



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.

| + / - | YTD 2018 | YTD 2019 | + / - | Oct 2018 | Oct 2019 | Key Metrics |
|--------|---------------|---------------|---------|---------------|---------------|---------------------------------|
| | | | | | | isting Activity Charts Metrics |
| +10.4% | 881 | 973 | +5.6% | 72 | 76 | New Listing Count |
| +14.6% | \$507,000,871 | \$580,809,105 | +10.7% | \$46,865,770 | \$51,882,990 | New Listing Volume |
| | NA | N/A | -2.3% | 221 | 216 | Active Listing Count |
| | NA | N/A | +9.2% | \$160,993,108 | \$175,751,291 | Active Listing Volume |
| +7.1% | \$729,147 | \$780,848 | +11.7% | \$728,476 | \$813,663 | Average Listing Price |
| +4.8% | \$588,789 | \$616,888 | +10.3% | \$589,499 | \$650,000 | Median Listing Price |
| +10.7% | \$227 | \$252 | +15.6% | \$233 | \$270 | Average Listing Price per Sq Ft |
| +5.3% | \$209 | \$220 | +8.8% | \$216 | \$235 | Median Listing Price per Sq Ft |
| -12.5% | 74.01 | 64.74 | -8.7% | 69 | 63 | Median Daysin RPR |
| -13.7% | 4.3 | 3.7 | +10% | 3.1 | 3.4 | Months of Inventory |
| +3.7% | 23.47% | 27.2% | -2.9% | 32.58% | 29.63% | Absorption Rate |
| | | | | | | ales Activity Charts Metrics |
| +28.6% | 776 | 998 | +92.6% | 54 | 104 | New Pending Sales Count |
| +31.6% | \$418,032,732 | \$550,035,965 | +85.1% | \$31,906,535 | \$59,060,177 | New Pending Sales Volume |
| | NA | N/A | +110.4% | 48 | 101 | Pending Sales Count |
| | NA | N/A | +122% | \$30,586,163 | \$67,914,354 | Pending Sales Volume |
| +3% | 701 | 722 | +20% | 55 | 66 | Closed Sales Count |
| +3.3% | \$362,703,923 | \$374,568,954 | +20.5% | \$29,659,470 | \$35,738,279 | Closed Sales Volume |
| +0.3% | \$517,409 | \$518,794 | +0.4% | \$539,263 | \$541,489 | Average Sales Price |
| -2% | \$464,451 | \$455,076 | -9.4% | \$510,000 | \$462,000 | Median Sales Price |
| +2.2% | \$207 | \$211 | -1.5% | \$212 | \$209 | Average Sales Price per Sq Ft |
| +2.8% | \$201 | \$207 | +1.7% | \$204 | \$208 | Median Sales Price per Sq Ft |
| | | | | | | Distressed Charts Metrics |
| | N/A | NA | i | _ | 1 | Distressed Listing Count |



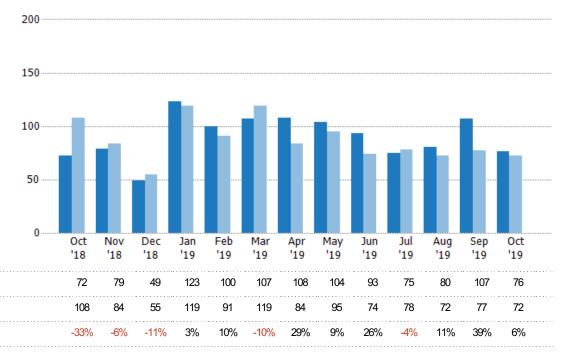


New Listings

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

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

| Count | % Chg. |
|-------|--------|
| 76 | 5.6% |
| 72 | -33.3% |
| 108 | -14.8% |
| | 72 |



New Listing Volume

Percent Change from Prior Year

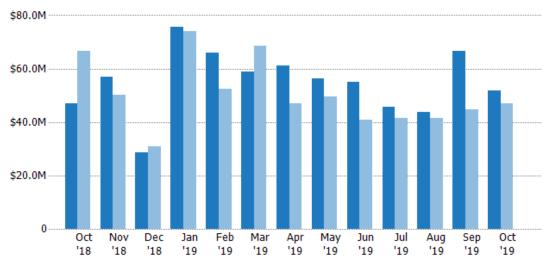
Current Year

Prior Year

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

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

| Month/ Year | Volume | % Chg. |
|----------------|---------|--------|
| Oct '19 | \$51.9M | 10.7% |
| Oct '18 | \$46.9M | -29.7% |
| Oct '17 | \$66.7M | -22.1% |



 Current Year
 \$46.9M \$57.1M \$28.6M \$75.5M \$66M \$58.8M \$61.1M \$56.3M \$55.2M \$45.6M \$43.8M \$66.6M \$51.9M

 Prior Year
 \$66.7M \$50.3M \$30.8M \$73.9M \$52.4M \$68.7M \$49.7M \$40.7M \$41.7M \$41.3M \$44.8M \$46.9M

 Percent Change from Prior Year
 -30% 13% -7% 2% 26% -14% 30% 13% 35% 9% 6% 49% 11%



Active Listings

The number of active residential listings at the end of each month.

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

| Month/ Year | Count | % Chg. |
|----------------|-------|--------|
| Oct '19 | 216 | -2.3% |
| Oct '18 | 221 | -21.4% |
| Oct '17 | 281 | 12.5% |



Active Listing Volume

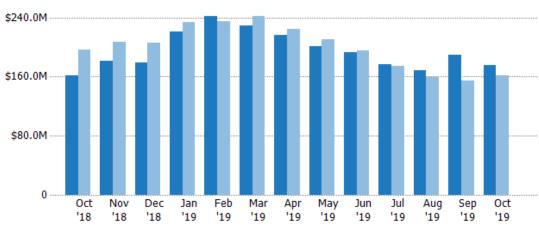
Percent Change from Prior Year

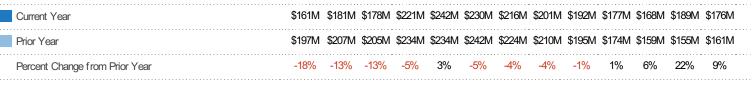
Current Year

Prior Year

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

| Month/ Year | Volume | % Chg. |
|----------------|--------|--------|
| Oct '19 | \$176M | 9.2% |
| Oct '18 | \$161M | -18.2% |
| Oct '17 | \$197M | 3.3% |







Average Listing Price

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

| Filters Used |
|---|
| Custom Area: Cave Creek, Arizona Saved Area Property Type: Condo/Townhouse/Apt, Single Family Residence |

| Month/ Year | Price | % Chg. |
|----------------|--------|--------|
| Oct '19 | \$814K | 11.7% |
| Oct '18 | \$728K | 4.1% |
| Oct '17 | \$700K | -8.2% |

| \$675K | | | | | | | | | | | | |
|-----------------|-----|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| \$073K | | | | | | | | | | | | |
| \$450K | | | | | | | | | | | | |
| | | | | | | | | | | | | |
| | | | | | | | | | | | | |
| \$225K | | | | | | | | | | | | |
| \$225K | | | | | | | | | | | | •••••• |
| 0 | | | | | | | | | | | | |
| | Nov | | | | Mar | Apr | | Jun | | | Sep | Oct |
| 0 Oct '18 | Nov | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 | Oct '19 |

4%

6%

11%

12%

Median Listing Price

Percent Change from Prior Year

Current Year Prior Year

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

4%

7%

4%

8%

| Month/ Year | Price | % Chg. |
|----------------|--------|--------|
| Oct '19 | \$650K | 10.3% |
| Oct '18 | \$589K | 2.5% |
| Oct '17 | \$575K | -3.5% |

| \$/U0K | | | | | | | | | | | | |
|------------|------------|-----------|--------|--------|--------|------------|--------|--------|------------|--------|--------|------------|
| \$525K | | | | | | | | | | | | |
| \$350K | | | | | | | | | | | | |
| \$175K | | | | | | | | | | | | |
| 0 | | | | | | | | | | | | |
| Oct '18 | Nov '18 | | Jan | | Mar | Apr '19 | Mav | Jun | Jul '19 | Aug | | Oct '19 |
| \$58 | 9K \$622 | 2K \$595K | \$589K | \$599K | \$599K | \$620K | \$625K | \$625K | \$624K | \$621K | \$635K | \$650k |
| \$57 | 5K \$57! | 5K \$580K | \$593K | \$589K | \$580K | \$609K | \$600K | \$586K | \$575K | \$575K | \$585K | \$589k |
| | | | | | | | | | | | | |

| | '18 | '18 | '18 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 | '19 |
|--------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Current Year | \$589K | \$622K | \$595K | \$589K | \$599K | \$599K | \$620K | \$625K | \$625K | \$624K | \$621K | \$635K | \$650K |
| Prior Year | \$575K | \$575K | \$580K | \$593K | \$589K | \$580K | \$609K | \$600K | \$586K | \$575K | \$575K | \$585K | \$589K |
| Percent Change from Prior Year | 3% | 8% | 3% | -1% | 2% | 3% | 2% | 4% | 7% | 9% | 8% | 9% | 10% |





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.

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

| Month/ | | |
|---------|-------------|--------|
| Year | Price/sq ft | % Chg. |
| Oct '19 | \$270 | 15.6% |
| Oct '18 | \$233 | 6.7% |
| Oct '17 | \$219 | -4.6% |

Current Year
Prior Year

| 75 | Dec Jan Feb Mar Apr May Jun Jul Aug Sep '18 '19 '19 '19 '19 '19 '19 '19 '19 | 50 | | | | | | | | | | | | | |
|---|--|---|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|--|
| 0 Oct Nov Dec Jan Feb Mar Apr May Jun Jul Aug | Dec Jan Feb Mar Apr May Jun Jul Aug Sep '18 '19 '19 '19 '19 '19 '19 '19 '19 | 0 | 25 | | | | | | | | | | | | |
| 0 | Dec Jan Feb Mar Apr May Jun Jul Aug Sep '18 '19 '19 '19 '19 '19 '19 '19 '19 | 0 | 50 | | | | | | | | | | | | |
| 0 | Dec Jan Feb Mar Apr May Jun Jul Aug Sep '18 '19 '19 '19 '19 '19 '19 '19 '19 | 0 | | | | | | | | | | | | | |
| Oct Nov Dec Jan Feb Mar Apr May Jun Jul Aug | Dec Jan Feb Mar Apr May Jun Jul Aug Sep '18 '19 '19 '19 '19 '19 '19 '19 '19 | Oct Nov Dec Jan Feb Mar Apr May Jun Jul Aug Sep '18 '18 '19 | 75 | | | | | | | | | | | | |
| Oct Nov Dec Jan Feb Mar Apr May Jun Jul Aug | Dec Jan Feb Mar Apr May Jun Jul Aug Sep '18 '19 '19 '19 '19 '19 '19 '19 '19 | Oct Nov Dec Jan Feb Mar Apr May Jun Jul Aug Sep '18 '18 '19 | | | | | | | | | | | | | |
| | | \$233 \$237 \$235 \$245 \$247 \$248 \$251 \$250 \$251 \$252 \$253 \$257 | 0 | | | | | | | | | | | | |
| 18 18 19 19 19 19 19 19 19 19 19 | 37 \$235 \$245 \$247 \$248 \$251 \$250 \$251 \$252 \$253 \$257 | | 0ct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | |

10%

9%

10%

13%

12%

10%

14%

16%

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.

5%

8%

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

Percent Change from Prior Year

| Month/ Year | Price/sq ft | % Chg. |
|----------------|-------------|--------|
| Oct '19 | \$235 | 8.8% |
| Oct '18 | \$216 | 8.5% |
| Oct '17 | \$199 | -2% |

Percent Change from Prior Year

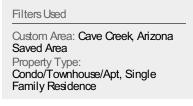
| \$300 | | | | | | | | | | | | |
|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| \$225 | | | | | | | | | | | | |
| \$150 | | | | | | | | | | | | |
| \$75 | | | | | | | | | | | | |
| 0 | | | | | | | | | | | | |
| Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 | Oct '19 |
| \$21 | 6 \$217 | \$217 | \$217 | \$215 | \$217 | \$217 | \$215 | \$219 | \$220 | \$220 | \$229 | \$235 |
| \$19 | 9 \$203 | \$203 | \$206 | \$208 | \$207 | \$211 | \$207 | \$209 | \$208 | \$210 | \$207 | \$216 |
| 9% | 7% | 7% | 5% | 3% | 5% | 3% | 4% | 5% | 6% | 5% | 11% | 9% |

Current Year
Prior Year



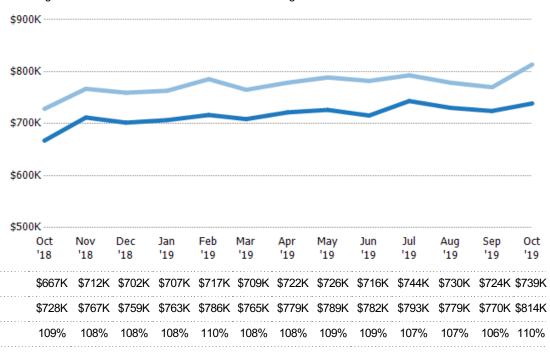
Average Listing Price vs Average Est Value

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



Avg Est Value

Avg Listing Price



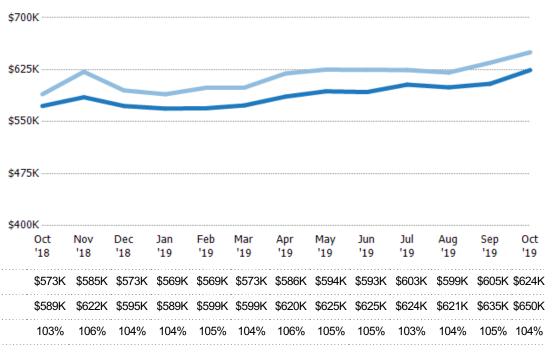
Median Listing Price vs Median Est Value

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

Filters Used

Custom Area: Cave Creek, 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

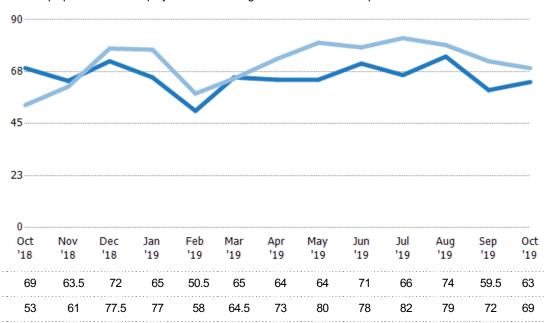
Med Listing Price as a % of Med Est Value

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.

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





-20%

-20%

-6%

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.

30%

4%

-7%

-16%

-13%

1%

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

| Month/ Year | Months | % Chg. |
|----------------|--------|--------|
| Oct '19 | 3.38 | 10% |
| Oct '18 | 3.07 | -32.3% |
| Oct '17 | 4.53 | -19.9% |

Percent Change from Prior Year

| | 20 | | | | | | | | | | | | |
|---|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------|------------|
| | 15 | | | | | | | | | | | | |
| | 10 | | | | <u> </u> | | | | | | | | |
| | 5 | | | 4 | | \ | | | | | | | |
| | 0 | | | | | | | | | | | | |
| | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | | Oct '19 |
| - | 3.07 | 4.29 | 4.9 | 5 | 10.3 | 6.38 | 3.42 | 2.68 | 2.22 | 2.56 | 2.84 | 3.78 | 3.38 |
| - | 4.53 | 5.54 | | 6 | | 6.55 | 4.15 | 3.93 | 2.64 | 3.16 | 3.45 | 2.83 | 3.07 |
| - | -32% | -23% | | -17% | | -3% | -18% | -32% | -16% | -19% | -18% | 34% | 10% |
| | | | | | | | | | | | | | |

Current Year Prior Year

Absorption Rate

The percentage of inventory sold per month.

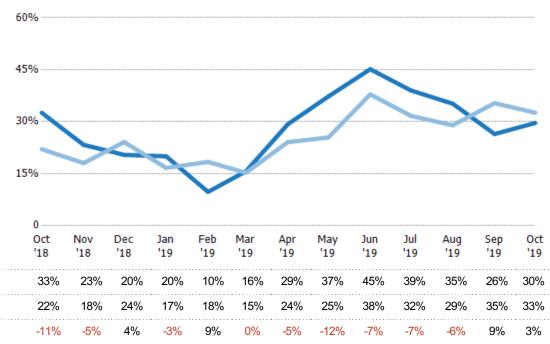
Custom Area: Cave Creek, Arizona Saved Area Property Type: Condo/Townhouse/Apt, Single Family Residence

| Month/ | | |
|---------|------|--------|
| Year | Rate | Chg. |
| Oct '19 | 30% | 3% |
| Oct '18 | 33% | -10.5% |
| Oct '17 | 22% | 24.8% |
| | | |

Current Year

Prior Year

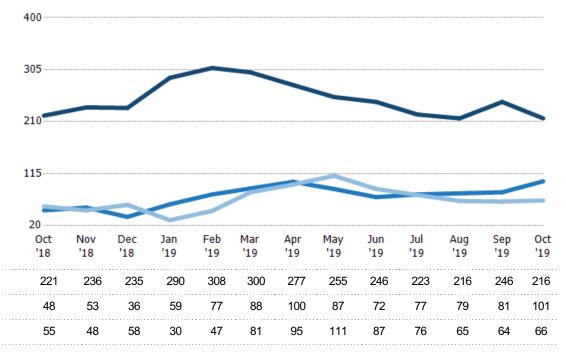
Change from Prior Year



Active/Pending/Sold Units

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

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



Active

Sold

Pending

New Pending Sales

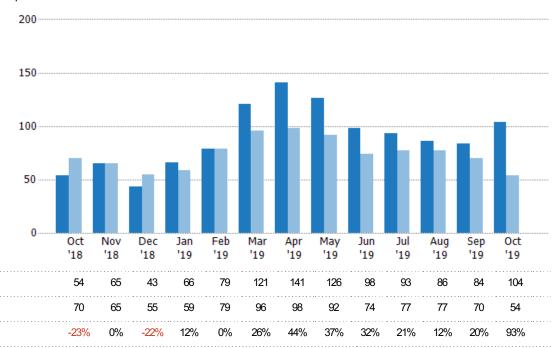
The number of residential properties with accepted offers that were added each month.

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

| Month/ Year | Count | % Chg. |
|----------------|-------|--------|
| Oct '19 | 104 | 92.6% |
| Oct '18 | 54 | -22.9% |
| Oct '17 | 70 | -32.9% |

Current Year

Prior Year

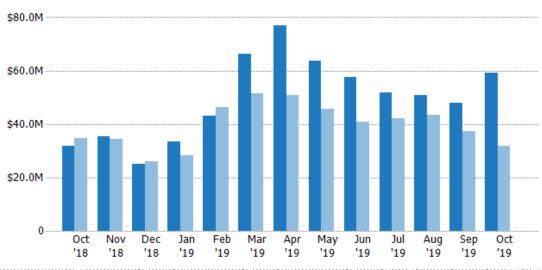


New Pending Sales Volume

Percent Change from Prior Year

The sum of the sales price of residential properties with accepted offers that were added each month.

| Month/ Year | Volume | % Chg. |
|----------------|---------|--------|
| Oct '19 | \$59.1M | 85.1% |
| Oct '18 | \$31.9M | -7.8% |
| Oct '17 | \$34.6M | -27.7% |



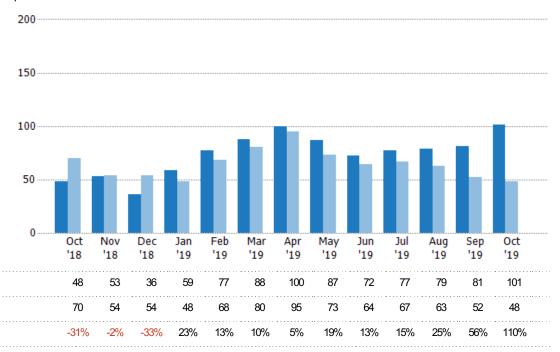


Pending Sales

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

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

| Month/ Year | Count | % Chg. |
|----------------|-------|--------|
| Oct '19 | 101 | 110.4% |
| Oct '18 | 48 | -31.4% |
| Oct '17 | 70 | -47.1% |



Pending Sales Volume

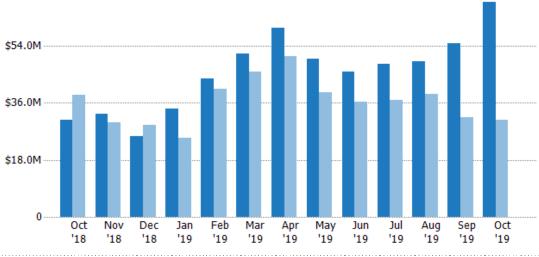
Percent Change from Prior Year

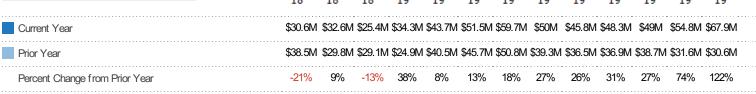
Current Year

Prior Year

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

| Month/ Year | Volume | % Chg. |
|----------------|---------|--------|
| Oct '19 | \$67.9M | 122% |
| Oct '18 | \$30.6M | -20.5% |
| Oct '17 | \$38.5M | -56.6% |





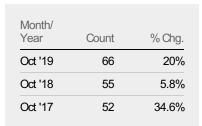


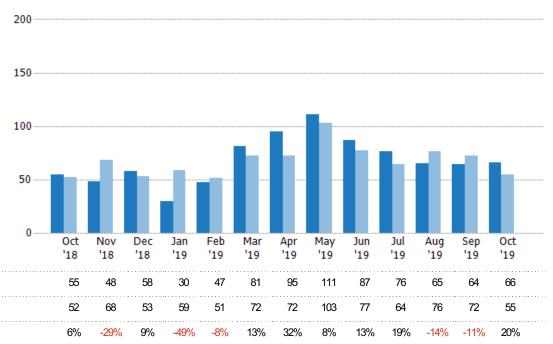
Closed Sales

The total number of residential properties sold each month.

Filters Used

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





Closed Sales Volume

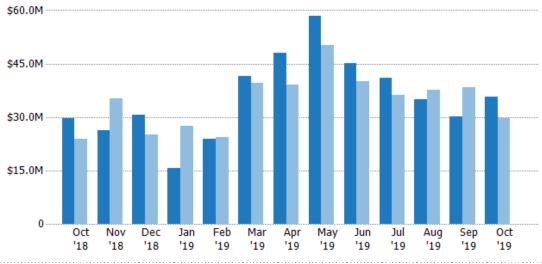
Percent Change from Prior Year

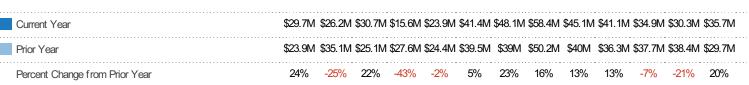
Current Year

Prior Year

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

| Month/ Year | Volume | % Chg. |
|----------------|---------|--------|
| Oct '19 | \$35.7M | 20.5% |
| Oct '18 | \$29.7M | 24% |
| Oct '17 | \$23.9M | 44% |



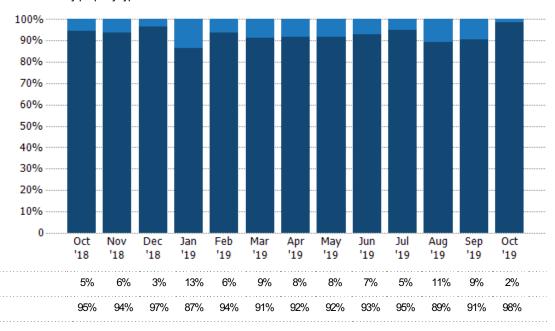




Closed Sales by Property Type

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

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



Average Sales Price

Single Family Residence

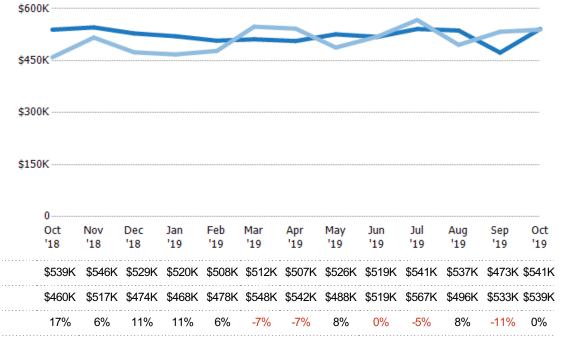
Condo/Townhouse

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

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



Percent Change from Prior Year



Current Year

Prior Year



Median Sales Price

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

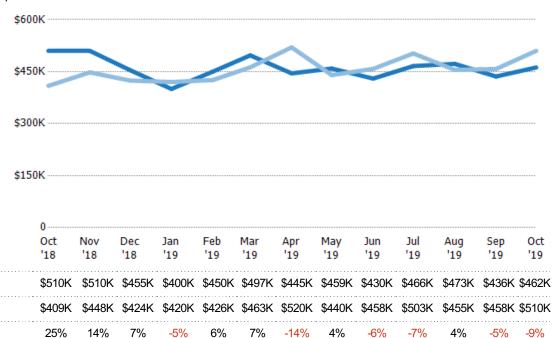
Filters Used

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



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.

\$300

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

Percent Change from Prior Year

| Month/ Year | Price/sq ft | % Chg. |
|----------------|-------------|--------|
| Oct '19 | \$209 | -1.5% |
| Oct '18 | \$212 | 7.2% |
| Oct '17 | \$197 | -1.2% |

Percent Change from Prior Year

| 5 | | | | | | | | | | | | |
|-----------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|---|
| | | | | | | | | | | | | |
| 0 | | | | | | | | | | | | |
| | | | | | | | | | | | | |
| | | | | | | | | | | | | |
| 5 | | | | | | | | | | | | |
| 5 | | | | | | | | | | | | |
| 0 | | | | | | | | | | | | |
| | | | | | | | | | Jul | | | |
| 0 Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | (|
| 0 Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 | (|

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.

| Filters Used |
|---|
| Custom Area: Cave Creek, Arizona Saved Area Property Type: Condo/Townhouse/Apt, Single Family Residence |

| Month/ | | |
|---------|-------------|--------|
| Year | Price/sq ft | % Chg. |
| Oct '19 | \$208 | 1.7% |
| Oct '18 | \$204 | 4.6% |
| Oct '17 | \$195 | -6.4% |

Percent Change from Prior Year

Current Year
Prior Year

| 25 | | | | | | | | | | | |
|----------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| | | | | | | | | | | | |
| | | | | | | | | | | | |
| 50 | | | | | | | | | | | |
| | | | | | | | | | | | |
| 75 | | | | | | | | | | | |
| , , | | | | | | | | | | | |
| | | | | | | | | | | | |
| 0 | | | | | | | | | | | |
| 0 Oct | Nov | Dec | Jan | | | Apr | May | Jun | Jul | Aug | Sep |
| • | Nov | | Jan | | Mar | | May | Jun | Jul | | Sep |
| 0ct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep |

Average Sales Price vs Average Listing Price

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

5%

4%

10%

6%

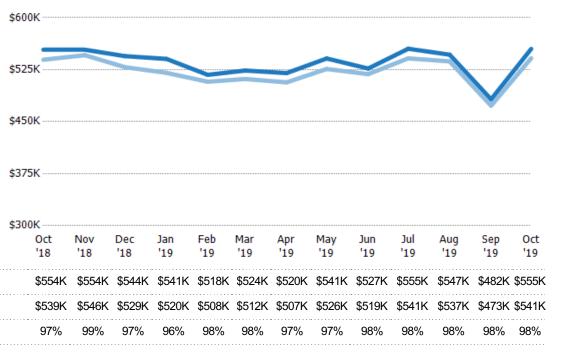
1%

0%

2%

3%

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





Avg List Price

Avg Sales Price

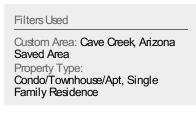
Avg Sales Price as a % of Avg List Price



2%

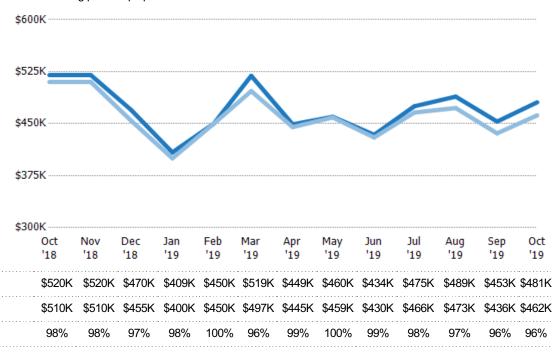
Median Sales Price vs Median Listing Price

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



Median List Price

Median Sales Price

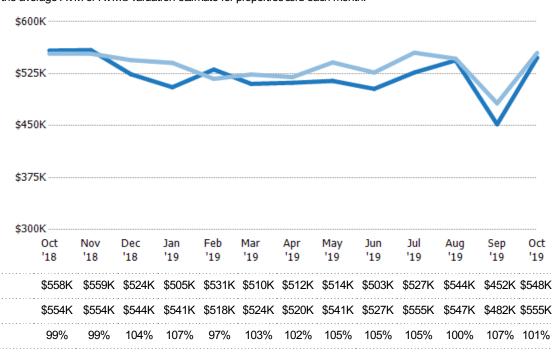


Average Sales Price vs Average Est Value

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

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

Med Sales Price as a % of Med List Price



Avg Est Value

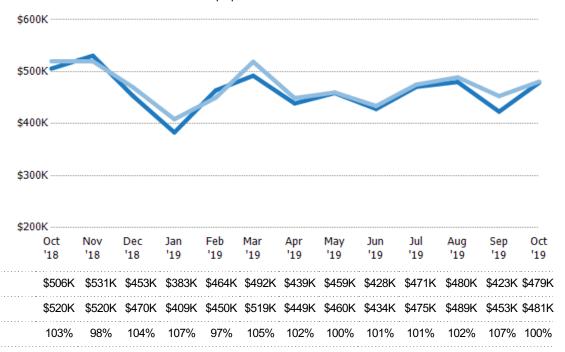
Avg Sales Price

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



Distressed Listings

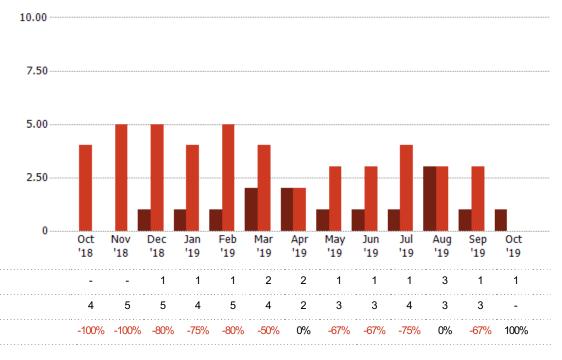
Median Est Value

Median Sales Price

The number of distressed residential properties that were for sale at the end of each month.

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

Med Sales Price as a % of Med Est Value



Current Year

Percent Change from Prior Year

Prior Year



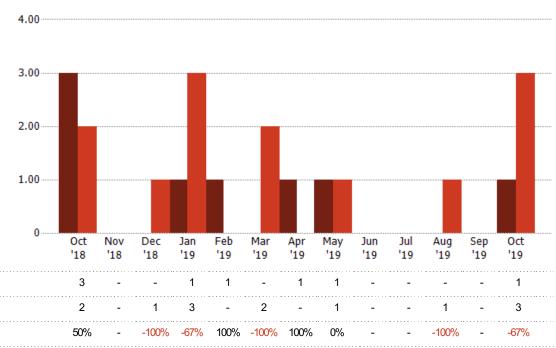
Distressed Sales

Current Year

Prior Year

Percent Change from Prior Year

The count of distressed residential properties sold each month.









Sales Activity by ZIP Oct 2019

| ZIP | Pendings (Month End) | Pending Volume (Month End) | Sales | Sales Volume | Av g Sales Price | Median Sales Price | Avg Sales Price per Sq Ft | Median Sales Price per Sq Ft | Median Days In RPR |
|-------|-------------------------|-------------------------------|-------|--------------|---------------------|-----------------------|------------------------------|---------------------------------|-----------------------|
| 85331 | 101 | \$67,914,354 | 66 | \$35,738,279 | \$541,489 | \$462,000 | \$204 | \$205 | 28 |



