

# Statistical Market Analysis

| Status                                   | # Listings | List Volume   | Sold Volume   |      | List Price | Sold Price | Sale/ List Price | Approx SQFT | List Price Per Approx SQFT | Sold Price Per Approx SQFT | Agent Days On Market | Cumulative Days On Market |
|------------------------------------------|------------|---------------|---------------|------|------------|------------|------------------|-------------|----------------------------|----------------------------|----------------------|---------------------------|
| Active                                   | 3,618      | 3,586,288,481 | 0             | Low  | 34,400     | 0          | 0.00             | 520         | 48.00                      | 0.00                       | 0                    | 0                         |
|                                          |            |               |               | Avg  | 991,235    | 0          | 0.00             | 3,173       | 272.71                     | 0.00                       | 129                  | 146                       |
|                                          |            |               |               | Med  | 640,500    | 0          | 0.00             | 2,786       | 236.17                     | 0.00                       | 84                   | 91                        |
|                                          |            |               |               | High | 32,000,000 | 0          | 0.00             | 29,700      | 1,409.64                   | 0.00                       | 2,087                | 3,872                     |
| CCBS (Contract Contingent on Buyer Sale) | 53         | 31,605,199    | 0             | Low  | 152,500    | 0          | 0.00             | 904         | 130.10                     | 0.00                       | 11                   | 11                        |
|                                          |            |               |               | Avg  | 596,325    | 0          | 0.00             | 2,721       | 213.32                     | 0.00                       | 123                  | 142                       |
|                                          |            |               |               | Med  | 515,000    | 0          | 0.00             | 2,605       | 199.94                     | 0.00                       | 79                   | 78                        |
|                                          |            |               |               | High | 2,099,000  | 0          | 0.00             | 5,763       | 522.27                     | 0.00                       | 570                  | 569                       |
| UCB (Under Contract-Backups)             | 503        | 293,923,257   | 0             | Low  | 42,900     | 0          | 0.00             | 519         | 67.67                      | 0.00                       | 2                    | 2                         |
|                                          |            |               |               | Avg  | 584,340    | 0          | 0.00             | 2,489       | 219.49                     | 0.00                       | 109                  | 120                       |
|                                          |            |               |               | Med  | 465,000    | 0          | 0.00             | 2,150       | 204.46                     | 0.00                       | 74                   | 76                        |
|                                          |            |               |               | High | 5,995,000  | 0          | 0.00             | 10,871      | 747.97                     | 0.00                       | 874                  | 892                       |
| Pending                                  | 574        | 382,939,268   | 0             | Low  | 68,000     | 0          | 0.00             | 560         | 87.24                      | 0.00                       | 0                    | 0                         |
|                                          |            |               |               | Avg  | 667,142    | 0          | 0.00             | 2,496       | 239.10                     | 0.00                       | 87                   | 95                        |
|                                          |            |               |               | Med  | 454,950    | 0          | 0.00             | 2,180       | 210.47                     | 0.00                       | 47                   | 50                        |
|                                          |            |               |               | High | 11,495,000 | 0          | 0.00             | 12,833      | 1,015.47                   | 0.00                       | 828                  | 877                       |
| Closed                                   | 3,637      | 1,927,425,794 | 1,856,219,395 | Low  | 30,000     | 220        | 0.00             | 500         | 48.08                      | 0.19                       | 0                    | 0                         |
|                                          |            |               |               | Avg  | 529,949    | 510,371    | 0.97             | 2,234       | 217.68                     | 210.85                     | 93                   | 107                       |
|                                          |            |               |               | Med  | 409,000    | 396,500    | 0.97             | 1,926       | 202.63                     | 197.20                     | 60                   | 64                        |
|                                          |            |               |               | High | 7,895,000  | 7,500,000  | 9.28             | 13,700      | 1,734.50                   | 2,652.86                   | 2,739                | 2,739                     |
| Overall                                  | 8,385      | 6,222,181,999 | 1,856,219,395 | Low  | 30,000     | 220        | 0.00             | 500         | 48.00                      | 0.19                       | 0                    | 0                         |
|                                          |            |               |               | Avg  | 742,061    | 510,371    | 0.97             | 2,675       | 242.97                     | 210.85                     | 109                  | 124                       |
|                                          |            |               |               | Med  | 490,750    | 396,500    | 0.97             | 2,252       | 216.27                     | 197.20                     | 69                   | 75                        |
|                                          |            |               |               | High | 32,000,000 | 7,500,000  | 9.28             | 29,700      | 1,734.50                   | 2,652.86                   | 2,739                | 3,872                     |

## Selection Criteria for Comparable Properties

**Search Parameters:** Property type Residential; Status of 'Active', 'Closed', 'Pending', 'CCBS (Contract Contingent on Buyer Sale)', 'UCB (Under Contract-Backups)'; City/Town Code like =Scottsdale; Close of Escrow Date between '11/1/2015' and '4/30/2016'.