



2020

NEW RIVER MARKET REPORT NOVEMBER 2020



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.

Key Metrics	Nov 2020	Nov 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	13	22	-40.9%	251	273	-8.1%
New Listing Volume	\$6,500,500	\$8,914,300	-27.1%	\$113,062,224	\$109,121,664	+3.6%
Active Listing Count	20	60	-66.7%	N/A	N/A	
Active Listing Volume	\$11,599,600	\$26,253,840	-55.8%	N/A	N/A	
Average Listing Price	\$579,980	\$437,564	+32.5%	\$488,212	\$433,198	+12.7%
Median Listing Price	\$484,950	\$405,000	+19.7%	\$454,713	\$417,182	+9%
Average Listing Price per Sq Ft	\$234	\$185	+26.5%	\$208	\$180	+15.6%
Median Listing Price per Sq Ft	\$209	\$190	+10%	\$200	\$173	+15.8%
Median Days in RPR	53	52	+1.9%	42.25	58.84	-28.2%
Months of Inventory	1.1	3.8	-70.5%	1.9	3.4	-44.2%
Absorption Rate	90.48%	26.67%	+63.8%	53.47%	29.84%	+23.6%
Sales Activity Charts Metrics						
New Pending Sales Count	27	25	+8%	319	296	+7.8%
New Pending Sales Volume	\$11,898,800	\$9,894,380	+20.3%	\$135,371,292	\$113,120,152	+19.7%
Pending Sales Count	25	17	+47.1%	N/A	N/A	
Pending Sales Volume	\$11,105,899	\$6,777,580	+63.9%	N/A	N/A	
Closed Sales Count	22	12	+83.3%	232	216	+7.4%
Closed Sales Volume	\$10,163,380	\$5,424,875	+87.3%	\$97,120,529	\$81,309,779	+19.4%
Average Sales Price	\$461,972	\$452,073	+2.2%	\$418,623	\$376,434	+11.2%
Median Sales Price	\$460,000	\$441,500	+4.2%	\$411,790	\$376,030	+9.5%
Average Sales Price per Sq Ft	\$211	\$170	+24.4%	\$184	\$167	+9.6%
Median Sales Price per Sq Ft	\$202	\$176	+14.8%	\$180	\$164	+9.9%
Distressed Charts Metrics						
Distressed Listing Count	—	—	—	N/A	N/A	

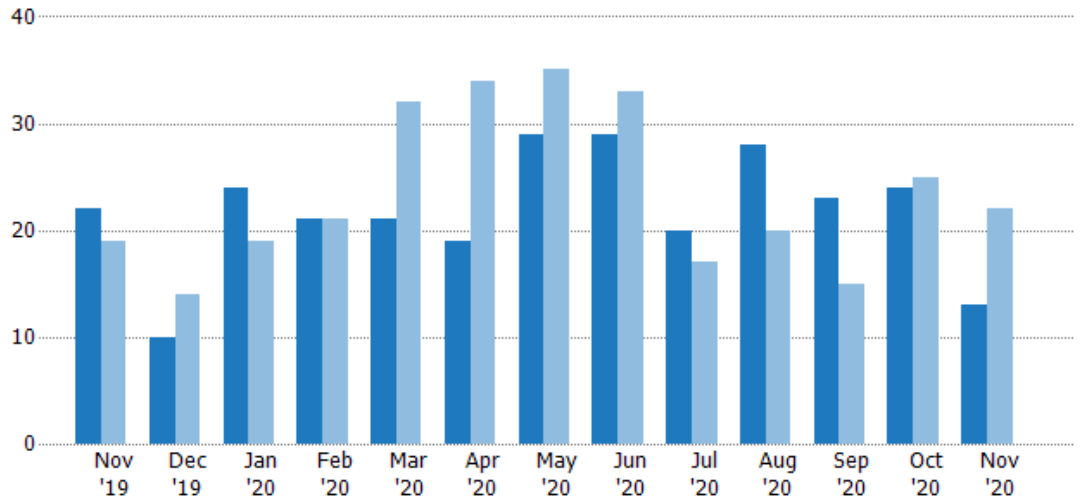
New Listings

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

Filters Used

Custom Area: New River, Arizona
Saved Area
Property Type:
Condo/Townhouse/Apt,
Mobile/Manufactured, Single Family
Residence

Month/ Year	Count	% Chg.
Nov '20	13	-40.9%
Nov '19	22	15.8%
Nov '18	19	21.1%



Current Year	22	10	24	21	21	19	29	29	20	28	23	24	13
Prior Year	19	14	19	21	32	34	35	33	17	20	15	25	22
Percent Change from Prior Year	16%	-29%	26%	0%	-34%	-44%	-17%	-12%	18%	40%	53%	-4%	-41%

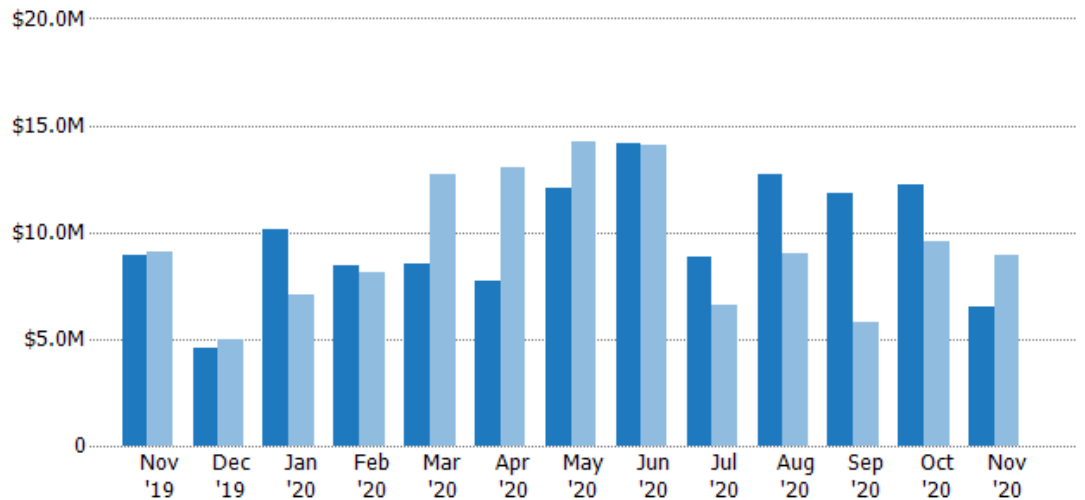
New Listing Volume

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

Filters Used

Custom Area: New River, Arizona
Saved Area
Property Type:
Condo/Townhouse/Apt,
Mobile/Manufactured, Single Family
Residence

Month/ Year	Volume	% Chg.
Nov '20	\$6.5M	-27.1%
Nov '19	\$8.91M	-2.2%
Nov '18	\$9.12M	12.2%



Current Year	\$8.91M	\$4.56M	\$10.1M	\$8.42M	\$8.54M	\$7.72M	\$12M	\$14.2M	\$8.82M	\$12.7M	\$11.8M	\$12.2M	\$6.5M
Prior Year	\$9.12M	\$5M	\$7.09M	\$8.15M	\$12.7M	\$13M	\$14.2M	\$14.1M	\$6.58M	\$9M	\$5.78M	\$9.57M	\$8.91M
Percent Change from Prior Year	-2%	-9%	43%	3%	-33%	-41%	-15%	1%	34%	41%	104%	28%	-27%

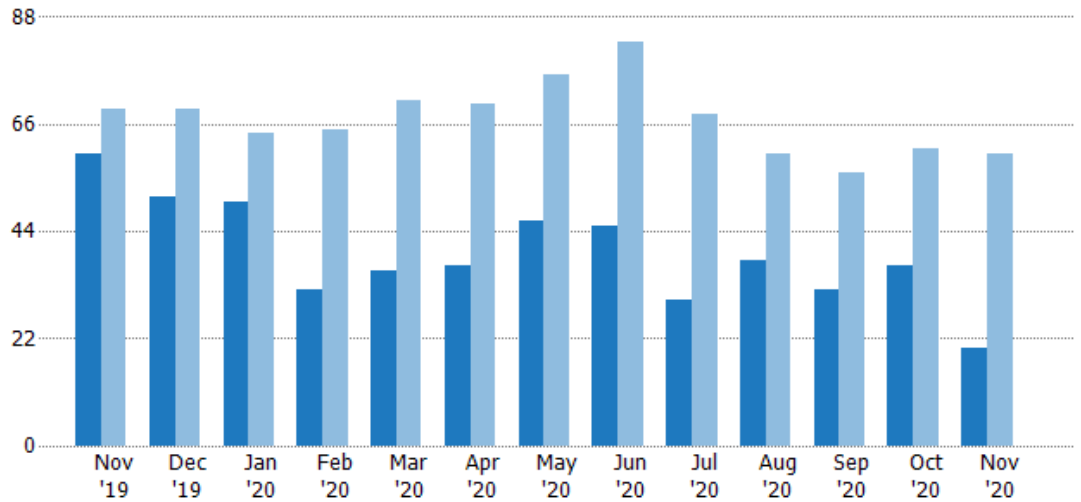
Active Listings

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

Filters Used

Custom Area: New River, Arizona
Saved Area
Property Type:
Condo/Townhouse/Apt,
Mobile/Manufactured, Single Family
Residence

Month/ Year	Count	% Chg.
Nov '20	20	-66.7%
Nov '19	60	-13%
Nov '18	69	13%



Current Year	60	51	50	32	36	37	46	45	30	38	32	37	20
Prior Year	69	69	64	65	71	70	76	83	68	60	56	61	60
Percent Change from Prior Year	-13%	-26%	-22%	-51%	-49%	-47%	-39%	-46%	-56%	-37%	-43%	-39%	-67%

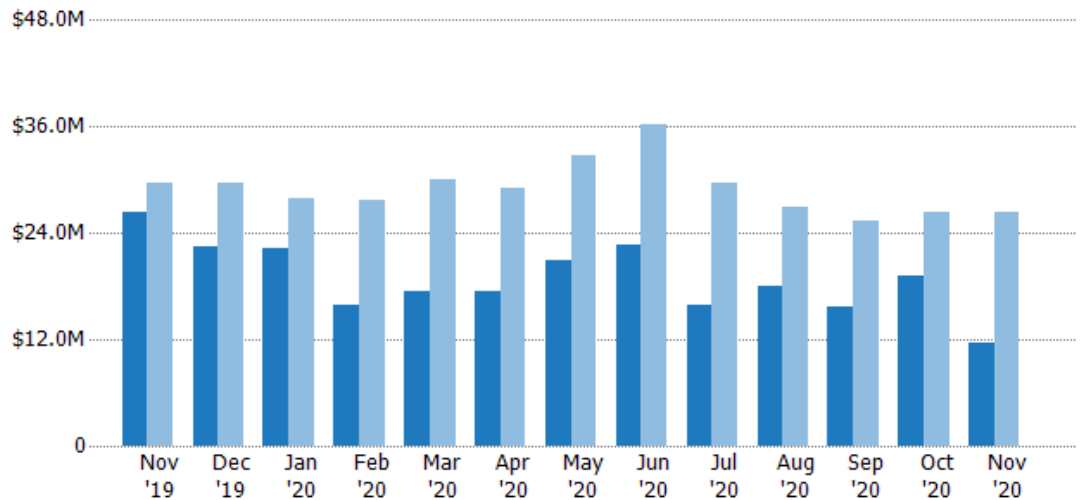
Active Listing Volume

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

Filters Used

Custom Area: New River, Arizona
Saved Area
Property Type:
Condo/Townhouse/Apt,
Mobile/Manufactured, Single Family
Residence

Month/ Year	Volume	% Chg.
Nov '20	\$11.6M	-55.8%
Nov '19	\$26.3M	-11.2%
Nov '18	\$29.6M	59.5%



Current Year	\$26.3M	\$22.4M	\$22.2M	\$15.9M	\$17.5M	\$17.5M	\$20.9M	\$22.6M	\$15.8M	\$17.9M	\$15.7M	\$19.1M	\$11.6M
Prior Year	\$29.6M	\$29.7M	\$27.9M	\$27.6M	\$30M	\$29M	\$32.7M	\$36.2M	\$29.6M	\$26.9M	\$25.4M	\$26.3M	\$26.3M
Percent Change from Prior Year	-11%	-25%	-20%	-43%	-42%	-40%	-36%	-37%	-47%	-33%	-38%	-27%	-56%

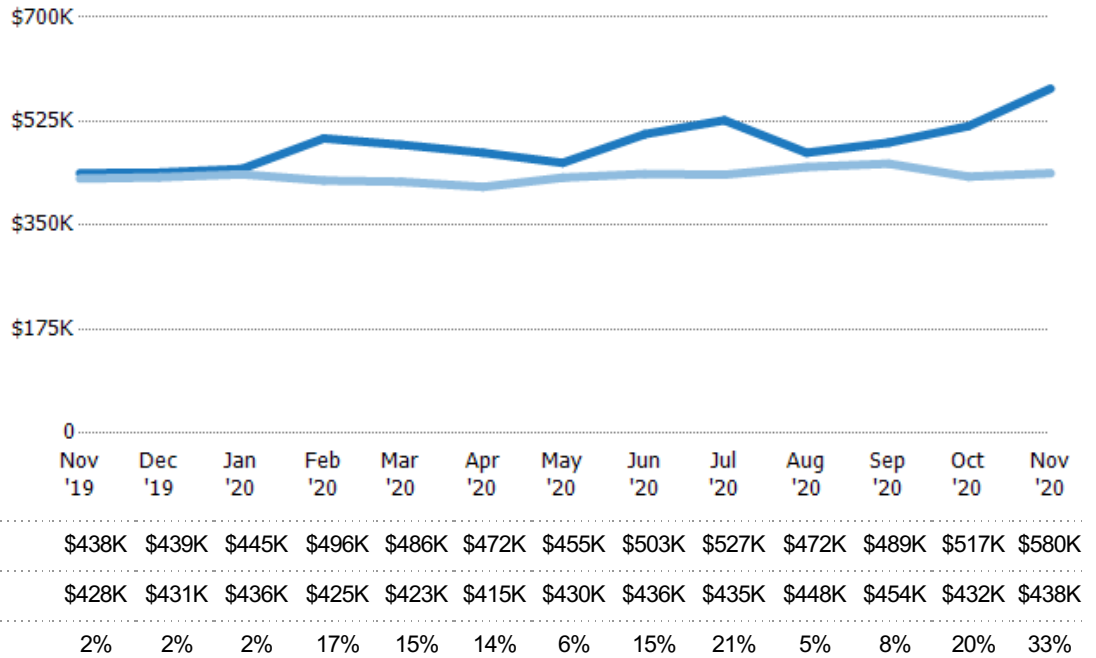
Average Listing Price

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

Filters Used

Custom Area: New River, Arizona
Saved Area
Property Type:
Condo/Townhouse/Apt,
Mobile/Manufactured, Single Family
Residence

Month/ Year	Price	% Chg.
Nov '20	\$580K	32.5%
Nov '19	\$438K	2.1%
Nov '18	\$428K	41.1%



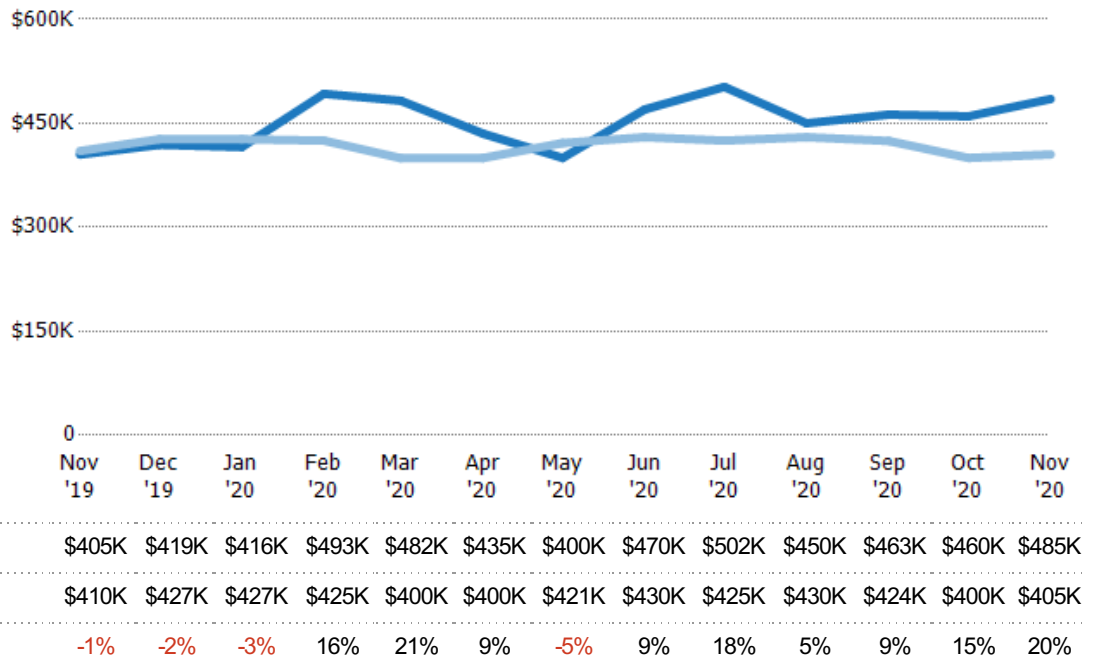
Median Listing Price

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

Filters Used

Custom Area: New River, Arizona
Saved Area
Property Type:
Condo/Townhouse/Apt,
Mobile/Manufactured, Single Family
Residence

Month/ Year	Price	% Chg.
Nov '20	\$485K	19.7%
Nov '19	\$405K	-1.2%
Nov '18	\$410K	-5.5%



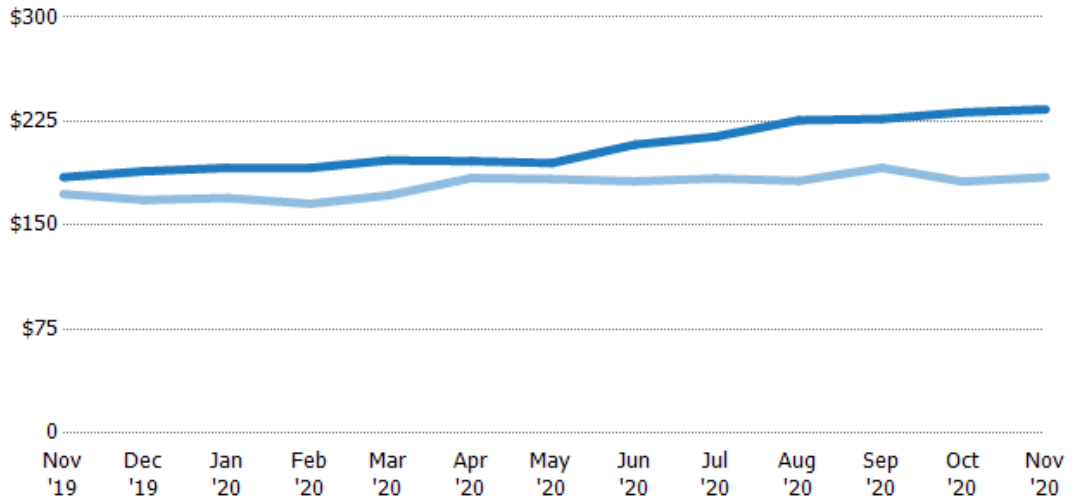
Average Listing Price per Sq Ft

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

Filters Used

Custom Area: New River, Arizona
Saved Area
Property Type:
Condo/Townhouse/Apt,
Mobile/Manufactured, Single Family
Residence

Month/ Year	Price/sq ft	% Chg.
Nov '20	\$234	26.5%
Nov '19	\$185	7%
Nov '18	\$173	0%



Current Year	\$185	\$189	\$191	\$191	\$197	\$196	\$195	\$208	\$214	\$226	\$227	\$231	\$234
Prior Year	\$173	\$168	\$170	\$166	\$172	\$184	\$183	\$182	\$184	\$182	\$191	\$182	\$185
Percent Change from Prior Year	7%	12%	13%	16%	15%	7%	6%	15%	16%	24%	18%	27%	26%

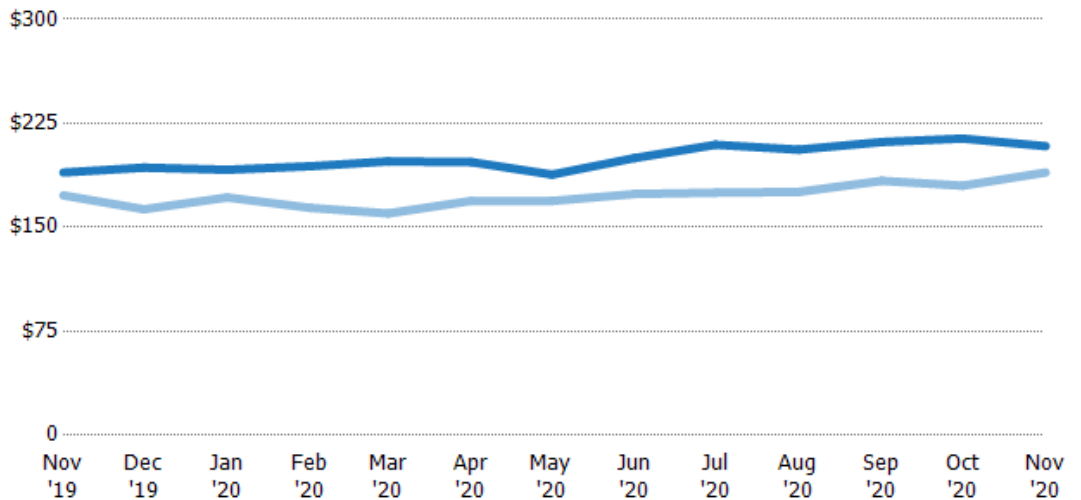
Median Listing Price per Sq Ft

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

Filters Used

Custom Area: New River, Arizona
Saved Area
Property Type:
Condo/Townhouse/Apt,
Mobile/Manufactured, Single Family
Residence

Month/ Year	Price/sq ft	% Chg.
Nov '20	\$209	10%
Nov '19	\$190	9.5%
Nov '18	\$173	-5.2%



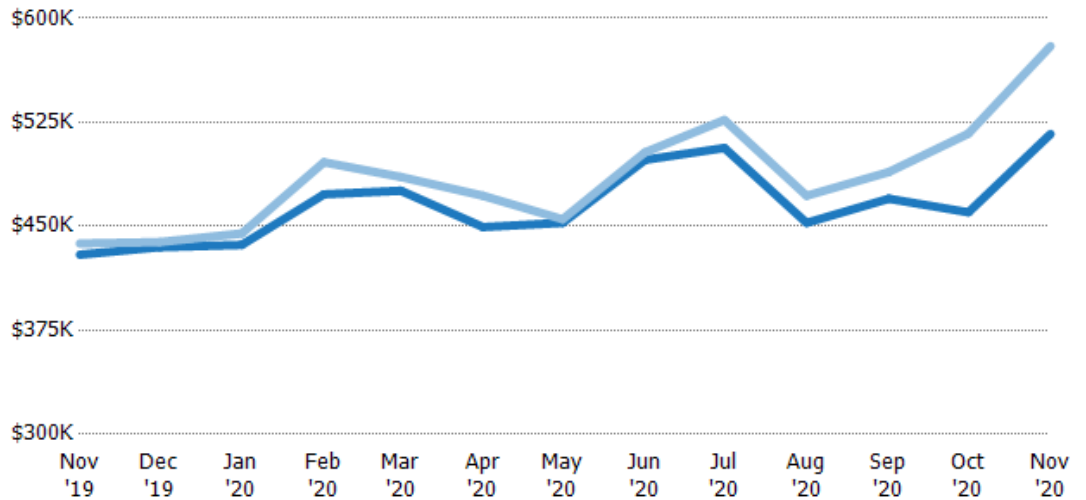
Current Year	\$190	\$193	\$192	\$194	\$198	\$197	\$188	\$200	\$210	\$206	\$212	\$214	\$209
Prior Year	\$173	\$163	\$172	\$164	\$160	\$169	\$169	\$174	\$175	\$176	\$184	\$180	\$190
Percent Change from Prior Year	10%	18%	12%	18%	23%	17%	11%	15%	20%	17%	15%	19%	10%

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: New River, Arizona
Saved Area
Property Type:
Condo/Townhouse/Apt,
Mobile/Manufactured, Single Family
Residence

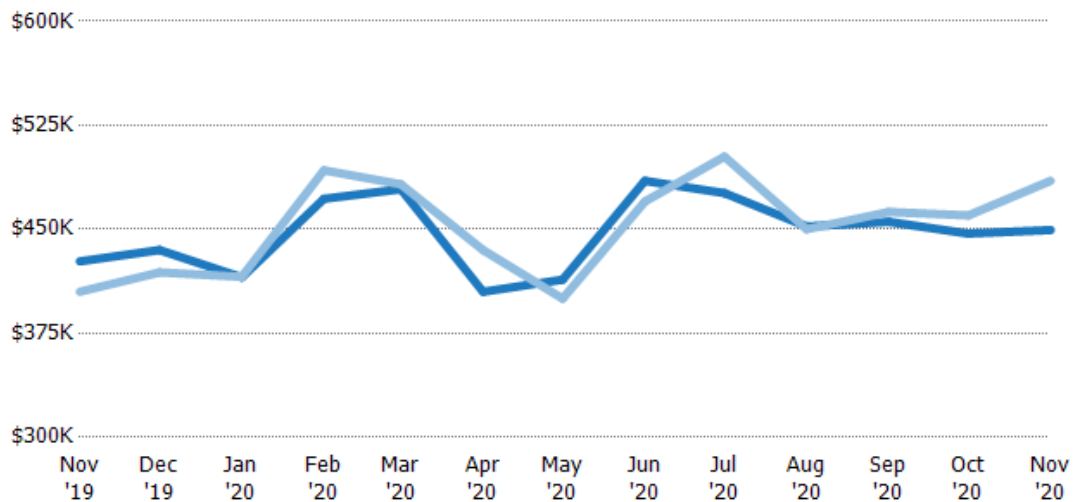


Median Listing Price vs Median Est Value

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

Filters Used

Custom Area: New River, Arizona
Saved Area
Property Type:
Condo/Townhouse/Apt,
Mobile/Manufactured, Single Family
Residence



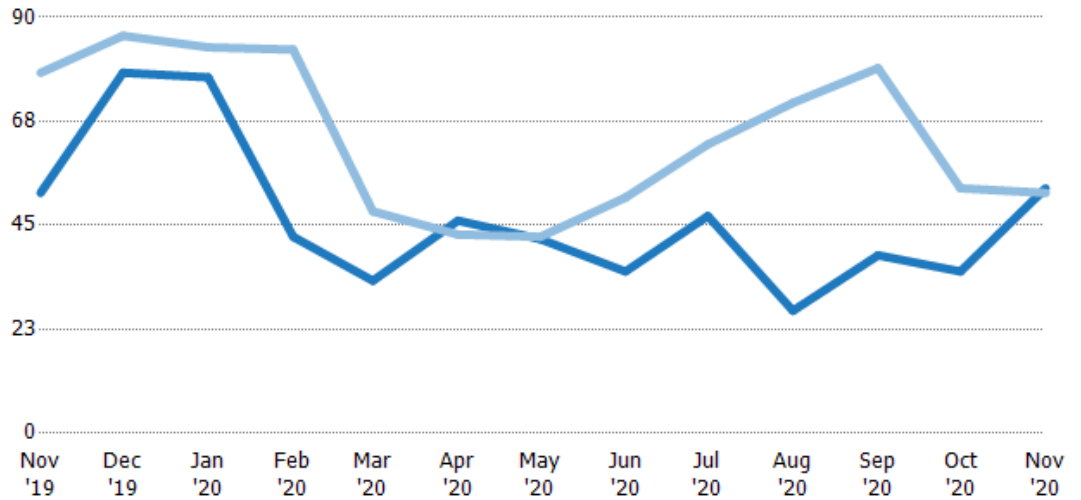
Median Days in RPR

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: New River, Arizona
Saved Area
Property Type:
Condo/Townhouse/Apt,
Mobile/Manufactured, Single Family
Residence

Month/ Year	Days	% Chg.
Nov '20	53	1.9%
Nov '19	52	-33.3%
Nov '18	78	-5.1%



Current Year	52	78	77	42.5	33	46	42	35	47	26.5	38.5	35	53
Prior Year	78	86	83.5	83	48	43	42.5	51	62.5	71.5	79	53	52
Percent Change from Prior Year	-33%	-9%	-8%	-49%	-31%	7%	-1%	-31%	-25%	-63%	-51%	-34%	2%

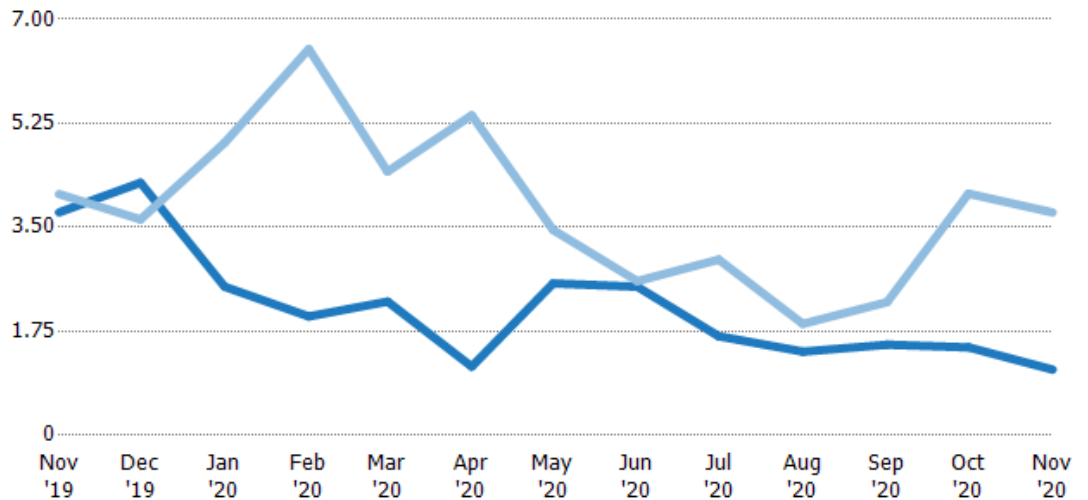
Months of Inventory

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

Filters Used

Custom Area: New River, Arizona
Saved Area
Property Type:
Condo/Townhouse/Apt,
Mobile/Manufactured, Single Family
Residence

Month/ Year	Months	% Chg.
Nov '20	1.11	-70.5%
Nov '19	3.75	-7.6%
Nov '18	4.06	28.1%



Current Year	3.75	4.25	2.5	2	2.25	1.16	2.56	2.5	1.67	1.41	1.52	1.48	1.11
Prior Year	4.06	3.63	4.92	6.5	4.44	5.38	3.45	2.59	2.96	1.88	2.24	4.07	3.75
Percent Change from Prior Year	-8%	17%	-49%	-69%	-49%	-79%	-26%	-4%	-44%	-25%	-32%	-64%	-71%

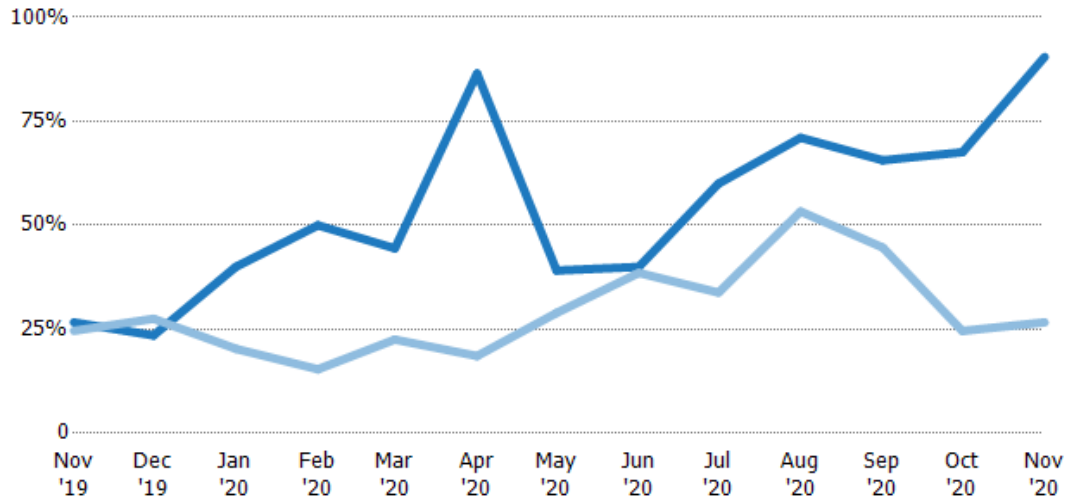
Absorption Rate

The percentage of inventory sold per month.

Filters Used

Custom Area: New River, Arizona
Saved Area
Property Type:
Condo/Townhouse/Apt,
Mobile/Manufactured, Single Family
Residence

Month/ Year	Rate	Chg.
Nov '20	90%	-63.8%
Nov '19	27%	-2%
Nov '18	25%	-21.9%



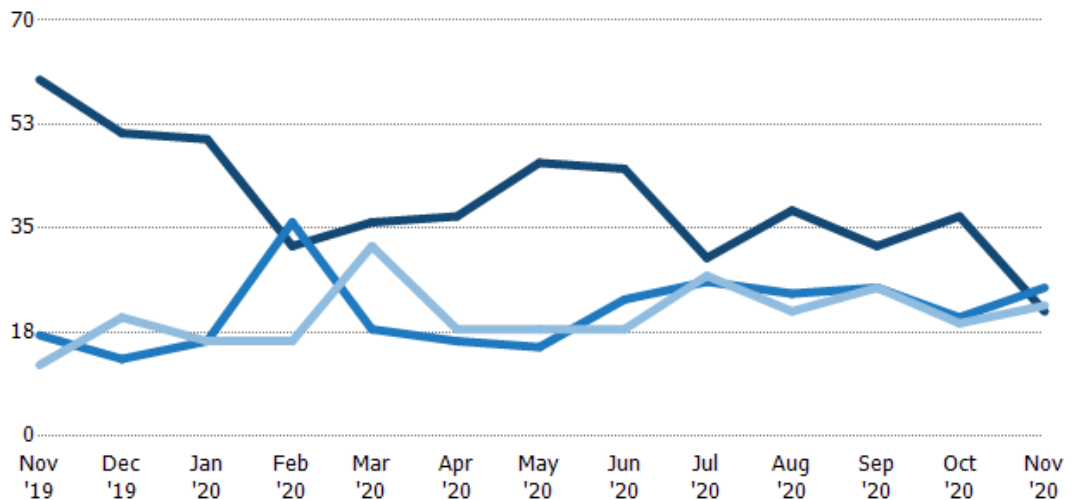
Current Year	27%	24%	40%	50%	44%	86%	39%	40%	60%	71%	66%	68%	90%
Prior Year	25%	28%	20%	15%	23%	19%	29%	39%	34%	53%	45%	25%	27%
Change from Prior Year	-2%	4%	-20%	-35%	-22%	-68%	-10%	-1%	-26%	-18%	-21%	-43%	-64%

Active/Pending/Sold Units

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

Filters Used

Custom Area: New River, Arizona
Saved Area
Property Type:
Condo/Townhouse/Apt,
Mobile/Manufactured, Single Family
Residence



Active	60	51	50	32	36	37	46	45	30	38	32	37	21
Pending	17	13	16	36	18	16	15	23	26	24	25	20	25
Sold	12	20	16	16	32	18	18	18	27	21	25	19	22

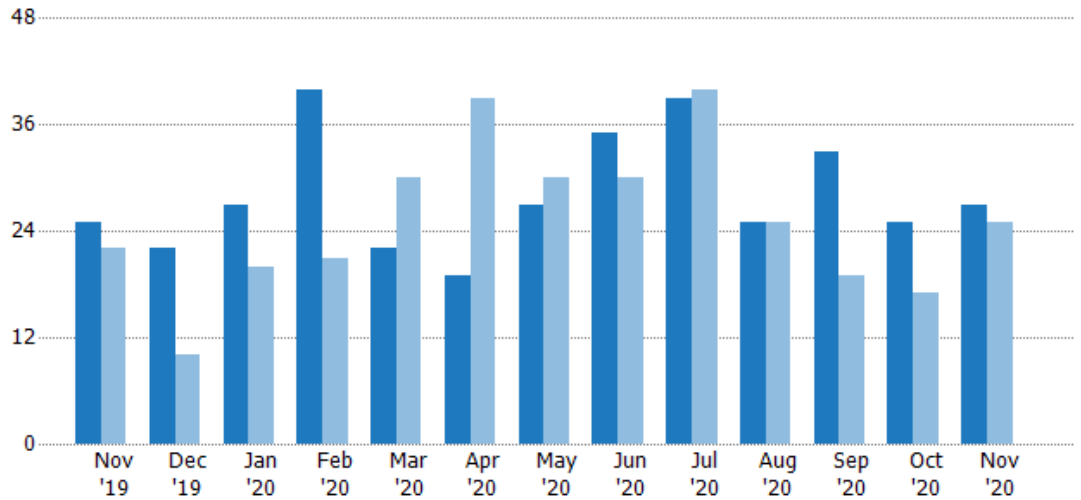
New Pending Sales

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

Filters Used

Custom Area: New River, Arizona
Saved Area
Property Type:
Condo/Townhouse/Apt,
Mobile/Manufactured, Single Family
Residence

Month/ Year	Count	% Chg.
Nov '20	27	8%
Nov '19	25	13.6%
Nov '18	22	-9.1%



Current Year	25	22	27	40	22	19	27	35	39	25	33	25	27
Prior Year	22	10	20	21	30	39	30	30	40	25	19	17	25
Percent Change from Prior Year	14%	120%	35%	90%	-27%	-51%	-10%	17%	-3%	0%	74%	47%	8%

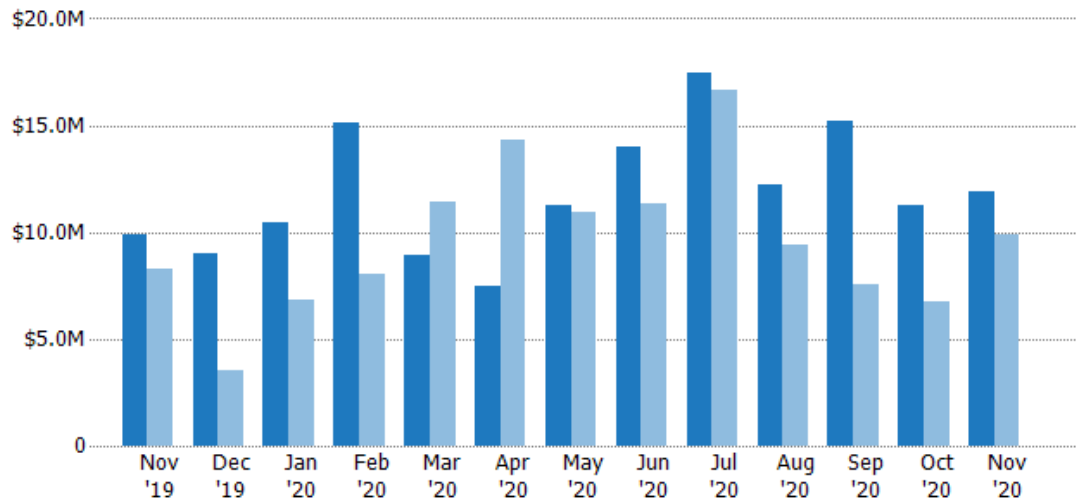
New Pending Sales Volume

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

Filters Used

Custom Area: New River, Arizona
Saved Area
Property Type:
Condo/Townhouse/Apt,
Mobile/Manufactured, Single Family
Residence

Month/ Year	Volume	% Chg.
Nov '20	\$11.9M	20.3%
Nov '19	\$9.89M	19.4%
Nov '18	\$8.29M	-18.4%



Current Year	\$9.89M	\$8.98M	\$10.4M	\$15.2M	\$8.96M	\$7.45M	\$11.2M	\$14M	\$17.5M	\$12.3M	\$15.2M	\$11.3M	\$11.9M
Prior Year	\$8.29M	\$3.52M	\$6.85M	\$8.04M	\$11.4M	\$14.3M	\$11M	\$11.4M	\$16.6M	\$9.43M	\$7.54M	\$6.73M	\$9.89M
Percent Change from Prior Year	19%	155%	52%	88%	-21%	-48%	3%	23%	5%	30%	102%	67%	20%

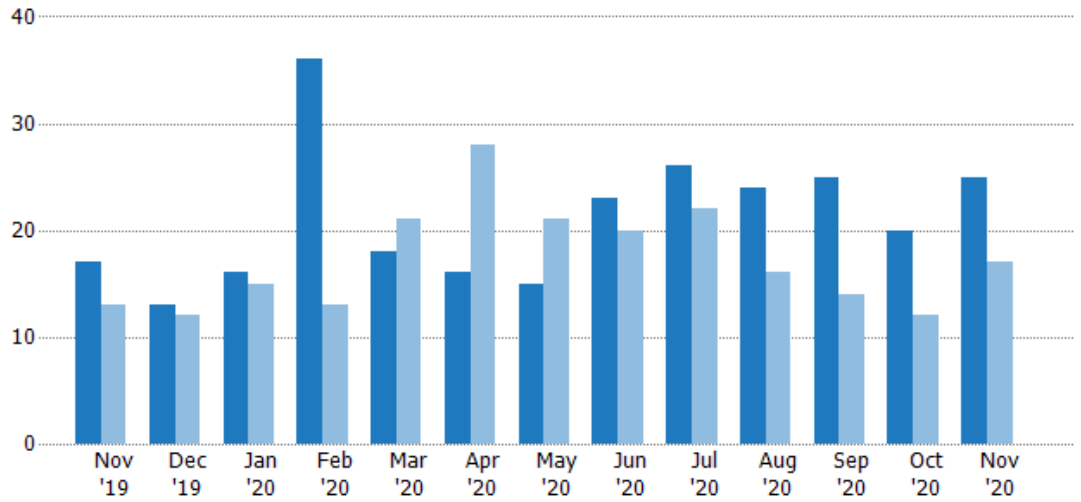
Pending Sales

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

Filters Used

Custom Area: New River, Arizona
Saved Area
Property Type:
Condo/Townhouse/Apt,
Mobile/Manufactured, Single Family
Residence

Month/ Year	Count	% Chg.
Nov '20	25	47.1%
Nov '19	17	30.8%
Nov '18	13	7.7%



Current Year	17	13	16	36	18	16	15	23	26	24	25	20	25
Prior Year	13	12	15	13	21	28	21	20	22	16	14	12	17
Percent Change from Prior Year	31%	8%	7%	177%	-14%	-43%	-29%	15%	18%	50%	79%	67%	47%

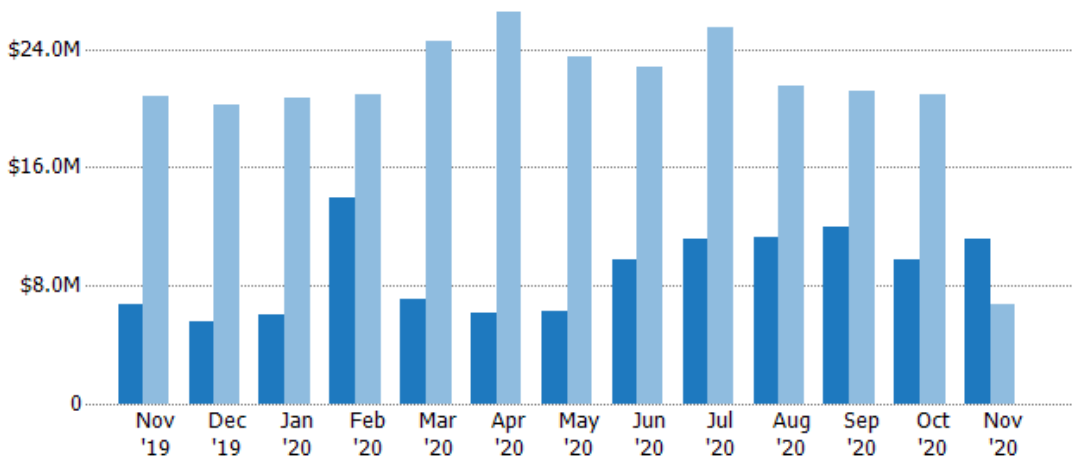
Pending Sales Volume

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: New River, Arizona
Saved Area
Property Type:
Condo/Townhouse/Apt,
Mobile/Manufactured, Single Family
Residence

Month/ Year	Volume	% Chg.
Nov '20	\$11.1M	63.9%
Nov '19	\$6.78M	-67.5%
Nov '18	\$20.8M	-78.1%



Current Year	\$6.78M	\$5.62M	\$5.97M	\$14M	\$7.07M	\$6.1M	\$6.32M	\$9.79M	\$11.2M	\$11.3M	\$12M	\$9.8M	\$11.1M
Prior Year	\$20.8M	\$20.2M	\$20.7M	\$21M	\$24.5M	\$26.5M	\$23.5M	\$22.8M	\$25.5M	\$21.5M	\$21.1M	\$21M	\$6.78M
Percent Change from Prior Year	-67%	-72%	-71%	-33%	-71%	-77%	-73%	-57%	-56%	-47%	-43%	-53%	64%

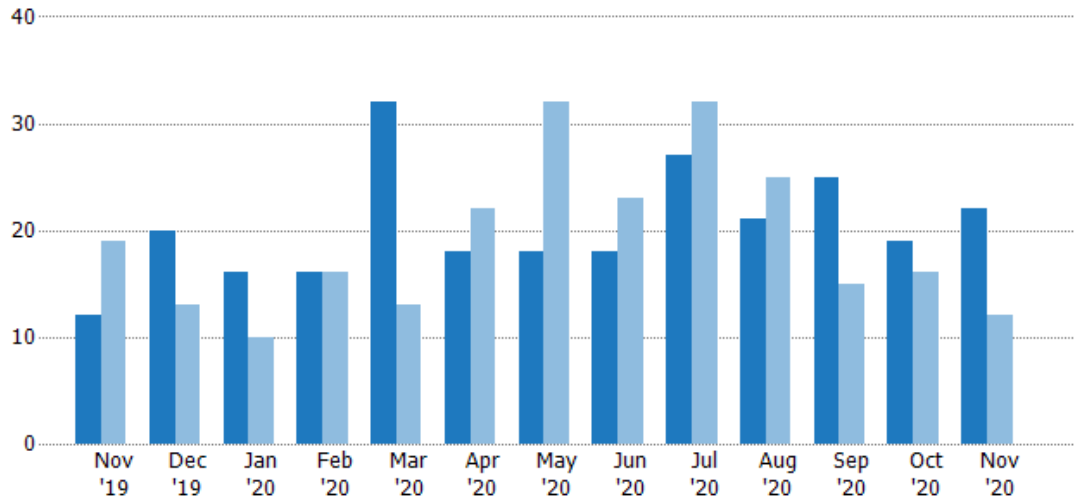
Closed Sales

The total number of residential properties sold each month.

Filters Used

Custom Area: New River, Arizona
Saved Area
Property Type:
Condo/Townhouse/Apt,
Mobile/Manufactured, Single Family
Residence

Month/ Year	Count	% Chg.
Nov '20	22	83.3%
Nov '19	12	-36.8%
Nov '18	19	-21.1%



Current Year	12	20	16	16	32	18	18	18	27	21	25	19	22
Prior Year	19	13	10	16	13	22	32	23	32	25	15	16	12
Percent Change from Prior Year	-37%	54%	60%	0%	146%	-18%	-44%	-22%	-16%	-16%	67%	19%	83%

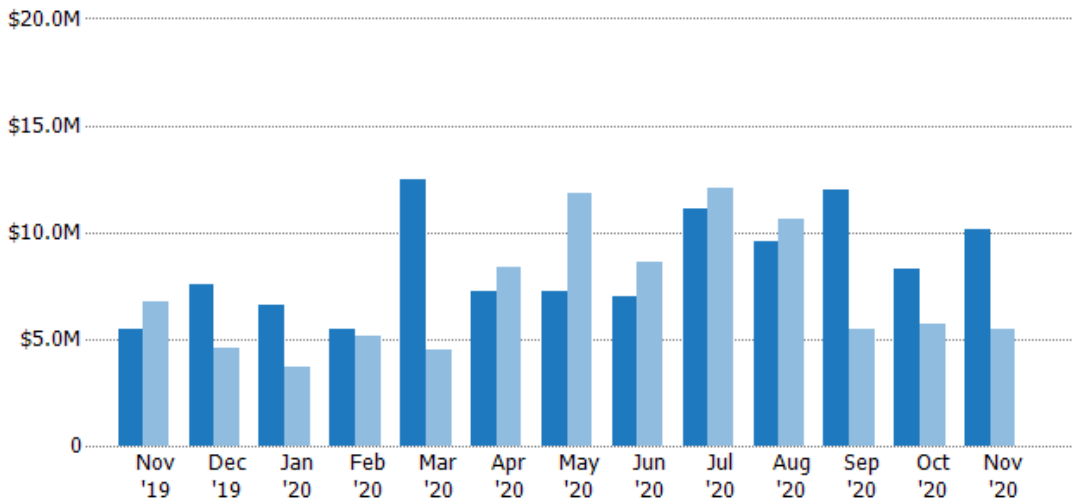
Closed Sales Volume

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

Filters Used

Custom Area: New River, Arizona
Saved Area
Property Type:
Condo/Townhouse/Apt,
Mobile/Manufactured, Single Family
Residence

Month/ Year	Volume	% Chg.
Nov '20	\$10.2M	87.3%
Nov '19	\$5.42M	-19.3%
Nov '18	\$6.72M	-20.2%



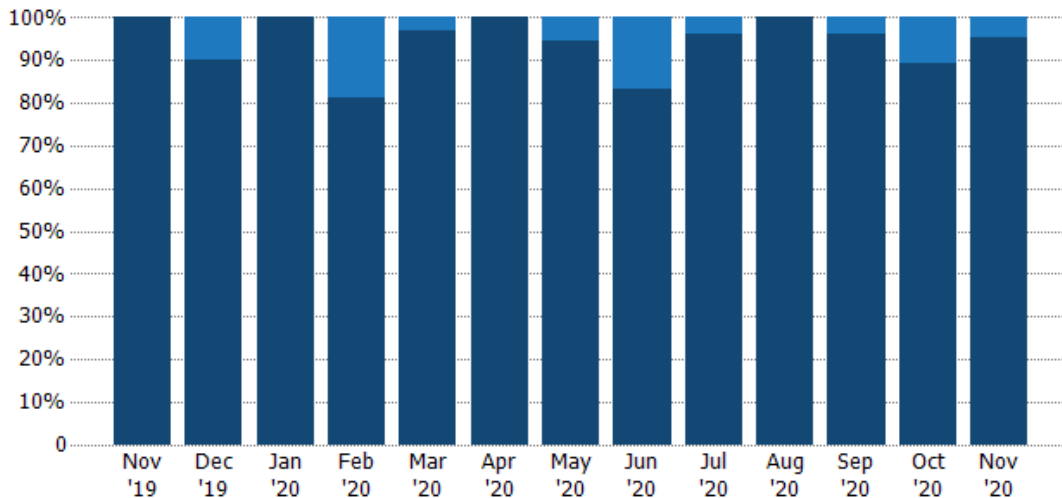
Current Year	\$5.42M	\$7.56M	\$6.62M	\$5.48M	\$12.5M	\$7.27M	\$7.27M	\$6.96M	\$11.1M	\$9.55M	\$12M	\$8.27M	\$10.2M
Prior Year	\$6.72M	\$4.57M	\$3.68M	\$5.18M	\$4.48M	\$8.33M	\$11.8M	\$8.56M	\$12.1M	\$10.6M	\$5.46M	\$5.7M	\$5.42M
Percent Change from Prior Year	-19%	66%	80%	6%	178%	-13%	-39%	-19%	-8%	-10%	119%	45%	87%

Closed Sales by Property Type

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

Filters Used

Custom Area: New River, Arizona
Saved Area
Property Type:
Condo/Townhouse/Apt,
Mobile/Manufactured, Single Family
Residence



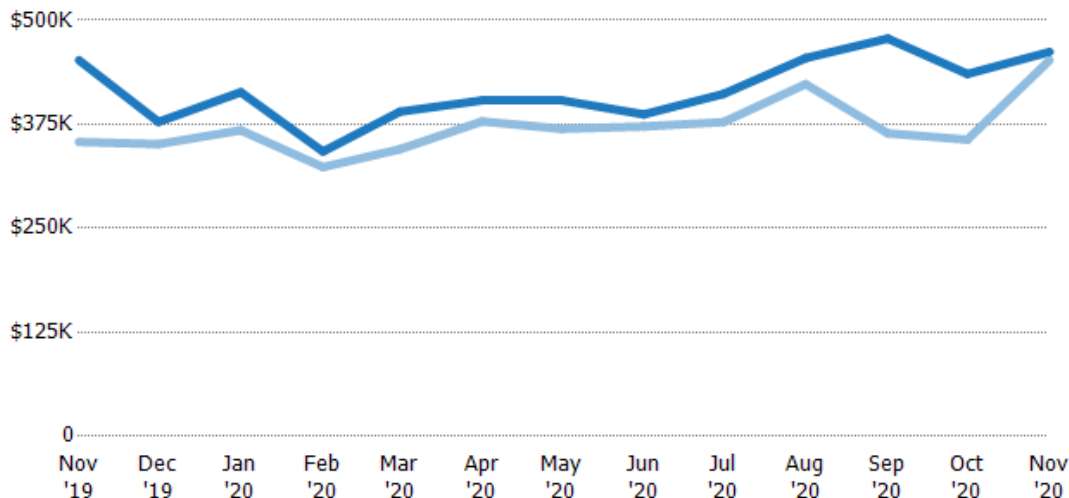
Mobile/Manufactured	-	10%	-	19%	3%	-	6%	17%	4%	-	4%	11%	5%
Single Family Residence	100%	90%	100%	81%	97%	100%	94%	83%	96%	100%	96%	89%	95%

Average Sales Price

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

Filters Used

Custom Area: New River, Arizona
Saved Area
Property Type:
Condo/Townhouse/Apt,
Mobile/Manufactured, Single Family
Residence



Current Year	\$452K	\$378K	\$414K	\$342K	\$390K	\$404K	\$404K	\$387K	\$411K	\$455K	\$478K	\$436K	\$462K
Prior Year	\$354K	\$351K	\$368K	\$324K	\$345K	\$378K	\$370K	\$372K	\$378K	\$423K	\$364K	\$357K	\$452K
Percent Change from Prior Year	28%	8%	12%	6%	13%	7%	9%	4%	9%	7%	31%	22%	2%

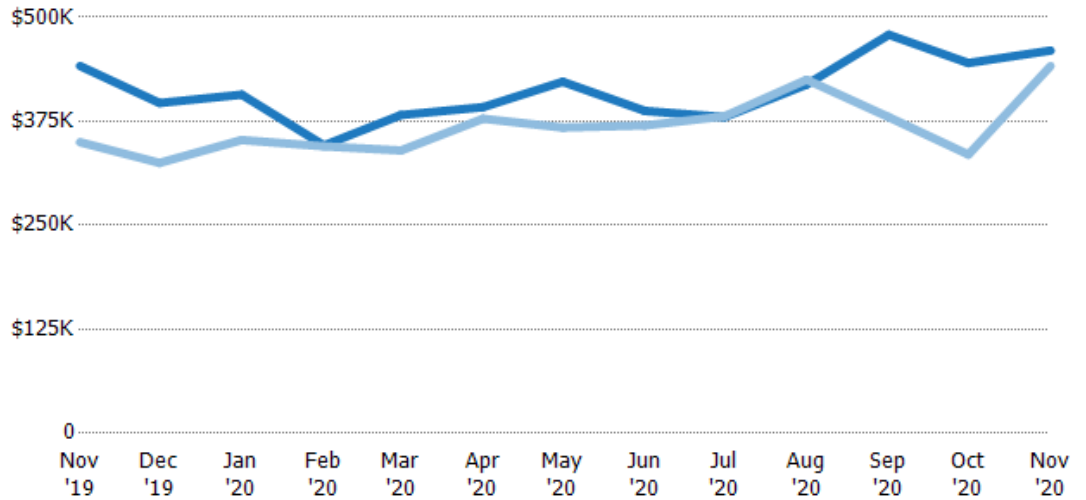
Median Sales Price

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

Filters Used

Custom Area: New River, Arizona
Saved Area
Property Type:
Condo/Townhouse/Apt,
Mobile/Manufactured, Single Family
Residence

Month/ Year	Price	% Chg.
Nov '20	\$460K	4.2%
Nov '19	\$442K	26.2%
Nov '18	\$350K	4.8%



Current Year	\$442K	\$397K	\$407K	\$346K	\$382K	\$392K	\$423K	\$388K	\$380K	\$419K	\$479K	\$445K	\$460K
Prior Year	\$350K	\$325K	\$353K	\$345K	\$340K	\$378K	\$367K	\$370K	\$381K	\$425K	\$380K	\$335K	\$442K
Percent Change from Prior Year	26%	22%	15%	0%	13%	4%	15%	5%	0%	-1%	26%	33%	4%

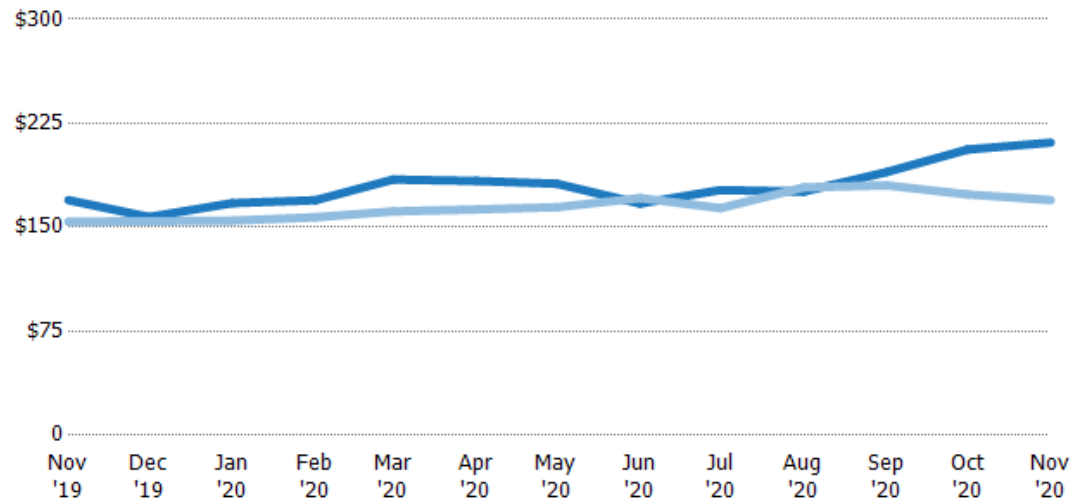
Average Sales Price per Sq Ft

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

Filters Used

Custom Area: New River, Arizona
Saved Area
Property Type:
Condo/Townhouse/Apt,
Mobile/Manufactured, Single Family
Residence

Month/ Year	Price/sq ft	% Chg.
Nov '20	\$211	24.4%
Nov '19	\$170	10.1%
Nov '18	\$154	-5.4%



Current Year	\$170	\$157	\$167	\$170	\$184	\$183	\$181	\$167	\$177	\$176	\$190	\$206	\$211
Prior Year	\$154	\$154	\$155	\$157	\$161	\$163	\$164	\$171	\$164	\$179	\$180	\$174	\$170
Percent Change from Prior Year	10%	2%	8%	8%	14%	13%	10%	-2%	8%	-2%	5%	19%	24%

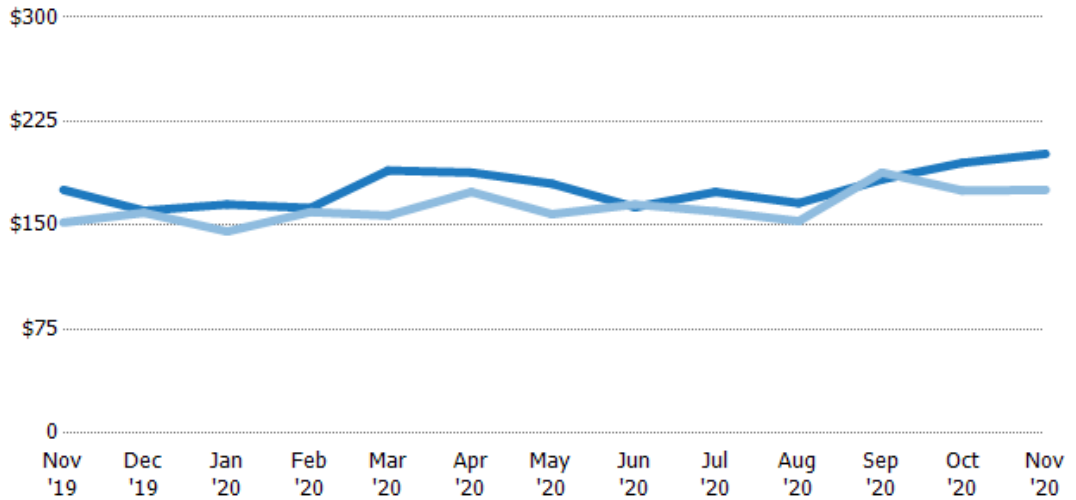
Median Sales Price per Sq Ft

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

Filters Used

Custom Area: New River, Arizona
Saved Area
Property Type:
Condo/Townhouse/Apt,
Mobile/Manufactured, Single Family
Residence

Month/ Year	Price/sq ft	% Chg.
Nov '20	\$202	14.8%
Nov '19	\$176	15.5%
Nov '18	\$152	-7.2%



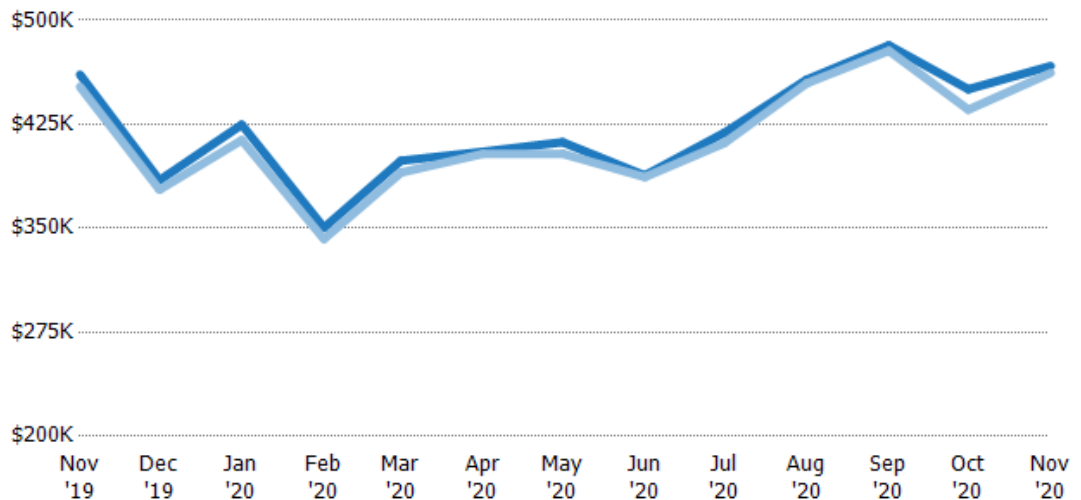
Current Year	\$176	\$161	\$165	\$163	\$190	\$188	\$180	\$163	\$174	\$166	\$183	\$195	\$202
Prior Year	\$152	\$159	\$146	\$160	\$157	\$174	\$158	\$165	\$160	\$153	\$188	\$175	\$176
Percent Change from Prior Year	15%	1%	13%	2%	21%	8%	14%	-1%	9%	8%	-3%	11%	15%

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: New River, Arizona
Saved Area
Property Type:
Condo/Townhouse/Apt,
Mobile/Manufactured, Single Family
Residence



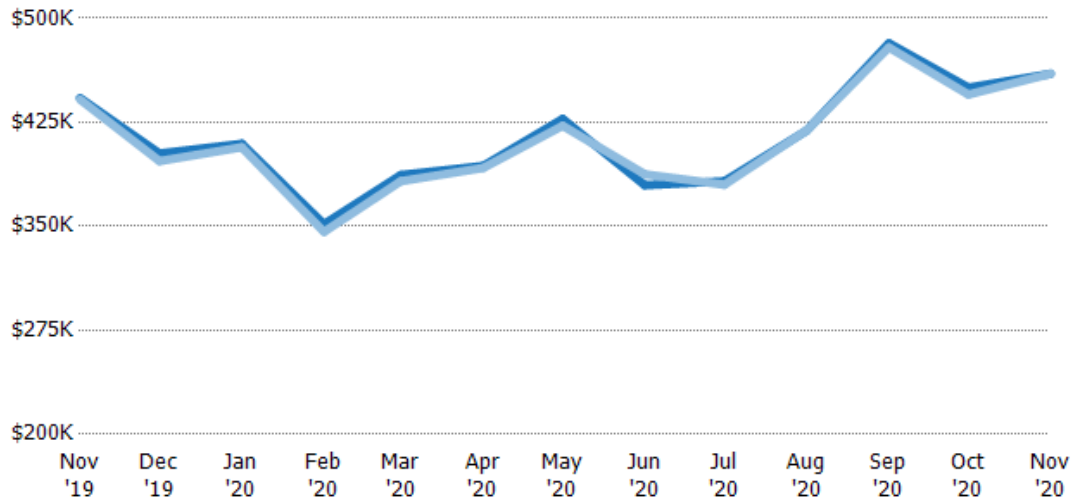
Avg List Price	\$461K	\$385K	\$425K	\$350K	\$399K	\$405K	\$412K	\$388K	\$419K	\$457K	\$482K	\$450K	\$467K
Avg Sales Price	\$452K	\$378K	\$414K	\$342K	\$390K	\$404K	\$404K	\$387K	\$411K	\$455K	\$478K	\$436K	\$462K
Avg Sales Price as a % of Avg List Price	98%	98%	97%	98%	98%	100%	98%	100%	98%	99%	99%	97%	99%

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: New River, Arizona
Saved Area
Property Type:
Condo/Townhouse/Apt,
Mobile/Manufactured, Single Family
Residence

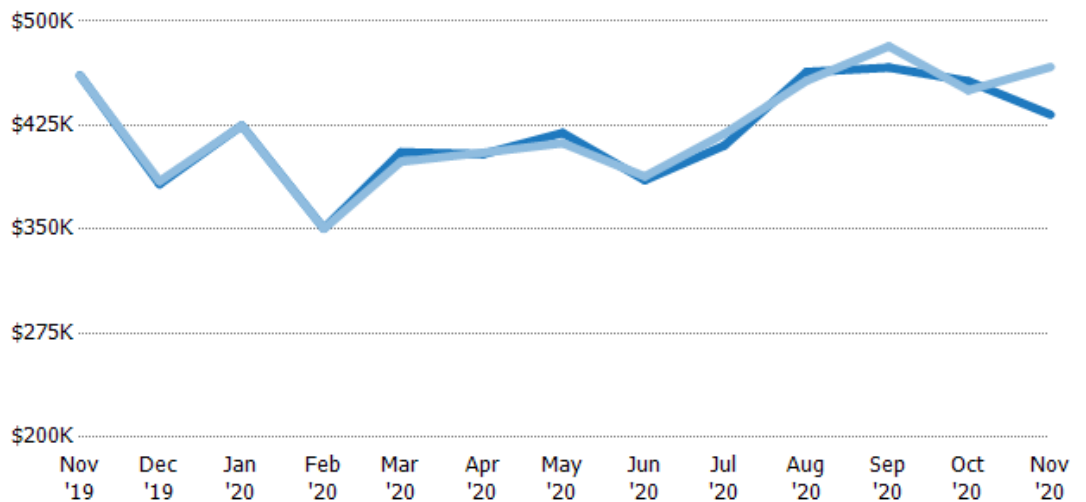


Average Sales Price vs Average Est Value

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

Filters Used

Custom Area: New River, Arizona
Saved Area
Property Type:
Condo/Townhouse/Apt,
Mobile/Manufactured, Single Family
Residence

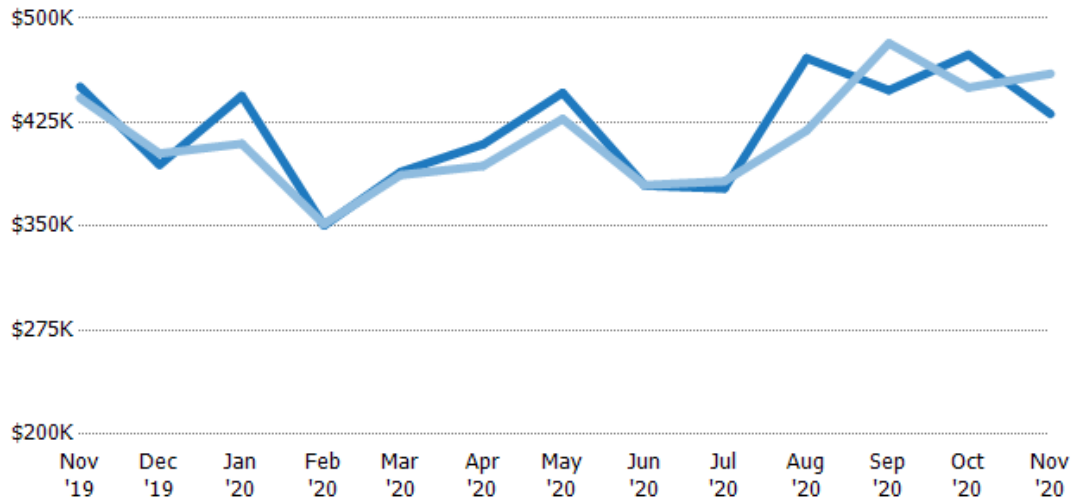


Median Sales Price vs Median Est Value

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

Filters Used

Custom Area: New River, Arizona
Saved Area
Property Type:
Condo/Townhouse/Apt,
Mobile/Manufactured, Single Family
Residence



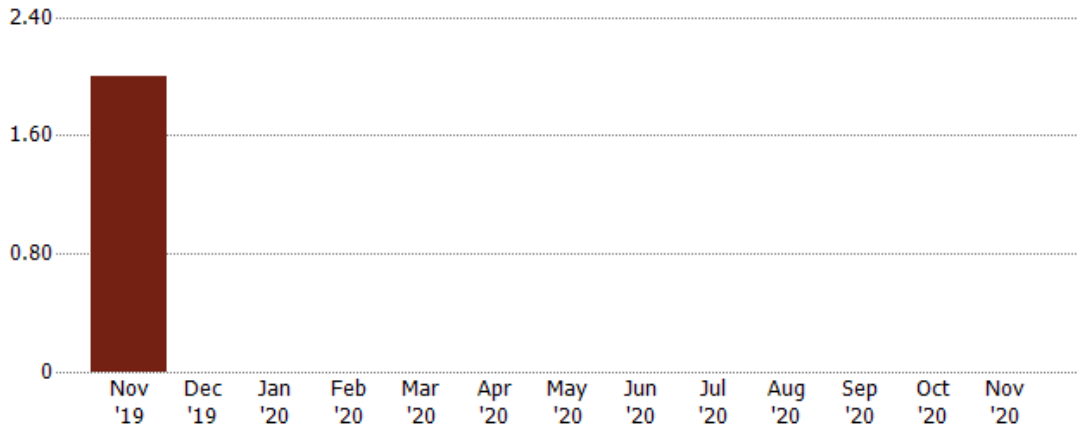
Median Est Value	\$451K	\$394K	\$444K	\$351K	\$389K	\$409K	\$446K	\$379K	\$377K	\$471K	\$448K	\$474K	\$431K
Median Sales Price	\$443K	\$403K	\$410K	\$352K	\$387K	\$394K	\$427K	\$380K	\$382K	\$419K	\$482K	\$450K	\$460K
Med Sales Price as a % of Med Est Value	98%	102%	92%	100%	99%	96%	96%	100%	101%	89%	108%	95%	107%

Distressed Listings

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

Filters Used

Custom Area: New River, Arizona
Saved Area
Property Type:
Condo/Townhouse/Apt,
Mobile/Manufactured, Single Family
Residence



Current Year	2	-	-	-	-	-	-	-	-	-	-	-	-
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Distressed Sales

The count of distressed residential properties sold each month.

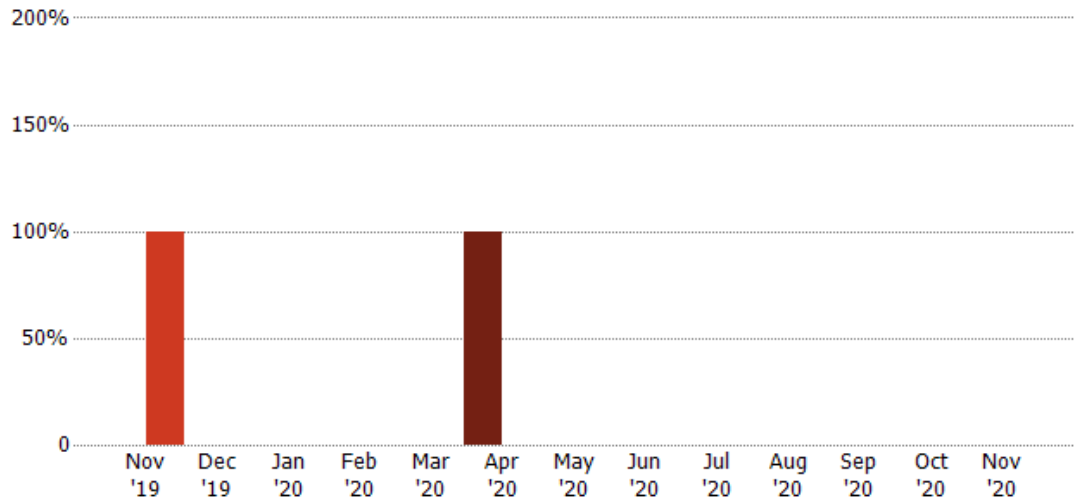
Filters Used

Custom Area: New River, Arizona

Saved Area

Property Type:

Condo/Townhouse/Apt,
Mobile/Manufactured, Single Family
Residence



Current Year	-	-	-	-	-	1	-	-	-	-	-	-	-
Prior Year	1	-	-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year	-100%	-	-	-	-	100%	-	-	-	-	-	-	-



Sales Activity by ZIP

Nov 2020

ZIP	Pendings (Month End)	Pending Volume (Month End)	Sales	Sales Volume	Avg Sales Price	Median Sales Price	Avg Sales Price per Sq Ft	Median Sales Price per Sq Ft	Median Days In RPR
85087	25	\$11,105,899	22	\$10,163,380	\$461,972	\$460,000	\$206	\$197	40