2021

NEW RIVER MARKET REPORT October 2021



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.

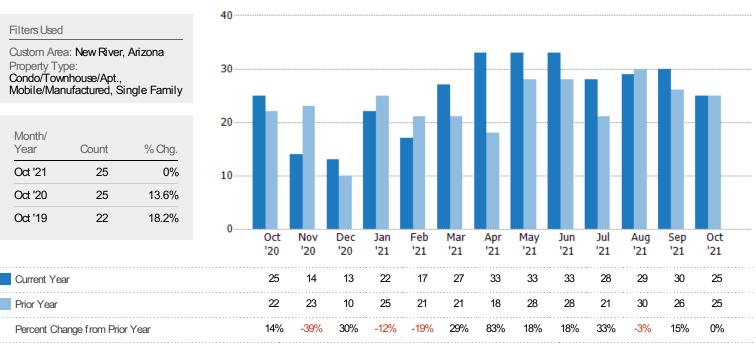
Key Metrics	Oct 2021	Oct 2020	+/-	YTD 2021	YTD 2020	+/-
Listing Activity Charts Metrics						
New Listing Count	25	25	+	277	243	+14%
New Listing Volume	\$14,983,477	\$12,523,499	+19.6%	\$154,150,699	\$108,269,770	+42.4%
Active Listing Count	37	39	-5.1%	NA	NA	
Active Listing Volume	\$23,797,989	\$18,849,999	+26.2%	NA	NA	
Average Listing Price	\$643,189	\$483,333	+33.1%	\$600,792	\$460,832	+30.4%
Median Listing Price	\$635,000	\$425,000	+49.4%	\$576,475	\$437,200	+31.9%
Average Listing Price per Sq Ft	\$262	\$220	+19%	\$247	\$199	+24.2%
Median Listing Price per Sq Ft	\$253	\$209	+21.1%	\$240	\$196	+22.3%
Median Daysin RPR	39	35	+11.4%	29.42	39.96	-26.4%
Months of Inventory	1.2	1.4	-17.4%	1.8	1.8	-0.5%
Absorption Rate	83.78%	69.23%	+14.6%	55.14%	54.86%	+0.3%
Sales Activity Charts Metrics						
New Pending Sales Count	36	26	+38.5%	293	301	-2.7%
New Pending Sales Volume	\$21,103,174	\$11,693,299	+80.5%	\$155,264,638	\$126,570,943	+22.7%
Pending Sales Count	34	22	+54.5%	NA	N/A	
Pending Sales Volume	\$20,229,275	\$26,296,479	-23.1%	NA	NA	
Closed Sales Count	23	24	-4.2%	226	220	+2.7%
Closed Sales Volume	\$12,657,000	\$10,951,970	+15.6%	\$117,749,952	\$90,962,745	+29.4%
Average Sales Price	\$550,304	\$456,332	+20.6%	\$521,017	\$413,467	+26%
Median Sales Price	\$541,000	\$466,995	+15.8%	\$512,305	\$402,298	+27.3%
Average Sales Price per Sq Ft	\$249	\$199	+25.3%	\$235	\$180	+30.7%
Median Sales Price per Sq Ft	\$251	\$185	+36%	\$236	\$177	+33.3%
Distressed Charts Metrics						
Distressed Listing Count	_	_	-	N/A	N⁄A	





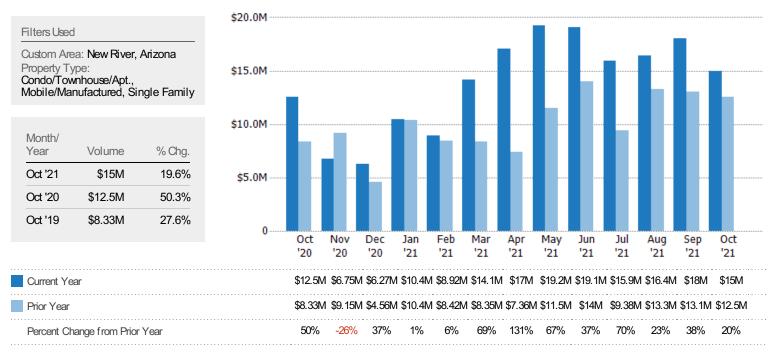
New Listings

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



New Listing Volume

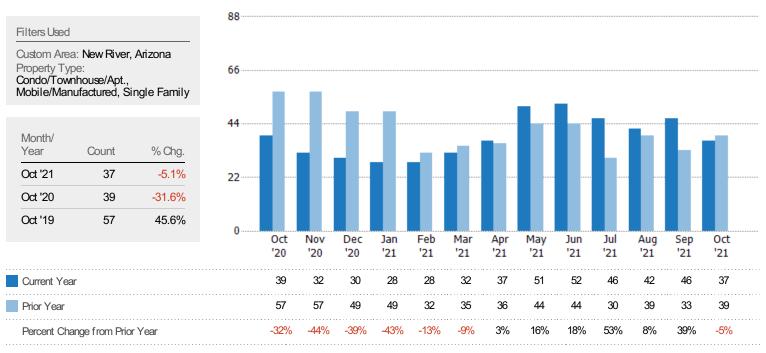
The sum of the listing price of residential listings that were added each month.





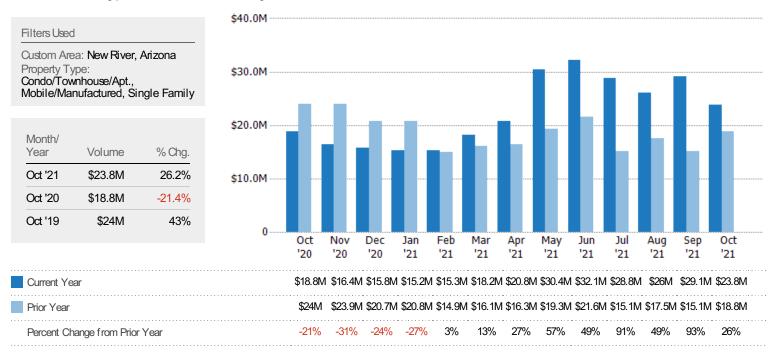
Active Listings

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



Active Listing Volume

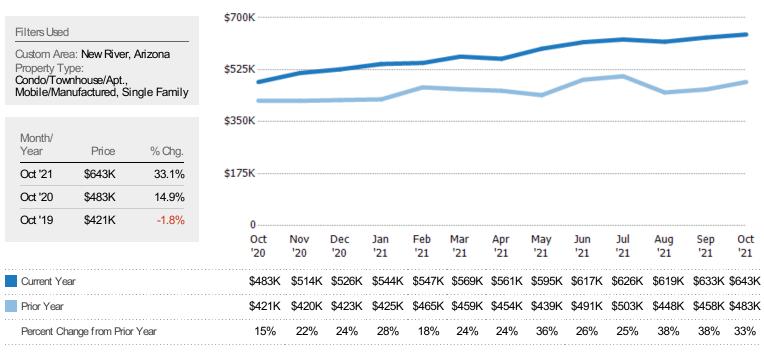
The sum of the listing price of active residential listings at the end of each month.





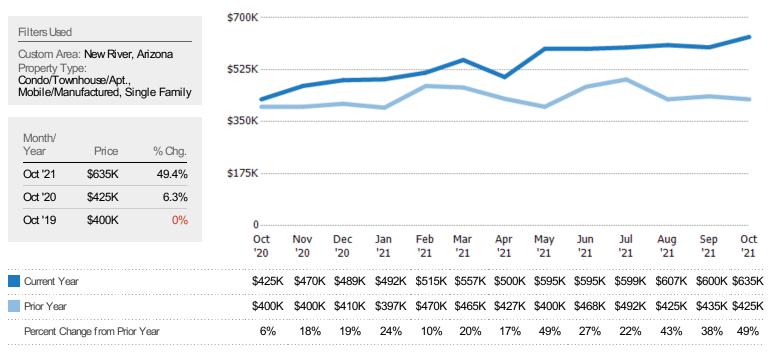
Average Listing Price

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



Median Listing Price

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

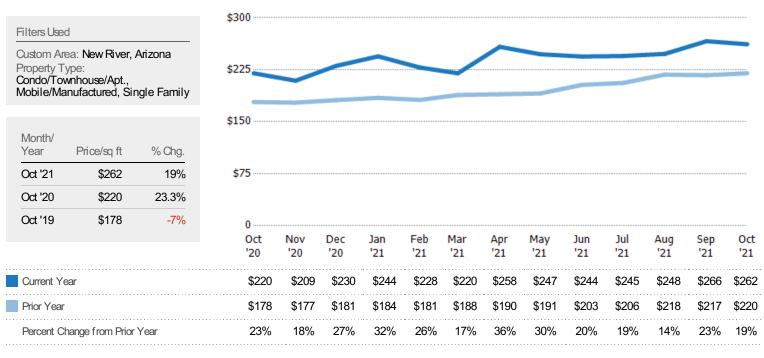






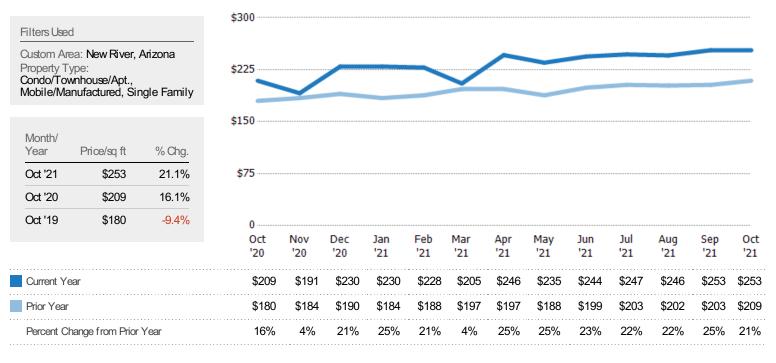
Average Listing Price per Sq Ft

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



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.

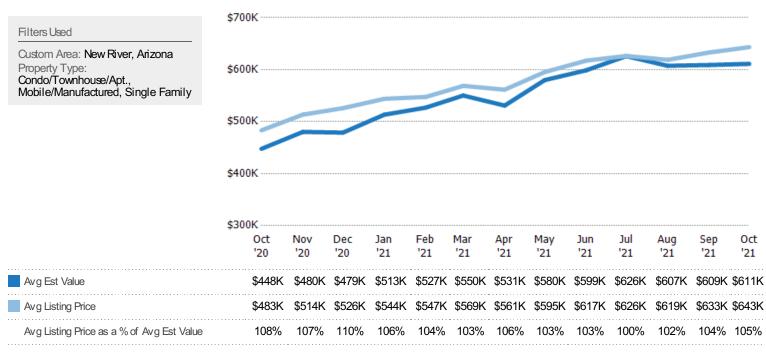






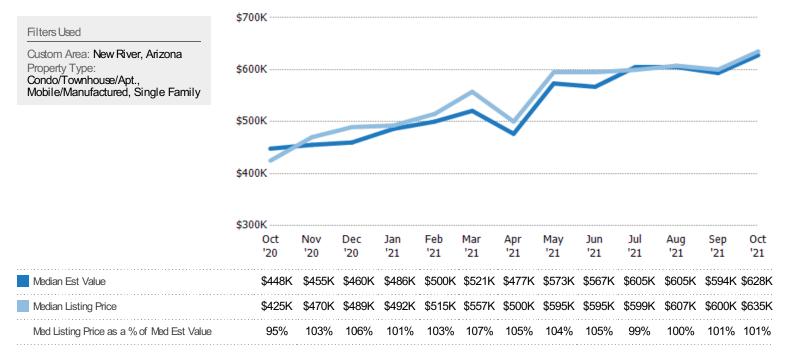
Average Listing Price vs Average Est Value

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.

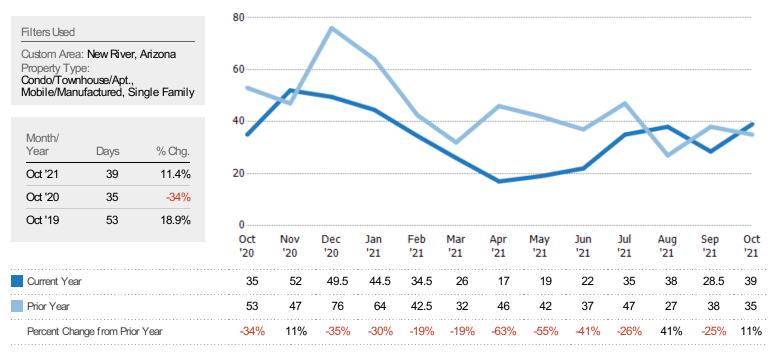






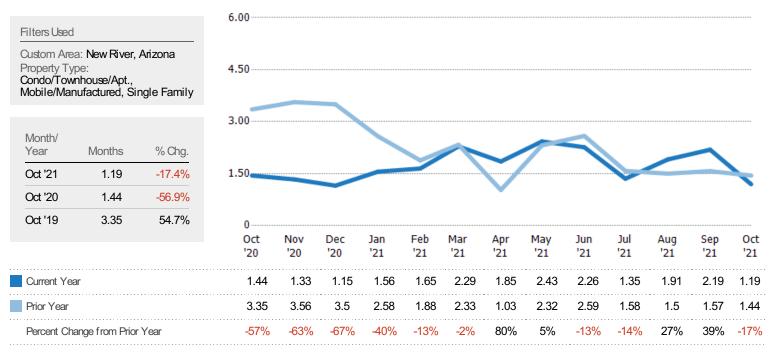
Median Days in RPR

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.



Months of Inventory

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

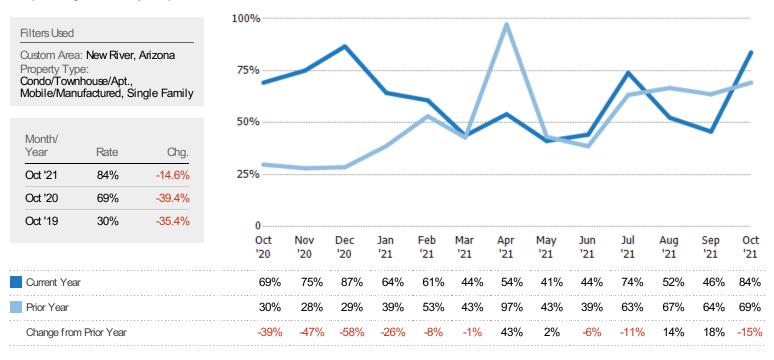






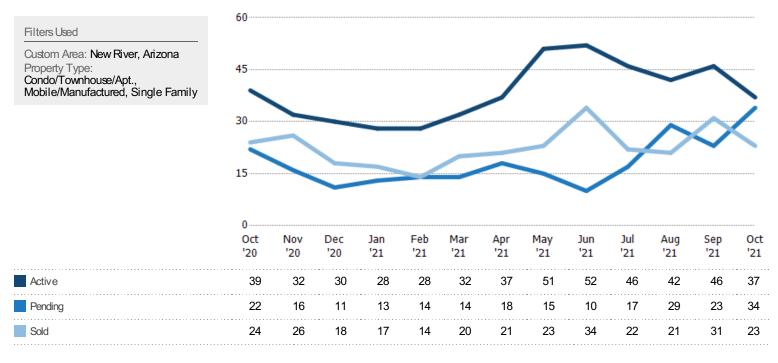
Absorption Rate

The percentage of inventory sold per month.



Active/Pending/Sold Units

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

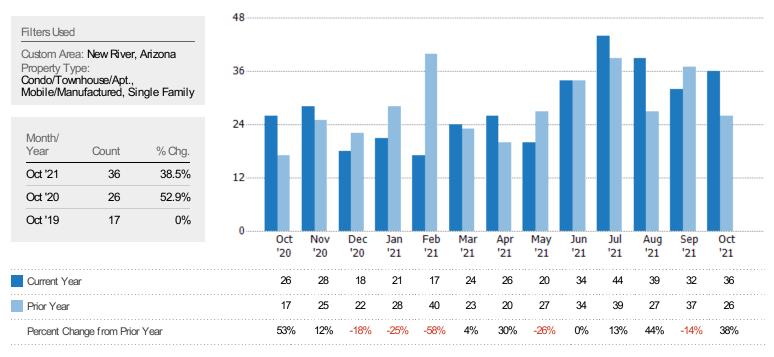






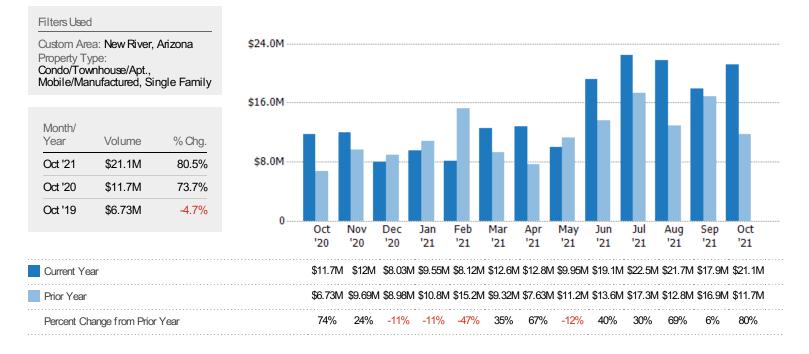
New Pending Sales

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



New Pending Sales Volume

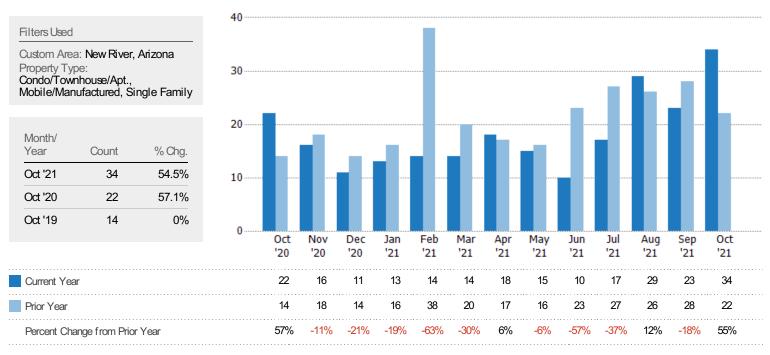
The sum of the sales price of residential properties with accepted offers that were added each month.





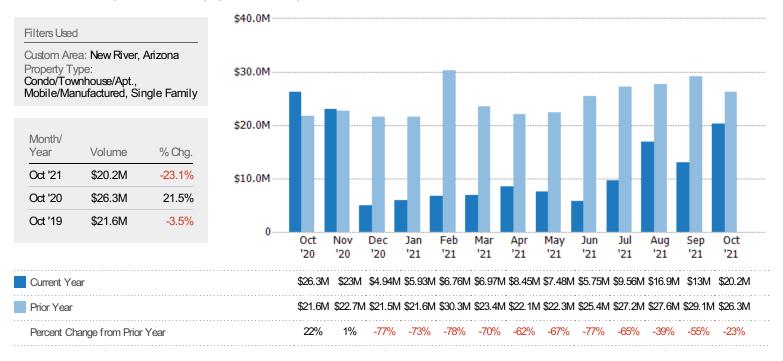
Pending Sales

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



Pending Sales Volume

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

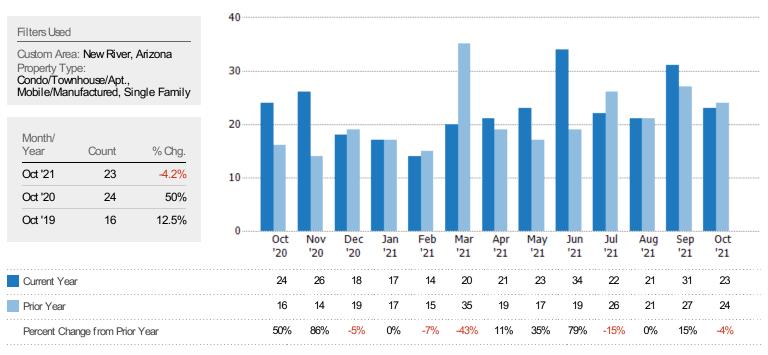


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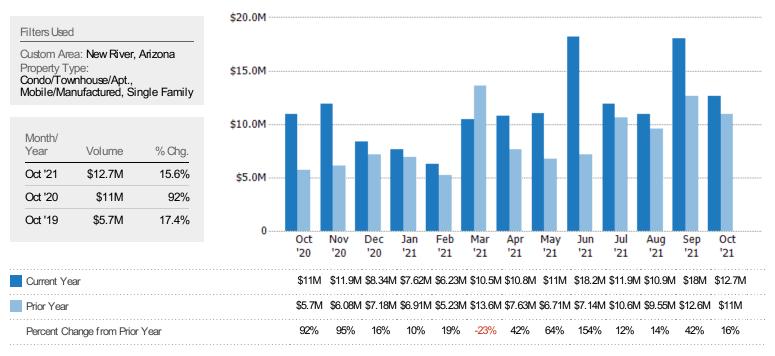
Closed Sales

The total number of residential properties sold each month.



Closed Sales Volume

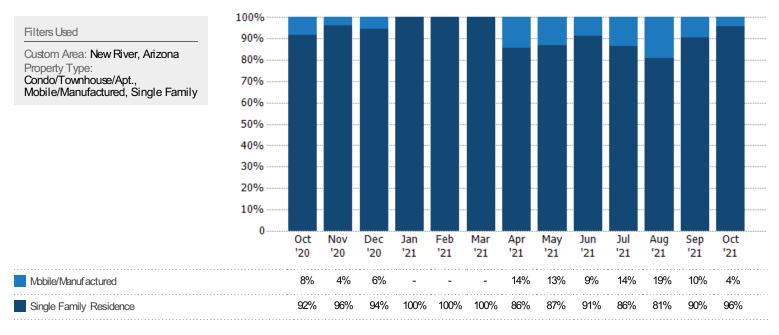
The sum of the sales price of residential properties sold each month.





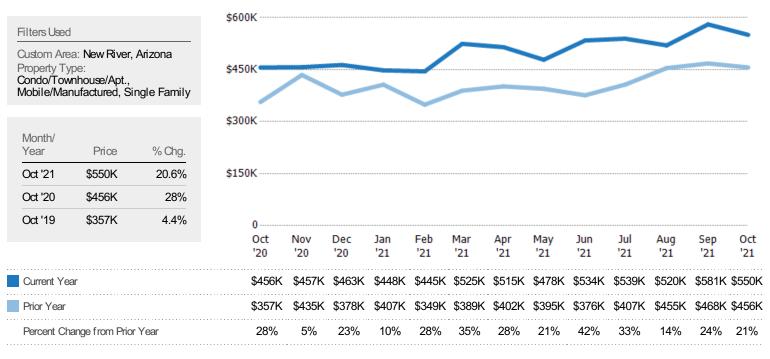
Closed Sales by Property Type

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



Average Sales Price

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

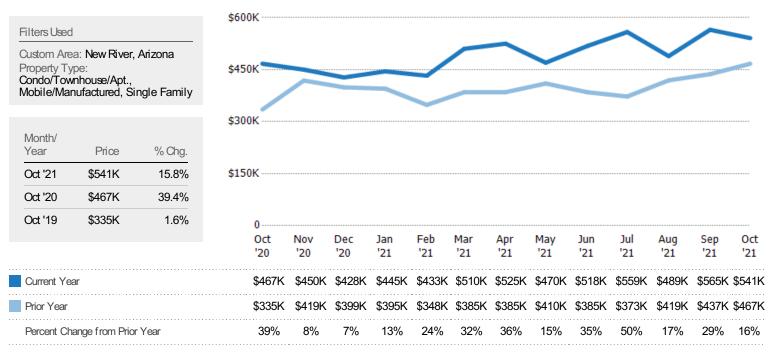






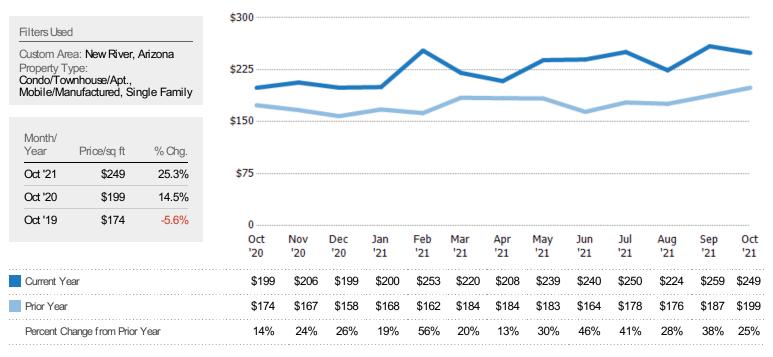
Median Sales Price

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



Average Sales Price per Sq Ft

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

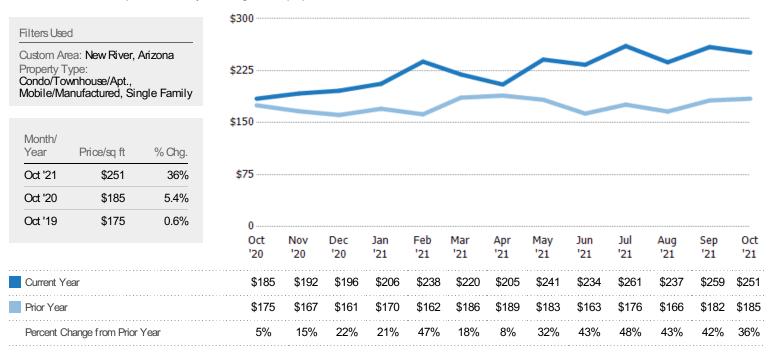






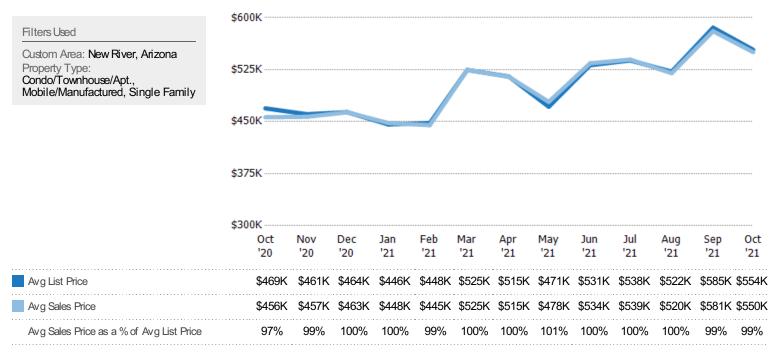
Median Sales Price per Sq Ft

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



Average Sales Price vs Average Listing Price

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

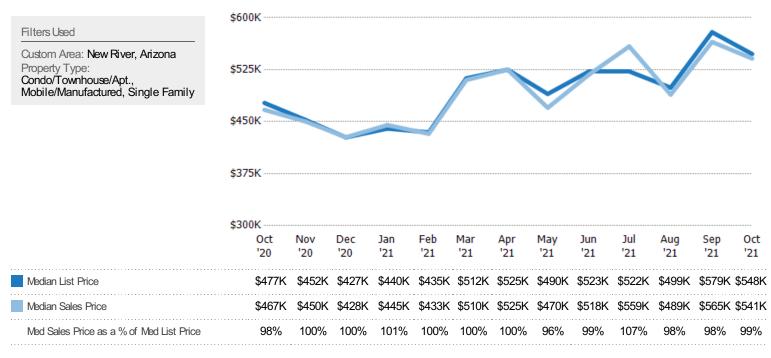






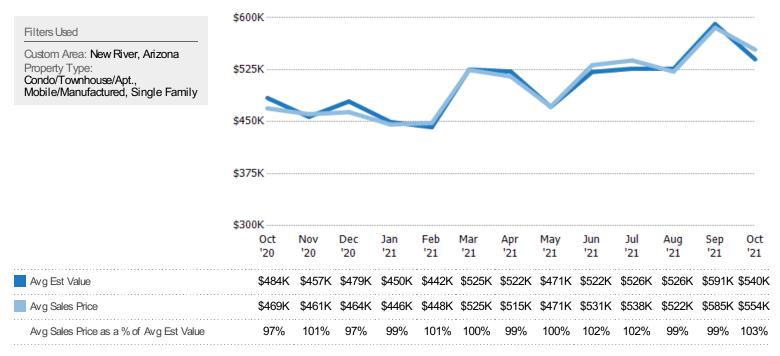
Median Sales Price vs Median Listing Price

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.

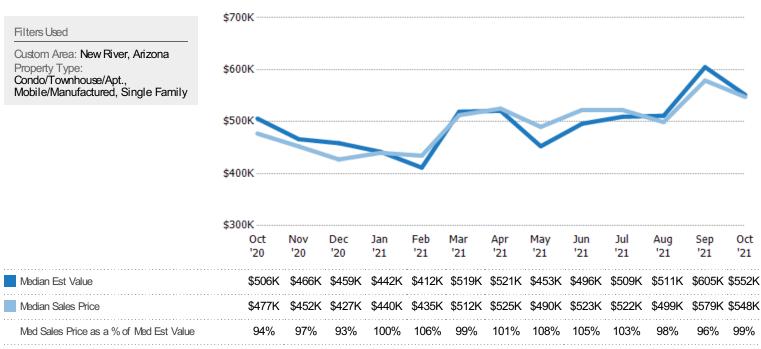






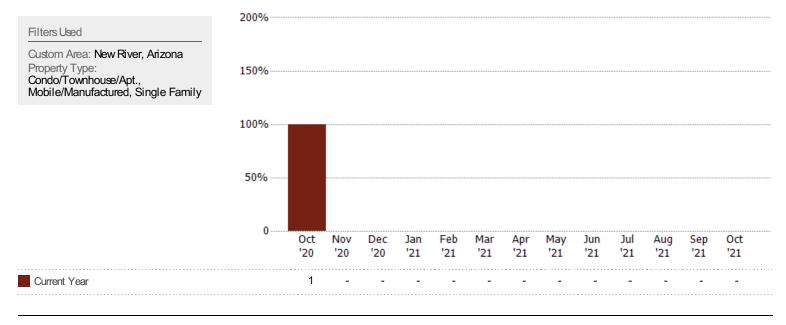
Median Sales Price vs Median Est Value

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



Distressed Listings

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

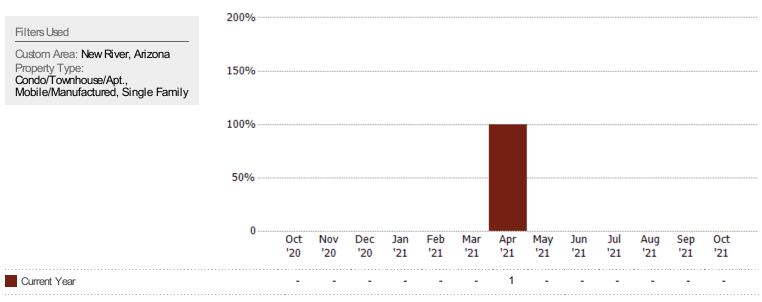






Distressed Sales

The count of distressed residential properties sold each month.







Market Data Report

Sales Activity by ZIP

Oct 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	34	\$20,229,275	23	\$12,657,000	\$550,304	\$541,000	\$247	\$248	16

