



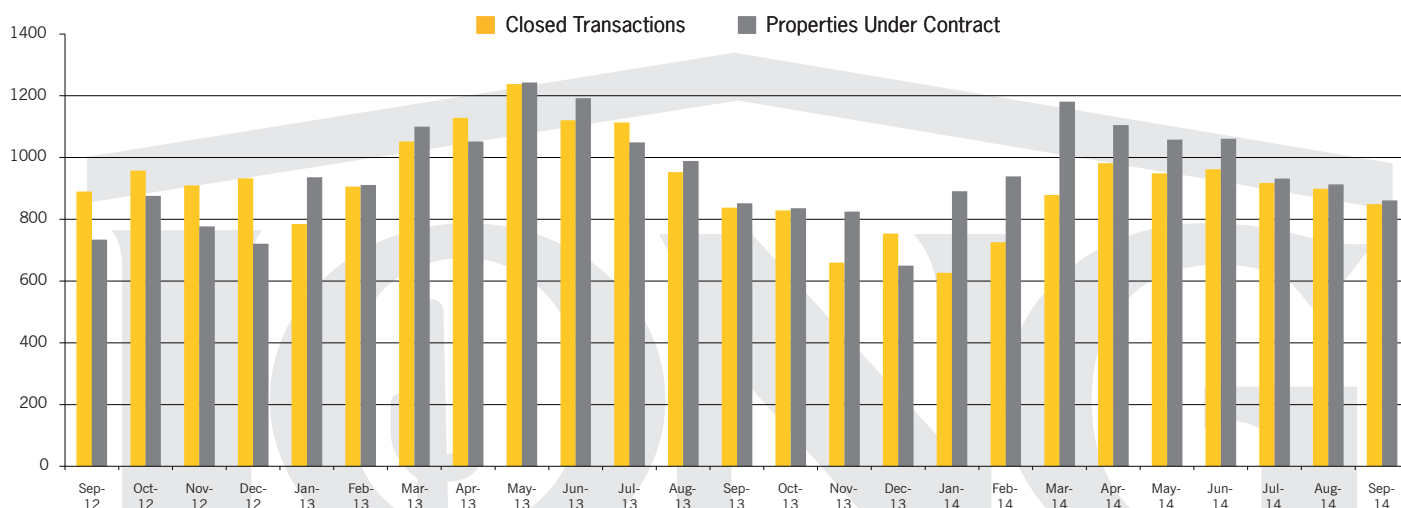
# The Housing Report

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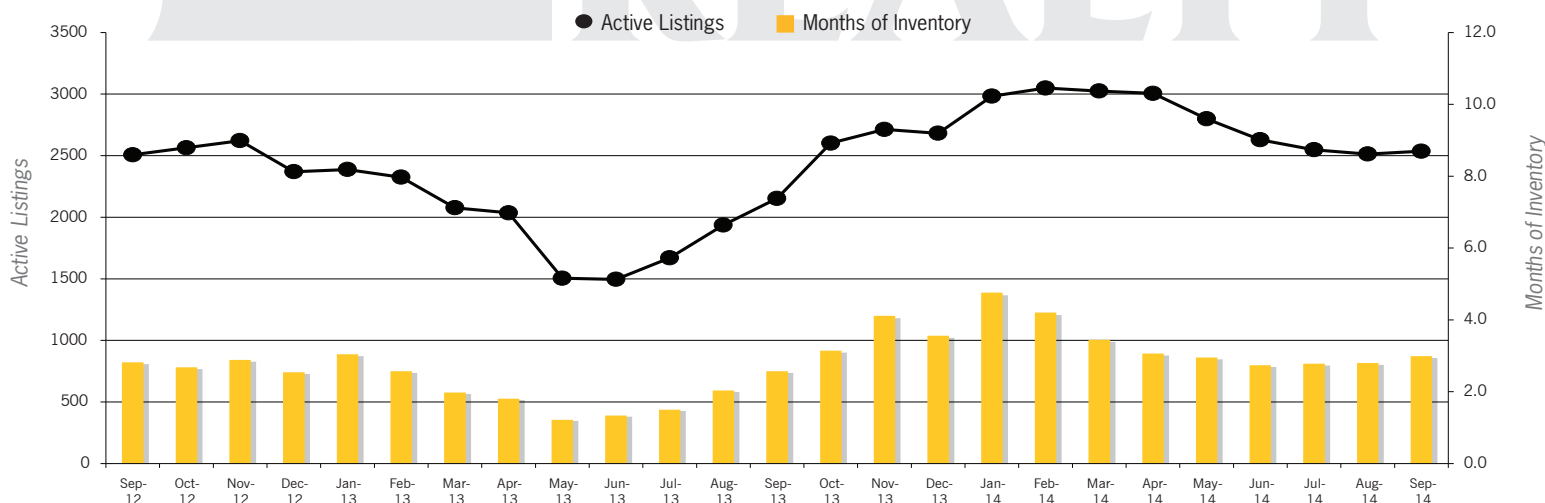
Phoenix West Valley | October 2014

In the Phoenix West Valley area, September 2014 active inventory was 2,536, an 18% increase from September 2013. There were 849 closings in September 2014, a 1% increase from September 2013. Months of Inventory was 3.0, up from 2.6 in September 2013. Median price of sold homes was \$180,000 for the month of September 2014, down 3% from September 2013. The Phoenix West Valley area had 861 new properties under contract in September 2014, up 1% from September 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 10/03/2014 is believed to be reliable, but not guaranteed.

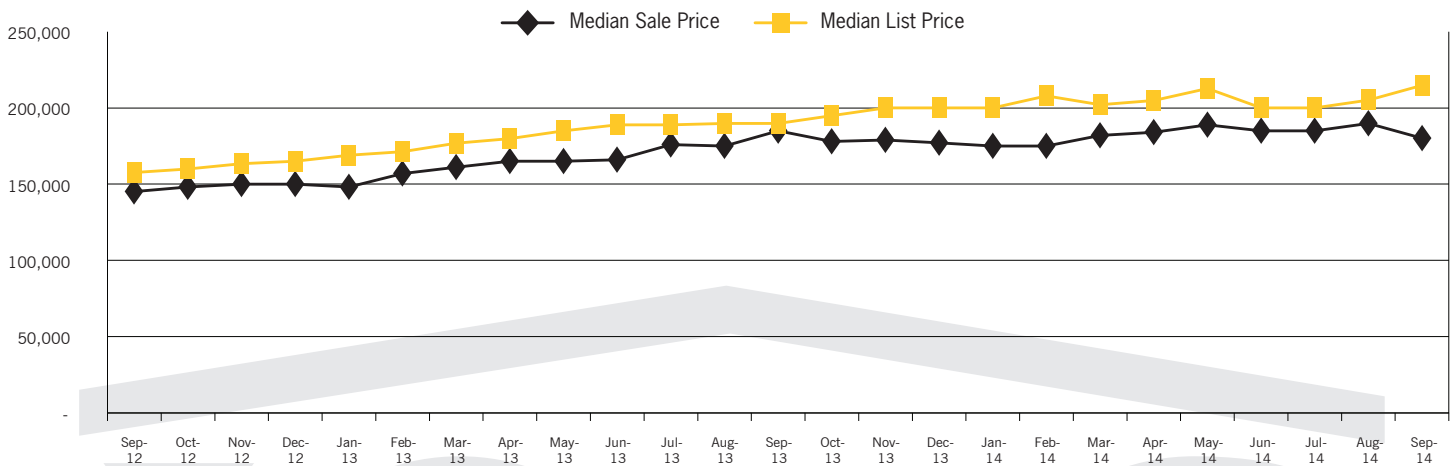


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## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – PHOENIX WEST VALLEY

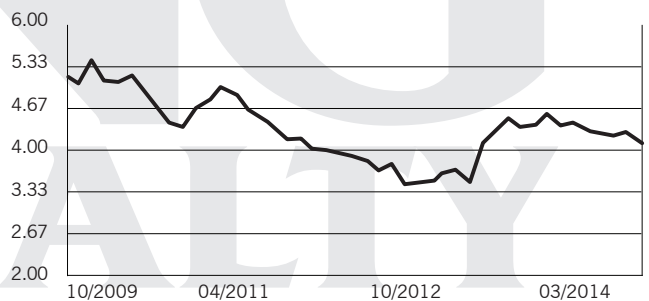


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME – PHOENIX WEST VALLEY

Year	Median Price	Int. Rate	MO. Payment
2006	\$245,750	6.140%	\$1,420.81
2013	\$185,000	4.500%	\$890.50
2014	\$180,000	4.250%	\$841.22

## 30 YEAR FIXED MORTGAGE RATE

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



Source: Bankrate.com

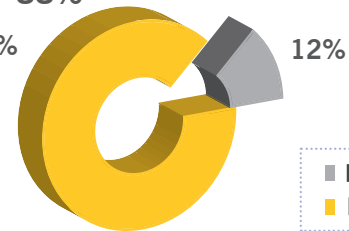
## DISTRESSED VS. NON-DISTRESSED SALES – PHOENIX WEST VALLEY

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

Distressed sales and market performance data is based on information obtained from the ARMLS on 10/03/2014. Information is believed to be reliable, but not guaranteed.



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## 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
		Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14			
\$1 - 49,999	27	9	12	12	11	12	11	2.5	2.8	Seller
\$50,000 - 74,999	43	34	31	19	22	28	28	1.5	2.2	Seller
\$75,000 - 99,999	77	43	34	42	35	22	28	2.8	2.9	Seller
\$100,000 - 124,999	73	62	54	61	54	48	43	1.7	1.6	Seller
\$125,000 - 149,999	210	148	143	145	127	137	123	1.7	1.7	Seller
\$150,000 - 174,999	243	143	138	145	138	131	156	1.6	1.7	Seller
\$175,000 - 199,999	282	110	120	128	137	120	117	2.4	2.2	Seller
\$200,000 - 224,999	195	108	89	103	84	96	83	2.3	2.3	Seller
\$225,000 - 249,999	241	99	92	83	72	76	60	4.0	3.2	Seller
\$250,000 - 274,999	173	65	68	62	68	62	49	3.5	3.1	Seller
\$275,000 - 299,999	164	40	50	48	46	47	41	4.0	3.6	Seller
\$300,000 - 349,999	242	41	52	49	49	55	51	4.7	4.7	Slightly Seller
\$350,000 - 399,999	195	30	30	28	32	30	24	8.1	6.6	Slightly Buyer
\$400,000 - 499,999	184	29	26	21	25	18	22	8.4	8.2	Slightly Buyer
\$500,000 - 599,999	90	10	9	11	10	10	10	9.0	8.6	Buyer
\$600,000 - 699,999	36	5	9	1	4	2	1	36.0	14.3	Buyer
\$700,000 - 799,999	18	0	2	1	0	1	2	9.0	15.3	Buyer
\$800,000 - 899,999	17	0	1	1	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	7	0	1	0	0	1	0	n/a	23.0	Buyer
\$1,000,000 - and over	19	1	2	3	0	0	0	n/a	n/a	n/a
<b>TOTAL</b>	<b>2,536</b>	<b>977</b>	<b>963</b>	<b>963</b>	<b>914</b>	<b>896</b>	<b>849</b>	<b>3.0</b>	<b>2.9</b>	<b>Seller</b>

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

Statistics based on information obtained from ARMLS and using Brokermetrics software on 10/03/2014.

3 month trend in months of inventory is the average of closed sales and active listing data from 07/01/2014 - 09/30/2014. Information is believed to be reliable, but not guaranteed.



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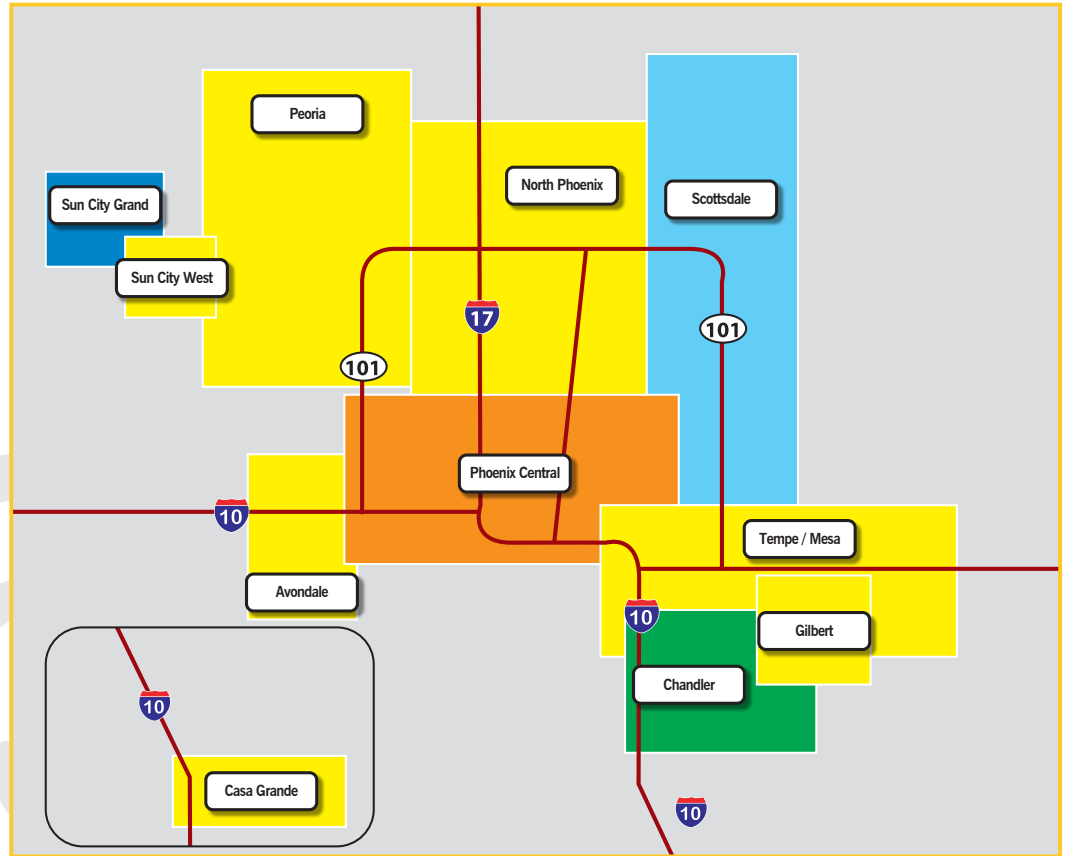
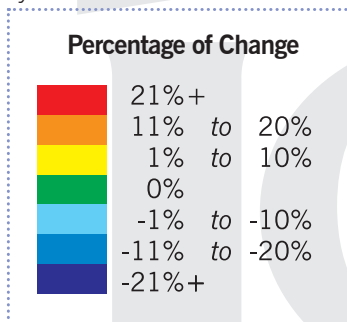
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## CHANGE IN MEDIAN SALES PRICE BY AREA

JUL-SEP 2013 TO  
JUL-SEP 2014

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



## PHOENIX LUXURY

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

Data obtained 10/03/2014 from ARMLS using BrokerMetrics software for closed residential sales volume \$800,000 and above and deemed to be correct.

### CLOSED UNITS JAN - SEP ↘ 2.2%



### UNDER CONTRACT JAN - SEP ↘ 2.6%



### MONTHS OF INVENTORY ↗ 12.0%



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.

These statistics are based on information obtained from the ARMLS on 10/03/2014. Information is believed to be reliable, but not guaranteed.