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Insight on sales of existing single family homes and mortgage trends in Pinal County

***July 2015 Existing Single Family Sales
Pinal County***

July 2015 Existing Single Family Sales Trends

- July 2015 existing single family sales were 72 or 13% higher than July 2014. See page 3.
- July 2015 sales volume up \$18,112,043 or 20.3% over July 2014. See page 4.
- July 2015 median sale price higher than July 2014, but lower than June 2015. See page 5.
- July 2015 more buyers purchasing with a mortgage and less buyers purchasing with cash than in July 2014. See page 6.
- FHA mortgage purchases leads the way in how buyers purchased in July 2015. See page 6.
- July 2015 new monthly listings were 50 or 7.3% higher than July 2014. See page 7.

By

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July 2015 Existing Single Family Sales Pinal County

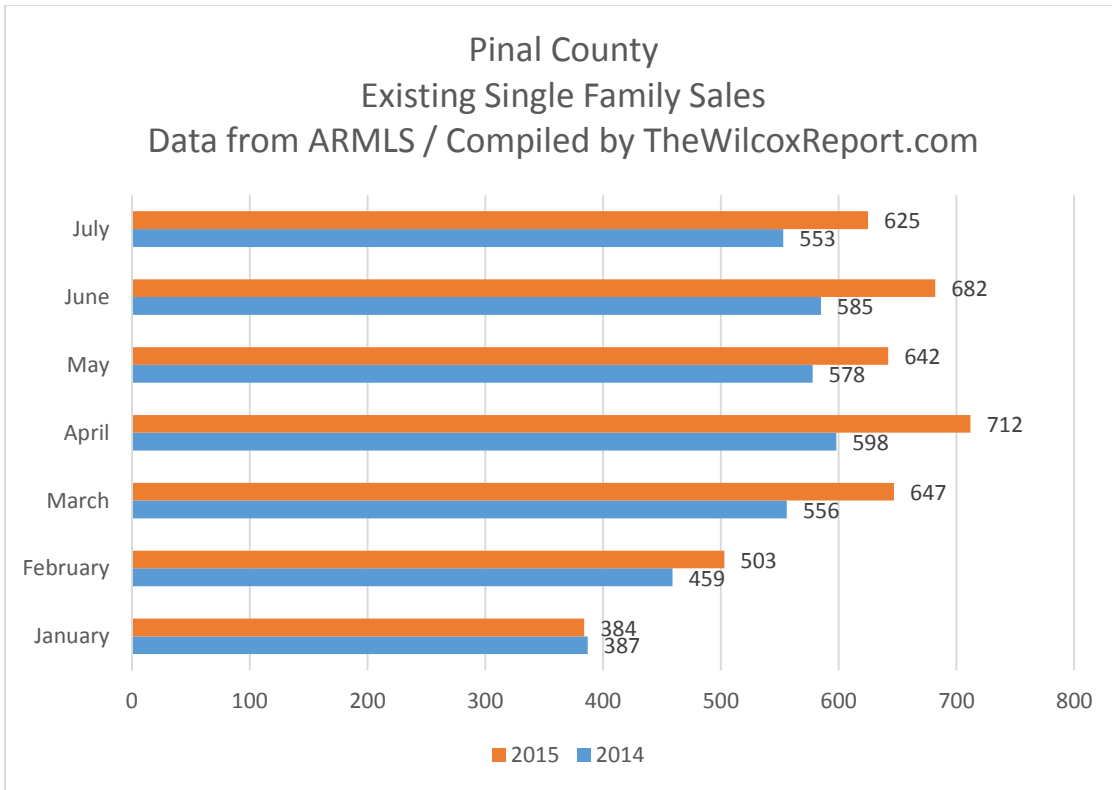
This report covers existing single family home sales in Pinal County. Pinal County is located in the central part of Arizona. It is the third most populated county in Arizona. Pinal County is made up of the cities Apache Junction, (*partially in Maricopa County*), Casa Grande, Coolidge, Eloy, and Maricopa. And the towns Florence, Kearny, Mammoth, Marana (*partially in Pima County*), Queen Creek (*partially in Maricopa County*), Superior, and Winkelman (*partially in Gila County*).

The data in this report is compiled from the Arizona Regional Multiple Listing Services, Inc., also known as ARMLS.

In this report we compare performance for sales, sales volume, median sale price, cash purchases, mortgage purchases, and new monthly listings. Many of the comparisons are year-over-year, comparing a time period in 2014 to the same time period in 2015. Year-over-year comparisons are an effective way to measure performance, highlight differences, and negates the effect of seasonality. Note: There may be a small number of new homes included in the data.

Existing single family sales were up for the six consecutive month year-over-year. More importantly and a better indicator of the health of the single family market is **sales volume**. Sales volume adds up the purchase price for the number of sales. Sales volume in July 2015 was \$18,112,043 higher than July 2014 and \$126,946,229 higher the first seven months of this year compared to last year.

When segmenting July 2015 mortgage purchases into the categories conventional mortgages, FHA mortgages and VA mortgages, FHA led the way. There were 88 more FHA purchases than conventional purchases. Comparing the first seven months of this year to last year, FHA purchases are up 50.4% or 441 more purchases. VA purchases the first seven months of this year are up 125 or 38% compared to last year.

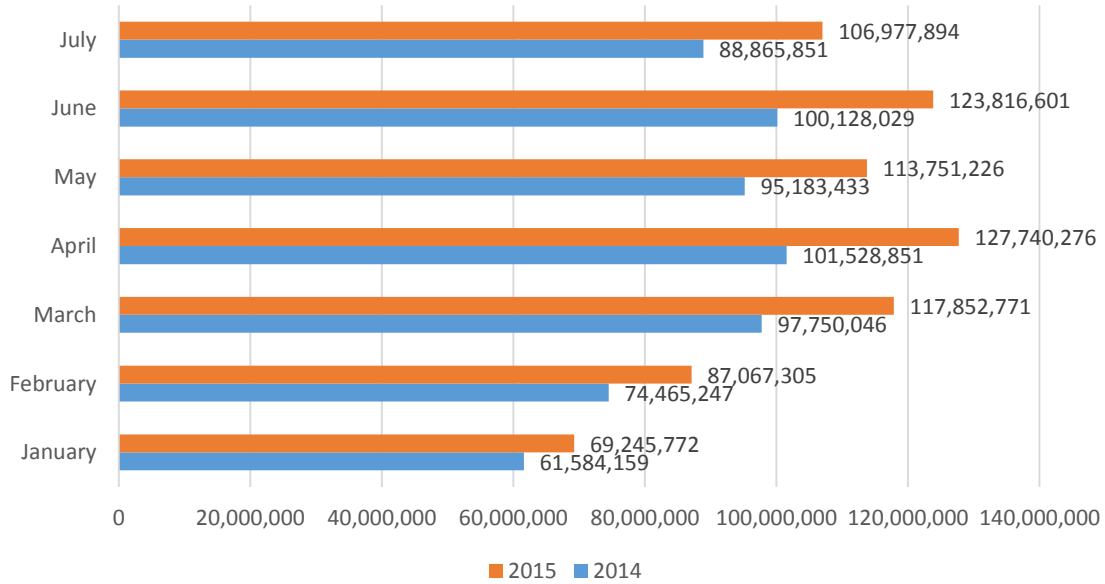


| | 2014 | 2015 | Change | % Change |
|----------|------|------|--------|----------|
| January | 387 | 384 | -3 | -0.8% |
| February | 459 | 503 | 44 | 9.6% |
| March | 556 | 647 | 91 | 16.4% |
| April | 598 | 712 | 114 | 19.1% |
| May | 578 | 642 | 64 | 11.1% |
| June | 585 | 682 | 97 | 16.6% |
| July | 553 | 625 | 72 | 13.0% |
| | 3716 | 4195 | 479 | 13% |

Sales Volume

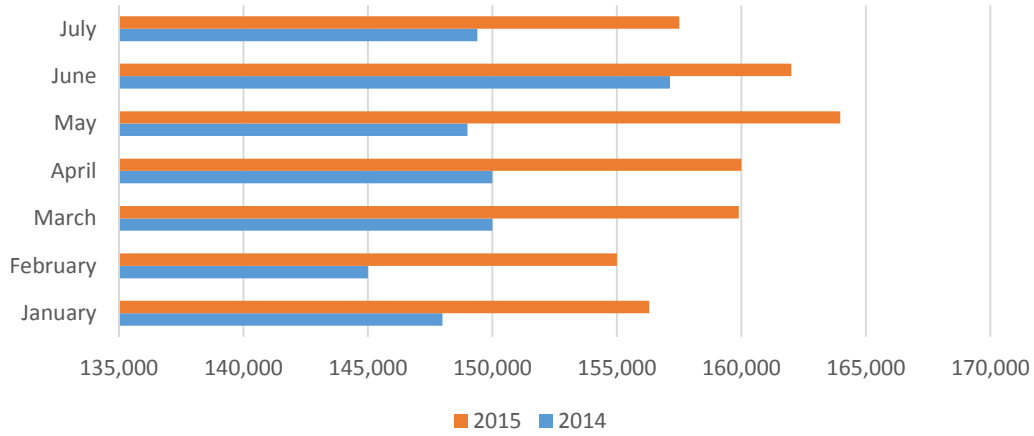
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Pinal County
Dollar Volume of Existing Single Family Sales
 Data from ARMLS / Compiled by TheWilcoxReport .com



| | 2014 | 2015 | Change | % Change |
|----------|----------------|----------------|----------------|----------|
| January | \$ 61,584,159 | \$ 69,245,772 | \$ 7,661,613 | 12.4% |
| February | \$ 74,465,247 | \$ 87,067,305 | \$ 12,602,058 | 16.9% |
| March | \$ 97,750,046 | \$ 117,852,771 | \$ 20,102,725 | 20.5% |
| April | \$ 101,528,851 | \$ 127,740,276 | \$ 26,211,425 | 25.8% |
| May | \$ 95,183,433 | \$ 113,751,226 | \$ 18,567,793 | 19.5% |
| June | \$ 100,128,029 | \$ 123,816,601 | \$ 23,688,572 | 23.6% |
| July | \$ 88,865,851 | \$ 106,977,894 | \$ 18,112,043 | 20.3% |
| Total | \$ 619,505,616 | \$ 746,451,845 | \$ 126,946,229 | 20.5% |

Pinal County
 Median Sale Price Existing Single Family Homes
 Data from ARMLS



| | 2014 | 2015 | Change | % Change |
|----------|------------|------------|-----------|----------|
| January | \$ 147,990 | \$ 156,300 | \$ 8,310 | 5.6% |
| February | \$ 145,000 | \$ 155,000 | \$ 10,000 | 6.9% |
| March | \$ 150,000 | \$ 159,900 | \$ 9,900 | 6.6% |
| April | \$ 150,000 | \$ 160,000 | \$ 10,000 | 6.7% |
| May | \$ 149,000 | \$ 163,971 | \$ 14,971 | 10.0% |
| June | \$ 157,133 | \$ 162,000 | \$ 4,867 | 3.1% |
| July | \$ 149,400 | \$ 157,500 | \$ 8,100 | 5.4% |



**How Existing Single Family Properties Were Purchased
July 2014 compared to July 2015**

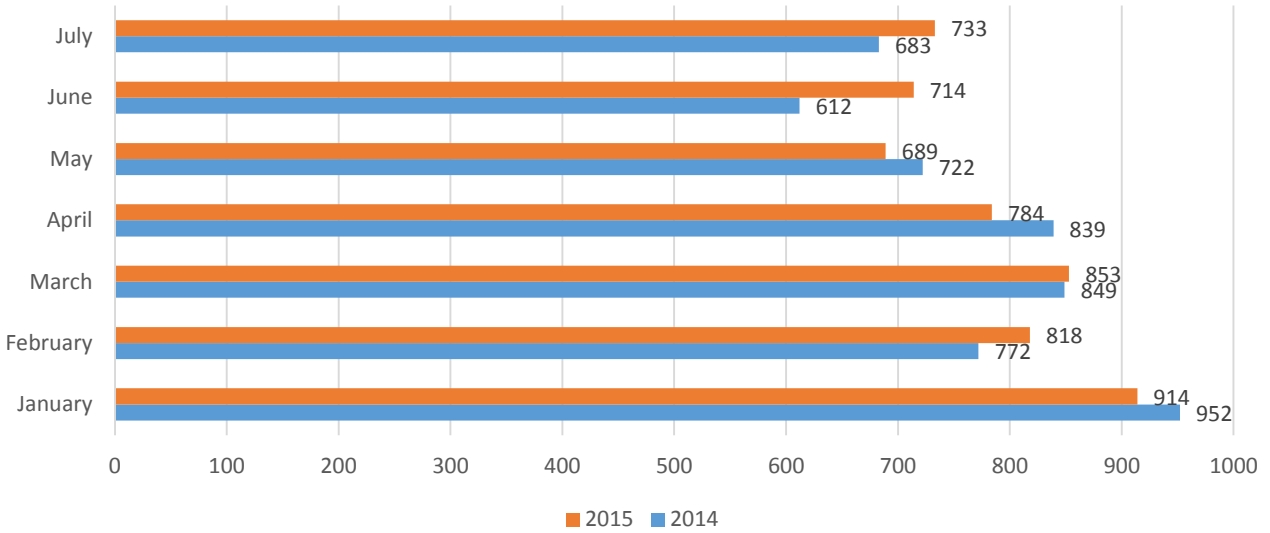
| | 2014 | 2015 | | |
|--------------|------|------|--------|----------|
| | July | July | Change | % Change |
| Cash | 140 | 128 | 12 | 8.6% |
| Conventional | 185 | 196 | 11 | 6.0% |
| FHA | 144 | 232 | 88 | 61.1% |
| VA | 53 | 60 | 7 | 13.2% |
| FMHA | 20 | 1 | 19 | 95.0% |
| Other | 11 | 8 | 3 | 27.3% |
| Total | 553 | 625 | 72 | 13.0% |

**How Existing Single Family Properties Were Purchased
January 2014 thru July 2014 compared to January 2015 thru July 2015**

| | 2014 | 2015 | | |
|--------------|---------------|---------------|--------|----------|
| | Jan thru July | Jan thru July | Change | % Change |
| Cash | 1133 | 1035 | 98 | 8.6% |
| Conventional | 1201 | 1314 | 113 | 9.4% |
| FHA | 875 | 1316 | 441 | 50.4% |
| VA | 329 | 454 | 125 | 38.0% |
| FMHA | 118 | 30 | 88 | 75.0% |
| Other | 60 | 46 | 14 | 23.3% |
| Total | 3716 | 4195 | 479 | 13.0% |

The data for the above tables is from ARMLS.

Pinal County
New Monthly Listings
Existing Single Family Properties
Data from ARMLS



| | 2014 | 2015 | Change | % Change |
|----------|------|------|--------|----------|
| January | 952 | 914 | -38 | -4.0% |
| February | 772 | 818 | 46 | 6.0% |
| March | 849 | 853 | 4 | 0.5% |
| April | 839 | 784 | -55 | -6.6% |
| May | 722 | 689 | -33 | -4.6% |
| June | 612 | 714 | 102 | 16.7% |
| July | 683 | 733 | 50 | 7.3% |
| Total | 5429 | 5505 | 76 | 1.4% |

Disclaimer

While deemed accurate 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.

Note: Included in some of the charts of this report may be a small number of new home sales.



TheWilcoxReport.com™

By

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A division of FNTA

Fletcher is proud to be part of Grand Canyon Title Agency. The company has been closing escrows in Greater Phoenix for thirty-five years and has sixteen escrow offices. 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 his first property, 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>

Arizona Mortgage Lenders Association www.azmortgagelenders.com

Scottsdale Area Association of Realtors www.saaronline.com

Statistician for the Heart of Scottsdale Real Estate Tour

<http://www.saaronline.com/marketing/scottsdale.php>

Homebuilders Association of Central Arizona www.hbaca.org

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

Fletcher is author of **TheWilcoxReport.com** this report provides statistics and analysis on 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 3, 10, 12, channel 8's Horizon show, Square Off Arizona and the Willis Report on Fox Business News. His residential analysis has been mentioned in the Wall Street Journal, Arizona Republic, AZCentral.com, Phoenix Business Journal, East Valley Tribune, Bloomberg News, Dow Jones Market Watch, HousingWire.com 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.

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