

**2018**

# **NEW RIVER MARKET REPORT**

March 2018



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 2018	Mar 2017	+ / -	YTD 2018	YTD 2017	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	39	28	+39.3%	94	79	+19%
New Listing Volume	\$15,058,630	\$10,090,248	+49.2%	\$36,106,408	\$28,408,647	+27.1%
Active Listing Count	77	72	+6.9%	231	223	+3.6%
Active Listing Volume	\$47,316,682	\$28,615,586	+65.4%	\$145,029,949	\$88,886,501	+63.2%
Average Listing Price	\$614,502	\$397,439	+54.6%	\$627,835	\$398,594	+57.5%
Median Listing Price	\$375,000	\$399,662	-6.2%	\$404,612	\$380,869	+6.2%
Average Listing Price per Sq Ft	\$177	\$167	+6.2%	\$180	\$165	+8.6%
Median Listing Price per Sq Ft	\$162	\$159	+1.9%	\$165	\$155	+5.9%
Median Days in RPR	38	50.5	-24.8%	56.9	61.11	-6.9%
Months of Inventory	9.6	3.6	+167.4%	3.6	6.4	-44.2%
Absorption Rate	10.39%	27.78%	-17.4%	28.14%	15.7%	+12.4%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	33	24	+37.5%	71	74	-4.1%
New Pending Sales Volume	\$13,285,702	\$8,486,750	+56.5%	\$27,629,268	\$24,146,119	+14.4%
Pending Sales Count	42	16	+162.5%	94	58	+62.1%
Pending Sales Volume	\$16,684,492	\$5,622,800	+196.7%	\$35,968,257	\$20,001,819	+79.8%
Closed Sales Count	22	28	-21.4%	45	65	-30.8%
Closed Sales Volume	\$8,064,790	\$9,630,500	-16.3%	\$16,268,990	\$21,322,177	-23.7%
Average Sales Price	\$366,581	\$343,946	+6.6%	\$361,533	\$328,033	+10.2%
Median Sales Price	\$379,950	\$345,500	+10%	\$351,153	\$315,092	+11.4%
Average Sales Price per Sq Ft	\$165	\$154	+7.4%	\$156	\$143	+9.1%
Median Sales Price per Sq Ft	\$167	\$145	+15.2%	\$160	\$140	+14.5%
<b>Distressed Charts Metrics</b>						
Distressed Listing Count	1	5	-80%	3	17	-82.4%

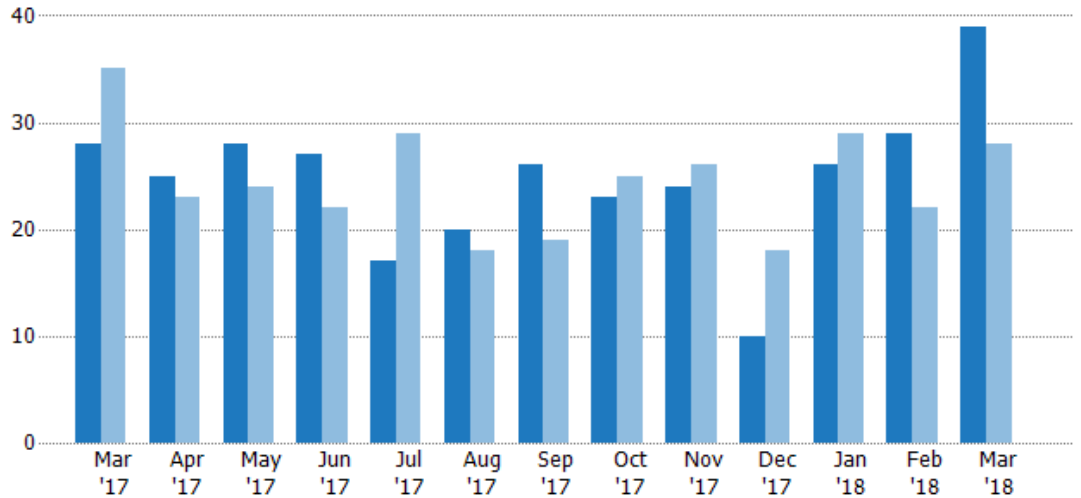
## New Listings

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

### Filters Used

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

Month/ Year	Count	% Chg.
Mar '18	39	39.3%
Mar '17	28	-20%
Mar '16	35	-8.6%



	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	28	25	28	27	17	20	26	23	24	10	26	29	39
Prior Year	35	23	24	22	29	18	19	25	26	18	29	22	28
Percent Change from Prior Year	-20%	9%	17%	23%	-41%	11%	37%	-8%	-8%	-44%	-10%	32%	39%

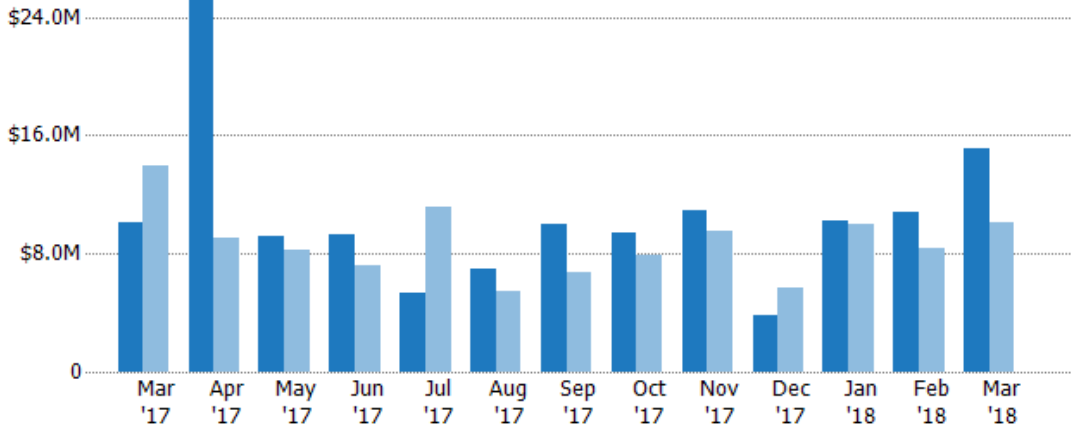
## New Listing Volume

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

### Filters Used

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

Month/ Year	Volume	% Chg.
Mar '18	\$15.1M	49.2%
Mar '17	\$10.1M	-27.7%
Mar '16	\$14M	-31.1%



	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	\$10.1M	\$25.4M	\$9.13M	\$9.25M	\$5.34M	\$6.93M	\$9.99M	\$9.44M	\$10.9M	\$3.77M	\$10.2M	\$10.8M	\$15.1M
Prior Year	\$14M	\$9.04M	\$8.27M	\$7.14M	\$11.1M	\$5.41M	\$6.73M	\$7.84M	\$9.53M	\$5.69M	\$9.96M	\$8.36M	\$10.1M
Percent Change from Prior Year	-28%	181%	10%	30%	-52%	28%	48%	21%	14%	-34%	2%	30%	49%

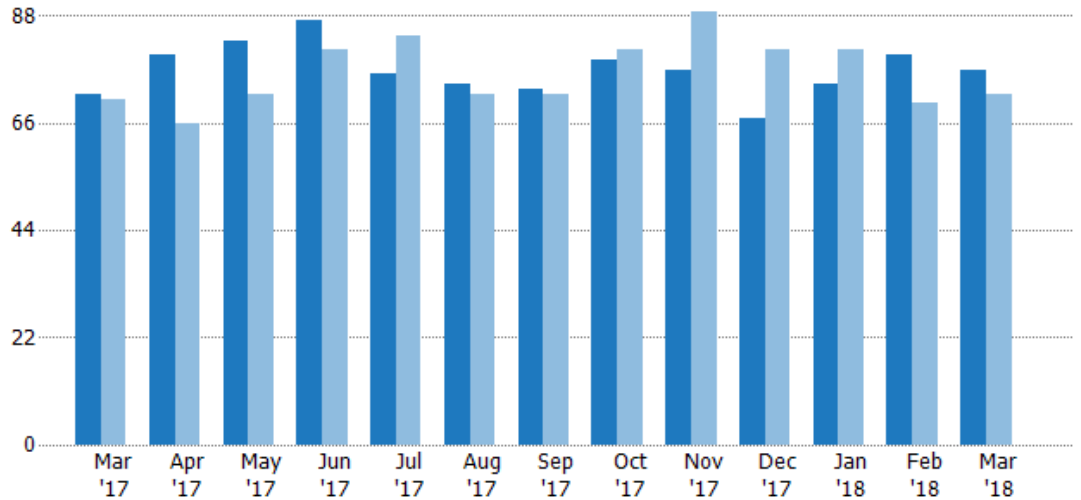
## Active Listings

The number of active single-family, condominium and townhome 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 '18	77	6.9%
Mar '17	72	1.4%
Mar '16	71	18.3%



Current Year	72	80	83	87	76	74	73	79	77	67	74	80	77
Prior Year	71	66	72	81	84	72	72	81	89	81	81	70	72
Percent Change from Prior Year	1%	21%	15%	7%	-10%	3%	1%	-2%	-13%	-17%	-9%	14%	7%

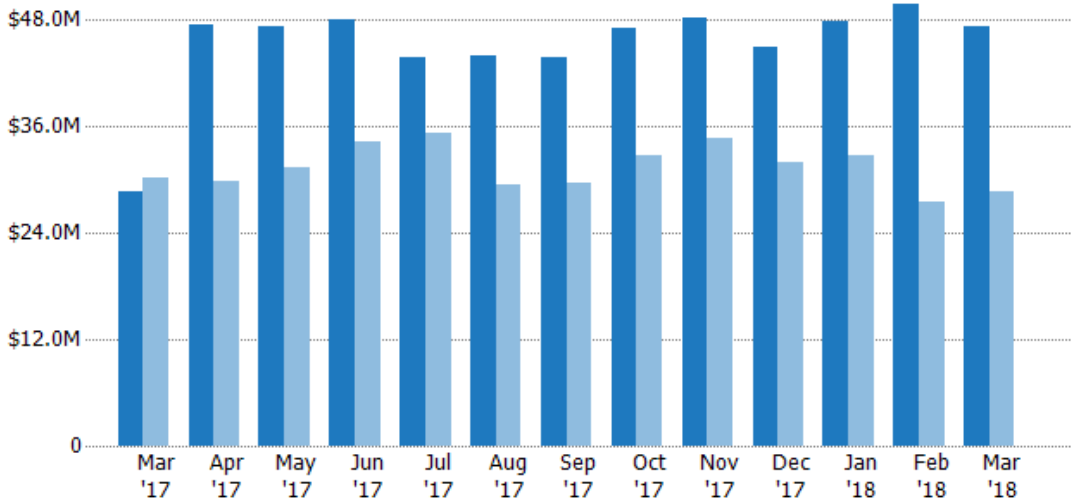
## Active Listing Volume

The sum of the listing price of active single-family, condominium and townhome 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 '18	\$47.3M	65.4%
Mar '17	\$28.6M	-5.3%
Mar '16	\$30.2M	-4%



Current Year	\$28.6M	\$47.4M	\$47.3M	\$48M	\$43.8M	\$43.9M	\$43.8M	\$47.2M	\$48.2M	\$45M	\$48M	\$49.8M	\$47.3M
Prior Year	\$30.2M	\$29.9M	\$31.4M	\$34.3M	\$35.2M	\$29.5M	\$29.7M	\$32.7M	\$34.7M	\$31.9M	\$32.7M	\$27.6M	\$28.6M
Percent Change from Prior Year	-5%	59%	51%	40%	25%	49%	47%	44%	39%	41%	47%	80%	65%

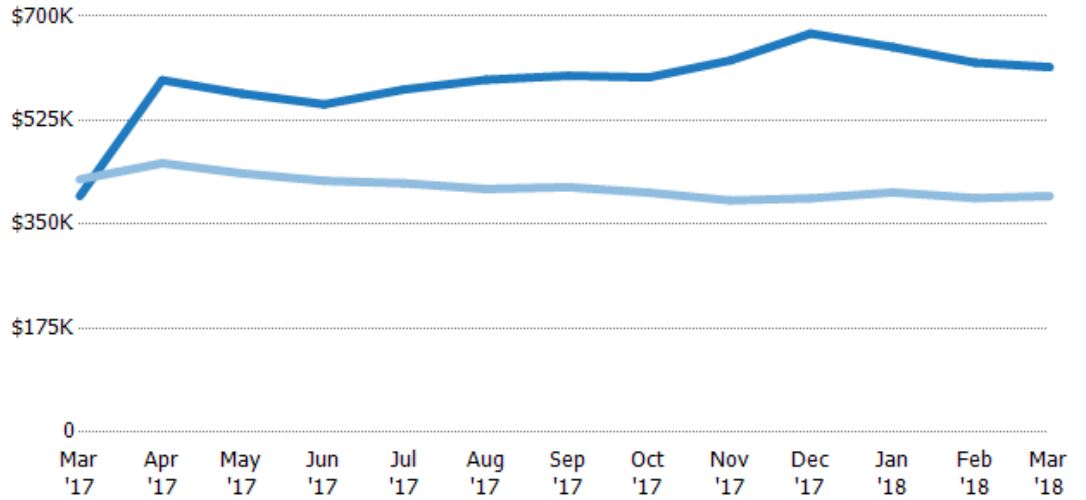
## Average Listing Price

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

### Filters Used

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

Month/ Year	Price	% Chg.
Mar '18	\$615K	54.6%
Mar '17	\$397K	-6.6%
Mar '16	\$426K	-18.9%



Current Year	\$397K	\$593K	\$570K	\$552K	\$577K	\$593K	\$600K	\$597K	\$626K	\$671K	\$648K	\$622K	\$615K
Prior Year	\$426K	\$453K	\$436K	\$423K	\$419K	\$409K	\$412K	\$403K	\$390K	\$394K	\$404K	\$394K	\$397K
Percent Change from Prior Year	-7%	31%	31%	30%	38%	45%	45%	48%	60%	70%	61%	58%	55%

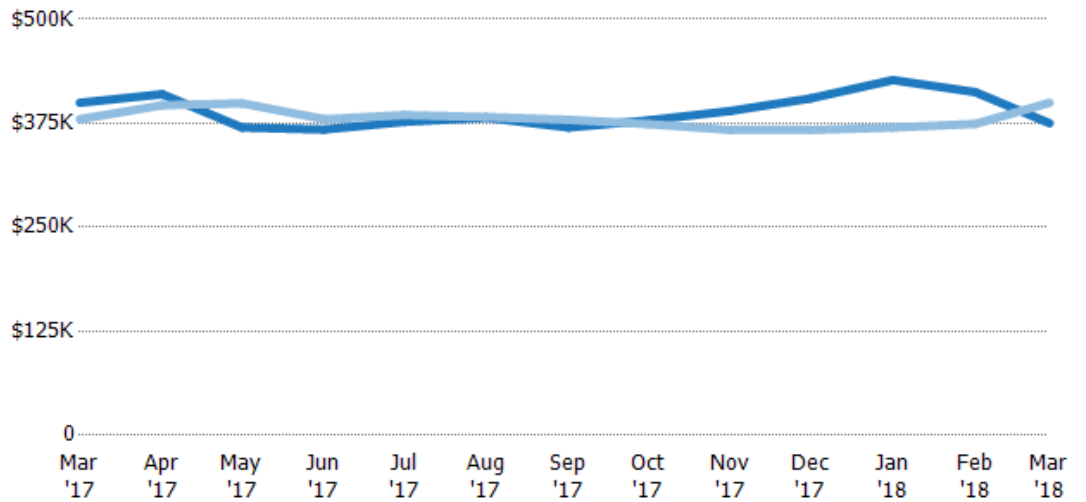
## Median Listing Price

The median listing price of active single-family, condominium and townhome 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	Price	% Chg.
Mar '18	\$375K	-6.2%
Mar '17	\$400K	5.2%
Mar '16	\$380K	-12%



Current Year	\$400K	\$410K	\$370K	\$368K	\$377K	\$382K	\$370K	\$378K	\$390K	\$405K	\$427K	\$412K	\$375K
Prior Year	\$380K	\$397K	\$399K	\$380K	\$385K	\$382K	\$379K	\$374K	\$367K	\$367K	\$370K	\$374K	\$400K
Percent Change from Prior Year	5%	3%	-7%	-3%	-2%	0%	-2%	1%	6%	10%	15%	10%	-6%

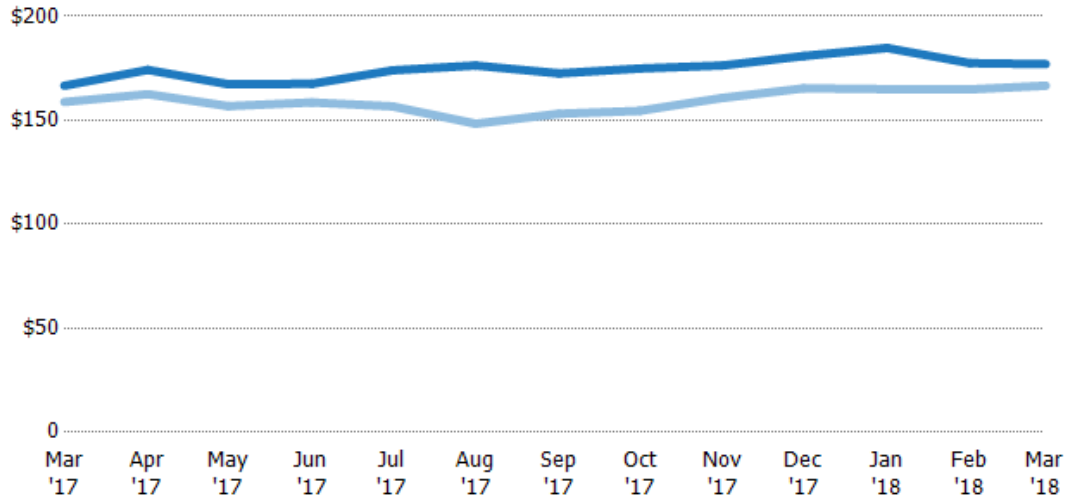
## Average Listing Price per Sq Ft

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

Month/ Year	Price/sq ft	% Chg.
Mar '18	\$177	6.2%
Mar '17	\$167	4.9%
Mar '16	\$159	-10.5%



Current Year	\$167	\$174	\$167	\$168	\$174	\$176	\$173	\$175	\$176	\$181	\$185	\$177	\$177
Prior Year	\$159	\$163	\$157	\$159	\$157	\$148	\$153	\$155	\$161	\$165	\$165	\$165	\$167
Percent Change from Prior Year	5%	7%	7%	6%	11%	19%	13%	13%	10%	9%	12%	8%	6%

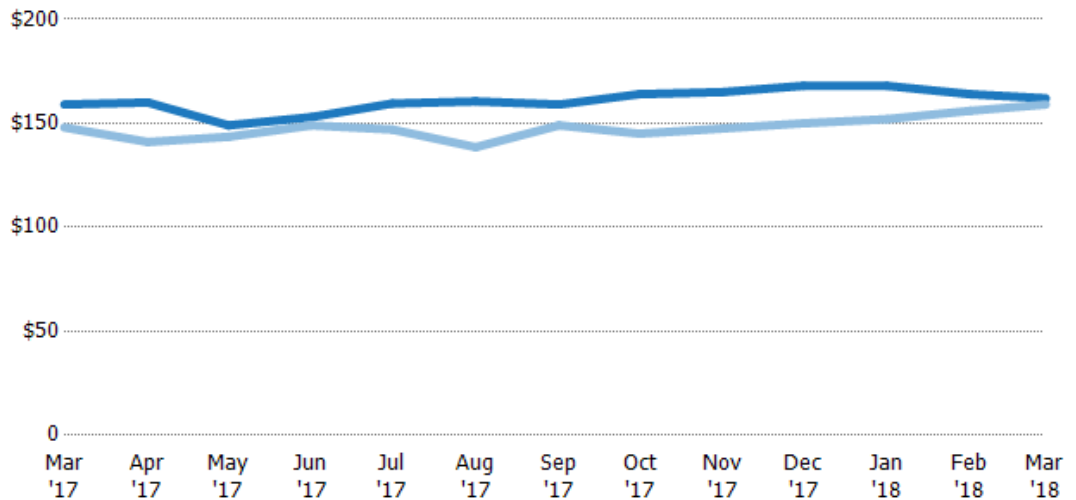
## Median Listing Price per Sq Ft

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

Month/ Year	Price/sq ft	% Chg.
Mar '18	\$162	1.9%
Mar '17	\$159	7.4%
Mar '16	\$148	-6.8%



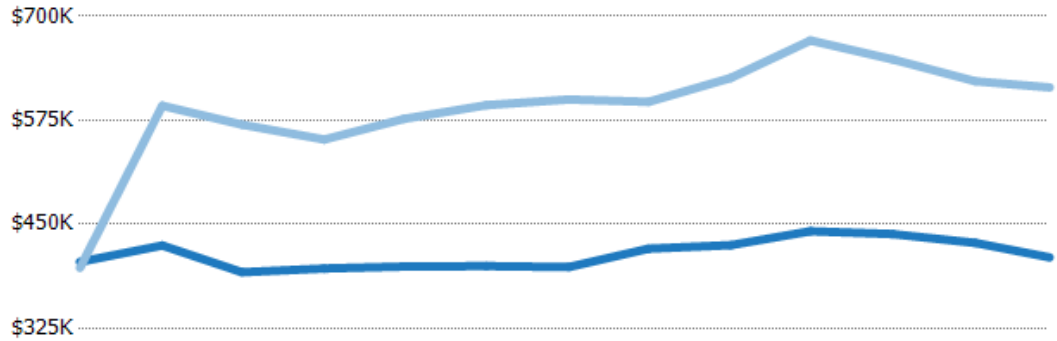
Current Year	\$159	\$160	\$149	\$153	\$160	\$161	\$159	\$164	\$165	\$168	\$168	\$164	\$162
Prior Year	\$148	\$141	\$144	\$149	\$147	\$139	\$149	\$145	\$148	\$150	\$152	\$156	\$159
Percent Change from Prior Year	7%	13%	4%	3%	9%	16%	7%	13%	12%	12%	11%	5%	2%

## 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



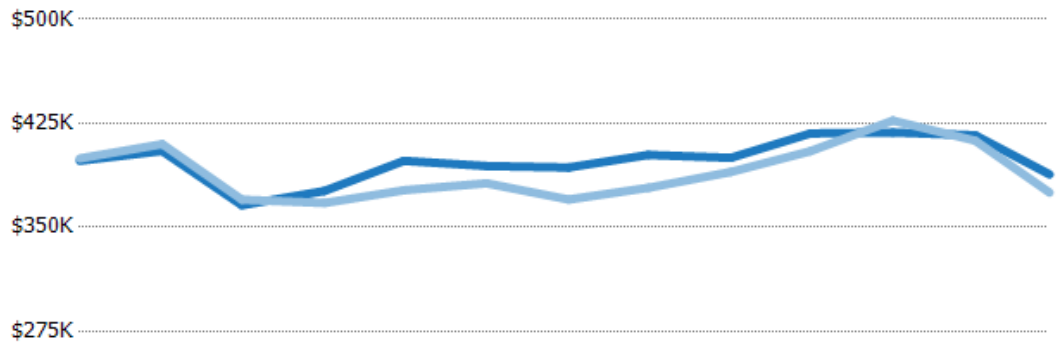
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Avg Est Value	\$405K	\$425K	\$392K	\$397K	\$399K	\$400K	\$399K	\$421K	\$425K	\$442K	\$438K	\$428K	\$410K
Avg Listing Price	\$397K	\$593K	\$570K	\$552K	\$577K	\$593K	\$600K	\$597K	\$626K	\$671K	\$648K	\$622K	\$615K
Avg Listing Price as a % of Avg Est Value	98%	140%	145%	139%	144%	148%	151%	142%	147%	152%	148%	145%	150%

## 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 '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Median Est Value	\$398K	\$405K	\$366K	\$376K	\$398K	\$394K	\$393K	\$402K	\$400K	\$418K	\$418K	\$416K	\$388K
Median Listing Price	\$400K	\$410K	\$370K	\$368K	\$377K	\$382K	\$370K	\$378K	\$390K	\$405K	\$427K	\$412K	\$375K
Med Listing Price as a % of Med Est Value	100%	101%	101%	98%	95%	97%	94%	94%	97%	97%	102%	99%	97%

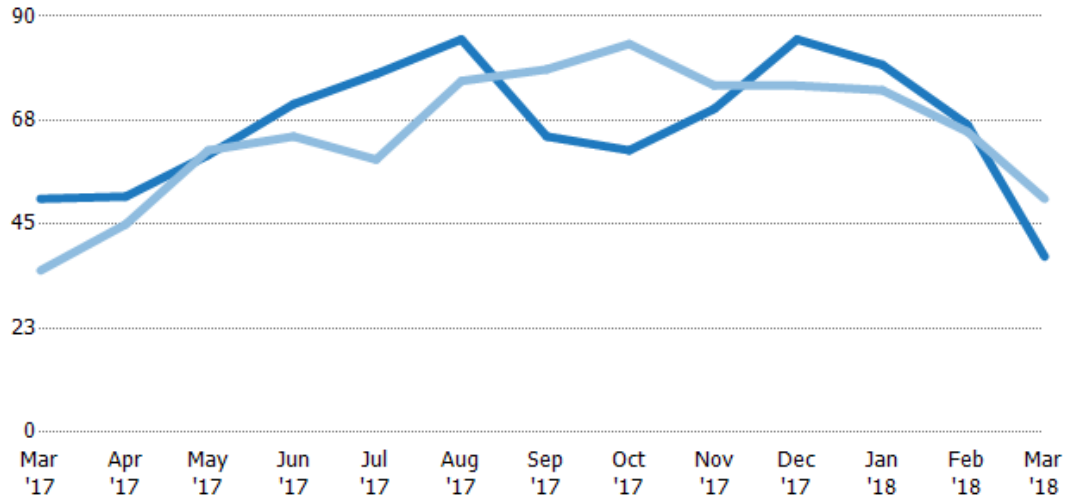
## Median Days in RPR

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/ Year	Days	% Chg.
Mar '18	38	-24.8%
Mar '17	50.5	44.3%
Mar '16	35	71.4%



	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	50.5	51	60	71	77.5	85	64	61	70	85	79.5	66.5	38
Prior Year	35	45	61	64	59	76	78.5	84	75	75	74	65	50.5
Percent Change from Prior Year	44%	13%	-2%	11%	31%	12%	-18%	-27%	-7%	13%	7%	2%	-25%

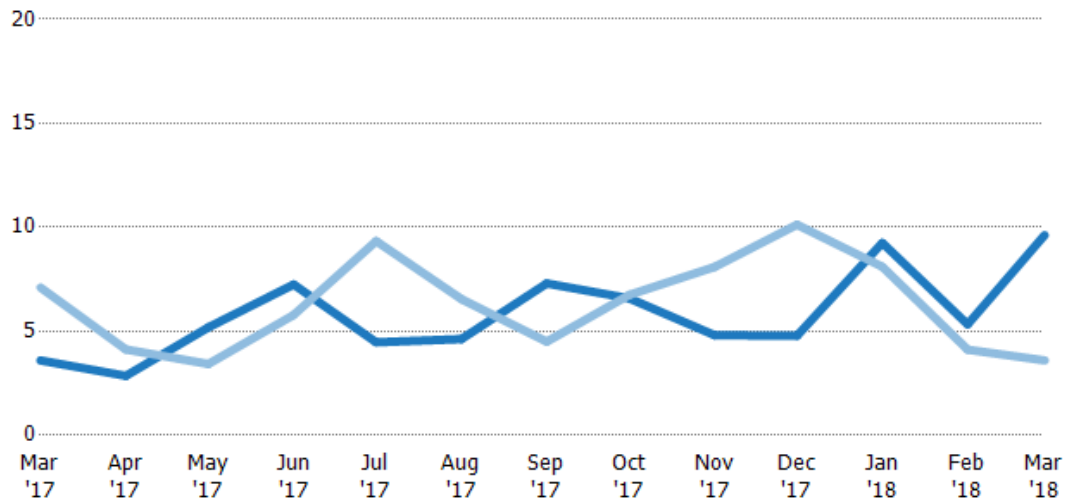
## Months of Inventory

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/ Year	Months	% Chg.
Mar '18	9.63	167.4%
Mar '17	3.6	-49.3%
Mar '16	7.1	-43.7%



	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	3.6	2.86	5.19	7.25	4.47	4.63	7.3	6.58	4.81	4.79	9.25	5.33	9.63
Prior Year	7.1	4.13	3.43	5.79	9.33	6.55	4.5	6.75	8.09	10.1	8.1	4.12	3.6
Percent Change from Prior Year	-49%	-31%	51%	25%	-52%	-29%	62%	-2%	-41%	-53%	14%	30%	167%



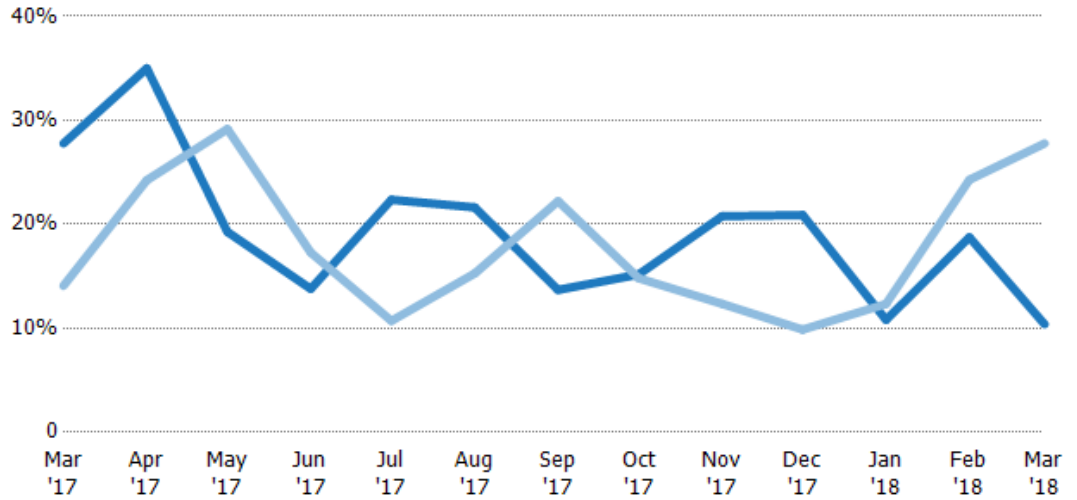
## Absorption Rate

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/ Year	Rate	Chg.
Mar '18	10%	17.4%
Mar '17	28%	-13.7%
Mar '16	14%	77.6%



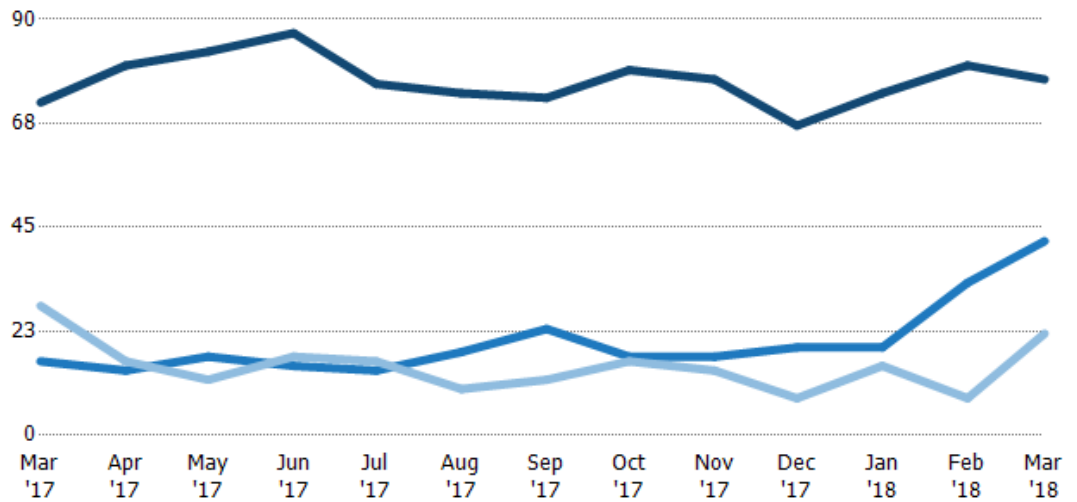
Current Year	28%	35%	19%	14%	22%	22%	14%	15%	21%	21%	11%	19%	10%
Prior Year	14%	24%	29%	17%	11%	15%	22%	15%	12%	10%	12%	24%	28%
Change from Prior Year	-14%	-11%	10%	3%	-12%	-6%	9%	0%	-8%	-11%	2%	6%	17%

## Active/Pending/Sold Units

The number of single-family, condominium and townhome 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	72	80	83	87	76	74	73	79	77	67	74	80	77
Pending	16	14	17	15	14	18	23	17	17	19	19	33	42
Sold	28	16	12	17	16	10	12	16	14	8	15	8	22

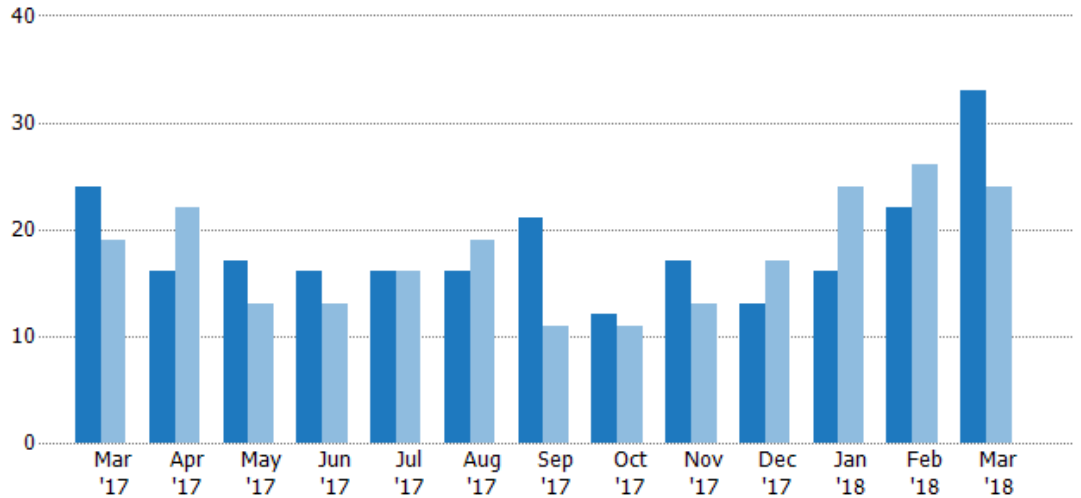
## New Pending Sales

The number of single-family, condominium and townhome 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/ Year	Count	% Chg.
Mar '18	33	37.5%
Mar '17	24	26.3%
Mar '16	19	21.1%



Current Year	24	16	17	16	16	16	21	12	17	13	16	22	33
Prior Year	19	22	13	13	16	19	11	11	13	17	24	26	24
Percent Change from Prior Year	26%	-27%	31%	23%	0%	-16%	91%	9%	31%	-24%	-33%	-15%	38%

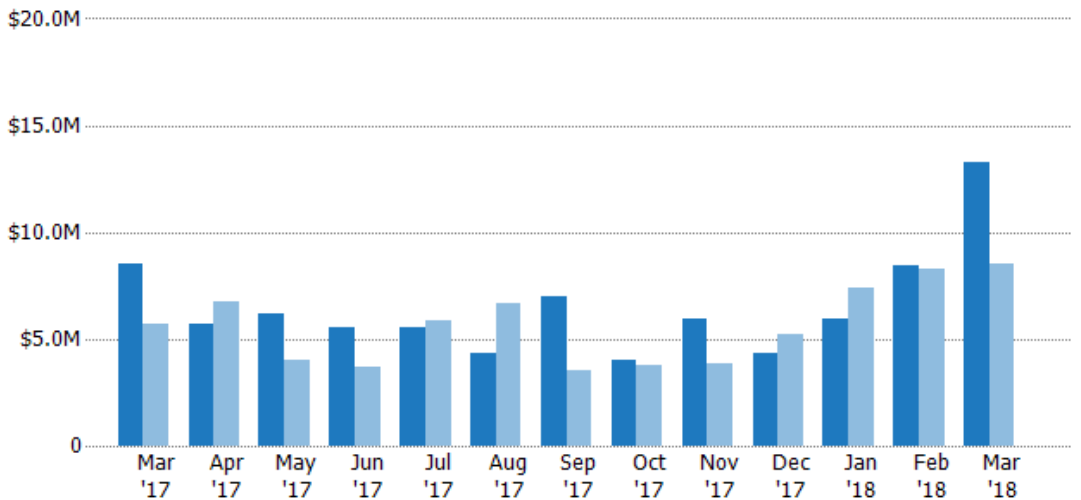
## New Pending Sales Volume

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

### Filters Used

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

Month/ Year	Volume	% Chg.
Mar '18	\$13.3M	56.5%
Mar '17	\$8.49M	47.8%
Mar '16	\$5.74M	25.7%



Current Year	\$8.49M	\$5.67M	\$6.21M	\$5.57M	\$5.55M	\$4.31M	\$6.99M	\$4.02M	\$5.92M	\$4.3M	\$5.92M	\$8.43M	\$13.3M
Prior Year	\$5.74M	\$6.75M	\$4.03M	\$3.66M	\$5.83M	\$6.7M	\$3.55M	\$3.78M	\$3.88M	\$5.26M	\$7.4M	\$8.26M	\$8.49M
Percent Change from Prior Year	48%	-16%	54%	52%	-5%	-36%	97%	6%	53%	-18%	-20%	2%	57%

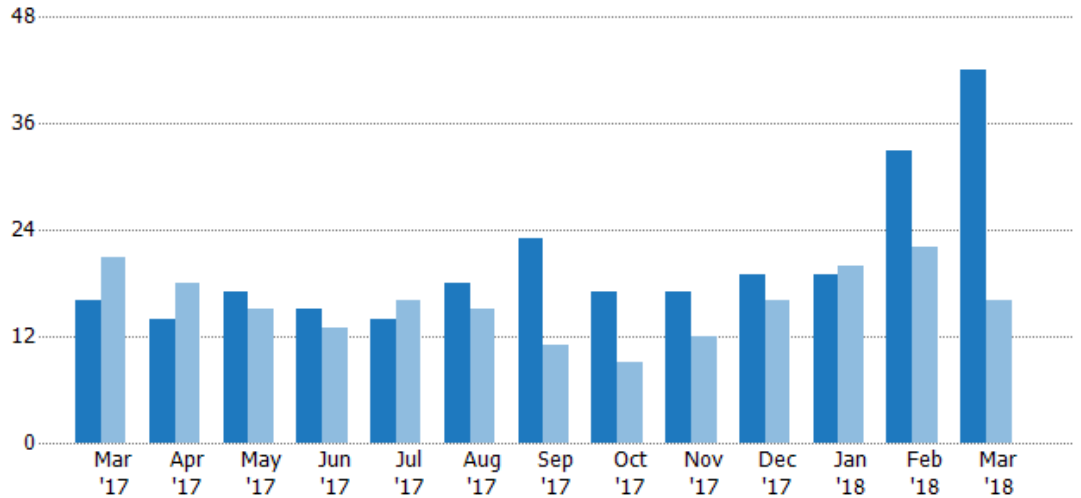
## Pending Sales

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

### Filters Used

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

Month/ Year	Count	% Chg.
Mar '18	42	162.5%
Mar '17	16	-23.8%
Mar '16	21	28.6%



Current Year	16	14	17	15	14	18	23	17	17	19	19	33	42
Prior Year	21	18	15	13	16	15	11	9	12	16	20	22	16
Percent Change from Prior Year	-24%	-22%	13%	15%	-13%	20%	109%	89%	42%	19%	-5%	50%	163%

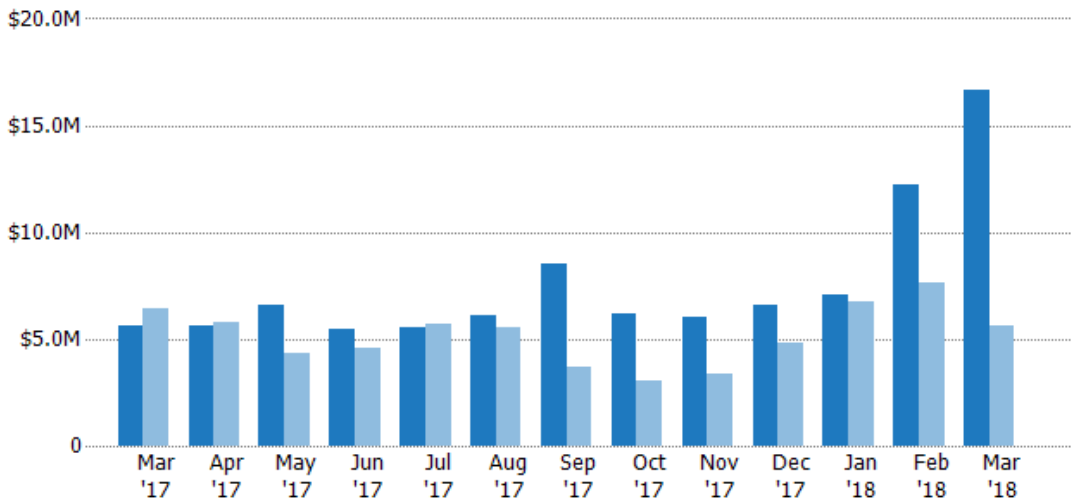
## Pending Sales Volume

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.

### Filters Used

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

Month/ Year	Volume	% Chg.
Mar '18	\$16.7M	196.7%
Mar '17	\$5.62M	-12.4%
Mar '16	\$6.42M	30.9%



Current Year	\$5.62M	\$5.66M	\$6.55M	\$5.42M	\$5.5M	\$6.11M	\$8.52M	\$6.18M	\$6.05M	\$6.55M	\$7.1M	\$12.2M	\$16.7M
Prior Year	\$6.42M	\$5.76M	\$4.36M	\$4.54M	\$5.73M	\$5.51M	\$3.73M	\$3.05M	\$3.37M	\$4.8M	\$6.72M	\$7.66M	\$5.62M
Percent Change from Prior Year	-12%	-2%	50%	20%	-4%	11%	129%	103%	80%	37%	6%	59%	197%

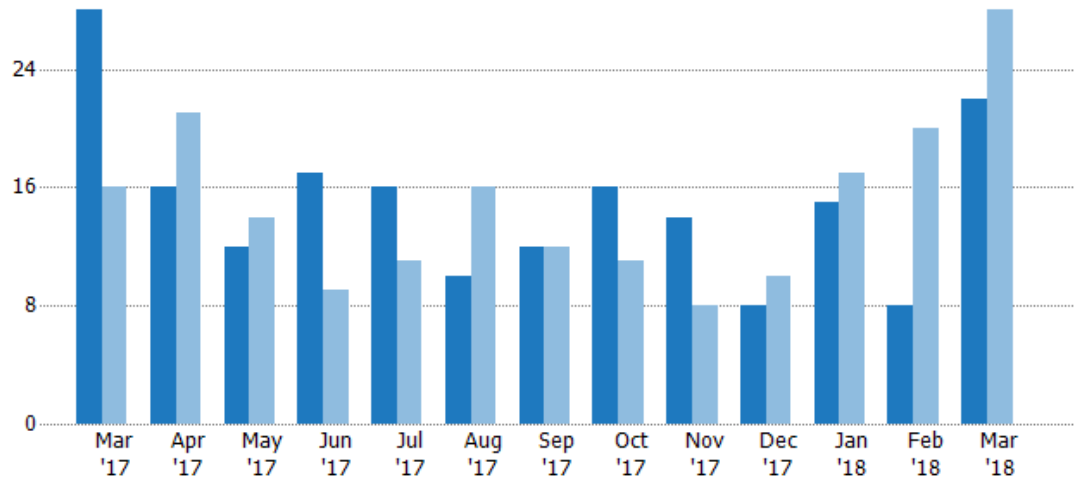
## Closed Sales

The total number of single-family, condominium and townhome 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 '18	22	-21.4%
Mar '17	28	75%
Mar '16	16	25%



Current Year	28	16	12	17	16	10	12	16	14	8	15	8	22
Prior Year	16	21	14	9	11	16	12	11	8	10	17	20	28
Percent Change from Prior Year	75%	-24%	-14%	89%	45%	-38%	0%	45%	75%	-20%	-12%	-60%	-21%

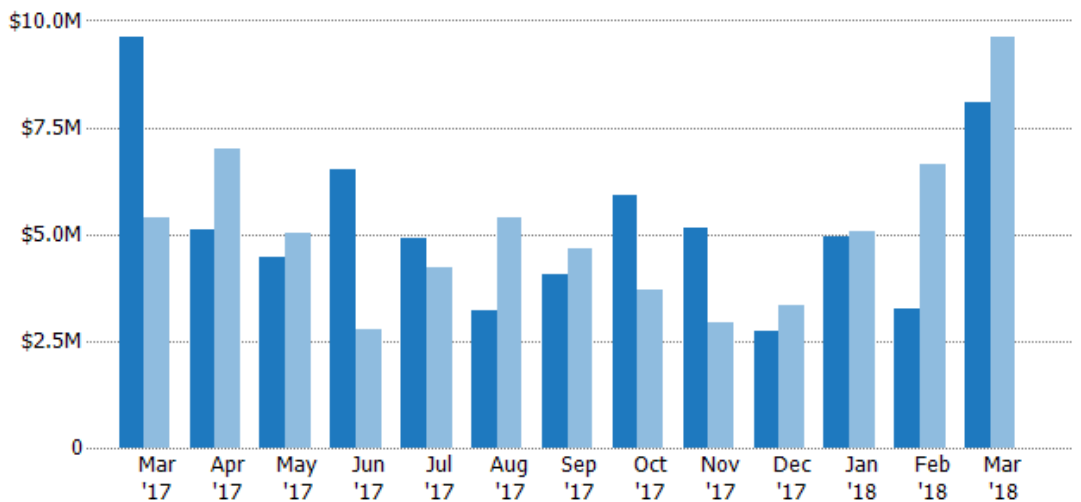
## Closed Sales Volume

The sum of the sales price of single-family, condominium and townhome 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 '18	\$8.06M	-16.3%
Mar '17	\$9.63M	78.4%
Mar '16	\$5.4M	21.8%



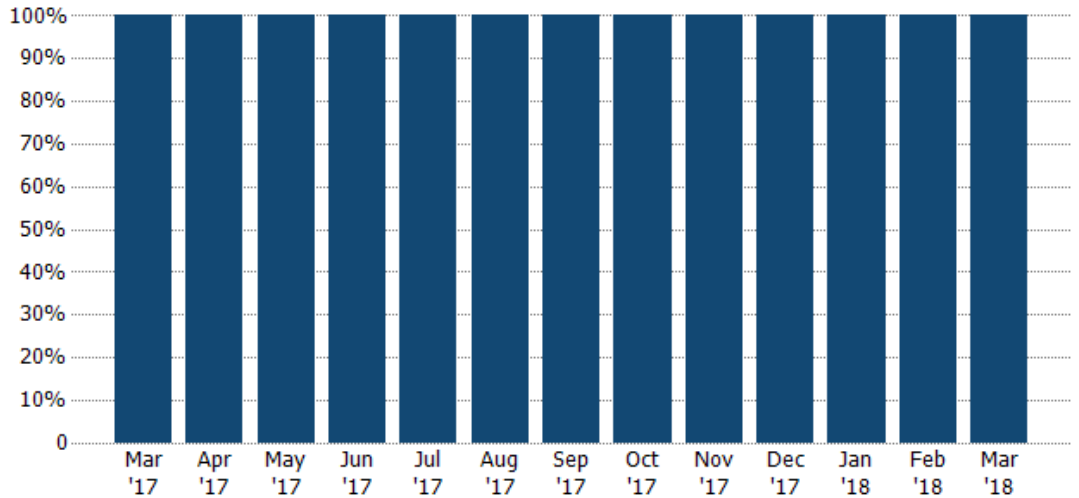
Current Year	\$9.63M	\$5.09M	\$4.48M	\$6.51M	\$4.92M	\$3.23M	\$4.06M	\$5.91M	\$5.15M	\$2.74M	\$4.96M	\$3.24M	\$8.06M
Prior Year	\$5.4M	\$6.98M	\$5.03M	\$2.76M	\$4.23M	\$5.38M	\$4.68M	\$3.69M	\$2.93M	\$3.32M	\$5.05M	\$6.64M	\$9.63M
Percent Change from Prior Year	78%	-27%	-11%	136%	16%	-40%	-13%	60%	76%	-18%	-2%	-51%	-16%

## Closed Sales by Property Type

The percentage of single-family, condominium and townhome 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

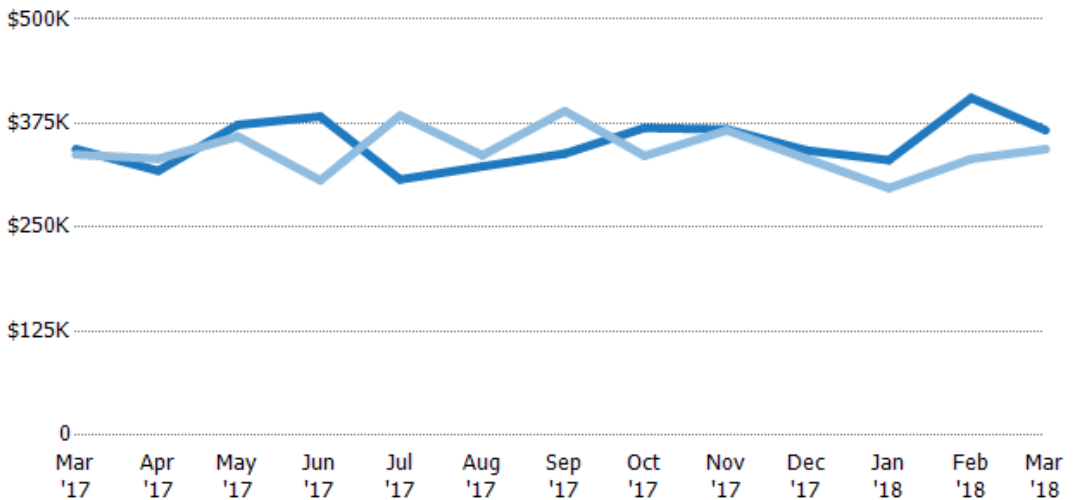
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

## Average Sales Price

The average sales price of the single-family, condominium and townhome 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	\$344K	\$318K	\$373K	\$383K	\$307K	\$323K	\$339K	\$369K	\$368K	\$342K	\$331K	\$406K	\$367K
Prior Year	\$337K	\$332K	\$359K	\$306K	\$384K	\$336K	\$390K	\$336K	\$367K	\$332K	\$297K	\$332K	\$344K
Percent Change from Prior Year	2%	-4%	4%	25%	-20%	-4%	-13%	10%	0%	3%	11%	22%	7%

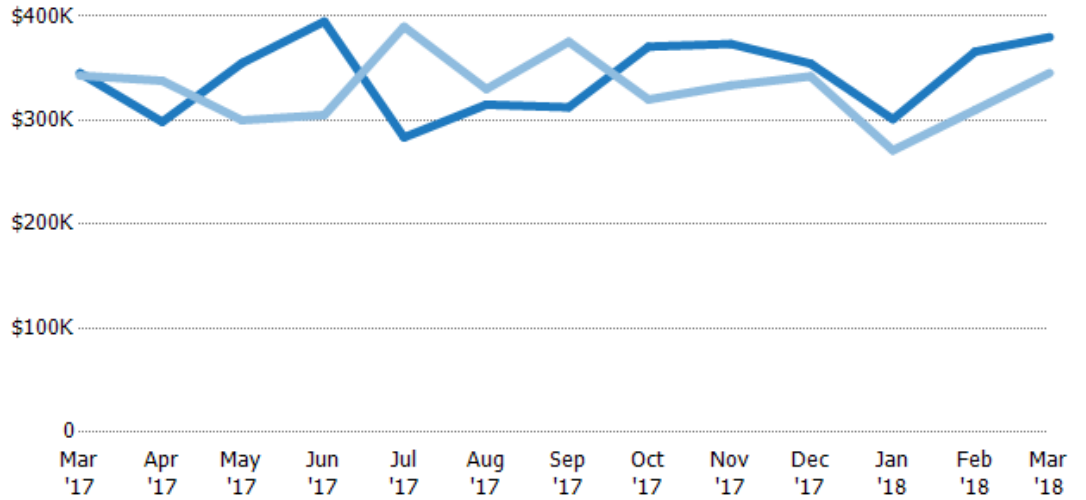
## Median Sales Price

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

### Filters Used

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

Month/ Year	Price	% Chg.
Mar '18	\$380K	10%
Mar '17	\$346K	0.7%
Mar '16	\$343K	-4.8%



Current Year	\$346K	\$298K	\$355K	\$395K	\$284K	\$315K	\$313K	\$371K	\$373K	\$354K	\$301K	\$366K	\$380K
Prior Year	\$343K	\$338K	\$300K	\$305K	\$390K	\$330K	\$376K	\$320K	\$334K	\$342K	\$271K	\$310K	\$346K
Percent Change from Prior Year	1%	-12%	18%	30%	-27%	-5%	-17%	16%	12%	4%	11%	18%	10%

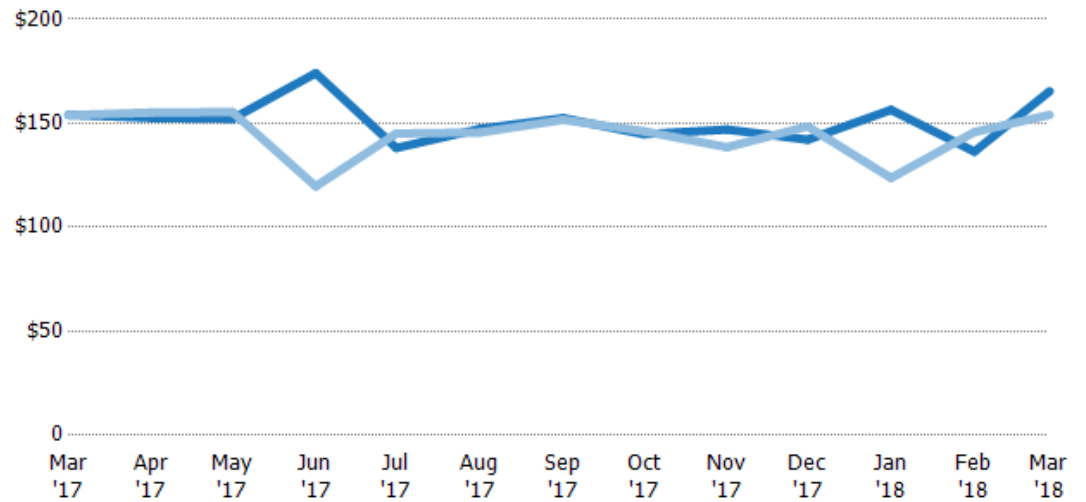
## Average Sales Price per Sq Ft

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

### Filters Used

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

Month/ Year	Price/sq ft	% Chg.
Mar '18	\$165	7.4%
Mar '17	\$154	0.1%
Mar '16	\$154	-13.9%



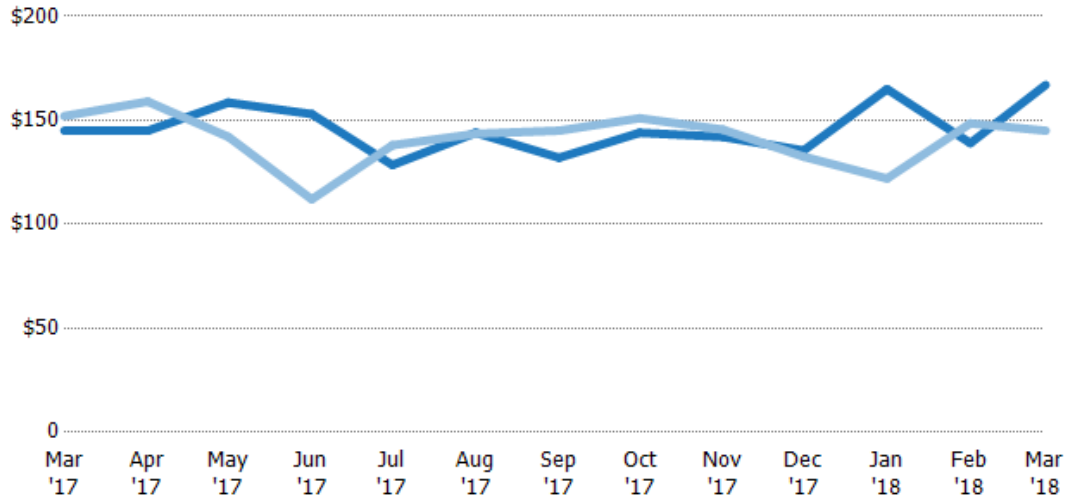
Current Year	\$154	\$153	\$152	\$174	\$138	\$147	\$153	\$145	\$147	\$142	\$156	\$136	\$165
Prior Year	\$154	\$155	\$155	\$120	\$145	\$146	\$152	\$146	\$139	\$149	\$124	\$146	\$154
Percent Change from Prior Year	0%	-2%	-2%	46%	-5%	1%	1%	-1%	6%	-4%	26%	-6%	7%

## 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



Month/Year	Price/sq ft	% Chg.
Mar '18	\$167	15.2%
Mar '17	\$145	-4.6%
Mar '16	\$152	-16.4%

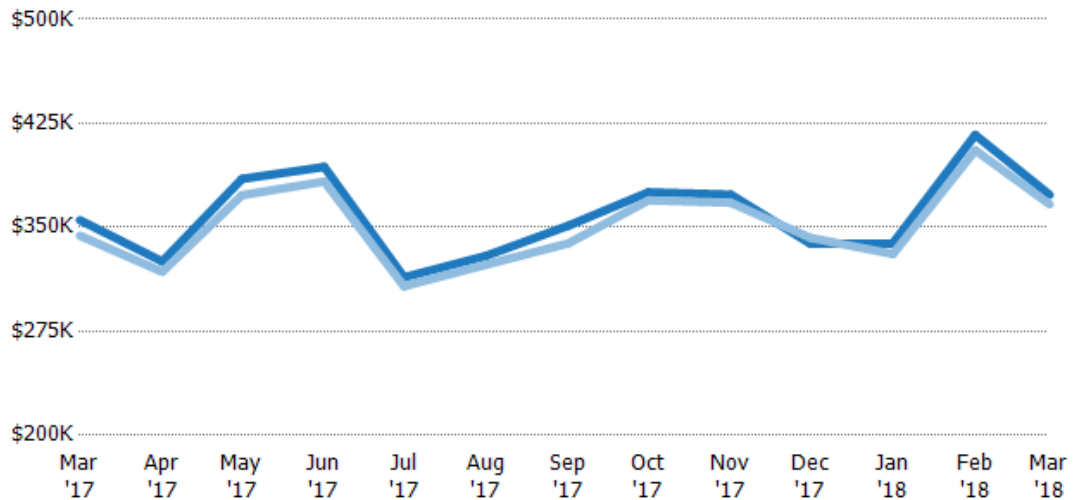
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	\$145	\$145	\$159	\$153	\$129	\$144	\$132	\$144	\$142	\$136	\$165	\$139	\$167
Prior Year	\$152	\$159	\$142	\$112	\$138	\$144	\$145	\$151	\$146	\$133	\$122	\$149	\$145
Percent Change from Prior Year	-5%	-9%	12%	37%	-7%	0%	-9%	-5%	-2%	2%	35%	-6%	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, Single  
 Family Residence



Month/Year	Avg List Price	Avg Sales Price	Avg Sales Price as a % of Avg List Price
Mar '18	\$373K	\$367K	98%
Mar '17	\$355K	\$344K	97%

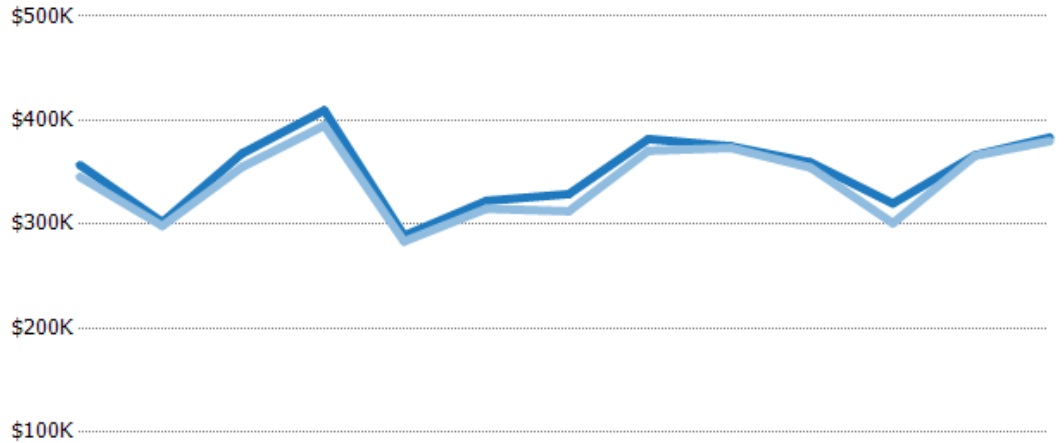
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Avg List Price	\$355K	\$325K	\$385K	\$394K	\$314K	\$329K	\$351K	\$375K	\$374K	\$338K	\$338K	\$417K	\$373K
Avg Sales Price	\$344K	\$318K	\$373K	\$383K	\$307K	\$323K	\$339K	\$369K	\$368K	\$342K	\$331K	\$406K	\$367K
Avg Sales Price as a % of Avg List Price	97%	98%	97%	97%	98%	98%	96%	98%	98%	101%	98%	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



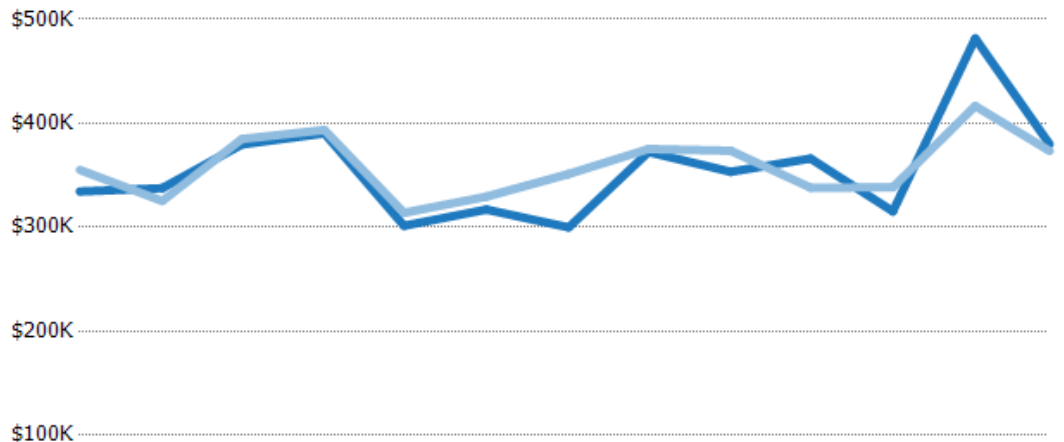
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Median List Price	\$357K	\$302K	\$368K	\$410K	\$289K	\$323K	\$329K	\$382K	\$375K	\$360K	\$320K	\$367K	\$383K
Median Sales Price	\$346K	\$298K	\$355K	\$395K	\$284K	\$315K	\$313K	\$371K	\$373K	\$354K	\$301K	\$366K	\$380K
Med Sales Price as a % of Med List Price	97%	99%	96%	96%	98%	98%	95%	97%	100%	99%	94%	100%	99%

## 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 '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Avg Est Value	\$334K	\$338K	\$380K	\$390K	\$301K	\$317K	\$300K	\$372K	\$353K	\$366K	\$315K	\$482K	\$380K
Avg Sales Price	\$355K	\$325K	\$385K	\$394K	\$314K	\$329K	\$351K	\$375K	\$374K	\$338K	\$338K	\$417K	\$373K
Avg Sales Price as a % of Avg Est Value	106%	96%	101%	101%	104%	104%	117%	101%	106%	92%	107%	87%	98%

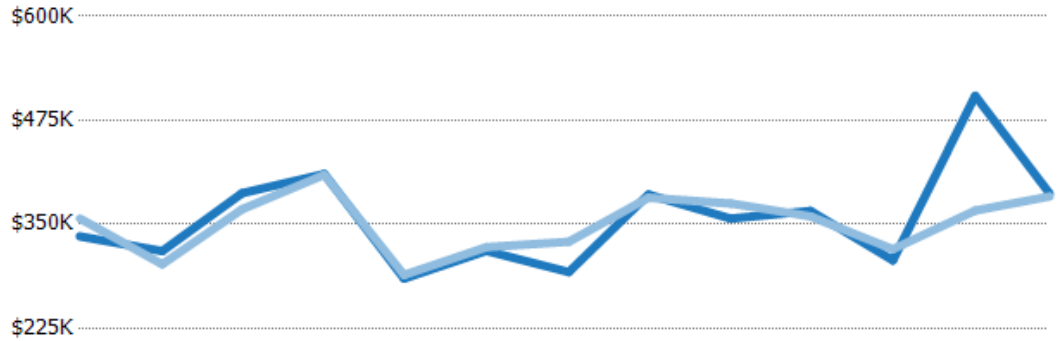


## Median Sales Price vs Median Est Value

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



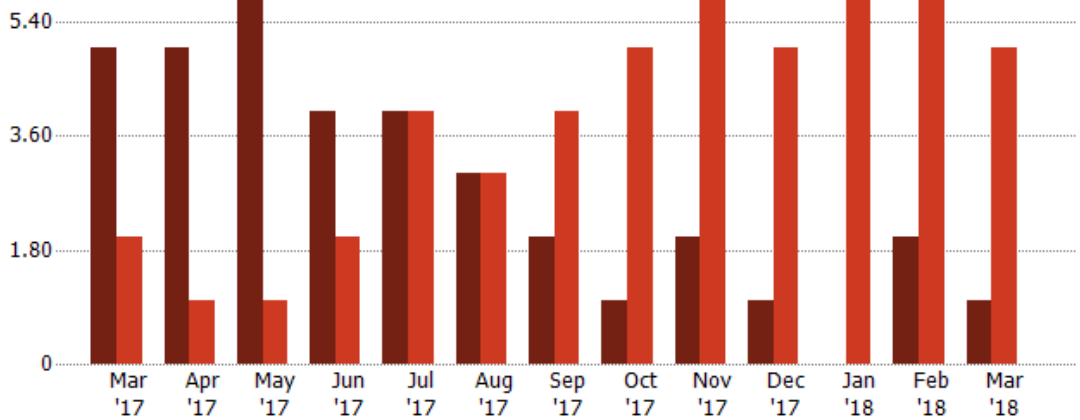
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Median Est Value	\$335K	\$318K	\$387K	\$410K	\$285K	\$318K	\$293K	\$386K	\$357K	\$366K	\$307K	\$504K	\$387K
Median Sales Price	\$357K	\$302K	\$368K	\$410K	\$289K	\$323K	\$329K	\$382K	\$375K	\$360K	\$320K	\$367K	\$383K
Med Sales Price as a % of Med Est Value	106%	95%	95%	100%	101%	101%	112%	99%	105%	98%	104%	73%	99%

## Distressed Listings

The number of distressed single-family, condominium and townhome 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



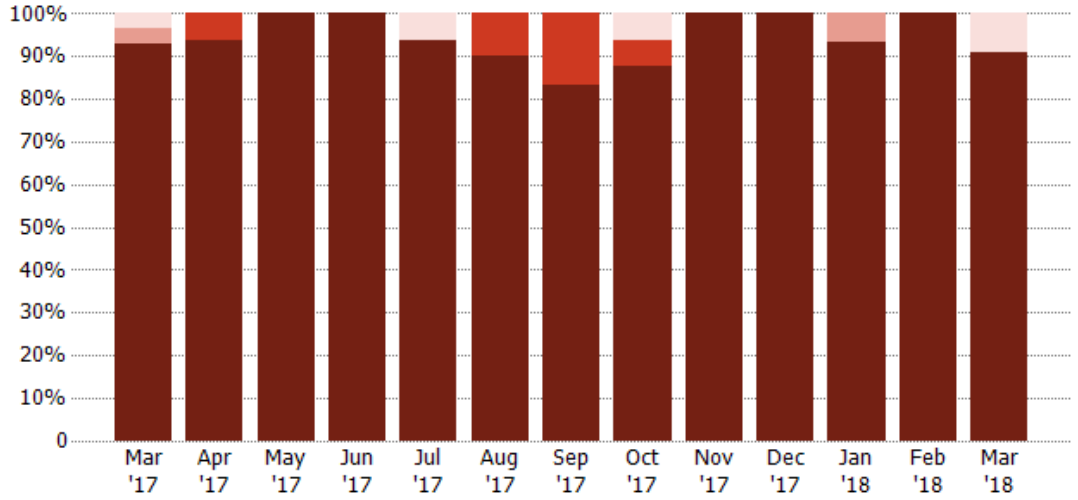
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	5	5	6	4	4	3	2	1	2	1	-	2	1
Prior Year	2	1	1	2	4	3	4	5	6	5	6	6	5
Percent Change from Prior Year	150%	400%	500%	100%	0%	0%	-50%	-80%	-67%	-80%	-100%	-67%	-80%

## Distressed Sales by Sales Type

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

### Filters Used

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



	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Pre-Foreclosure	4%	-	-	-	6%	-	-	6%	-	-	-	-	9%
Short Sale	4%	-	-	-	-	-	-	-	-	-	7%	-	-
Foreclosure	-	6%	-	-	-	10%	17%	6%	-	-	-	-	-
Non-Distressed	93%	94%	100%	100%	94%	90%	83%	88%	100%	100%	93%	100%	91%



## Listing Activity by ZIP

Mar 2018

ZIP	Listings (Month End)	Listing Volume (Month End)	Avg Listing Price	Median Listing Price	Avg Listing Price per Sq Ft	Median Listing Price per Sq Ft	Months of Inventory	Absorption Rate %
85087	77	\$47,316,682	\$614,502	\$375,000	\$177	\$162	4	28.57 %



## Sales Activity by ZIP

Mar 2018

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	42	\$16,684,492	22	\$8,064,790	\$373,377	\$383,450	\$162	\$164	48