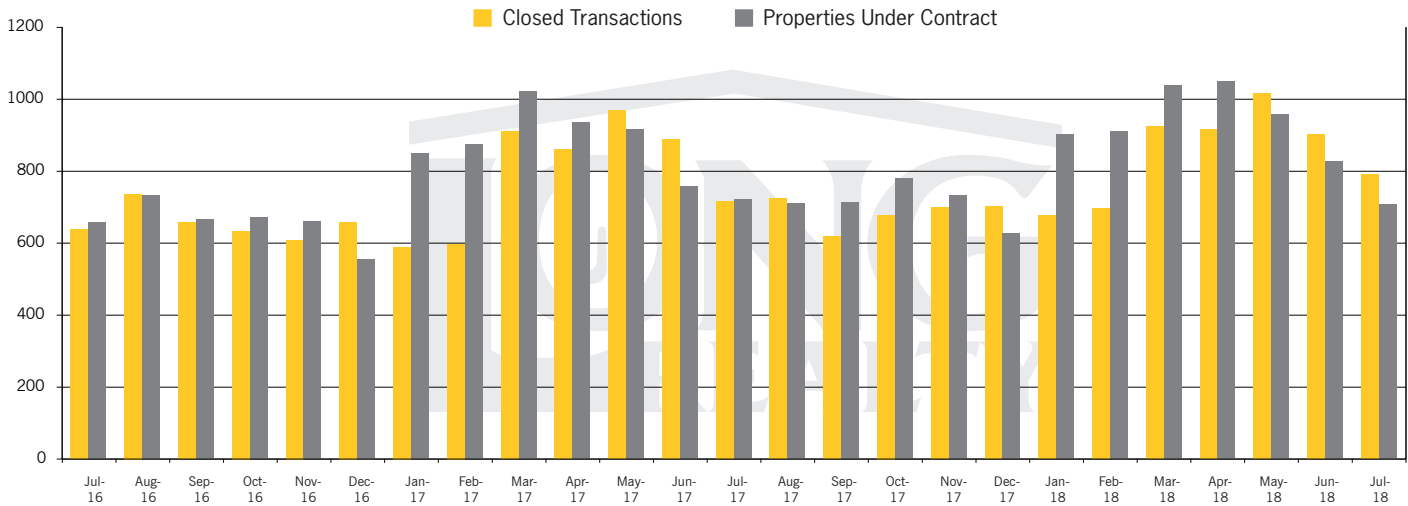


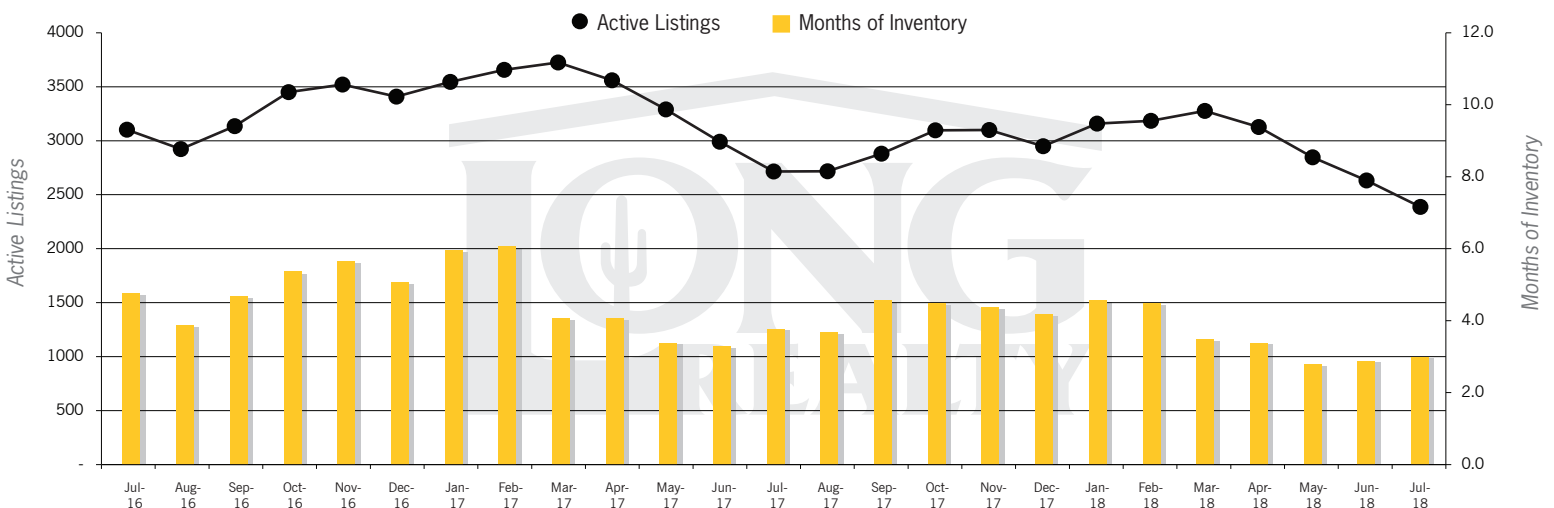
## Scottsdale/Paradise Valley | August 2018

In the Scottsdale/Paradise Valley area, July 2018 active inventory was 2,366, a 12% decrease from July 2017. There were 793 closings in July 2018, a 10% increase from July 2017. Year-to-date 2018 there were 5,968 closings, a 6% increase from year-to-date 2017. Months of Inventory was 3.0, down from 3.8 in July 2017. Median price of sold homes was \$457,000 for the month of July 2018, up 3% from July 2017. The Scottsdale/Paradise Valley area had 711 new properties under contract in July 2018, down 2% from July 2017.

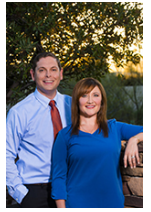
### CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – SCOTTSDALE/ PARADISE VALLEY



### ACTIVE LISTINGS AND MONTHS OF INVENTORY – SCOTTSDALE/ PARADISE VALLEY

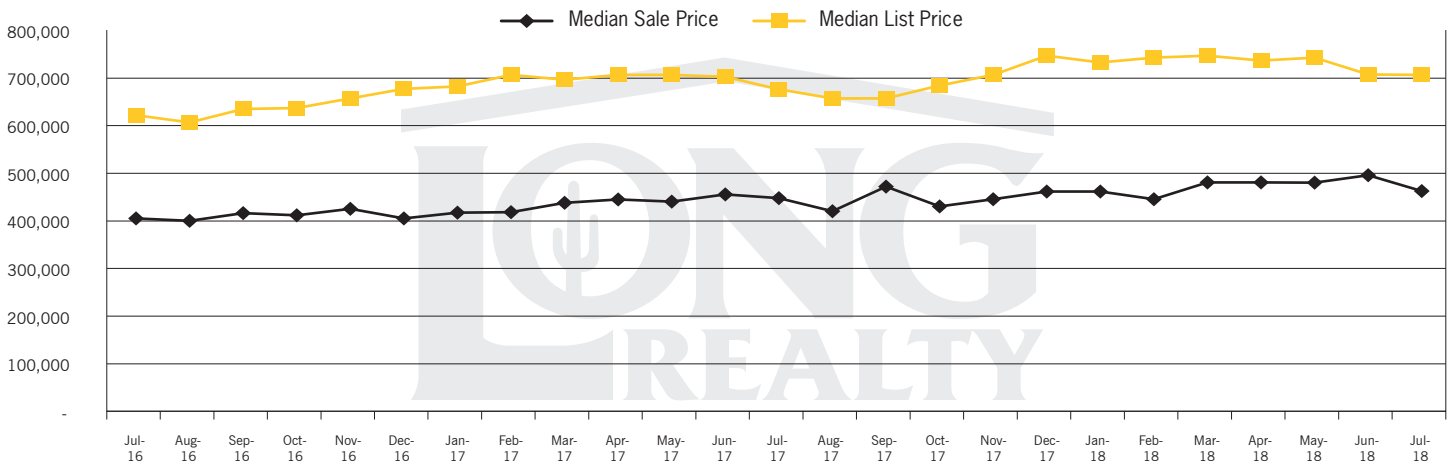


Properties under contract and Home Sales data is based on information obtained from the ARMLS using Brokermetrics software.  
All data obtained 08/03/2018 is believed to be reliable, but not guaranteed.



## Scottsdale/Paradise Valley | August 2018

### MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – SCOTTSDALE/PARADISE VALLEY



### MONTHLY PAYMENT ON A MEDIAN PRICED HOME – SCOTTSDALE/PARADISE VALLEY

Year	Median Price	Int. Rate	MO. Payment
2006	\$472,000	6.140%	\$2,728.88
2017	\$442,250	4.000%	\$2,005.80
2018	\$457,000	4.750%	\$2,264.73

### 30 YEAR FIXED MORTGAGE RATE

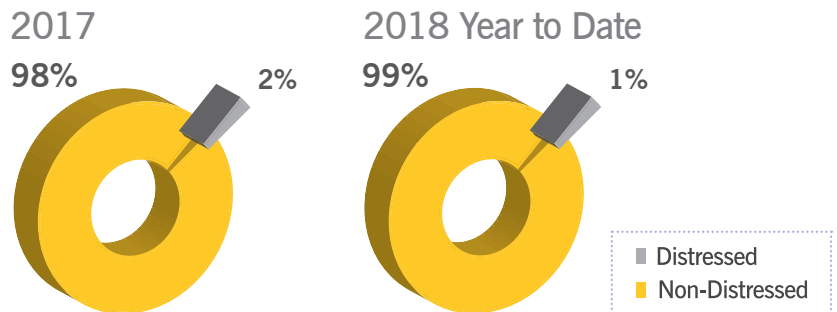


Source: Residential median sales prices. Data obtained 08/03/2018 from ARMLS using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: FreddieMac.com

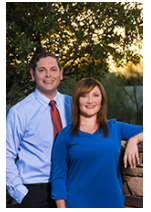
### DISTRESSED VS. NON-DISTRESSED SALES – SCOTTSDALE/PARADISE VALLEY

The percentage of property sales that are distressed, meaning bank owned or short sales, for the current year as compared to the same time period last year. A lower percentage of distressed sales can lead to improving market conditions.





# The Housing Report



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Scottsdale/Paradise Valley | August 2018

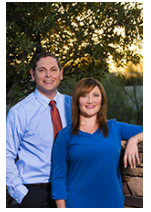
## MARKET CONDITIONS BY PRICE BAND – SCOTTSDALE/PARADISE VALLEY

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Feb-18	Mar-18	Apr-18	May-18	Jun-18	Jul-18			
\$1 - 49,999	3	0	2	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	6	4	6	0	1	1	4	1.5	3.7	Seller
\$75,000 - 99,999	1	2	2	1	0	1	2	0.5	2.0	Seller
\$100,000 - 124,999	3	10	8	5	11	5	4	0.8	0.5	Seller
\$125,000 - 149,999	15	21	31	12	18	18	19	0.8	0.7	Seller
\$150,000 - 174,999	21	20	22	27	34	26	18	1.2	1.1	Seller
\$175,000 - 199,999	28	16	32	30	29	22	28	1.0	1.2	Seller
\$200,000 - 224,999	20	19	33	25	46	35	29	0.7	0.7	Seller
\$225,000 - 249,999	40	18	20	27	34	27	30	1.3	1.3	Seller
\$250,000 - 274,999	32	23	32	28	34	21	28	1.1	1.0	Seller
\$275,000 - 299,999	42	25	24	32	35	24	21	2.0	1.5	Seller
\$300,000 - 349,999	66	60	70	68	73	82	72	0.9	1.0	Seller
\$350,000 - 399,999	147	55	93	96	87	70	64	2.3	1.9	Seller
\$400,000 - 499,999	242	140	124	153	149	125	129	1.9	2.0	Seller
\$500,000 - 599,999	225	81	114	103	118	99	91	2.5	2.4	Seller
\$600,000 - 699,999	177	34	73	71	75	70	71	2.5	2.7	Seller
\$700,000 - 799,999	151	39	58	50	55	55	32	4.7	3.4	Seller
\$800,000 - 899,999	143	34	33	36	44	48	32	4.5	4.0	Slightly Seller
\$900,000 - 999,999	102	15	23	30	31	31	26	3.9	3.9	Seller
\$1,000,000 - and over	902	86	137	131	149	143	93	9.7	1.0	Seller
<b>TOTAL</b>	<b>2,366</b>	<b>702</b>	<b>937</b>	<b>925</b>	<b>1,023</b>	<b>903</b>	<b>793</b>	<b>3.0</b>	<b>3.1</b>	<b>Seller</b>



Statistics based on information obtained from ARMLS and using Brokermetrics software on 08/03/2018.

3 month trend in months of inventory is the average of closed sales and active listing data from 05/01/2018-07/31/2018. Information is believed to be reliable, but not guaranteed.

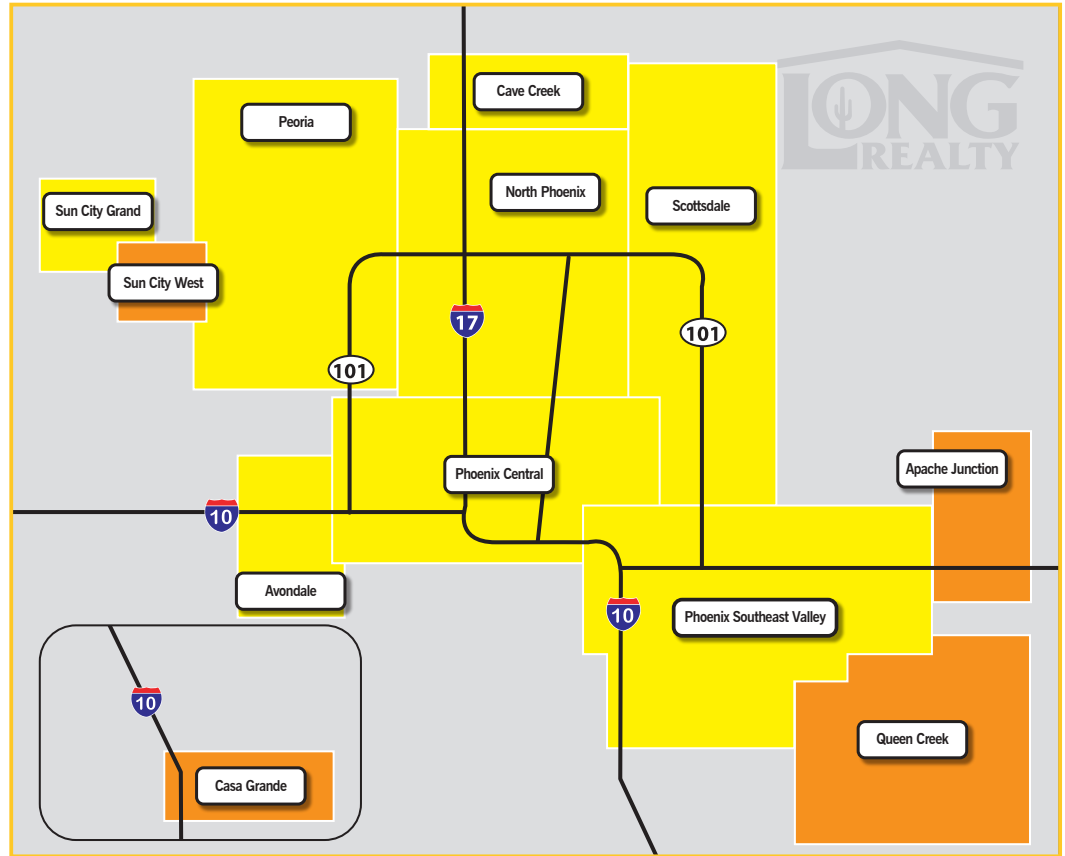


## Scottsdale/Paradise Valley | August 2018

### CHANGE IN MEDIAN SALES PRICE BY AREA

MAY 2017-JUL 2017 TO  
 MAY 2018-JUL 2018

This heat map represents the percentage of change in Phoenix metro median sales prices from May 2017-July 2017 to May 2018-July 2018 by area.



### PHOENIX LUXURY

The luxury segment of the Phoenix housing market is represented by residential sales \$800,000 and above.

Data obtained 08/03/2018 from ARMLS using BrokerMetrics software for closed residential sales volume \$800,000 and above and deemed to be correct.

#### CLOSED UNITS JAN - JUL ↗ 29.4%



#### UNDER CONTRACT JAN - JUL ↗ 27.3%



#### MONTHS OF INVENTORY ↘ 63.9%



The Scottsdale/Paradise Valley Housing Report is comprised of data for residential properties in the cities of Paradise Valley & Scottsdale. Real Estate remains very localized and market conditions can vary greatly by not only geographic area but also by price range. Please feel free to contact me for a more in-depth analysis.