



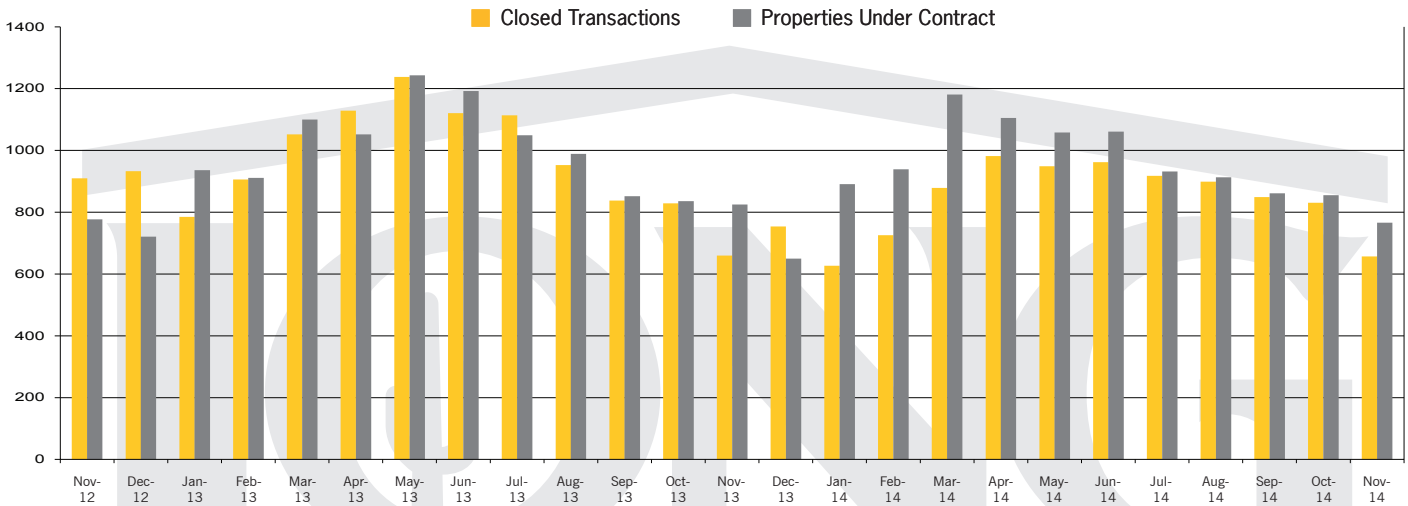
# The Housing Report

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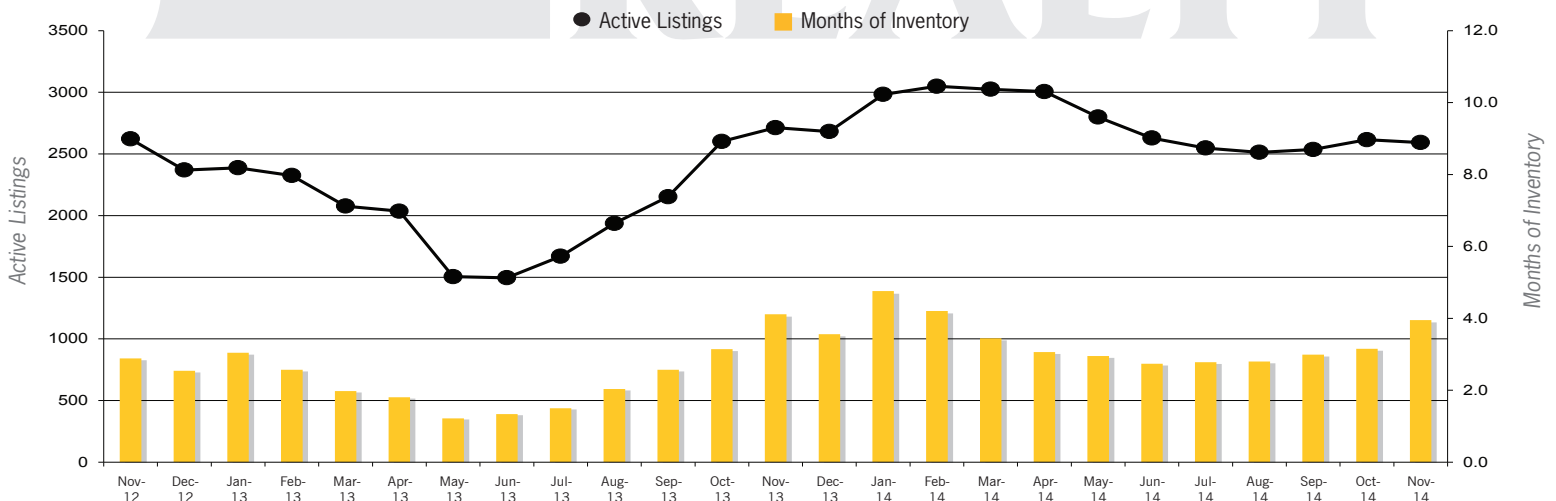
Phoenix West Valley | December 2014

In the Phoenix West Valley area, November 2014 active inventory was 2,593, a 4% decrease from November 2013. There were 657 closings in November 2014, virtually unchanged from November 2013. Months of Inventory was 3.9, down from 4.1 in November 2013. Median price of sold homes was \$181,500 for the month of November 2014, up 1% from November 2013. The Phoenix West Valley area had 766 new properties under contract in November 2014, down 7% from November 2013.

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

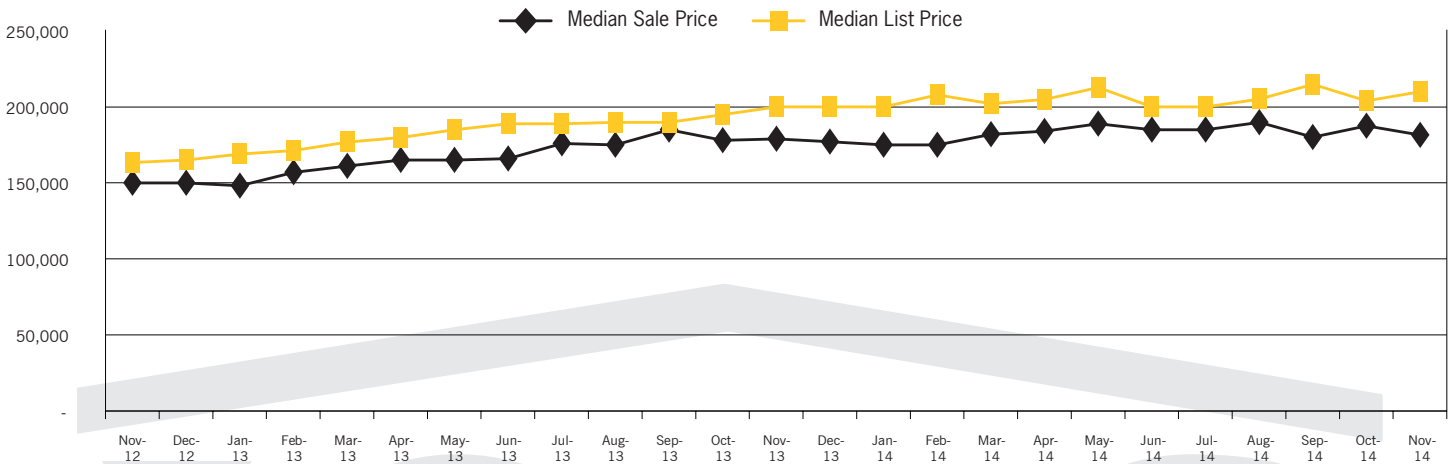


## ACTIVE LISTINGS AND MONTHS OF INVENTORY – PHOENIX WEST VALLEY



Properties under contract and Home Sales data is based on information obtained from the ARMLS using Brokermetrics software.  
All data obtained 12/03/2014 is believed to be reliable, but not guaranteed.

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

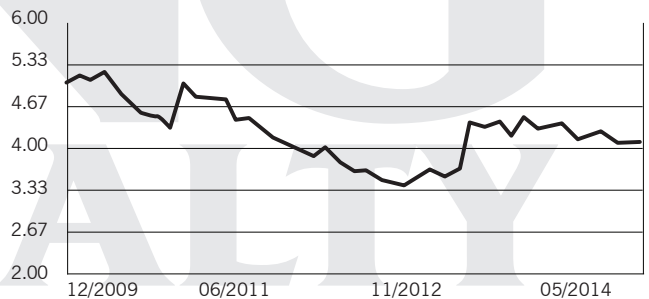


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME – PHOENIX WEST VALLEY

Year	Median Price	Int. Rate	MO. Payment
2006	\$245,750	6.140%	\$1,420.81
2013	\$179,000	4.250%	\$836.54
2014	\$181,500	4.000%	\$823.18

## 30 YEAR FIXED MORTGAGE RATE

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



Source: Bankrate.com

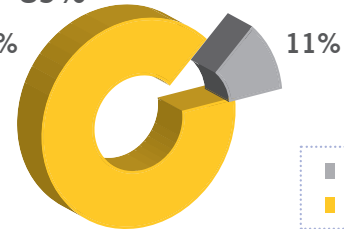
## DISTRESSED VS. NON-DISTRESSED SALES – PHOENIX WEST VALLEY

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  
89%



■ Distressed  
■ Non-Distressed



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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
		Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14			
\$1 - 49,999	32	12	11	12	11	29	12	2.7	1.6	Seller
\$50,000 - 74,999	51	19	22	28	29	22	15	3.4	2.2	Seller
\$75,000 - 99,999	83	42	35	22	29	37	30	2.8	2.6	Seller
\$100,000 - 124,999	90	60	53	47	41	51	34	2.6	2.1	Seller
\$125,000 - 149,999	223	145	127	137	123	108	99	2.3	2.0	Seller
\$150,000 - 174,999	247	145	138	131	159	118	108	2.3	1.9	Seller
\$175,000 - 199,999	260	128	137	120	115	105	90	2.9	2.6	Seller
\$200,000 - 224,999	203	102	84	95	85	86	67	3.0	2.5	Seller
\$225,000 - 249,999	258	83	72	76	60	81	43	6.0	4.1	Slightly Seller
\$250,000 - 274,999	172	62	68	62	49	59	48	3.6	3.3	Seller
\$275,000 - 299,999	179	48	46	47	42	31	28	6.4	5.2	Balanced
\$300,000 - 349,999	263	49	48	55	53	52	39	6.7	5.4	Balanced
\$350,000 - 399,999	178	28	32	30	24	29	13	13.7	8.5	Slightly Buyer
\$400,000 - 499,999	166	21	25	18	22	16	18	9.2	9.4	Buyer
\$500,000 - 599,999	88	11	10	10	10	11	6	14.7	9.9	Buyer
\$600,000 - 699,999	41	1	4	2	1	2	3	13.7	19.5	Buyer
\$700,000 - 799,999	18	1	0	1	2	0	1	18.0	17.7	Buyer
\$800,000 - 899,999	17	1	0	0	0	0	2	8.5	25.0	Buyer
\$900,000 - 999,999	7	0	0	1	0	0	1	7.0	20.0	Buyer
\$1,000,000 - and over	17	3	0	0	0	1	0	n/a	55.0	Buyer
<b>TOTAL</b>	<b>2,593</b>	<b>961</b>	<b>912</b>	<b>894</b>	<b>855</b>	<b>838</b>	<b>657</b>	<b>3.9</b>	<b>3.3</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 12/03/2014.

3 month trend in months of inventory is the average of closed sales and active listing data from 09/01/2014 - 11/30/2014. Information is believed to be reliable, but not guaranteed.



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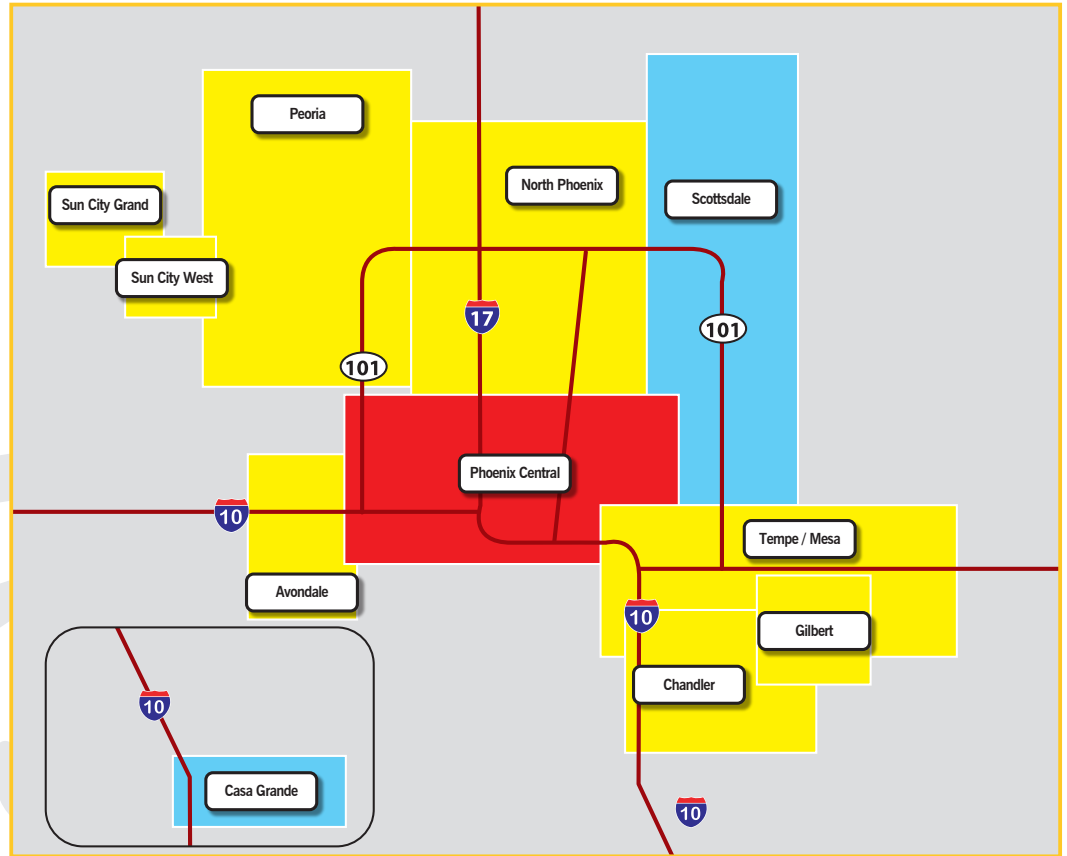
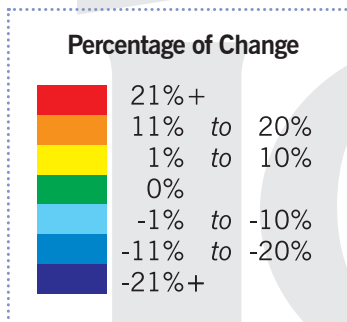
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## CHANGE IN MEDIAN SALES PRICE BY AREA

SEP-NOV 2013 TO SEP-NOV 2014

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



## PHOENIX LUXURY

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

Data obtained 12/03/2014 from ARMLS using BrokerMetrics software for closed residential sales volume \$800,000 and above and deemed to be correct.

CLOSED UNITS JAN - NOV ↘ 0.5%



UNDER CONTRACT JAN - NOV ↘ 0.4%



MONTHS OF INVENTORY ↘ 12.9%



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 12/03/2014. Information is believed to be reliable, but not guaranteed.*