



Maricopa County Real Estate Report:

A Monthly Overview of Market Statistics



September 2016

Information gathered from ARMLS on 10/2/2016 unless otherwise noted. Includes all Maricopa County and other areas serviced by ARMLS.

September Sales by Transaction Type



Sales by Loan Type

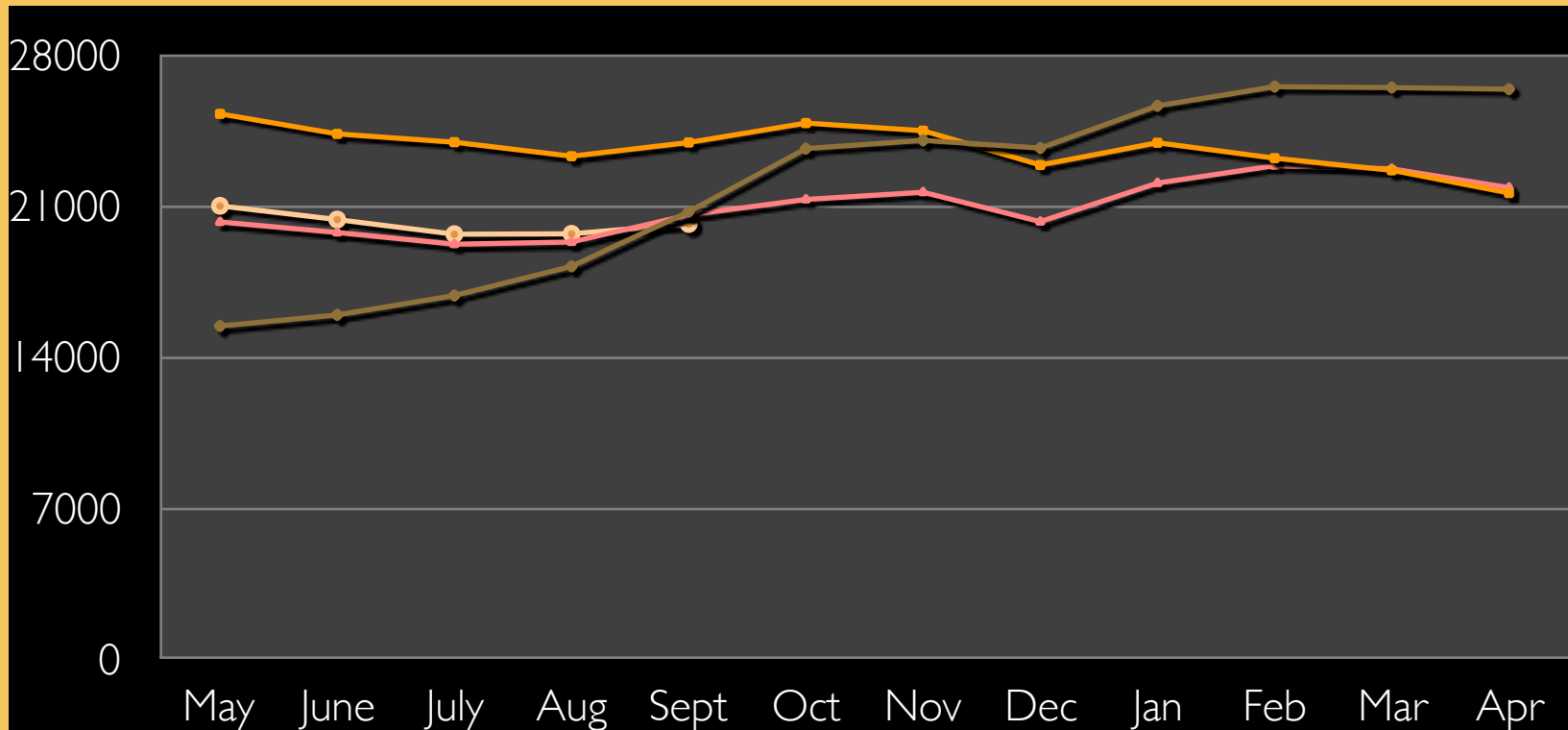
➤ Total Sales 9/1-9/30	7,411
➤ Total Cash Sales	1,523
➤ Total Conventional	3,700
➤ Total FHA	1,601
➤ Total VA	530

Today's Mortgage Rates

30 Year Fixed (Con)	3.39%
15 Year Fixed (Con)	2.73%
30 Year FHA	3.25%
Jumbo Loan	3.53%
5/1 ARM	2.84%

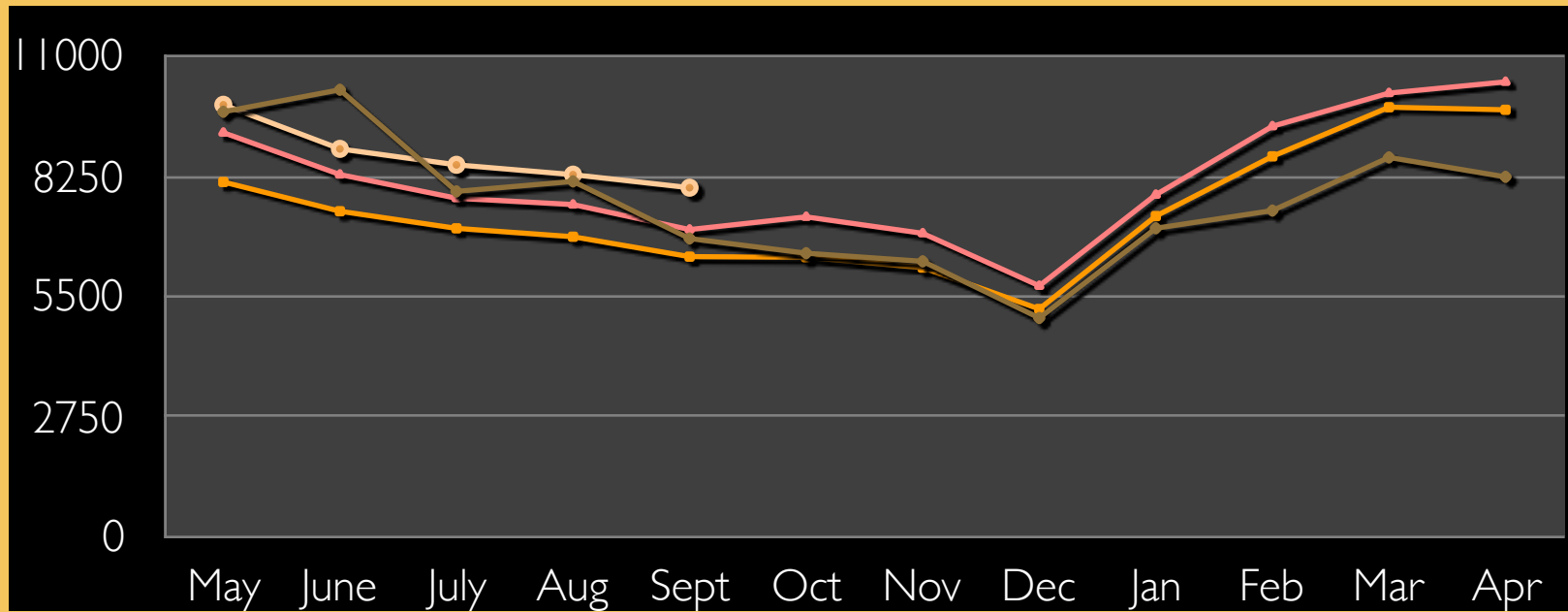
Rates as of 10/2/2016
Provided by Mortgage News Daily

Active Listings by Month

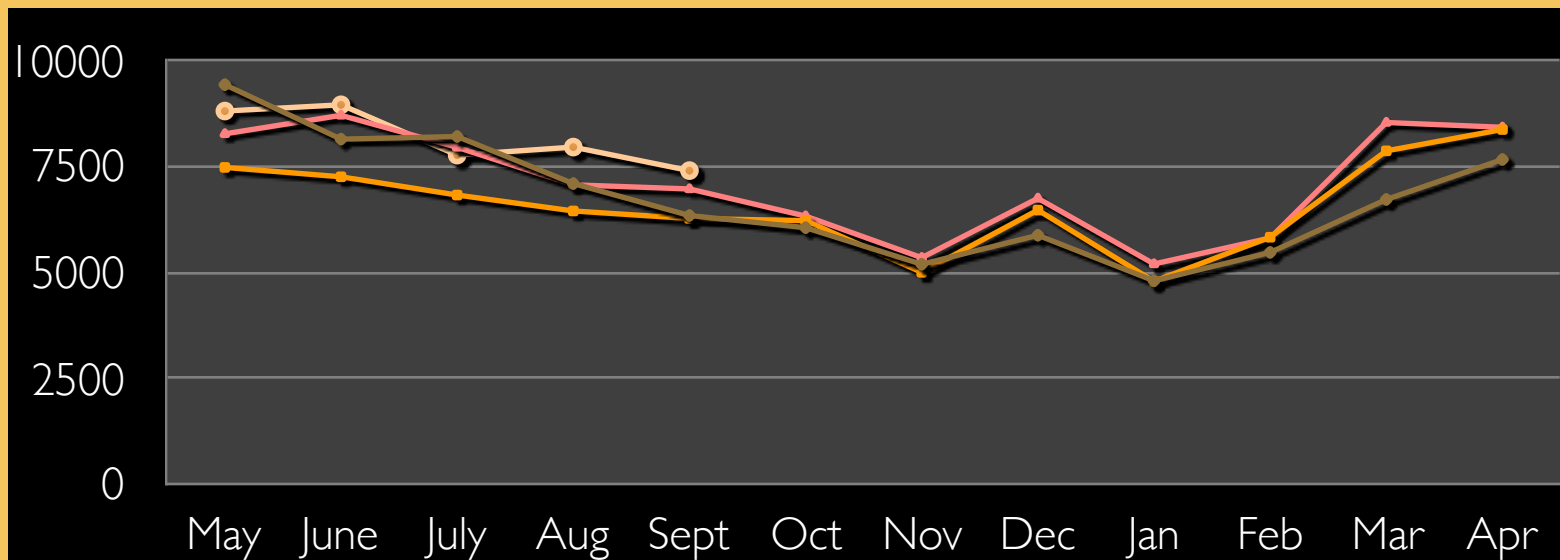


* Reflects ALL active inventory as of month end, not just newly listed properties.

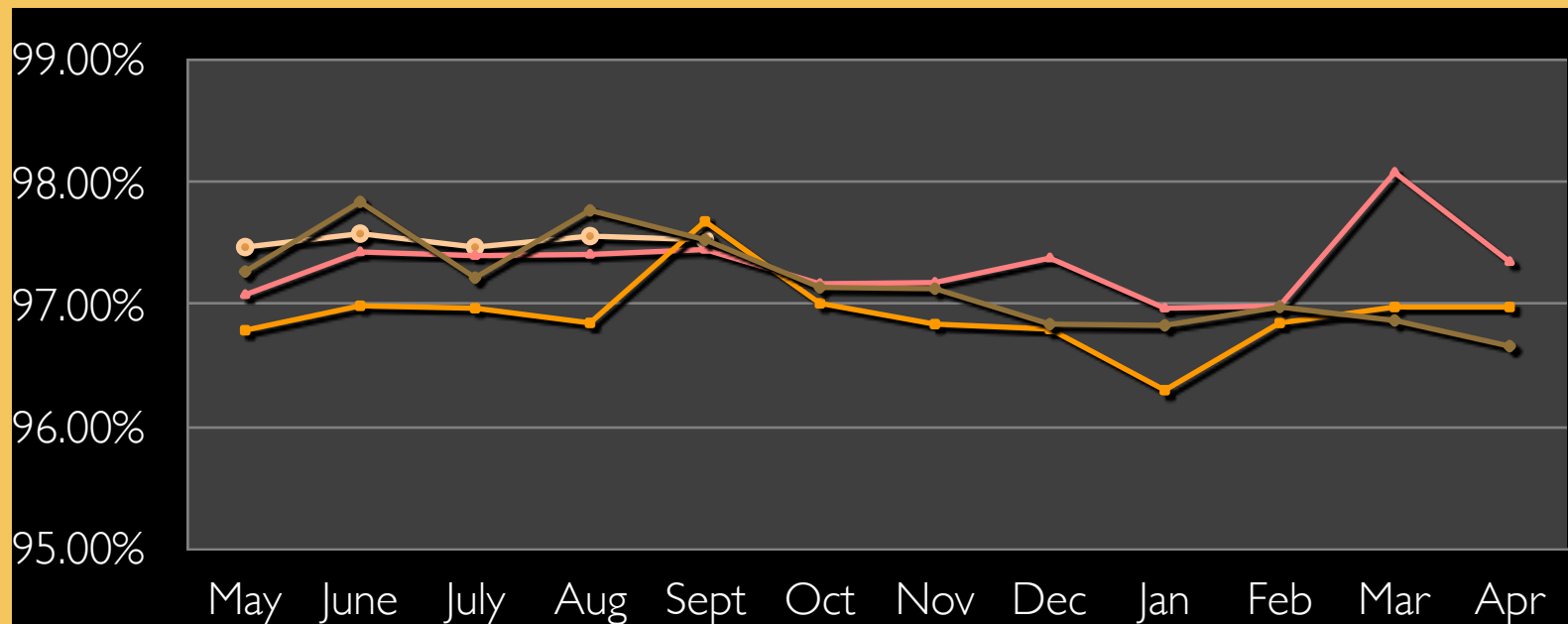
Pending Listings by Month



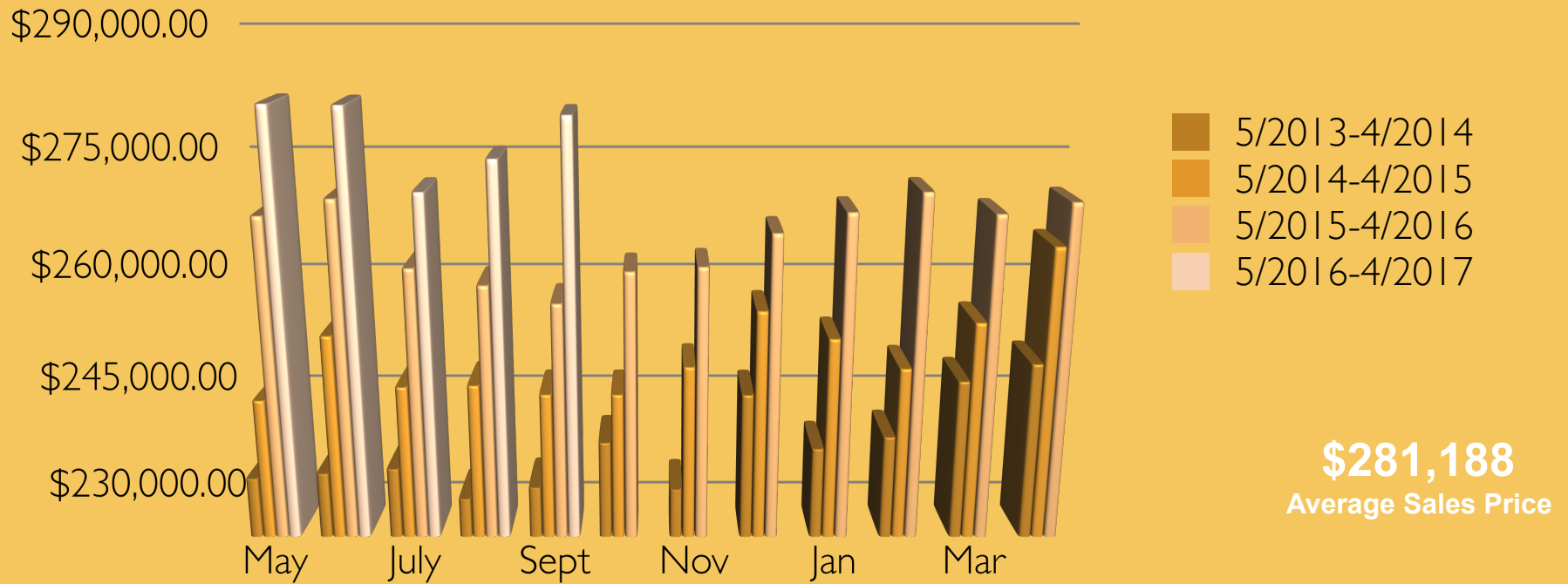
Closed Sales by Month



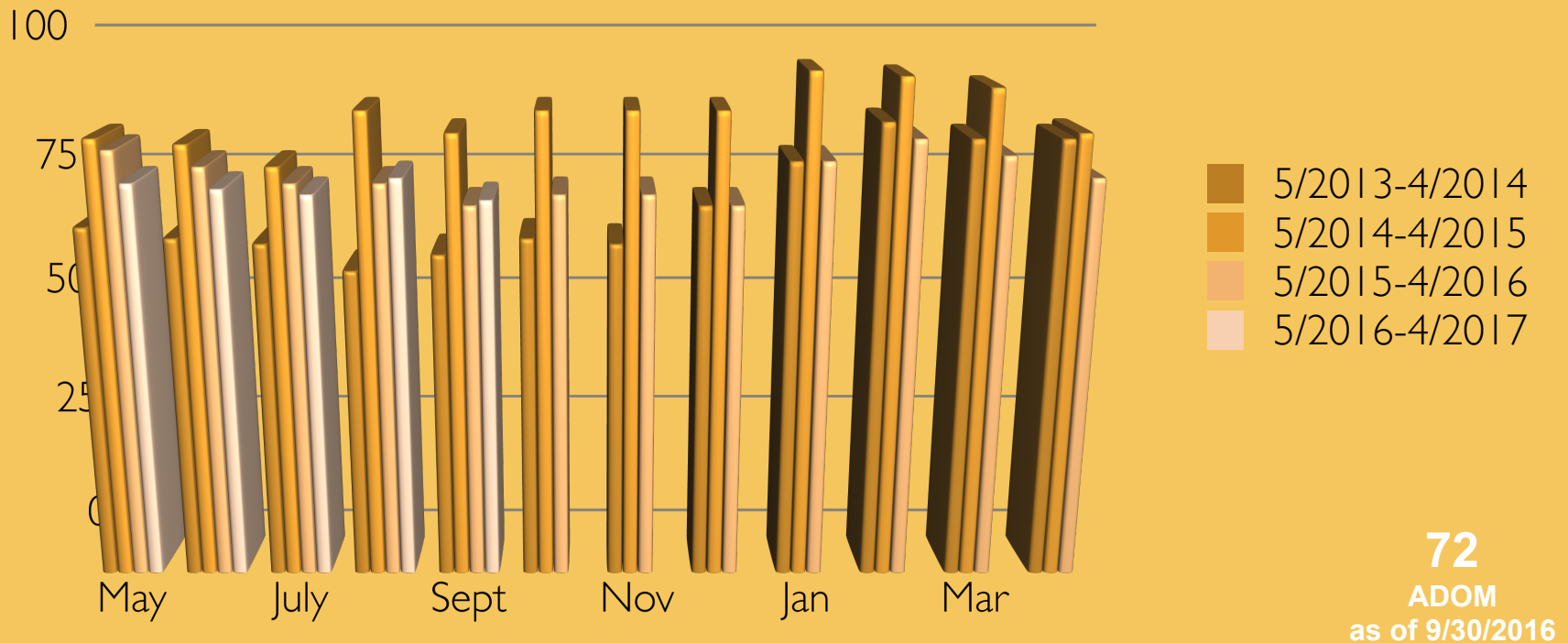
Average List Price to Sales Price Ratio



Average Sales Price



Average Days on Market



Statistical Market Summary

	<u>Last Month</u>		<u>Last Year</u>	
Active Listings	↑	2.3%	↓	2.1%
Pending Listings	↓	3.7%	↑	12.1%
Sold Listings	↓	7.0%	↑	5.9%
Average Days on Market	↓	5.3%	↑	1.4%
Average Sales Price	↑	1.8%	↑	7.8%

What Sellers and Buyers Need to Know

Sellers:

For all intents and purposes, it is still a “seller’s market.” However, home values have not increased significantly in nearly 18 months. Price your home in alignment with other sales in your neighborhood. The number of homes that went under contract in September dropped (again) from the number in August. So sellers can’t afford to get cocky about the value of their home...it could cost you a successful sale!

Buyers:

Multiple offer situations should start subsiding, but homes under \$200K will continue to be popular. Prepare to write your offers accordingly. Thankfully, the majority of sellers are “traditional” sellers and are more agreeable to making inspection repairs and accepting contingencies. The interest rates are ridiculously low!!

Thank You!

I hope you have found this report beneficial.

Although it provides a general overview of the market, it won't take the place of a knowledgeable real estate professional.

Please contact me for area-specific market data or for information about buying or selling a home.

Cinda Rose 623-252-9350

Gary Mankewich 623-910-0484

Grace Rose 602-290-5866