



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

June, 2023

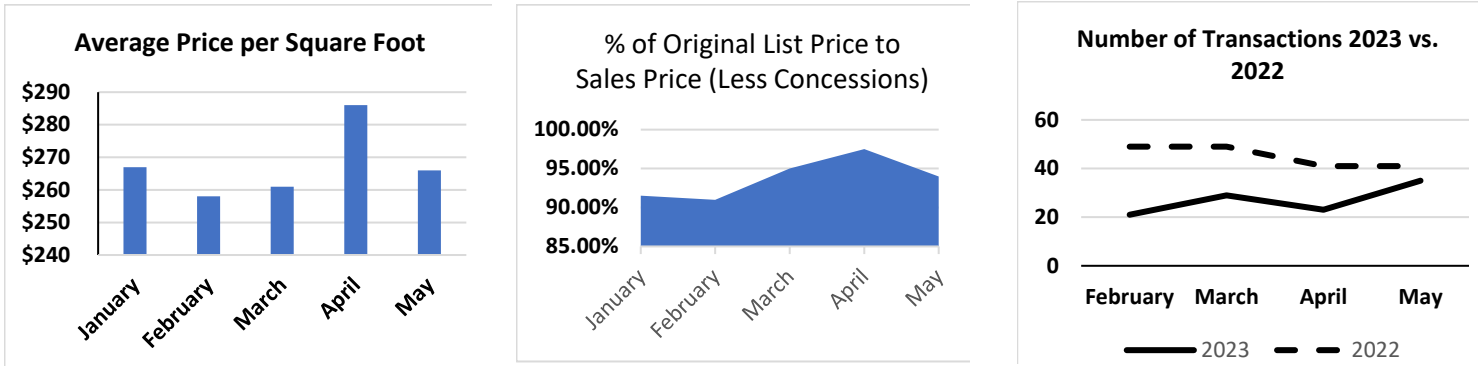
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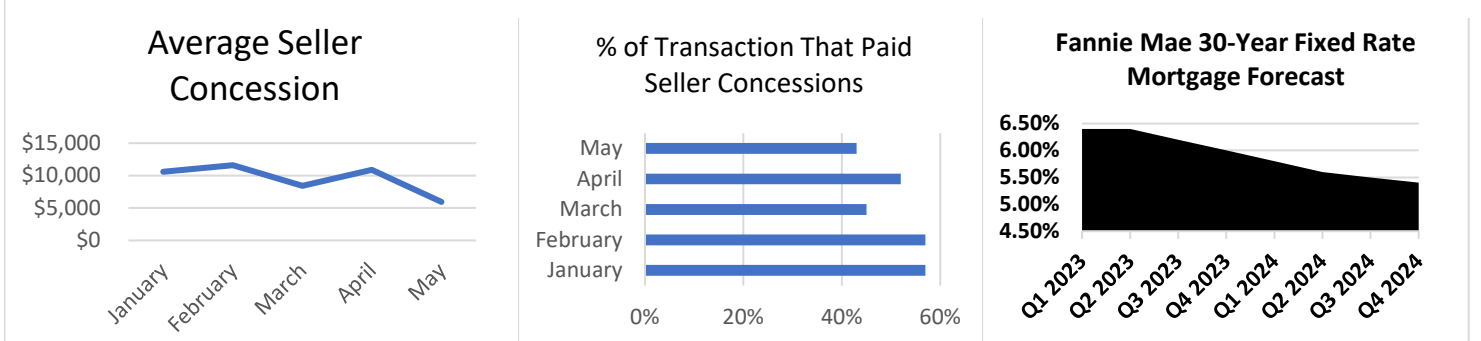
Non-Custom, Single Family Homes in 85226 – January-May, 2023



Debi Gotlieb's Commentary for Single Family Homes in the 85226 January-May, 2023

The general economy is doing well and inflation is leveling off. The number of houses listed for sale remains low. Closed transactions in May increased 52% over April, 2023, indicating that buyers may be acclimating to the 6.7% 30-year fixed interest rates. However, 30% of May's buyers were cash which are immune to interest rate fluctuations and/or may have decided 6.7% is not a prudent borrowing rate. Sellers accepted an average of 94% of their original list price, down from April. When comparing May, 2023 to May, 2022, prices decreased 6.7% and transactions were down 12.5%. The average number of days on the market was 70 in 2023 and 41 in 2022. Chairman Powell indicated a few more rate hikes this year. If there is one term I learned in economics class, it was "elasticity". Elasticity measures the responsiveness of one economic variable to a change in another. If interest rates continue to rise in 2023, it could cause a further slowdown in demand. However, throw in lack of supply and I am anticipating a bumpy 2023. As I write this month's newsletter, it seems that June could be a great month. I am experiencing multiple offers on listings and 59% of pending listings received offers in less than 10 days.

If you are a buyer or seller, this constantly changing market requires solid experience, skills and expertise. Debi, the Designated Broker for Key Results Realty will give you the advantage! Call Debi for all of your real estate needs.



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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, 2023 – April 30, 2023. Information deemed reliable, but may not be accurate. Source: © Monsoon, 2022 | Information is believed accurate but not guaranteed and should be independently verified