



| REALTY**ONE**GROUP
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Maricopa County Real Estate Report:

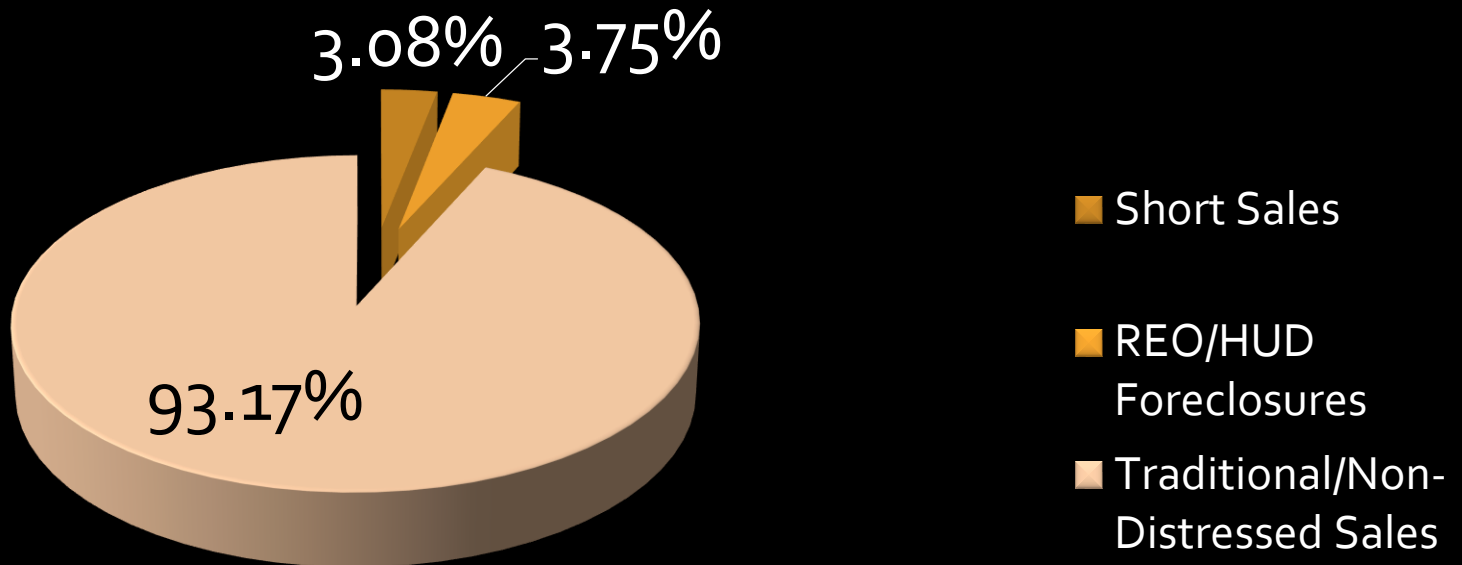
A Monthly Overview of Market Statistics



September 2015

Information gathered from ARMLS on 10/3/2015 unless otherwise noted. Includes all Maricopa County and other areas serviced by ARMLS.

September Sales by Transaction Type



Sales by Loan Type

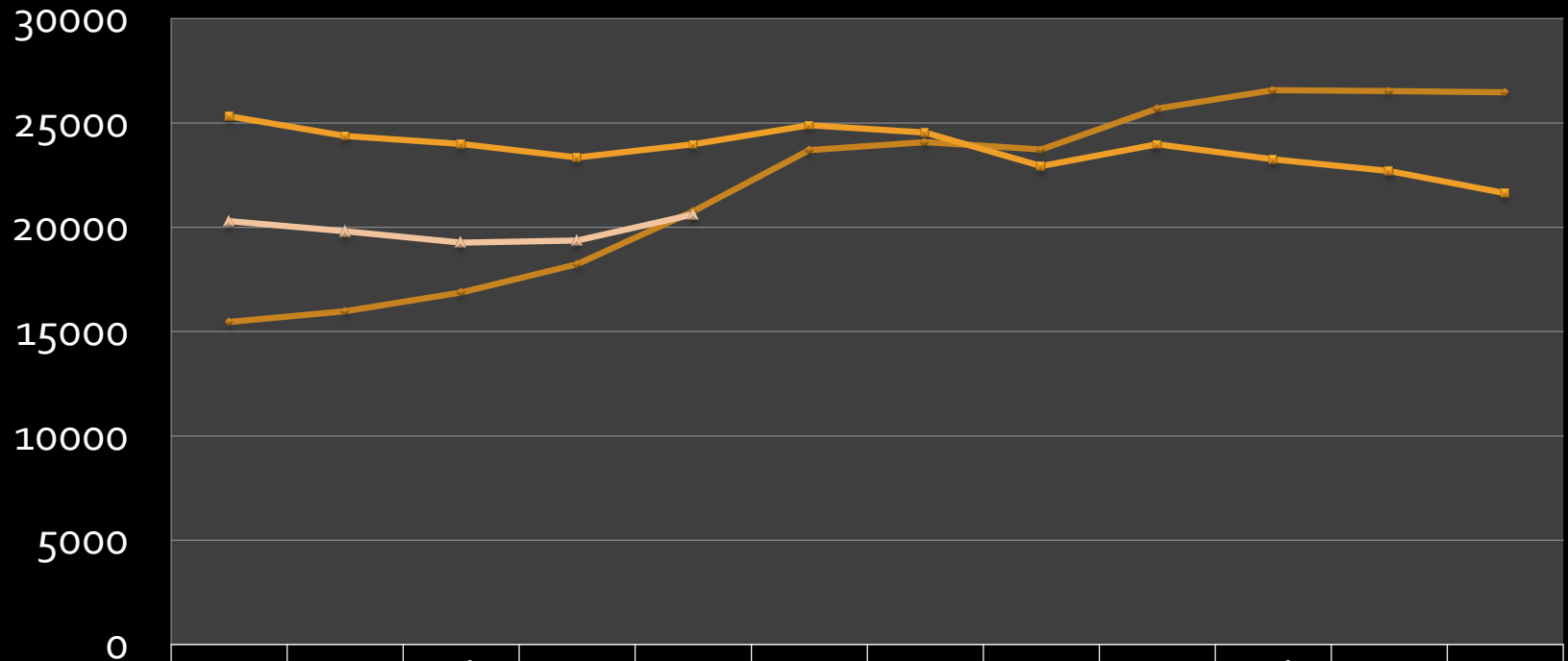
➤ Total Sales 9/1-9/30	6,977
➤ Total Cash Sales	1,594
➤ Total Conventional	3,066
➤ Total FHA	1,768
➤ Total VA	501

Today's Mortgage Rates

30 Year Fixed (Con)	3.77%
15 Year Fixed (Con)	3.06%
30 Year FHA	3.40%
Jumbo Loan	3.55%
5/1 ARM	2.91%

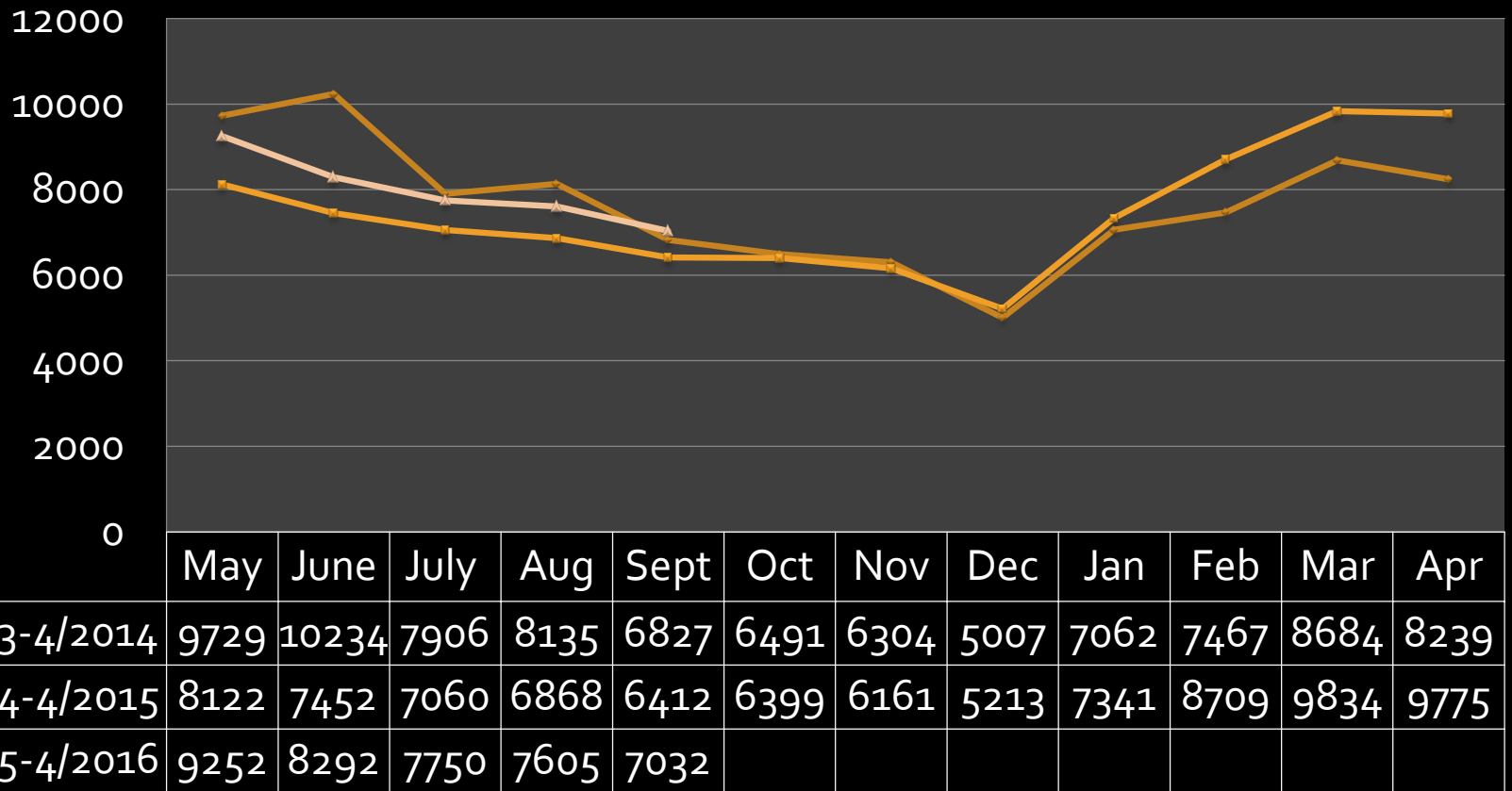
Rates as of 10/3/2015
Provided by Mortgage News Daily

Active Listings by Month



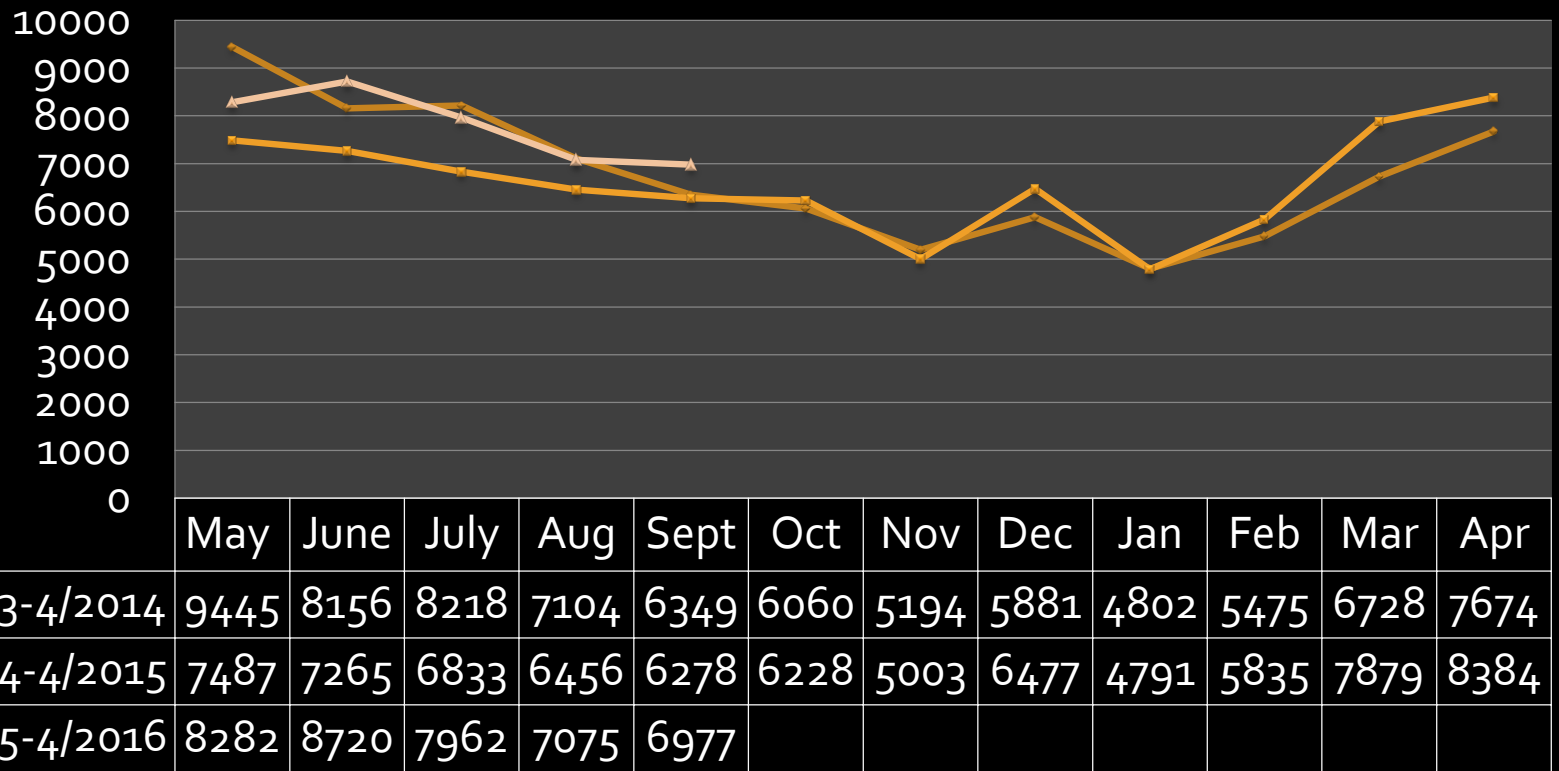
* Reflects ALL active inventory as of month end, not just newly listed properties.

Pending Listings by Month

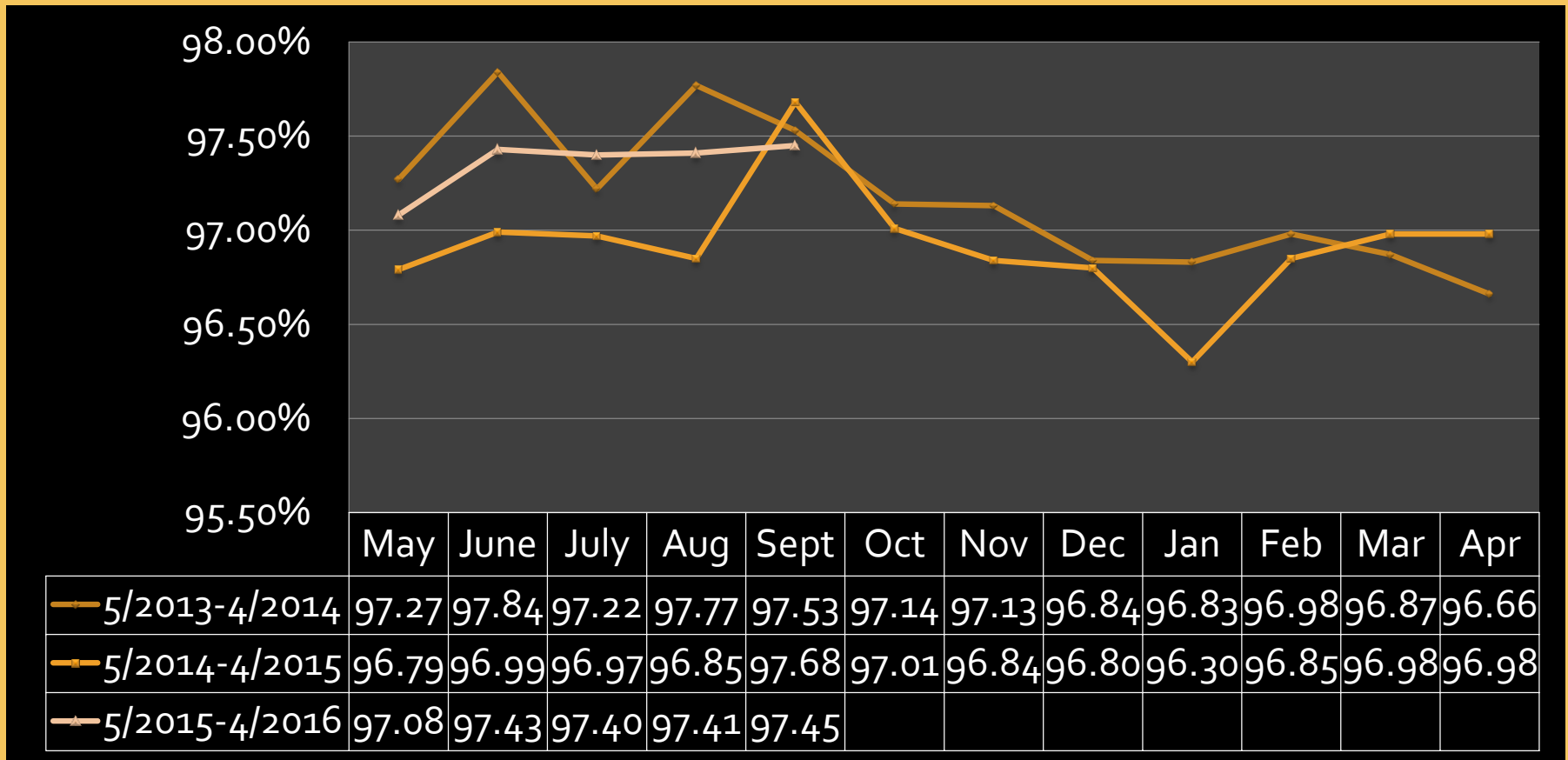


* Reflects date that status changed to pending or UCB

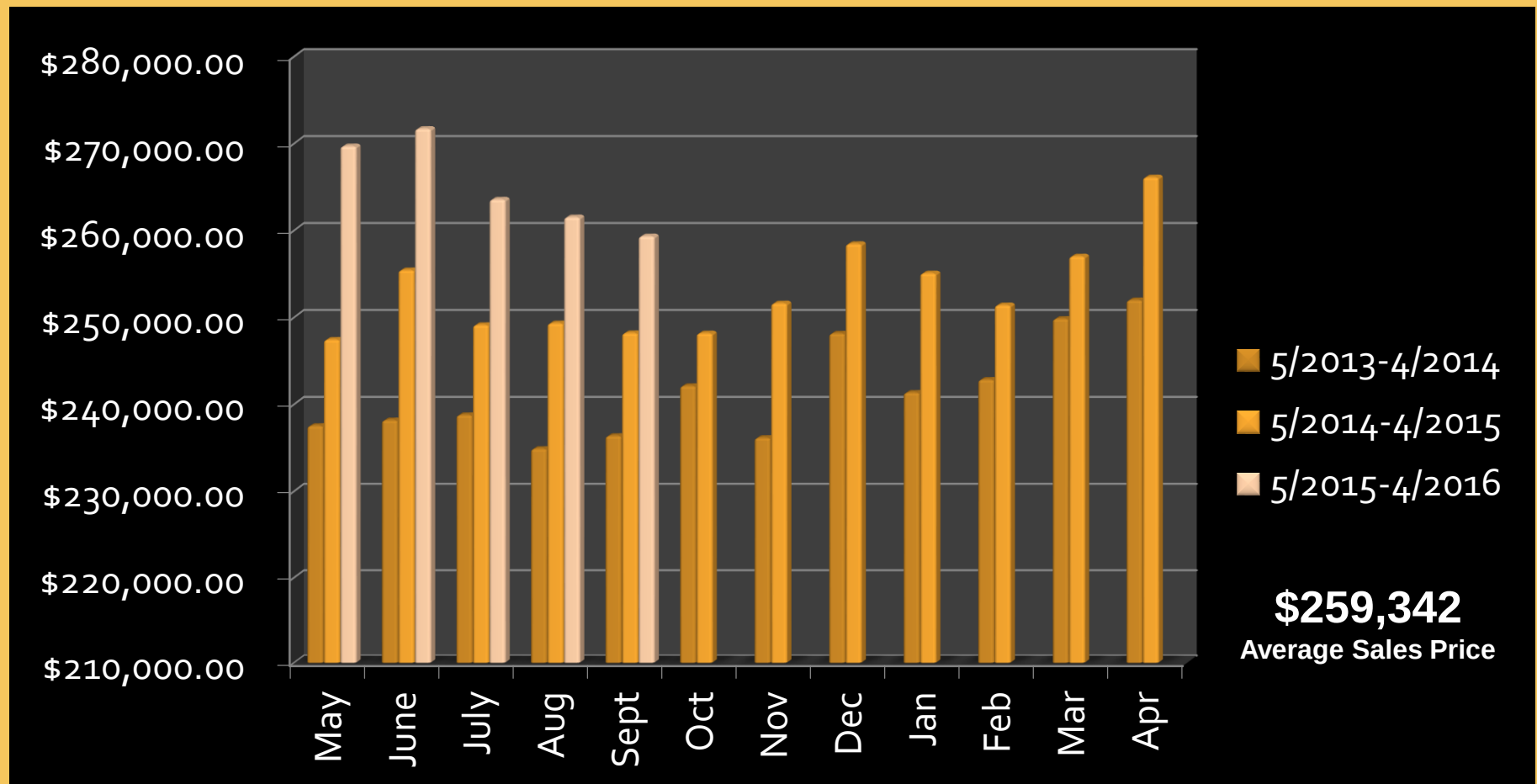
Closed Sales by Month



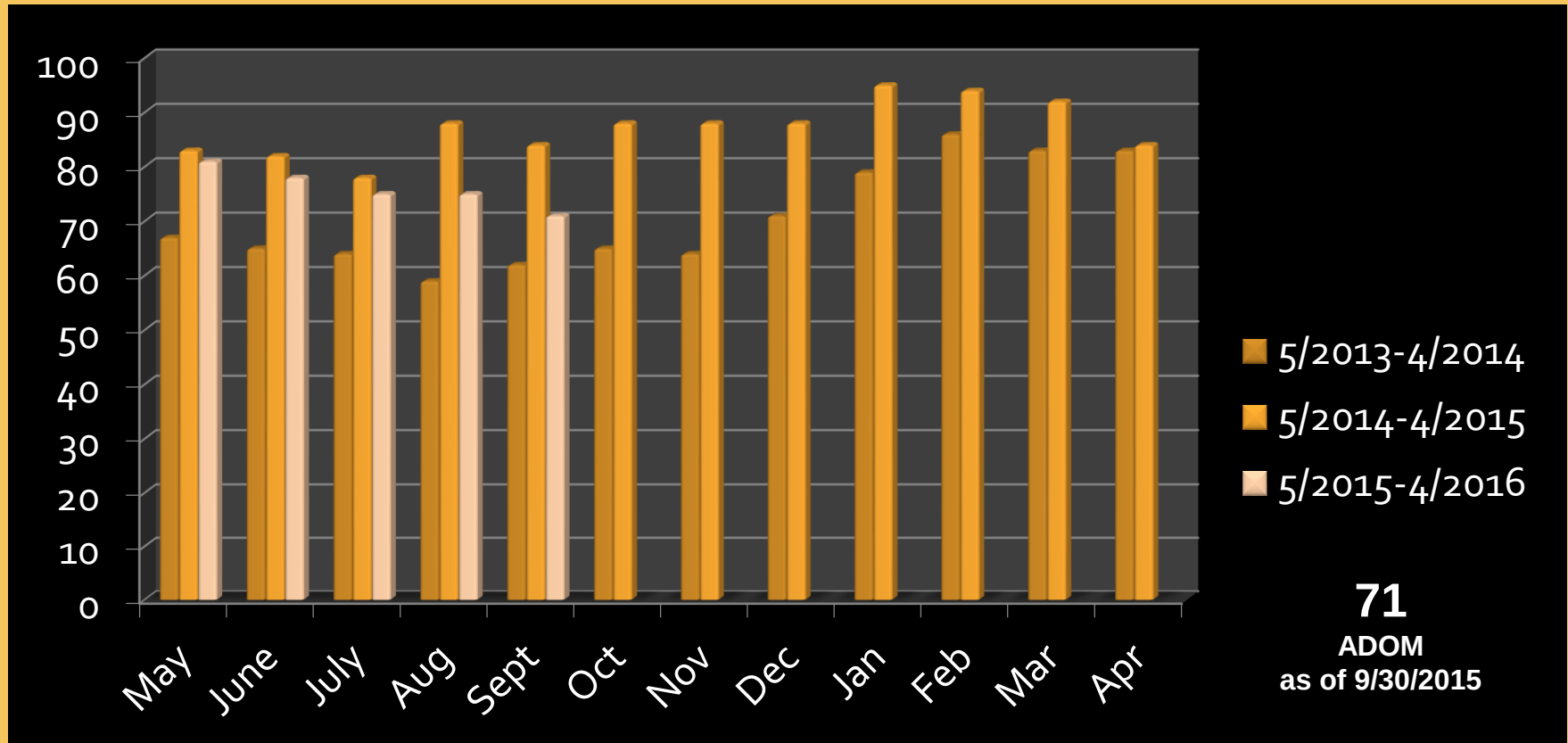
Average List Price to Sales Price Ratio



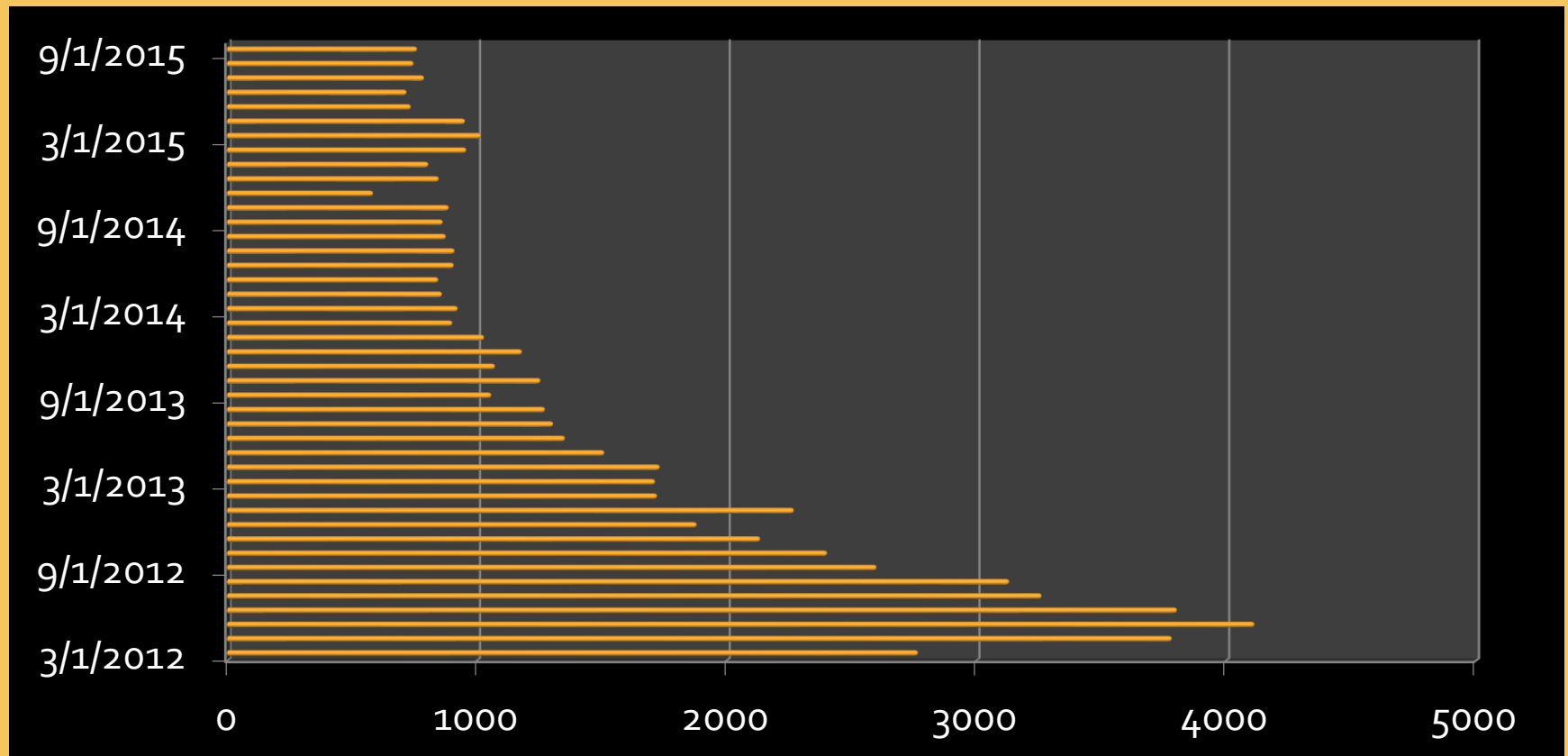
Average Sales Price



Average Days on Market



Notice of Default Filings



758

NODs Filed in September

Statistical Market Summary

	<u>Last Month</u>	<u>Last Year</u>
Active Listings	 6.1%	 14.1%
Pending Listings	 7.6%	 8.9%
Sold Listings	 1.4%	 10.1%
Average Days on Market	 5.4%	 15.5%
Average Sales Price	 0.9%	 4.3%

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!

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.