



Debi Gotlieb:

- ★ Master's of Business Administration
- ★ Bachelor of Science in Marketing (A.S.U.)
- ★ Designated Broker for Key Results Realty LLC since 2010
- ★ REALTOR® Since 1994
- ★ Certified Residential Specialist (CRS)
- ★ Graduate of the Realtor Institute (GRI)
- ★ Accredited Buyers Representative (ABR)
- ★ Certified Negotiation Expert (CNE)
- ★ 20 Years of Corporate Sales & Marketing Experience for Xerox, Intel, Compaq, & Sun Microsystems
- ★ Top 1% of Agents in the Southeast Valley

October 2022

Debi@DebiGotlieb.com

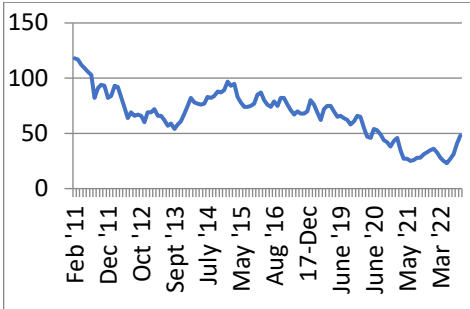
Cell: (480) 217-1930



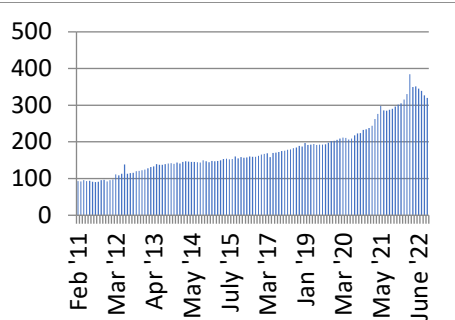
www.DebiGotlieb.com

Single Family, East of Central in Maricopa County

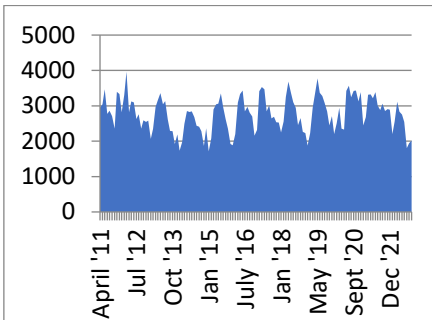
Average Days on Market



Average Sales Price-Per-Square-Foot



Number of Transactions



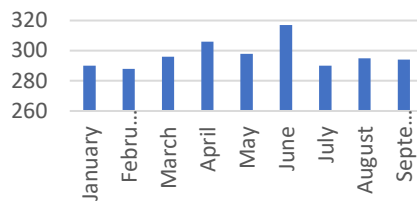
Single Family Non-Custom
Sold August 2021 vs. August 2022
in 85226

Average Price-Per-Square-Foot & Number
of Transactions

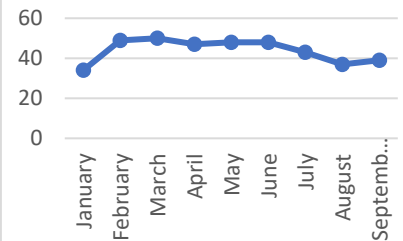
	Sept. '21	Sept. '22	% Change
Ave \$/SF	\$262	\$294	+12.12
# Sold	48	39	-18.75

Single Family Homes in 85226 – 2022 (Non-Custom)

Average Price-Per-Square-Foot (APSF)



Number of Homes Sold



Debi's Commentary **85226**: In general, the sentiment with regards to the economic forecast through 2023 is questionable. We are certain that the federal reserve is going to control inflation using interest rates as a primary tool. Interest rates, up from the historical lows, are still reasonable. The real estate slow down/shift happened abruptly. Based upon September's data, buyers have not completely left the market. Thirty-nine single family homes were sold (20.5% were cash buyers). Prices peaked in June with an average-price-per-square foot (APSF) at \$316.59. The APSF dropped to \$293.53 in September. The average days on the market have increased from 25 in September '21 to 39 days Sept. '22.

Sellers are being more prudent when accepting offers. 87.5% of sellers accepted offers averaging 5% less than their original list price. 37% of the sellers contributed towards the buyer's closing costs--ranging from \$1000 to \$10,500. The success rate for closed listings in September dropped to 78%. In other words, 22% of the listings either were cancelled or expired and did not sell. On October 6, '22 there were 75 single family, non-custom homes on the market for an average of 58 days with an APSF of \$304.79. Buyers are welcoming the balanced market allowing negotiations. Debi Gotlieb, the area expert, has been assisting buyers and sellers through up and down markets with her excellent skills, expertise & knowledge. Contact Debi to buy or sell your home!

Freddie Mac Historical 30 yr Fixed Interest Rates



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Based on information from the Arizona Regional Multiple Listing Service and public tax records for sales in select areas between January 1, 2011 – October 6 2022. Information deemed reliable, but may not be accurate. Source: © Monsoon, 2022 | Information is believed accurate but not guaranteed and should be independently verified