

CURRENT MARKET CHALLENGES REQUIRE EXPERIENCED PROFESSIONALS

- **HIGH INTEREST RATES**
Rates have remained higher than anticipated this year. Will the expected rate cut this fall boost sales?
- **RISING INVENTORY LEVELS**
Competition is growing for Sellers...but with few well-priced homes offering sought after features, there is still demand for your property.
- **REAL ESTATE INDUSTRY CHANGES**
Will coming changes impact you as a Buyer, Seller or Investor? Call us to see how we can strategize ways for you to benefit as market dynamics change.

OUR EXPERIENCE WILL HELP YOU SELL



CONTACT ROB SCHABATKA

928-821-3508

Rob@SedonaProperty.net

CONSIDERING SELLING YOUR HOME? EXPERIENCE MATTERS

WE'VE SOLD OVER \$430 MILLION
CALL ROB TO BE NEXT 928-821-3508

SEDONA RESIDENTIAL MARKET UPDATE

MEDIAN SALES PRICE INCREASED BY 3.4%
YTD 2024: \$930,000
YTD 2023: \$899,000

NO. OF HOMES SOLD DECREASED BY 2.3%
YTD 2024: 263 SOLD
YTD 2023: 269 SOLD

5.4 MONTHS SUPPLY OF INVENTORY CURRENTLY AVAILABLE
*BASED ON YTD SEDONA MLS HOME SALES

JUST A FEW OF OUR 2024 HAPPY CLIENTS

SOLD FOR \$815,000

SOLD FOR \$1,565,000

SOLD FOR \$825,000

SOLD FOR \$3,125,000

SOLD FOR \$2,950,000

RE/MAX SEDONA
ROB, PAM, RICKY & KAITLYNN
2290 W STATE ROUTE 89A
SEDONA, AZ 86336

STD MAILING
US POSTAGE PAID
SEDONA, AZ
PERMIT NO. 68

GASA CONTENTA

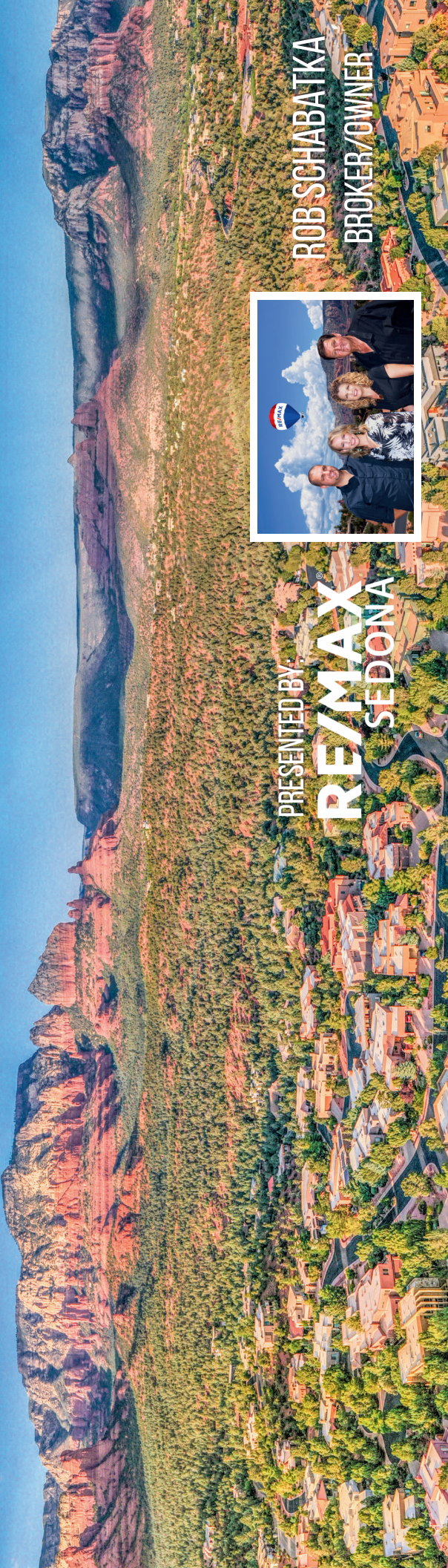
REAL ESTATE MARKET UPDATE

1ST HALF OF 2024 STATS



PRESENTED BY
RE/MAX SEDONA

ROB SCHABATKA
BROKER/OWNER



CURRENT SEDONA INVENTORY

196 HOMES FOR SALE

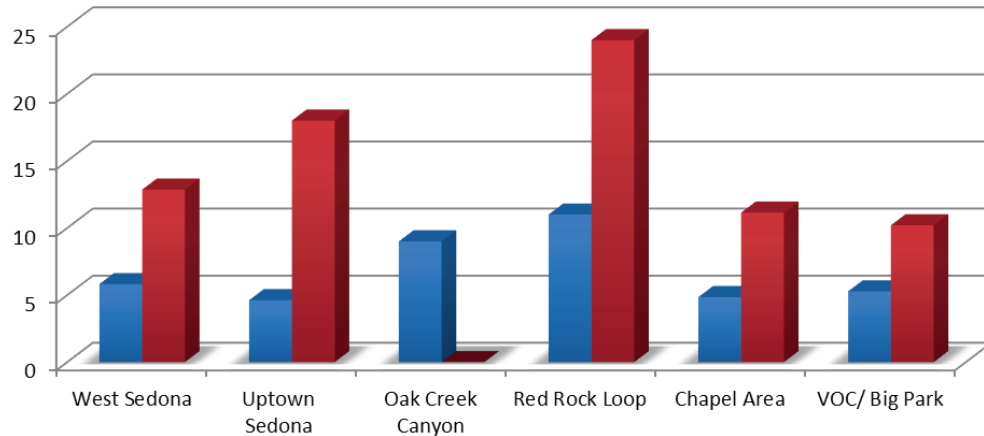
39 HOMES PENDING

263 HOMES SOLD IN 1ST HALF 2024

MONTHS LEFT OF CURRENT INVENTORY

TIME FRAME: 1/1/2024 - 6/30/2024

RESIDENTIAL HOMES VACANT LAND



RESIDENTIAL HOME SALES STATISTICS - 1ST HALF OF 2024

	WS	UPTOWN	CANYON	RR LOOP	CHAPEL	VOC/BP
MEDIAN HOUSE PRICE	\$980,430	\$1,180,000	\$865,000	\$1,522,500	\$1,186,250	\$789,000
NO. OF CLOSED TRANSACTIONS	98	26	2	12	26	99
ABSORPTION RATE (MONTHS)	5.8	4.6	9.0	11.0	4.8	5.3
AVG. DAYS ON MARKET	100	73	62	135	83	88
NO. OF ACTIVE & PENDING HOMES	95	20	3	22	21	87
% OF INVENTORY PENDING	19%	15%	0%	9%	24%	16%

ABSORPTION RATE: THE RATE AT WHICH HOMES SELL IN A GIVEN AREA DURING A GIVEN TIME PERIOD; SHOWN AS MONTHS OF INVENTORY SUPPLY REMAINING. UNDER 5 INDICATES A SELLERS' MARKET, BETWEEN 5-7 INDICATES A BALANCED MARKET, OVER 7 INDICATES A BUYERS' MARKET.
AVERAGE (AVG) DAYS ON MARKET: THE TYPICAL NUMBER OF DAYS A LISTING IS ACTIVE ON THE MARKET BEFORE IT IS SOLD.
MEDIAN PRICE: CALCULATED BY TAKING HALF OF THE CLOSING SALES PRICES ABOVE AND HALF BELOW THIS THRESHOLD (NOT AVERAGE).

IS NOW THE TIME TO LIST YOUR SEDONA HOME?

Get prepared for the Fall Market. Call us today for a no-hassle, free assessment of your home's saleability!

WE'VE SOLD OVER \$430 MILLION

OF SEDONA PROPERTIES...CALL TO BE NEXT!



ROB, PAM, RICKY & KAITLYNN SCHABATKA

RE/MAX OWNER/BROKER
SEDONA 928-821-3508

WWW.SEDONAPROPERTY.NET/CASACONTENTA

CASA CONTENTA

REAL ESTATE MARKET UPDATE
1ST HALF OF 2024



AVAILABLE PROPERTIES FOR SALE

TYPE	MLS #	ADDRESS	BEDS	BATHS	SQFT	LIST PRICE	DOM
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**NO ACTIVE LISTINGS - THINKING ABOUT SELLING? NOW MAY BE A GOOD TIME TO SELL WITH LOW COMPETITION.

PROPERTIES IN ESCROW

STATUS	TYPE	MLS #	ADDRESS	BEDS	BATHS	SQFT	LIST PRICE	DOM
PENDING-TAKE BACKUP	RS	535962	25 CALLE BONITA	4	4	2850	\$1,650,000	72
PENDING-TAKE BACKUP	RS	535742	207 CALLE DIAMANTE	3	3	3260	\$1,650,000	85

PROPERTIES SOLD IN 2024

TYPE	MLS #	ADDRESS	BEDS	BATHS	SQFT	LIST PRICE	CLOSE DATE	SOLD PRICE	DOM
RS	535546	311 CALLE LINDA	3	3	3951	\$1,998,000	4/30/24	\$1,950,000	50
RS	535332	302 CALLE LINDA	3	3	3025	\$2,100,000	6/28/24	\$2,000,000	111

DISCLAIMER: IF YOUR HOME IS CURRENTLY ON THE MARKET, THIS IS NOT MEANT AS A SOLICITATION. DATA IS FROM SVVAR MLS SYSTEM AND REPRESENTS PROPERTIES LISTED/SOLD BY VARIOUS BROKERS. KEEP IN MIND THAT WHILE THE SCHABATKAS STRIVE TO PROVIDE ACCURATE INFORMATION, ERRORS SOMETIMES OCCUR. STATISTICS PULLED AS OF 7/9/2024 FOR 1/1/2024 - 6/30/2024. ALL CONTENT IS SUBJECT TO VERIFICATION. PLEASE CONFIRM ALL INFORMATION WITH ROB SCHABATKA AT 928-821-3508.

AVAILABLE NOW!

FOR A LIST OF ALL OUR FEATURED LISTINGS VISIT WWW.SEDONAPROPERTY.NET/FEATURED

Multifamily in Uptown • Currently Leased Long-Term with Significant Potential as Highly Profitable STR



615 JORDAN ROAD

SEDONA, AZ 86336

MLS #536399

4 UNITS TOTALING 4,373 SQFT

OFFERED AT \$2,200,000

Unobstructed Mega Views • Gated Community • Single Level • Expansive Indoor/Outdoor Living • 3-Car Garage



70 HIGH VIEW DRIVE

SEDONA, AZ 86351

MLS #535726

4 BEDS | 5 BATHS | 3,607 SQFT

OFFERED AT \$2,125,000

Seven Canyons Enclave Townhome • Overlooking 17th Signature Green • Contemporary High-End Finishes



12 PEDREGOSA DRIVE

SEDONA, AZ 86336

MLS #536382

3 BEDS | 3 BATHS | 3,061 SQFT

OFFERED AT \$2,350,000

Kind Words from a Recent Seller

“After buying and selling multiple homes over the years in several states and always using realtors, we can confidently state the Schabatka's are truly honest real estate professionals. A welcome rarity! We are picky people. We take a lot of time focusing on the details ... Rob and Pam maintained their focus on our concerns, our needs, and our questions, not on closing a deal.”

CALL TO SCHEDULE YOUR FREE HOME ESTIMATE

928-821-3508