

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 2020	YTD 2021	+ / -	Nov 2020	Nov 2021	Key Metrics
						isting Activity Charts Metrics
-3%	937	909	-35.8%	81	52	New Listing Count
+18.9%	\$642,964,273	\$764,511,197	-20.3%	\$59,572,171	\$47,484,373	New Listing Volume
	N/A	N/A	-53.8%	143	66	Active Listing Count
	N/A	NA	-43.7%	\$138,714,643	\$78,042,811	Active Listing Volume
+26.9%	\$857,487	\$1,087,926	+21.9%	\$970,032	\$1,182,467	Average Listing Price
+18.4%	\$709,857	\$840,567	+30.4%	\$766,898	\$1,000,000	Median Listing Price
+31.4%	\$283	\$372	+39.6%	\$319	\$445	Average Listing Price per Sq Ft
+25.1%	\$246	\$307	+42%	\$262	\$372	Median Listing Price per Sq Ft
-43.7%	57.58	32.39	-11.1%	45	40	Median Daysin RPR
-40.4%	2.6	1.5	-39%	1.7	1.1	Months of Inventory
+26.4%	38.97%	65.37%	+36.6%	57.34%	93.94%	Absorption Rate
						Sales Activity Charts Metrics
-4.4%	1,114	1,065	-44.8%	134	74	New Pending Sales Count
+18.7%	\$722,971,231	\$858,301,707	-24.3%	\$88,184,841	\$66,762,433	New Pending Sales Volume
	NA	NA	-26%	96	71	Pending Sales Count
	NA	NA	-6.1%	\$67,828,352	\$63,659,760	Pending Sales Volume
+9.2%	808	882	-9.4%	85	77	Cloæd Sales Count
+39.6%	\$496,937,830	\$693,585,076	+11.4%	\$54,977,109	\$61,254,168	Closed Sales Volume
+27.9%	\$615,022	\$786,378	+23%	\$646,790	\$795,509	Average Sales Price
+25.6%	\$548,192	\$688,341	+28.3%	\$544,900	\$699,000	Median Sales Price
+22.3%	\$240	\$294	+27.6%	\$258	\$329	Average Sales Price per Sq Ft
+19.2%	\$232	\$276	+27.5%	\$244	\$311	Median Sales Price per Sq Ft
	***************************************					Distressed Charts Metrics
	NA	NA		1	_	Distressed Listing Count

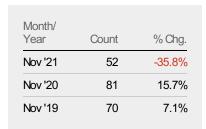


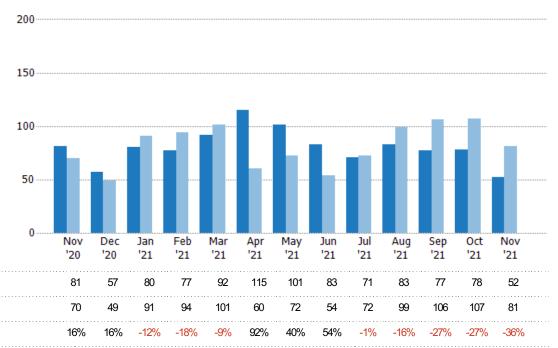
#### **New Listings**

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

Filters Used

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





#### **New Listing Volume**

Percent Change from Prior Year

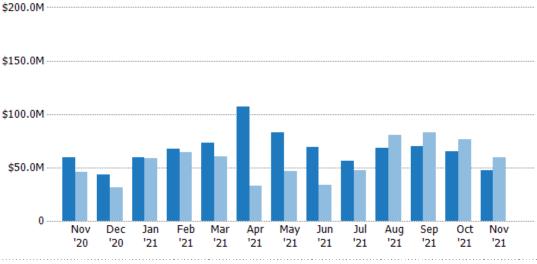
Current Year

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., Mobile/Manufactured, Single Family

Month/ Year	Volume	% Chg.
Nov '21	\$47.5M	-20.3%
Nov '20	\$59.6M	29.3%
Nov '19	\$46.1M	14.7%



Current Year \$59.6M \$43.1M \$59.1M \$67.7M \$73M \$107M \$82.5M \$69.3M \$56M \$68.1M \$69.8M \$64.8M \$47.5M

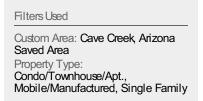
Prior Year \$46.1M \$30.9M \$58.9M \$64.3M \$59.9M \$33.2M \$46.5M \$33.6M \$47M \$80.4M \$82.9M \$76.6M \$59.6M

Percent Change from Prior Year 29% 40% 0% 5% 22% 221% 78% 106% 19% -15% -16% -15% -20%

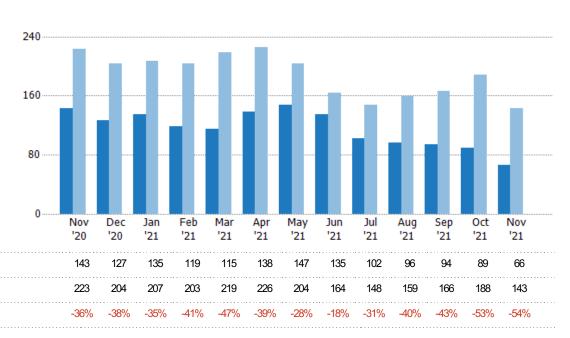


#### **Active Listings**

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



Month/ Year	Count	% Chg.
Nov '21	66	-53.8%
Nov '20	143	-35.9%
Nov '19	223	4.5%



#### **Active Listing Volume**

Percent Change from Prior Year

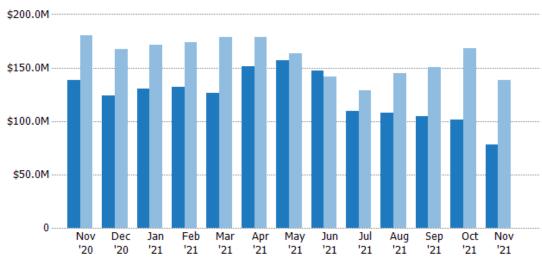
Current Year

Prior Year

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

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

Month/ Year	Volume	% Chg.
Nov '21	\$78M	-43.7%
Nov '20	\$139M	-23.1%
Nov '19	\$180M	-5.2%



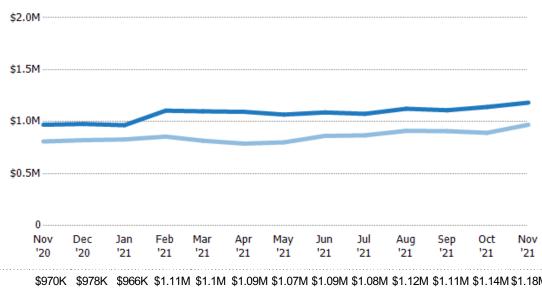


#### **Average Listing Price**

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



Month/ Year	Price	% Chg.
Nov '21	\$1.18M	21.9%
Nov '20	\$970K	19.9%
Nov '19	\$809K	-9.2%



Current Year	\$970K	\$978K	\$966K	\$1.11M	\$1.1M	\$1.09M	\$1.07M	\$1.09M	\$1.08M	\$1.12M	\$1.11M	\$1.14M	\$1.18M
Prior Year	\$809K	\$822K	\$829K	\$856K	\$817K	\$789K	\$801K	\$863K	\$868K	\$912K	\$909K	\$893K	\$970K
 Percent Change from Prior Year	20%	19%	17%	29%	35%	39%	33%	26%	24%	23%	22%	28%	22%

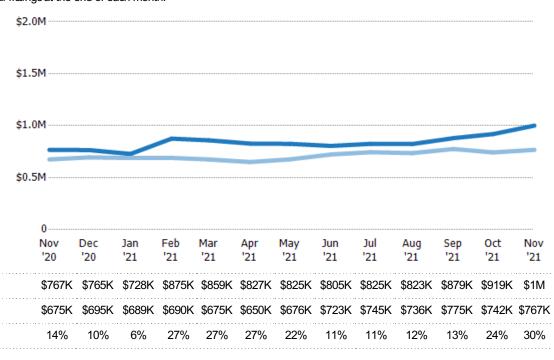
### **Median Listing Price**

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

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

Month/ Year	Price	% Chg.
Nov '21	\$1M	30.4%
Nov '20	\$767K	13.6%
Nov '19	\$675K	-12.7%

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.

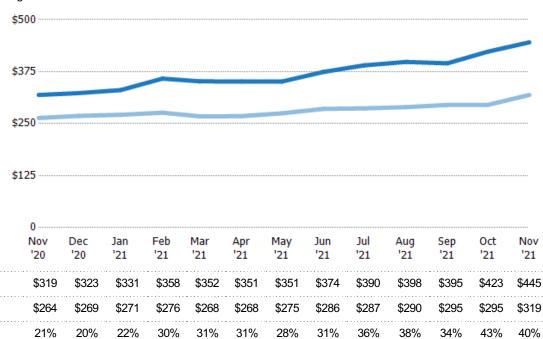
Custom Area: Cave Creek, Arizona Saved Area Property Type: Condo/Townhouse/Apt., Mobile/Manufactured, Single Family

Month/ Year	Price/sq ft	% Chg.
Nov '21	\$445	39.6%
Nov '20	\$319	21.1%
Nov '19	\$264	-11.6%

Percent Change from Prior Year

Current Year

Prior Year



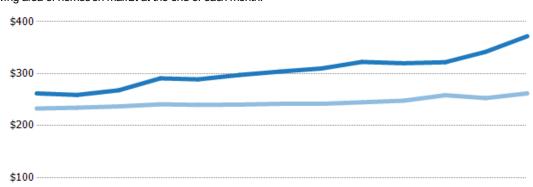
#### Median Listing Price per Sq Ft

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

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

Month/ Year	Price/sq ft	% Chg.
Nov '21	\$372	42%
Nov '20	\$262	12.4%
Nov '19	\$233	-7.7%

Percent Change from Prior Year



Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	0ct '21	Nov '21
 \$262	\$259	\$268	\$291	\$289	\$298	\$304	\$310	\$323	\$320	\$322	\$342	\$372
\$233	\$235	\$237	\$241	\$240	\$241	\$242	\$242	\$245	\$248	\$259	\$253	\$262
12%	10%	13%	21%	20%	24%	26%	28%	32%	29%	25%	35%	42%

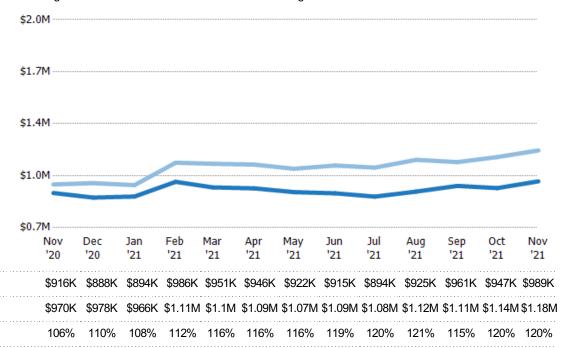
Current Year
Prior Year



#### 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.





#### Median Listing Price vs Median Est Value

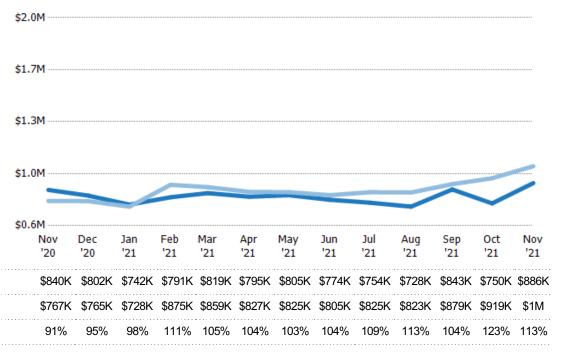
The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.

Custom Area: Cave Creek, Arizona Saved Area 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

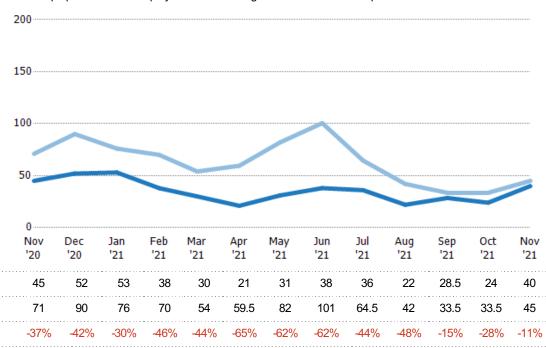
Med Listing Price as a % of Med Est Value

#### 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., Mobile/Manufactured, Single Family

Month/ Year	Days	% Chg.
Nov '21	40	-11.1%
Nov '20	45	-36.6%
Nov '19	71	-5.6%



### Months of Inventory

Percent Change from Prior Year

Current Year

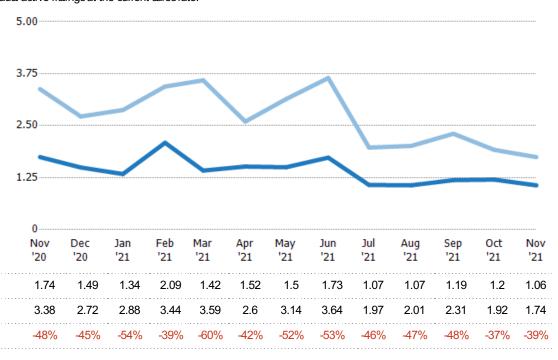
Prior Year

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

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

Month/ Year	Months	% Chg.
Nov '21	1.06	-39%
Nov '20	1.74	-48.4%
Nov '19	3.38	32.6%

Percent Change from Prior Year



Current Year

Prior Year

#### **Absorption Rate**

The percentage of inventory sold per month.





Current Year

Change from Prior Year

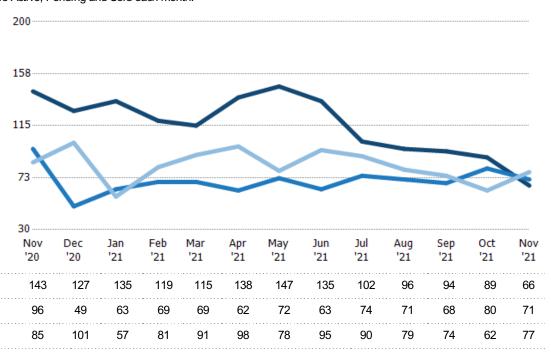
Prior Year



### Active/Pending/Sold Units

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

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



Active

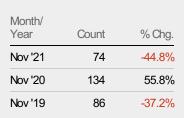
Sold

Pending

### **New Pending Sales**

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





Current Year

Prior Year



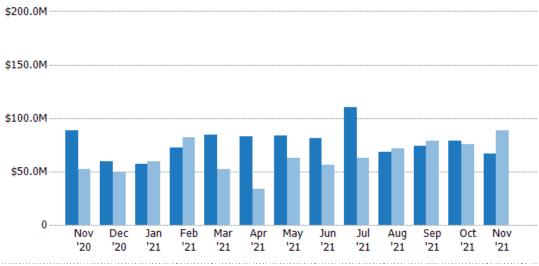
#### New Pending Sales Volume

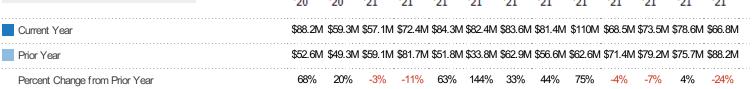
Percent Change from Prior Year

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

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

Month/ Year	Volume	% Chg.
Nov '21	\$66.8M	-24.3%
Nov '20	\$88.2M	67.7%
Nov '19	\$52.6M	-44.1%

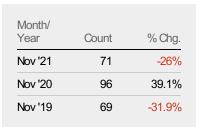




#### **Pending Sales**

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







### Pending Sales Volume

Percent Change from Prior Year

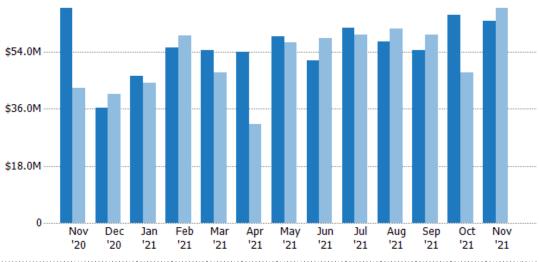
Current Year

Prior Year

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

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

Month/ Year	Volume	% Chg.
Nov '21	\$63.7M	-6.1%
Nov '20	\$67.8M	59.3%
Nov '19	\$42.6M	-31.2%



 Current Year
 \$67.8M \$36.4M \$46.4M \$55.3M \$54.6M \$58.9M \$51.4M \$61.5M \$57.2M \$54.4M \$65.6M \$63.7M

 Prior Year
 \$42.6M \$40.7M \$44.3M \$59.1M \$47.4M \$31.2M \$56.9M \$58.3M \$59.4M \$61.2M \$59.3M \$47.6M \$67.8M

 Percent Change from Prior Year
 59% -11% 5% -6% 15% 73% 3% -12% 4% -7% -8% 38% -6%



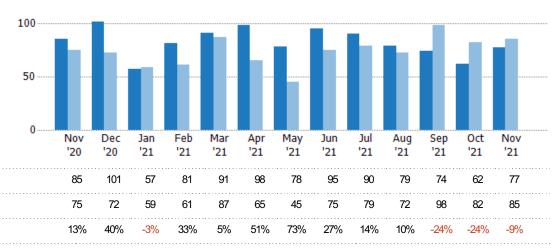
#### **Closed Sales**

The total number of residential properties sold each month.

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

Month/ Year	Count	% Chg.
Nov '21	77	-9.4%
Nov '20	85	13.3%
Nov '19	75	-34.7%





#### **Closed Sales Volume**

Percent Change from Prior Year

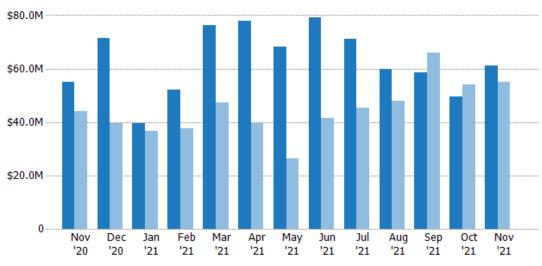
Current Year

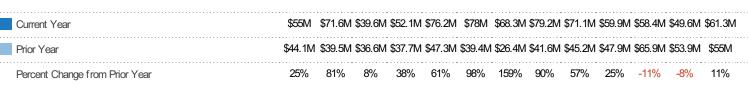
Prior Year

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

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

Month/ Year	Volume	% Chg.
Nov '21	\$61.3M	11.4%
Nov '20	\$55M	24.7%
Nov '19	\$44.1M	-39.8%



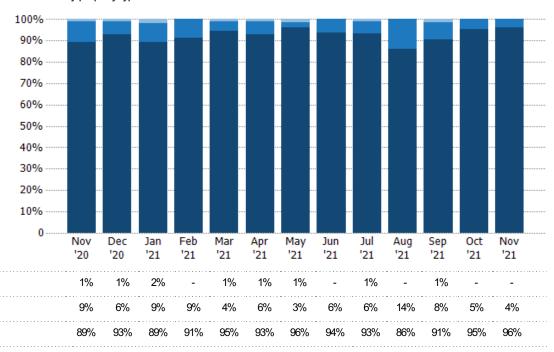




#### Closed Sales by Property Type

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., Mobile/Manufactured, Single Family



### **Average Sales Price**

Mobile/Manufactured

Condo/Townhouse

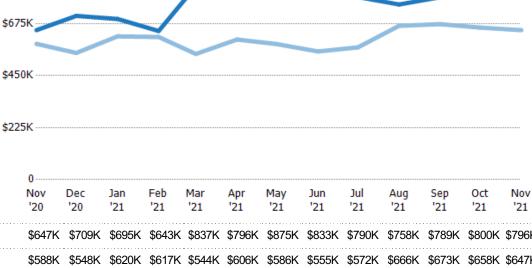
Single Family Residence

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

\$900K

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





Current Year	\$647K	\$709K	\$695K	\$643K	\$837K	\$796K	\$875K	\$833K	\$790K	\$758K	\$789K	\$800K	\$796K
Prior Year	\$588K	\$548K	\$620K	\$617K	\$544K	\$606K	\$586K	\$555K	\$572K	\$666K	\$673K	\$658K	\$647K
Percent Change from Prior Year	10%	29%	12%	4%	54%	31%	49%	50%	38%	14%	17%	22%	23%

14%

11%

16%

# Market Data Report

#### 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., Mobile/Manufactured, Single Family

Month/ Year	Price	% Chg.
Nov '21	\$699K	28.3%
Nov '20	\$545K	4.8%
Nov '19	\$520K	-1.9%

Current Year

Prior Year



39%

#### 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.

5%

35%

25%

8%

48%

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

Month/ Year	Price/sq ft	% Chg.
Nov '21	\$329	27.6%
Nov '20	\$258	16%
Nov '19	\$222	-9.2%

Percent Change from Prior Year

\$400	
\$300	
\$200	
\$100	

'20	'20	'21		'21		'21				'21	'21	
 \$258	\$252	\$260	\$253	\$281	\$289	\$295	\$304	\$311	\$291	\$307	\$312	\$329
\$222	\$219	\$233	\$237	\$226	\$236	\$222	\$229	\$232	\$250	\$250	\$253	\$258
16%	15%	12%	7%	24%	22%	33%	33%	34%	16%	23%	23%	28%

Current Year Prior Year



Nov

#### 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.,
Mobile/Manufactured, Single Family

Month/ Year	Price/sq ft	% Chg.
Nov '21	\$311	27.5%
Nov '20	\$244	16.2%
Nov '19	\$210	-4.8%

Percent Change from Prior Year

Current Year
Prior Year

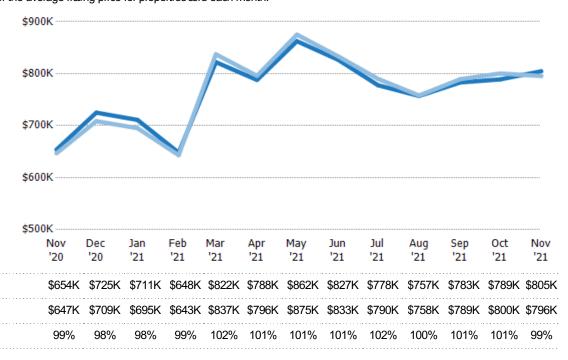
\$400												•••••
\$300												
\$200												
\$100												
0 Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	0ct '21	Nov '21
\$244	\$243	\$243	\$246	\$255	\$271	\$272	\$279	\$289	\$282	\$300	\$304	\$311
\$210	\$208	\$232	\$230	\$223	\$230	\$225	\$226	\$222	\$233	\$242	\$236	\$244
16%	170/	<b>5</b> 0/	70/-	1/10/_	100/	210/	230/	30%	21%	24%	200/	270/

#### Average Sales Price vs Average Listing Price

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

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

Avg Sales Price as a % of Avg List Price





Avg List Price

Avg Sales 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.

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



#### 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.

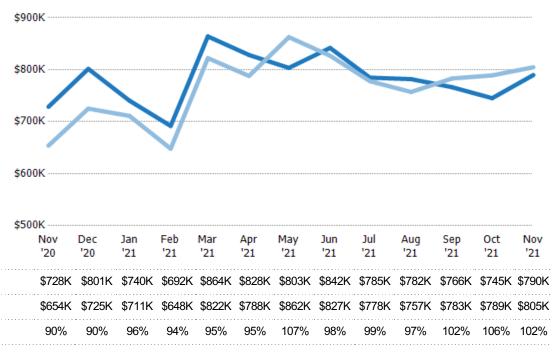
Filters Used

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

Med Sales Price as a % of Med List Price

Median List Price

Median Sales Price



Avg Est Value

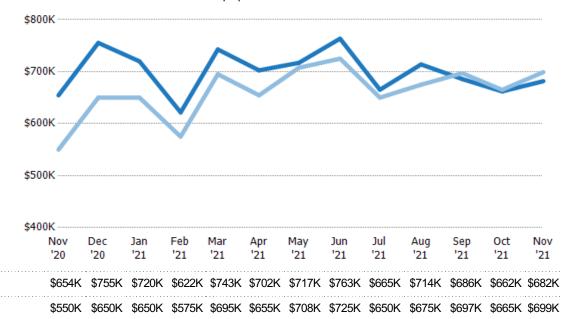
Avg Sales Price

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. Mobile/Manufactured, Single Family



99%

95%

98%

95%

102%

100% 103%

Distressed	Listings

Median Est Value

Median Sales Price

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

84%

86%

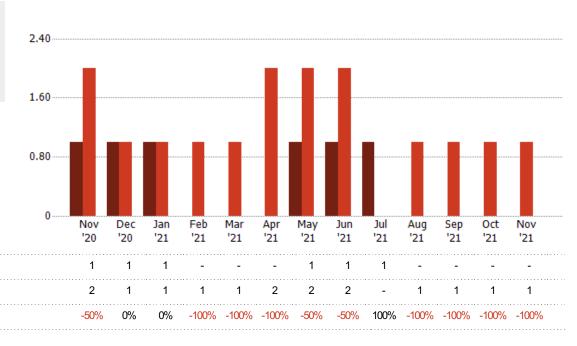
90%

93%

94%

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

Med Sales Price as a % of Med Est Value



Current Year

Prior Year

Percent Change from Prior Year

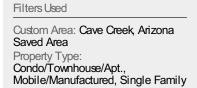
12/6/2021

16 of 18

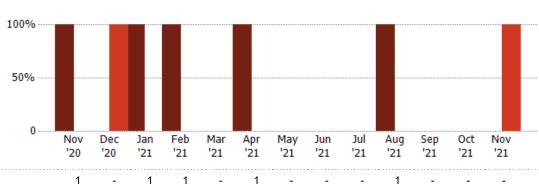


#### **Distressed Sales**

The count of distressed residential properties sold each month.







Current Year	1	-	1	1	-	1	-	-	-	1	-	-	-
Prior Year	-	1	-	-	-	-	-	-	-	-	-	-	1
 Percent Change from Prior Year	100%	-100%	100%	100%	-	100%	-	-	-	100%	-	-	-100%





# Sales Activity by ZIP

Nov 2021

ZIP	Pendings (Month End)	Pending Volume (Month End) Sale		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
85331	71	\$63,659,760	77	\$61,254,168	\$795,509	\$699,000	\$327	\$311	22

