

ALL DATA - Trend Analysis - Scottsdale Single-Family Homes - Resale

All Price Points														Percent Change- Month Over Month												
	2016												2017													
	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Avg.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	
Active	2,612	2,531	2,367	2,128	1,936	1,824	1,957	2,166	2,194	2,085	2,209	2,317	2,194	Active	1.4%	-3.1%	-6.5%	-10.1%	-9.0%	-5.8%	7.3%	10.7%	1.3%	-5.0%	5.9%	4.9%
UCB											297	315	-												6.1%	
Pending	366	372	380	309	317	288	273	268	250	224	265	258	298	Pending	9.3%	1.6%	2.2%	-18.7%	2.6%	-9.1%	-5.2%	-1.8%	-6.7%	-10.4%	18.3%	-2.6%
Sold	470	504	485	506	378	446	403	389	371	397	349	368	422	Sold	46.9%	7.2%	-3.8%	4.3%	-25.3%	18.0%	-9.6%	-3.5%	-4.6%	7.0%	-12.1%	5.4%
Expired	52	73	77	116	77	53	52	51	43	105	56	32	66	Expired	26.8%	40.4%	5.5%	50.6%	-33.6%	-31.2%	-1.9%	-1.9%	-15.7%	144.2%	-46.7%	-42.9%

Sales Price to List Price												Percentage of Homes Sold vs. Homes Listed													
	2016												2017												
	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	
	95.3%	96.9%	95.5%	96.2%	95.3%	95.6%	96.4%	96.1%	96.5%	97.1%	95.9%	92.2%		18.0%	19.9%	20.5%	23.8%	19.5%	24.5%	20.6%	18.0%	16.9%	19.0%	15.8%	15.9%

<\$999,999														Percent Change- Month Over Month												
	2016												2017													
	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Avg.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	
Active	1,611	1,588	1,506	1,372	1,260	1,154	1,211	1,333	1,333	1,224	1,278	1,333	1,350	Active	-0.4%	-1.4%	-5.2%	-8.9%	-8.2%	-8.4%	4.9%	10.1%	0.0%	-8.2%	4.4%	4.3%
UCB											249	270	-												8.4%	
Pending	315	302	297	252	269	243	234	227	207	184	226	306	255	Pending	11.3%	-4.1%	-1.7%	-15.2%	6.7%	-9.7%	-3.7%	-3.0%	-8.8%	-11.1%	22.8%	35.4%
Sold	408	448	420	437	337	398	354	345	318	339	301	308	368	Sold	48.9%	9.8%	-6.3%	4.0%	-22.9%	18.1%	-11.1%	-2.5%	-7.8%	6.6%	-11.2%	2.3%
Expired	38	52	43	74	56	37	37	39	27	73	36	21	44	Expired	22.6%	36.8%	-17.3%	72.1%	-24.3%	-33.9%	0.0%	5.4%	-30.8%	170.4%	-50.7%	-41.7%

Sales to List Price												Percentage of Homes Sold vs. Homes Listed													
	2016												2017												
	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	
	97.1%	99.1%	96.9%	97.1%	97.2%	96.9%	97.1%	96.9%	97.2%	99.0%	96.7%	97.0%		25.3%	28.2%	27.9%	31.9%	26.7%	34.5%	29.2%	25.9%	23.9%	27.7%	23.6%	23.1%

* Data overstated
 All data provided by the Arizona Regional Multiple Listing System. Numbers subject to change.

Trend Analysis - Scottsdale Single-Family Homes - Resale

\$1,000,000 - \$1,499,999

	2016						2017						Avg.
	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	
Active	393	375	331	305	276	273	299	322	331	325	355	382	331
UCB											24	26	-
Pending	21	28	41	25	27	20	21	23	21	21	22	26	25
Sold	33	25	26	44	16	33	29	26	28	36	27	24	29
Expired	6	8	13	17	9	7	8	8	7	15	10	6	10

Percent Change- Month Over Month

	2016						2017						
	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	
Active	10.1%	-4.6%	-11.7%	-7.9%	-9.5%	-1.1%	9.5%	7.7%	2.8%	-1.8%	9.2%	7.6%	
UCB													8.3%
Pending	-25.0%	33.3%	46.4%	-39.0%	8.0%	-25.9%	5.0%	9.5%	-8.7%	0.0%	4.8%	18.2%	
Sold	26.9%	-24.2%	4.0%	69.2%	-63.6%	106.3%	-12.1%	-10.3%	7.7%	28.6%	-25.0%	-11.1%	
Expired	0.0%	33.3%	62.5%	30.8%	-47.1%	-22.2%	14.3%	0.0%	-12.5%	114.3%	-33.3%	-40.0%	

Sales to List Price

	2016						2017					
	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.
	94.0%	94.2%	95.2%	94.1%	94.0%	93.6%	93.6%	95.9%	95.8%	93.4%	94.5%	95.0%

Percentage of Homes Sold vs. Homes Listed

	2016						2017					
	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.
	8.4%	6.7%	7.9%	14.4%	5.8%	12.1%	9.7%	8.1%	8.5%	11.1%	7.6%	6.3%

\$1,500,000 - \$1,999,999

Numbers

	2016						2017						Avg.
	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	
Active	239	224	213	185	159	153	184	203	208	203	221	231	202
UCB											9	11	-
Pending	15	18	18	8	8	10	9	9	12	9	6	11	11
Sold	14	18	17	15	8	10	7	7	14	14	12	7	12
Expired	1	6	8	6	7	2	3	1	2	5	2	3	4

Percent Change- Month Over Month

	2016						2017						
	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	
Active	3.5%	-6.3%	-4.9%	-13.1%	-14.1%	-3.8%	20.3%	10.3%	2.5%	-2.4%	8.9%	4.5%	
UCB													22.2%
Pending	50.0%	20.0%	0.0%	-55.6%	0.0%	25.0%	-10.0%	0.0%	33.3%	-25.0%	-33.3%	83.3%	
Sold	55.6%	28.6%	-5.6%	-11.8%	-46.7%	25.0%	-30.0%	0.0%	100.0%	0.0%	-14.3%	-41.7%	
Expired	-50.0%	500.0%	33.3%	-25.0%	16.7%	-71.4%	50.0%	-66.7%	100.0%	150.0%	-60.0%	50.0%	

Sales to List Price

	2016						2017					
	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.
	86.3%	88.1%	89.3%	95.2%	93.2%	93.3%	93.2%	95.4%	94.8%	93.9%	95.1%	94.1%

Percentage of Homes Sold vs. Homes Listed

	2016						2017					
	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.
	5.9%	8.0%	8.0%	8.1%	5.0%	6.5%	3.8%	3.4%	6.7%	6.9%	5.4%	3.0%

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Trend Analysis - Scottsdale Single-Family Homes - Resale

\$2,000,000 - \$2,999,999

Numbers

	2016												2017		
	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Avg.		
Active	207	185	168	143	132	136	140	171	175	174	187	195	168		
UCB											11	5	-		
Pending	10	13	13	16	6	7	4	7	7	8	9	11	9		
Sold	10	11	14	6	13	3	9	4	9	6	8	13	9		
Expired	5	5	6	12	2	4	4	2	5	10	2	1	5		

Percent Change- Month Over Month

	2016												2017		
	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.			
Active	0.5%	-10.6%	-9.2%	-14.9%	-7.7%	3.0%	2.9%	22.1%	2.3%	-0.6%	7.5%	4.3%	-54.5%		
Pending	11.1%	30.0%	0.0%	23.1%	-62.5%	16.7%	-42.9%	75.0%	0.0%	14.3%	12.5%	22.2%			
Sold	25.0%	10.0%	27.3%	-57.1%	116.7%	-76.9%	200.0%	-55.6%	125.0%	-33.3%	33.3%	62.5%			
Expired	150.0%	0.0%	20.0%	100.0%	-83.3%	100.0%	0.0%	-50.0%	150.0%	100.0%	-80.0%	-50.0%			

Sales to List Price

	2016												2017	
	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.		
	95.2%	91.0%	93.9%	93.4%	89.4%	89.8%	96.1%	88.2%	94.6%	94.2%	94.4%	92.9%		

Percentage of Homes Sold vs. Homes Listed

	2016												2017	
	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.		
	4.8%	5.9%	8.3%	4.2%	9.8%	2.2%	6.4%	2.3%	5.1%	3.4%	4.3%	6.7%		

\$3,000,000+

Numbers

	2016												2017		
	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Avg.		
Active	163	159	148	123	109	108	123	137	147	159	168	176	143		
UCB											4	5	-		
Pending	5	11	10	6	7	8	5	2	3	2	2	11	6		
Sold	5	2	7	4	4	3	4	7	2	2	1	13	5		
Expired	2	2	6	7	3	2	-	1	2	2	6	1	3		

Percent Change- Month Over Month

	2016												2017		
	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.			
Active	0.0%	-2.5%	-6.9%	-16.9%	-11.4%	-0.9%	13.9%	11.4%	7.3%	8.2%	5.7%	4.8%	25.0%		
Pending	0.0%	120.0%	-9.1%	-40.0%	16.7%	14.3%	-37.5%	-60.0%	50.0%	-33.3%	0.0%	450.0%			
Sold	66.7%	-60.0%	250.0%	-42.9%	0.0%	-25.0%	33.3%	75.0%	-71.4%	0.0%	-50.0%	1200.0%			
Expired	#DIV/0!	0.0%	200.0%	16.7%	-57.1%	-33.3%	-100.0%	#DIV/0!	100.0%	0.0%	200.0%	-83.3%			

Sales to List Price

	2016												2017	
	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.		
	90.9%	96.4%	92.9%	94.7%	89.7%	91.1%	97.2%	95.2%	94.0%	92.8%	89.7%	94.3%		

Percentage of Homes Sold vs. Homes Listed

	2016												2017	
	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.		
	3.1%	1.3%	4.7%	3.3%	3.7%	2.8%	3.3%	5.1%	1.4%	1.3%	0.6%	3.4%		

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