The Housing Report

LONG REALTY — A BERKSHIRE HATHAWAY AFFILIATE
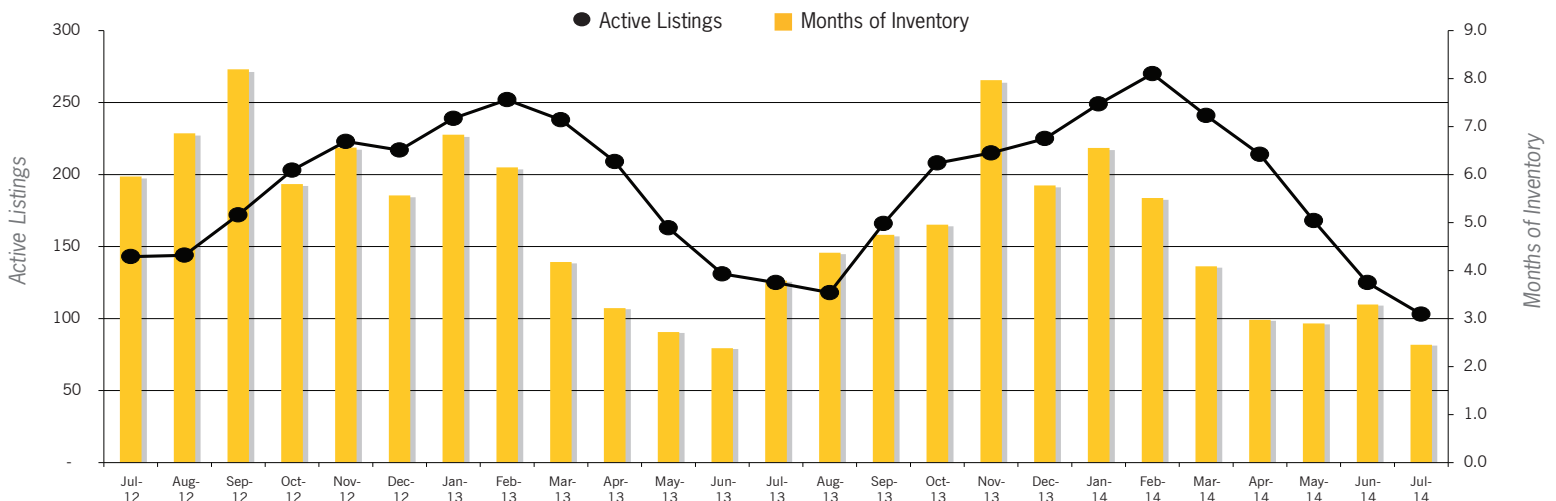
LongRealty.com | 1-800-354-5664

Sun City Grand | August 2014

In the Sun City Grand area, July 2014 active inventory was 103, an 18% decrease from July 2013. There were 42 closings in July 2014, a 27% increase from July 2013. Months of Inventory was 2.5, down from 3.8 in July 2013. Median price of sold homes was $185,000 for the month of July 2014, down 27% from July 2013. The Sun City Grand area had 36 new properties under contract in July 2014, up 20% from July 2013.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – SUN CITY GRAND
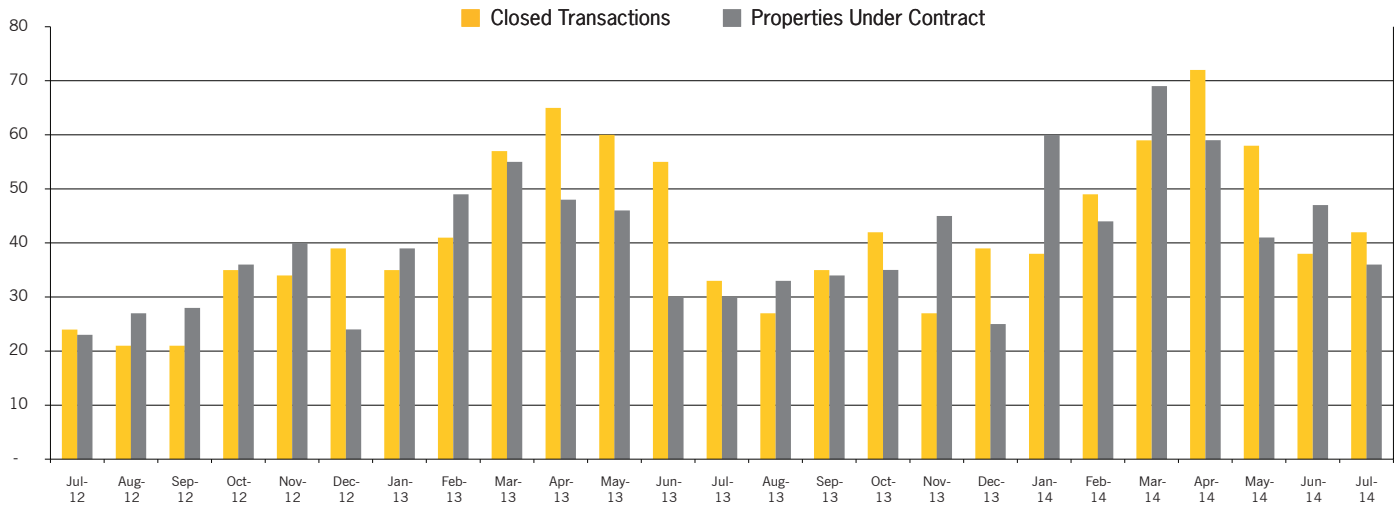
ACTIVE LISTINGS AND MONTHS OF INVENTORY – SUN CITY GRAND

Properties under contract and Home Sales data is based on information obtained from the ARMLS using Brokermetrics software.
All data obtained 08/05/2014 is believed to be reliable, but not guaranteed.
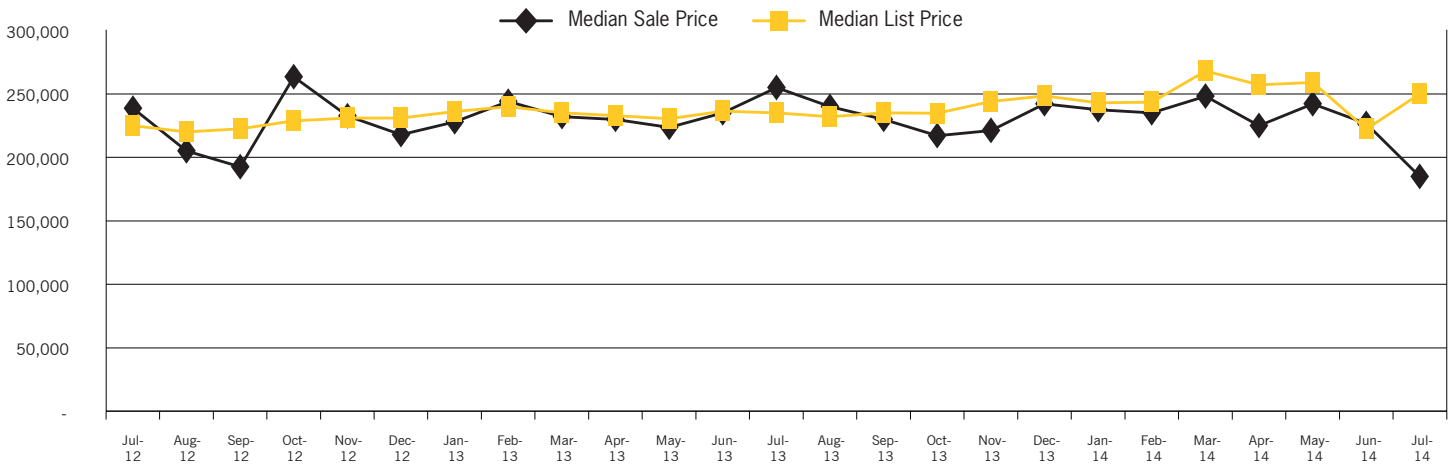
Sun City Grand | August 2014

MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – SUN CITY GRAND

Legend: Median Sale Price — Median List Price

MONTHLY PAYMENT ON A MEDIAN PRICED HOME – SUN CITY GRAND

Year	Median Price	Int. Rate	MO. Payment
2006	$305,000	6.140%	$1,763.36
2013	$254,900	4.500%	$1,226.96
2014	$185,000	4.250%	$864.58

Source: *Residential median sales prices. Data obtained 08/05/2014 from ARMLS using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.*

## 30 YEAR FIXED MORTGAGE RATE

While mortgage rates have increased slightly recently, they are still well below 2009 levels.
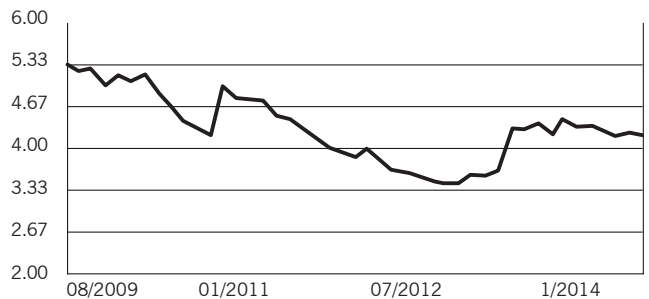
Source: *Bankrate.com*

DISTRESSED VS. NON-DISTRESSED SALES – SUN CITY GRAND

The percentage of property sales that are distressed, meaning bank owned or short sales, for the current year as compared to the same time period last year. A lower percentage of distressed sales can lead to improving market conditions.

2013
96%   4%

2014 Year to Date
97%   3%

Legend: Distressed / Non-Distressed
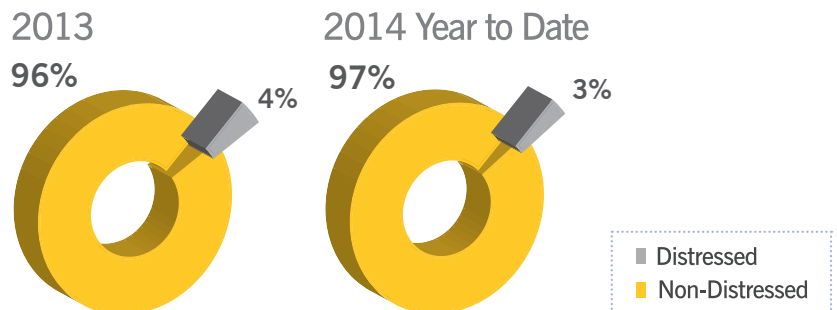
Distressed sales and market performance data is based on information obtained from the ARMLS on 08/05/2014. Information is believed to be reliable, but not guaranteed.

Sun City Grand | August 2014

MARKET CONDITIONS BY PRICE BAND – SUN CITY GRAND

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Feb-14	Mar-14	Apr-14	May-14	Jun-14	Ju1-14			
$1 - 49,999	0	0	0	0	0	0	0	n/a	n/a	n/a
$50,000 - 74,999	0	0	0	0	0	0	0	n/a	n/a	n/a
$75,000 - 99,999	3	1	1	0	0	0	0	n/a	n/a	n/a
$100,000 - 124,999	2	0	1	0	0	0	0	n/a	n/a	n/a
$125,000 - 149,999	2	1	0	3	3	0	0	n/a	3.3	Seller
$150,000 - 174,999	9	8	7	12	7	7	15	0.6	1.4	Seller
$175,000 - 199,999	10	10	8	7	9	8	10	1.0	1.8	Seller
$200,000 - 224,999	13	2	6	12	5	3	4	3.3	3.3	Seller
$225,000 - 249,999	13	6	7	7	11	7	4	3.3	2.0	Seller
$250,000 - 274,999	11	4	6	8	5	5	6	1.8	2.6	Seller
$275,000 - 299,999	4	6	3	4	4	2	1	4.0	3.4	Seller
$300,000 - 349,999	12	5	9	5	6	5	1	12.0	3.4	Seller
$350,000 - 399,999	13	2	6	7	3	0	5	2.6	5.0	Balanced
$400,000 - 499,999	10	3	2	5	6	0	2	5.0	5.5	Balanced
$500,000 - 599,999	2	2	2	2	0	1	0	n/a	11.0	Buyer
$600,000 - 699,999	5	0	1	0	1	0	1	5.0	8.0	Slightly Buyer
$700,000 - 799,999	0	0	0	0	0	0	0	n/a	n/a	n/a
$800,000 - 899,999	0	0	0	0	0	0	0	n/a	n/a	n/a
$900,000 - 999,999	0	0	0	0	0	0	0	n/a	n/a	n/a
$1,000,000 - and over	0	0	0	0	0	0	0	n/a	n/a	n/a
TOTAL	109	50	59	72	60	38	49	2.2	2.8	Seller

Seller's Market	Slight Seller's Market	Balanced Market	Slight Buyer's Market	Buyer's Market

The Housing Report
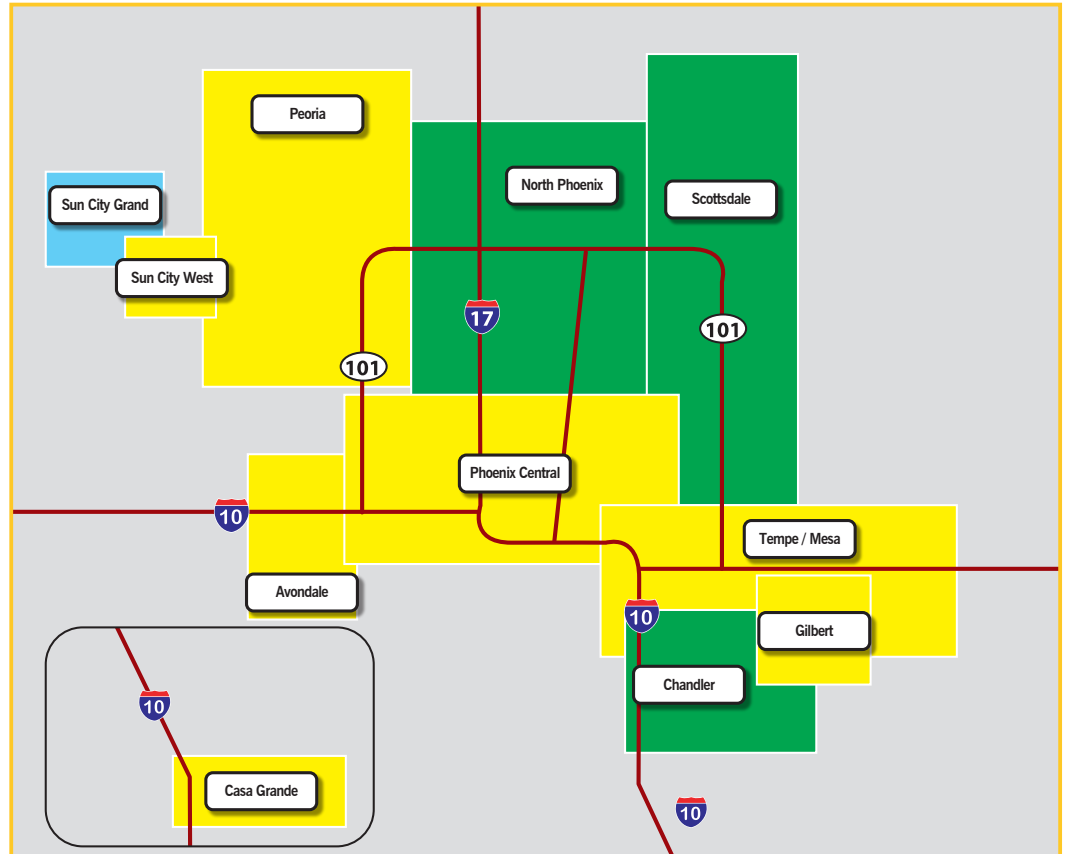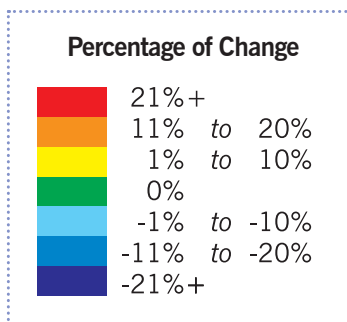
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CHANGE IN MEDIAN SALES PRICE BY AREA

MAY-JUL 2013 TO MAY-JUL 2014

This heat map represents the percentage of change in Phoenix metro median sales prices from May-July 2013 to May-July 2014 by area.

Percentage of Change

	21%+
	11% to 20%
	1% to 10%
	0%
	-1% to -10%
	-11% to -20%
	-21%+

PHOENIX LUXURY

The luxury segment of the Phoenix housing market is represented by residential sales $800,000 and above.

Data obtained 08/05/2014 from ARMLS using BrokerMetrics software for closed residential sales volume $800,000 and above and deemed to be correct.

CLOSED UNITS JAN - JUL ↗ 0.3%

2013	1,125
2014	1,128

UNDER CONTRACT JAN - JUL ↘ 2.4%

2013	1,271
2014	1,240

MONTHS OF INVENTORY ↗ 39.0%

Jul 2013	10.0
Jul 2014	13.9

The Sun City Grand Housing Report is comprised of data for residential properties in the subdivisions of Sun City Grand. Real Estate remains very localized and market conditions can vary greatly by not only geographic area but also by price range. Please feel free to contact me for a more in-depth analysis.

These statistics are based on information obtained from the ARMLS on 08/05/2014. Information is believed to be reliable, but not guaranteed.