



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	Aug 2016	Aug 2015	+ / -	YTD 2016	YTD 2015	+ / -
Listing Activity Charts Metrics						
New Listing Count	90	95	-5.3%	908	891	+1.9%
New Listing Volume	\$41,762,702	\$38,307,384	+9%	\$434,707,546	\$431,588,368	+0.7%
Active Listing Count	368	327	+12.5%	3,248	2,874	+13%
Active Listing Volume	\$222,071,279	\$200,379,605	+10.8%	\$2,037,142,513	\$1,882,715,680	+8.2%
Average Listing Price	\$603,455	\$612,782	-1.5%	\$627,199	\$655,085	-4.3%
Median Listing Price	\$499,450	\$479,900	+4.1%	\$510,540	\$487,581	+4.7%
Average Listing Price per Sq Ft	\$212	\$205	+3.4%	\$213	\$214	-0.3%
Median Listing Price per Sq Ft	\$191	\$180	+6.4%	\$188	\$179	+4.8%
Median Days in RPR	88	70	+25.7%	81.31	73.59	+10.5%
Months of Inventory	5.8	4.5	+28.6%	6.1	6.5	-6.6%
Absorption Rate	17.12%	22.02%	-4.9%	16.5%	15.41%	+1.1%
Sales Activity Charts Metrics			1			
New Pending Sales Count	85	74	+14.9%	674	632	+6.6%
New Pending Sales Volume	\$39,144,580	\$36,566,482	+7.1%	\$306,493,083	\$274,302,416	+11.7%
Pending Sales Count	93	79	+17.7%	691	654	+5.7%
Pending Sales Volume	\$46,806,071	\$43,274,728	+8.2%	\$351,592,485	\$314,731,276	+11.7%
Closed Sales Count	61	50	+22%	525	536	-2.1%
Cloæd Sales Volume	\$27,600,450	\$21,439,849	+28.7%	\$245,675,990	\$236,160,030	+4%
Average Sales Price	\$452,466	\$428,797	+5.5%	\$467,954	\$440,597	+6.2%
Median Sales Price	\$431,000	\$370,000	+16.5%	\$420,860	\$386,060	+9%
Average Sales Price per Sq Ft	\$183	\$174	+5.3%	\$185	\$178	+3.9%
Median Sales Price per Sq Ft	\$181	\$167	+8.4%	\$179	\$172	+4.1%
Distressed Charts Metrics						
Distressed Listing Count	14	21	-33.3%	130	135	-3.7%

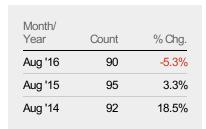


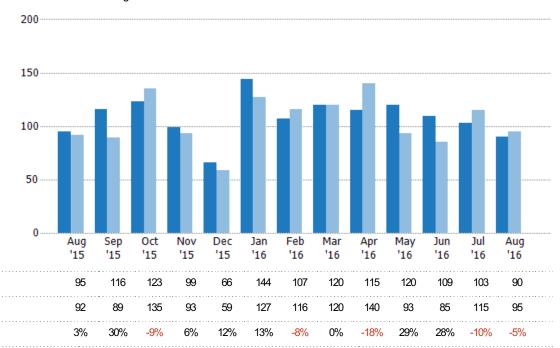


New Listings

The number of new single-family, condominium and townhome listings that were added each month.

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





New Listing Volume

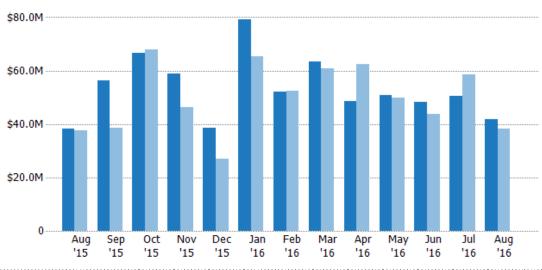
Percent Change from Prior Year

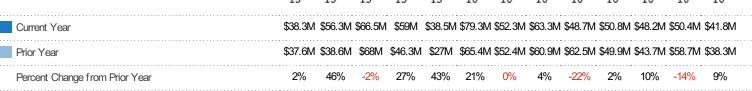
Current Year

Prior Year

The sum of the listing price of single-family, condominium and townhome listings that were added each month.

Month/ Year	Volume	% Chg.
Aug '16	\$41.8M	9%
Aug '15	\$38.3M	1.8%
Aug '14	\$37.6M	9.9%





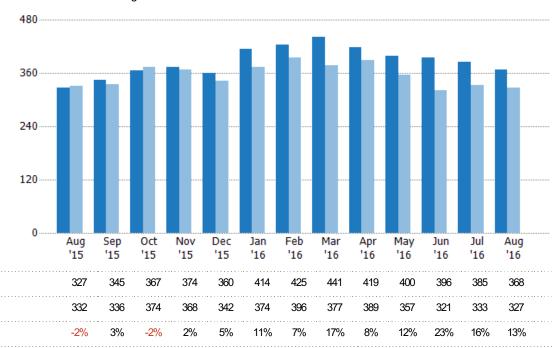


Active Listings

The number of active single-family, condominium and townhome listings at the end of each month.

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

Month/ Year	Count	% Chg.
Aug '16	368	12.5%
Aug '15	327	-1.5%
Aug '14	332	-12%



Active Listing Volume

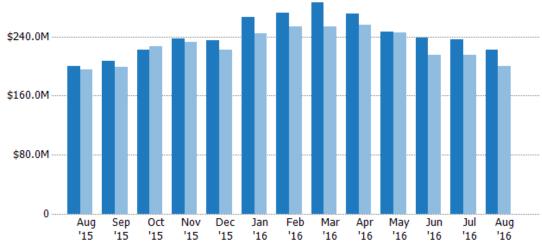
Percent Change from Prior Year

Current Year

Prior Year

The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.

Month/ Year	Volume	% Chg.
Aug '16	\$222M	10.8%
Aug '15	\$200M	2.9%
Aug '14	\$195M	-20.7%



Current Year	\$200M	\$207M	\$222M	\$237M	\$235M	\$266M	\$271M	\$285M	\$270M	\$247M	\$239M	\$236M	\$222M
Prior Year	\$195M	\$199M	\$227M	\$233M	\$222M	\$245M	\$254M	\$253M	\$255M	\$246M	\$216M	\$215M	\$200M
Percent Change from Prior Year	3%	4%	-2%	2%	6%	9%	7%	13%	6%	1%	11%	10%	11%



Average Listing Price

The average listing price of active single-family, condominium and townhome listings at the end of each month.

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

Price	% Chg.
\$603K	-1.5%
\$613K	4.4%
\$587K	-9.9%
	\$603K \$613K

\$525K \$350K \$350K \$175K \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0		0						
\$350K	S1/5	\						
525K	350	Κ	 	 	 	 	 	
	\$5251	Κ	 	 	 	 	 	

-4%

-10% -10%

Median Listing Price

Percent Change from Prior Year

Current Year
Prior Year

The median listing price of active single-family, condominium and townhome listings at the end of each month.

4%

2%

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

Month/ Year	Price	% Chg.
Aug '16	\$499K	4.1%
Aug '15	\$480K	1.1%
Aug '14	\$475K	-7.9%

Percent Change from Prior Year

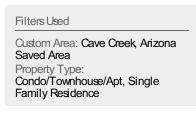
\$60	0K												*********
\$45	0K												
\$30	0K												
\$15	0K												
	0 Aug '15	Sep '15	0ct '15		Dec '15			Mar '16		May '16		Jul '16	Aug '16
	\$480K	\$479K	\$490K	\$499K	\$500K	\$500K	\$520K	\$530K	\$523K	\$509K	\$499K	\$500K	\$499K
	\$475K	\$472K	\$461K	\$465K	\$462K	\$479K	\$470K	\$500K	\$480K	\$498K	\$498K	\$500K	\$480K
	1%					4%						0%	4%





Average Listing Price per Sq Ft

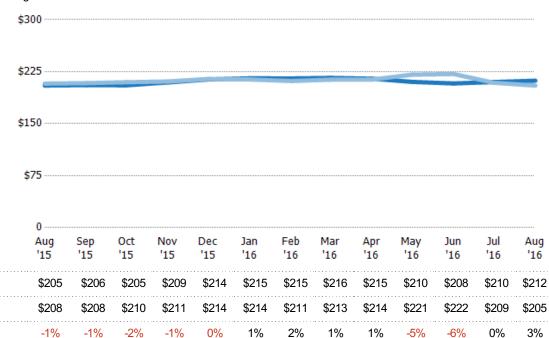
The average of listing prices divided by the living area of homes on market at the end of each month.



Month/ Year	Price/sq ft	% Chg.
Aug '16	\$212	3.4%
Aug '15	\$205	-1.4%
Aug '14	\$208	-5.2%

Current Year

Prior Year



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.

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

Percent Change from Prior Year

Month/ Year	Price/sq ft	% Chg.
Aug '16	\$191	6.4%
Aug '15	\$180	1.4%
Aug '14	\$177	-3.4%

Percent Change from Prior Year

\$200	
\$150	
\$100	
\$50	

'15	'15	'15	'15	'15	'16	'16	'16	'16	'16	'16	'16	'16	
 \$180	\$182	\$184	\$186	\$188	\$186	\$188	\$189	\$190	\$187	\$186	\$187	\$191	
 \$177	\$178	\$178	\$179	\$181	\$180	\$180	\$180	\$178	\$179	\$179	\$180	\$180	
 1%	2%	3%	4%	4%	3%	4%	5%	7%	4%	4%	4%	6%	





Avg Est Value

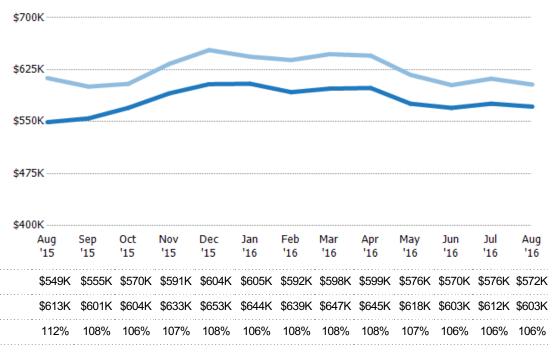
Avg Listing Price

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.

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



Median Listing Price vs Median Est Value

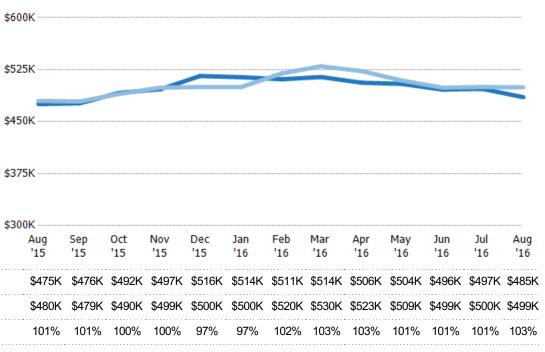
The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.

Filters Used

Custom Area: Cave Creek, Arizona
Saved Area

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

Avg Listing Price as a % of Avg Est Value





Median Est Value

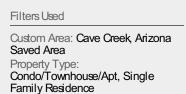
Median Listing Price

Med Listing Price as a % of Med Est Value

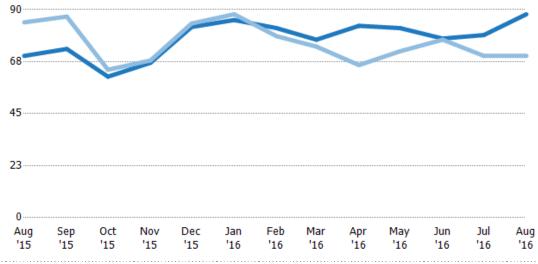


Median Days in RPR

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.







	15	15	15	15	15	10	10	10	10	10	10	10	10
Current Year	70	73	61	67	82.5	85.5	82	77	83	82	77.5	79	88
Prior Year	84.5	87	64	68	84	88	78.5	74	66	72	77	70	70
Percent Change from Prior Year	-17%	-16%	-5%	-1%	-2%	-3%	4%	4%	26%	14%	1%	13%	26%

Months of Inventory

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

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

Month/ Year	Months	% Chg.
Aug '16	5.84	28.6%
Aug '15	4.54	-23.4%
Aug '14	5.93	-17.9%

Percent Change from Prior Year

20												
15												
10												
5												
3												
0												
_	Sep '15		Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug
Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug
Aug '15	Sep '15	0ct '15	Nov '15 6.56	Dec '15 6.21	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16 5.01	Jul '16	Aug '16
Aug '15 4.54	Sep '15 6.9 5.51	Oct '15 5.65 6.13	Nov '15 6.56 7.83	Dec '15 6.21	Jan '16 8.45 6.23	Feb '16 10.4 9.9	Mar '16 7.74 6.5	Apr '16 5.44 5.19	May '16 6.06 4.41	Jun '16 5.01	Jul '16 4.75	Aug '16 5.84

Absorption Rate

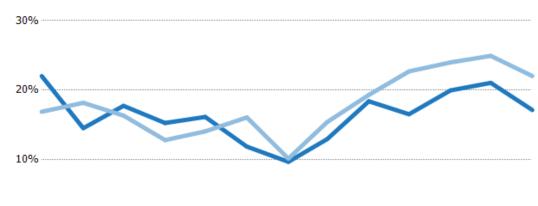
The percentage of inventory sold per month.

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

Month/ Year	Rate	Chg.
Aug '16	17%	4.9%
Aug '15	22%	-5.2%
Aug '14	17%	21.8%

Current Year
Prior Year

Change from Prior Year



'15	'15	'15	'15	'15	'16	'16	'16	'16	'16 [°]	'16	'16	'16	
 22%	14%	18%	15%	16%	12%	10%	13%	18%	17%	20%	21%	17%	
 17%	18%	16%	13%	14%	16%	10%	15%	19%	23%	24%	25%	22%	
 -5%	4%	-1%	-2%	-2%	4%	0%	2%	1%	6%	4%	4%	5%	

Feb

Mar

May

Jun

Jul

Aug

Active/Pending/Sold Units

The number of single-family, condominium and townhome properties that were Active, Pending and Sold each month.

Sep

0ct

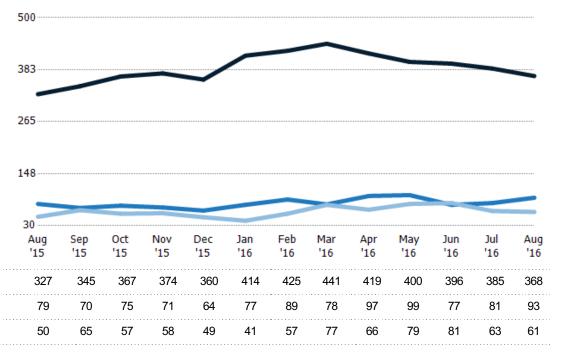
Νον

Dec

Jan

0 ····· Aug

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





Active

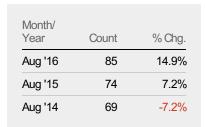
Sold

Pending

New Pending Sales

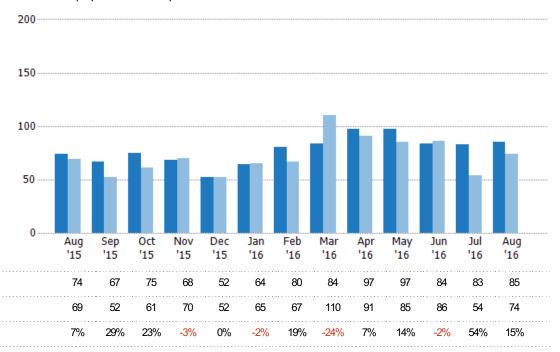
The number of single-family, condominium and townhome properties with accepted offers that were added each month.

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



Current Year

Prior Year



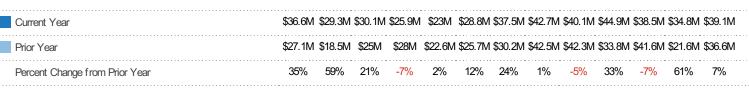
New Pending Sales Volume

Percent Change from Prior Year

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were added each month.

Month/ Year	Volume	% Chg.
Aug '16	\$39.1M	7.1%
Aug '15	\$36.6M	35%
Aug '14	\$27.1M	-16%









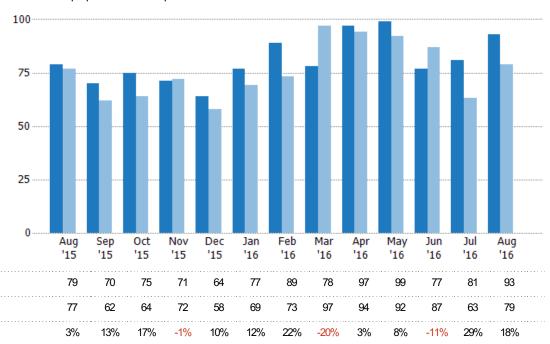
Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were available at the end each month.

Filters Used

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

Count	% Chg.
93	17.7%
79	2.6%
77	-2.6%
	93



Pending Sales Volume

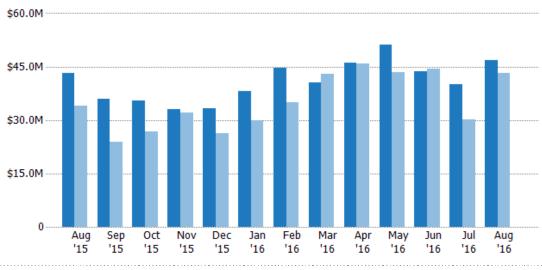
Percent Change from Prior Year

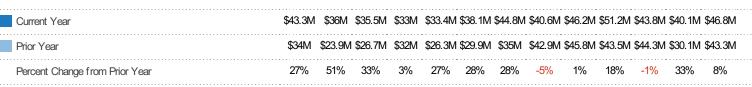
Current Year

Prior Year

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were available at the end of each month.

Month/ Year	Volume	% Chg.
Aug '16	\$46.8M	8.2%
Aug '15	\$43.3M	27.2%
Aug '14	\$34M	-13.7%

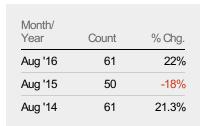


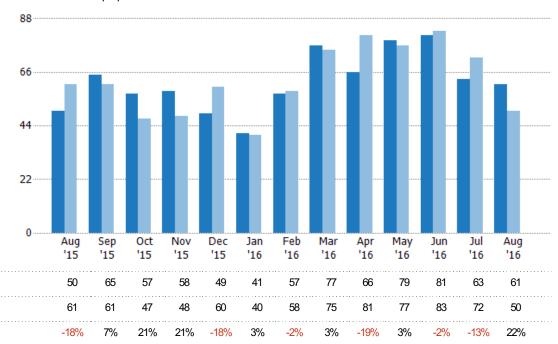


Closed Sales

The total number of single-family, condominium and townhome properties sold each month.

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





Closed Sales Volume

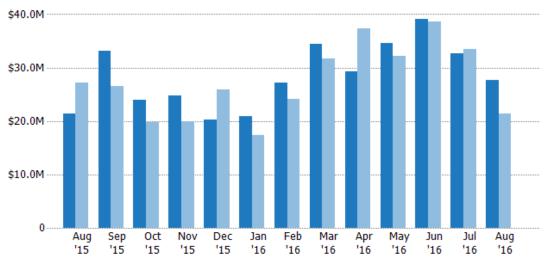
Percent Change from Prior Year

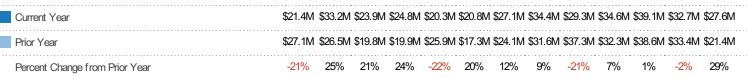
Current Year

Prior Year

The sum of the sales price of single-family, condominium and townhome properties sold each month.

Month/ Year	Volume	% Chg.
Aug '16	\$27.6M	28.7%
Aug '15	\$21.4M	-21%
Aug '14	\$27.1M	7.9%



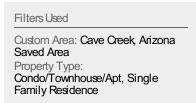


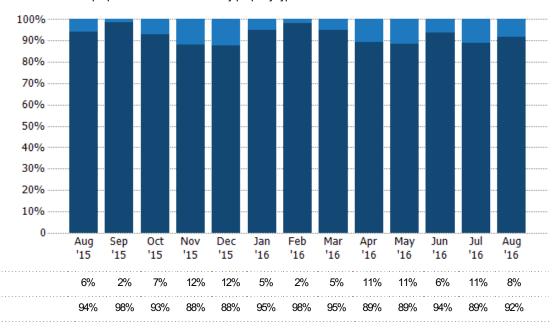




Closed Sales by Property Type

The percentage of single-family, condominium and townhome properties sold each month by property type.





Average Sales Price

Single Family Residence

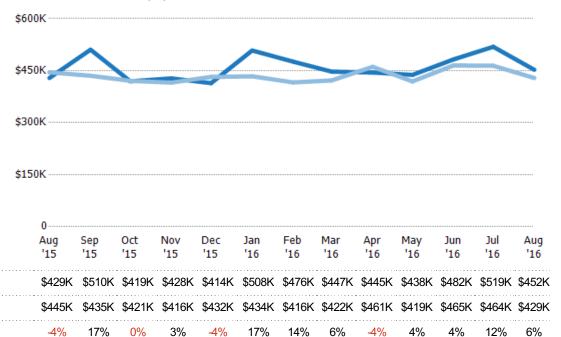
Condo/Townhouse

The average sales price of the single-family, condominium and townhome properties sold each month.

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



Percent Change from Prior Year





Current Year

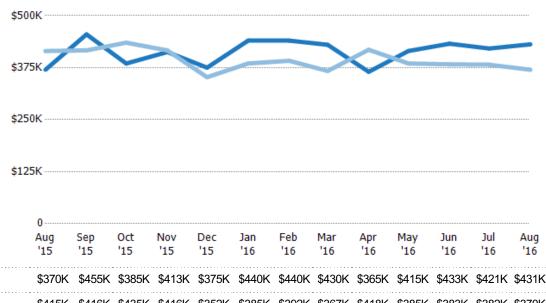
Prior Year

Median Sales Price

The median sales price of the single-family, condominium and townhome properties sold each month.

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





Current Year	\$370K	\$455K	\$385K	\$413K	\$375K	\$440K	\$440K	\$430K	\$365K	\$415K	\$433K	\$421K	\$431K
Prior Year	\$415K	\$416K	\$435K	\$416K	\$352K	\$385K	\$392K	\$367K	\$418K	\$385K	\$383K	\$382K	\$370K
Percent Change from Prior Year	-11%	9%	-12%	-1%	7%	14%	12%	17%	-13%	8%	13%	10%	16%

Average Sales Price per Sq Ft

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

\$50

Filters Used

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

Month/ Year	Price/sq ft	% Chg.
Aug '16	\$183	5.3%
Aug '15	\$174	0.3%
Aug '14	\$173	-8.6%

Percent Change from Prior Year

\$200		
\$150		
\$100	 	

'15	'15	'15	15	'15	'16	'16	'16	'16	Мау '16	'16	'16	'16
 \$174	\$188	\$181	\$182	\$186	\$184	\$183	\$177	\$185	\$181	\$190	\$197	\$183
 \$173	\$185	\$167	\$173	\$186	\$181	\$181	\$181	\$182	\$174	\$174	\$179	\$174
 0%	2%	8%	5%	0%	2%	2%	-2%	2%	4%	9%	10%	5%



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: Cave Creek, Arizona Saved Area
Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/ Year	Price/sq ft	% Chg.
Aug '16	\$181	8.4%
Aug '15	\$167	-0.6%
Aug '14	\$168	-6%

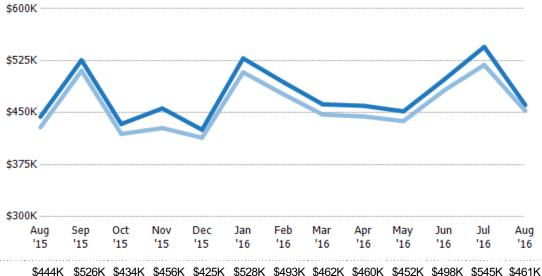
Percent Change from Prior Year

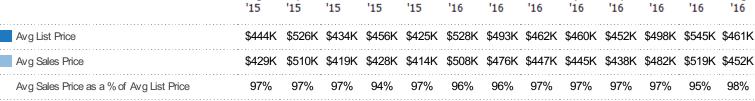
Current Year
Prior Year

\$200												
\$150												
\$100												
\$50												
0												
Aug '15	Sep '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16
\$167	\$180	\$176	\$180	\$178	\$177	\$183	\$174	\$181	\$177	\$184	\$178	\$18
\$168	\$169	\$165	\$168	\$182	\$175	\$183	\$174	\$172	\$171	\$171	\$169	\$16
-1%	7%	7%	7%	-2%	1%	0%	0%	5%	4%	8%	6%	8%

Average Sales Price vs Average Listing Price

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









Median List Price

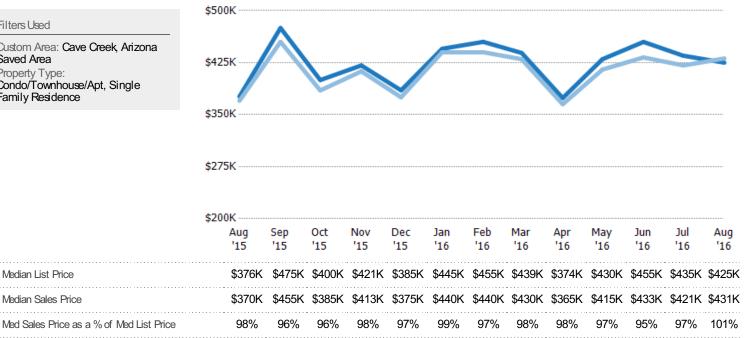
Median Sales Price

Market Data Report

Median Sales Price vs Median Listing Price

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

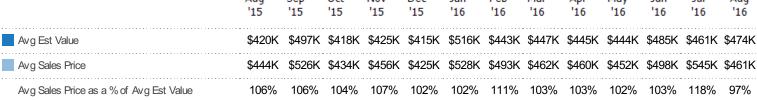
Filters Used Custom Area: Cave Creek, Arizona Saved Area Property Type: Condo/Townhouse/Apt, Single Family Residence



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.



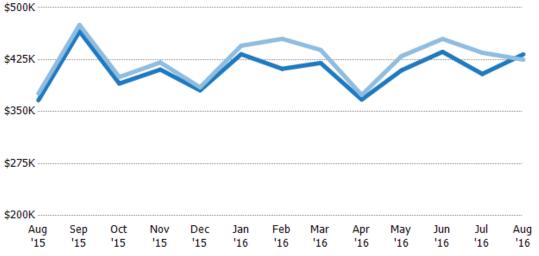




Median Sales Price vs Median Est Value

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

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

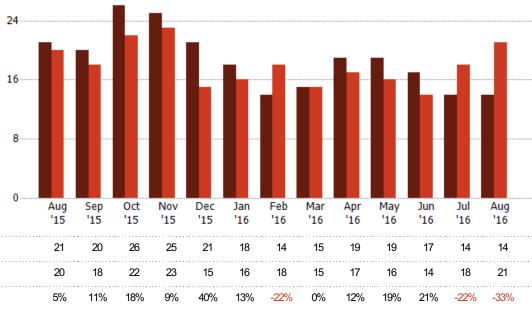


	Aug '15	Sep '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16
Median Est Value	\$366K	\$466K	\$391K	\$411K	\$381K	\$433K	\$412K	\$420K	\$367K	\$410K	\$436K	\$404K	\$433K
Median Sales Price	\$376K	\$475K	\$400K	\$421K	\$385K	\$445K	\$455K	\$439K	\$374K	\$430K	\$455K	\$435K	\$425K
Med Sales Price as a % of Med Est Value	103%	102%	102%	103%	101%	103%	111%	104%	102%	105%	104%	108%	98%

Distressed Listings

The number of distressed single-family, condominum and townhome properties that were for sale at the end of each month.

Month/ Year	Count	% Chg.
Aug '16	14	-33.3%
Aug '15	21	5%
Aug '14	20	45%



	'15	'15	'15	'15	'15	'16	'16	'16	'16	'16	'16	'16	'16
Current Year	21	20	26	25	21	18	14	15	19	19	17	14	14
Prior Year	20	18	22	23	15	16	18	15	17	16	14	18	21
Percent Change from Prior Year	5%	11%	18%	9%	40%	13%	-22%	0%	12%	19%	21%	-22%	-33%





Pre-Foreclosure

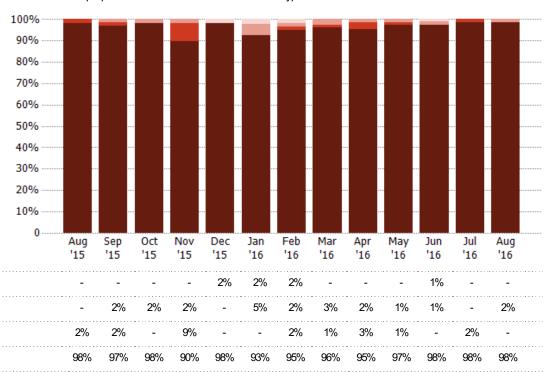
Non-Distressed

Short Sale

Market Data Report

Distressed Sales by Sales Type

The percentage of single-family, condominium and townhome properties sold each month for each sales type.









Listing Activity by ZIP

May 2017

ZIP	Listings	Listing Volume	Av g Listing	Median Listing	Av g Listing	Median Listing	Months of	Absorption
	(Month End)	(Month End)	Price	Price	Price per Sq Ft	Price per Sq Ft	Inventory	Rate %
85331	311	\$212,595,315	\$683,586	\$539,999	\$224	\$198	4	28.29 %







Sales Activity by ZIP

May 2017

ZIP	Pendings (Month End)	Pending Volume (Month End)	Sales	Sales Volume	Avg Sales Price	Median Sales Price	Av g Sales Price per Sq Ft	Median Sales Price per Sq Ft	Av g Days In RPR
85331	117	\$63,169,138	88	\$42,369,794	\$492,850	\$459,000	\$185	\$185	107



