

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.

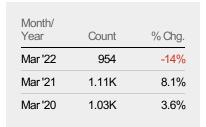
Key Metrics	Mar 2022	Mar 2021	+/-	YTD 2022	YTD 2021	+ / -
Listing Activity Charts Metrics						
New Listing Count	954	1,109	-14%	2,643	2,931	-9.8%
New Listing Volume	\$1,183,278,422	\$1,110,263,950	+6.6%	\$3,270,582,829	\$2,906,715,290	+12.5%
Active Listing Count	604	1,405	-57%	N/A	N/A	
Active Listing Volume	\$1,292,129,666	\$2,097,567,766	-38.4%	N/A	N/A	
Average Listing Price	\$2,139,288	\$1,492,931	+43.3%	\$2,025,636	\$1,458,152	+38.9%
Median Listing Price	\$1,232,000	\$852,000	+44.6%	\$1,153,309	\$841,559	+37%
Average Listing Price per Sq Ft	\$561	\$407	+37.8%	\$540	\$398	+35.7%
Median Listing Price per Sq Ft	\$468	\$350	+33.7%	\$448	\$341	+31.1%
Median Days in RPR	20.5	28	-26.8%	22.73	34.19	-33.5%
Months of Inventory	0.9	1.6	-43.5%	0.8	2.1	-62%
Absorption Rate	109.44%	61.78%	+47.7%	124.47%	47.25%	+77.2%
Sales Activity Charts Metrics						
New Pending Sales Count	1,125	1,133	-0.7%	3,008	2,955	+1.8%
New Pending Sales Volume	\$1,436,459,754	\$1,081,707,364	+32.8%	\$3,543,019,850	\$2,730,217,171	+29.8%
Pending Sales Count	1,034	610	+69.5%	NA	NA	
Pending Sales Volume	\$1,478,830,365	\$668,434,106	+121.2%	NA	NA	
Closed Sales Count	853	1,067	-20.1%	2,140	2,721	-21.4%
Closed Sales Volume	\$952,599,723	\$965,145,391	-1.3%	\$2,292,284,285	\$2,400,431,861	-4.5%
Average Sales Price	\$1,116,764	\$904,541	+23.5%	\$1,071,161	\$882,187	+21.4%
Median Sales Price	\$810,000	\$655,000	+23.7%	\$790,741	\$635,922	+24.3%
Average Sales Price per Sq Ft	\$427	\$331	+28.8%	\$417	\$325	+28.1%
Median Sales Price per Sq Ft	\$393	\$304	+29.3%	\$385	\$297	+29.6%
Distressed Charts Metrics		•••••				
Distressed Listing Count	1	1	+-	NA	N/A	

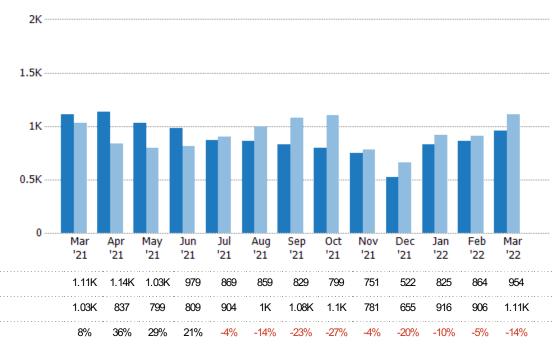


New Listings

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







New Listing Volume

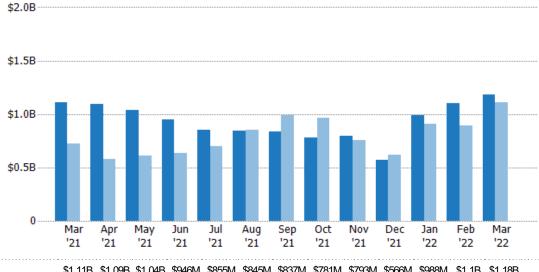
Percent Change from Prior Year

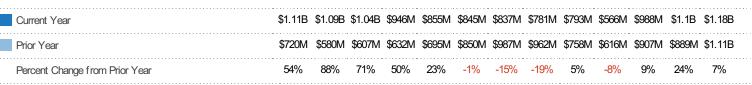
Current Year

Prior Year

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

Month/ Year	Volume	% Chg.
Mar '22	\$1.18B	6.6%
Mar '21	\$1.11B	54.3%
Mar '20	\$720M	8.4%





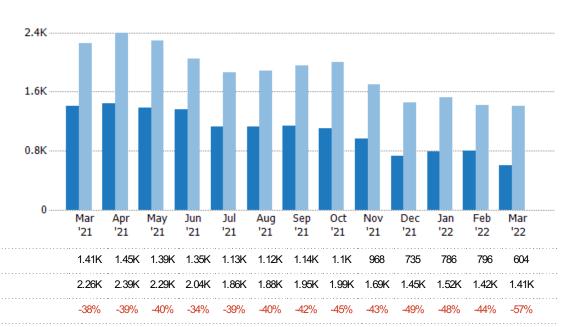


Active Listings

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



Month/ Year	Count	% Chg.
Mar '22	604	-57%
Mar '21	1.41K	-37.7%
Mar '20	2.26K	31%



Active Listing Volume

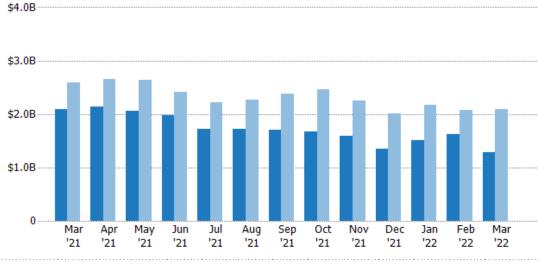
Percent Change from Prior Year

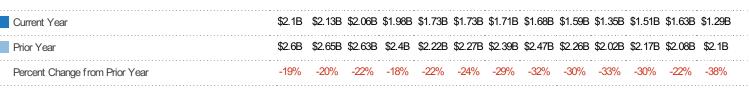
Current Year

Prior Year

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

Month/ Year	Volume	% Chg.
Mar '22	\$1.29B	-38.4%
Mar '21	\$2.1B	-19.2%
Mar '20	\$2.6B	16.6%









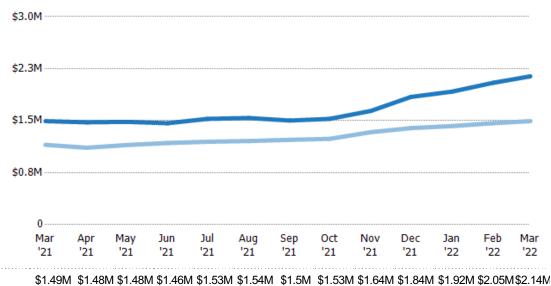
Market Data Report

Average Listing Price

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







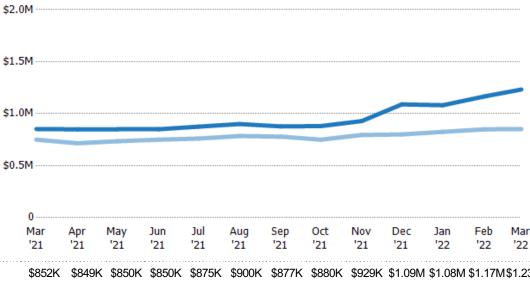
Current Year	\$1.49M	\$1.48M	\$1.48M	\$1.46M	\$1.53M	\$1.54M	\$1.5M	\$1.53M	\$1.64M	\$1.84M	\$1.92M	\$2.05M	\$2.14M
Prior Year	\$1.15M	\$1.11M	\$1.15M	\$1.18M	\$1.2M	\$1.21M	\$1.22M	\$1.24M	\$1.33M	\$1.39M	\$1.42M	\$1.46M	\$1.49M
Percent Change from Prior Year	30%	33%	29%	24%	28%	27%	23%	23%	23%	32%	35%	40%	43%

Median Listing Price

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

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

Month/		
Year	Price	% Chg.
Mar '22	\$1.23M	44.6%
Mar '21	\$852K	13.6%
Mar '20	\$750K	-12%



Current Year	\$852K	\$849K	\$850K	\$850K	\$875K	\$900K	\$877K	\$880K	\$929K	\$1.09M	\$1.08M	\$1.17M	\$1.23M
Prior Year	\$750K	\$715K	\$735K	\$750K	\$760K	\$785K	\$779K	\$750K	\$795K	\$800K	\$825K	\$849K	\$852K
Percent Change from Prior Year	14%	19%	16%	13%	15%	15%	13%	17%	17%	36%	31%	37%	45%





Average Listing Price per Sq Ft

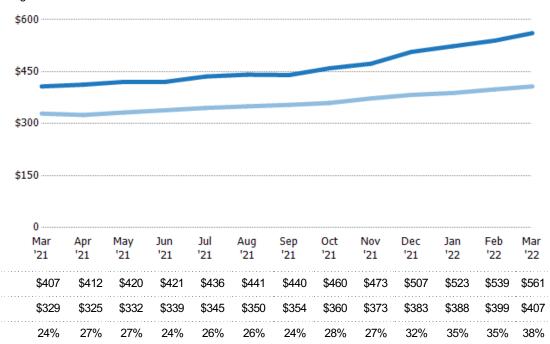
The average of listing prices divided by the living area of homes on market at the end of each month.





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: Scottsdale, Arizona

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

Percent Change from Prior Year

Month/ Year	Price/sq ft	% Chg.
Mar '22	\$468	33.7%
Mar '21	\$350	23.2%
Mar '20	\$284	-10.9%

Percent Change from Prior Year

+27E												
\$375												
\$250												
\$125												
0 Mar '21		May '21		Jul '21	Aug '21	Sep '21	0ct '21		Dec '21	Jan '22	Feb '22	Mar '22
\$350	\$353	\$363	\$361	\$373	\$381	\$377	\$382	\$394	\$416	\$430	\$449	\$468
\$284	\$283	\$287	\$293	\$297	\$303	\$304	\$308	\$319	\$329	\$333	\$342	\$350
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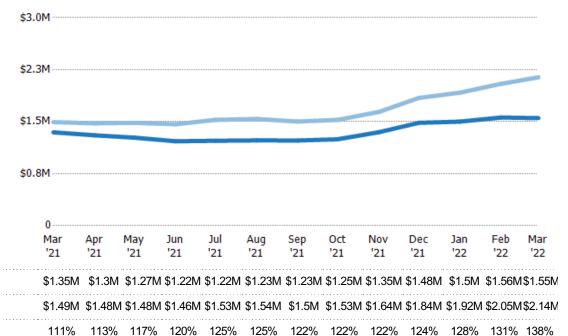
Current Year
Prior Year



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

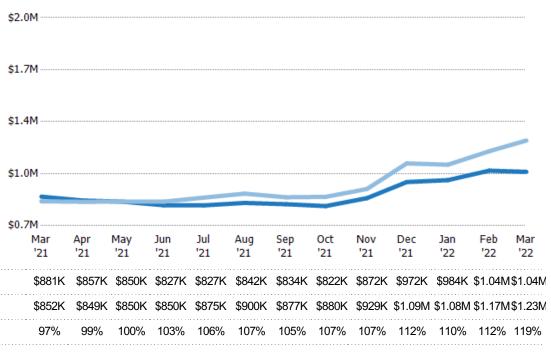
The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.

Custom Area: Scottsdale, 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

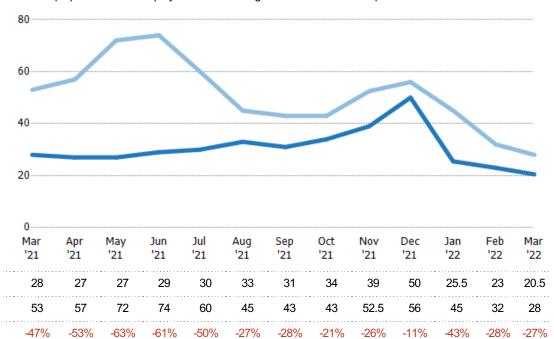
Med Listing Price as a % of Med Est Value

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







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: Scottsdale, Arizona

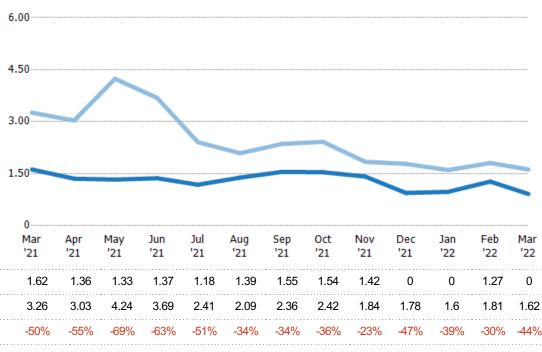
Property Type:

Condo/Townhouse/Apt.,

Mobile/Manufactured, Single Family

Month/ Year	Months	% Chg.
Mar '22	0	-43.5%
Mar '21	1.62	-50.3%
Mar '20	3.26	54.4%

Percent Change from Prior Year



Current Year

Prior Year

Absorption Rate

The percentage of inventory sold per month.

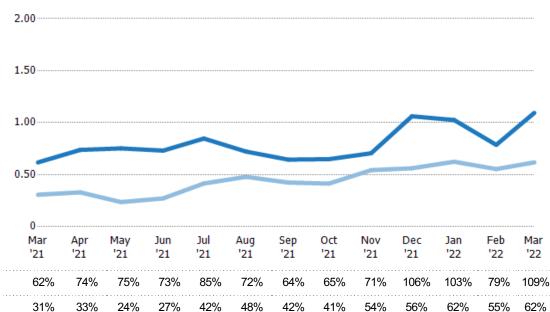


Rate	Chg.
109%	-47.7%
62%	-31.1%
31%	-35.2%
	109%

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.

-31%

-52%

-46%

-43%

-24%

-22%

-24%

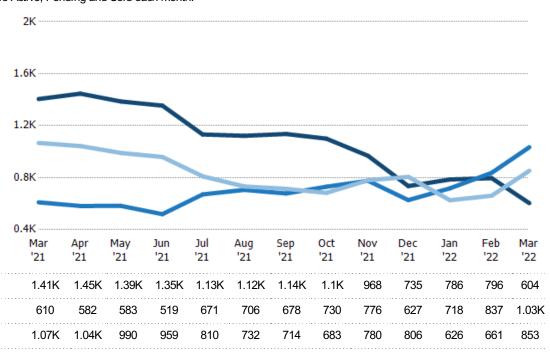
-16%

-50%

Filters Used

Custom Area: Scottsdale, Arizona

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



Active

Sold

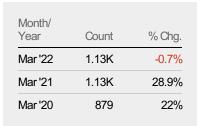
Pending



New Pending Sales

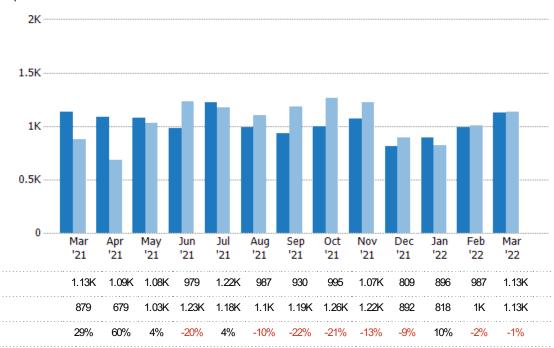
The number of residential properties with accepted offers that were added each month.





Current Year

Prior Year

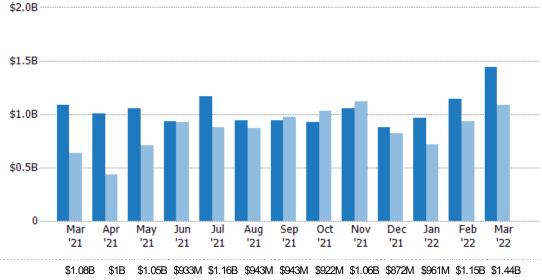


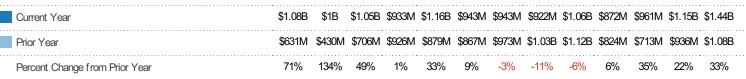
New Pending Sales Volume

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.
Mar '22	\$1.44B	32.8%
Mar '21	\$1.08B	71.5%
Mar '20	\$631M	10.5%







Pending Sales

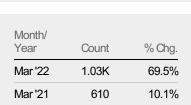
Mar '20

Current Year

Prior Year

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

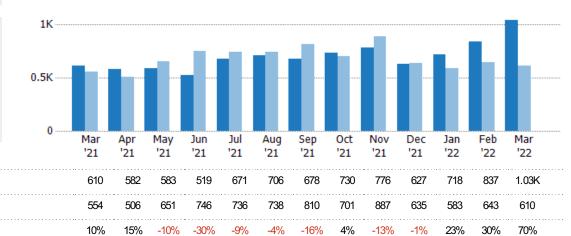
Filters Used	
Custom Area: Scottsdale, Ari Property Type: Condo/Townhouse/Apt., Mobile/Manufactured, Single	



554

28%





Pending Sales Volume

Percent Change from 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.
Mar '22	\$1.48B	121.2%
Mar '21	\$668M	59.3%
Mar '20	\$420M	20.8%



Current Year	\$668M	\$638M	\$646M	\$588M	\$765M	\$813M	\$834M	\$827M	\$932M	\$797M	\$898M	\$1.08B	\$1.48B
Prior Year	\$420M	\$349M	\$467M	\$595M	\$601M	\$616M	\$697M	\$591M	\$769M	\$624M	\$584M	\$658M	\$668M
Percent Change from Prior Year	59%	82%	38%	-1%	27%	32%	20%	40%	21%	28%	54%	65%	121%





Closed Sales

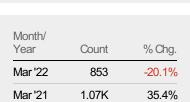
Mar '20

Current Year

Prior Year

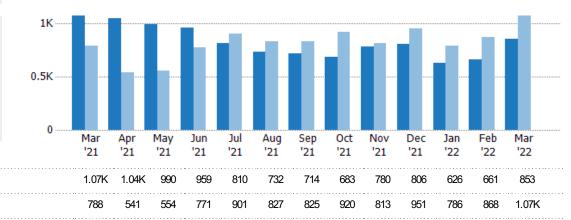
The total number of residential properties sold each month.

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



788





-11%

-13%

-26%

-4%

-15%

-20%

-24%

-20%

Closed Sales Volume

Percent Change from Prior Year

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

-6.6%

35%

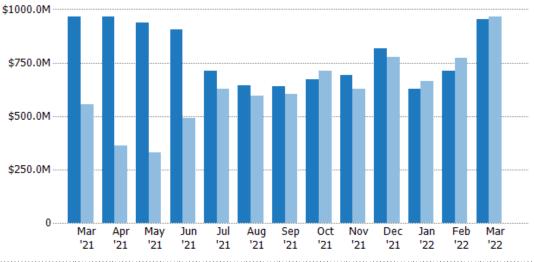
93%

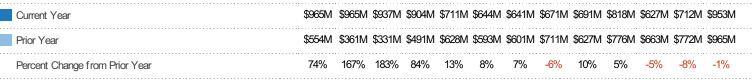
79%

24%

-10%

Month/ Year	Volume	% Chg.
Mar '22	\$953M	-1.3%
Mar '21	\$965M	74.1%
Mar '20	\$554M	-21%



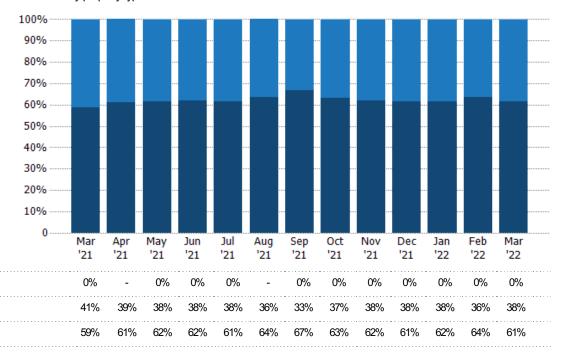




Closed Sales by Property Type

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





Average Sales Price

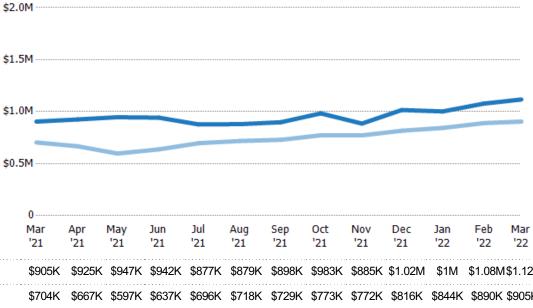
Single Family Residence

Mobile/Manufactured

Condo/Townhouse

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

Month/ Year	Price	% Chg.
Mar '22	\$1.12M	23.5%
Mar '21	\$905K	28.5%
Mar '20	\$704K	-15.4%



Current Year	\$905K	\$925K	\$947K	\$942K	\$877K	\$879K	\$898K	\$983K	\$885K	\$1.02M	\$1M	\$1.08M	\$1.12M
Prior Year	\$704K	\$667K	\$597K	\$637K	\$696K	\$718K	\$729K	\$773K	\$772K	\$816K	\$844K	\$890K	\$905K
Percent Change from Prior Year	29%	39%	59%	48%	26%	23%	23%	27%	15%	24%	19%	21%	23%





Median Sales Price

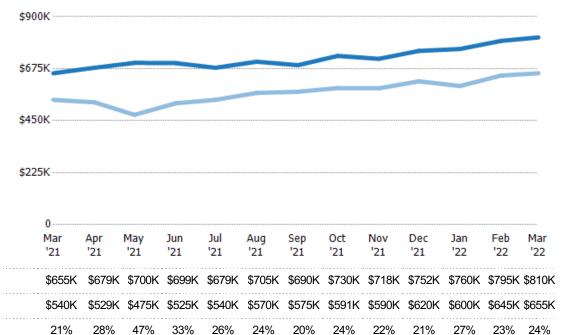
The median sales price of the residential properties sold each month.





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: Scottsdale, Arizona

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

Month/ Year	Price/sq ft	% Chg.
Mar '22	\$427	28.8%
Mar '21	\$331	18.8%
Mar '20	\$279	-7.7%

Percent Change from Prior Year

\$	500												
\$	375												_
\$	250												
\$	125												
-	123												
7	125												
*				Jun '21									
	0 Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar
	0 Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	0ct '21	Nov '21	Dec '21	Jan '22	Feb '22	Mar '22

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

Month/ Year	Price/sq ft	% Chg.
Mar '22	\$393	29.3%
Mar '21	\$304	16.5%
Mar '20	\$261	-10.7%

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: Scottsdale, Arizona

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

Avg Sales Price as a % of Avg List Price

Percent Change from Prior Year

\$2.0	М												
\$1.7	M												
\$1.4	M												
\$1.0	м												
4	M Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	 Mar
	'21	'21	'21	'21	'21	'21	'21	'21	'21	'21	'22	'22	'22
. .			\$947K										
	\$905K	\$925K	\$947K	\$942K	\$877K	\$879K	\$898K	\$983K	\$885K	\$1.02M	\$1M	\$1.08M	I\$1.12M
	99%	100%	100%	100%	99%	99%	99%	98%	100%	100%	99%	102%	102%



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.





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

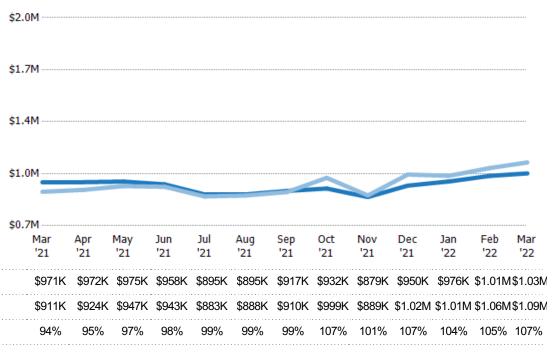
Custom Area: Scottsdale, Arizona

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

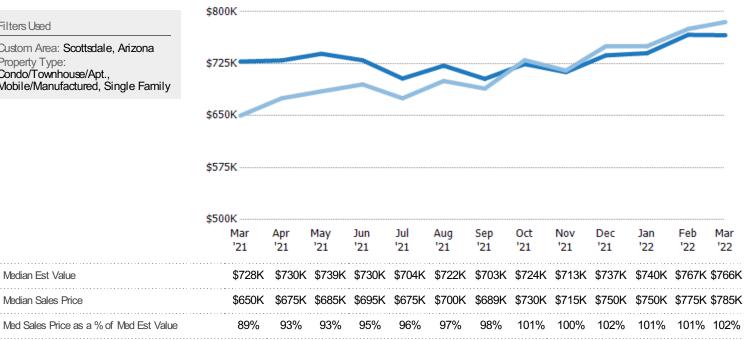
Avg Sales Price as a % of Avg Est Value



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.



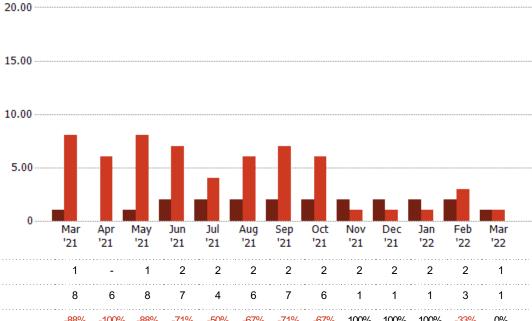


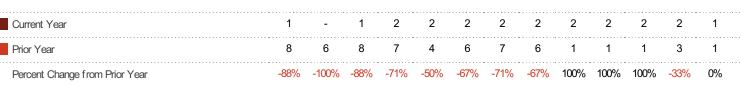
Distressed Listings

Median Est Value

Median Sales Price

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









Distressed Sales

Current Year

Prior Year

Percent Change from Prior Year

The count of distressed residential properties sold each month.









Sales Activity by ZIP

Mar 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
85250	57	\$41,070,599	56	\$38,552,500	\$688,438	\$643,000	\$396	\$385	10
85251	154	\$183,542,934	110	\$78,588,007	\$714,436	\$502,500	\$446	\$408	12
85254	164	\$133,239,565	101	\$93,340,643	\$924,165	\$880,000	\$420	\$392	10
85255	148	\$372,751,781	132	\$214,203,899	\$1,622,757	\$1,207,500	\$490	\$443	12
85257	43	\$23,821,100	74	\$44,425,400	\$600,343	\$647,800	\$382	\$385	13
85258	90	\$117,210,229	105	\$90,259,066	\$859,610	\$735,000	\$432	\$423	10
85259	91	\$104,023,888	64	\$77,277,652	\$1,207,463	\$1,038,500	\$407	\$398	13
85260	89	\$86,258,962	96	\$99,822,259	\$1,039,815	\$740,000	\$424	\$394	11
85262	153	\$329,500,708	72	\$149,588,965	\$2,077,625	\$1,562,500	\$500	\$487	15
85263			1	\$515,000	\$515,000	\$515,000	\$340	\$340	56
85266	44	\$86,447,596	42	\$66,026,332	\$1,572,056	\$1,275,500	\$462	\$421	16

