

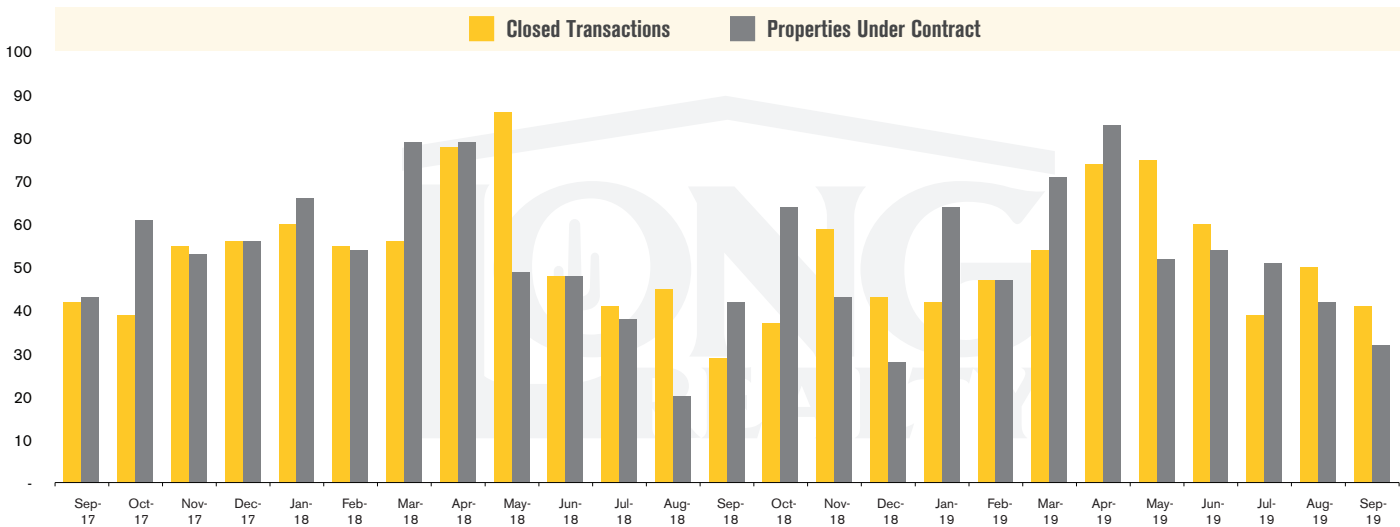
# THE HOUSING REPORT



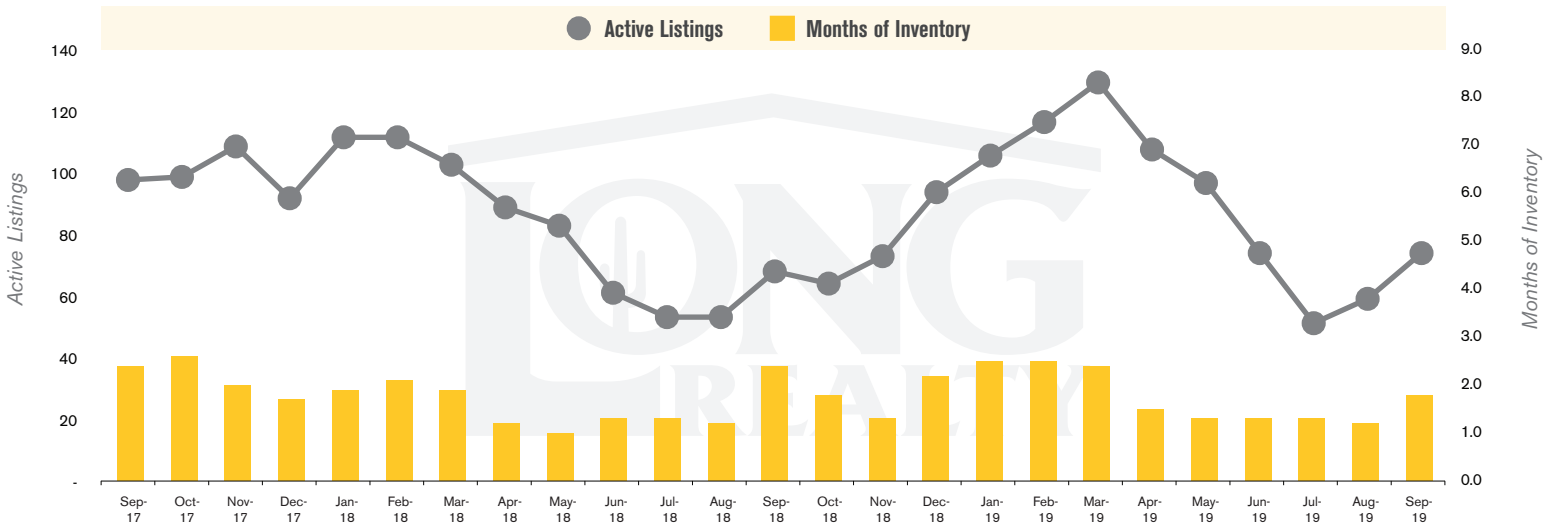
SUN CITY GRAND | OCTOBER 2019

In the Sun City Grand area, September 2019 active inventory was 75, a 9% increase from September 2018. There were 41 closings in September 2019, a 41% increase from September 2018. Year-to-date 2019 there were 488 closings, a 2% decrease from year-to-date 2018. Months of Inventory was 1.8, down from 2.4 in September 2018. Median price of sold homes was \$340,900 for the month of September 2019, up 22% from September 2018. The Sun City Grand area had 32 new properties under contract in September 2019, down 24% from September 2018.

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



## ACTIVE LISTINGS AND MONTHS OF INVENTORY (SUN CITY GRAND)



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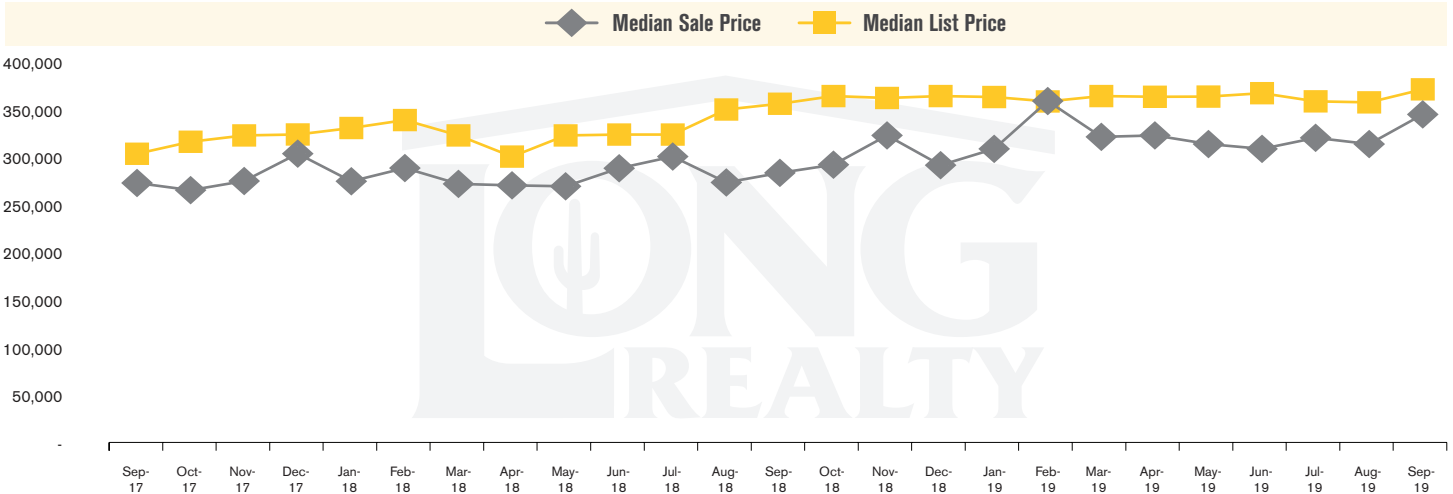
Properties under contract and Home Sales data is based on information obtained from the ARMLS using Brokermetrics software. All data obtained 10/03/2019 is believed to be reliable, but not guaranteed.

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

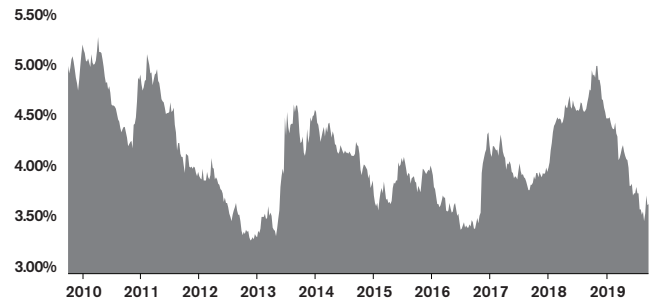


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME (SUN CITY GRAND)

Year	Median Price	Int. Rate	MO. Payment
2006	\$305,000	6.140%	\$1,763.36
2018	\$280,000	4.875%	\$1,407.69
2019	\$340,900	4.125%	\$1,569.56

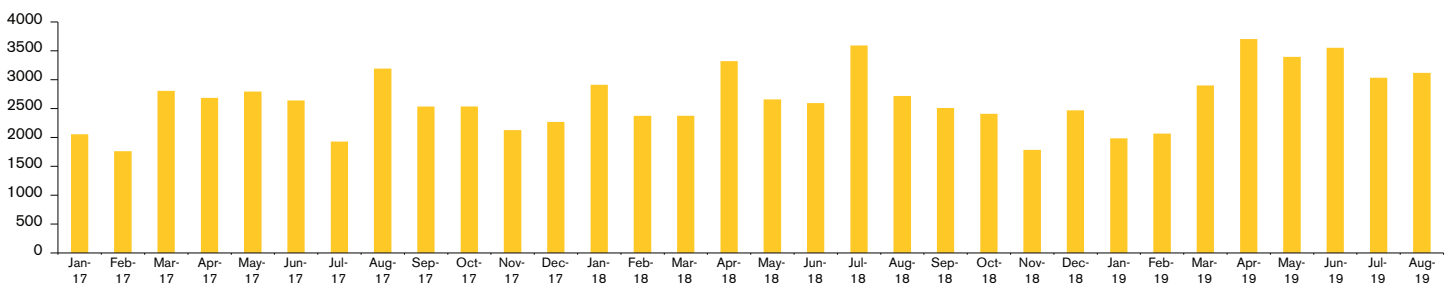
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

## NEW SINGLE FAMILY HOME PERMITS (PHOENIX METRO)



For August 2019, new home permits were **up 15%** from August 2018.



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These statistics are based on information obtained from ARMLS and using Brokermetrics software on 10/03/2019. 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
		Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-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	0	0	0	0	n/a	n/a	n/a
\$100,000 - 124,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$125,000 - 149,999	0	0	2	2	1	0	0	n/a	0.0	<b>Seller</b>
\$150,000 - 174,999	0	1	2	2	0	0	2	0.0	0.0	<b>Seller</b>
\$175,000 - 199,999	0	1	0	1	1	0	0	n/a	0.0	<b>Seller</b>
\$200,000 - 224,999	0	0	1	4	2	2	0	n/a	0.3	<b>Seller</b>
\$225,000 - 249,999	9	12	14	11	6	11	4	2.3	0.9	<b>Seller</b>
\$250,000 - 274,999	5	12	10	5	7	5	3	1.7	0.6	<b>Seller</b>
\$275,000 - 299,999	7	6	8	5	1	5	4	1.8	1.1	<b>Seller</b>
\$300,000 - 349,999	11	10	8	10	7	6	9	1.2	1.8	<b>Seller</b>
\$350,000 - 399,999	15	17	16	7	6	13	9	1.7	1.5	<b>Seller</b>
\$400,000 - 499,999	15	10	7	6	6	7	8	1.9	1.5	<b>Seller</b>
\$500,000 - 599,999	4	1	2	3	1	0	1	4.0	6.0	<b>Balanced</b>
\$600,000 - 699,999	3	1	4	2	1	0	1	3.0	4.5	<b>Slightly Seller</b>
\$700,000 - 799,999	2	1	1	1	0	1	0	n/a	4.0	<b>Seller</b>
\$800,000 - 899,999	3	0	0	1	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	1	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	0	1	0	0	0	0	0	n/a	n/a	n/a
<b>TOTAL</b>	<b>75</b>	<b>74</b>	<b>75</b>	<b>60</b>	<b>39</b>	<b>50</b>	<b>41</b>	<b>1.8</b>	<b>1.4</b>	<b>Seller</b>



Seller's Market



Slight Seller's Market



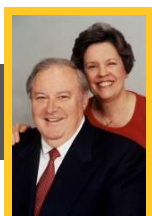
Balanced Market



Slight Buyer's Market



Buyer's Market



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*Statistics based on information obtained from ARMLS and using Brokermetrics software on 10/03/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 07/01/2019-09/30/2019. Information is believed to be reliable, but not guaranteed.*

# THE HOUSING REPORT

SUN CITY GRAND | OCTOBER 2019



## PHOENIX LUXURY

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

Data Obtained 10/03/2019 from ARMLS using BrokerMetrics software for all closed residential sales volume between 10/01/2018 – 09/30/2019 rounded to the nearest tenth of one percent and deemed to be correct.

### CLOSED UNITS JAN-SEP $\uparrow$ 7.5%



### UNDER CONTRACT JAN-SEP $\uparrow$ 12.8%



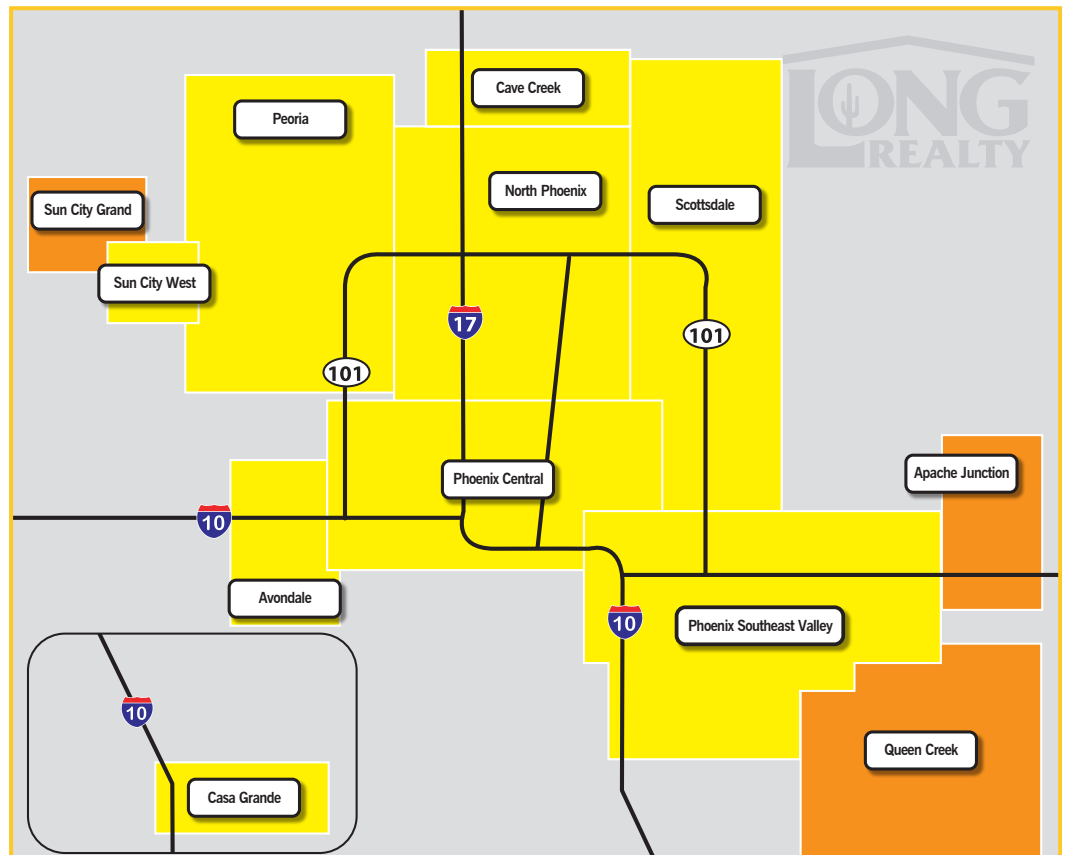
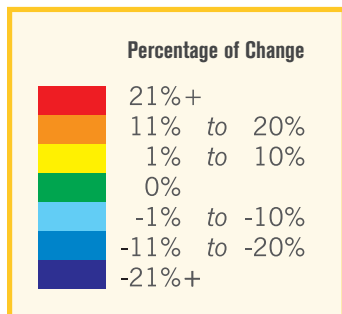
### MONTHS OF INVENTORY $\downarrow$ 11.3%



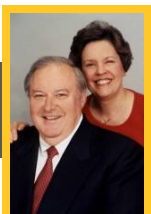
## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(JUL 2018-SEP 2018 TO JUL 2019-SEP 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.



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This heat map represents the percentage of change in Phoenix metro median sales prices from July 2018-September 2018 to July 2019-September 2019 by zip code. These statistics are based on information obtained from the ARMLS on 10/03/2019. Information is believed to be reliable, but not guaranteed.