



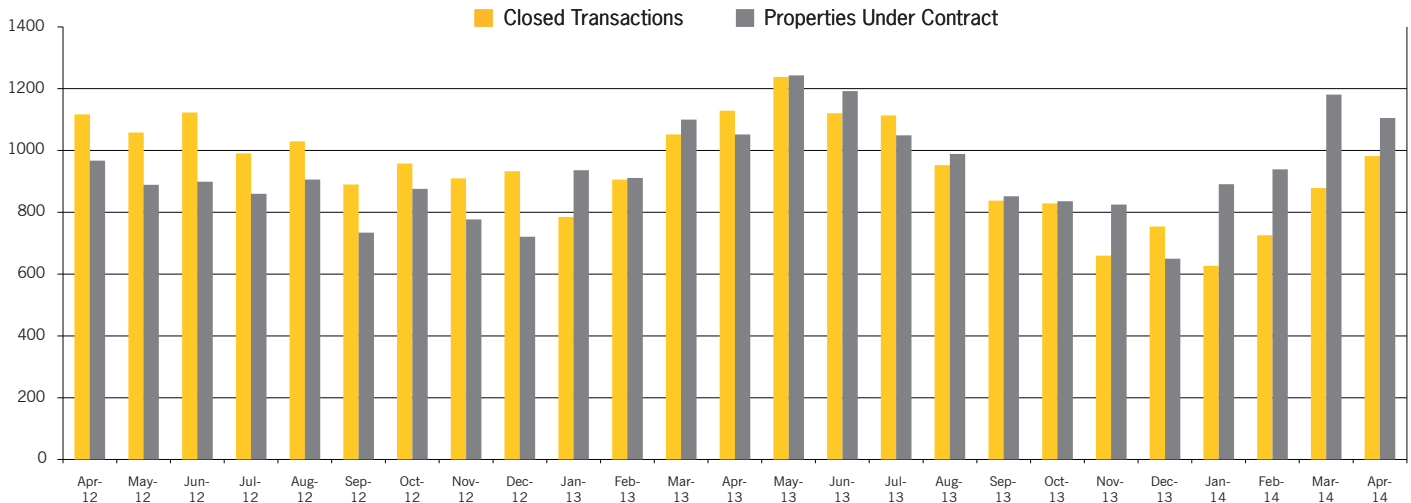
# The Housing Report

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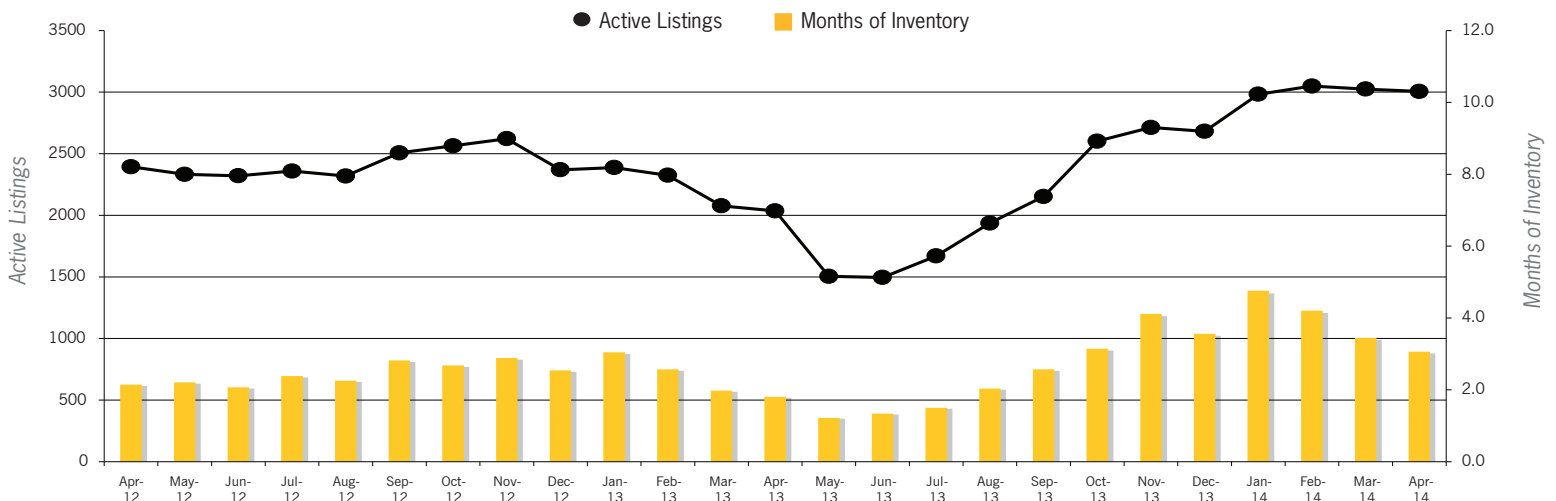
Phoenix West Valley | May 2014

In the Phoenix West Valley area, April 2014 active inventory was 3,006, a 48% increase from April 2013. There were 982 closings in April 2014, a 13% decrease from April 2013. Months of Inventory was 3.1, up from 1.8 in April 2013. Median price of sold homes was \$184,000 for the month of April 2014, up 12% from April 2013. The Phoenix West Valley area had 1,105 new properties under contract in April 2014, up 5% from April 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 05/05/2014 is believed to be reliable, but not guaranteed.

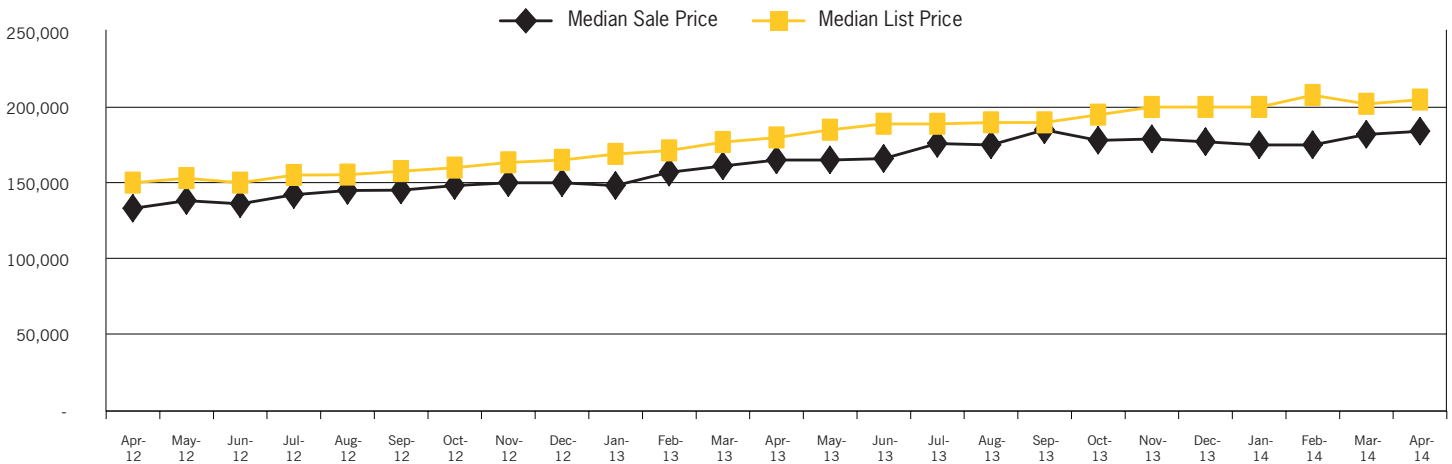


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## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – PHOENIX WEST VALLEY



## 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	\$165,000	3.500%	\$703.88
2014	\$184,000	4.375%	\$872.75

Source: Residential median sales prices. Data obtained 05/05/2014 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 – 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  
87%



■ Distressed  
■ Non-Distressed

Distressed sales and market performance data is based on information obtained from the ARMLS on 05/05/2014. 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
		Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14			
\$1 - 49,999	36	11	19	15	13	14	9	4.0	2.4	Seller
\$50,000 - 74,999	76	22	17	21	30	22	34	2.2	2.6	Seller
\$75,000 - 99,999	111	35	28	21	36	38	45	2.5	3.0	Seller
\$100,000 - 124,999	89	51	49	44	56	51	66	1.3	1.8	Seller
\$125,000 - 149,999	290	108	111	99	93	129	146	2.0	2.4	Seller
\$150,000 - 174,999	350	84	130	114	130	129	144	2.4	2.6	Seller
\$175,000 - 199,999	374	82	100	75	92	125	112	3.3	3.5	Seller
\$200,000 - 224,999	254	64	67	51	61	85	107	2.4	3.2	Seller
\$225,000 - 249,999	271	48	52	48	48	84	99	2.7	3.6	Seller
\$250,000 - 274,999	211	18	35	36	46	61	65	3.2	3.5	Seller
\$275,000 - 299,999	182	32	36	19	40	40	39	4.7	4.7	Slightly Seller
\$300,000 - 349,999	231	42	42	35	31	38	41	5.6	5.9	Balanced
\$350,000 - 399,999	157	29	29	24	22	24	30	5.2	6.8	Slightly Buyer
\$400,000 - 499,999	170	18	17	18	17	25	29	5.9	6.8	Slightly Buyer
\$500,000 - 599,999	74	8	10	2	9	7	10	7.4	8.7	Buyer
\$600,000 - 699,999	60	3	4	2	1	5	5	12.0	14.9	Buyer
\$700,000 - 799,999	24	1	4	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	12	0	1	0	0	1	0	n/a	39.0	Buyer
\$900,000 - 999,999	14	0	1	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	20	2	2	1	2	0	1	20.0	21.0	Buyer
<b>TOTAL</b>	<b>3,006</b>	<b>658</b>	<b>754</b>	<b>625</b>	<b>727</b>	<b>878</b>	<b>982</b>	<b>3.1</b>	<b>3.5</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 05/05/2014.

3 month trend in months of inventory is the average of closed sales and active listing data from 02/01/2014 - 4/30/2014. Information is believed to be reliable, but not guaranteed.



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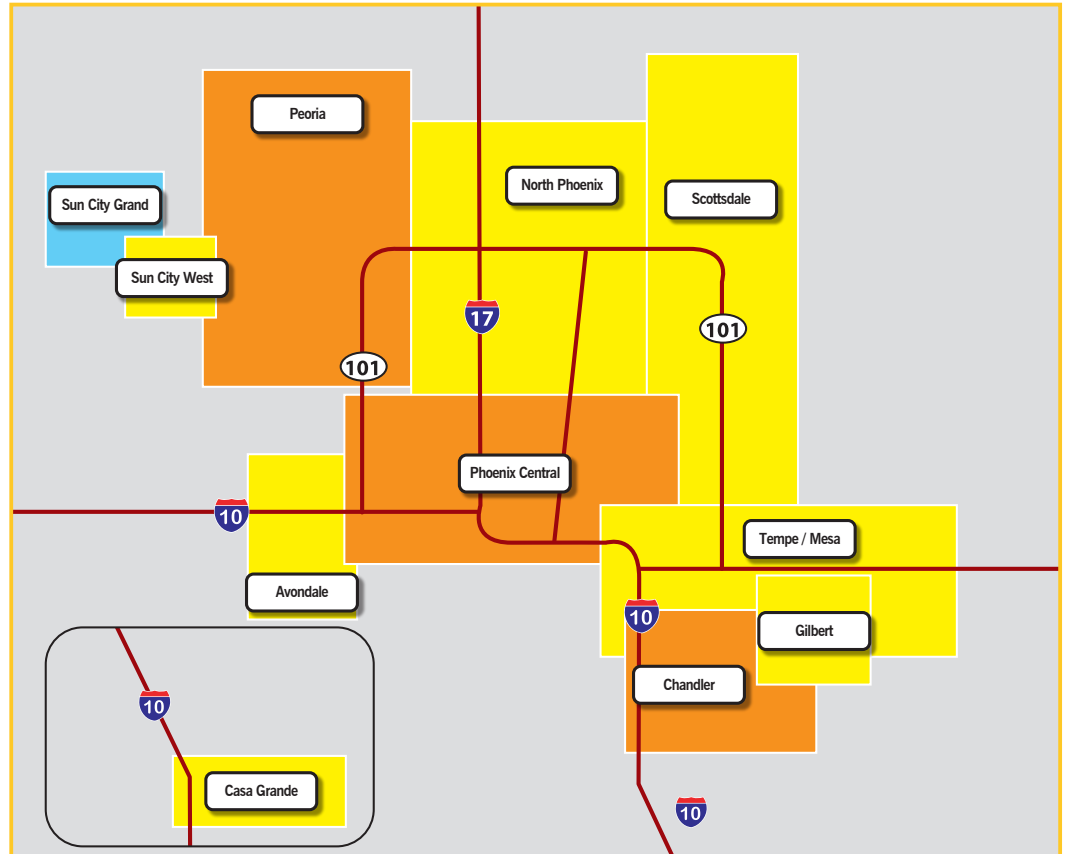
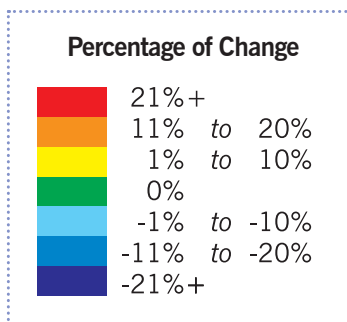
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## CHANGE IN MEDIAN SALES PRICE BY AREA

APRIL 2013 TO  
APRIL 2014

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



## PHOENIX LUXURY

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

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

### CLOSED UNITS JAN - APR 9.9%



### UNDER CONTRACT JAN - APR 2.9%



### MONTHS OF INVENTORY 12.1%



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 05/05/2014. Information is believed to be reliable, but not guaranteed.