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# Maricopa County Real Estate Report:

## A Monthly Overview of Market Statistics



**August 2015**

Information gathered from ARMLS on 9/3/2015 unless otherwise noted. Includes all Maricopa County and other areas serviced by ARMLS.

# August Sales by Transaction Type



# Sales by Loan Type

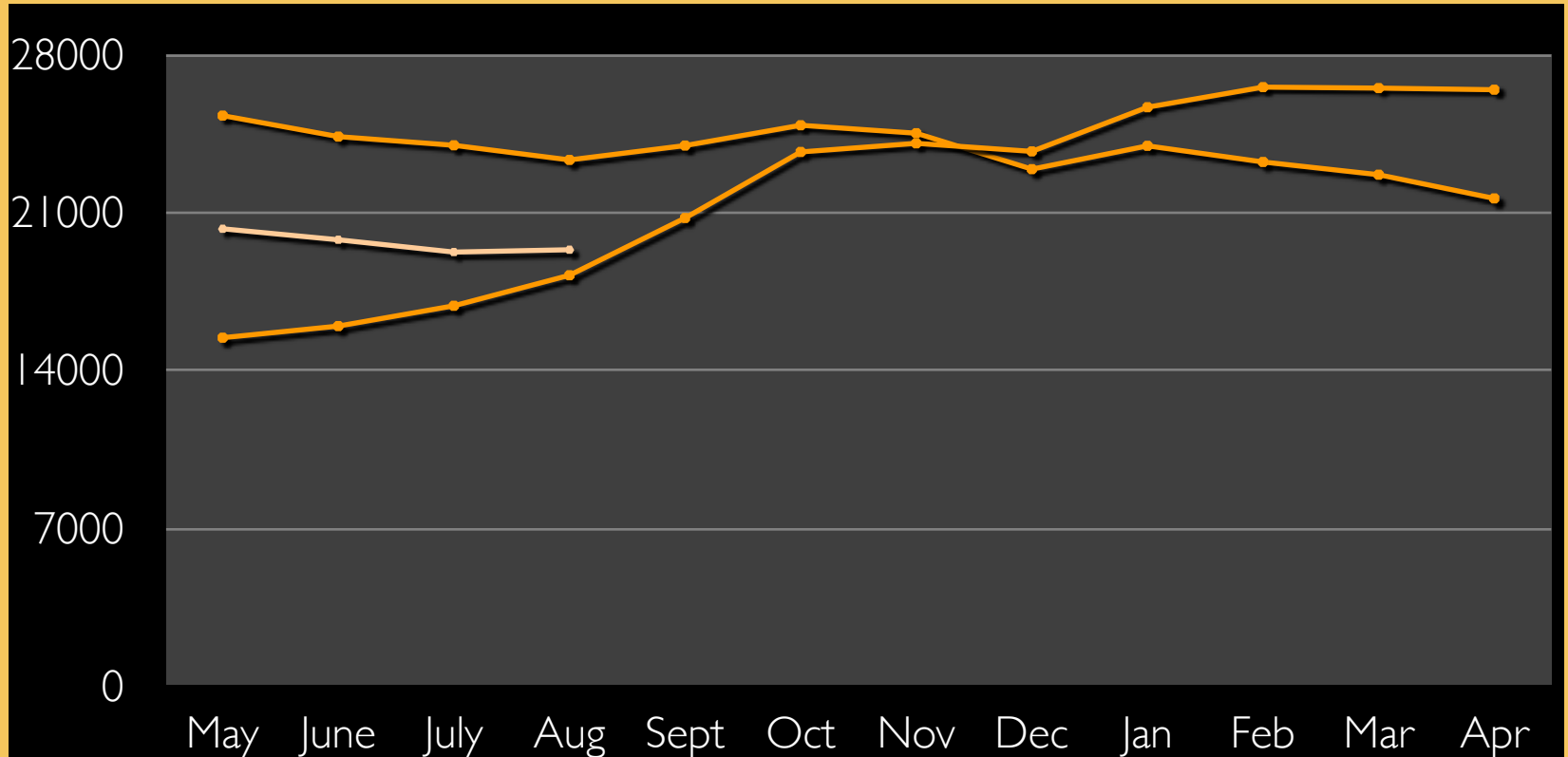
➤ Total Sales 8/1-8/31	7,075
➤ Total Cash Sales	1,628
➤ Total Conventional	3,040
➤ Total FHA	1,817
➤ Total VA	544

# Today's Mortgage Rates

30 Year Fixed (Con)	3.99%
15 Year Fixed (Con)	3.25%
30 Year FHA	3.75%
Jumbo Loan	3.81%
5/1 ARM	2.98%

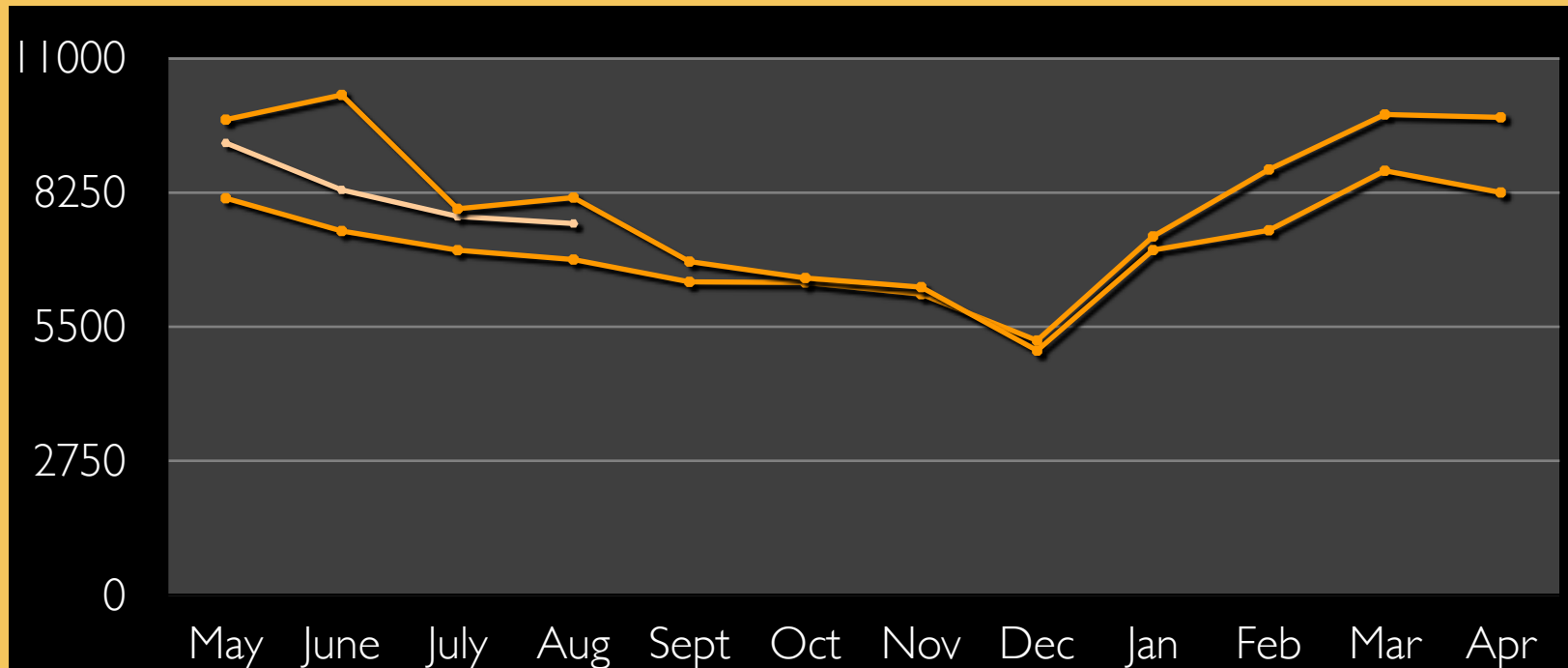
Rates as of 9/3/2015  
Provided by Mortgage News Daily

# Active Listings by Month

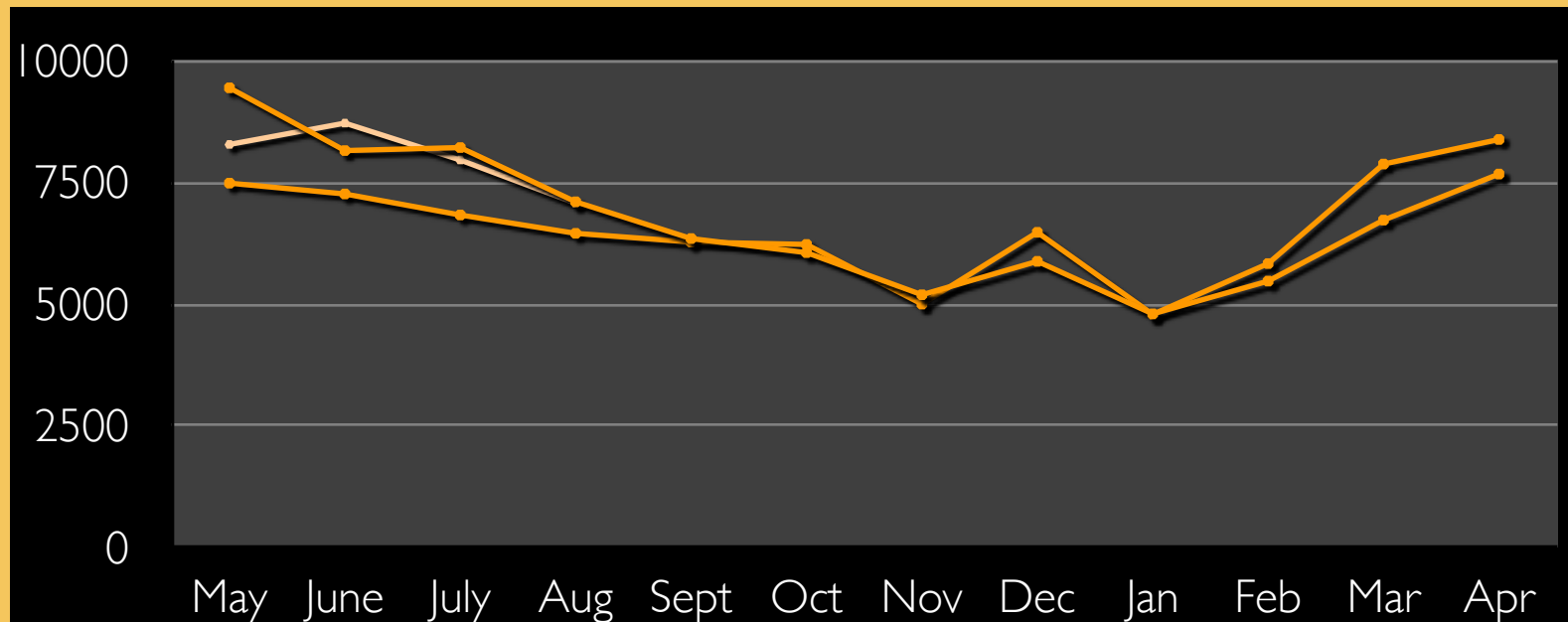


\* Reflects ALL active inventory as of month end, not just newly listed properties.

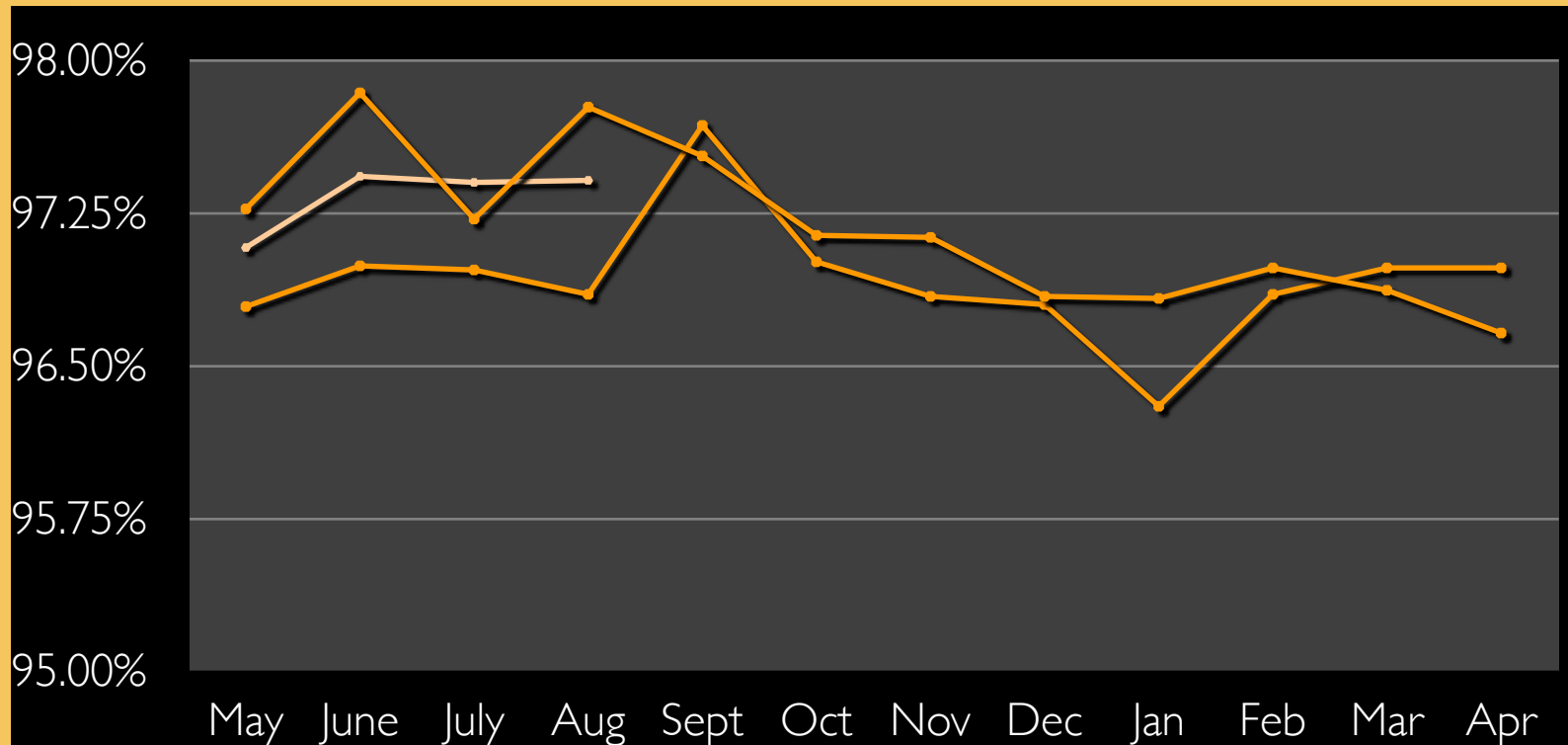
# Pending Listings by Month



# Closed Sales by Month

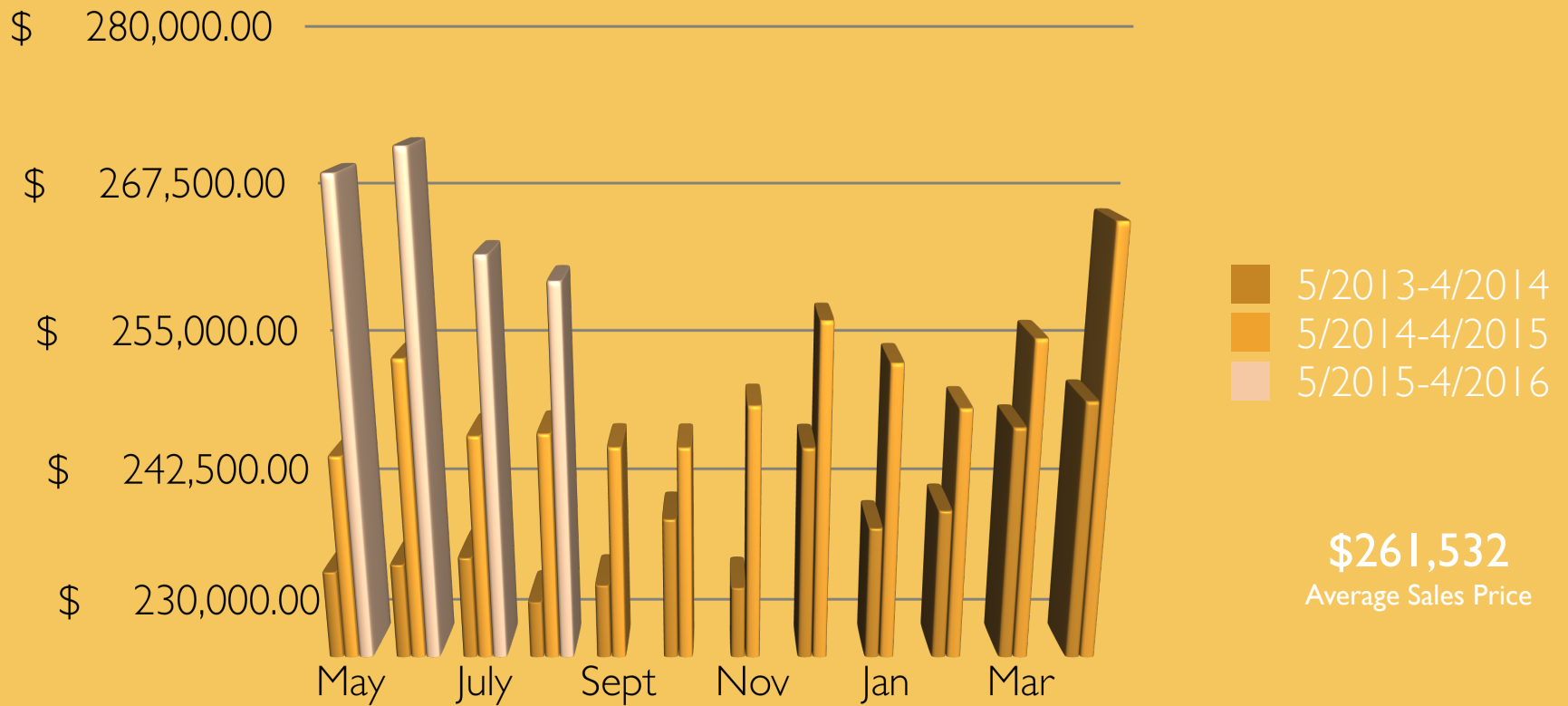


# Average List Price to Sales Price Ratio

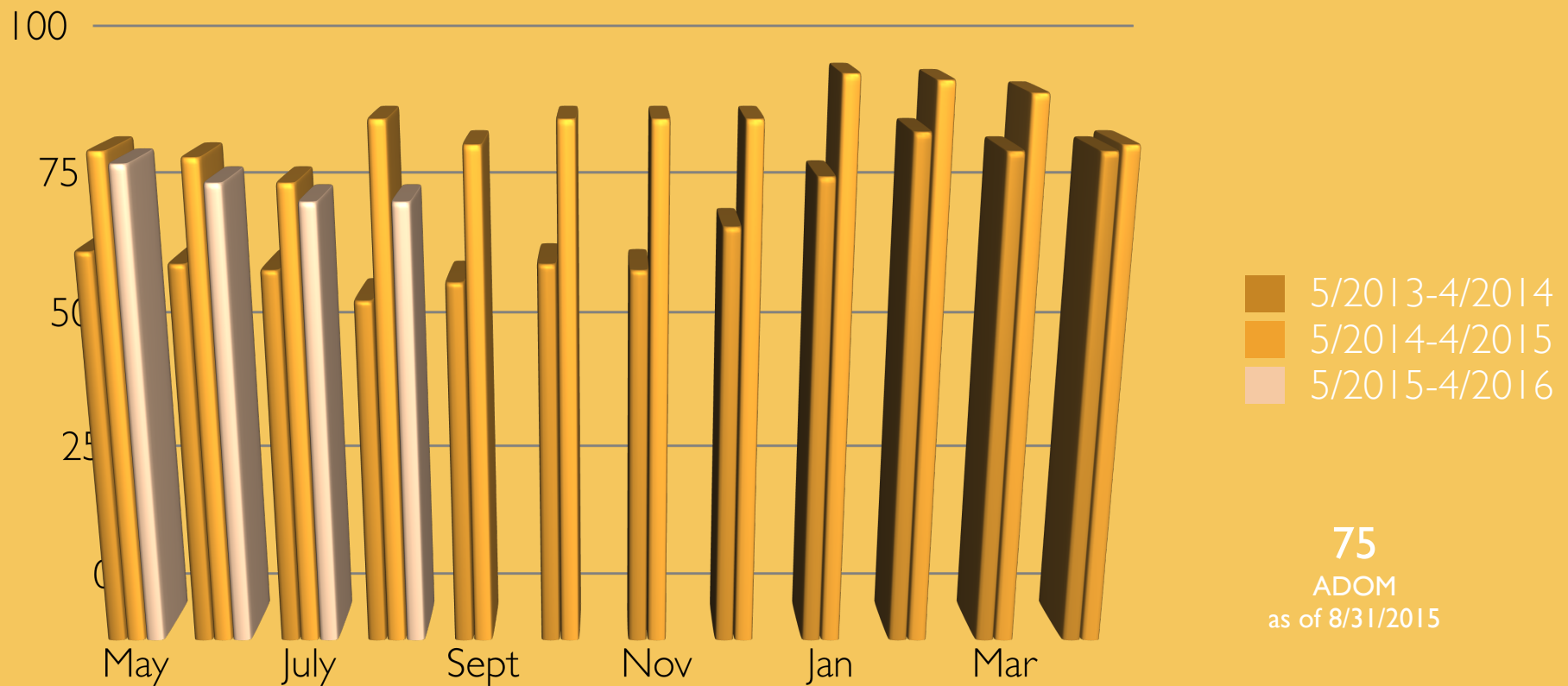




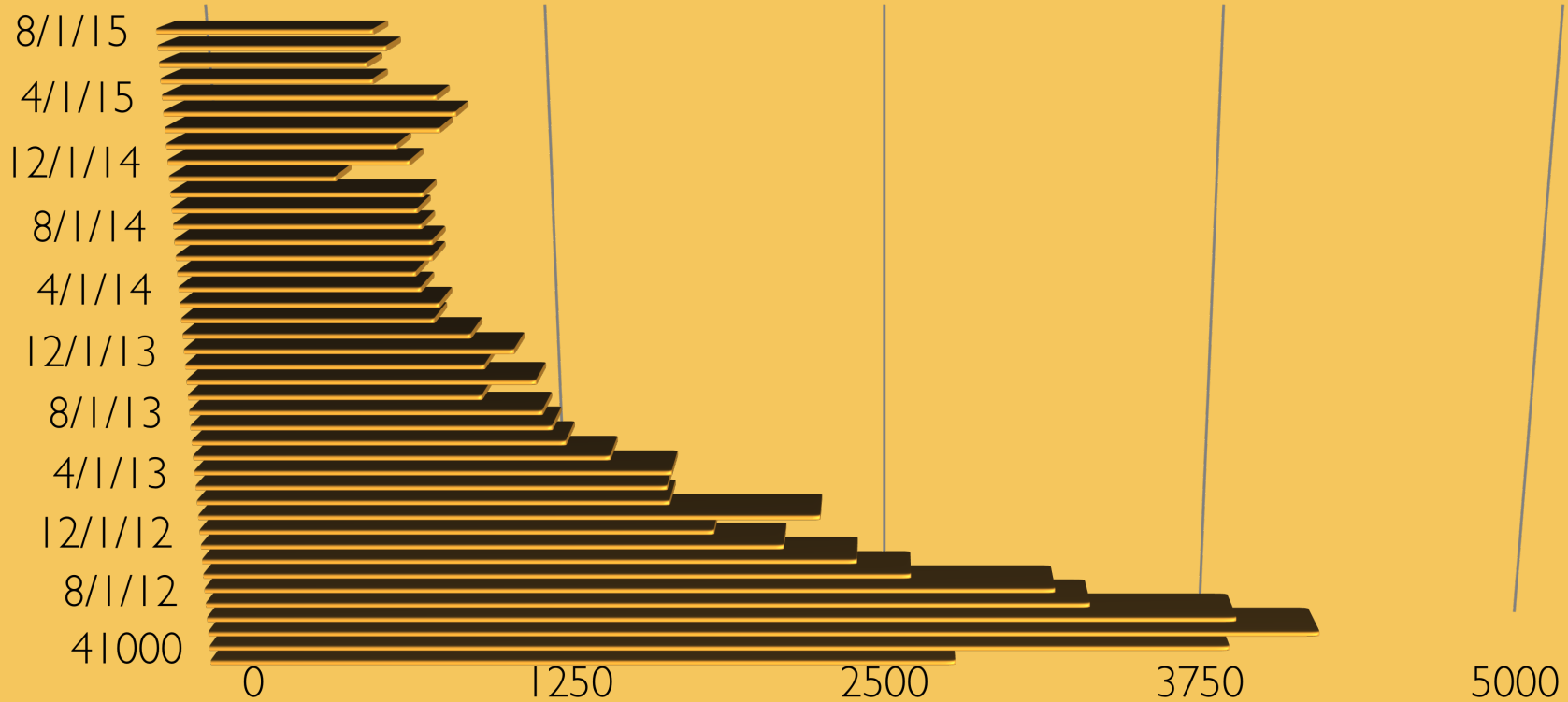
# Average Sales Price



# Average Days on Market












# Notice of Default Filings



**744**

**NODs Filed in August**

# Statistical Market Summary

	<u>Last Month</u>	<u>Last Year</u>
Active Listings	 0.6%	 17.1%
Pending Listings	1.9% 	9.7% 
Sold Listings	 11.2%	 8.8%
Average Days on Market	0.0%	 14.8%
Average Sales Price	0.8% 	4.7% 

# What Sellers and Buyers Need to Know

## Sellers:

Historically, our market is cyclical, and we are generally leaving our peak season by the end of July. However, we are experiencing an unusual amount of activity for this time of year...take advantage of it! Pricing has remained relatively stable for over a year, so please be realistic in your list price and sales expectations.

## Buyers:

Inventory is still low, and you may find yourself in multiple offer situation. Be realistic in your negotiation strategies! Low-ball offers will not win you any homes. The good news is that interest rates are still low!

Summary = it's a good time to sell, AND it's a good time to buy!!

# Thank You!

We 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 us for area-specific market data or for information about buying or selling a home.

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