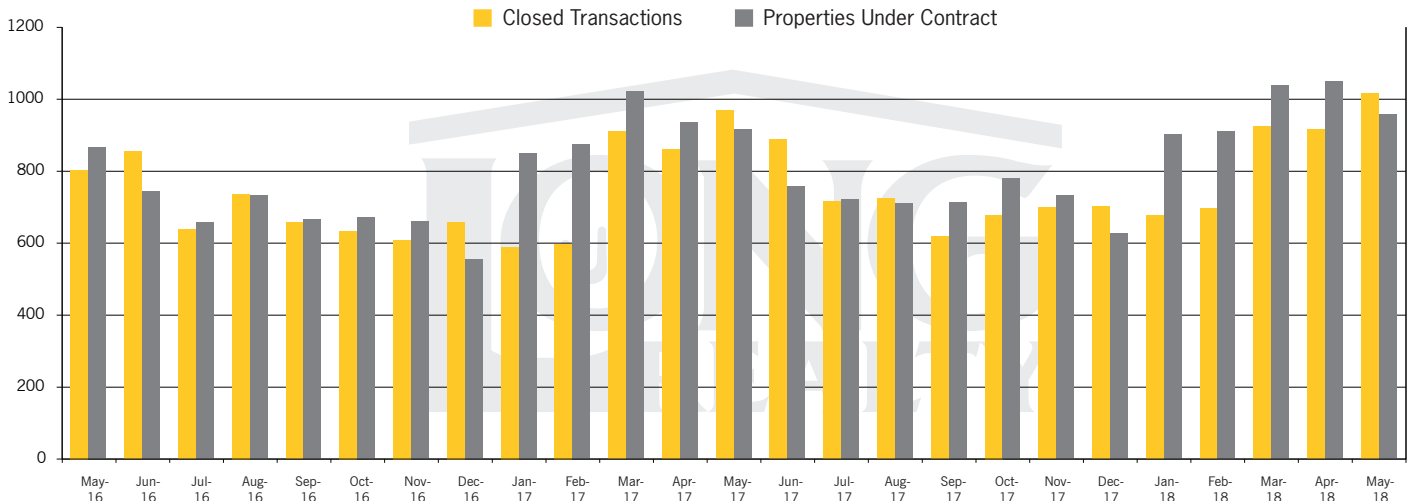


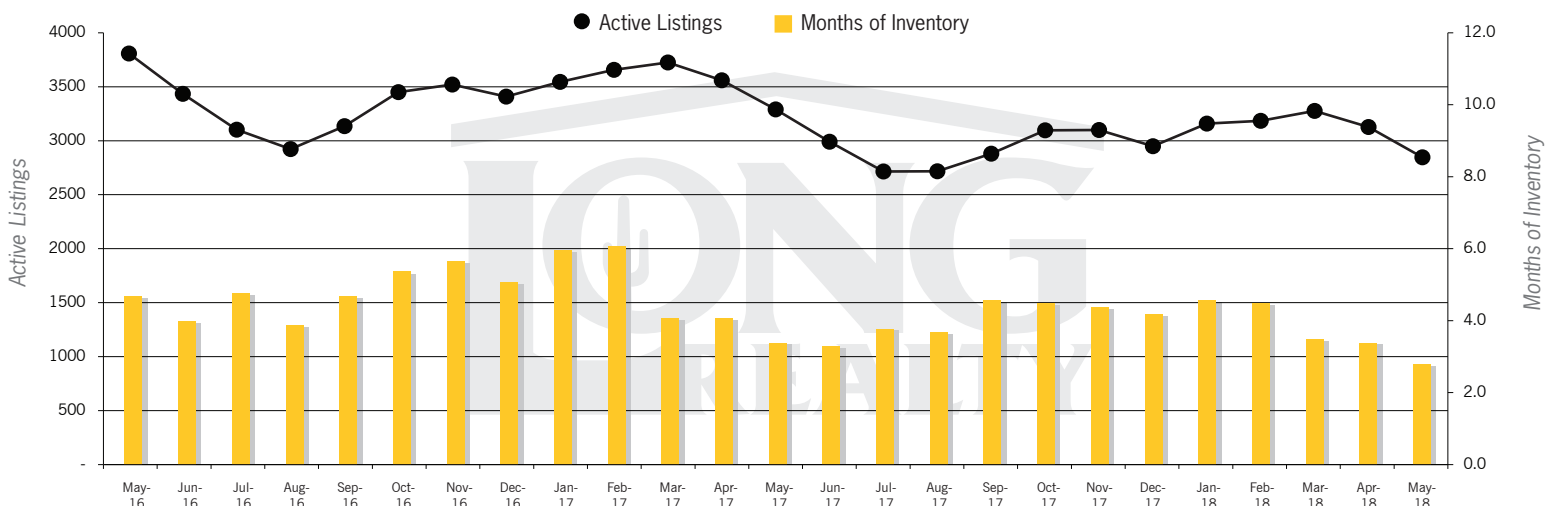
## Scottsdale/Paradise Valley | June 2018

In the Scottsdale/Paradise Valley area, May 2018 active inventory was 2,831, a 14% decrease from May 2017. There were 1,020 closings in May 2018, a 5% increase from May 2017. Year-to-date 2018 there were 4,268 closings, a 6% increase from year-to-date 2017. Months of Inventory was 2.8, down from 3.4 in May 2017. Median price of sold homes was \$474,500 for the month of May 2018, up 9% from May 2017. The Scottsdale/Paradise Valley area had 961 new properties under contract in May 2018, up 5% from May 2017.

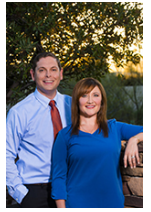
### CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – SCOTTSDALE/ PARADISE VALLEY



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

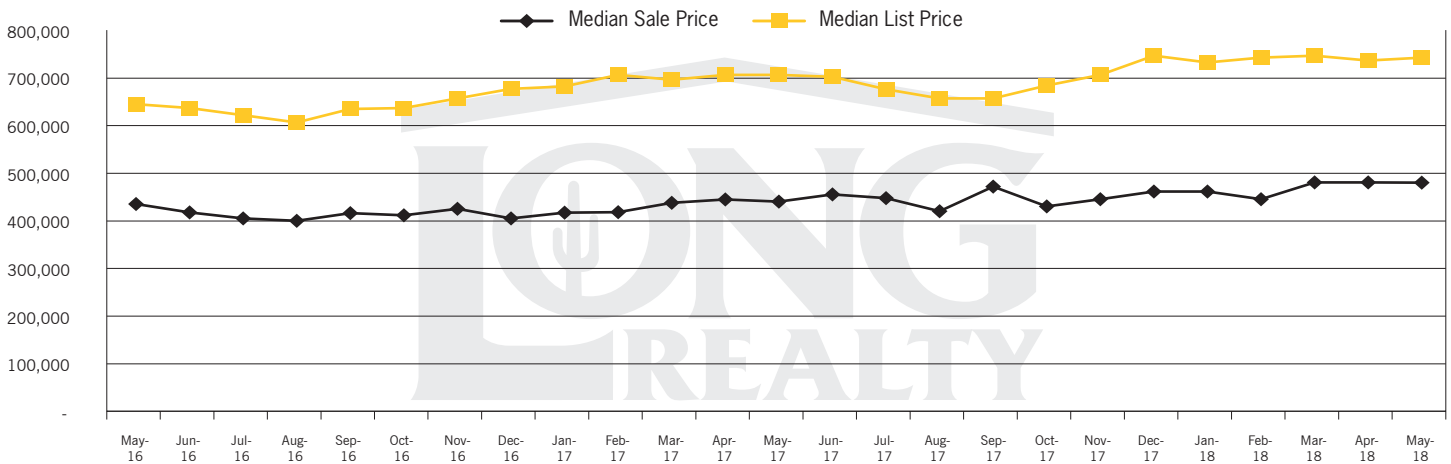


Properties under contract and Home Sales data is based on information obtained from the ARMLS using Brokermetrics software.  
All data obtained 06/05/2018 is believed to be reliable, but not guaranteed.



## Scottsdale/Paradise Valley | June 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	\$435,000	4.010%	\$1,975.30
2018	\$474,500	4.580%	\$2,305.49

### 30 YEAR FIXED MORTGAGE RATE

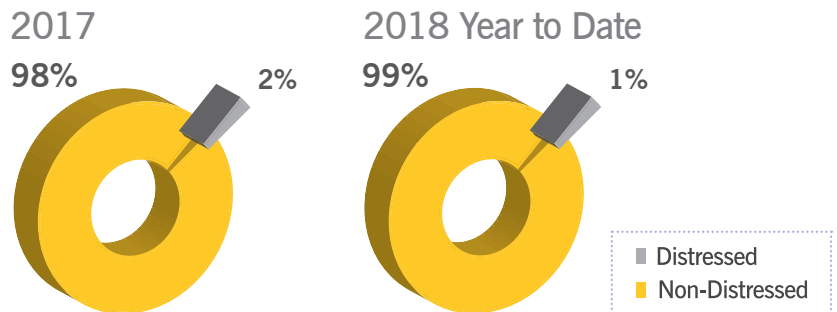


Source: Residential median sales prices. Data obtained 06/05/2018 from ARMLS using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: FreddieMac.com

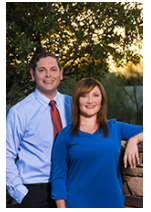
### DISTRESSED VS. NON-DISTRESSED SALES – SCOTTSDALE/PARADISE VALLEY

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 | June 2018

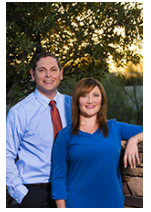
## MARKET CONDITIONS BY PRICE BAND – SCOTTSDALE/PARADISE VALLEY

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Dec-17	Jan-18	Feb-18	Mar-18	Apr-18	May-18			
\$1 - 49,999	1	1	0	0	2	0	0	n/a	1.5	Seller
\$50,000 - 74,999	8	0	0	4	6	0	1	8.0	2.9	Seller
\$75,000 - 99,999	3	0	2	2	2	1	0	n/a	2.3	Seller
\$100,000 - 124,999	4	13	10	10	8	5	11	0.4	0.5	Seller
\$125,000 - 149,999	9	17	20	21	31	12	18	0.5	0.6	Seller
\$150,000 - 174,999	26	24	21	20	22	27	34	0.8	1.0	Seller
\$175,000 - 199,999	37	18	27	16	32	30	30	1.2	1.0	Seller
\$200,000 - 224,999	30	28	25	19	33	25	46	0.7	1.0	Seller
\$225,000 - 249,999	40	21	27	18	20	27	34	1.2	1.6	Seller
\$250,000 - 274,999	24	27	17	23	32	28	33	0.7	0.9	Seller
\$275,000 - 299,999	44	20	31	25	24	32	35	1.3	1.3	Seller
\$300,000 - 349,999	86	62	52	60	70	68	73	1.2	1.4	Seller
\$350,000 - 399,999	134	56	47	55	93	96	87	1.5	1.5	Seller
\$400,000 - 499,999	277	102	100	140	124	153	148	1.9	2.1	Seller
\$500,000 - 599,999	264	69	74	81	114	103	117	2.3	2.5	Seller
\$600,000 - 699,999	202	56	48	34	73	71	74	2.7	2.9	Seller
\$700,000 - 799,999	169	44	32	39	58	50	56	3.0	3.7	Seller
\$800,000 - 899,999	187	38	29	34	33	35	44	4.3	5.4	Balanced
\$900,000 - 999,999	129	12	15	15	23	30	31	4.2	5.3	Balanced
\$1,000,000 - and over	1,157	92	105	86	137	131	148	7.8	1.1	Seller
<b>TOTAL</b>	<b>2,831</b>	<b>700</b>	<b>682</b>	<b>702</b>	<b>937</b>	<b>924</b>	<b>1,020</b>	<b>2.8</b>	<b>3.3</b>	<b>Seller</b>



Statistics based on information obtained from ARMLS and using Brokermetrics software on 06/05/2018.

3 month trend in months of inventory is the average of closed sales and active listing data from 03/01/2018 - 05/31/2018. Information is believed to be reliable, but not guaranteed.

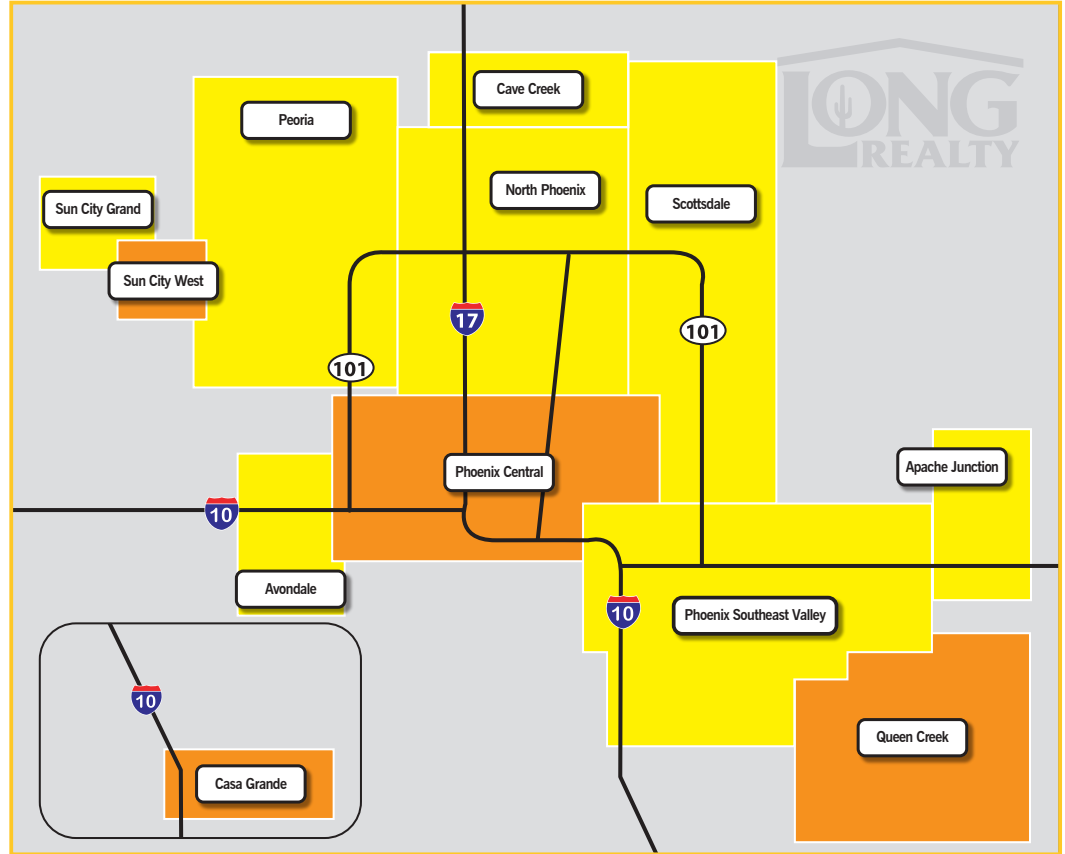


## Scottsdale/Paradise Valley | June 2018

### CHANGE IN MEDIAN SALES PRICE BY AREA

MAR 2017-MAY 2017 TO  
 MAR 2018-MAY 2018

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



### PHOENIX LUXURY

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

Data obtained 06/05/2018 from ARMLS using BrokerMetrics software for closed residential sales volume \$800,000 and above and deemed to be correct.

#### CLOSED UNITS JAN - MAY ↗ 32.0%



#### UNDER CONTRACT JAN - MAY ↗ 29.9%



#### MONTHS OF INVENTORY ↘ 10.6%



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.