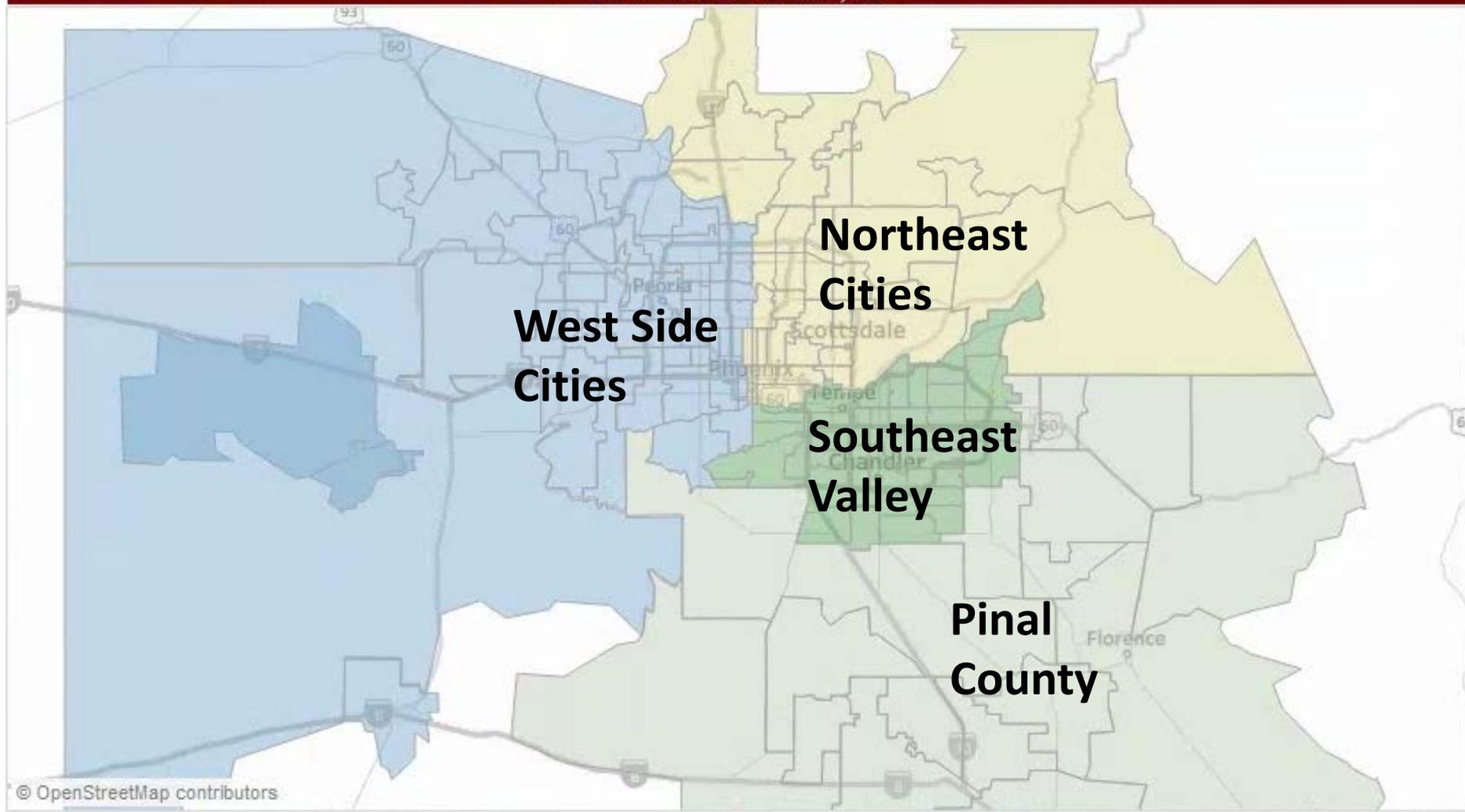


*Greater Phoenix Market Update – April 2017*  
*Tina Tamboer, The Cromford Report*



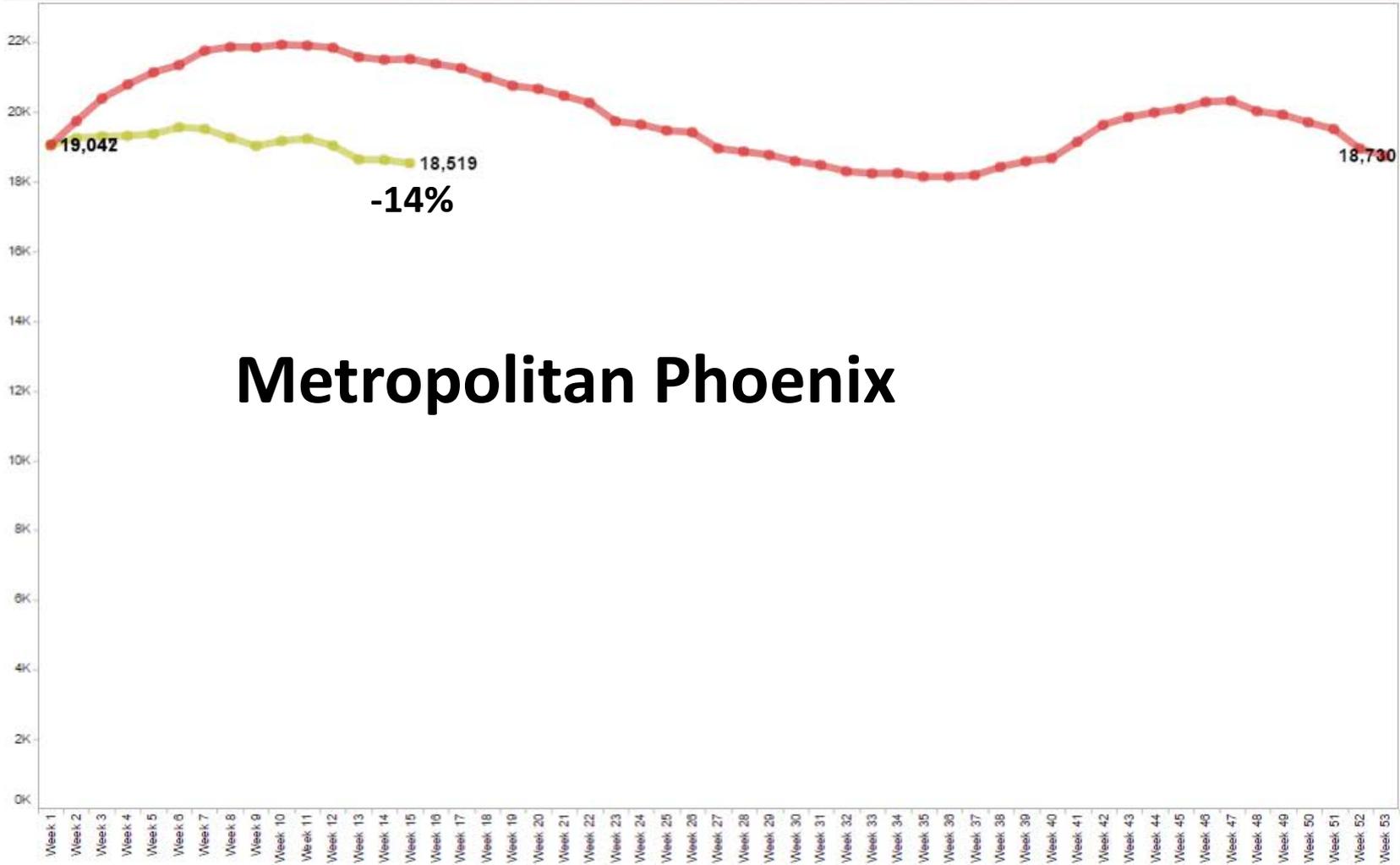
# Phoenix Metropolitan Area

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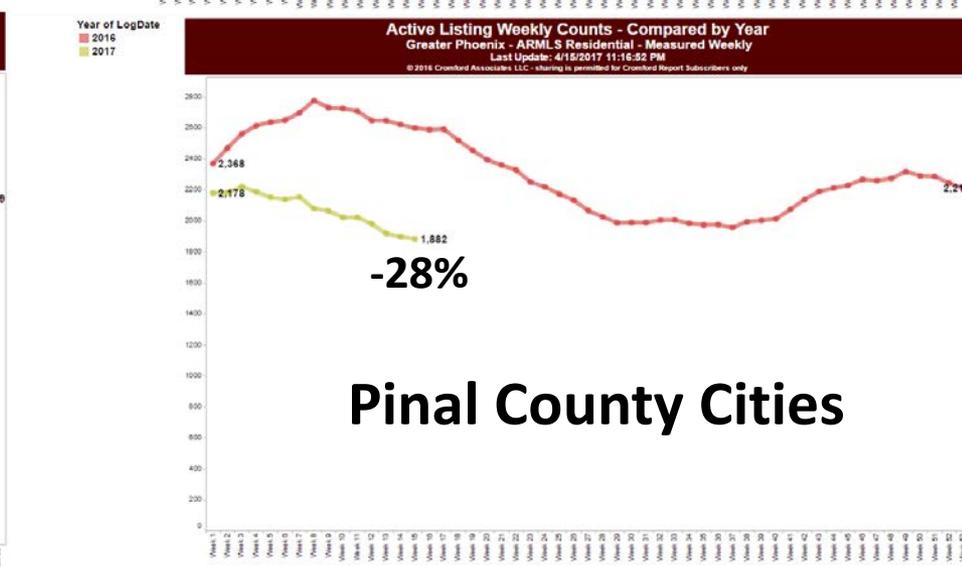
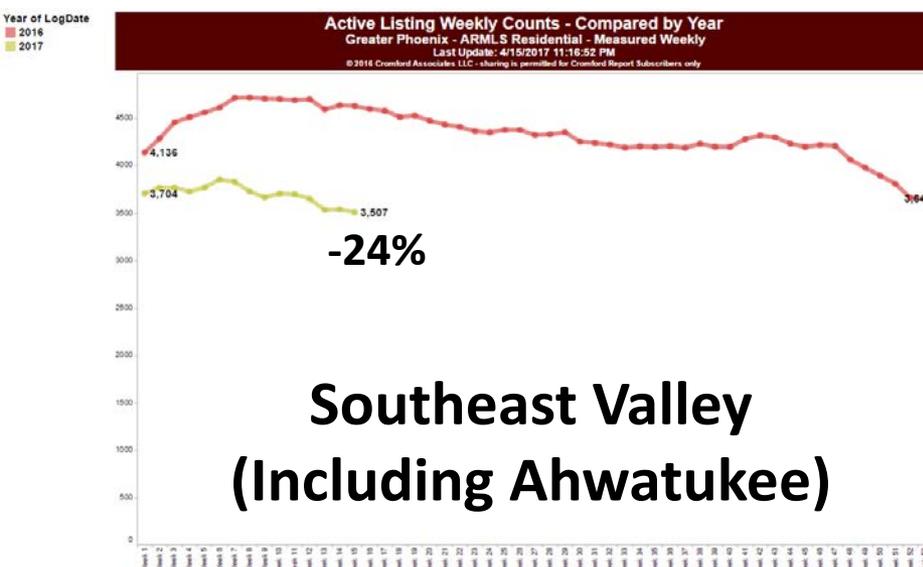
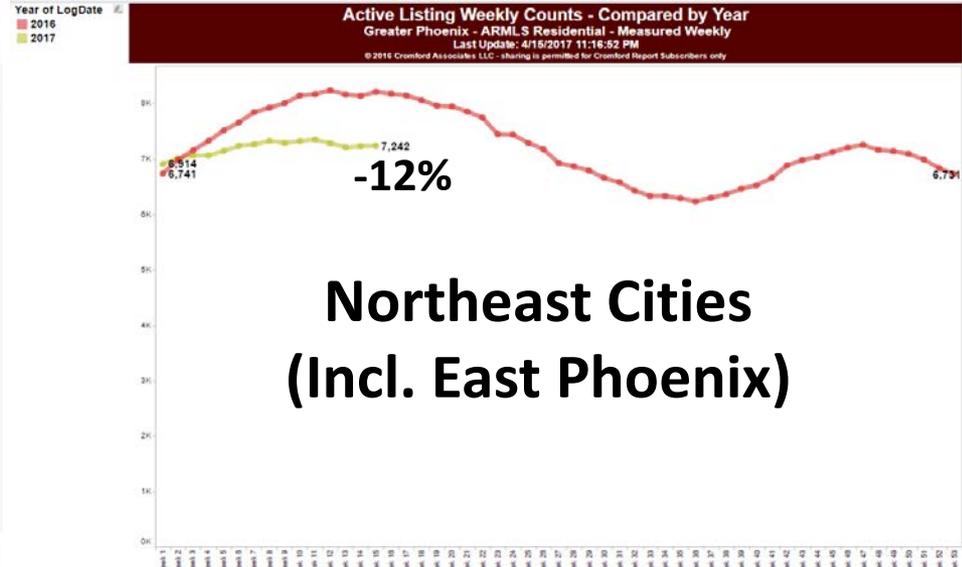
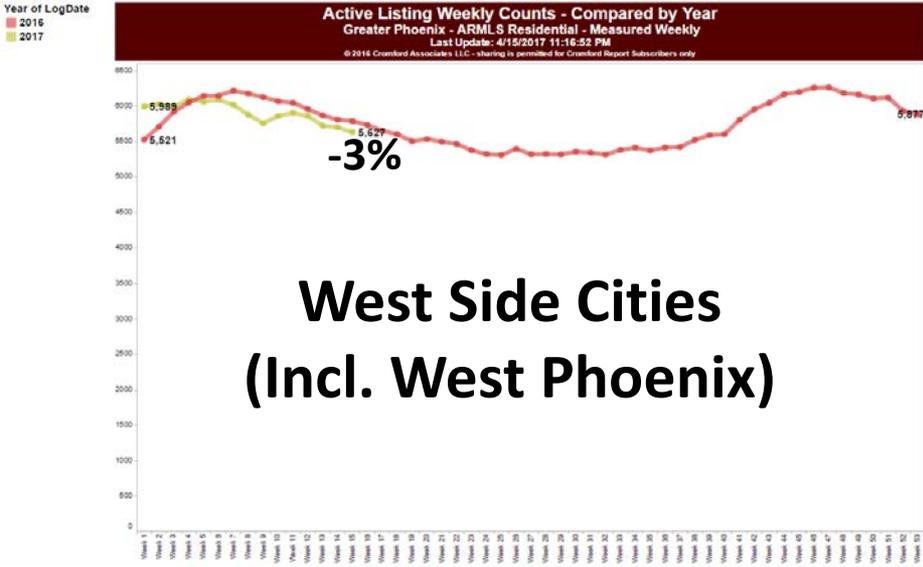


Year of LogDate  
■ 2016  
■ 2017

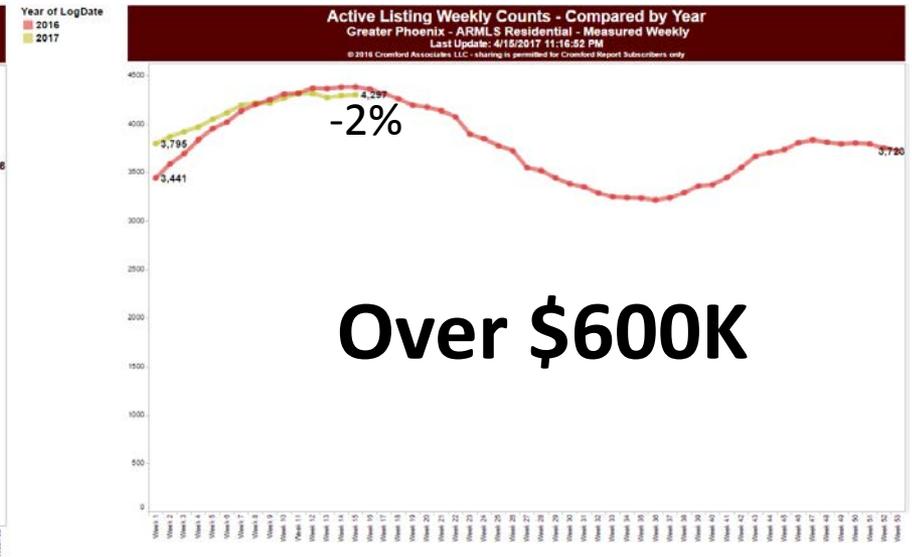
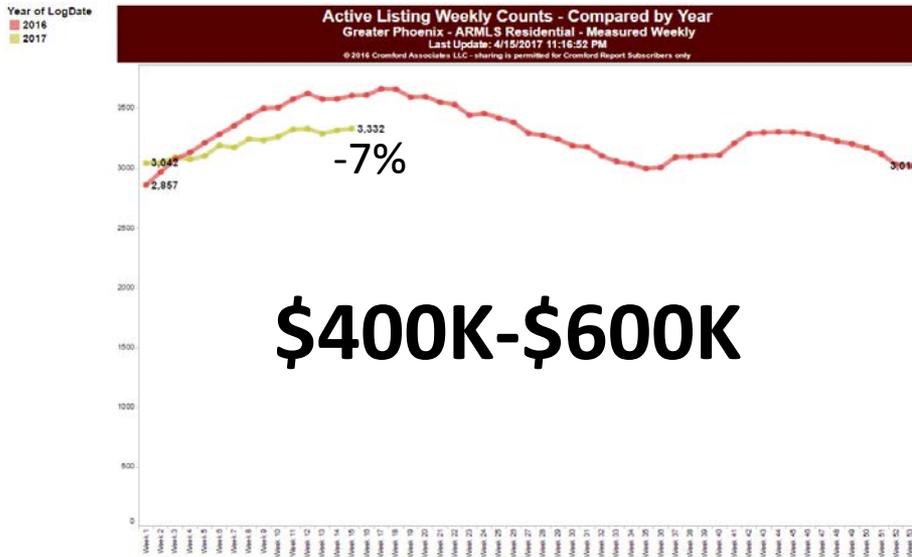
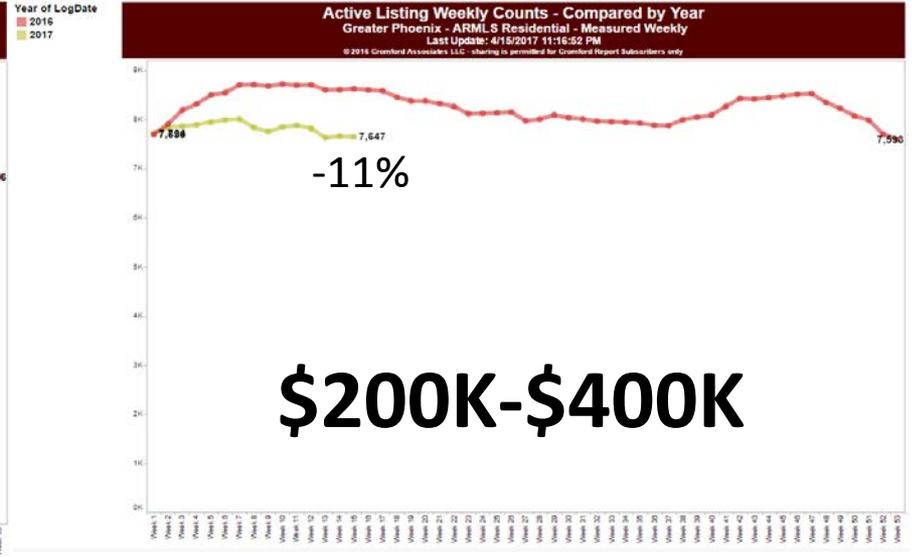
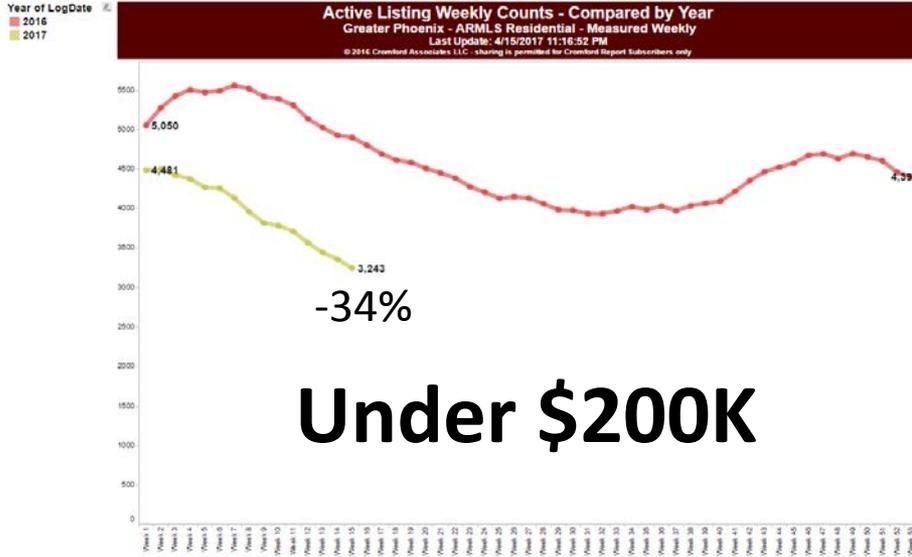
**Active Listing Weekly Counts - Compared by Year**  
 Greater Phoenix - ARMLS Residential - Measured Weekly  
 Last Update: 4/15/2017 11:16:52 PM  
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# Active Supply BY REGION



# Active Supply BY PRICE RANGE



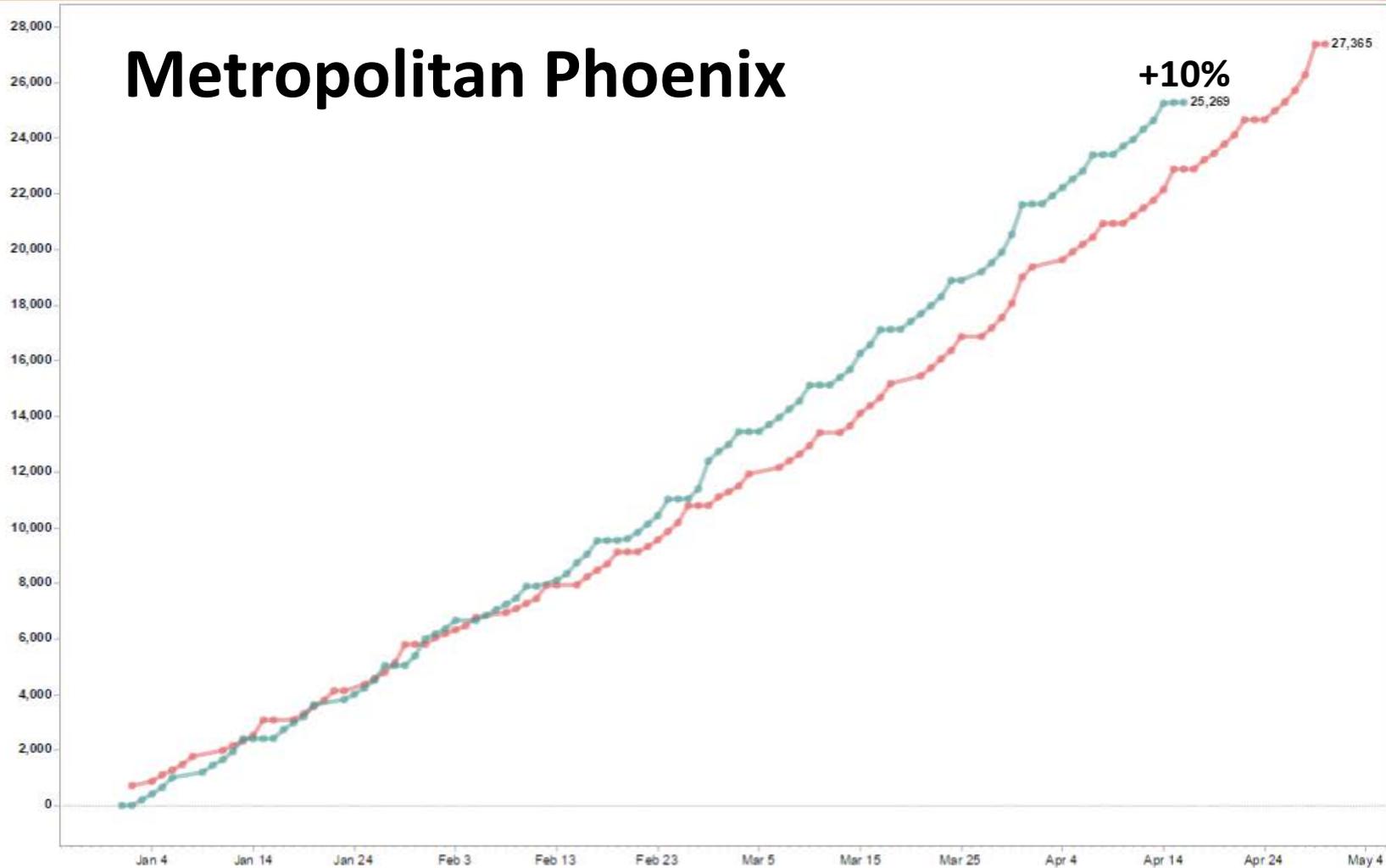
# DEMAND FOR HOMES



Year of CloseDate  
2017  
2016

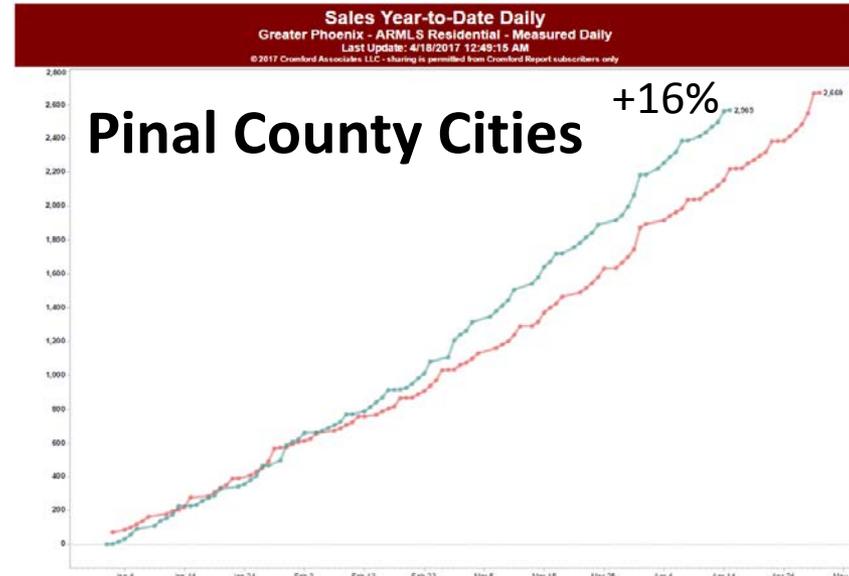
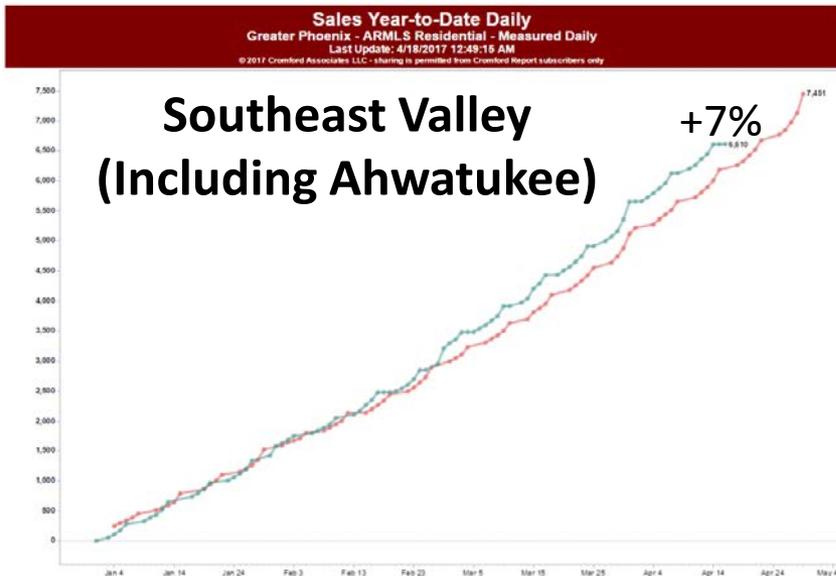
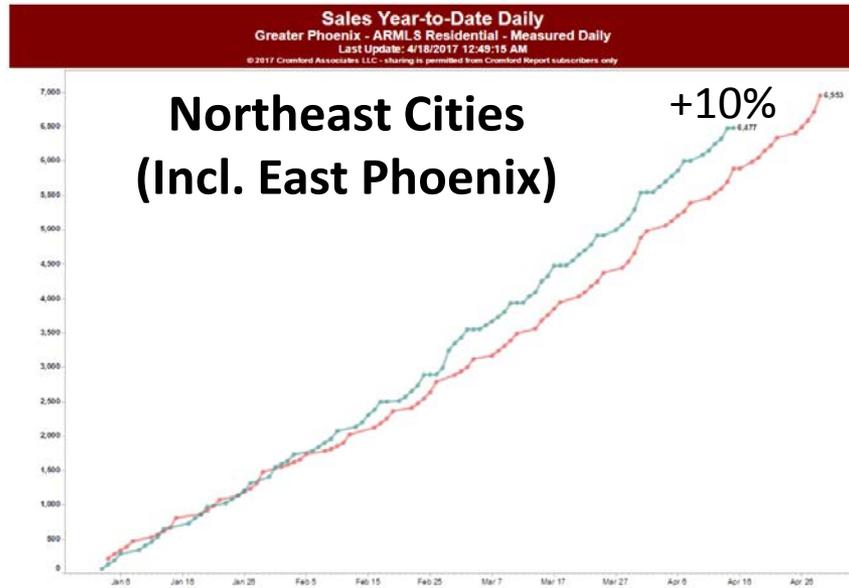
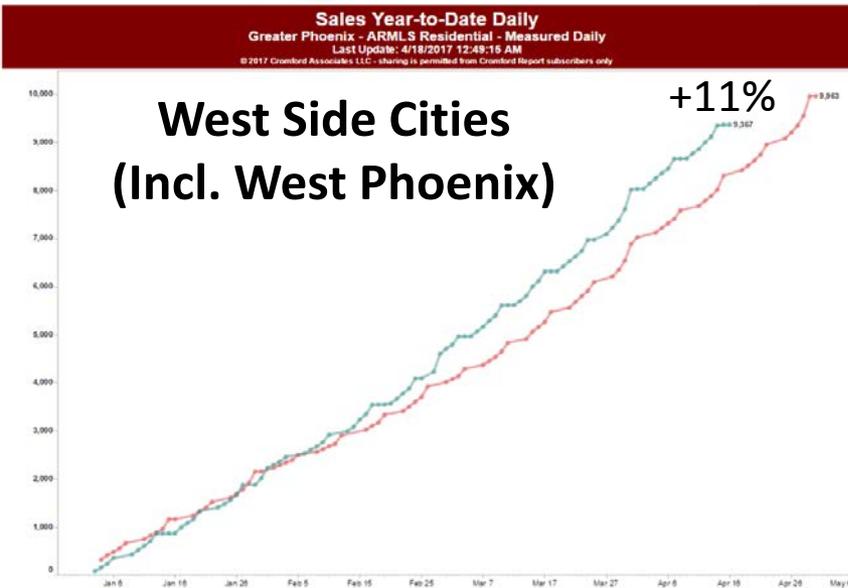
**Sales Year-to-Date Daily**  
Greater Phoenix - ARMLS Residential - Measured Daily  
Last Update: 4/18/2017 12:49:15 AM  
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## Metropolitan Phoenix



# Year-to-Date MLS Sales BY REGION

Year of Close Date  
■ 2017  
■ 2016



# Year-to-Date MLS Sales BY PRICE RANGE

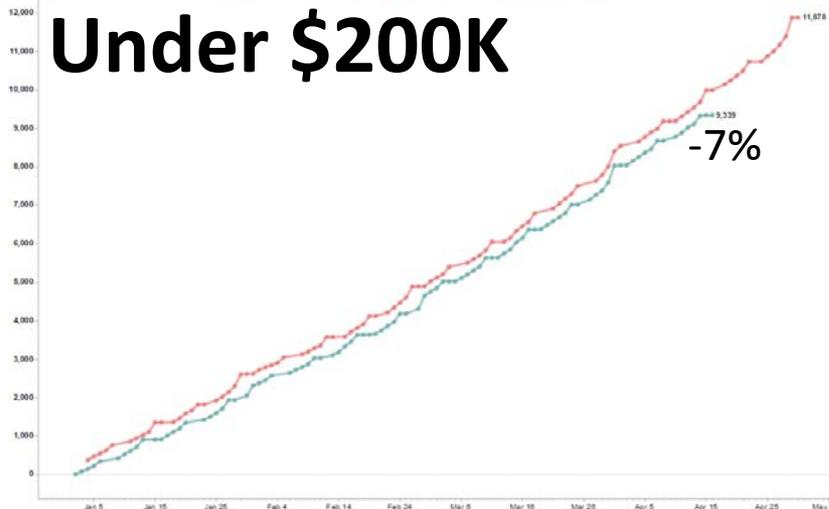
Year of Close Date

2017

2016

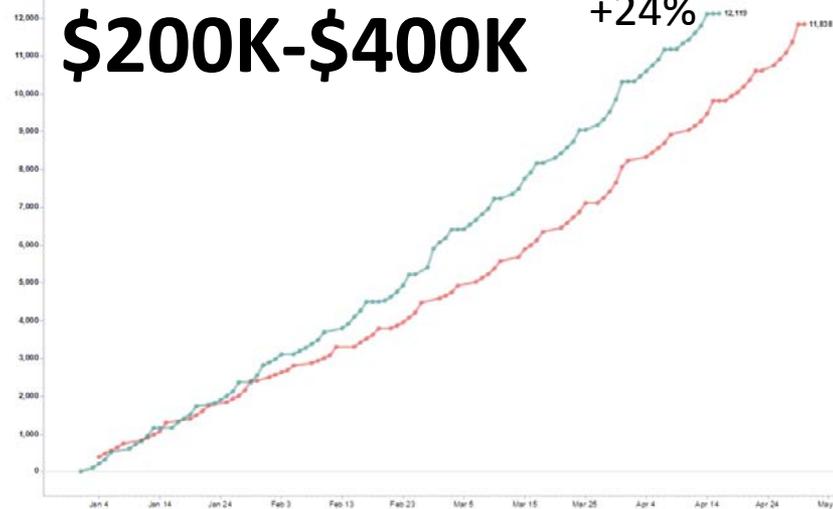
Sales Year-to-Date Daily  
Greater Phoenix - ARMLS Residential - Measured Daily  
Last Update: 4/18/2017 12:49:15 AM  
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## Under \$200K



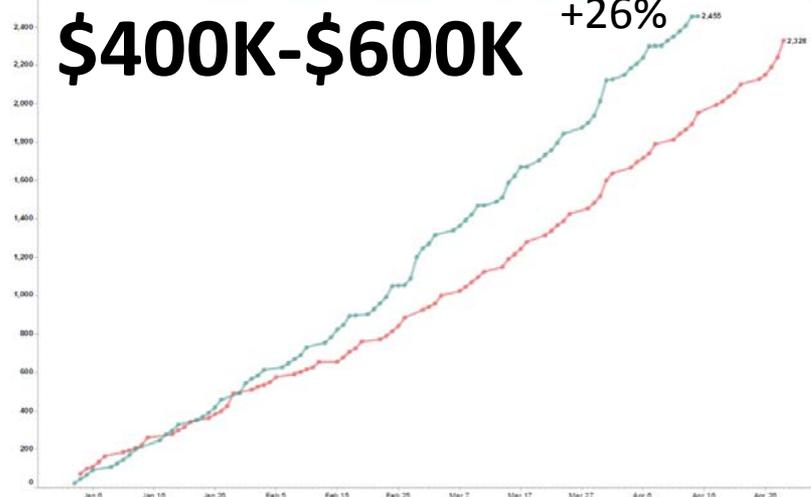
Sales Year-to-Date Daily  
Greater Phoenix - ARMLS Residential - Measured Daily  
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## \$200K-\$400K



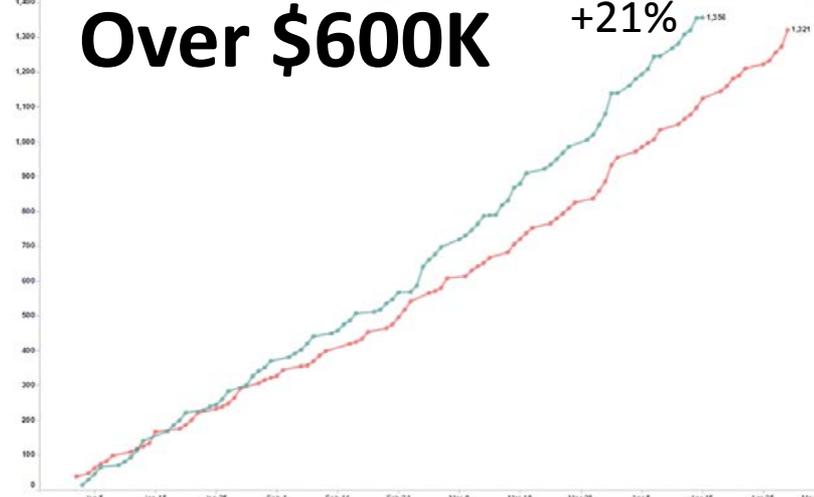
Sales Year-to-Date Daily  
Greater Phoenix - ARMLS Residential - Measured Daily  
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## \$400K-\$600K



Sales Year-to-Date Daily  
Greater Phoenix - ARMLS Residential - Measured Daily  
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## Over \$600K



# MOST FRENZIED AREAS FOR BUYERS

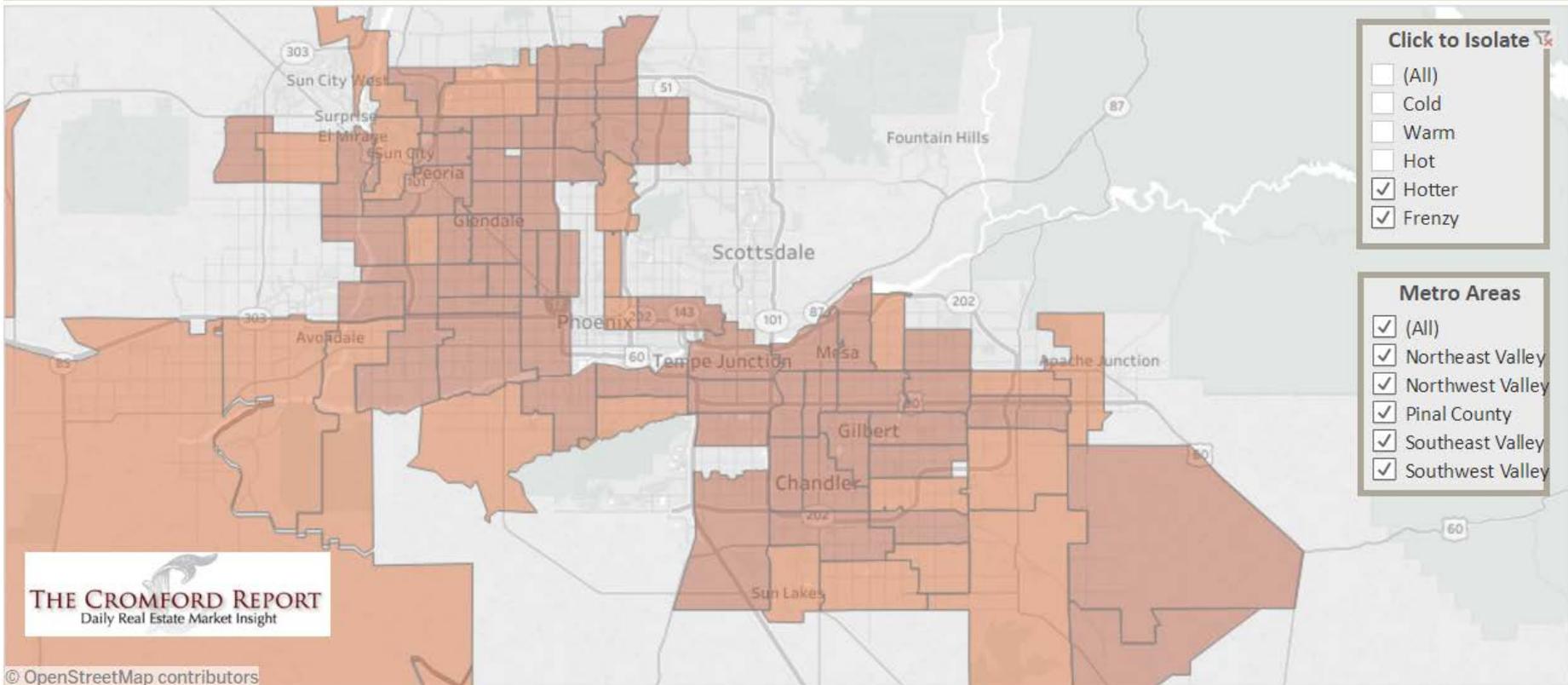
## CONTRACT RATIO BY ZIP CODE

Arizona Regional MLS - Phoenix Metropolitan Area

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Updated 4/16/2017 9:24:54 PM

Hover over Zip Code to see Active Listings vs. Under Contract  
To pan the map hold the mouse key down for 3 seconds, then move.





# MOST FRENZIED AREAS FOR BUYERS

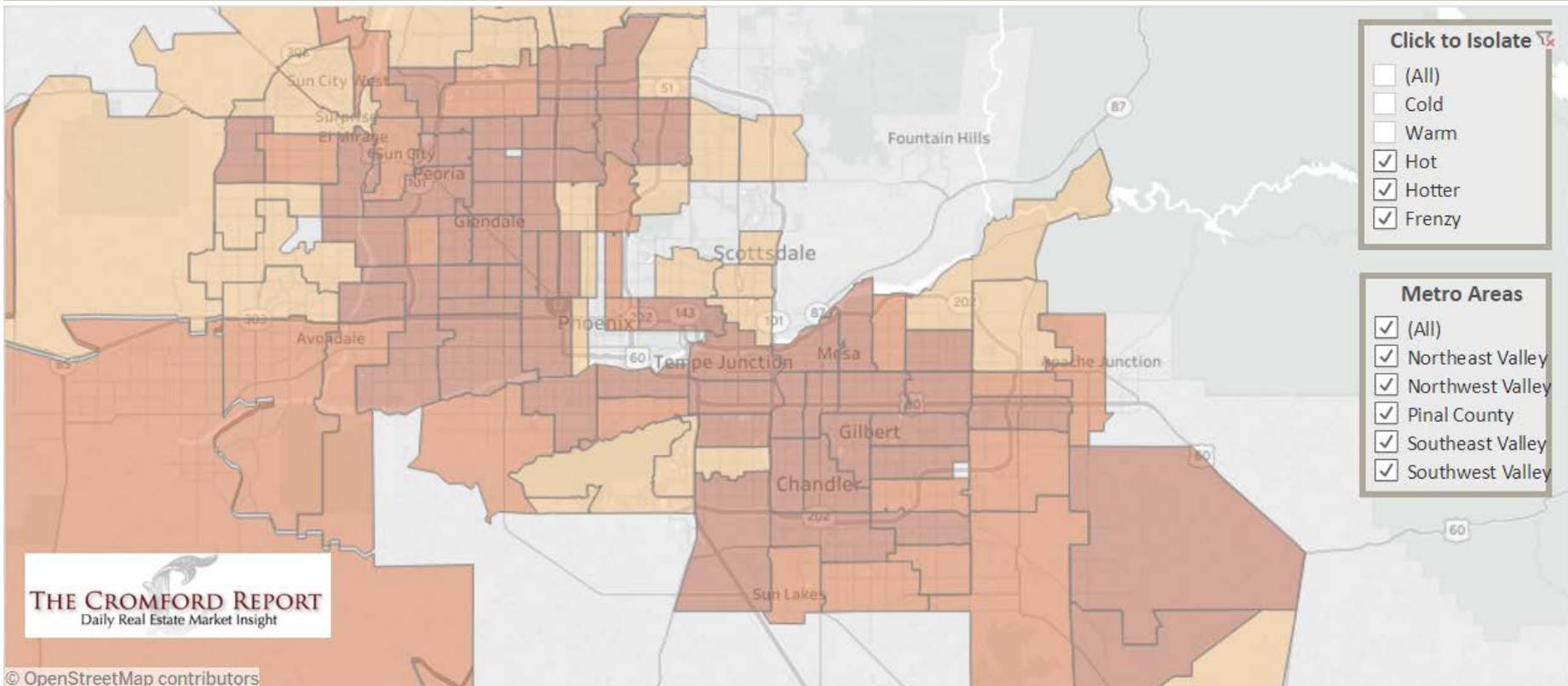
## CONTRACT RATIO BY ZIP CODE

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Hover over Zip Code to see Active Listings vs. Under Contract  
To pan the map hold the mouse key down for 3 seconds, then move.



# MOST FRENZIED AREAS FOR BUYERS

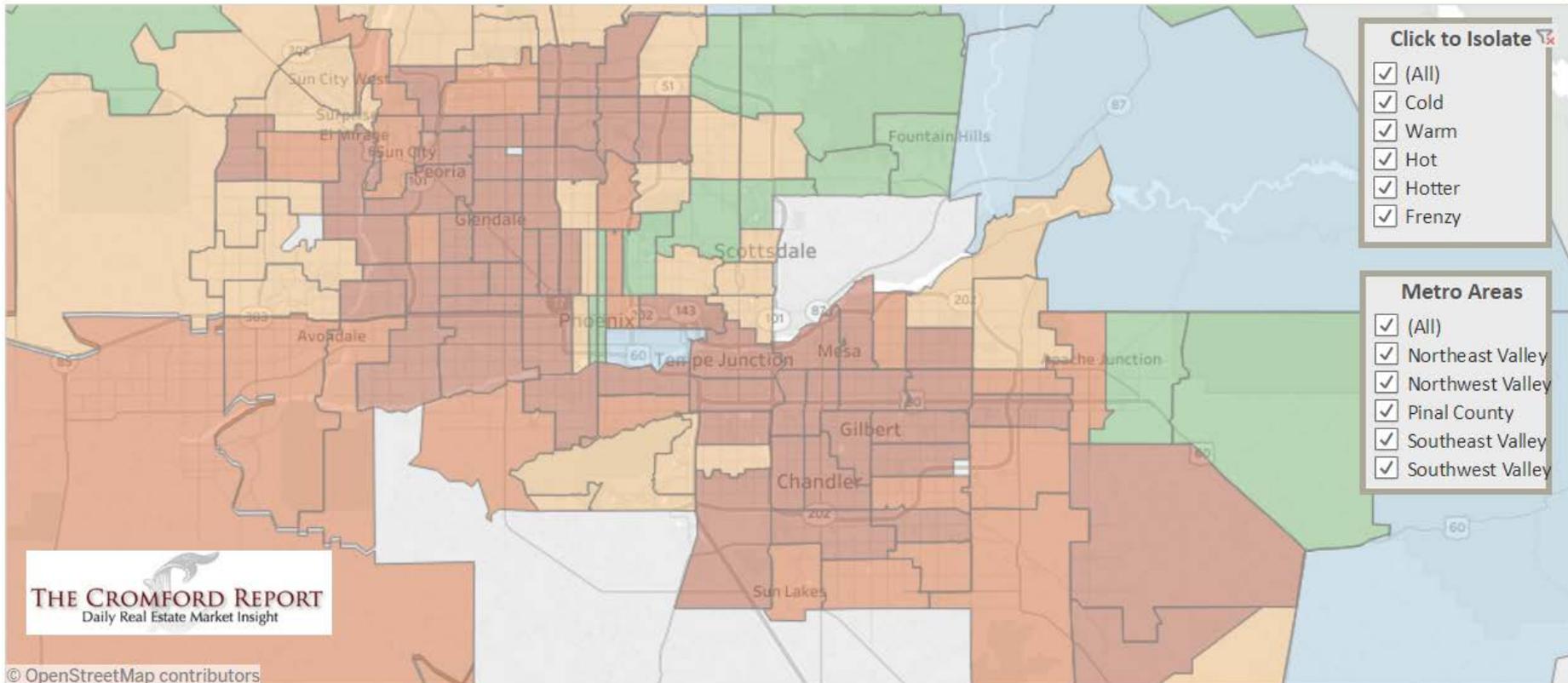
## CONTRACT RATIO BY ZIP CODE

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Hover over Zip Code to see Active Listings vs. Under Contract  
To pan the map hold the mouse key down for 3 seconds, then move.



# MOST FRENZIED AREAS FOR BUYERS

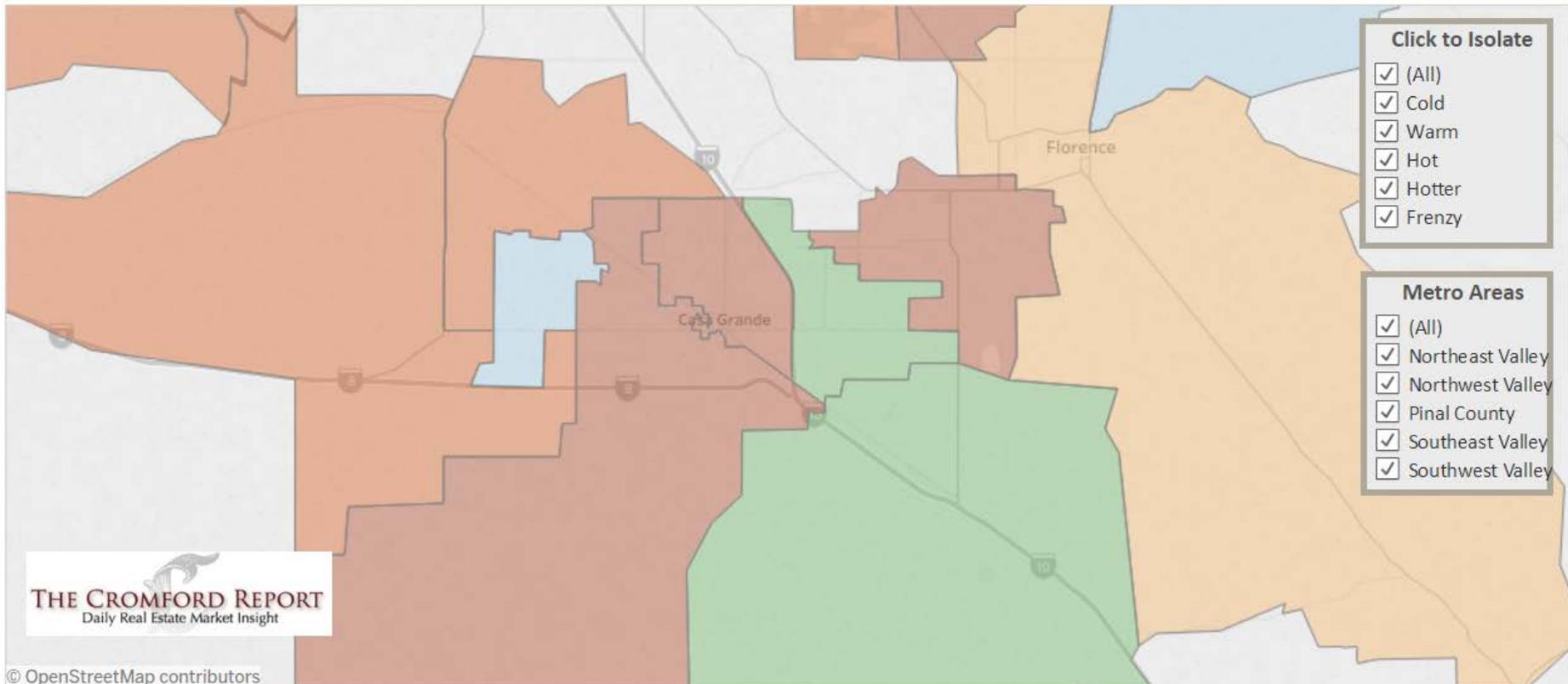
## CONTRACT RATIO BY ZIP CODE

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Hover over Zip Code to see Active Listings vs. Under Contract  
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# MOST FRENZIED AREAS FOR BUYERS

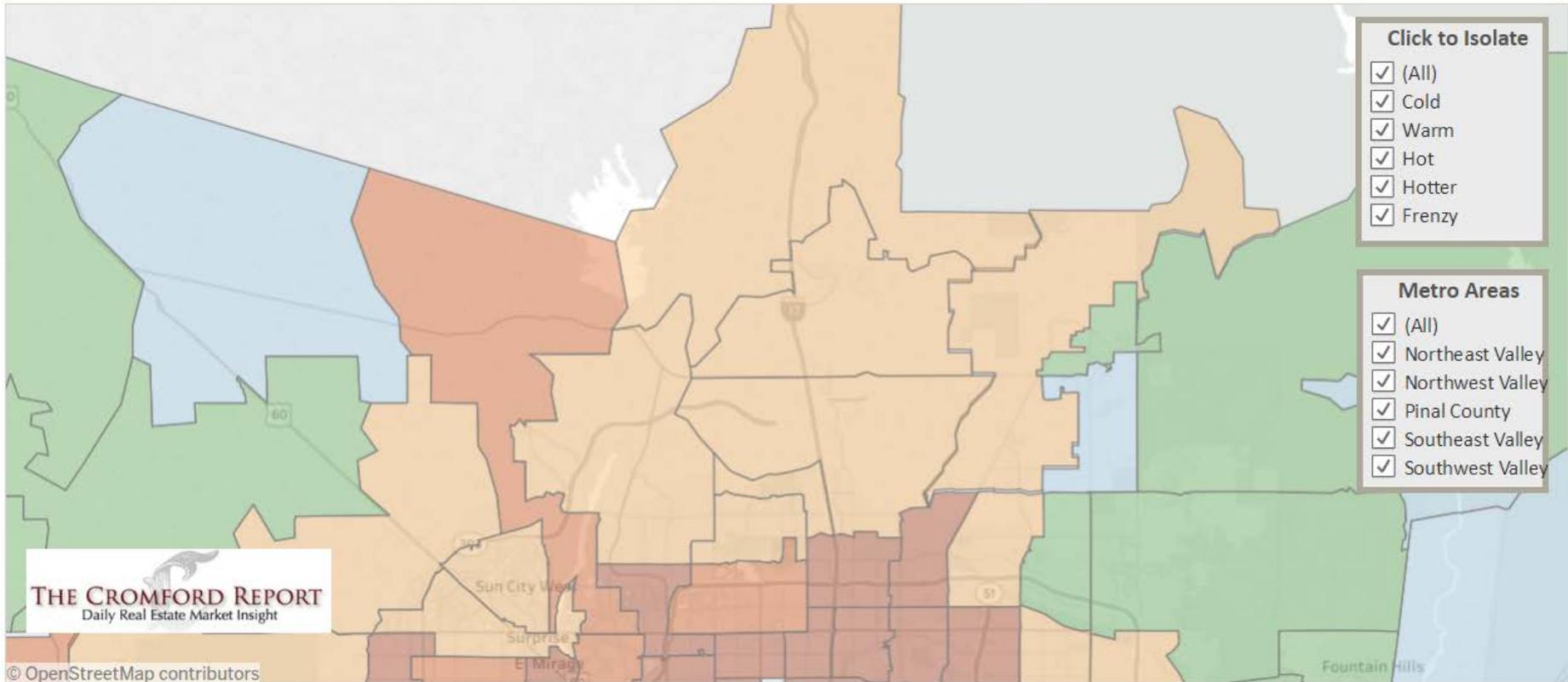
## CONTRACT RATIO BY ZIP CODE

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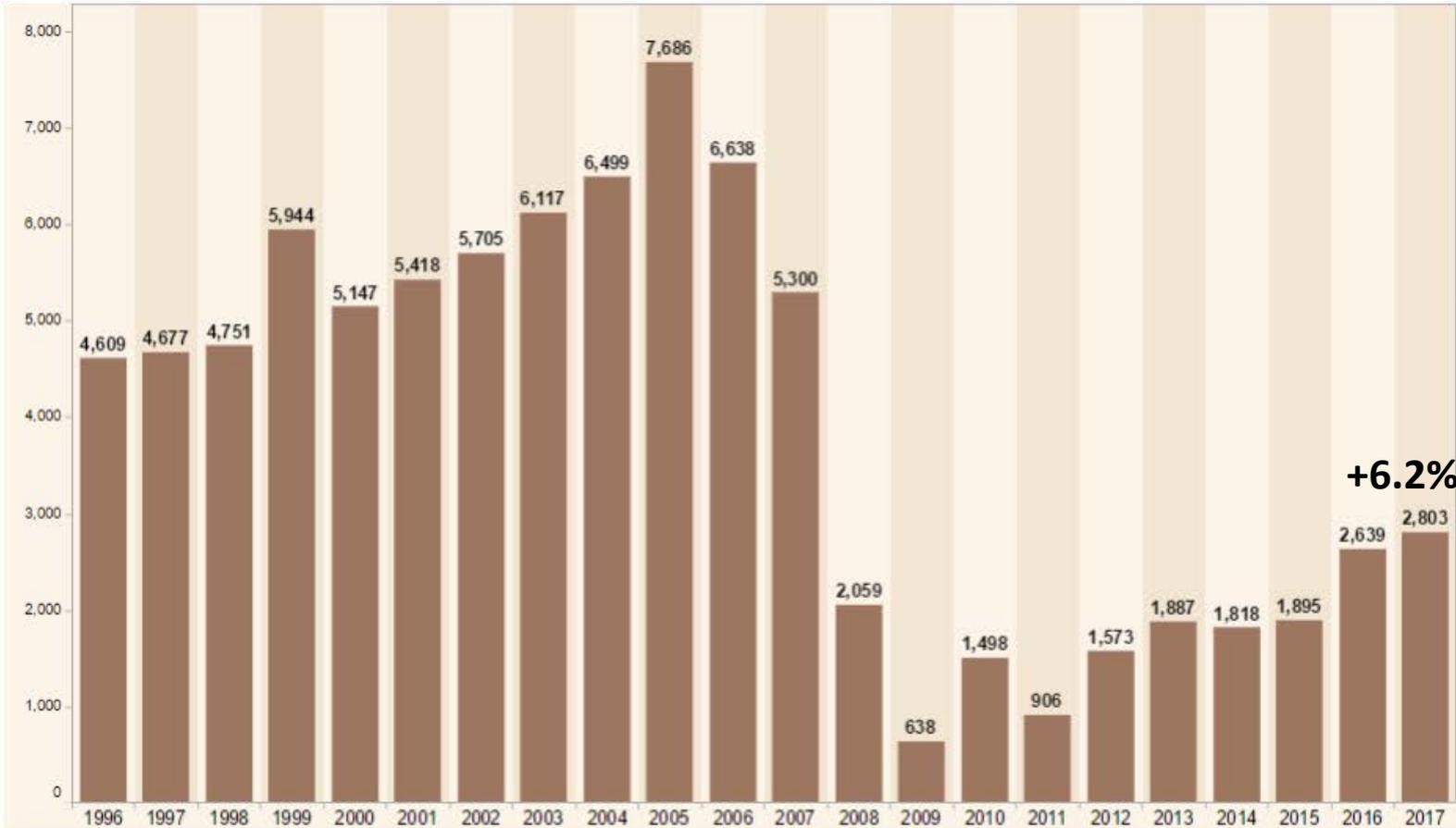
Hover over Zip Code to see Active Listings vs. Under Contract  
To pan the map hold the mouse key down for 3 seconds, then move.



# Supply

## Single Family Permits

**Single-Family Permits - Year to Date  
as of the End of February Each Year**  
Census Bureau Reports - Measured Since 1996  
© 2017 Cromford Associates LLC



- CountyName**
- (All)
  - Apache County
  - Cochise County
  - Coconino County
  - Gila County
  - Graham County
  - La Paz County
  - Maricopa County
  - Mohave County
  - Navajo County
  - Pima County
  - Pinal County
  - Santa Cruz County
  - Yavapai County
  - Yuma County

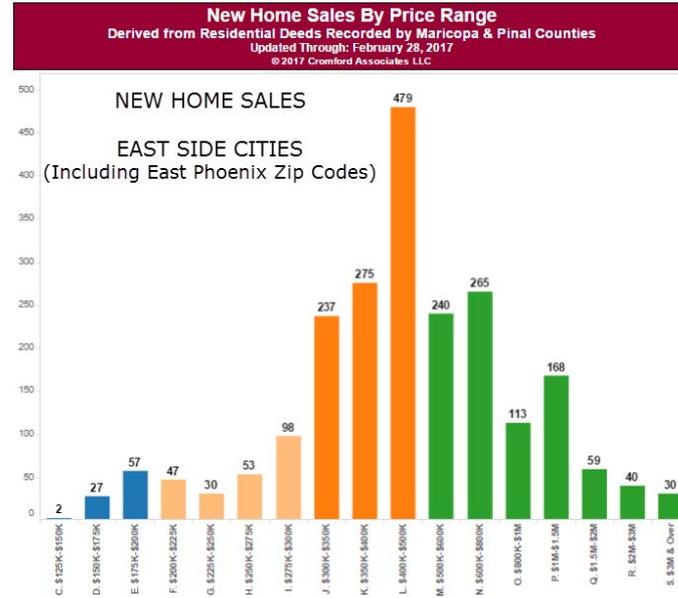
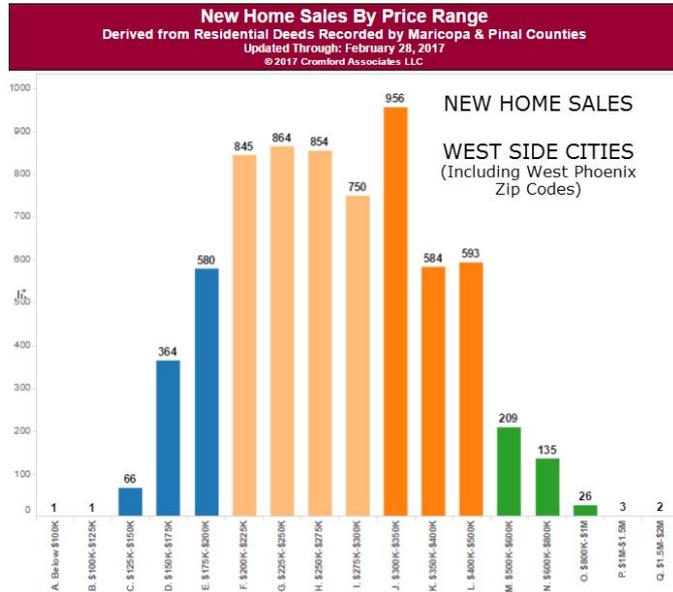
- Place**
- (All)
  - Apache Junction
  - Avondale
  - Buckeye
  - Carefree
  - Casa Grande
  - Cave Creek
  - Chandler
  - Coolidge
  - El Mirage
  - Eloy
  - Florence
  - Fountain Hills
  - Gila Bend
  - Gilbert
  - Glendale
  - Goodyear
  - Guadalupe

# Supply

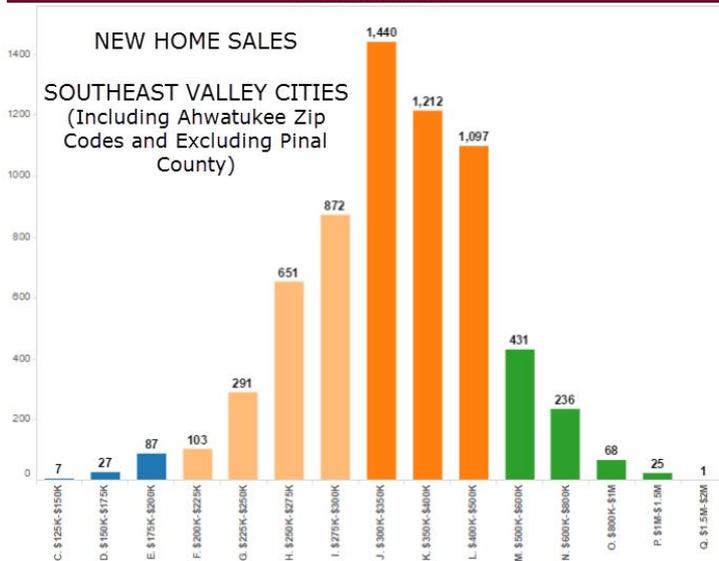
## Single Family Permits

2016 Permits		Rank	2017 Permits Through February	
Phoenix	2,462	1	Mesa	376
Mesa	2,116	2	Phoenix	373
Peoria	1,636	3	Buckeye	301
Gilbert	1,601	4	Peoria	259
Pinal County	1,529	5	Pinal County	255
Buckeye	1,521	6	Queen Creek	226
Chandler	1,202	7	Gilbert	187
Queen Creek	1,090	8	Goodyear	176
Maricopa County	1,027	9	City of Maricopa	172
Goodyear	994	10	Mirana	119

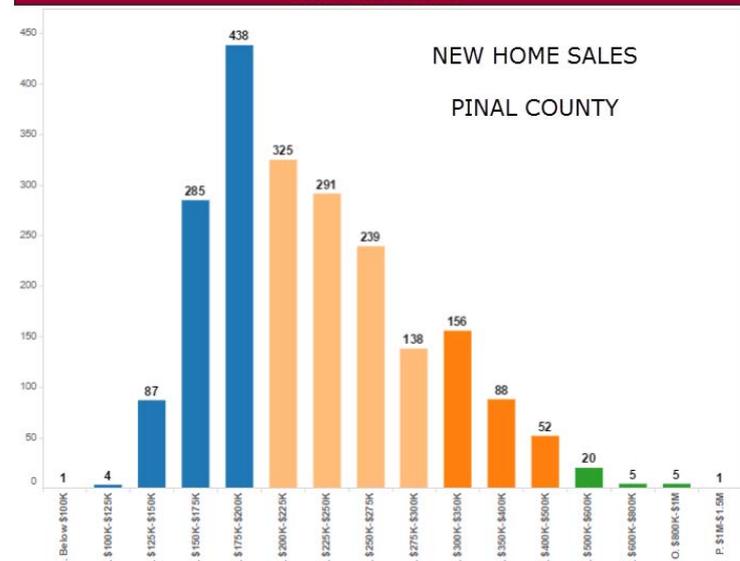
# New Home Sales 2016-2017 YTD



**New Home Sales By Price Range**  
Derived from Residential Deeds Recorded by Maricopa & Pinal Counties  
Updated Through: February 28, 2017  
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**New Home Sales By Price Range**  
Derived from Residential Deeds Recorded by Maricopa & Pinal Counties  
Updated Through: February 28, 2017  
© 2017 Cromford Associates LLC

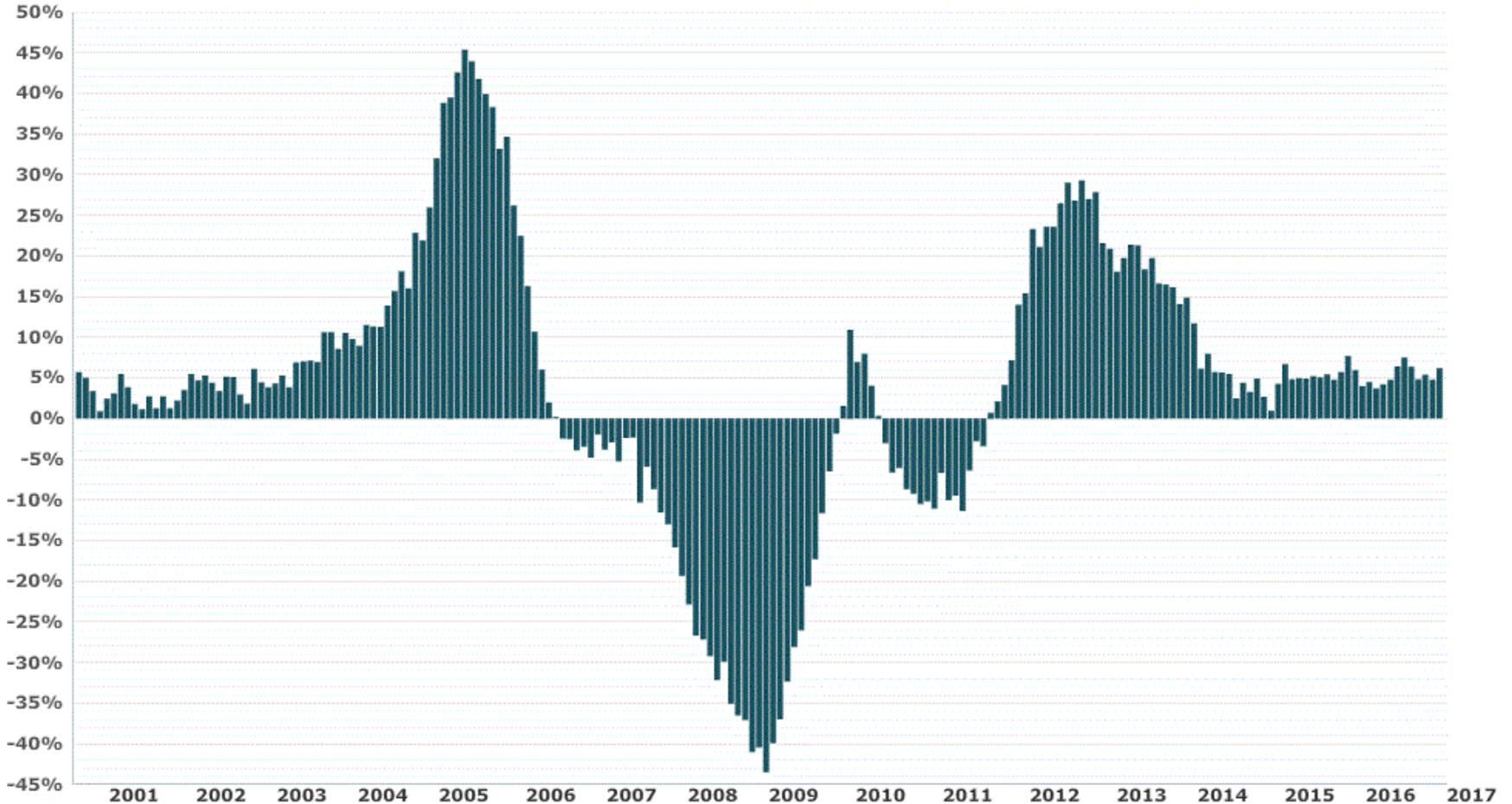


# PRICE TRENDS



# Average Sales Price per Square Foot

**Average Annual Appreciation (Based on Monthly Average Sales \$/SF)**  
April 3, 2017



**All Areas & Types - ARMLS Residential Resale - Measured Monthly**

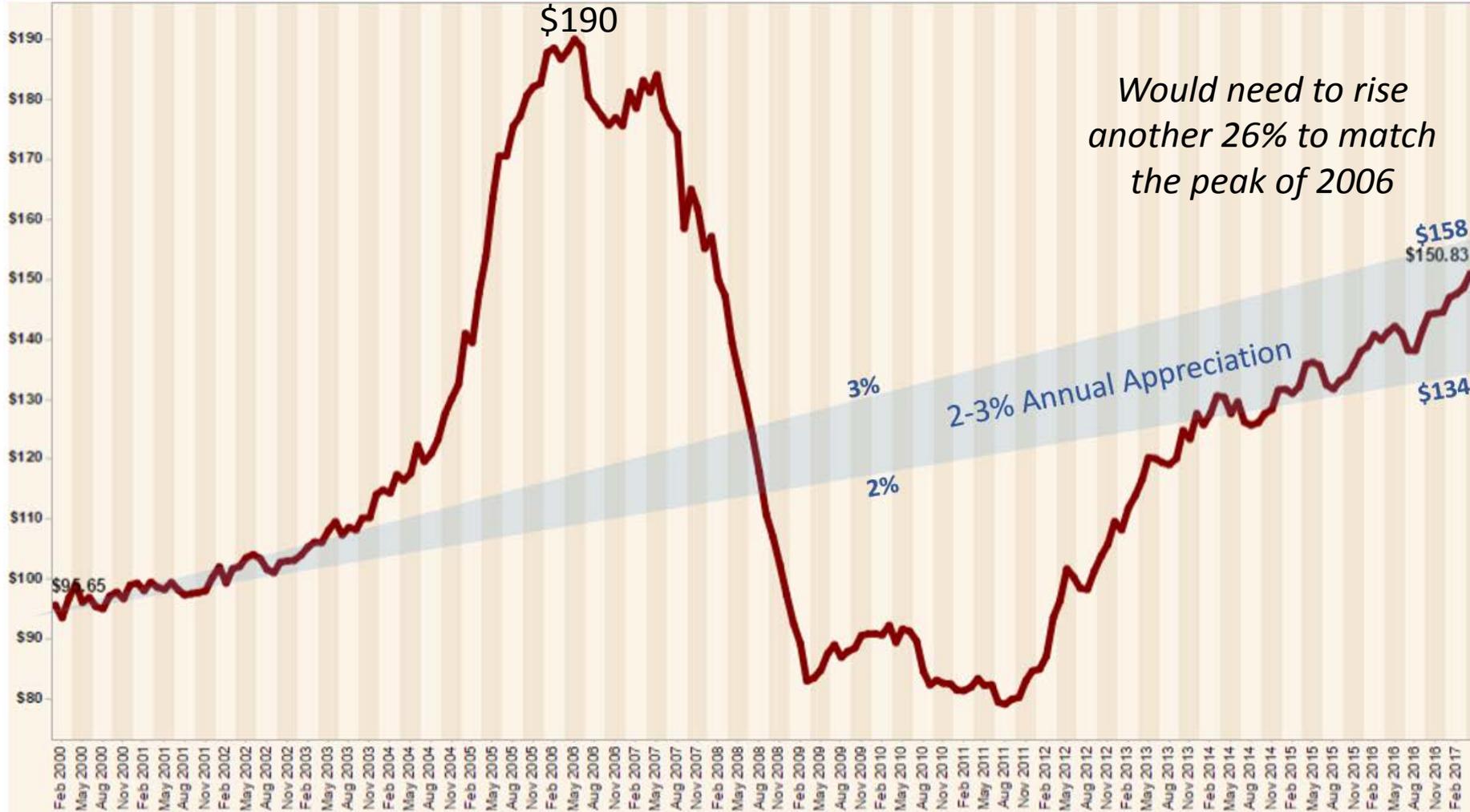
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APAS

# Average Sales Price per Square Foot

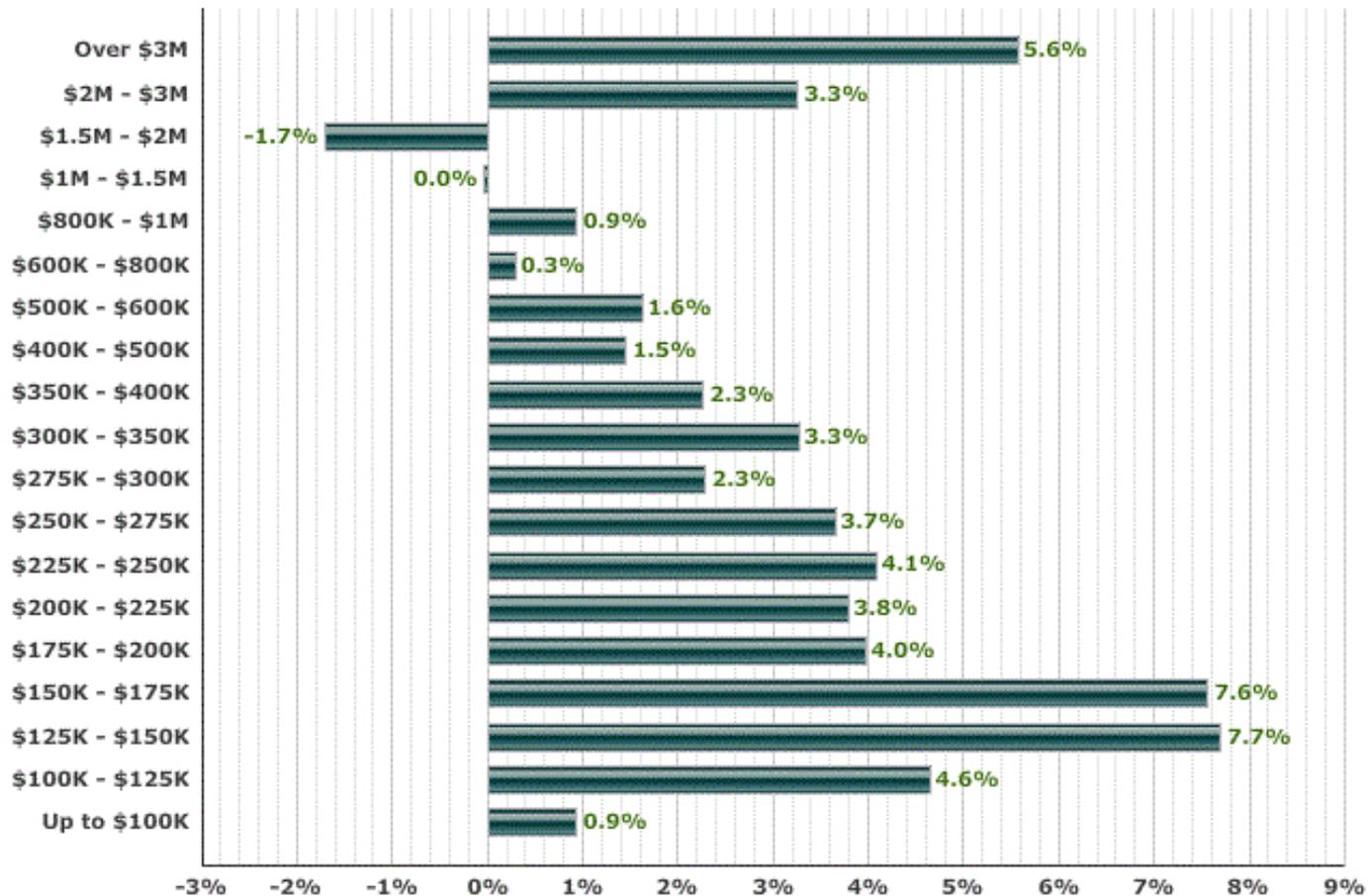
**Monthly Average Sales Price per Square Foot**  
Greater Phoenix - ARMLS Residential Resale - Measured Monthly  
Last Update: 4/11/2017 9:47:20 PM

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# Annual Appreciation by Price Range

**Change in Annual Average \$ per Sq Ft by List Price Range**  
April 2, 2017



**Single Family Detached - ARMLS Residential Resale - Measured Monthly**

# Appreciation by Major City

## West Side Cities

Print

**Appreciation - Based on Annual \$/SF - Last Two Years**  
April 13, 2017

- Avondale
- Buckeye
- Cave Creek
- Chandler
- Fountain Hills
- Gilbert
- Glendale
- Goodyear
- Maricopa
- Mesa
- Paradise Valley
- Peoria
- Phoenix
- Queen Creek
- Scottsdale
- Surprise
- Tempe



Avondale 9.5%  
Buckeye 9.5%

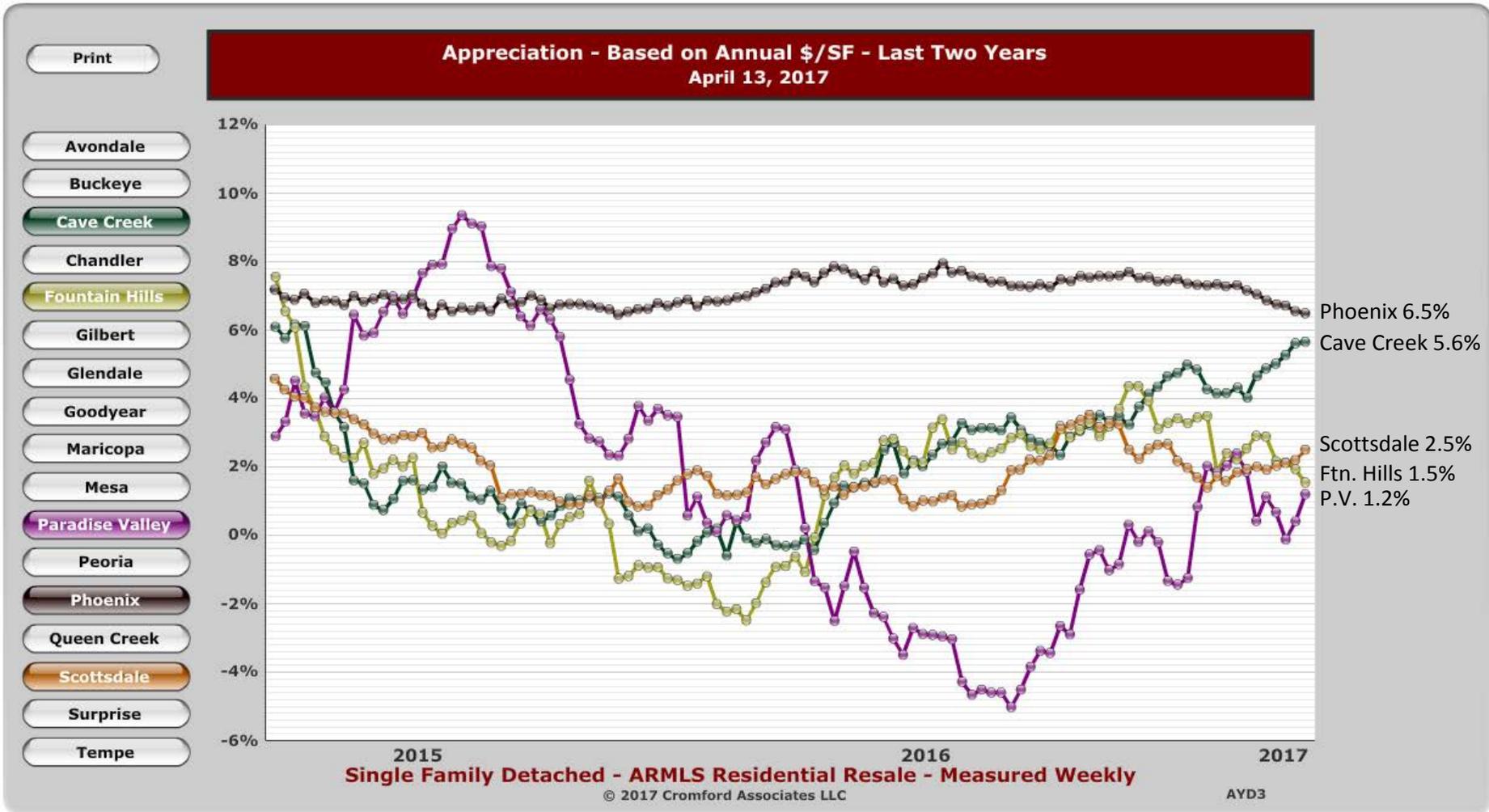
Goodyear 7.6%  
Surprise 7.2%

Peoria 6.2%  
Glendale 6.1%

2015 2016 2017  
**Single Family Detached - ARMLS Residential Resale - Measured Weekly**

# Appreciation by Major City

## East Side Cities



# Appreciation by Major City

## Southeast Valley Cities

Print

Appreciation - Based on Annual \$/SF - Last Two Years  
April 13, 2017

- Avondale
- Buckeye
- Cave Creek
- Chandler**
- Fountain Hills
- Gilbert**
- Glendale
- Goodyear
- Maricopa**
- Mesa**
- Paradise Valley
- Peoria
- Phoenix
- Queen Creek**
- Scottsdale
- Surprise
- Tempe**



Maricopa 9.5%

Mesa 6.7%  
Queen Creek 6.4%

Tempe 5.5%  
Gilbert 5.5%  
Chandler 5.3%

Single Family Detached - ARMLS Residential Resale - Measured Weekly

# *Projections In a Nutshell*

- Last Big Year for Boomerang Buyers
- Phoenix Metro Population is Growing
- Builders are Not Adding Much Supply in Entry Level Price Points
- Appreciation rates are more stable where there's more competition from new construction
- Appreciation rates are strongest close to employment centers and freeway access
- Appreciation in price ranges under \$600,000 will continue to be positive in the short term