

AUGUST 12, 2025 - WRITTEN BY STEVEN THOMAS

# WILL PRICES PLUNGE?

THERE ARE THREE INDICATORS TO LOOK FOR IN DETERMINING  
WHEN HOME PRICES WILL DROP SHARPLY, BUT ONLY ONE OF  
THEM IS CURRENTLY PRESENT.



# THREE INDICATORS

THE SUPPLY OF AVAILABLE HOMES, CURRENT BUYER DEMAND, AND THE NUMBER OF DISTRESSED HOMES WILL COLLECTIVELY SIGNAL THE NEXT PLUNGE IN HOME VALUES.

Many people argue that housing is due for a correction. Their rationale is that home prices surged at an unprecedented rate from 2020 through the first half of 2022. When mortgage rates jumped from 3.25% in January 2022 to 7.37% nine months later in October, home affordability plummeted to historically low levels. Affordability is based on household incomes, mortgage rates, and home values. Since household incomes have not skyrocketed, and mortgage rates have bounced around 7% for nearly three years, the natural conclusion is that prices must plunge to improve affordability. Many have exclaimed that they feel it in their “gut,” that it is not a matter of if prices correct, it is when.

Yet, economics does not adhere to intuition or a “gut” reading. Instead, it is best to turn to the facts, data, and current trendlines. There are three key indicators to watch for to determine when home prices will plunge: a glut of homes available for purchase, an elevated number of distressed homes, including both foreclosures and short sales, and weak demand. All three need to be present to instigate a price correction. That is precisely what occurred leading up to and during the Great Recession. According to the Freddie Mac House Price Index, the Maricopa County metro area experienced a substantial year-over-year drop in June 2008, 2009, and 2011.

## FREDDIE MAC HOUSE PRICE INDEX - MARICOPA COUNTY - PHOENIX

|     | June '06 | June '07 | June '08 | June '09 | June '10 | June '11 | June '12 | June '13 | June '14 | June '15 |
|-----|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|
| YoY | 15.7%    | -3.6%    | -21.0%   | -28.6%   | -3.9%    | -11.5%   | 20.8%    | 22.0%    | 6.5%     | 7.2%     |
| MoM | -0.2%    | -0.6%    | -2.6%    | -0.3%    | 0.0%     | 0.1%     | 3.1%     | 1.9%     | 0.2%     | 0.8%     |
|     | June '16 | June '17 | June '18 | June '19 | June '20 | June '21 | June '22 | June '23 | June '24 | June '25 |
| YoY | 7.5%     | 7.3%     | 8.2%     | 5.7%     | 9.8%     | 27.7%    | 23.2%    | -5.3%    | 4.5%     | -0.3%    |
| MoM | 0.4%     | 0.7%     | 0.7%     | 0.6%     | 1.1%     | 3.2%     | -0.2%    | 0.9%     | -0.1%    | -0.4%    |

Where is Maricopa County today in terms of the three factors: supply, demand, and distressed? Let the data reveal where the market is headed and allow it to set accurate market expectations.

1. **Supply of Available Homes: Despite many more sellers competing against each other, supply is still constrained compared to where it was leading up to and during the Great Recession.** According to the National Association of REALTORS®, the national inventory today stands at 1,530,000 homes. In June 2006, there were 3,740,000, or 144% more, and in June 2007, there were 3,870,000, more than two and a half times today’s level. In July 2007, it eclipsed 4,000,000 homes. While the inventory may have grown over the past couple of years, it has remained at low levels compared to the glut of homes available leading up to and during the Great Recession.

In Maricopa County, there are currently 17,674 homes available for sale. Yet, in 2009, it reached 56,000, or 217% higher. Today’s inventory is 34% higher than last year’s 13,208, and 116% higher than 2023’s 8,199 homes.



- 2. Buyer Demand: Mortgage rates have been stuck above 6% for three years, and buyer demand has been muted ever since.** Demand had remained high from the second half of 2020, during the pandemic, through May 2022. The favorable mortgage rate environment fueled remarkable demand. That came to an abrupt end in 2022 when the Federal Reserve embarked on an unprecedented rate-hiking cycle. As mortgage rates soared, demand and closed sales activity plummeted. Demand will remain subdued as long as rates remain elevated, hovering around 7%.

Current demand (a snapshot of the number of new pending sales over the prior month) is at 4,771 pending sales in Maricopa County, 7% higher than last year's 4,472, and 2% higher than 2023's 4,664. Through June, there were 31,034 closed sales in 2025, representing a 30% decrease from the 3-year pre-COVID average of 44,411 sales. **Yes, Maricopa County is currently experiencing extremely weak demand.**

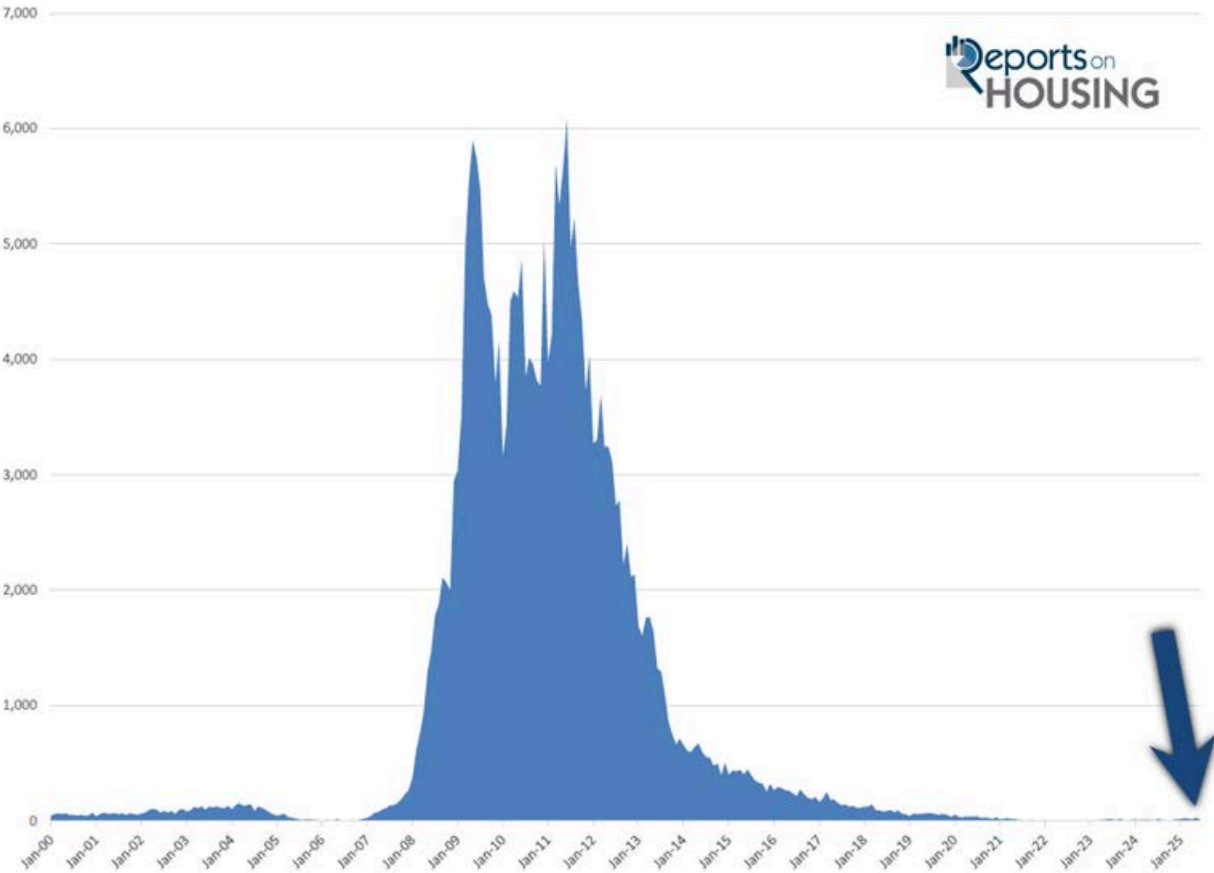
- 3. Distressed Homes: There have been very few distressed home sales for years now, and it is not going to change anytime soon.** In June, there were only eight foreclosure sales and nine short sales out of the 5,234 total closed sales. That is 0.4% of all closed sales. Compare that to 35% in June 2008, 70% in 2009, 60% in 2010, and 66% in 2011.

Distressed properties are still below pre-pandemic levels. According to the ICE McDash loan-level database, the national delinquency rate for first-lien mortgages is currently at 3.2%, below the pre-pandemic average of 3.5% (2018-2019) and far below the 4.13% average from 2000 to 2005. The housing stock is the healthiest in U.S. history, thanks to tight lending standards that date back to 2010, when borrowers qualified with strong credit, great jobs, large down payments, and low mortgage rates. Homeowners are sitting on tremendous, record-high equity, and 40% own their homes free and clear.

When distressed homes are present, banks need to unload these nonperforming assets so that they can utilize the capital once again. They lack emotion when it comes to selling these assets. They "have to sell," meaning they will do whatever it takes to secure a sale. That is vastly different than today. There are very few sellers who truly "have to sell." Instead, the inventory is built on a collection of homeowners who are emotionally tied to their homes. It's where their kids learned to ride a bike. They are not just selling a house; they are selling their "home." This creates a real stickiness to pricing.



MARICOPA COUNTY - PHOENIX  
CLOSED DISTRESSED SALES (MONTHLY)



**The Bottom Line: Only one of the three indicators for prices to plunge is present in today’s housing market, muted demand.** There must be considerable additional pressure for prices to fall substantially, not just low demand. A glut of available homes, along with unemotional distressed sellers who “have to sell,” and weak demand are the necessary ingredients for housing to experience a correction. Prices will not plunge solely due to weak demand.



ACTIVE LISTINGS  
THE INVENTORY TUMBLED BY 720 HOMES OVER  
THE PAST COUPLE OF WEEKS.

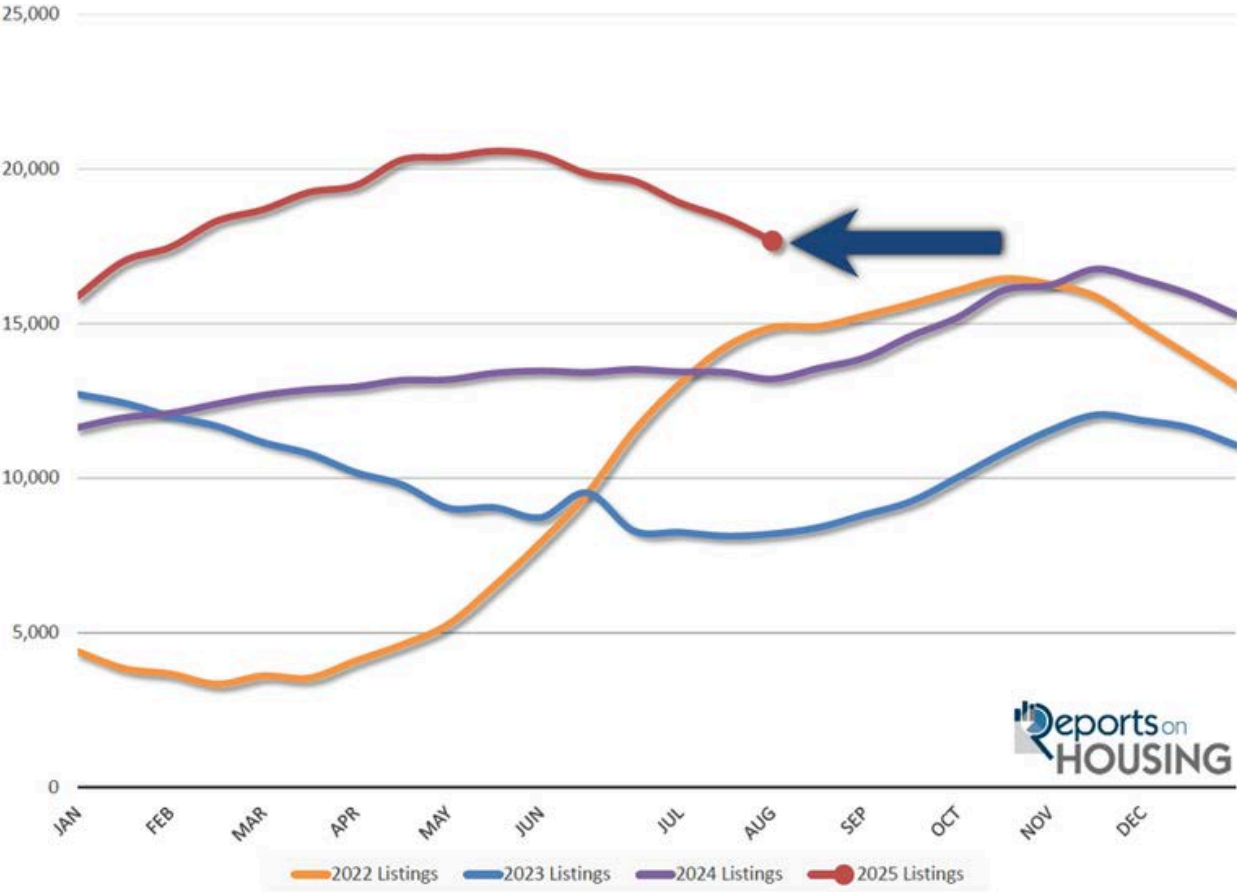
The active listing inventory decreased by 720 homes over the past two weeks, representing a 4% decrease, and now stands at 17,674, its largest drop of the year. After reaching 20,575 homes in mid-May, the highest level so far this year, the inventory has dropped ever since, shedding 2,901 homes, or 4%. In Maricopa County, the inventory typically rises unabated from mid-August until peaking between mid-October and mid-November. It may not rise enough to surpass this year’s May reading. Prices have started to fall slightly from month to month in Maricopa County. It is simply a matter of supply and demand. While demand has remained relatively unchanged over the past couple of years, at similar muted levels, there are more competing listings this year than in recent years. Examining the supply and demand scale, the additional supply has tilted the scale marginally in favor of buyers.

Last year, the inventory was at 13,208 homes, **25% lower, or 4,466 fewer**. Two years ago, the supply was 8,199, which was 9,475 fewer homes, or 54% less.

Homeowners continue to “hunker down” in their homes, unwilling to move due to their current underlying, locked-in, low fixed-rate mortgage. This trend has been easing from the lows established in 2023. Through July, 55,531 homes were placed on the market in

Maricopa County, 7,644 fewer than the 3-year average before COVID (2017-2019), 12% less. In 2024, only 49,968 homes entered the market, and in 2023, it was only 43,426. More sellers are opting to sell in 2025.

MARICOPA COUNTY - PHOENIX  
ACTIVE LISTING INVENTORY YEAR-OVER-YEAR



## DEMAND

DEMAND INCREASED BY 114 PENDING SALES IN THE PAST COUPLE OF WEEKS.

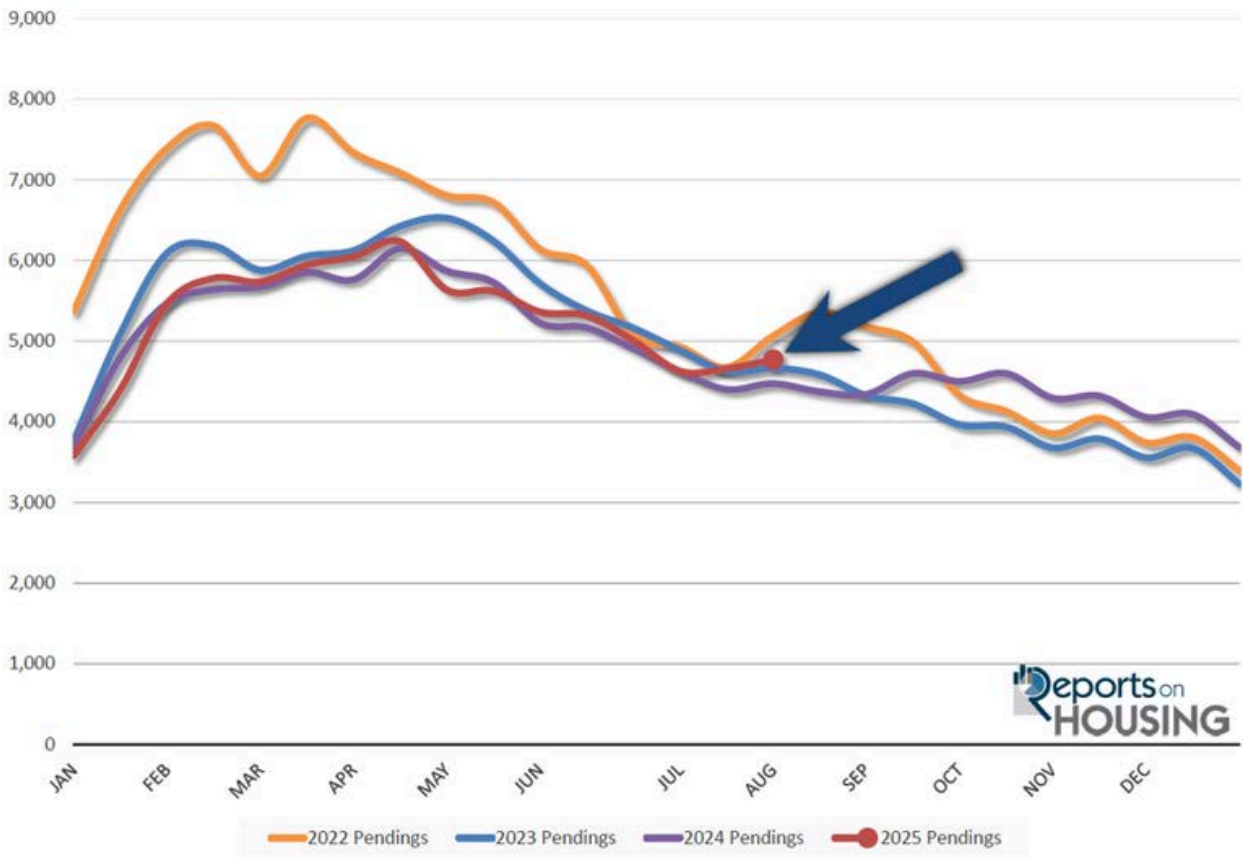
Demand, a snapshot of the number of new pending sales over the prior month, climbed from 4,657 to 4,771 in the past couple of weeks, representing a 114-pending-sale rise, or 2%, its largest increase since April. The first Friday of every month is Jobs Friday, one of the most important economic reports each month. This month it fell on August 1<sup>st</sup>. The report was extremely weak, prompting investors to pivot from stocks to longer-duration investments. As a result, mortgage rates dropped considerably. According to Mortgage News Daily, 30-year mortgage rates declined from 6.75% on July 31<sup>st</sup> to 6.58% today, the lowest rate since October 4<sup>th</sup>. If the economy continues to show evidence of an economic slowdown, rates will fall further. If rates drop below 6.5% with duration, expect demand to improve noticeably. As mortgage rates fall, demand will improve. Examining the supply and demand scale, the increased demand will offset the additional seller competition and could shift pricing back in favor of sellers. It will be imperative to continue closely monitoring all economic data releases moving forward to determine the market's direction.

Last year, demand was 4,472, with **6% less, or 299 fewer pending sales**. Two years ago, demand was 4,664, with 107 fewer pending sales, or 2% less.

As the Federal Reserve has indicated, watching all economic releases for signs of slowing is essential. That is the only path to lower mortgage rates at this time. These releases can cause mortgage rates to move higher or lower, depending on how they compare to market

expectations. This week, the Producer Price Index (PPI) and the Consumer Price Index (CPI) will be released, two key indicators of inflation. On Thursday, Retail Sales will be released. Next week, the S&P Global Manufacturing and Services PMI is scheduled for release on Wednesday, which measures the health of the manufacturing and services sectors.

MARICOPA COUNTY - PHOENIX  
DEMAND YEAR-OVER-YEAR



MARICOPA COUNTY - PHOENIX EMT BREAKDOWN



EXPECTED MARKET TIME

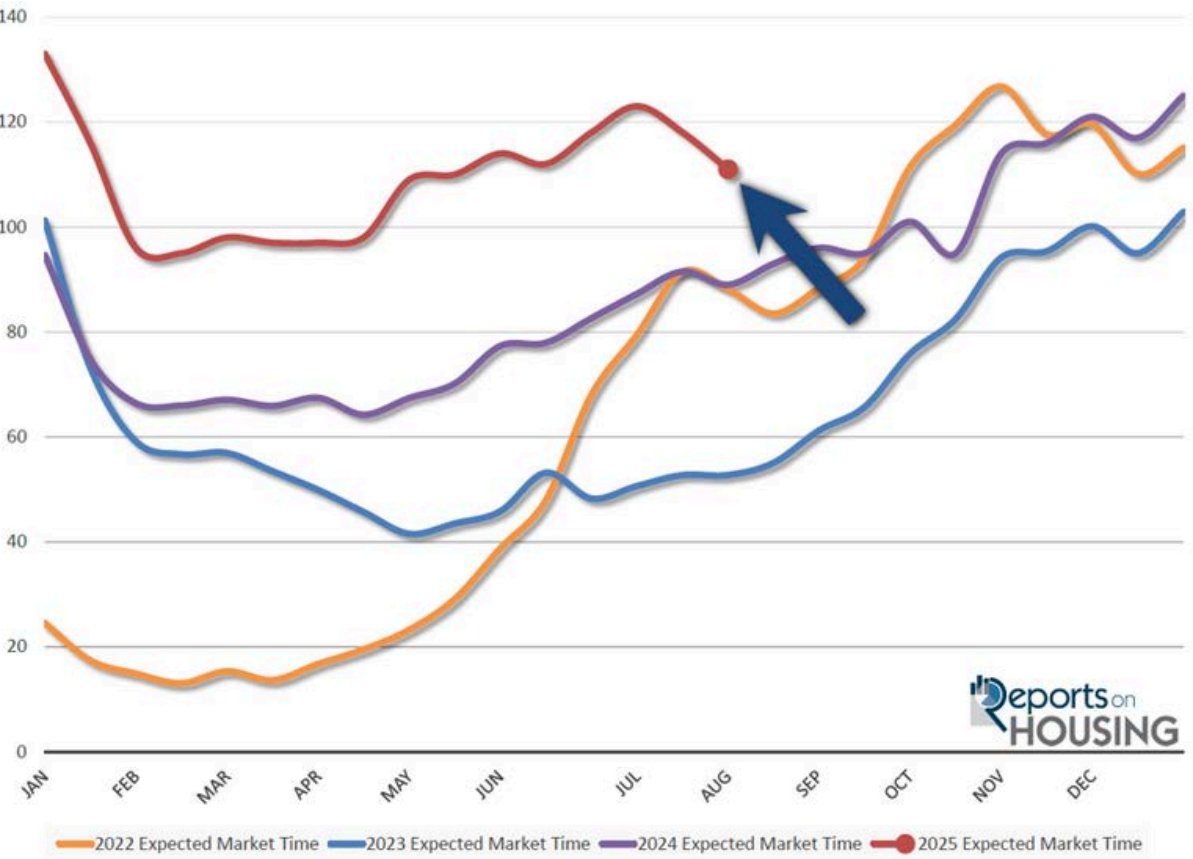
THE EXPECTED MARKET TIME IMPROVED BY SEVEN DAYS OVER THE PAST COUPLE OF WEEKS.

With the supply of available homes falling by 720 homes, **down 4%**, and demand rising by 114 pending sales, or **2%**, the Expected Market Time (the number of days it takes to sell all Maricopa County listings at the current buying pace) fell from 118 to 111 days in the past couple of weeks, the best reading since May. Nonetheless, 111 days is still a high July level.

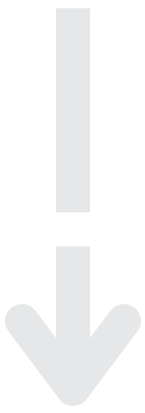
Last year, the Expected Market Time was 89 days, which is substantially faster than today. Two years ago, it was 53 days, also substantially faster than today.

The Expected Market Time for condominiums and townhomes decreased from 159 to 155 days in the past two weeks. It was at 107 days last year. For detached homes, the Expected Market Time decreased from 112 to 104 days. It was 85 days a year ago. The detached home market is much stronger than the attached home market.

MARICOPA COUNTY - PHOENIX  
EXPECTED MARKET TIME YEAR-OVER-YEAR (IN DAYS)



MARICOPA COUNTY  
- PHOENIX  
LUXURY END BREAKDOWN





The luxury inventory of homes priced above \$1 million (the top 10% of the Maricopa County housing market) continued to decline, dropping from 2,518 to 2,368 homes, a decrease of 150, or 6%. Luxury demand surged by 49 pending sales, or 11%, and now sits at 497, its highest level since late June. With demand surging and supply falling, the Expected Market Time for luxury homes priced above \$1 million decreased from 169 to 143 days, representing a 26-day decline.

Year over year, the active luxury inventory is up by 373 homes or 19%, and luxury demand is up by 104 pending sales or 26%. Last year's Expected Market Time was 152 days, slightly slower than today.

In the past two weeks, the Expected Market Time for homes priced between \$1 million and \$1.5 million decreased from 132 to 111 days. The Expected Market Time for homes priced between \$1.5 million and \$3 million decreased from 174 to 143 days. The Expected Market Time for homes priced above \$3 million decreased from 348 to 345 days. Luxury is at 143 days overall. At this pace, a seller would be looking at becoming a pending sale around **January 2026**.

## MARICOPA COUNTY - PHOENIX MARKET BREAKDOWN

| PRICE RANGES & MARKET SPEED                                                                      | MARKET TIME | % OF CURRENT INVENTORY | % OF CURRENT DEMAND | LAST YEAR |
|--------------------------------------------------------------------------------------------------|-------------|------------------------|---------------------|-----------|
| \$0-\$400k    | 102 Days    | 31%                    | 34%                 | 74 Days   |
| \$400-\$500k  | 100 Days    | 20%                    | 22%                 | 75 Days   |
| \$500-\$600k  | 110 Days    | 13%                    | 13%                 | 86 Days   |
| \$600-\$750k  | 128 Days    | 121%                   | 11%                 | 92 Days   |
| \$750-\$1m    | 116 Days    | 10%                    | 9%                  | 116 Days  |
| \$1m-\$1.5m   | 111 Days    | 6%                     | 6%                  | 131 Days  |
| \$1.5-\$3m    | 143 Days    | 5%                     | 4%                  | 149 Days  |
| \$3m+         | 345 Days    | 3%                     | 1%                  | 243 Days  |



# MARICOPA COUNTY - PHOENIX HOUSING SUMMARY

AUGUST 12, 2025 - WILL PRICES PLUNGE?

- **INVENTORY:** The active listing inventory over the past couple of weeks decreased by 720 homes, a 4% decline, and now stands at 17,674, its largest drop of the year. Last year, there were 13,208 homes on the market, 4,466 fewer homes, or **25% less**. Two years ago, there were 8,199 homes, 9,475 fewer homes, or 54% fewer. From January through July, 12% fewer homes came on the market compared to the 3-year average before COVID (2017-2019), 7,644 less. Yet, 5,563 more sellers came on the market than last year, and 12,105 more compared to 2023.
- **DEMAND:** Buyer demand, as measured by the number of pending sales over the prior month, increased by 114 sales in the past two weeks, representing a 2% rise, and now totals 4,771. Last year, there were 4,472 pending sales, **6% less than today**. Two years ago, there were 4,664 pending sales, **2% less than today**.
- **MARKET TIME:** With demand rising and supply continuing to fall, the Expected Market Time, the number of days to sell all Maricopa County listings at the current buying pace, fell from 118 to 111 days over the past couple of weeks. Last year, it was 89 days, substantially faster than today. Two years ago, it was 53 days, also quicker than today.
- **LUXURY:** In the past two weeks, the Expected Market Time for homes priced between \$1 million and \$1.5 million decreased from 132 to 111 days. The Expected Market Time for homes priced between \$1.5 million and \$3 million decreased from 174 to 143 days. The Expected Market Time for homes priced above \$3 million decreased from 348 to 345 days.
- **DISTRESSED HOMES:** Short sales and foreclosures combined, comprised only 1.0% of all listings and 1.7% of demand. Only 75 foreclosures and 94 short sales are available today in Maricopa County, with 169 total distressed homes on the active market, up six from two weeks ago. Last year, 43 distressed homes were on the market, slightly fewer than today.
- **CLOSED SALES:** There were 5,234 closed residential resales in June, up 3% compared to June 2024's 5,075, and down 8% from May 2025. The sales-to-list price ratio for Maricopa County was 96.9%. Foreclosures accounted for 0.2%, and short sales accounted for 0.2% of all closed sales. That means that 99.6% of all sales were sellers with equity.

# MARICOPA COUNTY - PHOENIX MARKET TIME REPORT

AUGUST 12, 2025 - WILL PRICES PLUNGE?

| MARICOPA COUNTY<br>PHOENIX<br>CITIES | CURRENT<br>ACTIVES | DEMAND (LAST<br>30 DAYS<br>PENDING) | MARKET TIME<br>(IN DAYS) | MARKET TIME<br>2-WEEKS<br>AGO | MARKET TIME<br>4-WEEKS<br>AGO | MARKET TIME<br>1-YEAR<br>AGO | MARKET TIME<br>2-YEARS<br>AGO | MEDIAN ACTIVE<br>LIST PRICE |
|--------------------------------------|--------------------|-------------------------------------|--------------------------|-------------------------------|-------------------------------|------------------------------|-------------------------------|-----------------------------|
| 8/7/2025                             |                    |                                     |                          |                               |                               |                              |                               |                             |
| Anthem                               | 103                | 30                                  | 103                      | 131                           | 161                           | 145                          | -                             | \$562k                      |
| Apache Junction                      | 29                 | 5                                   | 174                      | 210                           | 278                           | 116                          | -                             | \$104k                      |
| Avondale                             | 239                | 83                                  | 86                       | 84                            | 80                            | 68                           | -                             | \$450k                      |
| Buckeye                              | 912                | 240                                 | 114                      | 114                           | 118                           | 76                           | -                             | \$425k                      |
| Carefree                             | 55                 | 4                                   | 413                      | 183                           | 180                           | 104                          | -                             | \$1.4m                      |
| Cave Creek                           | 182                | 45                                  | 121                      | 116                           | 104                           | 168                          | -                             | \$930k                      |
| Chandler                             | 699                | 233                                 | 90                       | 92                            | 97                            | 70                           | -                             | \$565k                      |
| El Mirage                            | 83                 | 23                                  | 108                      | 100                           | 133                           | 53                           | -                             | \$339k                      |
| Fountain Hills                       | 204                | 48                                  | 128                      | 134                           | 154                           | 91                           | -                             | \$694k                      |
| Gilbert                              | 798                | 288                                 | 83                       | 93                            | 101                           | 70                           | -                             | \$649k                      |
| Glendale                             | 719                | 231                                 | 93                       | 97                            | 98                            | 84                           | -                             | \$435k                      |
| Goodyear                             | 610                | 173                                 | 106                      | 112                           | 104                           | 85                           | -                             | \$500k                      |
| Laveen                               | 233                | 67                                  | 104                      | 92                            | 82                            | 80                           | -                             | \$495k                      |
| Litchfield Park                      | 280                | 60                                  | 140                      | 188                           | 199                           | 123                          | -                             | \$582k                      |
| Mesa                                 | 1,860              | 525                                 | 106                      | 119                           | 124                           | 84                           | -                             | \$415k                      |
| New River                            | 68                 | 13                                  | 157                      | 291                           | 204                           | 195                          | -                             | \$696k                      |
| Paradise Valley                      | 126                | 17                                  | 222                      | 169                           | 145                           | 206                          | -                             | \$5.4m                      |
| Peoria                               | 857                | 256                                 | 100                      | 107                           | 120                           | 83                           | -                             | \$550k                      |
| Phoenix                              | 4,000              | 1,052                               | 114                      | 123                           | 127                           | 83                           | -                             | \$450k                      |
| Queen Creek                          | 433                | 112                                 | 116                      | 106                           | 108                           | 119                          | -                             | \$700k                      |
| Rio Verde                            | 74                 | 11                                  | 202                      | 339                           | 261                           | 183                          | -                             | \$850k                      |
| Scottsdale                           | 1,987              | 443                                 | 135                      | 156                           | 164                           | 123                          | -                             | \$970k                      |
| Sun City                             | 421                | 124                                 | 102                      | 111                           | 134                           | 72                           | -                             | \$280k                      |
| Sun City West                        | 241                | 75                                  | 96                       | 102                           | 105                           | 78                           | -                             | \$389k                      |
| Sun Lakes                            | 123                | 43                                  | 86                       | 82                            | 83                            | 54                           | -                             | \$475k                      |
| Surprise                             | 1,239              | 322                                 | 115                      | 135                           | 133                           | 103                          | -                             | \$450k                      |
| Tempe                                | 415                | 102                                 | 122                      | 116                           | 111                           | 85                           | -                             | \$490k                      |
| Tolleson                             | 103                | 34                                  | 91                       | 73                            | 63                            | 38                           | -                             | \$430k                      |
| Tonopah                              | 102                | 26                                  | 118                      | 118                           | 125                           | 96                           | -                             | \$389k                      |
| Waddell                              | 141                | 40                                  | 106                      | 86                            | 95                            | 70                           | -                             | \$555k                      |
| Wickenburg                           | 113                | 8                                   | 424                      | 348                           | 268                           | 252                          | -                             | \$420k                      |
| Wittmann                             | 133                | 26                                  | 153                      | 139                           | 145                           | 110                          | -                             | \$549k                      |
| Youngtown                            | 43                 | 9                                   | 143                      | 171                           | 252                           | 60                           | -                             | \$375k                      |
| All of M.C.                          | 17,674             | 4,771                               | 111                      | 118                           | 123                           | 89                           | 53                            | \$500k                      |



# MARICOPA COUNTY - PHOENIX PRICE RANGE REPORT

AUGUST 12, 2025 - WILL PRICES PLUNGE?

| MARICOPA COUNTY<br>PHOENIX<br>ATTACHED HOMES | CURRENT<br>ACTIVES | DEMAND (LAST<br>30 DAYS<br>PENDING) | MARKET TIME<br>(IN DAYS) | MARKET TIME<br>2-WEEKS<br>AGO | MARKET TIME<br>4-WEEKS<br>AGO | MARKET TIME<br>1-YEAR<br>AGO | MARKET TIME<br>2-YEARS<br>AGO | MEDIAN ACTIVE<br>LIST PRICE |
|----------------------------------------------|--------------------|-------------------------------------|--------------------------|-------------------------------|-------------------------------|------------------------------|-------------------------------|-----------------------------|
| 8/7/2025                                     |                    |                                     |                          |                               |                               |                              |                               |                             |
| All of M.C.                                  | 3,437              | 664                                 | 155                      | 159                           | 161                           | 107                          | -                             | \$337k                      |
| M.C. \$0-\$250k                              | 814                | 152                                 | 161                      | 155                           | 180                           | 103                          | -                             | \$209k                      |
| M.C. \$250k-\$300k                           | 572                | 110                                 | 156                      | 163                           | 139                           | 76                           | -                             | \$280k                      |
| M.C. \$300k-\$400k                           | 838                | 195                                 | 129                      | 139                           | 137                           | 105                          | -                             | \$349k                      |
| M.C. \$400k-\$500k                           | 470                | 88                                  | 160                      | 161                           | 140                           | 132                          | -                             | \$445k                      |
| M.C. \$500k-\$600k                           | 224                | 33                                  | 204                      | 128                           | 205                           | 115                          | -                             | \$550k                      |
| M.C. \$600k-\$750k                           | 175                | 33                                  | 159                      | 161                           | 201                           | 125                          | -                             | \$675k                      |
| M.C. \$750k-\$1m                             | 144                | 21                                  | 206                      | 282                           | 216                           | 126                          | -                             | \$850k                      |
| M.C. \$1m+                                   | 200                | 32                                  | 188                      | 279                           | 289                           | 158                          | -                             | \$1.8m                      |

| MARICOPA COUNTY<br>PHOENIX<br>DETACHED HOMES | CURRENT<br>ACTIVES | DEMAND (LAST<br>30 DAYS<br>PENDING) | MARKET TIME<br>(IN DAYS) | MARKET TIME<br>2-WEEKS<br>AGO | MARKET TIME<br>4-WEEKS<br>AGO | MARKET TIME<br>1-YEAR<br>AGO | MARKET TIME<br>2-YEARS<br>AGO | MEDIAN ACTIVE<br>LIST PRICE |
|----------------------------------------------|--------------------|-------------------------------------|--------------------------|-------------------------------|-------------------------------|------------------------------|-------------------------------|-----------------------------|
| 8/7/2025                                     |                    |                                     |                          |                               |                               |                              |                               |                             |
| All of M.C.                                  | 14,237             | 4,107                               | 104                      | 112                           | 116                           | 85                           | -                             | \$540k                      |
| M.C. \$0-\$250k                              | 867                | 135                                 | 193                      | 227                           | 200                           | 140                          | -                             | \$95k                       |
| M.C. \$250k-\$400k                           | 2,404              | 1,022                               | 71                       | 76                            | 80                            | 53                           | -                             | \$365k                      |
| M.C. \$400k-\$500k                           | 3,008              | 957                                 | 94                       | 96                            | 99                            | 70                           | -                             | \$450k                      |
| M.C. \$500k-\$600k                           | 2,155              | 613                                 | 105                      | 113                           | 111                           | 84                           | -                             | \$550k                      |
| M.C. \$600k-\$750k                           | 2,061              | 490                                 | 126                      | 121                           | 129                           | 89                           | -                             | \$672k                      |
| M.C. \$750k-\$1m                             | 1,574              | 425                                 | 111                      | 134                           | 147                           | 116                          | -                             | \$850k                      |
| M.C. \$1m-\$1.5m                             | 937                | 256                                 | 110                      | 127                           | 138                           | 132                          | -                             | \$1.2m                      |
| M.C. \$1.5m-\$3m                             | 776                | 167                                 | 139                      | 170                           | 176                           | 145                          | -                             | \$2.0m                      |
| M.C. \$3m+                                   | 455                | 42                                  | 325                      | 329                           | 281                           | 247                          | -                             | \$4.7m                      |

| MARICOPA COUNTY<br>PHOENIX<br>ALL HOMES | CURRENT<br>ACTIVES | DEMAND (LAST<br>30 DAYS<br>PENDING) | MARKET TIME<br>(IN DAYS) | MARKET TIME<br>2-WEEKS<br>AGO | MARKET TIME<br>4-WEEKS<br>AGO | MARKET TIME<br>1-YEAR<br>AGO | MARKET TIME<br>2-YEARS<br>AGO | MEDIAN ACTIVE<br>LIST PRICE |
|-----------------------------------------|--------------------|-------------------------------------|--------------------------|-------------------------------|-------------------------------|------------------------------|-------------------------------|-----------------------------|
| 8/7/2025                                |                    |                                     |                          |                               |                               |                              |                               |                             |
| All of M.C.                             | 17,674             | 4,771                               | 111                      | 118                           | 123                           | 89                           | 53                            | \$500k                      |
| M.C. \$0-\$250k                         | 1,681              | 287                                 | 176                      | 186                           | 190                           | 122                          | -                             | \$170k                      |
| M.C. \$250k-\$400k                      | 3,814              | 1,327                               | 86                       | 93                            | 95                            | 63                           | -                             | \$350k                      |
| M.C. \$400k-\$500k                      | 3,478              | 1,045                               | 100                      | 102                           | 103                           | 75                           | -                             | \$450k                      |
| M.C. \$500k-\$600k                      | 2,379              | 646                                 | 110                      | 114                           | 116                           | 86                           | -                             | \$550k                      |
| M.C. \$600k-\$750k                      | 2,236              | 523                                 | 128                      | 124                           | 133                           | 92                           | -                             | \$673k                      |
| M.C. \$750k-\$1m                        | 1,718              | 446                                 | 116                      | 140                           | 151                           | 116                          | -                             | \$850k                      |
| M.C. \$1m-\$1.5m                        | 1,010              | 273                                 | 111                      | 132                           | 142                           | 131                          | -                             | \$1.2m                      |
| M.C. \$1.5m-\$3m                        | 864                | 181                                 | 143                      | 174                           | 185                           | 149                          | -                             | \$2.0m                      |
| M.C. \$3m+                              | 494                | 43                                  | 345                      | 348                           | 293                           | 243                          | -                             | \$4.6m                      |

\*Data tabulated from CRMLS. This data may not reflect all real estate activity in the market. Due to Range Price listings, "All Homes," "Attached" and "Detached" totals do not add up and are slightly off.



# MARICOPA COUNTY - PHOENIX SOLD REPORT

AUGUST 12, 2025 - WILL PRICES PLUNGE?

| MARICOPA COUNTY<br>PHOENIX<br>CITIES | UNITS<br>SOLD<br>JUNE<br>2025 | MEDIAN<br>SALES<br>PRICE | MEDIAN<br>LIST<br>PRICE | SALES<br>TO LIST<br>PRICE<br>RATIO | LOW<br>PRICE | HIGH<br>PRICE | MEDIAN<br>SQ. FT. | MEDIAN<br>\$ PER<br>SQ. FT. | MEDIAN<br>DOM | UNITS<br>SOLD<br>JUNE<br>2024 |
|--------------------------------------|-------------------------------|--------------------------|-------------------------|------------------------------------|--------------|---------------|-------------------|-----------------------------|---------------|-------------------------------|
| Anthem                               | 43                            | \$562,000                | \$575,000               | 98.0%                              | \$384,000    | \$1,335,000   | 2,082             | \$270                       | 80            | 38                            |
| Apache Junction                      | 9                             | \$140,000                | \$185,000               | 96.3%                              | \$29,000     | \$430,000     | 1,056             | \$133                       | 38            | 7                             |
| Avondale                             | 69                            | \$409,000                | \$414,900               | 98.9%                              | \$145,000    | \$665,000     | 1,798             | \$227                       | 49            | 90                            |
| Buckeye                              | 253                           | \$400,000                | \$409,990               | 97.1%                              | \$90,000     | \$1,800,000   | 1,854             | \$216                       | 66            | 226                           |
| Carefree                             | 5                             | \$810,000                | \$810,000               | 94.3%                              | \$610,000    | \$1,650,000   | 2,050             | \$395                       | 151           | 10                            |
| Cave Creek                           | 50                            | \$894,500                | \$911,450               | 97.2%                              | \$270,000    | \$3,500,000   | 2,531             | \$353                       | 73            | 42                            |
| Chandler                             | 249                           | \$550,000                | \$550,000               | 97.9%                              | \$40,000     | \$2,700,000   | 1,915             | \$287                       | 47            | 256                           |
| El Mirage                            | 31                            | \$350,000                | \$350,000               | 98.9%                              | \$125,000    | \$431,000     | 1,588             | \$220                       | 54            | 24                            |
| Fountain Hills                       | 45                            | \$589,900                | \$599,900               | 96.4%                              | \$235,000    | \$2,900,000   | 2,029             | \$291                       | 83            | 59                            |
| Gilbert                              | 292                           | \$595,000                | \$600,000               | 98.1%                              | \$338,000    | \$3,999,999   | 2,230             | \$267                       | 48            | 298                           |
| Glendale                             | 269                           | \$425,000                | \$435,000               | 98.6%                              | \$32,000     | \$1,866,000   | 1,790             | \$237                       | 43            | 224                           |
| Goodyear                             | 209                           | \$460,990                | \$471,808               | 98.4%                              | \$118,000    | \$1,200,000   | 2,090             | \$221                       | 55            | 155                           |
| Laveen                               | 58                            | \$475,000                | \$479,373               | 98.9%                              | \$306,990    | \$1,525,000   | 2,013             | \$236                       | 44            | 59                            |
| Litchfield Park                      | 50                            | \$537,583                | \$554,995               | 96.2%                              | \$185,000    | \$1,300,000   | 2,347             | \$229                       | 51            | 62                            |
| Mesa                                 | 533                           | \$439,000                | \$445,000               | 97.9%                              | \$5,000      | \$2,340,000   | 1,675             | \$262                       | 55            | 593                           |
| New River                            | 14                            | \$649,750                | \$659,700               | 96.6%                              | \$375,000    | \$1,140,000   | 2,557             | \$254                       | 100           | 12                            |
| Paradise Valley                      | 32                            | \$3,450,000              | \$3,787,500             | 92.1%                              | \$380,000    | \$15,000,000  | 4,349             | \$793                       | 74            | 31                            |
| Peoria                               | 271                           | \$535,000                | \$545,000               | 98.3%                              | \$5,000      | \$1,999,000   | 2,084             | \$257                       | 58            | 234                           |
| Phoenix                              | 1,166                         | \$438,500                | \$449,500               | 97.3%                              | \$6,000      | \$5,778,000   | 1,647             | \$266                       | 51            | 1,137                         |
| Queen Creek                          | 116                           | \$664,495                | \$675,000               | 98.4%                              | \$380,000    | \$3,425,000   | 2,570             | \$259                       | 63            | 126                           |
| Rio Verde                            | 11                            | \$935,000                | \$985,000               | 94.9%                              | \$380,000    | \$1,825,000   | 2,479             | \$377                       | 140           | 13                            |
| Scottsdale                           | 513                           | \$920,000                | \$950,000               | 94.7%                              | \$39,850     | \$25,000,000  | 2,134             | \$431                       | 62            | 504                           |
| Sun City                             | 138                           | \$284,999                | \$282,499               | 98.0%                              | \$115,000    | \$775,000     | 1,539             | \$185                       | 83            | 124                           |
| Sun City West                        | 114                           | \$375,000                | \$389,450               | 97.8%                              | \$200,000    | \$965,000     | 1,824             | \$206                       | 56            | 109                           |
| Sun Lakes                            | 42                            | \$497,500                | \$520,000               | 96.4%                              | \$230,000    | \$950,000     | 1,794             | \$277                       | 92            | 32                            |
| Surprise                             | 347                           | \$418,990                | \$425,000               | 98.3%                              | \$108,000    | \$1,060,000   | 1,929             | \$217                       | 63            | 304                           |
| Tempe                                | 134                           | \$472,500                | \$499,000               | 96.9%                              | \$20,000     | \$1,750,000   | 1,590             | \$297                       | 56            | 132                           |
| Tolleson                             | 35                            | \$420,000                | \$418,990               | 100.1%                             | \$260,000    | \$810,000     | 1,788             | \$235                       | 36            | 55                            |
| Tonopah                              | 25                            | \$398,500                | \$396,000               | 99.2%                              | \$250,000    | \$555,000     | 1,810             | \$220                       | 88            | 25                            |
| Waddell                              | 50                            | \$463,495                | \$464,078               | 98.8%                              | \$342,000    | \$1,110,000   | 2,022             | \$229                       | 49            | 42                            |
| Wickenburg                           | 23                            | \$388,990                | \$388,990               | 96.0%                              | \$79,500     | \$840,000     | 1,604             | \$243                       | 57            | 14                            |
| Wittmann                             | 18                            | \$483,175                | \$483,900               | 98.2%                              | \$295,000    | \$1,375,000   | 1,784             | \$271                       | 65            | 13                            |
| Youngtown                            | 7                             | \$381,900                | \$381,900               | 99.1%                              | \$339,000    | \$470,000     | 1,510             | \$253                       | 62            | 14                            |
| All of M.C.                          | 5,234                         | \$475,000                | \$482,850               | 96.9%                              | \$5,000      | \$25,000,000  | 1,854             | \$256                       | 56            | 5,075                         |
| M.C. \$0-\$250k                      | 329                           | \$192,000                | \$204,885               | 94.3%                              | \$5,000      | \$250,000     | 1,056             | \$182                       | 61            | 281                           |
| M.C. \$250k-\$400k                   | 1,418                         | \$350,000                | \$355,000               | 98.2%                              | \$251,500    | \$400,000     | 1,438             | \$243                       | 55            | 1,322                         |
| M.C. \$400k-\$500k                   | 1,135                         | \$449,000                | \$450,000               | 98.5%                              | \$400,500    | \$500,000     | 1,789             | \$251                       | 51            | 1,180                         |
| M.C. \$500k-\$600k                   | 731                           | \$547,500                | \$550,000               | 98.5%                              | \$500,999    | \$600,000     | 2,098             | \$261                       | 55            | 703                           |
| M.C. \$600k-\$750k                   | 621                           | \$669,000                | \$680,000               | 98.1%                              | \$601,500    | \$750,000     | 2,369             | \$282                       | 54            | 651                           |
| M.C. \$750k-\$1m                     | 463                           | \$850,000                | \$875,000               | 97.5%                              | \$751,000    | \$1,000,000   | 2,736             | \$311                       | 56            | 477                           |
| M.C. \$1m-\$1.5m                     | 278                           | \$1,200,000              | \$1,250,000             | 95.8%                              | \$1,005,000  | \$1,500,000   | 3,128             | \$384                       | 64            | 233                           |
| M.C. \$1.5m-\$3m                     | 197                           | \$1,950,000              | \$1,999,900             | 95.3%                              | \$1,507,500  | \$3,000,000   | 3,900             | \$500                       | 67            | 160                           |
| M.C. \$3m+                           | 62                            | \$4,350,000              | \$4,545,000             | 92.1%                              | \$3,050,000  | \$25,000,000  | 5,527             | \$787                       | 105           | 68                            |