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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	Jul 2016	Jul 2015	+/-	YTD 2016	YTD 2015	+ / -
Listing Activity Charts Metrics						
New Listing Count	913	969	-5.8%	8,590	8,423	+2%
New Listing Volume	\$411,082,442	\$438,464,389	-6.2%	\$4,534,654,435	\$4,199,449,783	+8%
Active Listing Count	3,665	3,397	+7.9%	29,812	28,466	+4.7%
Active Listing Volume	\$2,794,612,391	\$2,451,785,007	+14%	\$23,952,560,559	\$21,688,107,925	+10.4%
Average Listing Price	\$762,514	\$721,750	+5.6%	\$803,454	\$761,895	+5.5%
Median Listing Price	\$490,000	\$464,000	+5.6%	\$520,182	\$484,753	+7.3%
Average Listing Price per Sq Ft	\$258	\$249	+3.7%	\$260	\$252	+3.4%
Median Listing Price per Sq Ft	\$225	\$215	+4.7%	\$226	\$216	+4.7%
Median Daysin RPR	93	88	+5.7%	84.18	83.34	+1%
Months of Inventory	4.4	4.5	-1.3%	6.3	6.8	-8.4%
Absorption Rate	22.73%	22.43%	+0.3%	15.95%	14.61%	+1.3%
Sales Activity Charts Metrics			1			
New Pending Sales Count	798	834	-4.3%	6,289	6,032	+4.3%
New Pending Sales Volume	\$353,023,725	\$350,689,374	+0.7%	\$3,002,446,951	\$2,805,955,344	+7%
Pending Sales Count	747	733	+1.9%	5,738	5,611	+2.3%
Pending Sales Volume	\$408,586,218	\$375,488,755	+8.8%	\$3,219,625,519	\$3,063,280,719	+5.1%
Closed Sales Count	615	737	-16.6%	4,771	4,755	+0.3%
Closed Sales Volume	\$305,170,579	\$369,579,709	-17.4%	\$2,442,996,194	\$2,398,647,089	+1.8%
Average Sales Price	\$496,212	\$501,465	-1%	\$512,051	\$504,447	+1.5%
Median Sales Price	\$390,000	\$398,000	-2%	\$401,873	\$382,327	+5.1%
Average Sales Price per Sq Ft	\$213	\$206	+3.7%	\$217	\$209	+4%
Median Sales Price per Sq Ft	\$201	\$195	+3.1%	\$203	\$194	+4.5%
Distressed Charts Metrics		••••				
Distressed Listing Count	109	106	+2.8%	722	850	-15.1%



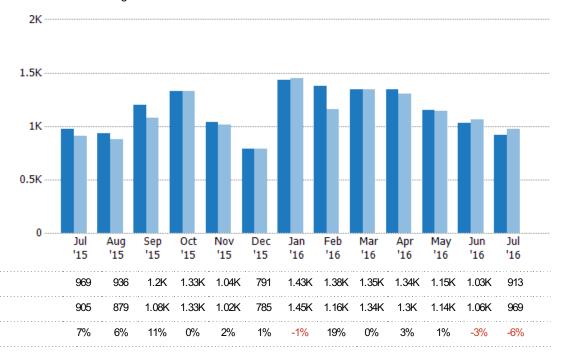


New Listings

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

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

Month/ Year	Count	% Chg.
Jul '16	913	-5.8%
Jul '15	969	7.1%
Jul '14	905	14.1%



New Listing Volume

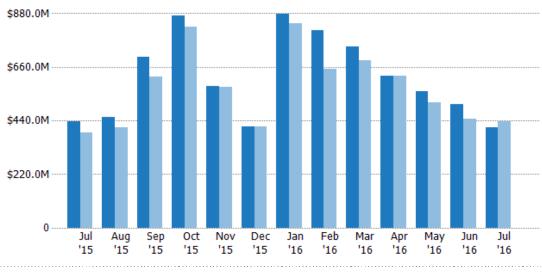
Percent Change from Prior Year

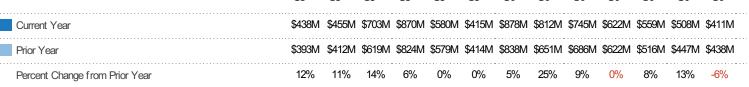
Current Year

Prior Year

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

Month/ Year	Volume	% Chg.
Jul '16	\$411M	-6.2%
Jul '15	\$438M	11.7%
Jul '14	\$393M	0.8%





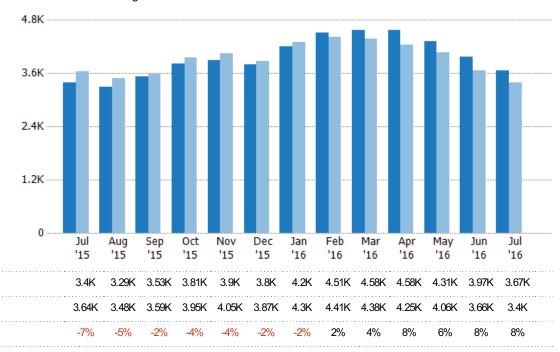


Active Listings

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

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

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. = 00/
〈 7.9%
- 6.6%
-21.1%
L



Active Listing Volume

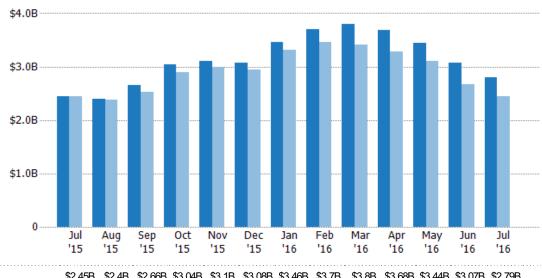
Percent Change from Prior Year

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.
Jul '16	\$2.79B	14%
Jul '15	\$2.45B	0.1%
Jul '14	\$2.45B	-23.9%



Current Year	\$2.45B	\$2.4B	\$2.66B	\$3.04B	\$3.1B	\$3.08B	\$3.46B	\$3.7B	\$3.8B	\$3.68B	\$3.44B	\$3.07B	\$2.79B
Prior Year	\$2.45B	\$2.37B	\$2.52B	\$2.9B	\$3B	\$2.95B	\$3.32B	\$3.45B	\$3.41B	\$3.28B	\$3.11B	\$2.66B	\$2.45B
Percent Change from Prior Year	0%	1%	5%	5%	3%	4%	4%	7%	11%	12%	11%	15%	14%



4%

6%



Market Data Report

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

Month/	Div	0/ 01-
Year	Price	% Chg.
Jul '16	\$763K	5.6%
Jul '15	\$722K	7.2%
Jul '14	\$673K	-3.5%

	450K						
\$450K	675K						

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.

¢600K

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

Month/ Year	Price	% Chg.
Jul '16	\$490K	5.6%
Jul '15	\$464K	10.7%
Jul '14	\$419K	-3.6%

Percent Change from Prior Year

\$45	50K												
\$30	00K												
\$15	50K												
\$15		Aug '15		Oct		Dec	Jan	Feb	Mar '16	Apr '16	May '16	Jun '16	Jul '16
\$15	0 Jul '15	Aug	Sep '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	'16	'16	'16	'16	'16
\$15	0 Jul '15	Aug '15	Sep '15 \$485K	Oct '15 \$509K	Nov '15 \$508K	Dec '15 \$510K	Jan '16 \$525K	Feb '16 \$535K	'16 \$540K	'16 \$525K	'16 \$519K	'16 \$499K	'16 \$490K



Current Year
Prior Year



9%

Average Listing Price per Sq Ft

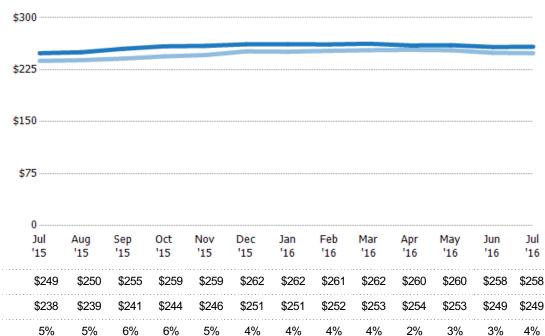
The average of listing prices divided by the living area of homes on market at the end of each month.

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

Month/ Year	Price/sq ft	% Chg.
Jul '16	\$258	3.7%
Jul '15	\$249	4.7%
Jul '14	\$238	-0.1%

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

Percent Change from Prior Year

Month/ Year	Price/sq ft	% Chg.
Jul '16	\$225	4.7%
Jul '15	\$215	5.4%
Jul '14	\$204	-0.5%

Percent Change from Prior Year

25												_
50												
75												
75												
			0ct	Nov		Jan	Feb	Mar '16	Apr	May	Jun	
0 Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	
0 Jul '15	Aug '15	Sep '15	0ct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	



Current Year
Prior Year



Avg Est Value

Avg Listing Price

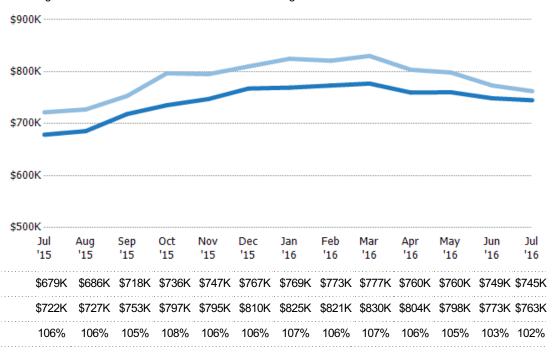
Market Data Report

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.

Filters Used

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

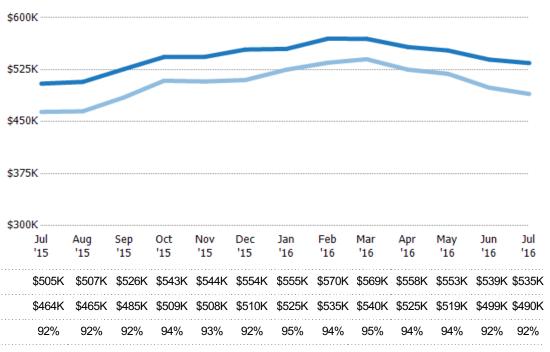


Median Listing Price vs Median Est Value

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

Custom Area: Scottsdale, 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

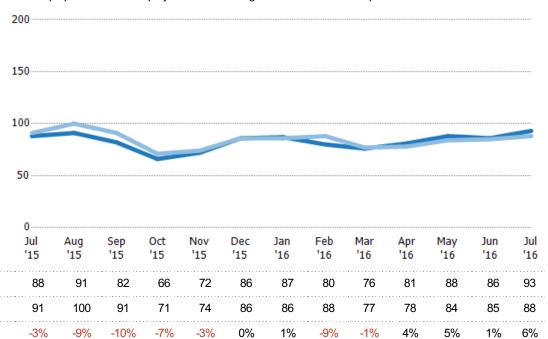


Median Days in RPR

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.

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

Days	% Chg.
93	5.7%
88	-3.3%
91	-23.1%
	93 88



Months of Inventory

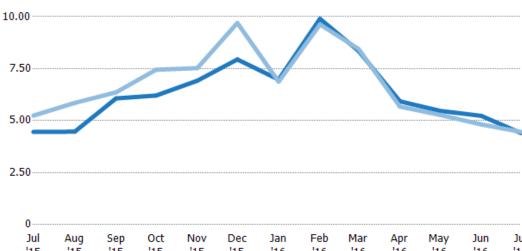
Percent Change from Prior Year

Current Year

Prior Year

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

Month/ Year	Months	% Chg.
Jul '16	4.4	-1.3%
Jul '15	4.46	-15%
Jul '14	5.24	-31.2%



	15	'15	'15		'15	'15	'16		'16	'16	'16	'16	'16	
Current Year	4.46	4.47	6.07	6.21	6.92	7.94	6.98	9.89	8.35	5.93	5.47	5.23	4.4	
Prior Year	5.24	5.85	6.36	7.45	7.53	9.7	6.87	9.63	8.44	5.67	5.28	4.82	4.46	
Percent Change from Prior Year	-15%	-24%	-5%	-17%	-8%	-18%	1%	3%	-1%	4%	4%	9%	-1%	



Absorption Rate

The percentage of inventory sold per month.

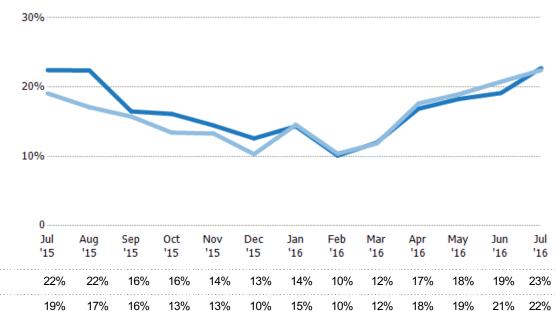
Custom Area: Scottsdale, Arizona Saved Area Property Type: Condo/Townhouse/Apt, Single Family Residence

Rate	Chg.
23%	-0.3%
22%	-3.4%
19%	45.3%
	22%

Current Year

Prior Year

Change from Prior Year



0%

0%

0%

1%

1%

0%

Active/Pending/Sold Units

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

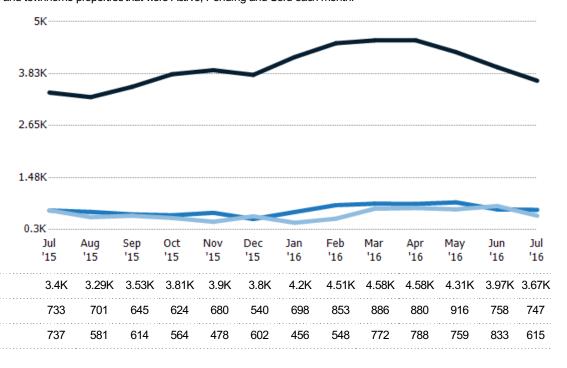
-5%

-1%

-3%

-3%

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





Active

Sold

Pending

New Pending Sales

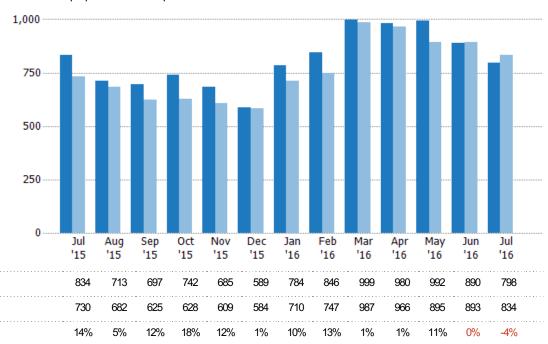
The number of single-family, condominium and townhome properties with accepted offers that were added each month.

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

Month/ Year	Count	% Chg.
Jul '16	798	-4.3%
Jul '15	834	14.2%
Jul '14	730	-4.5%

Current Year

Prior Year

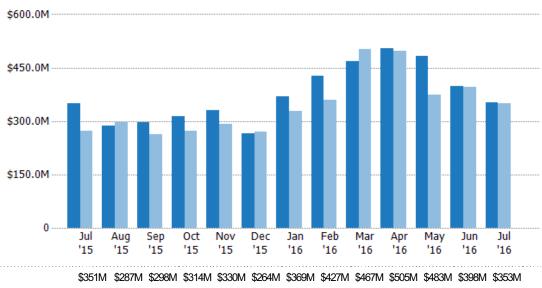


New Pending Sales Volume

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.
Jul '16	\$353M	0.7%
Jul '15	\$351M	28.6%
Jul '14	\$273M	3.3%





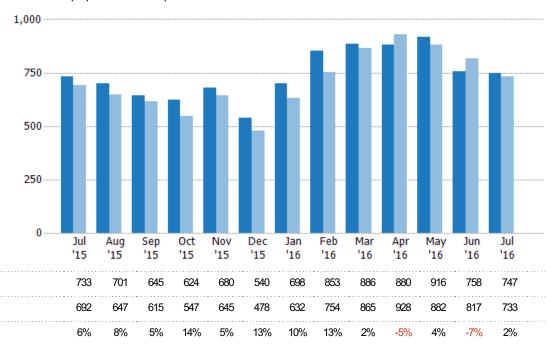


Pending Sales

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

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

Month/ Year	Count	% Chg.
Jul '16	747	1.9%
Jul '15	733	5.9%
Jul '14	692	6.5%



Pending Sales Volume

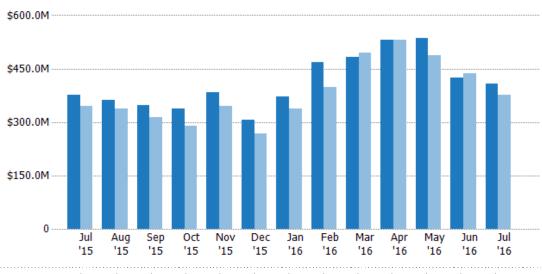
Percent Change from Prior Year

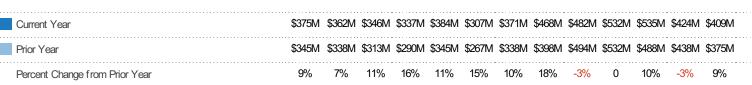
Current Year

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.
Jul '16	\$409M	8.8%
Jul '15	\$375M	9%
Jul '14	\$345M	2.7%



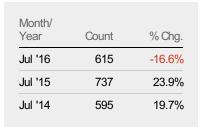


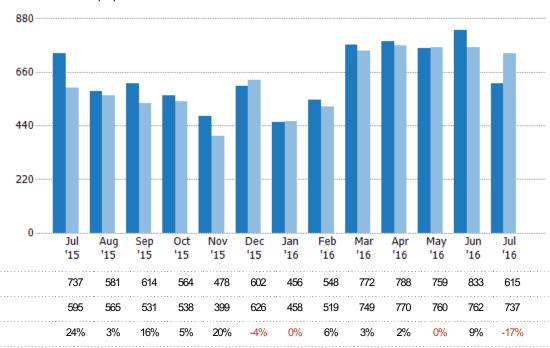


Closed Sales

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

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





Closed Sales Volume

Percent Change from Prior Year

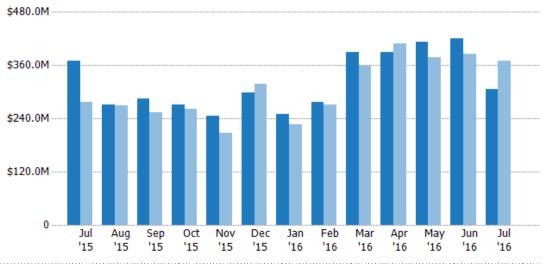
Current Year

Prior Year

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

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

Month/ Year	Volume	% Chg.
Jul '16	\$305M	-17.4%
Jul '15	\$370M	33.6%
Jul '14	\$277M	19.1%



 Current Year
 \$370M
 \$271M
 \$284M
 \$271M
 \$247M
 \$299M
 \$249M
 \$276M
 \$389M
 \$390M
 \$413M
 \$421M
 \$305M

 Prior Year
 \$277M
 \$270M
 \$254M
 \$261M
 \$208M
 \$317M
 \$226M
 \$270M
 \$359M
 \$409M
 \$379M
 \$386M
 \$370M

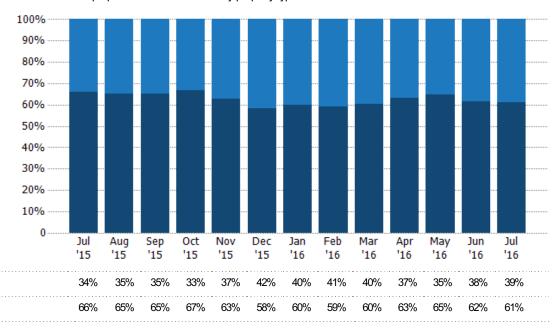
 Percent Change from Prior Year
 34%
 0%
 12%
 4%
 19%
 -6%
 10%
 2%
 8%
 -4%
 9%
 9%
 -17%



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

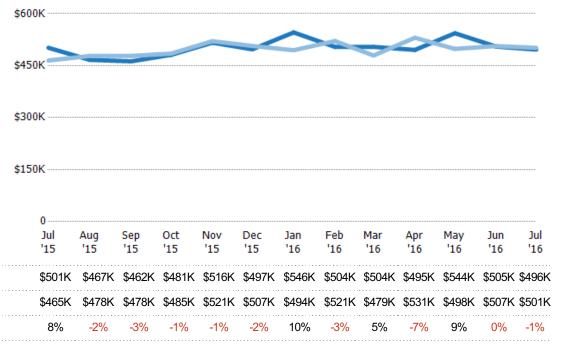
Condo/Townhouse

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

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

Month/ Year	Price	% Chg.
Jul '16	\$496K	-1%
Jul '15	\$501K	7.9%
Jul '14	\$465K	-0.4%

Percent Change from Prior Year



Current Year

Prior Year

Median Sales Price

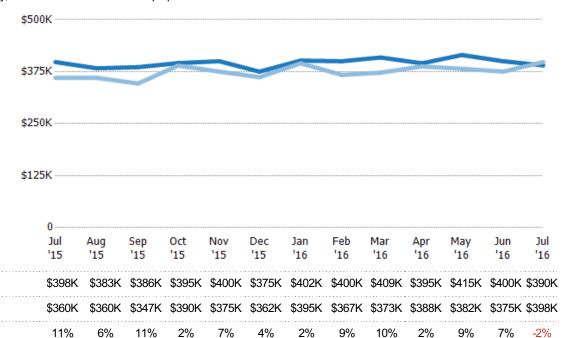
The median sales price of the single-family, condominium and townhome properties sold each month.

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

Price	% Chg.
\$390K	-2%
\$398K	10.6%
\$360K	4.2%
	\$390K \$398K

Current Year

Prior Year



Average Sales Price per Sq Ft

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

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

Percent Change from Prior Year

Month/ Year	Price/sq ft	% Chg.
Jul '16	\$213	3.7%
Jul '15	\$206	5.1%
Jul '14	\$196	-3.4%

Percent Change from Prior Year

\$3	00												
\$2	25												
\$1	50												
\$	0										May		
	Jul '15	Aug '15	Sep '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16
	\$206	\$204	\$205	\$208	\$215	\$216	\$224	\$213	\$217	\$217	\$220	\$216	\$213
	\$196	\$198	\$201	\$207	\$208	\$207	\$206	\$213	\$207	\$212	\$209	\$208	\$206
	5%	3%	2%	1%	4%	5%	9%	0%	5%	2%	5%	4%	4%



Current Year
Prior Year



Median Sales Price per Sq Ft

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

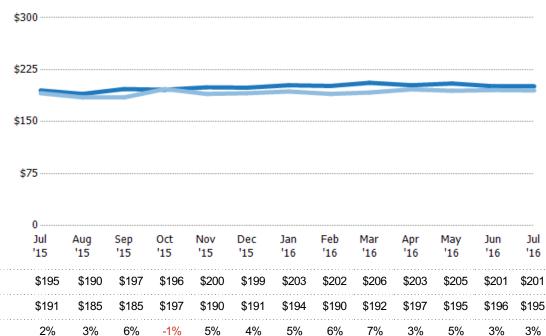




Percent Change from Prior Year

Current Year

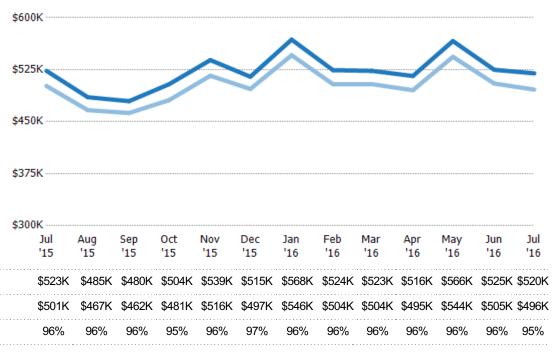
Prior Year



Average Sales Price vs Average Listing Price

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

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





Avg List Price

Avg Sales Price

Avg Sales Price as a % of Avg List Price



Median List Price

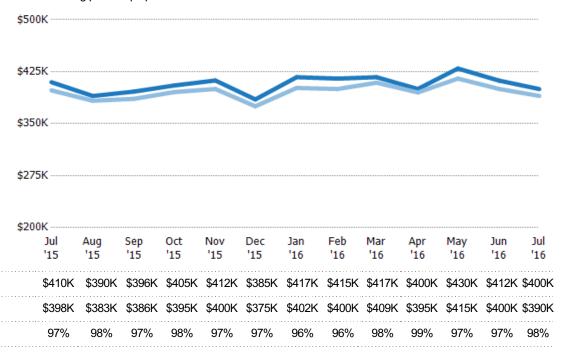
Median Sales Price

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.



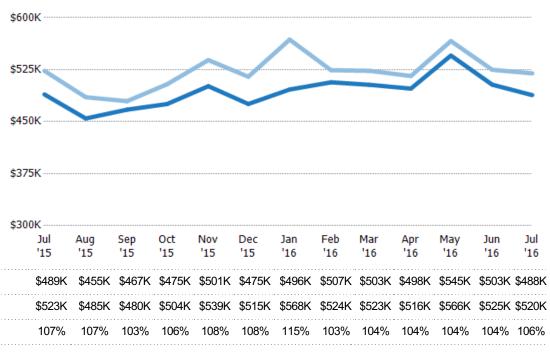


Average Sales Price vs Average Est Value

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

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

Med Sales Price as a % of Med List Price





Avg Est Value

Avg Sales Price

Avg Sales Price as a % of Avg Est Value



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



Distressed Listings

Median Est Value

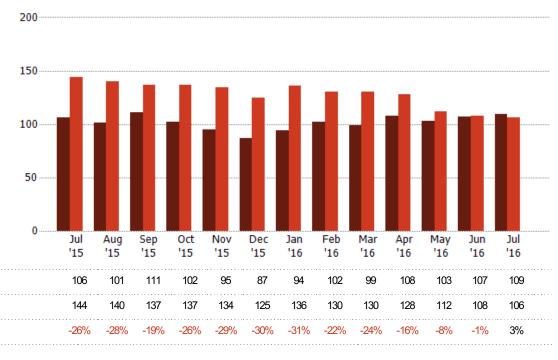
Median Sales Price

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

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

Month/ Year	Count	% Chg.
Jul '16	109	2.8%
Jul '15	106	-26.4%
Jul '14	144	29.9%

Percent Change from Prior Year



Current Year

Prior Year





Pre-Foreclosure

Short Sale

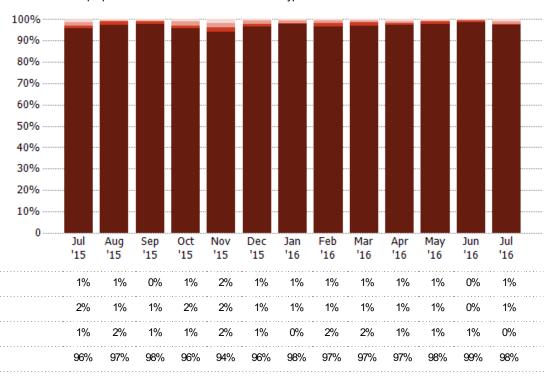
Foreclosure

Non-Distressed

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 (Month End)	Listing Volume (Month End)	Av g Listing Price	Median Listing Price	Av g Listing Price per Sq Ft	Median Listing Price per Sq Ft	Months of Inventory	Absorption Rate %
85250	111	\$47,584,669	\$428,691	\$375,000	\$228	\$217	2	66.66 %
85251	360	\$192,142,689	\$533,730	\$398,950	\$301	\$277	3	37.50 %
85253	5	\$4,339,000	\$867,800	\$839,000	\$355	\$286		
85254	248	\$145,162,247	\$585,332	\$499,450	\$245	\$213	2	49.59 %
85255	670	\$980,640,093	\$1,463,642	\$975,000	\$323	\$278	5	21.49 %
85257	101	\$34,034,448	\$336,975	\$346,000	\$202	\$203	2	59.40 %
85258	305	\$188,705,092	\$618,705	\$525,000	\$249	\$243	4	28.52 %
85259	243	\$239,053,780	\$983,760	\$800,000	\$252	\$232	4	25.92 %
85260	211	\$140,972,941	\$668,118	\$548,900	\$227	\$218	2	50.71 %
85262	504	\$789,953,008	\$1,567,367	\$995,000	\$332	\$276	7	15.07 %
85266	266	\$285,962,673	\$1,075,048	\$849,900	\$277	\$247	6	15.78 %





Sales Activity by ZIP

May 2017

ZIP	Pendings (Month End)	Pending Volume (Month End)	Sales	Sales Volume	Av g Sales Price	Median Sales Price	Av g Sales Price per Sq Ft	Median Sales Price per Sq Ft	Av g Days In RPR
85250	67	\$27,808,100	74	\$26,992,485	\$374,172	\$340,194	\$201	\$191	55
85251	139	\$61,574,587	135	\$44,956,210	\$344,337	\$247,900	\$217	\$189	53
85254	147	\$75,039,192	123	\$58,275,999	\$489,860	\$439,900	\$207	\$206	63
85255	176	\$153,208,456	144	\$114,769,655	\$852,476	\$631,750	\$250	\$233	104
85257	75	\$20,152,617	60	\$16,609,000	\$280,712	\$307,500	\$179	\$187	35
85258	113	\$58,570,691	87	\$38,052,700	\$450,114	\$442,900	\$215	\$216	65
85259	85	\$61,854,579	63	\$39,343,850	\$635,257	\$529,500	\$214	\$208	99
85260	115	\$52,814,549	107	\$45,944,426	\$438,165	\$384,000	\$206	\$202	54
85262	102	\$119,340,286	76	\$68,913,351	\$962,242	\$722,450	\$239	\$205	158
85266	54	\$45,007,599	42	\$32,072,682	\$801,206	\$716,855	\$239	\$229	107
85268	1	\$1,295,000	1	\$1,472,000	\$1,494,990	\$1,494,990	\$317	\$317	155



