

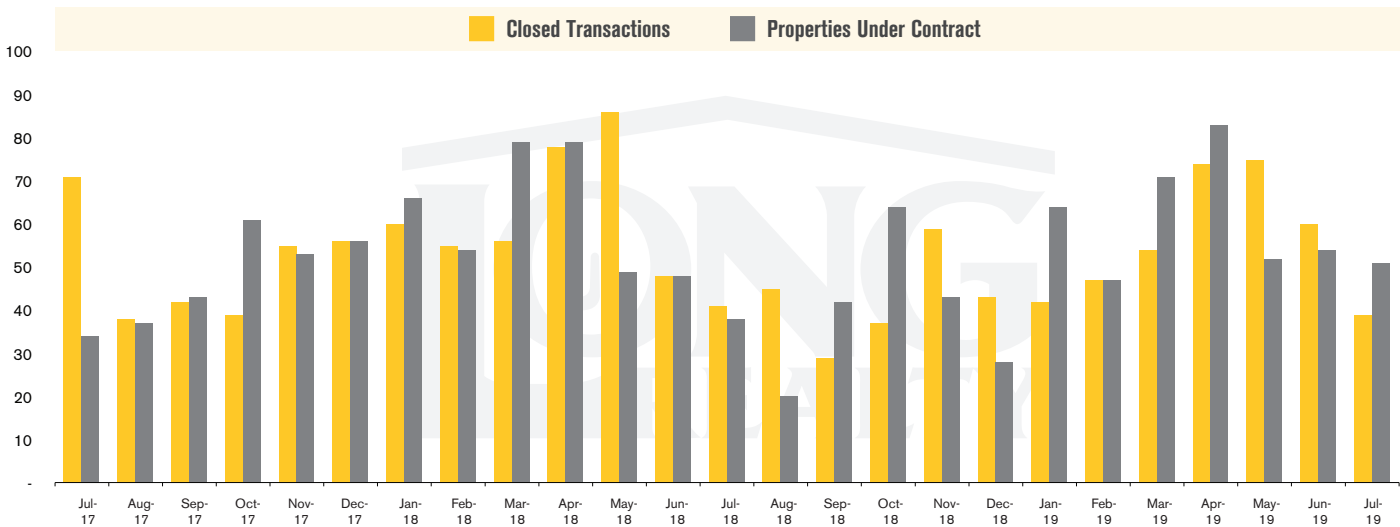
THE HOUSING REPORT



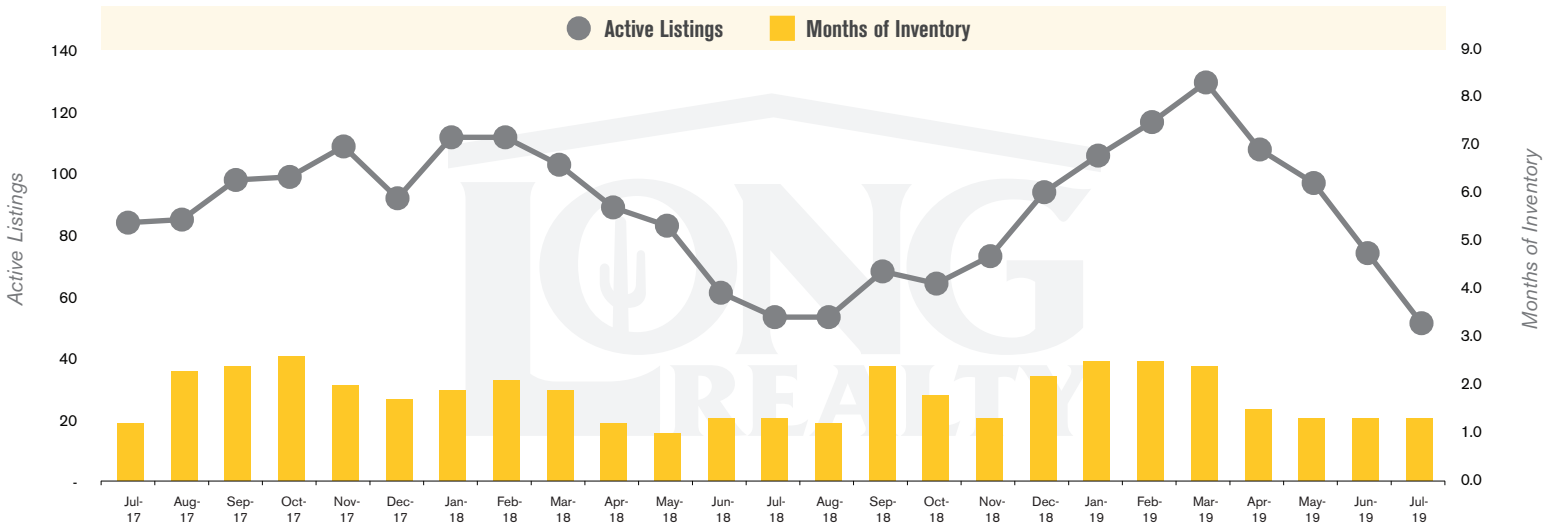
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In the Sun City Grand area, July 2019 active inventory was 52, a 4% decrease from July 2018. There were 39 closings in July 2019, a 5% decrease from July 2018. Year-to-date 2019 there were 395 closings, a 7% decrease from year-to-date 2018. Months of Inventory was 1.3, unchanged from 1.3 in July 2018. Median price of sold homes was \$316,500 for the month of July 2019, up 7% from July 2018. The Sun City Grand area had 51 new properties under contract in July 2019, up 34% from July 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (SUN CITY GRAND)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (SUN CITY GRAND)



Jerry and Marcia File, Life is Good in Arizona Team
 (623) 628-1328 | JFile@LongRealty.com

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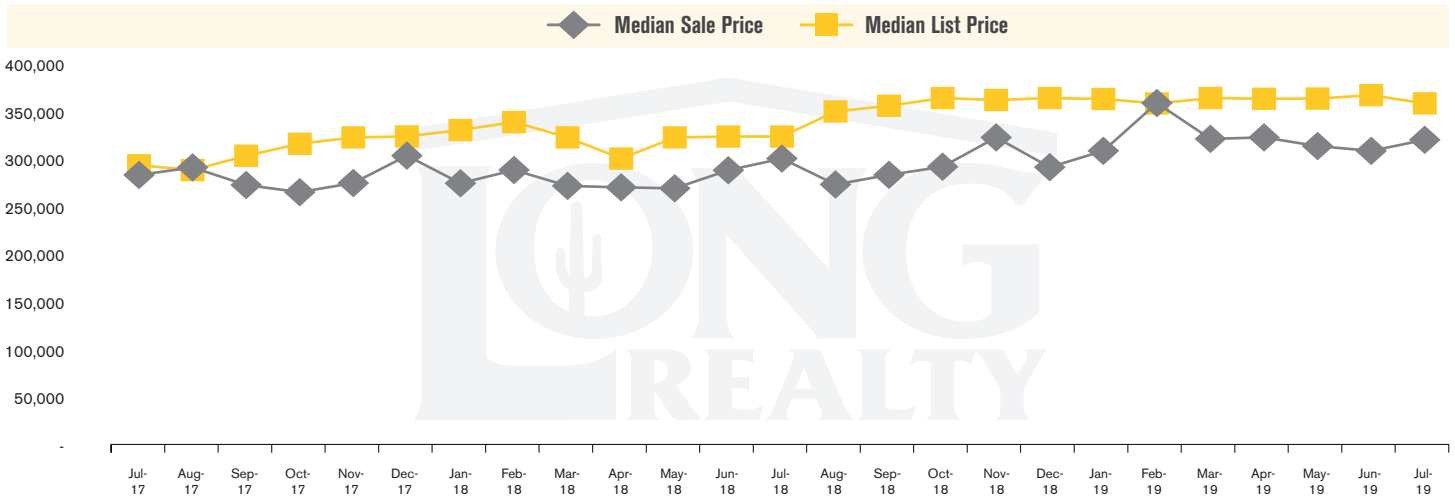
Properties under contract and Home Sales data is based on information obtained from the ARMLS using Brokermetrics software. All data obtained 08/05/2019 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (SUN CITY GRAND)

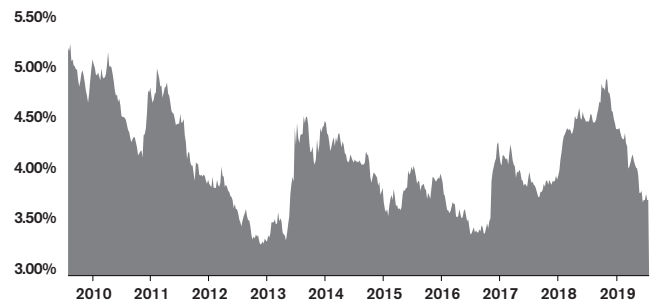


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (SUN CITY GRAND)

Year	Median Price	Int. Rate	MO. Payment
2006	\$305,000	6.140%	\$1,763.36
2018	\$297,000	4.530%	\$1,434.65
2019	\$316,500	3.770%	\$1,395.89

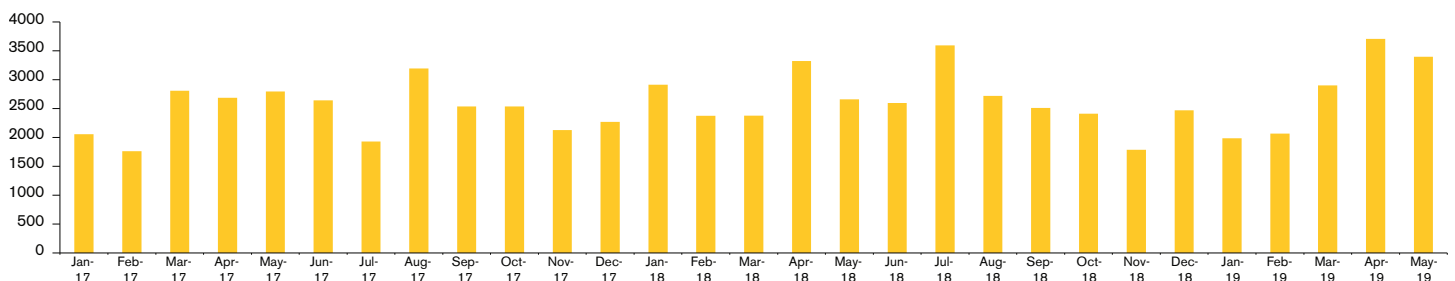
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE

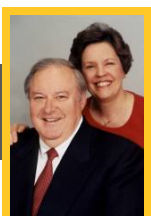


Source: FreddieMac.com

NEW SINGLE FAMILY HOME PERMITS (PHOENIX METRO)



For May 2019, new home permits were **up 3%** year-to-date from 2018.



Jerry and Marcia File, Life is Good in Arizona Team
(623) 628-1328 | JFile@LongRealty.com

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These statistics are based on information obtained from ARMLS and using Brokermetrics software on 08/05/2019. New home permits are based on information obtained from the University of Arizona Eller College of Management, Economic and Business Research Center. Information is believed to be reliable, but not guaranteed.

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MARKET CONDITIONS BY PRICE BAND (SUN CITY GRAND)

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19			
\$1 - 49,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$75,000 - 99,999	0	1	0	1	0	0	0	n/a	n/a	n/a
\$100,000 - 124,999	0	1	0	0	0	0	0	n/a	n/a	n/a
\$125,000 - 149,999	0	0	0	0	2	2	1	0.0	0.2	Seller
\$150,000 - 174,999	0	0	0	1	2	2	0	n/a	0.5	Seller
\$175,000 - 199,999	0	0	0	1	0	1	1	0.0	0.5	Seller
\$200,000 - 224,999	1	0	2	0	1	4	2	0.5	0.6	Seller
\$225,000 - 249,999	3	7	10	12	14	11	6	0.5	0.6	Seller
\$250,000 - 274,999	1	5	6	12	10	5	7	0.1	0.3	Seller
\$275,000 - 299,999	0	2	6	6	8	5	1	0.0	0.7	Seller
\$300,000 - 349,999	13	7	7	10	8	10	7	1.9	2.0	Seller
\$350,000 - 399,999	14	7	8	17	16	7	6	2.3	2.0	Seller
\$400,000 - 499,999	8	9	9	10	7	6	6	1.3	1.6	Seller
\$500,000 - 599,999	5	4	3	1	2	3	1	5.0	2.7	Seller
\$600,000 - 699,999	3	3	3	1	4	2	1	3.0	1.3	Seller
\$700,000 - 799,999	1	1	0	1	1	1	0	n/a	2.5	Seller
\$800,000 - 899,999	3	0	0	0	0	1	0	n/a	11.0	Buyer
\$900,000 - 999,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	0	0	0	1	0	0	0	n/a	n/a	n/a
TOTAL	52	47	54	74	75	60	39	1.3	1.6	Seller



Seller's Market



Slight Seller's Market



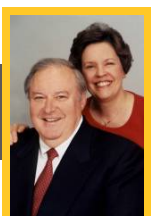
Balanced Market



Slight Buyer's Market



Buyer's Market



Jerry and Marcia File, Life is Good in Arizona Team
(623) 628-1328 | JFile@LongRealty.com

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Statistics based on information obtained from ARMLS and using Brokermetrics software on 08/05/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 05/01/2019-07/31/2019. Information is believed to be reliable, but not guaranteed.

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PHOENIX LUXURY

The luxury segment of the Phoenix housing market is represented by residential sales \$800,000 and above.

Data Obtained 08/05/2019 from ARMLS using BrokerMetrics software for all closed residential sales volume between 08/01/2018 – 07/31/2019 rounded to the nearest tenth of one percent and deemed to be correct.

CLOSED UNITS JAN-JUL ↗ 5.0%



UNDER CONTRACT JAN-JUL ↗ 11.0%



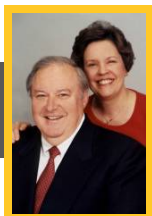
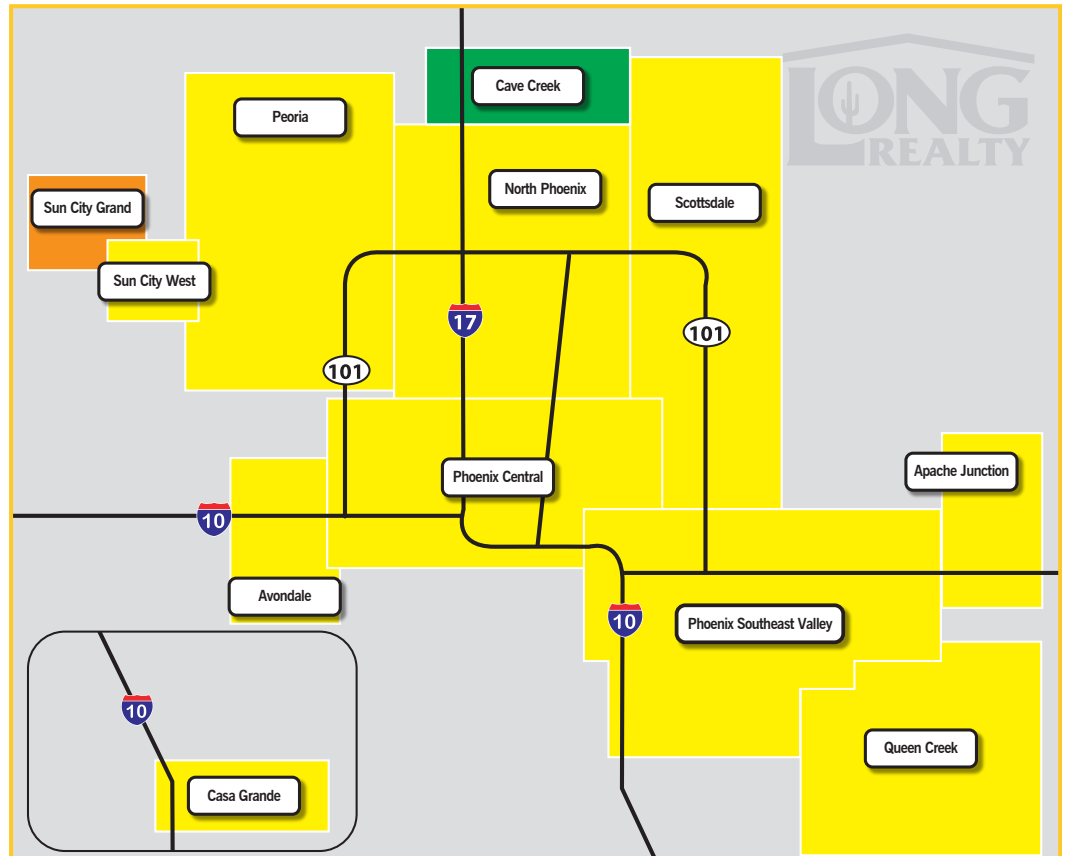
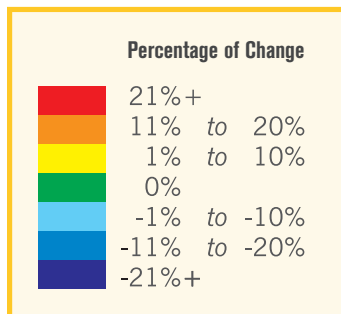
MONTHS OF INVENTORY ↘ 12.6%



CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(MAY 2018-JUL 2018 TO MAY 2019-JUL 2019)

Real Estate remains very localized and market conditions can vary greatly by not only geographic area but also by price range.



PLEASE FEEL FREE TO CONTACT ME FOR A MORE IN-DEPTH ANALYSIS.

Jerry and Marcia File, Life is Good in Arizona Team
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This heat map represents the percentage of change in Phoenix metro median sales prices from May 2018-July 2018 to May 2019-July 2019 by zip code. These statistics are based on information obtained from the ARMLS on 08/05/2019. Information is believed to be reliable, but not guaranteed.