



**2019**

# **SCOTTSDALE**

## **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.

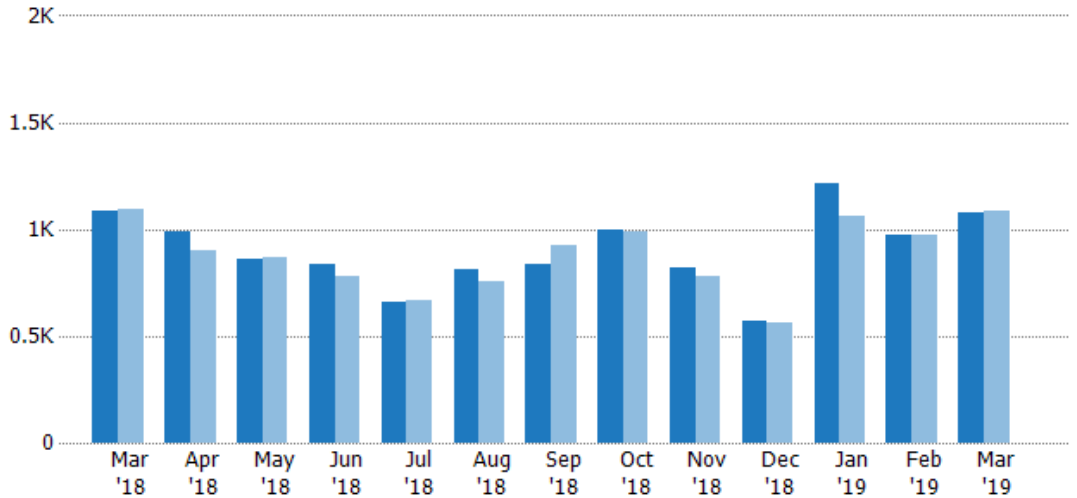
Key Metrics	Mar 2019	Mar 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	1,074	1,086	-1.1%	3,261	3,115	+4.7%
New Listing Volume	\$819,769,754	\$731,036,782	+12.1%	\$2,539,711,568	\$2,128,053,713	+19.3%
Active Listing Count	2,707	3,059	-11.5%	N/A	N/A	
Active Listing Volume	\$3,008,458,702	\$2,910,155,476	+3.4%	N/A	N/A	
Average Listing Price	\$1,111,363	\$951,342	+16.8%	\$1,060,624	\$951,755	+11.4%
Median Listing Price	\$699,900	\$648,000	+8%	\$681,891	\$632,850	+7.7%
Average Listing Price per Sq Ft	\$307	\$283	+8.6%	\$300	\$283	+6.2%
Median Listing Price per Sq Ft	\$264	\$247	+6.9%	\$259	\$246	+5.3%
Median Days in RPR	67	68	-1.5%	66.42	76.61	-13.3%
Months of Inventory	4.4	4.8	-7.2%	4.1	4.6	-9.5%
Absorption Rate	22.61%	20.99%	+1.6%	24.15%	21.87%	+2.3%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	1,144	1,017	+12.5%	2,820	2,766	+2%
New Pending Sales Volume	\$749,716,618	\$603,129,380	+24.3%	\$1,817,115,128	\$1,606,105,513	+13.1%
Pending Sales Count	1,155	790	+46.2%	N/A	N/A	
Pending Sales Volume	\$832,890,178	\$522,096,759	+59.5%	N/A	N/A	
Closed Sales Count	774	836	-7.4%	1,878	2,081	-9.8%
Closed Sales Volume	\$458,519,866	\$482,031,877	-4.9%	\$1,123,193,633	\$1,176,172,629	-4.5%
Average Sales Price	\$592,403	\$576,593	+2.7%	\$598,080	\$565,196	+5.8%
Median Sales Price	\$450,500	\$460,000	-2.1%	\$457,431	\$445,083	+2.8%
Average Sales Price per Sq Ft	\$257	\$241	+6.6%	\$255	\$239	+6.4%
Median Sales Price per Sq Ft	\$234	\$224	+4.5%	\$234	\$222	+5.4%
<b>Distressed Charts Metrics</b>						
Distressed Listing Count	12	35	-65.7%	N/A	N/A	

## New Listings

The number of new residential listings that were added each month.

### Filters Used

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



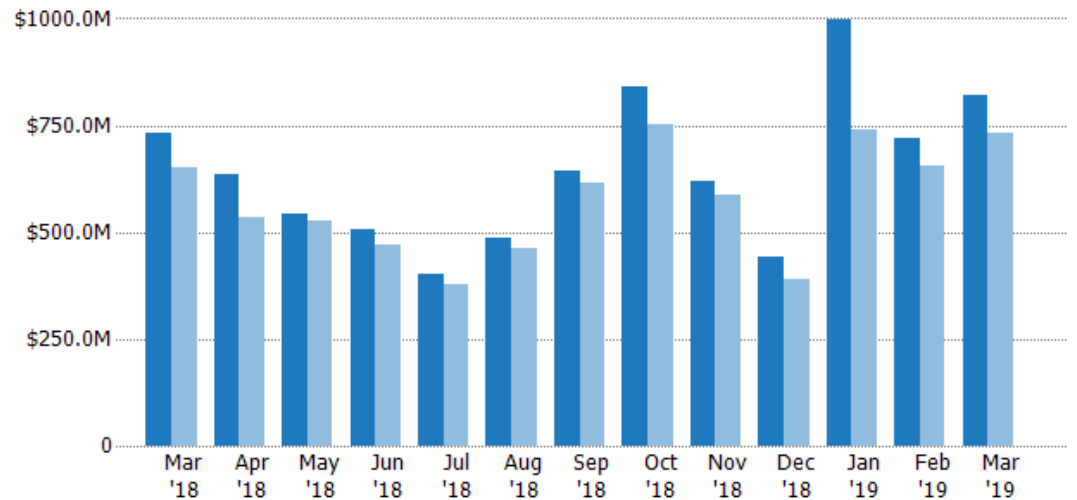
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	1.09K	987	858	839	656	810	839	999	822	568	1.22K	971	1.07K
Prior Year	1.09K	899	865	778	667	757	921	990	781	562	1.06K	969	1.09K
Percent Change from Prior Year	-1%	10%	-1%	8%	-2%	7%	-9%	1%	5%	1%	15%	0%	-1%

## New Listing Volume

The sum of the listing price of residential listings that were added each month.

### Filters Used

Custom Area: Scottsdale, 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	\$731M	\$635M	\$544M	\$506M	\$403M	\$486M	\$642M	\$840M	\$619M	\$443M	\$998M	\$722M	\$820M
Prior Year	\$653M	\$535M	\$527M	\$472M	\$378M	\$462M	\$615M	\$752M	\$586M	\$391M	\$741M	\$656M	\$731M
Percent Change from Prior Year	12%	19%	3%	7%	7%	5%	4%	12%	6%	13%	35%	10%	12%

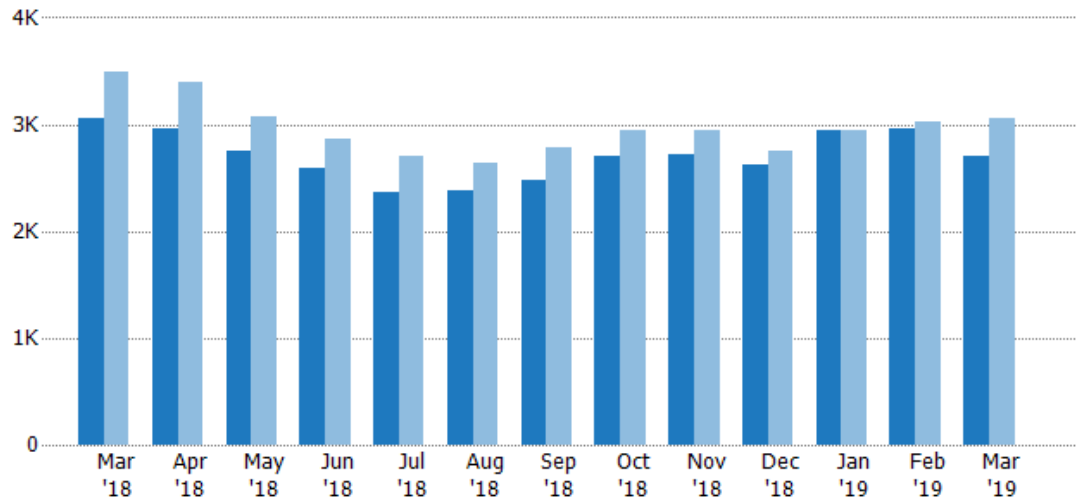
## Active Listings

The number of active residential listings 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.
Mar '19	2.71K	-11.5%
Mar '18	3.06K	-12.6%
Mar '17	3.5K	6.7%



Current Year	3.06K	2.96K	2.75K	2.59K	2.37K	2.38K	2.48K	2.7K	2.72K	2.62K	2.95K	2.96K	2.71K
Prior Year	3.5K	3.39K	3.08K	2.87K	2.71K	2.65K	2.79K	2.94K	2.94K	2.76K	2.94K	3.02K	3.06K
Percent Change from Prior Year	-13%	-13%	-11%	-10%	-13%	-10%	-11%	-8%	-8%	-5%	0%	-2%	-12%

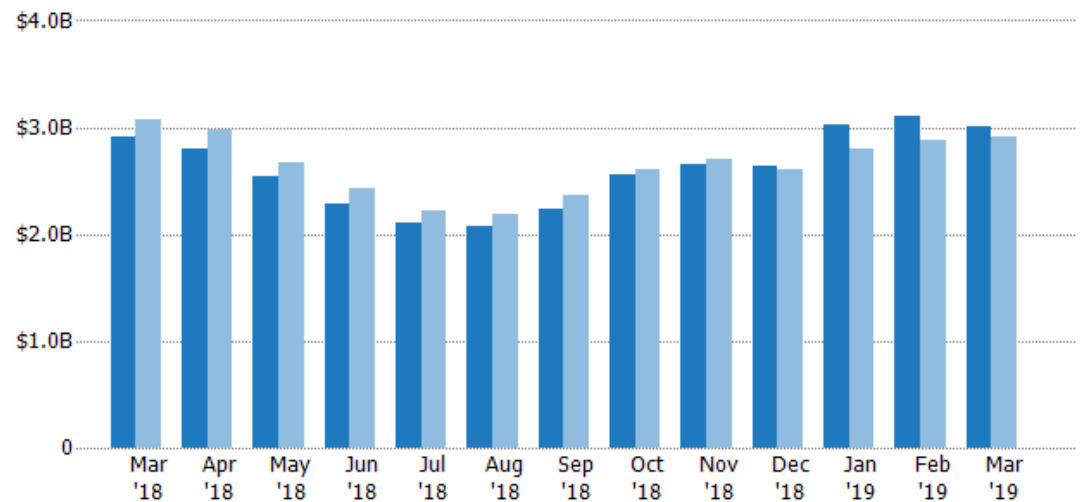
## Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

### Filters Used

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

Month/ Year	Volume	% Chg.
Mar '19	\$3.01B	3.4%
Mar '18	\$2.91B	-5.4%
Mar '17	\$3.08B	-0.2%



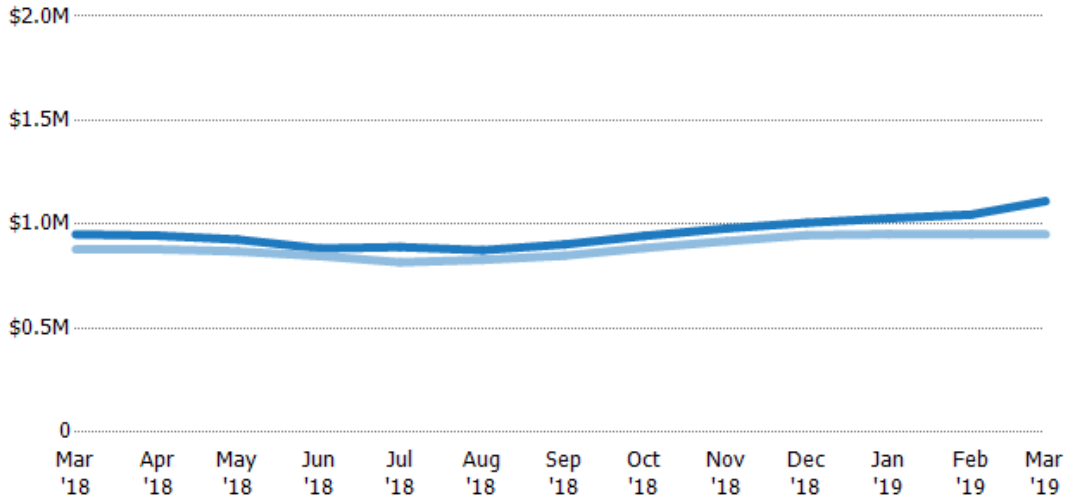
Current Year	\$2.91B	\$2.8B	\$2.55B	\$2.29B	\$2.11B	\$2.08B	\$2.24B	\$2.55B	\$2.66B	\$2.64B	\$3.03B	\$3.1B	\$3.01B
Prior Year	\$3.08B	\$2.98B	\$2.68B	\$2.43B	\$2.21B	\$2.19B	\$2.37B	\$2.6B	\$2.7B	\$2.61B	\$2.8B	\$2.87B	\$2.91B
Percent Change from Prior Year	-5%	-6%	-5%	-6%	-5%	-5%	-5%	-2%	-1%	1%	8%	8%	3%

## Average Listing Price

The average listing price of active residential listings at the end of each month.

### Filters Used

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



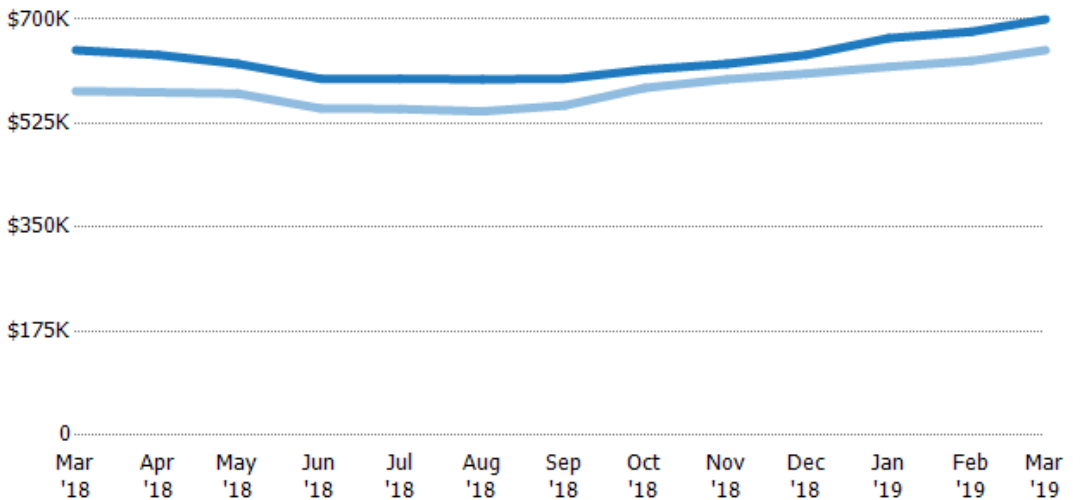
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Mar '18	\$951K	\$880K	8%
Apr '18	\$945K	\$879K	7%
May '18	\$926K	\$870K	7%
Jun '18	\$884K	\$847K	4%
Jul '18	\$890K	\$817K	9%
Aug '18	\$875K	\$829K	6%
Sep '18	\$903K	\$849K	6%
Oct '18	\$944K	\$886K	7%
Nov '18	\$980K	\$919K	7%
Dec '18	\$1.01M	\$948K	6%
Jan '19	\$1.03M	\$952K	8%
Feb '19	\$1.05M	\$952K	10%
Mar '19	\$1.11M	\$951K	17%

## Median Listing Price

The median listing price of active residential listings at the end of each month.

### Filters Used

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



Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Mar '18	\$648K	\$579K	12%
Apr '18	\$640K	\$577K	11%
May '18	\$625K	\$575K	9%
Jun '18	\$600K	\$550K	9%
Jul '18	\$600K	\$549K	9%
Aug '18	\$599K	\$545K	10%
Sep '18	\$600K	\$555K	8%
Oct '18	\$615K	\$584K	5%
Nov '18	\$625K	\$599K	4%
Dec '18	\$640K	\$609K	5%
Jan '19	\$668K	\$620K	8%
Feb '19	\$679K	\$630K	8%
Mar '19	\$700K	\$648K	8%

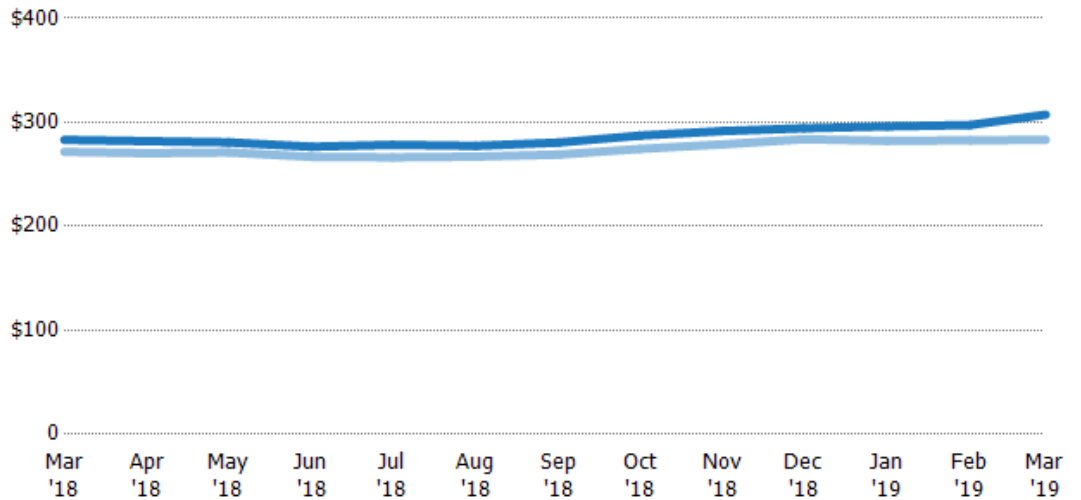
## Average Listing Price per Sq Ft

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.
Mar '19	\$307	8.6%
Mar '18	\$283	4.3%
Mar '17	\$272	-5.4%



Current Year	\$283	\$282	\$281	\$276	\$278	\$277	\$281	\$287	\$292	\$294	\$296	\$297	\$307
Prior Year	\$272	\$270	\$271	\$267	\$266	\$267	\$269	\$274	\$279	\$284	\$282	\$283	\$283
Percent Change from Prior Year	4%	4%	4%	4%	5%	4%	4%	5%	5%	4%	5%	5%	9%

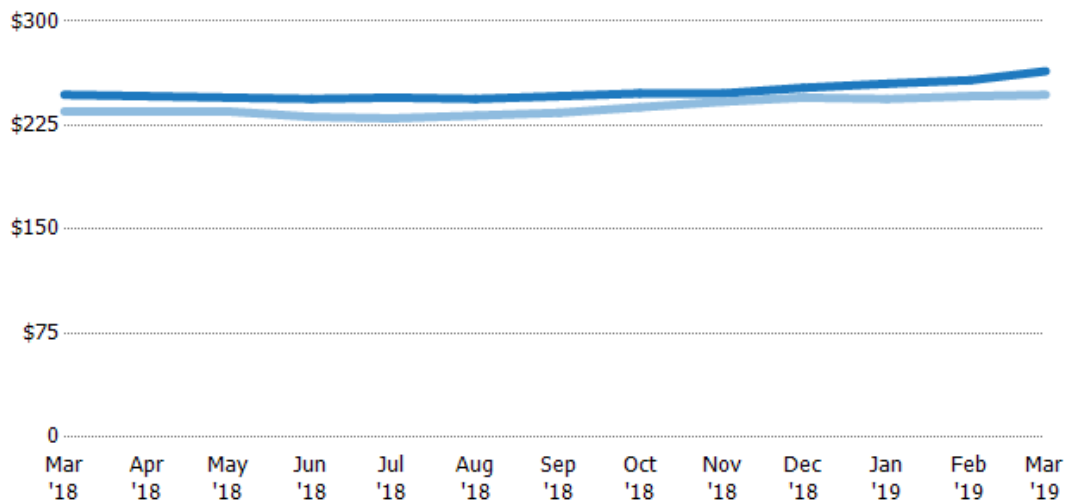
## Median Listing Price per Sq Ft

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

### Filters Used

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

Month/ Year	Price/sq ft	% Chg.
Mar '19	\$264	6.9%
Mar '18	\$247	5.1%
Mar '17	\$235	-4.3%



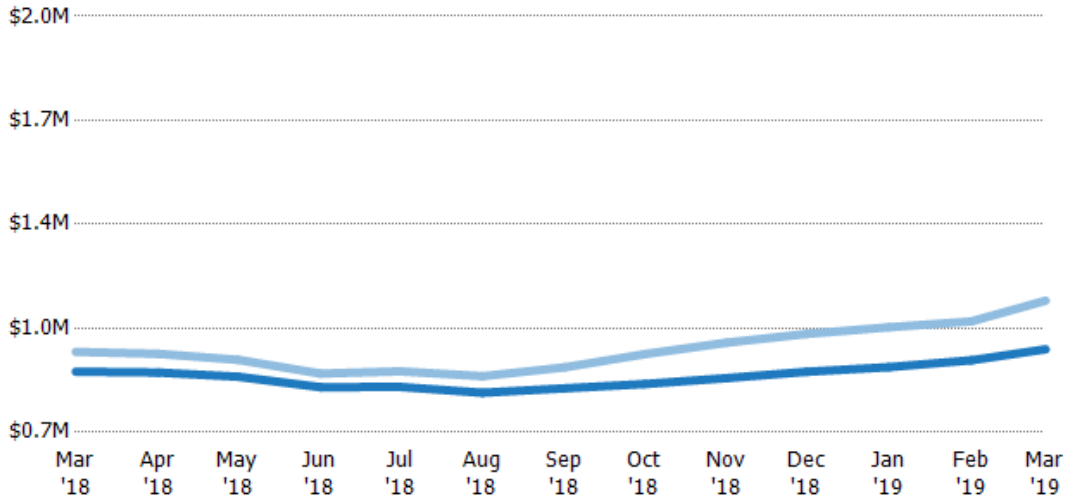
Current Year	\$247	\$246	\$245	\$244	\$245	\$244	\$246	\$248	\$248	\$252	\$255	\$258	\$264
Prior Year	\$235	\$235	\$235	\$231	\$230	\$232	\$234	\$238	\$242	\$245	\$244	\$246	\$247
Percent Change from Prior Year	5%	5%	4%	6%	7%	5%	5%	4%	2%	3%	5%	5%	7%

## 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



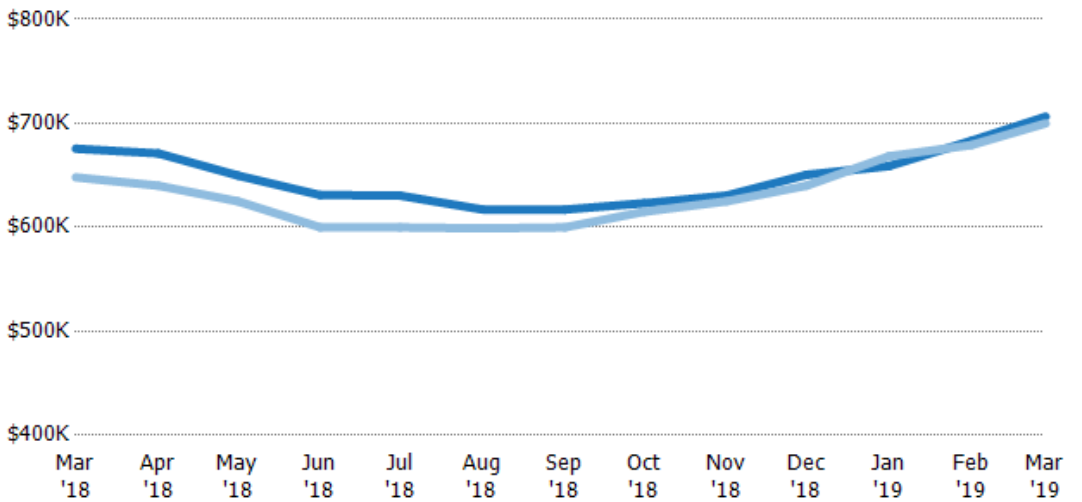
Avg Est Value	\$889K	\$887K	\$874K	\$841K	\$842K	\$824K	\$837K	\$851K	\$869K	\$889K	\$904K	\$925K	\$959K
Avg Listing Price	\$951K	\$945K	\$926K	\$884K	\$890K	\$875K	\$903K	\$944K	\$980K	\$1.01M	\$1.03M	\$1.05M	\$1.11M
Avg Listing Price as a % of Avg Est Value	107%	107%	106%	105%	106%	106%	108%	111%	113%	113%	114%	113%	116%

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



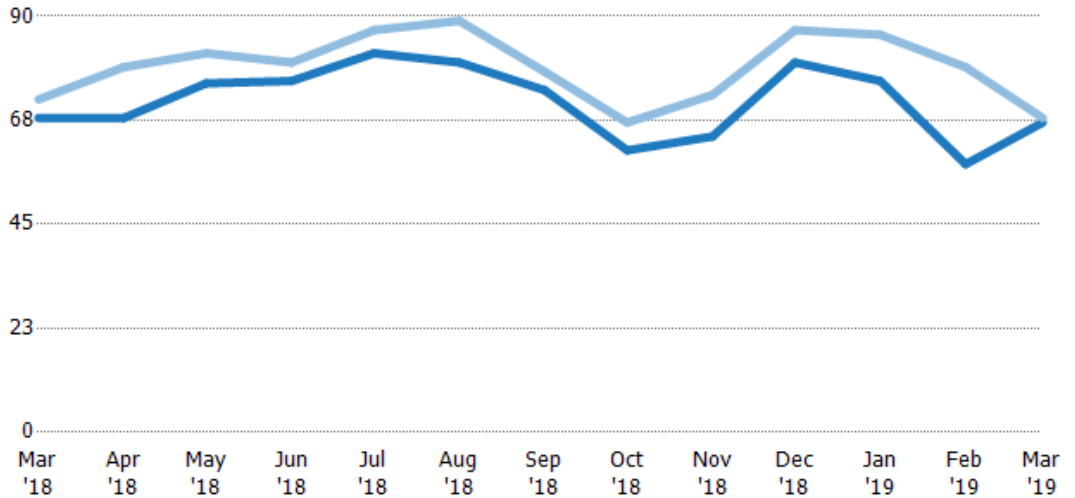
Median Est Value	\$676K	\$671K	\$650K	\$631K	\$630K	\$617K	\$617K	\$623K	\$631K	\$650K	\$659K	\$683K	\$706K
Median Listing Price	\$648K	\$640K	\$625K	\$600K	\$600K	\$599K	\$600K	\$615K	\$625K	\$640K	\$668K	\$679K	\$700K
Med Listing Price as a % of Med Est Value	96%	95%	96%	95%	95%	97%	97%	99%	99%	98%	101%	99%	99%

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



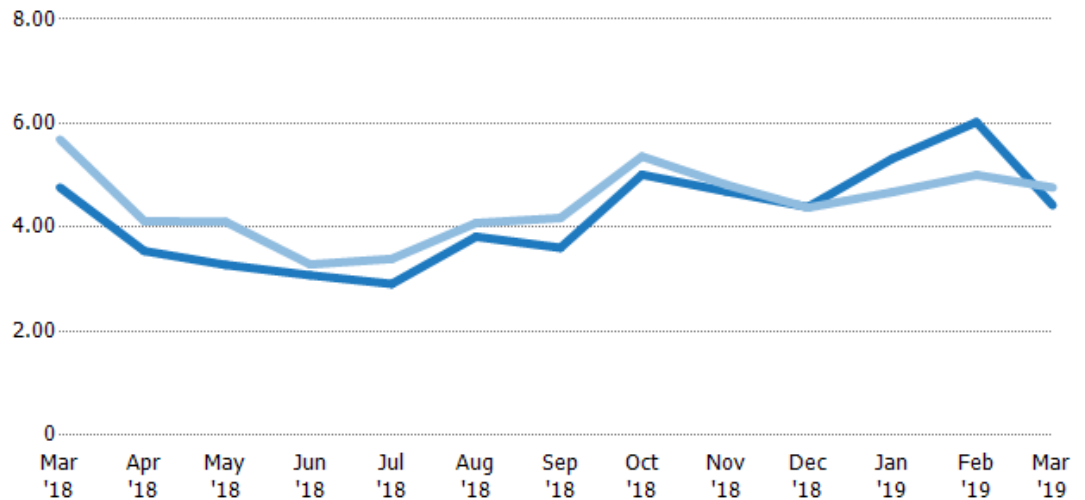
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	68	68	75.5	76	82	80	74	61	64	80	76	58	67
Prior Year	72	79	82	80	87	89	78	67	73	87	86	79	68
Percent Change from Prior Year	-6%	-14%	-8%	-5%	-6%	-10%	-5%	-9%	-12%	-8%	-12%	-27%	-1%

## Months of Inventory

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

### Filters Used

Custom Area: Scottsdale, 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	4.76	3.54	3.28	3.08	2.91	3.82	3.61	5.01	4.69	4.39	5.32	6.02	4.42
Prior Year	5.69	4.12	4.1	3.29	3.39	4.08	4.18	5.36	4.82	4.38	4.68	5	4.76
Percent Change from Prior Year	-16%	-14%	-20%	-6%	-14%	-6%	-14%	-7%	-3%	0%	14%	20%	-7%

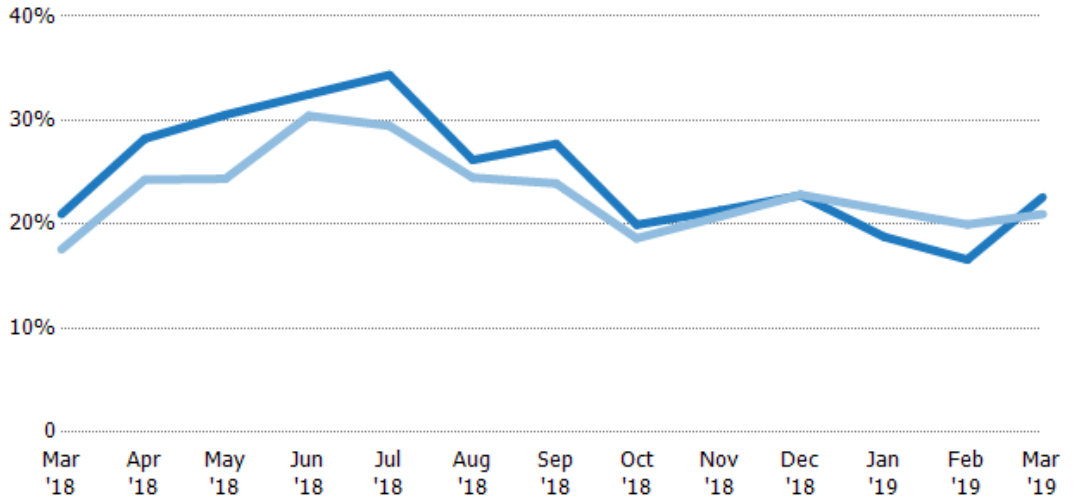


## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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



Month/Year	Rate	Chg.
Mar '19	23%	-1.6%
Mar '18	21%	-3.4%
Mar '17	18%	-22.8%

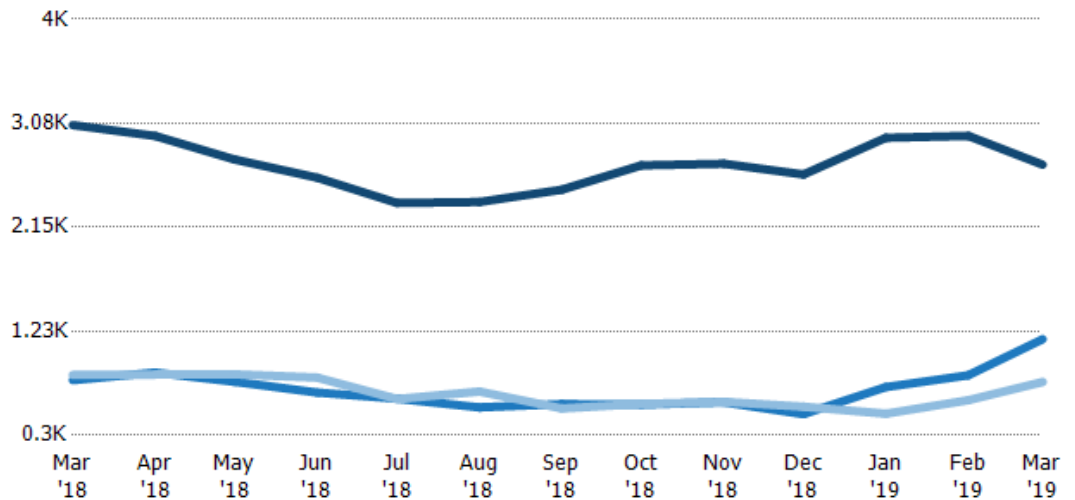
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	21%	28%	31%	32%	34%	26%	28%	20%	21%	23%	19%	17%	23%
Prior Year	18%	24%	24%	30%	29%	24%	24%	19%	21%	23%	21%	20%	21%
Change from Prior Year	-3%	-4%	-6%	-2%	-5%	-2%	-4%	-1%	-1%	0%	3%	3%	-2%

## Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

### Filters Used

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



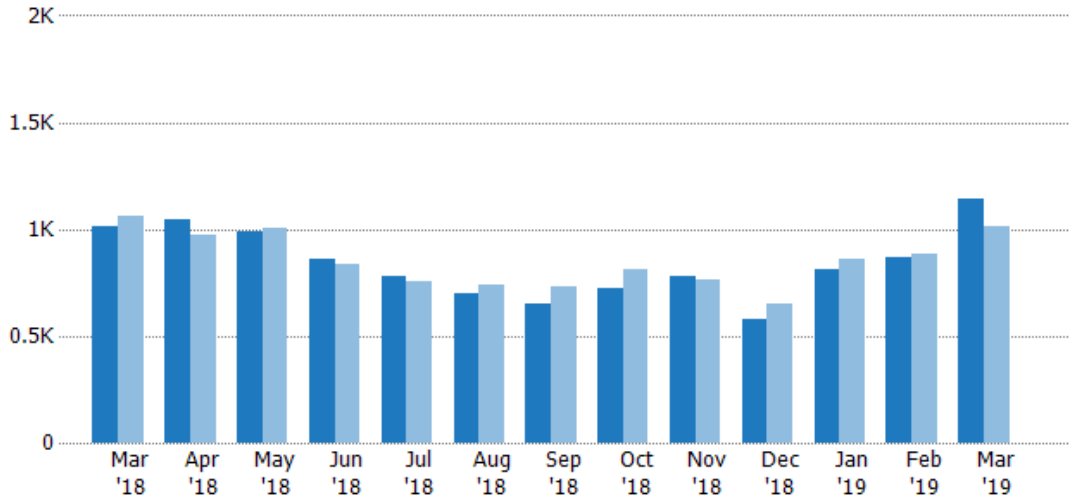
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Active	3.06K	2.96K	2.75K	2.59K	2.37K	2.38K	2.48K	2.7K	2.72K	2.62K	2.95K	2.96K	2.71K
Pending	790	858	776	680	626	548	577	572	594	488	729	834	1.16K
Sold	836	840	842	813	622	689	539	579	597	554	492	612	774

## New Pending Sales

The number of residential properties with accepted offers that were added each month.

### Filters Used

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



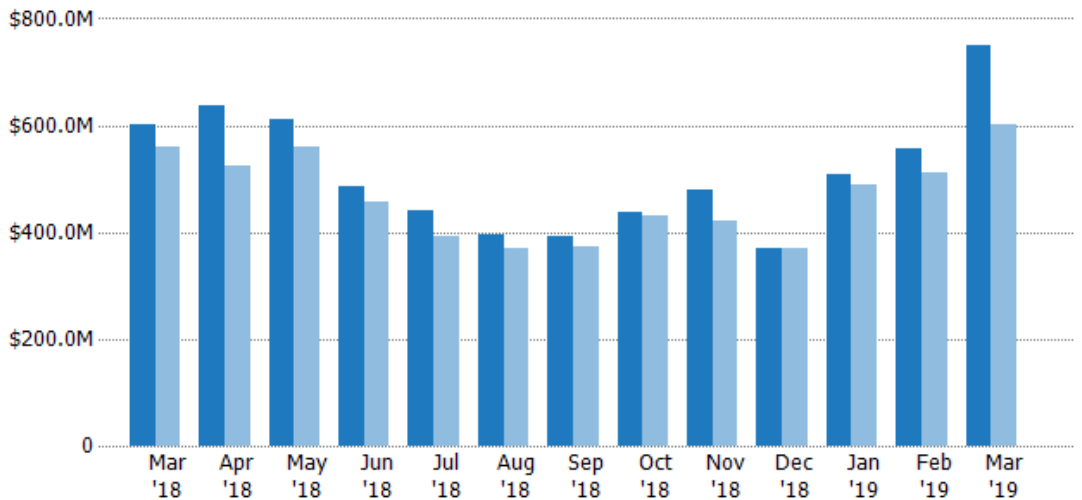
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	1.02K	1.05K	992	858	778	696	651	724	782	575	811	865	1.14K
Prior Year	1.06K	974	1.01K	837	754	743	735	810	763	654	863	886	1.02K
Percent Change from Prior Year	-4%	7%	-2%	3%	3%	-6%	-11%	-11%	2%	-12%	-6%	-2%	12%

## 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: Scottsdale, 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	\$603M	\$636M	\$610M	\$485M	\$441M	\$394M	\$391M	\$437M	\$480M	\$371M	\$510M	\$558M	\$750M
Prior Year	\$560M	\$525M	\$559M	\$458M	\$392M	\$369M	\$374M	\$431M	\$422M	\$371M	\$490M	\$513M	\$603M
Percent Change from Prior Year	8%	21%	9%	6%	13%	7%	5%	1%	14%	0%	4%	9%	24%

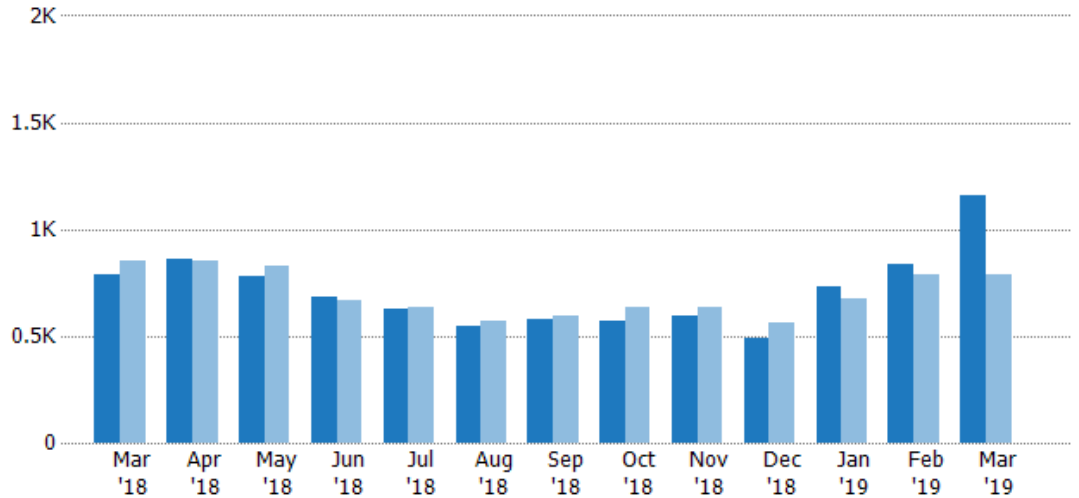
## Pending Sales

The number of residential properties with accepted offers that were available at the end each month.

### Filters Used

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

Month/ Year	Count	% Chg.
Mar '19	1.16K	46.2%
Mar '18	790	-6.9%
Mar '17	849	-8.7%



Current Year	790	858	776	680	626	548	577	572	594	488	729	834	1.16K
Prior Year	849	856	827	669	632	568	598	637	636	566	677	784	790
Percent Change from Prior Year	-7%	0%	-6%	2%	-1%	-4%	-4%	-10%	-7%	-14%	8%	6%	46%

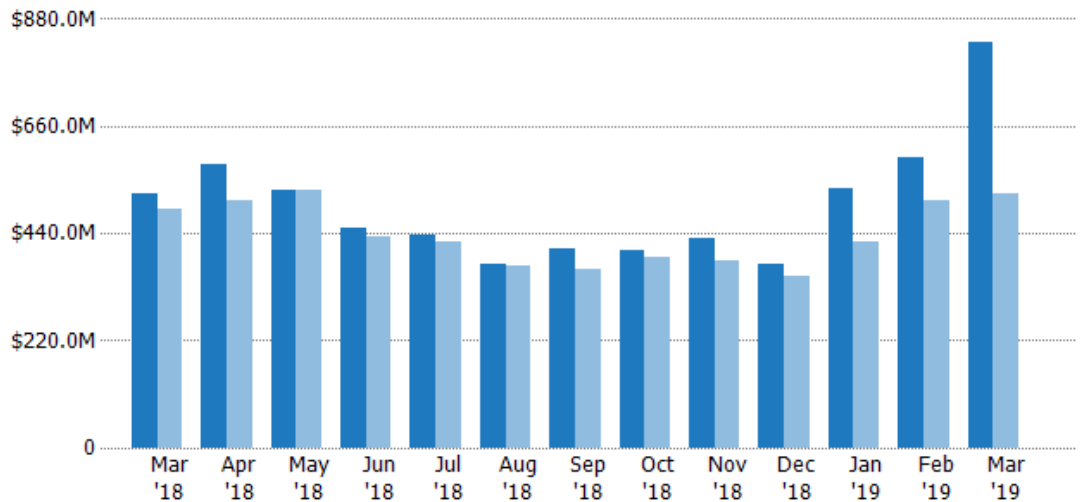
## Pending Sales Volume

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

Month/ Year	Volume	% Chg.
Mar '19	\$833M	59.5%
Mar '18	\$522M	6.6%
Mar '17	\$490M	-14.2%



Current Year	\$522M	\$582M	\$530M	\$451M	\$436M	\$378M	\$408M	\$406M	\$431M	\$378M	\$533M	\$595M	\$833M
Prior Year	\$490M	\$506M	\$529M	\$433M	\$423M	\$372M	\$366M	\$392M	\$385M	\$353M	\$424M	\$506M	\$522M
Percent Change from Prior Year	7%	15%	0%	4%	3%	1%	12%	4%	12%	7%	26%	18%	60%

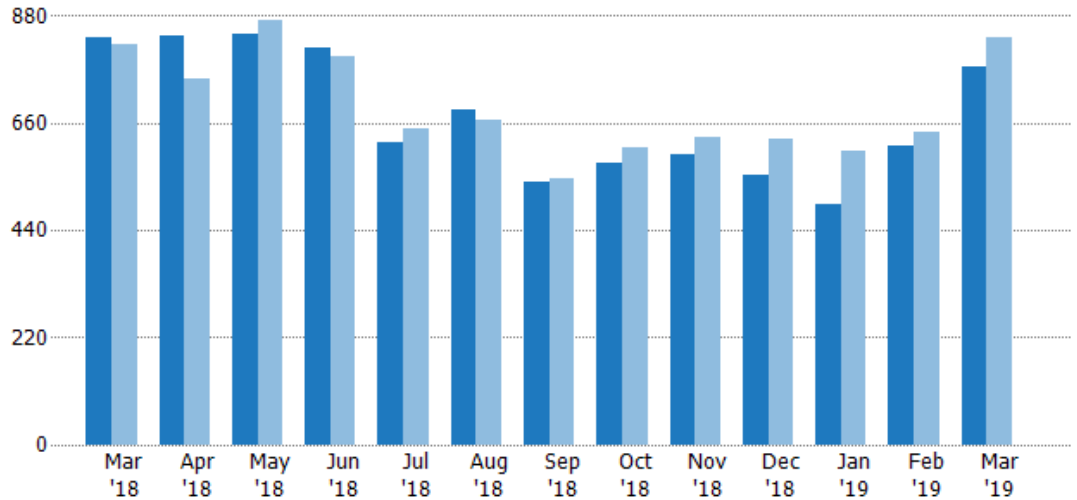
## Closed Sales

The total number of residential properties sold each month.

### Filters Used

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

Month/ Year	Count	% Chg.
Mar '19	774	-7.4%
Mar '18	836	1.6%
Mar '17	823	-14.6%



Current Year	836	840	842	813	622	689	539	579	597	554	492	612	774
Prior Year	823	750	872	798	648	668	548	610	630	628	603	642	836
Percent Change from Prior Year	2%	12%	-3%	2%	-4%	3%	-2%	-5%	-5%	-12%	-18%	-5%	-7%

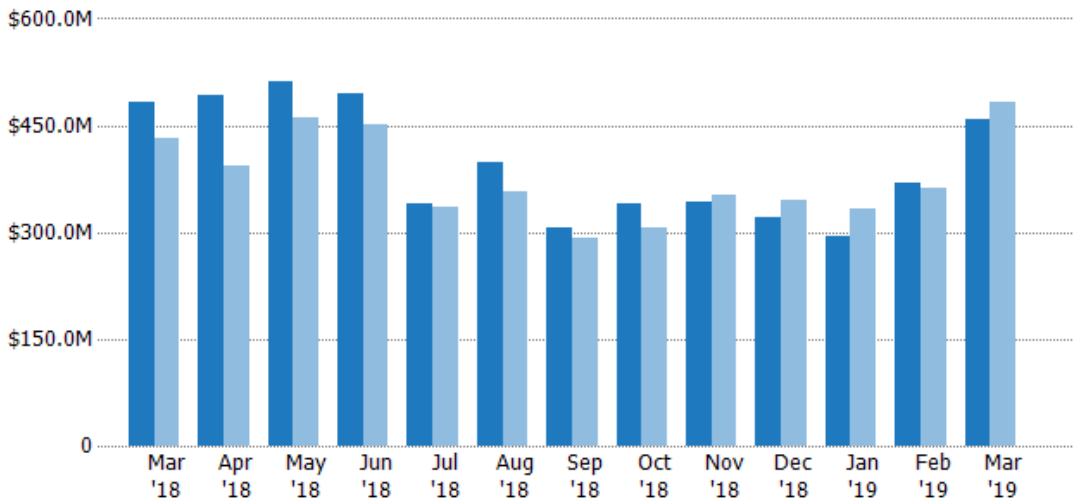
## Closed Sales Volume

The sum of the sales price of residential properties sold each month.

### Filters Used

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

Month/ Year	Volume	% Chg.
Mar '19	\$459M	-4.9%
Mar '18	\$482M	11.5%
Mar '17	\$432M	-19.4%



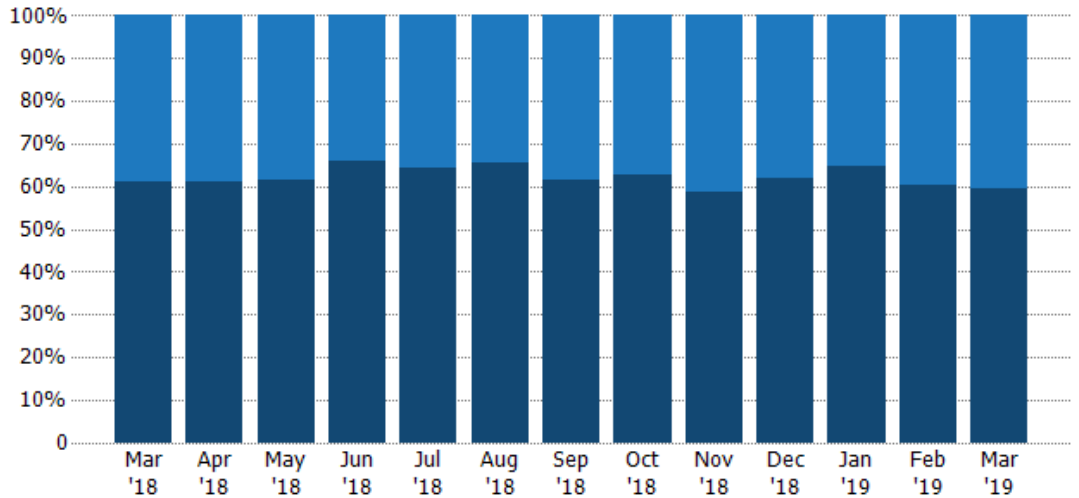
Current Year	\$482M	\$492M	\$511M	\$495M	\$340M	\$397M	\$307M	\$340M	\$343M	\$322M	\$295M	\$369M	\$459M
Prior Year	\$432M	\$394M	\$460M	\$451M	\$334M	\$357M	\$291M	\$305M	\$353M	\$346M	\$333M	\$361M	\$482M
Percent Change from Prior Year	11%	25%	11%	10%	2%	11%	6%	11%	-3%	-7%	-11%	2%	-5%

## Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

### Filters Used

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



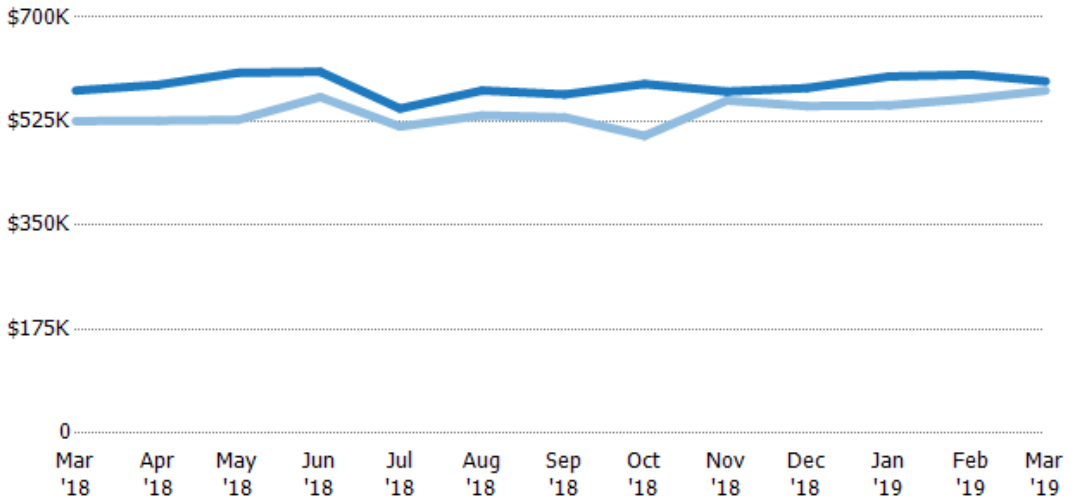
Condo/Townhouse	39%	39%	39%	34%	36%	34%	39%	37%	41%	38%	35%	40%	41%
Single Family Residence	61%	61%	61%	66%	64%	66%	61%	63%	59%	62%	65%	60%	59%

## Average Sales Price

The average sales price of the residential properties sold each month.

### Filters Used

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



Current Year	\$577K	\$586K	\$607K	\$608K	\$546K	\$577K	\$570K	\$588K	\$575K	\$581K	\$600K	\$603K	\$592K
Prior Year	\$525K	\$526K	\$527K	\$566K	\$516K	\$535K	\$532K	\$501K	\$560K	\$551K	\$552K	\$563K	\$577K
Percent Change from Prior Year	10%	11%	15%	8%	6%	8%	7%	17%	3%	5%	9%	7%	3%

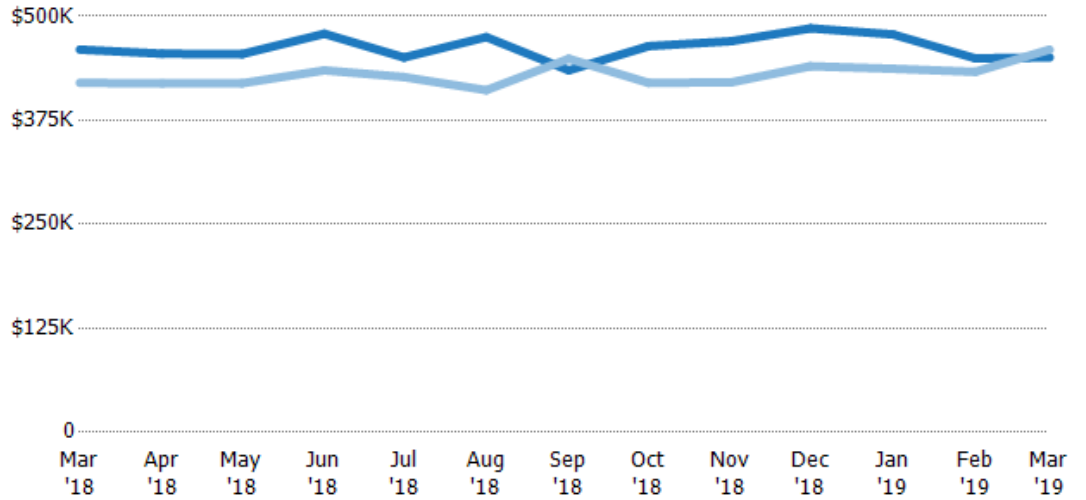
## Median Sales Price

The median sales price of the residential properties sold each month.

### Filters Used

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

Month/ Year	Price	% Chg.
Mar '19	\$451K	-2.1%
Mar '18	\$460K	9.5%
Mar '17	\$420K	-3.6%



Current Year	\$460K	\$455K	\$455K	\$479K	\$451K	\$475K	\$435K	\$464K	\$470K	\$486K	\$478K	\$450K	\$451K
Prior Year	\$420K	\$419K	\$420K	\$435K	\$427K	\$411K	\$449K	\$420K	\$420K	\$440K	\$437K	\$433K	\$460K
Percent Change from Prior Year	10%	9%	8%	10%	6%	16%	-3%	10%	12%	10%	9%	4%	-2%

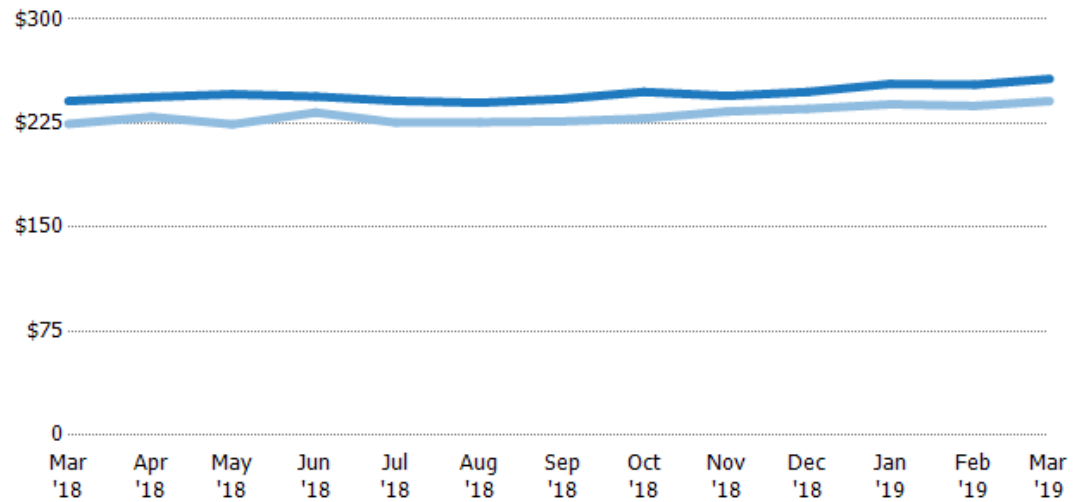
## Average Sales Price per Sq Ft

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

### Filters Used

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

Month/ Year	Price/sq ft	% Chg.
Mar '19	\$257	6.6%
Mar '18	\$241	7.4%
Mar '17	\$225	-4%



Current Year	\$241	\$244	\$246	\$244	\$241	\$240	\$243	\$248	\$245	\$248	\$253	\$253	\$257
Prior Year	\$225	\$230	\$224	\$233	\$225	\$226	\$226	\$228	\$233	\$235	\$239	\$238	\$241
Percent Change from Prior Year	7%	6%	10%	5%	7%	6%	7%	8%	5%	5%	6%	6%	7%

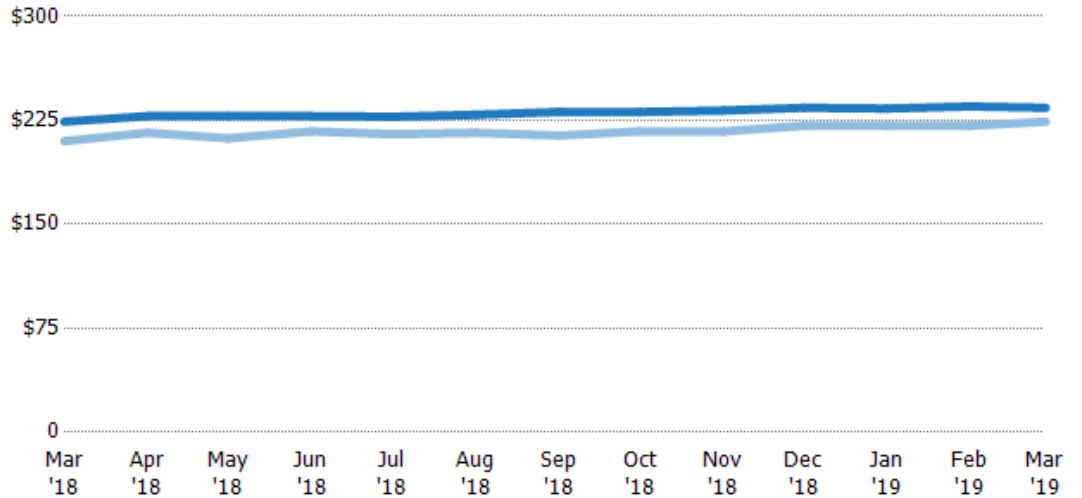
## Median Sales Price per Sq Ft

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

### Filters Used

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

Month/ Year	Price/sq ft	% Chg.
Mar '19	\$234	4.5%
Mar '18	\$224	6.7%
Mar '17	\$210	-1.9%



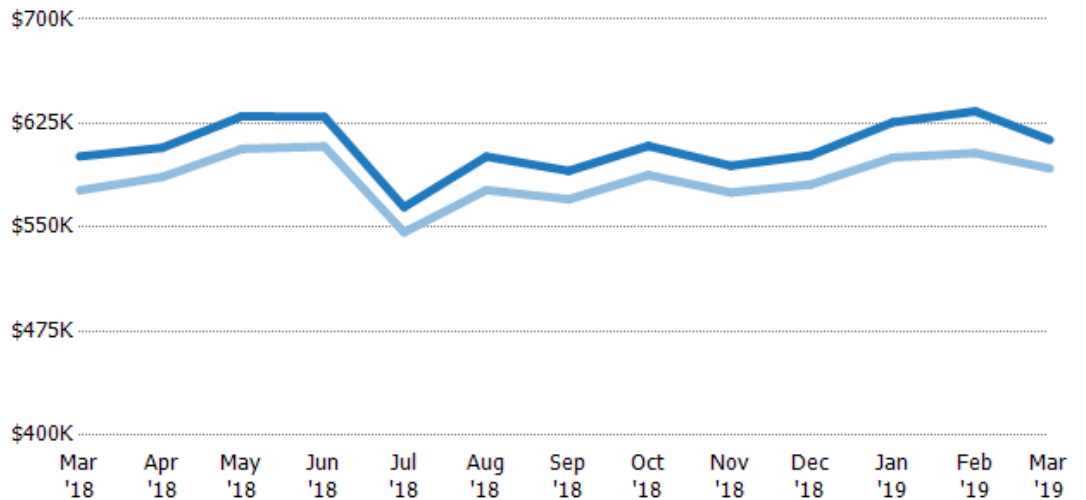
Current Year	\$224	\$228	\$228	\$228	\$228	\$229	\$231	\$231	\$232	\$234	\$234	\$235	\$234
Prior Year	\$210	\$216	\$212	\$217	\$215	\$216	\$214	\$217	\$217	\$221	\$221	\$221	\$224
Percent Change from Prior Year	7%	6%	8%	5%	6%	6%	8%	6%	7%	6%	6%	6%	4%

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



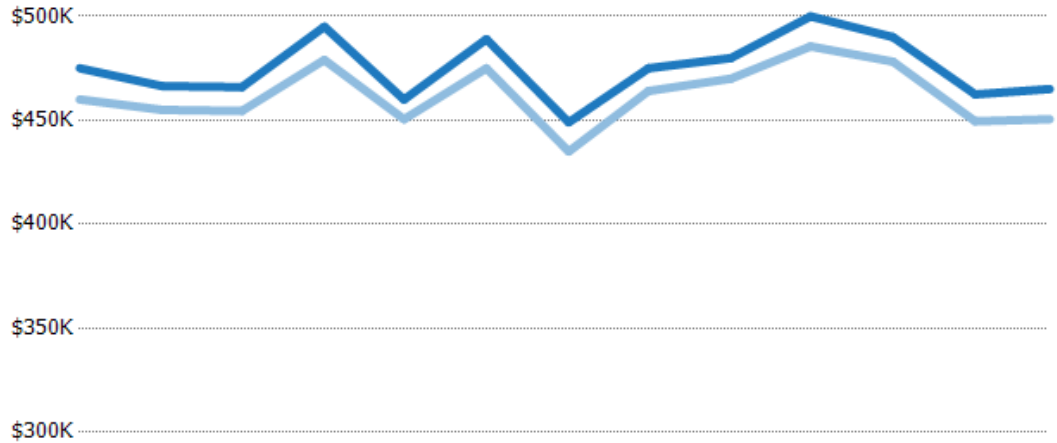
Avg List Price	\$601K	\$607K	\$630K	\$630K	\$564K	\$601K	\$591K	\$609K	\$594K	\$602K	\$626K	\$634K	\$613K
Avg Sales Price	\$577K	\$586K	\$607K	\$608K	\$546K	\$577K	\$570K	\$588K	\$575K	\$581K	\$600K	\$603K	\$592K
Avg Sales Price as a % of Avg List Price	96%	97%	96%	97%	97%	96%	97%	97%	97%	96%	96%	95%	97%

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



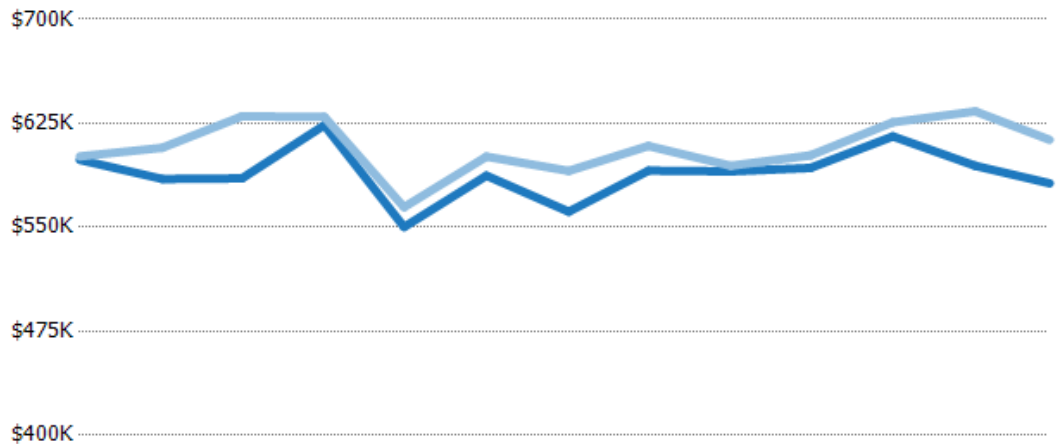
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median List Price	\$475K	\$466K	\$466K	\$495K	\$460K	\$489K	\$449K	\$475K	\$480K	\$500K	\$490K	\$462K	\$465K
Median Sales Price	\$460K	\$455K	\$455K	\$479K	\$451K	\$475K	\$435K	\$464K	\$470K	\$486K	\$478K	\$450K	\$451K
Med Sales Price as a % of Med List Price	97%	98%	98%	97%	98%	97%	97%	98%	98%	97%	98%	97%	97%

## 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: Scottsdale, 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	\$599K	\$585K	\$585K	\$624K	\$550K	\$587K	\$561K	\$591K	\$590K	\$593K	\$616K	\$594K	\$582K
Avg Sales Price	\$601K	\$607K	\$630K	\$630K	\$564K	\$601K	\$591K	\$609K	\$594K	\$602K	\$626K	\$634K	\$613K
Avg Sales Price as a % of Avg Est Value	100%	104%	108%	101%	103%	102%	105%	103%	101%	102%	102%	107%	105%

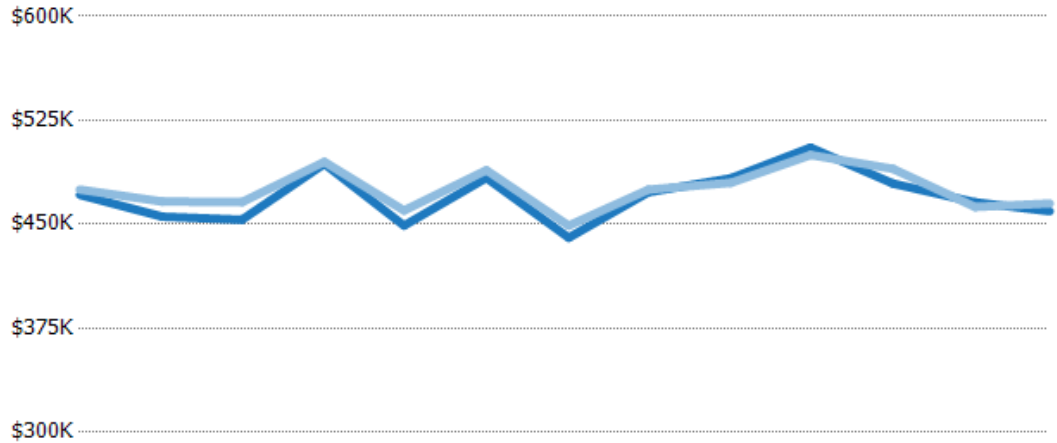


## Median Sales Price vs Median Est Value

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



	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	\$471K	\$456K	\$453K	\$494K	\$449K	\$483K	\$440K	\$473K	\$483K	\$505K	\$479K	\$466K	\$459K
Median Sales Price	\$475K	\$466K	\$466K	\$495K	\$460K	\$489K	\$449K	\$475K	\$480K	\$500K	\$490K	\$462K	\$465K
Med Sales Price as a % of Med Est Value	101%	102%	103%	100%	102%	101%	102%	100%	99%	99%	102%	99%	101%

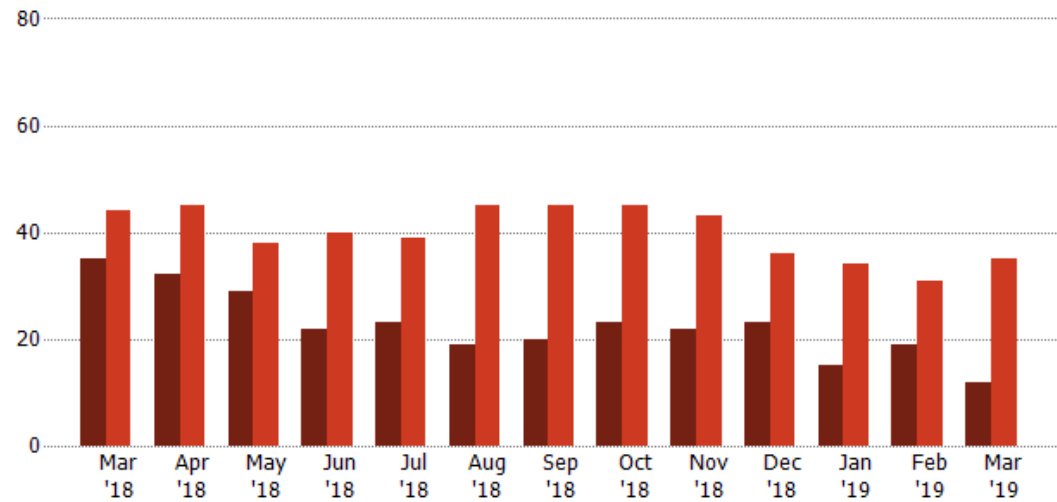
## Distressed Listings

The number of distressed residential 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.
Mar '19	12	-65.7%
Mar '18	35	-20.5%
Mar '17	44	65.9%



	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	35	32	29	22	23	19	20	23	22	23	15	19	12
Prior Year	44	45	38	40	39	45	45	45	43	36	34	31	35
Percent Change from Prior Year	-20%	-29%	-24%	-45%	-41%	-58%	-56%	-49%	-49%	-36%	-56%	-39%	-66%

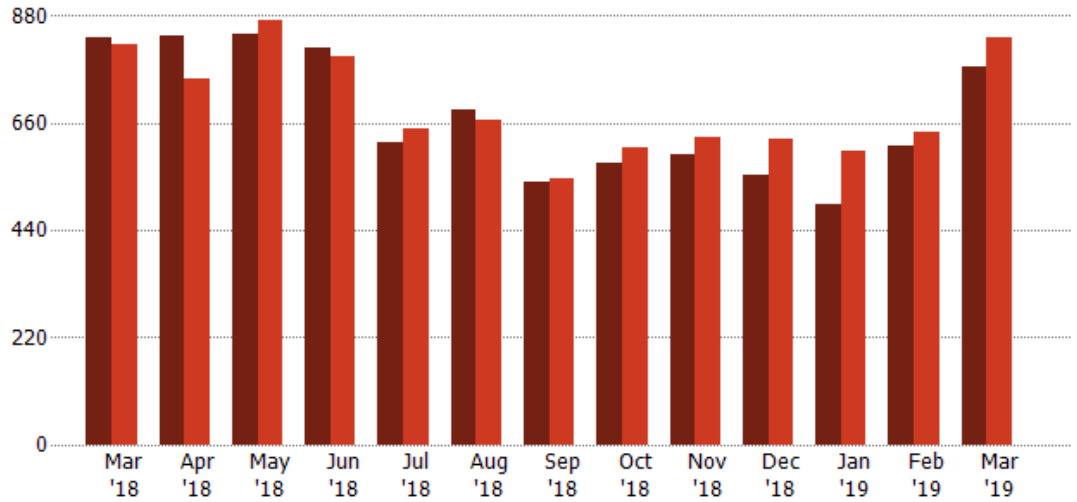
## Distressed Sales

The count of distressed residential properties sold each month.

### Filters Used

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

Month/ Year	Count	% Chg.
Mar '19	774	-7.4%
Mar '18	836	1.6%
Mar '17	823	-14.6%



Current Year	836	840	842	813	622	689	539	579	597	554	492	612	774
Prior Year	823	750	872	798	648	668	548	610	630	628	603	642	836
Percent Change from Prior Year	2%	12%	-3%	2%	-4%	3%	-2%	-5%	-5%	-12%	-18%	-5%	-7%

## Sales Activity by ZIP

Mar 2019

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
85250	77	\$33,185,747	64	\$29,551,984	\$461,750	\$367,500	\$228	\$209	38
85251	155	\$69,649,103	110	\$43,494,335	\$395,403	\$305,500	\$239	\$208	45
85254	136	\$79,158,967	94	\$46,043,700	\$489,827	\$457,500	\$229	\$224	28
85255	169	\$187,675,776	116	\$102,814,616	\$886,333	\$637,500	\$302	\$258	40
85257	71	\$24,090,144	47	\$15,561,013	\$331,085	\$332,500	\$212	\$211	30
85258	131	\$68,746,079	116	\$55,767,385	\$480,753	\$450,000	\$251	\$243	38
85259	100	\$91,449,121	66	\$48,211,050	\$730,470	\$613,000	\$234	\$226	64
85260	129	\$74,238,444	74	\$34,265,637	\$463,049	\$395,000	\$222	\$219	28
85262	109	\$129,915,880	63	\$64,669,746	\$1,026,504	\$800,000	\$273	\$258	90
85266	77	\$74,440,917	24	\$18,140,400	\$755,850	\$712,500	\$318	\$255	90