

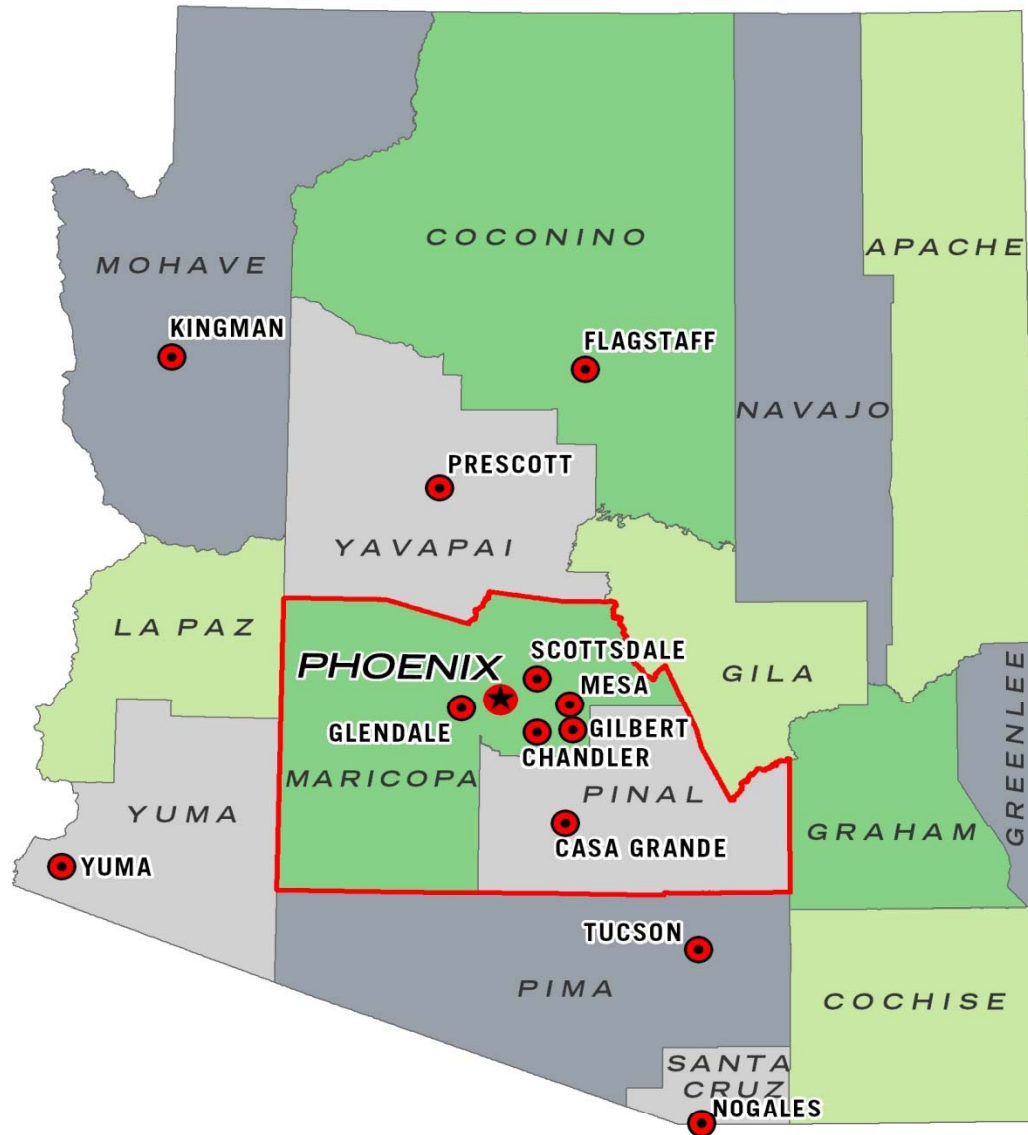
# Phoenix Housing Market Report

Produced by  
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# Phoenix Metro Area



# Phoenix

## STRENGTHS

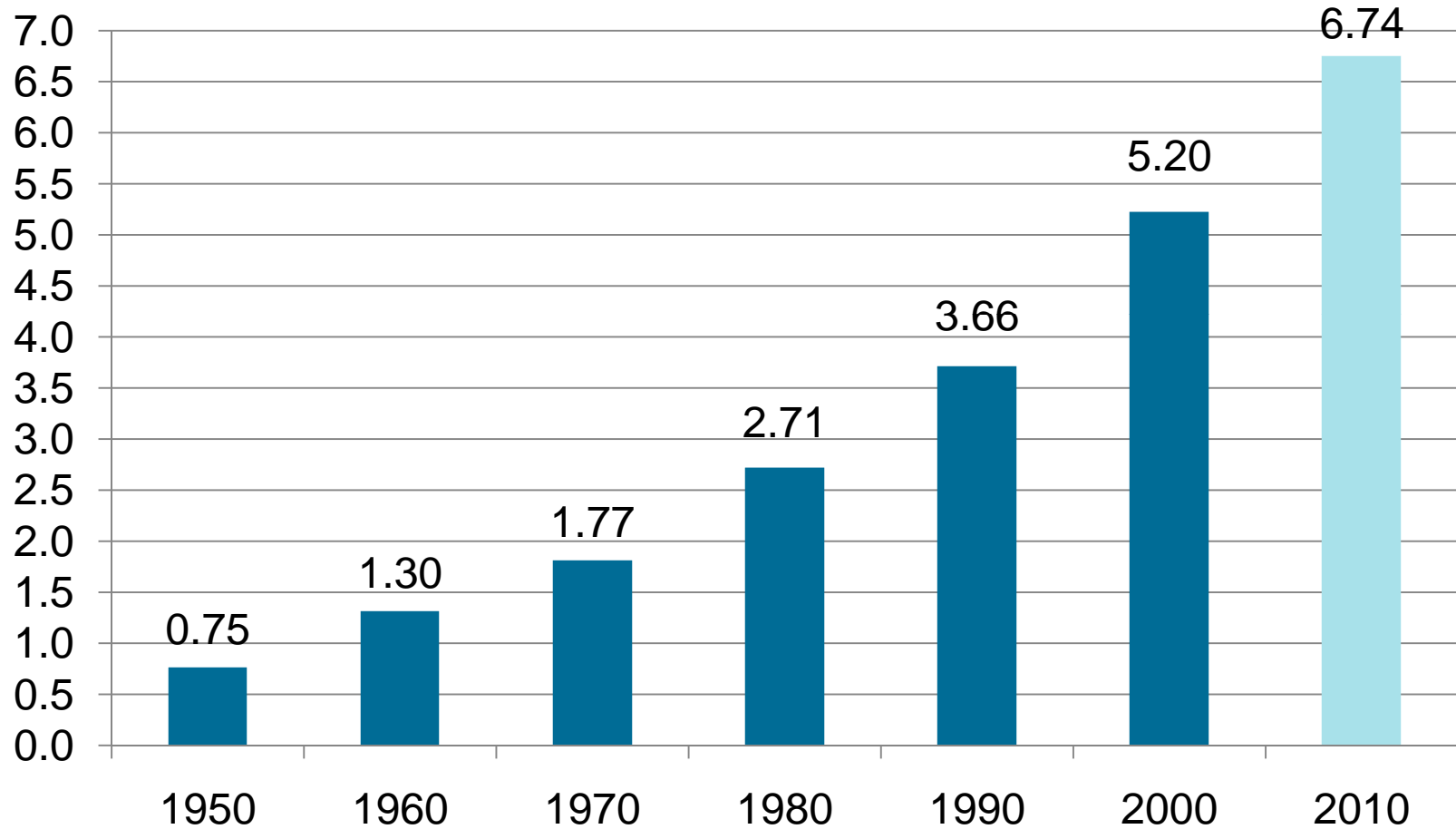
- Affordable Housing
- Income Growth
- Population Growth
- Highly Educated Population
- Low Costs of Doing Business
- No hurricanes, earthquakes, tornadoes, “Santa Ana Fires” or snow
- Climate
- Excellent Water Supply

## CONCERNS

- Foreclosures
- Slow Job Growth

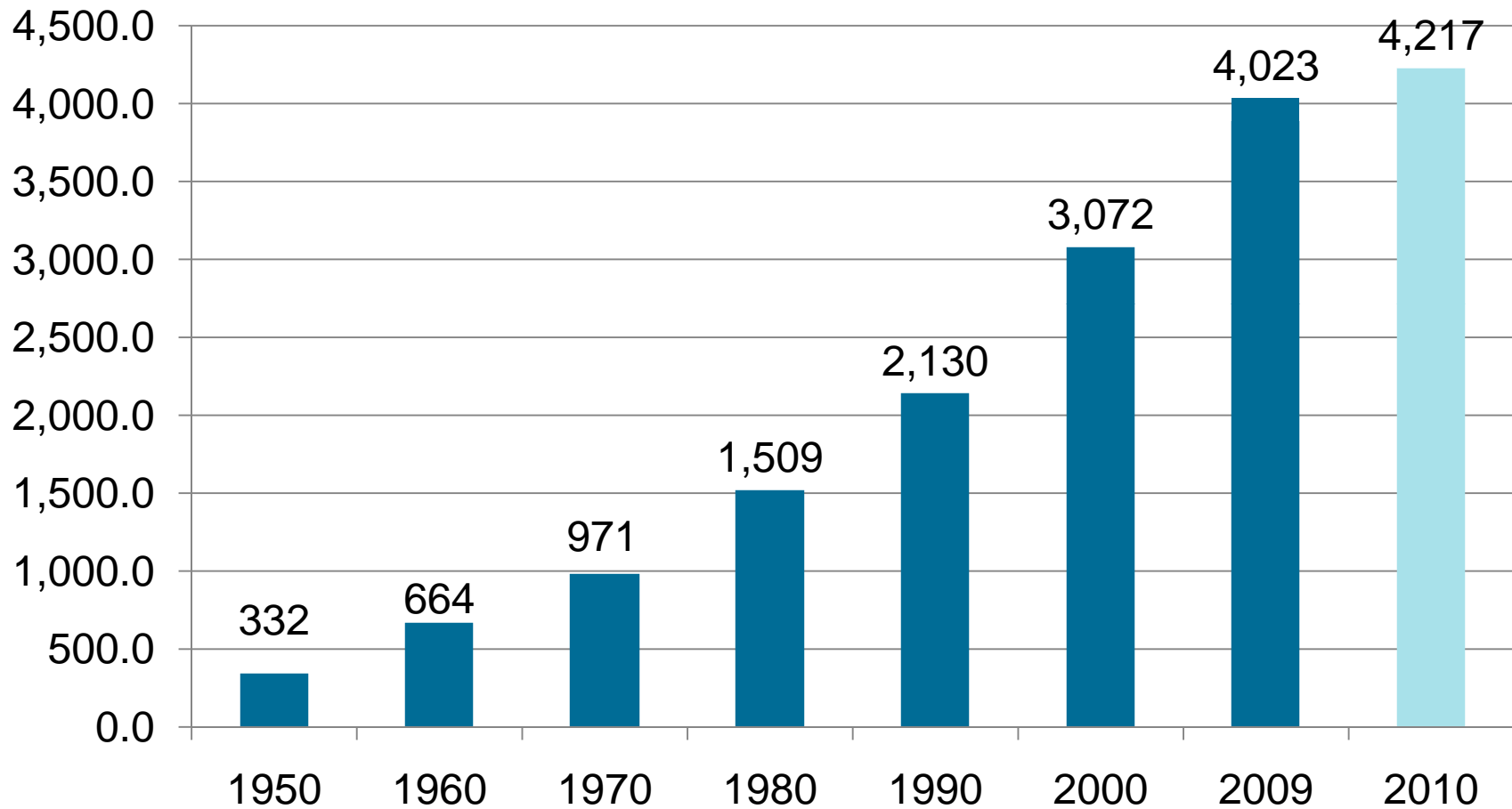
# Arizona Population Growth

(Data in Millions)



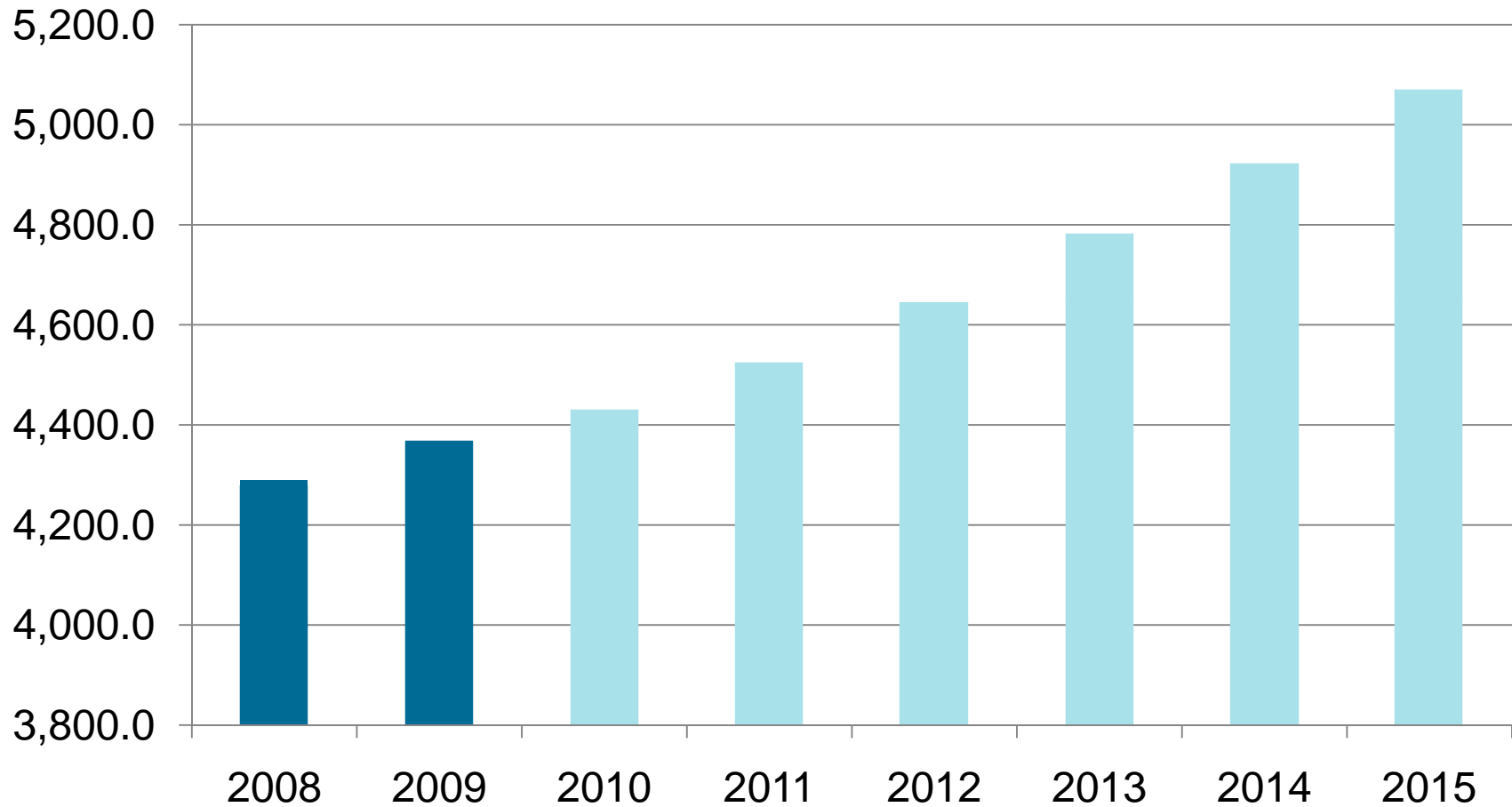
# Phoenix Population Growth

(Data in Thousands)

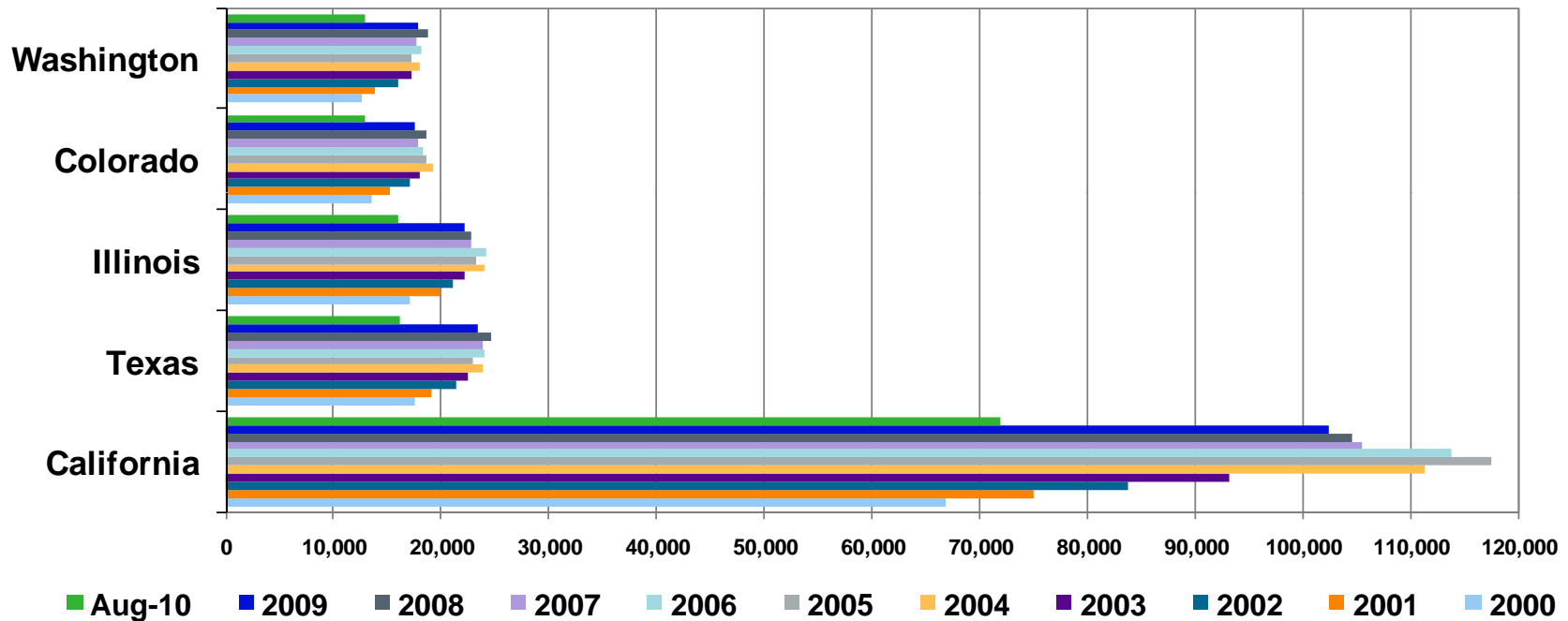


# Phoenix Metro Population Growth Projections

(Data in Thousands)



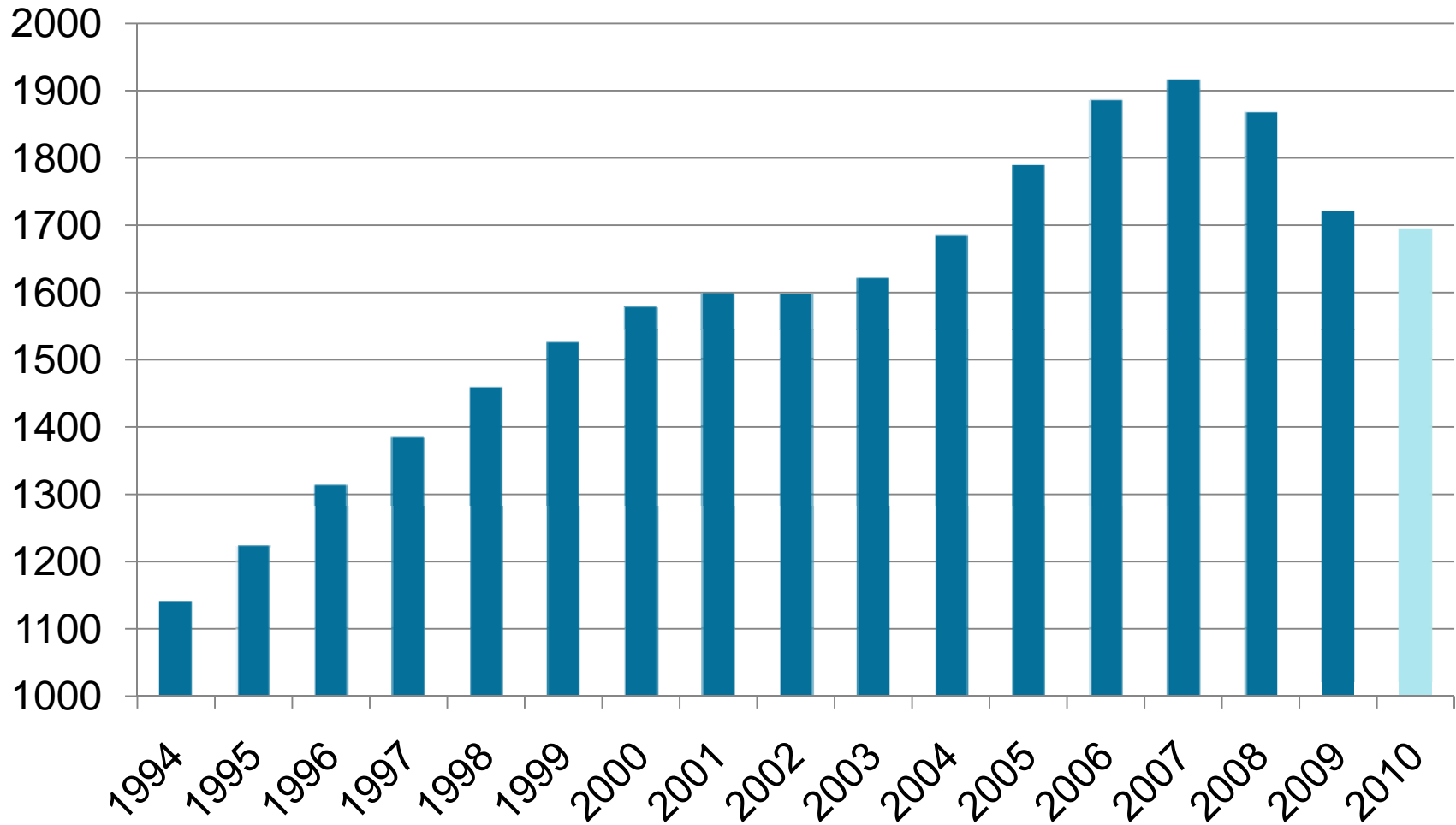
# Arizona In-Migration Patterns for the Top 5 States Per Year



Source: Arizona Department of Transportation, Motor Vehicle Division

# Phoenix Metro Nonfarm Employment

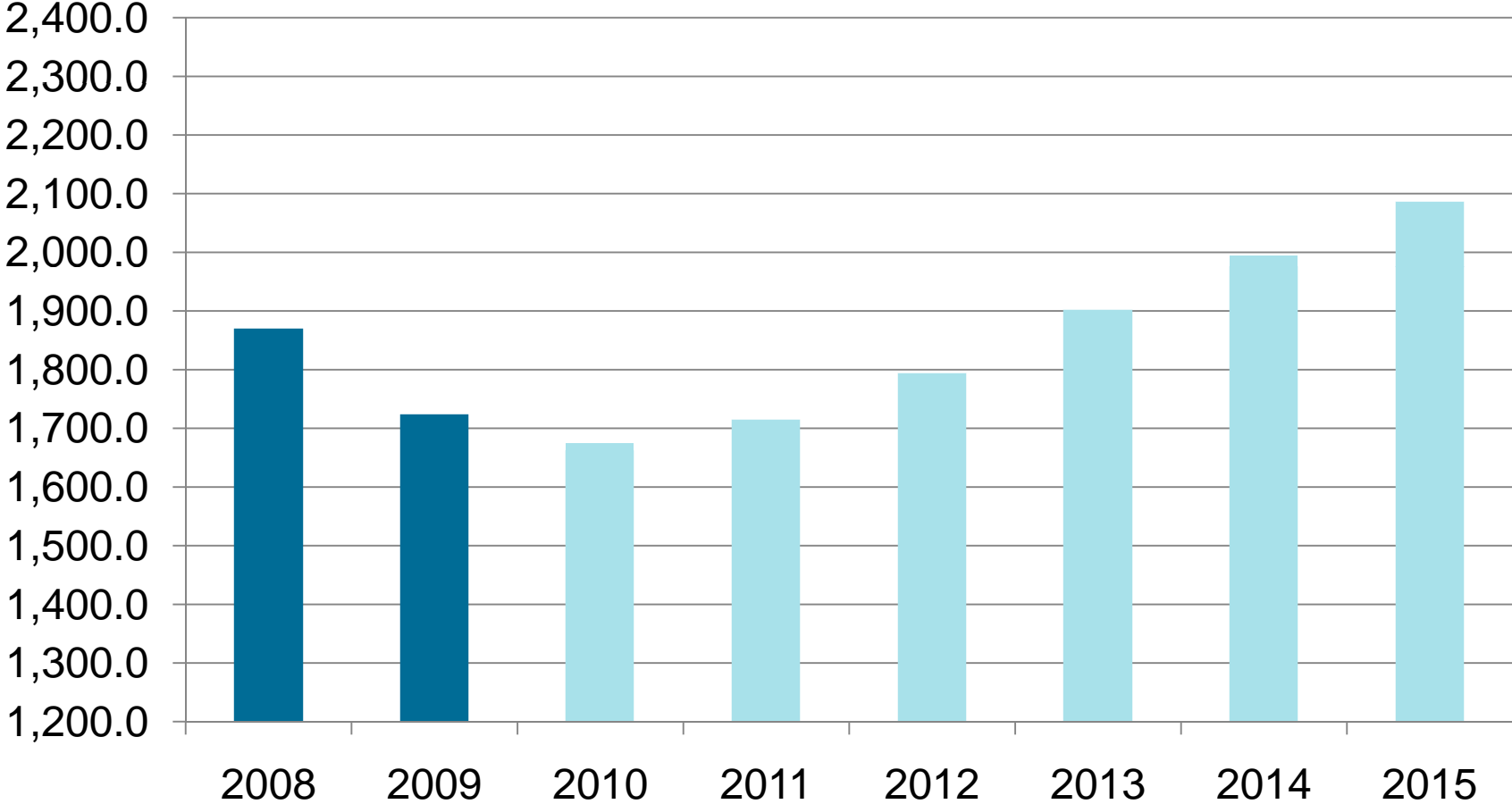
(Data in Thousands)



Source: U.S. Department of Labor, BLS Arizona Department of Commerce Research Administration (Aug 2010)

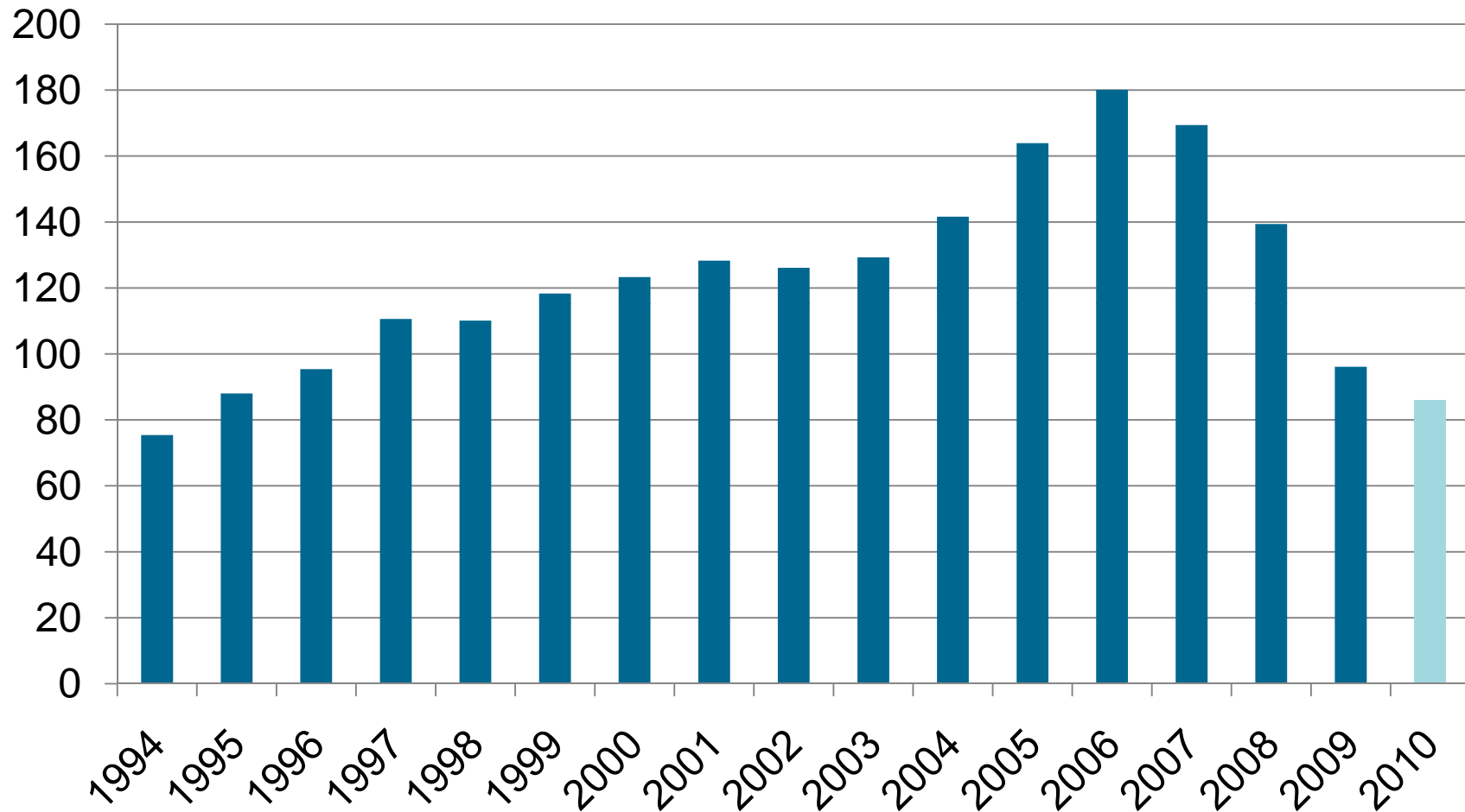
# Phoenix Metro Nonfarm Employment Growth Projections

(Data in Thousands)



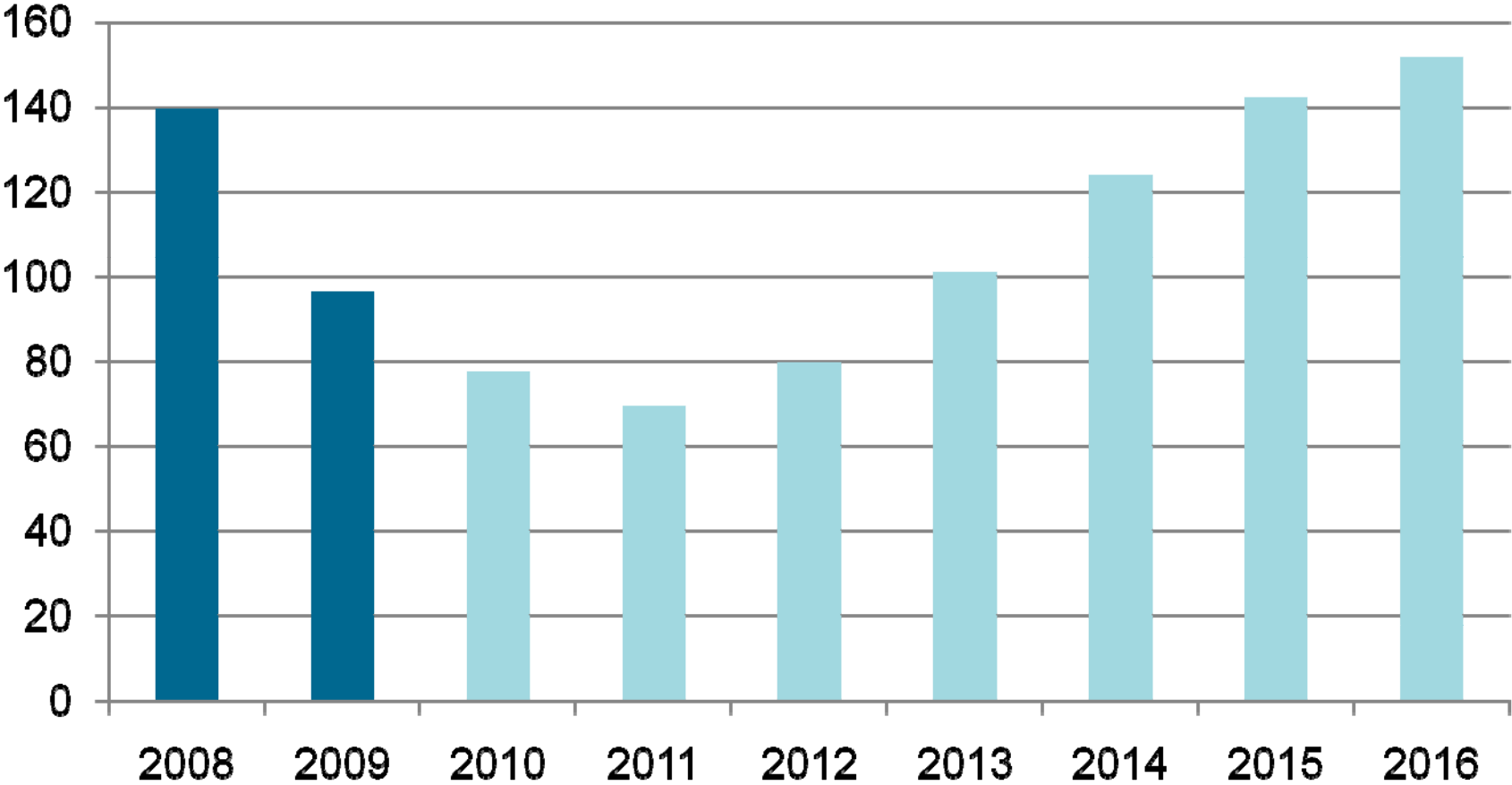
# Phoenix Metro: Construction Employment

(Data in Thousands)

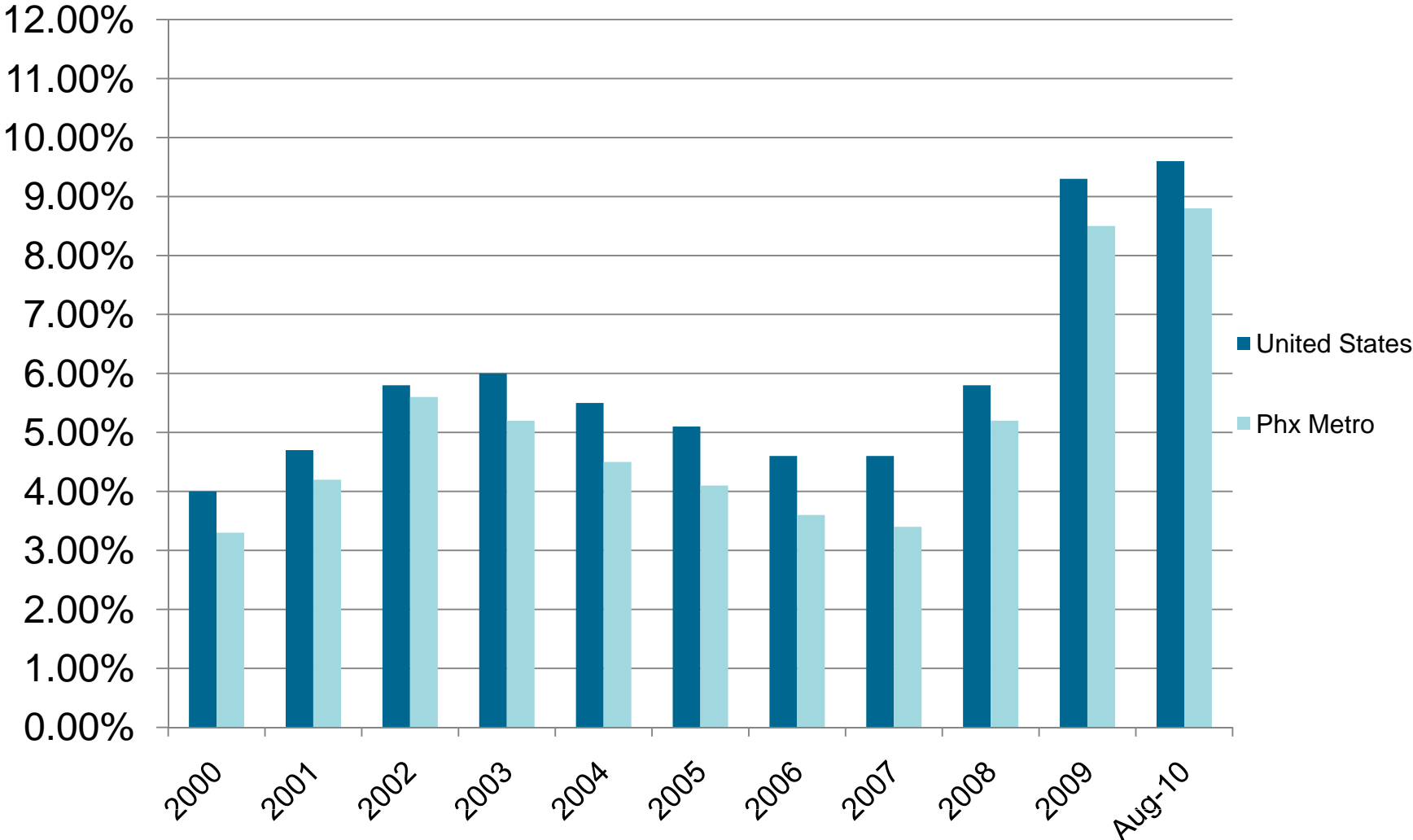


# Phoenix Metro: Construction Employment Growth Projections

(Data in Thousands)



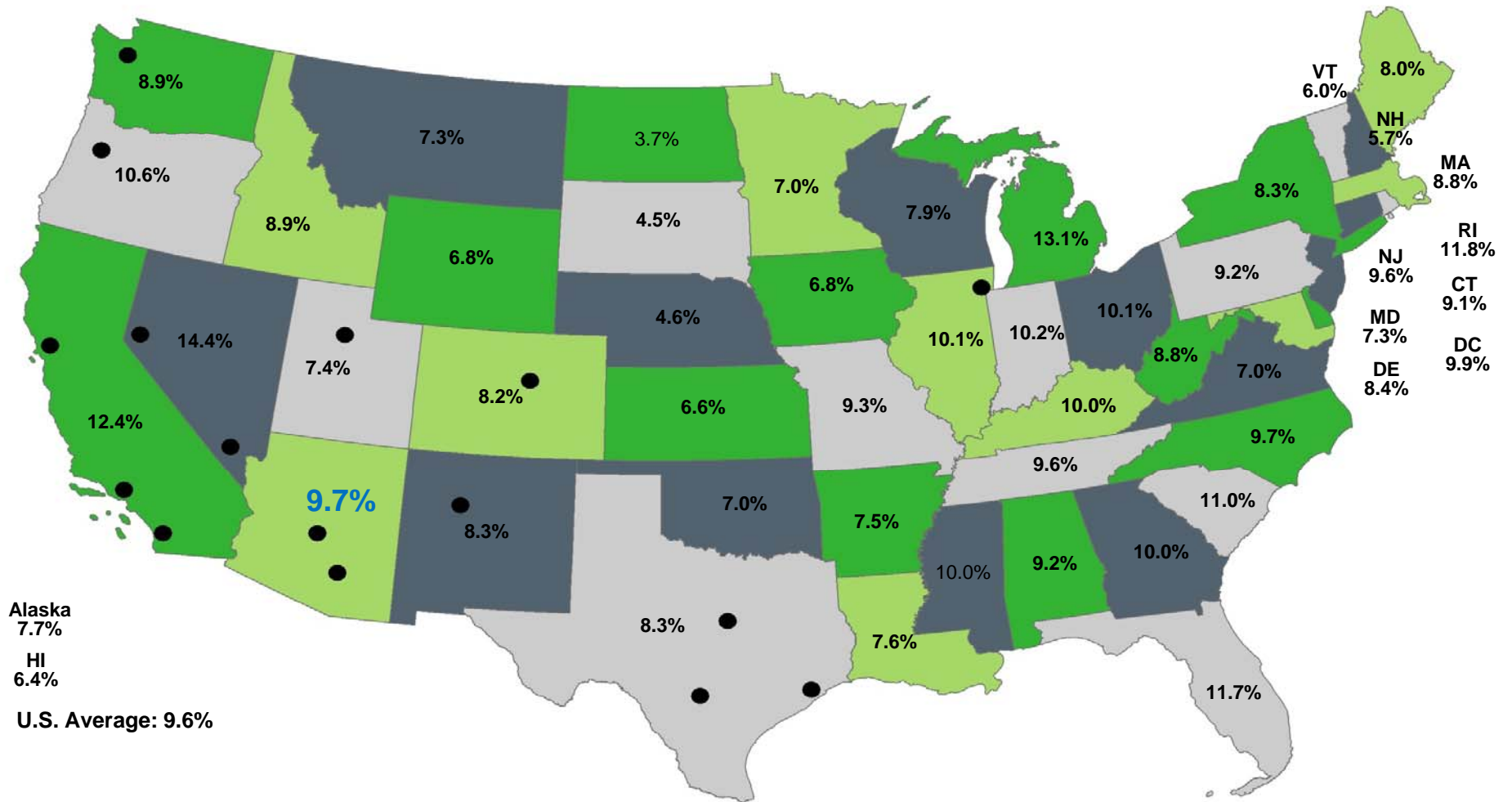
# Unemployment Rate (Seasonally Adj.) United States vs. Phx Metro



Source: Arizona Department of Commerce, Research Administration August 2010

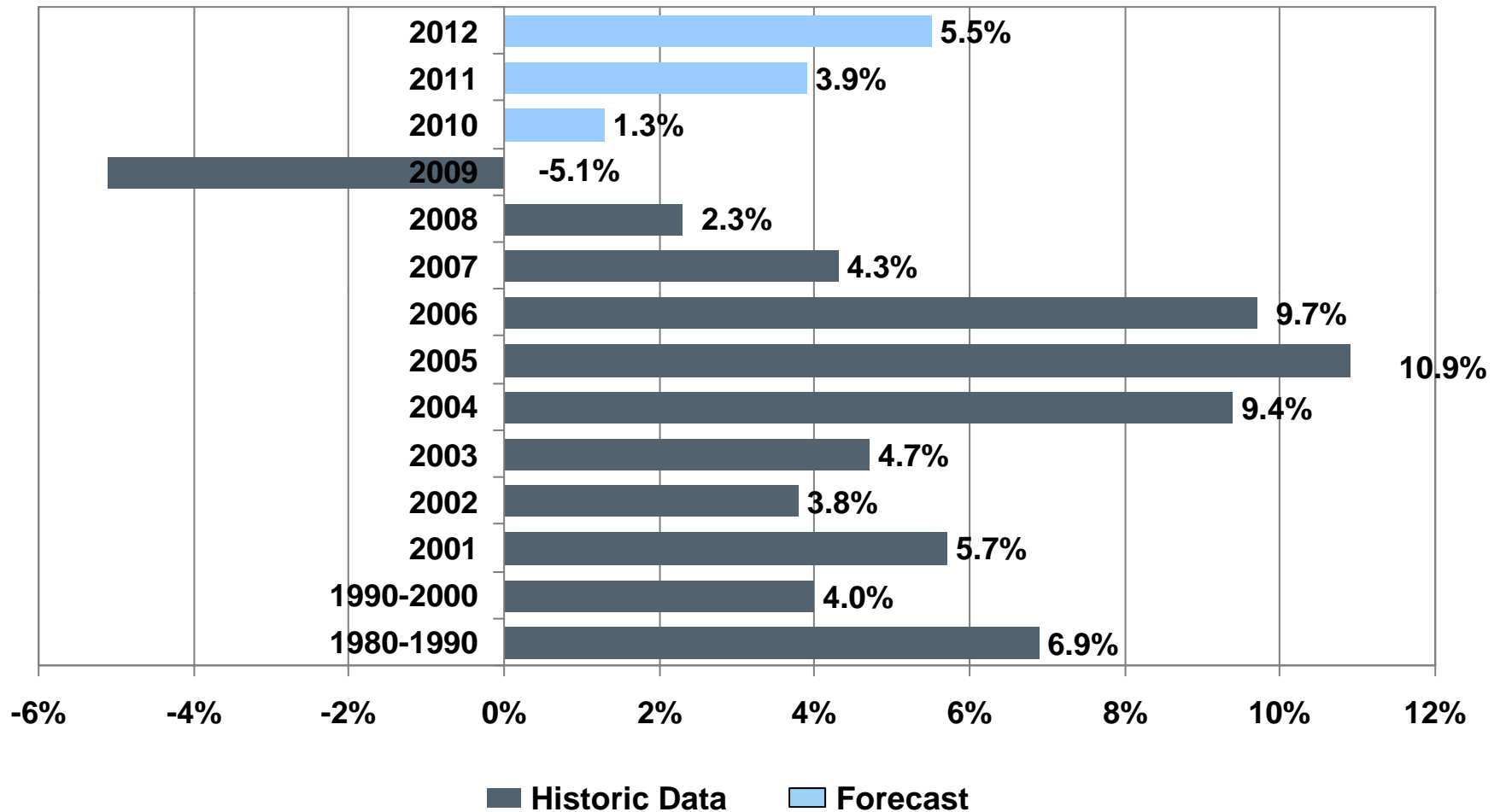
## Comparing States

State Unemployment %: August 2010 (Seasonally adjusted in Thousands)



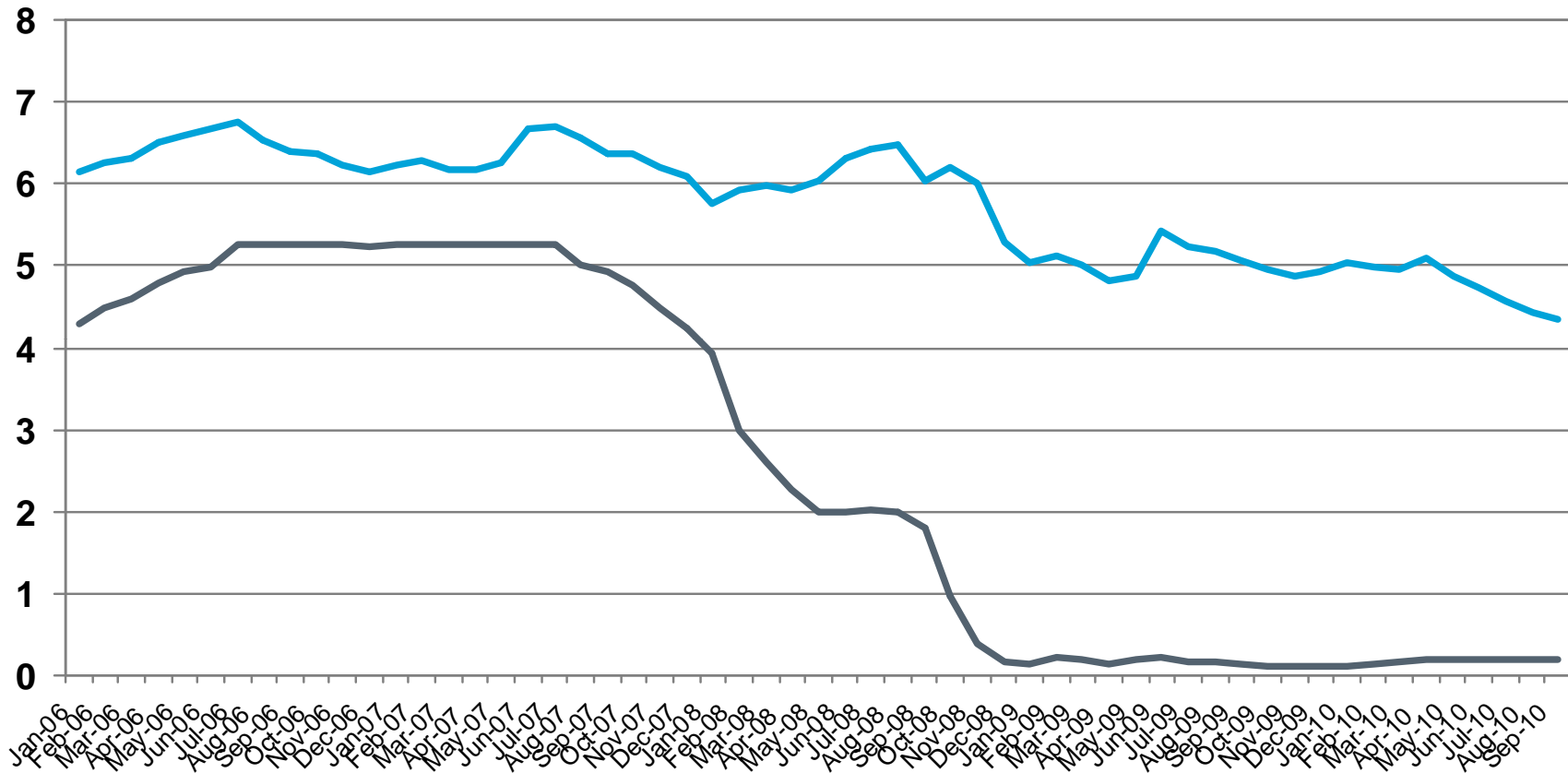
Source: U.S. Department of Labor, *BLS State & Regional Employment Report, September 2010*

# Personal Income Growth Percentages for Greater Phoenix



Source: Eller College of Management, The University of Arizona, 2001 – 2009 are actual, 2010-2012 are based off 3Q10 Forecast Comparison. Historical Data: U.S. Census Bureau, 1980, 1990, 2000.

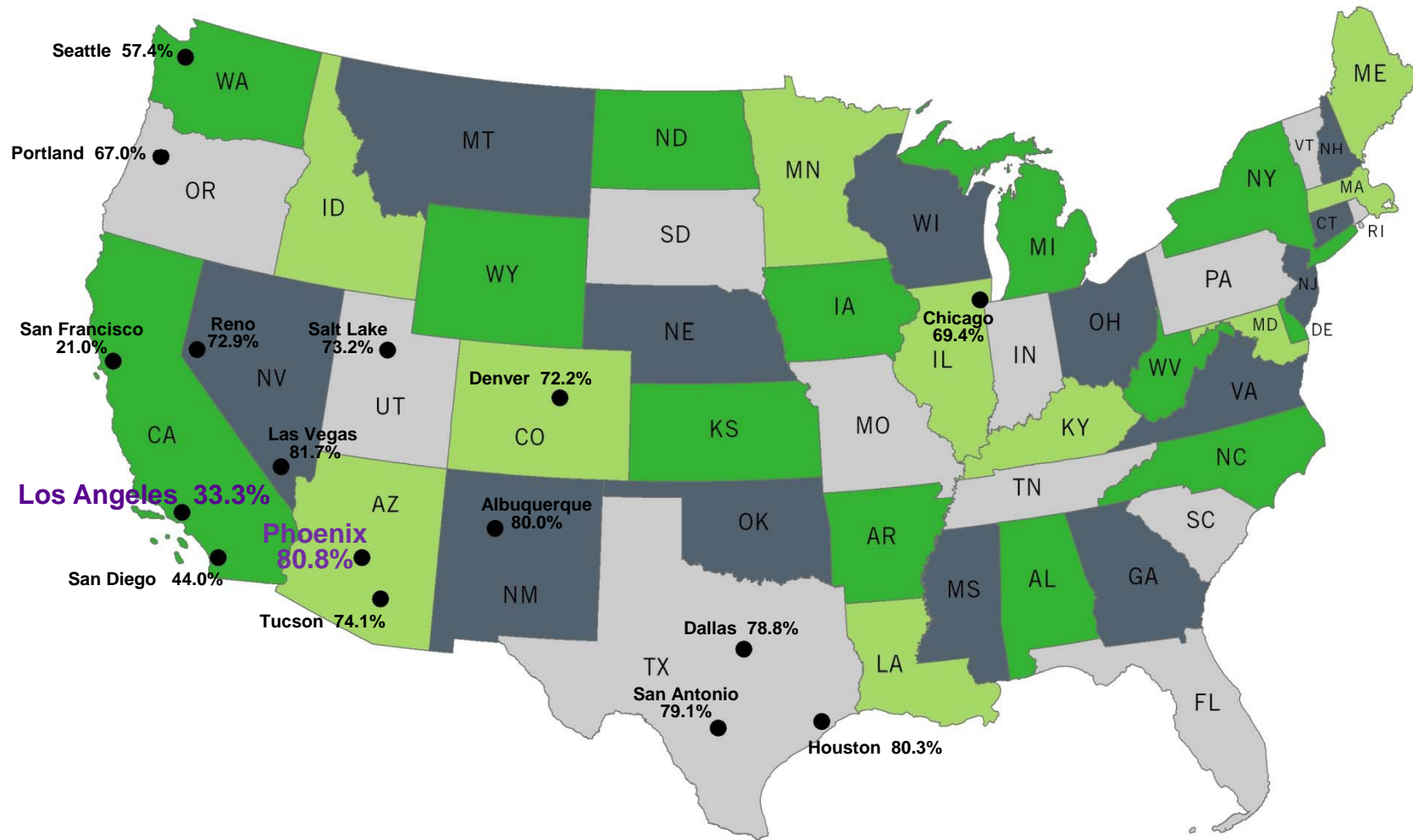
# Long-Term Interest Rates



— Federal Funds (Effective) — 30 Year Fixed

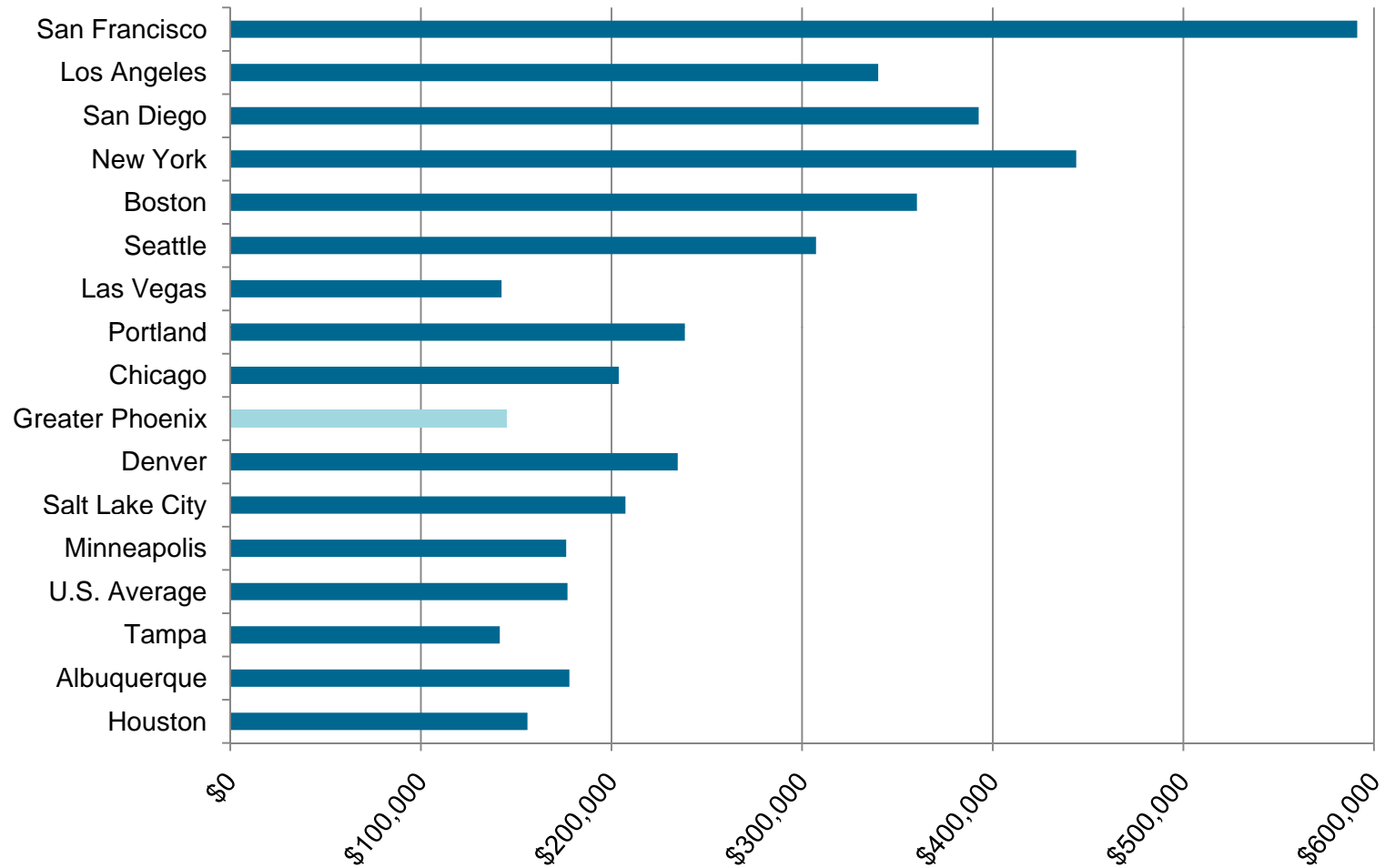
## Comparing Markets

Percentage of new and existing homes that were sold during the 2nd quarter of 2010 that were affordable to families earning the area's median income.



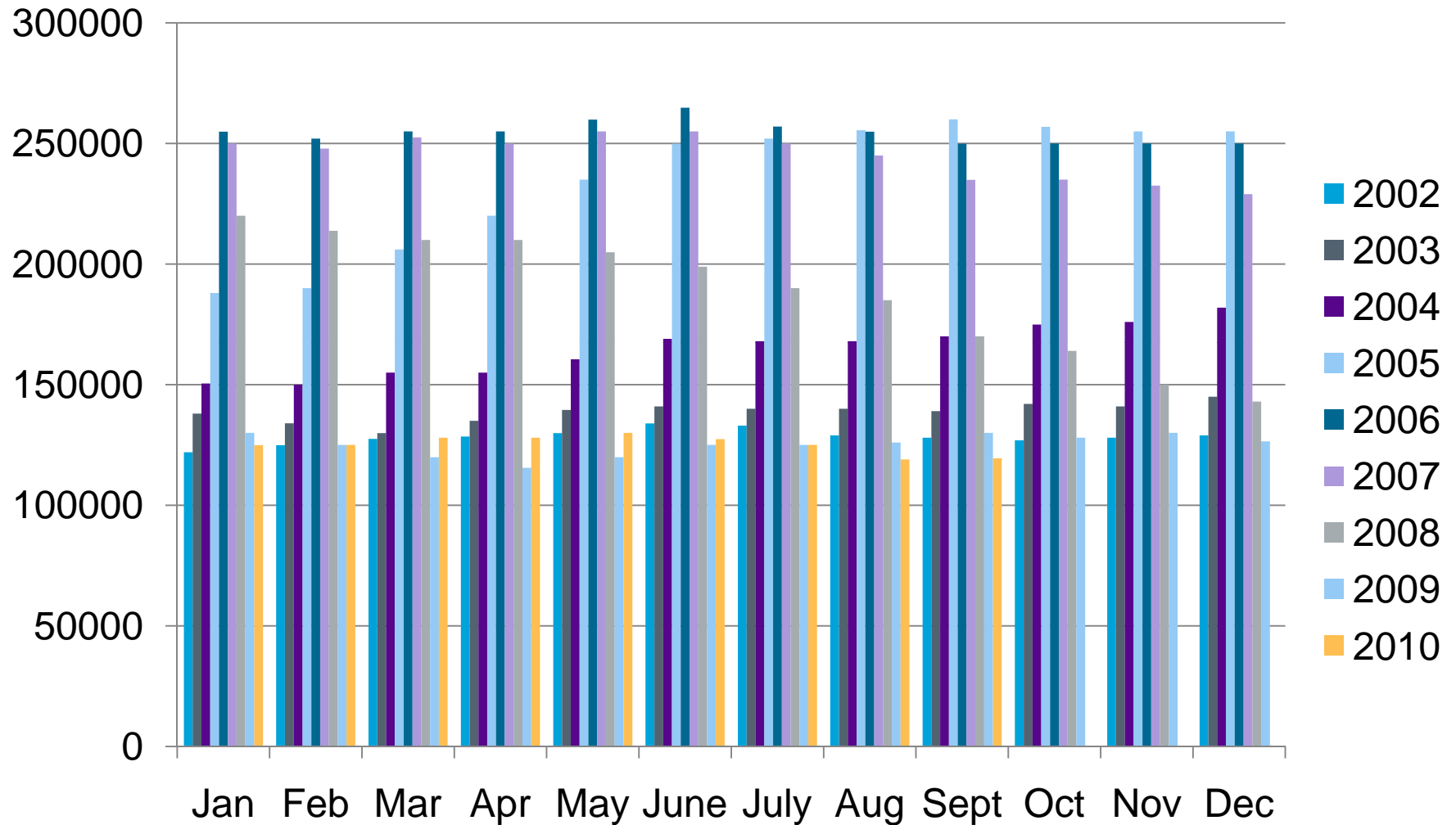
Source: National Association of Home Builders

# Median Sales Price of Existing Single Family Homes 2010 2nd Quarter



Source: National Association of Realtors

# Resale Home Median Price Per Month

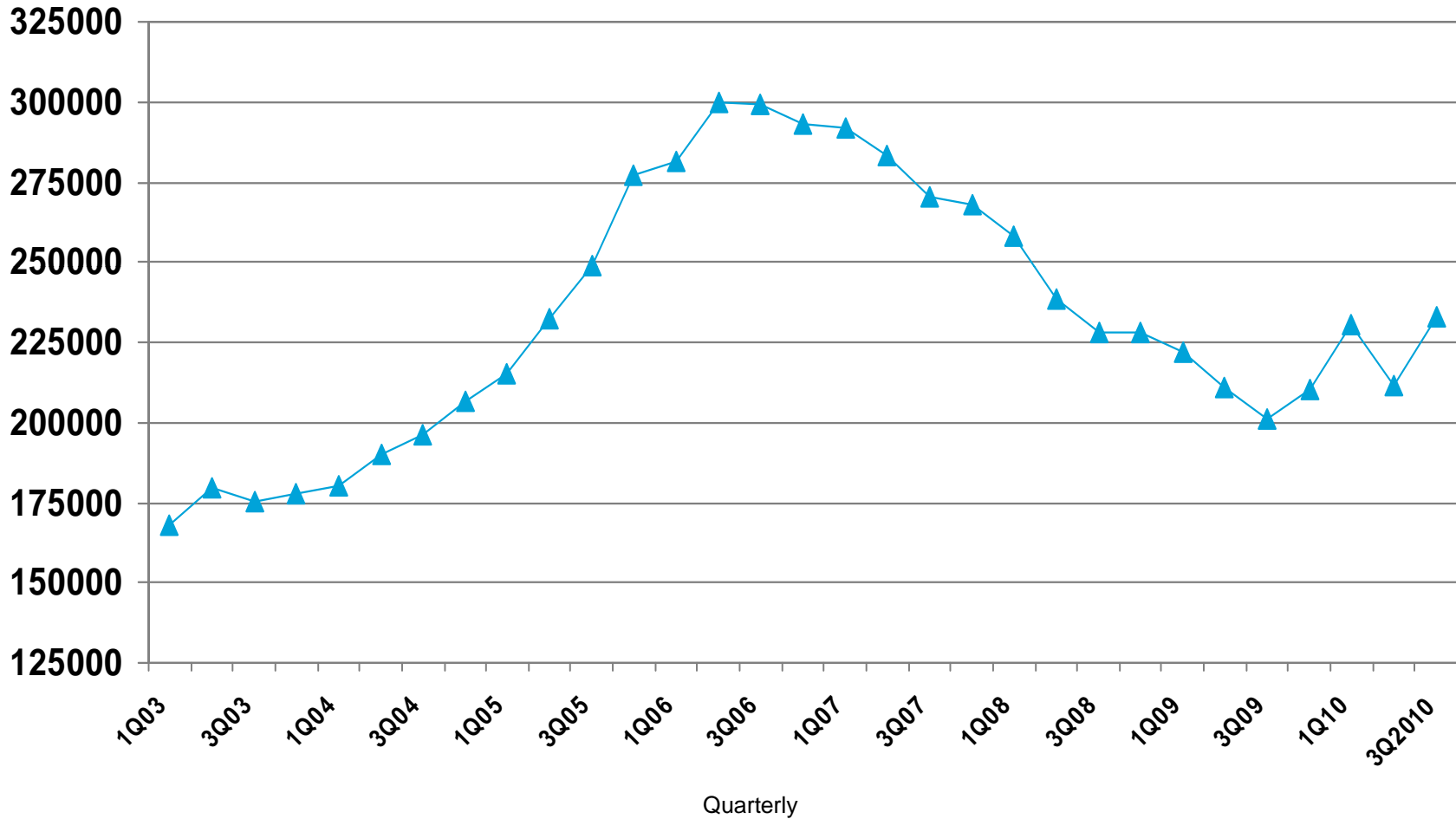


# DETACHED NEW HOME MEDIAN PRICE: \$228,102

## Maricopa County

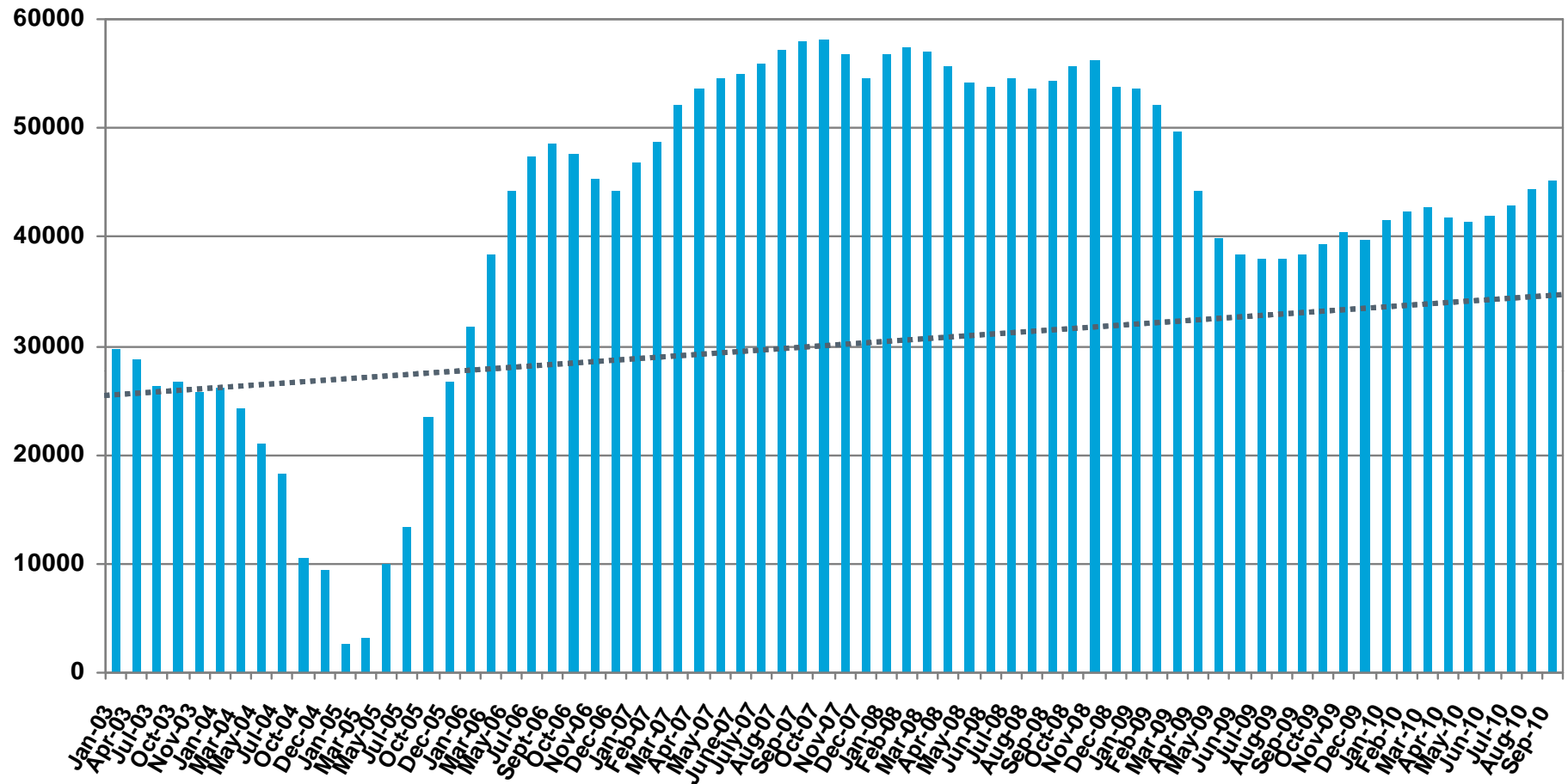
September 2010 Statistics

Phoenix \$228,102



Source: The Information Market per The Cromford Report

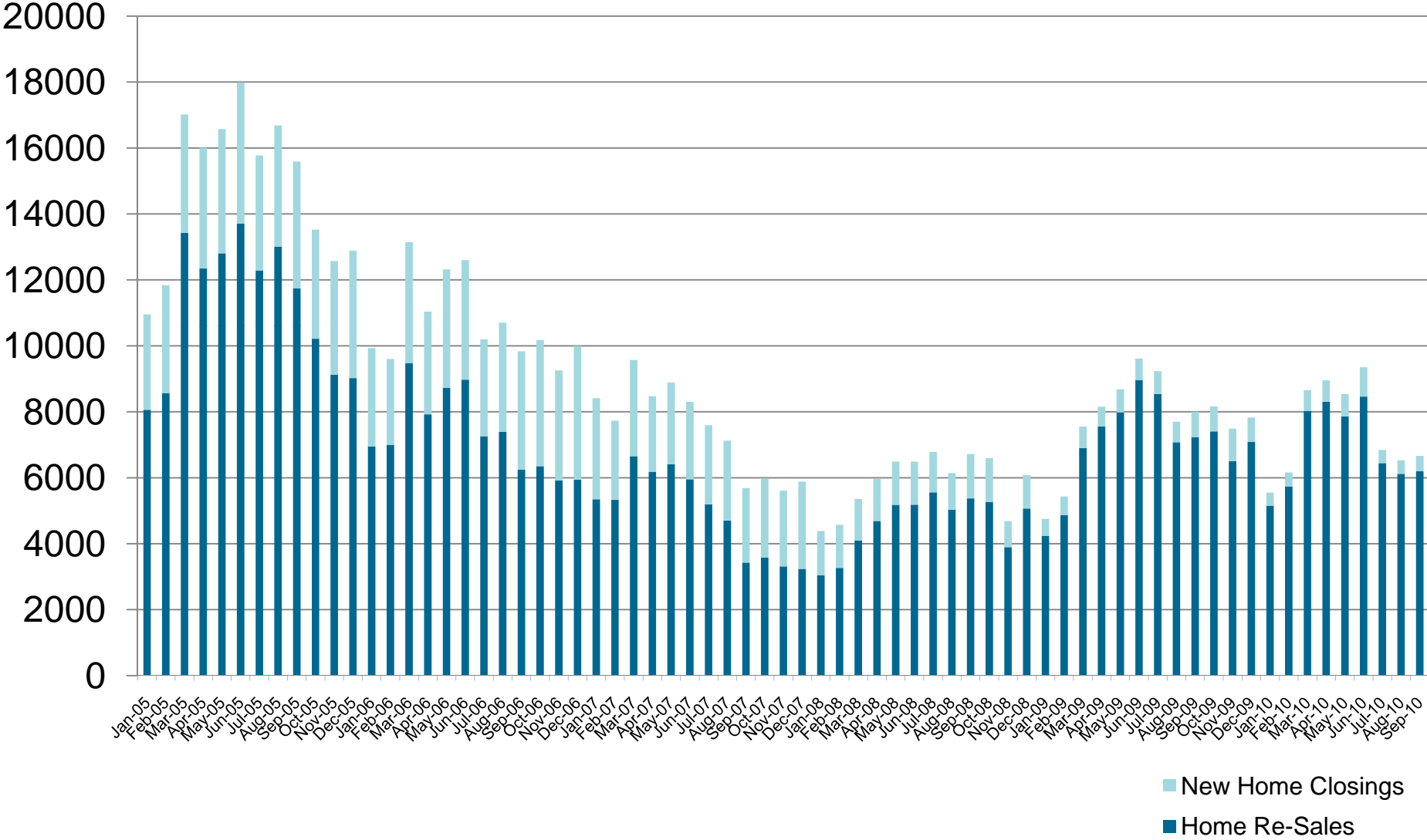
# All Active Home Listings



Includes all single-family, townhomes, and manufactured homes

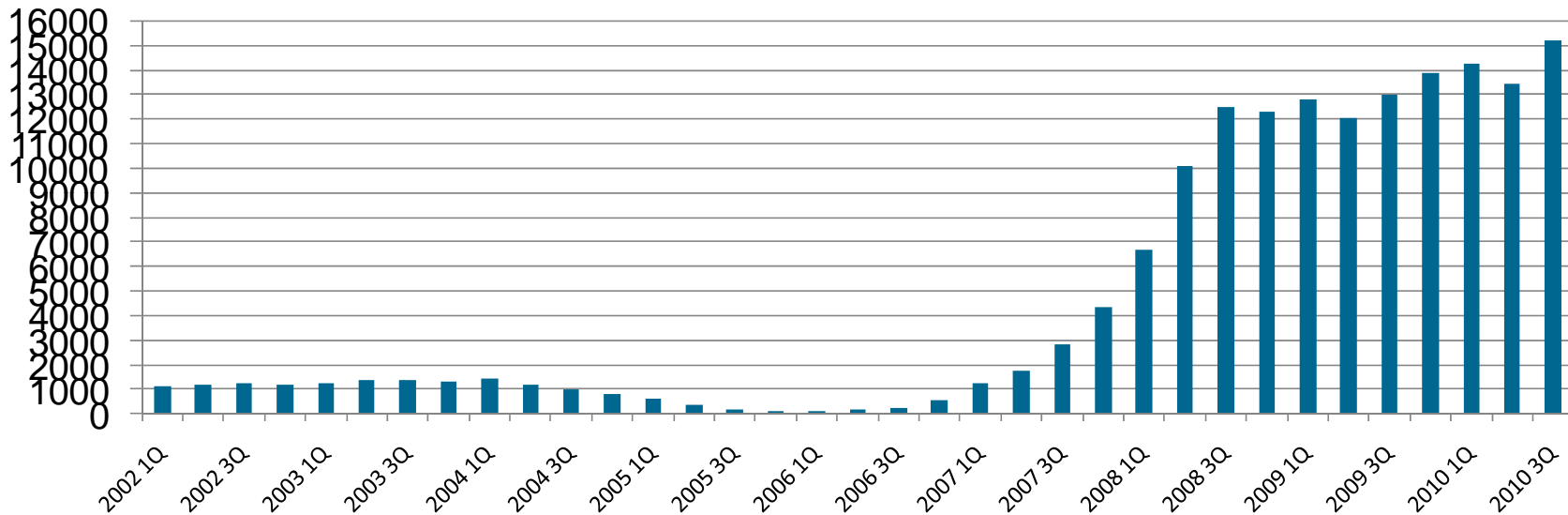
----- Normal Market Conditions

# Maricopa County Home Closings



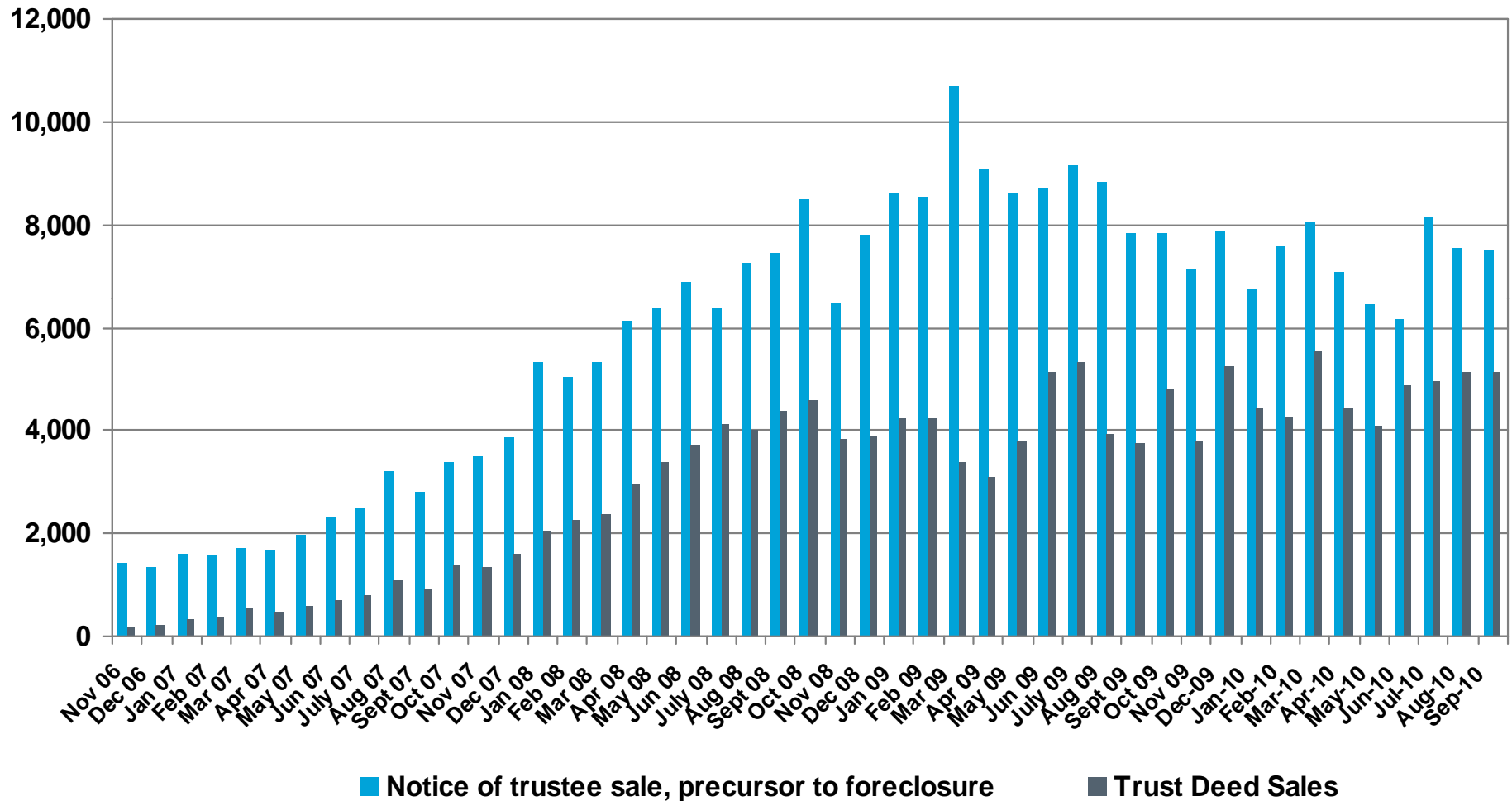
Source: The Information Market per The Cromford Report (Includes: Single Family Detached, Townhomes, & Condos)

# Historical Foreclosure Trends-Trust Deed Sales



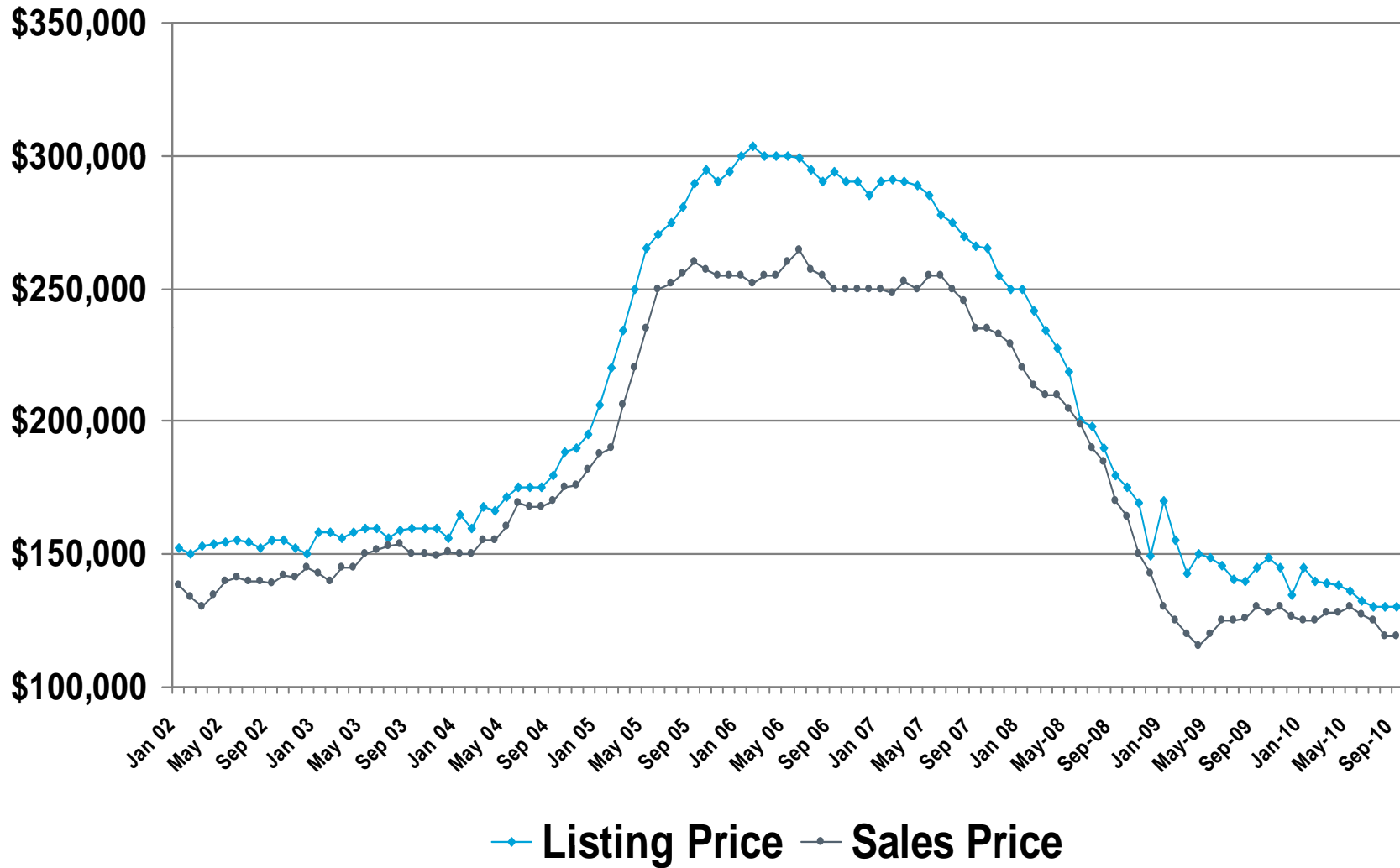
Source: *The Information Market per The Cromford Report*

# Metro Phoenix Monthly Foreclosures



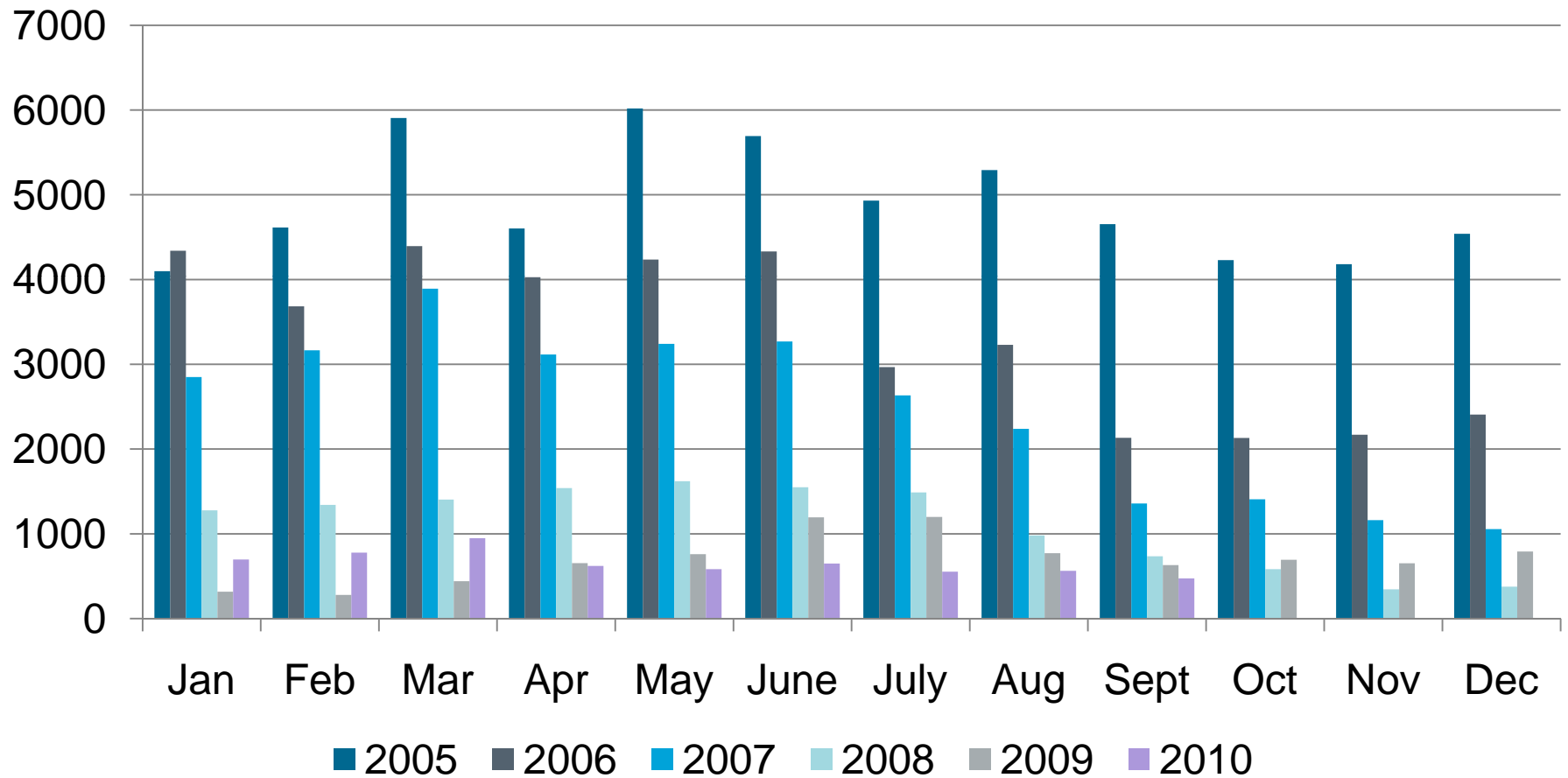
Source: The Information Market per The Cromford Report

# Median Listing Price vs. Median Sales Price



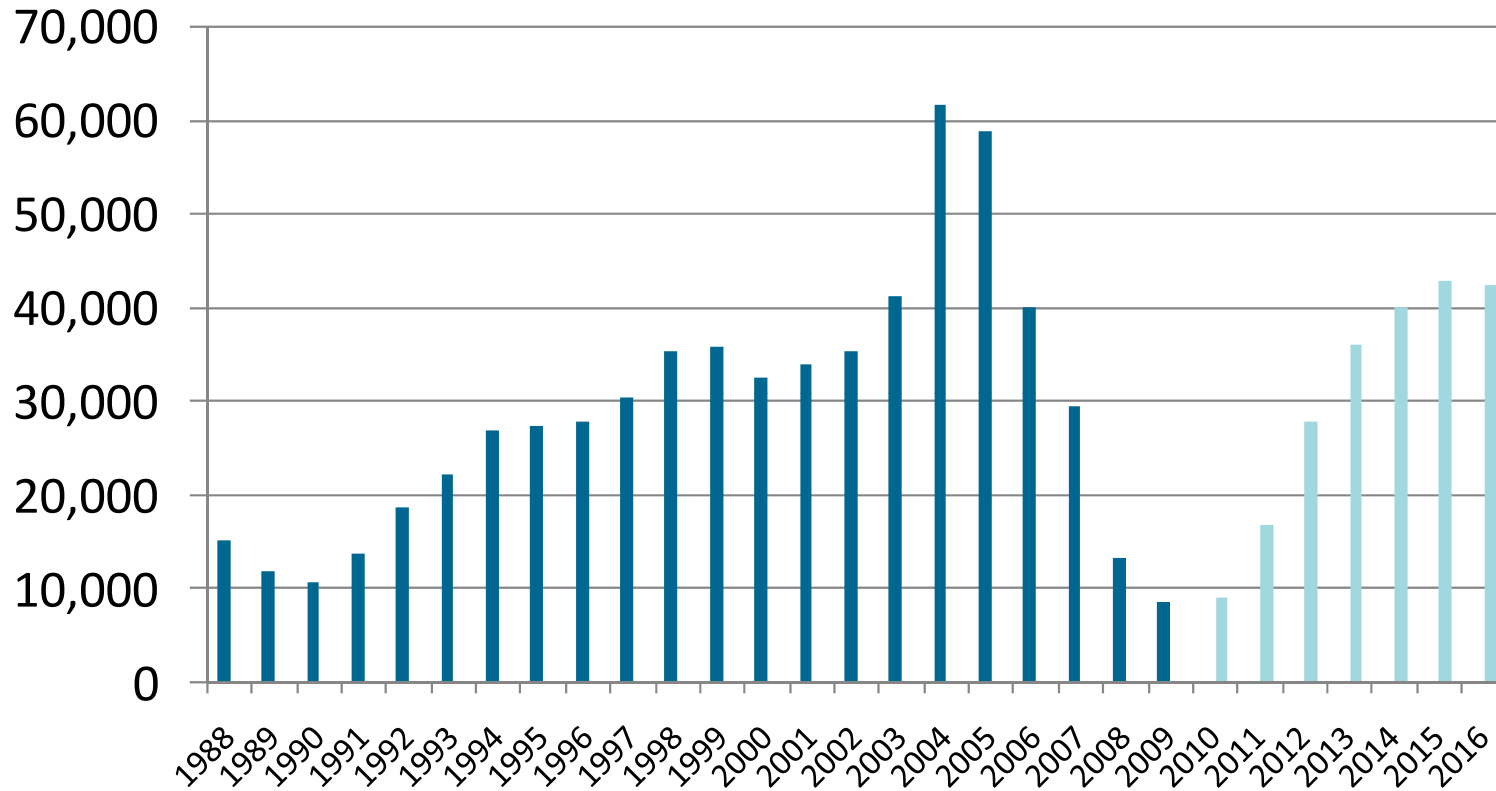
Source: ARMLS

# Phoenix Metro Single Family Building Permits

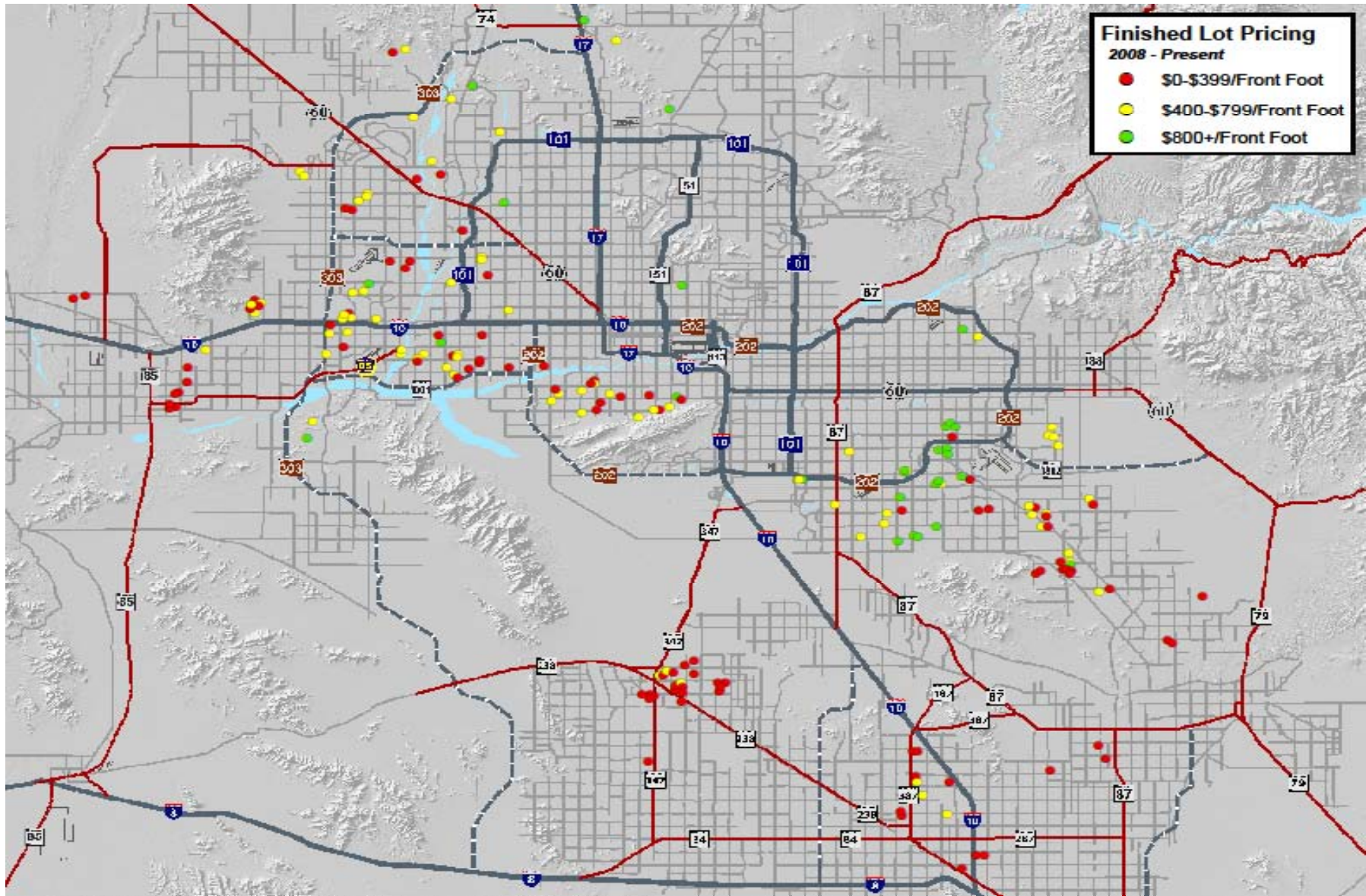


Source: Home Builders Association of Central Arizona (HBACA)

# Phoenix Metro Single Family Building Permits

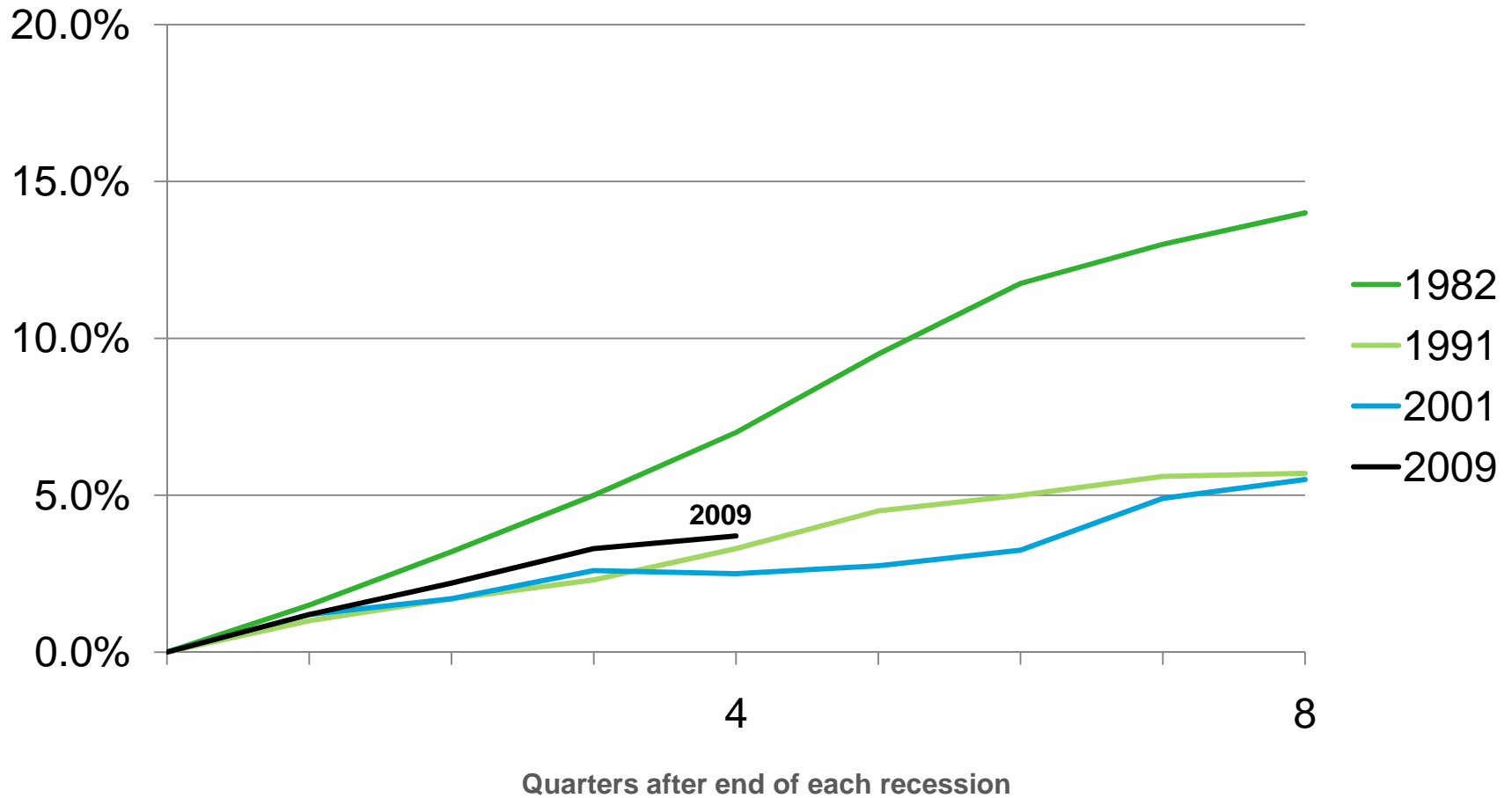


■ Historical-Home Builders Association of Central Arizona
 ■ Projected-Eller College of Management 3Q10 Forecast

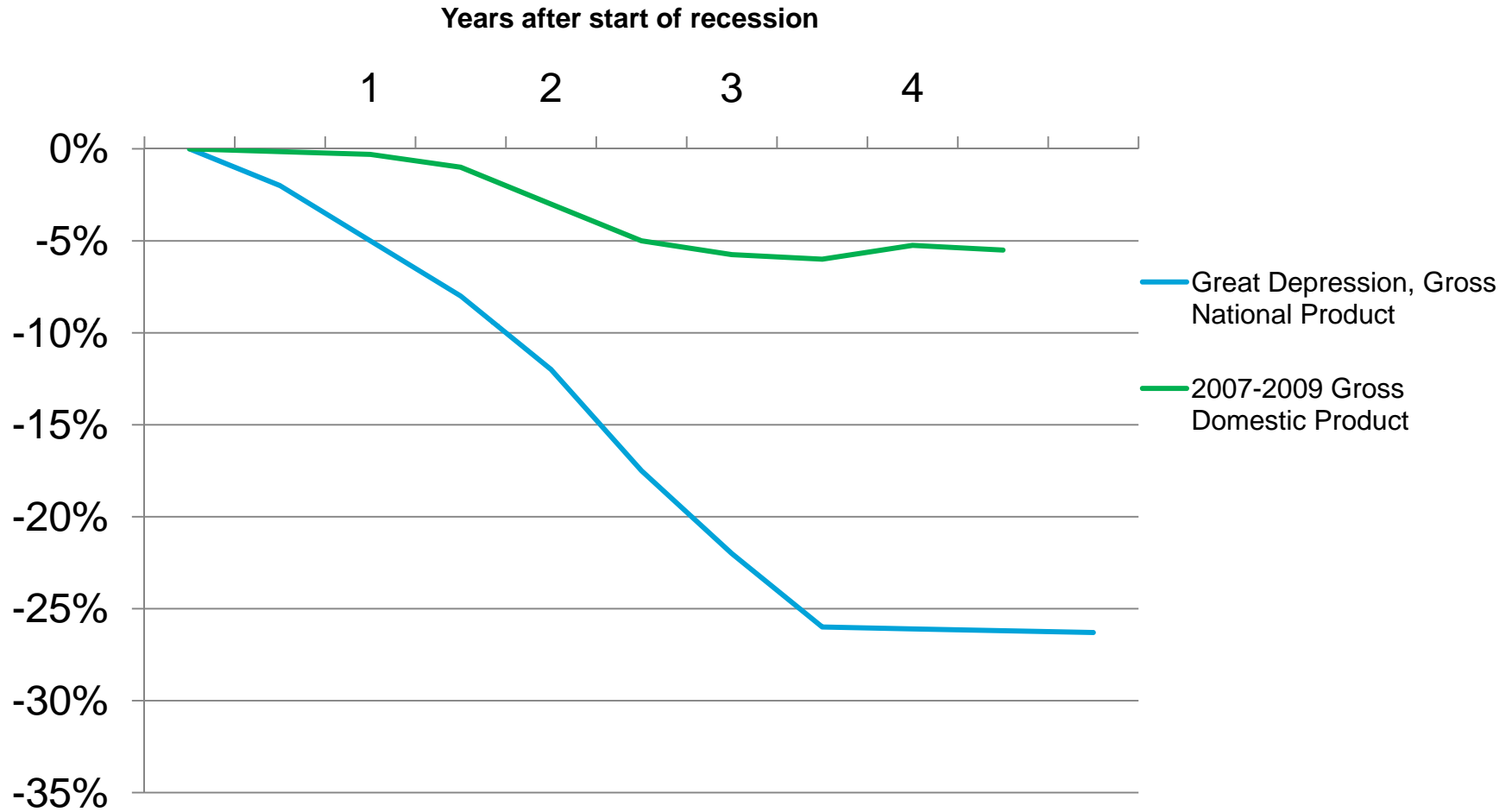


# The Recovery

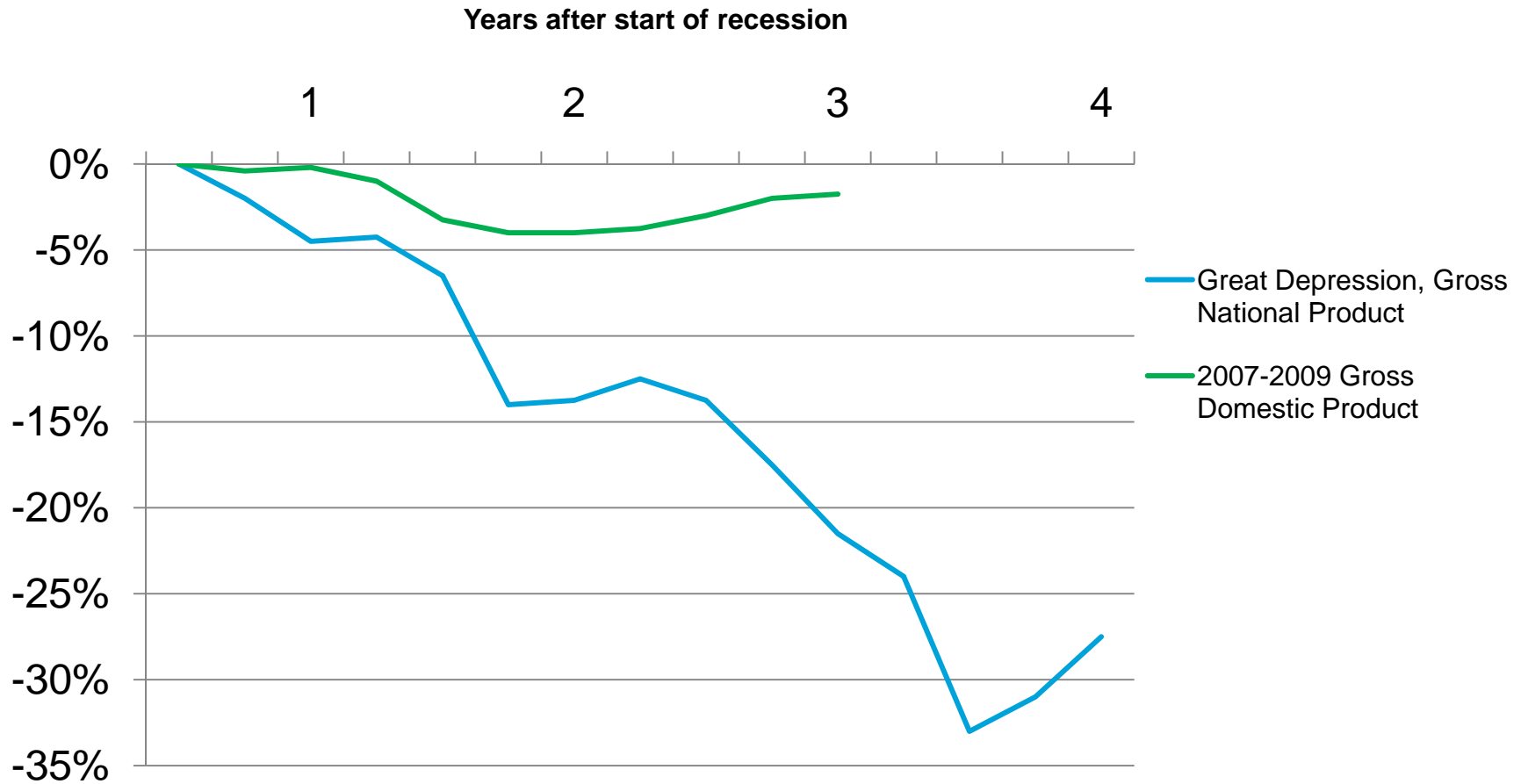
Percentage change from trough, the point declared to be the end of the recession, in economic output.



# Perspective on the Decline/Jobs



# Perspective on the Decline/Economic Output



## JOB CENTERS Maricopa County

### Legend

#### Development Status

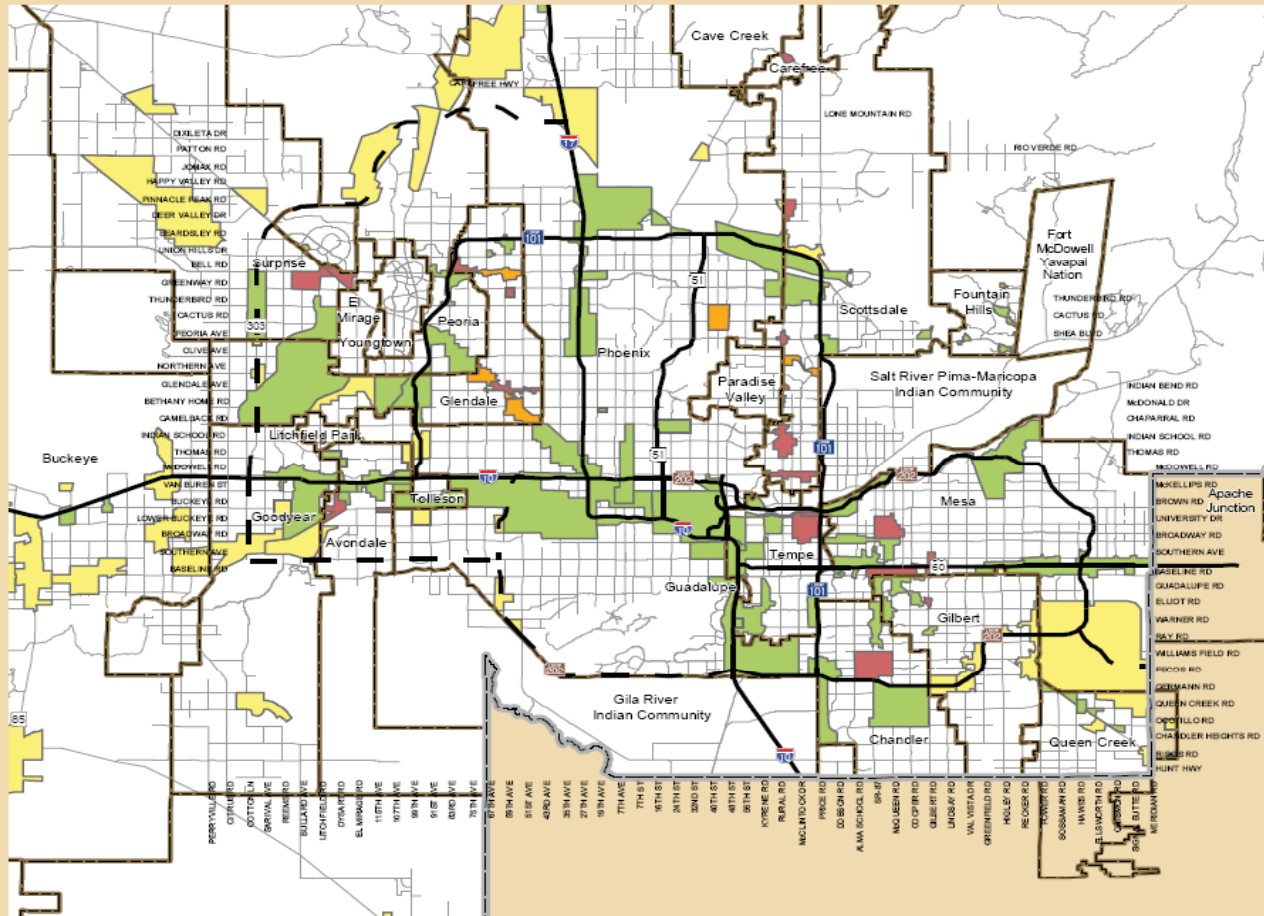
- Existing - Built-out
- Expansion Centers
- Revitalization Centers
- Future Centers

#### Freeways/Expressways

- Existing
- Planned

#### Municipal Planning Area

- Major Roads
- Maricopa County



Map Prepared by Maricopa Association of Governments

April 2008



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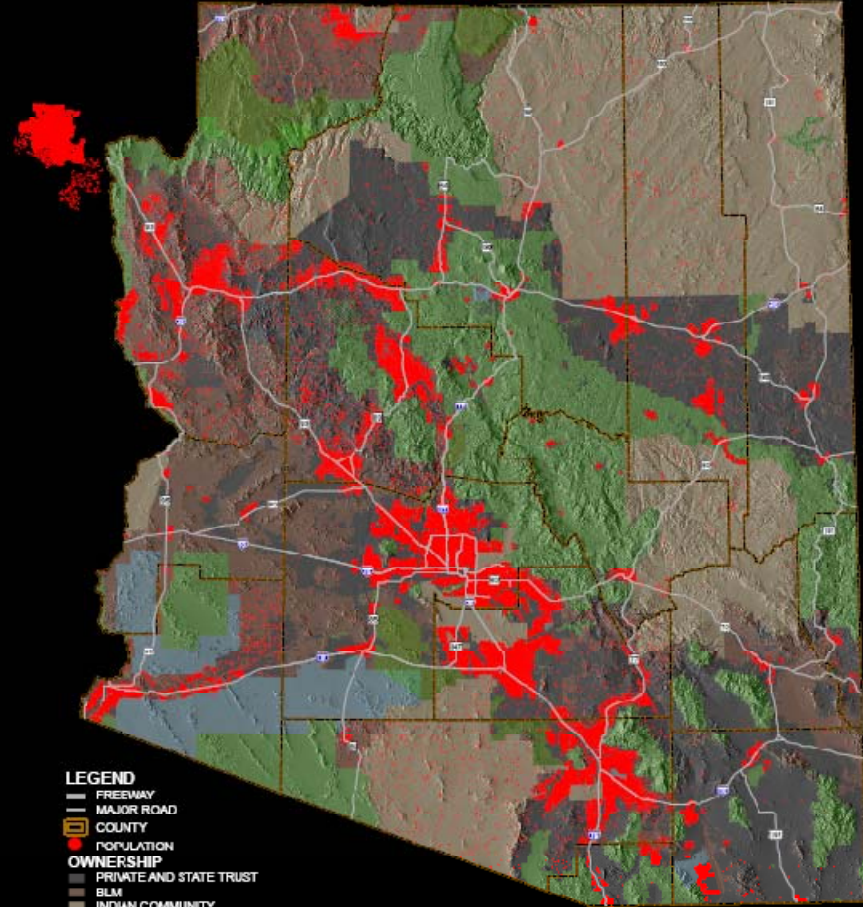
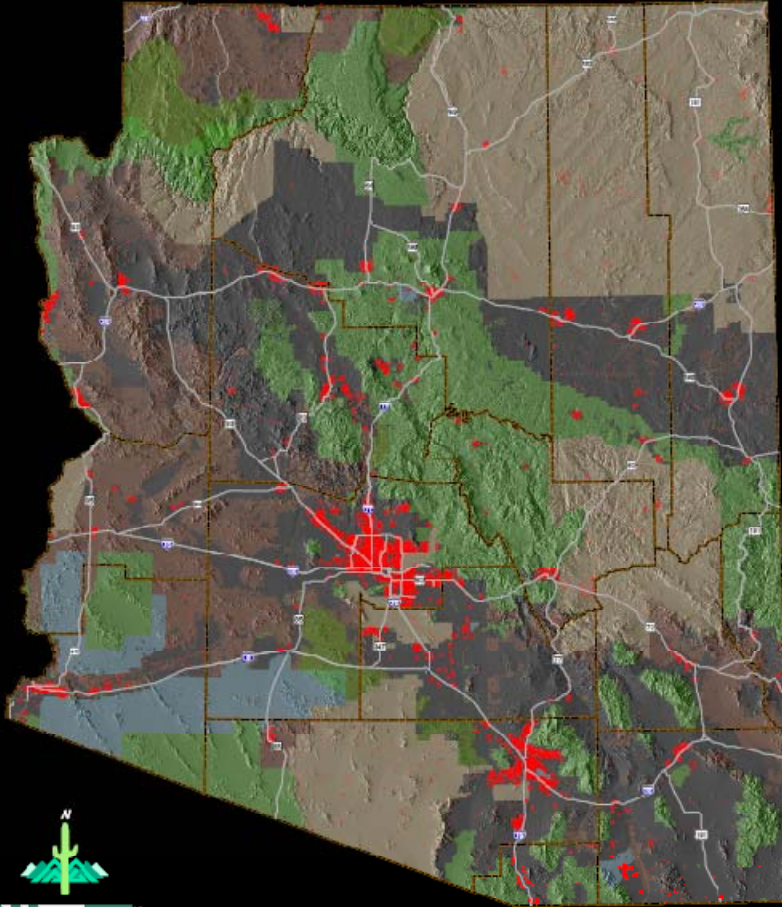


# ARIZONA'S FUTURE



**2000 : 5.1 MILLION PEOPLE**

**2050 : 16 MILLION PEOPLE**



- LEGEND**
- FREEWAY
  - MAJOR ROAD
  - COUNTY
  - POPULATION
- OWNERSHIP**
- PRIVATE AND STATE TRUST
  - BLM
  - INDIAN COMMUNITY
  - FOREST, PARK, MONUMENT
  - MILITARY

**MARICOPA ASSOCIATION of GOVERNMENTS**  
 301 N. 1ST AVENUE, SUITE 200, PHOENIX, ARIZONA 85003  
 (602)251-4300 WWW.MAC.MARICOPA.GOV

# Cassidy Turley / BRE Commercial