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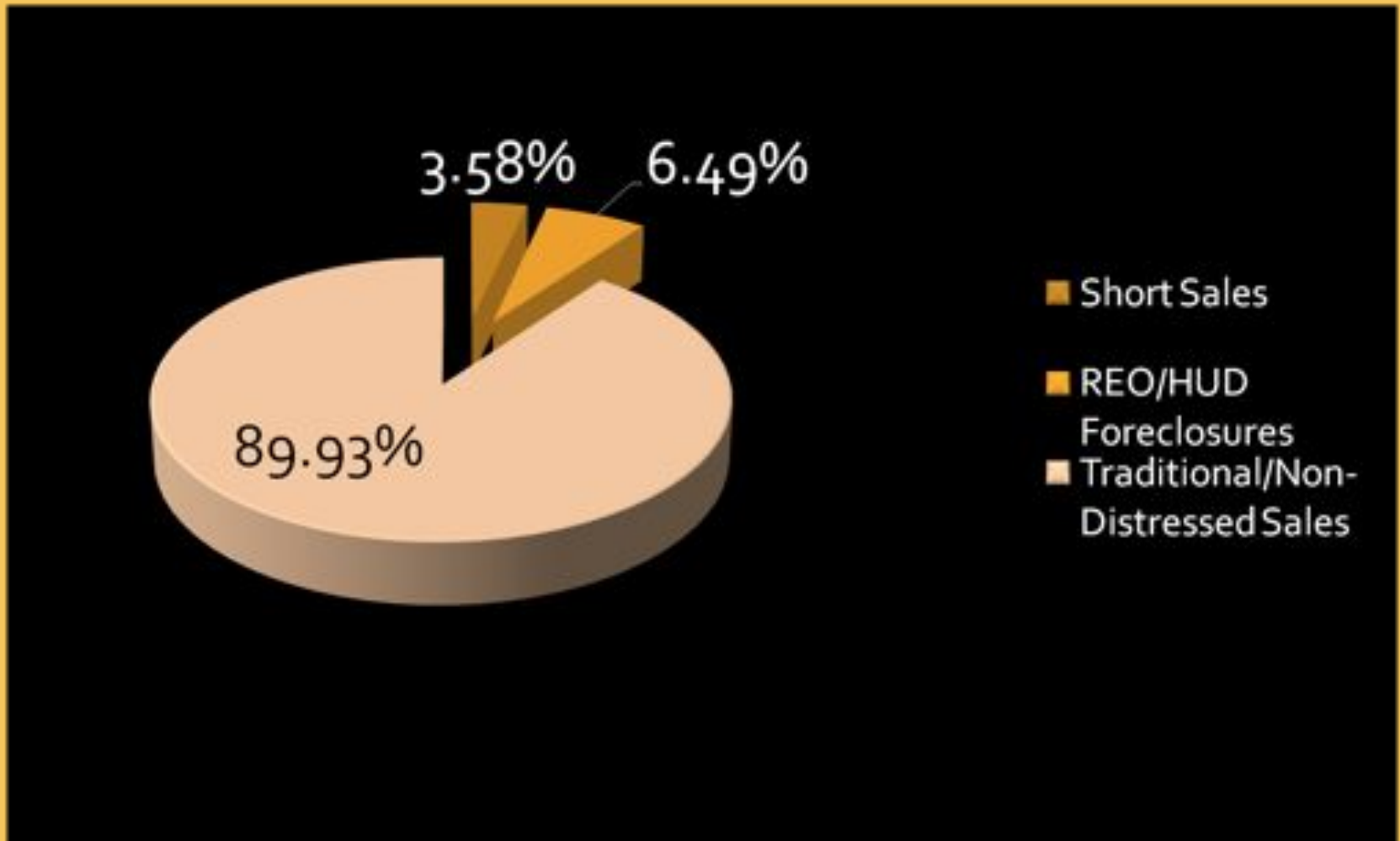
June 2014

# Maricopa County Real Estate Report:



# Happy 4<sup>th</sup> of July

# June Sales by Transaction Type



# Sales by Loan Type

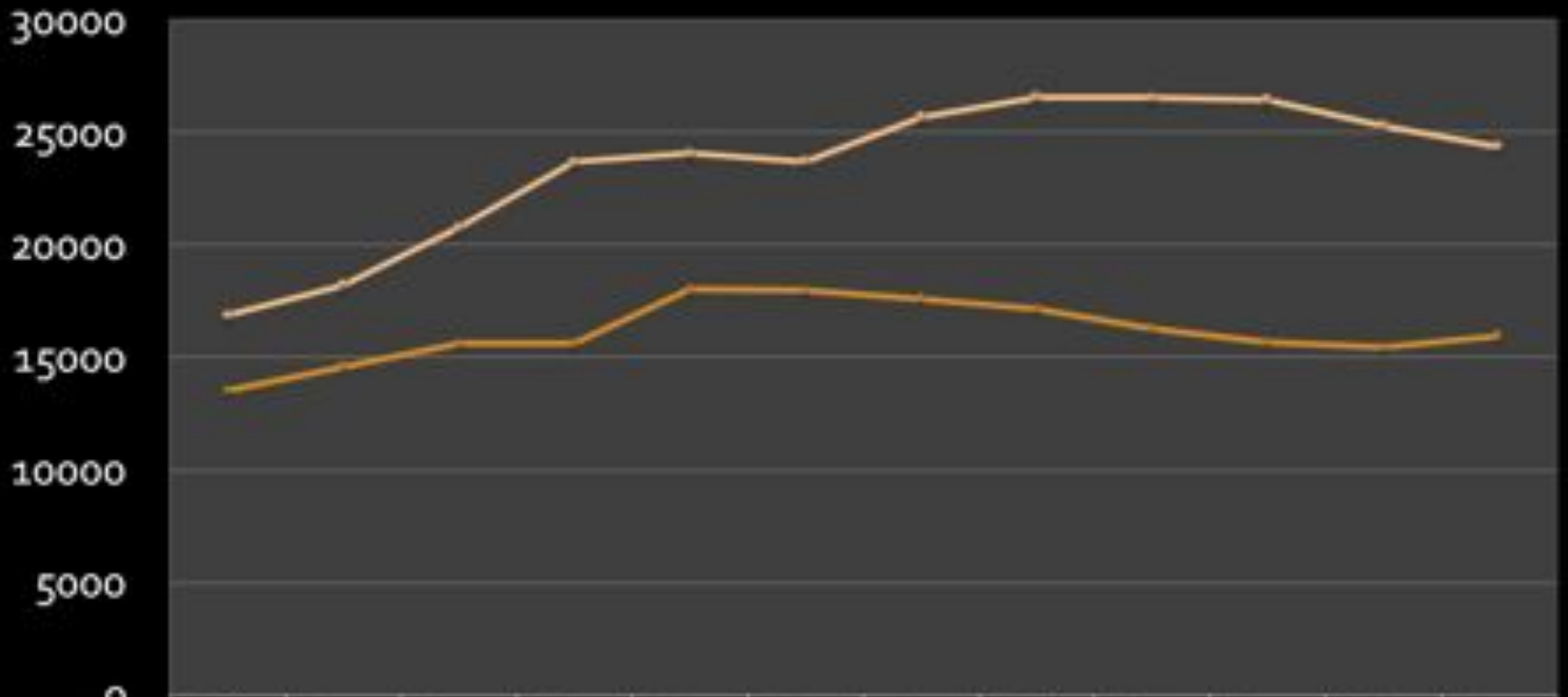
➤ Total Sales 6/1-6/30	7,265
➤ Total Cash Sales	1,893
➤ Total Conventional	3,137
➤ Total FHA	1,631
➤ Total VA	528

# Today's Mortgage Rates

30 Year Fixed (Con)	4.18%
15 Year Fixed (Con)	3.33%
30 Year FHA	3.75%
Jumbo Loan	4.04%
5/1 ARM	3.23%

Rates as of 7/3/2014  
Provided by Mortgage News Daily

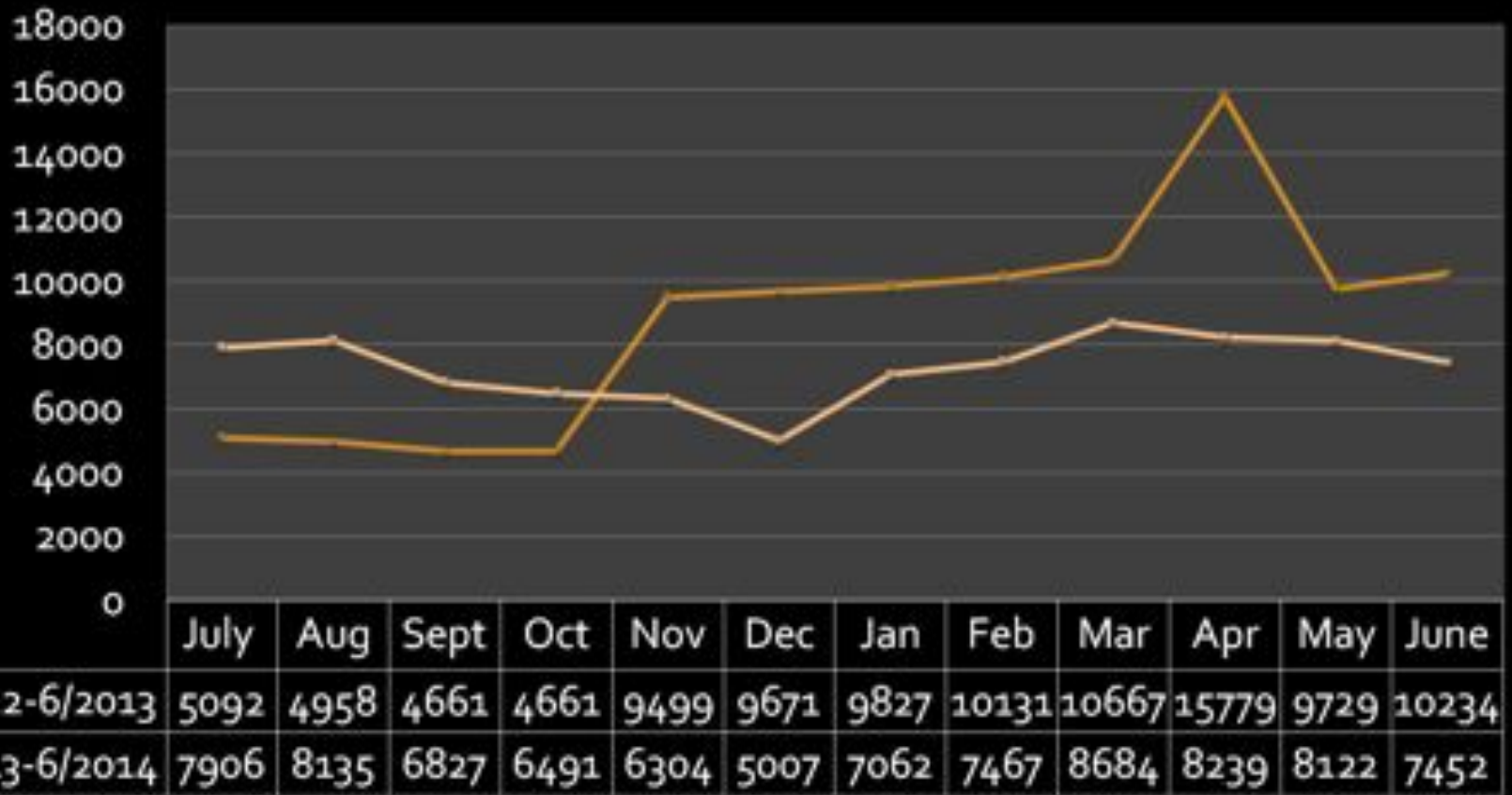
# Active Listings by Month



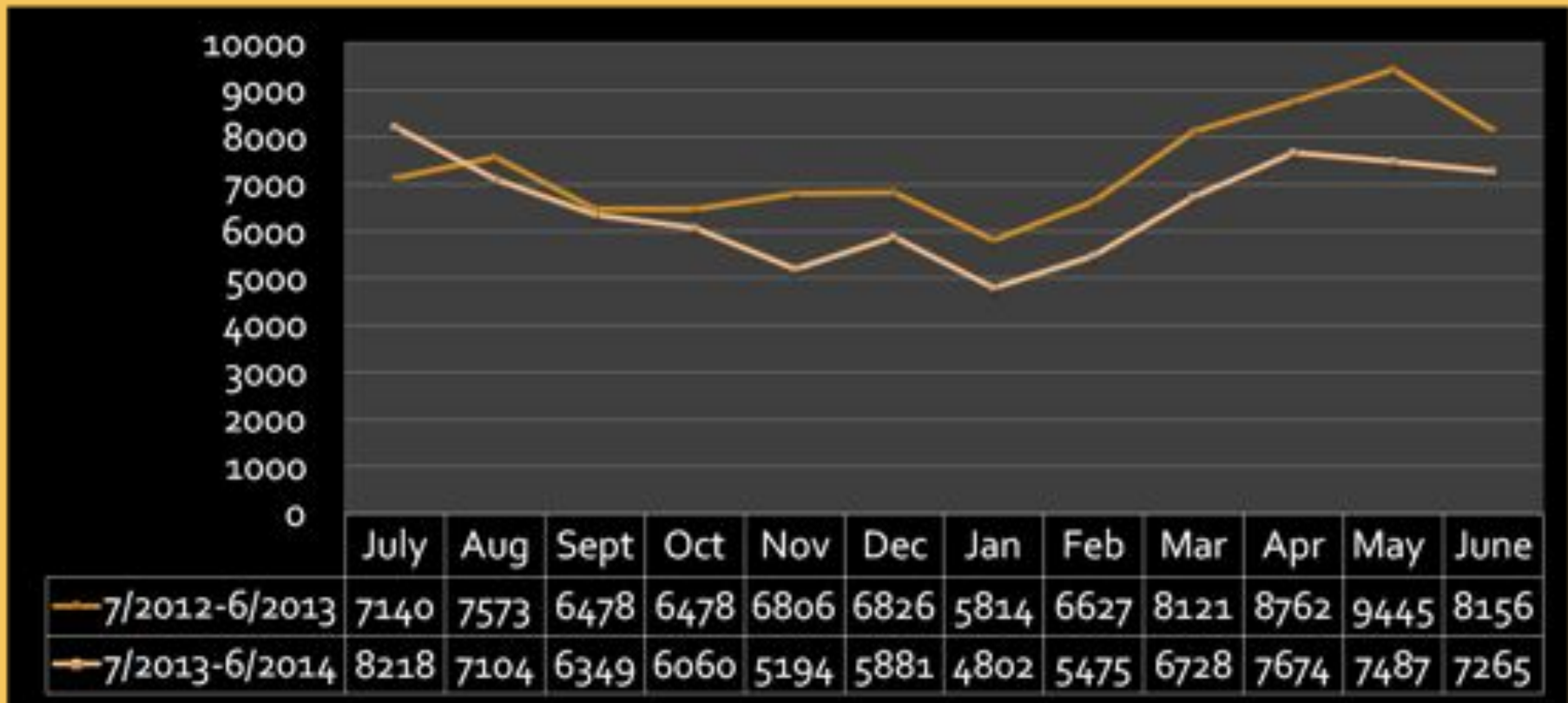
	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June
7/2012-6/2013	13546	14598	15618	15618	18039	17982	17626	17166	16284	15667	15458	15974
7/2013-6/2014	16875	18230	20770	23701	24083	23725	25686	26577	26534	26462	25313	24382

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

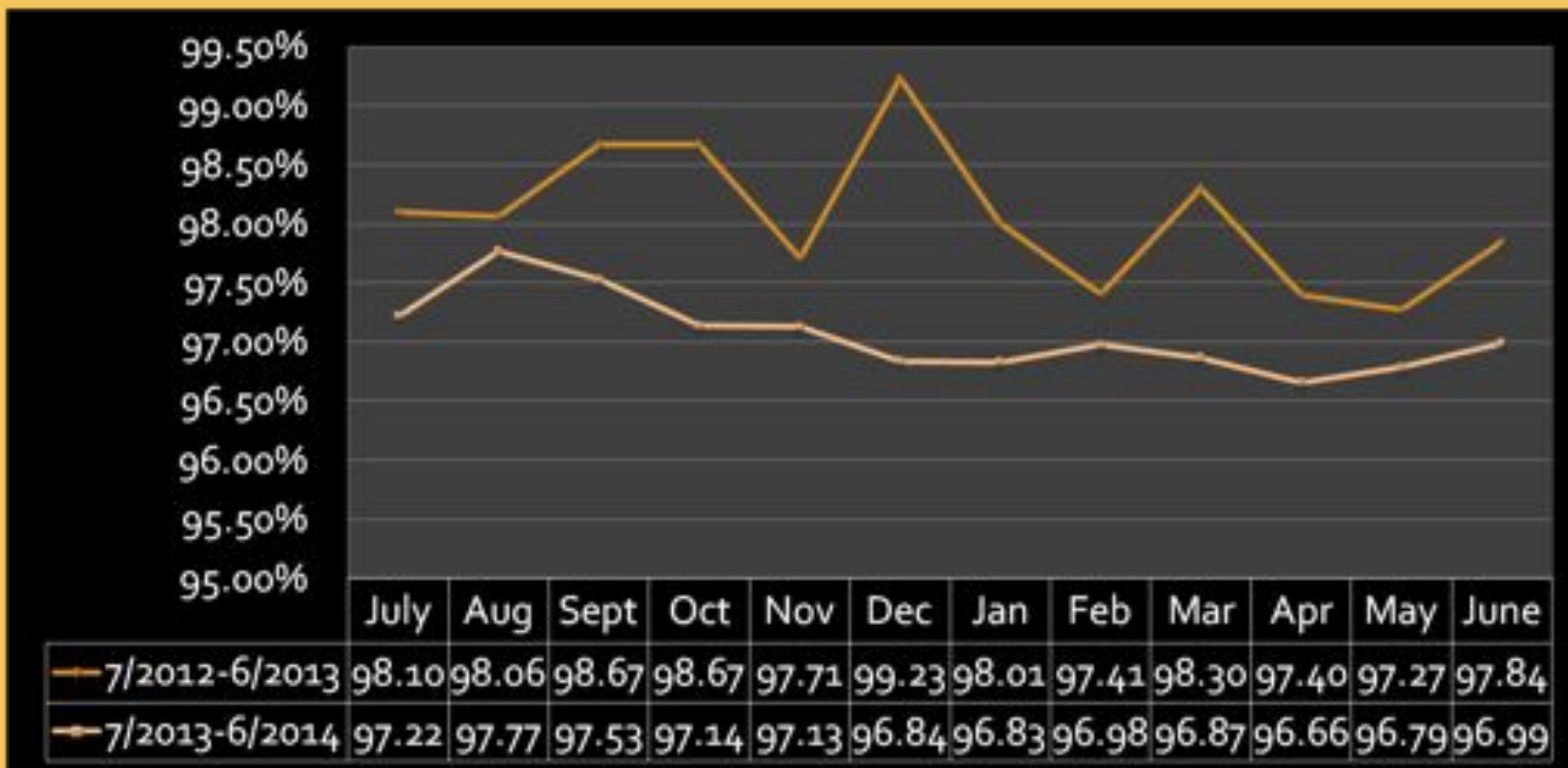
# Pending Listings by Month



# Closed Sales by Month

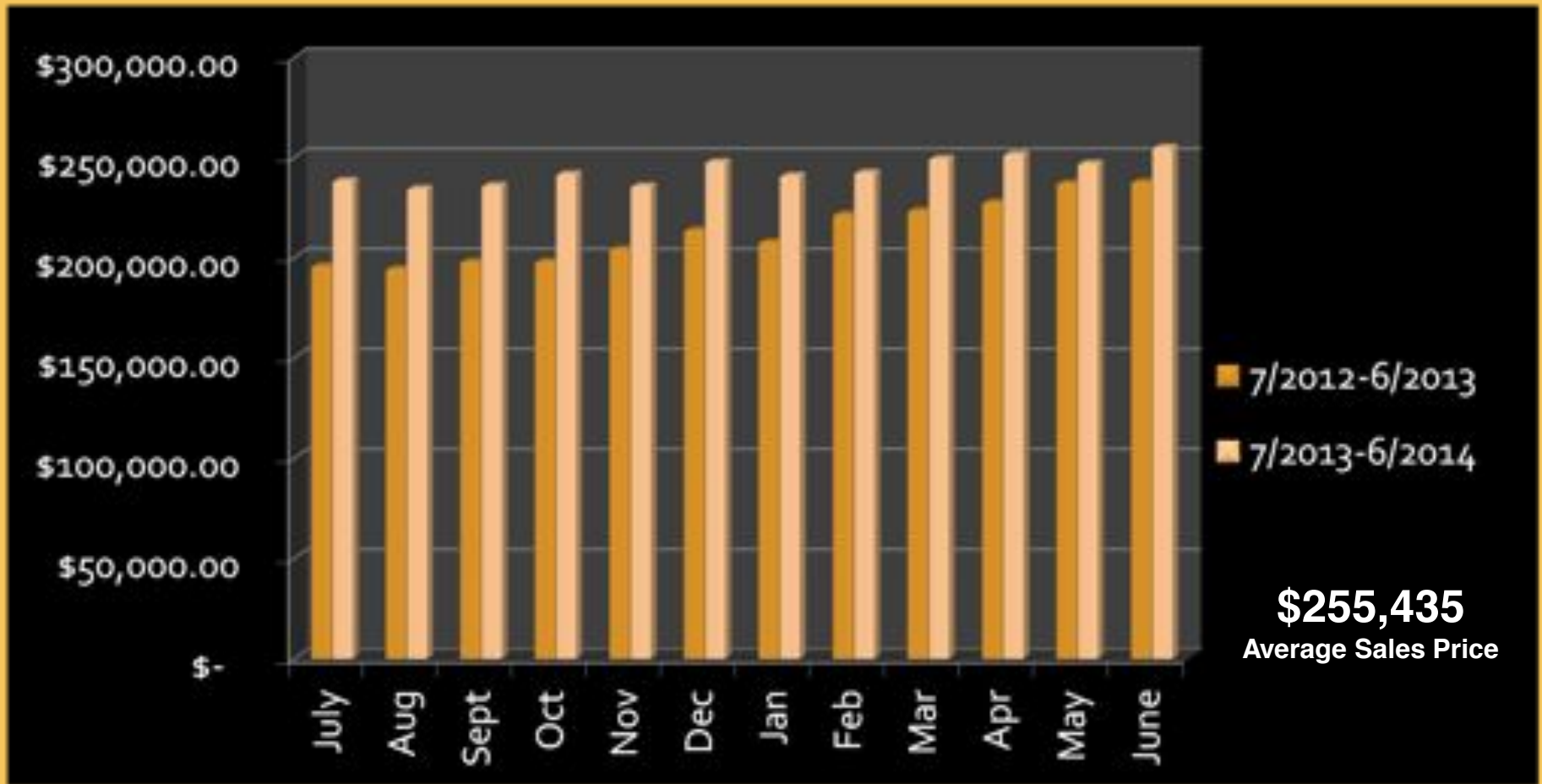


# Average List Price to Sales Price Ratio

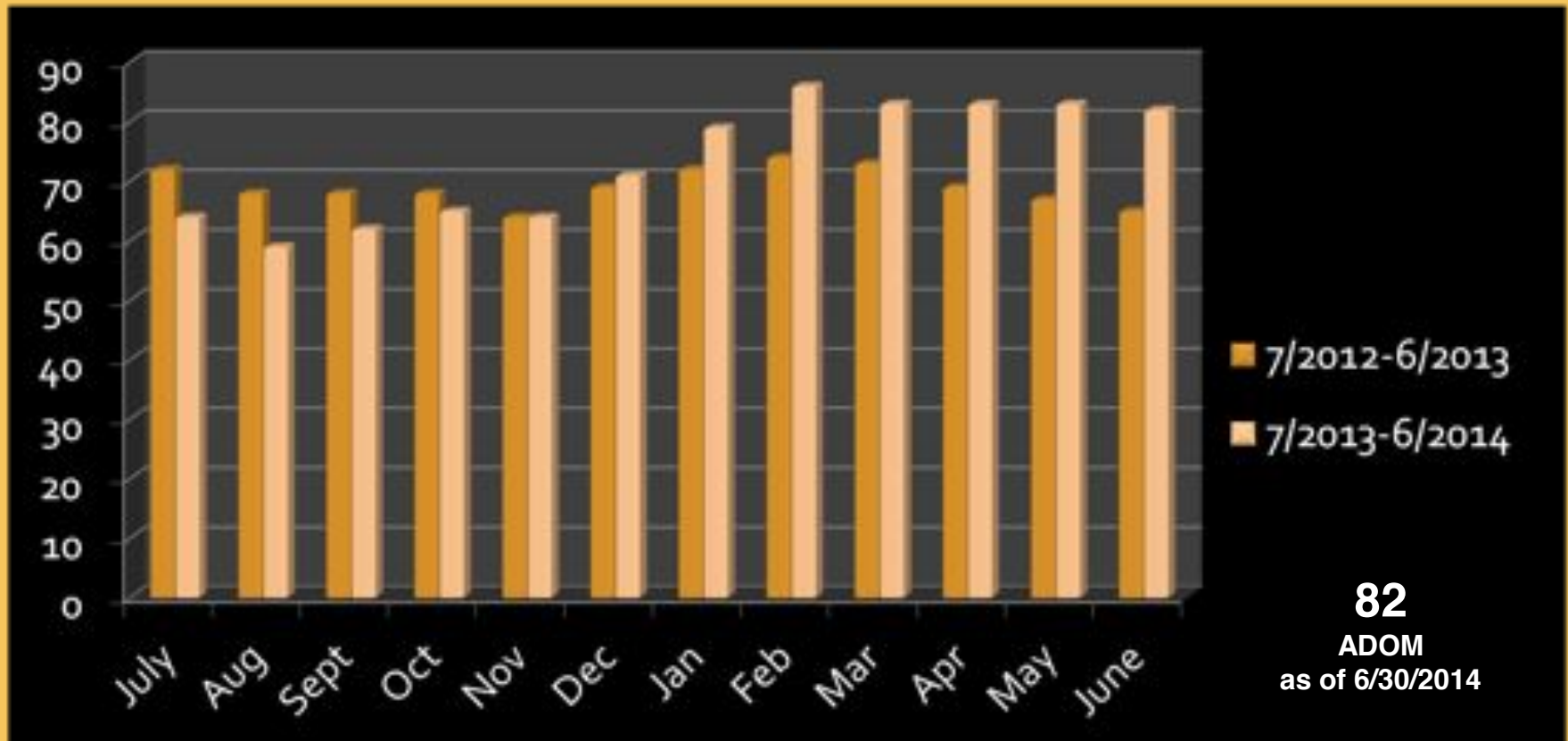




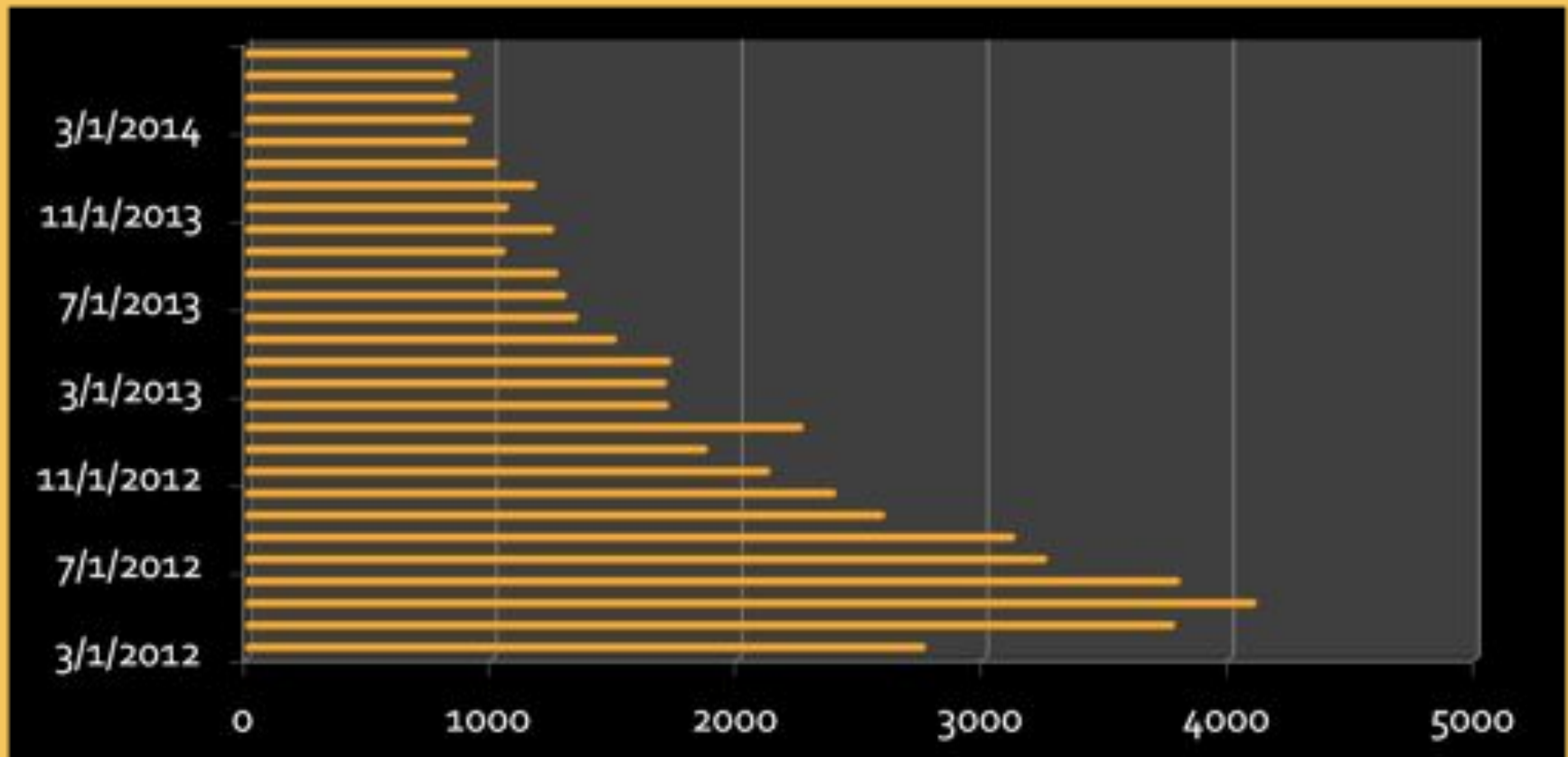
# Average Sales Price



# Average Days on Market



# Notice of Default Filings



**905**

**NODs Filed in June**

# Statistical Market Summary

	<u>Last Month</u>	<u>Last Year</u>
Active Listings	 3.7%	 34.5%
Pending Listings	 8.3%	 27.2%
Sold Listings	 2.9%	 10.1%
Average Days on Market	 1.3%	 20.8%
Average Sales Price	 3.2%	 6.8%

# What Sellers and Buyers Need to Know

## **Sellers:**

Contingent offers from buyers are becoming common once again, and multiple offers are a thing of the past. Be prepared to have your home on the market for more than a few days before getting an offer, and be realistic with your pricing. Additionally, be sure your home is in the best possible showing condition. Proper staging can make or break the success of your sale.

## **Buyers:**

Inventory and values remain relatively stable, so be realistic in your offers! Buy NOW to take advantage of the still low interest rates and sellers' willingness to assist with closing costs.

# 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.