



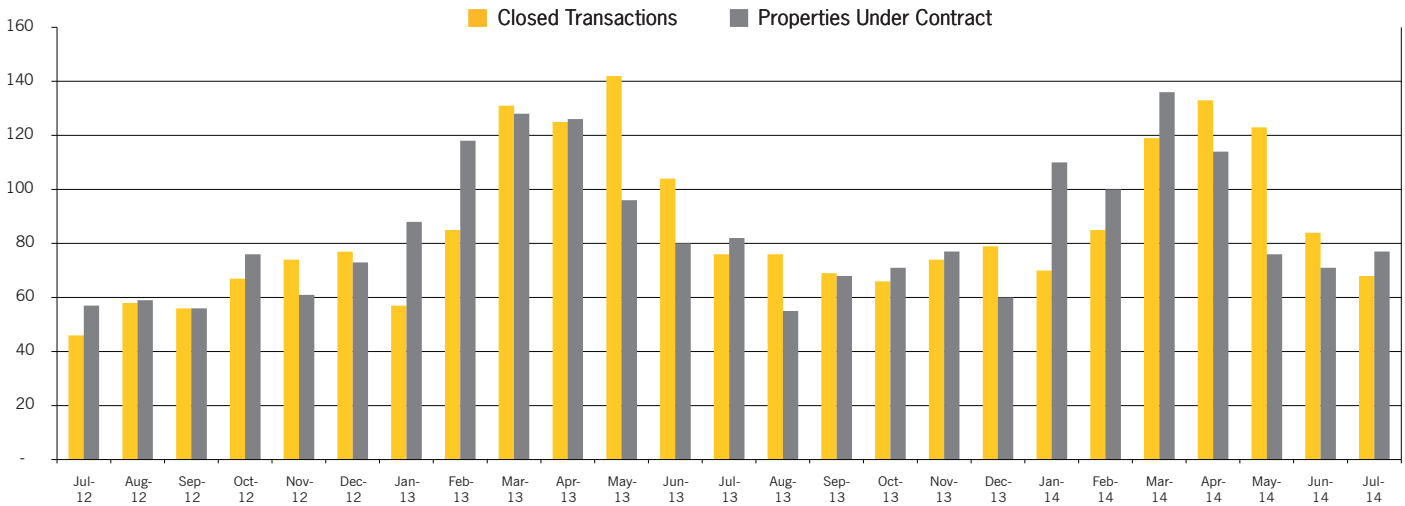
# The Housing Report

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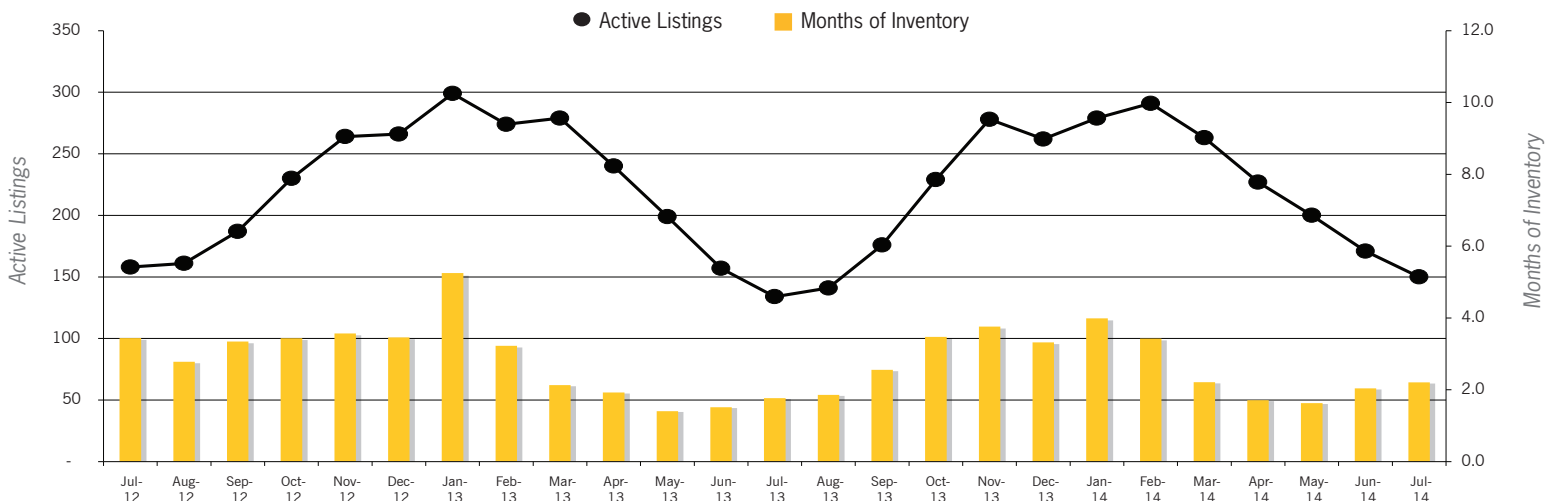
Sun City West | August 2014

In the Sun City West area, July 2014 active inventory was 150, a 12% increase from July 2013. There were 68 closings in July 2014, an 11% decrease from July 2013. Months of Inventory was 2.2, up from 1.8 in July 2013. Median price of sold homes was \$159,950 for the month of July 2014, up 4% from July 2013. The Sun City West area had 77 new properties under contract in July 2014, down 6% from July 2013.

## CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – SUN CITY WEST

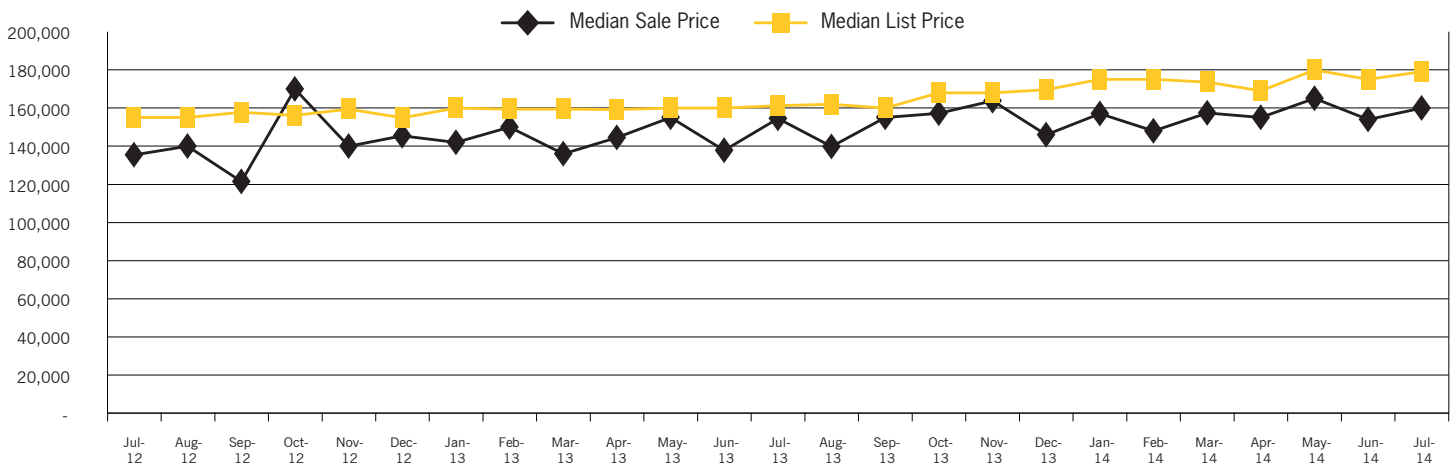


## ACTIVE LISTINGS AND MONTHS OF INVENTORY – SUN CITY WEST



Properties under contract and Home Sales data is based on information obtained from the ARMLS using Brokermetrics software.  
All data obtained 08/05/2014 is believed to be reliable, but not guaranteed.

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



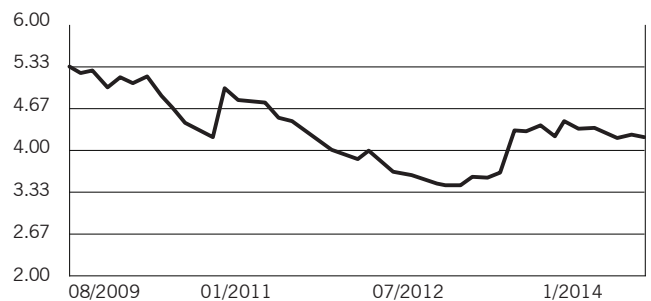
## MONTHLY PAYMENT ON A MEDIAN PRICED HOME – SUN CITY WEST

Year	Median Price	Int. Rate	MO. Payment
2006	\$216,500	6.140%	\$1,251.70
2013	\$154,500	4.500%	\$743.69
2014	\$159,950	4.250%	\$747.51

Source: Residential median sales prices. Data obtained 08/05/2014 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.

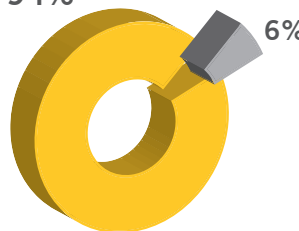


Source: Bankrate.com

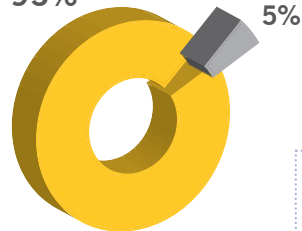
## DISTRESSED VS. NON-DISTRESSED SALES – SUN CITY WEST

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  
94%



2014 Year to Date  
95%



■ Distressed  
■ Non-Distressed



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## MARKET CONDITIONS BY PRICE BAND – SUN CITY WEST

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14			
\$1 - 49,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	1	2	3	2	1	1	3	0.3	1.4	Seller
\$75,000 - 99,999	13	4	7	5	11	12	6	2.2	1.2	Seller
\$100,000 - 124,999	8	14	14	19	13	10	7	1.1	0.9	Seller
\$125,000 - 149,999	23	24	29	39	24	16	15	1.5	1.6	Seller
\$150,000 - 174,999	26	11	23	22	28	10	12	2.2	1.8	Seller
\$175,000 - 199,999	23	10	10	15	14	10	6	3.8	3.1	Seller
\$200,000 - 224,999	14	5	12	10	9	6	5	2.8	2.5	Seller
\$225,000 - 249,999	13	3	4	8	12	6	9	1.4	1.9	Seller
\$250,000 - 274,999	14	3	5	6	3	7	2	7.0	3.7	Seller
\$275,000 - 299,999	5	5	7	6	1	1	3	1.7	2.2	Seller
\$300,000 - 349,999	9	2	1	3	4	2	0	n/a	4.5	Slightly Seller
\$350,000 - 399,999	3	3	3	1	2	2	0	n/a	2.3	Seller
\$400,000 - 499,999	5	0	1	0	1	1	0	n/a	5.0	Balanced
\$500,000 - 599,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$600,000 - 699,999	2	0	0	0	0	0	0	n/a	n/a	n/a
\$700,000 - 799,999	0	0	0	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>159</b>	<b>86</b>	<b>119</b>	<b>136</b>	<b>123</b>	<b>84</b>	<b>68</b>	<b>2.3</b>	<b>2.0</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 08/05/2014.

3 month trend in months of inventory is the average of closed sales and active listing data from 05/01/2014 - 7/31/2014. Information is believed to be reliable, but not guaranteed.



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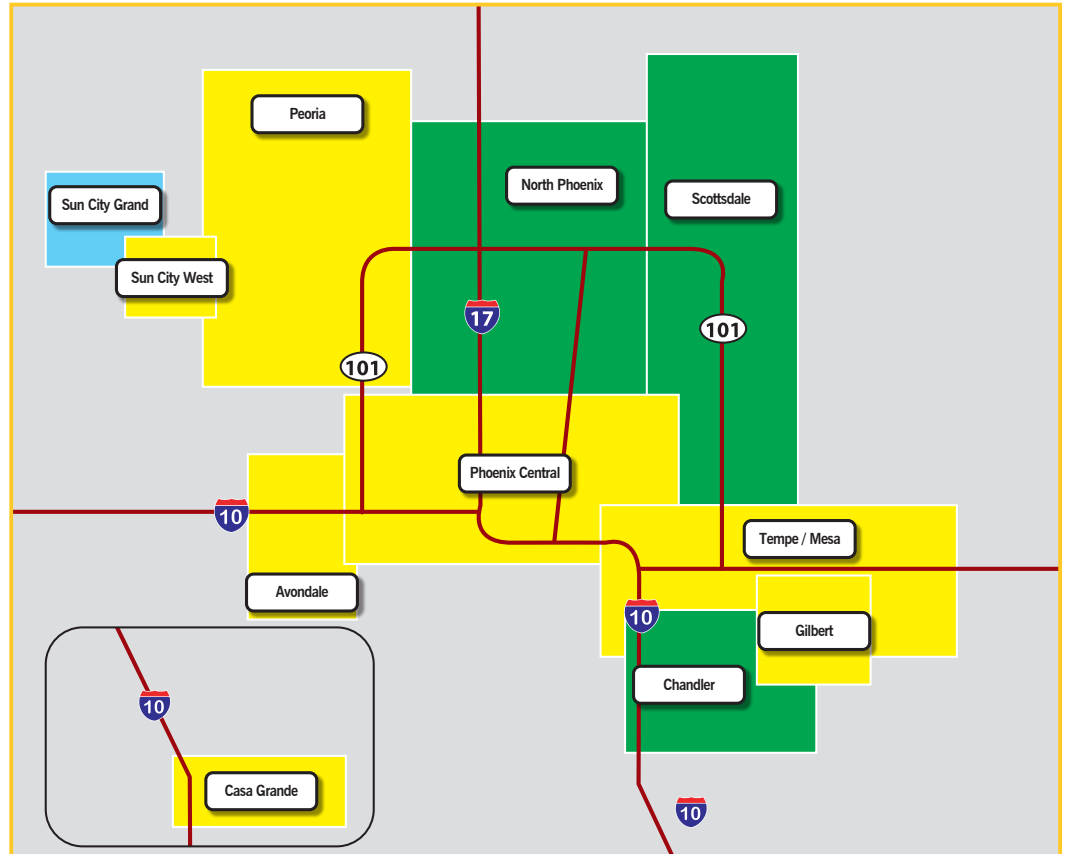
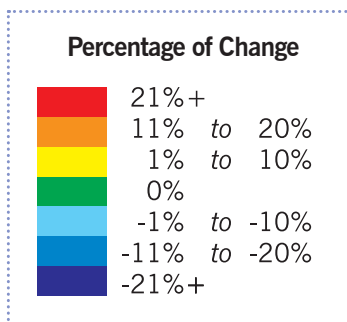
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## CHANGE IN MEDIAN SALES PRICE BY AREA

MAY-JUL 2013 TO  
MAY-JUL 2014

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



## PHOENIX LUXURY

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

Data obtained 08/05/2014 from ARMLS using BrokerMetrics software for closed residential sales volume \$800,000 and above and deemed to be correct.

### CLOSED UNITS JAN - JUL 0.3%



### UNDER CONTRACT JAN - JUL 2.4%



### MONTHS OF INVENTORY 39.0%



The Sun City West Housing Report is comprised of data for residential properties in the Subdivisions of Sun City West. 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 08/05/2014. Information is believed to be reliable, but not guaranteed.