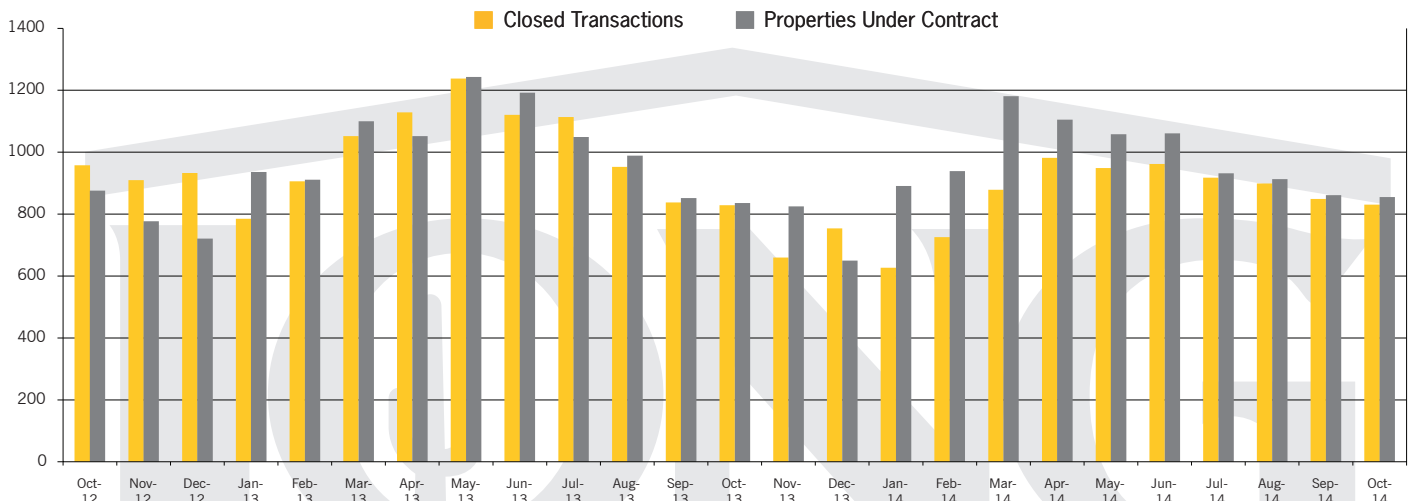




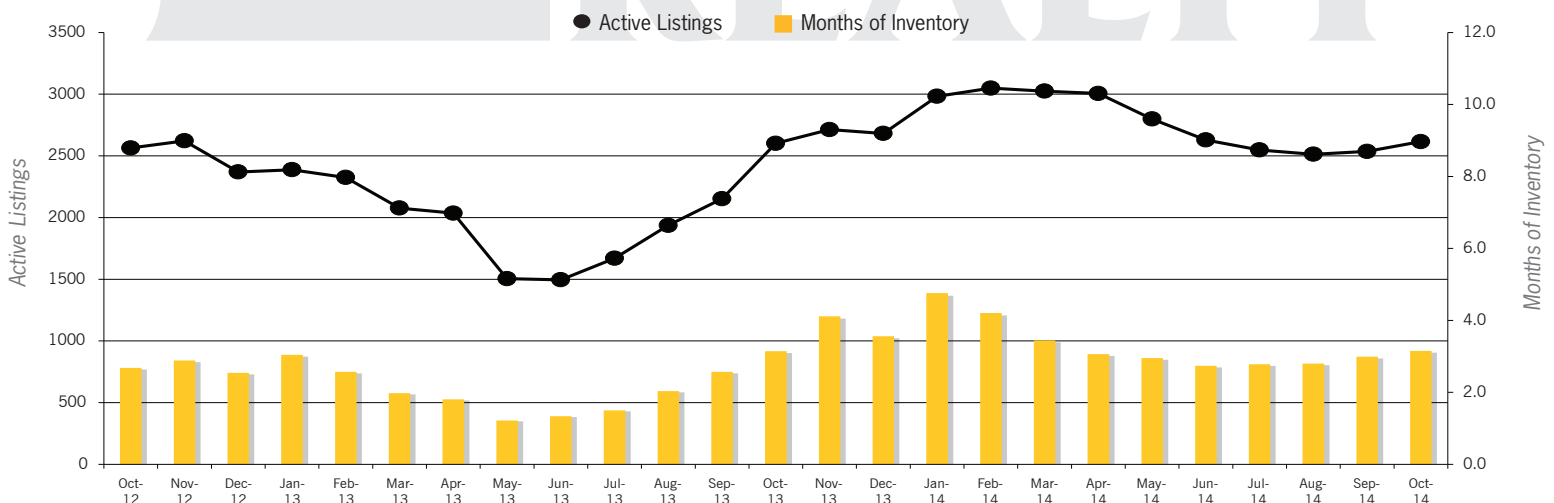
## Phoenix West Valley | November 2014

In the Phoenix West Valley area, October 2014 active inventory was 2,616, a 1% increase from October 2013. There were 831 closings in October 2014, virtually unchanged from October 2013. Months of Inventory was 3.1, virtually unchanged from October 2013. Median price of sold homes was \$187,500 for the month of October 2014, up 5% from October 2013. The Phoenix West Valley area had 855 new properties under contract in October 2014, up 2% from October 2013.

### CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – PHOENIX WEST VALLEY



### ACTIVE LISTINGS AND MONTHS OF INVENTORY – PHOENIX WEST VALLEY

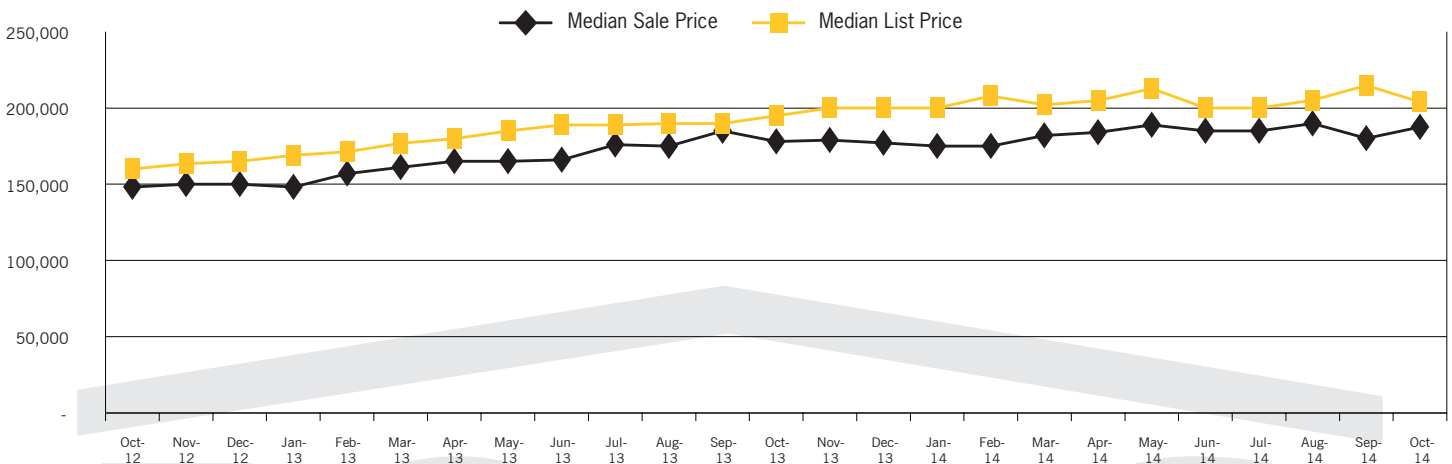


*Properties under contract and Home Sales data is based on information obtained from the ARMLS using Brokermetrics software.  
All data obtained 11/05/2014 is believed to be reliable, but not guaranteed.*



Phoenix West Valley | November 2014

## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – PHOENIX WEST VALLEY

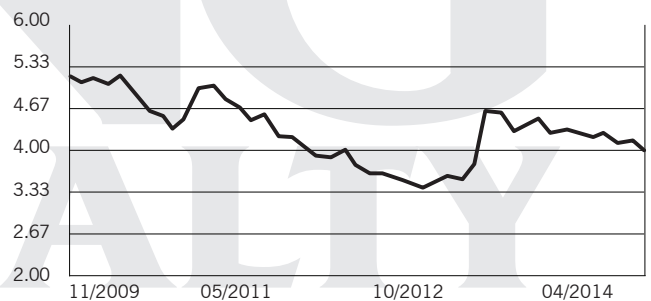


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME – PHOENIX WEST VALLEY

Year	Median Price	Int. Rate	MO. Payment
2006	\$245,750	6.140%	\$1,420.81
2013	\$178,000	4.250%	\$831.87
2014	\$187,500	4.000%	\$850.40

## 30 YEAR FIXED MORTGAGE RATE

While mortgage rates have increased slightly recently, they are still well below 2009 levels.



Source: Bankrate.com

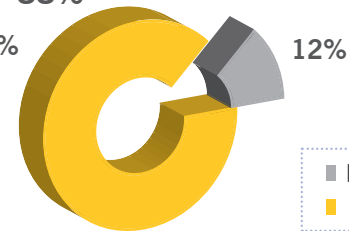
## DISTRESSED VS. NON-DISTRESSED SALES – PHOENIX WEST VALLEY

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  
79%



2014 Year to Date  
88%



■ Distressed  
■ Non-Distressed



## MARKET CONDITIONS BY PRICE BAND – PHOENIX WEST VALLEY

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14			
\$1 - 49,999	26	12	12	11	12	11	26	1.0	1.7	Seller
\$50,000 - 74,999	52	31	19	22	28	29	21	2.5	1.9	Seller
\$75,000 - 99,999	85	34	42	35	22	29	37	2.3	2.8	Seller
\$100,000 - 124,999	97	54	61	54	47	41	51	1.9	1.8	Seller
\$125,000 - 149,999	212	143	145	127	137	123	108	2.0	1.8	Seller
\$150,000 - 174,999	252	138	145	138	131	159	115	2.2	1.8	Seller
\$175,000 - 199,999	257	120	128	137	120	115	106	2.4	2.4	Seller
\$200,000 - 224,999	203	89	103	84	95	85	86	2.4	2.2	Seller
\$225,000 - 249,999	261	92	83	72	76	60	81	3.2	3.3	Seller
\$250,000 - 274,999	164	68	62	68	62	49	59	2.8	3.1	Seller
\$275,000 - 299,999	185	50	48	46	47	42	31	6.0	4.3	Slightly Seller
\$300,000 - 349,999	268	52	49	49	55	53	52	5.2	4.7	Slightly Seller
\$350,000 - 399,999	187	30	28	32	30	24	29	6.4	6.8	Slightly Buyer
\$400,000 - 499,999	179	26	21	25	18	22	15	11.9	9.8	Buyer
\$500,000 - 599,999	90	9	11	10	10	10	10	9.0	8.9	Buyer
\$600,000 - 699,999	40	9	1	4	2	1	3	13.3	18.0	Buyer
\$700,000 - 799,999	17	2	1	0	1	2	0	n/a	16.3	Buyer
\$800,000 - 899,999	16	1	1	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	6	1	0	0	1	0	0	n/a	20.0	Buyer
\$1,000,000 - and over	19	2	3	0	0	0	1	19.0	55.0	Buyer
<b>TOTAL</b>	<b>2,616</b>	<b>963</b>	<b>963</b>	<b>914</b>	<b>894</b>	<b>855</b>	<b>831</b>	<b>3.1</b>	<b>3.0</b>	<b>Seller</b>

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

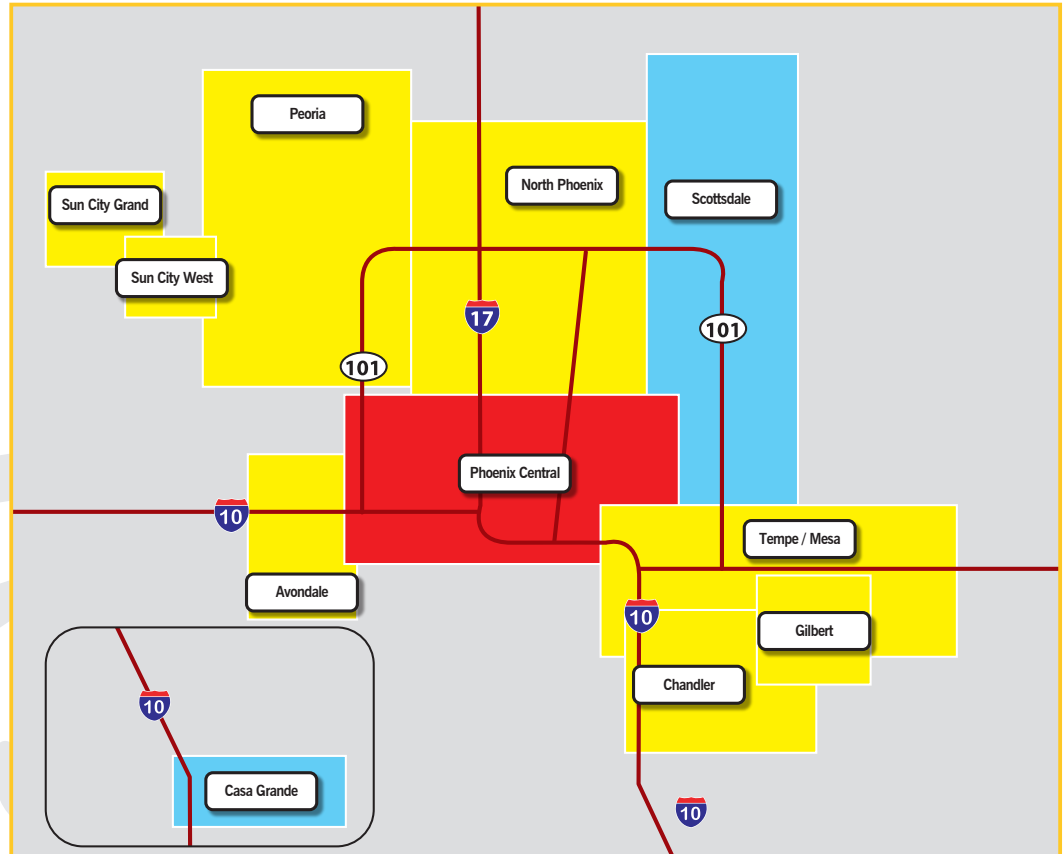
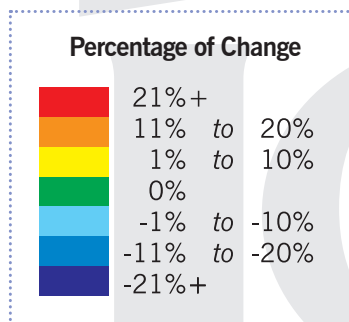


Phoenix West Valley | November 2014

## CHANGE IN MEDIAN SALES PRICE BY AREA

AUG-OCT 2013 TO  
AUG-OCT 2014

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



## PHOENIX LUXURY

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

Data obtained 11/05/2014 from ARMLS using BrokerMetrics software for closed residential sales volume \$800,000 and above and deemed to be correct.

CLOSED UNITS JAN - OCT ↘ 2.5%



UNDER CONTRACT JAN - OCT ↗ 0.1%



MONTHS OF INVENTORY ↗ 22.4%



The Phoenix West Valley Housing Report is comprised of data for residential properties in the cities of Glendale, Peoria & Surprise. 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.