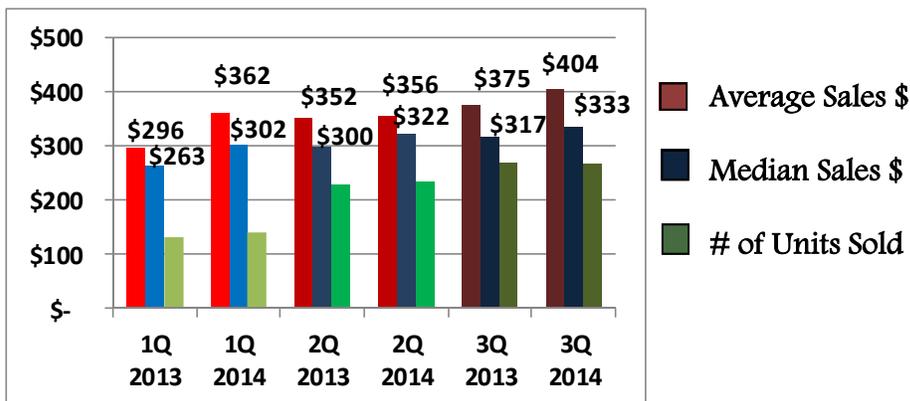


Flagstaff Market Newsletter: "Finishing 2014 with Finesse"

Steadily Upward

In line with the rest of the nation, Flagstaff continues to see stable growth in its housing market. While 2014's first quarter (1Q) kicked off winter with a comparable number of sales to 2013's 1Q, single family homes (SFM) increased by 22% in the average sales price and 15% for the median sales price.

Flagstaff Single Family Home (SFM) Sales 2014 vs. 2013



Into the second quarter SFM prices remained in the mid \$300's. Third quarter crept above \$400K, driving up the overall annual average sales price (as usual) and is partially due to the luxury market reviving. Nonetheless, this continued ascent puts Flagstaff's SFM average and median sales price 20% higher than two years ago, averaging a selling price per square foot of \$173, up by 9% from 2013 with a current annual averages sales price of \$378K, median of \$324K. For *all* Flagstaff residential sales (condos, townhomes, manufactured, SFM) distressed sales are down by 57% from 2013, accounting for less than 1% of the market. By mid-October Flagstaff residential sales are 80% of 2013's annual total, selling at a pace of 99 homes/month, leaving almost 6 months of inventory, and averaging 4 months of market time which is 1.5 weeks longer than in 2013.

Market Area Specifics

General Regions: Still in popular demand is the west side of Flagstaff for city living by 54%, and east side for the rural areas at 47% with south rural a close second at 40%. The southeast city areas dropped by 30% from last year, and the northeast by 61%, possibly due to less newer homes on the east side.

Luxury Homes: Forest Highlands and Pine Canyon equally shared 80% of the luxury SFM home market in 2013 (sales price \$700K+). Mid-October 2014, Forest Highlands had 34 sales (\$350K to \$2.8M) with 53% over \$700K and one pending sale. Pine Canyon had only 19 sales with 68% over \$700K, and its pending sales of four new construction (\$775K-\$997K) and three resale properties of \$1M+. The average sales price for FH was about \$10K higher than PC, the median over \$22K, yet the price per square foot averaged \$44 more in PC with homes selling 1.5 months less than in FH. Overall FH triumphs with sales up by 18% compared to this time last year. The current FH average sales price is \$886K, up 10%, and median increased by 9% from 2013 to \$768K. So far sales are 94% of 2013's total sales, but the average days on the market shows that it is taking approximately one month longer to sell. Based on the current absorption rate, there is 20 months worth of inventory.

Want more Stats, Graphs, and Info? Contact Me, I Love this Stuff!



Melinda T. Morfin, REALTOR®, PC
ABR, BPRO, CNE, CDPE, GRI, SFR, SRS

C: (928) 853-6315 O: (928) 779-5966 eF: (888) 747-7176

Melinda@MelindaMorfin.com

www.MelindaMorfin.com

