

TheWilcoxReport.com

Released August 2, 2013

- Real Estate Recession Over in Greater Phoenix.

Single Family Property Market in Recovery.

- What is a Normal Market? Historic Look at Foreclosure Numbers Back to 2003
 - Snapshot of Numbers for the Last Eleven Years for the Month of June
 - July 2013 Existing Single Family Results
 - Single Family Sales Slightly Down In June and Why
 - How Single Homes Were Purchased in Greater Phoenix
 - Single Family Listing Trends

By

Fletcher Wilcox, Grand Canyon Title Agency, Inc.



Grand Canyon Title is a locally owned title agency in Greater Phoenix closing transactions for thirty-three years.

In the July 16 Wilcox Report <http://thewilcoxreport.com/updates/> I compared trends for the last five years for the month of June. I was asked to give a broader historical perspective of the single family residential market. So parts of this report were published on July 16, but expanded back to 2003. There is also an update on July 2013 existing sales and the news is good.

The Greater Phoenix single family residential market is in recovery and is no longer in recession.

A historic look at real estate numbers all the way back to 2003.

If plummeting property values caused by foreclosures, cheap lender owned sales, job losses, and tight lending standards defined the real estate recession, then the recession is over for the single family property segment in Greater Phoenix.

The number of foreclosure starts, auctioned properties, lender owned sales and short sales have significantly declined. When comparing these categories in June 2009 to June 2013, foreclosure starts are down 84%, auctioned properties down 85%, lender owned sales down 92% and short sales down 19% (short sales are down 60% when comparing June 2012 to June 2013). There were 75,700 more non-farm jobs in June 2013 than June 2009. Greater Phoenix is still short 133,000 jobs compared to June 2006, but the number of jobs year to date, are ascending, not descending. While lending standards are still tight they have loosened. Some lenders now offer conventional loans with a three percent down payment and mortgage insurance. Not so, not too long ago.

But with so many people still in hurt from the real estate recession how can it be over? Let's try to put this into perspective with an analogy. During World War II there was the Battle for Britain. The Germans bombed the United Kingdom with a sustained aerial campaign. The Brits fought back, not giving up. Eventually the bombing stopped, much damaged done, but then recovery began. The dumping of cheap homes, especially lender owned homes, on to the Greater Phoenix market, pulling down all property values is over. Many are still hurting, but we are recovering. Property values are no longer descending, but ascending. The median sales price for an existing single family property in June 2013 was \$206,000, seventy-two percent higher than when it hit bottom in August 2011 at \$120,000, but still down twenty-eight percent from the peak of \$287,000 in June 2006.

You decide if the real estate recession is over.

July 2013 Update: Expect the Case Shiller Home Price Index to once again have good news for Greater Phoenix. The median sales price for July 2013 will be higher than June 2013 and most likely will end up in the \$208,000 to \$210,000 range. July 2013 single family sales of existing properties will be approximately fifteen percent higher than July 2012, and about three percent higher than June 2012. The most likely reason for the increase in July 2013 sales was because of year to date inventory increases in April and May. July 2013 new listings of existing single family properties are higher than July 2012. This is the first time since July 2008 year to date listings were higher for a month of July, and the third time in the last four months. Rising home values are rising the number of listings.

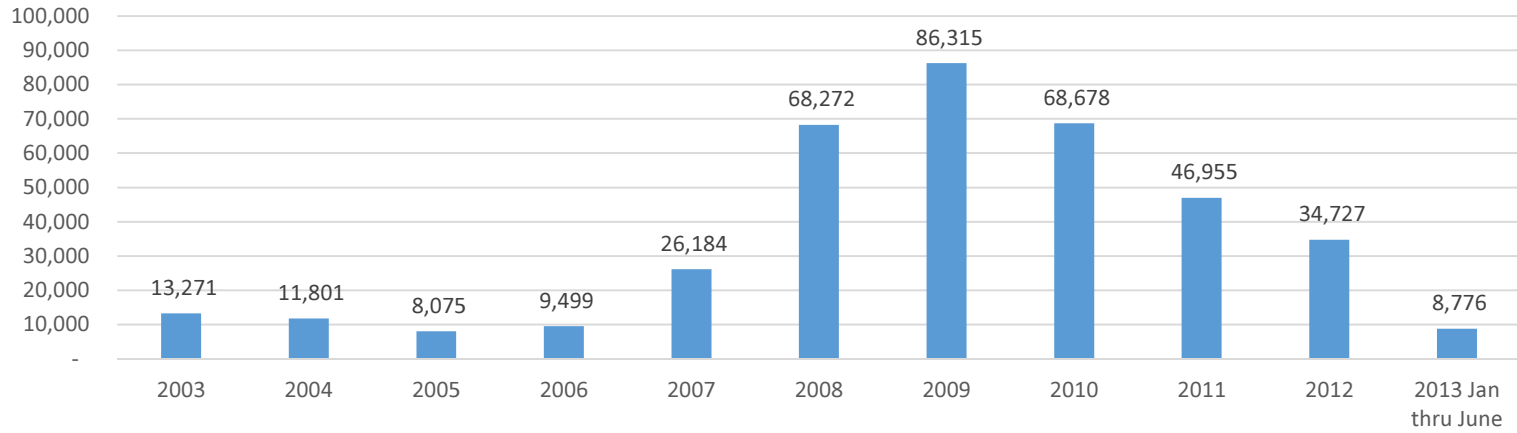
June 2013 Existing Single Family Sales: June 2013 single family sales were down three percent from June 2012. The main reason sales were down was because the number of days available to close a real estate transaction in June 2013 were less than in June 2012. The Residential Resale Real Estate Purchase Contract states that both the escrow company and recorder's office have to be open to close a sale. In June 2012 there were 21 closing days compared to 20 in June 2013. June 2013, however, averaged more closings per day at 303.5 compared to 299 per day in June 2012.

What does a normal single family resale market look like? To try to answer this, this report contains numbers back to 2003. I would like to say 2003 is what a normal single family real estate market might look like when it comes to foreclosure starts and foreclosed on properties, but continual changes in the single family market, makes it a little difficult to define a normal market or year.

Below are three charts going back to 2003. The first chart shows the annual number of foreclosure starts, the second chart the annual number of properties that were foreclosed on, and the final chart, various statistics for the last eleven years for the month of June. All the numbers in this report are for single family properties in Greater Phoenix. Greater Phoenix is defined as Maricopa County, Arizona.

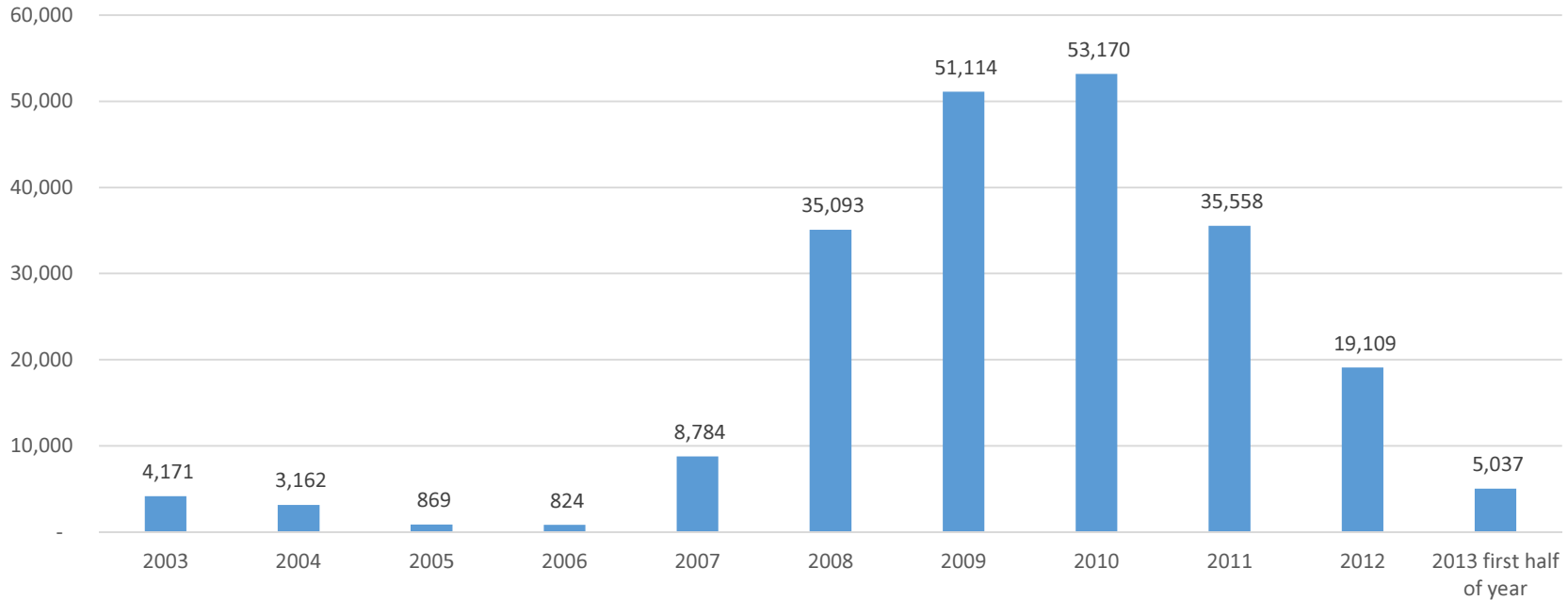
Foreclosure Starts: Even in 2005 when property values were going up, there were 8,075 foreclosure starts. For the first half of 2013, foreclosure starts were 8,776. **Prediction: foreclosure starts in all of 2013 will end up around 15,500, which is 2,229 more than the 13,271 in 2003 and 70,815 less than the 86,315 in 2009.**

Foreclosure Starts by Year
Single Family Properties in Greater Phoenix
 Data from NetValueCentral.com The WilcoxReport.com



Foreclosed On or Auctioned Properties at Trustee’s Sale Auctions: In 2003, there were 4,171 auctioned properties (trustee’s sale auctions). In 2010 there were 53,170. For the first half of 2013 there were 5,037. **Prediction: Foreclosed on properties in all of 2013 will be between 9,500 and 10,000.**

**Foreclosed On or Auctioned Properties by Year
Single Family Properties in Greater Phoenix
Data from NetValueCentral.com TheWilcoxReport.com**



**Snapshot of Last Eleven Years for the Month of June
Distressed Single Family Property Trends in Greater Phoenix**

	June 2003	June 2004	June 2005	June 2006	June 2007	June 2008	June 2009	June 2010	June 2011	June 2012	June 2013	June 2009 compared to June 2013 Percentage Change
Foreclosure Starts	1,064	919	603	660	1,979	5,928	7,266	4,997	3,664	3,219	1,164	-84%
Auctioned Properties*	364	279	54	39	569	3,195	5,126	4,488	3,271	1,382	749	-85%
Auctioned Properties Purchased by Third Party**	157	150	50	30	80	274	923	1,092	1,263	763	471	-49%
Auctioned Properties to Lender**	207	129	4	9	489	2,921	4,203	3,396	2,008	619	278	-93%
Lender Owned Sales***	84	121	9	2	104	1,381	4,247	2,384	3,008	720	348	-92%
Short Sales	-	-	-	-	-	-	871	1,627	1,740	1,766	702	-19%
Sales under \$50,000	7	7	1	0	1	12	725	347	809	247	53	
Distressed Title Transfers****	364	279	54	39	569	3,195	5,997	6,115	5,011	3,148	1,451	-76%
Median Sales Price for Existing Single Family Properties	\$164,900	\$183,500	\$270,000	\$28,7500	\$280,000	\$220,000	\$136,000	\$145,000	\$126,500	\$164,000	\$205,000	+51%
Non-Farm Jobs	1,604,800	1,664,300	1,768,300	1,874,700	1,903,000	1,855,600	1,694,300	1,664,000	1,678,500	1,725,800	1,770,000	+4.5%
Number New Listings	9,128	8,688	9,765	12,215	10,296	9,995	9,081	8,990	7,926	7,074	7,046	-22%

*Auctioned properties by trustee's sale.

**Auctioned Properties Purchased by Third Party and Auctioned Properties to Lender add up to the number of Auctioned Properties.

***Lender Owned Sales are Auctioned Properties a lender took title to and then sold.

****Distressed Title Transfers are the combined total of Auctioned Properties and Short Sales.



WHY USE GCTA FOR REAL ESTATE MARKETING?

Real estate marketing has changed. It has changed in response to a shift in consumer behavior towards the Internet.

Traditional marketing methods are becoming less effective. Look at your own behavior. Where do you go when you have a need? A print brochure? The yellow pages? Your mailbox? If you are like us {and we're betting you are} you turn to the Internet. Grand Canyon Title recognized this shift.

In response, we created a technology team or "Tech Team" to help real estate professionals just like you to prepare for the shift. Today the majority of consumers start their home search online. This is also where they are likely to find their next real estate agent. Our technology team helps real estate professionals get found online, where a consumer would naturally look for you. Our skills include WordPress, Content Creation, Video, Video Editing, Syndication and Optimization and social media not for entertainment, but for business. We help our clients stand out from their competitors. We help our clients grow their business with technology.

Schedule your green room self promo video today or your HD listing video today, [click here](#) if you are ready to embrace the future of real estate marketing. Want to attend a class? [Click here](#) to see what classes we are teaching. gctatechteam.com

Like us, Tweet Us, Connect With Us, Watch Us here... Or email us at techteam@gcta.com to get started today.



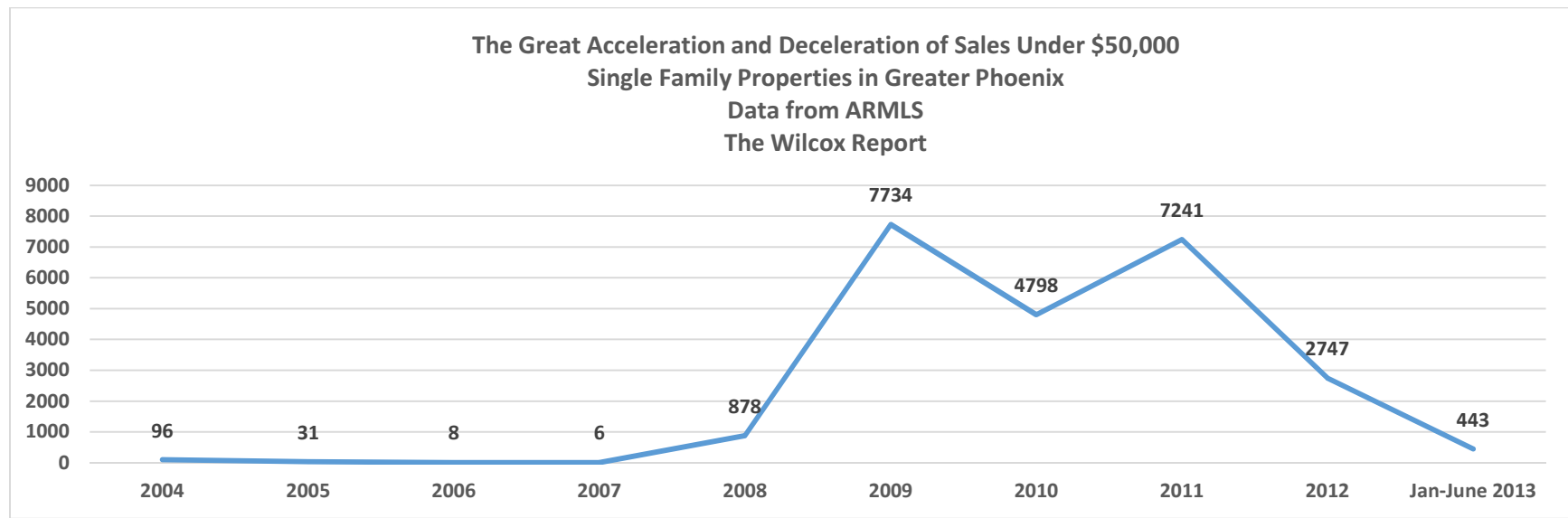
Check out this video by the GCTA tech Team

<http://www.youtube.com/watch?v=K8qLI0P0ic&feature=youtu.be>

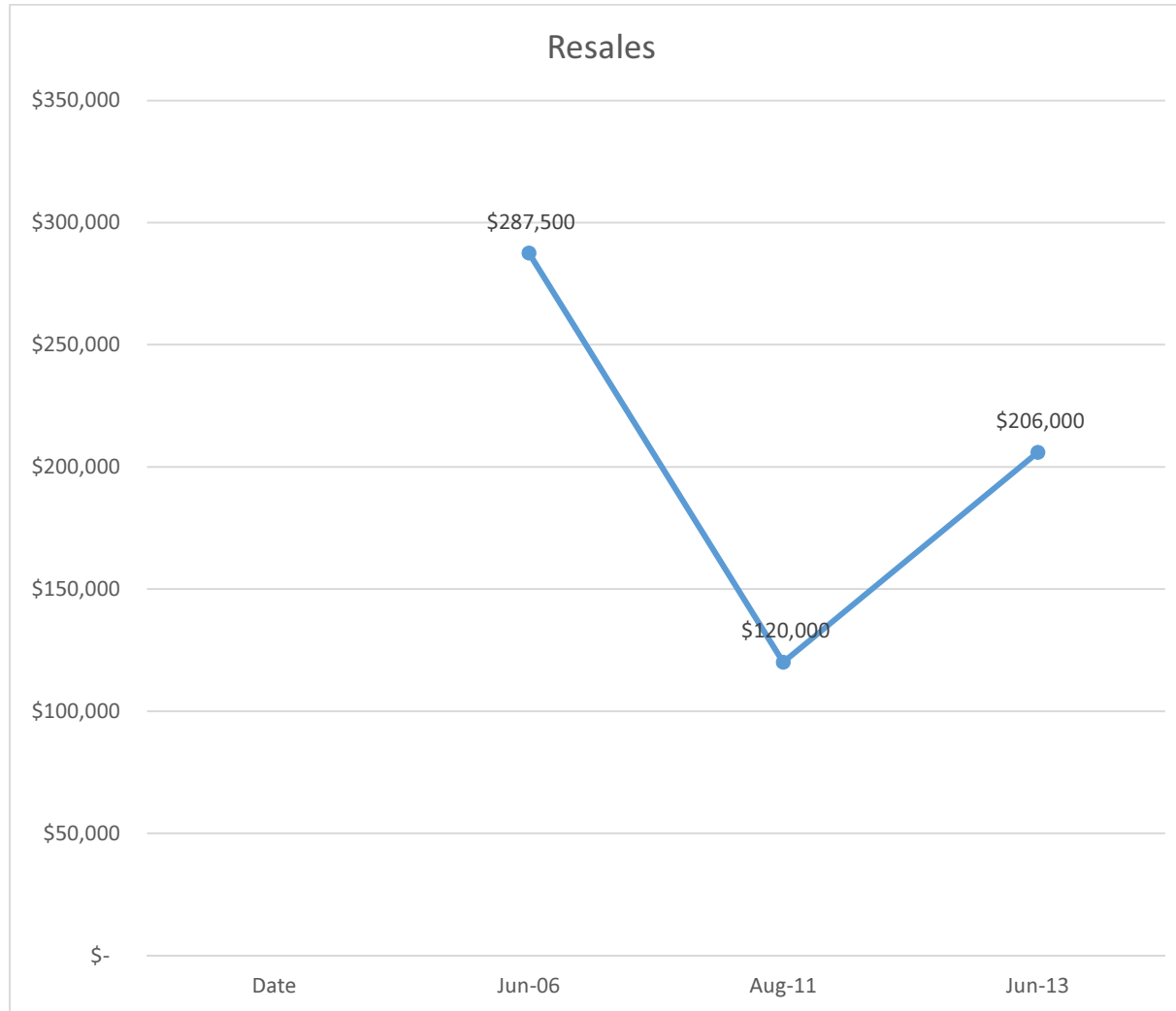
Brief explanation of Arizona Foreclosure Processes

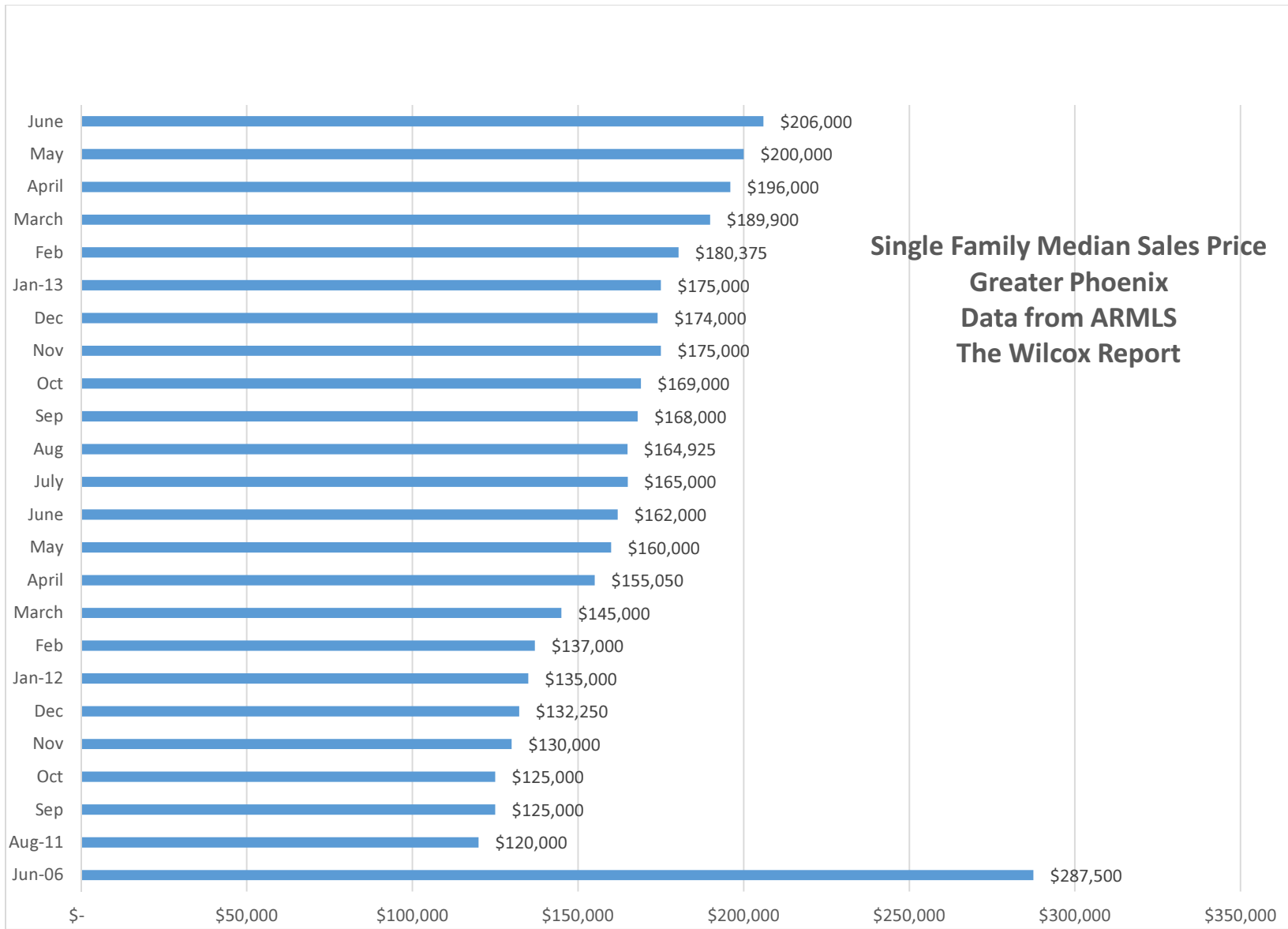
In Arizona there are two ways a lender may foreclose on a property: Either by a judicial foreclosure or by a non-judicial foreclosure. The non-judicial foreclosure process is called a trustee's sale. A judicial foreclosure requires a judge's approval, while a trustee's sale does not. A judicial foreclosure cost a lender more money and takes more time to complete than a trustee's sale. Because of the cost and time to do a judicial foreclosure, ninety-nine percent of all foreclosures go through the non-judicial trustee's sale process. The trustee's sale process is guided by Arizona Revised Statute (A.R.S.). Once a property owner is behind on their mortgage payment(s) and after a lender fulfills certain A.R.S. requirements, a lender may record a Notice of Trustee's Sale (N.O.T.S.). The N.O.T.S. is to be recorded in the county in which the property is located. A property is formerly in the foreclosure process once the N.O.T.S. is recorded against it. The N.O.T.S. will list the auction date and location. Ninety-days must pass after the recording of the N.O.T.S. before the property may be auctioned. If the property is auctioned, one of two events occurs: either the property is sold to a third party, who takes title, or the property goes to the lender, who takes title. When a lender takes title to a property, the property is then categorized as a lender owned or REO property.

Cheap Lender Owned Sales Pulled Down the Value of Non-Lender Owned Sales

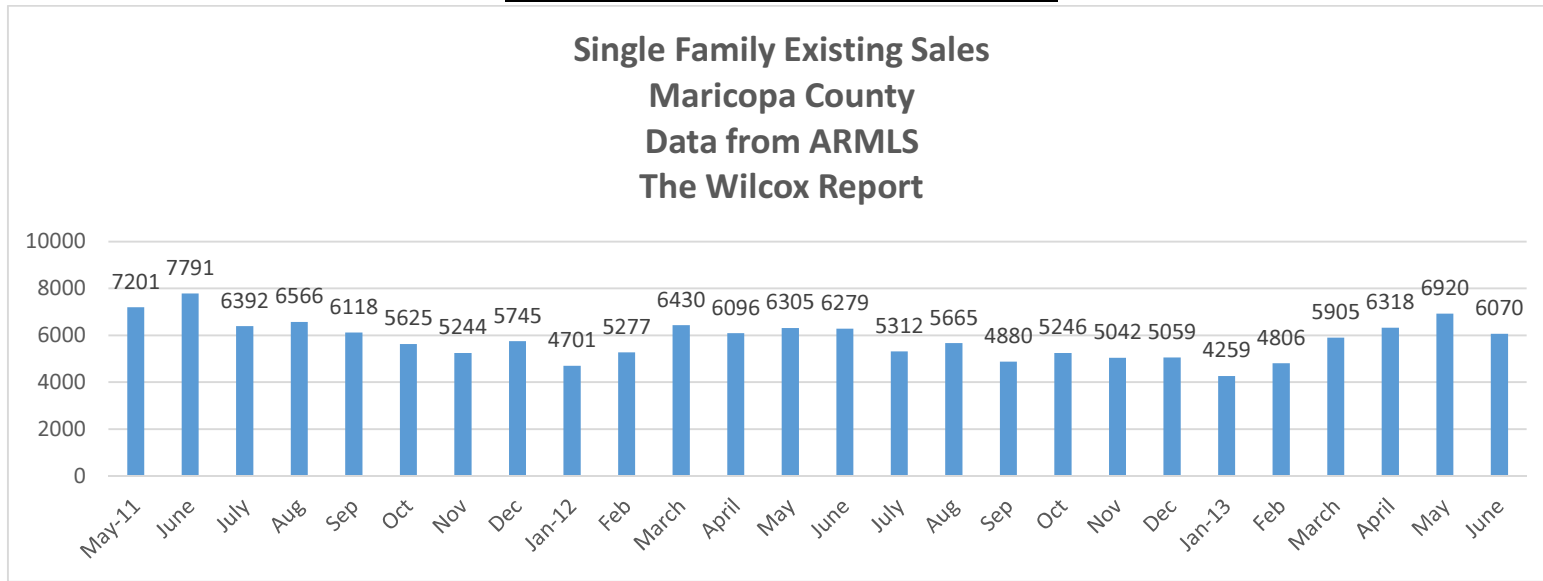


The Top and Bottom of Market According to Median Sales Price





Single Family Sales Trends



June 2013 single family sales were down three percent from June 2012. The main reason sales were down was because the number of days available to close a real estate transaction in June 2013 were less than in June 2012. The Residential Resale Real Estate Purchase Contract states that both the escrow company and recorder's office have to be open to close a sale. In June 2012 there were 21 closing days compared to 20 in June 2013. June 2013, however, averaged more closings per day at 303.5 compared to 299 per day in June 2012.

Number of Closing Days

In June 2012 there were 21 closing days. June 2012 averaged 299 sales per closing day.
 In June 2013 there were 20 closing days. June 2013 averaged 303.5 sales per closing day.

Dollar Volume of Single Family Sales

June 2012 \$1,401,040,818
 June 2013 \$1,606,987,134
 Difference \$ 183,059,591 or 15.6%

June 2013
Single Family Sales in Greater Phoenix
Data from ARMLS

Residential Sold Price Range	June Sales	Active Listings July 23	Estimated Months of Supply	Short Sales (No.)	Short Sales (%)	Lender-Owned Sales (No.)	Lender-Owned Sales (%)	HUD Sales (No.)	HUD Sales (%)	Other (No.)	Other (%)	Total
Under \$50,000	53	31	0.6	29	55%	7	13%	0	0%	17	32%	100%
50,000 to 99,999	392	308	0.8	113	29%	33	8%	29	7%	217	55%	100%
100,000 to 149,999	1,110	945	0.9	199	18%	80	7%	61	5%	770	69%	100%
150,000 to 199,999	1,346	1,487	1.1	147	11%	96	7%	21	2%	1,082	80%	100%
200,000 to 249,999	924	1,356	1.5	69	7%	54	6%	8	1%	793	86%	100%
250,000 to 299,999	652	1,115	1.7	55	8%	39	6%	1	0%	557	85%	100%
300,000 to 349,999	428	786	1.8	24	6%	14	3%	1	0%	389	91%	100%
350,000 to 399,999	339	762	2.2	20	6%	10	3%	0	0%	309	91%	100%
400,000 to 499,999	332	905	2.7	13	4%	8	2%	0	0%	311	94%	100%
500,000 to 599,999	163	567	3.5	6	4%	2	1%	0	0%	155	95%	100%
600,000 to 699,999	101	346	3.4	1	1%	1	1%	0	0%	99	98%	100%
700,000 to 799,999	72	266	3.7	2	3%	1	1%	0	0%	69	96%	100%
800,000 to 899,999	47	226	4.8	2	4%	1	2%	0	0%	44	94%	100%
900,000 to 999,999	22	160	7.3	1	5%	1	5%	0	0%	20	91%	100%
1,000,000 to 1,499,999	48	355	7.4	1	2%	1	2%	0	0%	46	96%	100%
1,500,000 to 1,999,999	28	218	7.8	1	4%	1	4%	0	0%	26	93%	100%
2,000,000 to 2,999,999	12	191	15.9	0	0%	0	0%	0	0%	12	100%	100%
3,000,000 to 3,999,999	1	70	70.0	0	0%	0	0%	0	0%	1	100%	100%
4,000,000 to 4,999,999	0	41	?	0	0%	0	0%	0	0%	0	0%	0%
5,000,000 to 9,999,999	0	43	?	0	0%	0	0%	0	0%	0	0%	0%
Over 10,000,000	0	12	?	0	0%	0	0%	0	0%	0	0%	0%
TOTAL	6,070	10,190	1.7	683	11%	349	6%	121	2%	4,917	81%	100%

How Single Homes Were Purchased in Greater Phoenix Data from ARMLS

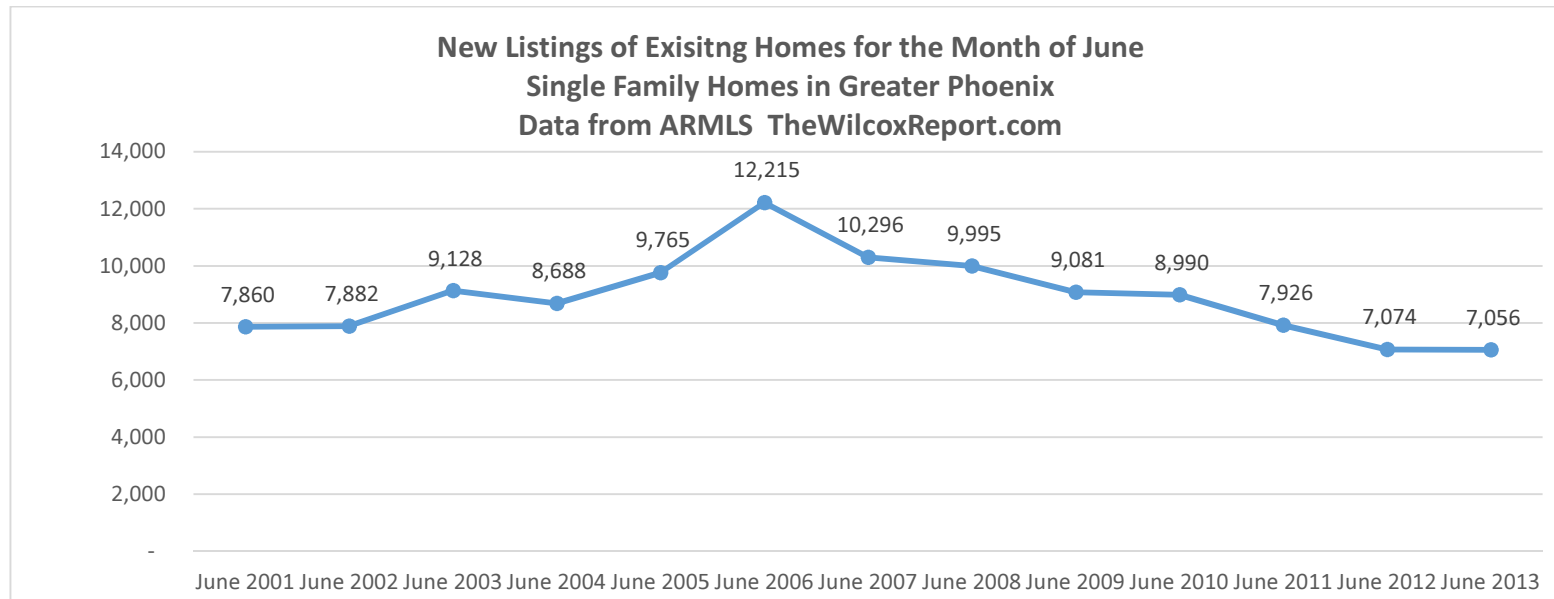
Residential Sold Price Range	June Sales	Cash Purchase (No.)	Cash Purchase (%)	Conv. Loan (No.)	Conv. Loan (%)	FHA Loan (No.)	FHA Loan (%)	VA Loan (No.)	VA Loan (%)	Other (No.)	Other (%)	Total
Under \$50,000	53	43	81%	4	8%	2	4%	0	0%	4	8%	100%
50,000 to 99,999	392	260	66%	47	12%	69	18%	6	2%	10	3%	100%
100,000 to 149,999	1,110	493	44%	252	23%	310	28%	43	4%	12	1%	100%
150,000 to 199,999	1,346	503	37%	393	29%	343	25%	88	7%	19	1%	100%
200,000 to 249,999	924	247	27%	367	40%	224	24%	74	8%	12	1%	100%
250,000 to 299,999	652	165	25%	329	50%	122	19%	33	5%	3	0%	100%
300,000 to 349,999	428	85	20%	242	57%	74	17%	27	6%	0	0%	100%
350,000 to 399,999	339	64	19%	220	65%	35	10%	20	6%	0	0%	100%
400,000 to 499,999	332	74	22%	237	71%	0	0%	17	5%	4	1%	100%
500,000 to 599,999	163	34	21%	120	74%	0	0%	6	4%	3	2%	100%
600,000 to 699,999	101	33	33%	65	64%	0	0%	2	2%	1	1%	100%
700,000 to 799,999	72	18	25%	52	72%	0	0%	1	1%	1	1%	100%
800,000 to 899,999	47	16	34%	29	62%	0	0%	1	2%	1	2%	100%
900,000 to 999,999	22	6	27%	16	73%	0	0%	0	0%	0	0%	100%
1,000,000 to 1,499,999	48	18	38%	29	60%	0	0%	0	0%	1	2%	100%
1,500,000 to 1,999,999	28	14	50%	13	46%	0	0%	0	0%	1	4%	100%
2,000,000 to 2,999,999	12	7	58%	4	33%	0	0%	0	0%	1	8%	100%
3,000,000 to 3,999,999	1	1	100%	0	0%	0	0%	0	0%	0	0%	100%
4,000,000 to 4,999,999	0	0	0%	0	0%	0	0%	0	0%	0	0%	0%
5,000,000 to 9,999,999	0	0	0%	0	0%	0	0%	0	0%	0	0%	0%
Over 10,000,000	0	0	0%	0	0%	0	0%	0	0%	0	0%	0%
TOTALS	6,070	2,081	34%	2,419	40%	1,179	19%	318	5%	73	1%	100%

*Other Sales are defined as neither a short sale or lender owned sale, nor a HUD sale. Most other sales are traditional sales.

Purchase and Finance Trends of Single Family Properties

How Purchased	June 2012	June 2013	Change
Cash	41.4%	34.2 %	-7.2%
Conventional	36%	40%	+4%
FHA	17.2%	19.4%	+2.2%
VA	4.2%	5.2%	+1%
Other	1.2%	1.2%	0
Total	100%	100%	

Single Family Listing Trends



Year to Date Listing Trends Existing Single Family Properties in Greater Phoenix Data from ARMLS

	New Listings				Median List Price			
	2009	2010	Diff	Chg	2009	2010	Diff	Chg
December	7,409	7,123	-286	-3.90%	144,900	120,000	-24,900	-17.20%
	2010	2011	Diff	Chg	2010	2011	Diff	Chg
January	9,437	9,127	-310	-3.30%	158,000	135,000	-23,000	-14.60%
February	9,134	7,822	-1,312	-14.40%	149,925	133,675	-16,250	-10.80%
March	10,655	9,091	-1,564	-14.70%	149,000	129,990	-19,010	-12.80%
April	10,132	8,134	-1,998	-19.70%	145,000	130,000	-15,000	-10.30%
May	8,413	7,766	-647	-7.70%	140,000	129,900	-10,100	-7.20%
June	8,990	7,926	-1,064	-11.80%	137,000	129,900	-7,100	-5.20%
July	9,148	7,081	-2,067	-22.60%	135,000	134,900	-100	-0.10%
August	9,418	7,588	-1,830	-19.40%	130,000	135,000	5,000	3.80%
September	9,417	7,240	-2,177	-23.10%	135,000	144,000	9,000	6.70%
October	8,997	7,292	-1,705	-19.00%	134,900	149,900	15,000	11.10%
November	8,235	6,440	-1,795	-21.80%	125,000	149,731	24,731	19.80%
December	7,123	5,527	-1,596	-22.40%	120,000	142,500	22,500	18.80%
	2011	2012	Diff	Chg	2011	2012	Diff	Chg
January	9,127	7,394	-1,733	-19.00%	135,000	155,000	20,000	14.80%
February	7,822	6,629	-1,193	-15.30%	133,675	159,900	26,225	19.60%
March	9,091	7,119	-1,972	-21.70%	129,990	165,000	35,010	26.90%
April	8,134	6,823	-1,311	-16.10%	130,000	169,500	39,500	30.40%
May	7,766	6,901	-865	-11.10%	129,900	170,000	40,100	30.90%

June	7,926	7,074	-852	-10.70%	129,900	169,900	40,000	30.80%
July	7,081	6,618	-463	-6.50%	134,900	175,950	41,050	30.40%
August	7,588	7,154	-434	-5.70%	135,000	175,000	40,000	29.60%
September	7,240	6,657	-583	-8.10%	144,000	183,500	39,500	27.40%
October	7,292	7,304	12	0.20%	149,900	193,160	43,260	28.90%
November	6,440	6,227	-213	-3.30%	149,731	194,900	45,169	30.20%
December	5,527	4,696	-831	-15.00%	142,500	184,900	42,400	29.80%
	2012	2013	Diff	Chg	2012	2013	Diff	Chg
January	7,394	7,037	-357	-4.80%	155,000	200,000	45,000	29.00%
February	6,629	6,293	-336	-5.10%	159,900	210,000	50,100	31.30%
March	7,119	7,116	-3	0.00%	165,000	215,500	50,500	30.60%
April	6,823	7,223	400	5.90%	169,500	219,900	50,400	29.70%
May	6,901	7,347	446	6.50%	170,000	225,000	55,000	32.40%
June	7,074	7,057	-17	-.2%	169,900	225,000	55,100	32.40%
July	6,618	6,775	157	2.4%	175,950	228,900	52,950	30.10%

The numbers in this report are based on information from the Arizona Regional Multiple Listing Service, Inc., the U.S. Department of Labor, W.P. Carey School of Business, the U.S. Census Bureau, NetValueCentral.com, Homebuilders Association of Central Arizona, and Freddie Mac.

This report is for real estate agents only. This report does not guarantee the accuracy of the data. Some numbers will change. Report may not reflect all real estate activity. Information should be verified. This article is of a general nature, and is not intended as investment advice, real estate advice, lending advice or legal advice. Please consult your broker, your lender, your own independent legal counsel, your certified public accountant. The information in this report may not be the opinion of Grand Canyon Title Agency, Inc.

Grand Canyon Title Office Locations

Arrowhead

17235 N. 75th Ave #A-125
Glendale, AZ 85308
* 75th Ave. & Bell (facing 75th Ave) across from Arrowhead mall

Manager: Tony Tice, A.V.P.
(602) 474-5104 / Fax: (602) 474-5105

Arrowhead Fountains

16150 N. Arrowhead Fountains Center Dr#175
Peoria, AZ 85382

* 83rd Ave & Bell (on Arrowhead Fnts. Cnt. Dr.) Right off the 101

Manager: Heidi Velarde, A.V.P.

(602) 474-5126 / Fax: (602) 474-5127

Biltmore Residential Office

2730 East Camelback Road, #105

Phoenix, AZ 85016

* 28th Street and Camelback (Camelback Lakes Building)

Manager: Diana Olson, A.V.P.

(602) 468-7761 / Fax: (602) 474-5661

Biltmore Commercial

2720 E. Camelback Rd. #100

Phoenix, AZ 85016

* 28th Street & Camelback Rd.

Manager: Linda Duval, A.V.P.

(602) 468-7759 / Fax: (602) 474-5659

Camelback Commercial Division

2730 E. Camelback Rd. #110

Phoenix, AZ 85016

* 28th Street & Camelback Rd.

Manager: Sally Hevier, A.V.P.

(602) 343-3425 / Fax: (602) 474-5645

Fountain Hills

17100 E. Shea Blvd. Ste. 200

Fountain Hills, AZ 85268
* Beeline Hwy & Shea Blvd.

Manager: Toni Kusnerz, A.V.P.
(602) 343-3462 / Fax: (602) 474-5662

Gilbert

890 W. Elliot Rd. Ste. 111

Gilbert, AZ 85233

* Cooper & Elliot in Villa Siena

Manager: Tiffany Malcom, A.V.P.
(602) 474-5210 / Fax: (602) 474-5211

Hayden Park

10607 N. Hayden Rd. #F-102
Scottsdale, AZ 85260

* NE Corner of Hayden & Shea (look for Bldg. # and Ste)

Manager: Kirstin Fuller, A.V.P.
(602) 474-5136 / Fax: (602) 474-5137

Main Office – HUD ADMINISTRATION

2720 E. Camelback Rd. Ste. 100
Phoenix, AZ 85016

Manager: Jody Black, A.V.P.
(602) 474-5158 / Fax: (602) 474-5159

Marketplace at Arrowhead

20329 N. 59th Ave. #A4
Glendale, AZ 85308
* 101 (Agua Fria) & 59th Ave. (N.E. corner / Albertsons Plaza)

Manager: Judi Gonshak, A.V.P.
(602) 474-5148 / Fax: (602) 474-5149

Mesa Fairways

2420 S. Power Rd. Ste. 101
Mesa, AZ 85209

* Power & So. Of Baseline (Behind the Wells Fargo)—Please note this is technically a Gilbert address and Gilbert must be used on GPS to correctly find this location if you need to give address info to your clients

Manager: Melissa Armstrong, A.V.P.
(602) 474-5214 / Fax: (602) 474-5215

Queen Creek (68)

22717 S. Ellsworth Rd. Ste. B101
Queen Creek, AZ 85142
*Ellsworth & Ocotillo in the Serrano's Shopping Center

Manager: Patrick Bailey, A.V.P.
(602) 474-5122 / Fax: (602) 474-5123

Scottsdale North

6910 E Chauncey Lane #120
Phoenix, AZ 85054
* 101 / Scottsdale Rd. (South of the 101)

Co-Managers: Marilyn Zembsch, A.V.P.
(602) 474-5168 / Fax: (602) 474-5169

Peggi Mathews, A.V.P.

(602) 474-5140 / Fax: (602) 474-5141

Sonoran Village

34406 N. 27th Dr. Bldg. 9 Ste. 196

Phoenix, AZ 85085 * 27th Dr. and The Carefree Highway

Manager: Cathy Weir, A.V.P.

(602) 474-5170 / Fax: (602) 474-5171

Stapley Center

1640 S. Stapley Drive Ste. 125

Mesa, AZ 85204

*60 & Stapley

Manager: Liz Laney, A.V.P.

(602) 474-5384 / Fax: (602) 474-5385

Sun City

10001 West Bell Road, #107

Sun City, AZ 85351

Located in the **Promenade Shopping Center (SW Corner)**

* 99th Ave & Bell Rd near the Starbucks

Manager: Kathy Brooks, A.V.P.

(602) 474-5184 / Fax: (602) 474-5185

Surprise Office

14239 W. Bell Road #108
Surprise, AZ 85374
*SE Corner of Civic Center and Bell Rd.

Manager: Jennifer Williams, A.V.P.
(602) 474-5186 / Fax: (602) 474-5187

Tempe

2055 E. Warner Rd. #103
Tempe, AZ 85284
* 101 & Warner

Manager: Steve Gowler, A.V.P.
(602) 474-5202 / Fax: (602) 474-5203

Grand Canyon Title in the News

July 12 Phoenix Business Journal

Real estate: Housing prices sneak past \$200K median by Kristena Hansen

<http://www.bizjournals.com/phoenix/print-edition/2013/07/12/real-estate-housing-prices-sneak.html>

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Shifting market turns investors shy on housing by Megan Hopkins

<http://www.housingwire.com/news/2013/06/06/shifting-market-turns-investors-shy-housing>

April 12 Housing Wire

Investor activity dissipates in Phoenix market by Megan Hopkins

TheWilcoxReport.com by Fletcher Wilcox, Grand Canyon Title Agency, Inc. FWilcox@gcta.com 602-648-1230

<http://www.housingwire.com/fastnews/2013/04/12/investor-activity-dissipates-phoenix-market>

March 21 Arizona Republic

Rising home values in metro Phoenix spur refinance boom by Catherine Reagor

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March 19, KTAR

Phoenix housing prices increase, sales decrease, News Desk

<http://ktar.com/22/1619071/Phx-housing-prices-increase-sales-decrease>

March 18, Bloomberg News

Blackstone Crowds Housing Market as Rental Gains Slowing, by Prashant Gopal

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Phoenix Rising Like...Well, a Phoenix, by Ted Cornwell

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Phoenix housing gains lead country. Peter O'Dowd, KJZZ / NPR Radio.

TheWilcoxReport.com by Fletcher Wilcox, Grand Canyon Title Agency, Inc. FWilcox@gcta.com 602-648-1230

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City home prices up 27 percent from 2011. Philip Haldiman, AzCentral.com.

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Phoenix in midst of mortgage refinance boom. Kristena Hansen, Phoenix Business Journal.

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The Wilcox Report

by

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Fletcher is proud to be part of Grand Canyon Title Agency, Inc. The company has been closing escrows in Greater Phoenix for thirty-two years and has eighteen escrow offices in the Valley. Fletcher was born and raised in Arizona. He received a Bachelor of Science degree and a Master of Arts degree from Arizona State University. He obtained an Arizona Real Estate license in 1985 and co-listed and closed a \$2.5 million dollar commercial property in 1986.

He is a member or past member of the following associations

Arizona Association of Realtors www.aaronline.com

Arizona State Escrow Association <http://www.azsea.org>

Scottsdale Area Association of Realtors www.saaronline.com

Scottsdale Chapter Women's Council of REALTORS www.scottsdalewcr.com

Past statistician for the Scottsdale Luxury Tour <http://saaronline.com/marketing/scottsdale.php>

Statistician for the Heart of Scottsdale Tour <http://www.saaronline.com/marketing/scottsdale.php>

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Current member and past V.P. of Education Arizona Mortgage Lenders Association www.azmortgagelenders.com

Fletcher is author of **The Wilcox Report** previously called **Residential Focus**. This report provides statistics and analysis for single family real estate trends in Greater Phoenix; He is a contributing columnist for the *Arizona Journal of Real Estate & Business* and has written for *Arizona Realtor Magazine* a publication by the Arizona Association of Realtors. He has been a guest speaker on KTAR, KJZZ/NPR, KFNN, channel's 3, 10 and 12 and a guest on the Horizon show on channel 8. His residential analysis has been mentioned in the Arizona Republic, AZCentral.com, Phoenix Business Journal, East Valley Tribune, Bloomberg News, Dow Jones MarketWatch, and National Mortgage News.

He teaches renewal courses on the Residential Resale Real Estate Purchase Contract. Fletcher joined Alice Cooper's Solid Rock organization as a board member. The organization promotes music and the arts and has opened a center for teenagers in Phoenix <http://www.alicecoopersolidrock.com/the-rock/> Fletcher served eleven years as a citizen board member on the Phoenix Police Department's Disciplinary Review & Use of Force Boards. He attends Living Streams Christian Church. Fletcher started snowboarding in 2008. He is not very good.