

WALT DANLEY REALTY

MARKET DATA REPORT

Scottsdale

November, 2017

During October, Scottsdale's active listing count increased by 105% from 1,642 to 1,813. This was a similar increase to October 2016 and we now have 3% fewer active listings than last year with a marked shortage at the lower end of the price ranges. 98% of the current supply comprises normal listings. In October we saw 206 closed sales, an 8% increase over October 2016 and the largest total for October since 2006. Prices were weaker compared to a year ago, particularly in North Scottsdale and particularly for higher priced homes. The twelve-month moving average \$/SF drifted back to \$258 in October, down \$1 from a year earlier. The six-month moving average fell back to \$253 from \$254 and the three-month average declined to \$249 from \$253. Price levels overall are very little changed since the middle of 2014 and October did nothing to improve this situation.



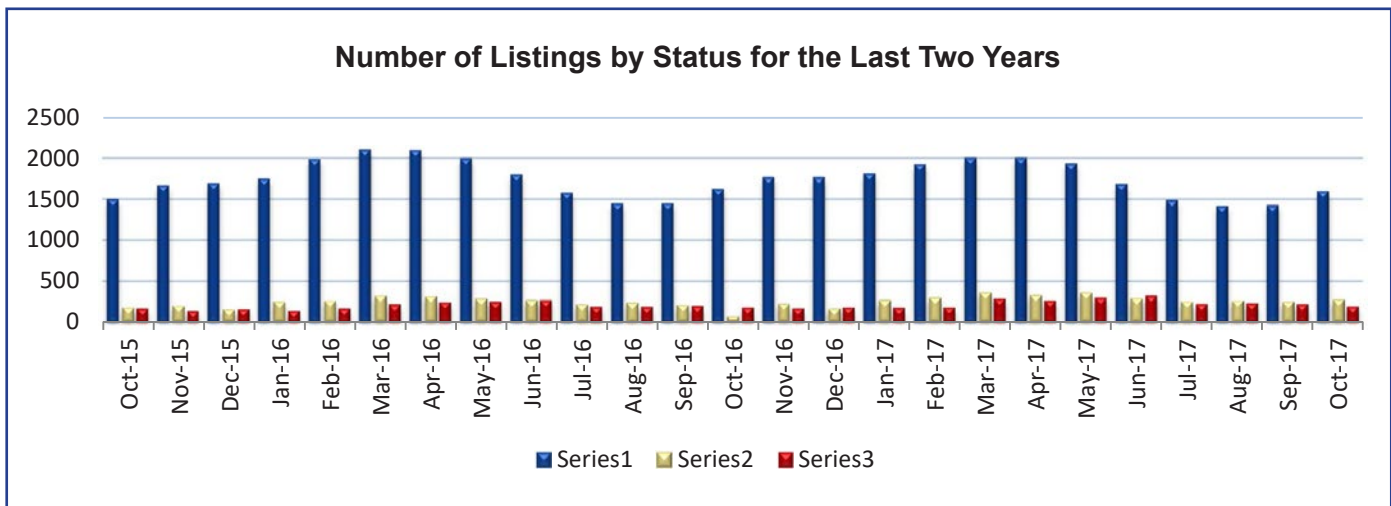
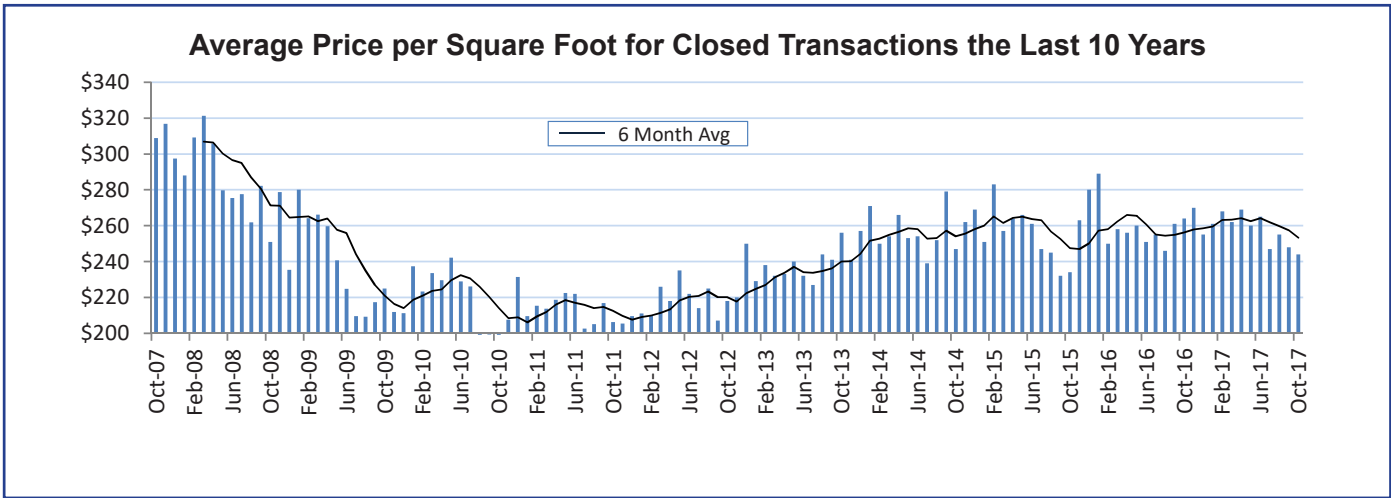
Information is power and the real estate professionals of Walt Danley Realty are committed to providing our clientele with the most up-to-date market intelligence available. The information contained in this report has been compiled from the Arizona Regional Multiple Listing Service and various public records. This data is then scrubbed and analyzed in conjunction with The Cromford Report exclusively for the use of Walt Danley Realty and our clients.

CHRISTIE'S
INTERNATIONAL REAL ESTATE

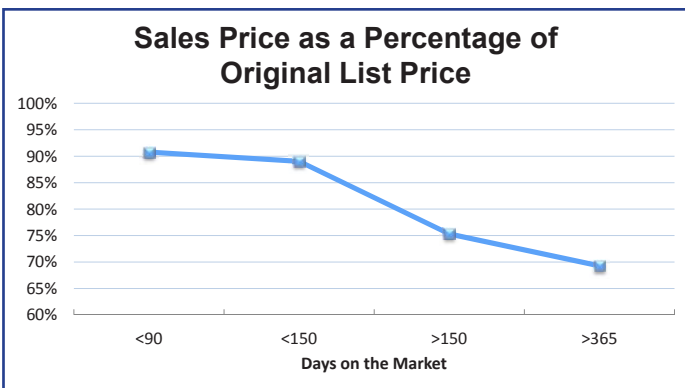


480.991.2050
WaltDanley.com

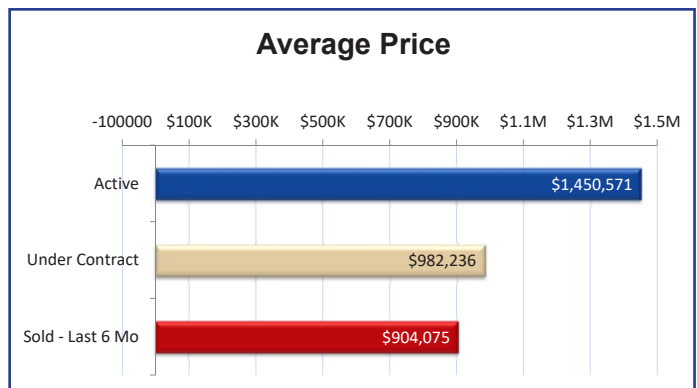
Scottsdale - November 2017



This graph shows the number of homes that were active in the area as of the 15th of the previous month. It also shows the number of offers that were accepted and the number of transactions that were closed within the entire month.

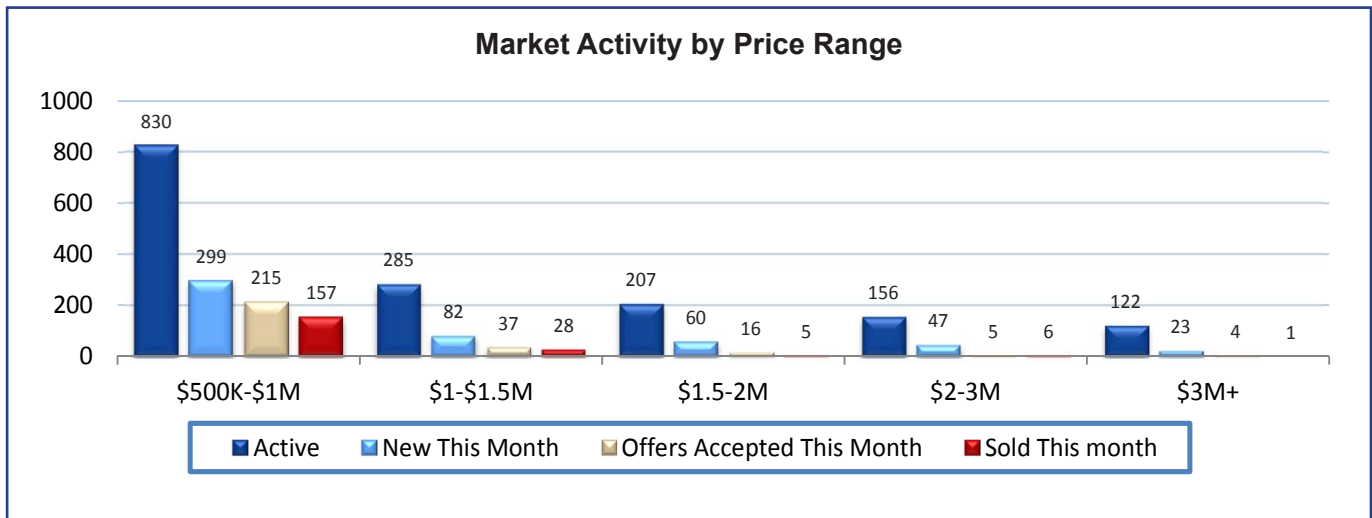


This graph illustrates the importance of pricing your home properly from the beginning. The longer the property sits on the market, the steeper the discount.

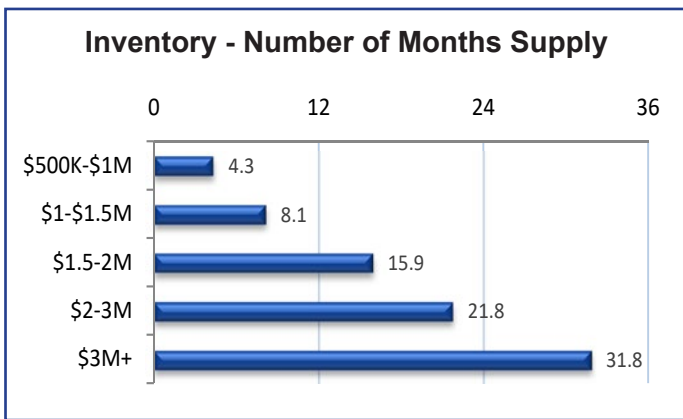


The average list price of Active listings is measured the 15th of each month. *Note: The "Under Contract" price is the list price, not the contract price. The contract price is not revealed until the transaction closes.*

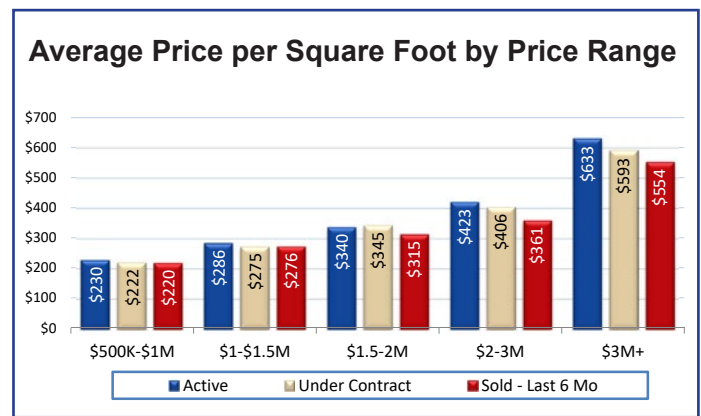
Scottsdale - November 2017



Active listings were measured on the 15th of the previous month. The numbers for New This Month, Accepted Offers and Sold represent the quantities for the entire previous month.

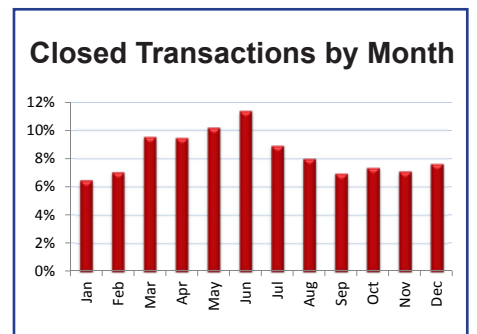
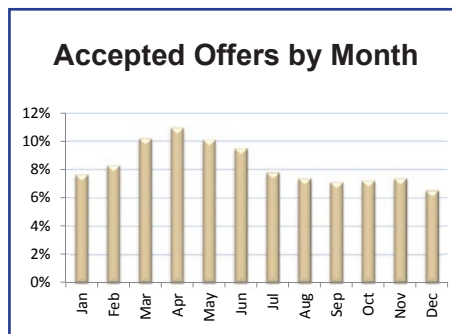


The number of months it would take to sell all the currently active listings based on the rate of sales over the last six months.



Figures for Active and Under Contract were compiled on the 15th of the previous month. *Note: The "Under Contract" price is the list price, not the contract price. The contract price is not revealed until the transaction closes.*

Seasonality



The charts above reflect activity by month. Each bar represents the percentage of annual business done within a specific month.

Scottsdale - November 2017

