

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	Sep 2021	Sep 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	28	26	+7.7%	251	218	+15.1%
New Listing Volume	\$17,250,578	\$13,052,489	+32.2%	\$139,001,712	\$95,746,271	+45.2%
Active Listing Count	40	33	+21.2%	NA	NA	
Active Listing Volume	\$26,588,178	\$15,123,999	+75.8%	NA	NA	
Average Listing Price	\$664,704	\$458,303	+45%	\$600,627	\$458,266	+31.1%
Median Listing Price	\$619,250	\$435,000	+42.4%	\$572,932	\$438,592	+30.6%
Average Listing Price per Sq Ft	\$275	\$217	+26.6%	\$247	\$197	+25.5%
Median Listing Price per Sq Ft	\$260	\$203	+27.8%	\$239	\$195	+22.8%
Median Daysin RPR	28.5	38	-25%	28.38	40.57	-30%
Months of Inventory	1.9	1.6	+21.2%	1.8	1.7	+3.8%
Absorption Rate	52.5%	63.64%	-11.1%	55.21%	57.31%	-2.1%
Sales Activity Charts Metrics						
New Pending Sales Count	32	37	-13.5%	257	275	-6.5%
New Pending Sales Volume	\$17,881,197	\$16,883,380	+5.9%	\$134,161,464	\$114,877,644	+16.8%
Pending Sales Count	26	28	-7.1%	NA	NA	
Pending Sales Volume	\$14,370,398	\$29,067,550	-50.6%	NA	NA	
Closed Sales Count	31	27	+14.8%	206	196	+5.1%
Closed Sales Volume	\$18,006,890	\$12,631,100	+42.6%	\$106,516,452	\$80,010,775	+33.1%
Average Sales Price	\$580,867	\$467,819	+24.2%	\$517,070	\$408,218	+26.7%
Median Sales Priœ	\$565,000	\$437,000	+29.3%	\$508,204	\$394,376	+28.9%
Average Sales Price per Sq Ft	\$259	\$187	+38.1%	\$235	\$178	+32%
Median Sales Price per Sq Ft	\$259	\$182	+42.3%	\$235	\$176	+33.4%
Distressed Charts Metrics						
Distressed Listing Count	_	_	-	N/A	NA	

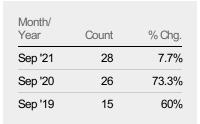


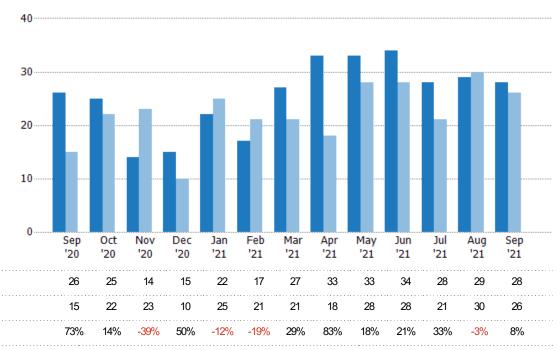


New Listings

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







New Listing Volume

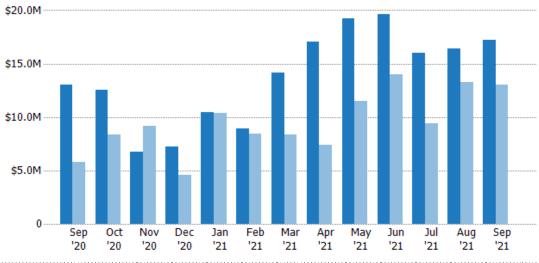
Percent Change from Prior Year

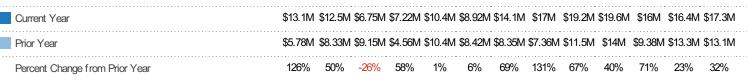
Current Year

Prior Year

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

Month/ Year	Volume	% Chg.
Sep '21	\$17.3M	32.2%
Sep '20	\$13.1M	125.7%
Sep '19	\$5.78M	76%

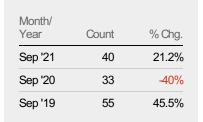


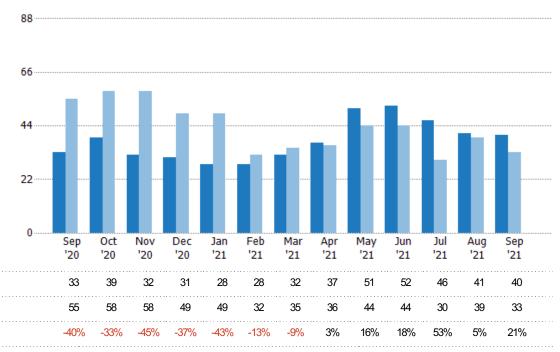


Active Listings

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







Active Listing Volume

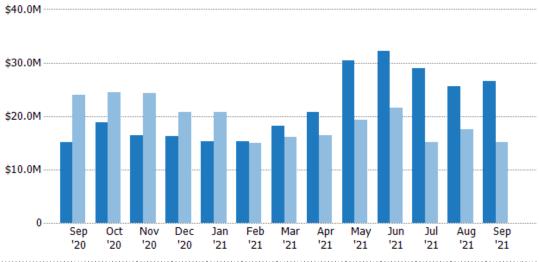
Percent Change from Prior Year

Current Year

Prior Year

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

Month/ Year	Volume	% Chg.
Sep '21	\$26.6M	75.8%
Sep '20	\$15.1M	-36.9%
Sep '19	\$24M	37.4%





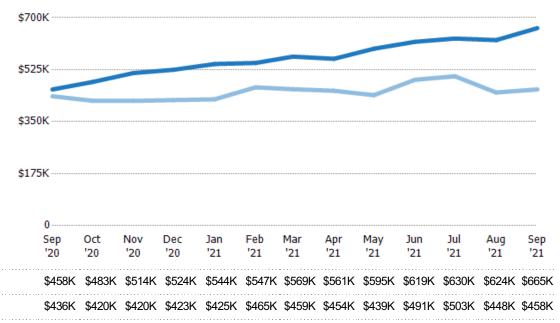


Average Listing Price

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







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.

5%

15%

22%

24%

28%

18%

24%

24%

36%

26%

25%

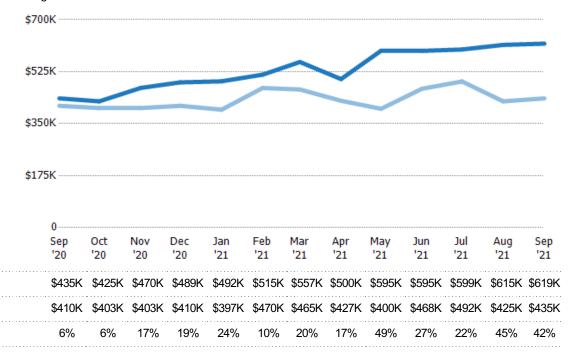
Filters Used

Custom Area: New River, Arizona

Property Type:
Condo/Townhouse/Apt.,
Mobile/Manufactured, Single Family

Month/ Year	Price	% Chg.
Sep '21	\$619K	42.4%
Sep '20	\$435K	6.1%
Sep '19	\$410K	-0.6%

Percent Change from Prior Year



Current Year

Prior Year

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.





Current Year

Prior Year



Median Listing Price per Sq Ft

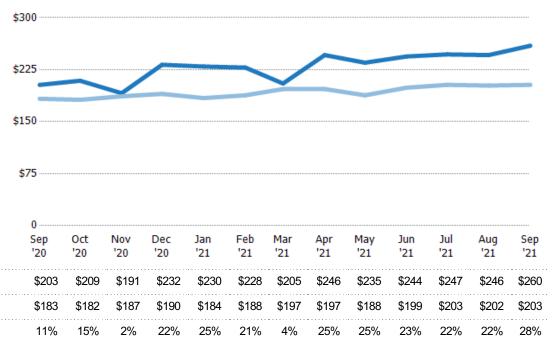
The median of listing prices divided by the living area of homes on market at the end of each month.

Filters Used Custom Area: New River, Arizona Property Type: Condo/Townhouse/Apt. Mobile/Manufactured, Single Family

Percent Change from Prior Year

Month/ Year	Price/sq ft	% Chg.
Sep '21	\$260	27.8%
Sep '20	\$203	10.9%
Sep '19	\$183	-9.3%

Percent Change from Prior Year





Current Year

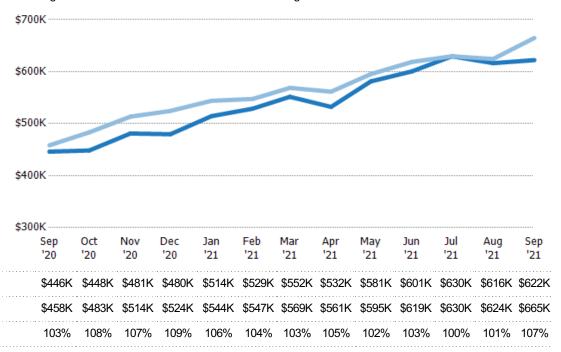
Prior Year

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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.





Median Listing Price vs Median Est Value

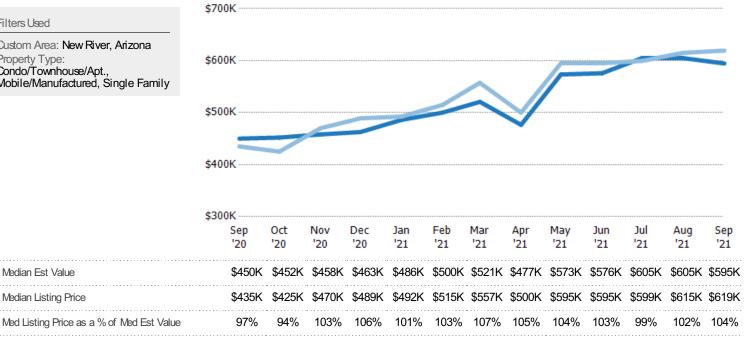
The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.

Filters Used Custom Area: New River, Arizona Property Type: Condo/Townhouse/Apt. Mobile/Manufactured, Single Family

Avg Listing Price as a % of Avg Est Value

Avg Est Value

Avg Listing Price



Median Est Value

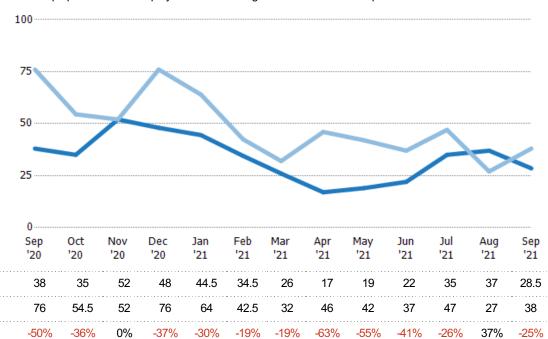
Median Listing Price

Median Days in RPR

The median number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR.

Custom Area: New River, Arizona
Property Type:
Condo/Townhouse/Apt.,
Mobile/Manufactured, Single Family

Days	% Chg.
28.5	-25%
38	-50%
76	23%
	28.5



Months of Inventory

Percent Change from Prior Year

Current Year

Prior Year

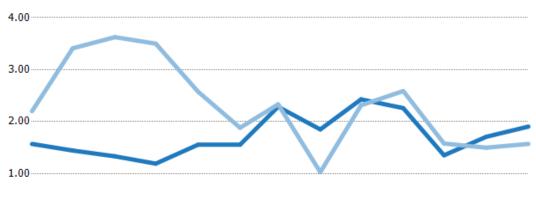
The number of months it would take to exhaust active listings at the current sales rate.

Filters Used

Custom Area: New River, Arizona
Property Type:
Condo/Townhouse/Apt.,
Mobile/Manufactured, Single Family

Month/ Year	Months	% Chg.
Sep '21	1.9	21.2%
Sep '20	1.57	-28.6%
Sep '19	2.2	6.9%

Percent Change from Prior Year



Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	
 1.57	1.44	1.33	1.19	1.56	1.56	2.29	1.85	2.43	2.26	1.35	1.71	1.9	
2.2	3.41	3.63	3.5	2.58	1.88	2.33	1.03	2.32	2.59	1.58	1.5	1.57	
-29%	-58%	-63%	-66%	-40%	-17%	-2%	80%	5%	-13%	-14%	14%	21%	

Current Year
Prior Year



Absorption Rate

The percentage of inventory sold per month.

Filters Used
Custom Area: New River, Arizona Property Type: Condo/Type://openstates.com/
Mobile/Manufactured, Single Family

nth/		
r F	Rate Ch	g.
'21 5	53% 11.1	%
'20	34% -18.2	%
'19 4	45% -6.5°	%
19 4	15% -6.	Э,



Current Year	64%	69%	75%	84%	64%	64%	44%	54%	41%	44%	74%	59%	53%
Prior Year	45%	29%	28%	29%	39%	53%	43%	97%	43%	39%	63%	67%	64%
Change from Prior Year	-18%	-40%	-47%	-55%	-26%	-11%	-1%	43%	2%	-6%	-11%	8%	11%

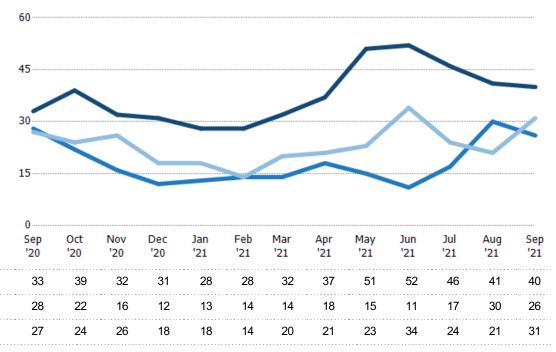
Active/Pending/Sold Units

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

Filters Used

Custom Area: New River, Arizona

Property Type:
Condo/Townhouse/Apt.,
Mobile/Manufactured, Single Family



Active

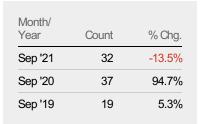
Sold

Pending

New Pending Sales

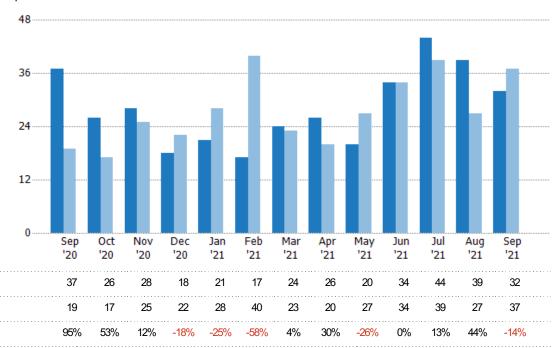
The number of residential properties with accepted offers that were added each month.





Current Year

Prior Year

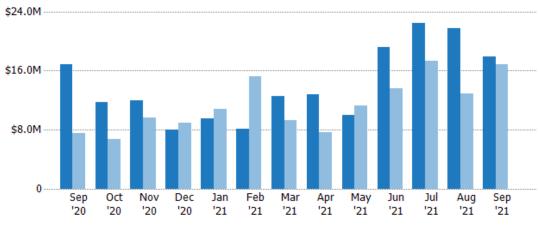


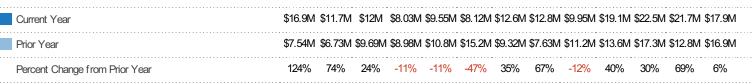
New Pending Sales Volume

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.
Sep '21	\$17.9M	5.9%
Sep '20	\$16.9M	123.9%
Sep '19	\$7.54M	0.8%





Pending Sales

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



Month/ Year	Count	% Chg.
Sep '21	26	-7.1%
Sep '20	28	75%
Sep '19	16	6.3%



Pending Sales Volume

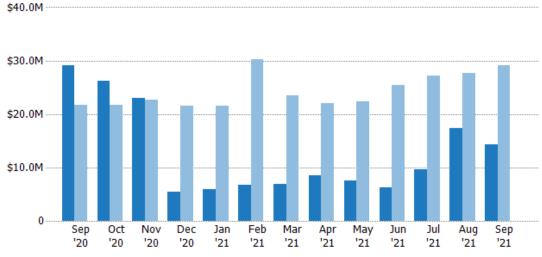
Percent Change from Prior Year

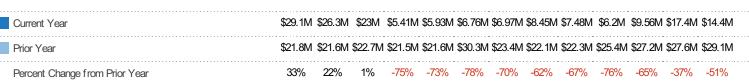
Current Year

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.
Sep '21	\$14.4M	-50.6%
Sep '20	\$29.1M	33.5%
Sep '19	\$21.8M	0.9%

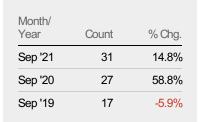


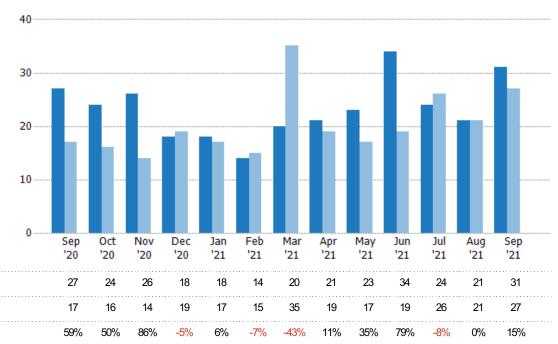


Closed Sales

The total number of residential properties sold each month.







Closed Sales Volume

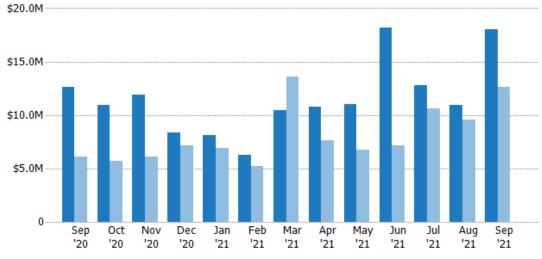
Percent Change from Prior Year

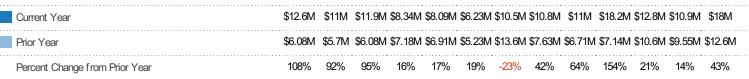
Current Year

Prior Year

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

Month/ Year	Volume	% Chg.
Sep '21	\$18M	42.6%
Sep '20	\$12.6M	107.7%
Sep '19	\$6.08M	-4.4%

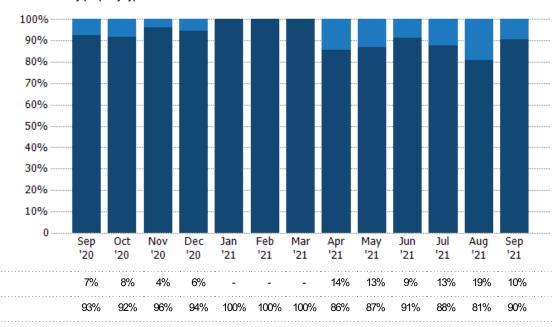




Closed Sales by Property Type

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





Average Sales Price

Mobile/Manufactured

Single Family Residence

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

Filters Used

Custom Area: New River, Arizona

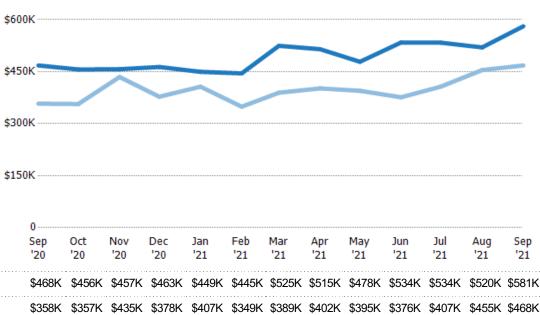
Property Type:

Condo/Townhouse/Apt.,

Mobile/Manufactured, Single Family

Month/ Year	Price	% Chg.
Sep '21	\$581K	24.2%
Sep '20	\$468K	30.8%
Sep '19	\$358K	1.6%

Percent Change from Prior Year



28%

11%

35%

28%

21%

42%

31%

14%

24%



Current Year

Prior Year

31%

28%

5%

23%

Median Sales Price

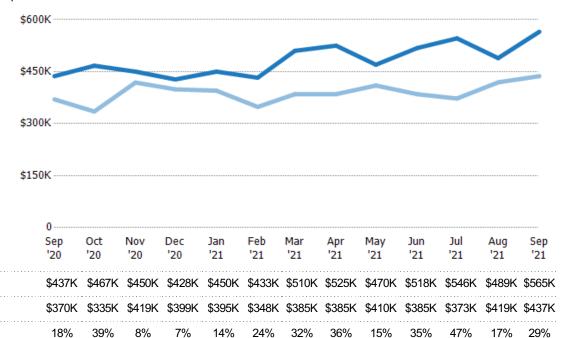
The median sales price of the residential properties sold each month.

Filters Used	
Custom Area: New River, Arizona Property Type: Condo/Townhouse/Apt., Mobile/Manufactured, Single Family	

Price	% Chg.
\$565K	29.3%
\$437K	18.1%
\$370K	-5.5%
	\$565K \$437K

Current Year

Prior Year



Average Sales Price per Sq Ft

Percent Change from Prior Year

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

Filters Used

Custom Area: New River, Arizona

Property Type:

Condo/Townhouse/Apt.,

Mobile/Manufactured, Single Family

Month/ Year	Price/sq ft	% Chg.
Sep '21	\$259	38.1%
Sep '20	\$187	6.9%
Sep '19	\$175	-12.9%

Percent Change from Prior Year



Current Year

Prior Year

Median Sales Price per Sq Ft

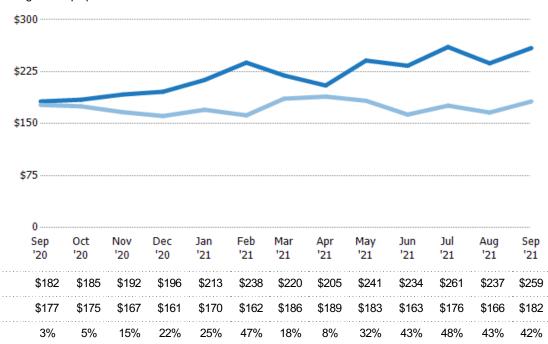
The median of the sales price divided by the living area of properties sold each month.

Filters Used	
Custom Area: New River, Arizona Property Type: Condo/Townhouse/Apt., Mobile/Manufactured, Single Fami	ly
Mobile/Manufactured, Single Fami	ly



Current Year

Prior Year



Average Sales Price vs Average Listing Price

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



Percent Change from Prior Year





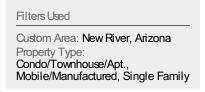
Avg List Price

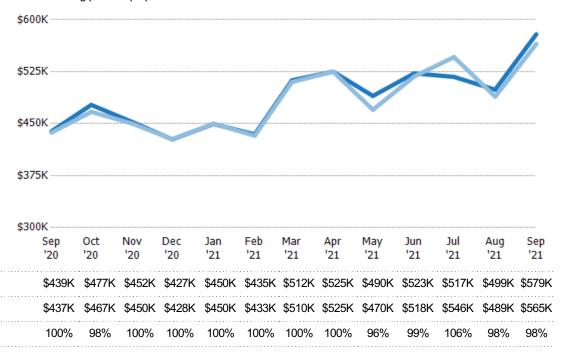
Avg Sales Price

Avg Sales Price as a % of Avg List Price

Median Sales Price vs Median Listing Price

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





Average Sales Price vs Average Est Value

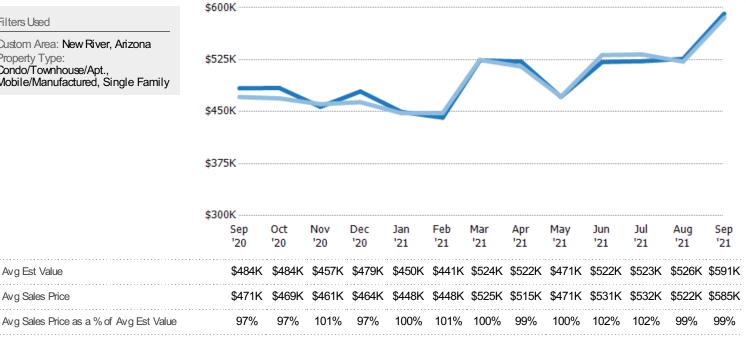
The average sales price as a percentage of the average AVM or RVM® valuation estimate for properties sold each month.



Med Sales Price as a % of Med List Price

Median List Price

Median Sales Price



Avg Est Value

Avg Sales Price

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.

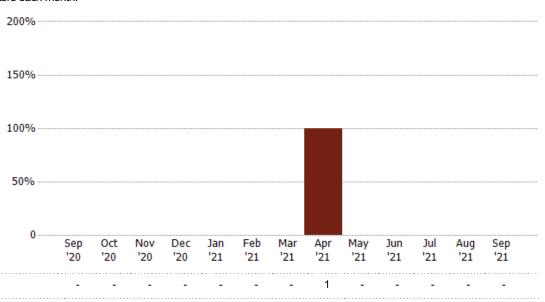




Distressed Sales

The count of distressed residential properties sold each month.

Filters Used Custom Area: New River, Arizona Property Type: Condo/Townhouse/Apt. Mobile/Manufactured, Single Family



Current Year



Sales Activity by ZIP

Sep 2021

ZIP	Pendings (Month End)	Pending Volume (Month End)	Sales	Sales Volume	Av g Sales Price	Median Sales Price	Av g Sales Price per Sq Ft	Median Sales Price per Sq Ft	Median Days In RPR
85087	26	\$14,370,398	31	\$18,006,890	\$580,867	\$565,000	\$256	\$259	37



