



2017

SCOTTSDALE MARKET REPORT

October 2017



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	Oct 2017	Oct 2016	+ / -	YTD 2017	YTD 2016	+ / -
Listing Activity Charts Metrics						
New Listing Count	1,149	1,290	-10.9%	11,004	12,132	-9.3%
New Listing Volume	\$888,602,527	\$815,940,694	+8.9%	\$6,681,818,516	\$6,514,551,548	+2.6%
Active Listing Count	2,677	3,954	-32.3%	32,734	41,133	-20.4%
Active Listing Volume	\$2,828,793,911	\$3,165,770,068	-10.6%	\$30,396,410,279	\$32,548,333,529	-6.6%
Average Listing Price	\$1,056,703	\$800,650	+32%	\$928,588	\$791,295	+17.4%
Median Listing Price	\$675,000	\$499,900	+35%	\$599,244	\$509,966	+17.5%
Average Listing Price per Sq Ft	\$292	\$265	+10.2%	\$278	\$261	+6.5%
Median Listing Price per Sq Ft	\$250	\$230	+8.7%	\$239	\$227	+5.5%
Median Days in RPR	60	74	-18.9%	78.41	85.27	-8%
Months of Inventory	4.6	6.2	-26%	4.9	6.3	-22.7%
Absorption Rate	21.74%	16.08%	+5.7%	20.39%	15.76%	+4.6%
Sales Activity Charts Metrics						
New Pending Sales Count	951	781	+21.8%	9,072	8,713	+4.1%
New Pending Sales Volume	\$527,005,515	\$375,372,405	+40.4%	\$4,750,131,972	\$4,104,727,710	+15.7%
Pending Sales Count	992	661	+50.1%	8,269	7,718	+7.1%
Pending Sales Volume	\$631,561,313	\$367,004,907	+72.1%	\$5,062,258,703	\$4,322,815,853	+17.1%
Closed Sales Count	647	600	+7.8%	7,187	6,676	+7.7%
Closed Sales Volume	\$321,327,848	\$313,485,576	+2.5%	\$3,813,157,387	\$3,405,167,853	+12%
Average Sales Price	\$496,643	\$522,476	-4.9%	\$530,563	\$510,061	+4%
Median Sales Price	\$417,000	\$395,500	+5.4%	\$421,002	\$399,090	+5.5%
Average Sales Price per Sq Ft	\$227	\$215	+5.7%	\$227	\$216	+5.2%
Median Sales Price per Sq Ft	\$217	\$202	+7.4%	\$214	\$202	+5.7%
Distressed Charts Metrics						
Distressed Listing Count	44	92	-52.2%	661	1,008	-34.4%

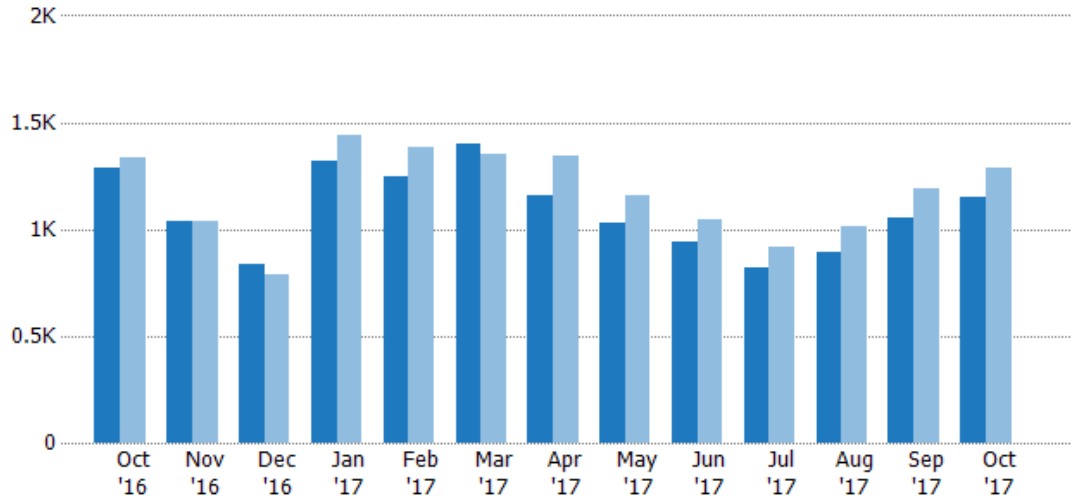
New Listings

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.
Oct '17	1.15K	-10.9%
Oct '16	1.29K	-3.3%
Oct '15	1.33K	0.4%



Current Year	1.29K	1.04K	833	1.32K	1.24K	1.4K	1.16K	1.03K	939	823	891	1.06K	1.15K
Prior Year	1.33K	1.04K	791	1.44K	1.38K	1.35K	1.34K	1.16K	1.05K	919	1.01K	1.19K	1.29K
Percent Change from Prior Year	-3%	0%	5%	-8%	-10%	3%	-14%	-12%	-10%	-10%	-12%	-11%	-11%

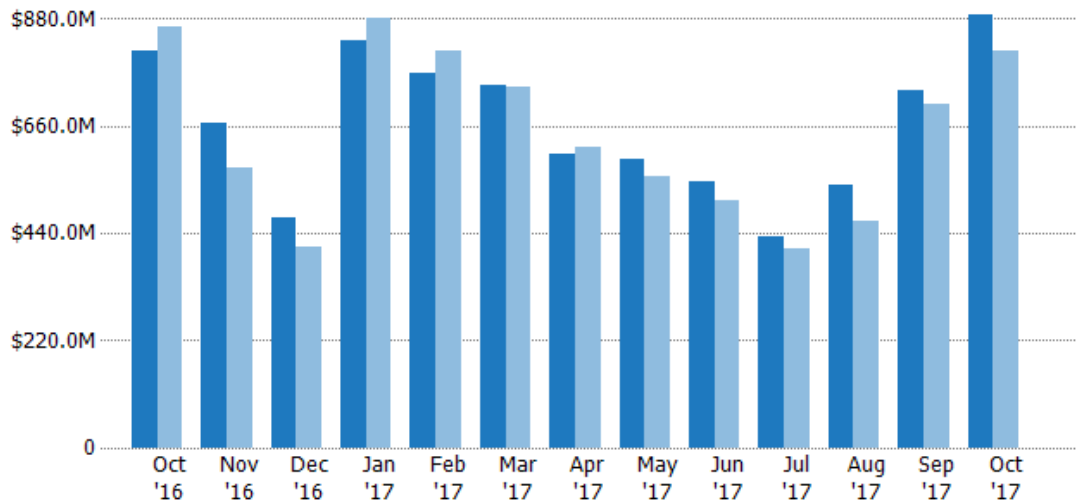
New Listing Volume

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.
Oct '17	\$889M	8.9%
Oct '16	\$816M	-5.4%
Oct '15	\$862M	-4%



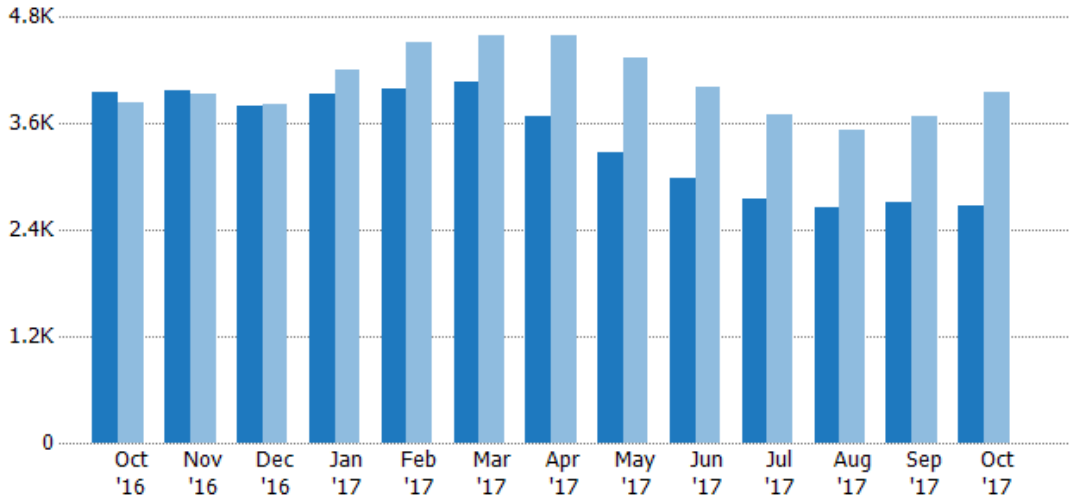
Current Year	\$816M	\$667M	\$473M	\$834M	\$769M	\$744M	\$601M	\$591M	\$547M	\$433M	\$540M	\$732M	\$889M
Prior Year	\$862M	\$574M	\$411M	\$882M	\$816M	\$741M	\$617M	\$556M	\$508M	\$409M	\$464M	\$706M	\$816M
Percent Change from Prior Year	-5%	16%	15%	-5%	-6%	0%	-2%	6%	8%	6%	16%	4%	9%

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



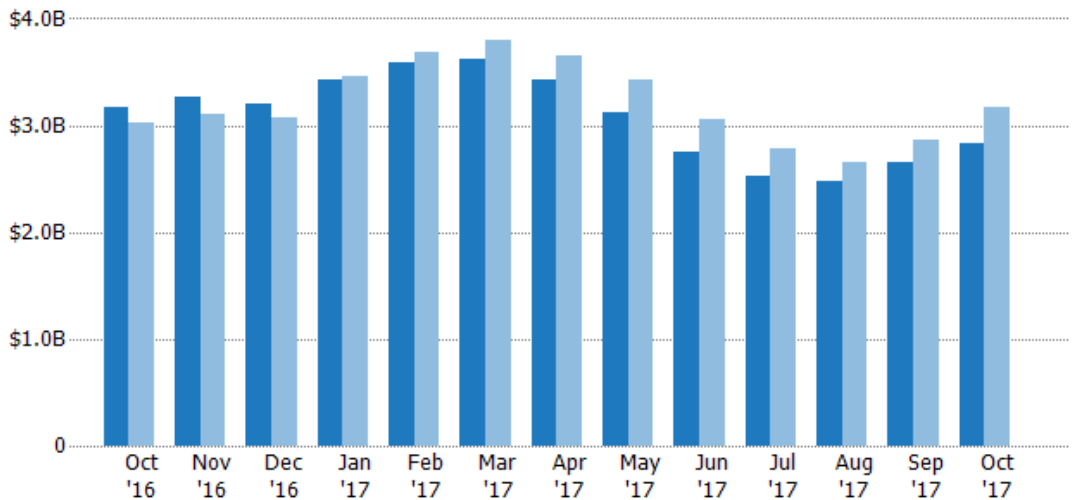
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Oct '16	3.95K	3.84K	3%
Nov '16	3.98K	3.93K	1%
Dec '16	3.79K	3.81K	-1%
Jan '17	3.94K	4.21K	-6%
Feb '17	4K	4.52K	-12%
Mar '17	4.06K	4.59K	-12%
Apr '17	3.67K	4.6K	-20%
May '17	3.28K	4.34K	-25%
Jun '17	2.98K	4K	-26%
Jul '17	2.76K	3.7K	-25%
Aug '17	2.65K	3.53K	-25%
Sep '17	2.72K	3.68K	-26%
Oct '17	2.68K	3.95K	-32%

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



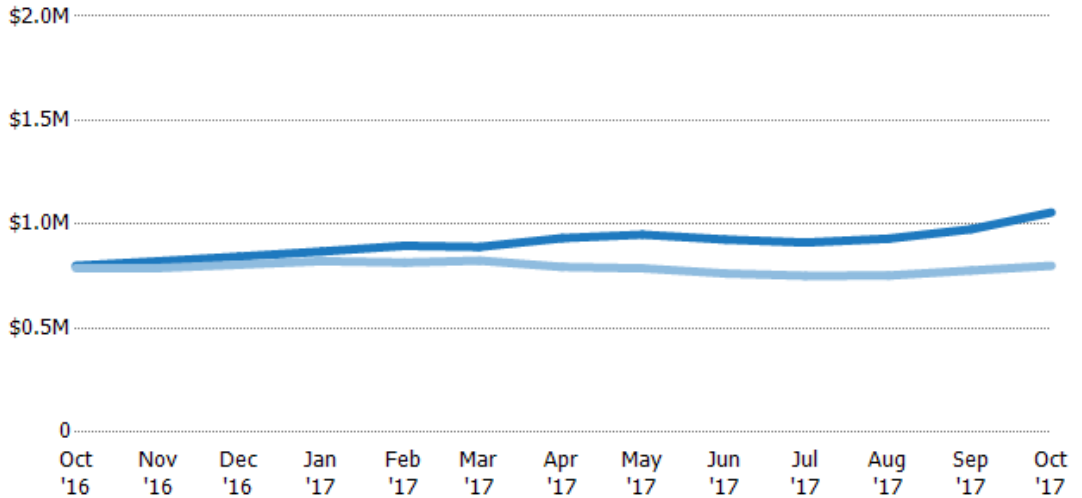
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Oct '16	\$3.17B	\$3.03B	4%
Nov '16	\$3.27B	\$3.1B	6%
Dec '16	\$3.2B	\$3.07B	4%
Jan '17	\$3.42B	\$3.46B	-1%
Feb '17	\$3.59B	\$3.69B	-3%
Mar '17	\$3.62B	\$3.79B	-5%
Apr '17	\$3.43B	\$3.66B	-6%
May '17	\$3.11B	\$3.42B	-9%
Jun '17	\$2.76B	\$3.06B	-10%
Jul '17	\$2.52B	\$2.78B	-10%
Aug '17	\$2.47B	\$2.66B	-7%
Sep '17	\$2.65B	\$2.86B	-7%
Oct '17	\$2.83B	\$3.17B	-11%

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



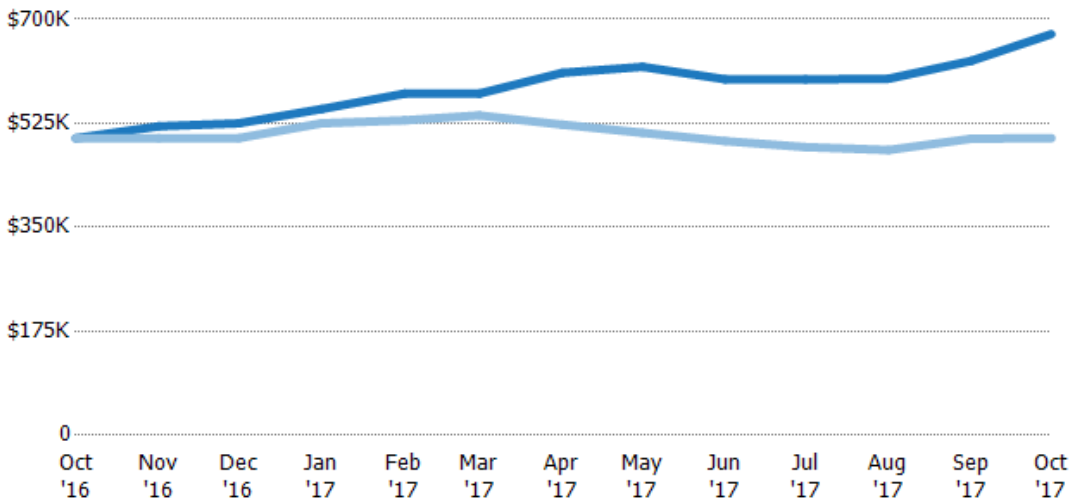
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Oct '16	\$801K	\$790K	1%
Nov '16	\$822K	\$790K	4%
Dec '16	\$844K	\$806K	5%
Jan '17	\$869K	\$823K	6%
Feb '17	\$897K	\$816K	10%
Mar '17	\$891K	\$825K	8%
Apr '17	\$933K	\$795K	17%
May '17	\$950K	\$788K	21%
Jun '17	\$927K	\$764K	21%
Jul '17	\$912K	\$752K	21%
Aug '17	\$931K	\$753K	24%
Sep '17	\$976K	\$778K	25%
Oct '17	\$1.06M	\$801K	32%

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



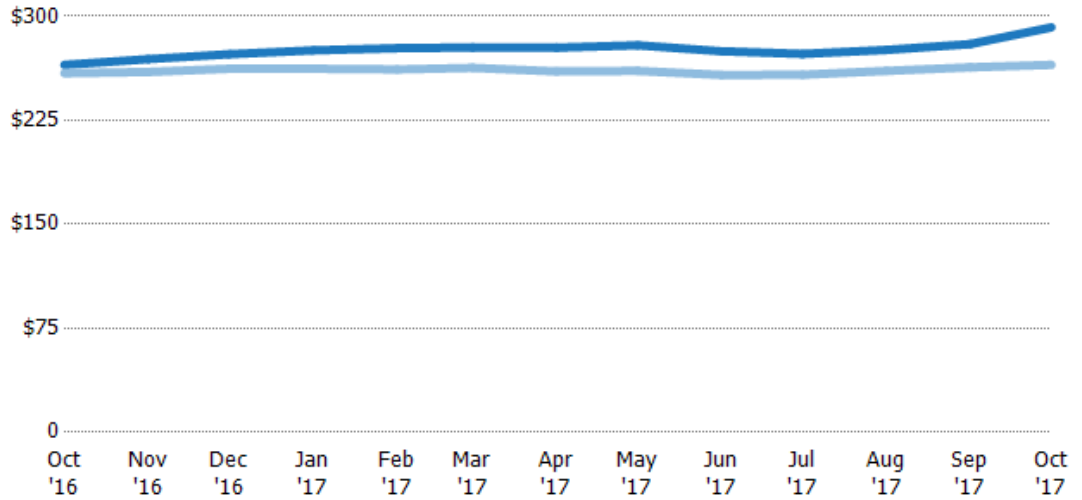
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Oct '16	\$500K	\$500K	0%
Nov '16	\$520K	\$500K	4%
Dec '16	\$525K	\$500K	5%
Jan '17	\$549K	\$525K	5%
Feb '17	\$575K	\$530K	8%
Mar '17	\$575K	\$538K	7%
Apr '17	\$610K	\$523K	17%
May '17	\$620K	\$509K	22%
Jun '17	\$599K	\$495K	21%
Jul '17	\$599K	\$485K	24%
Aug '17	\$600K	\$480K	25%
Sep '17	\$630K	\$499K	26%
Oct '17	\$675K	\$500K	35%

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



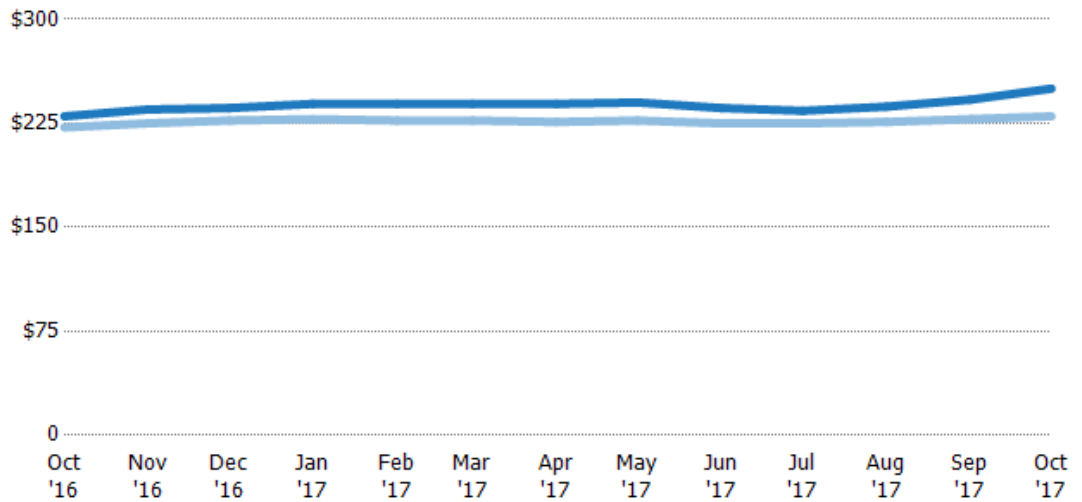
	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17
Current Year	\$265	\$269	\$273	\$275	\$277	\$278	\$277	\$279	\$275	\$273	\$276	\$280	\$292
Prior Year	\$259	\$260	\$262	\$262	\$262	\$263	\$260	\$261	\$258	\$258	\$261	\$263	\$265
Percent Change from Prior Year	2%	4%	4%	5%	6%	6%	7%	7%	7%	6%	6%	6%	10%

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



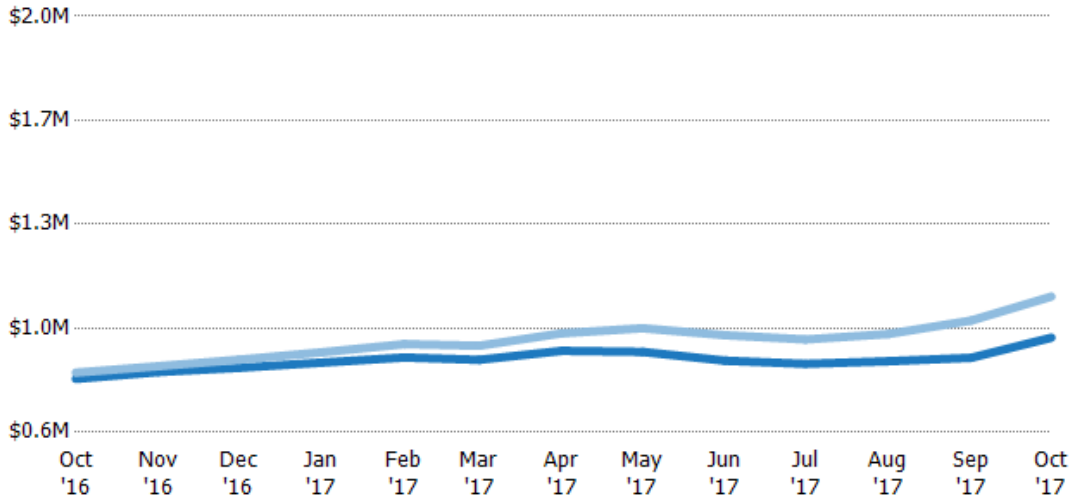
	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17
Current Year	\$230	\$235	\$236	\$239	\$239	\$239	\$239	\$240	\$236	\$234	\$237	\$242	\$250
Prior Year	\$222	\$225	\$227	\$228	\$227	\$227	\$226	\$227	\$225	\$225	\$226	\$228	\$230
Percent Change from Prior Year	4%	4%	4%	5%	5%	5%	6%	6%	5%	4%	5%	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



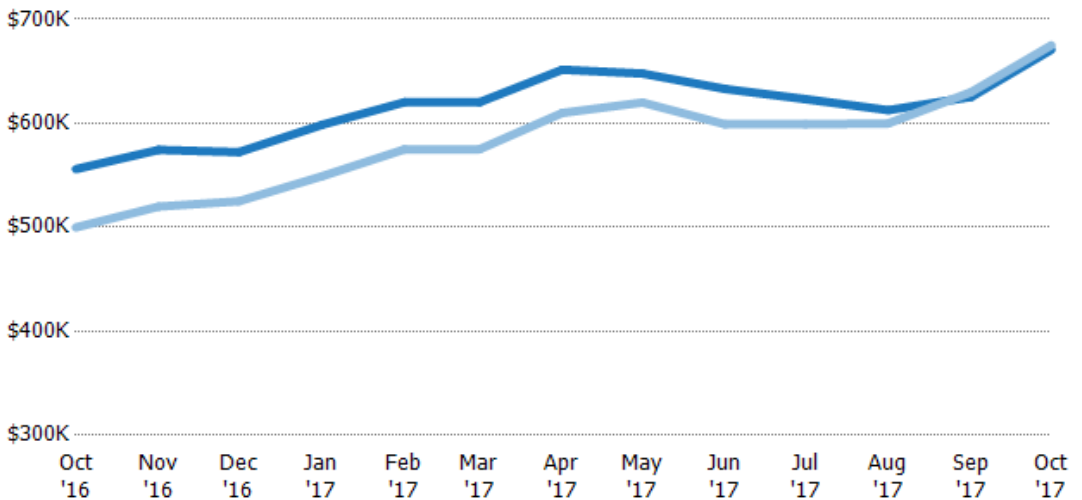
	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17
Avg Est Value	\$780K	\$803K	\$817K	\$834K	\$852K	\$844K	\$874K	\$871K	\$841K	\$830K	\$839K	\$851K	\$918K
Avg Listing Price	\$801K	\$822K	\$844K	\$869K	\$897K	\$891K	\$933K	\$950K	\$927K	\$912K	\$931K	\$976K	\$1.06M
Avg Listing Price as a % of Avg Est Value	103%	102%	103%	104%	105%	106%	107%	109%	110%	110%	111%	115%	115%

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



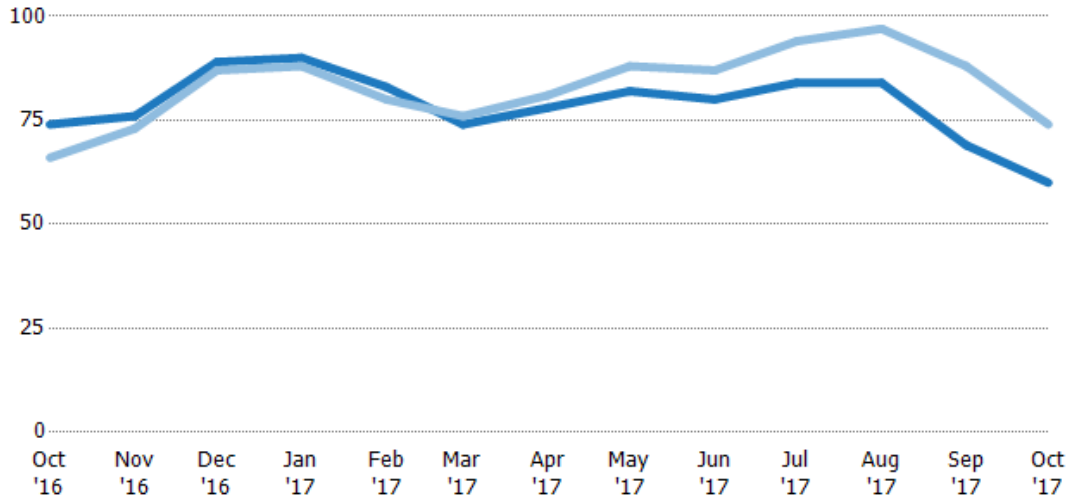
	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17
Median Est Value	\$556K	\$574K	\$572K	\$598K	\$620K	\$620K	\$652K	\$648K	\$633K	\$623K	\$613K	\$625K	\$671K
Median Listing Price	\$500K	\$520K	\$525K	\$549K	\$575K	\$575K	\$610K	\$620K	\$599K	\$599K	\$600K	\$630K	\$675K
Med Listing Price as a % of Med Est Value	90%	91%	92%	92%	93%	93%	94%	96%	95%	96%	98%	101%	101%

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.
Oct '17	60	-18.9%
Oct '16	74	12.1%
Oct '15	66	7.6%

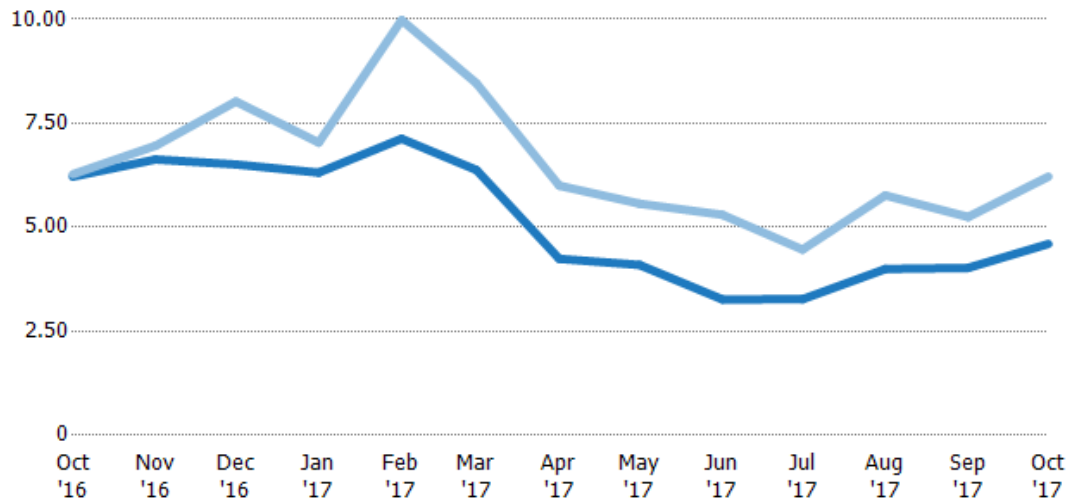
	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17
Current Year	74	76	89	90	83	74	78	82	80	84	84	69	60
Prior Year	66	73	87	88	80	76	81	88	87	94	97	88	74
Percent Change from Prior Year	12%	4%	2%	2%	4%	-3%	-4%	-7%	-8%	-11%	-13%	-22%	-19%

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.
Oct '17	4.6	-26%
Oct '16	6.22	-0.9%
Oct '15	6.27	20.7%

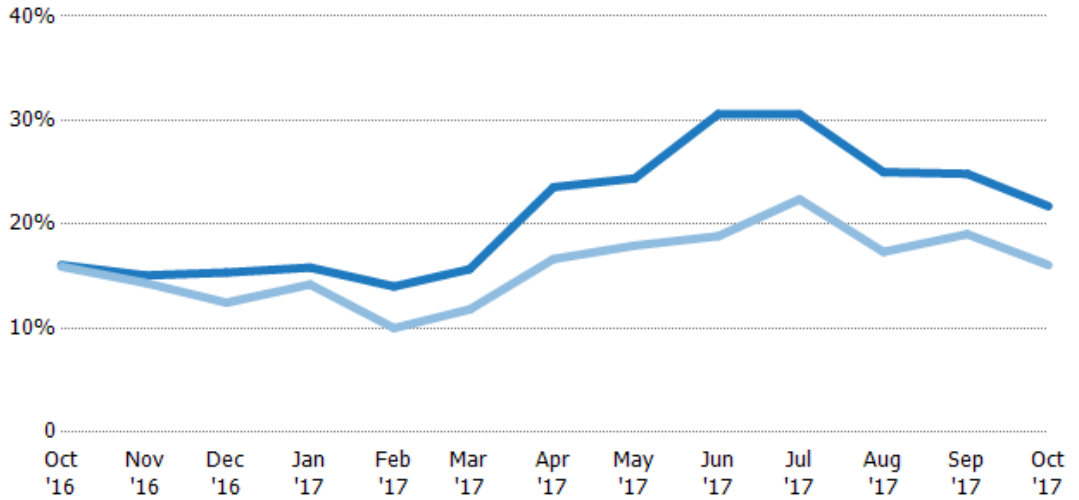
	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17
Current Year	6.22	6.63	6.51	6.31	7.13	6.38	4.24	4.1	3.27	3.27	4	4.02	4.6
Prior Year	6.27	6.96	8.02	7.04	9.98	8.46	6	5.57	5.3	4.46	5.77	5.25	6.22
Percent Change from Prior Year	-1%	-5%	-19%	-10%	-29%	-25%	-29%	-26%	-38%	-27%	-31%	-23%	-26%

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



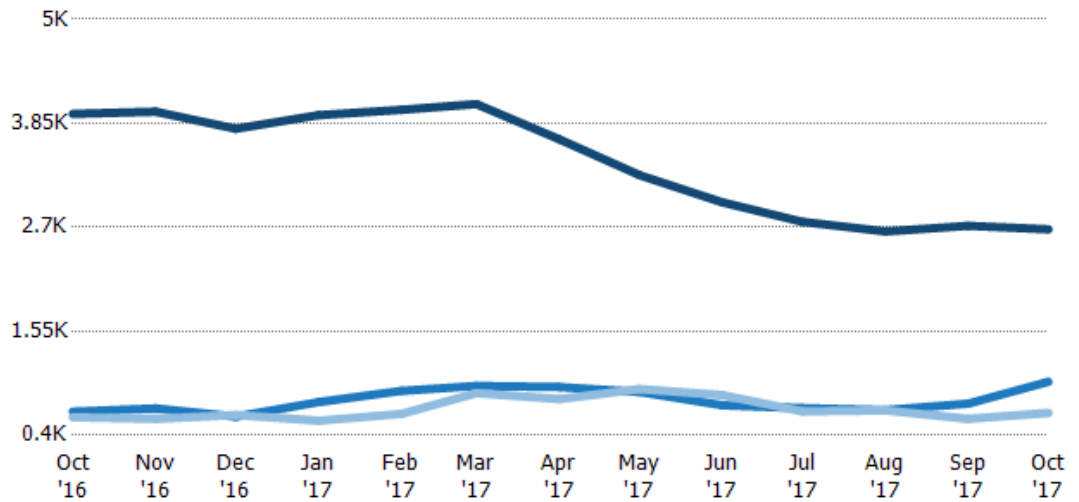
	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17
Current Year	16%	15%	15%	16%	14%	16%	24%	24%	31%	31%	25%	25%	22%
Prior Year	16%	14%	12%	14%	10%	12%	17%	18%	19%	22%	17%	19%	16%
Change from Prior Year	0%	-1%	-3%	-2%	-4%	-4%	-7%	-6%	-12%	-8%	-8%	-6%	-6%

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



	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17
Active	3.95K	3.98K	3.79K	3.94K	4K	4.06K	3.67K	3.28K	2.98K	2.76K	2.65K	2.72K	2.68K
Pending	661	697	606	767	891	946	933	879	732	701	678	750	992
Sold	600	582	624	561	637	866	800	911	844	664	675	582	647

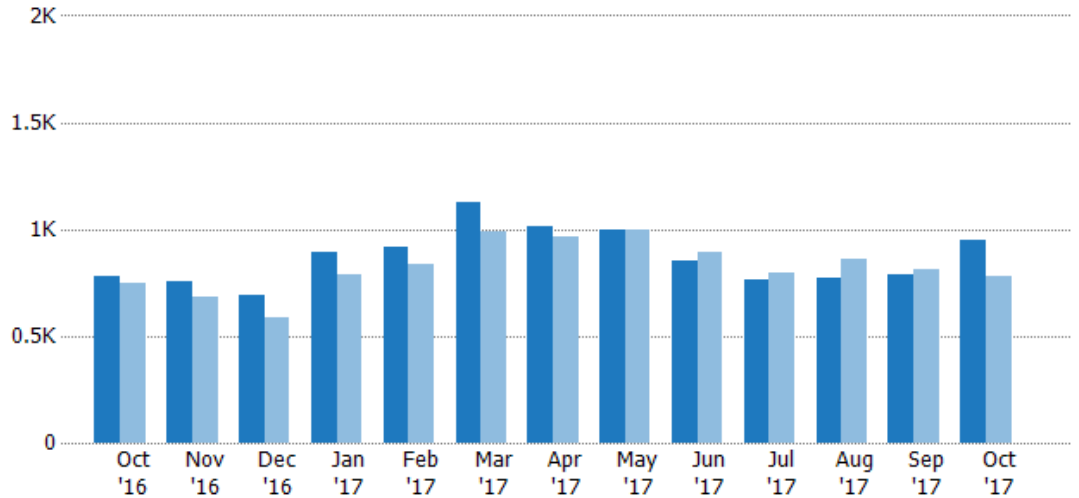
New Pending Sales

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.
Oct '17	951	21.8%
Oct '16	781	4.6%
Oct '15	747	-14.6%



Current Year	781	758	690	893	919	1.13K	1.01K	995	854	763	772	784	951
Prior Year	747	684	586	786	837	992	966	993	896	794	858	810	781
Percent Change from Prior Year	5%	11%	18%	14%	10%	14%	5%	0%	-5%	-4%	-10%	-3%	22%

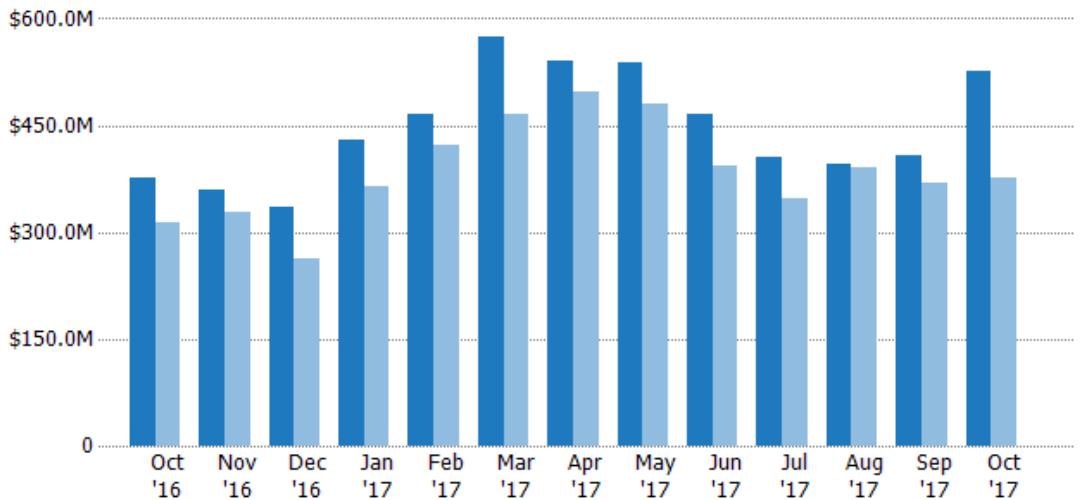
New Pending Sales Volume

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.
Oct '17	\$527M	40.4%
Oct '16	\$375M	20.1%
Oct '15	\$313M	-13.1%



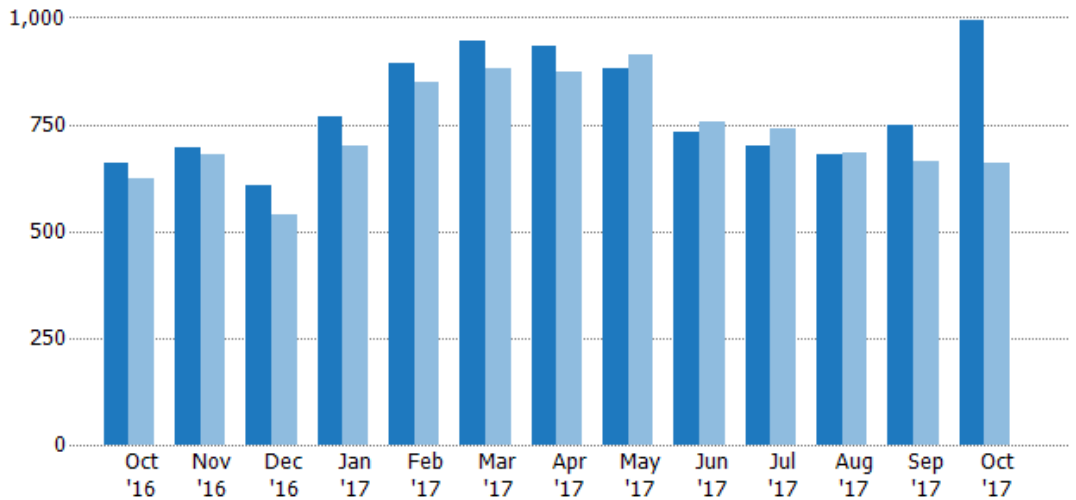
Current Year	\$375M	\$359M	\$336M	\$429M	\$466M	\$575M	\$541M	\$538M	\$466M	\$404M	\$395M	\$409M	\$527M
Prior Year	\$313M	\$329M	\$263M	\$365M	\$422M	\$465M	\$498M	\$480M	\$392M	\$348M	\$390M	\$369M	\$375M
Percent Change from Prior Year	20%	9%	28%	18%	10%	24%	9%	12%	19%	16%	1%	11%	40%

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.
Oct '17	992	50.1%
Oct '16	661	5.9%
Oct '15	624	-11.4%

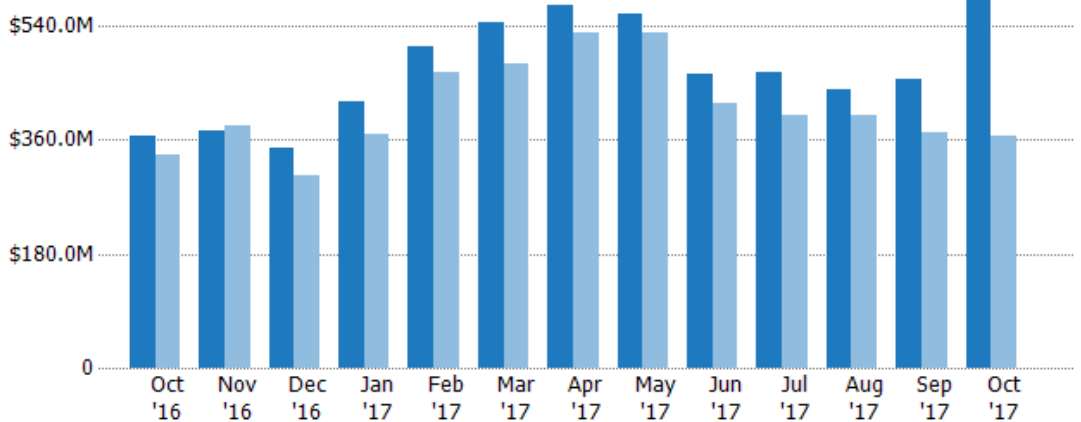
	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17
Current Year	661	697	606	767	891	946	933	879	732	701	678	750	992
Prior Year	624	678	538	701	848	879	872	913	758	740	684	662	661
Percent Change from Prior Year	6%	3%	13%	9%	5%	8%	7%	-4%	-3%	-5%	-1%	13%	50%

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.
Oct '17	\$632M	72.1%
Oct '16	\$367M	9.1%
Oct '15	\$337M	-14.5%

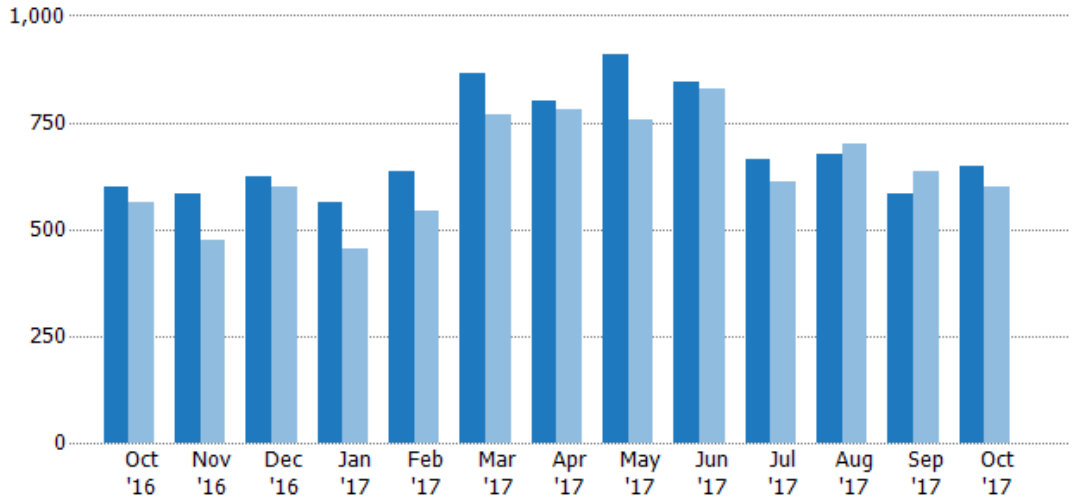
	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17
Current Year	\$367M	\$375M	\$348M	\$420M	\$508M	\$546M	\$573M	\$558M	\$463M	\$466M	\$440M	\$456M	\$632M
Prior Year	\$337M	\$383M	\$305M	\$369M	\$466M	\$479M	\$528M	\$530M	\$416M	\$398M	\$399M	\$372M	\$367M
Percent Change from Prior Year	9%	-2%	14%	14%	9%	14%	9%	5%	11%	17%	10%	23%	72%

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



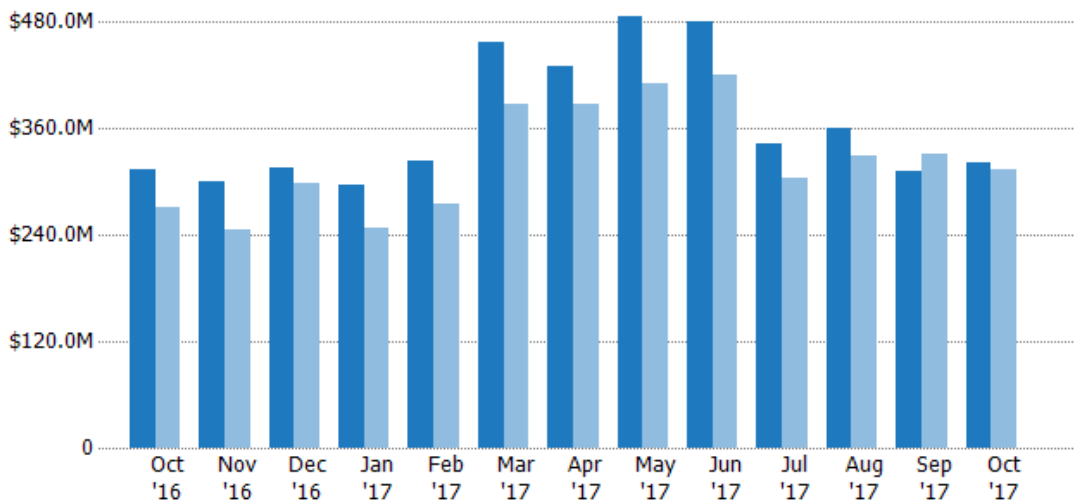
	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17
Current Year	600	582	624	561	637	866	800	911	844	664	675	582	647
Prior Year	564	475	598	453	543	767	780	755	829	612	701	636	600
Percent Change from Prior Year	6%	23%	4%	24%	17%	13%	3%	21%	2%	8%	-4%	-8%	8%

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



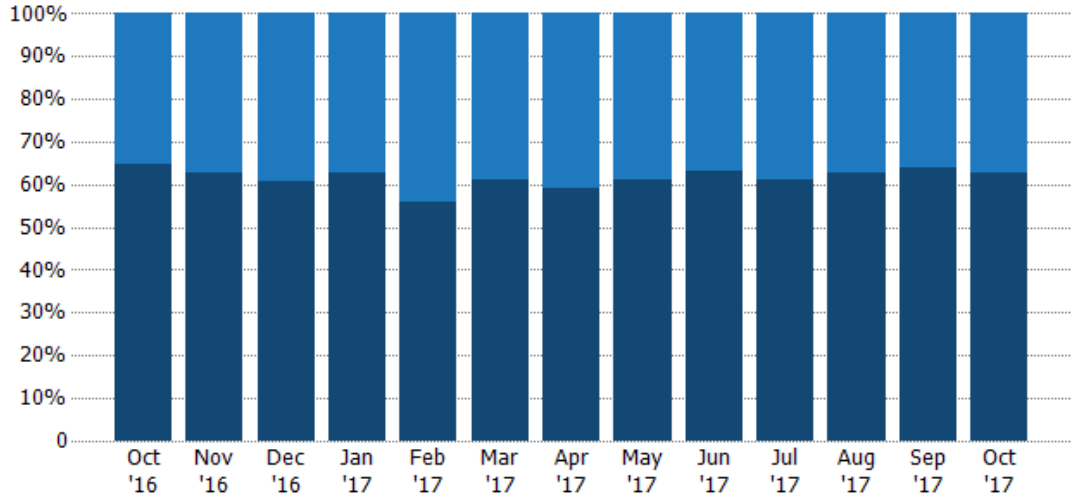
	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17
Current Year	\$313M	\$301M	\$317M	\$297M	\$324M	\$458M	\$431M	\$486M	\$480M	\$343M	\$361M	\$312M	\$321M
Prior Year	\$271M	\$246M	\$298M	\$247M	\$274M	\$387M	\$388M	\$411M	\$420M	\$304M	\$328M	\$332M	\$313M
Percent Change from Prior Year	16%	22%	6%	20%	18%	18%	11%	18%	14%	13%	10%	-6%	3%

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



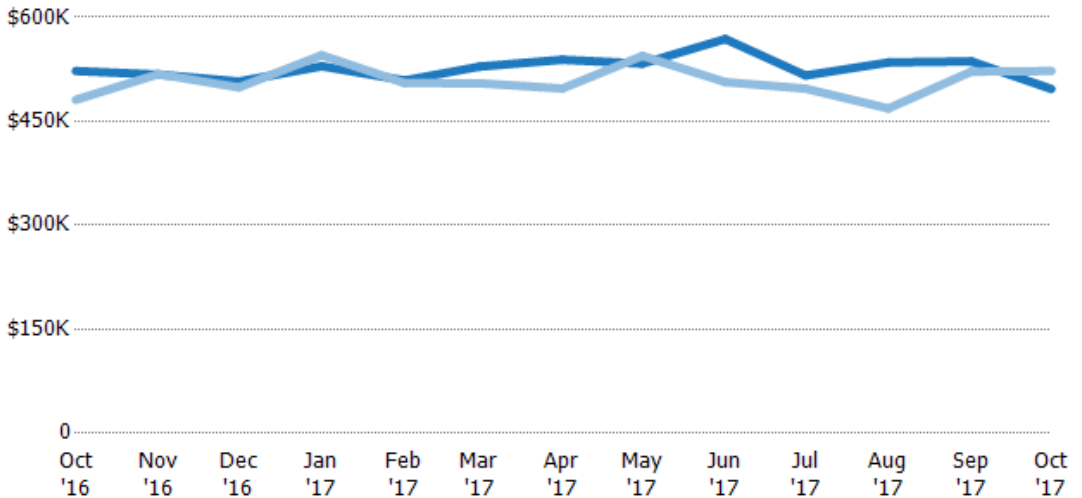
Condo/Townhouse	35%	37%	39%	37%	44%	39%	41%	39%	37%	39%	37%	36%	37%
Single Family Residence	65%	63%	61%	63%	56%	61%	59%	61%	63%	61%	63%	64%	63%

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	\$522K	\$517K	\$507K	\$529K	\$509K	\$529K	\$539K	\$533K	\$569K	\$516K	\$535K	\$536K	\$497K
Prior Year	\$481K	\$518K	\$499K	\$545K	\$505K	\$505K	\$497K	\$544K	\$507K	\$497K	\$469K	\$522K	\$522K
Percent Change from Prior Year	9%	0%	2%	-3%	1%	5%	8%	-2%	12%	4%	14%	3%	-5%

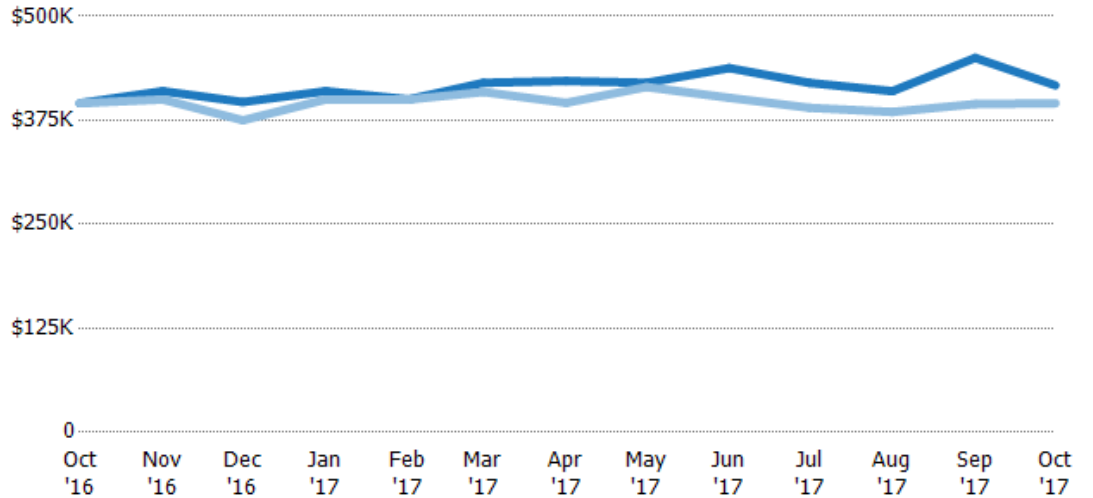
Median Sales Price

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.
Oct '17	\$417K	5.4%
Oct '16	\$396K	-
Oct '15	\$395K	-1.4%



Current Year	\$396K	\$410K	\$397K	\$410K	\$400K	\$420K	\$422K	\$420K	\$438K	\$420K	\$410K	\$450K	\$417K
Prior Year	\$395K	\$400K	\$375K	\$400K	\$400K	\$409K	\$396K	\$415K	\$402K	\$390K	\$385K	\$395K	\$396K
Percent Change from Prior Year	0	3%	6%	3%	0	3%	7%	1%	9%	8%	6%	14%	5%

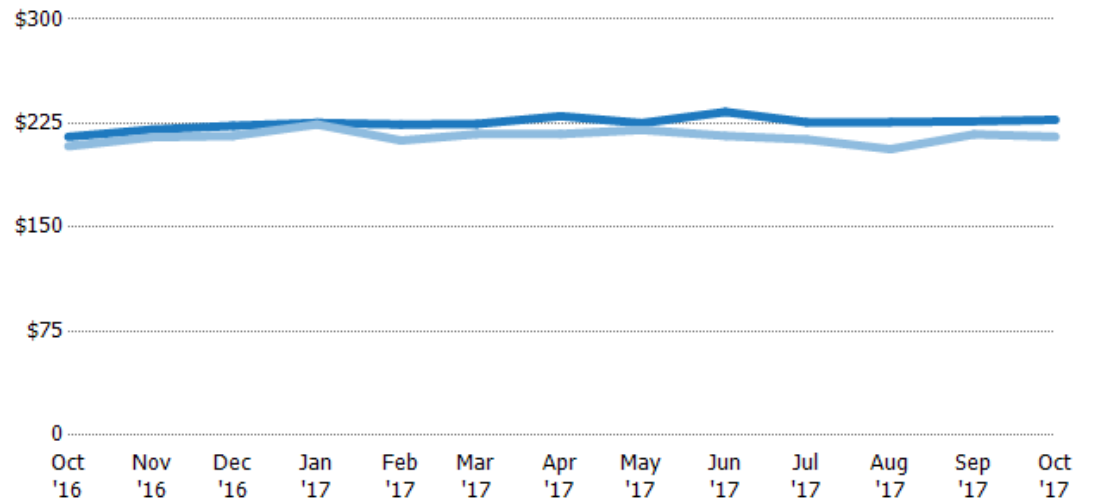
Average Sales Price per Sq Ft

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.
Oct '17	\$227	5.7%
Oct '16	\$215	3.3%
Oct '15	\$208	-0.6%



Current Year	\$215	\$221	\$223	\$225	\$224	\$225	\$230	\$225	\$233	\$226	\$226	\$226	\$227
Prior Year	\$208	\$215	\$216	\$224	\$213	\$217	\$217	\$220	\$216	\$213	\$206	\$217	\$215
Percent Change from Prior Year	3%	3%	3%	1%	5%	3%	6%	2%	8%	6%	9%	4%	6%

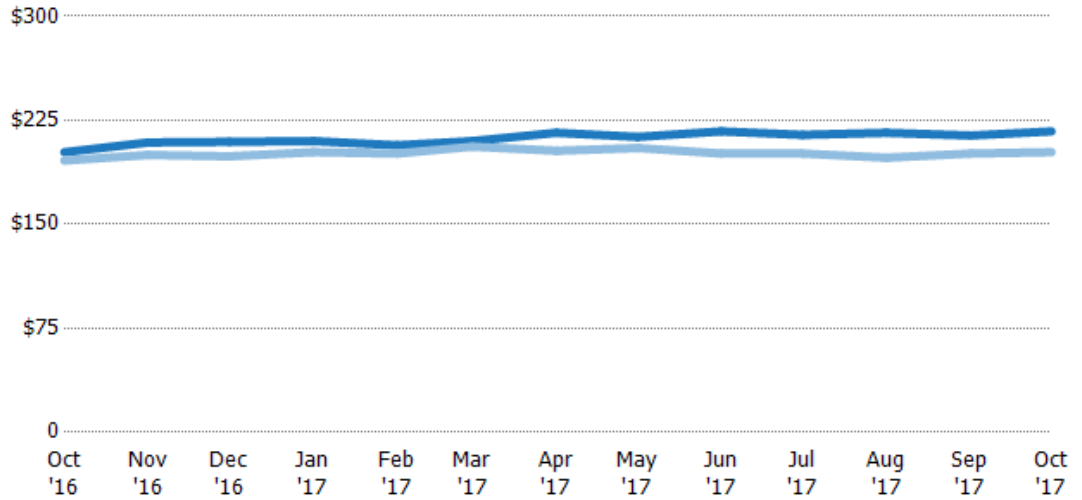
Median Sales Price per Sq Ft

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.
Oct '17	\$217	7.4%
Oct '16	\$202	3.1%
Oct '15	\$196	0.5%



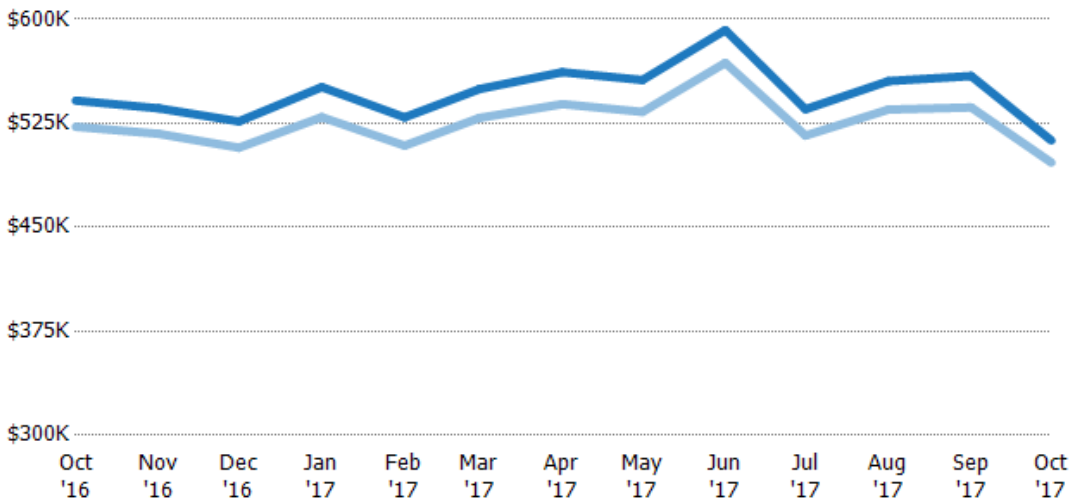
Current Year	\$202	\$209	\$210	\$210	\$207	\$210	\$216	\$213	\$217	\$215	\$216	\$214	\$217
Prior Year	\$196	\$200	\$199	\$202	\$201	\$206	\$203	\$205	\$201	\$201	\$198	\$201	\$202
Percent Change from Prior Year	3%	5%	5%	4%	3%	2%	6%	4%	8%	7%	9%	6%	7%

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



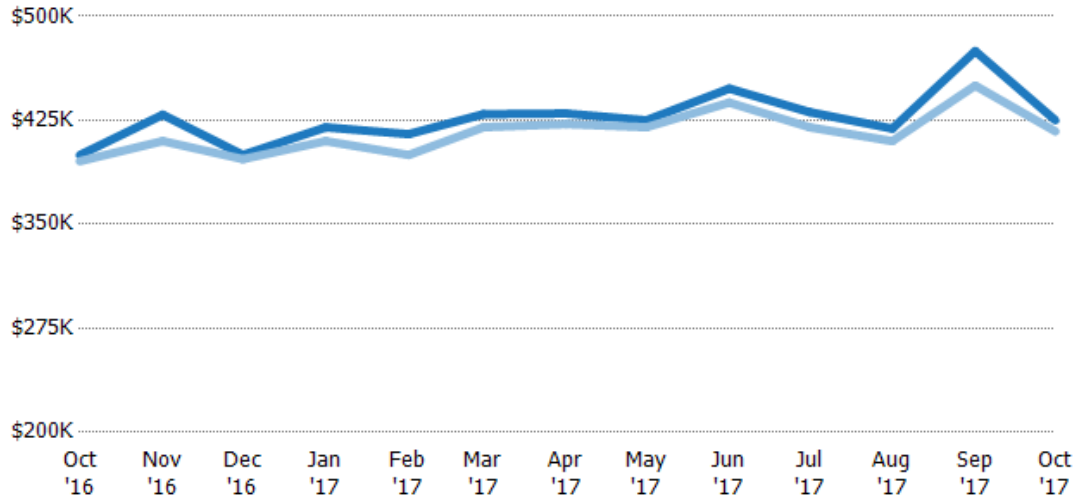
Avg List Price	\$541K	\$536K	\$526K	\$551K	\$529K	\$550K	\$562K	\$556K	\$592K	\$535K	\$555K	\$559K	\$513K
Avg Sales Price	\$522K	\$517K	\$507K	\$529K	\$509K	\$529K	\$539K	\$533K	\$569K	\$516K	\$535K	\$536K	\$497K
Avg Sales Price as a % of Avg List Price	97%	97%	96%	96%	96%	96%	96%	96%	96%	96%	96%	96%	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

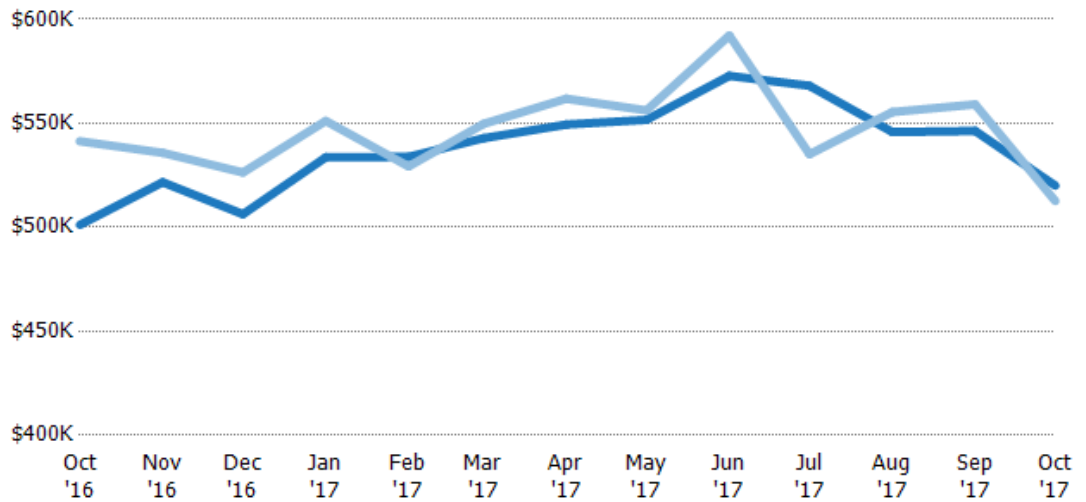


Average Sales Price vs Average Est Value

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

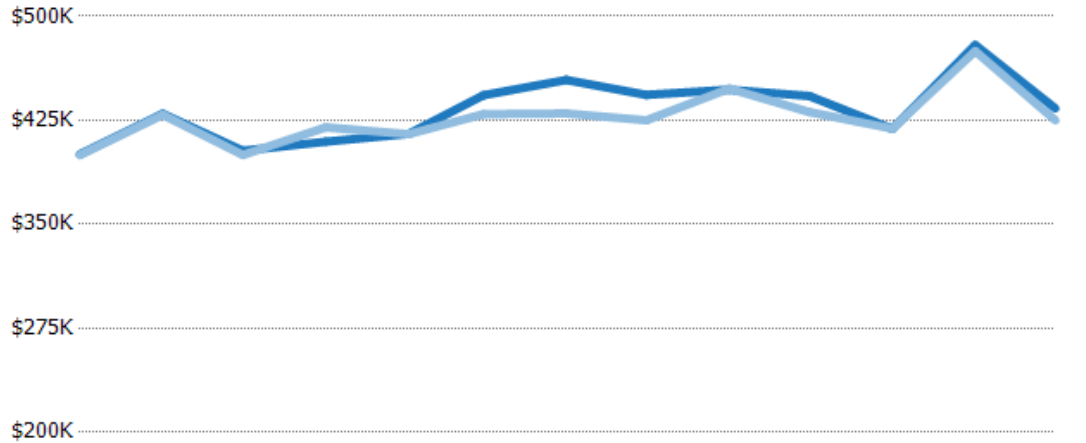


Median Sales Price vs Median Est Value

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



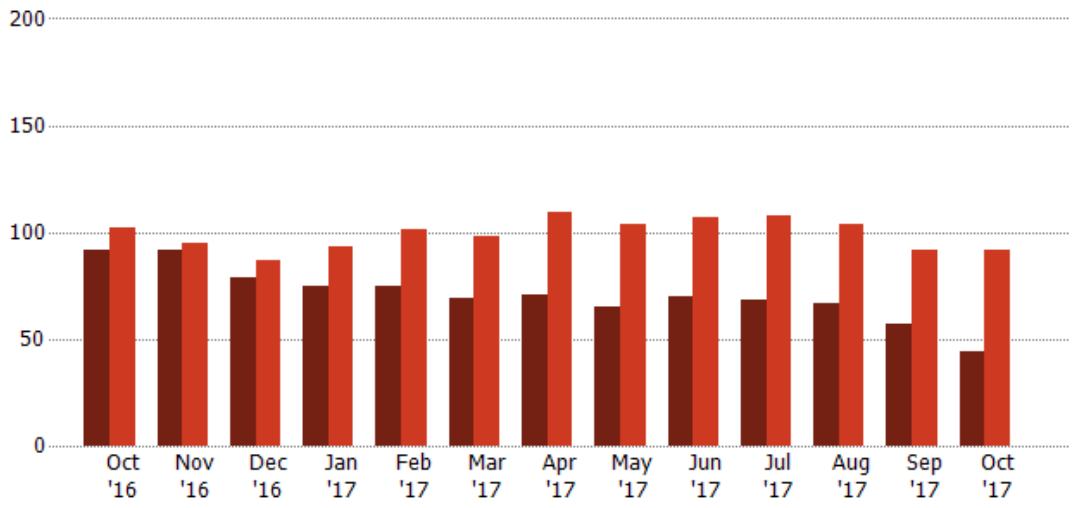
	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17
Median Est Value	\$400K	\$430K	\$403K	\$410K	\$415K	\$443K	\$454K	\$443K	\$447K	\$442K	\$419K	\$479K	\$434K
Median Sales Price	\$400K	\$429K	\$400K	\$420K	\$415K	\$429K	\$430K	\$425K	\$448K	\$431K	\$419K	\$475K	\$425K
Med Sales Price as a % of Med Est Value	100%	100%	99%	103%	100%	97%	95%	96%	100%	97%	100%	99%	98%

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.
Oct '17	44	-52.2%
Oct '16	92	-9.8%
Oct '15	102	34.3%

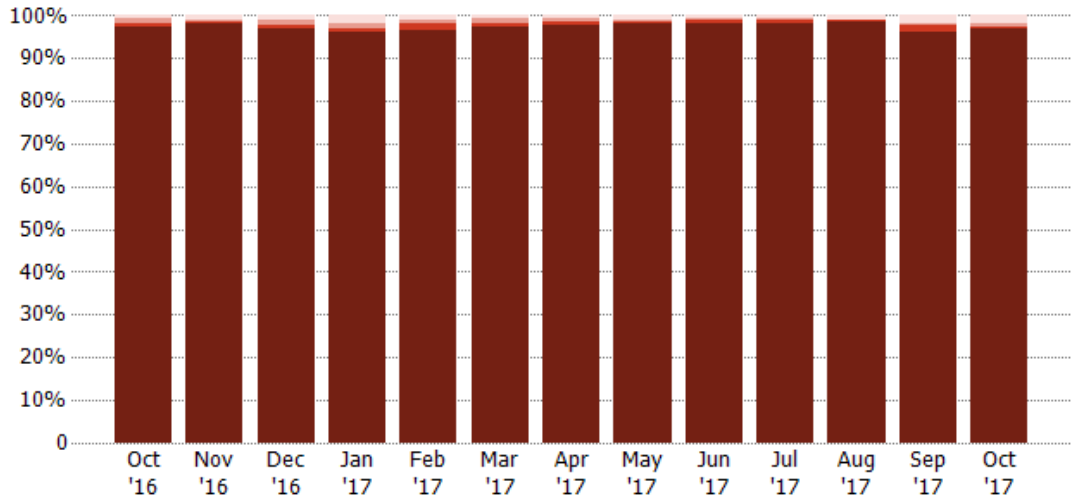
	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17
Current Year	92	92	79	75	75	69	71	65	70	68	67	57	44
Prior Year	102	95	87	93	101	98	109	104	107	108	104	92	92
Percent Change from Prior Year	-10%	-3%	-9%	-19%	-26%	-30%	-35%	-38%	-35%	-37%	-36%	-38%	-52%

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	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17
Pre-Foreclosure	1%	1%	1%	2%	1%	1%	1%	1%	1%	0%	1%	2%	2%
Short Sale	1%	1%	1%	1%	1%	1%	1%	1%	0%	1%	-	1%	1%
Foreclosure	1%	0%	1%	1%	2%	1%	1%	0%	1%	1%	1%	2%	1%
Non-Distressed	97%	98%	97%	96%	96%	97%	98%	98%	98%	98%	99%	96%	97%

Listing Activity by ZIP

Oct 2017

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	101	\$54,236,484	\$536,995	\$412,900	\$249	\$245	2	52.47 %
85251	313	\$193,633,876	\$618,639	\$450,995	\$320	\$296	3	30.67 %
85253	2	\$6,020,000	\$3,010,000	\$3,010,000	\$409	\$409	2	50.00 %
85254	209	\$129,102,508	\$617,715	\$515,000	\$256	\$217	2	50.23 %
85255	599	\$914,140,587	\$1,526,111	\$975,000	\$328	\$284	6	18.03 %
85257	93	\$32,971,745	\$354,535	\$359,000	\$210	\$211	2	62.36 %
85258	249	\$143,268,229	\$575,374	\$525,000	\$250	\$241	4	24.09 %
85259	207	\$200,497,747	\$968,588	\$835,000	\$252	\$233	5	19.32 %
85260	180	\$108,648,790	\$603,604	\$467,450	\$225	\$218	3	34.44 %
85262	498	\$809,941,160	\$1,626,388	\$1,062,500	\$339	\$286	15	6.62 %
85266	225	\$234,182,885	\$1,040,813	\$825,000	\$275	\$255	7	13.77 %
Other	1	\$2,149,900	\$2,149,900	\$2,149,900	\$463	\$463		

Sales Activity by ZIP

Oct 2017

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	65	\$21,079,044	53	\$19,495,288	\$373,926	\$319,900	\$203	\$199	28
85251	119	\$52,047,502	96	\$37,160,412	\$397,236	\$344,000	\$233	\$213	30
85253			1	\$176,500	\$179,900	\$179,900	\$191	\$191	87
85254	134	\$66,050,108	105	\$47,649,096	\$465,628	\$419,900	\$215	\$205	47
85255	172	\$164,631,163	108	\$74,563,202	\$716,308	\$562,500	\$243	\$233	46
85257	73	\$23,069,772	58	\$18,254,044	\$323,772	\$322,450	\$190	\$190	39
85258	115	\$61,342,937	60	\$26,043,005	\$452,081	\$427,400	\$227	\$235	36
85259	75	\$51,234,413	40	\$23,473,800	\$603,190	\$538,950	\$219	\$218	32
85260	94	\$46,408,798	62	\$28,432,500	\$472,629	\$407,400	\$206	\$202	24
85262	86	\$90,811,163	33	\$24,538,851	\$775,365	\$609,000	\$239	\$213	76
85266	59	\$54,886,413	31	\$21,541,150	\$720,971	\$699,000	\$221	\$217	88