



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

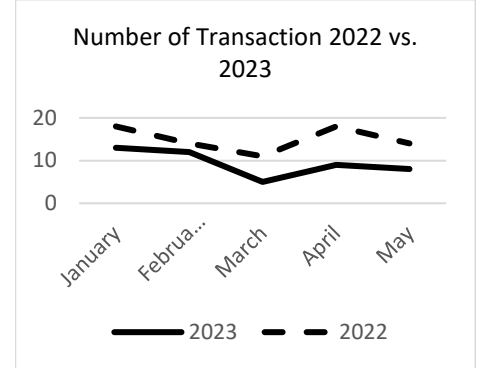
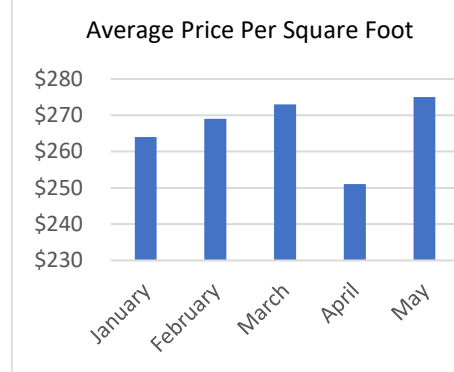
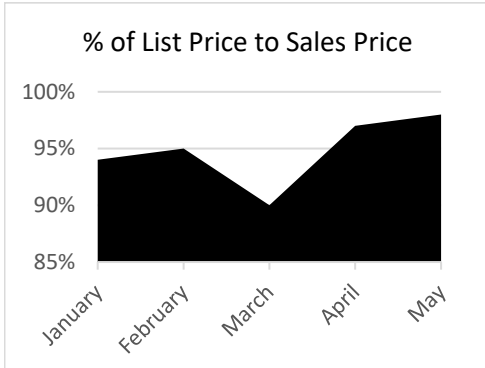
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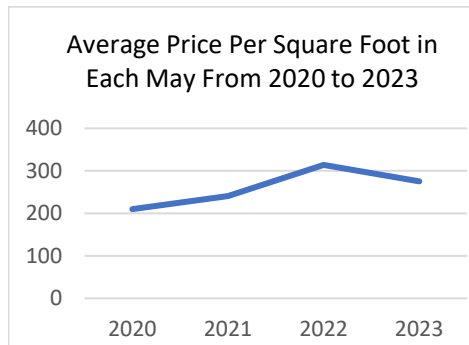
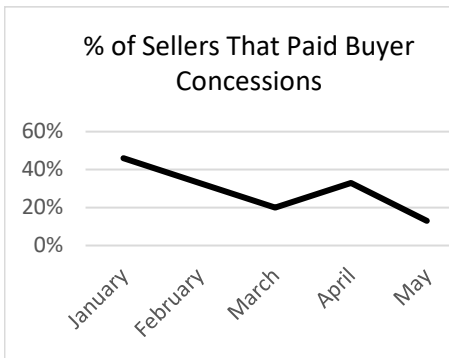
Non-Custom, Single Family Homes in 85284 – January-May, 2023



Debi Gotlieb's Commentary for Single Family Homes in the 85284 January-May, 2023

Thirty-year fixed mortgage rates seem to be hovering around 6.5%. Sellers are hanging on to their beloved 2.5-3% interest rates and holding back from selling which is resulting in low inventory. Buyers are hoping for a reprieve from the higher interest rates and are slowly acclimating to what could be the new normal for the foreseeable future. Comparing the number of closed transactions from January-May 2022 versus 2023, 85284 non-custom single-family homes are down almost 60%. In the first quarter, Buyers had the edge on negotiations, however, sellers are gaining strength demonstrated by closed transactions that are closer to the listing prices. The average price-per-square foot jumped from April's low, but is down by 12.4% year-over-year. Don't fret, if you purchased your home in 2020, you are up 20%! Although there are cycles, real estate is a great long-term investment.

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.



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, 2023 – May 31, 2023. Information deemed reliable, but may not be accurate. Source: © Monsoon, 2022 | Information is believed accurate but not guaranteed and should be independently verified