

THE BROKERY

Q2 MARKET REPORT 2019

Q2

HELLO, NEIGHBORS!

I hope that this note finds you well rested from your summer vacations and ready to take on the second half of 2019. Like many of you, Ashley and I were able to escape to San Diego for a couple of weeks with our little ones. While "vacations" aren't as relaxing as before, it was great to disconnect and spend some quality time with our family. Keeping a good work/life balance as The Brokery grows is always something that I'm working on.

The summers in Phoenix can be a drag, but we are extremely fortunate to be living in one of the fastest growing places in the country. According to the May 2019 ARMLS statistics report, Arizona recorded over \$13 Billion in residential sales over the first 5 months of the year which surpasses 2018 and 2005 for most dollar volume ever transacted on the MLS. While the term "bubble" is now a common word in our vocabulary, it is tough for me to consider this a bubble. I have recently traveled to places like Denver where median home prices hover around \$400,000 compared to Phoenix at just \$270,000. Not only are home prices lower, but often times property taxes are much lower than other parts of the country making overall affordability look great to outsiders.

Locally, the Arcadia and Biltmore markets continue to see selling prices move higher, but both have become buyer's markets over the past couple of quarters due to a lack of well priced, turn-key supply. With rates near 4%, most buyers in our neighborhood are looking to leverage newer properties that offer more amenities than the typical 1950's ranch homes. The majority of buyers aren't willing to part with significant cash after purchase for renovations which is leading to this "new construction" trend. Overall, the Camelback Corridor market continues to be the most desired in Phoenix due to our location, restaurants, and schools.

We look forward to representing the neighborhood further in 2019 and would love to earn your business. If you are thinking of buying or selling this year, please don't hesitate to call us at 602-888-6375 or stop by our office on 40th Street.



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Q2 | APRIL - JUNE

ARCADIA PROPER

44TH ST TO 68TH ST | CAMELBACK TO THE CANAL

Average sales prices in Arcadia Proper hit another record in the second quarter led by 4 spec home sales of over \$3,000,000. While average sales prices have been buoyed by higher priced new construction, only 28 homes traded during the quarter making it one of the slowest periods that I have recorded recently. The lack of sales can be attributed to buyers rejecting prices in the lower end of the market and finding value in other sub-markets of Arcadia where they get more bang for the buck. With over 7 months of supply on the market, buyers can be picky. I don't think it is a coincidence that the number of Arcadia Proper sales declined by 33% while Arcadia Lite sales increased by 37%. There are currently 71 homes for sale in Arcadia Proper ranging from \$895,000 to \$9,999,999.

NUMBER OF SALES

28₍₂₀₁₉₎ / 42₍₂₀₁₈₎ / ↓33.3%

AVERAGE PRICE

\$1,880,089₍₂₀₁₉₎ / \$1,609,742₍₂₀₁₉₎ / ↑16.8%

DAYS ON MARKET

139₍₂₀₁₉₎ / 153₍₂₀₁₉₎ / ↓9.1%

All numbers are deemed reliable, but not guaranteed.

Q2 | APRIL - JUNE

ARCADIA LITE

32ND ST TO 44TH ST | CAMELBACK TO INDIAN SCHOOL

Arcadia Lite continues to outperform other parts of the neighborhood as buyers trade location for value. During the second quarter, there were 6 sales over \$1,000,000. Many new construction homes between 36th Street and 40th Street are being bought before hitting the market with sales prices ranging from \$1,000,000 to \$1,600,000. You would be hard pressed to find anything comparable in Arcadia Proper at those levels which is why we are seeing more and more buyers heading to the west. With less than 3 months of supply available this market will continue to push higher. There are currently 38 homes for sale ranging from \$385,000 to \$1,795,000.

NUMBER OF SALES

48₍₂₀₁₉₎ / 35₍₂₀₁₈₎ / ↑37.1%

AVERAGE PRICE

\$711,900₍₂₀₁₉₎ / \$765,427₍₂₀₁₈₎ / ↓7%

DAYS ON MARKET

100₍₂₀₁₉₎ / 72₍₂₀₁₈₎ / ↑38.9%

All numbers are deemed reliable, but not guaranteed.

Q2 | APRIL - JUNE

BILTMORE

24TH ST TO 32ND ST | CAMELBACK TO NORTH OF LINCOLN

This was the most active Biltmore quarter in a long time as 35 homes traded at an average price of \$1,118,134. I attribute these strong numbers to the winter seasonality in the Biltmore market. Over the past few months we saw buyers from all over the US and Canada come through our open houses. Many of these buyers still think that our market is a good value compared to where they live and property taxes are generally much lower than they are used to back home. As the economy and stock market continue to climb, we look for second home buyers to remain in full force. There are currently 42 homes for sale ranging from \$569,900 to \$5,495,000.

NUMBER OF SALES

35₍₂₀₁₉₎ / *21*₍₂₀₁₈₎ / **↑ 66.7%**

AVERAGE PRICE

\$1,118,134₍₂₀₁₉₎ / *\$946,847*₍₂₀₁₈₎ / **↑ 18.1%**

DAYS ON MARKET

194₍₂₀₁₉₎ / *139*₍₂₀₁₈₎ / **↑ 39.6%**

All numbers are deemed reliable, but not guaranteed.

ARCADIA COLLECTION

Q2



4120 N. 54TH ST. - \$3,295,000
5 BED + OFFICE | 6 BATH | 5,916 SQ. FT.



4340 N. 57TH PL. - \$3,095,000
6 BED | 7 BATH | 7,779 SQ. FT.



4926 E. RED ROCK DR. - \$2,495,000
58,404 SQ. FT. LOT | 4,500 SQ. FT. PROPERTY



4444 E. FLOWER ST. - \$1,645,000
5 BED | 5.5 BATH | 4,578 SQ. FT.



5515 E. CALLE DEL PAISANO - \$920,000
3 BED | 2 BATH | 2,232 SQ. FT.



5425 E. VERDE LN. - \$769,000
4 BED | 3 BATH | 2,548 SQ. FT.



3935 E. HAZELWOOD ST. - \$675,000
4 BED | 2.5 BATH | 2,737 SQ. FT.



4302 E. MONTECITO AVE. - \$469,900
3 BED | 2 BATH | 1,437 SQ. FT.

BILTMORE COLLECTION



THE BROKERY

LOCAL REAL ESTATE BROKERS

The Brokery is a local real estate brokerage that is relentlessly focused on serving the Arcadia and Biltmore neighborhoods of Phoenix, AZ. Headquartered out of a state-of-the-art, walk-in friendly office in the heart of Arcadia, The Brokery is uniquely positioned to serve you and all of your neighborhood real estate needs. Our experienced team is here to bring you the best in hyper-local service, knowledge, and responsiveness. Call us today at 602.888.6375 or stop by the office anytime.

OUR TEAM

