

**2019**

# **SCOTTSDALE**

## **MARKET REPORT**

September 2019



Scottsdale Area Association of REALTORS®  
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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.

| Key Metrics                            | Sep 2019        | Sep 2018        | + / -  | YTD 2019        | YTD 2018        | + / -  |
|--|-----------------|-----------------|--------|-----------------|-----------------|--------|
| <b>Listing Activity Charts Metrics</b> |                 |                 |        |                 |                 |        |
| New Listing Count                      | 808             | 829             | -2.5%  | 8,305           | 8,072           | +2.9%  |
| New Listing Volume                     | \$638,573,196   | \$625,060,280   | +2.2%  | \$6,065,019,178 | \$5,319,254,778 | +14%   |
| Active Listing Count                   | 1,706           | 2,352           | -27.5% | N/A             | N/A             |        |
| Active Listing Volume                  | \$2,144,810,673 | \$2,262,104,586 | -5.2%  | N/A             | N/A             |        |
| Average Listing Price                  | \$1,257,216     | \$961,779       | +30.7% | \$1,095,642     | \$983,067       | +11.5% |
| Median Listing Price                   | \$839,000       | \$642,500       | +30.6% | \$700,260       | \$669,298       | +4.6%  |
| Average Listing Price per Sq Ft        | \$328           | \$281           | +16.6% | \$301           | \$280           | +7.4%  |
| Median Listing Price per Sq Ft         | \$279           | \$246           | +13.4% | \$258           | \$245           | +5.4%  |
| Median Days in RPR                     | 62              | 68.5            | -9.5%  | 69.51           | 70.76           | -1.8%  |
| Months of Inventory                    | 2.4             | 3.4             | -29.3% | 3.5             | 3.6             | -3.1%  |
| Absorption Rate                        | 41.38%          | 29.25%          | +12.1% | 28.36%          | 27.49%          | +0.9%  |
| <b>Sales Activity Charts Metrics</b>   |                 |                 |        |                 |                 |        |
| New Pending Sales Count                | 910             | 635             | +43.3% | 8,961           | 7,425           | +20.7% |
| New Pending Sales Volume               | \$549,152,358   | \$386,263,822   | +42.2% | \$5,702,730,156 | \$4,510,853,706 | +26.4% |
| Pending Sales Count                    | 987             | 555             | +77.8% | N/A             | N/A             |        |
| Pending Sales Volume                   | \$694,679,561   | \$377,950,442   | +83.8% | N/A             | N/A             |        |
| Closed Sales Count                     | 669             | 531             | +26%   | 6,612           | 6,474           | +2.1%  |
| Closed Sales Volume                    | \$369,749,548   | \$300,862,329   | +22.9% | \$4,002,652,733 | \$3,745,929,335 | +6.9%  |
| Average Sales Price                    | \$552,690       | \$566,596       | -2.5%  | \$605,362       | \$578,611       | +4.6%  |
| Median Sales Price                     | \$477,500       | \$433,100       | +10.3% | \$476,966       | \$453,652       | +5.1%  |
| Average Sales Price per Sq Ft          | \$250           | \$243           | +2.9%  | \$254           | \$242           | +4.9%  |
| Median Sales Price per Sq Ft           | \$236           | \$231           | +2.2%  | \$236           | \$226           | +4.4%  |
| <b>Distressed Charts Metrics</b>       |                 |                 |        |                 |                 |        |
| Distressed Listing Count               | 11              | 17              | -35.3% | N/A             | N/A             |        |

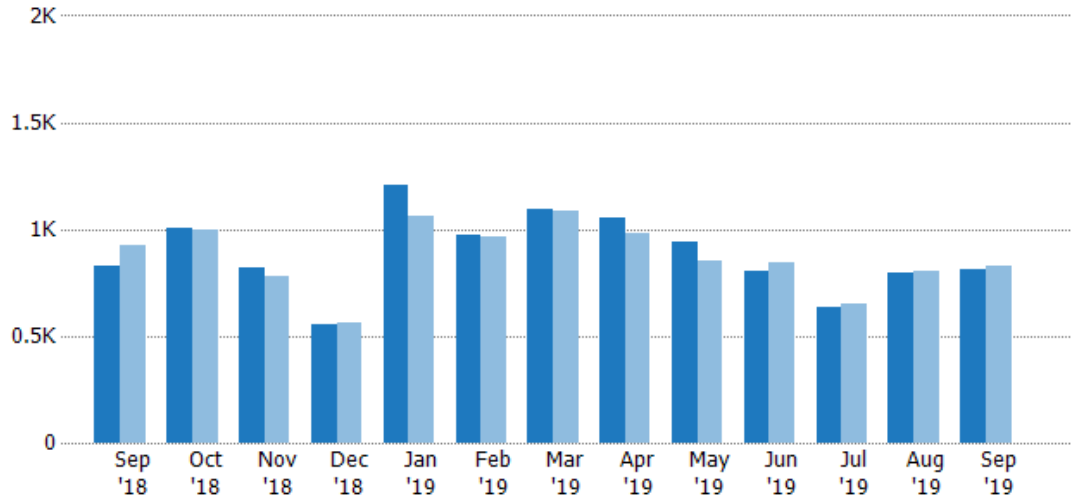
## New Listings

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

### Filters Used

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

| Month/Year | Count | % Chg. |
|------------|-------|--------|
| Sep '19    | 808   | -2.5%  |
| Sep '18    | 829   | -10%   |
| Sep '17    | 921   | -0.9%  |



|                                |      |     |     |     |       |     |       |       |     |     |     |     |     |
|--------------------------------|------|-----|-----|-----|-------|-----|-------|-------|-----|-----|-----|-----|-----|
| Current Year                   | 829  | 1K  | 817 | 556 | 1.2K  | 971 | 1.09K | 1.06K | 939 | 807 | 634 | 796 | 808 |
| Prior Year                     | 921  | 993 | 778 | 565 | 1.07K | 964 | 1.09K | 982   | 856 | 841 | 647 | 801 | 829 |
| Percent Change from Prior Year | -10% | 1%  | 5%  | -2% | 13%   | 1%  | 0%    | 7%    | 10% | -4% | -2% | -1% | -3% |

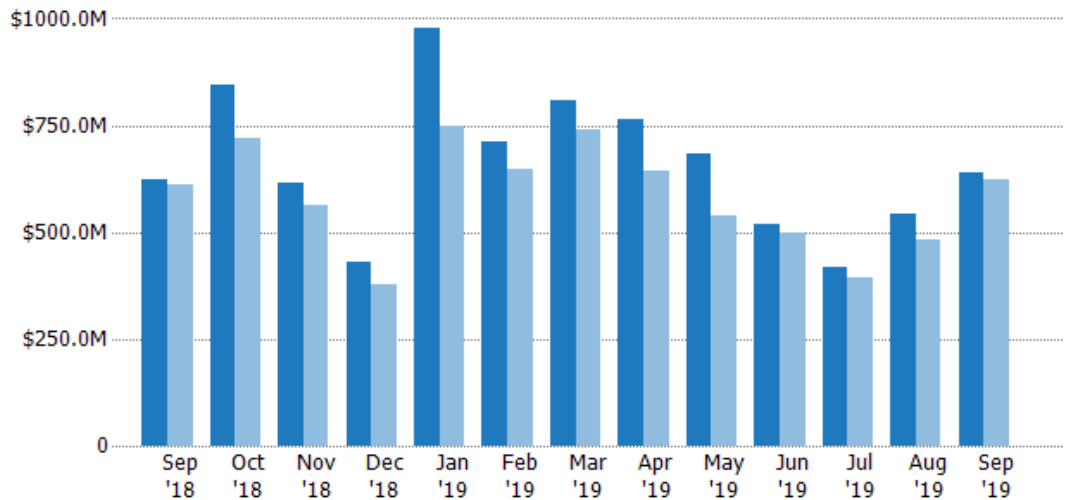
## New Listing Volume

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

### Filters Used

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

| Month/Year | Volume | % Chg. |
|------------|--------|--------|
| Sep '19    | \$639M | 2.2%   |
| Sep '18    | \$625M | 2.2%   |
| Sep '17    | \$612M | -2.9%  |



|                                |        |        |        |        |        |        |        |        |        |        |        |        |        |    |
|--------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|----|
| Current Year                   | \$625M | \$843M | \$616M | \$430M | \$977M | \$711M | \$810M | \$763M | \$685M | \$520M | \$418M | \$542M | \$639M |    |
| Prior Year                     | \$612M | \$720M | \$564M | \$376M | \$750M | \$646M | \$740M | \$642M | \$538M | \$500M | \$395M | \$483M | \$625M |    |
| Percent Change from Prior Year |        | 2%     | 17%    | 9%     | 14%    | 30%    | 10%    | 9%     | 19%    | 27%    | 4%     | 6%     | 12%    | 2% |

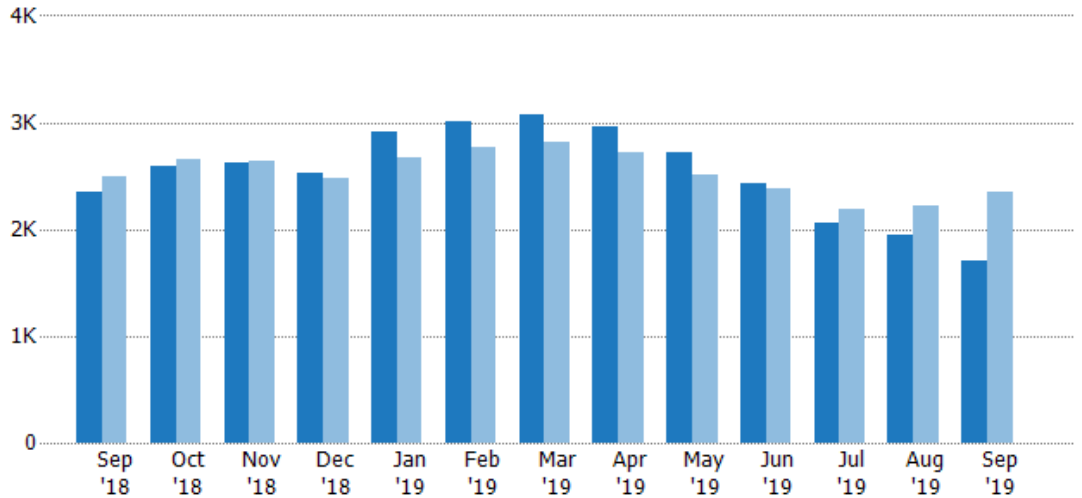
## Active Listings

The number 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

| Month/<br>Year | Count | % Chg. |
|----------------|-------|--------|
| Sep '19        | 1.71K | -27.5% |
| Sep '18        | 2.35K | -5.7%  |
| Sep '17        | 2.5K  | 8.8%   |



|                                |       |       |       |       |       |       |       |       |       |       |       |       |       |
|--------------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Current Year                   | 2.35K | 2.6K  | 2.62K | 2.53K | 2.91K | 3.01K | 3.07K | 2.96K | 2.72K | 2.43K | 2.06K | 1.94K | 1.71K |
| Prior Year                     | 2.5K  | 2.66K | 2.64K | 2.48K | 2.68K | 2.77K | 2.82K | 2.72K | 2.51K | 2.38K | 2.19K | 2.22K | 2.35K |
| Percent Change from Prior Year | -6%   | -2%   | -1%   | 2%    | 9%    | 9%    | 9%    | 9%    | 9%    | 2%    | -6%   | -13%  | -27%  |

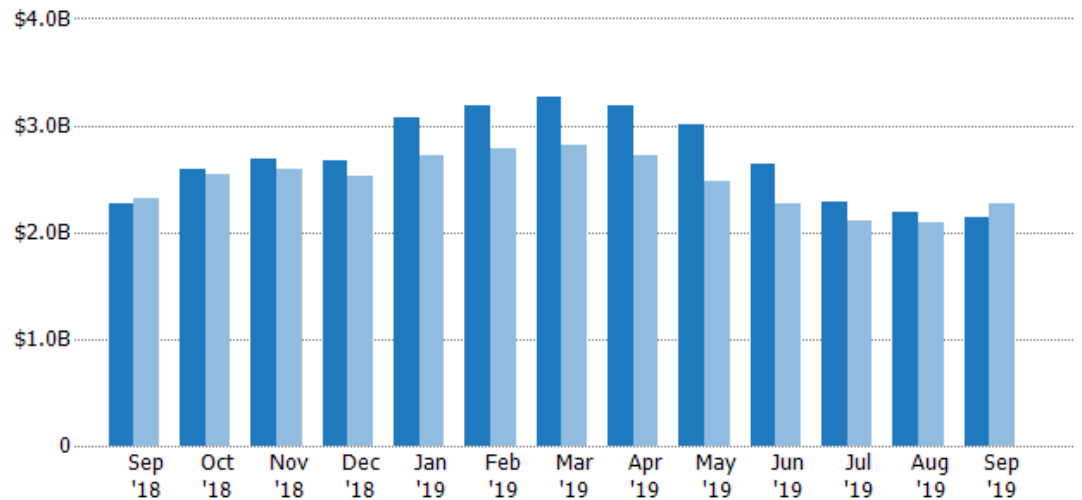
## Active Listing Volume

The sum of the 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

| Month/<br>Year | Volume  | % Chg. |
|----------------|---------|--------|
| Sep '19        | \$2.14B | -5.2%  |
| Sep '18        | \$2.26B | -2.3%  |
| Sep '17        | \$2.31B | 1.2%   |



|                                |         |         |         |         |         |         |         |         |         |         |         |         |         |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$2.26B | \$2.58B | \$2.69B | \$2.67B | \$3.08B | \$3.19B | \$3.27B | \$3.19B | \$3.01B | \$2.65B | \$2.29B | \$2.19B | \$2.14B |
| Prior Year                     | \$2.31B | \$2.54B | \$2.6B  | \$2.52B | \$2.71B | \$2.78B | \$2.82B | \$2.72B | \$2.48B | \$2.27B | \$2.11B | \$2.09B | \$2.26B |
| Percent Change from Prior Year | -2%     | 2%      | 4%      | 6%      | 13%     | 15%     | 16%     | 17%     | 22%     | 17%     | 9%      | 5%      | -5%     |

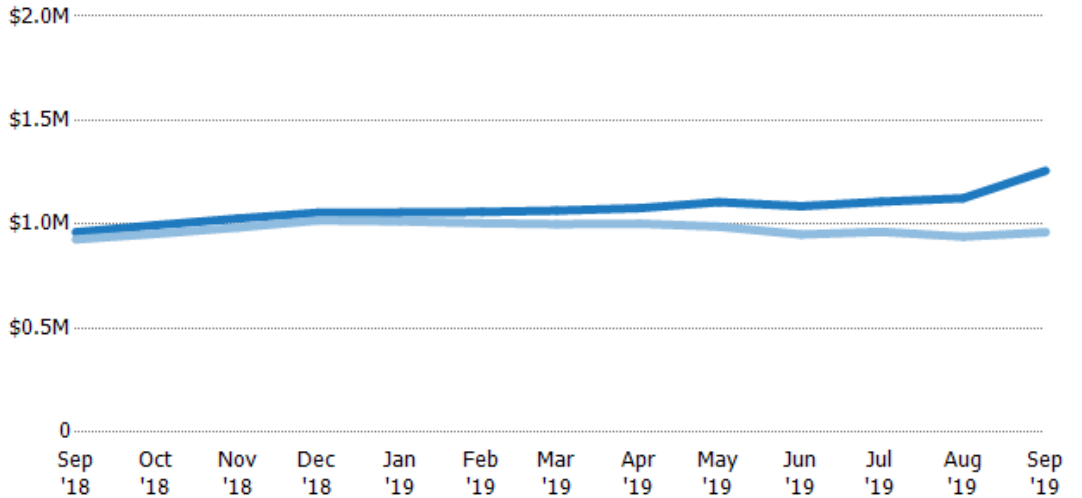
## Average Listing Price

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

| Month/<br>Year | Price   | % Chg. |
|----------------|---------|--------|
| Sep '19        | \$1.26M | 30.7%  |
| Sep '18        | \$962K  | 3.7%   |
| Sep '17        | \$928K  | -7%    |



|                                |        |        |         |         |         |         |         |         |         |         |         |         |         |
|--------------------------------|--------|--------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$962K | \$995K | \$1.03M | \$1.06M | \$1.06M | \$1.06M | \$1.07M | \$1.08M | \$1.11M | \$1.09M | \$1.11M | \$1.13M | \$1.26M |
| Prior Year                     | \$928K | \$954K | \$984K  | \$1.02M | \$1.01M | \$1.01M | \$1M    | \$1M    | \$989K  | \$951K  | \$964K  | \$940K  | \$962K  |
| Percent Change from Prior Year | 4%     | 4%     | 4%      | 4%      | 4%      | 5%      | 7%      | 7%      | 12%     | 14%     | 15%     | 20%     | 31%     |

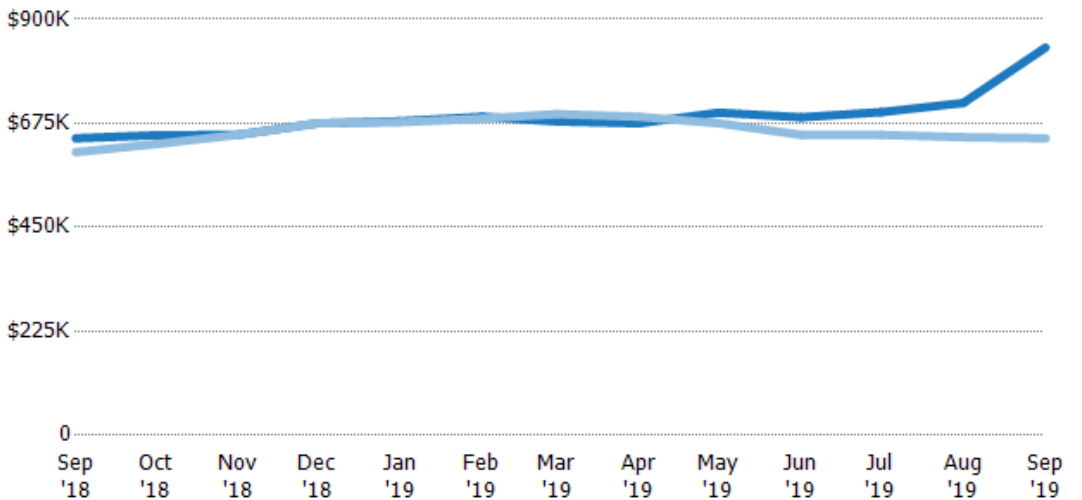
## Median Listing Price

The median 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

| Month/<br>Year | Price  | % Chg. |
|----------------|--------|--------|
| Sep '19        | \$839K | 30.6%  |
| Sep '18        | \$643K | 4.9%   |
| Sep '17        | \$613K | -7.2%  |



|                                |        |        |        |        |        |        |        |        |        |        |        |        |        |
|--------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Current Year                   | \$643K | \$649K | \$650K | \$675K | \$679K | \$689K | \$679K | \$675K | \$698K | \$688K | \$699K | \$719K | \$839K |
| Prior Year                     | \$613K | \$630K | \$650K | \$675K | \$678K | \$685K | \$695K | \$689K | \$675K | \$650K | \$650K | \$645K | \$643K |
| Percent Change from Prior Year | 5%     | 3%     | 0%     | 0%     | 0%     | 1%     | -2%    | -2%    | 3%     | 6%     | 8%     | 11%    | 31%    |

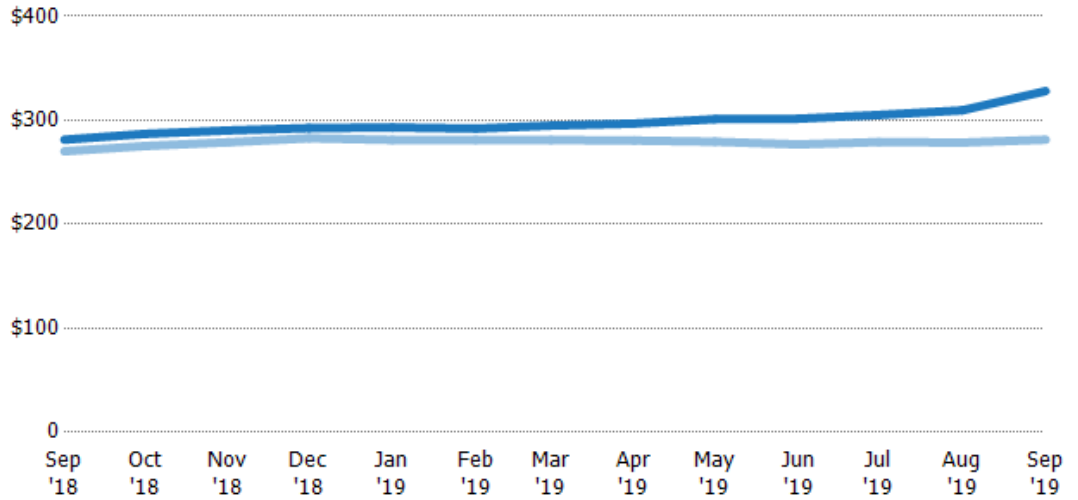
## Average Listing Price per Sq Ft

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

### Filters Used

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

| Month/<br>Year | Price/sq ft | % Chg. |
|----------------|-------------|--------|
| Sep '19        | \$328       | 16.6%  |
| Sep '18        | \$281       | 4.1%   |
| Sep '17        | \$270       | -4.7%  |



|                                | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$281   | \$287   | \$290   | \$293   | \$293   | \$292   | \$295   | \$297   | \$301   | \$302   | \$305   | \$310   | \$328   |
| Prior Year                     | \$270   | \$275   | \$279   | \$283   | \$281   | \$281   | \$281   | \$281   | \$279   | \$277   | \$279   | \$279   | \$281   |
| Percent Change from Prior Year | 4%      | 4%      | 4%      | 3%      | 4%      | 4%      | 5%      | 6%      | 8%      | 9%      | 9%      | 11%     | 17%     |

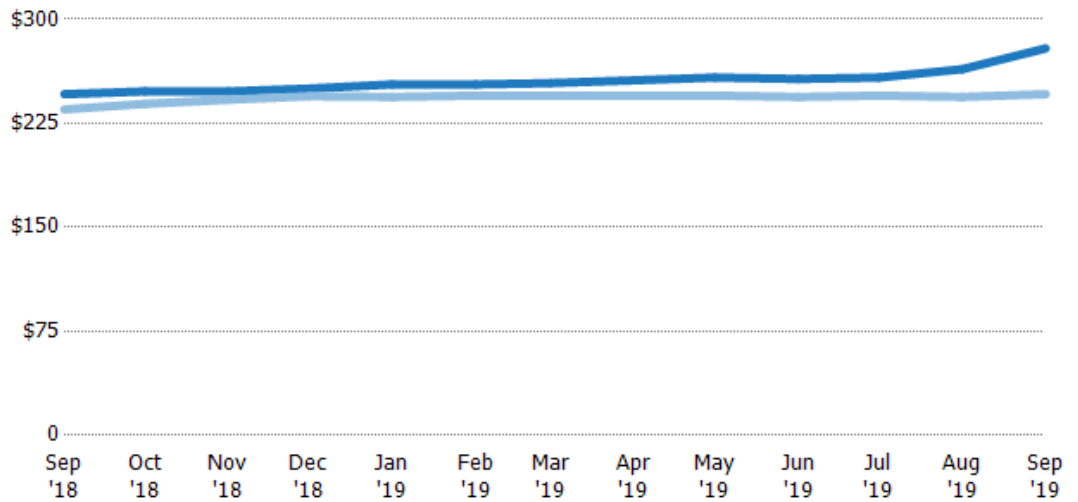
## Median Listing Price per Sq Ft

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

| Month/<br>Year | Price/sq ft | % Chg. |
|----------------|-------------|--------|
| Sep '19        | \$279       | 13.4%  |
| Sep '18        | \$246       | 4.7%   |
| Sep '17        | \$235       | -4.3%  |



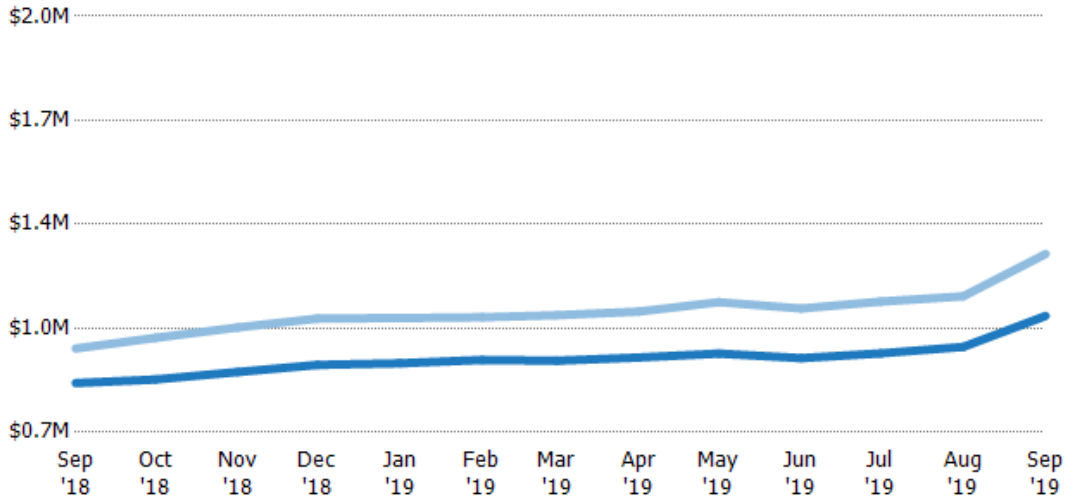
|                                | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$246   | \$248   | \$248   | \$250   | \$253   | \$253   | \$254   | \$256   | \$258   | \$257   | \$258   | \$264   | \$279   |
| Prior Year                     | \$235   | \$239   | \$242   | \$245   | \$244   | \$245   | \$245   | \$245   | \$245   | \$244   | \$245   | \$244   | \$246   |
| Percent Change from Prior Year | 5%      | 4%      | 2%      | 2%      | 4%      | 3%      | 4%      | 4%      | 5%      | 5%      | 5%      | 8%      | 13%     |

## 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.

### Filters Used

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



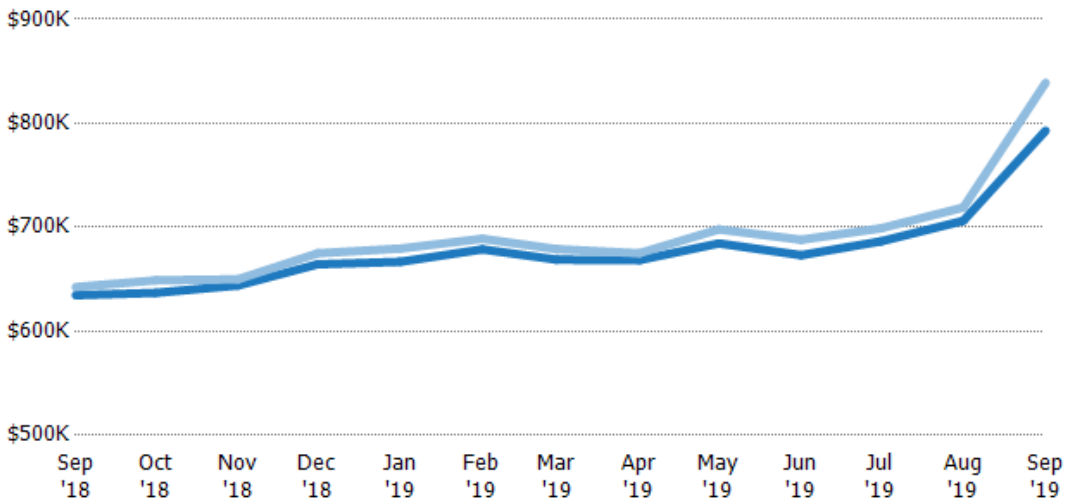
|   |        |        |         |         |         |         |         |         |         |         |         |         |         |
|---|--------|--------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Avg Est Value                             | \$854K | \$865K | \$888K  | \$911K  | \$915K  | \$926K  | \$924K  | \$934K  | \$946K  | \$932K  | \$947K  | \$967K  | \$1.06M |
| Avg Listing Price                         | \$962K | \$995K | \$1.03M | \$1.06M | \$1.06M | \$1.06M | \$1.07M | \$1.08M | \$1.11M | \$1.09M | \$1.11M | \$1.13M | \$1.26M |
| Avg Listing Price as a % of Avg Est Value | 113%   | 115%   | 116%    | 116%    | 115%    | 114%    | 115%    | 115%    | 117%    | 117%    | 117%    | 116%    | 118%    |

## 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.

### Filters Used

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



|   |        |        |        |        |        |        |        |        |        |        |        |        |        |
|---|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Median Est Value                          | \$635K | \$637K | \$644K | \$664K | \$667K | \$679K | \$669K | \$668K | \$684K | \$673K | \$686K | \$706K | \$793K |
| Median Listing Price                      | \$643K | \$649K | \$650K | \$675K | \$679K | \$689K | \$679K | \$675K | \$698K | \$688K | \$699K | \$719K | \$839K |
| Med Listing Price as a % of Med Est Value | 101%   | 102%   | 101%   | 102%   | 102%   | 102%   | 102%   | 101%   | 102%   | 102%   | 102%   | 102%   | 106%   |

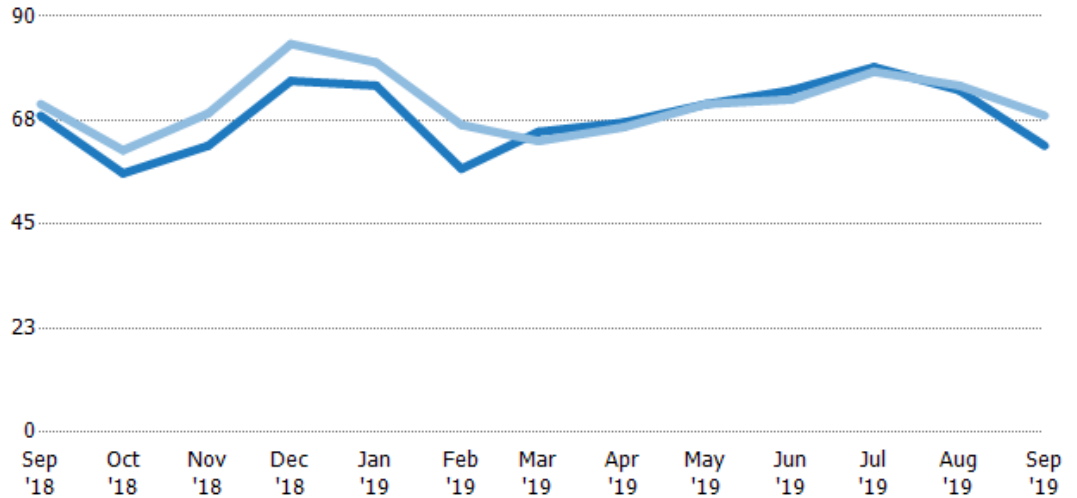
## Median Days in RPR

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.

### Filters Used

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

| Month/<br>Year | Days | % Chg. |
|----------------|------|--------|
| Sep '19        | 62   | -9.5%  |
| Sep '18        | 68.5 | -3.5%  |
| Sep '17        | 71   | 9.9%   |



|                                |      |     |      |      |     |      |    |    |    |    |    |     |      |
|--------------------------------|------|-----|------|------|-----|------|----|----|----|----|----|-----|------|
| Current Year                   | 68.5 | 56  | 62   | 76   | 75  | 57   | 65 | 67 | 71 | 74 | 79 | 74  | 62   |
| Prior Year                     | 71   | 61  | 69   | 84   | 80  | 66.5 | 63 | 66 | 71 | 72 | 78 | 75  | 68.5 |
| Percent Change from Prior Year | -4%  | -8% | -10% | -10% | -6% | -14% | 3% | 2% | 0% | 3% | 1% | -1% | -9%  |

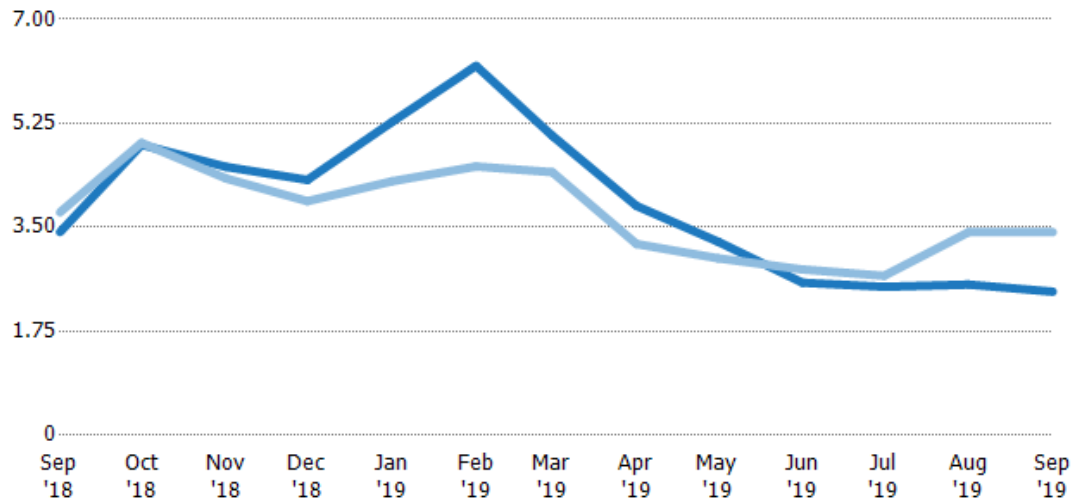
## Months of Inventory

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

### Filters Used

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

| Month/<br>Year | Months | % Chg. |
|----------------|--------|--------|
| Sep '19        | 2.42   | -29.3% |
| Sep '18        | 3.42   | -8.9%  |
| Sep '17        | 3.75   | 12.4%  |



|                                |      |      |      |      |      |      |      |      |      |      |      |      |      |
|--------------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| Current Year                   | 3.42 | 4.89 | 4.52 | 4.3  | 5.27 | 6.22 | 5.04 | 3.86 | 3.26 | 2.57 | 2.5  | 2.54 | 2.42 |
| Prior Year                     | 3.75 | 4.92 | 4.32 | 3.94 | 4.27 | 4.52 | 4.43 | 3.22 | 2.98 | 2.79 | 2.68 | 3.42 | 3.42 |
| Percent Change from Prior Year | -9%  | -1%  | 4%   | 9%   | 23%  | 37%  | 14%  | 20%  | 9%   | -8%  | -7%  | -26% | -29% |

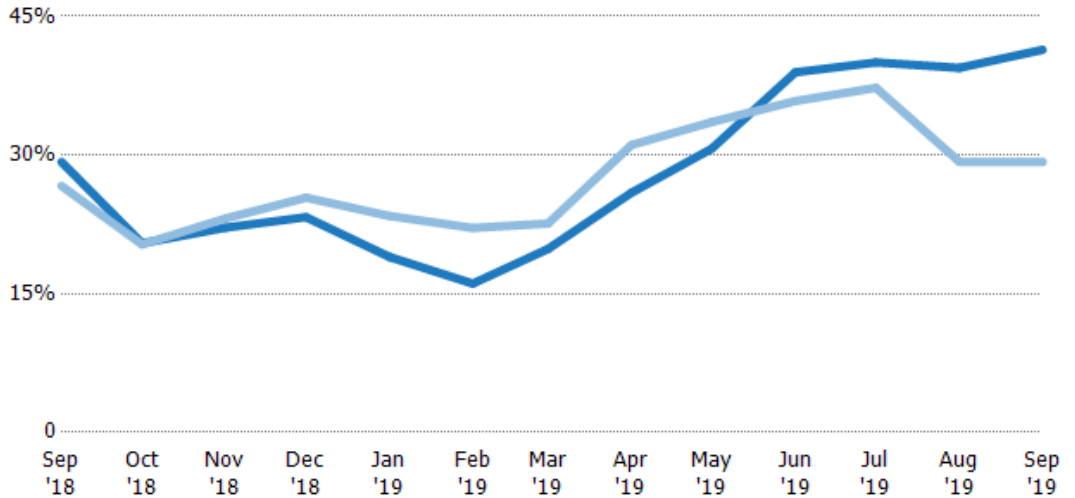


## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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



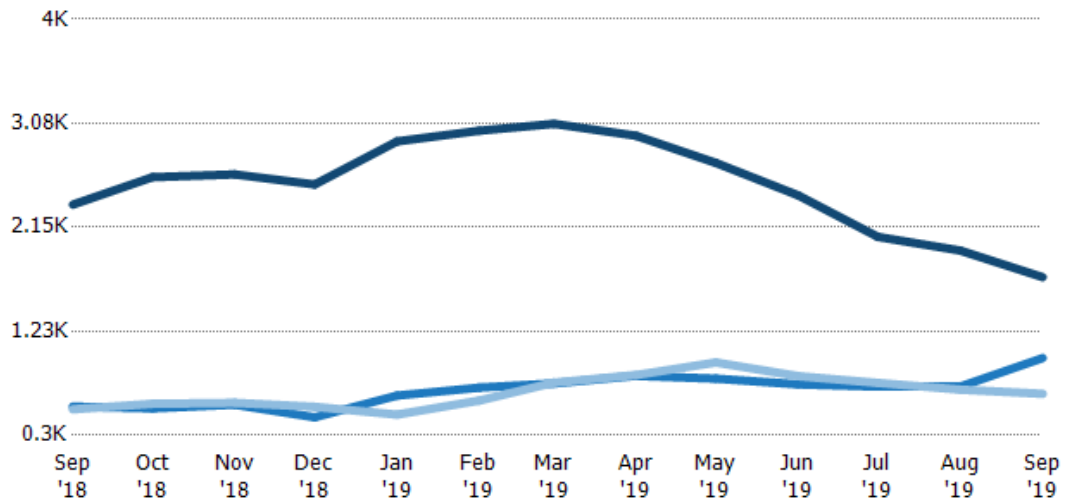
|                        | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 |
|------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year           | 29%     | 20%     | 22%     | 23%     | 19%     | 16%     | 20%     | 26%     | 31%     | 39%     | 40%     | 39%     | 41%     |
| Prior Year             | 27%     | 20%     | 23%     | 25%     | 23%     | 22%     | 23%     | 31%     | 34%     | 36%     | 37%     | 29%     | 29%     |
| Change from Prior Year | -3%     | 0%      | 1%      | 2%      | 4%      | 6%      | 3%      | 5%      | 3%      | -3%     | -3%     | -10%    | -12%    |

## 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



|         | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 |
|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Active  | 2.35K   | 2.6K    | 2.62K   | 2.53K   | 2.91K   | 3.01K   | 3.07K   | 2.96K   | 2.72K   | 2.43K   | 2.06K   | 1.94K   | 1.71K   |
| Pending | 555     | 540     | 572     | 460     | 653     | 724     | 761     | 829     | 804     | 753     | 733     | 733     | 987     |
| Sold    | 531     | 580     | 589     | 553     | 484     | 609     | 768     | 836     | 948     | 826     | 766     | 706     | 669     |

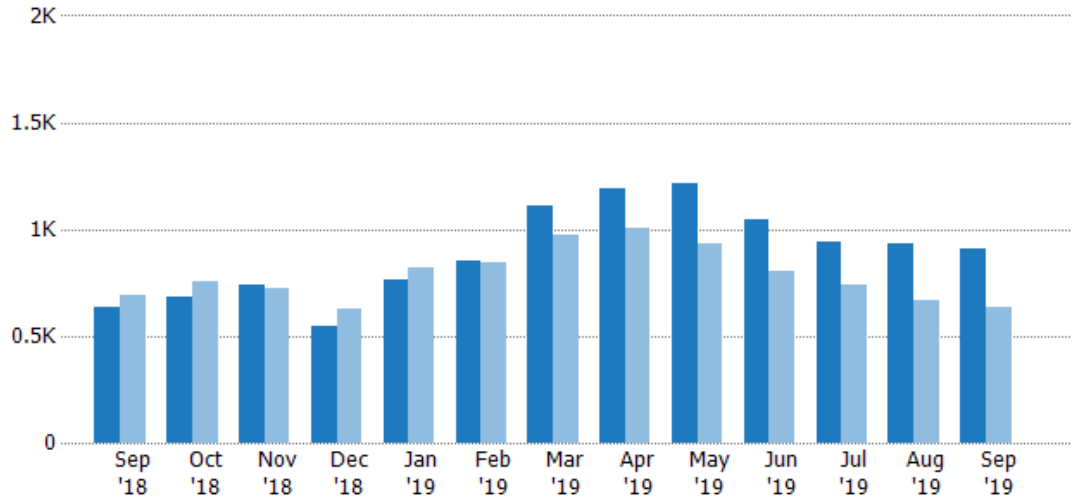
## New Pending Sales

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

### Filters Used

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

| Month/Year | Count | % Chg. |
|------------|-------|--------|
| Sep '19    | 910   | 43.3%  |
| Sep '18    | 635   | -7.8%  |
| Sep '17    | 689   | -2.9%  |



|                                |     |      |     |      |     |     |       |       |       |       |     |     |     |
|--------------------------------|-----|------|-----|------|-----|-----|-------|-------|-------|-------|-----|-----|-----|
| Current Year                   | 635 | 680  | 740 | 544  | 764 | 852 | 1.11K | 1.19K | 1.21K | 1.04K | 939 | 936 | 910 |
| Prior Year                     | 689 | 755  | 727 | 626  | 823 | 845 | 973   | 1.01K | 935   | 805   | 736 | 664 | 635 |
| Percent Change from Prior Year | -8% | -10% | 2%  | -13% | -7% | 1%  | 14%   | 18%   | 30%   | 30%   | 28% | 41% | 43% |

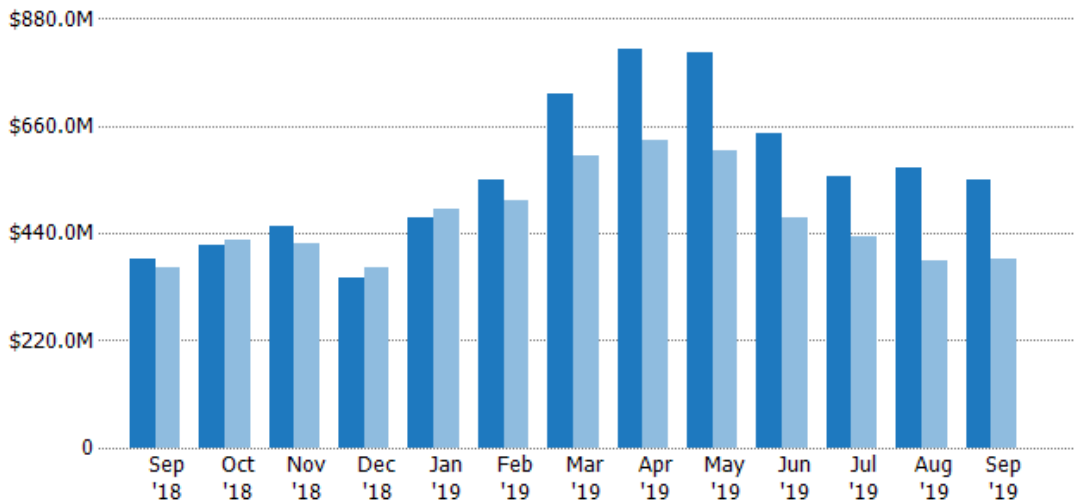
## New Pending Sales Volume

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

### Filters Used

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

| Month/Year | Volume | % Chg. |
|------------|--------|--------|
| Sep '19    | \$549M | 42.2%  |
| Sep '18    | \$386M | 4.3%   |
| Sep '17    | \$370M | -4.7%  |



|                                |        |        |        |        |        |        |        |        |        |        |        |        |        |
|--------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Current Year                   | \$386M | \$415M | \$454M | \$347M | \$473M | \$549M | \$727M | \$818M | \$810M | \$646M | \$556M | \$575M | \$549M |
| Prior Year                     | \$370M | \$425M | \$420M | \$370M | \$489M | \$507M | \$599M | \$631M | \$608M | \$473M | \$434M | \$383M | \$386M |
| Percent Change from Prior Year | 4%     | -2%    | 8%     | -6%    | -3%    | 8%     | 21%    | 30%    | 33%    | 37%    | 28%    | 50%    | 42%    |

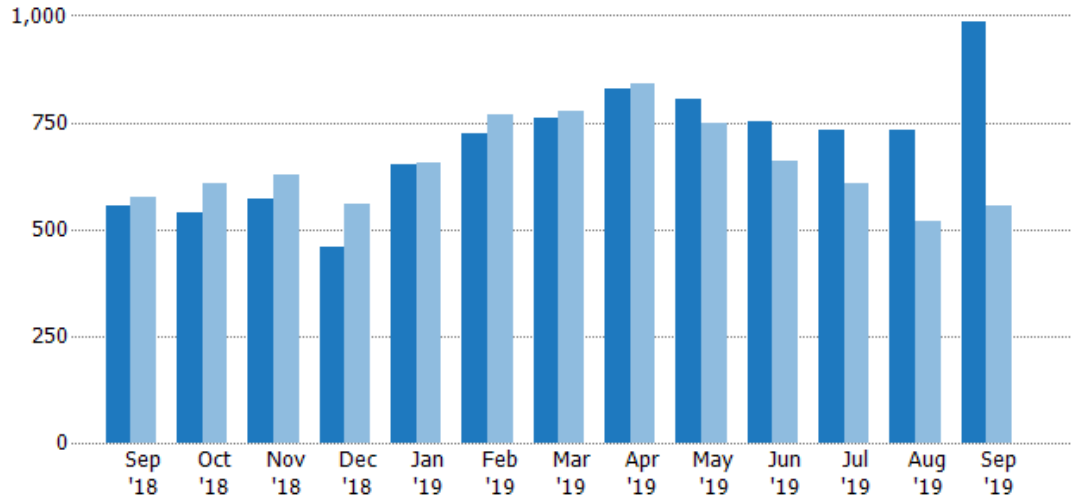
## Pending Sales

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

### Filters Used

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

| Month/<br>Year | Count | % Chg. |
|----------------|-------|--------|
| Sep '19        | 987   | 77.8%  |
| Sep '18        | 555   | -3.5%  |
| Sep '17        | 575   | -2.8%  |



|                                |     |      |     |      |     |     |     |     |     |     |     |     |     |
|--------------------------------|-----|------|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Current Year                   | 555 | 540  | 572 | 460  | 653 | 724 | 761 | 829 | 804 | 753 | 733 | 733 | 987 |
| Prior Year                     | 575 | 609  | 629 | 557  | 654 | 770 | 778 | 842 | 750 | 659 | 607 | 518 | 555 |
| Percent Change from Prior Year | -3% | -11% | -9% | -17% | 0%  | -6% | -2% | -2% | 7%  | 14% | 21% | 42% | 78% |

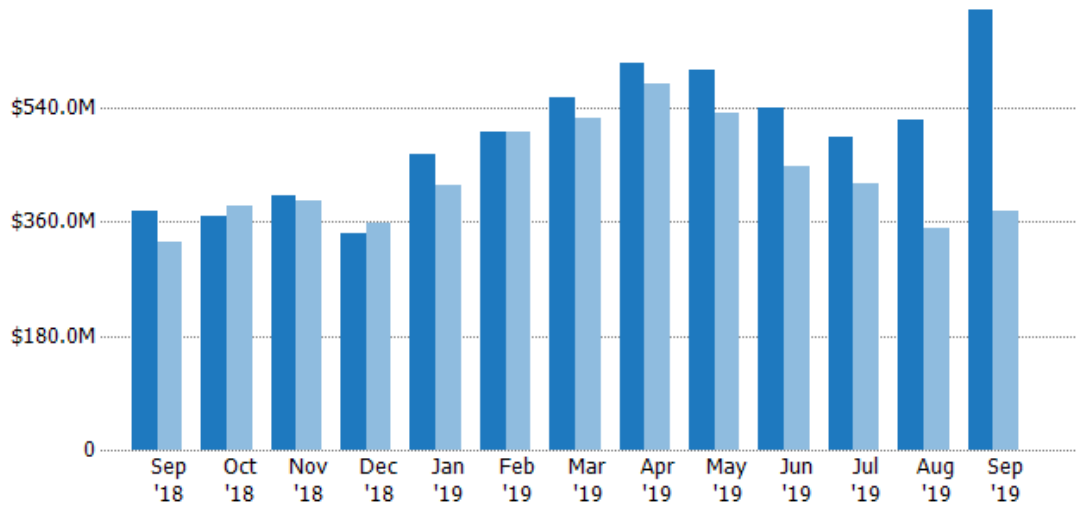
## Pending Sales Volume

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

### Filters Used

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

| Month/<br>Year | Volume | % Chg. |
|----------------|--------|--------|
| Sep '19        | \$695M | 83.8%  |
| Sep '18        | \$378M | 15%    |
| Sep '17        | \$329M | 2.6%   |



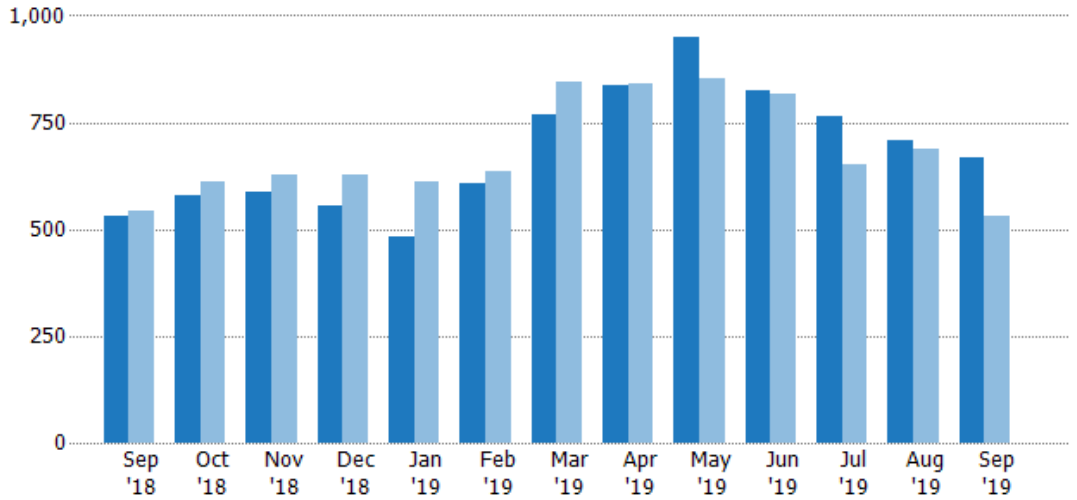
|                                |        |        |        |        |        |        |        |        |        |        |        |        |        |
|--------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Current Year                   | \$378M | \$368M | \$401M | \$343M | \$465M | \$503M | \$556M | \$611M | \$599M | \$539M | \$494M | \$520M | \$695M |
| Prior Year                     | \$329M | \$385M | \$394M | \$357M | \$418M | \$502M | \$523M | \$577M | \$532M | \$447M | \$421M | \$350M | \$378M |
| Percent Change from Prior Year | 15%    | -4%    | 2%     | -4%    | 11%    | 0%     | 6%     | 6%     | 13%    | 21%    | 17%    | 48%    | 84%    |

## Closed Sales

The total number of residential properties sold each month.

### Filters Used

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



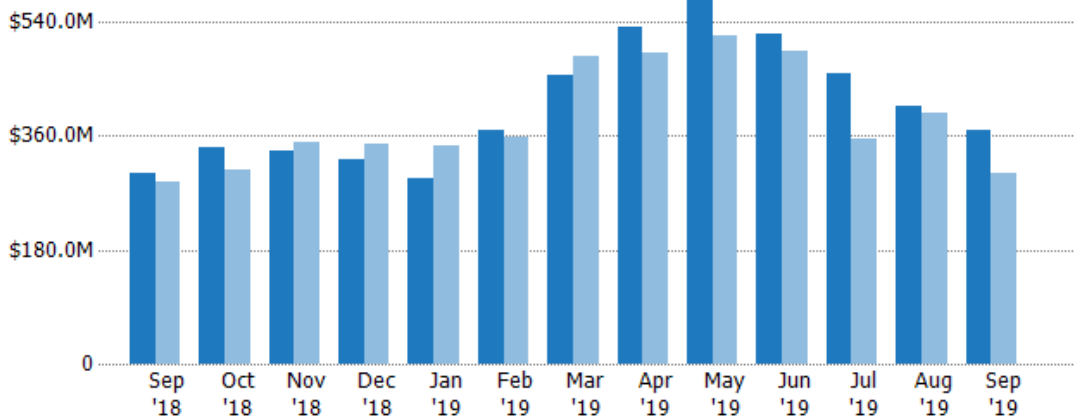
|                                | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | 531     | 580     | 589     | 553     | 484     | 609     | 768     | 836     | 948     | 826     | 766     | 706     | 669     |
| Prior Year                     | 541     | 610     | 629     | 626     | 612     | 637     | 844     | 842     | 854     | 815     | 651     | 688     | 531     |
| Percent Change from Prior Year | -2%     | -5%     | -6%     | -12%    | -21%    | -4%     | -9%     | -1%     | 11%     | 1%      | 18%     | 3%      | 26%     |

## Closed Sales Volume

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

### Filters Used

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



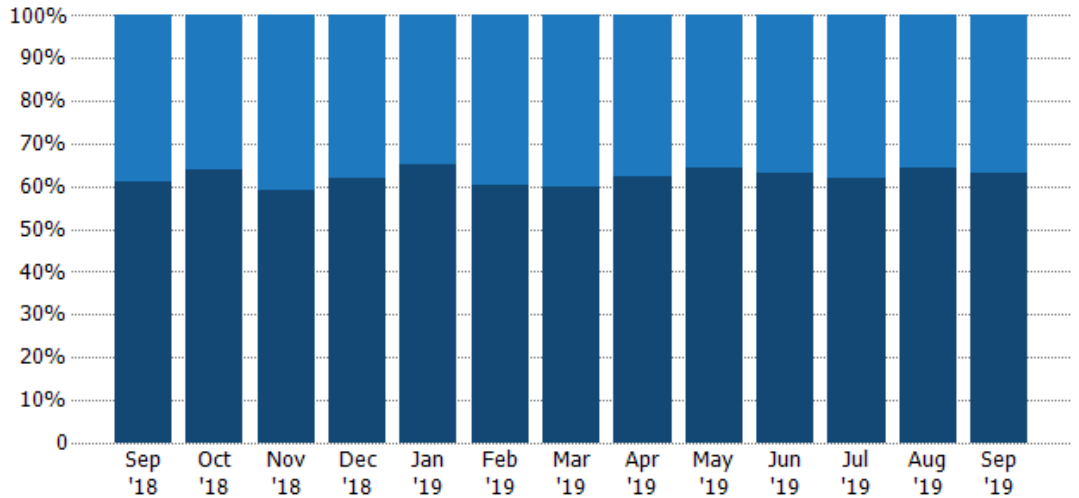
|                                | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$301M  | \$343M  | \$337M  | \$322M  | \$292M  | \$368M  | \$457M  | \$531M  | \$602M  | \$519M  | \$458M  | \$405M  | \$370M  |
| Prior Year                     | \$287M  | \$306M  | \$351M  | \$347M  | \$345M  | \$358M  | \$486M  | \$492M  | \$519M  | \$494M  | \$355M  | \$397M  | \$301M  |
| Percent Change from Prior Year | 5%      | 12%     | -4%     | -7%     | -15%    | 3%      | -6%     | 8%      | 16%     | 5%      | 29%     | 2%      | 23%     |

## Closed Sales by Property Type

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

### Filters Used

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



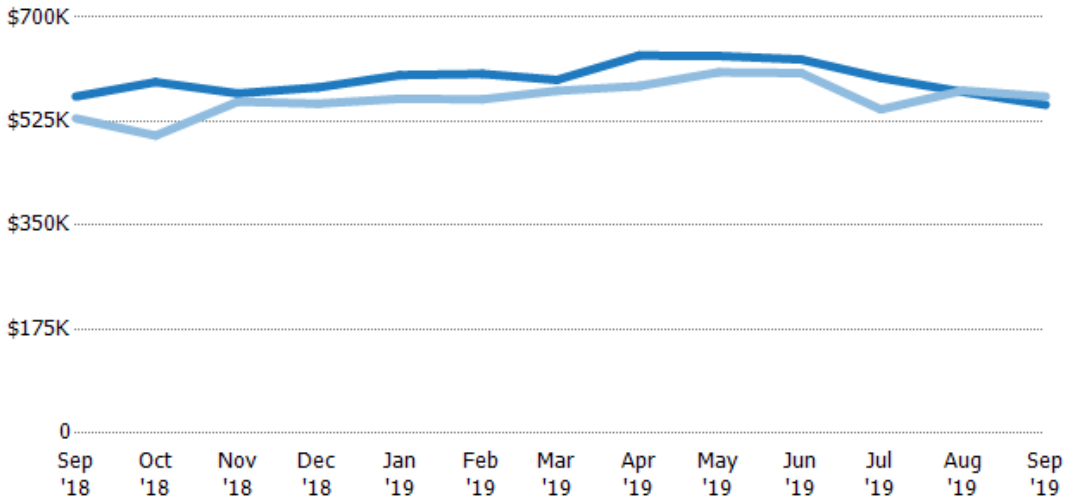
|                         |     |     |     |     |     |     |     |     |     |     |     |     |     |
|-------------------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Condo/Townhouse         | 39% | 36% | 41% | 38% | 35% | 40% | 40% | 38% | 36% | 37% | 38% | 36% | 37% |
| Single Family Residence | 61% | 64% | 59% | 62% | 65% | 60% | 60% | 62% | 64% | 63% | 62% | 64% | 63% |

## Average Sales Price

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



| Month/Year | Price  | % Chg. |
|------------|--------|--------|
| Sep '19    | \$553K | -2.5%  |
| Sep '18    | \$567K | 6.9%   |
| Sep '17    | \$530K | -4%    |

|                                |        |        |        |        |        |        |        |        |        |        |        |        |        |
|--------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Current Year                   | \$567K | \$591K | \$572K | \$582K | \$603K | \$605K | \$595K | \$636K | \$635K | \$629K | \$598K | \$574K | \$553K |
| Prior Year                     | \$530K | \$501K | \$558K | \$555K | \$563K | \$562K | \$576K | \$584K | \$607K | \$606K | \$545K | \$577K | \$567K |
| Percent Change from Prior Year | 7%     | 18%    | 2%     | 5%     | 7%     | 8%     | 3%     | 9%     | 5%     | 4%     | 10%    | 0%     | -2%    |

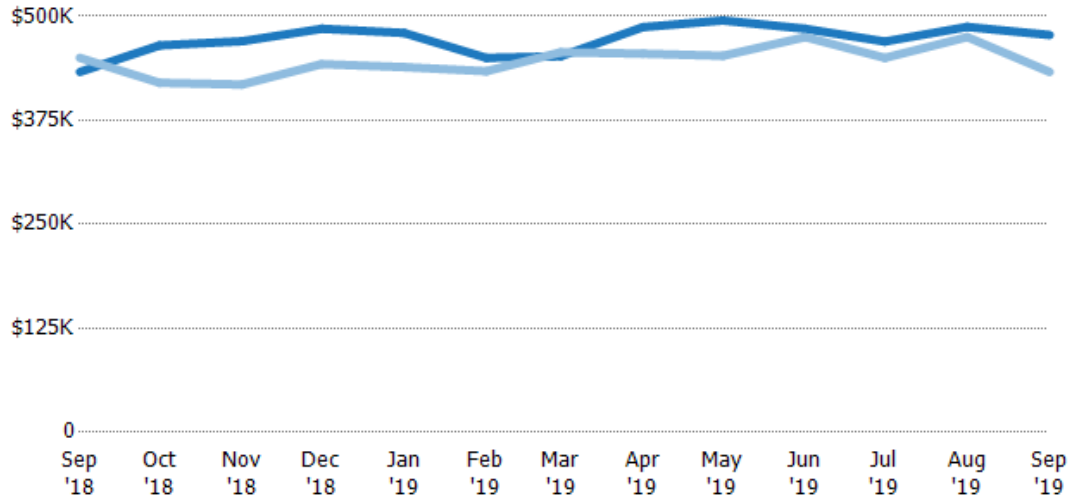
## Median Sales Price

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

| Month/<br>Year | Price  | % Chg. |
|----------------|--------|--------|
| Sep '19        | \$478K | 10.3%  |
| Sep '18        | \$433K | -3.8%  |
| Sep '17        | \$450K | -13.3% |



|                                |        |        |        |        |        |        |        |        |        |        |        |        |        |
|--------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Current Year                   | \$433K | \$465K | \$470K | \$485K | \$480K | \$450K | \$452K | \$487K | \$495K | \$485K | \$470K | \$487K | \$478K |
| Prior Year                     | \$450K | \$420K | \$418K | \$443K | \$439K | \$434K | \$457K | \$455K | \$452K | \$475K | \$450K | \$475K | \$433K |
| Percent Change from Prior Year | -4%    | 11%    | 12%    | 10%    | 9%     | 4%     | -1%    | 7%     | 9%     | 2%     | 4%     | 3%     | 10%    |

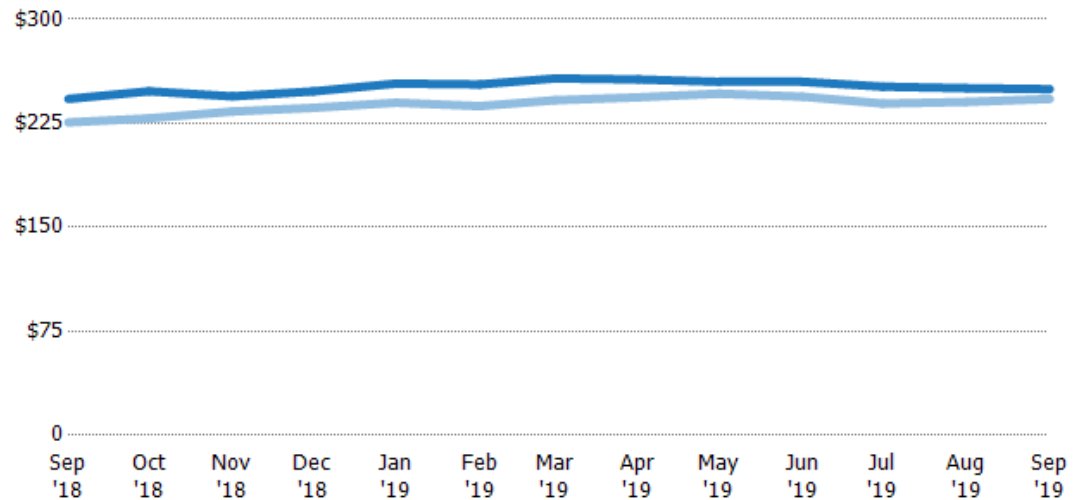
## Average Sales Price per Sq Ft

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

### Filters Used

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

| Month/<br>Year | Price/sq ft | % Chg. |
|----------------|-------------|--------|
| Sep '19        | \$250       | 2.9%   |
| Sep '18        | \$243       | 7.5%   |
| Sep '17        | \$226       | -4.9%  |



|                                |       |       |       |       |       |       |       |       |       |       |       |       |       |
|--------------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Current Year                   | \$243 | \$248 | \$244 | \$248 | \$254 | \$253 | \$257 | \$257 | \$255 | \$255 | \$251 | \$250 | \$250 |
| Prior Year                     | \$226 | \$229 | \$234 | \$236 | \$240 | \$237 | \$242 | \$244 | \$246 | \$244 | \$239 | \$240 | \$243 |
| Percent Change from Prior Year | 7%    | 9%    | 5%    | 5%    | 6%    | 7%    | 6%    | 5%    | 3%    | 4%    | 5%    | 4%    | 3%    |

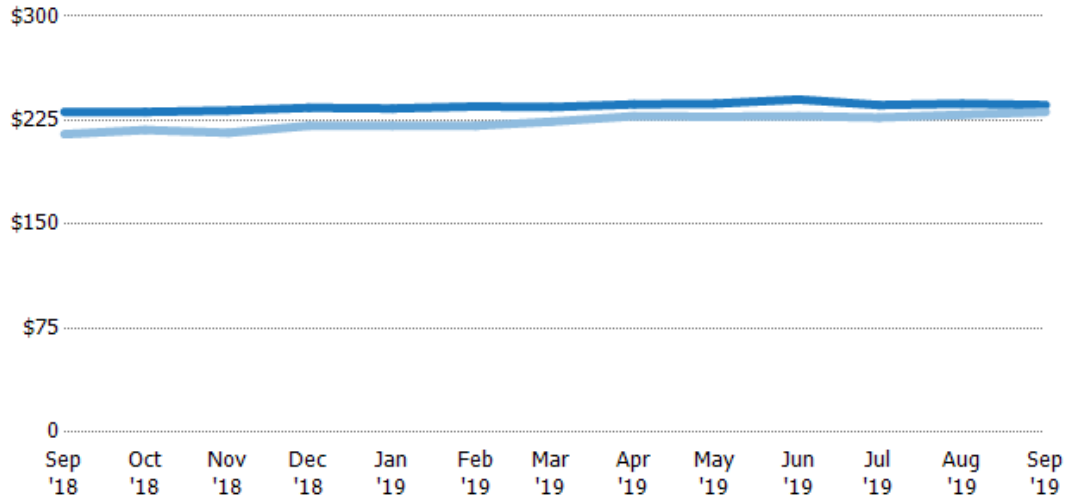
## Median Sales Price per Sq Ft

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

### Filters Used

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

| Month/<br>Year | Price/sq ft | % Chg. |
|----------------|-------------|--------|
| Sep '19        | \$236       | 2.2%   |
| Sep '18        | \$231       | 7.4%   |
| Sep '17        | \$215       | -6.5%  |



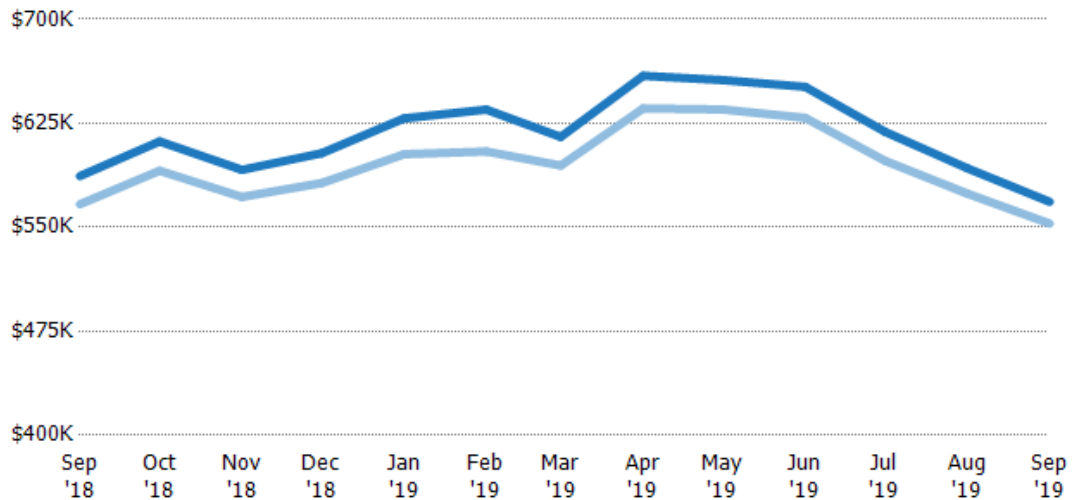
|                                |       |       |       |       |       |       |       |       |       |       |       |       |       |
|--------------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Current Year                   | \$231 | \$231 | \$232 | \$234 | \$234 | \$235 | \$235 | \$237 | \$237 | \$240 | \$236 | \$237 | \$236 |
| Prior Year                     | \$215 | \$218 | \$216 | \$221 | \$221 | \$221 | \$224 | \$228 | \$228 | \$228 | \$227 | \$229 | \$231 |
| Percent Change from Prior Year | 7%    | 6%    | 7%    | 6%    | 6%    | 6%    | 5%    | 4%    | 4%    | 5%    | 4%    | 3%    | 2%    |

## Average Sales Price vs Average Listing Price

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

### Filters Used

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



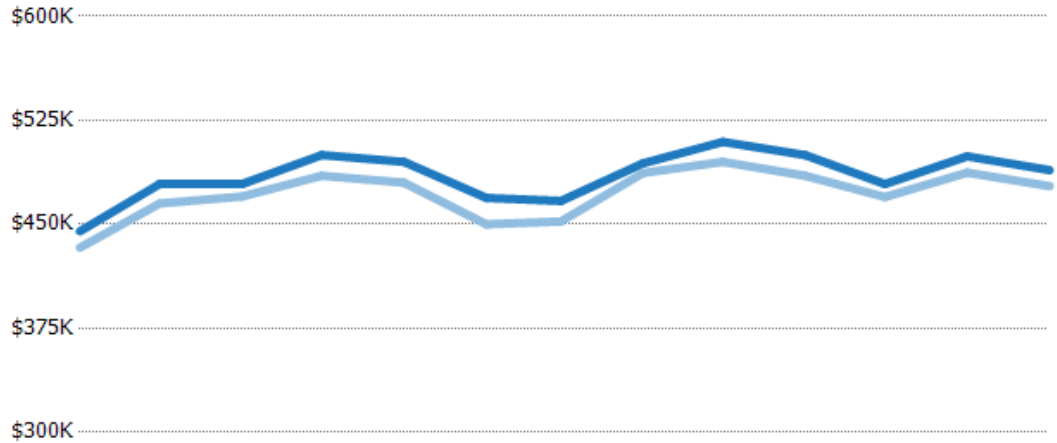
|  |        |        |        |        |        |        |        |        |        |        |        |        |        |
|--|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Avg List Price                           | \$587K | \$612K | \$591K | \$603K | \$629K | \$635K | \$615K | \$659K | \$656K | \$651K | \$619K | \$593K | \$568K |
| Avg Sales Price                          | \$567K | \$591K | \$572K | \$582K | \$603K | \$605K | \$595K | \$636K | \$635K | \$629K | \$598K | \$574K | \$553K |
| Avg Sales Price as a % of Avg List Price | 97%    | 97%    | 97%    | 96%    | 96%    | 95%    | 97%    | 96%    | 97%    | 97%    | 97%    | 97%    | 97%    |

## Median Sales Price vs Median Listing Price

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

### Filters Used

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



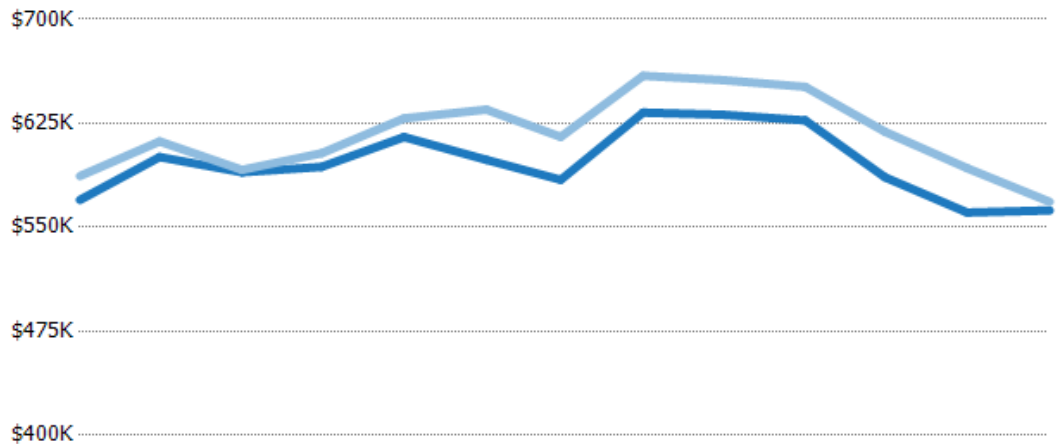
|  | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 |
|--|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Median List Price                        | \$445K  | \$479K  | \$479K  | \$500K  | \$495K  | \$469K  | \$467K  | \$494K  | \$509K  | \$500K  | \$479K  | \$499K  | \$489K  |
| Median Sales Price                       | \$433K  | \$465K  | \$470K  | \$485K  | \$480K  | \$450K  | \$452K  | \$487K  | \$495K  | \$485K  | \$470K  | \$487K  | \$478K  |
| Med Sales Price as a % of Med List Price | 97%     | 97%     | 98%     | 97%     | 97%     | 96%     | 97%     | 99%     | 97%     | 97%     | 98%     | 98%     | 98%     |

## 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.

### Filters Used

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



|   | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 |
|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Avg Est Value                           | \$570K  | \$601K  | \$590K  | \$594K  | \$615K  | \$599K  | \$584K  | \$633K  | \$631K  | \$627K  | \$586K  | \$561K  | \$562K  |
| Avg Sales Price                         | \$587K  | \$612K  | \$591K  | \$603K  | \$629K  | \$635K  | \$615K  | \$659K  | \$656K  | \$651K  | \$619K  | \$593K  | \$568K  |
| Avg Sales Price as a % of Avg Est Value | 103%    | 102%    | 100%    | 102%    | 102%    | 106%    | 105%    | 104%    | 104%    | 104%    | 106%    | 106%    | 101%    |

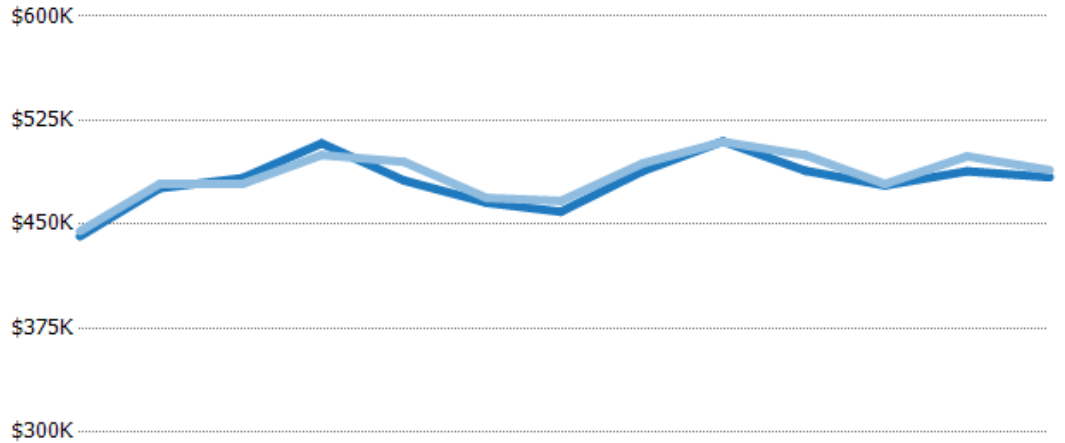


## Median Sales Price vs Median Est Value

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

### Filters Used

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



|   | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 |
|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Median Est Value                        | \$441K  | \$476K  | \$483K  | \$508K  | \$482K  | \$466K  | \$459K  | \$489K  | \$510K  | \$489K  | \$478K  | \$488K  | \$484K  |
| Median Sales Price                      | \$445K  | \$479K  | \$479K  | \$500K  | \$495K  | \$469K  | \$467K  | \$494K  | \$509K  | \$500K  | \$479K  | \$499K  | \$489K  |
| Med Sales Price as a % of Med Est Value | 101%    | 101%    | 99%     | 98%     | 103%    | 101%    | 102%    | 101%    | 100%    | 102%    | 100%    | 102%    | 101%    |

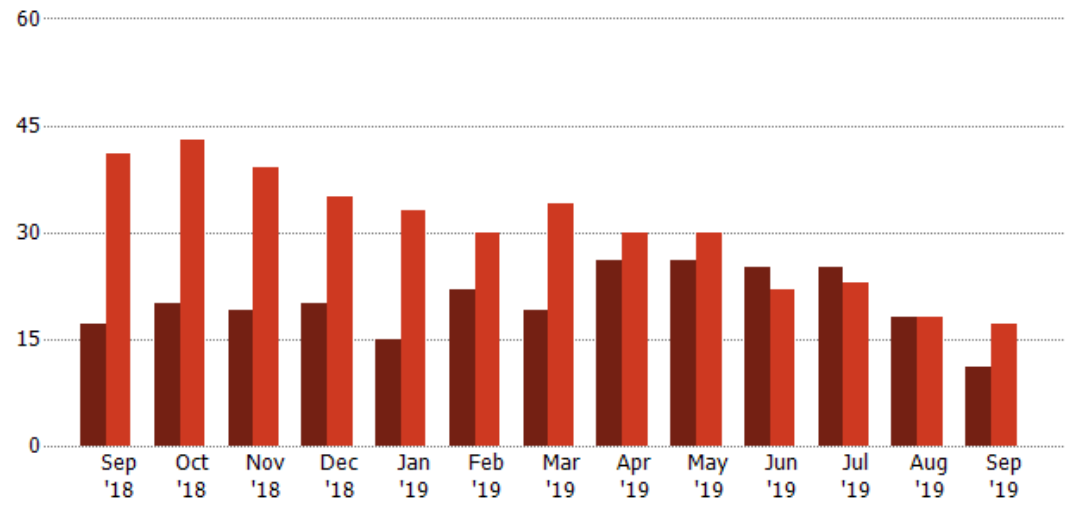
## Distressed Listings

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

### Filters Used

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

| Month/Year | Count | % Chg. |
|------------|-------|--------|
| Sep '19    | 11    | -35.3% |
| Sep '18    | 17    | -58.5% |
| Sep '17    | 41    | 26.8%  |



|                                | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | 17      | 20      | 19      | 20      | 15      | 22      | 19      | 26      | 26      | 25      | 25      | 18      | 11      |
| Prior Year                     | 41      | 43      | 39      | 35      | 33      | 30      | 34      | 30      | 30      | 22      | 23      | 18      | 17      |
| Percent Change from Prior Year | -59%    | -53%    | -51%    | -43%    | -55%    | -27%    | -44%    | -13%    | -13%    | 14%     | 9%      | 0%      | -35%    |

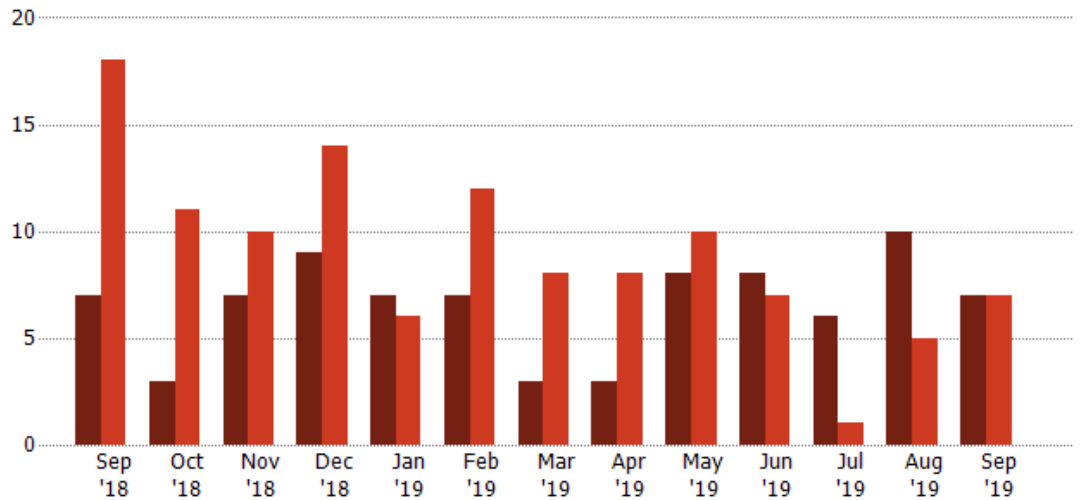
## Distressed Sales

The count of distressed residential properties sold each month.

### Filters Used

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

| Month/<br>Year | Count | % Chg. |
|----------------|-------|--------|
| Sep '19        | 7     | 0%     |
| Sep '18        | 7     | -61.1% |
| Sep '17        | 18    | -11.1% |



|                                |      |      |      |      |     |      |      |      |      |     |      |      |    |
|--------------------------------|------|------|------|------|-----|------|------|------|------|-----|------|------|----|
| Current Year                   | 7    | 3    | 7    | 9    | 7   | 7    | 3    | 3    | 8    | 8   | 6    | 10   | 7  |
| Prior Year                     | 18   | 11   | 10   | 14   | 6   | 12   | 8    | 8    | 10   | 7   | 1    | 5    | 7  |
| Percent Change from Prior Year | -61% | -73% | -30% | -36% | 17% | -42% | -63% | -63% | -20% | 14% | 500% | 100% | 0% |

## Sales Activity by ZIP

Sep 2019

| ZIP   | Pendings<br>(Month End) | Pending Volume<br>(Month End) | Sales | Sales Volume | Avg<br>Sales Price | Median<br>Sales Price | Avg Sales<br>Price per Sq Ft | Median Sales<br>Price per Sq Ft | Median Days<br>In RPR |
|-------|-------------------------|-------------------------------|-------|--------------|--------------------|-----------------------|------------------------------|---------------------------------|-----------------------|
| 85250 | 73                      | \$34,741,610                  | 60    | \$24,543,050 | \$409,051          | \$376,500             | \$239                        | \$231                           | 34                    |
| 85251 | 141                     | \$81,250,279                  | 84    | \$32,655,710 | \$388,758          | \$312,200             | \$248                        | \$226                           | 35                    |
| 85254 | 121                     | \$71,401,639                  | 119   | \$61,095,359 | \$513,406          | \$477,500             | \$230                        | \$223                           | 32                    |
| 85255 | 140                     | \$139,945,090                 | 110   | \$88,417,110 | \$803,792          | \$642,500             | \$272                        | \$252                           | 38                    |
| 85257 | 68                      | \$23,784,554                  | 34    | \$12,173,473 | \$358,043          | \$353,000             | \$226                        | \$231                           | 36                    |
| 85258 | 99                      | \$56,713,799                  | 87    | \$40,643,350 | \$467,165          | \$468,000             | \$244                        | \$237                           | 55                    |
| 85259 | 84                      | \$65,026,366                  | 40    | \$27,556,550 | \$688,914          | \$677,500             | \$236                        | \$232                           | 44                    |
| 85260 | 116                     | \$67,110,997                  | 75    | \$35,276,000 | \$470,347          | \$380,000             | \$227                        | \$222                           | 41                    |
| 85262 | 100                     | \$110,994,017                 | 28    | \$22,173,287 | \$791,903          | \$718,000             | \$252                        | \$232                           | 80                    |
| 85266 | 45                      | \$43,711,210                  | 32    | \$25,215,659 | \$787,989          | \$637,500             | \$256                        | \$262                           | 74                    |