

5 STAR REVIEW



56

Mike was an exceptional agent. He kept me informed of the process and procedure every step of the way. I liked his easy-going stature.

- Karen B.



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Michael Liscano

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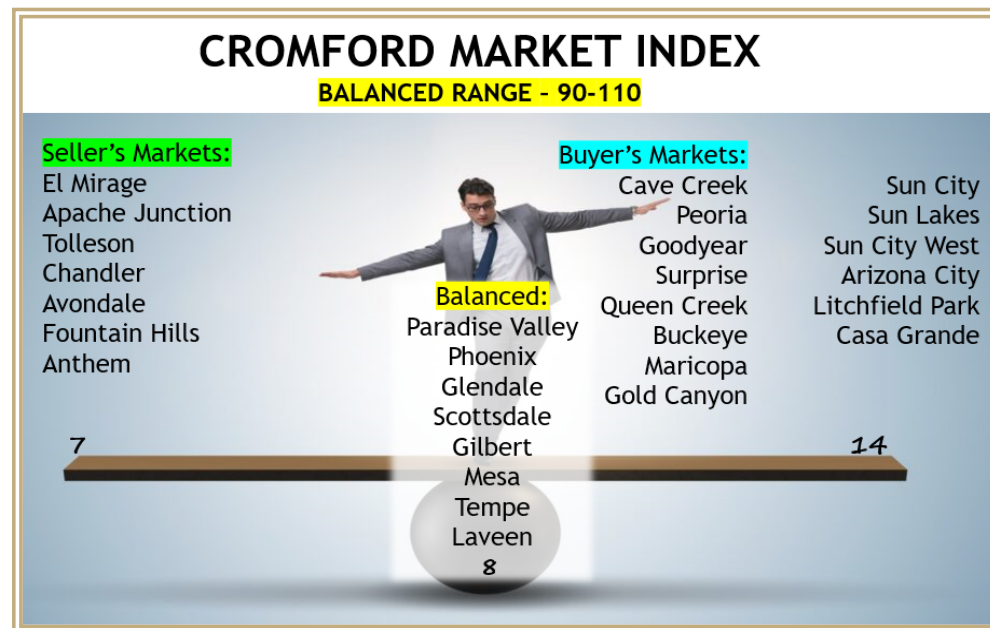
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MARKET DATA

Mid Month Pricing Update and Forecast

For the monthly period ending June 15, we are currently recording a sales \$/SF of \$300.58 averaged for all areas and types across the ARMLS database. This is up 2.0% from the \$294.72 we now measure for May 15. On June 15 the pending listings for all areas suggests that closed prices are likely to weaken again during the next 4 to 5 weeks.

The average \$/SF for active listings is on a downward trend, losing 2.2% over the last month. The average \$/SF for listings under contract has also dropped 2.2% over the past month. There is therefore little evidence to show that closed pricing will maintain the upward trend it struck over the last month. Much more likely that it will fall back to the mid-\$290's.



What does this tell us for Buyers:

The housing industry has been waiting three years for mortgage rates to decline and save the day, and as more time goes by without relief, the more pressure there is on home prices and incomes to adjust in order to increase demand. It is finally happening.

Phoenix Metro is entering its 8th month as a buyer's market. Overall price appreciation is flat, within 1% of last year and lower than the 2.4% rate of inflation, with expectations that it may start gliding slowly down over the next few months.

What does this tell us for Sellers:

Sales were down in May compared to last year, but consider it a temporary hangover from April. Consumer sentiment was dismal in April, but improved significantly in May citing a more upbeat outlook on business conditions, jobs, and incomes. This outlook was also reflected in the purchase mortgage applications index, which rose sharply to 18% over last year's index measure and higher than it's been in 2 years. This is a positive indicator for summer contract activity and sales.

However, more sellers have decided market conditions are too unfavorable for them and are taking a pause. While supply is still up 45% from last year, the last 7 weeks have seen a 3.4% decline. Weekly listing cancellations are up 38% over last year, and expired listings in the last week of May were up 84%. For now, sellers are taking a longer break and sometimes opting to rent their homes instead.

Summary | Cromford Report (2025, June 2025) Infographic and Commentary

Michael Liscano's



Arizona Homefront Highlights:

MARKET UPDATES & COMMUNITY BUZZ

VALLEY NEWS

Microhomes gain traction in Phoenix, city ranks top 20 in US for tiny living spaces

Micro homes, which are roughly 400 square feet or less, are steadily becoming a trend, specifically in cities with high housing costs and limited space.

Cities like New York, San Francisco and Seattle come to mind when you think of these innovative design solutions, but Phoenix is also one of the cities leading the charge.



Key findings for micro units in Phoenix:

- In Arizona, the average apartment unit size is 849 square feet — but Phoenix is emerging as a leader in the microhousing movement. Roughly 4.8% of the rental inventory consists of units under 424 square feet, with some as small as 150 square feet — redefining what urban living looks like in America's fifth-largest city.
- Microunits rent at a 35% discount compared to conventional apartments, making them an accessible option for Gen Z renters, who already make up 23% of the city's population.
- Despite Phoenix's strong microhousing market, its self-storage availability remains below average — just 5.48 square feet per capita compared to the national average of 7 square feet — with storage units priced at \$123 per month, a factor often considered by micro unit dwellers in the Valley for overflow possessions.

Gould, Mignon A. (2025, May 20, 2025)

Residential Real Estate, Phx Business Journal, 2025 Microhomes gain traction in Phoenix, city ranks top 20 in US for tiny living spaces

Not intended to solicit currently listed properties.





Kitchen Design Trends You'll See Everywhere in 2025, According to Experts

1. Dining Nooks

Cozy banquette-style areas offer peaceful, space-efficient spots for daily meals.

2. Plaster Range Hoods

Organic-looking plaster hoods in warm whites are replacing metal for a classic, timeless touch.

3. Floating the Countertop Up the Wall

Seamless “countersplash” designs in stone or quartzite enhance visual continuity and durability.

4. Colorful Cabinets

Rich tones like yellow, burgundy, and blue bring personality and freshness to cabinetry.

5. Dining Furniture with Storage

Built-in storage in seating like banquettes maximizes functionality in dining areas.

6. Communal Seating

Three-sided kitchen islands foster face-to-face interaction during meals and gatherings.

7. Combination Islands

Islands that mix closed storage with open seating space offer both utility and design interest.

8. Elevated Coffee Bars

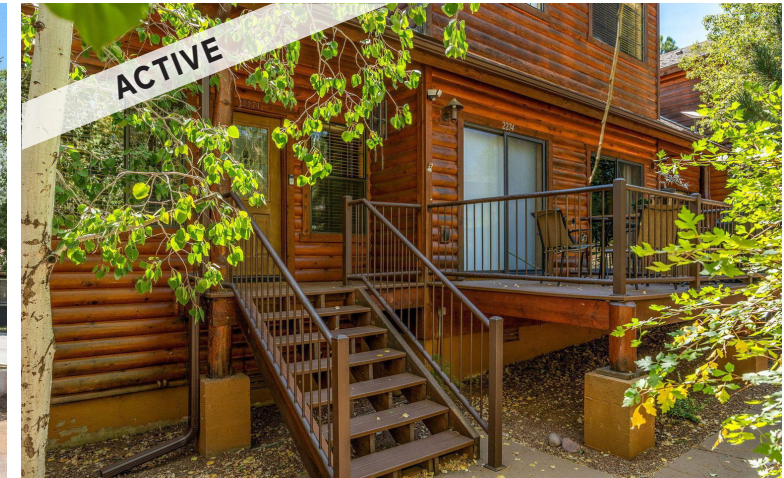
Beverage stations are now focal points, complete with built-in coffee and smoothie setups.



House Beautiful, Magazine, New York
By McGregor, K, Jan 2, 2025,
20 Kitchen Design Trends You'll See Everywhere in 2025...



215 E CEDAR Lane | Payson, 85541
3 Bed | 2.5 Bath | 1,217 sqft | \$365,000



2274 OVERGAARD SPRINGS Loop | Overgaard, 85933
2 Bed | 2 Bath | 1,110 sqft | \$323,000



20508 W CARLTON Manor | Buckeye, 85396
3 Bed | 2 Bath | 2,172 sqft | \$530,000



15820 S 177TH Drive | Goodyear, 85338
2 Bed | 2 Bath | 1,615 sqft | \$420,000



2021 E TIERRA BUENA Lane, 11 | Phoenix, 85022
2 Bed | 2 Bath | 1,005 sqft | \$289,900



6718 N 19TH Place | Phoenix, 85016
5 Bed | 3 Bath | 2,286 sqft | \$909,000