

Scottsdale Area Association of REALTORS® 8600 E. Anderson Drive, 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 2021	YTD 2022	+ / -	Feb 2021	Feb 2022	Key Metrics
						Listing Activity Charts Metrics
-12.5%	40	35	-5.6%	18	17	New Listing Count
+13.5%	\$19,872,525	\$22,554,250	+11.4%	\$9,422,750	\$10,496,800	New Listing Volume
	NA	N/A	-69%	29	9	Active Listing Count
	NA	N/A	-55.4%	\$15,798,849	\$7,051,000	Active Listing Volume
+29.1%	\$543,068	\$700,978	+43.8%	\$544,788	\$783,444	Average Listing Price
+32.2%	\$494,900	\$654,200	+39.8%	\$499,900	\$699,000	Median Listing Price
+31.4%	\$239	\$314	+38.6%	\$232	\$321	Average Listing Price per Sq Ft
+27%	\$232	\$295	+28.4%	\$232	\$298	Median Listing Price per Sq Ft
-49.2%	41.38	21	-44.7%	38	21	Median Daysin RPR
-48.3%	1.8	0.9	-78.5%	1.6	0.3	Months of Inventory
+51.5%	55.17%	106.67%	+226.8%	62.07%	288.89%	Absorption Rate
						Sales Activity Charts Metrics
+15.8%	38	44	+41.2%	17	24	New Pending Sales Count
+51.4%	\$17,672,224	\$26,762,599	+73.1%	\$8,120,749	\$14,058,800	New Pending Sales Volume
	N/A	NA	-50%	14	7	Pending Sales Count
	N/A	NA	-31.2%	\$6,761,698	\$4,654,999	Pending Sales Volume
+40.6%	32	45	+35.7%	14	19	Closed Sales Count
+89.9%	\$14,320,833	\$27,191,199	+83.8%	\$6,229,900	\$11,450,204	Cloæd Sales Volume
+35%	\$447,526	\$604,249	+35.4%	\$444,993	\$602,642	Average Sales Price
+28.9%	\$442,344	\$570,111	+29.5%	\$432,500	\$560,000	Median Sales Price
+13.9%	\$225	\$256	+4.1%	\$253	\$263	Average Sales Price per Sq Ft
+13.6%	\$223	\$253	+5%	\$238	\$250	Median Sales Price per Sq Ft
						Distressed Charts Metrics
	NA	NA	-	_	_	Distressed Listing Count

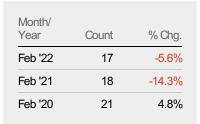


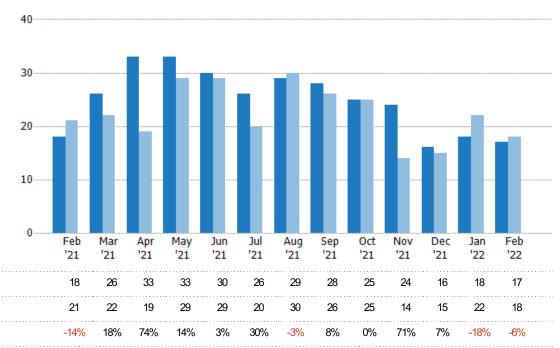
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#### **New Listings**

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







## **New Listing Volume**

Percent Change from Prior Year

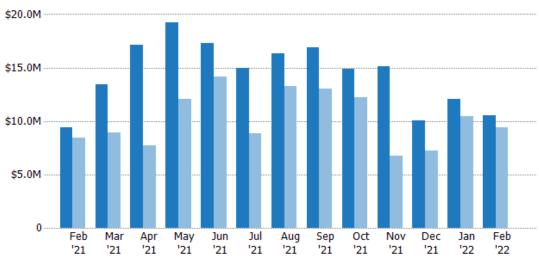
Current Year

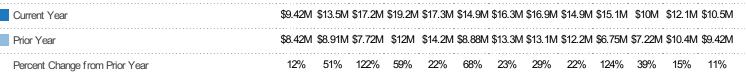
Prior Year

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

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

Month/ Year	Volume	% Chg.
Feb '22	\$10.5M	11.4%
Feb '21	\$9.42M	11.9%
Feb '20	\$8.42M	2.6%



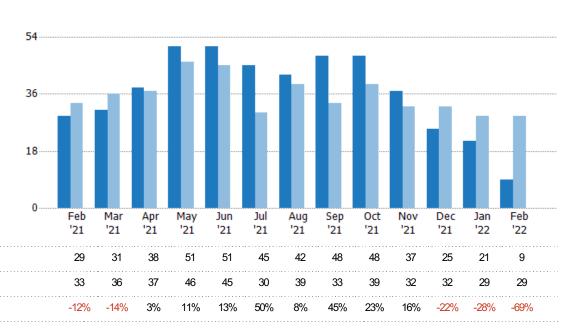


#### **Active Listings**

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



Month/ Year	Count	% Chg.
Feb '22	9	-69%
Feb '21	29	-12.1%
Feb '20	33	100%



## **Active Listing Volume**

Percent Change from Prior Year

Current Year

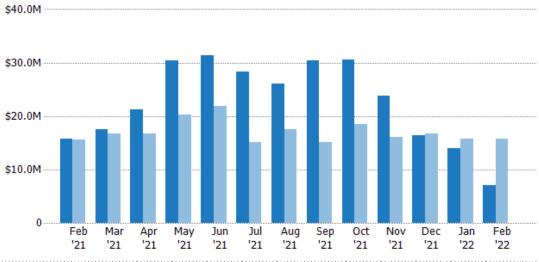
Prior Year

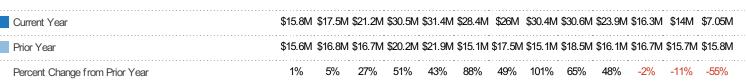
The sum of the listing price of active residential listings at the end of each month.

Filters Used

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

Month/ Year	Volume	% Chg.
Feb '22	\$7.05M	-55.4%
Feb '21	\$15.8M	1.3%
Feb '20	\$15.6M	80.9%



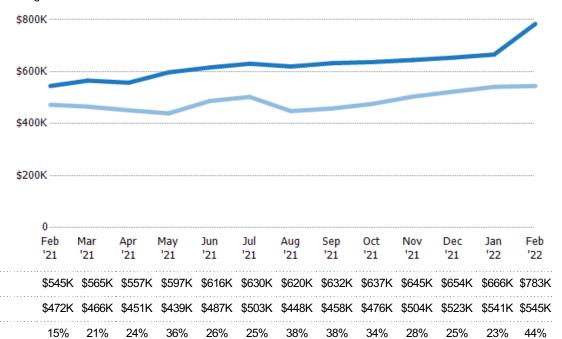


#### **Average Listing Price**

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

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

Month/ Year	Price	% Chg.
Feb '22	\$783K	43.8%
Feb '21	\$545K	15.3%
Feb '20	\$472K	-9.5%



### Median Listing Price

Percent Change from Prior Year

Current Year

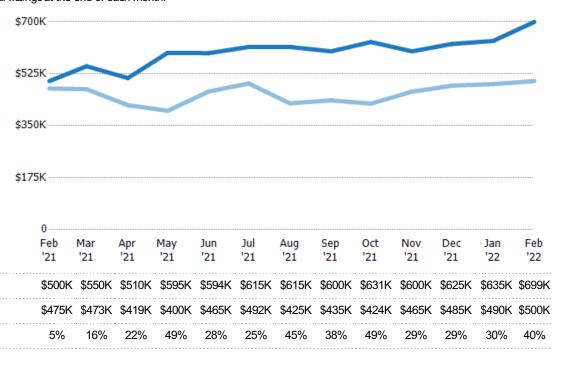
Prior Year

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

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

Month/ Year	Price	% Chg.
Feb '22	\$699K	39.8%
Feb '21	\$500K	5.2%
Feb '20	\$475K	-10.5%

Percent Change from Prior Year





Current Year

Prior Year



### Average Listing Price per Sq Ft

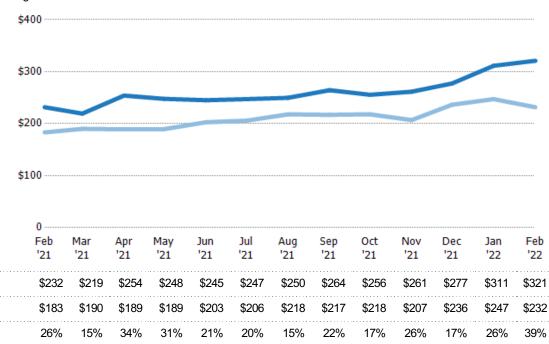
The average of listing prices divided by the living area of homes on market at the end of each month.





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.
Feb '22	\$298	28.4%
Feb '21	\$232	22.8%
Feb '20	\$189	-13.5%

Percent Change from Prior Year

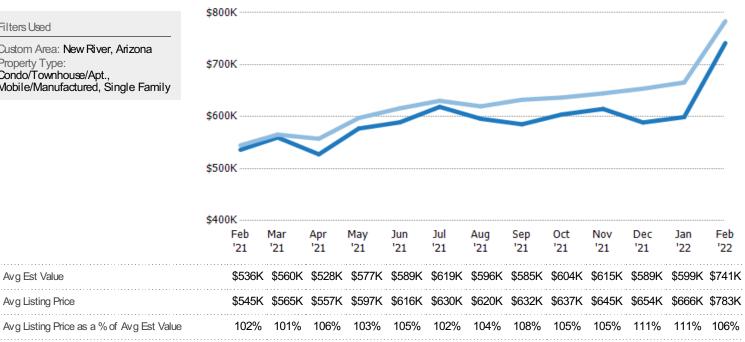
\$ 300												
\$ 225	_											<del></del>
\$ 150												
\$75												
0 Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
 \$232	\$205	\$246	\$235	\$242	\$248	\$246	\$248	\$244	\$268	\$274	\$293	\$298
 \$189	\$197	\$197	\$182	\$198	\$203	\$202	\$203	\$195	\$187	\$237	\$232	\$232
 23%	4%	25%	29%	22%	22%	22%	22%	25%	43%	16%	26%	28%

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.





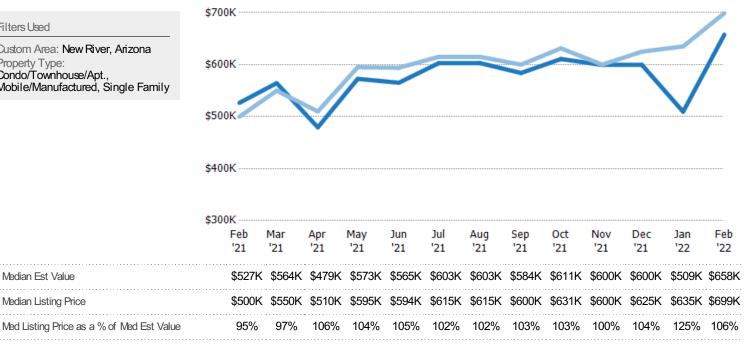
### Median Listing Price vs Median Est Value

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

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

Avg Est Value

Avg Listing Price



Median Est Value

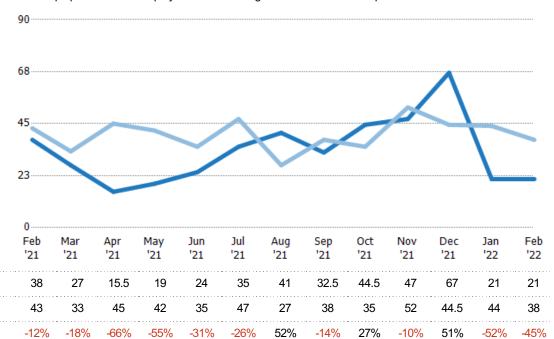
Median Listing Price

# 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







# 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.

7.00

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

Month/ Year	Months	% Chg.
Feb '22	0	-78.5%
Feb '21	1.61	-17%
Feb '20	1.94	209.1%

Percent Change from Prior Year

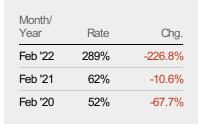
5	5.25												
3	3.50												
1	.75												
	0												
	0 Feb '21	Mar '21		May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
			Apr '21	May '21 2.43	Jun '21 2.13	'21	Aug '21 1.91	Sep '21 2.29	Oct '21 1.66	Nov '21 1.61			
	'21	'21	'21	'21	2.13 2.5	1.32 1.58	'21	'21	'21	'21	'21	'22	'22
	'21 1.61	'21 2.21	1.9 1.06	'21 2.43	'21 2.13 2.5	'21 1.32 1.58	1.91 1.44	2.29 1.57	'21 1.66 1.44	'21 1.61	'21 0 1.23	'22 0	'22 0

Current Year
Prior Year

## **Absorption Rate**

The percentage of inventory sold per month.

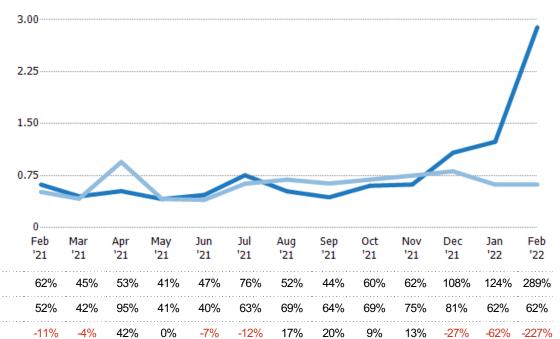




Current Year

Prior Year

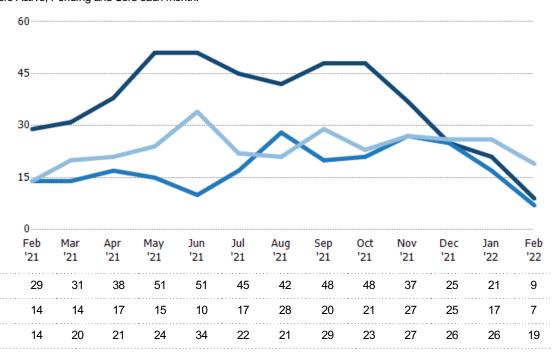
Change from Prior Year



# Active/Pending/Sold Units

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

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



Active

Sold

Pending

### **New Pending Sales**

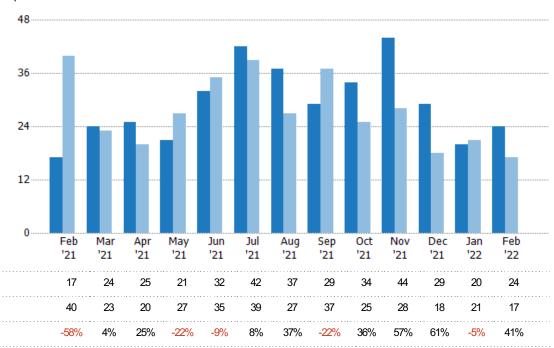
The number of residential properties with accepted offers that were added each month.



Month/ Year	Count	% Chg.
Feb '22	24	41.2%
Feb '21	17	-57.5%
Feb '20	40	-47.5%

Current Year

Prior Year



# New Pending Sales Volume

Percent Change from Prior Year

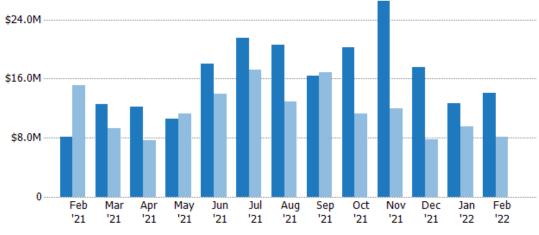
The sum of the sales price of residential properties with accepted offers that were added each month.

Filters Used

Custom Area: New River, Arizona

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

Month/ Year	Volume	% Chg.
Feb '22	\$14.1M	73.1%
Feb '21	\$8.12M	-46.4%
Feb '20	\$15.1M	-46.9%

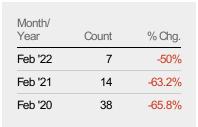




### **Pending Sales**

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







# Pending Sales Volume

Percent Change from Prior Year

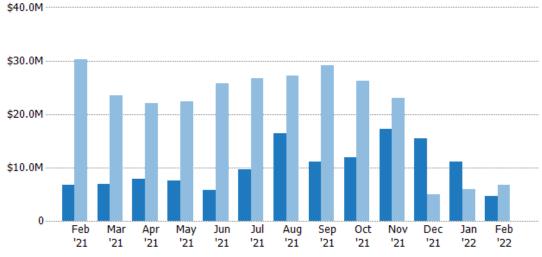
Current Year

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

Month/ Year	Volume	% Chg.
Feb '22	\$4.65M	-31.2%
Feb '21	\$6.76M	-77.7%
Feb '20	\$30.3M	-30.9%



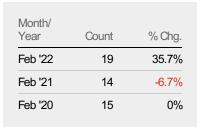


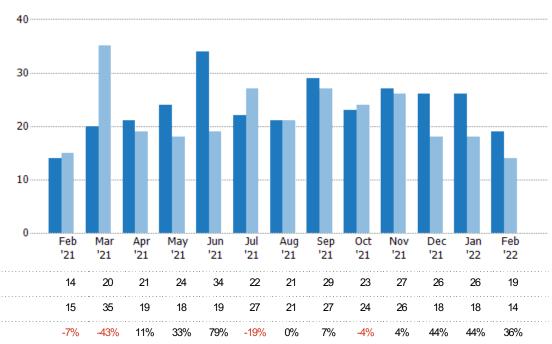
# Market Data Report

#### **Closed Sales**

The total number of residential properties sold each month.







#### **Closed Sales Volume**

Percent Change from Prior Year

Current Year

Prior Year

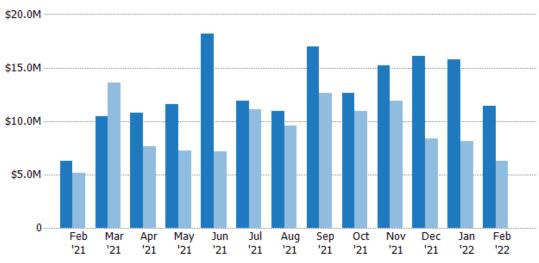
The sum of the sales price of residential properties sold each month.

Filters Used

Custom Area: New River, Arizona

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

Month/ Year	Volume	% Chg.
Feb '22	\$11.5M	83.8%
Feb '21	\$6.23M	21.1%
Feb '20	\$5.15M	-4.1%

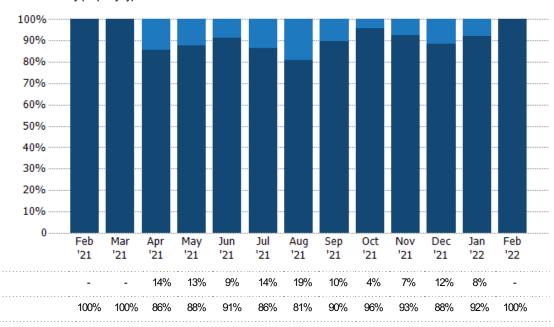




# Closed Sales by Property Type

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

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



# **Average Sales Price**

Mobile/Manufactured

Single Family Residence

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

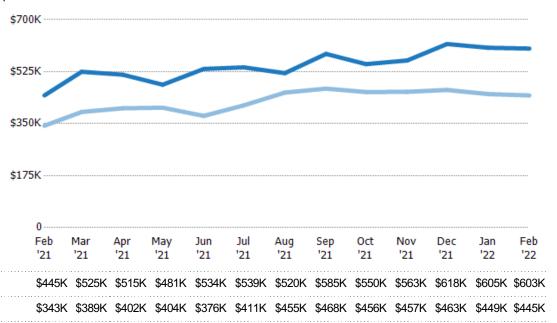
Filters Used

Custom Area: New River, Arizona

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

Month/ Year	Price	% Chg.
Feb '22	\$603K	35.4%
Feb '21	\$445K	29.7%
Feb '20	\$343K	-4.1%

Percent Change from Prior Year



Current Year

Prior Year

30%

35%

28%

19%

42%

31%

14%

25%

21%

23%

33%

35%

35%

# Market Data Report

#### **Median Sales Price**

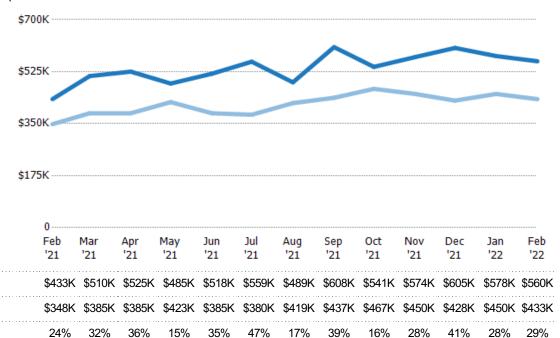
The median sales price of the residential properties sold each month.



Month/		
Year	Price	% Chg.
Feb '22	\$560K	29.5%
Feb '21	\$433K	24.2%
Feb '20	\$348K	0.5%

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.
Feb '22	\$263	4.1%
Feb '21	\$253	47.9%
Feb '20	\$171	-6.4%

							_					-
25												
50												
75												
0												
Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
\$253	\$220	\$208	\$238	\$240	\$250	\$224	\$262	\$249	\$250	\$243	\$251	\$263
\$171	\$184	\$184	\$181	\$164	\$177	\$176	\$187	\$199	\$206	\$199	\$206	\$25
48%	20%	13%	31%	46%	42%	28%	40%	25%	21%	22%	22%	4%

	'21	'21	'21	'21	'21	'21	'21	'21	'21	'21	'21	'22	'22
Current Year	\$253	\$220	\$208	\$238	\$240	\$250	\$224	\$262	\$249	\$250	\$243	\$251	\$263
Prior Year	\$171	\$184	\$184	\$181	\$164	\$177	\$176	\$187	\$199	\$206	\$199	\$206	\$253
Percent Change from Prior Year	48%	20%	13%	31%	46%	42%	28%	40%	25%	21%	22%	22%	4%



3/2/2022

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# Median Sales Price per Sq Ft

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

Filters Used

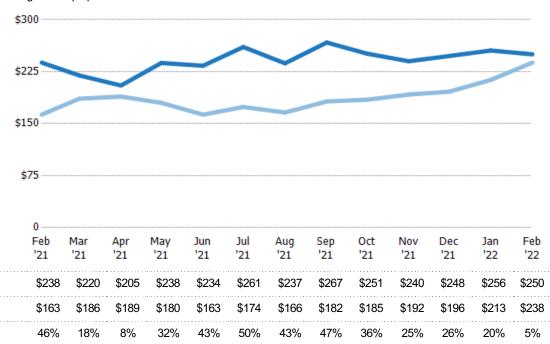
Custom Area: New River, Arizona
Property Type:
Condo/Townhouse/Apt.,
Mobile/Manufactured, Single Family

Month/ Year	Price/sq ft	% Chg.
Feb '22	\$250	5%
Feb '21	\$238	46%
Feb '20	\$163	7.4%

Percent Change from Prior Year

Current Year

Prior Year



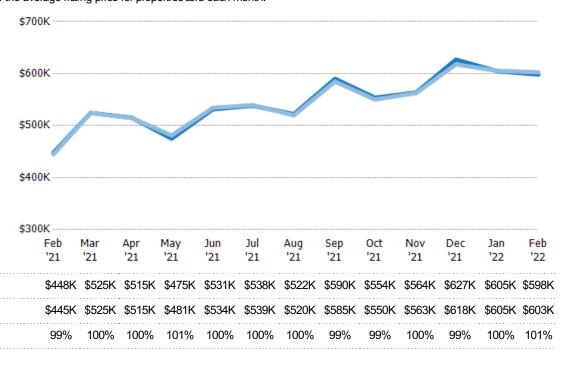
#### Average Sales Price vs Average Listing Price

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

Filters Used

Custom Area: New River, Arizona

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





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.

Filters Used

Custom Area: New River, Arizona

Property Type:

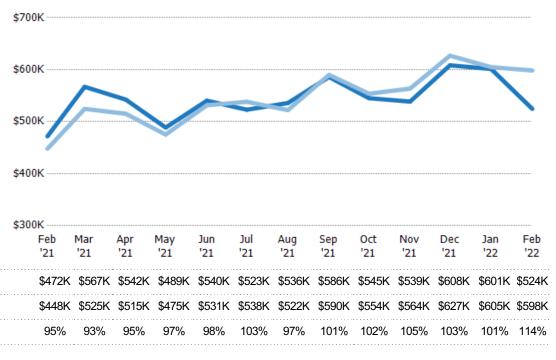
Condo/Townhouse/Apt.,

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.





#### **Distressed Sales**

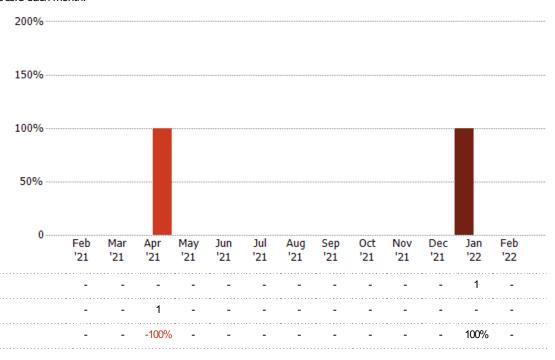
Median Est Value

Median Sales Price

The count of distressed residential properties sold each month.

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

Med Sales Price as a % of Med Est Value



Current Year

Percent Change from Prior Year

Prior Year

3/2/2022

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# Sales Activity by ZIP

Feb 2022

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	7	\$4,654,999	19	\$11,450,204	\$602,642	\$560,000	\$266	\$262	32

