

**2019**

**NEW RIVER**  
**MARKET REPORT**  
March 2019



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                            | Mar 2019     | Mar 2018     | + / -   | YTD 2019     | YTD 2018     | + / -  |
|--|--------------|--------------|---------|--------------|--------------|--------|
| <b>Listing Activity Charts Metrics</b> |              |              |         |              |              |        |
| New Listing Count                      | 29           | 40           | -27.5%  | 64           | 94           | -31.9% |
| New Listing Volume                     | \$11,957,870 | \$15,336,029 | -22%    | \$26,276,850 | \$35,916,550 | -26.8% |
| Active Listing Count                   | 56           | 94           | -40.4%  | N/A          | N/A          |        |
| Active Listing Volume                  | \$24,415,560 | \$38,288,156 | -36.2%  | N/A          | N/A          |        |
| Average Listing Price                  | \$435,992    | \$407,321    | +7%     | \$436,000    | \$418,756    | +4.1%  |
| Median Listing Price                   | \$414,995    | \$376,200    | +10.3%  | \$427,377    | \$399,067    | +7.1%  |
| Average Listing Price per Sq Ft        | \$177        | \$167        | +5.9%   | \$172        | \$169        | +1.2%  |
| Median Listing Price per Sq Ft         | \$161        | \$165        | -2.4%   | \$163        | \$165        | -1.6%  |
| Median Days in RPR                     | 45           | 45.5         | -1.1%   | 69.15        | 62.48        | +10.7% |
| Months of Inventory                    | 3.5          | 11.8         | -70.2%  | 3.8          | 4.1          | -6.1%  |
| Absorption Rate                        | 28.57%       | 8.51%        | +20.1%  | 26.01%       | 24.42%       | +1.6%  |
| <b>Sales Activity Charts Metrics</b>   |              |              |         |              |              |        |
| New Pending Sales Count                | 27           | 25           | +8%     | 65           | 62           | +4.8%  |
| New Pending Sales Volume               | \$10,875,480 | \$10,003,658 | +8.7%   | \$25,536,898 | \$23,789,404 | +7.3%  |
| Pending Sales Count                    | 33           | 25           | +32%    | N/A          | N/A          |        |
| Pending Sales Volume                   | \$29,448,569 | \$10,057,748 | +192.8% | N/A          | N/A          |        |
| Closed Sales Count                     | 11           | 21           | -47.6%  | 39           | 45           | -13.3% |
| Closed Sales Volume                    | \$4,190,407  | \$7,611,790  | -44.9%  | \$14,107,382 | \$16,141,970 | -12.6% |
| Average Sales Price                    | \$380,946    | \$362,466    | +5.1%   | \$361,728    | \$358,710    | +0.8%  |
| Median Sales Price                     | \$390,000    | \$384,900    | +1.3%   | \$368,954    | \$353,397    | +4.4%  |
| Average Sales Price per Sq Ft          | \$169        | \$167        | +0.8%   | \$164        | \$159        | +3%    |
| Median Sales Price per Sq Ft           | \$176        | \$170        | +3.5%   | \$167        | \$164        | +2.3%  |
| <b>Distressed Charts Metrics</b>       |              |              |         |              |              |        |
| Distressed Listing Count               | -            | 2            | -       | N/A          | N/A          |        |

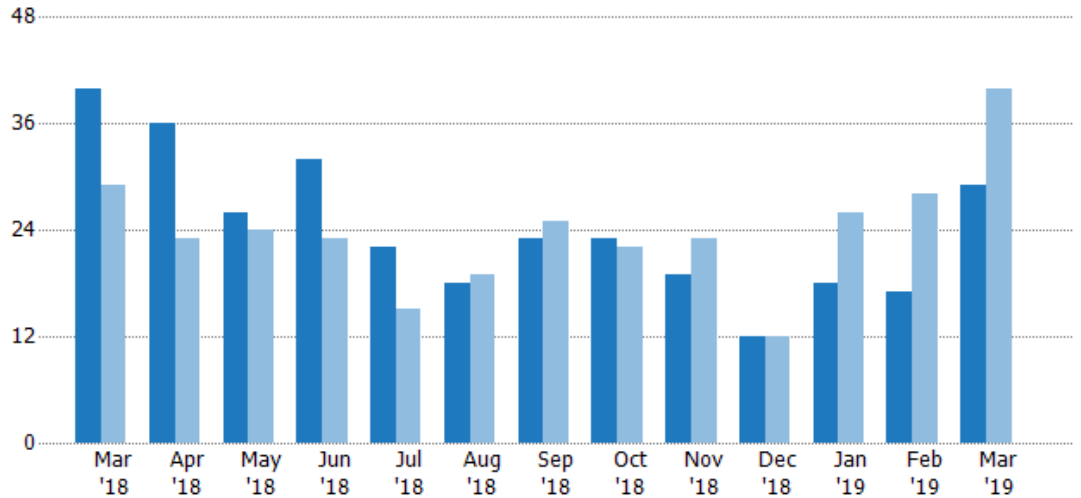
## New Listings

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, Single  
 Family Residence

| Month/<br>Year | Count | % Chg. |
|----------------|-------|--------|
| Mar '19        | 29    | -27.5% |
| Mar '18        | 40    | 37.9%  |
| Mar '17        | 29    | 3.4%   |



|                                | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | 40      | 36      | 26      | 32      | 22      | 18      | 23      | 23      | 19      | 12      | 18      | 17      | 29      |
| Prior Year                     | 29      | 23      | 24      | 23      | 15      | 19      | 25      | 22      | 23      | 12      | 26      | 28      | 40      |
| Percent Change from Prior Year | 38%     | 57%     | 8%      | 39%     | 47%     | -5%     | -8%     | 5%      | -17%    | 0%      | -31%    | -39%    | -28%    |

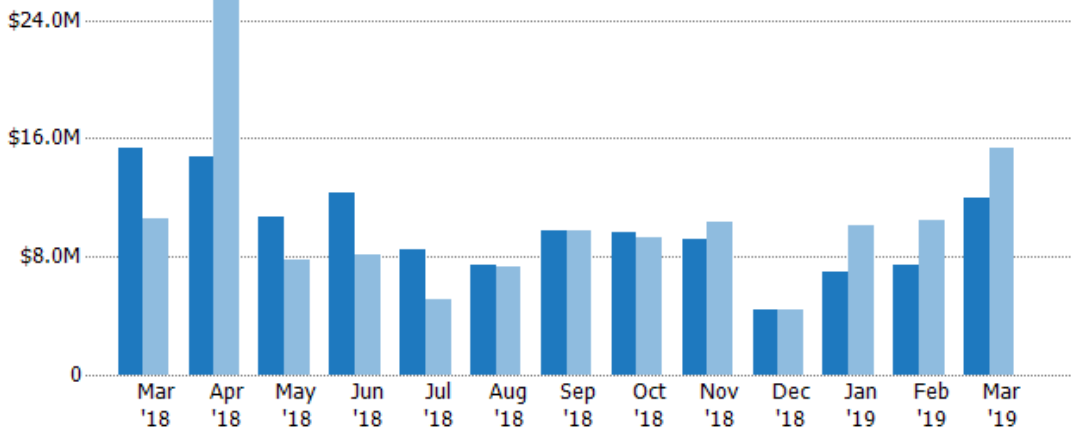
## New Listing Volume

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, Single  
 Family Residence

| Month/<br>Year | Volume  | % Chg. |
|----------------|---------|--------|
| Mar '19        | \$12M   | -22%   |
| Mar '18        | \$15.3M | 45.1%  |
| Mar '17        | \$10.6M | 20.3%  |



|                                | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$15.3M | \$14.8M | \$10.6M | \$12.3M | \$8.49M | \$7.48M | \$9.81M | \$9.63M | \$9.12M | \$4.45M | \$6.93M | \$7.39M | \$12M   |
| Prior Year                     | \$10.6M | \$25.7M | \$7.77M | \$8.13M | \$5.08M | \$7.3M  | \$9.76M | \$9.26M | \$10.3M | \$4.42M | \$10.2M | \$10.4M | \$15.3M |
| Percent Change from Prior Year | 45%     | -42%    | 37%     | 51%     | 67%     | 2%      | 0%      | 4%      | -12%    | 1%      | -32%    | -29%    | -22%    |

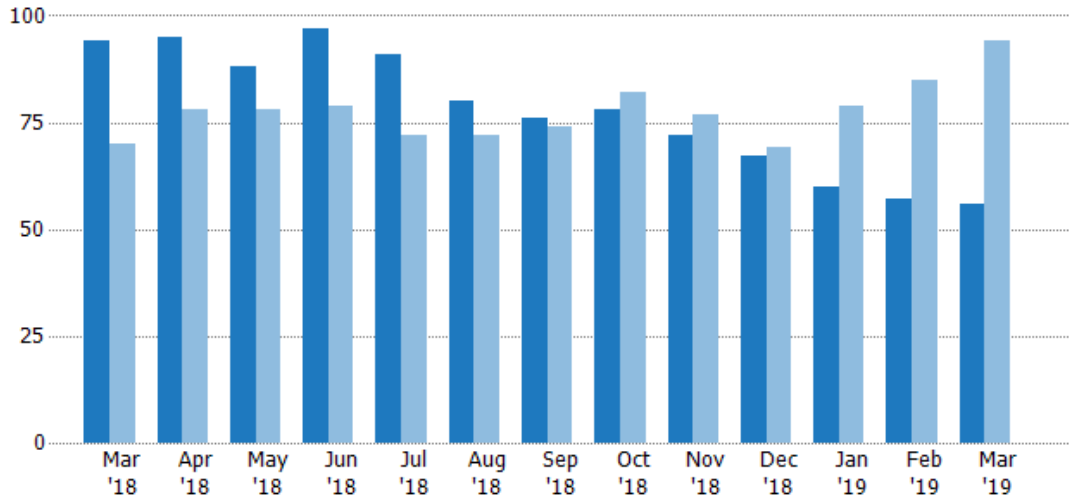
## Active Listings

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, Single  
 Family Residence

| Month/Year | Count | % Chg. |
|------------|-------|--------|
| Mar '19    | 56    | -40.4% |
| Mar '18    | 94    | 34.3%  |
| Mar '17    | 70    | -10%   |



|                                |     |     |     |     |     |     |    |     |     |     |      |      |      |
|--------------------------------|-----|-----|-----|-----|-----|-----|----|-----|-----|-----|------|------|------|
| Current Year                   | 94  | 95  | 88  | 97  | 91  | 80  | 76 | 78  | 72  | 67  | 60   | 57   | 56   |
| Prior Year                     | 70  | 78  | 78  | 79  | 72  | 72  | 74 | 82  | 77  | 69  | 79   | 85   | 94   |
| Percent Change from Prior Year | 34% | 22% | 13% | 23% | 26% | 11% | 3% | -5% | -6% | -3% | -24% | -33% | -40% |

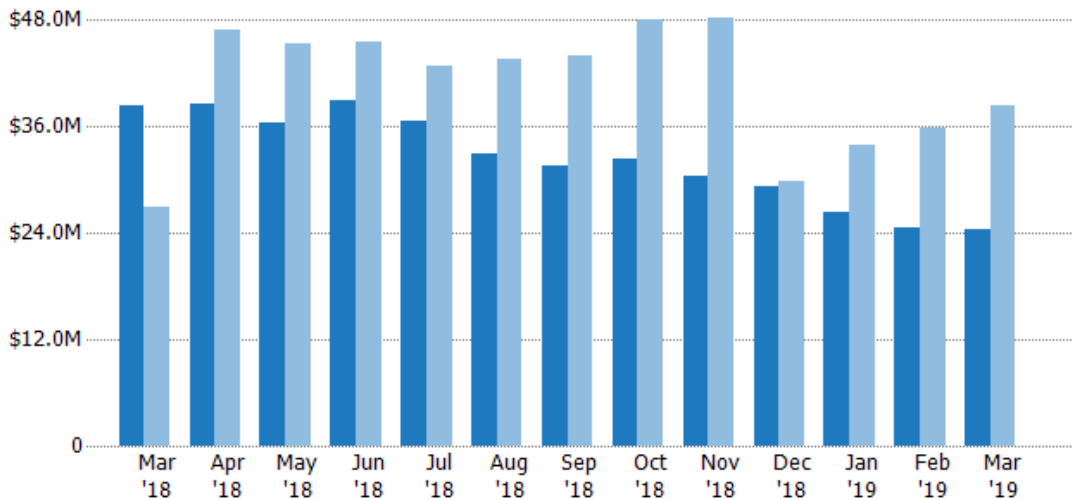
## Active Listing Volume

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, Single  
 Family Residence

| Month/Year | Volume  | % Chg. |
|------------|---------|--------|
| Mar '19    | \$24.4M | -36.2% |
| Mar '18    | \$38.3M | 42%    |
| Mar '17    | \$27M   | 1%     |



|                                |         |         |         |         |         |         |         |         |         |         |         |         |         |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$38.3M | \$38.5M | \$36.3M | \$38.9M | \$36.6M | \$33M   | \$31.6M | \$32.3M | \$30.4M | \$29.2M | \$26.3M | \$24.7M | \$24.4M |
| Prior Year                     | \$27M   | \$46.9M | \$45.4M | \$45.5M | \$42.8M | \$43.5M | \$44.1M | \$48.1M | \$48.2M | \$29.9M | \$34M   | \$35.8M | \$38.3M |
| Percent Change from Prior Year | 42%     | -18%    | -20%    | -15%    | -14%    | -24%    | -28%    | -33%    | -37%    | -2%     | -22%    | -31%    | -36%    |

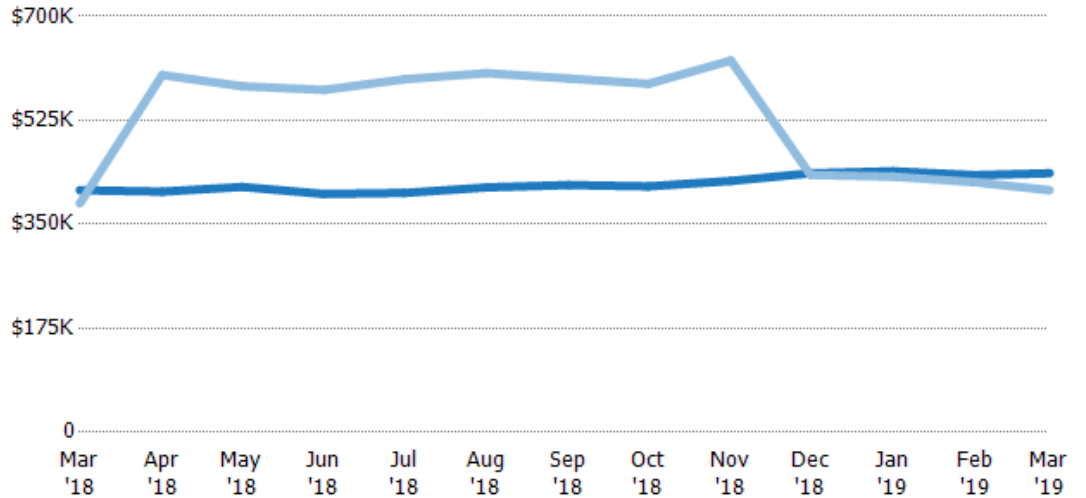
## Average Listing Price

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, Single  
 Family Residence

| Month/<br>Year | Price  | % Chg. |
|----------------|--------|--------|
| Mar '19        | \$436K | 7%     |
| Mar '18        | \$407K | 5.7%   |
| Mar '17        | \$385K | 12.2%  |



|                                |        |        |        |        |        |        |        |        |        |        |        |        |        |
|--------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Current Year                   | \$407K | \$405K | \$413K | \$401K | \$403K | \$412K | \$416K | \$414K | \$423K | \$436K | \$439K | \$433K | \$436K |
| Prior Year                     | \$385K | \$601K | \$582K | \$576K | \$594K | \$604K | \$595K | \$586K | \$626K | \$433K | \$430K | \$421K | \$407K |
| Percent Change from Prior Year | 6%     | -33%   | -29%   | -30%   | -32%   | -32%   | -30%   | -29%   | -32%   | 1%     | 2%     | 3%     | 7%     |

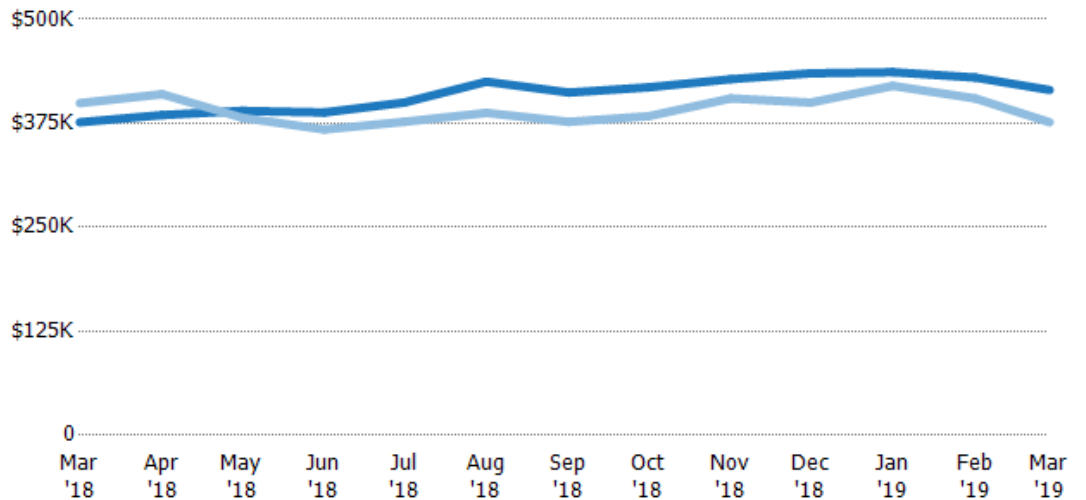
## Median Listing Price

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, Single  
 Family Residence

| Month/<br>Year | Price  | % Chg. |
|----------------|--------|--------|
| Mar '19        | \$415K | 10.3%  |
| Mar '18        | \$376K | -5.8%  |
| Mar '17        | \$399K | -6.1%  |



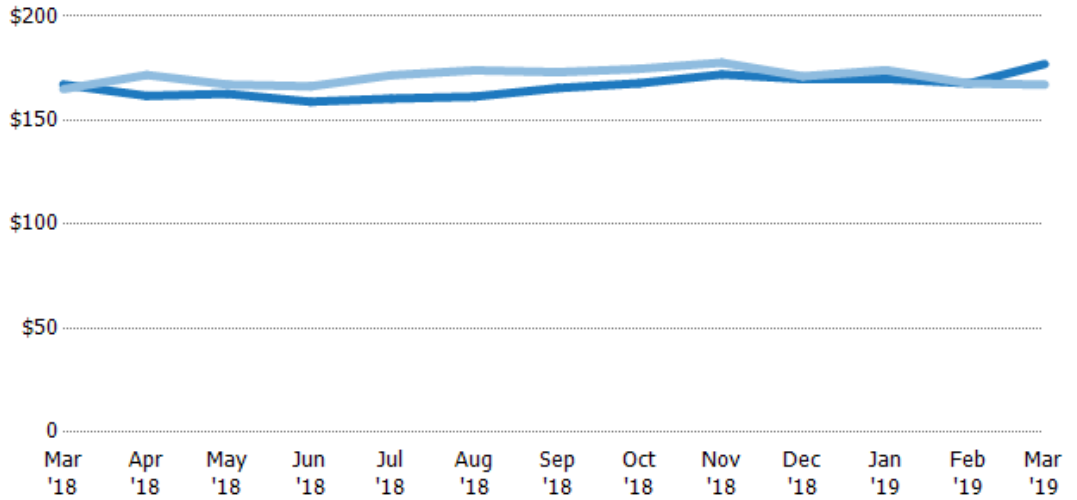
|                                |        |        |        |        |        |        |        |        |        |        |        |        |        |
|--------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Current Year                   | \$376K | \$385K | \$390K | \$388K | \$400K | \$425K | \$412K | \$418K | \$428K | \$435K | \$436K | \$430K | \$415K |
| Prior Year                     | \$399K | \$410K | \$382K | \$368K | \$377K | \$387K | \$377K | \$383K | \$405K | \$400K | \$420K | \$405K | \$376K |
| Percent Change from Prior Year | -6%    | -6%    | 2%     | 6%     | 6%     | 10%    | 9%     | 9%     | 6%     | 9%     | 4%     | 6%     | 10%    |

## 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, Single  
 Family Residence



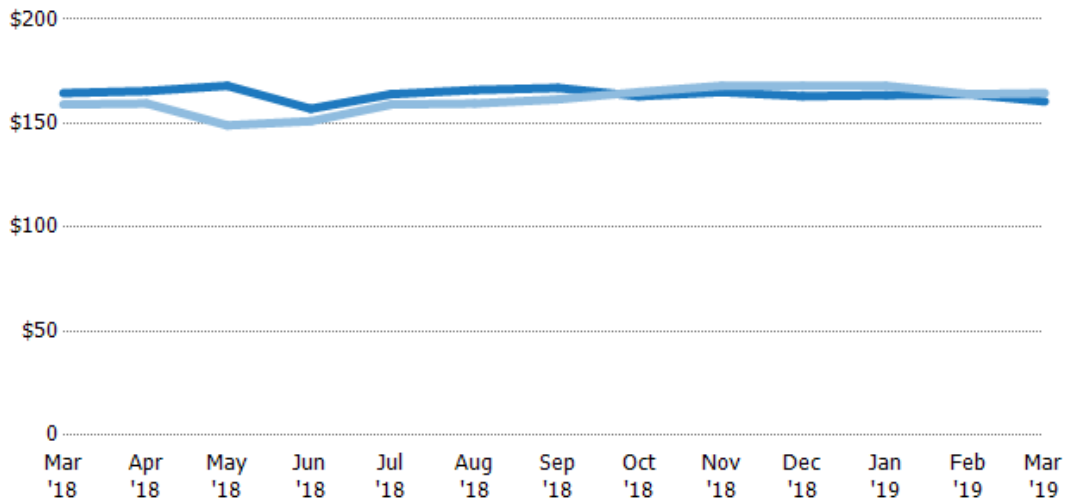
|                                |       |       |       |       |       |       |       |       |       |       |       |       |       |
|--------------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Current Year                   | \$167 | \$162 | \$163 | \$159 | \$160 | \$161 | \$165 | \$168 | \$172 | \$170 | \$170 | \$168 | \$177 |
| Prior Year                     | \$165 | \$172 | \$167 | \$166 | \$172 | \$174 | \$173 | \$175 | \$178 | \$171 | \$174 | \$168 | \$167 |
| Percent Change from Prior Year | 1%    | -6%   | -3%   | -4%   | -7%   | -7%   | -4%   | -4%   | -3%   | -1%   | -2%   | 0%    | 6%    |

## 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, Single  
 Family Residence



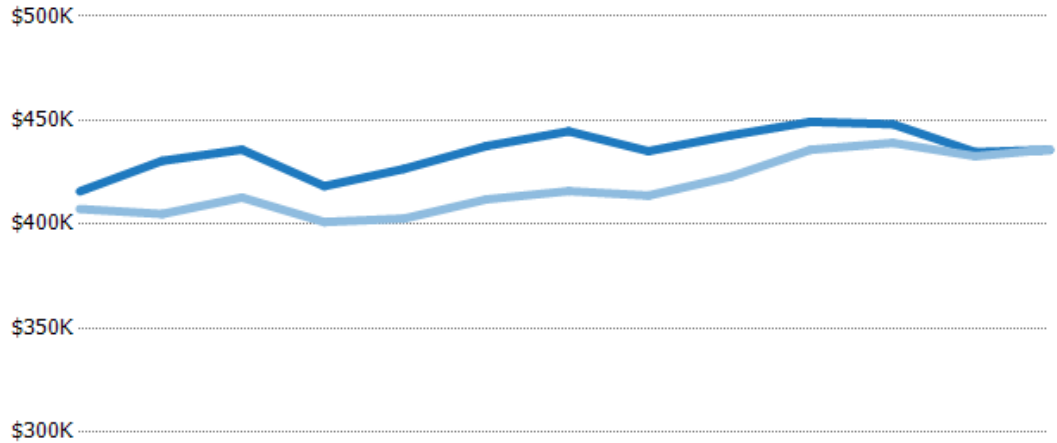
|                                |       |       |       |       |       |       |       |       |       |       |       |       |       |
|--------------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Current Year                   | \$165 | \$166 | \$168 | \$157 | \$164 | \$166 | \$167 | \$163 | \$165 | \$163 | \$164 | \$164 | \$161 |
| Prior Year                     | \$159 | \$160 | \$149 | \$151 | \$159 | \$160 | \$162 | \$165 | \$168 | \$168 | \$168 | \$164 | \$165 |
| Percent Change from Prior Year | 3%    | 4%    | 13%   | 4%    | 3%    | 4%    | 3%    | -1%   | -2%   | -3%   | -3%   | 0%    | -2%   |

## 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, Single  
 Family Residence



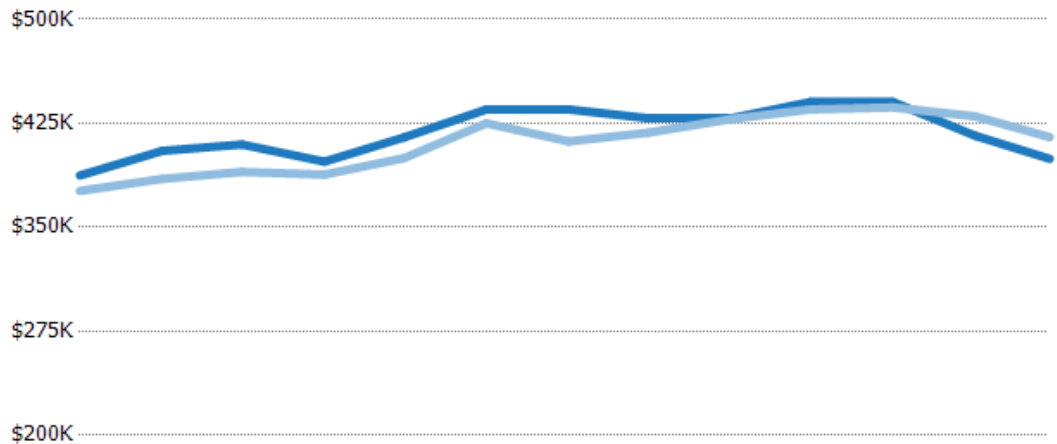
|   | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 |
|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Avg Est Value                             | \$416K  | \$430K  | \$436K  | \$418K  | \$427K  | \$438K  | \$445K  | \$435K  | \$443K  | \$449K  | \$448K  | \$435K  | \$436K  |
| Avg Listing Price                         | \$407K  | \$405K  | \$413K  | \$401K  | \$403K  | \$412K  | \$416K  | \$414K  | \$423K  | \$436K  | \$439K  | \$433K  | \$436K  |
| Avg Listing Price as a % of Avg Est Value | 98%     | 94%     | 95%     | 96%     | 94%     | 94%     | 94%     | 95%     | 96%     | 97%     | 98%     | 100%    | 100%    |

## 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, Single  
 Family Residence



|   | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 |
|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Median Est Value                          | \$387K  | \$405K  | \$410K  | \$397K  | \$415K  | \$435K  | \$435K  | \$429K  | \$429K  | \$440K  | \$440K  | \$416K  | \$399K  |
| Median Listing Price                      | \$376K  | \$385K  | \$390K  | \$388K  | \$400K  | \$425K  | \$412K  | \$418K  | \$428K  | \$435K  | \$436K  | \$430K  | \$415K  |
| Med Listing Price as a % of Med Est Value | 97%     | 95%     | 95%     | 98%     | 96%     | 98%     | 95%     | 98%     | 100%    | 99%     | 99%     | 103%    | 104%    |

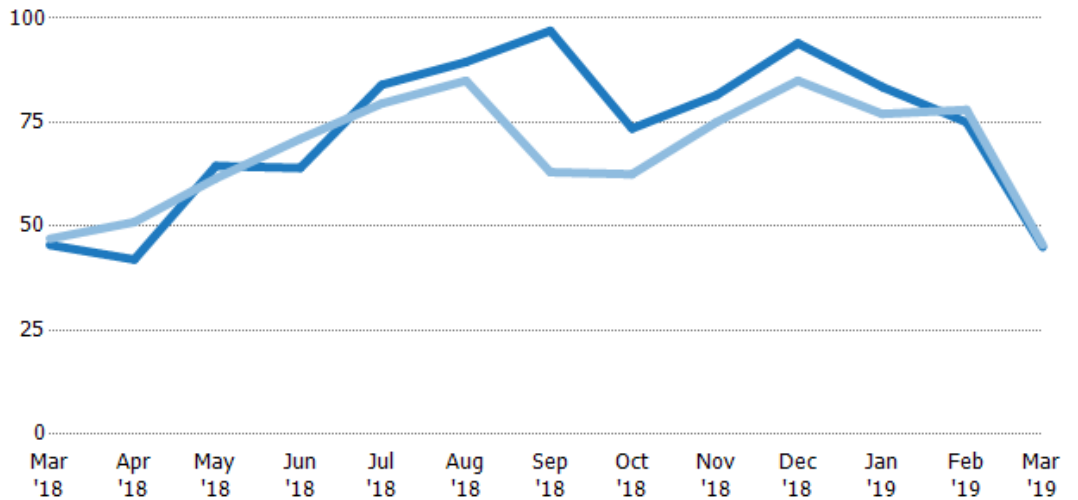
## Median Days in RPR

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, Single  
Family Residence

| Month/<br>Year | Days | % Chg. |
|----------------|------|--------|
| Mar '19        | 45   | -1.1%  |
| Mar '18        | 45.5 | -3.2%  |
| Mar '17        | 47   | -25.5% |



|                                | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | 45.5    | 42      | 64.5    | 64      | 84      | 89.5    | 97      | 73.5    | 81.5    | 94      | 83.5    | 75      | 45      |
| Prior Year                     | 47      | 51      | 61.5    | 71      | 79.5    | 85      | 63      | 62.5    | 75      | 85      | 77      | 78      | 45.5    |
| Percent Change from Prior Year | -3%     | -18%    | 5%      | -10%    | 6%      | 5%      | 54%     | 18%     | 9%      | 11%     | 8%      | -4%     | -1%     |

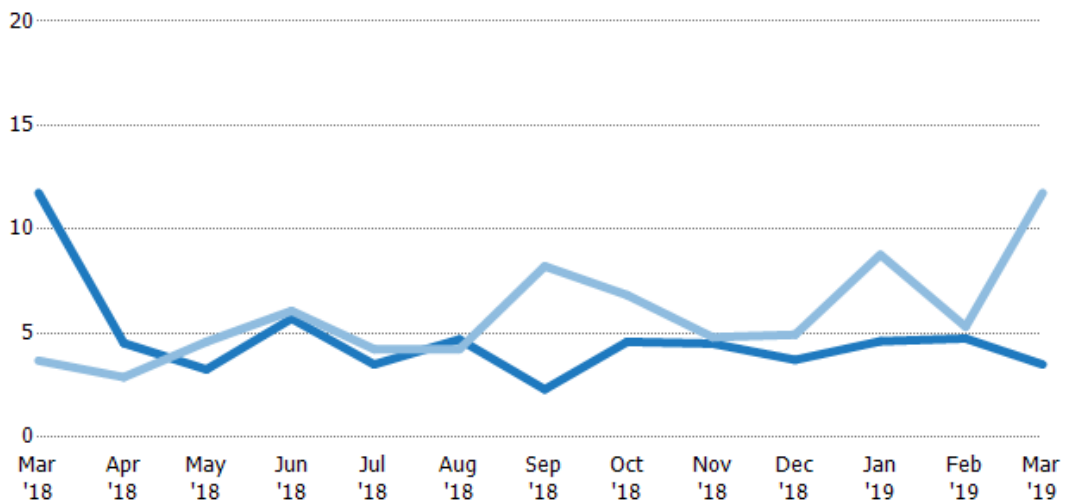
## Months of Inventory

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, Single  
Family Residence

| Month/<br>Year | Months | % Chg. |
|----------------|--------|--------|
| Mar '19        | 3.5    | -70.2% |
| Mar '18        | 11.8   | 218.9% |
| Mar '17        | 3.68   | 90%    |



|                                | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | 11.8    | 4.52    | 3.26    | 5.71    | 3.5     | 4.71    | 2.3     | 4.59    | 4.5     | 3.72    | 4.62    | 4.75    | 3.5     |
| Prior Year                     | 3.68    | 2.89    | 4.59    | 6.08    | 4.24    | 4.24    | 8.22    | 6.83    | 4.81    | 4.93    | 8.78    | 5.31    | 11.8    |
| Percent Change from Prior Year | 219%    | 57%     | -29%    | -6%     | -17%    | 11%     | -72%    | -33%    | -6%     | -24%    | -47%    | -11%    | -70%    |



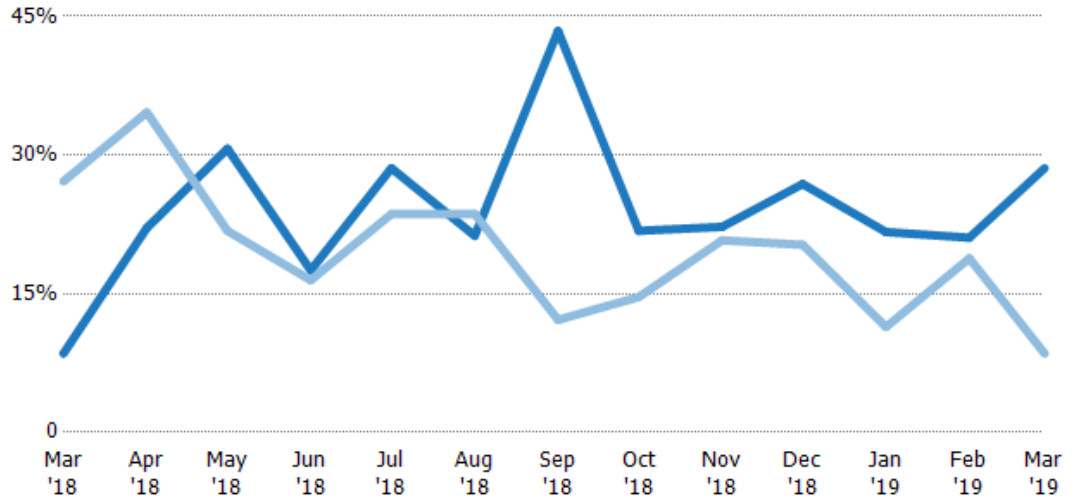
## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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

| Month/<br>Year | Rate | Chg.   |
|----------------|------|--------|
| Mar '19        | 29%  | -20.1% |
| Mar '18        | 9%   | 18.6%  |
| Mar '17        | 27%  | -47.4% |



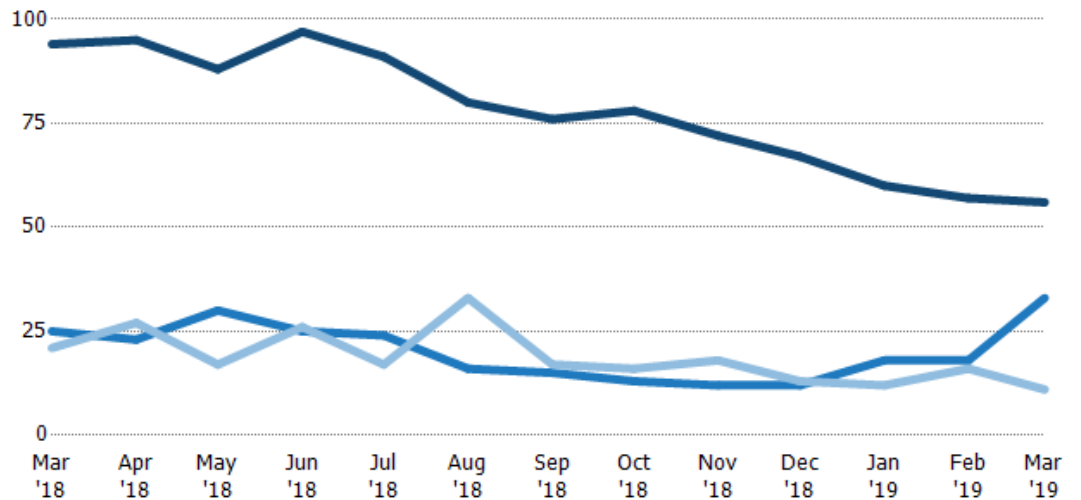
|                        |     |     |     |     |     |     |      |     |     |     |      |     |      |
|------------------------|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|------|-----|------|
| Current Year           | 9%  | 22% | 31% | 18% | 29% | 21% | 43%  | 22% | 22% | 27% | 22%  | 21% | 29%  |
| Prior Year             | 27% | 35% | 22% | 16% | 24% | 24% | 12%  | 15% | 21% | 20% | 11%  | 19% | 9%   |
| Change from Prior Year | 19% | 13% | -9% | -1% | -5% | 2%  | -31% | -7% | -1% | -7% | -10% | -2% | -20% |

## 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, Single  
 Family Residence



|         |    |    |    |    |    |    |    |    |    |    |    |    |    |
|---------|----|----|----|----|----|----|----|----|----|----|----|----|----|
| Active  | 94 | 95 | 88 | 97 | 91 | 80 | 76 | 78 | 72 | 67 | 60 | 57 | 56 |
| Pending | 25 | 23 | 30 | 25 | 24 | 16 | 15 | 13 | 12 | 12 | 18 | 18 | 33 |
| Sold    | 21 | 27 | 17 | 26 | 17 | 33 | 17 | 16 | 18 | 13 | 12 | 16 | 11 |

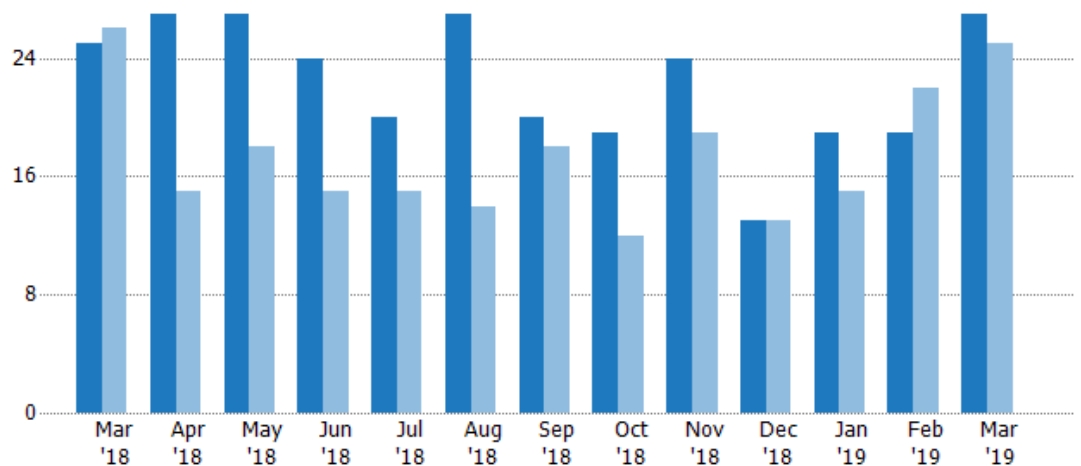
## New Pending Sales

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, Single  
Family Residence

| Month/<br>Year | Count | % Chg. |
|----------------|-------|--------|
| Mar '19        | 27    | 8%     |
| Mar '18        | 25    | -3.8%  |
| Mar '17        | 26    | -34.6% |



|                                | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | 25      | 27      | 27      | 24      | 20      | 27      | 20      | 19      | 24      | 13      | 19      | 19      | 27      |
| Prior Year                     | 26      | 15      | 18      | 15      | 15      | 14      | 18      | 12      | 19      | 13      | 15      | 22      | 25      |
| Percent Change from Prior Year | -4%     | 80%     | 50%     | 60%     | 33%     | 93%     | 11%     | 58%     | 26%     | 0%      | 27%     | -14%    | 8%      |

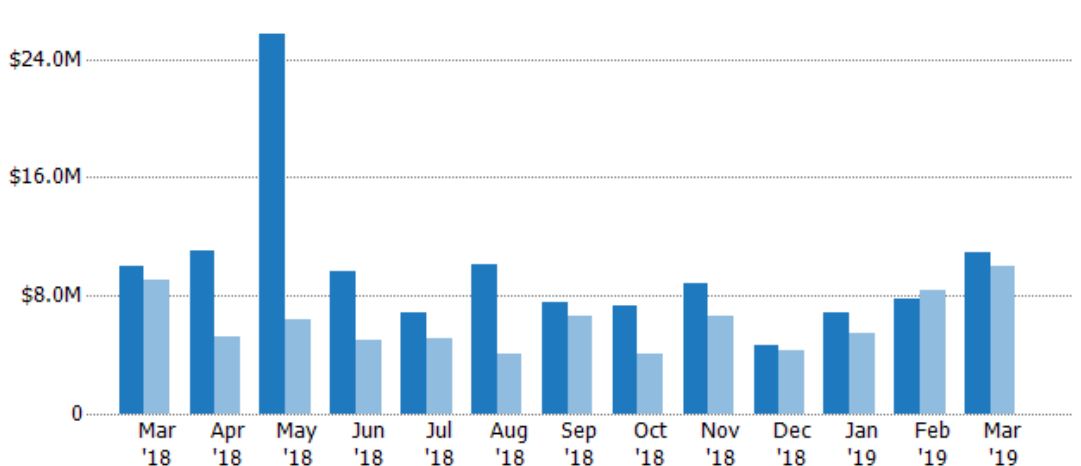
## New Pending Sales Volume

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, Single  
Family Residence

| Month/<br>Year | Volume  | % Chg. |
|----------------|---------|--------|
| Mar '19        | \$10.9M | 8.7%   |
| Mar '18        | \$10M   | 10%    |
| Mar '17        | \$9.1M  | -36.9% |



|                                | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$10M   | \$11.1M | \$25.7M | \$9.65M | \$6.9M  | \$10.1M | \$7.49M | \$7.26M | \$8.85M | \$4.61M | \$6.83M | \$7.83M | \$10.9M |
| Prior Year                     | \$9.1M  | \$5.27M | \$6.42M | \$4.99M | \$5.1M  | \$4.04M | \$6.62M | \$4.02M | \$6.59M | \$4.3M  | \$5.42M | \$8.36M | \$10M   |
| Percent Change from Prior Year | 10%     | 110%    | 301%    | 93%     | 35%     | 149%    | 13%     | 81%     | 34%     | 7%      | 26%     | -6%     | 9%      |

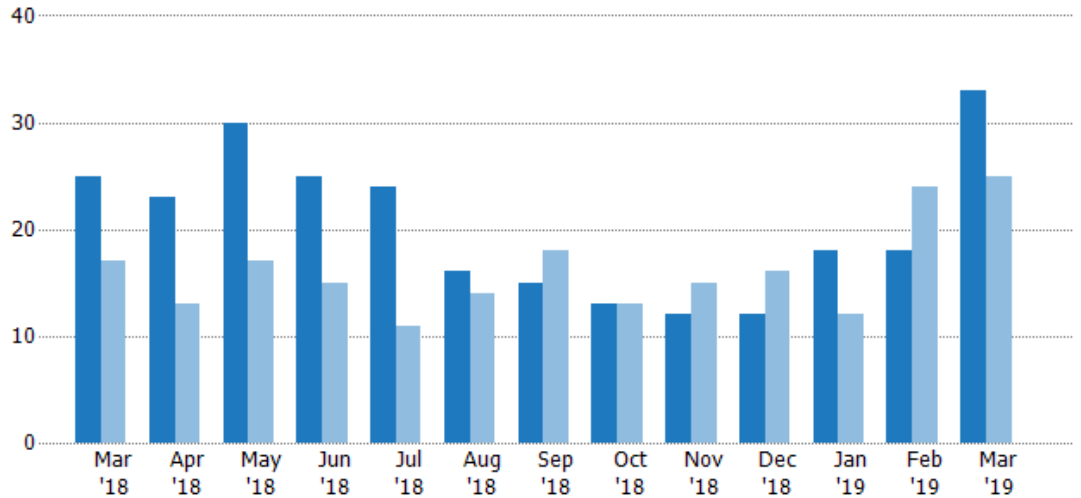
## Pending Sales

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, Single  
Family Residence

| Month/<br>Year | Count | % Chg. |
|----------------|-------|--------|
| Mar '19        | 33    | 32%    |
| Mar '18        | 25    | 47.1%  |
| Mar '17        | 17    | 11.8%  |



|                                |     |     |     |     |      |     |      |    |      |      |     |      |     |
|--------------------------------|-----|-----|-----|-----|------|-----|------|----|------|------|-----|------|-----|
| Current Year                   | 25  | 23  | 30  | 25  | 24   | 16  | 15   | 13 | 12   | 12   | 18  | 18   | 33  |
| Prior Year                     | 17  | 13  | 17  | 15  | 11   | 14  | 18   | 13 | 15   | 16   | 12  | 24   | 25  |
| Percent Change from Prior Year | 47% | 77% | 76% | 67% | 118% | 14% | -17% | 0% | -20% | -25% | 50% | -25% | 32% |

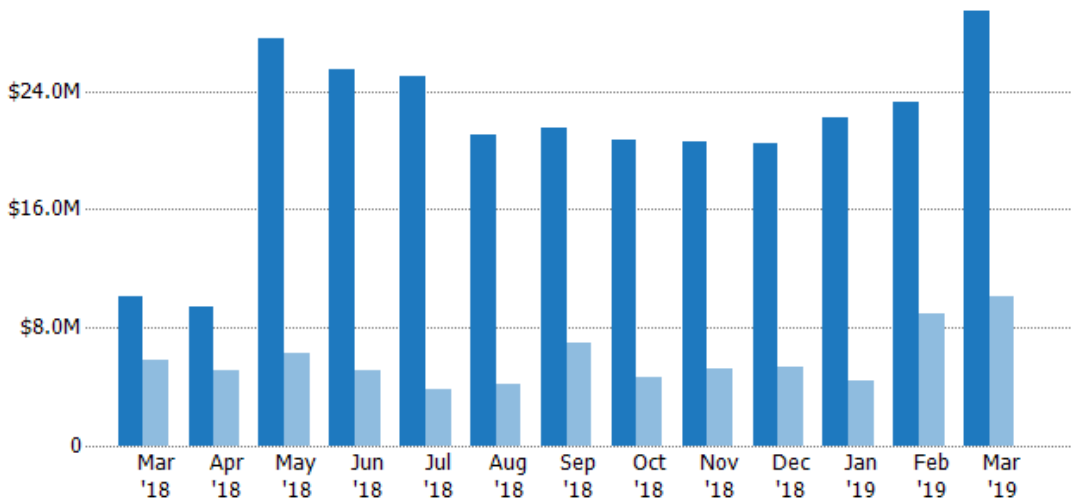
## Pending Sales Volume

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, Single  
Family Residence

| Month/<br>Year | Volume  | % Chg. |
|----------------|---------|--------|
| Mar '19        | \$29.4M | 192.8% |
| Mar '18        | \$10.1M | 73.9%  |
| Mar '17        | \$5.78M | 10.9%  |



|                                |         |         |         |         |         |         |         |         |         |         |         |         |         |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$10.1M | \$9.42M | \$27.6M | \$25.4M | \$25M   | \$21.1M | \$21.5M | \$20.7M | \$20.6M | \$20.4M | \$22.2M | \$23.2M | \$29.4M |
| Prior Year                     | \$5.78M | \$5.14M | \$6.31M | \$5.05M | \$3.85M | \$4.2M  | \$7.01M | \$4.67M | \$5.2M  | \$5.38M | \$4.44M | \$8.94M | \$10.1M |
| Percent Change from Prior Year | 74%     | 83%     | 337%    | 403%    | 550%    | 402%    | 207%    | 344%    | 297%    | 280%    | 400%    | 160%    | 193%    |

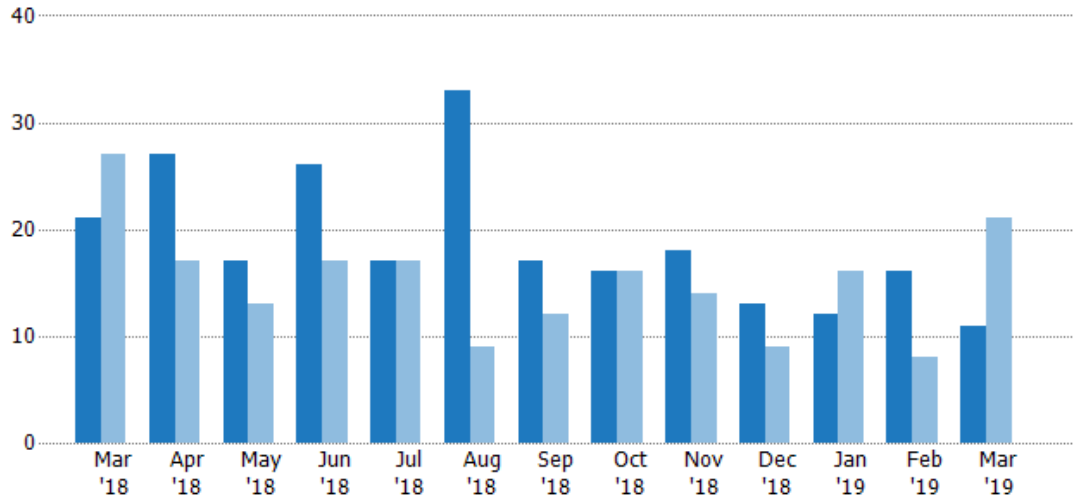
## Closed Sales

The total number of residential properties sold each month.

### Filters Used

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

| Month/Year | Count | % Chg. |
|------------|-------|--------|
| Mar '19    | 11    | -47.6% |
| Mar '18    | 21    | -22.2% |
| Mar '17    | 27    | -48.1% |



|                                | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | 21      | 27      | 17      | 26      | 17      | 33      | 17      | 16      | 18      | 13      | 12      | 16      | 11      |
| Prior Year                     | 27      | 17      | 13      | 17      | 17      | 9       | 12      | 16      | 14      | 9       | 16      | 8       | 21      |
| Percent Change from Prior Year | -22%    | 59%     | 31%     | 53%     | 0%      | 267%    | 42%     | 0%      | 29%     | 44%     | -25%    | 100%    | -48%    |

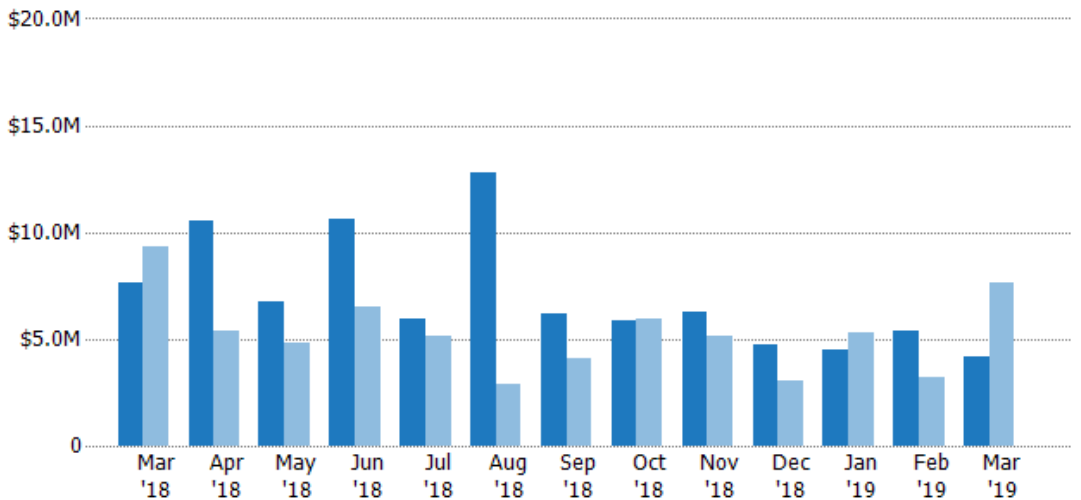
## Closed Sales Volume

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, Single  
 Family Residence

| Month/Year | Volume  | % Chg. |
|------------|---------|--------|
| Mar '19    | \$4.19M | -44.9% |
| Mar '18    | \$7.61M | -18.6% |
| Mar '17    | \$9.35M | -49.5% |



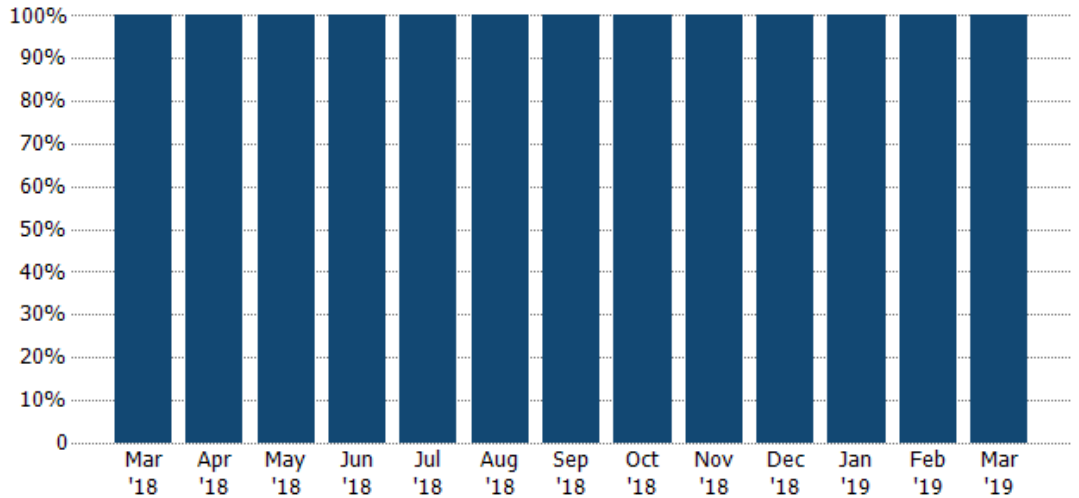
|                                | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$7.61M | \$10.6M | \$6.74M | \$10.6M | \$5.93M | \$12.8M | \$6.21M | \$5.86M | \$6.26M | \$4.72M | \$4.52M | \$5.39M | \$4.19M |
| Prior Year                     | \$9.35M | \$5.37M | \$4.8M  | \$6.51M | \$5.13M | \$2.87M | \$4.06M | \$5.91M | \$5.15M | \$3.05M | \$5.3M  | \$3.23M | \$7.61M |
| Percent Change from Prior Year | -19%    | 97%     | 40%     | 63%     | 16%     | 346%    | 53%     | -1%     | 22%     | 55%     | -15%    | 67%     | -45%    |

## 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, Single  
 Family Residence



■ Single Family Residence

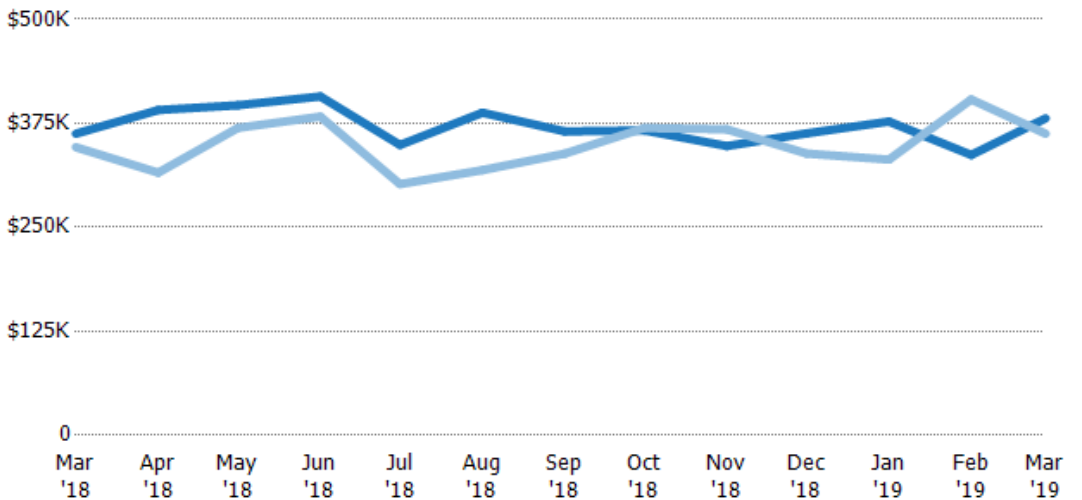
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

## 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, Single  
 Family Residence



■ Current Year

■ Prior Year

Percent Change from Prior Year

|                                |        |        |        |        |        |        |        |        |        |        |        |        |        |
|--------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Current Year                   | \$362K | \$391K | \$397K | \$407K | \$349K | \$388K | \$365K | \$366K | \$348K | \$363K | \$377K | \$337K | \$381K |
| Prior Year                     | \$346K | \$316K | \$369K | \$383K | \$302K | \$319K | \$339K | \$369K | \$368K | \$339K | \$331K | \$404K | \$362K |
| Percent Change from Prior Year | 5%     | 24%    | 7%     | 6%     | 16%    | 22%    | 8%     | -1%    | -5%    | 7%     | 14%    | -17%   | 5%     |

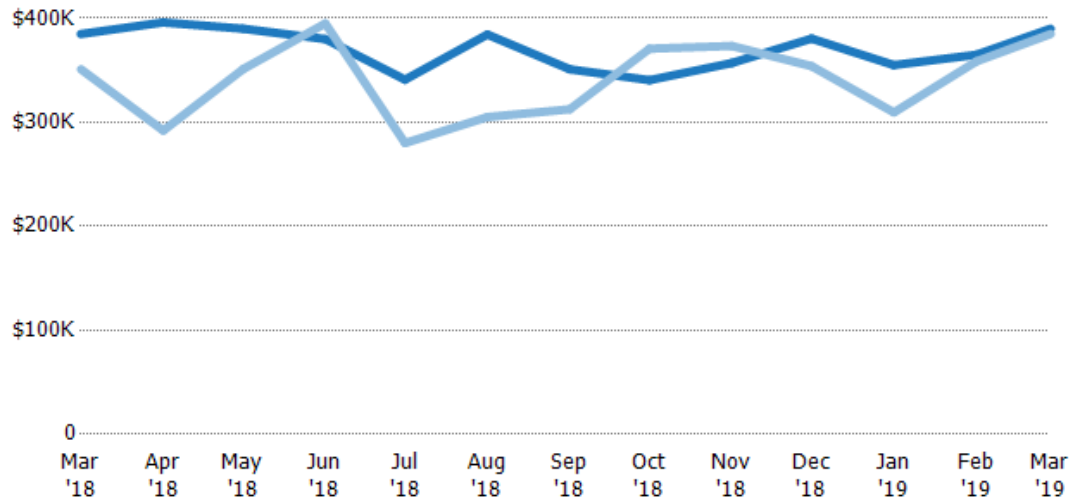
## Median Sales Price

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, Single  
Family Residence

| Month/<br>Year | Price  | % Chg. |
|----------------|--------|--------|
| Mar '19        | \$390K | 1.3%   |
| Mar '18        | \$385K | 9.7%   |
| Mar '17        | \$351K | -2.3%  |



|                                | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$385K  | \$396K  | \$390K  | \$380K  | \$341K  | \$384K  | \$351K  | \$340K  | \$357K  | \$381K  | \$355K  | \$365K  | \$390K  |
| Prior Year                     | \$351K  | \$292K  | \$351K  | \$395K  | \$280K  | \$305K  | \$313K  | \$371K  | \$373K  | \$354K  | \$310K  | \$358K  | \$385K  |
| Percent Change from Prior Year | 10%     | 36%     | 11%     | -4%     | 22%     | 26%     | 12%     | -8%     | -4%     | 7%      | 15%     | 2%      | 1%      |

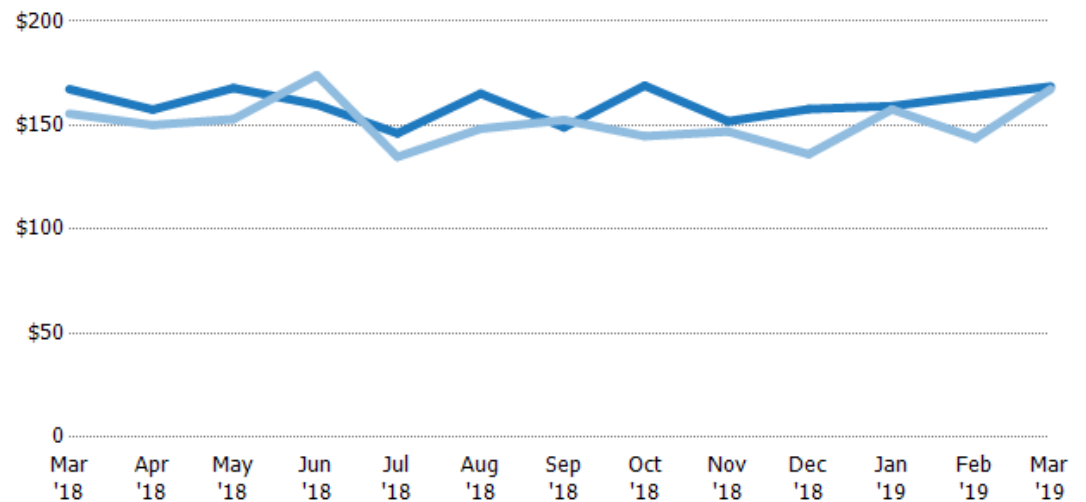
## Average Sales Price per Sq Ft

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, Single  
Family Residence

| Month/<br>Year | Price/sq ft | % Chg. |
|----------------|-------------|--------|
| Mar '19        | \$169       | 0.8%   |
| Mar '18        | \$167       | 7.6%   |
| Mar '17        | \$156       | -3.2%  |



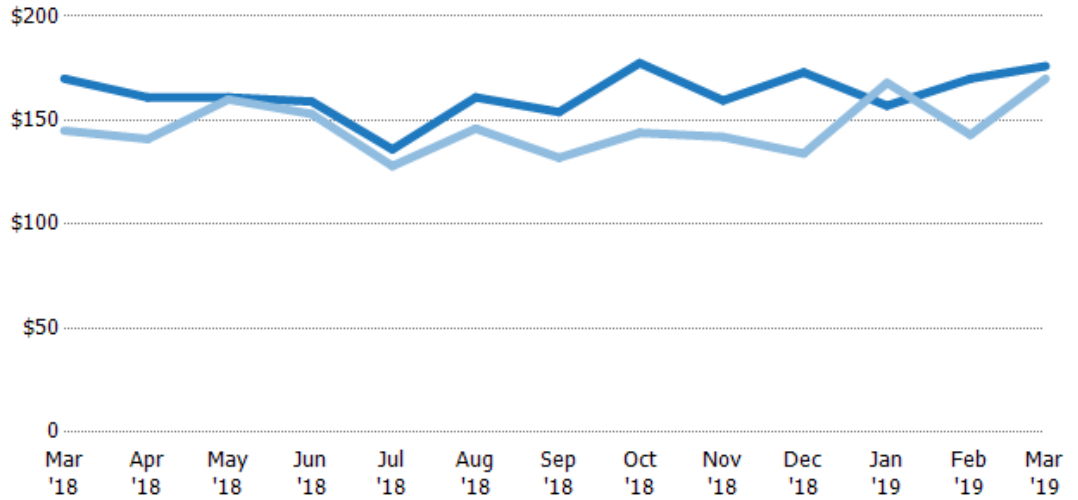
|                                | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$167   | \$158   | \$168   | \$160   | \$146   | \$165   | \$149   | \$169   | \$152   | \$158   | \$159   | \$164   | \$169   |
| Prior Year                     | \$156   | \$150   | \$153   | \$174   | \$135   | \$148   | \$153   | \$145   | \$147   | \$136   | \$158   | \$144   | \$167   |
| Percent Change from Prior Year | 8%      | 5%      | 10%     | -8%     | 8%      | 11%     | -2%     | 17%     | 3%      | 16%     | 1%      | 14%     | 1%      |

## 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, Single  
 Family Residence



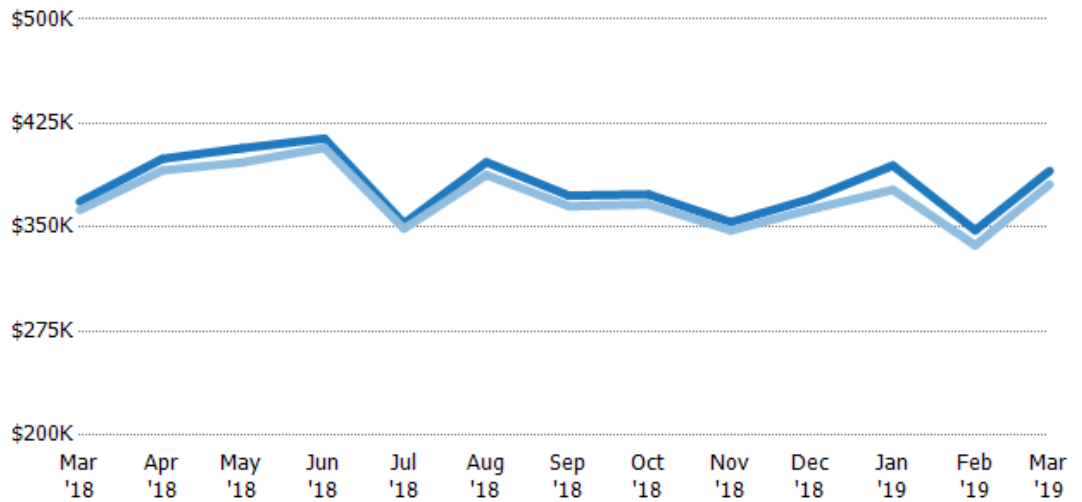
|                                | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$170   | \$161   | \$161   | \$159   | \$136   | \$161   | \$154   | \$178   | \$160   | \$173   | \$157   | \$170   | \$176   |
| Prior Year                     | \$145   | \$141   | \$160   | \$153   | \$128   | \$146   | \$132   | \$144   | \$142   | \$134   | \$168   | \$143   | \$170   |
| Percent Change from Prior Year | 17%     | 14%     | 1%      | 4%      | 6%      | 10%     | 17%     | 23%     | 12%     | 29%     | -7%     | 19%     | 4%      |

## 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, Single  
 Family Residence



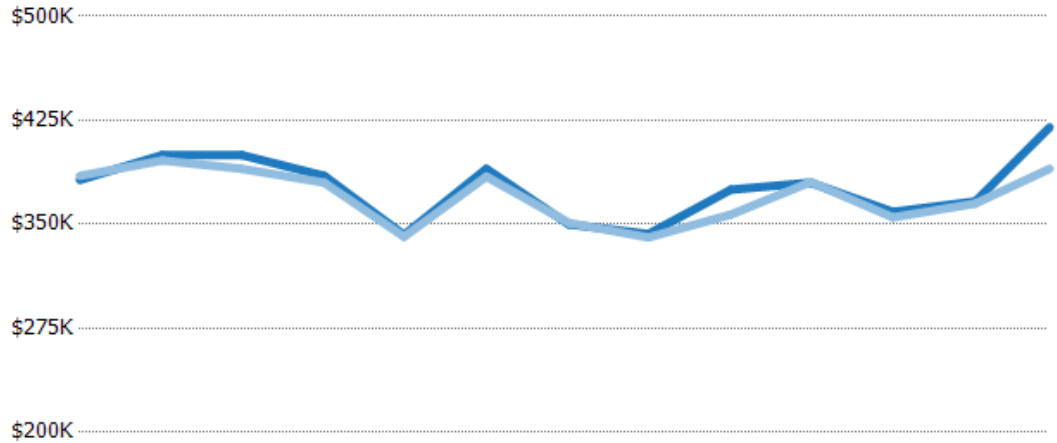
|  | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 |
|--|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Avg List Price                           | \$368K  | \$399K  | \$407K  | \$414K  | \$353K  | \$397K  | \$373K  | \$374K  | \$354K  | \$371K  | \$395K  | \$348K  | \$391K  |
| Avg Sales Price                          | \$362K  | \$391K  | \$397K  | \$407K  | \$349K  | \$388K  | \$365K  | \$366K  | \$348K  | \$363K  | \$377K  | \$337K  | \$381K  |
| Avg Sales Price as a % of Avg List Price | 98%     | 98%     | 97%     | 98%     | 99%     | 98%     | 98%     | 98%     | 98%     | 98%     | 96%     | 97%     | 98%     |

## 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, Single  
Family Residence



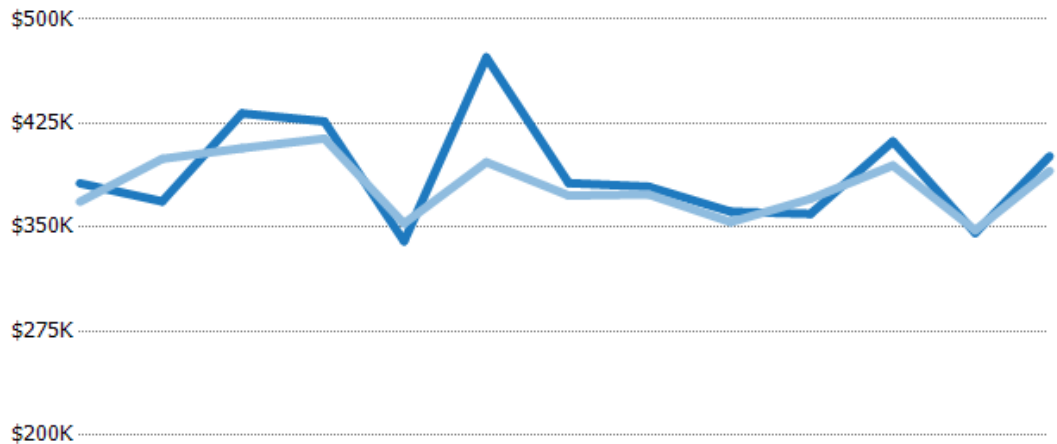
|  | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 |
|--|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Median List Price                        | \$382K  | \$400K  | \$400K  | \$385K  | \$342K  | \$390K  | \$350K  | \$343K  | \$375K  | \$380K  | \$359K  | \$366K  | \$420K  |
| Median Sales Price                       | \$385K  | \$396K  | \$390K  | \$380K  | \$341K  | \$384K  | \$351K  | \$340K  | \$357K  | \$381K  | \$355K  | \$365K  | \$390K  |
| Med Sales Price as a % of Med List Price | 101%    | 99%     | 98%     | 99%     | 100%    | 99%     | 100%    | 99%     | 95%     | 100%    | 99%     | 100%    | 93%     |

## 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, Single  
Family Residence



|   | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 |
|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Avg Est Value                           | \$382K  | \$369K  | \$432K  | \$426K  | \$340K  | \$473K  | \$382K  | \$379K  | \$361K  | \$360K  | \$412K  | \$346K  | \$401K  |
| Avg Sales Price                         | \$368K  | \$399K  | \$407K  | \$414K  | \$353K  | \$397K  | \$373K  | \$374K  | \$354K  | \$371K  | \$395K  | \$348K  | \$391K  |
| Avg Sales Price as a % of Avg Est Value | 97%     | 108%    | 94%     | 97%     | 104%    | 84%     | 98%     | 99%     | 98%     | 103%    | 96%     | 101%    | 97%     |

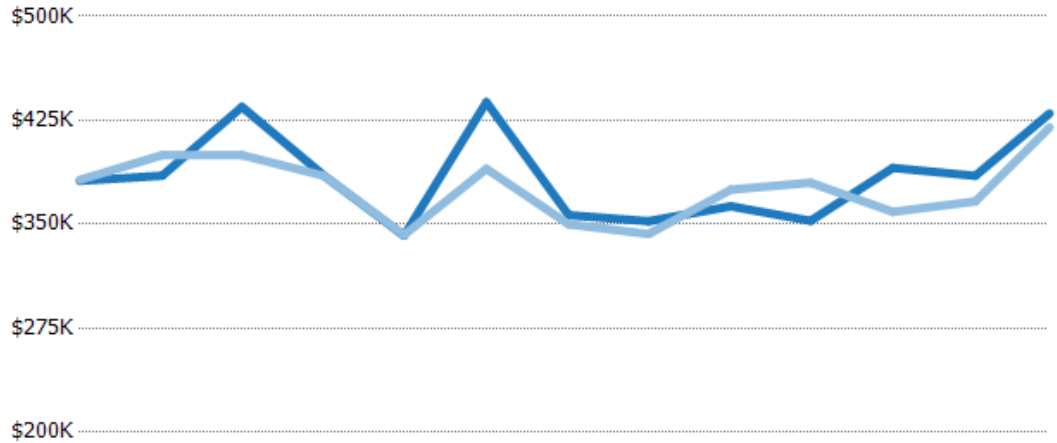


## Median Sales Price vs Median Est Value

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, Single  
 Family Residence



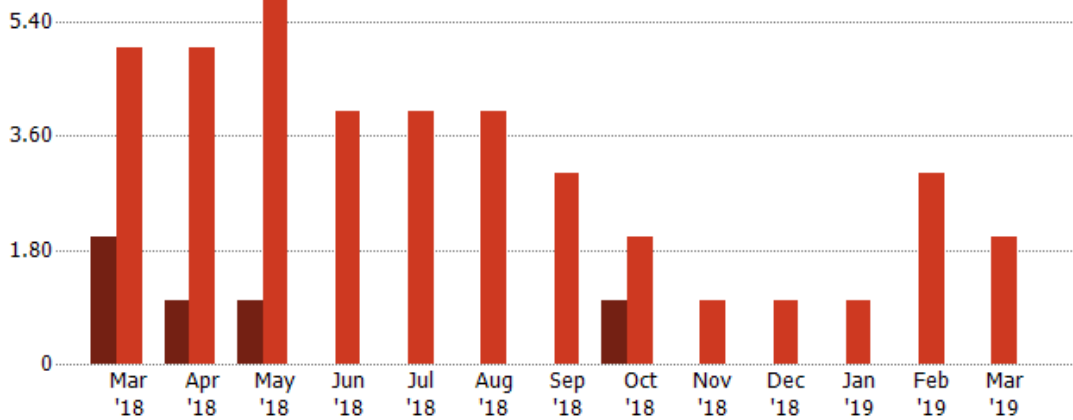
|   | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 |
|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Median Est Value                        | \$381K  | \$385K  | \$435K  | \$385K  | \$342K  | \$438K  | \$357K  | \$352K  | \$363K  | \$352K  | \$391K  | \$385K  | \$430K  |
| Median Sales Price                      | \$382K  | \$400K  | \$400K  | \$385K  | \$342K  | \$390K  | \$350K  | \$343K  | \$375K  | \$380K  | \$359K  | \$366K  | \$420K  |
| Med Sales Price as a % of Med Est Value | 100%    | 104%    | 92%     | 100%    | 100%    | 89%     | 98%     | 97%     | 103%    | 108%    | 92%     | 95%     | 98%     |

## 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, Single  
 Family Residence



|                                | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | 2       | 1       | 1       | -       | -       | -       | -       | 1       | -       | -       | -       | -       | -       |
| Prior Year                     | 5       | 5       | 6       | 4       | 4       | 4       | 3       | 2       | 1       | 1       | 1       | 3       | 2       |
| Percent Change from Prior Year | -60%    | -80%    | -83%    | -100%   | -100%   | -100%   | -100%   | -50%    | -100%   | -100%   | -100%   | -100%   | -100%   |

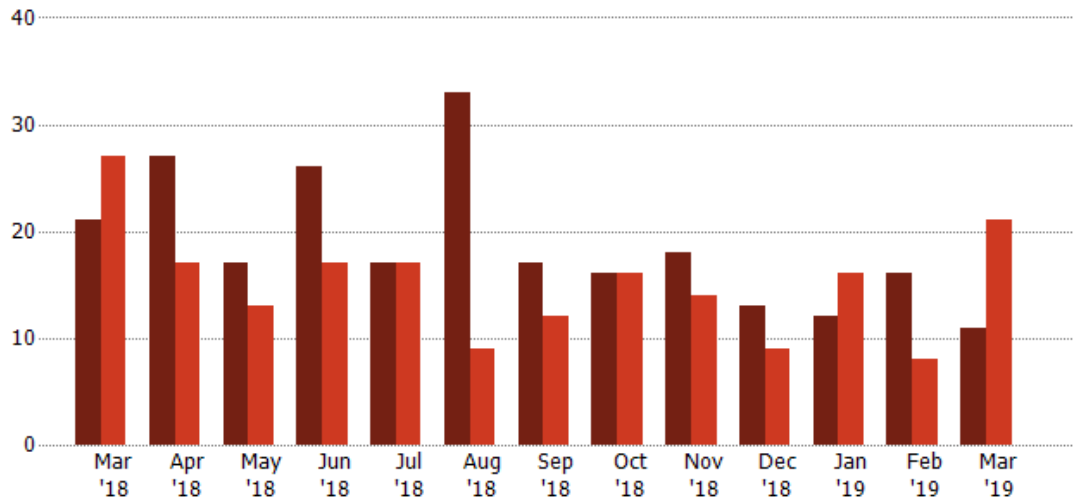
## Distressed Sales

The count of distressed residential properties sold each month.

### Filters Used

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

| Month/<br>Year | Count | % Chg. |
|----------------|-------|--------|
| Mar '19        | 11    | -47.6% |
| Mar '18        | 21    | -22.2% |
| Mar '17        | 27    | -48.1% |



|                                |      |     |     |     |    |      |     |    |     |     |      |      |      |
|--------------------------------|------|-----|-----|-----|----|------|-----|----|-----|-----|------|------|------|
| Current Year                   | 21   | 27  | 17  | 26  | 17 | 33   | 17  | 16 | 18  | 13  | 12   | 16   | 11   |
| Prior Year                     | 27   | 17  | 13  | 17  | 17 | 9    | 12  | 16 | 14  | 9   | 16   | 8    | 21   |
| Percent Change from Prior Year | -22% | 59% | 31% | 53% | 0% | 267% | 42% | 0% | 29% | 44% | -25% | 100% | -48% |



## Sales Activity by ZIP

Mar 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 |
|-------|-------------------------|-------------------------------|-------|--------------|--------------------|-----------------------|------------------------------|---------------------------------|-----------------------|
| 85087 | 33                      | \$29,448,569                  | 11    | \$4,190,407  | \$380,946          | \$390,000             | \$164                        | \$169                           | 40                    |