

2018

SCOTTSDALE **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	+ / -
Listing Activity Charts Metrics						
New Listing Count	1,223	1,401	-12.7%	3,529	3,980	-11.3%
New Listing Volume	\$843,655,122	\$745,924,145	+13.1%	\$2,474,254,381	\$2,346,804,037	+5.4%
Active Listing Count	2,724	4,127	-34%	8,798	12,161	-27.7%
Active Listing Volume	\$3,104,810,745	\$3,688,475,232	-15.8%	\$9,534,166,270	\$10,811,274,886	-11.8%
Average Listing Price	\$1,139,798	\$893,742	+27.5%	\$1,083,674	\$889,012	+21.9%
Median Listing Price	\$769,000	\$575,000	+33.7%	\$714,042	\$565,493	+26.3%
Average Listing Price per Sq Ft	\$301	\$277	+8.7%	\$294	\$276	+6.4%
Median Listing Price per Sq Ft	\$261	\$239	+9.2%	\$254	\$239	+6.2%
Median Days in RPR	64	76	-15.8%	70.5	81.96	-14%
Months of Inventory	4.1	6.5	-36.5%	4.3	6.9	-38.2%
Absorption Rate	24.27%	15.41%	+8.9%	23.46%	14.49%	+9%
Sales Activity Charts Metrics						
New Pending Sales Count	1,259	1,128	+11.6%	3,127	2,941	+6.3%
New Pending Sales Volume	\$769,647,721	\$574,611,820	+33.9%	\$1,868,198,283	\$1,466,401,795	+27.4%
Pending Sales Count	1,283	935	+37.2%	3,071	2,577	+19.2%
Pending Sales Volume	\$872,450,495	\$536,511,804	+62.6%	\$2,075,797,131	\$1,443,630,932	+43.8%
Closed Sales Count	860	867	-0.8%	2,151	2,064	+4.2%
Closed Sales Volume	\$496,452,563	\$458,431,197	+8.3%	\$1,227,728,815	\$1,078,049,593	+13.9%
Average Sales Price	\$577,270	\$528,756	+9.2%	\$570,771	\$522,311	+9.3%
Median Sales Price	\$454,750	\$420,000	+8.3%	\$444,053	\$411,119	+8%
Average Sales Price per Sq Ft	\$242	\$225	+7.8%	\$241	\$225	+7.1%
Median Sales Price per Sq Ft	\$225	\$210	+7.1%	\$223	\$209	+6.6%
Distressed Charts Metrics						
Distressed Listing Count	27	60	-55%	100	190	-47.4%

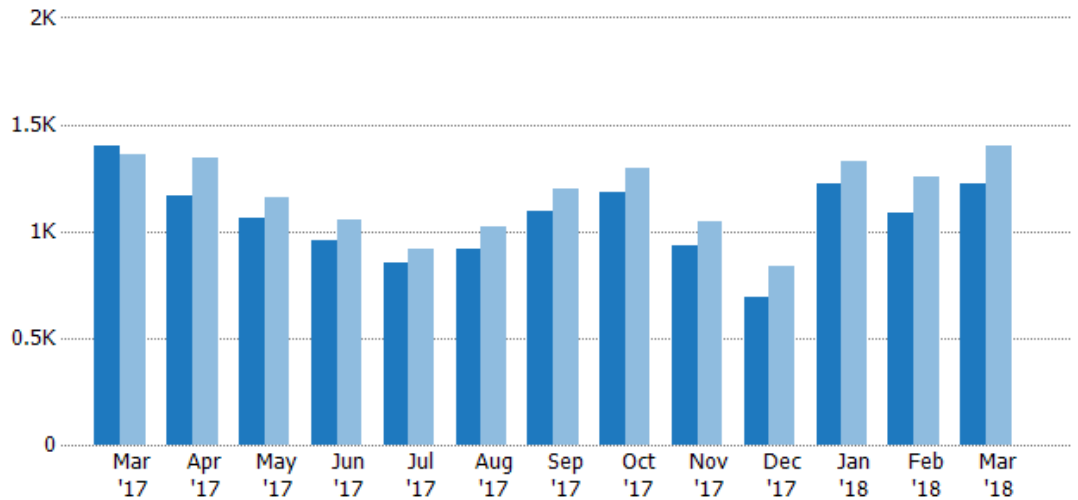
New Listings

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

Filters Used

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

Month/Year	Count	% Chg.
Mar '18	1.22K	-12.7%
Mar '17	1.4K	3.2%
Mar '16	1.36K	-0.4%



Current Year	1.4K	1.17K	1.06K	958	854	916	1.1K	1.18K	931	688	1.22K	1.09K	1.22K
Prior Year	1.36K	1.35K	1.16K	1.05K	917	1.02K	1.2K	1.3K	1.05K	834	1.33K	1.25K	1.4K
Percent Change from Prior Year	3%	-14%	-9%	-9%	-7%	-11%	-9%	-9%	-11%	-18%	-8%	-13%	-13%

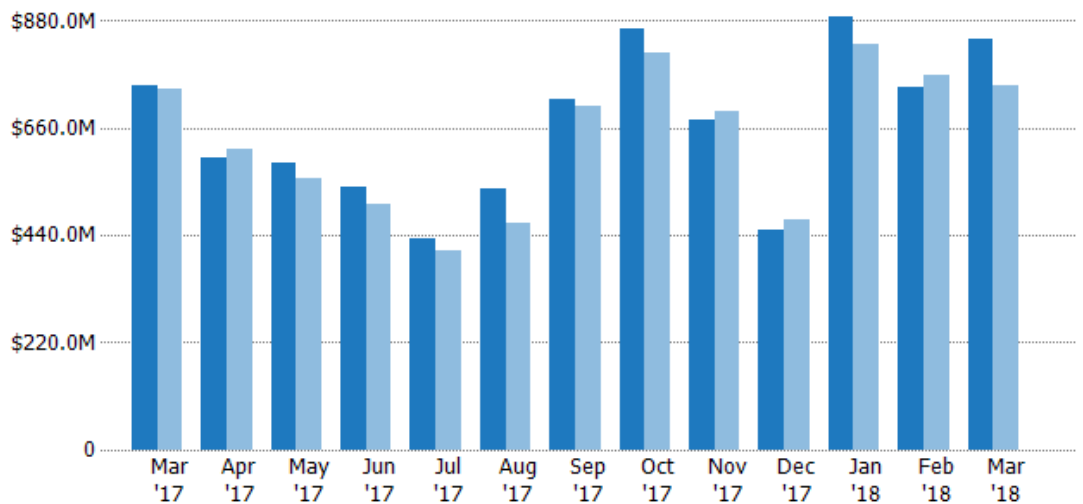
New Listing Volume

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

Filters Used

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

Month/Year	Volume	% Chg.
Mar '18	\$844M	13.1%
Mar '17	\$746M	0.8%
Mar '16	\$740M	-7.5%



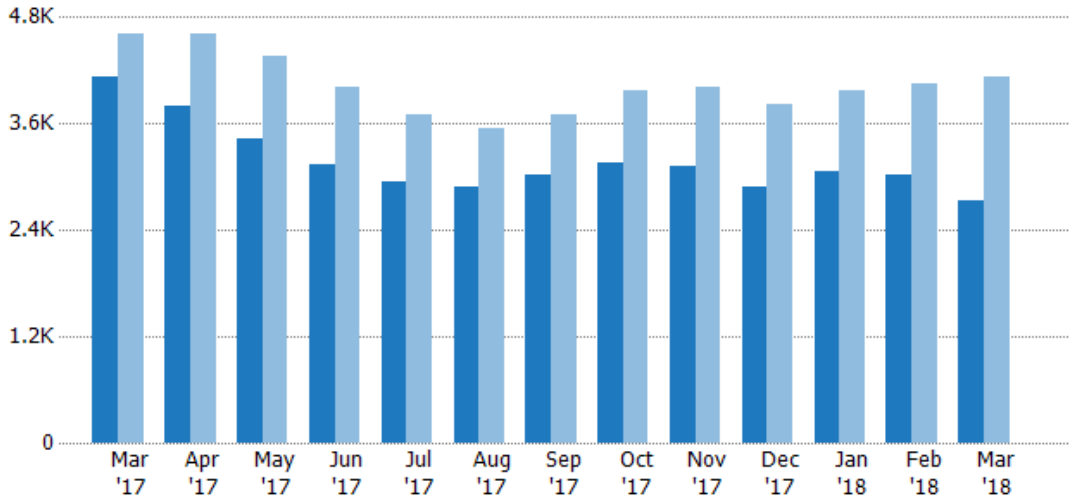
Current Year	\$746M	\$599M	\$588M	\$539M	\$432M	\$536M	\$719M	\$863M	\$675M	\$452M	\$888M	\$742M	\$844M
Prior Year	\$740M	\$617M	\$556M	\$505M	\$409M	\$465M	\$703M	\$816M	\$696M	\$471M	\$833M	\$768M	\$746M
Percent Change from Prior Year	1%	-3%	6%	7%	6%	15%	2%	6%	-3%	-4%	7%	-3%	13%

Active Listings

The number 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



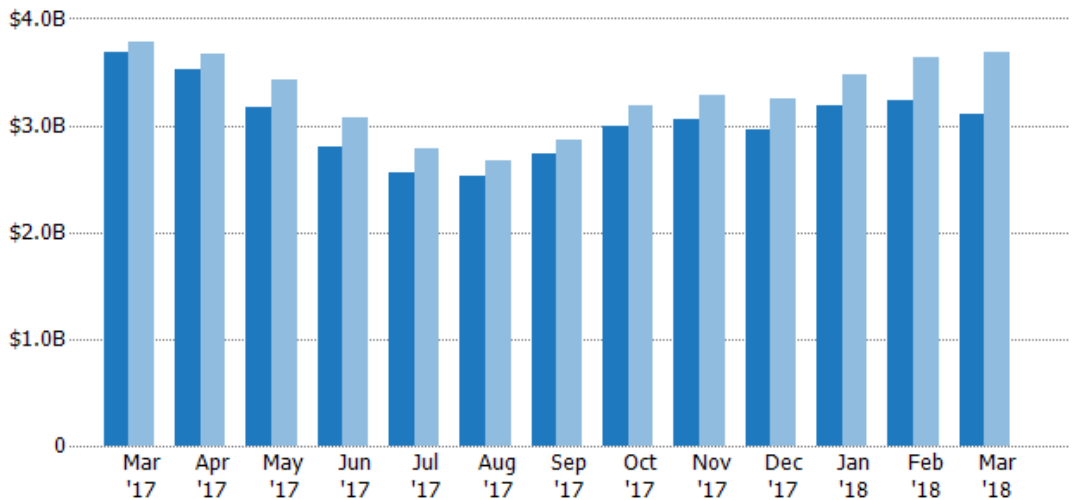
Month/Year	Count	% Chg.
Mar '18	2.72K	-34%
Mar '17	4.13K	-10.5%
Mar '16	4.61K	-4.2%

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



Month/Year	Volume	% Chg.
Mar '18	\$3.1B	-15.8%
Mar '17	\$3.69B	-2.6%
Mar '16	\$3.79B	-9.8%

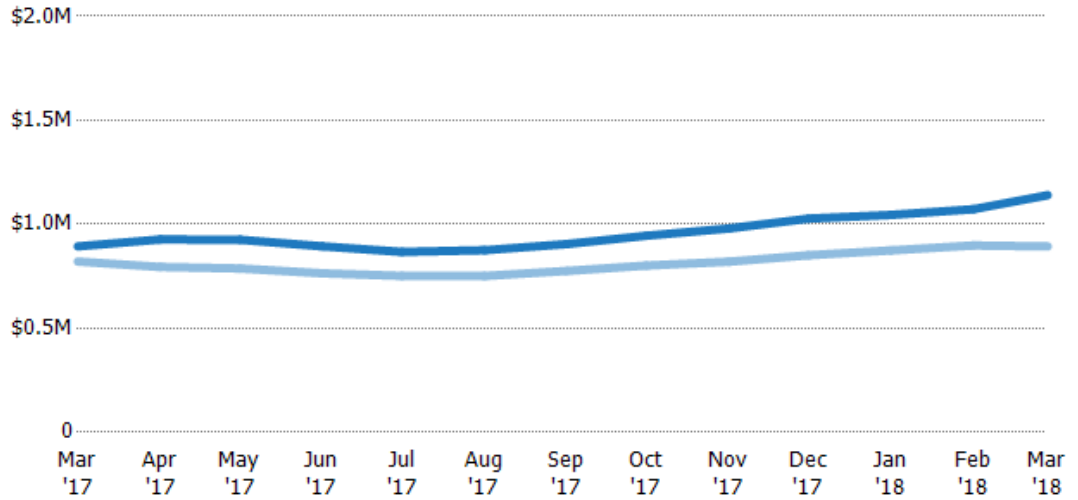
Average Listing Price

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/Year	Price	% Chg.
Mar '18	\$1.14M	27.5%
Mar '17	\$894K	8.9%
Mar '16	\$821K	-5.9%



Current Year	\$894K	\$927K	\$926K	\$894K	\$867K	\$875K	\$905K	\$945K	\$980K	\$1.03M	\$1.04M	\$1.07M	\$1.14M
Prior Year	\$821K	\$795K	\$788K	\$764K	\$752K	\$752K	\$776K	\$802K	\$820K	\$851K	\$875K	\$898K	\$894K
Percent Change from Prior Year	9%	17%	18%	17%	15%	16%	17%	18%	19%	21%	19%	19%	28%

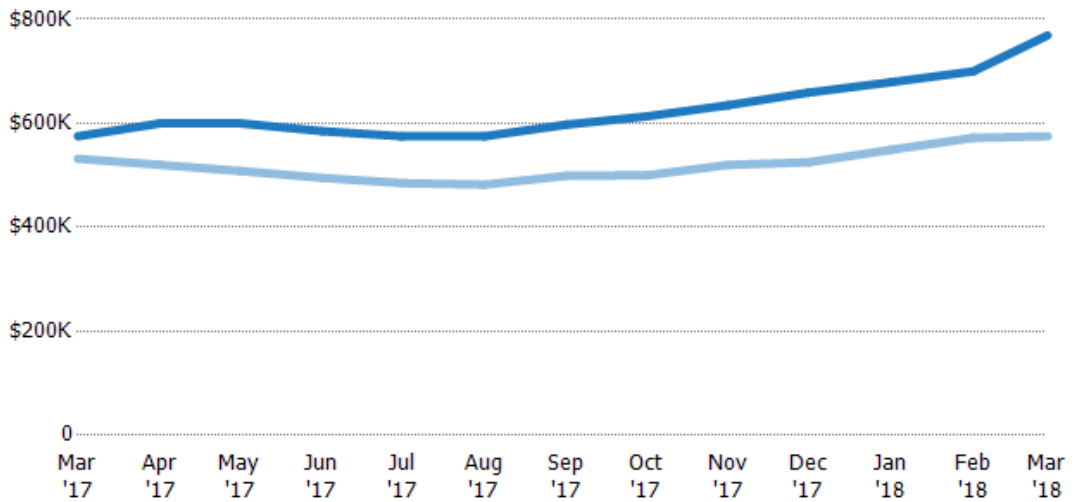
Median Listing Price

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

Filters Used

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

Month/Year	Price	% Chg.
Mar '18	\$769K	33.7%
Mar '17	\$575K	8.1%
Mar '16	\$532K	-8%



Current Year	\$575K	\$600K	\$600K	\$585K	\$575K	\$575K	\$597K	\$613K	\$635K	\$659K	\$679K	\$700K	\$769K
Prior Year	\$532K	\$520K	\$508K	\$495K	\$485K	\$482K	\$499K	\$500K	\$520K	\$525K	\$549K	\$572K	\$575K
Percent Change from Prior Year	8%	15%	18%	18%	19%	19%	20%	23%	22%	26%	24%	22%	34%

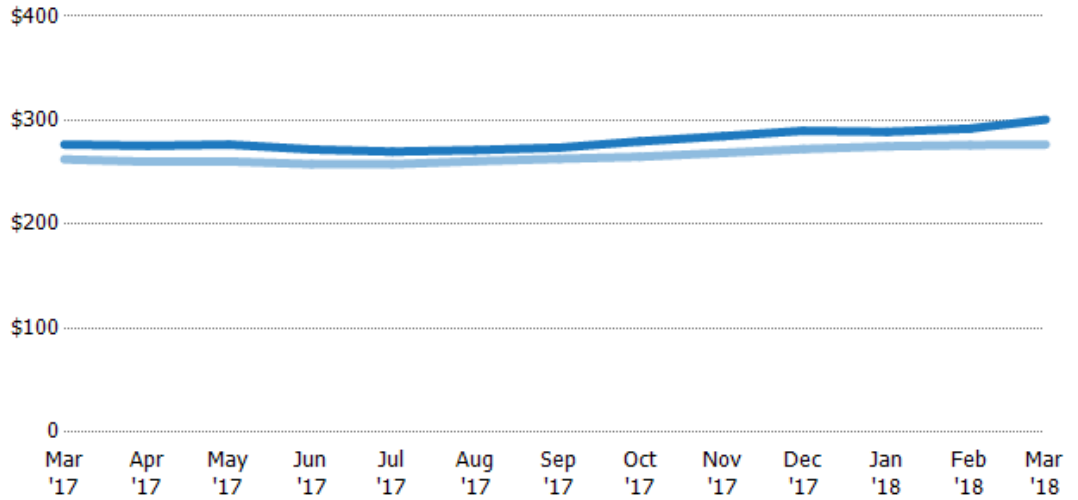
Average Listing Price per Sq Ft

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 '18	\$301	8.7%
Mar '17	\$277	5.4%
Mar '16	\$262	-3.4%



Current Year	\$277	\$275	\$277	\$272	\$270	\$271	\$274	\$280	\$285	\$290	\$289	\$292	\$301
Prior Year	\$262	\$260	\$260	\$258	\$258	\$261	\$263	\$265	\$269	\$272	\$275	\$276	\$277
Percent Change from Prior Year	5%	6%	6%	5%	5%	4%	4%	6%	6%	6%	5%	6%	9%

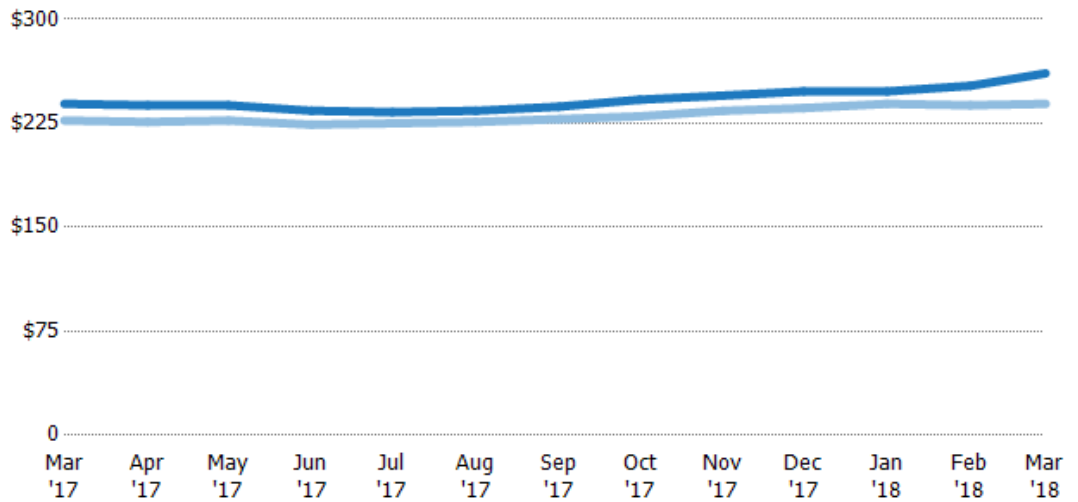
Median Listing Price per Sq Ft

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 '18	\$261	9.2%
Mar '17	\$239	5.3%
Mar '16	\$227	-4%



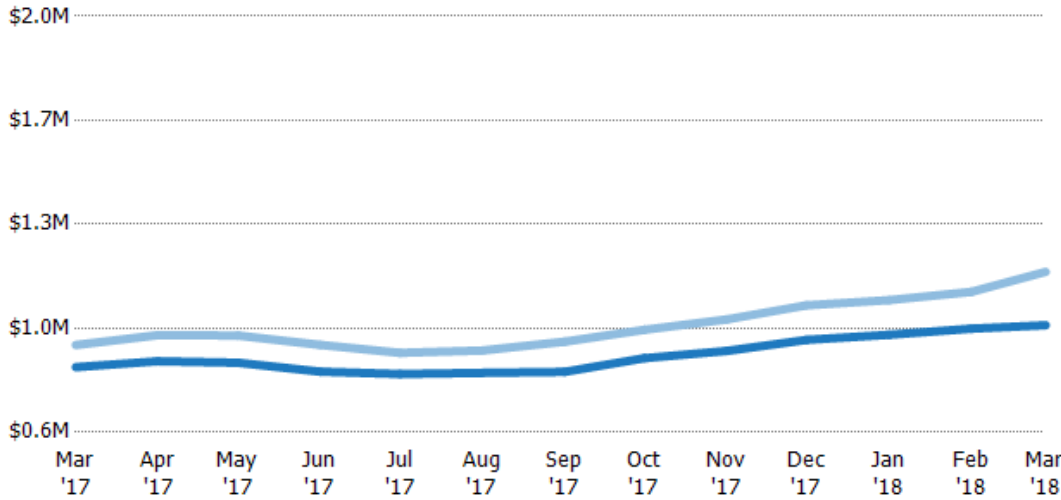
Current Year	\$239	\$238	\$238	\$234	\$233	\$234	\$237	\$242	\$245	\$248	\$248	\$252	\$261
Prior Year	\$227	\$226	\$227	\$224	\$225	\$226	\$228	\$230	\$234	\$236	\$239	\$238	\$239
Percent Change from Prior Year	5%	5%	5%	4%	4%	4%	4%	5%	5%	5%	4%	6%	9%

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



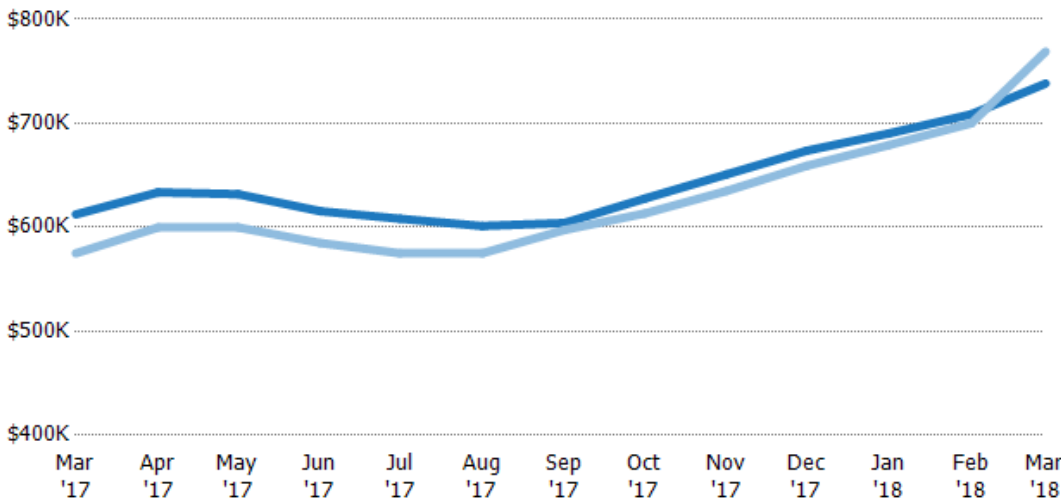
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Avg Est Value	\$819K	\$839K	\$834K	\$804K	\$796K	\$800K	\$803K	\$849K	\$874K	\$911K	\$928K	\$949K	\$960K
Avg Listing Price	\$894K	\$927K	\$926K	\$894K	\$867K	\$875K	\$905K	\$945K	\$980K	\$1.03M	\$1.04M	\$1.07M	\$1.14M
Avg Listing Price as a % of Avg Est Value	109%	110%	111%	111%	109%	109%	113%	111%	112%	113%	113%	113%	119%

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



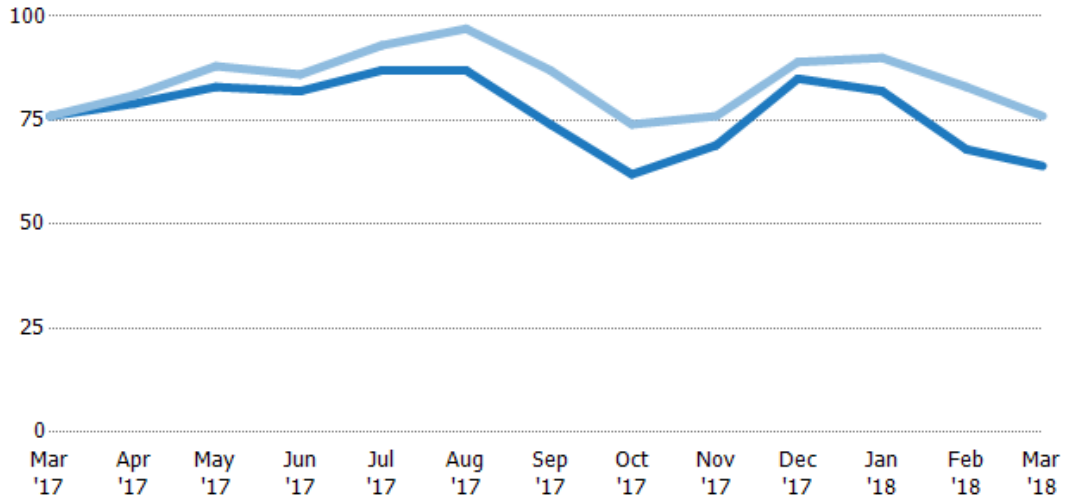
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Median Est Value	\$612K	\$634K	\$632K	\$615K	\$608K	\$601K	\$604K	\$628K	\$651K	\$674K	\$690K	\$709K	\$738K
Median Listing Price	\$575K	\$600K	\$600K	\$585K	\$575K	\$575K	\$597K	\$613K	\$635K	\$659K	\$679K	\$700K	\$769K
Med Listing Price as a % of Med Est Value	94%	95%	95%	95%	95%	96%	99%	98%	98%	98%	98%	99%	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: Scottsdale, Arizona
 Saved Area
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



Month/Year	Days	% Chg.
Mar '18	64	-15.8%
Mar '17	76	0%
Mar '16	76	1.3%

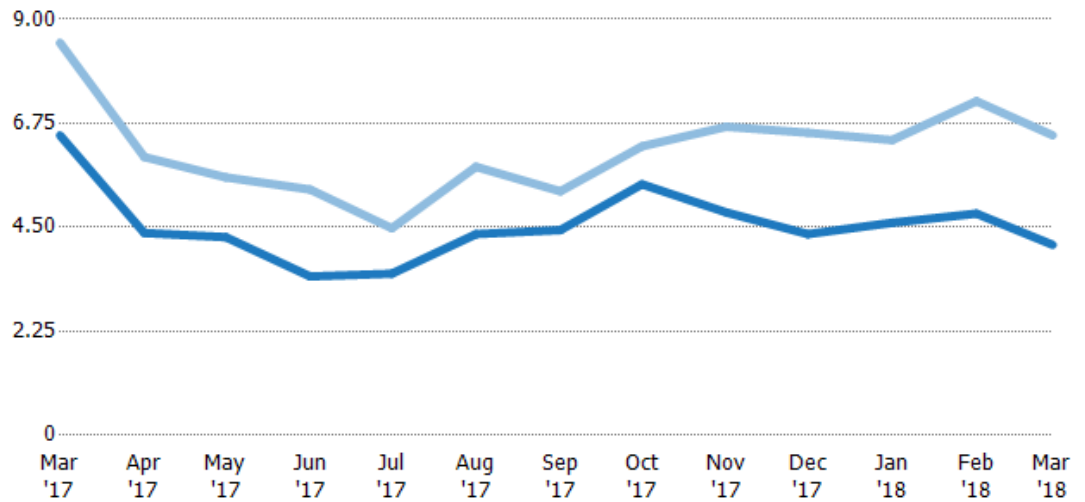
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	76	79	83	82	87	87	74	62	69	85	82	68	64
Prior Year	76	81	88	86	93	97	87	74	76	89	90	83	76
Percent Change from Prior Year	0%	-2%	-6%	-5%	-6%	-10%	-15%	-16%	-9%	-4%	-9%	-18%	-16%

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



Month/Year	Months	% Chg.
Mar '18	4.12	-36.5%
Mar '17	6.49	-23.6%
Mar '16	8.49	1%

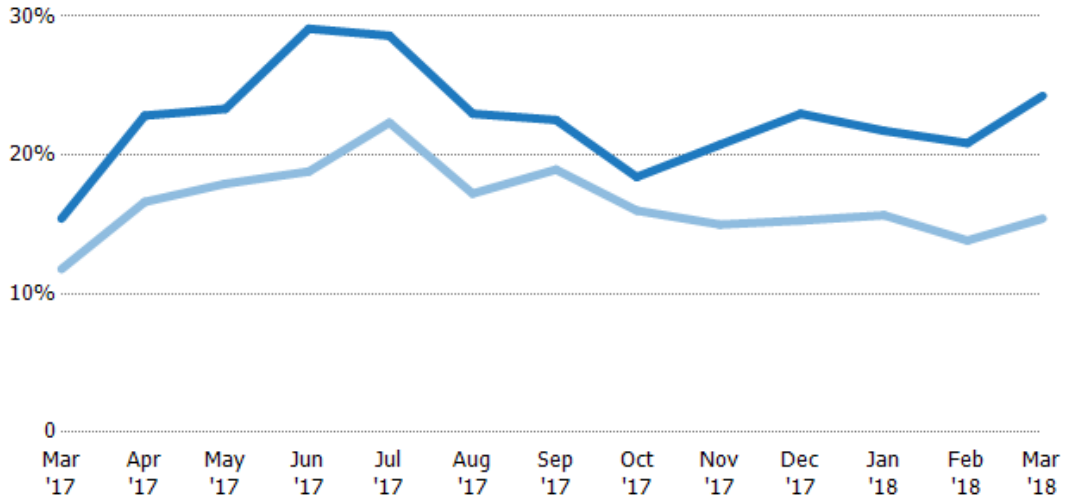
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	6.49	4.38	4.29	3.44	3.5	4.35	4.44	5.43	4.82	4.35	4.6	4.8	4.12
Prior Year	8.49	6.02	5.58	5.32	4.48	5.81	5.28	6.25	6.68	6.55	6.39	7.23	6.49
Percent Change from Prior Year	-24%	-27%	-23%	-35%	-22%	-25%	-16%	-13%	-28%	-33%	-28%	-34%	-36%

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



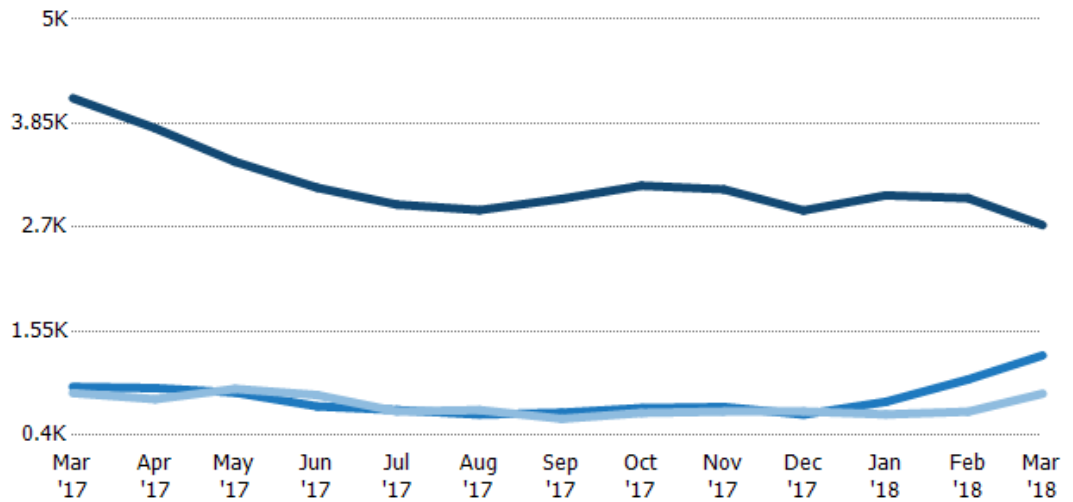
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	15%	23%	23%	29%	29%	23%	23%	18%	21%	23%	22%	21%	24%
Prior Year	12%	17%	18%	19%	22%	17%	19%	16%	15%	15%	16%	14%	15%
Change from Prior Year	-4%	-6%	-5%	-10%	-6%	-6%	-4%	-2%	-6%	-8%	-6%	-7%	-9%

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: Scottsdale, 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
Active	4.13K	3.8K	3.43K	3.14K	2.95K	2.89K	3.01K	3.16K	3.12K	2.89K	3.05K	3.02K	2.72K
Pending	935	922	872	720	679	629	650	701	713	629	770	1,020	1,280
Sold	867	799	913	844	664	679	582	647	663	664	630	661	860

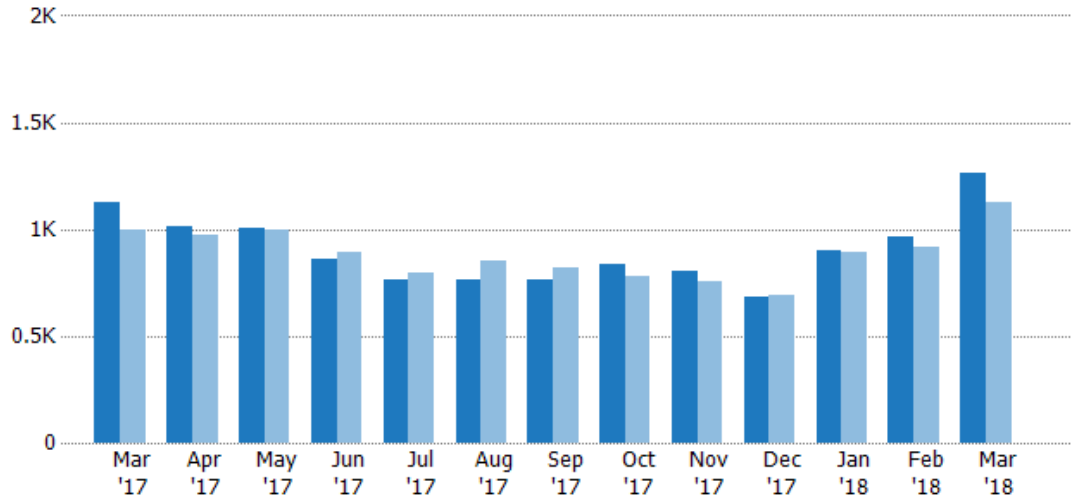
New Pending Sales

The number of single-family, condominium and townhome 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

Month/Year	Count	% Chg.
Mar '18	1.26K	11.6%
Mar '17	1.13K	13.6%
Mar '16	993	-0.6%



Current Year	1.13K	1.01K	1.01K	857	761	763	762	840	800	679	900	968	1.26K
Prior Year	993	974	995	896	792	856	822	782	758	693	894	919	1.13K
Percent Change from Prior Year	14%	4%	1%	-4%	-4%	-11%	-7%	7%	6%	-2%	1%	5%	12%

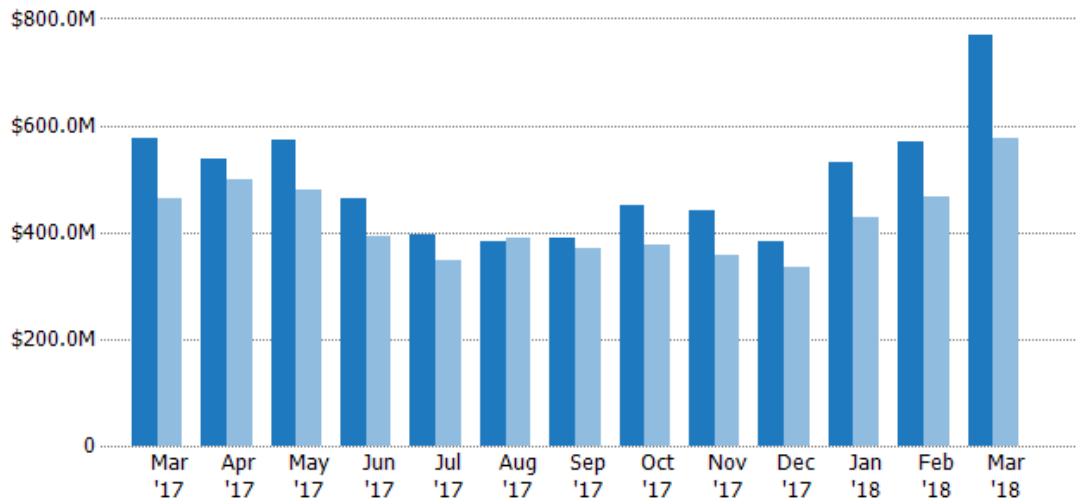
New Pending Sales Volume

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

Month/Year	Volume	% Chg.
Mar '18	\$770M	33.9%
Mar '17	\$575M	23.9%
Mar '16	\$464M	7.7%



Current Year	\$575M	\$539M	\$572M	\$465M	\$395M	\$382M	\$388M	\$449M	\$440M	\$382M	\$531M	\$568M	\$770M
Prior Year	\$464M	\$498M	\$480M	\$393M	\$347M	\$389M	\$368M	\$375M	\$358M	\$334M	\$426M	\$465M	\$575M
Percent Change from Prior Year	24%	8%	19%	18%	14%	-2%	5%	20%	23%	14%	24%	22%	34%

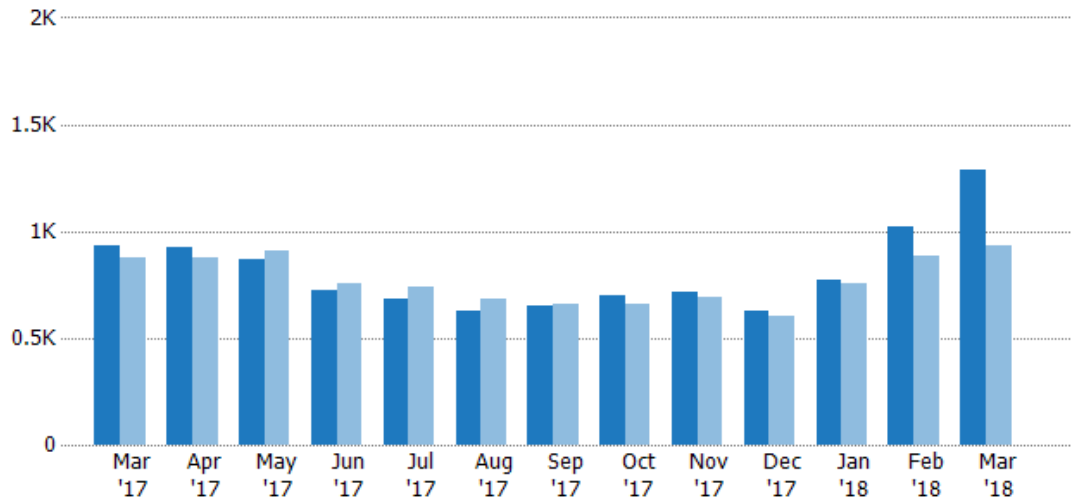
Pending Sales

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

Filters Used

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

Month/Year	Count	% Chg.
Mar '18	1.28K	37.2%
Mar '17	935	6.5%
Mar '16	878	-1.5%



Current Year	935	922	872	720	679	629	650	701	713	629	770	1.02K	1.28K
Prior Year	878	874	910	754	736	680	662	657	692	599	758	884	935
Percent Change from Prior Year	6%	5%	-4%	-5%	-8%	-8%	-2%	7%	3%	5%	2%	15%	37%

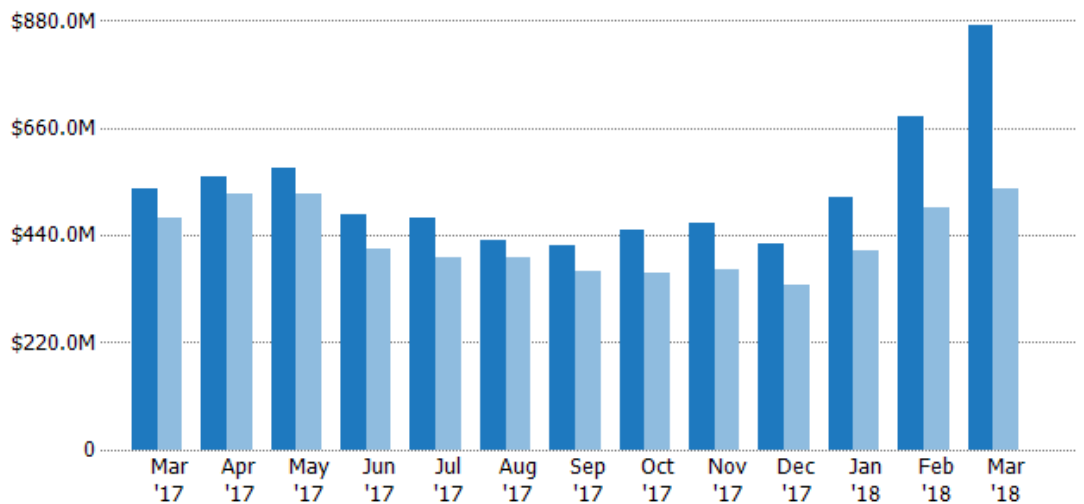
Pending Sales Volume

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

Month/Year	Volume	% Chg.
Mar '18	\$872M	62.6%
Mar '17	\$537M	12.8%
Mar '16	\$476M	3.4%



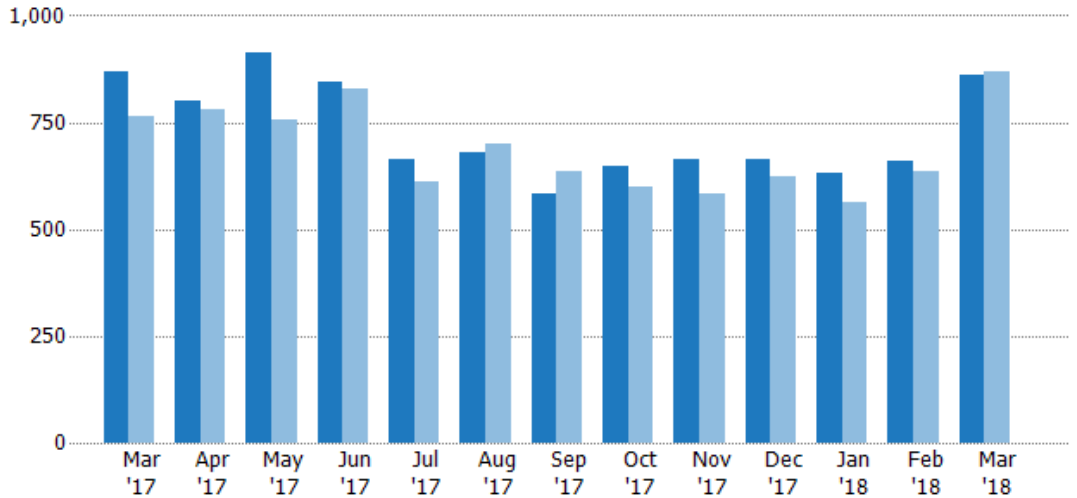
Current Year	\$537M	\$562M	\$579M	\$482M	\$475M	\$431M	\$421M	\$451M	\$465M	\$423M	\$519M	\$685M	\$872M
Prior Year	\$476M	\$524M	\$525M	\$412M	\$394M	\$395M	\$366M	\$363M	\$370M	\$339M	\$409M	\$498M	\$537M
Percent Change from Prior Year	13%	7%	10%	17%	21%	9%	15%	24%	26%	25%	27%	37%	63%

Closed Sales

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

Filters Used

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



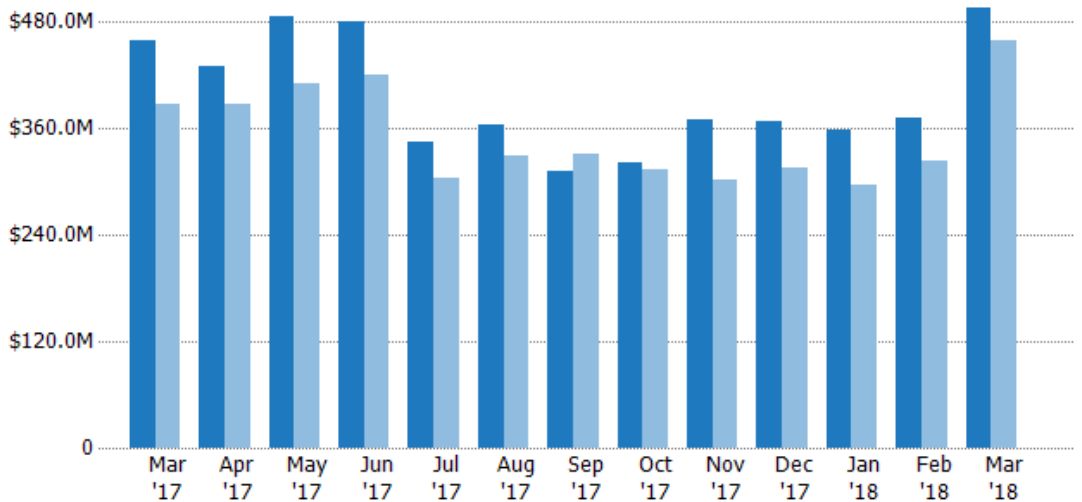
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	867	799	913	844	664	679	582	647	663	664	630	661	860
Prior Year	766	780	755	828	612	701	636	600	583	623	561	636	867
Percent Change from Prior Year	13%	2%	21%	2%	8%	-3%	-8%	8%	14%	7%	12%	4%	-1%

Closed Sales Volume

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

Filters Used

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



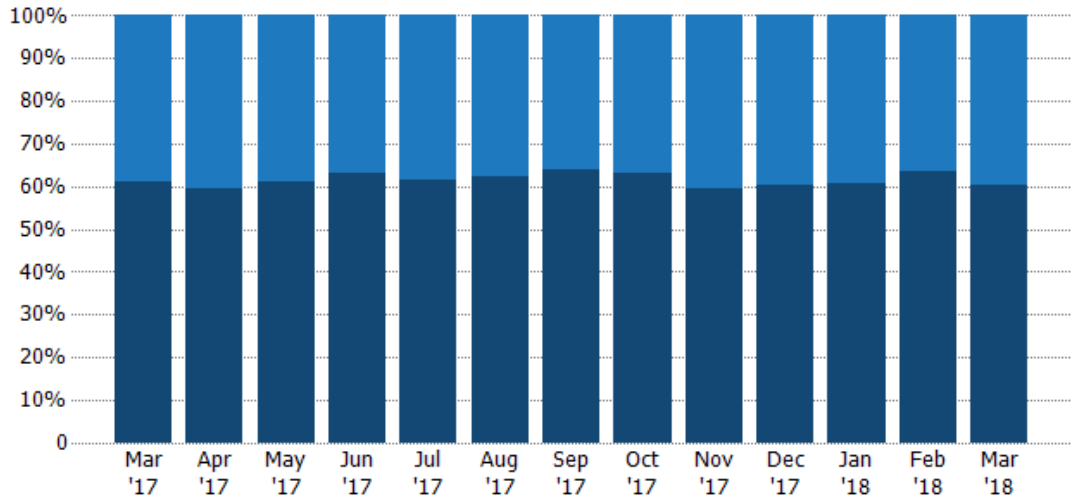
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	\$458M	\$431M	\$487M	\$480M	\$344M	\$364M	\$312M	\$322M	\$370M	\$368M	\$359M	\$372M	\$496M
Prior Year	\$387M	\$388M	\$411M	\$420M	\$303M	\$328M	\$332M	\$313M	\$301M	\$315M	\$297M	\$323M	\$458M
Percent Change from Prior Year	18%	11%	18%	14%	13%	11%	-6%	3%	23%	17%	21%	15%	8%

Closed Sales by Property Type

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

Filters Used

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



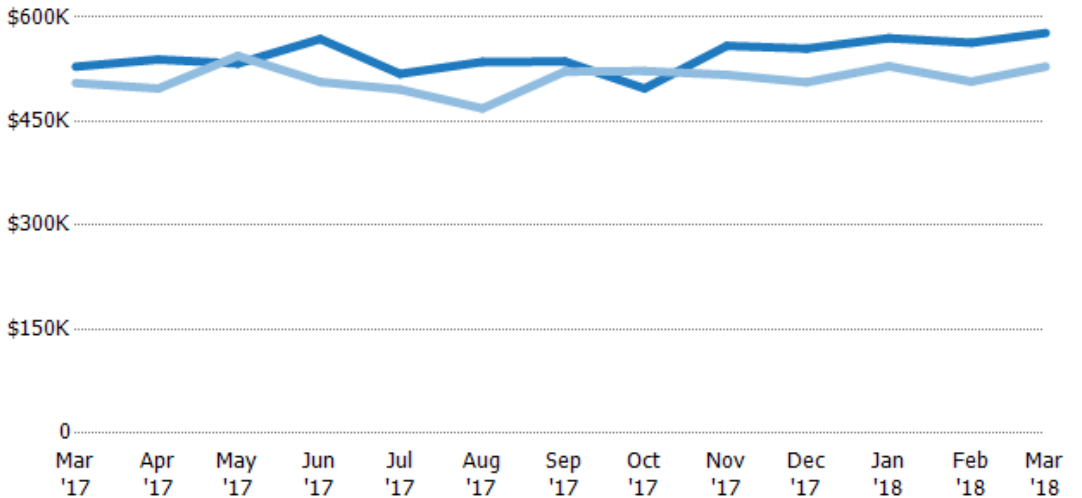
Condo/Townhouse	39%	41%	39%	37%	38%	38%	36%	37%	40%	40%	39%	36%	40%
Single Family Residence	61%	59%	61%	63%	62%	62%	64%	63%	60%	60%	61%	64%	60%

Average Sales Price

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

Filters Used

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



Current Year	\$529K	\$539K	\$533K	\$569K	\$518K	\$536K	\$536K	\$497K	\$559K	\$555K	\$570K	\$563K	\$577K
Prior Year	\$505K	\$497K	\$544K	\$507K	\$496K	\$469K	\$522K	\$522K	\$517K	\$506K	\$529K	\$507K	\$529K
Percent Change from Prior Year	5%	8%	-2%	12%	5%	14%	3%	-5%	8%	10%	8%	11%	9%

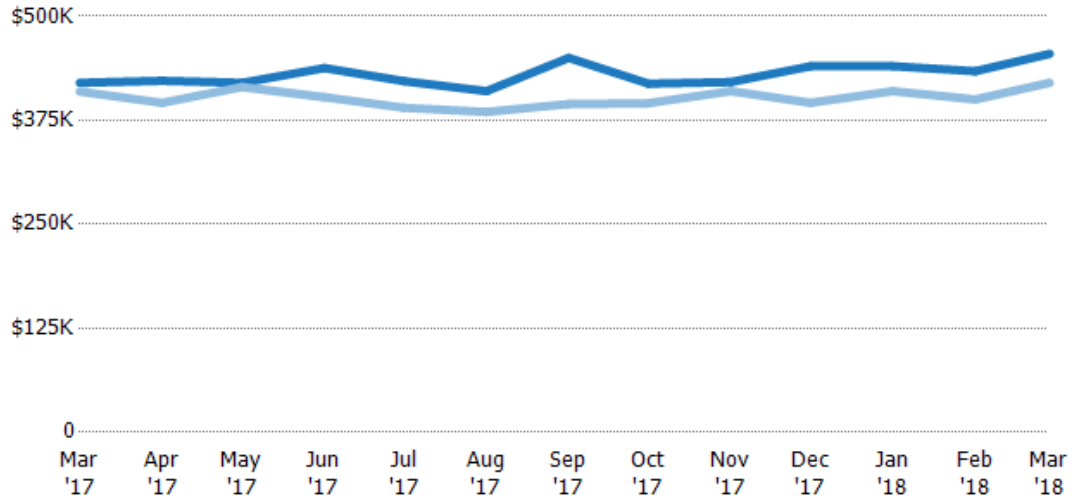
Median Sales Price

The median sales price of the single-family, condominium and townhome 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 '18	\$455K	8.3%
Mar '17	\$420K	2.6%
Mar '16	\$410K	-8.4%



Current Year	\$420K	\$423K	\$420K	\$438K	\$422K	\$410K	\$450K	\$419K	\$421K	\$440K	\$440K	\$434K	\$455K
Prior Year	\$410K	\$396K	\$415K	\$403K	\$390K	\$385K	\$395K	\$396K	\$410K	\$396K	\$410K	\$400K	\$420K
Percent Change from Prior Year	3%	7%	1%	9%	8%	6%	14%	6%	3%	11%	7%	9%	8%

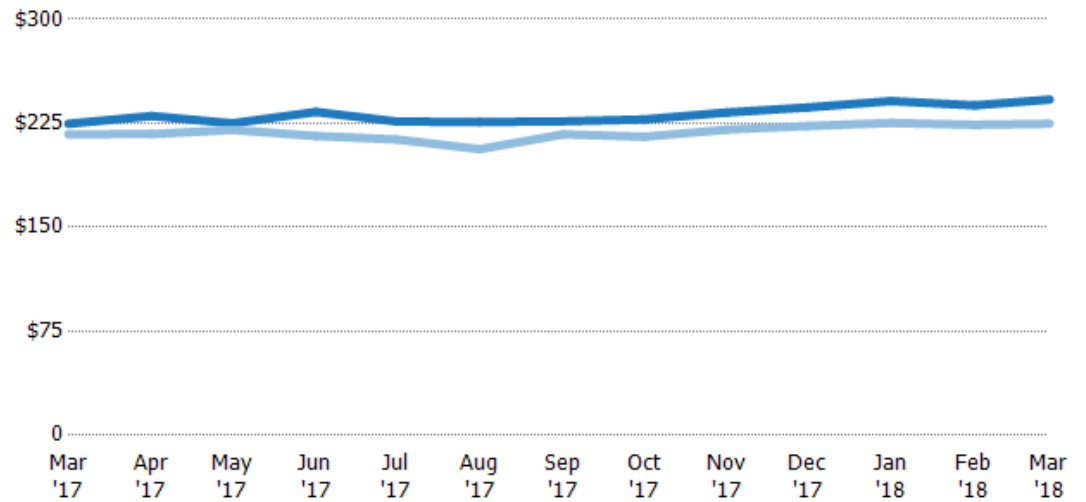
Average Sales Price per Sq Ft

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 '18	\$242	7.8%
Mar '17	\$225	3.5%
Mar '16	\$217	-4.4%



Current Year	\$225	\$230	\$225	\$233	\$226	\$226	\$226	\$228	\$233	\$236	\$241	\$238	\$242
Prior Year	\$217	\$217	\$220	\$216	\$213	\$206	\$217	\$215	\$220	\$223	\$225	\$224	\$225
Percent Change from Prior Year	4%	6%	2%	8%	6%	9%	4%	6%	6%	6%	7%	6%	8%

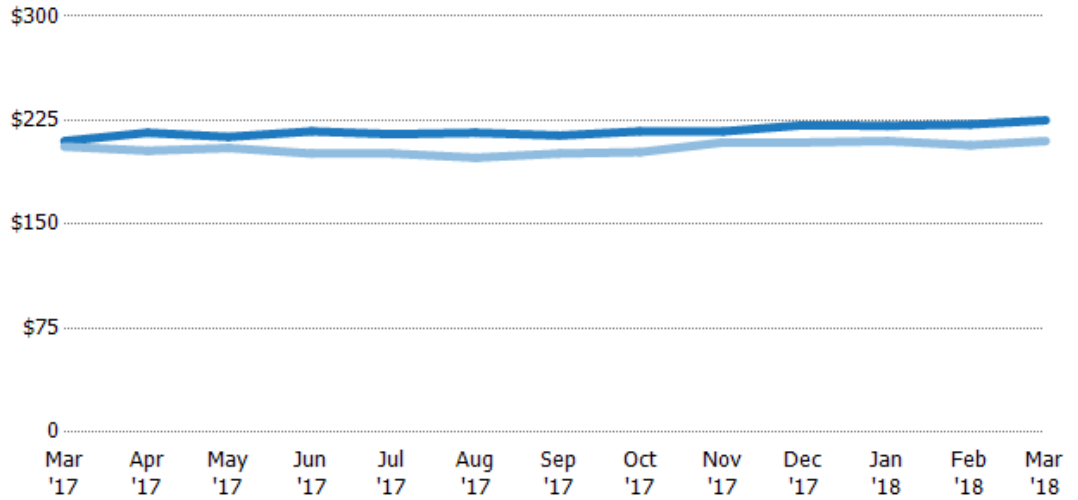
Median Sales Price per Sq Ft

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 '18	\$225	7.1%
Mar '17	\$210	1.9%
Mar '16	\$206	-6.8%



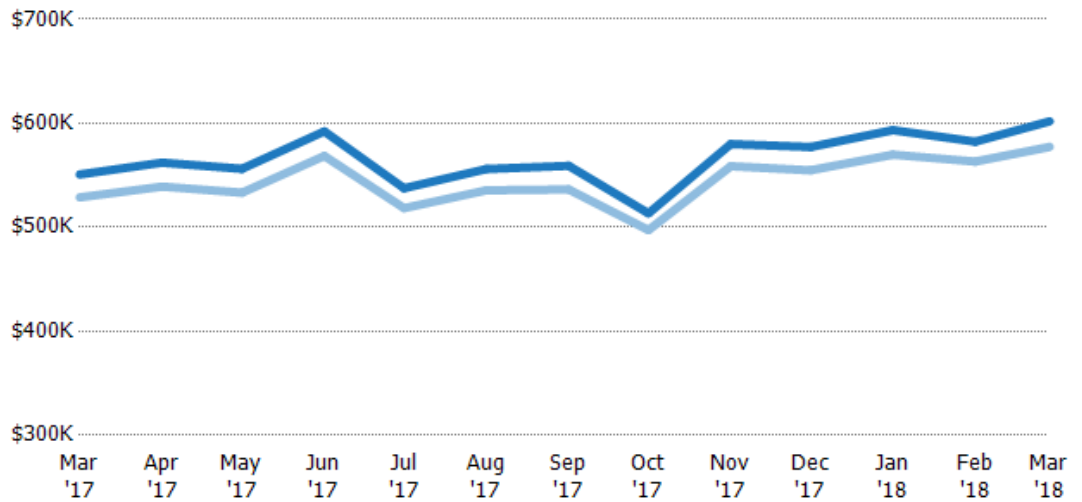
Current Year	\$210	\$216	\$213	\$217	\$215	\$216	\$214	\$217	\$217	\$222	\$221	\$222	\$225
Prior Year	\$206	\$203	\$205	\$201	\$201	\$198	\$201	\$202	\$209	\$209	\$210	\$207	\$210
Percent Change from Prior Year	2%	6%	4%	8%	7%	9%	6%	7%	4%	6%	5%	7%	7%

Average Sales Price vs Average Listing Price

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

Filters Used

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



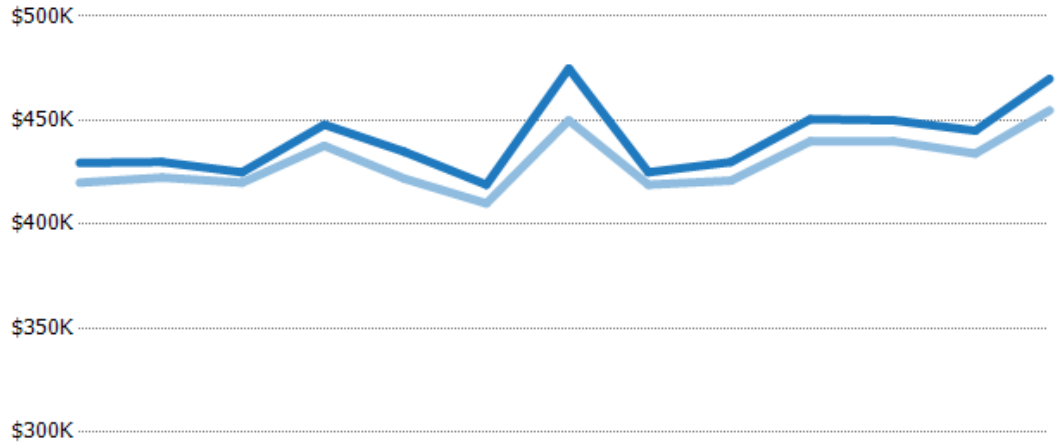
Avg List Price	\$551K	\$562K	\$556K	\$592K	\$538K	\$556K	\$559K	\$513K	\$580K	\$577K	\$593K	\$582K	\$602K
Avg Sales Price	\$529K	\$539K	\$533K	\$569K	\$518K	\$536K	\$536K	\$497K	\$559K	\$555K	\$570K	\$563K	\$577K
Avg Sales Price as a % of Avg List Price	96%	96%	96%	96%	96%	96%	96%	97%	96%	96%	96%	97%	96%

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



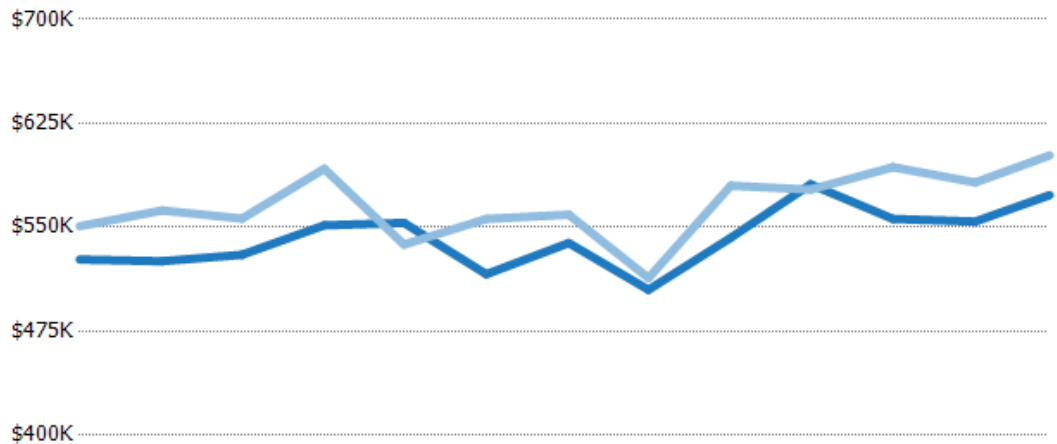
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Median List Price	\$430K	\$430K	\$425K	\$448K	\$435K	\$419K	\$475K	\$425K	\$430K	\$451K	\$450K	\$445K	\$470K
Median Sales Price	\$420K	\$423K	\$420K	\$438K	\$422K	\$410K	\$450K	\$419K	\$421K	\$440K	\$440K	\$434K	\$455K
Med Sales Price as a % of Med List Price	98%	98%	99%	98%	97%	98%	95%	99%	98%	98%	98%	98%	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



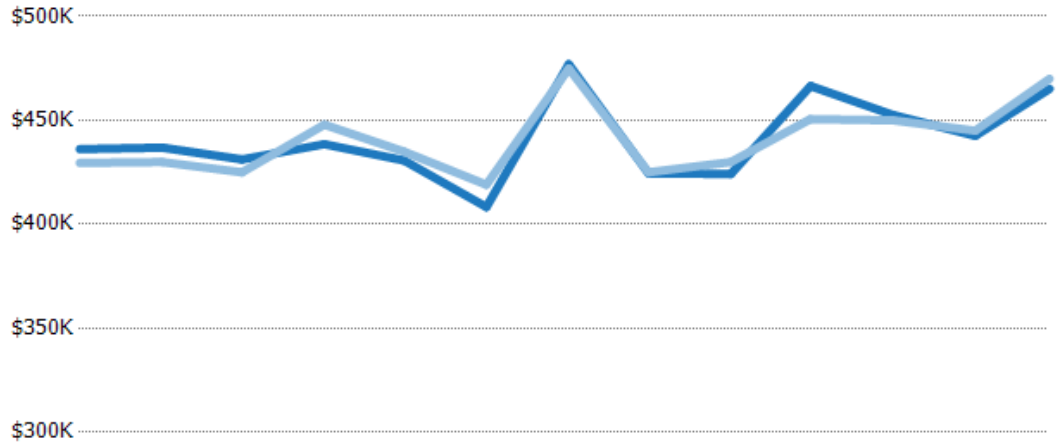
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Avg Est Value	\$527K	\$526K	\$530K	\$551K	\$553K	\$516K	\$539K	\$505K	\$542K	\$581K	\$556K	\$554K	\$573K
Avg Sales Price	\$551K	\$562K	\$556K	\$592K	\$538K	\$556K	\$559K	\$513K	\$580K	\$577K	\$593K	\$582K	\$602K
Avg Sales Price as a % of Avg Est Value	105%	107%	105%	107%	97%	108%	104%	102%	107%	99%	107%	105%	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 '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	\$436K	\$437K	\$431K	\$439K	\$431K	\$408K	\$477K	\$425K	\$424K	\$466K	\$453K	\$443K	\$465K
Median Sales Price	\$430K	\$430K	\$425K	\$448K	\$435K	\$419K	\$475K	\$425K	\$430K	\$451K	\$450K	\$445K	\$470K
Med Sales Price as a % of Med Est Value	98%	98%	99%	102%	101%	103%	100%	100%	101%	97%	99%	101%	101%

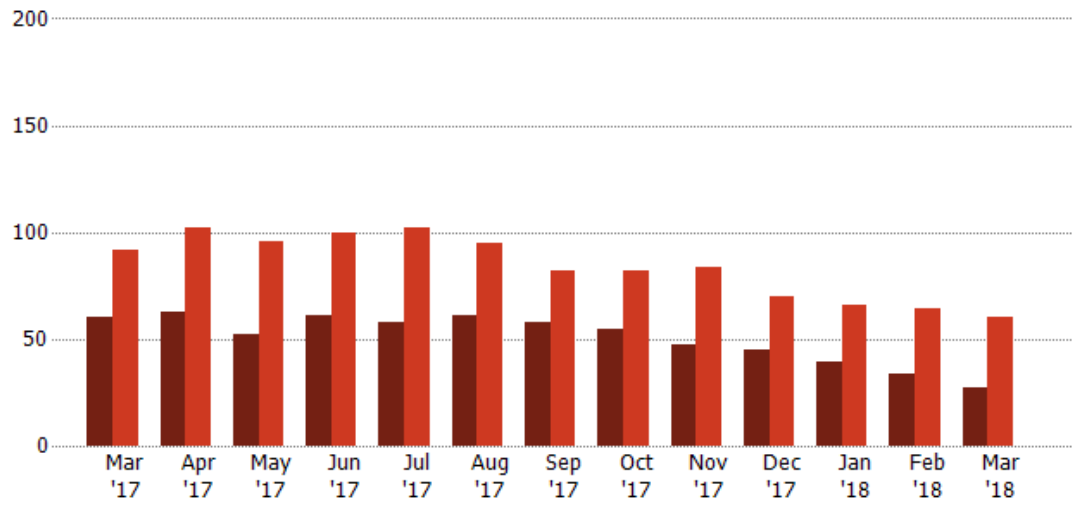
Distressed Listings

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

Filters Used

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

Month/Year	Count	% Chg.
Mar '18	27	-55%
Mar '17	60	-34.8%
Mar '16	92	37%



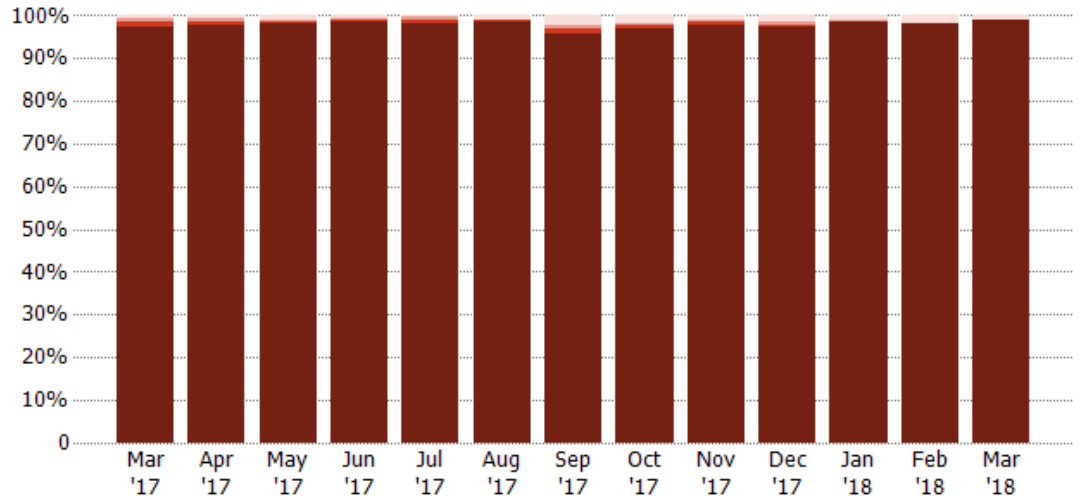
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	60	63	52	61	58	61	58	55	47	45	39	34	27
Prior Year	92	102	96	100	102	95	82	82	84	70	66	64	60
Percent Change from Prior Year	-35%	-38%	-46%	-39%	-43%	-36%	-29%	-33%	-44%	-36%	-41%	-47%	-55%

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



Sales Type	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	1%	1%	1%	1%	0%	1%	2%	2%	1%	1%	1%	2%	1%
Short Sale	1%	1%	1%	0%	1%	-	1%	0%	0%	1%	0%	-	-
Foreclosure	1%	1%	0%	1%	1%	1%	1%	1%	1%	0%	0%	-	-
Non-Distressed	97%	98%	98%	98%	98%	99%	96%	97%	98%	97%	99%	98%	99%

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 %
85250	96	\$50,647,789	\$527,581	\$425,000	\$248	\$239	2	51.04 %
85251	296	\$194,243,878	\$656,229	\$481,512	\$348	\$344	2	43.24 %
85253	1	\$5,795,000	\$5,795,000	\$5,795,000	\$574	\$574		
85254	188	\$122,146,693	\$649,716	\$524,400	\$264	\$224	2	57.44 %
85255	610	\$994,425,566	\$1,630,206	\$1,052,000	\$331	\$284	4	27.70 %
85257	74	\$26,386,680	\$356,577	\$368,250	\$218	\$228	1	71.62 %
85258	264	\$171,700,978	\$650,382	\$505,000	\$261	\$243	3	38.25 %
85259	215	\$232,824,085	\$1,082,903	\$950,000	\$258	\$238	4	25.58 %
85260	184	\$149,247,330	\$811,127	\$570,000	\$241	\$224	2	45.10 %
85262	526	\$864,500,584	\$1,643,537	\$1,189,500	\$342	\$294	8	12.54 %
85266	270	\$292,892,162	\$1,084,786	\$872,250	\$280	\$262	6	17.77 %

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
85250	82	\$30,701,750	49	\$17,358,800	\$363,312	\$314,999	\$213	\$207	24
85251	174	\$78,405,451	128	\$49,447,974	\$401,173	\$282,450	\$230	\$202	36
85254	160	\$84,259,774	108	\$57,802,076	\$546,499	\$450,000	\$237	\$219	23
85255	244	\$235,701,879	169	\$134,115,540	\$825,783	\$650,000	\$262	\$252	43
85257	64	\$21,095,877	53	\$14,854,757	\$288,993	\$319,000	\$188	\$196	43
85258	155	\$83,249,626	101	\$45,519,598	\$462,594	\$425,000	\$235	\$221	43
85259	100	\$79,090,283	55	\$32,779,050	\$611,991	\$559,000	\$219	\$216	47
85260	103	\$49,275,638	83	\$38,995,147	\$483,402	\$425,000	\$215	\$209	35
85262	121	\$143,690,422	66	\$70,513,667	\$1,172,228	\$756,250	\$255	\$222	116
85266	80	\$66,979,795	48	\$35,065,954	\$763,880	\$678,400	\$245	\$245	77