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A Report on

Pinal County Existing Single Family Sales, Median Sales Price, How Homes Were Purchased and the Number of New Monthly Listings

By

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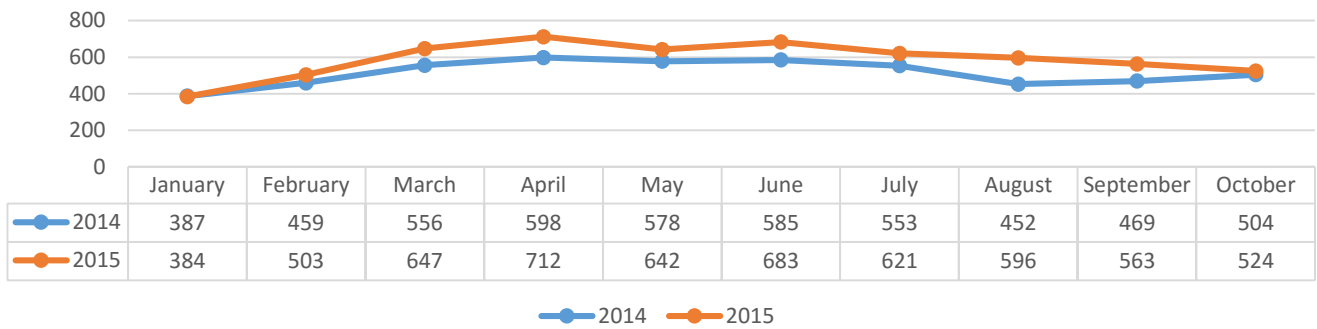
(The information in this report is compiled from ARMLS (Arizona Regional Multiple Listing Service, Inc.)



Pinal County Existing Single Family Sales

There have been 734 or 14% more existing single family sales in 2015 than 2014. In the first ten months of 2015 there were 5,875 sales compared to 5,141 last year. The only month in 2015 to have less sales compared to the same month in 2014 was January in which there were three less sales. The chart below compares the number of sales for January through October of this year to last year.

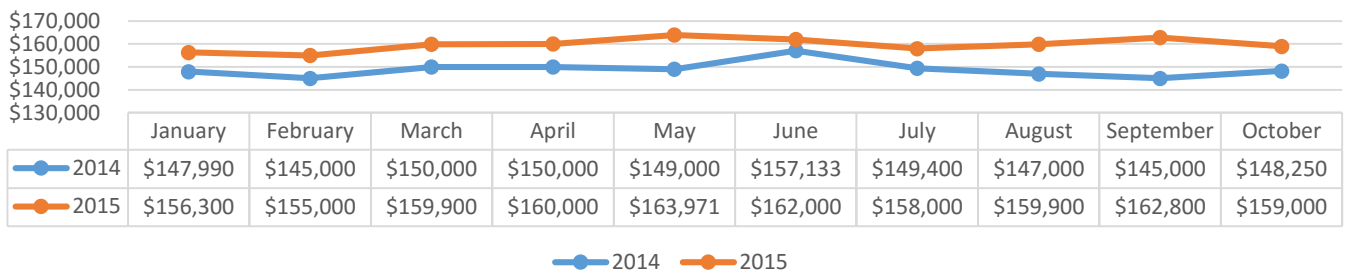
Pinal County
Existing Single Family Sales
Data from ARMLS
TheWilcoxReport.com



Not only are sales up, but so is the median sale price for existing single family homes

The median sales price for the first ten months of 2015 is \$160,000 or \$10,100 higher than the \$149,900 for first ten months of 2014. The chart below compares the median sale price for January through October of this year to last year.

Pinal County
Median Sales Price for Existing Single Family Homes
Data from ARMLS
TheWilcoxReport.com



How are buyers purchasing this year compared to last year?

A noticeable change in 2015 is how buyers are purchasing existing single family homes. The table below compares the first ten months of 2015 to the first ten months of 2014. Cash sales in 2015 are down 7.0% and considerable down are purchases with USDA loans. So far this year, according to ARMLS data, there have been 39 purchases with USDA compared to 178 last year for a decline of 78%.

On the upswing in 2015 are purchases with conventional, VA and FHA loans. Conventional loans are up 12.4%, VA loans up 29.3% and purchases with FHA are up a whopping 52%! Six hundred and fifty two more homes this year have been purchased with an FHA loan.

How Existing Single Family Homes Were Purchased

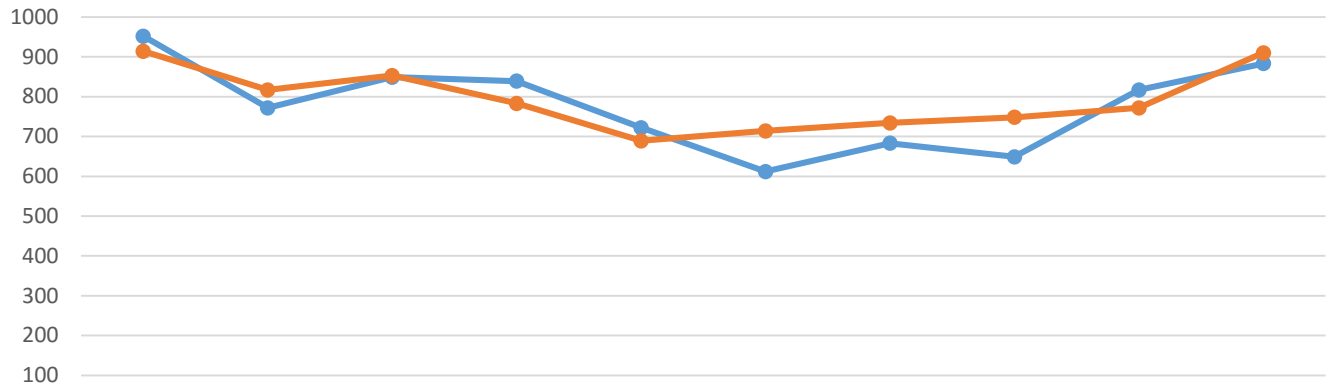
How Existing Single Family Properties were Purchased	2014 January through October 2014	2014 January through October 2014	Change	% Change
Cash	1,496	1,393	-103	-7.0%
Conventional loan	1,616	1,817	201	12.4%
FHA loan	1,260	1,912	652	52.0%
VA loan	501	648	147	29.3%
USDA	178	39	-139	-78.0%
Other	90	66	-24	-27.0%
Total	5,141	5,875	734	14.3%

The number of new monthly listings

The chart below does not show the total number of single family listings, but the number of new monthly listings each month from January through October.

The number of new monthly listings in 2015 has changed little from 2014. There have been 159 or 2% more new monthly listings from January 2015 through October 2015 compared to the same time period of last year. There were 7,937 the first ten months of this year compared to 7,778 last year.

Pinal County
Existing Single Family New Monthly Listings
Data from ARMLS



	January	February	March	April	May	June	July	August	September	October
● 2014	952	772	849	839	722	612	683	649	817	883
● 2015	914	817	853	783	689	714	734	748	772	910

● 2014 ● 2015

Disclaimer

The information in this report may not be the opinion of Grand Canyon Title Agency.

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.

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



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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 MarketWatch, 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.