



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

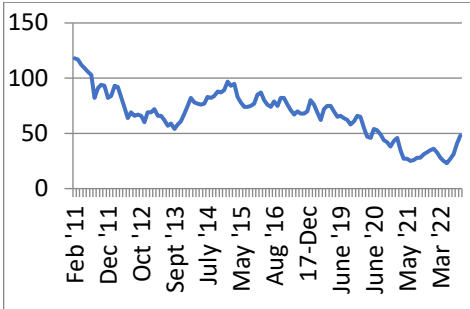
Cell: (480) 217-1930



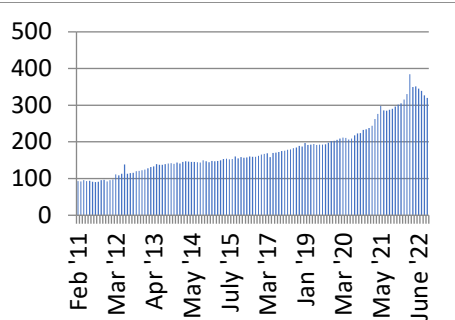
www.DebiGotlieb.com

Single Family, East of Central in Maricopa County

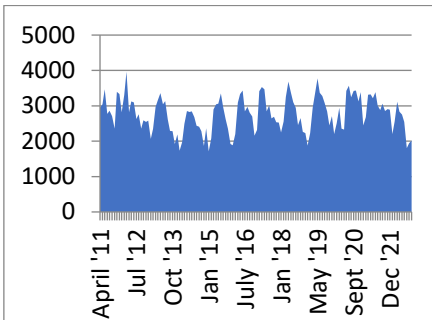
Average Days on Market



Average Sales Price-Per-Square-Foot



Number of Transactions



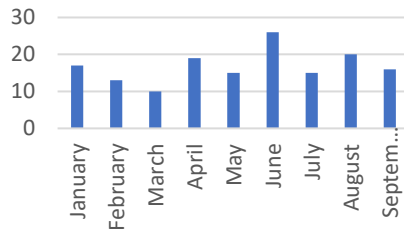
Single Family Non-Custom Sold August 2021 vs. August 2022 in 85284

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

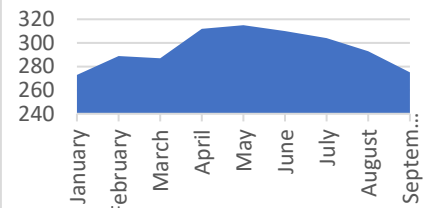
	Sept. '21	Sept. '22	% Change
Ave \$/SF	\$254	\$275	+8
# Sold	15	16	+7

Single Family Homes in 85284 – 2022 (Non-Custom)

Number of Homes Sold



Average Price-Per-Square-Foot (APSF)



Debi's Commentary **85284**: 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 its tool. Interest rates, up from the historical and non-sustainable lows, are now over 7% (still reasonable). News regarding Intel lay-offs could also impact the local market. Based upon September's data, buyers have not completely left the market. Sixteen single family homes were sold in September '22. Prices peaked in May with an average-price-per-square foot (APSF) at \$315. The APSF, trending downwards, was \$275 in September.

The average days on the market was 58 in September '22 vs. 22 days in September '21. Sellers are being more prudent when accepting offers. 69% of sellers accepted offers averaging 6.7% less than their original list price. 19% of the sellers contributed towards the buyer's closing costs--ranging from \$7500 to \$8350. The success rate for closed listings in September dropped to 81%. In other words, 19% of the listings were either cancelled or expired and did not sell. On October 12, '22 there were 27 single family, non-custom homes on the market for an average of 55 days with an APSF of \$290. 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



www.DebiGotlieb.com

Based on information from the Arizona Regional Multiple Listing Service and public tax records for sales in select areas between January 1, 2011 – October 15 2022. Information deemed reliable, but may not be accurate. Source: © Monsoon, 2022 | Information is believed accurate but not guaranteed and should be independently verified