



Scottsdale Area Association of REALTORS® 8600 E Anderson Dr., Suite 200 Scottsdale, AZ 85255 ScottsdaleREALTORS.org 480-945-2651





Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

18 + /	YTD 2018	YTD 2019	+ / -	Jun 2018	Jun 2019	Key Metrics
						Listing Activity Charts Metrics
03 +4.1%	5,803	6,043	-8%	838	771	New Listing Count
81 +16.9%	\$3,808,031,681	\$4,449,814,230	+1.3%	\$496,753,555	\$503,433,471	New Listing Volume
V A	N/A	N/A	-	2,372	_	Active Listing Count
V A	N/A	N/A	-	\$2,253,440,226	_	Active Listing Volume
57 +8.2%	\$996,457	\$1,078,178	-	\$950,017	_	Average Listing Price
62 +1.9%	\$678,362	\$691,029	-	\$650,000	_	Median Listing Price
80 +6.3%	\$280	\$298	-	\$277	_	Average Listing Price per Sq Ft
45 +5.1%	\$245	\$257	-	\$244	_	Median Listing Price per Sq Ft
95 -22%	68.95	53.79	-	71	_	Median Daysin RPR
3.6 -13.6%	3.6	3.1	-100%	2.8	_	Months of Inventory
9% +4.4%	27.79%	32.16%	-	36.17%	_	Absorption Rate
	••••		1			Sales Activity Charts Metrics
12 +15.3%	5,412	6,242	+28.3%	813	1,043	New Pending Sales Count
87 +23%	\$3,316,732,287	\$4,080,424,430	+35.8%	\$477,815,297	\$648,958,973	New Pending Sales Volume
√A	NA	N/A	-	659	_	Pending Sales Count
√A	NA	N/A	-	\$446,718,135	_	Pending Sales Volume
17 -3.1%	4,617	4,476	+	819	819	Closed Sales Count
55 +3.1%	\$2,699,278,255	\$2,782,428,687	+5.3%	\$494,799,081	\$520,866,892	Closed Sales Volume
39 +6.3%	\$584,639	\$621,633	+5.3%	\$604,150	\$635,979	Average Sales Price
77 +5.5%	\$452,577	\$477,342	+2.7%	\$474,000	\$487,000	Median Sales Price
43 +5.4%	\$243	\$256	+4.8%	\$244	\$256	Average Sales Price per Sq Ft
25 +5.1%	\$225	\$237	+5.3%	\$228	\$240	Median Sales Price per Sq Ft
						Distressed Charts Metrics
√A	N/A	N/A		23	_	Distressed Listing Count



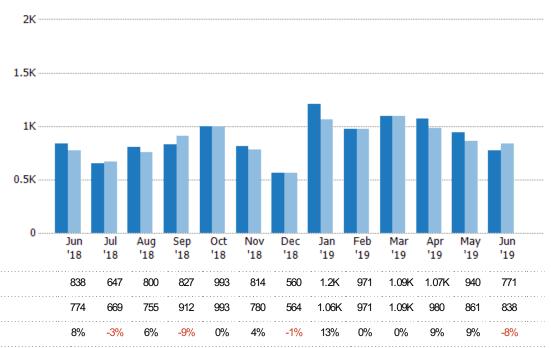


New Listings

The number of new residential listings that were added each month.

Custom Area: Scottsdale, Arizona Saved Area Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/ Year	Count	% Chg.
Jun '19	771	-8%
Jun '18	838	8.3%
Jun '17	774	-2.8%



New Listing Volume

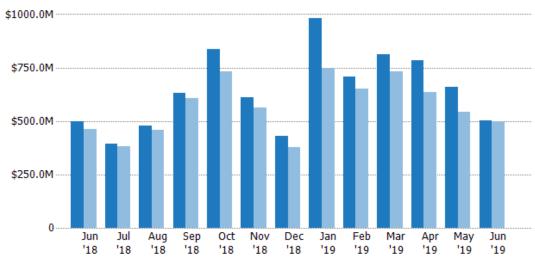
Percent Change from Prior Year

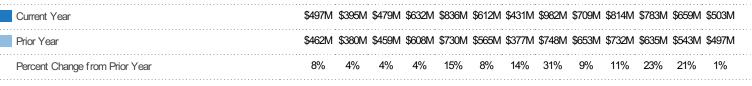
Current Year

Prior Year

The sum of the listing price of residential listings that were added each month.

Month/ Year	Volume	% Chg.
Jun '19	\$503M	1.3%
Jun '18	\$497M	7.6%
Jun '17	\$462M	-8.4%



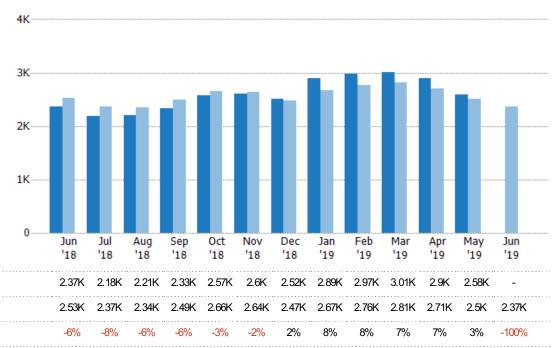




Active Listings

The number of active residential listings at the end of each month.





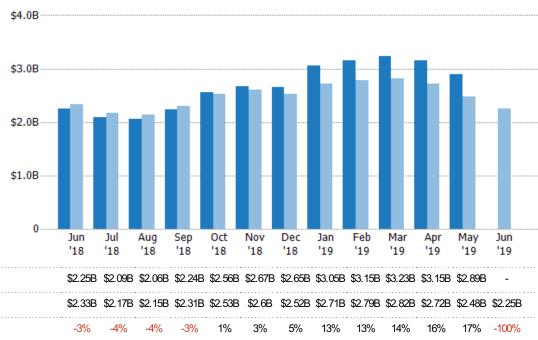
Active Listing Volume

Percent Change from Prior Year

Current Year

Prior Year

The sum of the listing price of active residential listings at the end of each month.









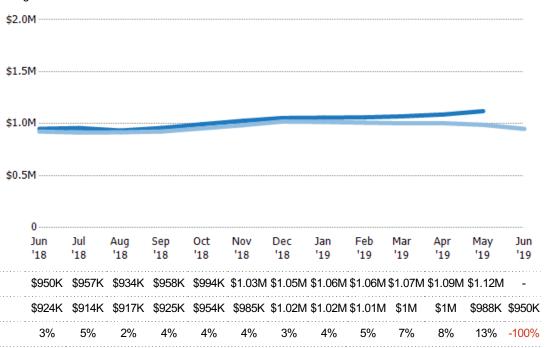
Average Listing Price

The average listing price of active residential listings at the end of each month.

Filters Used

Custom Area: Scottsdale, Arizona
Saved Area

Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Median Listing Price

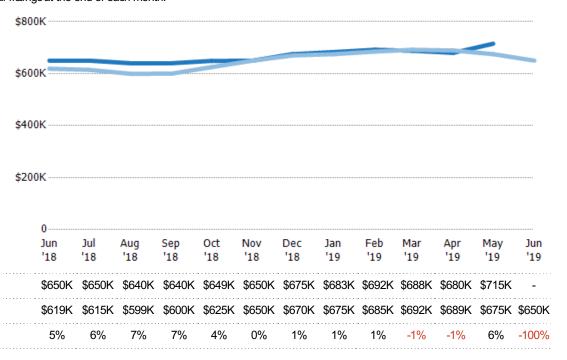
Percent Change from Prior Year

Current Year

Prior Year

The median listing price of active residential listings at the end of each month.

Custom Area: Scottsdale, Arizona Saved Area Property Type: Condo/Townhouse/Apt, Single Family Residence





Current Year

Percent Change from Prior Year



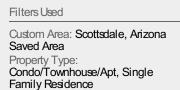
Current Year

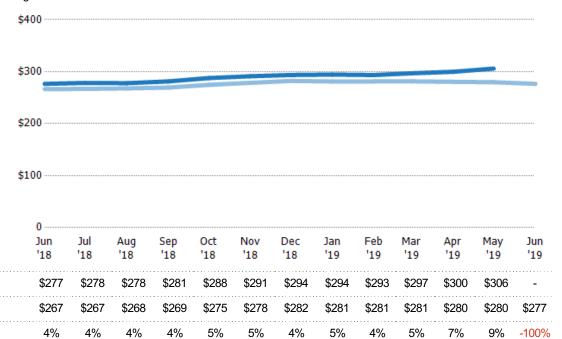
Prior Year

Market Data Report

Average Listing Price per Sq Ft

The average of listing prices divided by the living area of homes on market at the end of each month.





Median Listing Price per Sq Ft

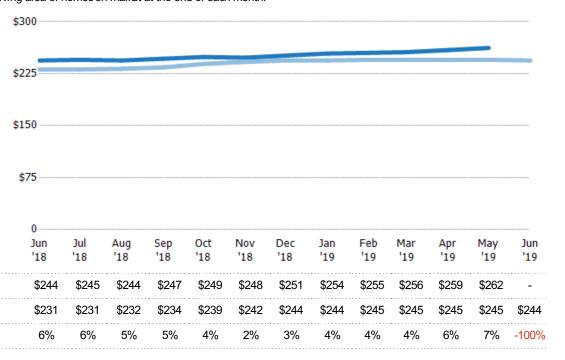
The median of listing prices divided by the living area of homes on market at the end of each month.

Filters Used

Custom Area: Scottsdale, Arizona
Saved Area

Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Percent Change from Prior Year



Current Year

Percent Change from Prior Year



Avg Est Value

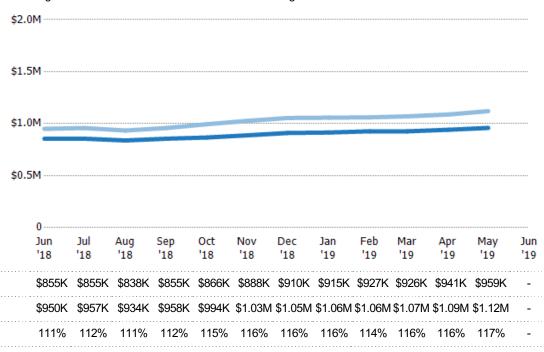
Avg Listing Price

Market Data Report

Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.



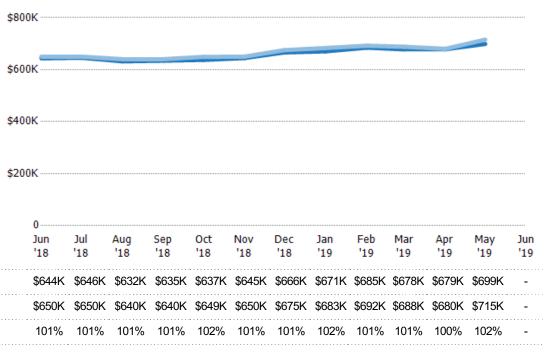


Median Listing Price vs Median Est Value

The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.

Custom Area: Scottsdale, Arizona Saved Area Property Type: Condo/Townhouse/Apt, Single Family Residence

Avg Listing Price as a % of Avg Est Value



Median Est Value

Median Listing Price

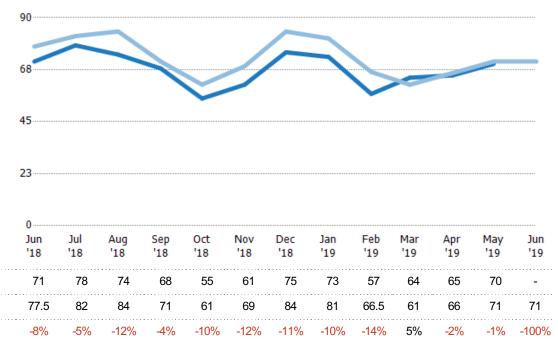
Med Listing Price as a % of Med Est Value



Median Days in RPR

The median number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR.





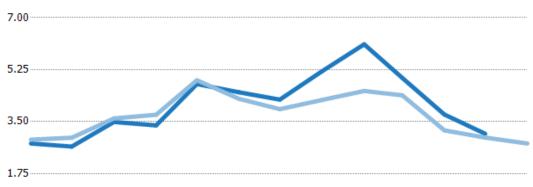
Months of Inventory

Percent Change from Prior Year

Current Year

Prior Year

The number of months it would take to exhaust active listings at the current sales rate.



	0 Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	2.76	2.66	3.49	3.37	4.76	4.49	4.24	5.2	6.1	4.97	3.74	3.09	-
Prior Year	2.89	2.96	3.61	3.73	4.89	4.27	3.92	4.23	4.53	4.39	3.21	2.96	2.76
Percent Change from Prior Year	-4%	-10%	-3%	-10%	-3%	5%	8%	23%	35%	13%	17%	4%	-100%



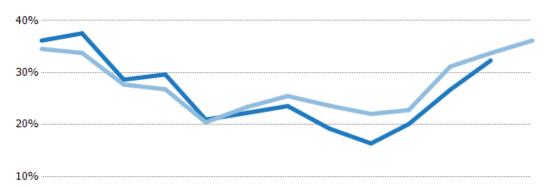
Absorption Rate

The percentage of inventory sold per month.

Filters Used

Custom Area: Scottsdale, Arizona Saved Area

Property Type: Condo/Townhouse/Apt, Single Family Residence



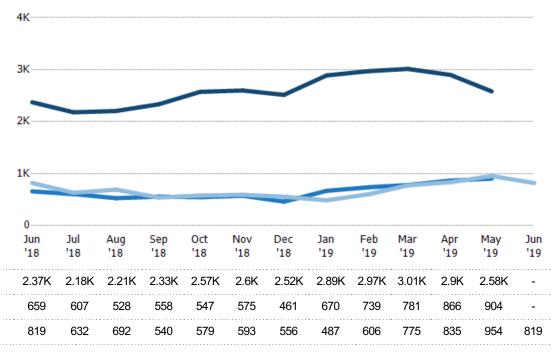
	0												
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	36%	38%	29%	30%	21%	22%	24%	19%	16%	20%	27%	32%	-
Prior Year	35%	34%	28%	27%	20%	23%	26%	24%	22%	23%	31%	34%	36%
Change from Prior Year	-2%	-4%	-1%	-3%	-1%	1%	2%	4%	6%	3%	4%	1%	36%

Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

Filters Used Custom Area: Scottsdale, Arizona Saved Area Property Type: Condo/Townhouse/Apt, Single

Family Residence





Active

Sold

Pending



New Pending Sales

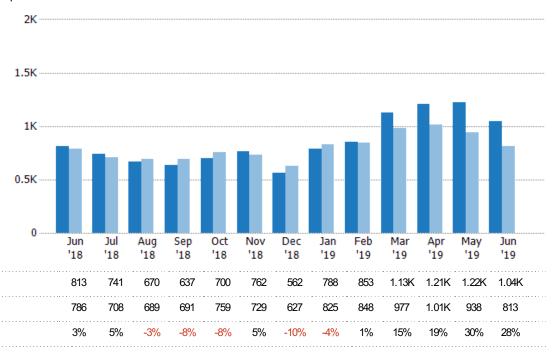
The number of residential properties with accepted offers that were added each month.

Custom Area: Scottsdale, Arizona Saved Area Property Type: Condo/Townhouse/Apt, Single Family Residence

Count	% Chg.
1.04K	28.3%
813	3.4%
786	-3.1%
	1.04K 813

Current Year

Prior Year

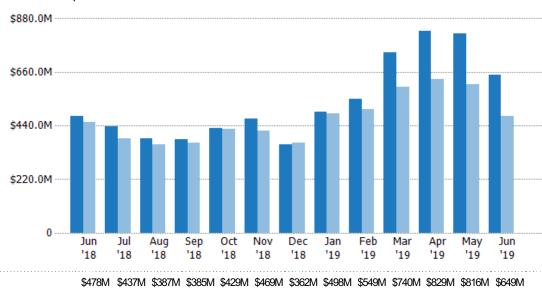


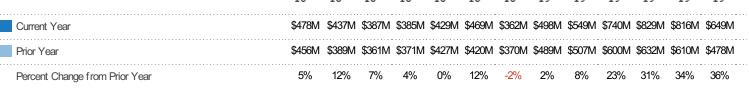
New Pending Sales Volume

Percent Change from Prior Year

The sum of the sales price of residential properties with accepted offers that were added each month.

Month/ Year	Volume	% Chg.
Jun '19	\$649M	35.8%
Jun '18	\$478M	4.8%
Jun '17	\$456M	-17.3%



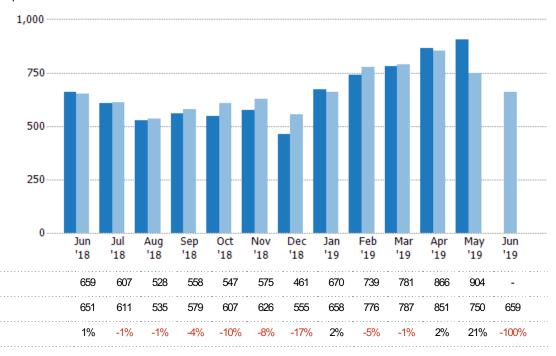




Pending Sales

The number of residential properties with accepted offers that were available at the end each month.





Pending Sales Volume

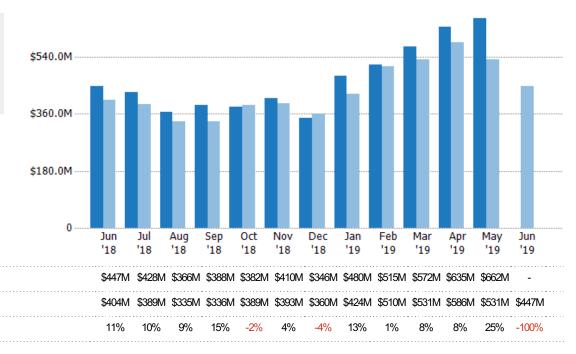
Percent Change from Prior Year

Current Year

Prior Year

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.







Current Year

Percent Change from Prior Year

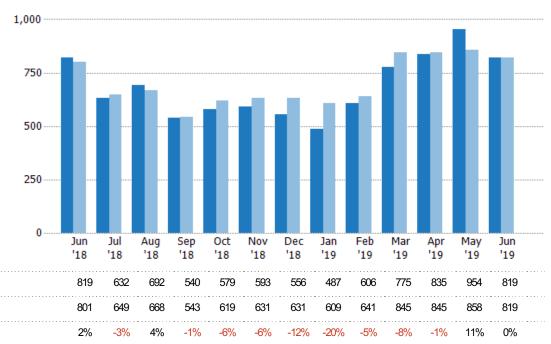


Closed Sales

The total number of residential properties sold each month.

Custom Area: Scottsdale, Arizona Saved Area Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/ Year	Count	% Chg.
Jun '19	819	0%
Jun '18	819	2.2%
Jun '17	801	-4.2%



Closed Sales Volume

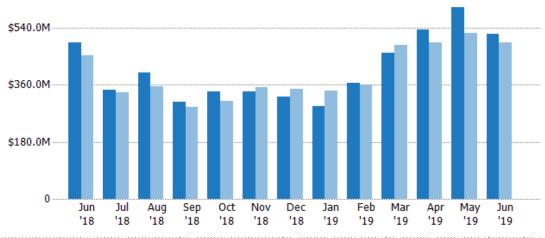
Percent Change from Prior Year

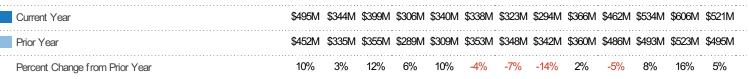
Current Year

Prior Year

The sum of the sales price of residential properties sold each month.

Month/ Year	Volume	% Chg.
Jun '19	\$521M	5.3%
Jun '18	\$495M	9.6%
Jun '17	\$452M	-17.3%



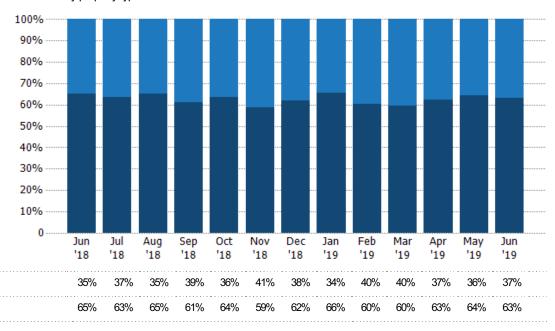




Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

Custom Area: Scottsdale, Arizona Saved Area Property Type: Condo/Townhouse/Apt, Single Family Residence



Average Sales Price

Single Family Residence

Condo/Townhouse

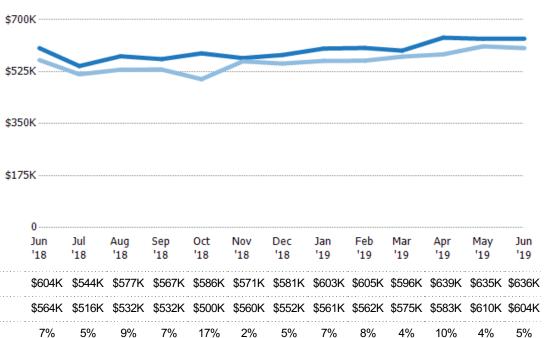
The average sales price of the residential properties sold each month.

Filters Used

Custom Area: Scottsdale, Arizona
Saved Area
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Price	% Chg.
\$636K	5.3%
\$604K	7.1%
\$564K	-13.6%
	\$604K

Percent Change from Prior Year



♪RPR

Current Year



3%



Market Data Report

Median Sales Price

The median sales price of the residential properties sold each month.

Filters Used
Custom Area: Scottsdale, Arizona Saved Area Property Type: Condo/Townhouse/Apt, Single Family Residence

Jun '19 \$487K 2.7%	Month/ Year	Price	% Chg.
	Jun '18	\$474K	9.5%

Current Year
Prior Year

\$375K			 									
\$250K			 									
\$125K			 									
O -												 Jur
0 Ju '1	un L8	Jul '18	 Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jur '19

Average Sales Price per Sq Ft

The average of the sales price divided by the living area of properties sold each month.

\$300

Filters Used	
Custom Area: Scotts Saved Area Property Type: Condo/Townhouse// Family Residence	,

Percent Change from Prior Year

Month/ Year	Price/sq ft	% Chg.
Jun '19	\$256	4.8%
Jun '18	\$244	4.7%
Jun '17	\$233	-8.8%

Percent Change from Prior Year

75	'18 '18 '18 '18 '18 '18 '18 '19 '19 '19 '19 '19 '19 '19 '19 '19 '19	0 Jun Jul Aug Sep Oct Nov Dec Jan Feb Mar Apr May '18 '18 '18 '18 '18 '18 '18 '19 '19 '19 '19 '19 \$244 \$240 \$241 \$243 \$247 \$245 \$248 \$254 \$253 \$258 \$257 \$255													
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\$244 \$240 \$241 \$243 \$247 \$245 \$248 \$254 \$253 \$258 \$257 \$255			Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	
	\$233 \$226 \$225 \$226 \$228 \$234 \$235 \$240 \$237 \$241 \$243 \$247	\$233 \$226 \$225 \$226 \$228 \$234 \$235 \$240 \$237 \$241 \$243 \$247	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	

Current Year
Prior Year



16%

10%

12%

10% 10% 4% -<mark>1%</mark>



Median Sales Price per Sq Ft

The median of the sales price divided by the living area of properties sold each month.

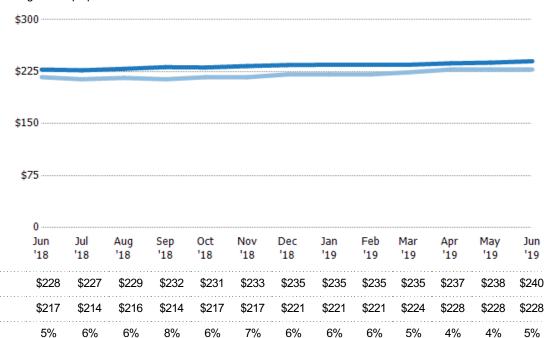
Custom Area: Scottsdale, Arizona Saved Area Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/ Year	Price/sq ft	% Chg.
Jun '19	\$240	5.3%
Jun '18	\$228	5.1%
Jun '17	\$217	-7.8%

Percent Change from Prior Year

Current Year

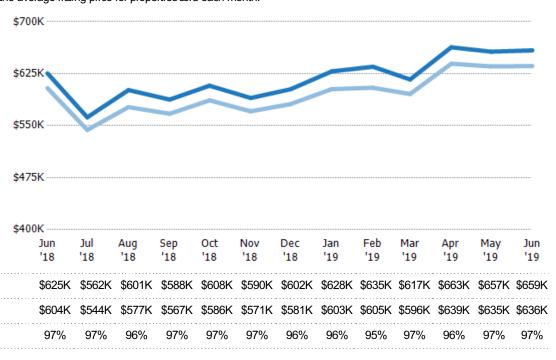
Prior Year



Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

Custom Area: Scottsdale, Arizona Saved Area Property Type: Condo/Townhouse/Apt, Single Family Residence



Avg List Price

Avg Sales Price

Avg Sales Price as a % of Avg List Price

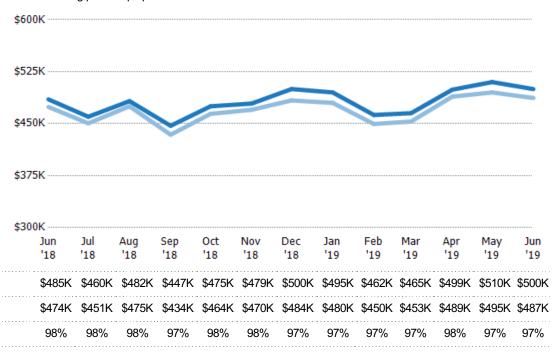
Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price for properties sold each month.

Custom Area: Scottsdale, Arizona Saved Area Property Type: Condo/Townhouse/Apt, Single Family Residence

Median List Price

Median Sales Price

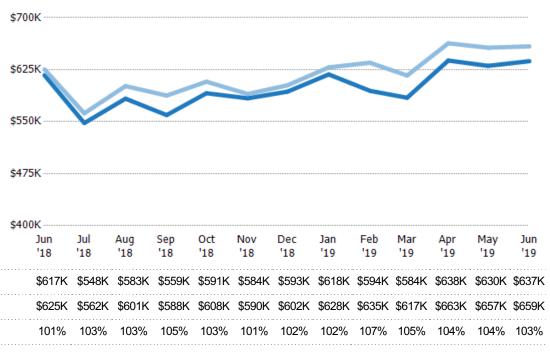


Average Sales Price vs Average Est Value

The average sales price as a percentage of the average AVM or RVM® valuation estimate for properties sold each month.

Custom Area: Scottsdale, Arizona Saved Area Property Type: Condo/Townhouse/Apt, Single Family Residence

Med Sales Price as a % of Med List Price





Avg Est Value

Avg Sales Price

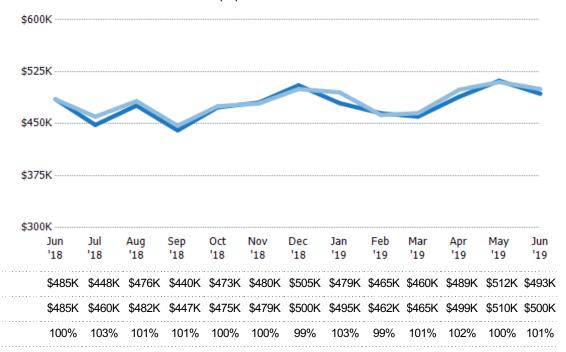
Avg Sales Price as a % of Avg Est Value



Median Sales Price vs Median Est Value

The median sales price as a percent of the median AVM or RVM® valuation estimate for properties sold each month.





Distressed Listings

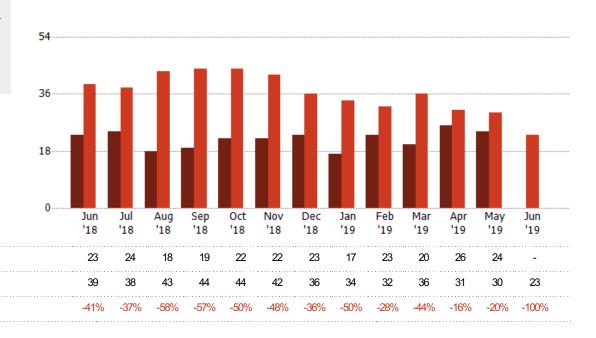
Median Est Value

Median Sales Price

The number of distressed residential properties that were for sale at the end of each month.

Custom Area: Scottsdale, Arizona Saved Area Property Type: Condo/Townhouse/Apt, Single Family Residence

Med Sales Price as a % of Med Est Value



Current Year

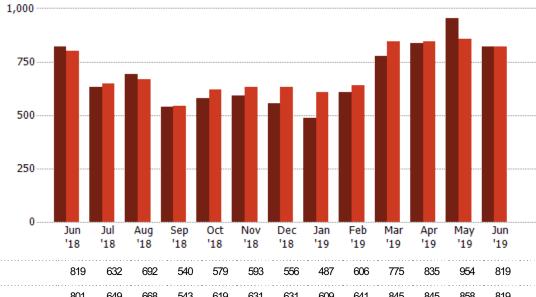
Percent Change from Prior Year



Distressed Sales

The count of distressed residential properties sold each month.

Month/ Year	Count	% Chg.
Jun '19	819	0%
Jun '18	819	2.2%
Jun '17	801	-4.2%



	10	10	10	10	10	10	10							
Current Year	819	632	692	540	579	593	556	487	606	775	835	954	819	
Prior Year	801	649	668	543	619	631	631	609	641	845	845	858	819	
Percent Change from Prior Year	2%	-3%	4%	-1%	-6%	-6%	-12%	-20%	-5%	-8%	-1%	11%	0%	





Sales Activity by ZIP

Jun 2019

ZIP	Pendings (Month End)	Pending Volume (Month End)	Sales	Sales Volume	Av g Sales Price	Median Sales Price	Av g Sales Price per Sq Ft	Median Sales Price per Sq Ft	Median Days In RPR
85250			64	\$25,719,750	\$401,871	\$353,500	\$240	\$238	29
85251			124	\$52,457,904	\$423,048	\$361,950	\$243	\$229	36
85254			109	\$64,744,419	\$593,985	\$515,000	\$246	\$231	43
85255			136	\$125,660,446	\$923,974	\$670,000	\$277	\$255	55
85257			60	\$21,948,200	\$365,803	\$351,000	\$219	\$221	35
85258			83	\$37,266,350	\$448,992	\$427,000	\$234	\$226	37
85259			58	\$43,791,715	\$755,030	\$679,950	\$235	\$222	58
85260			86	\$40,263,308	\$468,178	\$395,000	\$230	\$227	33
85262			66	\$79,322,800	\$1,201,861	\$850,000	\$287	\$263	101
85266			33	\$29,692,000	\$899,758	\$810,000	\$261	\$271	111

