

# Maricopa County Real Estate Report:

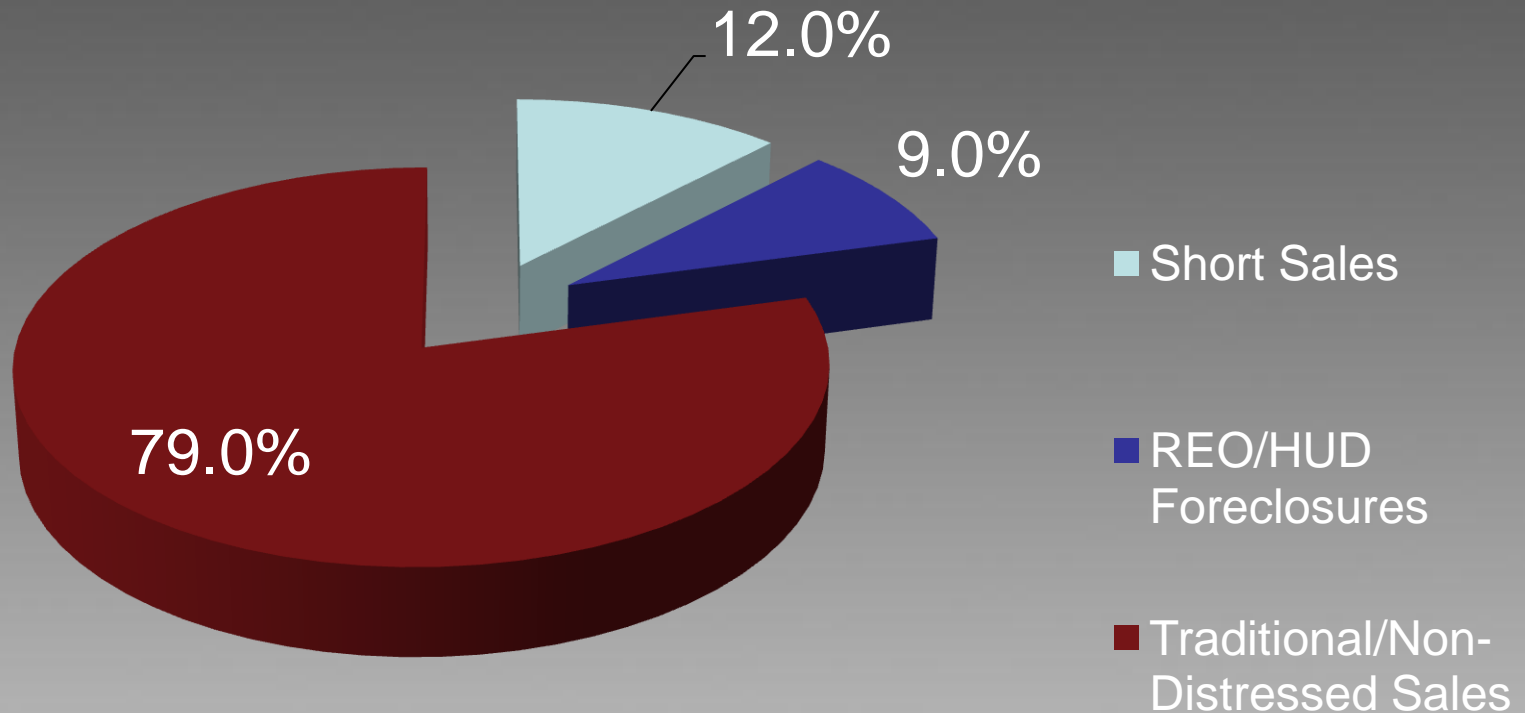
## A Month-by-Month Overview of Market Statistics



**July 2013**

Courtesy of Welcome Home Realty

# July Sales by Transaction Type



# Sales by Loan Type

- Total Sales 7/1-7/31 **8,218**
- Total Cash Sales **2,977**
- Total Conventional **3,249**
- Total FHA **1,432**
- Total VA **441**



# Today's Mortgage Rates

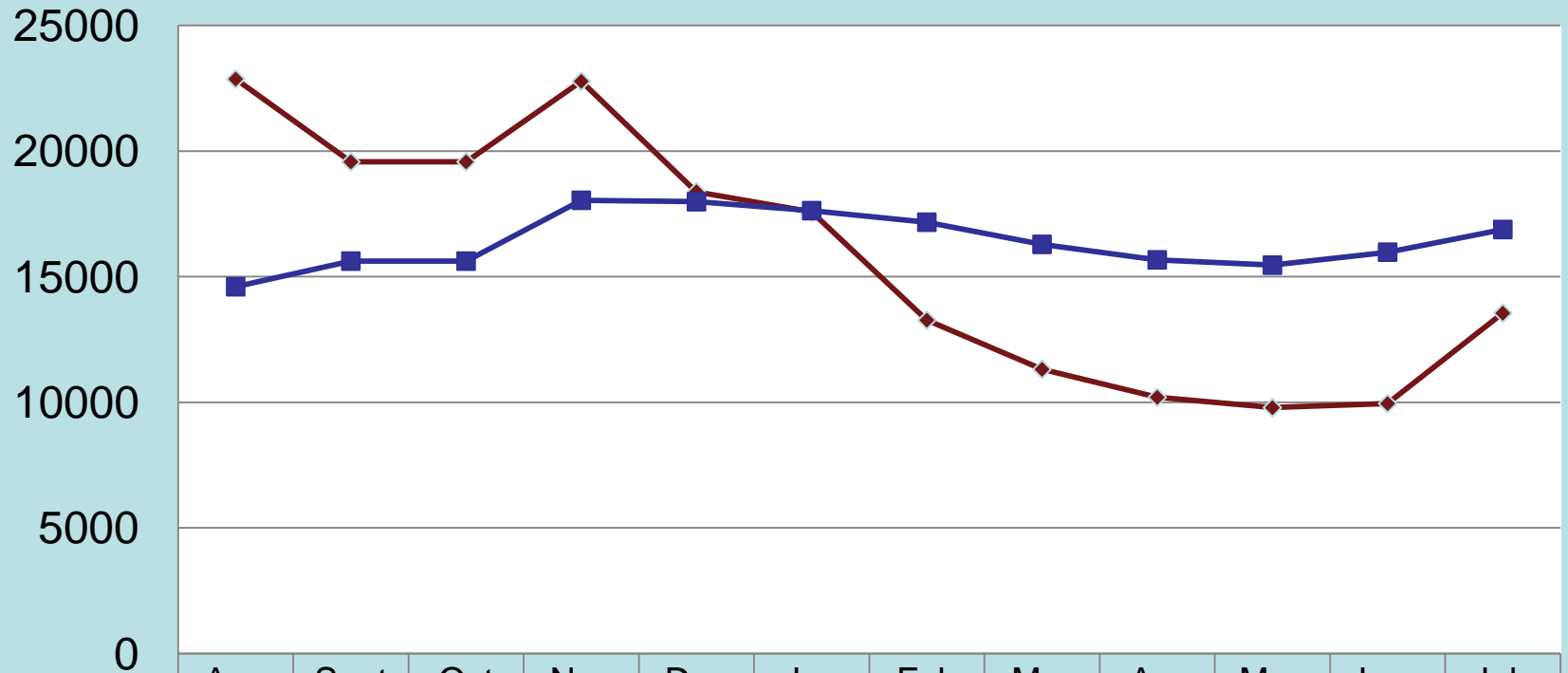
|                     |       |
|---------------------|-------|
| 30 Year Fixed (Con) | 4.48% |
| 15 Year Fixed (Con) | 3.68% |
| 30 Year FHA         | 4.25% |
| Jumbo Loan          | 4.49% |
| 5/1 ARM             | 3.20% |



Rates as of 8/5/2013  
Provided by Mortgage News Daily

Courtesy of Welcome Home Realty

# Active Listings by Month



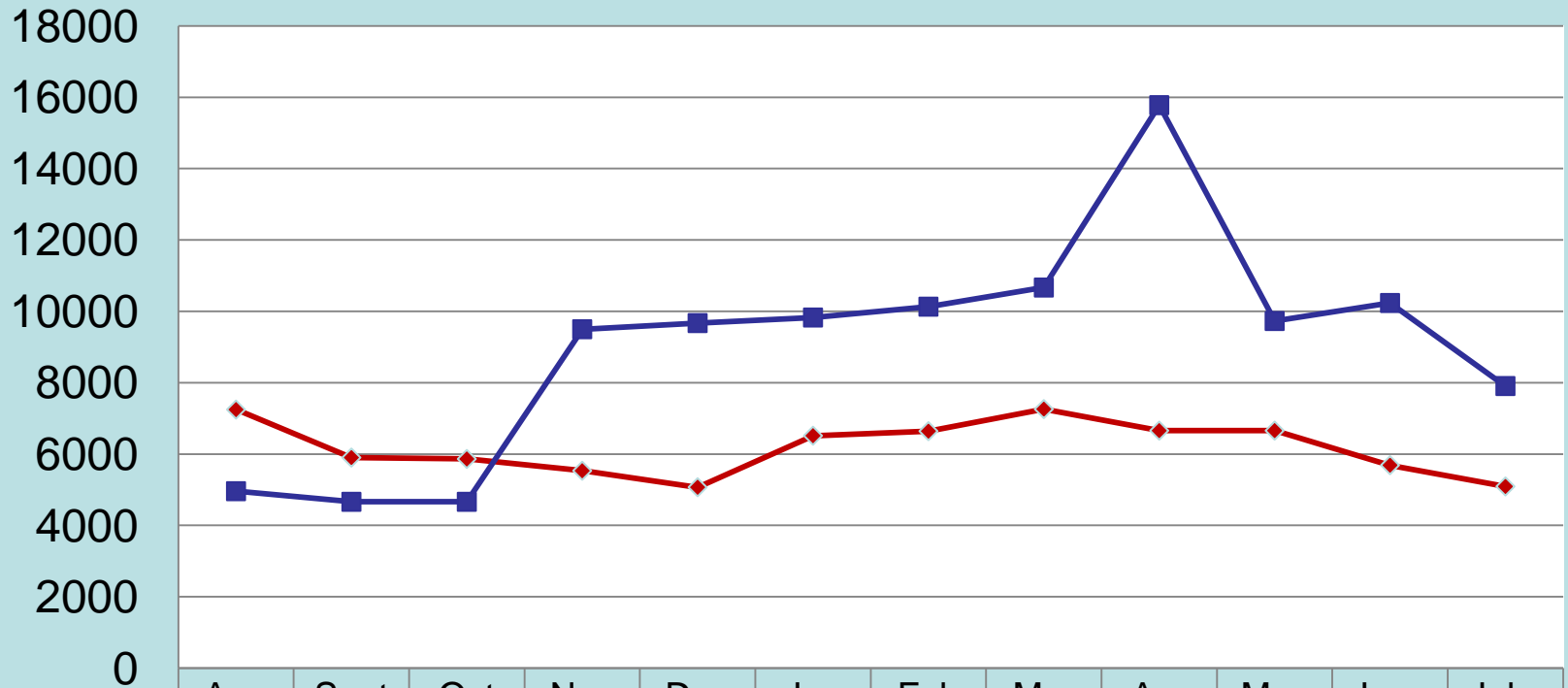
|               |       |       |       |       |       |       |       |       |       |       |       |       |
|---------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| 8/2011-7/2012 | 22864 | 19567 | 19567 | 22773 | 18378 | 17581 | 13268 | 11310 | 10196 | 9785  | 9946  | 13546 |
| 8/2012-7/2013 | 14598 | 15618 | 15618 | 18039 | 17982 | 17626 | 17166 | 16284 | 15667 | 15458 | 15974 | 16875 |

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



Courtesy of Welcome Home Realty

# Pending Listings by Month

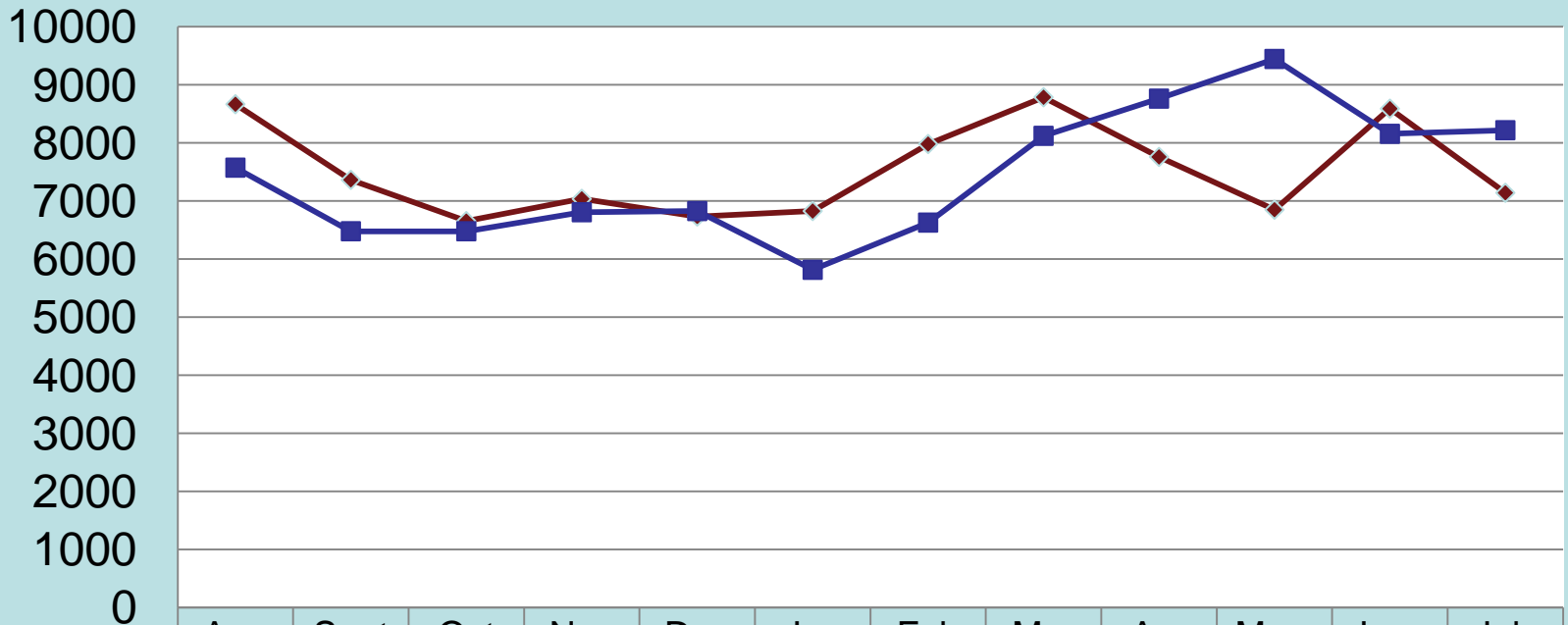


|               | Aug  | Sept | Oct  | Nov  | Dec  | Jan  | Feb   | Mar   | Apr   | May  | June  | July |
|---------------|------|------|------|------|------|------|-------|-------|-------|------|-------|------|
| 8/2011-7/2012 | 7246 | 5901 | 5862 | 5532 | 5069 | 6514 | 6642  | 7260  | 6656  | 6656 | 5687  | 5092 |
| 8/2012-7/2013 | 4958 | 4661 | 4661 | 9499 | 9671 | 9827 | 10131 | 10667 | 15779 | 9729 | 10234 | 7906 |

\* Reflects date that status changed to pending or UCB



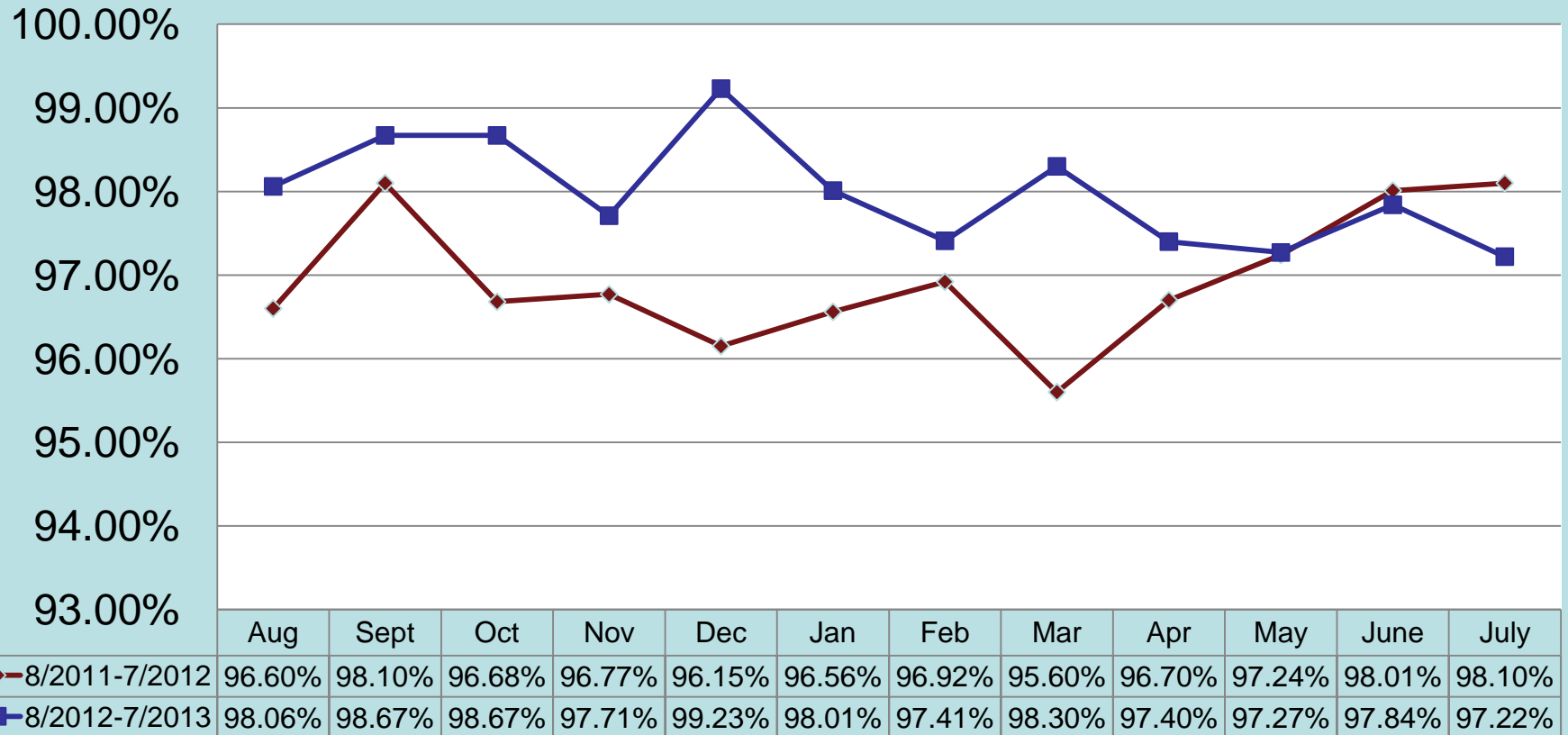
# Closed Sales by Month



|                 | Aug  | Sept | Oct  | Nov  | Dec  | Jan  | Feb  | Mar  | Apr  | May  | June | July |
|-----------------|------|------|------|------|------|------|------|------|------|------|------|------|
| ◆ 8/2011-7/2012 | 8666 | 7363 | 6654 | 7036 | 6732 | 6826 | 7980 | 8786 | 7758 | 6849 | 8589 | 7140 |
| ■ 8/2012-7/2013 | 7573 | 6478 | 6478 | 6806 | 6826 | 5814 | 6627 | 8121 | 8762 | 9445 | 8156 | 8218 |



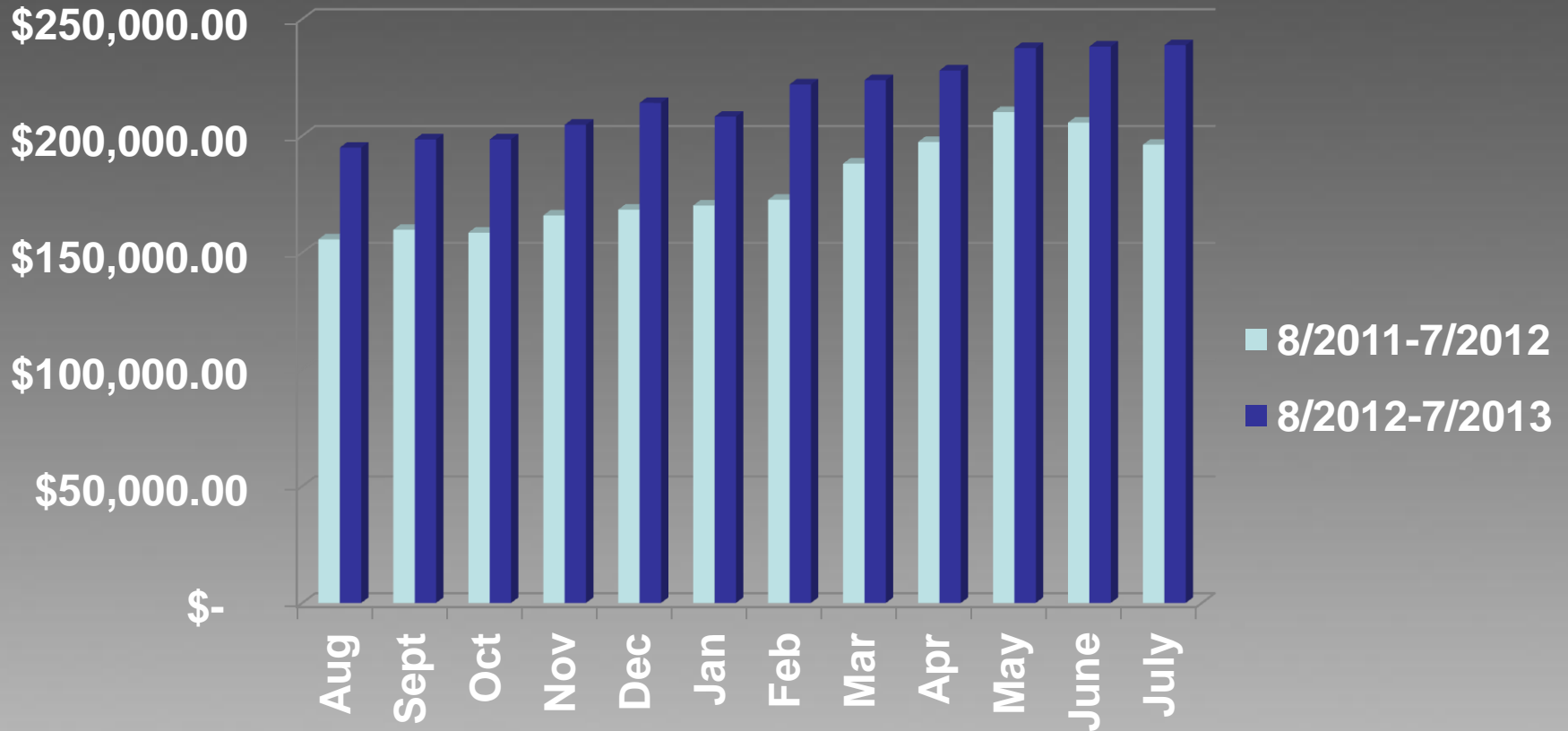
# Average List Price to Sales Price Ratio



Courtesy of Welcome Home Realty



# Average Sales Price

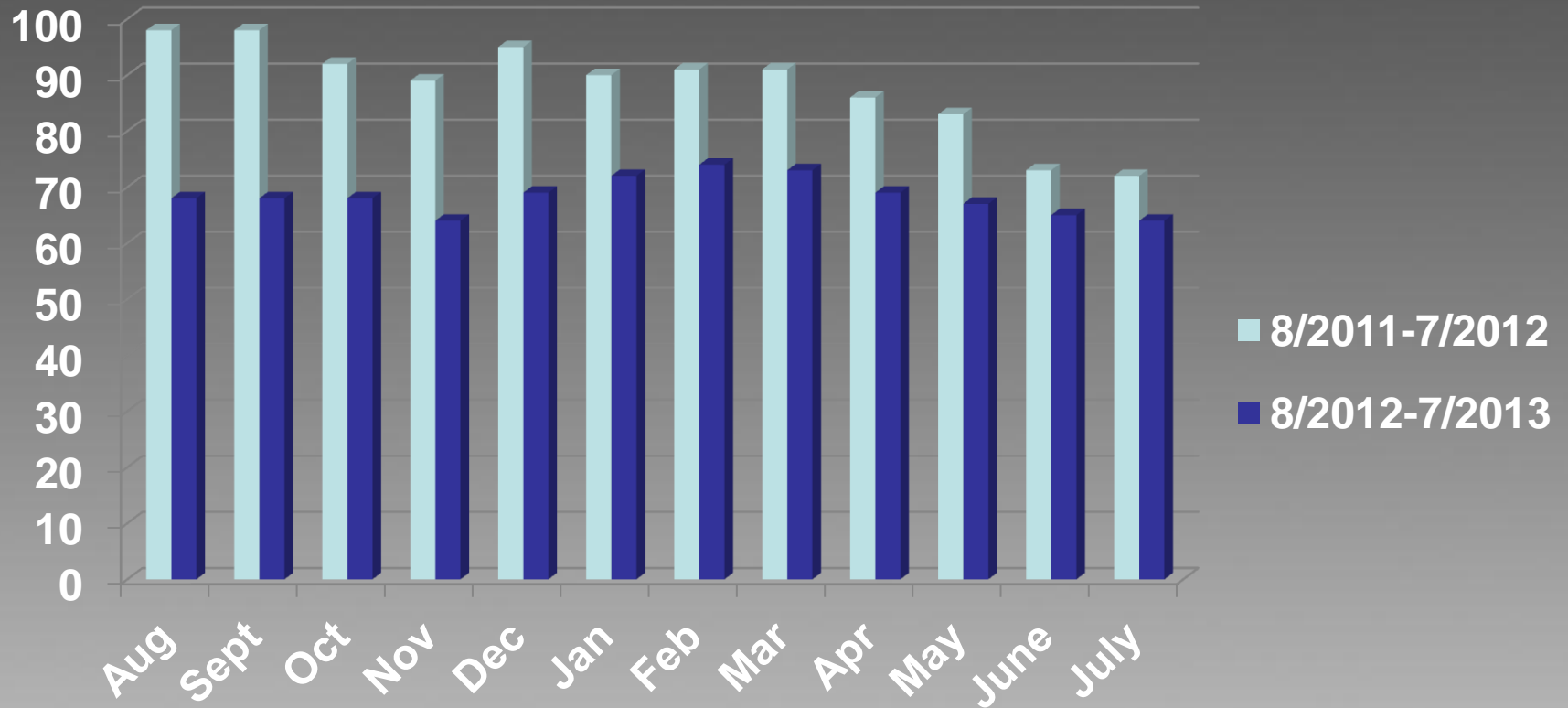


**\$238,772**

**Average Sales Price  
7/1-7/31**



# Average Days on Market



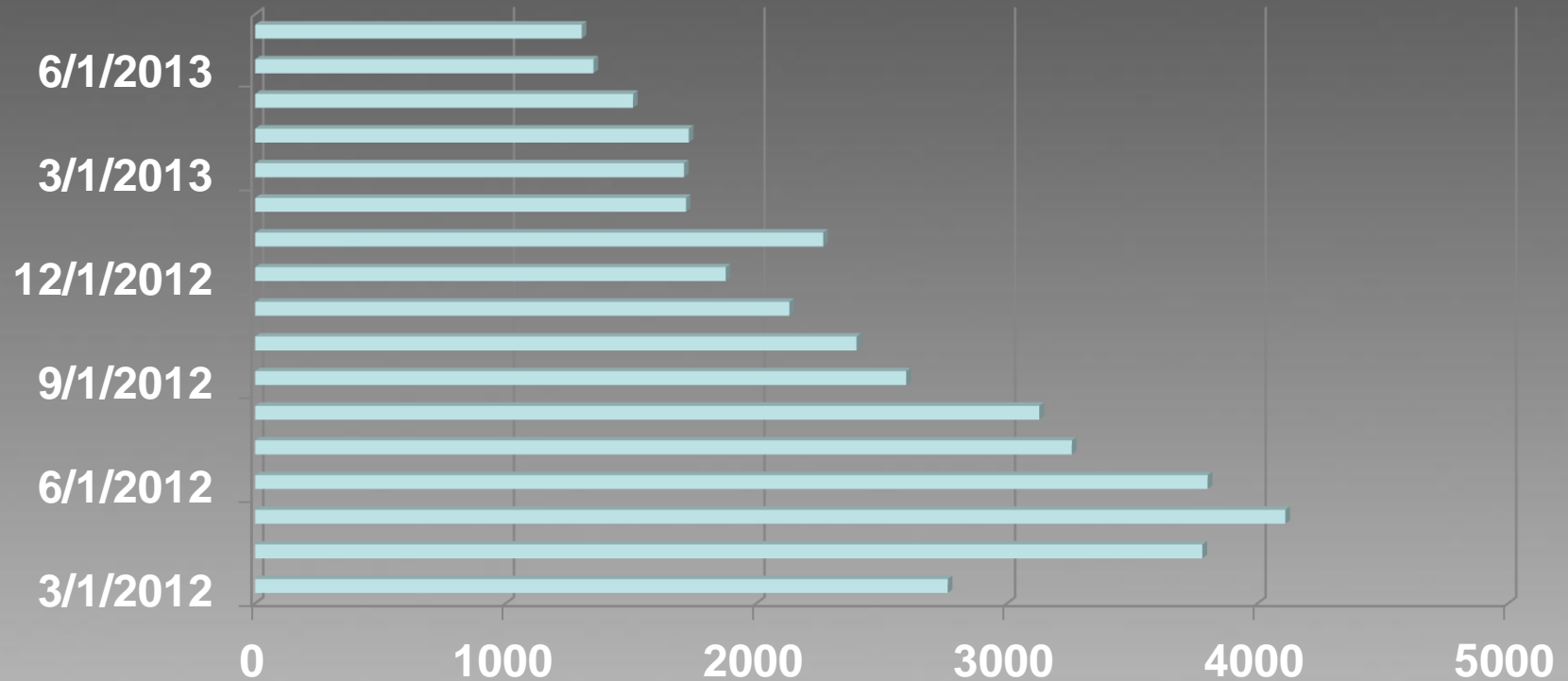
**64**

**ADOM as of 7/31/13**



Courtesy of Welcome Home Realty

# Notice of Default Filings



**1303**  
NODs Filed in July



Courtesy of Welcome Home Realty

# Statistical Market Summary

|                        | <u>Last Month</u> | <u>Last Year</u> |
|------------------------|-------------------|------------------|
| Active Listings        | ↑ 5.4%            | ↑ 19.8%          |
| Pending Listings       | ↓ 22.7%           | ↑ 35.6%          |
| Sold Listings          | ↑ 0.8%            | ↑ 13.2%          |
| Average Days on Market | ↓ 1.6%            | ↓ 11.2%          |
| Average Sales Price    | ↑ 0.3%            | ↑ 17.9%          |



# 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 continues to steadily increase. Be realistic in your offers! Prepare to offer at or over list price. Be ready to view properties and submit offers quickly. Buy NOW to take advantage of the still 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.

