



REALTY ONE GROUP

Maricopa County Real Estate Report: A Monthly Overview of Market Statistics



August 2022

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Today's Interest Rates

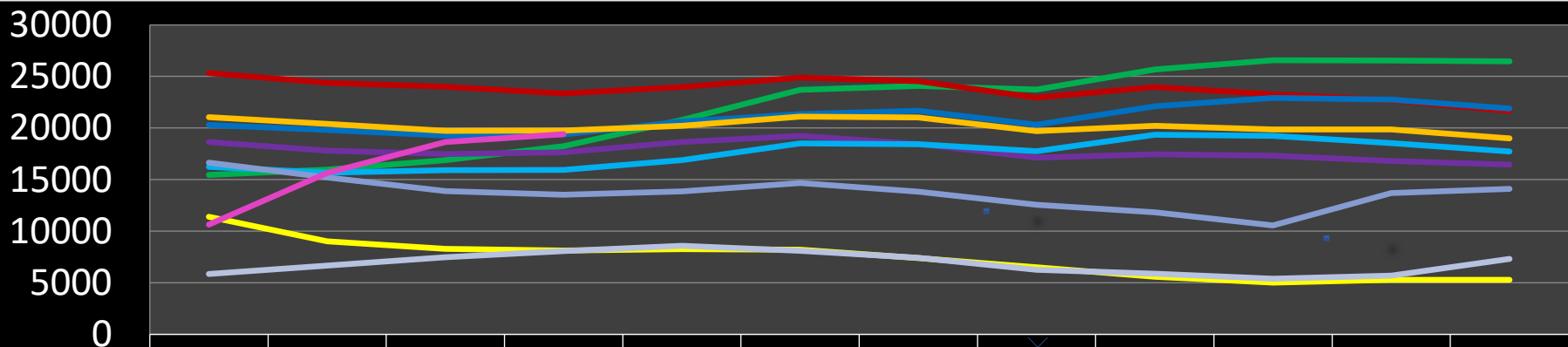
30 Year Fixed (Con)	6.23%
15 Year Fixed (Con)	5.38%
30 Year FHA	5.55%
Jumbo Loan	5.20%
5/1 ARM	6.00%

Rates as of 9/1/2022
Provided by Mortgage News Daily

Sales By Common Loan Types

Total Sales	6,291
Total Cash	1,500
Total Conventional	3,191
Total FHA	706
Total VA	422

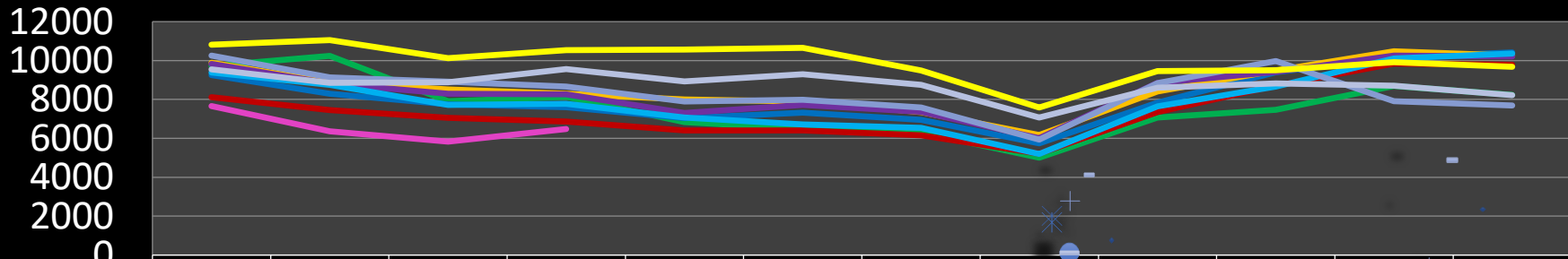
Active Listings By Month



	May	June	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr
5/2013-4/2014	15458	15974	16875	18230	20770	23701	24083	23725	25686	26577	26534	26462
5/2014-4/2015	25313	24382	23996	23347	23984	24885	24532	22937	23972	23256	22691	21639
5/2015-4/2016	20291	19804	19258	19362	20619	21338	21672	20307	22098	22906	22701	21886
5/2016-4/2017	21041	20404	19723	19741	20199	21093	21025	19692	20200	19869	19867	18990
5/2017-4/2018	18649	17809	17490	17654	18645	19235	18448	17128	17441	17319	16814	16450
5/2018-4/2019	16245	15671	15921	15934	16877	18511	18413	17745	19338	19233	18547	17724
5/2019-4/2020	16628	15206	13882	13540	13852	14662	13815	12566	11836	10568	13691	14088
5/2020-4/2021	11389	9015	8286	8115	8260	8195	7378	6502	5580	5015	5278	5281
5/2020-4/2022	5835	6653	7478	8077	8572	8081	7427	6253	5880	5397	5682	7308
5/2022-4/2023	10635	15633	18640	19390								

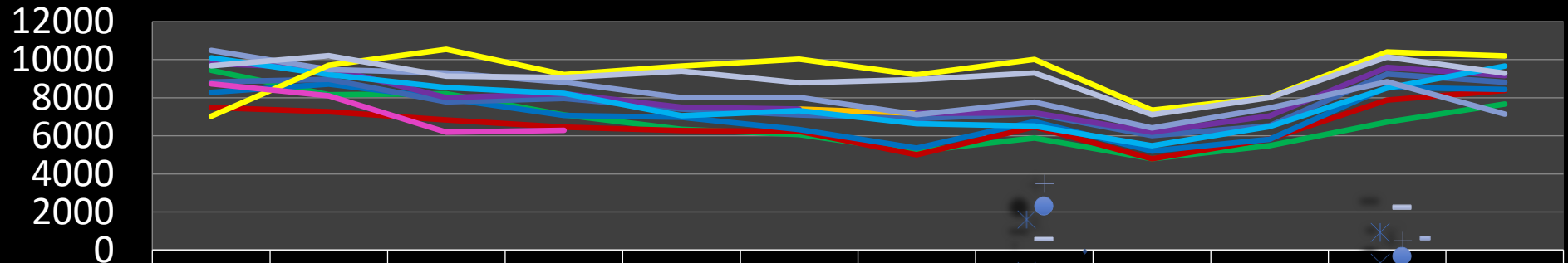
* Reflects ALL active and coming soon inventory as of month end, not just newly listed properties.

Pending/UCB/CCBS



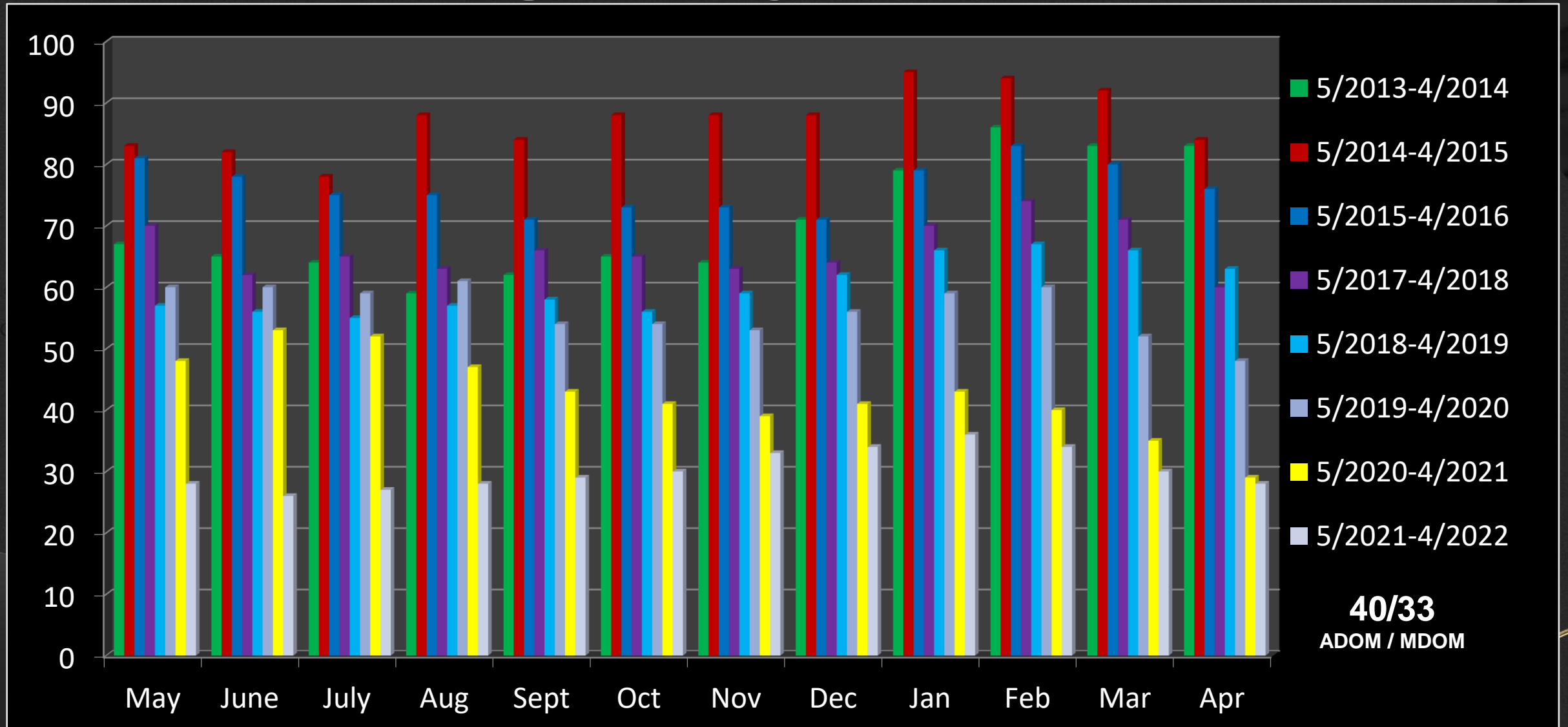
	May	June	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr
5/2013-4/2014	9729	10234	7906	8135	6827	6491	6304	5007	7062	7467	8684	8239
5/2014-4/2015	8122	7452	7060	6868	6412	6399	6161	5213	7341	8709	9834	9775
5/2015-4/2016	9252	8292	7750	7605	7032	7323	6946	5743	7830	9398	10158	10415
5/2016-4/2017	9890	8880	8515	8290	7991	7888	7341	6165	8407	9480	10477	10254
5/2017-4/2018	9829	8816	8297	8258	7297	7712	7368	6012	8849	9406	10251	10201
5/2018-4/2019	9379	8752	7720	7783	7070	6720	6537	5201	7648	8654	10110	10354
5/2019-4/2020	10257	9135	8906	8658	7900	7978	7591	5927	8833	9966	7915	7690
5/2020-4/2021	10813	11055	10114	10538	10565	10647	9487	7577	9453	9496	9914	9682
5/2021-4/2022	9549	8851	8880	9561	8920	9301	8756	7072	8600	8825	8706	8222
5/2022-4/2023	7653	6357	5835	6480								

Closed Sales



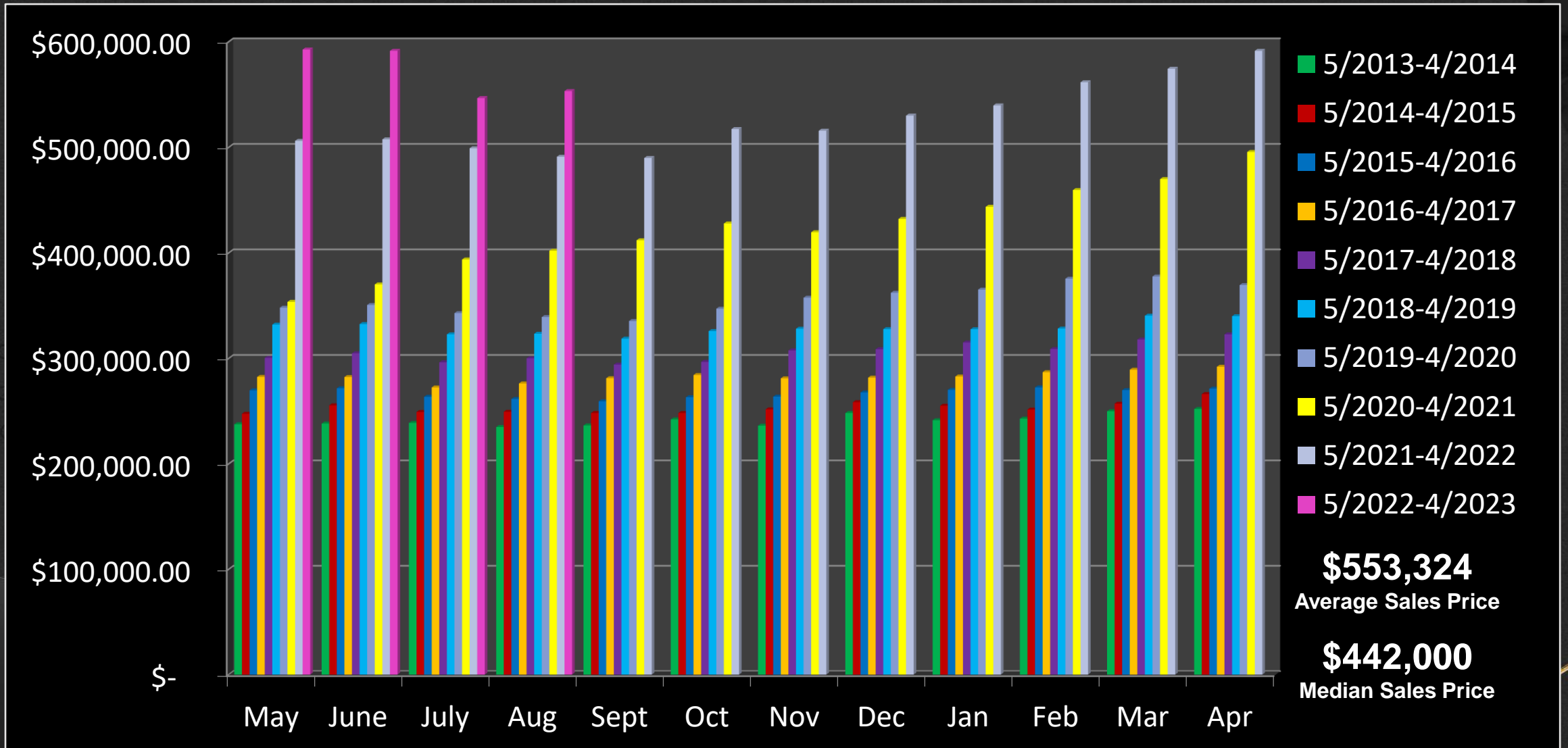
	May	June	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr
5/2013-4/2014	9445	8156	8218	7104	6349	6060	5194	5881	4802	5475	6728	7674
5/2014-4/2015	7487	7265	6833	6456	6278	6228	5003	6477	4791	5835	7879	8384
5/2015-4/2016	8282	8720	7962	7075	6977	6335	5350	6755	5201	5816	8550	8437
5/2016-4/2017	8821	8969	7778	7968	7411	7104	6905	7164	6013	6532	9242	8819
5/2017-4/2018	9797	9569	8008	8221	7496	7410	7187	7204	6198	7046	9596	9165
5/2018-4/2019	10097	9224	8531	8232	7054	7325	6642	6508	5474	6489	8507	9671
5/2019-4/2020	10485	9489	9305	8809	8003	8023	7119	7771	6420	7466	8847	7140
5/2020-4/2021	7031	9706	10545	9217	9667	10027	9206	10020	7353	8025	10398	10188
5/2021-4/2022	9680	10212	9140	9059	9402	8781	8959	9301	7118	8008	10143	9282
5/2022-4/2023	8733	8103	6185	6291								

Average Days on Market



40/33
ADOM / MDOM

Average Sales Price



Statistical Market Summary

	<u>Last Month</u>	<u>Last Year</u>
Active Listings	↑ 4.0%	↑ 140.1%
Pending Listings	↑ 11.1%	↓ 32.2%
Sold Listings	↑ 1.7%	↓ 30.5%
Average Days on Market	↑ 21.2%	↑ 42.8%
Average Sales Price	↑ 1.2%	↑ 12.7%

What Buyers & Sellers Need to Know

Sellers:

It's time to get serious. The median sales price dropped another \$10,000 last month, while active inventory increased by another 4%!! You MUST price correctly upfront, which means you cannot use sales from the peak of the market (March-July of 2022). And even then, price reductions will be common, staging is expected, repairs will be requested, and concessions will be normal.

Buyers:

Good news...active inventory is on the rise and interest rates are still historically low. You have choices! If you were waiting on a market shift to help you buy a home, it's here! If the interest rates are tough to swallow, consider asking the seller to pay for a rate buydown. Remember that a home is long-term investment, and don't lose sight of that based on short-term market changes.

Thank You!

We 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 us for area-specific market data or for information about buying or selling a home.

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