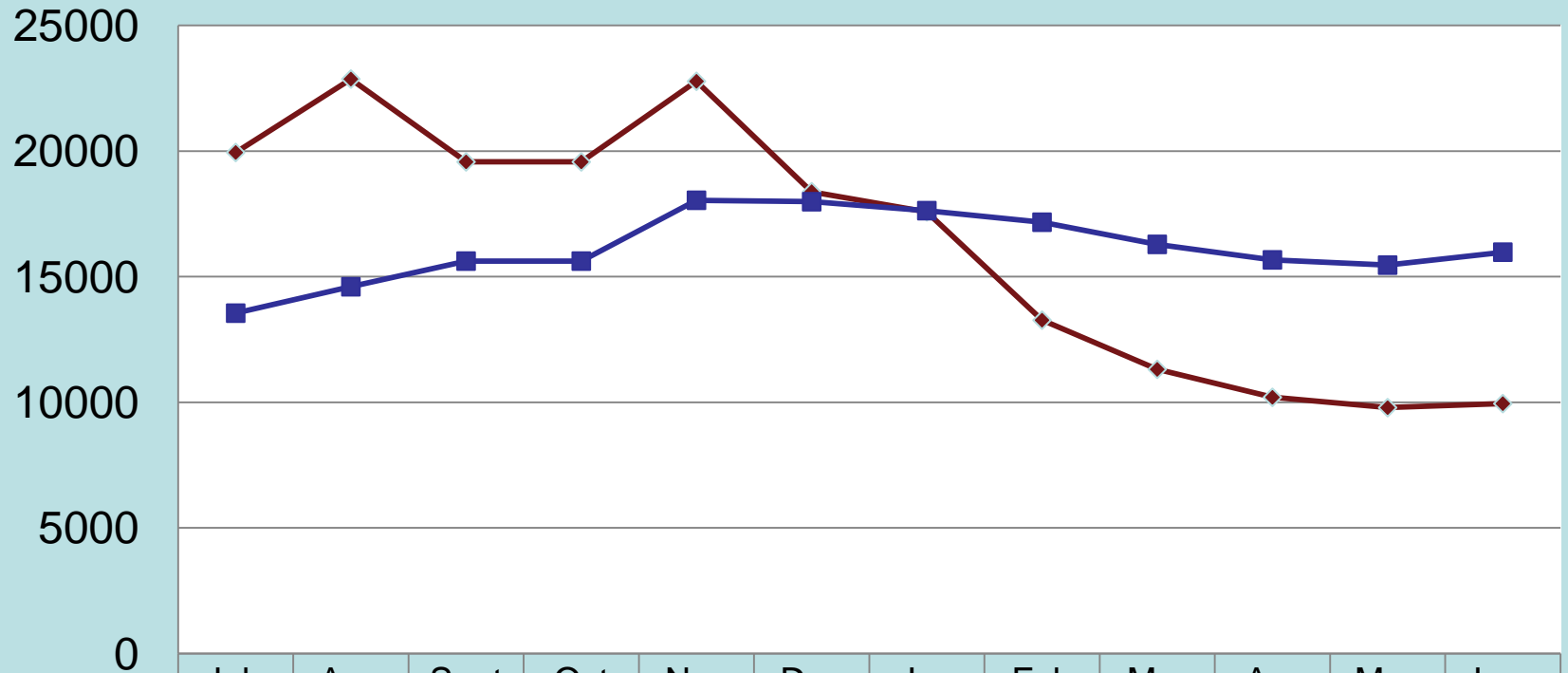
30 Year Fixed (Con)	4.73%
15 Year Fixed (Con)	3.83%
30 Year FHA	4.56%
Jumbo Loan	4.78%
5/1 ARM	3.25%



Rates as of 7/5/2013  
Provided by Mortgage News Daily

Courtesy of Welcome Home Realty

# Active Listings by Month



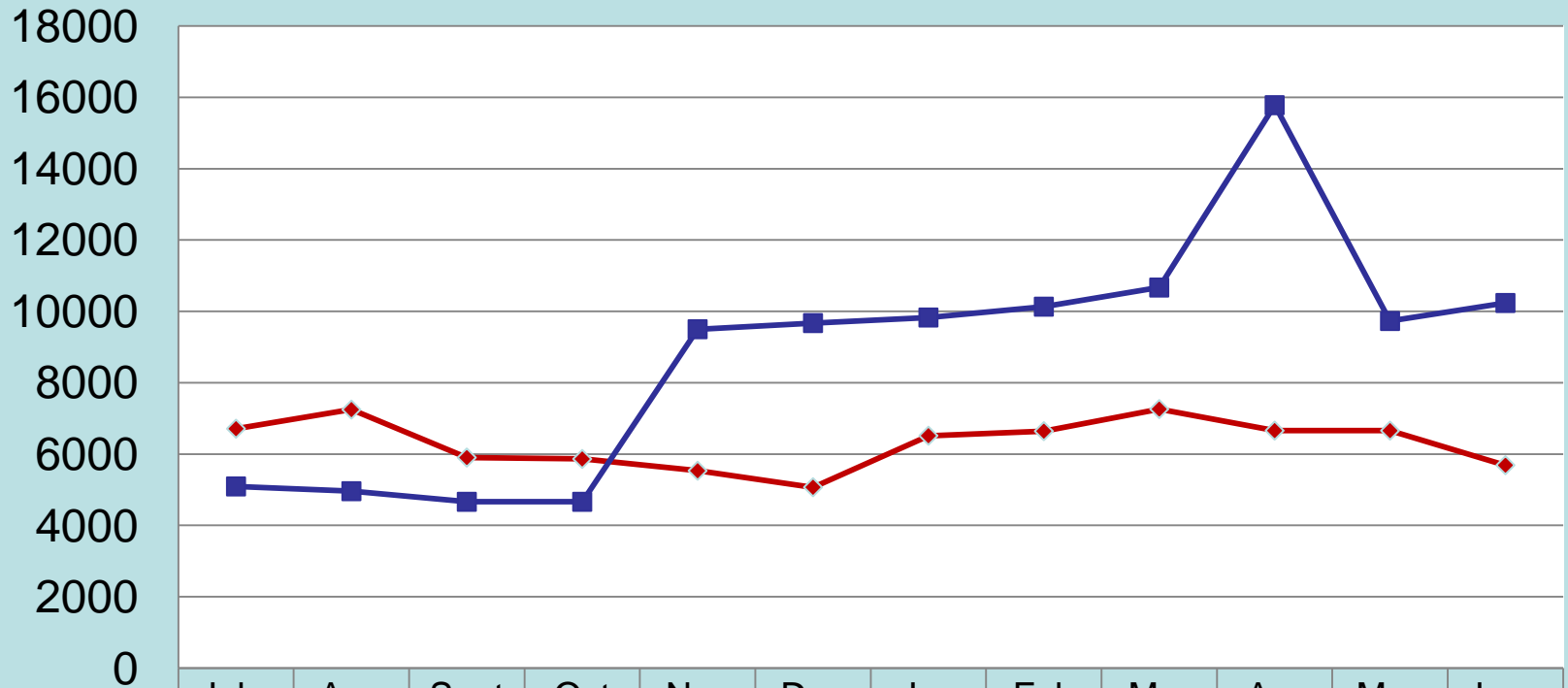
7/2011-6/2012	19941	22864	19567	19567	22773	18378	17581	13268	11310	10196	9785	9946
7/2012-6/2013	13546	14598	15618	15618	18039	17982	17626	17166	16284	15667	15458	15974

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



Courtesy of Welcome Home Realty

# Pending Listings by Month

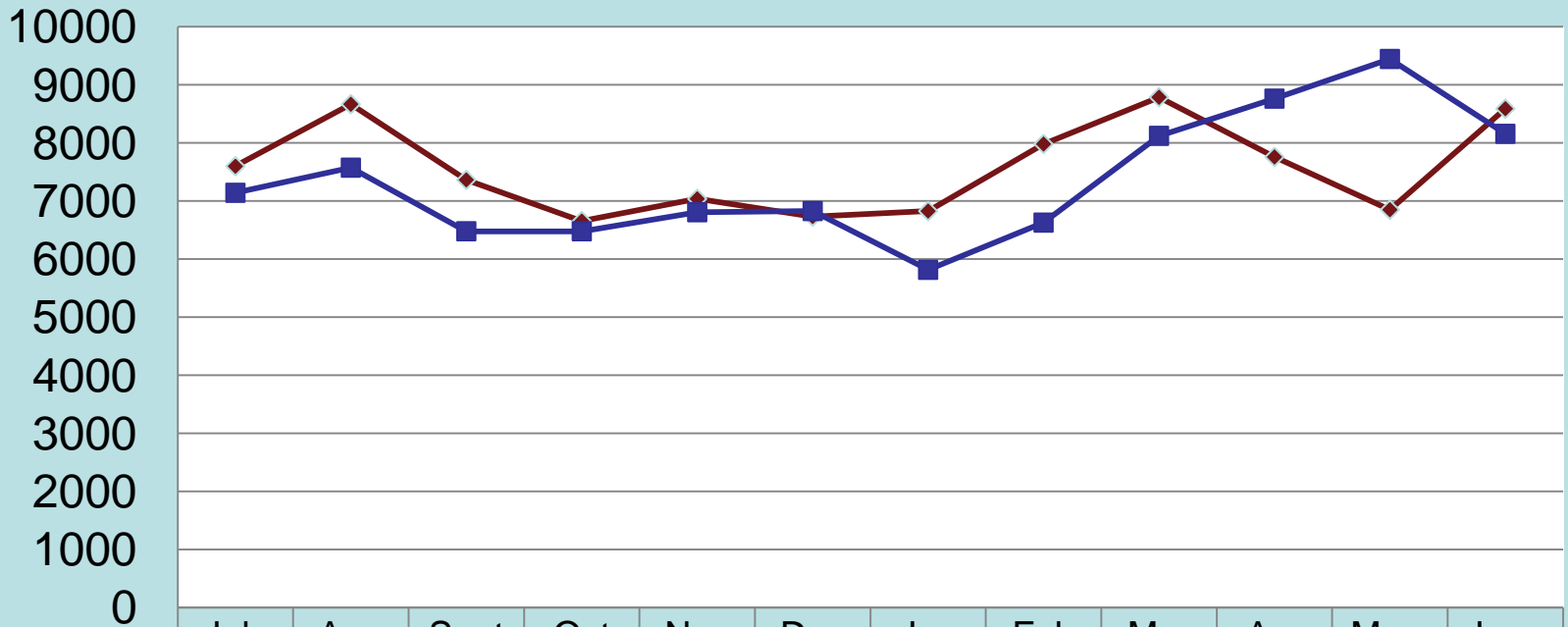


	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June
7/2011-6/2012	6710	7246	5901	5862	5532	5069	6514	6642	7260	6656	6656	5687
7/2012-6/2013	5092	4958	4661	4661	9499	9671	9827	10131	10667	15779	9729	10234

\* Reflects date that status changed to pending or UCB



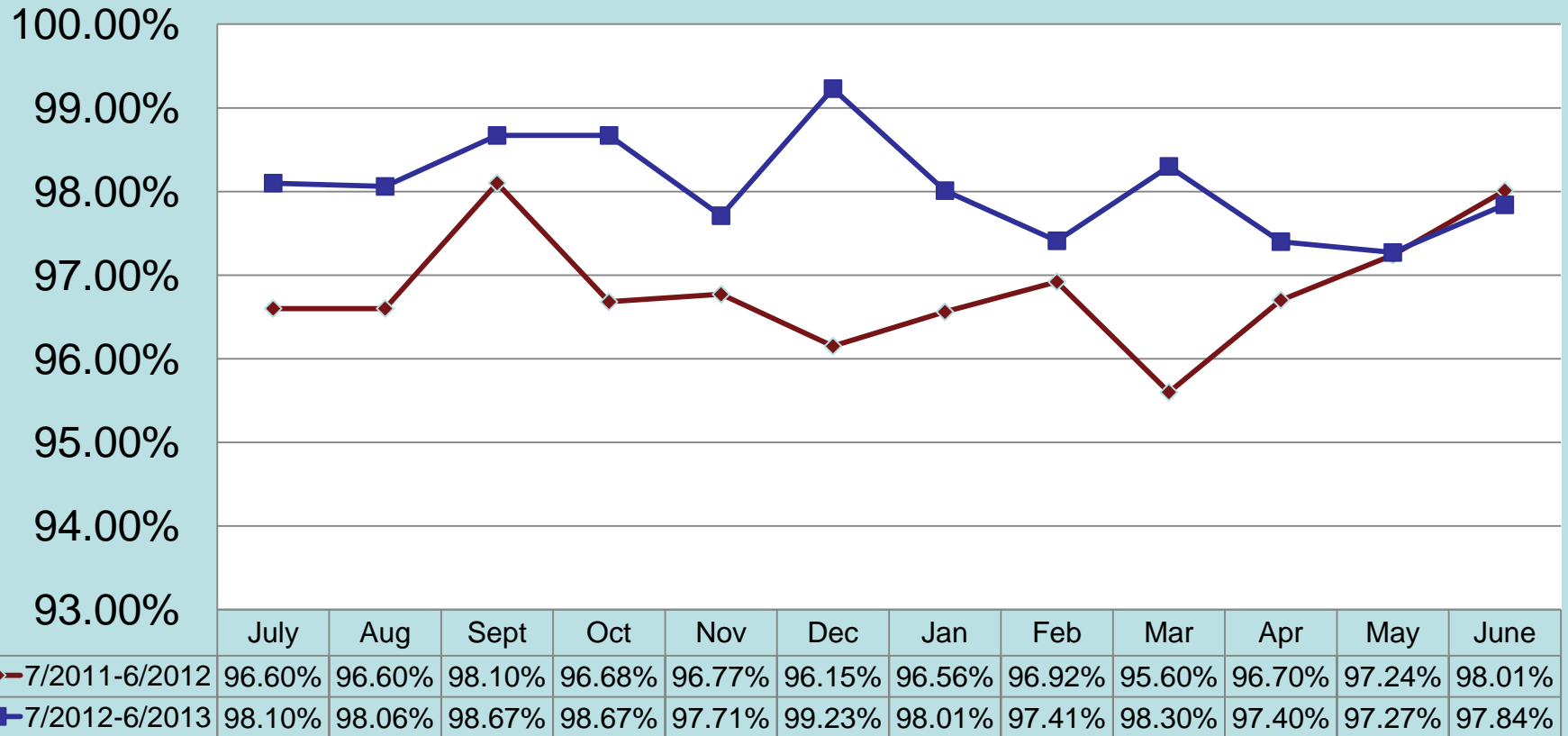
# Closed Sales by Month



	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June
◆ 7/2011-6/2012	7598	8666	7363	6654	7036	6732	6826	7980	8786	7758	6849	8589
■ 7/2012-6/2013	7140	7573	6478	6478	6806	6826	5814	6627	8121	8762	9445	8156



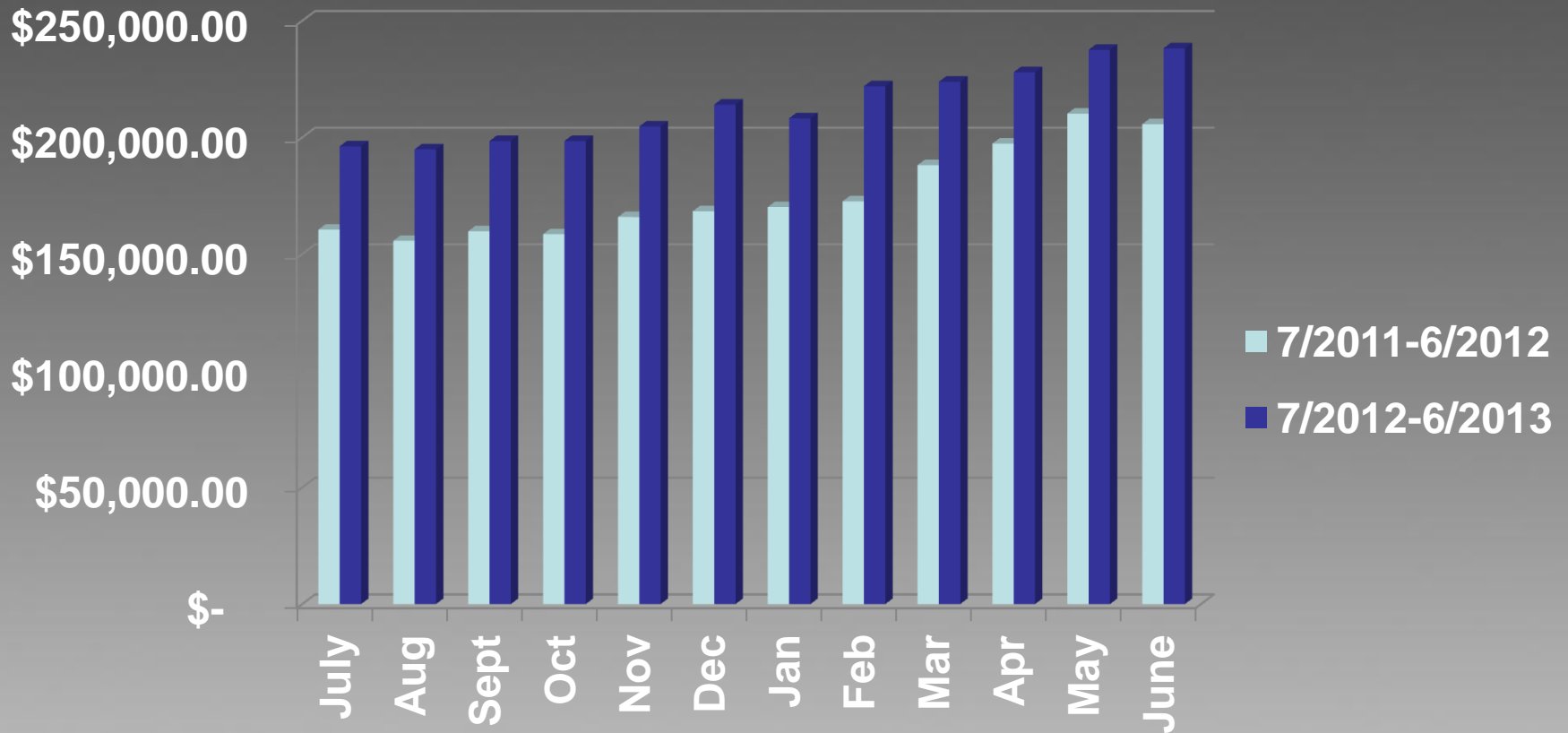
# Average List Price to Sales Price Ratio



Courtesy of Welcome Home Realty



# Average Sales Price

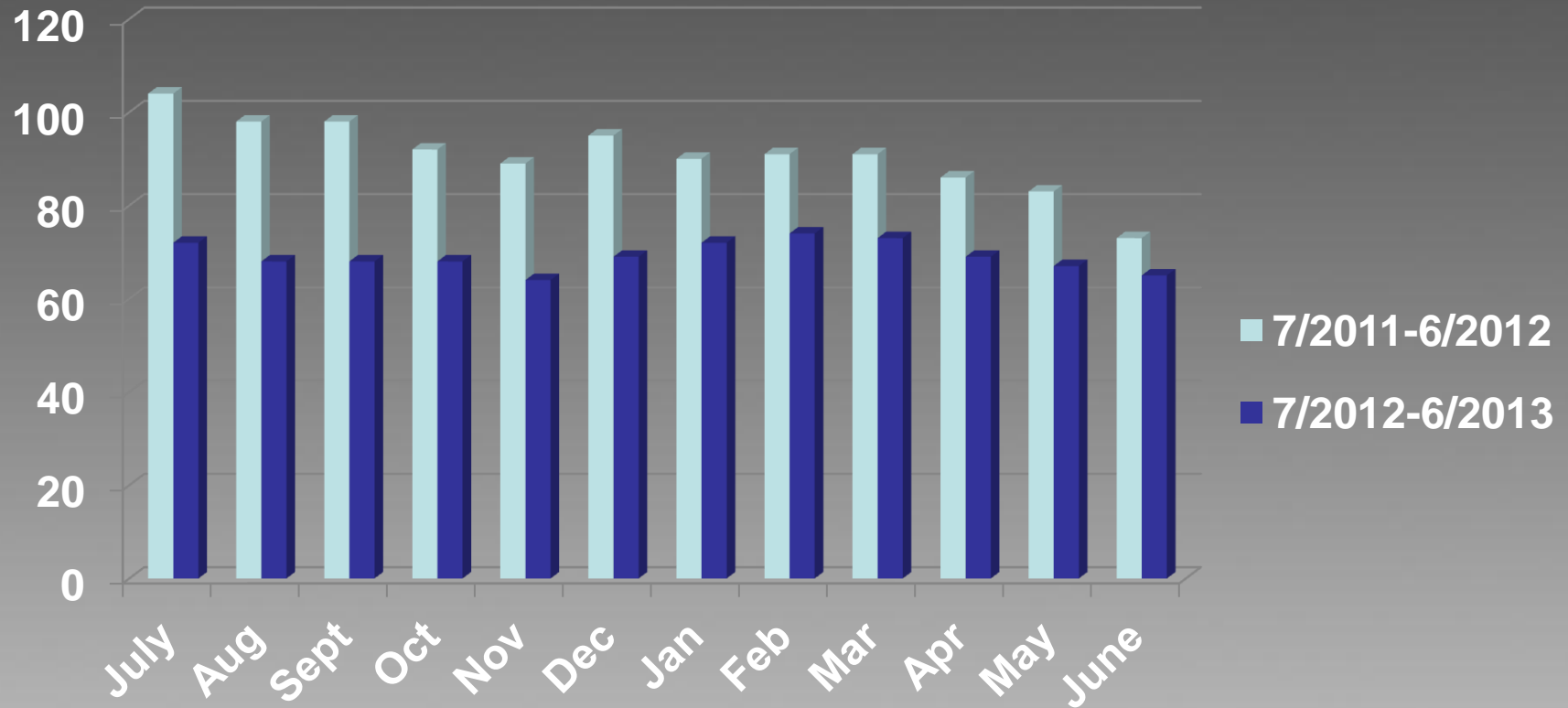


**\$238,174**

**Average Sales Price  
6/1-6/30**



# Average Days on Market



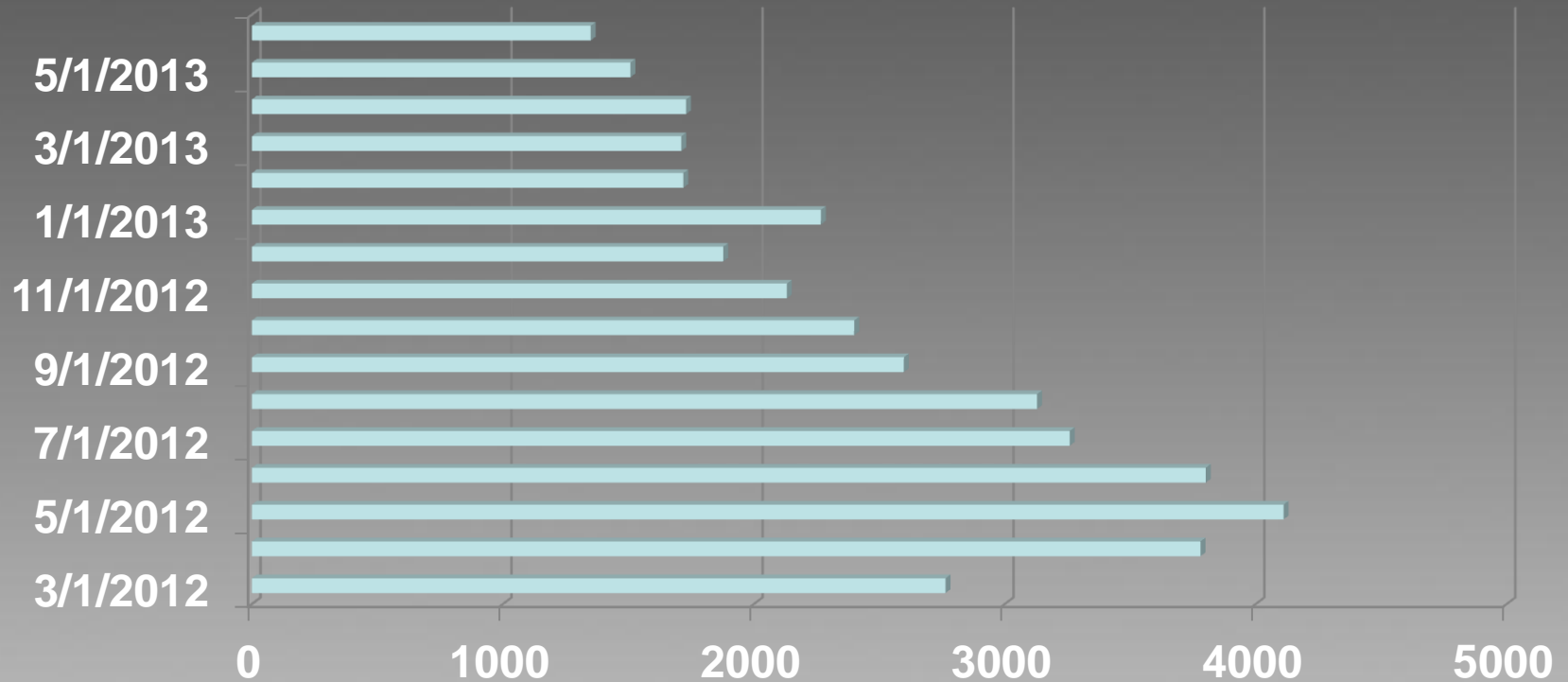
**65**

**ADOM as of 6/30/13**



Courtesy of Welcome Home Realty

# Notice of Default Filings



**1350**  
NODs Filed in June



Courtesy of Welcome Home Realty

# Statistical Market Summary

	<u>Last Month</u>	<u>Last Year</u>
Active Listings	↑ 3.3%	↑ 37.8%
Pending Listings	↑ 4.9%	↑ 44.5%
Sold Listings	↓ 13.7%	↓ 5.1%
Average Days on Market	↓ 2.9%	↓ 10.9%
Average Sales Price	↑ 0.3%	↑ 13.7%



# What Sellers and Buyers Need to Know

## Sellers:

If you've considered selling your home, NOW is the time. Interest rates are on the rise, and when interest rates increase, home prices start to decrease. Ask me about our Certified Pre-Owned Home Warranty Program!! It will make your home even more enticing to prospective buyers.

## 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.

