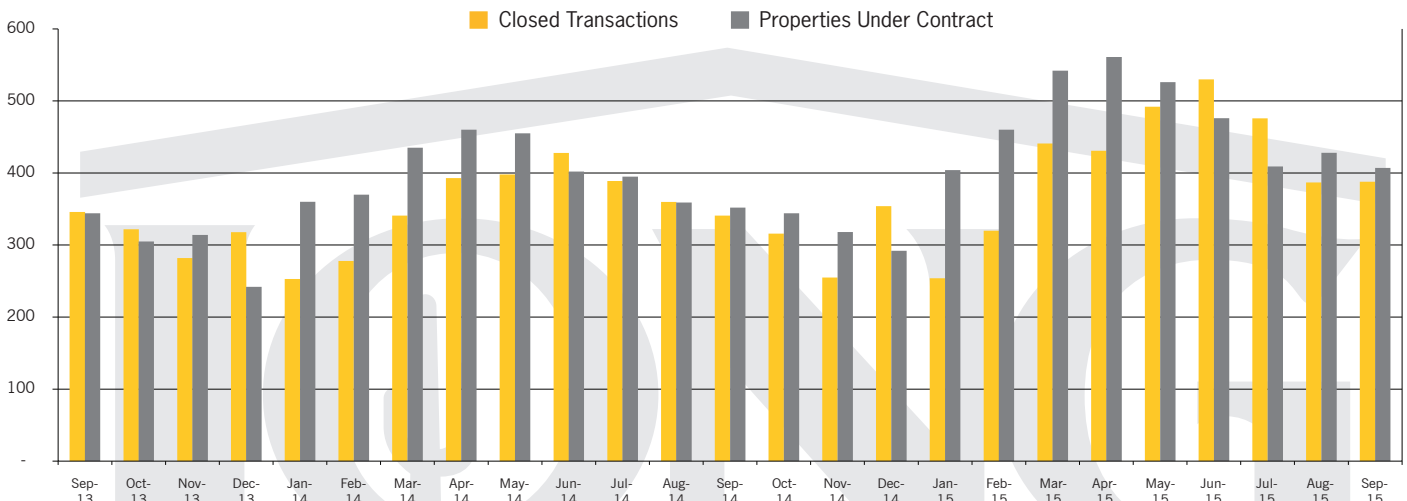




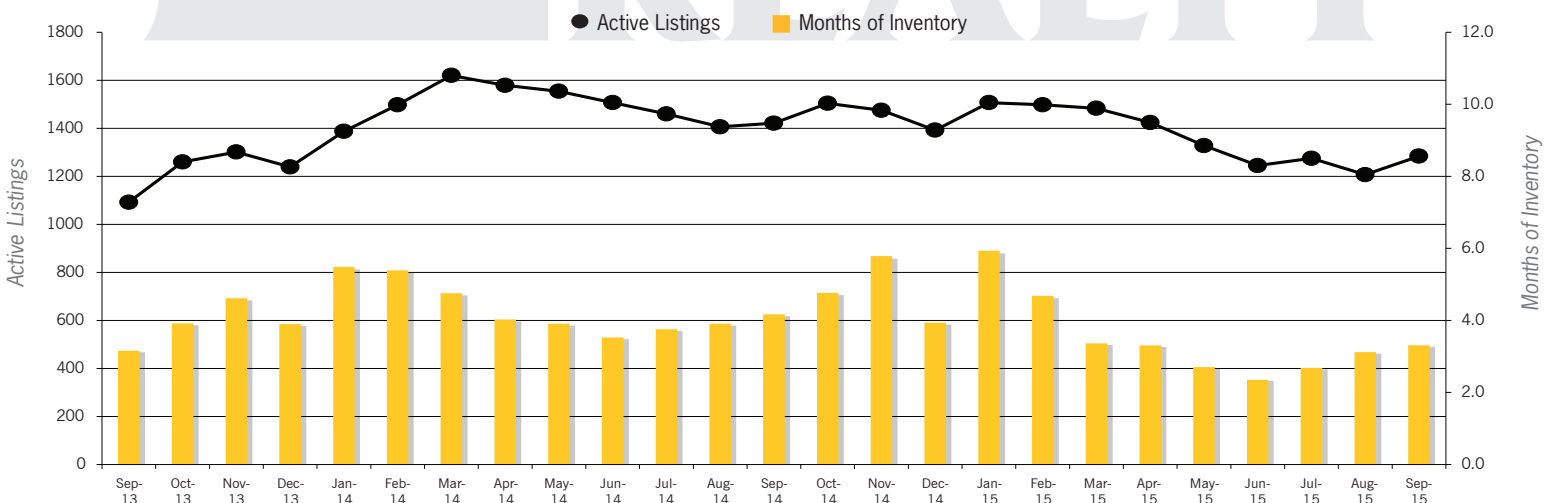
Phoenix North | October 2015

In the Phoenix North area, September 2015 active inventory was 1,284, a 10% decrease from September 2014. There were 388 closings in September 2015, a 14% increase from September 2014. Year-to-date 2015 there were 3,336 closings, a 16% increase from year-to-date 2014. Months of Inventory was 3.3, down from 4.2 in September 2014. Median price of sold homes was \$297,950 for the month of September 2015, up 8% from September 2014. The Phoenix North area had 407 new properties under contract in September 2015, up 16% from September 2014.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – PHOENIX NORTH



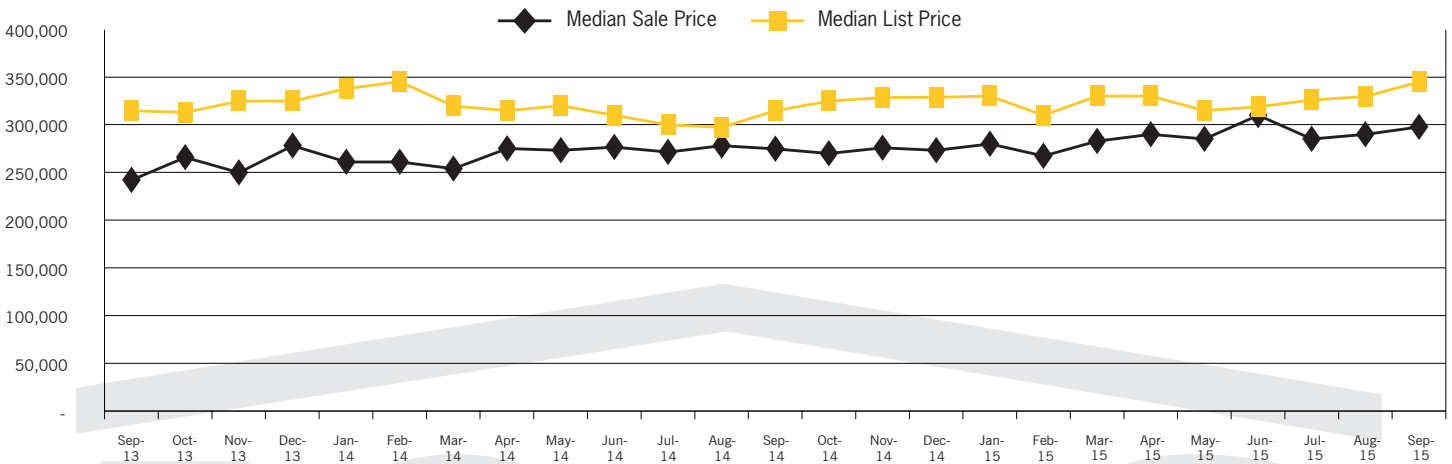
ACTIVE LISTINGS AND MONTHS OF INVENTORY – PHOENIX NORTH



Properties under contract and Home Sales data is based on information obtained from the ARMLS using Brokermetrics software.
All data obtained 10/05/2015 is believed to be reliable, but not guaranteed.



MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – PHOENIX NORTH



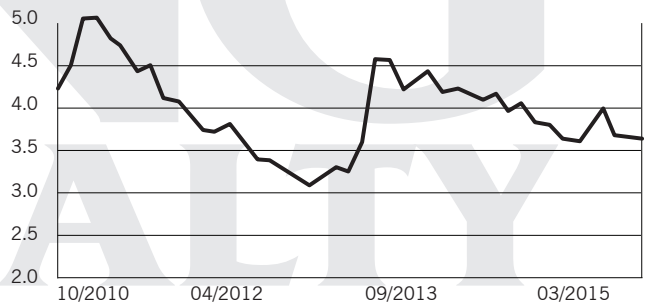
MONTHLY PAYMENT ON A MEDIAN PRICED HOME – PHOENIX NORTH

Year	Median Price	Int. Rate	MO. Payment
2006	\$330,000	6.140%	\$1,907.90
2014	\$274,900	4.125%	\$1,265.69
2015	\$297,950	4.000%	\$1,351.34

Source: Residential median sales prices. Data obtained 10/05/2015 from ARMLS using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

30 YEAR FIXED MORTGAGE RATE

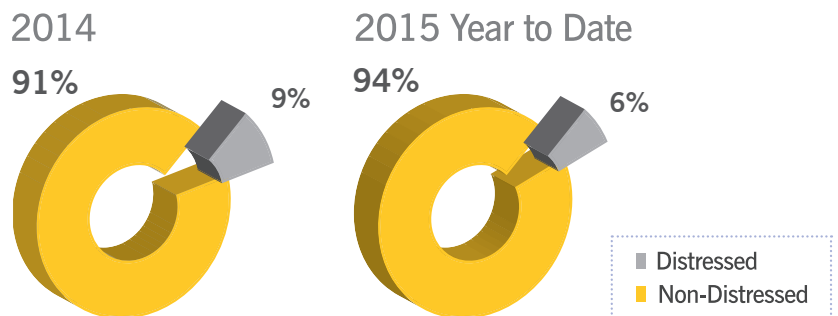
While mortgage rates have increased slightly recently, they are still well below 2010 levels.



Source: Bankrate.com

DISTRESSED VS. NON-DISTRESSED SALES – PHOENIX NORTH

The percentage of property sales that are distressed, meaning bank owned or short sales, for the current year as compared to the same time period last year. A lower percentage of distressed sales can lead to improving market conditions.





MARKET CONDITIONS BY PRICE BAND – PHOENIX NORTH

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15			
\$1 - 49,999	3	0	0	1	1	1	2	1.5	2.8	Seller
\$50,000 - 74,999	4	3	4	4	2	2	2	2.0	1.8	Seller
\$75,000 - 99,999	10	7	7	10	6	8	6	1.7	1.2	Seller
\$100,000 - 124,999	6	13	8	9	15	7	5	1.2	0.6	Seller
\$125,000 - 149,999	8	16	17	9	13	10	16	0.5	0.9	Seller
\$150,000 - 174,999	24	27	33	24	38	16	20	1.2	0.9	Seller
\$175,000 - 199,999	48	40	42	38	25	35	29	1.7	1.6	Seller
\$200,000 - 224,999	31	30	35	40	40	26	20	1.6	1.2	Seller
\$225,000 - 249,999	62	39	37	31	43	35	34	1.8	1.6	Seller
\$250,000 - 274,999	78	28	35	35	32	32	33	2.4	2.3	Seller
\$275,000 - 299,999	85	34	43	51	44	47	28	3.0	2.1	Seller
\$300,000 - 349,999	144	46	59	66	70	45	48	3.0	2.8	Seller
\$350,000 - 399,999	146	36	41	66	37	48	32	4.6	3.7	Seller
\$400,000 - 499,999	230	60	57	72	52	41	59	3.9	4.4	Slightly Seller
\$500,000 - 599,999	141	28	47	35	21	17	23	6.1	6.3	Balanced
\$600,000 - 699,999	91	9	8	17	16	9	11	8.3	6.9	Slightly Buyer
\$700,000 - 799,999	47	8	7	6	11	7	9	5.2	5.5	Balanced
\$800,000 - 899,999	25	3	3	6	3	4	3	8.3	6.6	Slightly Buyer
\$900,000 - 999,999	19	1	2	2	4	0	3	6.3	7.4	Slightly Buyer
\$1,000,000 - and over	82	5	3	6	4	2	5	16.4	22.1	Buyer
TOTAL	1,284	433	488	528	477	392	388	3.3	3.0	Seller



Statistics based on information obtained from ARMLS and using Brokermetrics software on 10/05/2015.

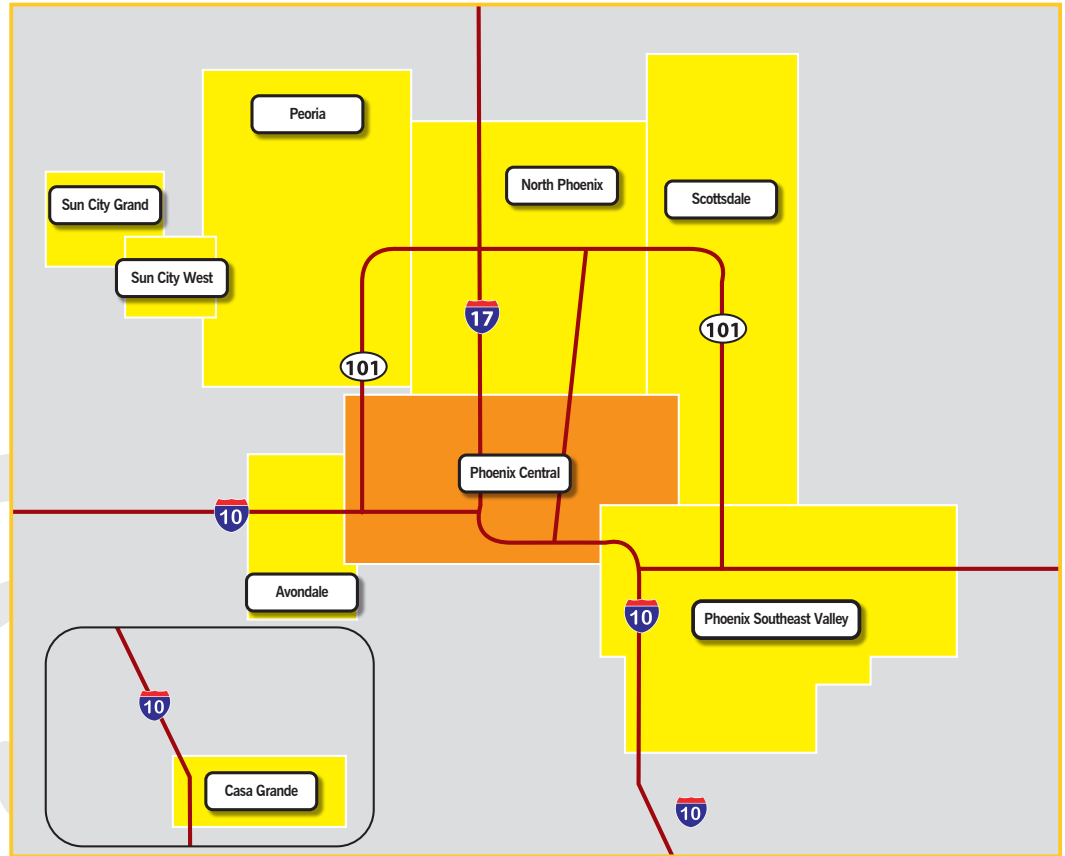
3 month trend in months of inventory is the average of closed sales and active listing data from 07/01/2015 - 09/30/2015. Information is believed to be reliable, but not guaranteed.



CHANGE IN MEDIAN SALES PRICE BY AREA

JUL 2014-SEP 2014 TO
JUL 2015-SEP 2015

This heat map represents the percentage of change in Phoenix metro median sales prices from July 2014-September 2014 to July 2015-September 2015 by area.



PHOENIX LUXURY

The luxury segment of the Phoenix housing market is represented by residential sales \$800,000 and above.

Data obtained 10/05/2015 from ARMLS using BrokerMetrics software for closed residential sales volume \$800,000 and above and deemed to be correct.

CLOSED UNITS JAN - SEP ↗ 18.5%



UNDER CONTRACT JAN - SEP ↗ 19.9%



MONTHS OF INVENTORY ↘ 16.9%



The Phoenix North Housing Report is comprised of data for residential properties in the zip codes 85024, 85027, 85050, 85054, 85085, 85086, 85087, 85331 & 85377. Real Estate remains very localized and market conditions can vary greatly by not only geographic area but also by price range. Please feel free to contact me for a more in-depth analysis.