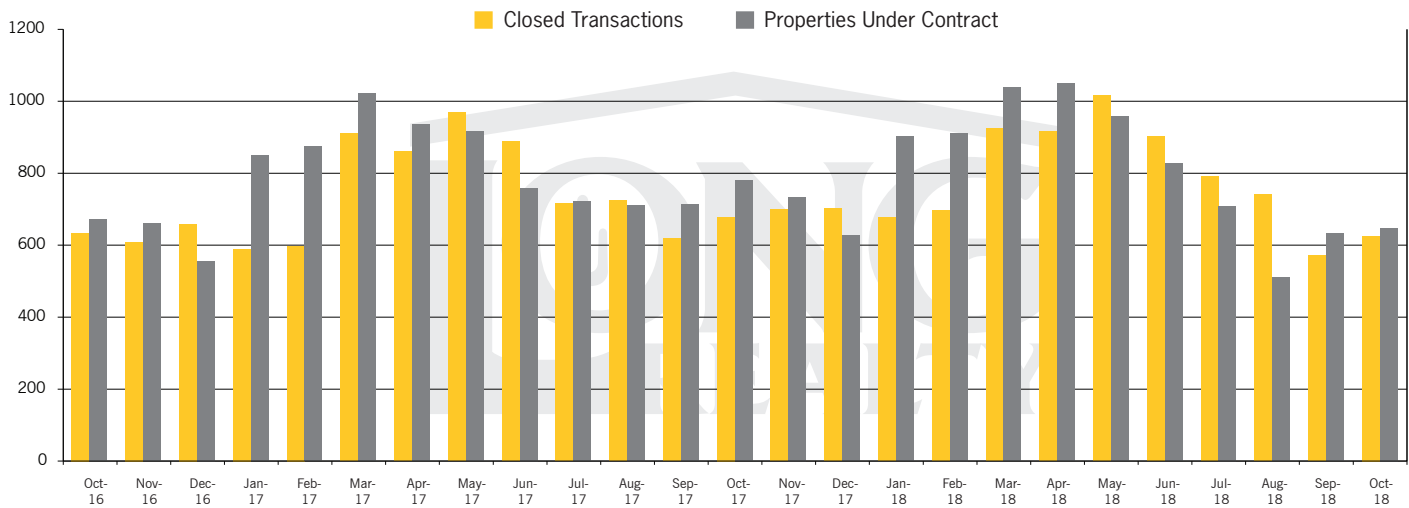


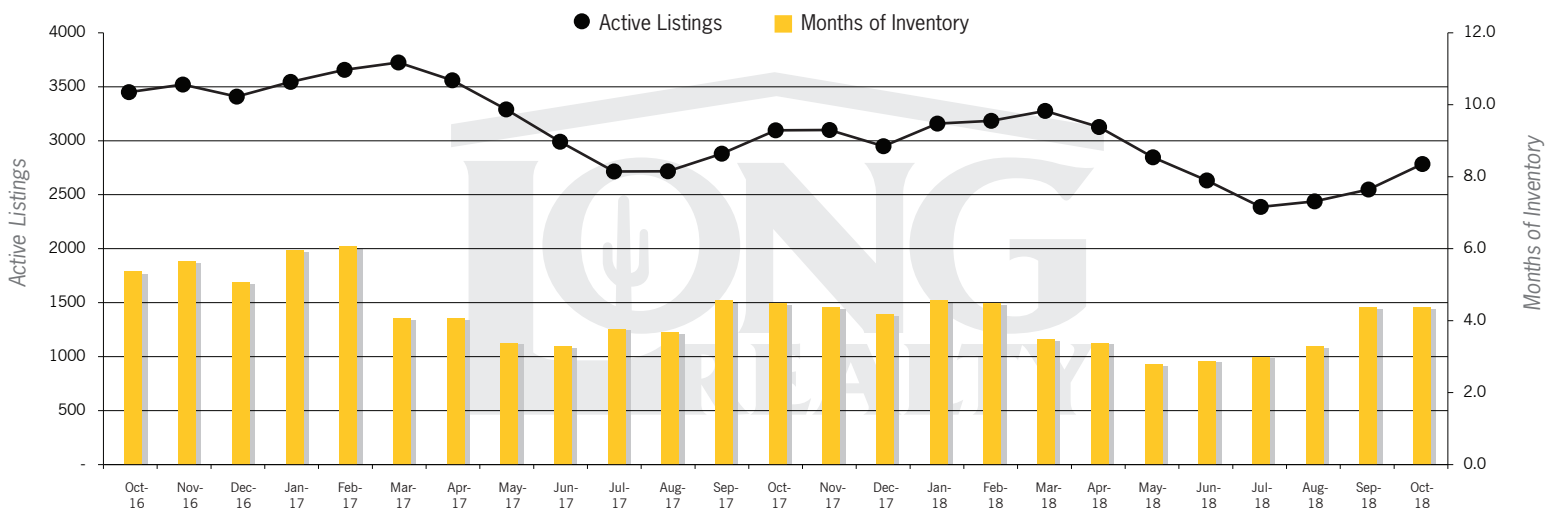
Scottsdale/Paradise Valley | November 2018

In the Scottsdale/Paradise Valley area, October 2018 active inventory was 2,768, a 10% decrease from October 2017. There were 628 closings in October 2018, a 8% decrease from October 2017. Year-to-date 2018 there were 7,930 closings, a 3% increase from year-to-date 2017. Months of Inventory was 4.4, down from 4.5 in October 2017. Median price of sold homes was \$474,000 for the month of October 2018, up 12% from October 2017. The Scottsdale/Paradise Valley area had 650 new properties under contract in October 2018, down 17% from October 2017.

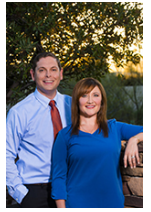
CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – SCOTTSDALE/ PARADISE VALLEY



ACTIVE LISTINGS AND MONTHS OF INVENTORY – SCOTTSDALE/ PARADISE VALLEY

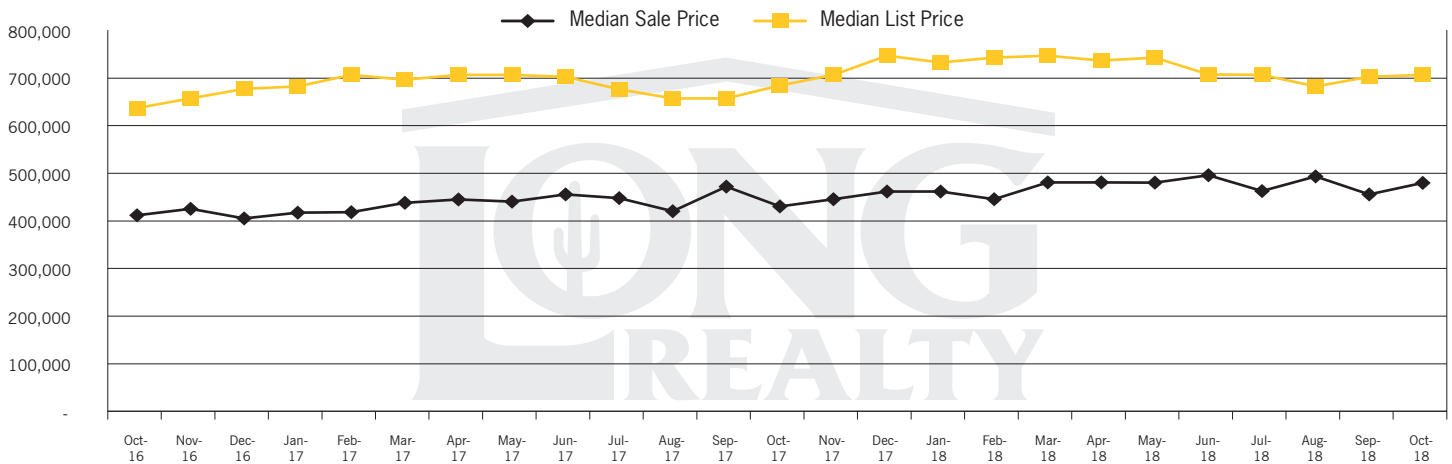


Properties under contract and Home Sales data is based on information obtained from the ARMLS using Brokermetrics software.
All data obtained 11/05/2018 is believed to be reliable, but not guaranteed.



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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	\$425,000	4.250%	\$1,986.21
2018	\$474,000	5.125%	\$2,451.82

30 YEAR FIXED MORTGAGE RATE

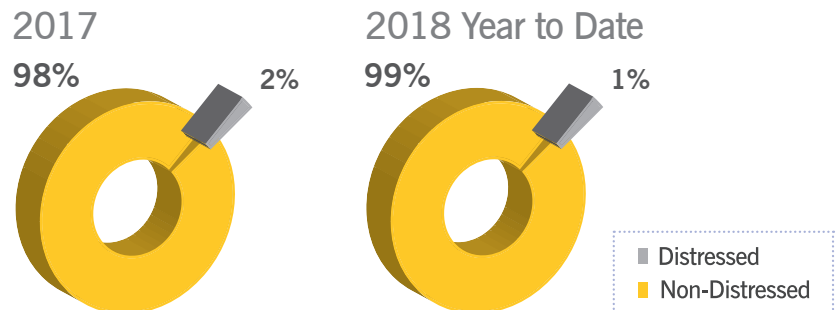


Source: Residential median sales prices. Data obtained 11/05/2018 from ARMLS using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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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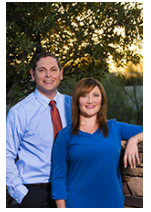
MARKET CONDITIONS BY PRICE BAND – SCOTTSDALE/PARADISE VALLEY

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18			
\$1 - 49,999	0	0	0	0	1	0	0	n/a	1.0	Seller
\$50,000 - 74,999	1	1	1	4	5	3	1	1.0	0.9	Seller
\$75,000 - 99,999	4	0	1	2	1	0	0	n/a	7.0	Slightly Buyer
\$100,000 - 124,999	5	11	5	4	3	5	2	2.5	2.1	Seller
\$125,000 - 149,999	15	18	18	19	6	12	15	1.0	1.2	Seller
\$150,000 - 174,999	27	34	26	19	30	20	22	1.2	1.0	Seller
\$175,000 - 199,999	36	29	22	29	24	18	19	1.9	1.5	Seller
\$200,000 - 224,999	33	46	35	29	20	17	22	1.5	1.5	Seller
\$225,000 - 249,999	67	34	27	30	22	20	21	3.2	2.5	Seller
\$250,000 - 274,999	42	35	21	28	16	23	19	2.2	2.0	Seller
\$275,000 - 299,999	53	34	24	22	24	21	22	2.4	2.3	Seller
\$300,000 - 349,999	93	73	82	72	48	44	37	2.5	2.0	Seller
\$350,000 - 399,999	157	87	70	64	65	63	55	2.9	2.3	Seller
\$400,000 - 499,999	303	149	126	130	122	82	104	2.9	2.7	Seller
\$500,000 - 599,999	231	118	99	90	104	68	64	3.6	3.0	Seller
\$600,000 - 699,999	205	75	70	71	55	42	50	4.1	4.1	Slightly Seller
\$700,000 - 799,999	171	55	55	32	48	29	31	5.5	4.5	Slightly Seller
\$800,000 - 899,999	163	43	48	33	32	21	32	5.1	5.3	Balanced
\$900,000 - 999,999	114	31	31	26	18	13	19	6.0	6.4	Balanced
\$1,000,000 - and over	1,048	148	143	94	105	79	93	11.3	1.4	Seller
TOTAL	2,768	1,021	904	798	749	580	628	4.4	3.7	Seller



Statistics based on information obtained from ARMLS and using Brokermetrics software on 11/05/2018.

3 month trend in months of inventory is the average of closed sales and active listing data from 08/01/2018-10/31/2018. Information is believed to be reliable, but not guaranteed.

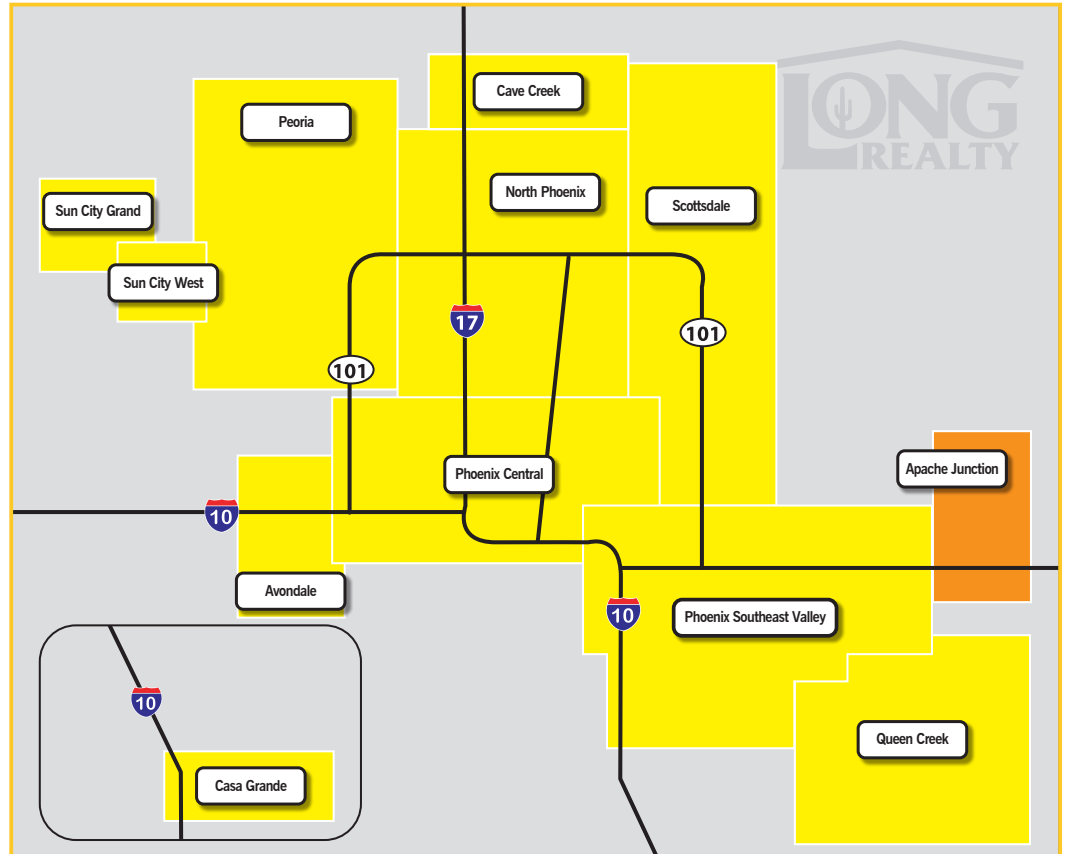


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CHANGE IN MEDIAN SALES PRICE BY AREA

AUG 2017-OCT 2017 TO
 AUG 2018-OCT 2018

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



PHOENIX LUXURY

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

Data obtained 11/05/2018 from ARMLS using BrokerMetrics software for closed residential sales volume \$800,000 and above and deemed to be correct.

CLOSED UNITS JAN - OCT ↗ 27.3%



UNDER CONTRACT JAN - OCT ↗ 23.0%



MONTHS OF INVENTORY ↘ 17.1%



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.