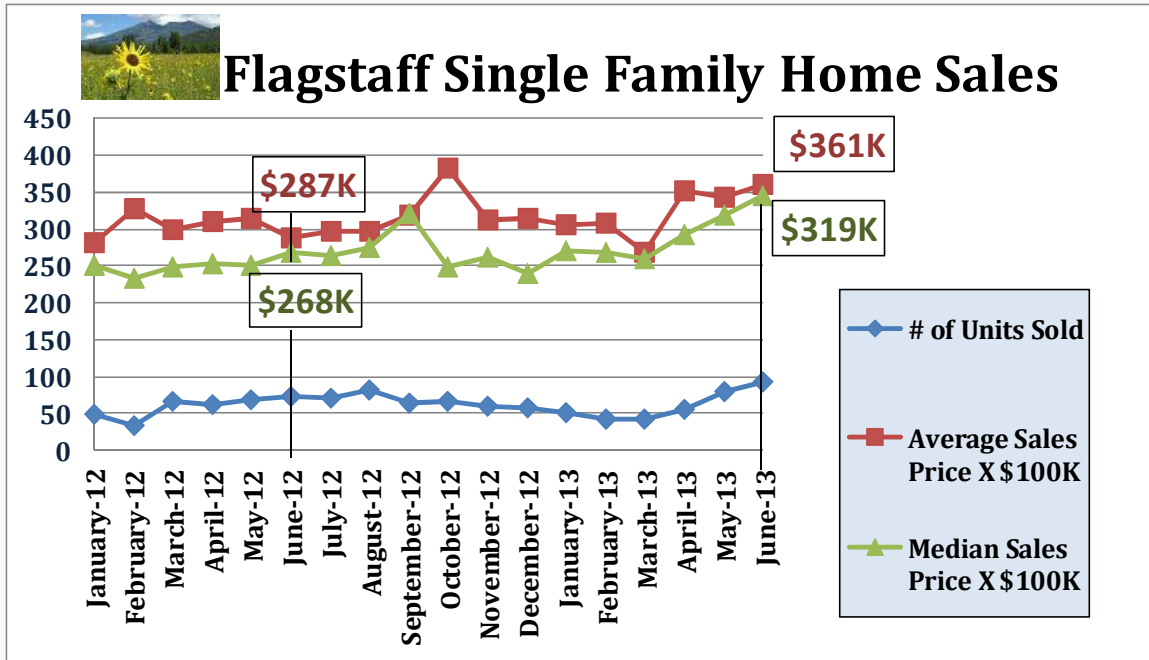


# 2013 Mid-Year Housing Market Review

## Steady Upward Pace

A total of **708** residential units sold within the Northern AZ MLS since the start of 2013 with **80%** Single Family Homes (SFM). At a **16%** increase in SFM sales and a **15%** increase in the median sales price (SP) compared to the first 6 months of 2012, positive signs of a market rebound are prominent.



## Adjusting. Recovering. Elevating

Flagstaff contributes **74%** of the northern AZ MLS data with only modest gains in the number of its SFM units sold mid-year, yet Flagstaff's average SP increased by **8%** and its median SP by **14%**, with an average price per square foot up by **12.5%**. The first quarter (Q) of 2013 started a bit less volatile than its second Q, largely due to the lack of available inventory that appeared to have been devoured by the start of 2012's fourth Q. Inventory had all but diminished under \$400K until Sellers finally regained a long awaited bit of confidence with the distressed sales down by over half from last year. By May, 2013's second Q sold **21%** more than 2012's second Q. By June another **15%** jump in units sold with a **25%** surge in the average SP, surpassing the median SP by **28%** compared to June 2012. It does not appear the trend will slow as the third week of July's stats show an average SP of \$395K and a median of \$346K at a pace of only 3.5 months market time. Also to note, **120** more SFM homes are under contract averaging \$399K, ranging from \$100K to \$1.9M.

As we enter the third quarter, typically the most active sales season (peak sales being June through August), we'll have over seven months of Flagstaff SFM inventory with an average list price of \$641K, a median of \$446,500, and an average price per square foot of \$211.50.

**Advice to Buyers:** *DON'T* get caught in the frenzy and bypass good decisions. *DO* be proactive in your search and in researching the data. Have your pre-qualification ready for negotiating power. Interest rates are still historically low and should remain so, but the 4's may be gone by 2014.

**Advice to Sellers:** *DON'T* overprice in the "finally favorable market". *DO* know the competitive inventory and how your home compares. Your goal should be to sell before the Holidays as buyer activity tends to dissipate.

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