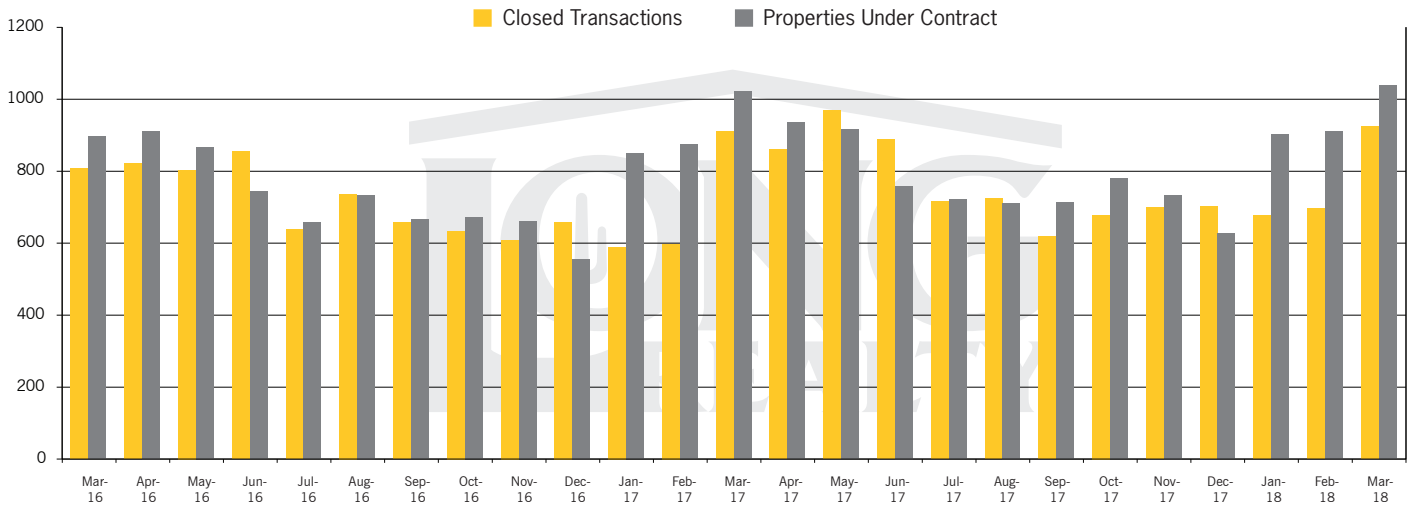




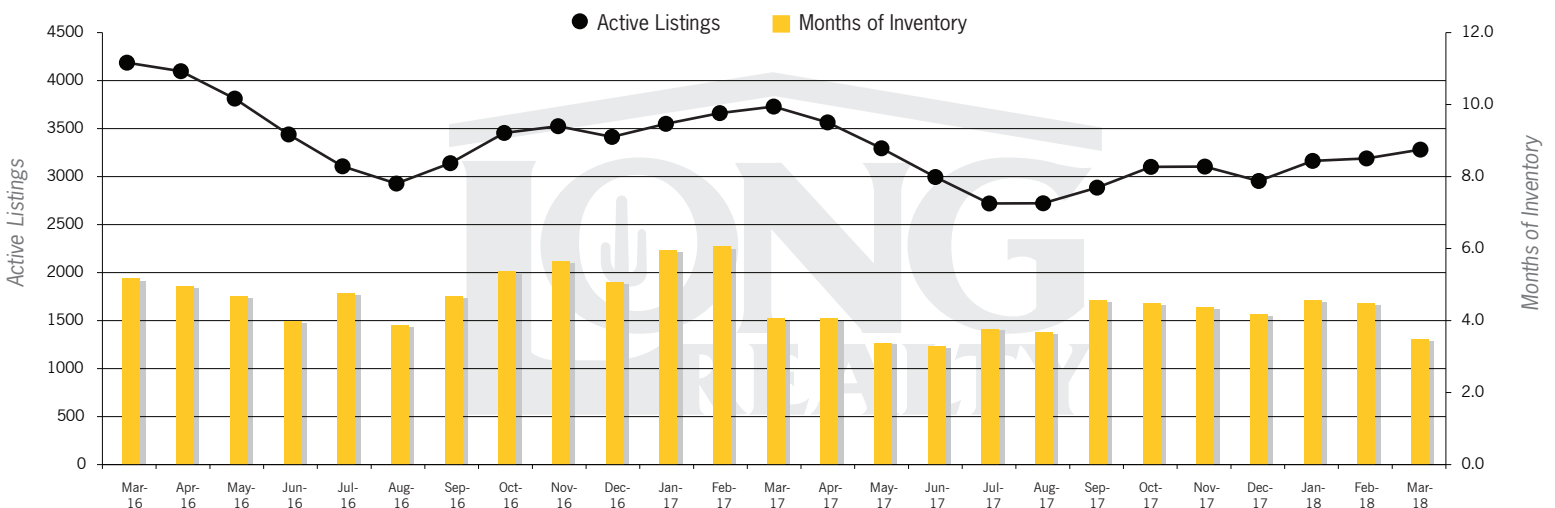
Scottsdale/Paradise Valley | April 2018

In the Scottsdale/Paradise Valley area, March 2018 active inventory was 3,266, a 12% decrease from March 2017. There were 927 closings in March 2018, a 1% increase from March 2017. Year-to-date 2018 there were 2,313 closings, a 6% increase from year-to-date 2017. Months of Inventory was 3.5, down from 4.1 in March 2017. Median price of sold homes was \$475,000 for the month of March 2018, up 10% from March 2017. The Scottsdale/Paradise Valley area had 1,041 new properties under contract in March 2018, up 2% from March 2017.

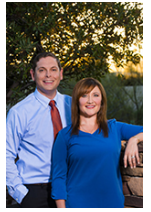
CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – SCOTTSDALE/PARADISE VALLEY



ACTIVE LISTINGS AND MONTHS OF INVENTORY – SCOTTSDALE/PARADISE VALLEY

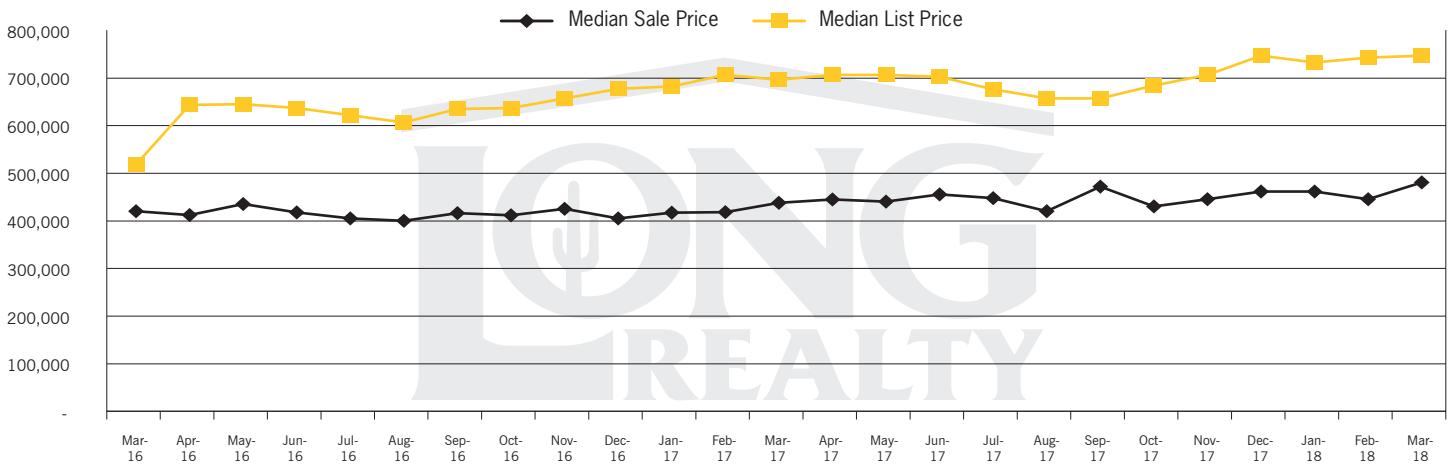


Properties under contract and Home Sales data is based on information obtained from the ARMLS using Brokermetrics software.
All data obtained 04/04/2018 is believed to be reliable, but not guaranteed.



Scottsdale/Paradise Valley | April 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	\$432,500	4.250%	\$2,021.26
2018	\$475,000	4.625%	\$2,320.05

30 YEAR FIXED MORTGAGE RATE

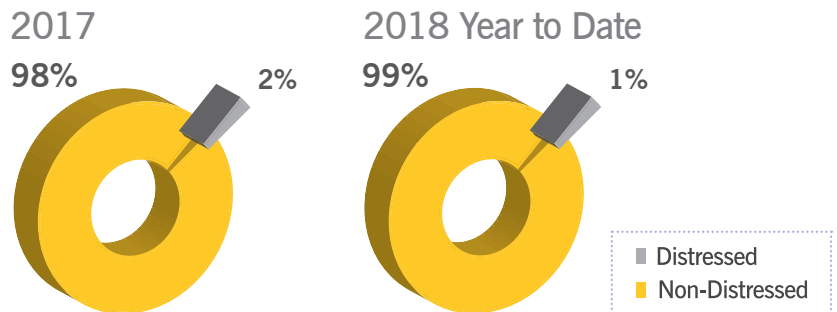


Source: Residential median sales prices. Data obtained 04/04/2018 from ARMLS using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: FreddieMac.com

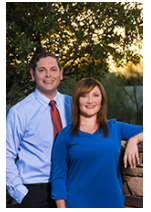
DISTRESSED VS. NON-DISTRESSED SALES – SCOTTSDALE/PARADISE VALLEY

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



John and Megan Billings | (520) 247-4459
 John@TheBillingsTucson.com | www.TheBillingsTucson.com

Scottsdale/Paradise Valley | April 2018

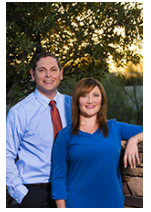
MARKET CONDITIONS BY PRICE BAND – SCOTTSDALE/PARADISE VALLEY

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Oct-17	Nov-17	Dec-17	Jan-18	Feb-18	Mar-18			
\$1 - 49,999	0	0	0	1	0	0	2	0.0	1.5	Seller
\$50,000 - 74,999	5	2	2	0	0	4	6	0.8	1.3	Seller
\$75,000 - 99,999	2	2	6	0	2	2	2	1.0	0.7	Seller
\$100,000 - 124,999	4	14	11	13	10	10	8	0.5	0.6	Seller
\$125,000 - 149,999	13	19	19	17	20	21	31	0.4	0.6	Seller
\$150,000 - 174,999	31	22	23	24	21	20	22	1.4	1.4	Seller
\$175,000 - 199,999	31	22	26	18	27	16	31	1.0	1.1	Seller
\$200,000 - 224,999	37	11	30	28	25	19	32	1.2	1.2	Seller
\$225,000 - 249,999	45	22	27	21	27	18	19	2.4	2.0	Seller
\$250,000 - 274,999	32	21	25	27	17	23	31	1.0	1.6	Seller
\$275,000 - 299,999	45	23	21	20	31	25	24	1.9	1.6	Seller
\$300,000 - 349,999	106	61	59	62	52	60	70	1.5	1.6	Seller
\$350,000 - 399,999	140	74	55	56	47	55	93	1.5	2.3	Seller
\$400,000 - 499,999	316	135	104	102	100	140	124	2.5	2.6	Seller
\$500,000 - 599,999	276	75	76	69	74	81	108	2.6	3.3	Seller
\$600,000 - 699,999	225	45	48	56	48	34	73	3.1	4.3	Slightly Seller
\$700,000 - 799,999	224	31	35	44	32	39	57	3.9	4.9	Slightly Seller
\$800,000 - 899,999	212	18	29	38	29	34	33	6.4	6.2	Balanced
\$900,000 - 999,999	162	21	16	12	15	15	25	6.5	8.6	Buyer
\$1,000,000 - and over	1,360	70	90	93	105	86	136	10.0	1.5	Seller
TOTAL	3,266	688	702	701	682	702	927	3.5	4.0	Slightly Seller



Statistics based on information obtained from ARMLS and using Brokermetrics software on 04/04/2018.

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

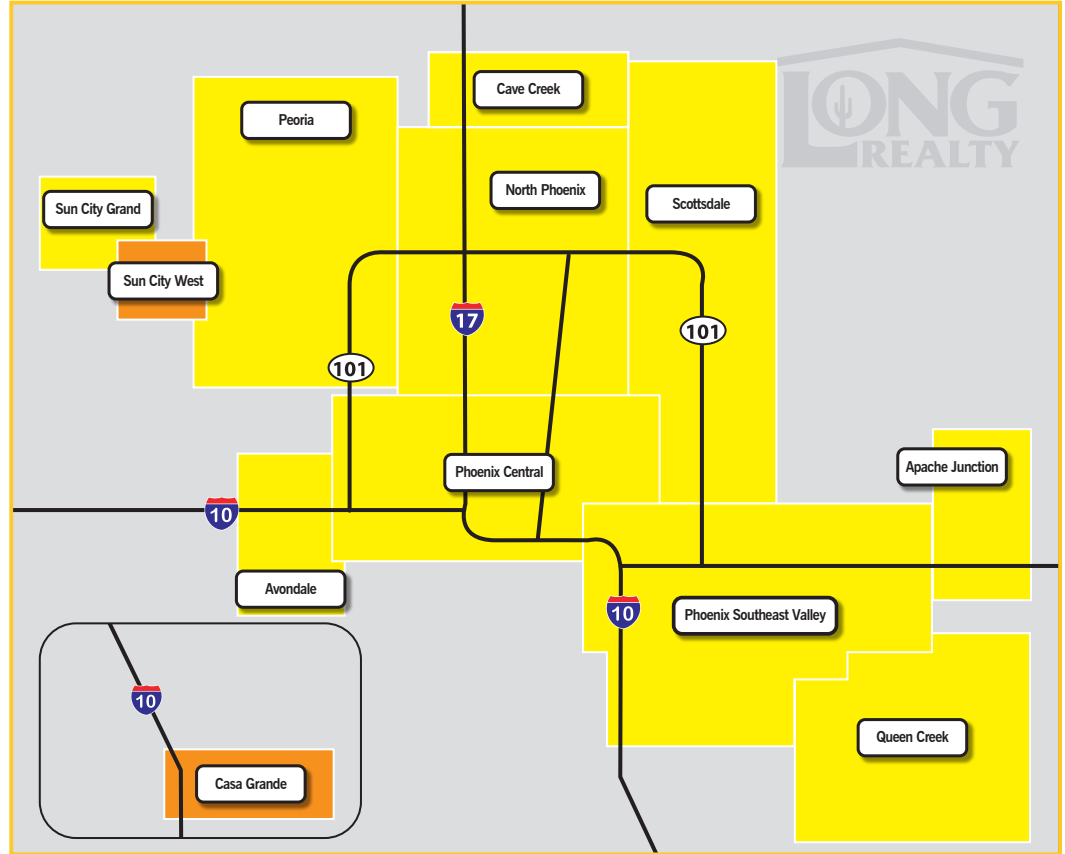


Scottsdale/Paradise Valley | April 2018

CHANGE IN MEDIAN SALES PRICE BY AREA

JAN 2017-MAR 2017 TO
 JAN 2018-MAR 2018

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



PHOENIX LUXURY

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

Data obtained 04/04/2018 from ARMLS using BrokerMetrics software for closed residential sales volume \$800,000 and above and deemed to be correct.

CLOSED UNITS JAN - MAR ↗ 35.2%



UNDER CONTRACT JAN - MAR ↗ 37.0%



MONTHS OF INVENTORY ↘ 32.7%



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.