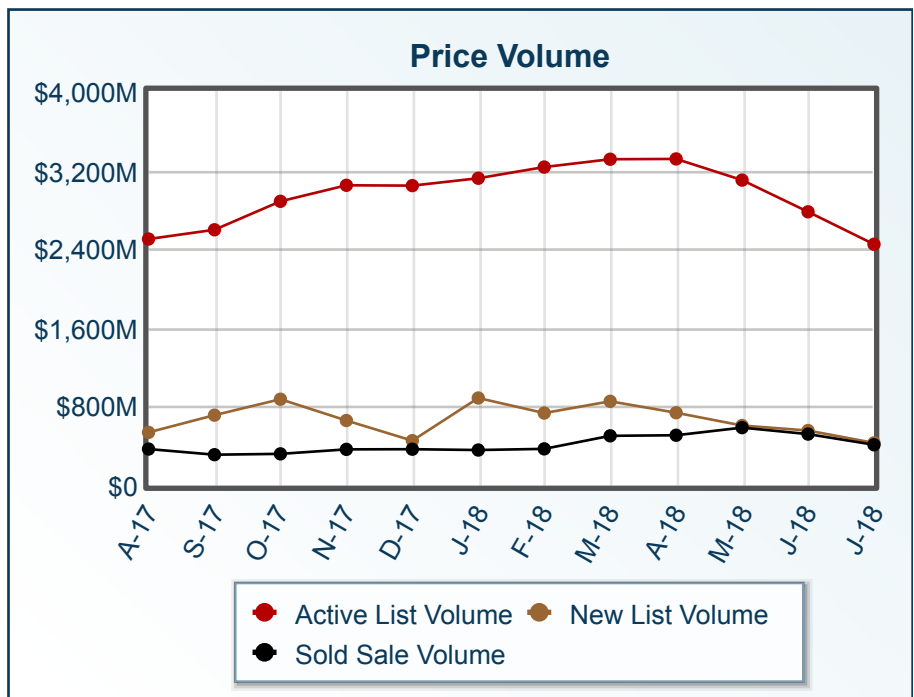
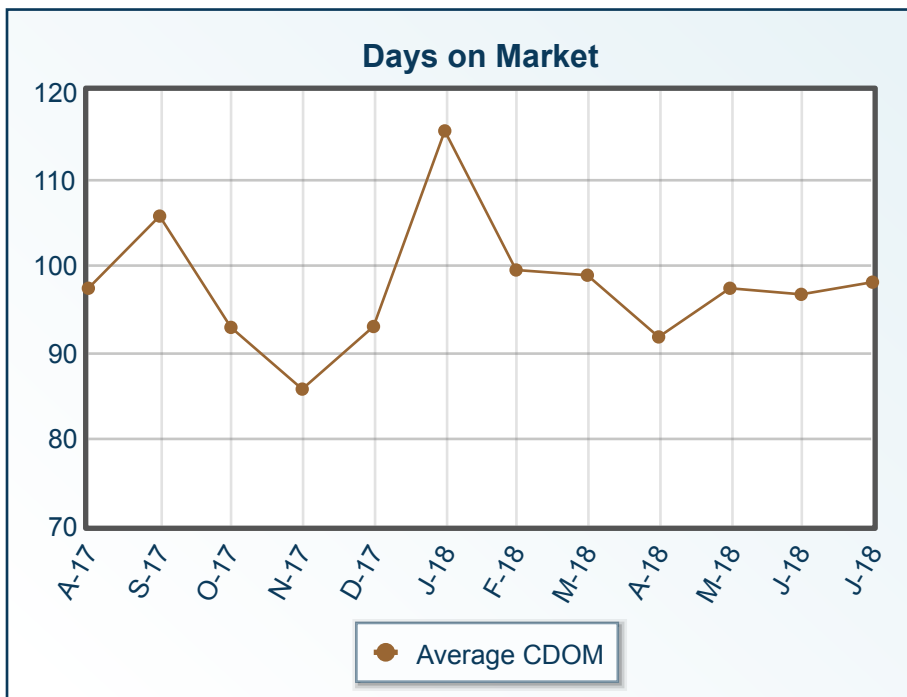
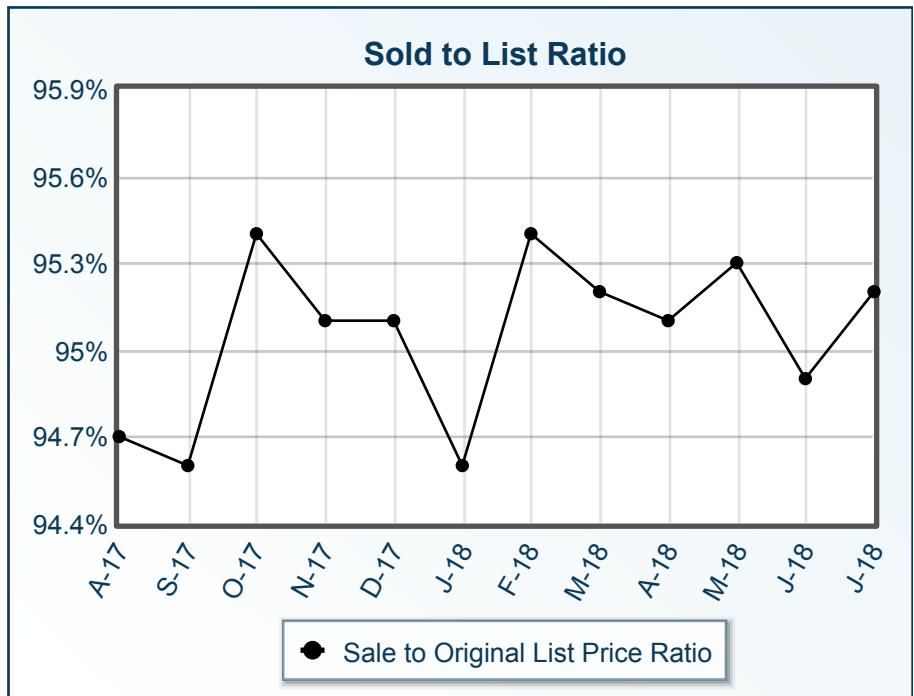
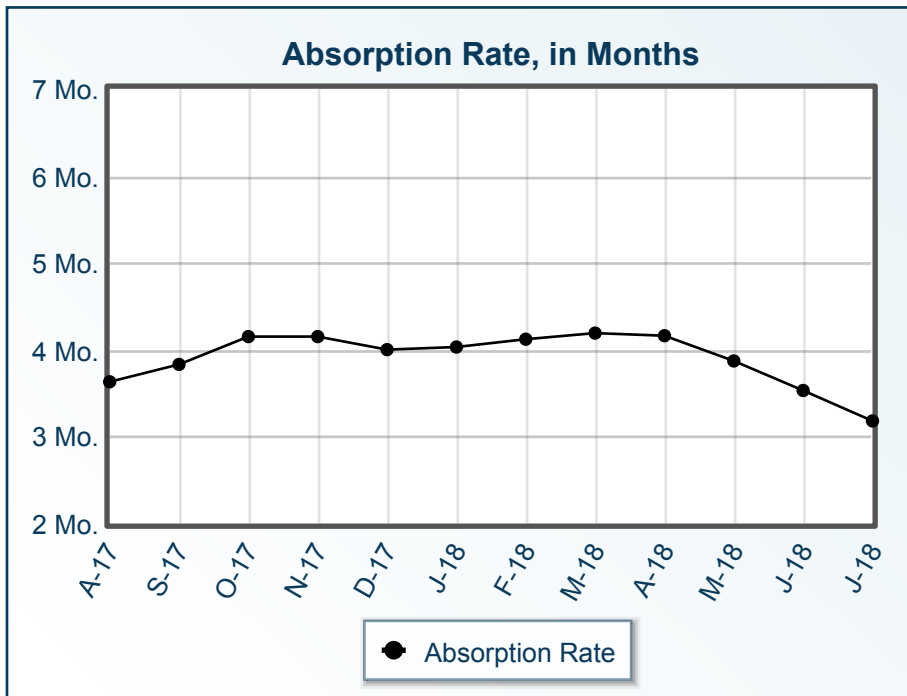
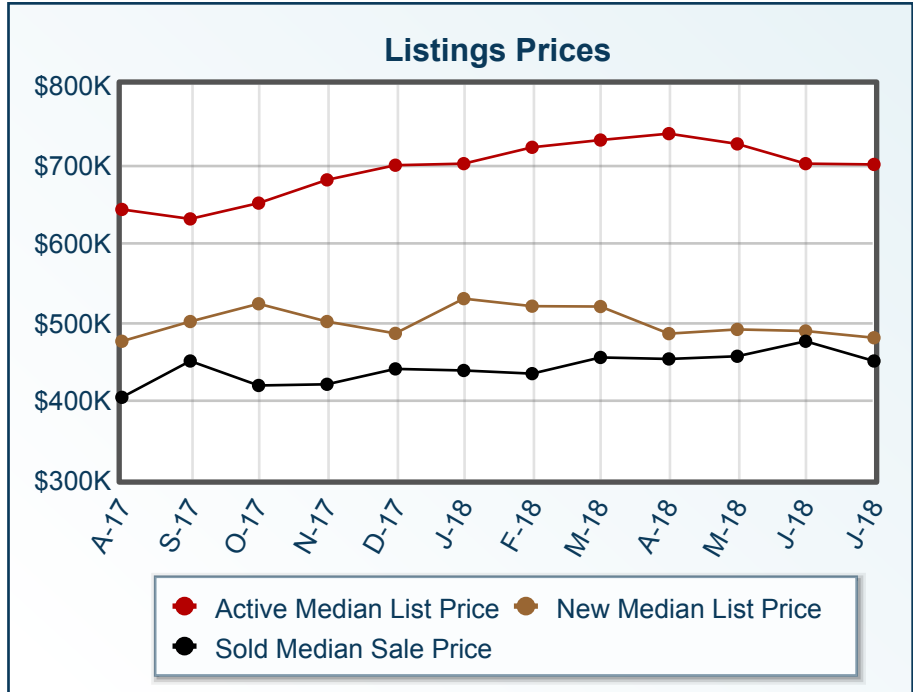
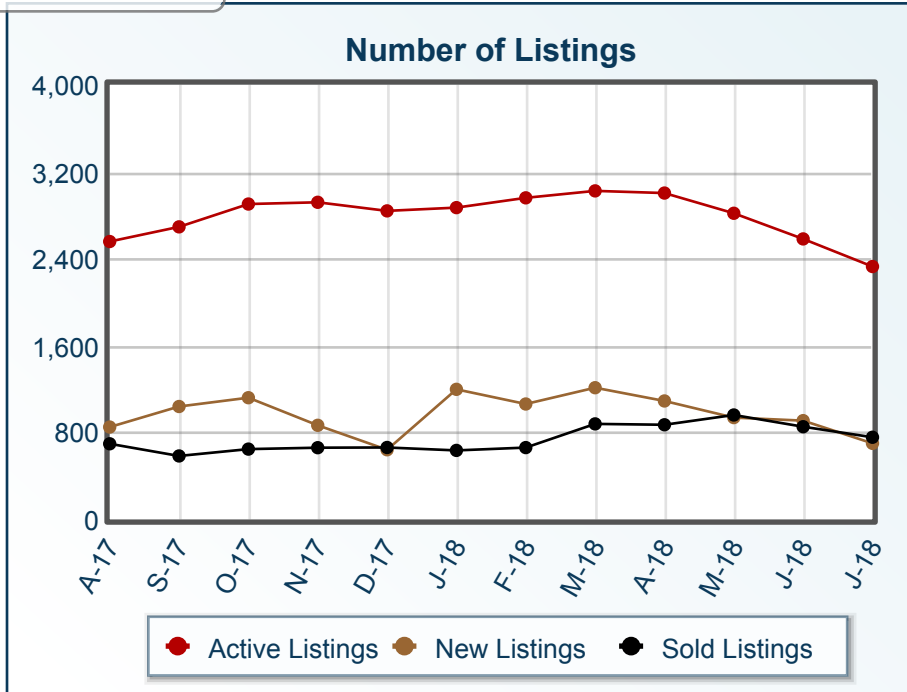


Market Summary

Scottsdale Residential, July 2018



| Summary Statistics | | | | | | |
|---------------------------|---------------|---------------|--------------|-----------------|-----------------|--------------|
| | Jul-18 | Jul-17 | % Chg | 2018 YTD | 2017 YTD | % Chg |
| Absorption Rate | 3.18 | 3.86 | -17.62 | 3.87 | 4.77 | -18.87 |
| Average List Price | \$1,051,107 | \$970,980 | 8.25 | \$793,325 | \$755,134 | 5.06 |
| Median List Price | \$699,000 | \$649,000 | 7.70 | \$544,400 | \$519,000 | 4.89 |
| Average Sale Price | \$547,624 | \$520,952 | 5.12 | \$582,539 | \$533,711 | 9.15 |
| Median Sale Price | \$450,000 | \$423,900 | 6.16 | \$450,000 | \$420,000 | 7.14 |
| Average CDOM | 98 | 103 | -4.85 | 87 | 94 | -7.45 |
| Median CDOM | 57 | 60 | -5.00 | 54 | 60 | -10.00 |

| Sold Listings | | | | | | |
|----------------------|-------------------|-------------|--------------|---------------------|-------------|--------------|
| | This Month | | | Year to Date | | |
| | 2018 | 2017 | % Chg | 2018 | 2017 | % Chg |
| 0-29,999 | 0 | 0 | 0.0 | 1 | 0 | N/A |
| 30,000-39,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 40,000-49,999 | 0 | 0 | 0.0 | 1 | 8 | -87.5 |
| 50,000-59,999 | 1 | 0 | N/A | 2 | 9 | -77.8 |
| 60,000-69,999 | 2 | 2 | 0.0 | 8 | 5 | 60.0 |
| 70,000-79,999 | 2 | 1 | 100.0 | 9 | 8 | 12.5 |
| 80,000-89,999 | 1 | 1 | 0.0 | 4 | 18 | -77.8 |
| 90,000-99,999 | 0 | 0 | 0.0 | 3 | 20 | -85.0 |
| 100,000-119,999 | 3 | 1 | 200.0 | 39 | 69 | -43.5 |
| 120,000-139,999 | 7 | 14 | -50.0 | 89 | 144 | -38.2 |
| 140,000-159,999 | 24 | 16 | 50.0 | 139 | 124 | 12.1 |
| 160,000-179,999 | 10 | 18 | -44.4 | 120 | 152 | -21.1 |
| 180,000-199,999 | 26 | 18 | 44.4 | 151 | 140 | 7.9 |
| 200,000-249,999 | 56 | 51 | 9.8 | 379 | 400 | -5.2 |
| 250,000-299,999 | 48 | 40 | 20.0 | 365 | 382 | -4.5 |
| 300,000-399,999 | 135 | 141 | -4.3 | 976 | 964 | 1.2 |
| 400,000-499,999 | 130 | 117 | 11.1 | 916 | 874 | 4.8 |
| 500,000-549,999 | 53 | 40 | 32.5 | 383 | 306 | 25.2 |
| 550,000-749,999 | 123 | 105 | 17.1 | 887 | 776 | 14.3 |
| 750,000-999,999 | 66 | 53 | 24.5 | 538 | 447 | 20.4 |
| 1,000,000-1,249,999 | 24 | 23 | 4.3 | 222 | 166 | 33.7 |
| 1,250,000-1,499,999 | 16 | 9 | 77.8 | 139 | 87 | 59.8 |
| 1,500,000-1,999,999 | 16 | 18 | -11.1 | 116 | 109 | 6.4 |
| 2,000,000-2,999,999 | 12 | 6 | 100.0 | 85 | 60 | 41.7 |
| 3,000,000+ | 1 | 1 | 0.0 | 44 | 34 | 29.4 |
| Totals | 756 | 675 | 12.0 | 5616 | 5302 | 5.9 |

| Pending Listings | | | | | | |
|-------------------------|-------------------|-------------|--------------|---------------------|-------------|--------------|
| | This Month | | | Year to Date | | |
| | 2018 | 2017 | % Chg | 2018 | 2017 | % Chg |
| 0-29,999 | 0 | 0 | 0.0 | 1 | 1 | 0.0 |
| 30,000-39,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 40,000-49,999 | 0 | 0 | 0.0 | 1 | 8 | -87.5 |
| 50,000-59,999 | 0 | 0 | 0.0 | 2 | 7 | -71.4 |
| 60,000-69,999 | 6 | 0 | N/A | 10 | 5 | 100.0 |
| 70,000-79,999 | 0 | 2 | -100.0 | 9 | 8 | 12.5 |
| 80,000-89,999 | 1 | 4 | -75.0 | 4 | 15 | -73.3 |
| 90,000-99,999 | 0 | 2 | -100.0 | 3 | 17 | -82.4 |
| 100,000-119,999 | 0 | 3 | -100.0 | 29 | 55 | -47.3 |
| 120,000-139,999 | 5 | 21 | -76.2 | 81 | 151 | -46.4 |
| 140,000-159,999 | 19 | 12 | 58.3 | 131 | 119 | 10.1 |
| 160,000-179,999 | 7 | 18 | -61.1 | 115 | 152 | -24.3 |
| 180,000-199,999 | 23 | 16 | 43.8 | 149 | 142 | 4.9 |
| 200,000-249,999 | 43 | 41 | 4.9 | 383 | 402 | -4.7 |
| 250,000-299,999 | 37 | 45 | -17.8 | 351 | 388 | -9.5 |
| 300,000-399,999 | 96 | 130 | -26.2 | 968 | 986 | -1.8 |
| 400,000-499,999 | 102 | 95 | 7.4 | 927 | 880 | 5.3 |
| 500,000-549,999 | 34 | 36 | -5.6 | 360 | 302 | 19.2 |
| 550,000-749,999 | 96 | 99 | -3.0 | 924 | 810 | 14.1 |
| 750,000-999,999 | 56 | 58 | -3.4 | 558 | 510 | 9.4 |
| 1,000,000-1,249,999 | 22 | 21 | 4.8 | 222 | 159 | 39.6 |
| 1,250,000-1,499,999 | 15 | 8 | 87.5 | 176 | 116 | 51.7 |
| 1,500,000-1,999,999 | 8 | 13 | -38.5 | 120 | 116 | 3.4 |
| 2,000,000-2,999,999 | 8 | 6 | 33.3 | 98 | 64 | 53.1 |
| 3,000,000+ | 0 | 3 | -100.0 | 44 | 46 | -4.3 |
| Totals | 578 | 633 | -8.7 | 5666 | 5459 | 3.8 |

| Active Listings | This Month | | | Year to Date | | |
|---------------------|------------|------|--------|--------------|-------|-------|
| | 2018 | 2017 | % Chg | 2018 | 2017 | % Chg |
| | 0-29,999 | 1 | 1 | 0.0 | 9 | 5 |
| 30,000-39,999 | 2 | 0 | N/A | 2 | 0 | N/A |
| 40,000-49,999 | 0 | 0 | 0.0 | 2 | 9 | -77.8 |
| 50,000-59,999 | 1 | 0 | N/A | 6 | 7 | -14.3 |
| 60,000-69,999 | 8 | 0 | N/A | 16 | 10 | 60.0 |
| 70,000-79,999 | 0 | 0 | 0.0 | 9 | 8 | 12.5 |
| 80,000-89,999 | 0 | 3 | -100.0 | 6 | 20 | -70.0 |
| 90,000-99,999 | 1 | 5 | -80.0 | 4 | 27 | -85.2 |
| 100,000-119,999 | 3 | 7 | -57.1 | 39 | 73 | -46.6 |
| 120,000-139,999 | 10 | 21 | -52.4 | 97 | 182 | -46.7 |
| 140,000-159,999 | 17 | 22 | -22.7 | 162 | 152 | 6.6 |
| 160,000-179,999 | 25 | 30 | -16.7 | 158 | 215 | -26.5 |
| 180,000-199,999 | 25 | 27 | -7.4 | 178 | 191 | -6.8 |
| 200,000-249,999 | 69 | 100 | -31.0 | 499 | 555 | -10.1 |
| 250,000-299,999 | 77 | 104 | -26.0 | 476 | 553 | -13.9 |
| 300,000-399,999 | 224 | 282 | -20.6 | 1359 | 1498 | -9.3 |
| 400,000-499,999 | 270 | 340 | -20.6 | 1438 | 1484 | -3.1 |
| 500,000-549,999 | 110 | 151 | -27.2 | 586 | 597 | -1.8 |
| 550,000-749,999 | 401 | 475 | -15.6 | 1656 | 1636 | 1.2 |
| 750,000-999,999 | 355 | 402 | -11.7 | 1214 | 1250 | -2.9 |
| 1,000,000-1,249,999 | 137 | 162 | -15.4 | 477 | 459 | 3.9 |
| 1,250,000-1,499,999 | 144 | 142 | 1.4 | 430 | 380 | 13.2 |
| 1,500,000-1,999,999 | 196 | 180 | 8.9 | 465 | 422 | 10.2 |
| 2,000,000-2,999,999 | 143 | 138 | 3.6 | 342 | 329 | 4.0 |
| 3,000,000+ | 108 | 103 | 4.9 | 231 | 228 | 1.3 |
| Totals | 2327 | 2695 | -13.7 | 9861 | 10290 | -4.2 |

| New Listings | This Month | | | Year to Date | | |
|---------------------|------------|------|--------|--------------|------|-------|
| | 2018 | 2017 | % Chg | 2018 | 2017 | % Chg |
| | 0-29,999 | 3 | 1 | 200.0 | 9 | 5 |
| 30,000-39,999 | 0 | 0 | 0.0 | 2 | 0 | N/A |
| 40,000-49,999 | 0 | 0 | 0.0 | 2 | 6 | -66.7 |
| 50,000-59,999 | 1 | 0 | N/A | 4 | 4 | 0.0 |
| 60,000-69,999 | 2 | 2 | 0.0 | 14 | 7 | 100.0 |
| 70,000-79,999 | 0 | 1 | -100.0 | 6 | 7 | -14.3 |
| 80,000-89,999 | 2 | 0 | N/A | 5 | 17 | -70.6 |
| 90,000-99,999 | 0 | 1 | -100.0 | 3 | 18 | -83.3 |
| 100,000-119,999 | 1 | 4 | -75.0 | 35 | 54 | -35.2 |
| 120,000-139,999 | 7 | 17 | -58.8 | 81 | 152 | -46.7 |
| 140,000-159,999 | 15 | 10 | 50.0 | 136 | 126 | 7.9 |
| 160,000-179,999 | 10 | 21 | -52.4 | 130 | 169 | -23.1 |
| 180,000-199,999 | 17 | 19 | -10.5 | 146 | 151 | -3.3 |
| 200,000-249,999 | 44 | 56 | -21.4 | 428 | 444 | -3.6 |
| 250,000-299,999 | 45 | 56 | -19.6 | 399 | 418 | -4.5 |
| 300,000-399,999 | 123 | 132 | -6.8 | 1084 | 1148 | -5.6 |
| 400,000-499,999 | 109 | 116 | -6.0 | 1104 | 1071 | 3.1 |
| 500,000-549,999 | 45 | 50 | -10.0 | 458 | 425 | 7.8 |
| 550,000-749,999 | 122 | 122 | 0.0 | 1213 | 1172 | 3.5 |
| 750,000-999,999 | 74 | 81 | -8.6 | 803 | 776 | 3.5 |
| 1,000,000-1,249,999 | 21 | 23 | -8.7 | 294 | 271 | 8.5 |
| 1,250,000-1,499,999 | 26 | 11 | 136.4 | 253 | 204 | 24.0 |
| 1,500,000-1,999,999 | 19 | 19 | 0.0 | 241 | 212 | 13.7 |
| 2,000,000-2,999,999 | 7 | 6 | 16.7 | 162 | 147 | 10.2 |
| 3,000,000+ | 7 | 9 | -22.2 | 95 | 79 | 20.3 |
| Totals | 700 | 757 | -7.5 | 7107 | 7083 | 0.3 |