



| REALTY**ONE**GROUP
HOMES • LIVES • DREAMS™

Maricopa County Real Estate Report:

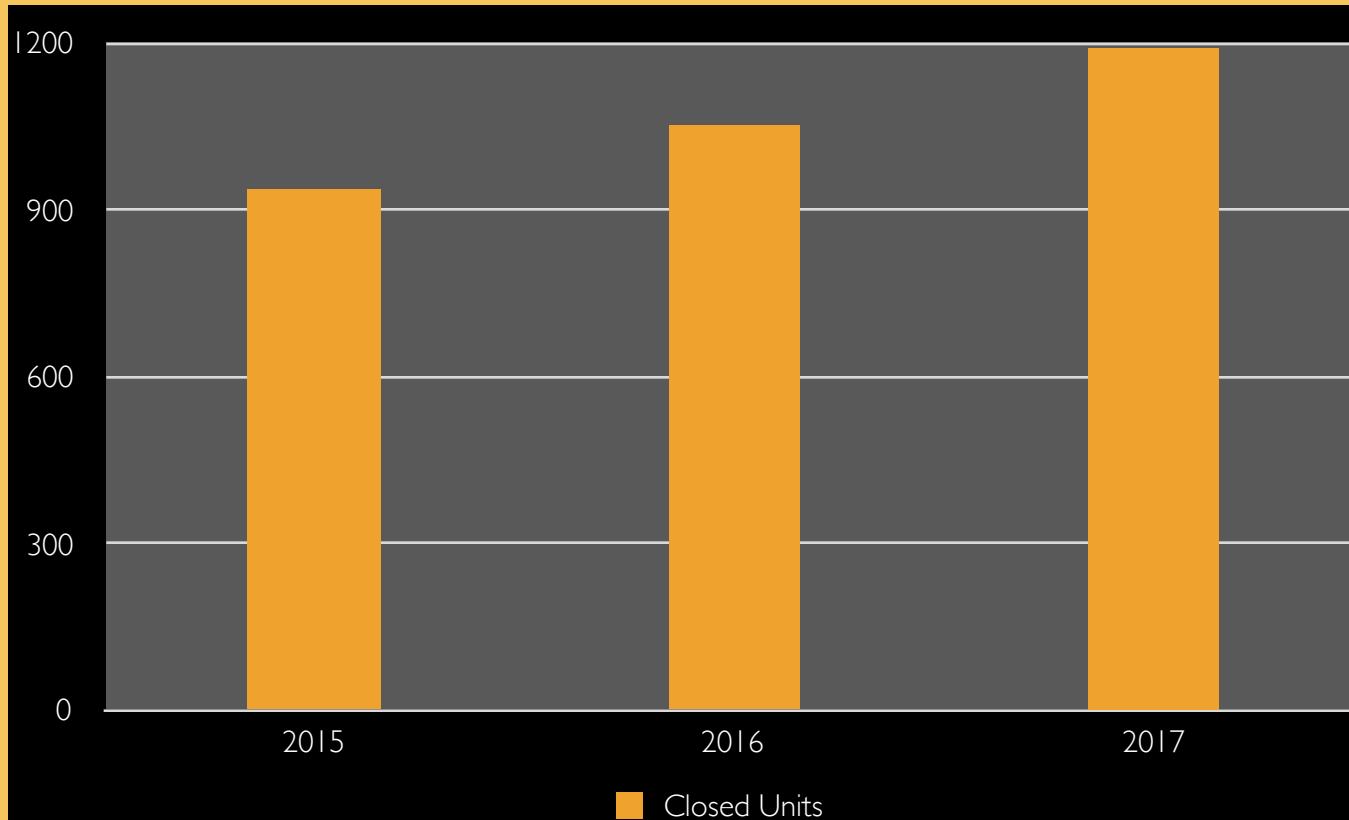
A Monthly Overview of Market Statistics



March 2017

Information gathered from ARMLS on 4/1/2017 unless otherwise noted. Includes all Maricopa County and other areas serviced by ARMLS.

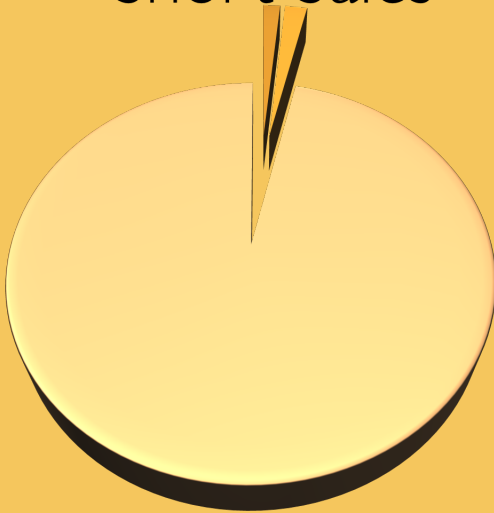
Realty ONE Group Closings



Realty ONE Group agents represented a client in 1190 of the 9,242 sales last month!

March Sales by Transaction Type

REO/HUD Foreclosures
Short Sales



- Short Sales
- REO/HUD Foreclosures
- Traditional/Non-Distressed Sales

Traditional/Non-Distressed Sales

Sales by Common Loan Types

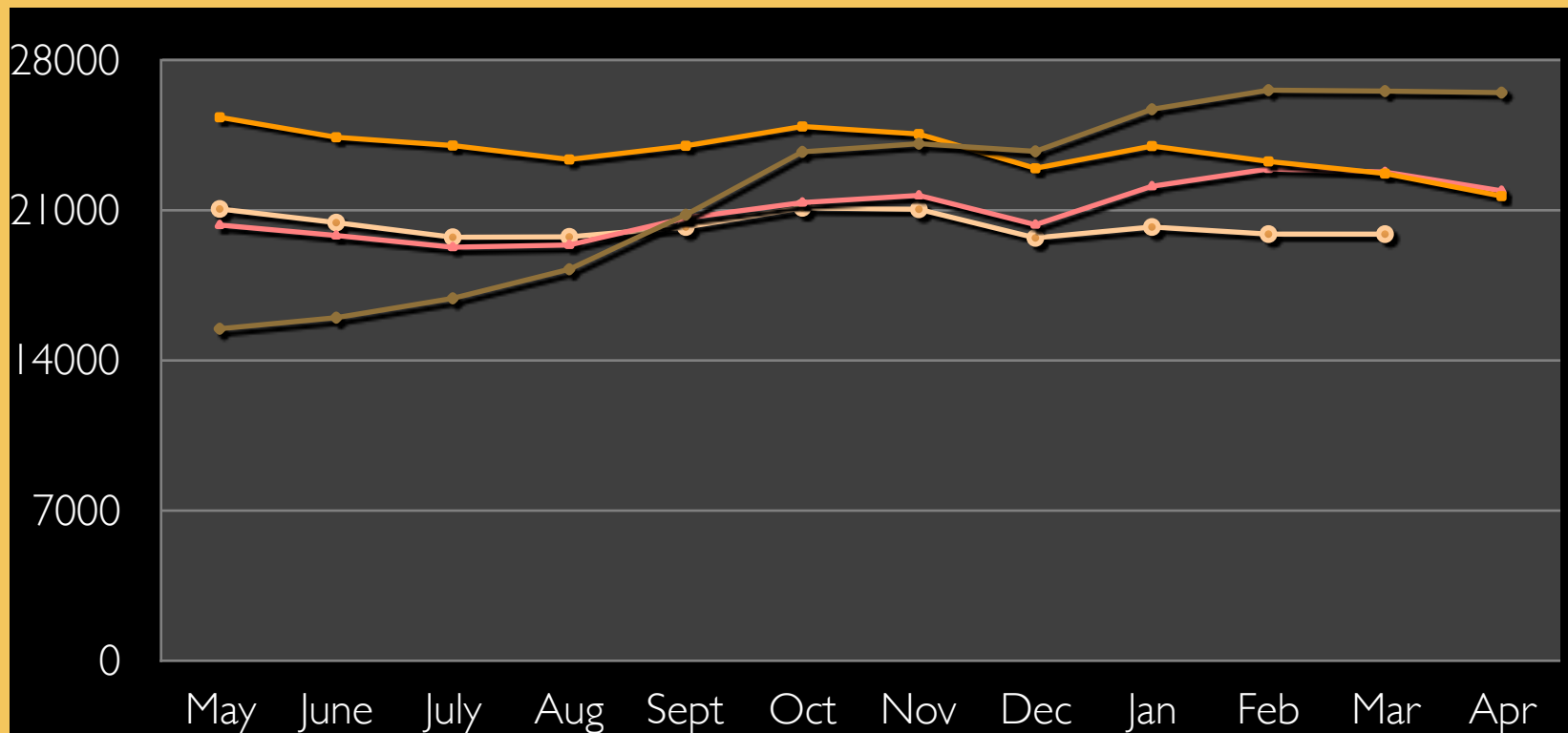
➤ Total Sales 3/1-3/31	9,242
➤ Total Cash Sales	2,245
➤ Total Conventional	4,617
➤ Total FHA	1,716
➤ Total VA	604

Today's Mortgage Rates

30 Year Fixed (Con)	4.19%
15 Year Fixed (Con)	3.40%
30 Year FHA	3.85%
Jumbo Loan	4.43%
5/1 ARM	3.10%

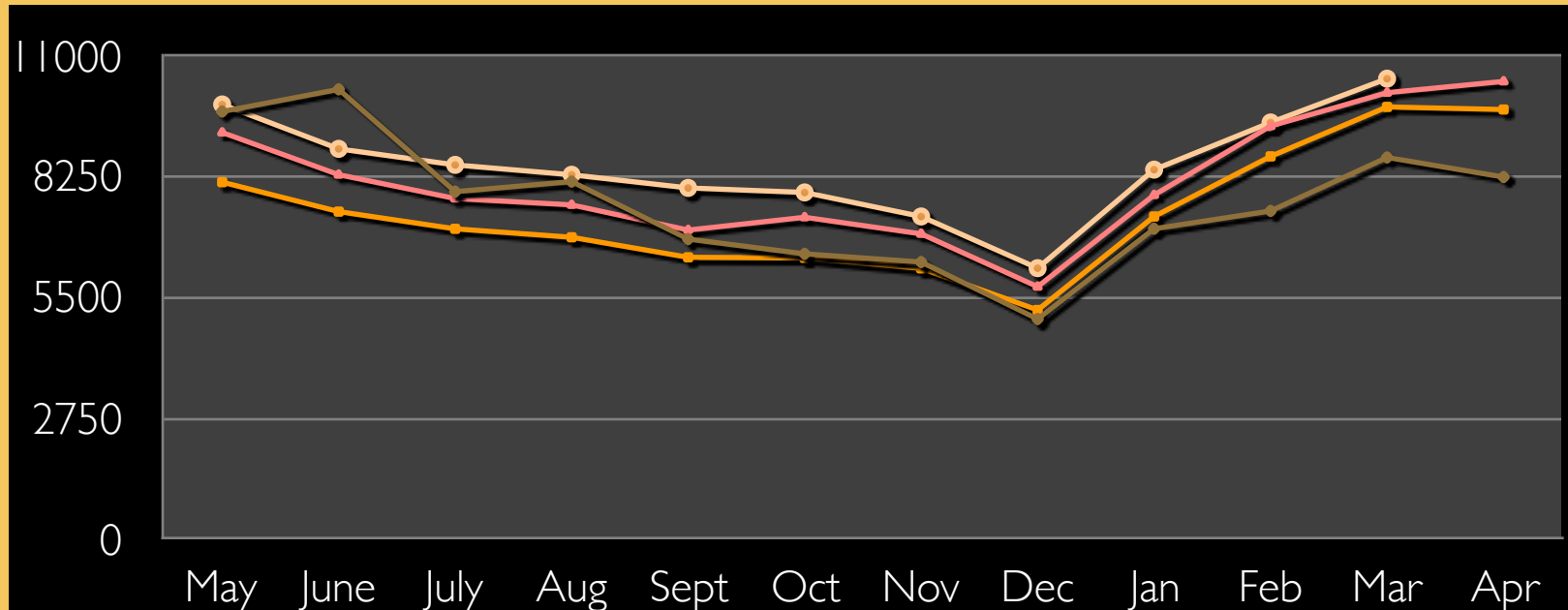
Rates as of 4/1/2017
Provided by Mortgage News Daily

Active Listings by Month

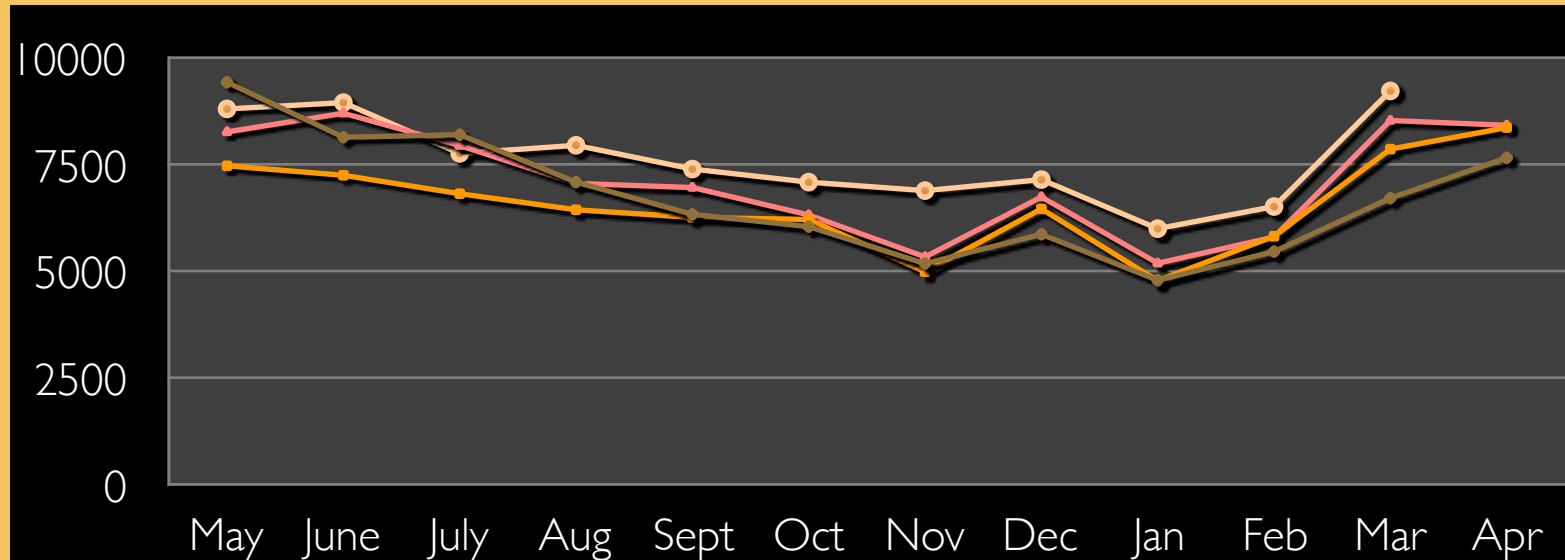


* Reflects ALL active inventory as of month end, not just newly listed properties.

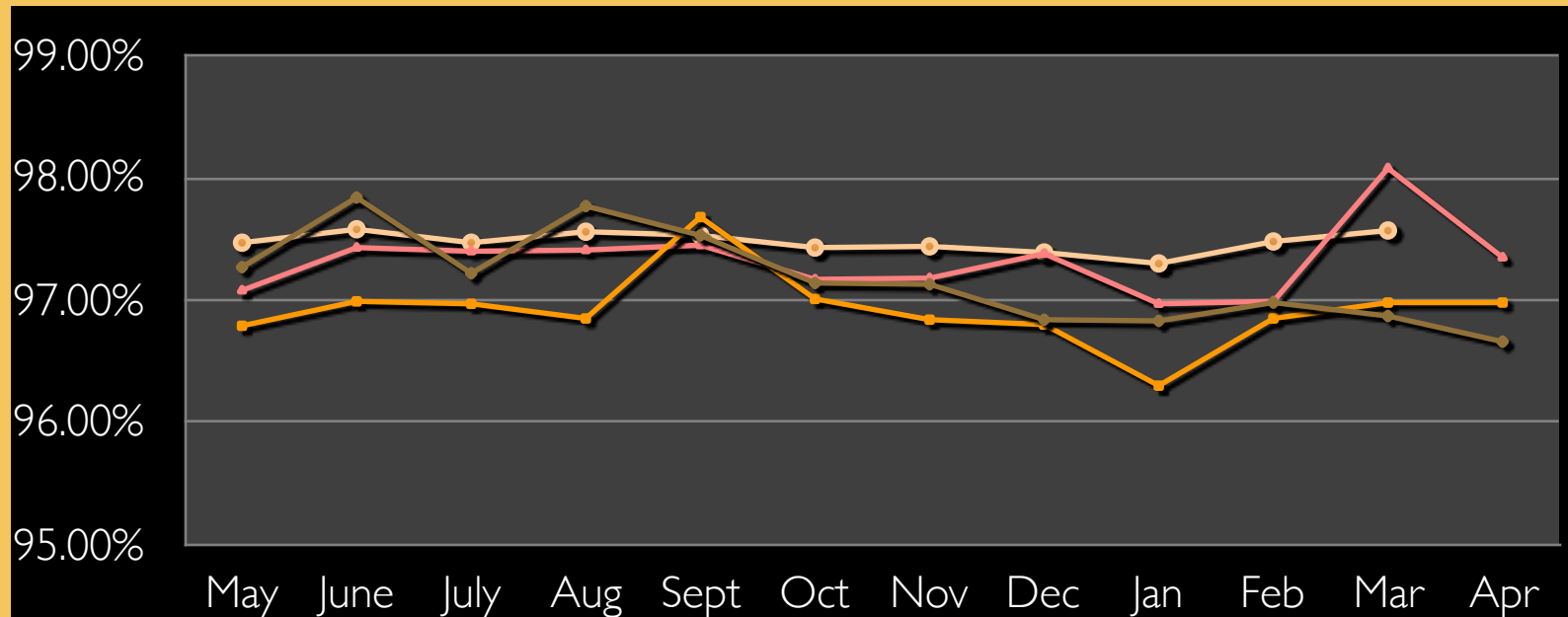
Pending Listings by Month



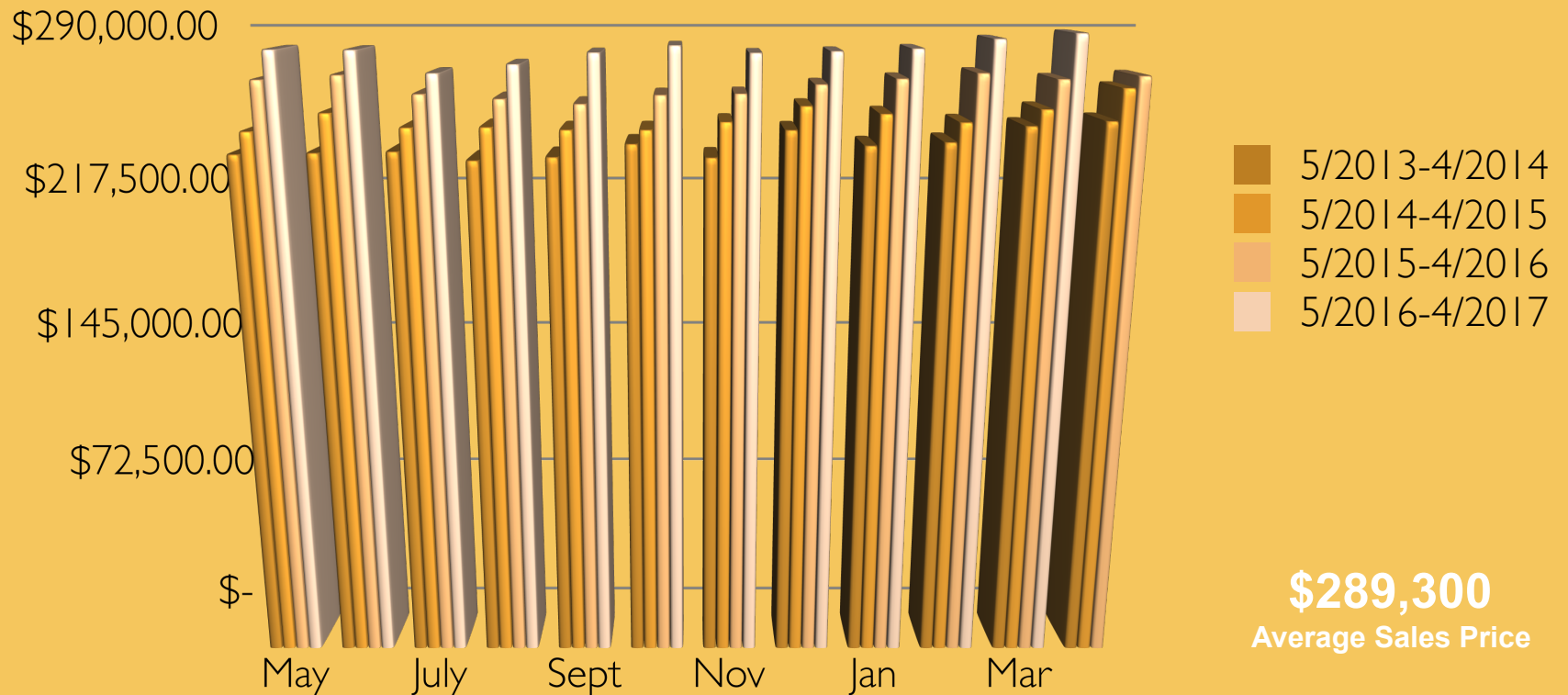
Closed Sales by Month



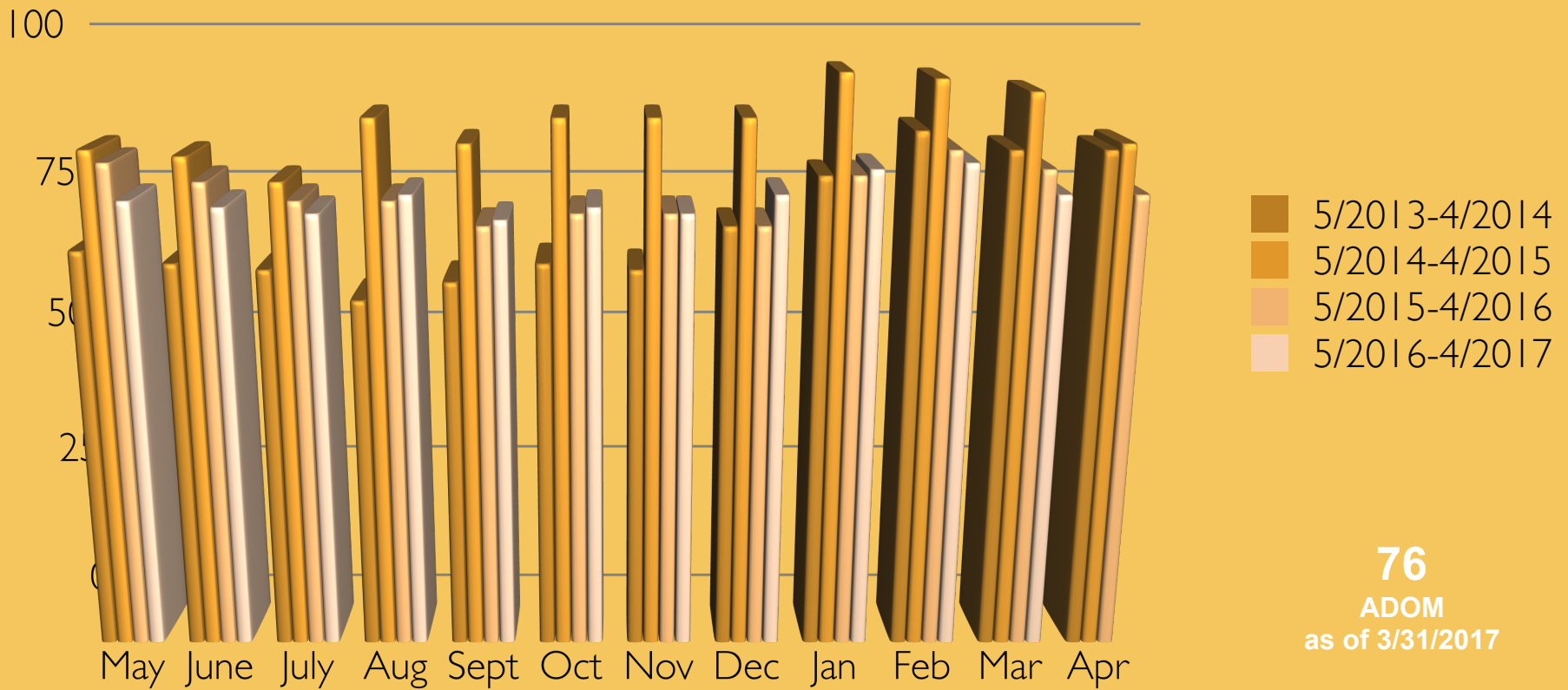
Average List Price to Sales Price Ratio



Average Sales Price



Average Days on Market



Statistical Market Summary

	<u>Last Month</u>	<u>Last Year</u>
Active Listings	↓ 0.1%	↓ 12.8%
Pending Listings	↑ 9.6%	↑ 3.1%
Sold Listings	↑ 29.4%	↑ 7.5%
Average Days on Market	↓ 6.2%	↓ 5.0%
Average Sales Price	↑ 0.9%	↑ 6.7%

What Sellers and Buyers Need to Know

Sellers:

We continue to see a nice increase in contracts written! This may start to dwindle as we exit our peak season and down-payment assistance programs reaching an end to their available funds. Remember, “pretty homes” sell faster and for more money...have your home in tip-top shape to secure the best offer(s) from potential buyers.

Buyers:

Despite concerns, interest rates continued to remain relatively stable over the last 30 days, but we expect to see gradual increases throughout the year. More than 24% of the sales last month involved cash buyers, so a reminder to Buyers with a loan...you will often get a good price or good terms (concessions/contingencies), but rarely both. Be prepared to write your offer accordingly.

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.

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