

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

All Price Points														Percent Change- Month Over Month													
2016														2017													
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Avg.		Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	
Active	2,531	2,367	2,128	1,936	1,824	1,957	2,166	2,194	2,085	2,209	2,317	2,404	2,177	Active	-3.1%	-6.5%	-10.1%	-9.0%	-5.8%	7.3%	10.7%	1.3%	-5.0%	5.9%	4.9%	3.8%	
UCB										297	315	350	321											6.1%	11.1%		
Pending	372	380	309	317	288	273	268	250	224	265	258	361	297	Pending	1.6%	2.2%	-18.7%	2.6%	-9.1%	-5.2%	-1.8%	-6.7%	-10.4%	18.3%	-2.6%	39.9%	
Sold	504	485	506	378	446	403	389	371	397	349	368	517	426	Sold	7.2%	-3.8%	4.3%	-25.3%	18.0%	-9.6%	-3.5%	-4.6%	7.0%	-12.1%	5.4%	40.5%	
Expired	73	77	116	77	53	52	51	43	105	56	32	44	65	Expired	40.4%	5.5%	50.6%	-33.6%	-31.2%	-1.9%	-1.9%	-15.7%	144.2%	-46.7%	-42.9%	37.5%	

<\$999,999														Percentage of Homes Sold vs. Homes Listed													
2016														2017													
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Avg.		Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	
Sales Price to List Price	96.9%	95.5%	96.2%	95.3%	95.6%	96.4%	96.1%	96.5%	97.1%	95.9%	92.2%	96.0%		Percentage of Homes Sold vs. Homes Listed	19.9%	20.5%	23.8%	19.5%	24.5%	20.6%	18.0%	16.9%	19.0%	15.8%	15.9%	21.5%	
2016														2017													
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Avg.		Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	
Active	1,588	1,506	1,372	1,260	1,154	1,211	1,333	1,333	1,224	1,278	1,333	1,420	1,334	Active	-1.4%	-5.2%	-8.9%	-8.2%	-8.4%	4.9%	10.1%	0.0%	-8.2%	4.4%	4.3%	6.5%	
UCB										249	270	300	273											8.4%	11.1%		
Pending	302	297	252	269	243	234	227	207	184	226	306	301	254	Pending	-4.1%	-1.7%	-15.2%	6.7%	-9.7%	-3.7%	-3.0%	-8.8%	-11.1%	22.8%	35.4%	-1.6%	
Sold	448	420	437	337	398	354	345	318	339	301	308	449	371	Sold	9.8%	-6.3%	4.0%	-22.9%	18.1%	-11.1%	-2.5%	-7.8%	6.6%	-11.2%	2.3%	45.8%	
Expired	52	43	74	56	37	37	39	27	73	36	21	32	44	Expired	36.8%	-17.3%	72.1%	-24.3%	-33.9%	0.0%	5.4%	-30.8%	170.4%	-50.7%	-41.7%	52.4%	

* 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							
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Avg.
Active	375	331	305	276	273	299	322	331	325	355	382	379	329
UCB										24	26	25	25
Pending	28	41	25	27	20	21	23	21	21	22	26	35	26
Sold	25	26	44	16	33	29	26	28	36	27	24	32	29
Expired	8	13	17	9	7	8	8	7	15	10	6	9	10

Percent Change- Month Over Month

	2016					2017							
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	
Active	-4.6%	-11.7%	-7.9%	-9.5%	-1.1%	9.5%	7.7%	2.8%	-1.8%	9.2%	7.6%	-0.8%	
Pending	33.3%	46.4%	-39.0%	8.0%	-25.9%	5.0%	9.5%	-8.7%	0.0%	4.8%	18.2%	34.6%	
Sold	-24.2%	4.0%	69.2%	-63.6%	106.3%	-12.1%	-10.3%	7.7%	28.6%	-25.0%	-11.1%	33.3%	
Expired	33.3%	62.5%	30.8%	-47.1%	-22.2%	14.3%	0.0%	-12.5%	114.3%	-33.3%	-40.0%	50.0%	

Sales to List Price

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

Percentage of Homes Sold vs. Homes Listed

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

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

Numbers

	2016					2017							
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Avg.
Active	224	213	185	159	153	184	203	208	203	221	231	240	202
UCB										9	11	13	11
Pending	18	18	8	8	10	9	9	12	9	6	11	12	11
Sold	18	17	15	8	10	7	7	14	14	12	7	18	12
Expired	6	8	6	7	2	3	1	2	5	2	3	2	4

Percent Change- Month Over Month

	2016					2017							
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	
Active	-6.3%	-4.9%	-13.1%	-14.1%	-3.8%	20.3%	10.3%	2.5%	-2.4%	8.9%	4.5%	3.9%	
Pending	20.0%	0.0%	-55.6%	0.0%	25.0%	-10.0%	0.0%	33.3%	-25.0%	-33.3%	83.3%	9.1%	
Sold	28.6%	-5.6%	-11.8%	-46.7%	25.0%	-30.0%	0.0%	100.0%	0.0%	-14.3%	-41.7%	157.1%	
Expired	500.0%	33.3%	-25.0%	16.7%	-71.4%	50.0%	-66.7%	100.0%	150.0%	-60.0%	50.0%	-33.3%	

Sales to List Price

	2016					2017							
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	
	88.1%	89.3%	95.2%	93.2%	93.3%	93.2%	95.4%	94.8%	93.9%	95.1%	94.1%	94.6%	

Percentage of Homes Sold vs. Homes Listed

	2016					2017							
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	
	8.0%	8.0%	8.1%	5.0%	6.5%	3.8%	3.4%	6.7%	6.9%	5.4%	3.0%	7.5%	

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Trend Analysis - Scottsdale Single-Family Homes - Resale

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

Numbers

	2016										2017			
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Avg.	
Active	185	168	143	132	136	140	171	175	174	187	195	206	168	
UCB										11	5	2	6	
Pending	13	13	16	6	7	4	7	7	8	9	11	9	9	
Sold	11	14	6	13	3	9	4	9	6	8	13	11	9	
Expired	5	6	12	2	4	4	2	5	10	2	1	2	5	

Percent Change- Month Over Month

	2016										2017		
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	
Active	-10.6%	-9.2%	-14.9%	-7.7%	3.0%	2.9%	22.1%	2.3%	-0.6%	7.5%	4.3%	5.6%	
UCB											-54.5%	-60.0%	
Pending	30.0%	0.0%	23.1%	-62.5%	16.7%	-42.9%	75.0%	0.0%	14.3%	12.5%	22.2%	-18.2%	
Sold	10.0%	27.3%	-57.1%	116.7%	-76.9%	200.0%	-55.6%	125.0%	-33.3%	33.3%	62.5%	-15.4%	
Expired	0.0%	20.0%	100.0%	-83.3%	100.0%	0.0%	-50.0%	150.0%	100.0%	-80.0%	-50.0%	100.0%	

Sales to List Price

	2016										2017		
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	
	91.0%	93.9%	93.4%	89.4%	89.8%	96.1%	88.2%	94.6%	94.2%	94.4%	92.9%	93.1%	

Percentage of Homes Sold vs. Homes Listed

	2016										2017		
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	
	5.9%	8.3%	4.2%	9.8%	2.2%	6.4%	2.3%	5.1%	3.4%	4.3%	6.7%	5.3%	

\$3,000,000+

Numbers

	2016										2017			
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Avg.	
Active	159	148	123	109	108	123	137	147	159	168	176	158	143	
UCB										4	5	10	6	
Pending	11	10	6	7	8	5	2	3	2	2	11	4	6	
Sold	2	7	4	4	3	4	7	2	2	1	13	7	5	
Expired	2	6	7	3	2	-	1	2	2	6	1	-	3	

Percent Change- Month Over Month

	2016										2017		
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	
Active	-2.5%	-6.9%	-16.9%	-11.4%	-0.9%	13.9%	11.4%	7.3%	8.2%	5.7%	4.8%	-10.2%	
UCB											25.0%	100.0%	
Pending	120.0%	-9.1%	-40.0%	16.7%	14.3%	-37.5%	-60.0%	50.0%	-33.3%	0.0%	450.0%	-63.6%	
Sold	-60.0%	250.0%	-42.9%	0.0%	-25.0%	33.3%	75.0%	-71.4%	0.0%	-50.0%	1200.0%	-46.2%	
Expired	0.0%	200.0%	16.7%	-57.1%	-33.3%	-100.0%	#DIV/0!	100.0%	0.0%	200.0%	-83.3%	-100.0%	

Sales to List Price

	2016										2017		
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	
	96.4%	92.9%	94.7%	89.7%	91.1%	97.2%	95.2%	94.0%	92.8%	89.7%	94.3%	94.2%	

Percentage of Homes Sold vs. Homes Listed

	2016										2017		
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	
	1.3%	4.7%	3.3%	3.7%	2.8%	3.3%	5.1%	1.4%	1.3%	0.6%	3.4%	4.4%	

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