

MARKET REPORT May 2017



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	May 2017	May 2016	+/-	YTD 2017	YTD 2016	+/-
isting Activity Charts Metrics						
New Listing Count	9,374	9,632	-2.7%	49,174	50,795	-3.2%
New Listing Volume	\$3,225,421,003	\$2,844,765,366	+13.4%	\$17,599,121,935	\$16,139,724,906	+9%
Active Listing Count	16,926	22,313	-24.1%	97,172	114,612	-15.2%
Active Listing Volume	\$9,616,830,165	\$10,698,201,062	-10.1%	\$53,060,938,279	\$54,864,121,090	-3.3%
Average Listing Price	\$568,169	\$479,460	+18.5%	\$546,052	\$478,694	+14.1%
Median Listing Price	\$349,900	\$304,500	+14.9%	\$326,376	\$300,805	+8.5%
Average Listing Price per Sq Ft	\$189	\$175	+8.1%	\$185	\$174	+6.7%
Median Listing Price per Sq Ft	\$160	\$150	+6.7%	\$158	\$149	+6.2%
Median Days in RPR	49	57	-14%	50.89	57.07	-10.8%
Months of Inventory	2.2	3	-26.4%	3	3.7	-19%
Absorption Rate	44.99%	33.12%	+11.9%	32.99%	26.72%	+6.3%
Sales Activity Charts Metrics						
New Pending Sales Count	10,251	9,409	+8.9%	47,044	43,704	+7.6%
New Pending Sales Volume	\$3,283,150,126	\$2,590,566,234	+26.7%	\$14,252,235,505	\$11,941,051,433	+19.4%
Pending Sales Count	9,795	8,347	+17.3%	41,768	39,034	+7%
Pending Sales Volume	\$3,367,291,903	\$2,586,278,731	+30.2%	\$13,882,074,802	\$11,878,974,392	+16.9%
Cloæd Sales Count	8,552	7,712	+10.9%	35,252	32,057	+10%
Closed Sales Volume	\$2,690,520,100	\$2,287,734,732	+17.6%	\$10,775,813,313	\$9,204,000,779	+17.1%
Average Sales Price	\$314,607	\$296,646	+6.1%	\$305,679	\$287,114	+6.5%
Median Sales Price	\$251,000	\$239,000	+5%	\$243,462	\$229,978	+5.9%
Average Sales Price per Sq Ft	\$154	\$144	+6.3%	\$152	\$143	+6.9%
Median Sales Price per Sq Ft	\$144	\$135	+6.7%	\$142	\$132	+7%
Distressed Charts Metrics						
Distressed Listing Count	437	1,090	-59.9%	2,916	5,721	-49%





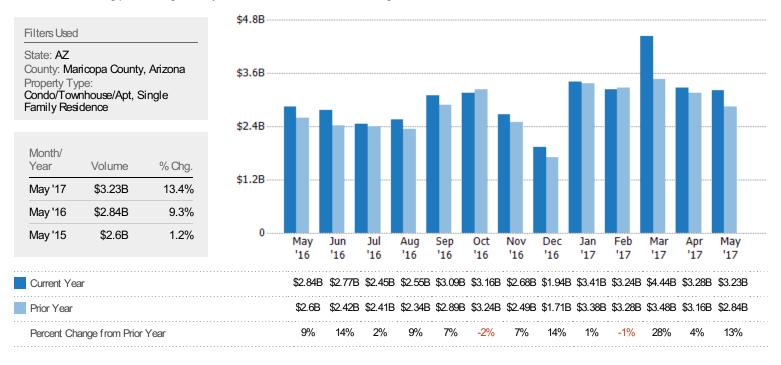
New Listings

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



New Listing Volume

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







Active Listings

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



Active Listing Volume

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

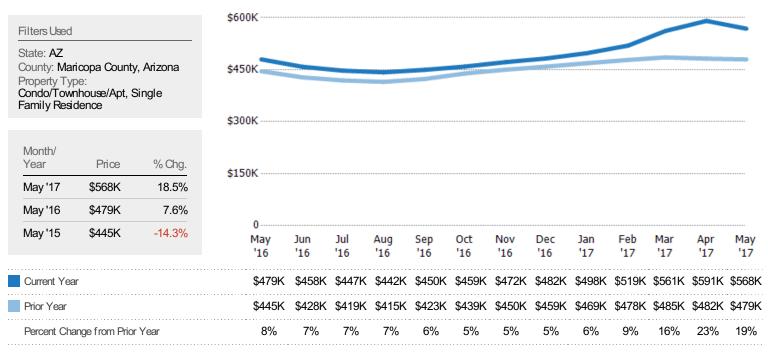


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Average Listing Price

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



Median Listing Price

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

Filters Used State: AZ County: Mari Property Typ	e:		\$400K												
Condo/Town Family Resid	ihouse/Apt, S lence	Single													
			\$200K												
Month/ Year	Price	% Chg.	\$100K												
May '17	\$350K	14.9%	\$100K												
May '16	\$305K	8.8%													
May '15	\$280K	-13.9%	0 May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17
Current Year	 Г		\$305K	\$299K	\$297K	\$290K	\$295K	\$296K	\$295K	\$299K	\$303K	\$319K	\$325K	\$340K	\$350K
Prior Year			\$280K	\$280K	\$280K	\$277K	\$280K	\$280K	\$280K	\$285K	\$290K	\$300K	\$305K	\$305K	\$305K
Percent Cha	nge f rom Prior	Year	9%	7%	6%	5%	6%	6%	5%	5%	5%	7%	7%	11%	15%





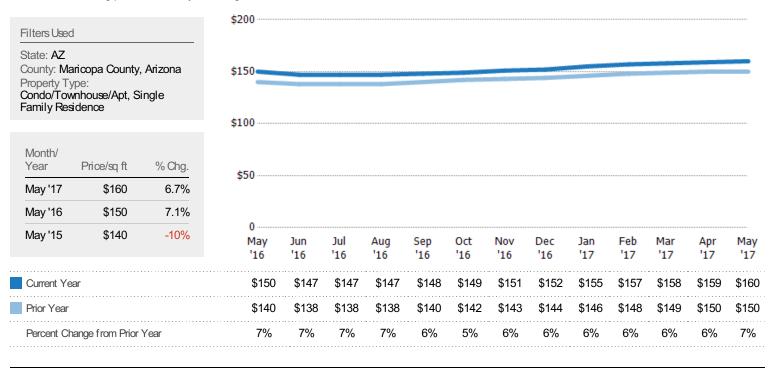
Average Listing Price per Sq Ft

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

Filters Used	\$200												
State: AZ County: Maricopa County, Arizona Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150												
	\$100												
Month/ Year Price/sq ft % Chg.	\$50												
May '17 \$189 8.1%													
May '16 \$175 6.4%													
May '15 \$164 -9.5%	0 May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17
Current Year	\$175	\$171	\$170	\$170	\$172	\$174	\$176	\$179	\$182	\$184	\$185	\$187	\$189
Prior Year	\$164	\$161	\$160	\$160	\$162	\$165	\$167	\$170	\$172	\$174	\$175	\$175	\$175
Percent Change from Prior Year	6%	6%	6%	6%	6%	5%	5%	6%	6%	6%	6%	7%	8%

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.

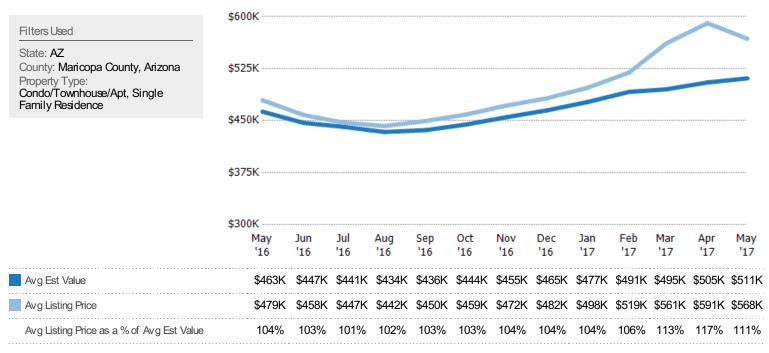


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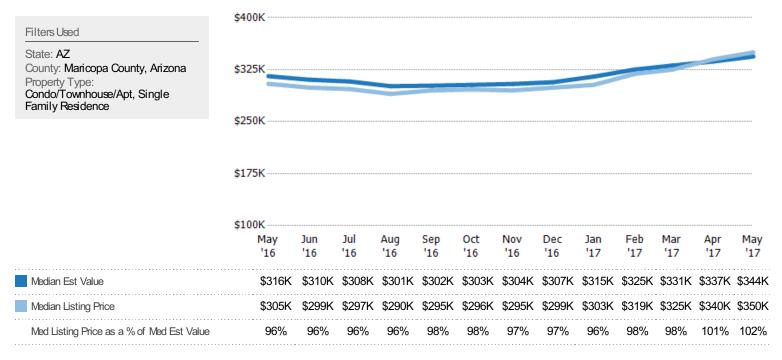
Average Listing Price vs Average Est Value

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



Median Listing Price vs Median Est Value

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

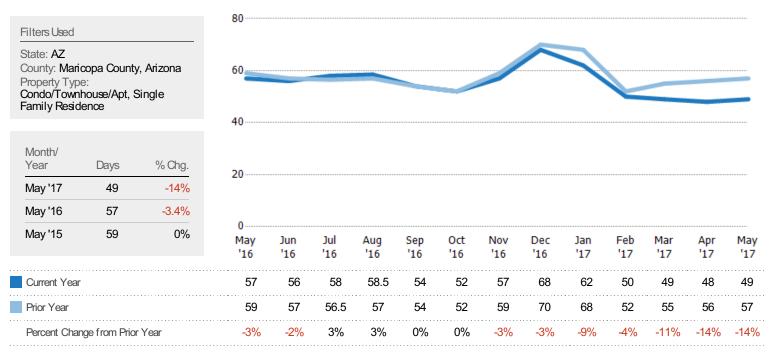


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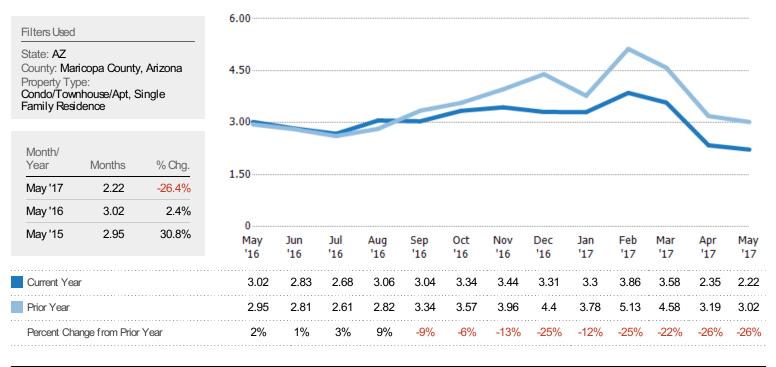
Median Days in RPR

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



Months of Inventory

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

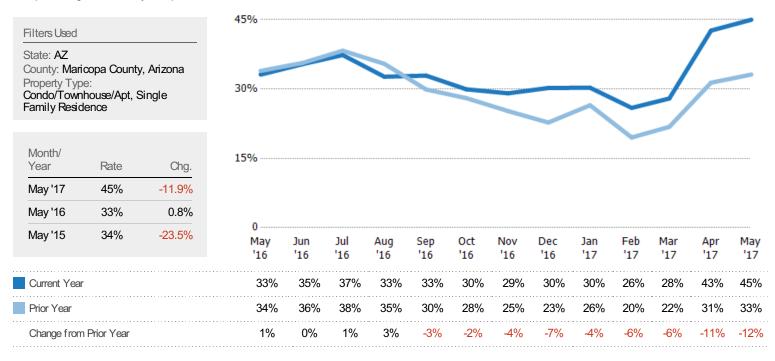






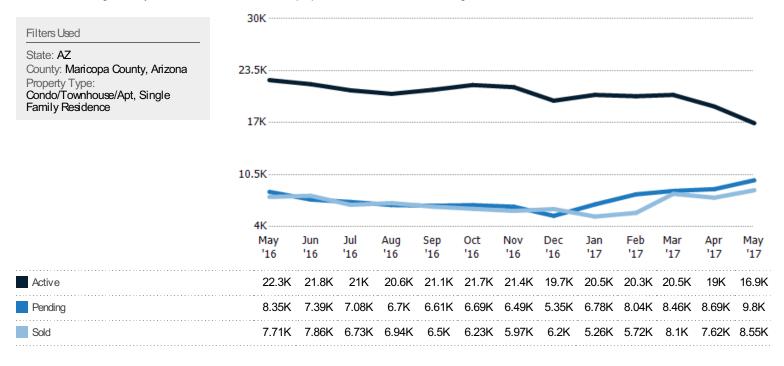
Absorption Rate

The percentage of inventory sold per month.



Active/Pending/Sold Units

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







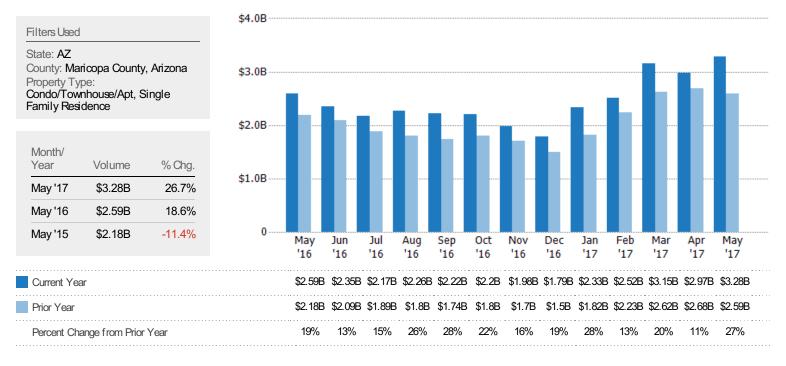
New Pending Sales

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



New Pending Sales Volume

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

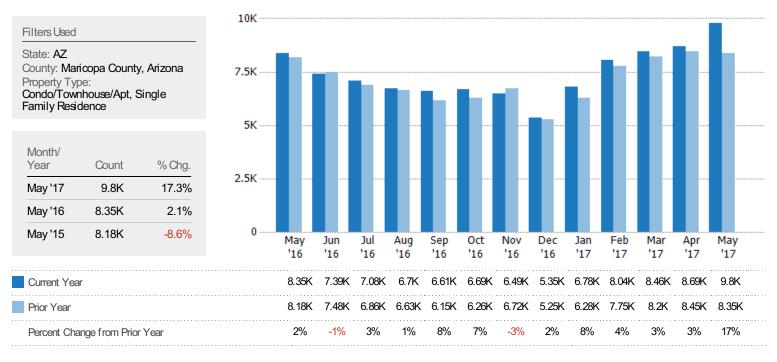






Pending Sales

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



Pending Sales Volume

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.

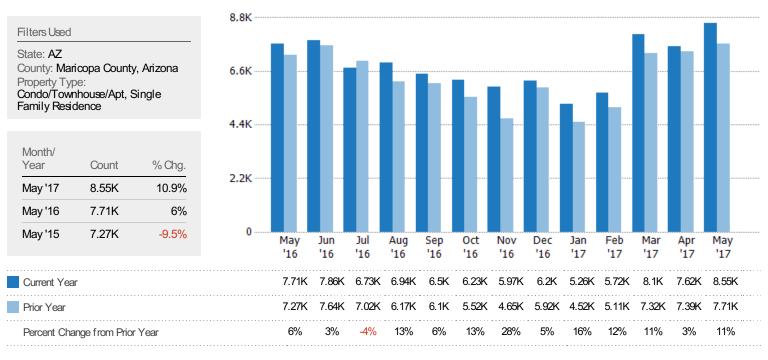


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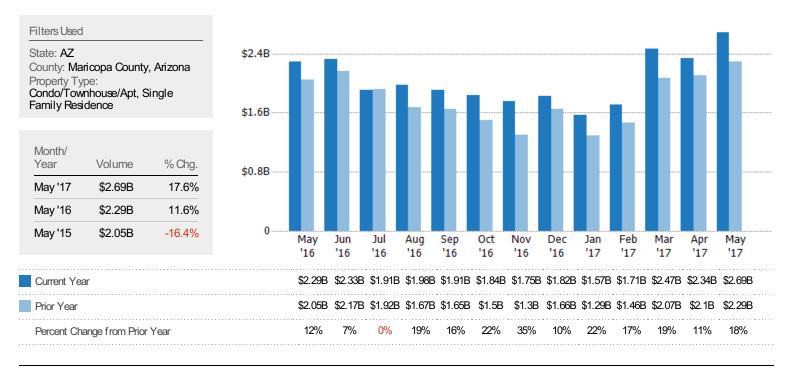
Closed Sales

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



Closed Sales Volume

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

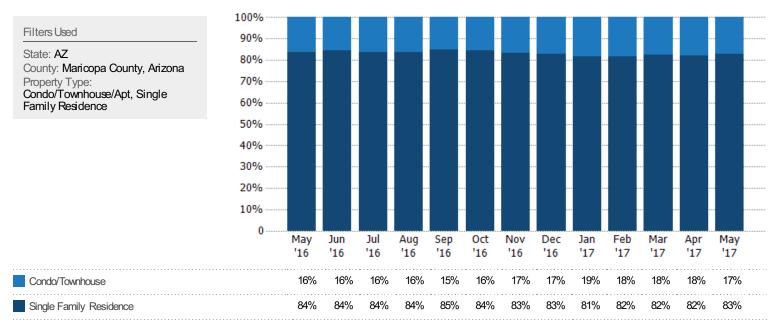






Closed Sales by Property Type

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



Average Sales Price

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

\$400K Filters Used State: AZ County: Maricopa County, Arizona \$300K Property Type: Condo/Townhouse/Apt, Single Family Residence \$200K Month/ Year Price % Chg. \$100K 6.1% May '17 \$315K May '16 \$297K 5.3% 0 May '15 \$282K -7.7% May May Jun Jul Oct Nov Dec Jan Feb Mar Aug Sep Apr '16 '16 '16 '16 '16 '16 '16 '17 '17 '17 '17 '17 '16 \$296K \$284K \$285K \$294K \$296K \$294K \$294K \$297K \$299K \$305K \$307K \$315K Current Year \$297K Prior Year \$282K \$284K \$273K \$271K \$271K \$273K \$279K \$280K \$284K \$285K \$283K \$284K \$297K 5% 4% 4% 5% 9% 8% 5% 5% 5% 5% 8% 8% 6% Percent Change from Prior Year





Median Sales Price

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

	\$300K												
Filters Used State: AZ County: Maricopa County, Arizona Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												8
	\$150K ······												
Month/ Year Price % Chg.	\$75K												
May '17 \$251K 5%	<i>Q. 2.1</i>												
May '16 \$239K 7.7%													
May '15 \$222K -9%	0 May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17
Current Year	\$239K	\$240K	\$235K	\$239K	\$242K	\$238K	\$237K	\$238K	\$235K	\$240K	\$242K	\$245K	\$251K
Prior Year	\$222K	\$225K	\$220K	\$219K	\$222K	\$221K	\$220K	\$225K	\$224K	\$225K	\$228K	\$230K	\$239K
Percent Change from Prior Year	8%	7%	7%	9%	9%	8%	8%	6%	5%	7%	6%	7%	5%

Average Sales Price per Sq Ft

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

			\$200												
Property Ty	aricopa County /pe: vnhouæ/Apt, S		\$150												
			\$100												
Month/ Year	Price/sq ft	% Chg.	\$50												
May '17	\$154	6.3%													
May '16	\$144	6.3%													
May '15	\$136	-5.8%	0 May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17
Current Ye	ar		\$144	\$145	\$142	\$143	\$145	\$147	\$148	\$148	\$149	\$152	\$152	\$154	\$154
Prior Year			\$136	\$136	\$135	\$134	\$136	\$137	\$138	\$139	\$141	\$141	\$142	\$144	\$144
Percent Ch	nange from Prior	Year	6%	7%	6%	6%	7%	7%	7%	6%	6%	8%	7%	7%	6%





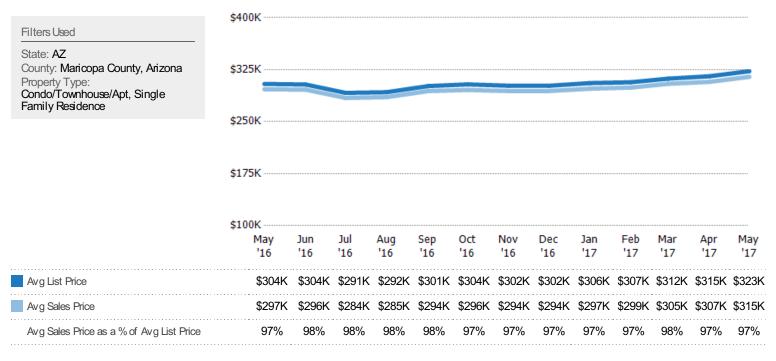
Median Sales Price per Sq Ft

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

Filters Used	\$200												
State: AZ County: Maricopa County, Arizona Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150												
	\$100												
Month/ Year Price/sq ft % Chg.	\$50												
May '17 \$144 6.7%													
May '16 \$135 7.1%													
May '15 \$126 -6.3%	0 May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17
Current Year	\$135	\$135	\$134	\$135	\$136	\$137	\$138	\$138	\$139	\$140	\$141	\$143	\$144
Prior Year	\$126	\$126	\$125	\$125	\$127	\$128	\$127	\$130	\$129	\$130	\$132	\$134	\$135
Percent Change from Prior Year	7%	7%	7%	8%	7%	7%	9%	6%	8%	8%	7%	7%	7%

Average Sales Price vs Average Listing Price

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







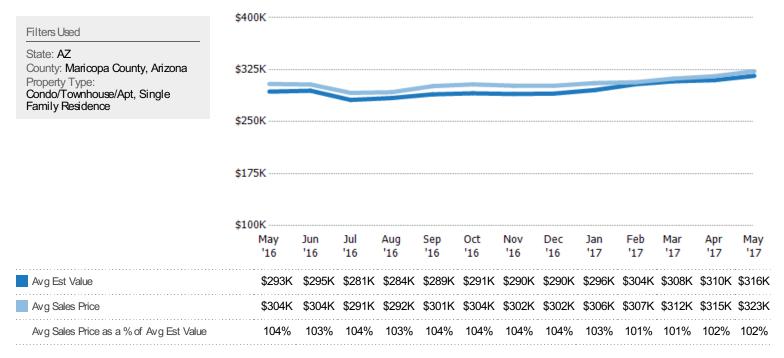
Median Sales Price vs Median Listing Price

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

	\$300K												
Filters Used													
State: AZ County: Maricopa County, Arizona Property Type: Condo/Townhouse/Apt, Single Family Residence	\$250K												
·	\$200K												
	\$150K												
	\$130K												
	\$100K												
	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17
. <u></u>													
Median List Price	\$240K	\$245K	\$239K	\$240K	\$245K	\$242K	\$240K	\$240K	\$240K	\$245K	\$245K	\$249K	\$255K
Median Sales Price	\$239K	\$240K	\$235K	\$239K	\$242K	\$238K	\$237K	\$238K	\$235K	\$240K	\$242K	\$245K	\$251K
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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.







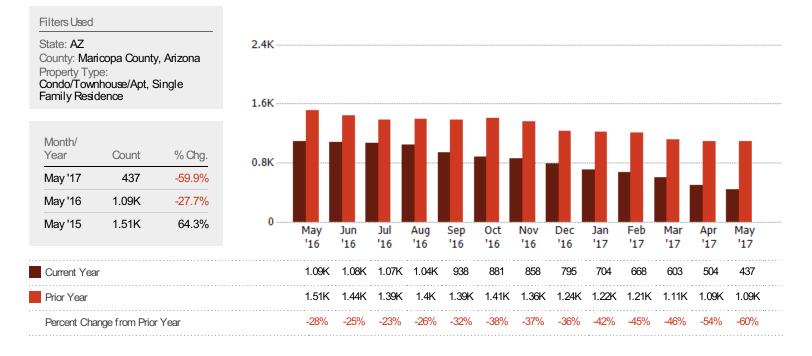
Median Sales Price vs Median Est Value

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

Filters Used	\$300K												
State: AZ County: Maricopa County, Arizona Property Type: Condo/Townhouse/Apt, Single Family Residence	\$250K												
	\$200K												
	\$150K												
	\$100K May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17
Median Est Value	\$237K	\$240K	\$233K	\$237K	\$241K	\$237K	\$235K	\$235K	\$236K	\$241K	\$241K	\$243K	\$249K
Median Sales Price	\$240K	\$245K	\$239K	\$240K	\$245K	\$242K	\$240K	\$240K	\$240K	\$245K	\$245K	\$249K	\$255K
Med Sales Price as a % of Med Est Value	101%	102%	102%	101%	102%	102%	102%	102%	102%	101%	102%	103%	102%

Distressed Listings

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

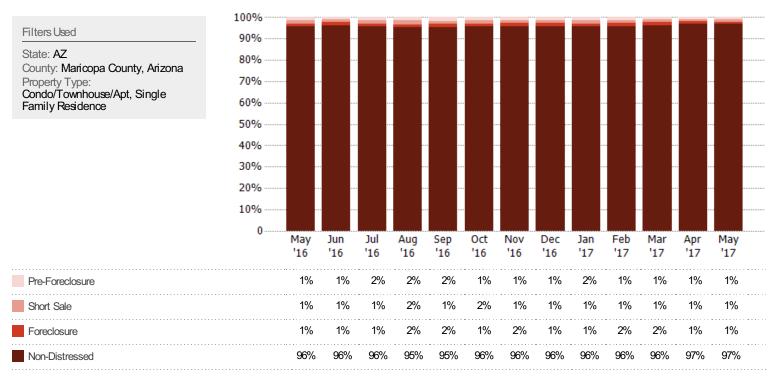






Distressed Sales by Sales Type

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







Listing Activity by Metro Area

May 2017

Metro	Listings (Month End)	Listing Volume (Month End)	Avg Listing Price	•	Avg Listing Price per Sq Ft	Median Listing Price per Sq Ft		Absorption Rate %
Phoenix-Mesa-Scottsdale, AZ	16,926	\$9,616,830,165	\$568,169	\$349,900	\$189	\$160	2	50.52 %





Market Data Report

Sales Activity by Metro Area

May 2017

Metro	Pendings (Month End)	Pending Volume (Month End)	Sales	Sales Volume	Av g Sales Price	Median Sales Price	•	Median Sales Price per Sq Ft	
Phoenix-Mesa- Scottsdale, AZ	9,795	\$3,367,291,903	8,552	\$2,690,520,100	\$322,714	\$255,000	\$151	\$142	55

