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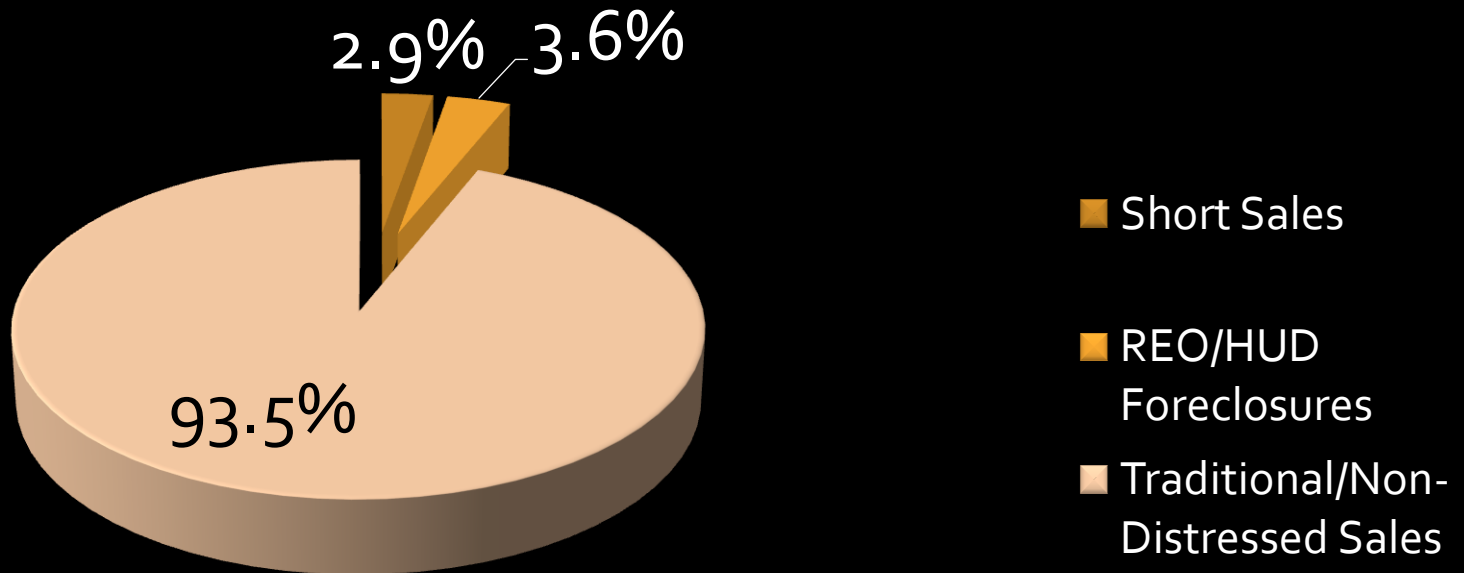
Maricopa County Real Estate Report:

A Monthly Overview of Market Statistics



May 2015

May Sales by Transaction Type



Sales by Loan Type

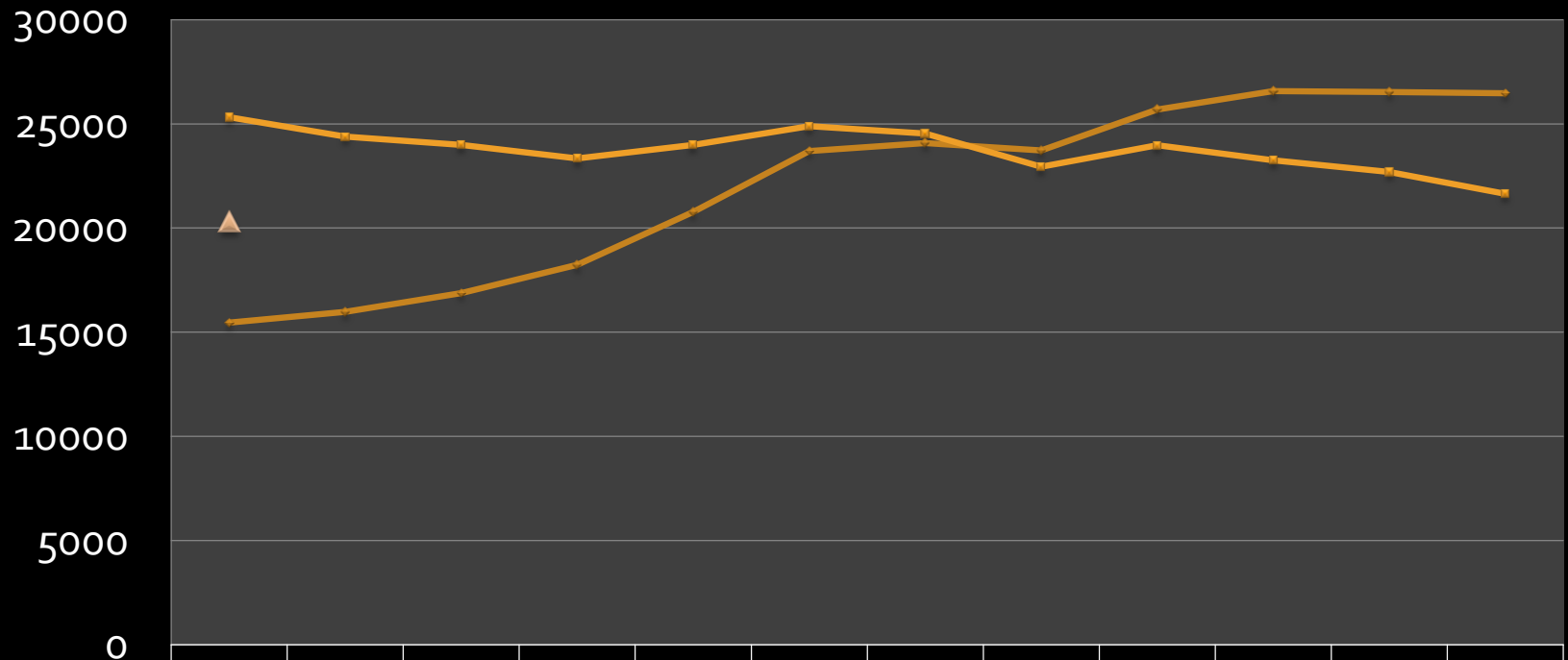
➤ Total Sales 5/1-5/31	8,282
➤ Total Cash Sales	2,026
➤ Total Conventional	3,511
➤ Total FHA	2,134
➤ Total VA	540

Today's Mortgage Rates

30 Year Fixed (Con)	4.08%
15 Year Fixed (Con)	3.31%
30 Year FHA	3.75%
Jumbo Loan	3.90%
5/1 ARM	3.00%

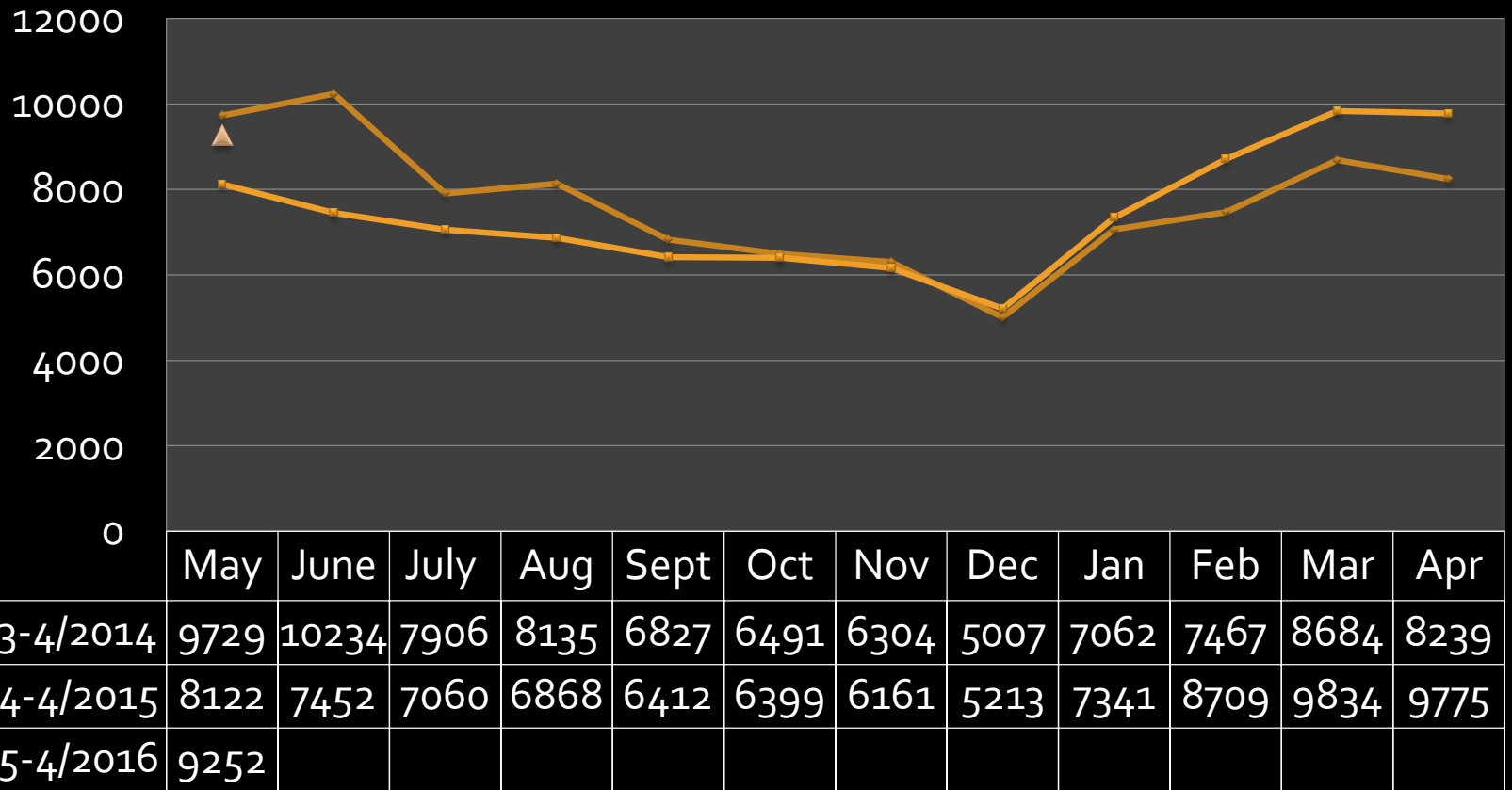
Rates as of 6/4/2015
Provided by Mortgage News Daily

Active Listings by Month

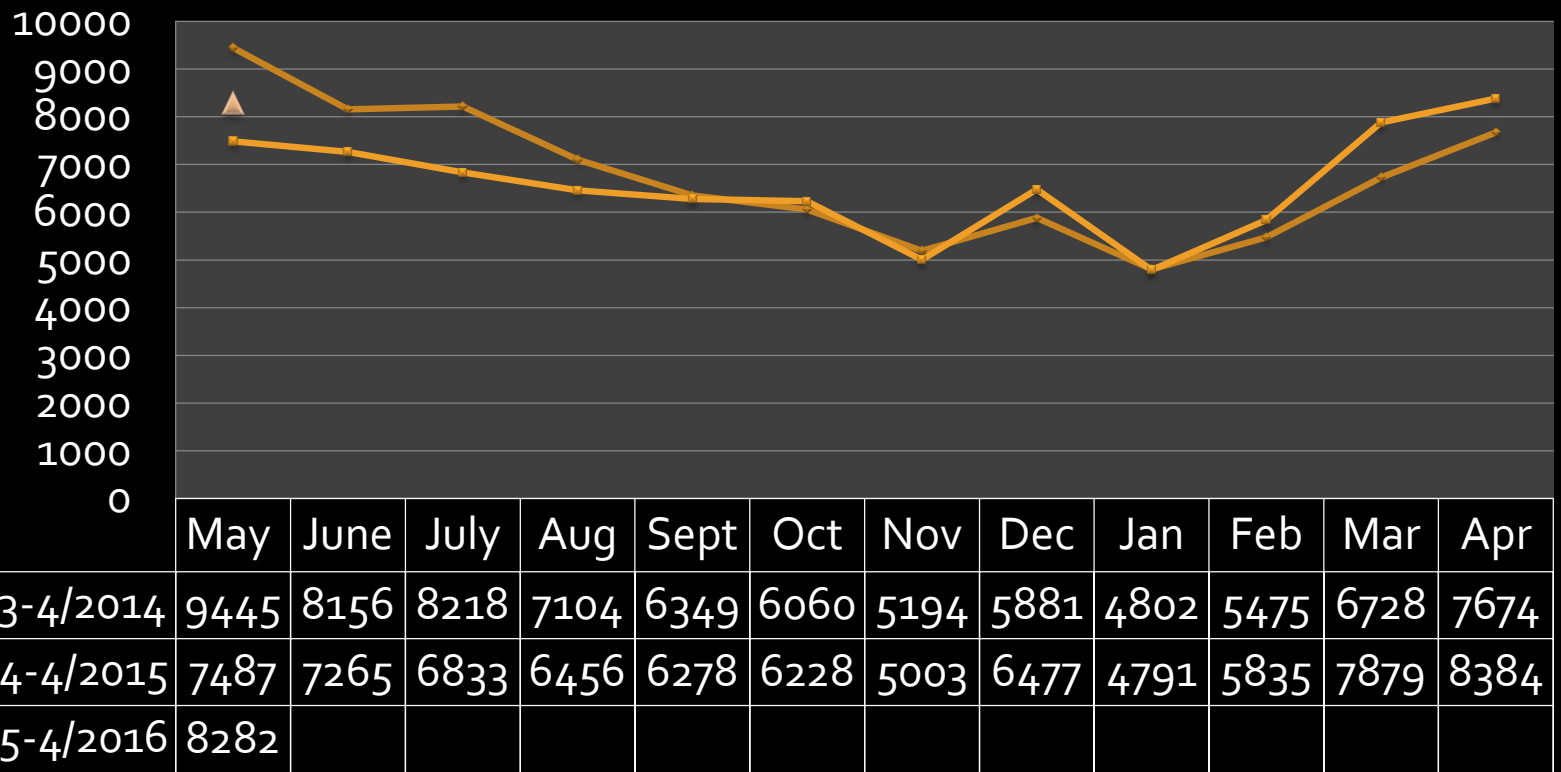


* Reflects ALL active inventory as of month end, not just newly listed properties.

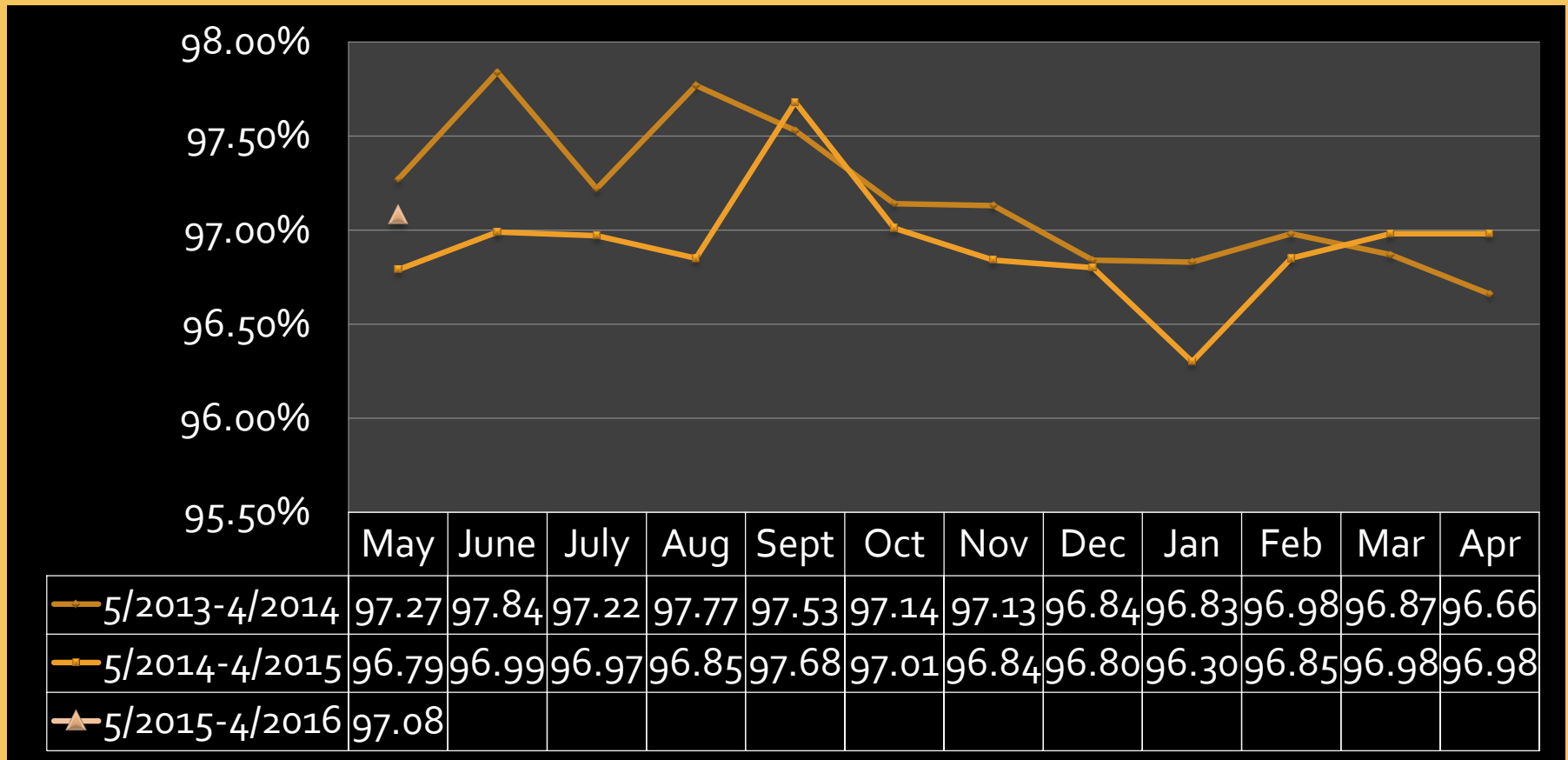
Pending Listings by Month



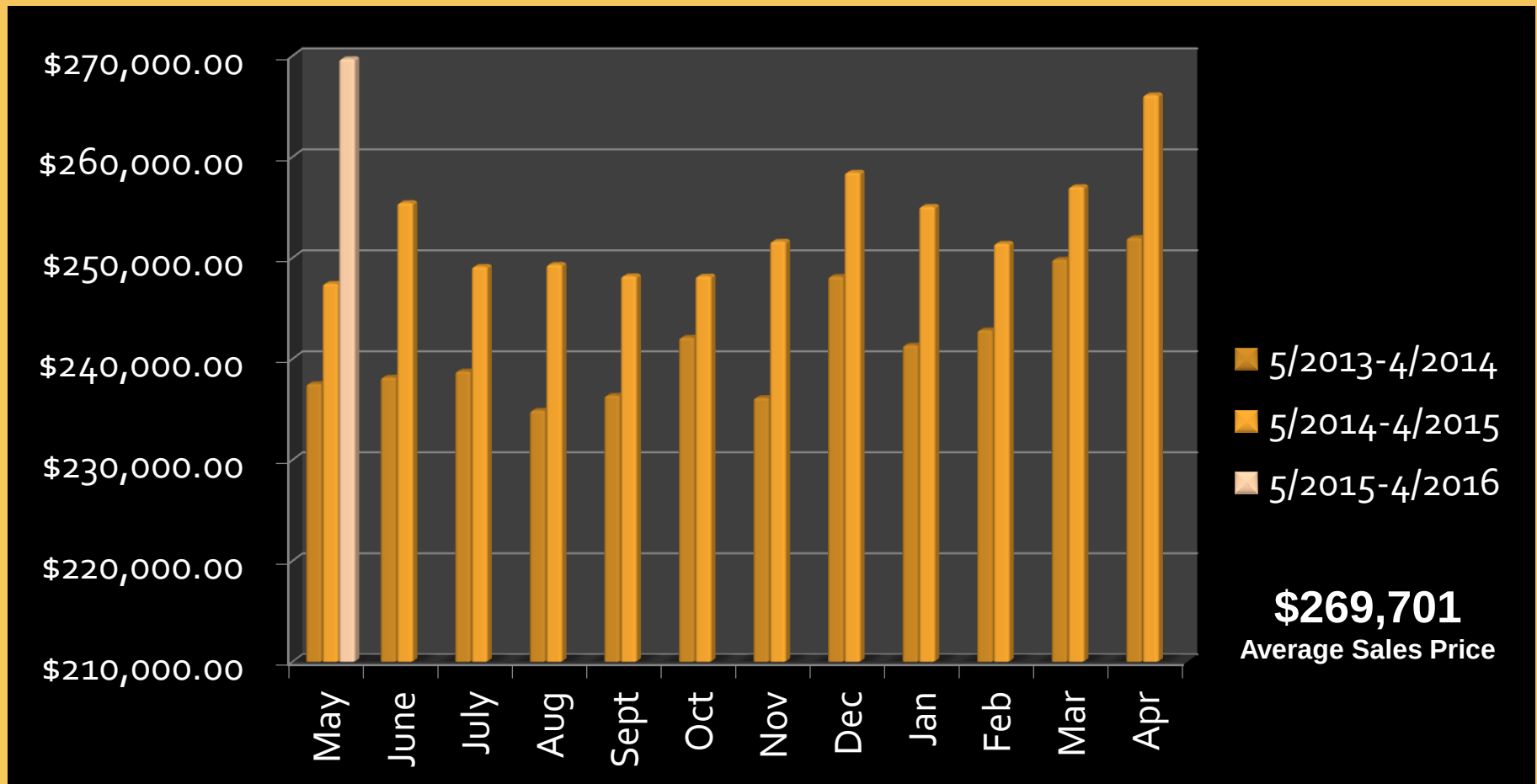
Closed Sales by Month



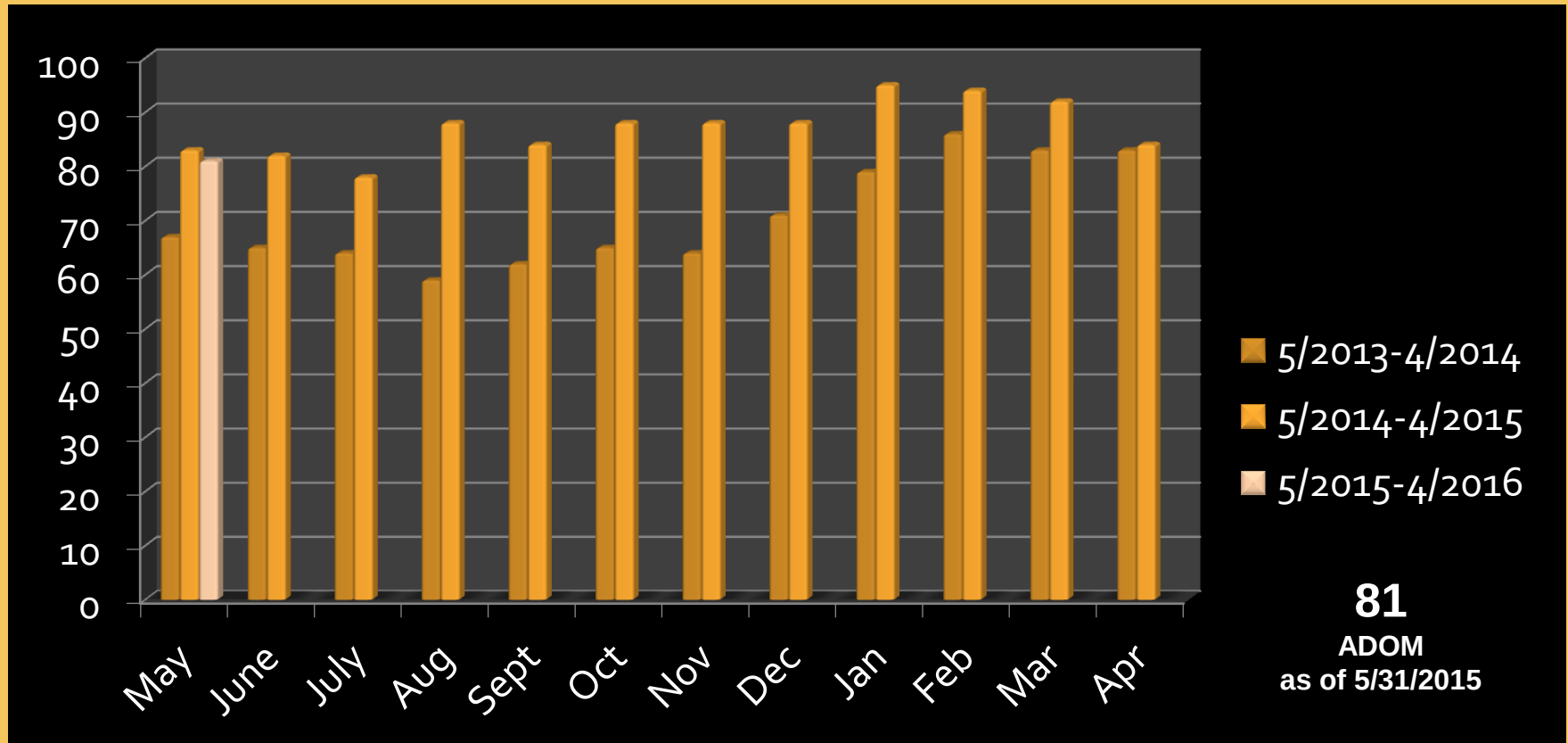
Average List Price to Sales Price Ratio



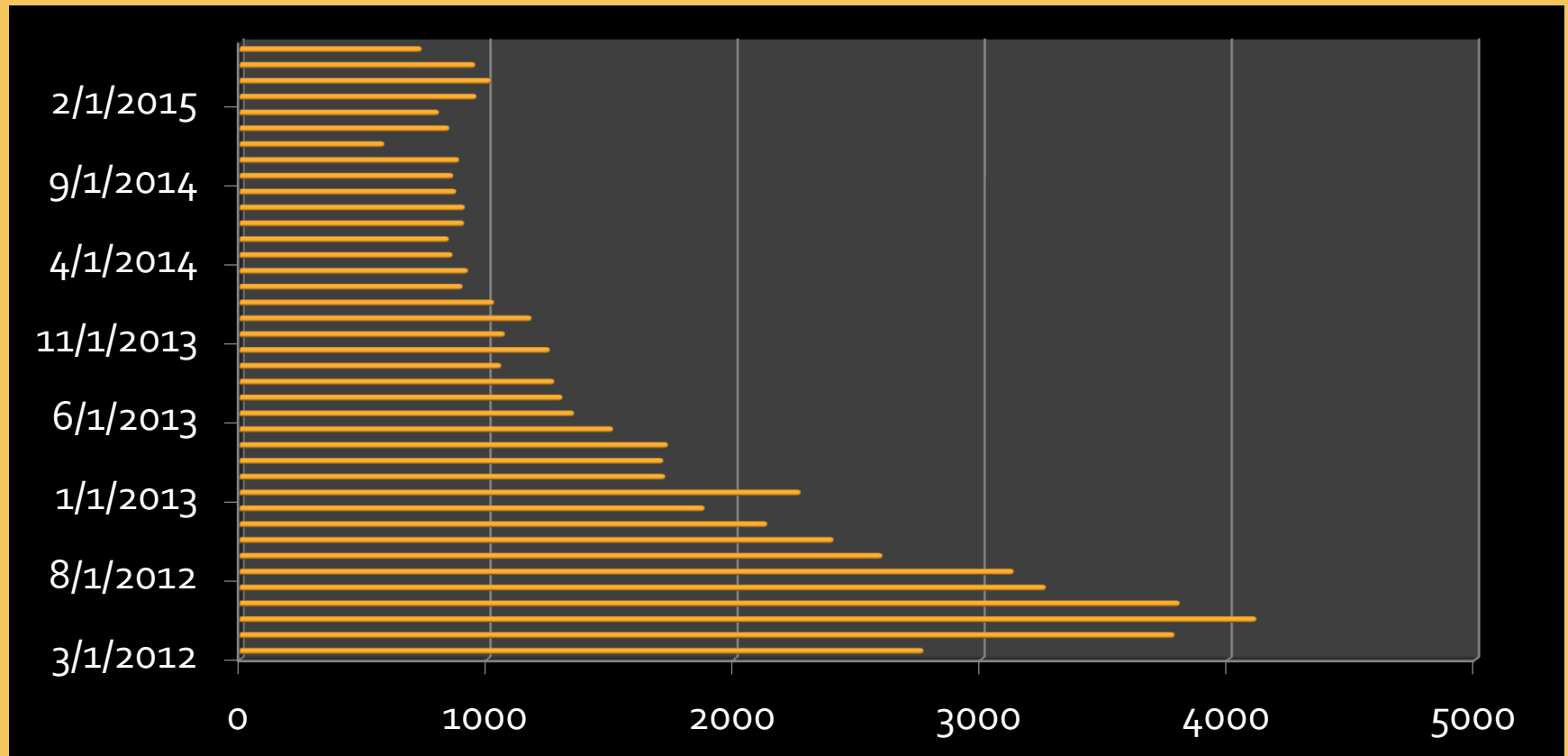
Average Sales Price



Average Days on Market



Notice of Default Filings



733

NODs Filed in May

Statistical Market Summary

	<u>Last Month</u>	<u>Last Year</u>
Active Listings	 6.3%	 19.9%
Pending Listings	 5.4%	 12.3%
Sold Listings	 1.3%	 9.6%
Average Days on Market	 3.6%	 2.5%
Average Sales Price	 1.4%	 8.2%

What Sellers and Buyers Need to Know

Sellers:

As inventory continues to decrease, we will shift into more of a “seller’s market.” TAKE ADVANTAGE of this, as it will likely be short-lived and we can expect to start shifting back by the end of this month. Concessions are common among financed buyers, so be prepared to pay those. Pricing has remained relatively stable for over a year...please don’t expect the home you bought in 2014 to be worth \$50,000 more than you paid for it!

Buyers:

Inventory has been gradually decreasing, and you may find yourself in multiple offer situation. So be realistic in your negotiation strategies! Sellers are more negotiable than they were a year ago, but low-ball offers will not win you any homes.

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.