

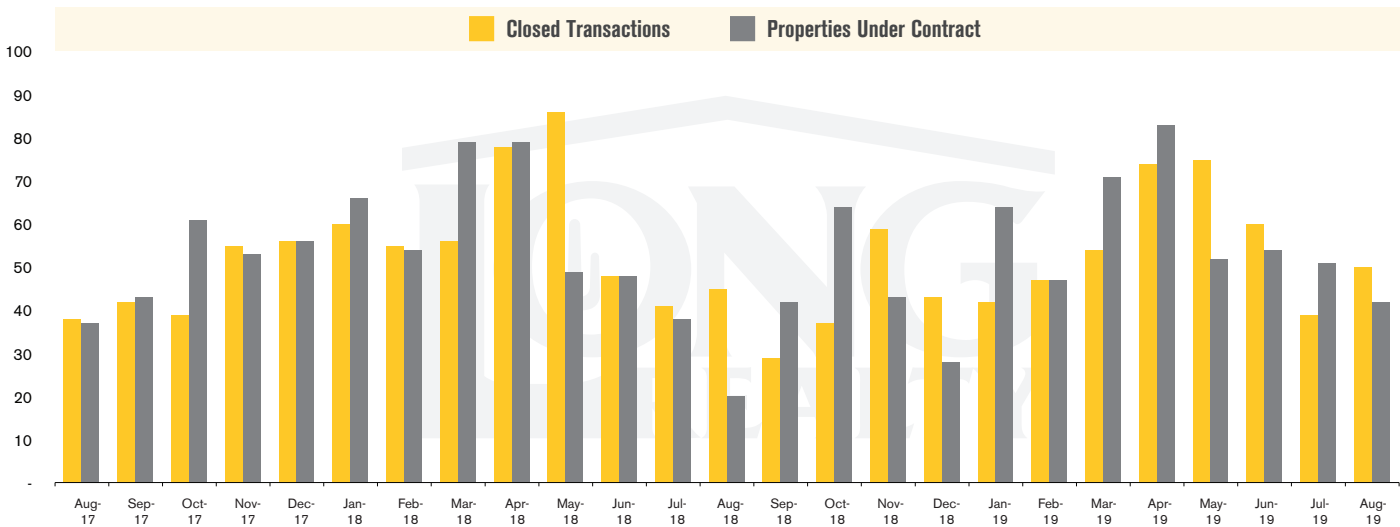
THE HOUSING REPORT



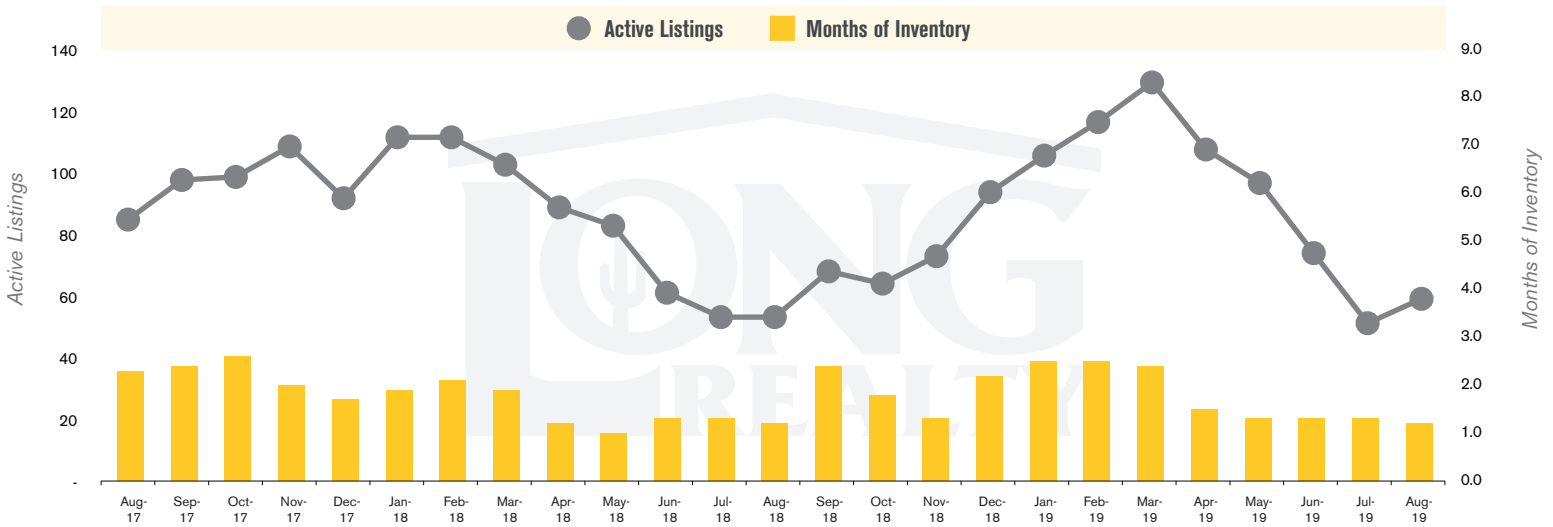
SUN CITY GRAND | SEPTEMBER 2019

In the Sun City Grand area, August 2019 active inventory was 60, an 11% increase from August 2018. There were 50 closings in August 2019, a 11% increase from August 2018. Year-to-date 2019 there were 447 closings, a 5% decrease from year-to-date 2018. Months of Inventory was 1.2, unchanged from 1.2 in August 2018. Median price of sold homes was \$310,000 for the month of August 2019, up 15% from August 2018. The Sun City Grand area had 42 new properties under contract in August 2019, up 110% from August 2018.

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



ACTIVE LISTINGS AND MONTHS OF INVENTORY (SUN CITY GRAND)



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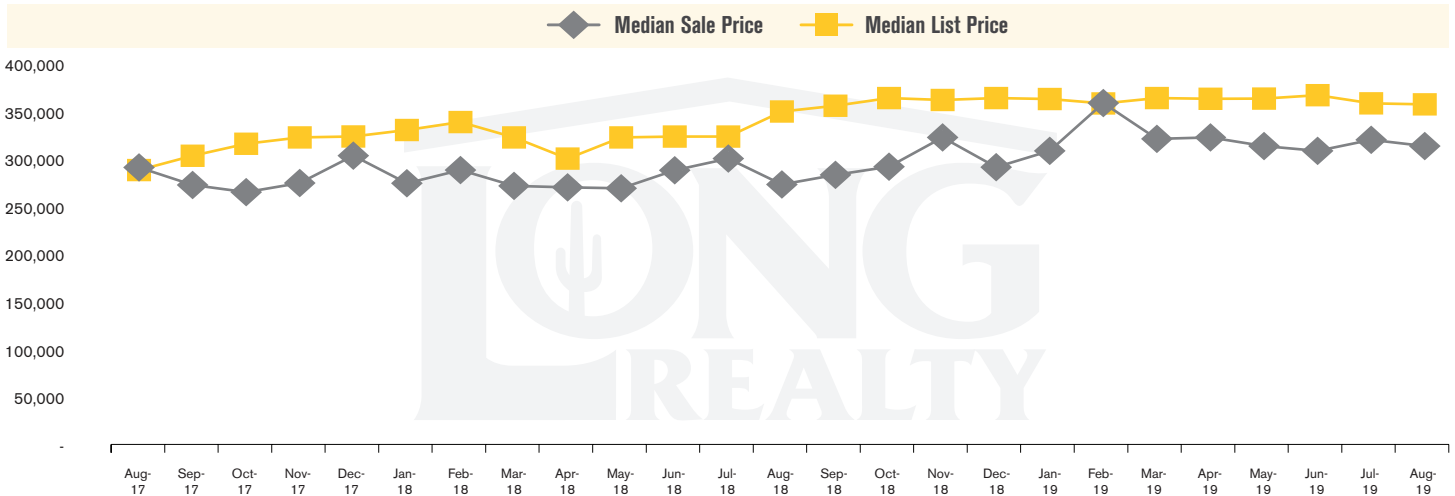
Properties under contract and Home Sales data is based on information obtained from the ARMLS using Brokermetrics software. All data obtained 09/05/2019 is believed to be reliable, but not guaranteed.

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

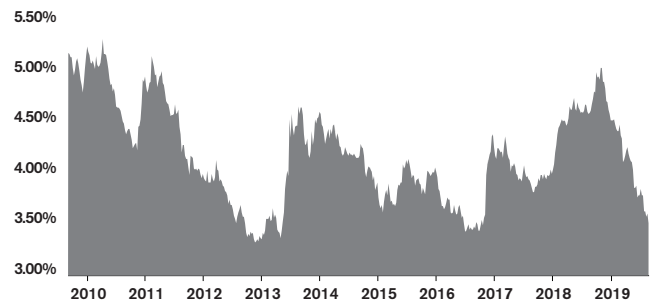


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (SUN CITY GRAND)

Year	Median Price	Int. Rate	MO. Payment
2006	\$305,000	6.140%	\$1,763.36
2018	\$270,000	4.879%	\$1,357.96
2019	\$310,000	3.625%	\$1,343.07

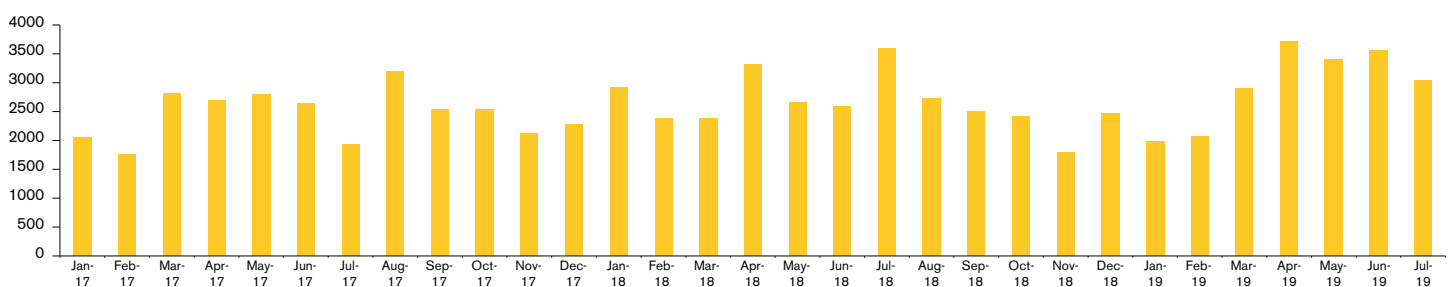
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE

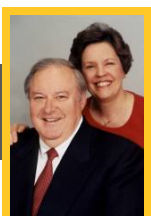


Source: FreddieMac.com

NEW SINGLE FAMILY HOME PERMITS (PHOENIX METRO)



For July 2019, new home permits were **down 16%** from July 2018.



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These statistics are based on information obtained from ARMLS and using Brokermetrics software on 09/05/2019. 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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SUN CITY GRAND | SEPTEMBER 2019



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
		Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-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	0	1	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	0	2	2	1	0	n/a	0.0	Seller
\$150,000 - 174,999	0	0	1	2	2	0	0	n/a	0.5	Seller
\$175,000 - 199,999	0	0	1	0	1	1	0	n/a	0.0	Seller
\$200,000 - 224,999	0	2	0	1	4	2	2	0.0	0.3	Seller
\$225,000 - 249,999	6	10	12	14	11	6	11	0.5	0.6	Seller
\$250,000 - 274,999	3	6	12	10	5	7	5	0.6	0.4	Seller
\$275,000 - 299,999	4	6	6	8	5	1	5	0.8	0.7	Seller
\$300,000 - 349,999	16	7	10	8	10	7	6	2.7	1.9	Seller
\$350,000 - 399,999	13	8	17	16	7	6	13	1.0	1.8	Seller
\$400,000 - 499,999	9	9	10	7	6	6	7	1.3	1.3	Seller
\$500,000 - 599,999	3	3	1	2	3	1	0	n/a	3.5	Seller
\$600,000 - 699,999	3	3	1	4	2	1	0	n/a	3.0	Seller
\$700,000 - 799,999	1	0	1	1	1	0	1	1.0	1.5	Seller
\$800,000 - 899,999	2	0	0	0	1	0	0	n/a	8.0	Slightly 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	1	0	0	0	0	n/a	n/a	n/a
TOTAL	60	54	74	75	60	39	50	1.2	1.5	Seller



Seller's Market



Slight Seller's Market



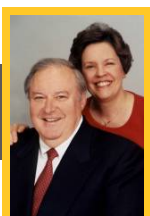
Balanced Market



Slight Buyer's Market



Buyer's Market



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Statistics based on information obtained from ARMLS and using Brokermetrics software on 09/05/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 06/01/2019-08/31/2019. Information is believed to be reliable, but not guaranteed.

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SUN CITY GRAND | SEPTEMBER 2019



PHOENIX LUXURY

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

Data Obtained 09/05/2019 from ARMLS using BrokerMetrics software for all closed residential sales volume between 09/01/2018 – 08/31/2019 rounded to the nearest tenth of one percent and deemed to be correct.

CLOSED UNITS JAN-AUG ↗ 5.8%



UNDER CONTRACT JAN-AUG ↗ 11.7%



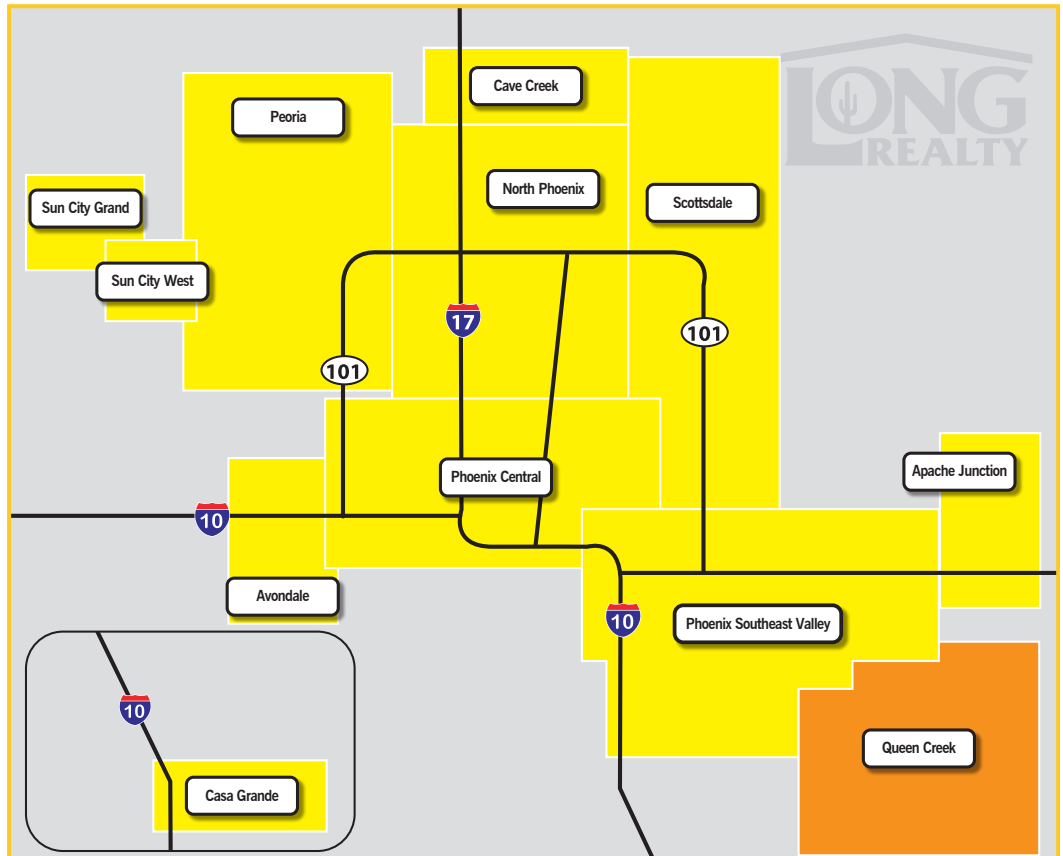
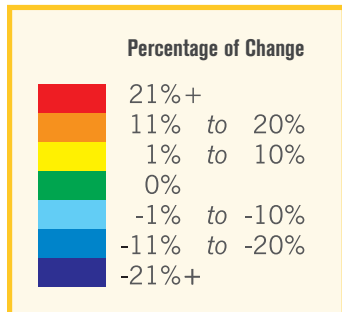
MONTHS OF INVENTORY ↘ 15.8%



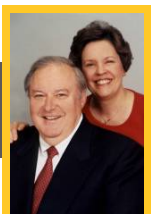
CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

[JUN2018-AUG 2018 TO JUN 2019-AUG 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 June 2018-August 2018 to June 2019-August 2019 by zip code. These statistics are based on information obtained from the ARMLS on 09/05/2019. Information is believed to be reliable, but not guaranteed.