



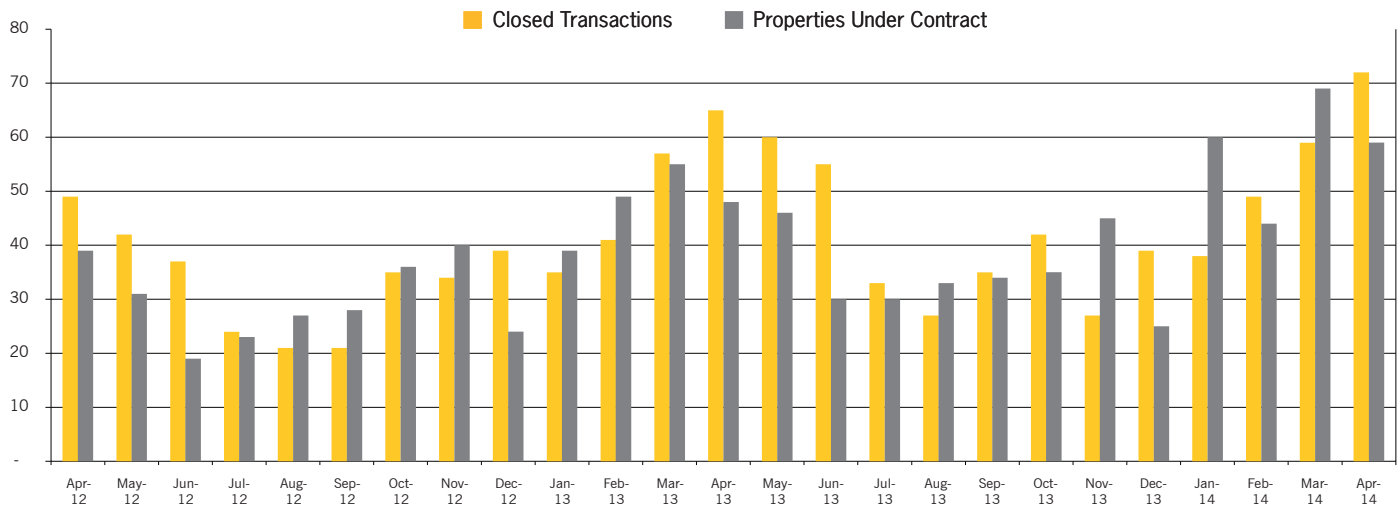
# The Housing Report

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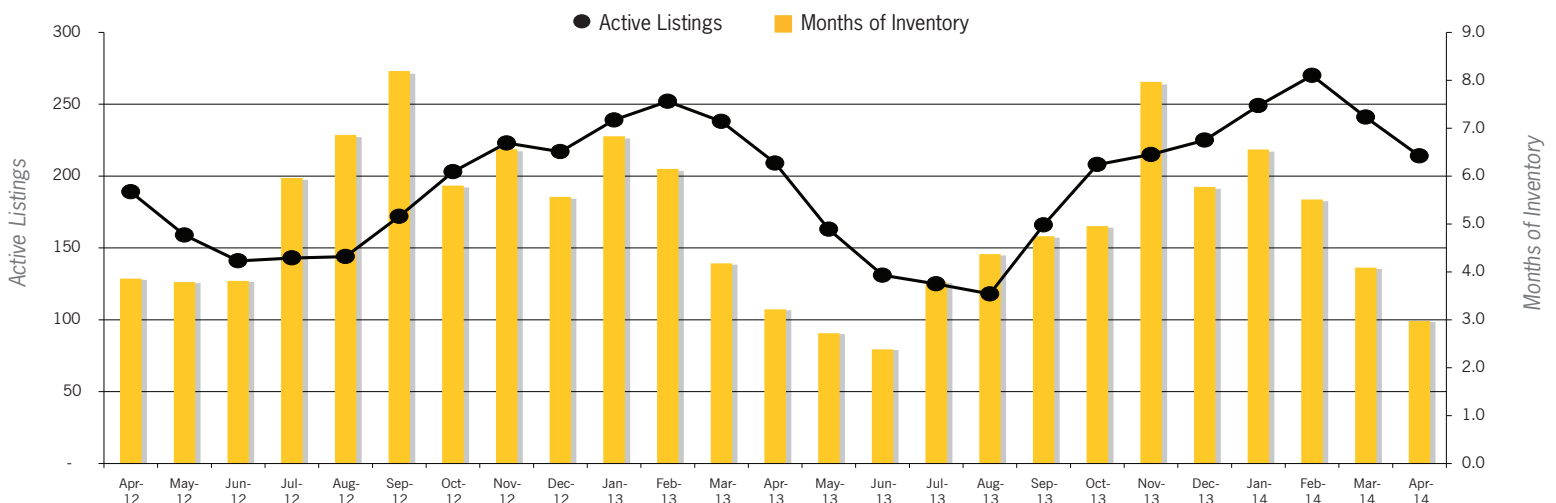
Sun City Grand | May 2014

In the Sun City Grand area, April 2014 active inventory was 214, a 2% increase from April 2013. There were 72 closings in April 2014, an 11% increase from April 2013. Months of Inventory was 3.1, down from 3.2 in April 2013. Median price of sold homes was \$225,000 for the month of April 2014, down 2% from April 2013. The Sun City Grand area had 59 new properties under contract in April 2014, up 23% from April 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 05/05/2014 is believed to be reliable, but not guaranteed.

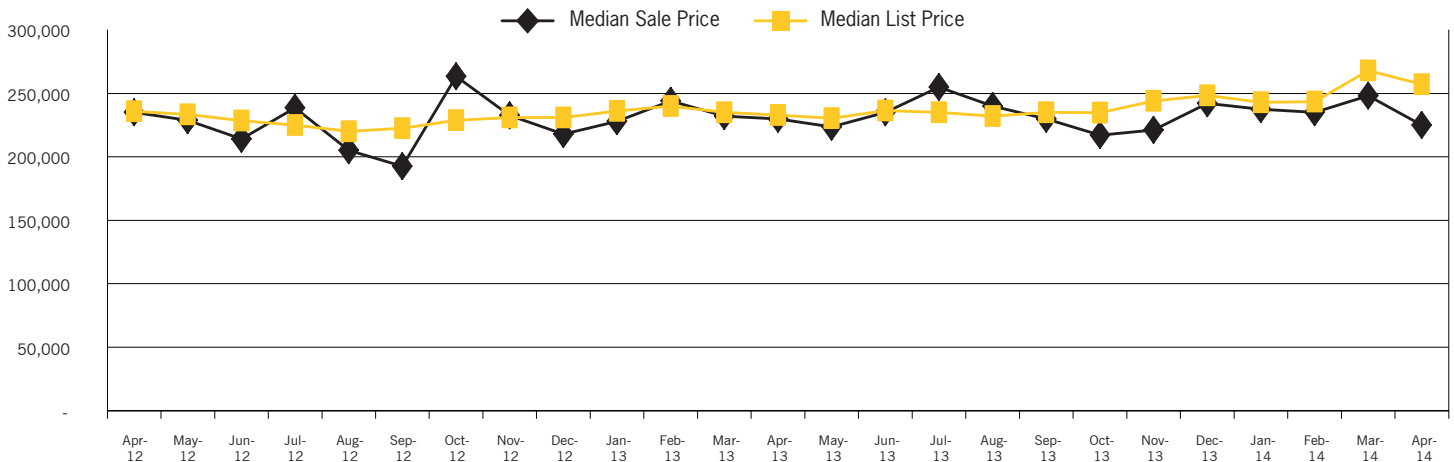


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## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – SUN CITY GRAND



## 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 | \$230,000    | 3.500%    | \$981.16    |
| 2014 | \$225,000    | 4.375%    | \$1,067.22  |

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.

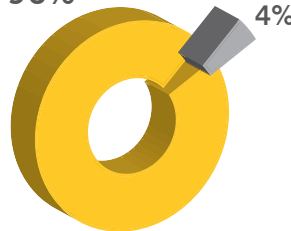


Source: Bankrate.com

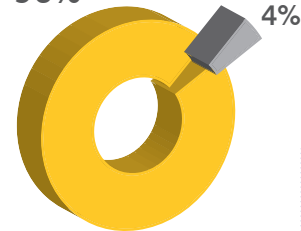
## DISTRESSED VS. NON-DISTRESSED SALES – SUN CITY GRAND

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%



2014 Year to Date  
96%



■ 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 – SUN CITY GRAND

|                        | 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           | 0               | 0                          | 0         | 0         | 0         | 0         | 0         | n/a                         | n/a                                    | n/a                    |
| \$50,000 - 74,999      | 0               | 0                          | 1         | 0         | 0         | 0         | 1         | 0.0                         | n/a                                    | n/a                    |
| \$75,000 - 99,999      | 3               | 2                          | 0         | 0         | 1         | 1         | 0         | n/a                         | 2.0                                    | Seller                 |
| \$100,000 - 124,999    | 4               | 1                          | 1         | 1         | 0         | 1         | 0         | n/a                         | 10.0                                   | Buyer                  |
| \$125,000 - 149,999    | 4               | 2                          | 3         | 2         | 1         | 0         | 3         | 1.3                         | 4.3                                    | Slightly Seller        |
| \$150,000 - 174,999    | 32              | 2                          | 4         | 6         | 8         | 7         | 12        | 2.7                         | 3.4                                    | Seller                 |
| \$175,000 - 199,999    | 37              | 5                          | 4         | 9         | 10        | 8         | 7         | 5.3                         | 5.1                                    | Balanced               |
| \$200,000 - 224,999    | 17              | 4                          | 5         | 2         | 2         | 6         | 12        | 1.4                         | 3.2                                    | Seller                 |
| \$225,000 - 249,999    | 22              | 4                          | 2         | 1         | 6         | 7         | 7         | 3.1                         | 4.3                                    | Slightly Seller        |
| \$250,000 - 274,999    | 22              | 1                          | 6         | 7         | 4         | 6         | 7         | 3.1                         | 3.8                                    | Seller                 |
| \$275,000 - 299,999    | 14              | 2                          | 2         | 2         | 6         | 3         | 4         | 3.5                         | 4.8                                    | Slightly Seller        |
| \$300,000 - 349,999    | 17              | 1                          | 1         | 2         | 5         | 9         | 5         | 3.4                         | 3.0                                    | Seller                 |
| \$350,000 - 399,999    | 17              | 4                          | 3         | 6         | 2         | 6         | 7         | 2.4                         | 3.6                                    | Seller                 |
| \$400,000 - 499,999    | 19              | 0                          | 2         | 3         | 3         | 2         | 5         | 3.8                         | 6.4                                    | Balanced               |
| \$500,000 - 599,999    | 7               | 2                          | 2         | 2         | 2         | 2         | 2         | 3.5                         | 6.2                                    | Balanced               |
| \$600,000 - 699,999    | 7               | 1                          | 1         | 1         | 0         | 1         | 0         | n/a                         | 22.0                                   | Buyer                  |
| \$700,000 - 799,999    | 2               | 0                          | 2         | 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                    |
| <b>TOTAL</b>           | <b>224</b>      | <b>31</b>                  | <b>39</b> | <b>44</b> | <b>50</b> | <b>59</b> | <b>72</b> | <b>3.1</b>                  | <b>4.2</b>                             | <b>Slightly 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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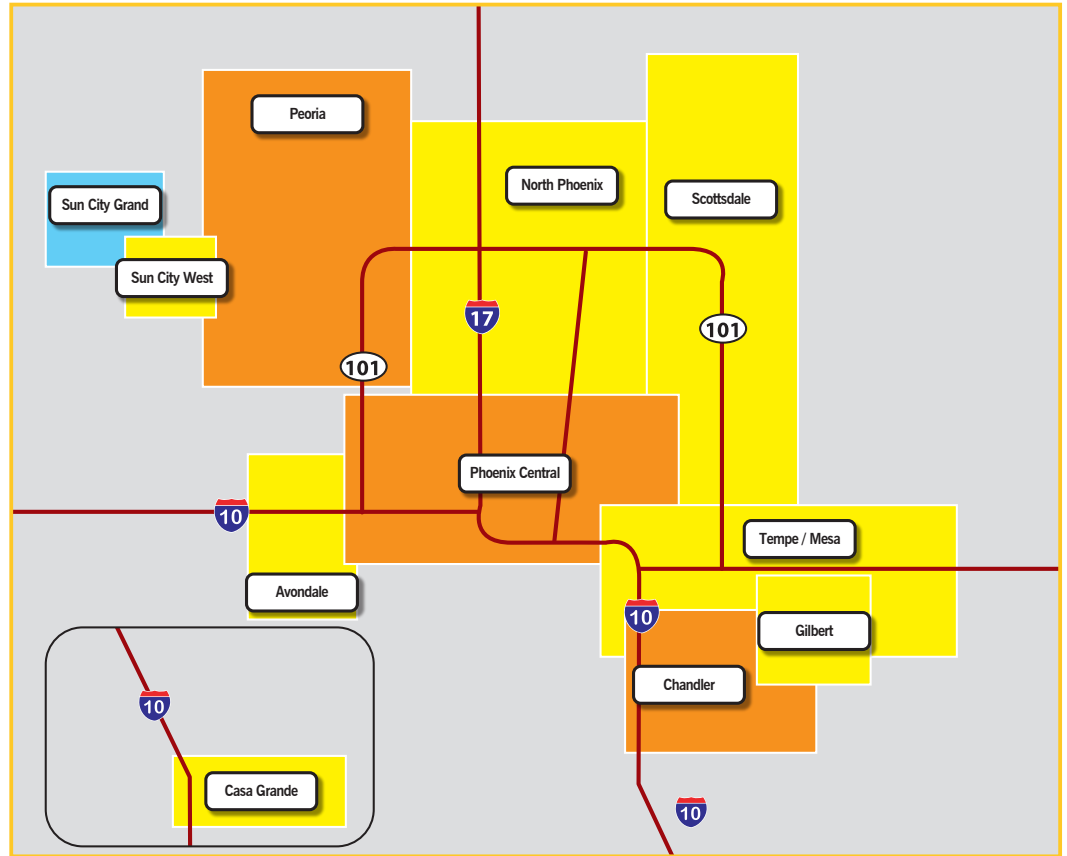
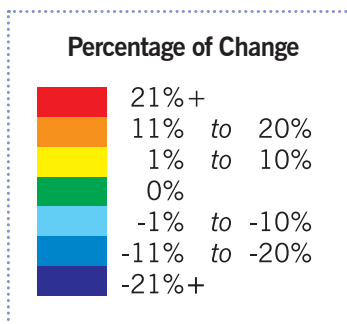
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## CHANGE IN MEDIAN SALES PRICE BY AREA

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