

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

All Price Points

	2018					2019							
	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	Avg.
Active	1,796	1,648	1,474	1,491	1,573	1,716	1,738	1,665	1,876	1,950	1,982	1,892	1,733
UCB	357	284	239	222	207	244	218	175	279	278	336	350	266
Pending	331	283	286	250	255	208	229	192	240	288	332	366	272
Sold	593	552	464	427	335	370	348	347	322	368	453	529	426
Expired	65	103	54	36	37	41	28	87	37	20	38	57	50

Percent Change- Month Over Month

	2018					2019						
	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.
Active	-10.4%	-8.2%	-10.6%	1.2%	5.5%	9.1%	1.3%	-4.2%	12.7%	3.9%	1.6%	-4.5%
UCB	-8.5%	-20.4%	-15.8%	-7.1%	-6.8%	17.9%	-10.7%	-19.7%	59.4%	-0.4%	20.9%	4.2%
Pending	-2.6%	-14.5%	1.1%	-12.6%	2.0%	-18.4%	10.1%	-16.2%	25.0%	20.0%	15.3%	10.2%
Sold	13.4%	-6.9%	-15.9%	-8.0%	-21.5%	10.4%	-5.9%	-0.3%	-7.2%	14.3%	23.1%	16.8%
Expired	32.7%	58.5%	-47.6%	-33.3%	2.8%	10.8%	-31.7%	210.7%	-57.5%	-45.9%	90.0%	50.0%

Sales Price to List Price

2018							2019				
May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.
95.8%	96.1%	96.2%	95.7%	96.3%	96.4%	96.4%	96.3%	96.1%	94.5%	96.3%	96.3%

Percentage of Homes Sold vs. Homes Listed

2018							2019				
May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.
33.0%	33.5%	31.5%	28.6%	21.3%	21.6%	20.0%	20.8%	17.2%	18.9%	22.9%	28.0%

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	2018					2019							
	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	Avg.
Active	990	939	850	897	930	994	976	913	1,025	1,089	1,108	1,054	980
UCB	274	231	193	177	171	192	177	134	219	209	256	267	208
Pending	254	221	221	189	198	161	177	150	187	223	245	281	209
Sold	486	441	392	358	274	303	286	284	268	302	376	424	350
Expired	33	49	33	21	26	24	18	59	27	12	25	31	30

Percent Change- Month Over Month

	2018							2019				
	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.
Active	-10.3%	-5.2%	-9.5%	5.5%	3.7%	6.9%	-1.8%	-6.5%	12.3%	6.2%	1.7%	-4.9%
UCB	-11.3%	-15.7%	-16.5%	-8.3%	-3.4%	12.3%	-7.8%	-24.3%	63.4%	-4.6%	22.5%	4.3%
Pending	-3.1%	-13.0%	0.0%	-14.5%	4.8%	-18.7%	9.9%	-15.3%	24.7%	19.3%	9.9%	14.7%
Sold	11.5%	-9.3%	-11.1%	-8.7%	-23.5%	10.6%	-5.6%	-0.7%	-5.6%	12.7%	24.5%	12.8%
Expired	26.9%	48.5%	-32.7%	-36.4%	23.8%	-7.7%	-25.0%	227.8%	-54.2%	-55.6%	108.3%	24.0%

Sales to List Price

2018							2019				
May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.
97.5%	97.6%	97.7%	97.2%	97.1%	97.5%	97.1%	97.1%	96.8%	97.3%	97.3%	97.5%

Percentage of Homes Sold vs. Homes Listed

2018							2019				
May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.
49.1%	47.0%	46.1%	39.9%	29.5%	30.5%	29.3%	31.1%	26.1%	27.7%	33.9%	40.2%

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

	2018								2019					
	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	Avg.	
Active	282	259	218	228	247	273	284	272	302	300	276	269	268	
UCB	47	31	26	18	19	30	24	19	23	31	40	39	29	
Pending	39	32	37	29	28	27	30	19	20	24	38	40	30	
Sold	61	64	44	43	29	32	35	41	32	36	35	49	42	
Expired	10	16	8	5	5	4	4	10	3	3	5	12	7	

Sales to List Price

2018								2019				
May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	
95.5%	95.4%	94.3%	94.1%	95.2%	95.9%	94.4%	95.0%	96.7%	94.4%	95.7%	95.4%	

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

Trend Analysis - Scottsdale Single-Family Homes - Resale

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

Numbers

	2018								2019					
	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	Avg.	
Active	222	197	183	159	168	190	199	205	242	240	245	223	206	
UCB	20	9	6	14	7	9	7	7	13	16	19	19	12	
Pending	16	13	12	18	17	12	10	7	13	15	16	22	14	
Sold	11	27	16	10	21	20	18	16	12	15	17	31	18	
Expired	14	16	6	5	3	6	2	10	1	4	5	7	7	

Sales to List Price

2018								2019				
May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	
93.3%	94.6%	94.9%	94.0%	95.1%	94.9%	96.4%	94.4%	95.0%	96.4%	94.9%	95.4%	

Percent Change- Month Over Month

	2018								2019					
	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.		
Active	-7.8%	-8.2%	-15.8%	4.6%	8.3%	10.5%	4.0%	-4.2%	11.0%	-0.7%	-8.0%	-2.5%		
UCB	-4.1%	-34.0%	-16.1%	-30.8%	5.6%	57.9%	-20.0%	-20.8%	21.1%	34.8%	29.0%	-2.5%		
Pending	-4.9%	-17.9%	15.6%	-21.6%	-3.4%	-3.6%	11.1%	-36.7%	5.3%	20.0%	58.3%	5.3%		
Sold	10.9%	4.9%	-31.3%	-2.3%	-32.6%	10.3%	9.4%	17.1%	-22.0%	12.5%	-2.8%	40.0%		
Expired	-9.1%	60.0%	-50.0%	-37.5%	0.0%	-20.0%	0.0%	150.0%	-70.0%	0.0%	66.7%	140.0%		

Percentage of Homes Sold vs. Homes Listed

2018								2019				
May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	
21.6%	24.7%	20.2%	18.9%	11.7%	11.7%	12.3%	15.1%	10.6%	12.0%	12.7%	18.2%	

Percent Change- Month Over Month

	2018								2019					
	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.		
Active	-11.9%	-11.3%	-7.1%	-13.1%	5.7%	13.1%	4.7%	3.0%	18.0%	-0.8%	2.1%	-9.0%		
UCB	66.7%	-55.0%	-33.3%	133.3%	-50.0%	28.6%	-22.2%	0.0%	85.7%	23.1%	18.8%	0.0%		
Pending	33.3%	-18.8%	-7.7%	50.0%	-5.6%	-29.4%	-16.7%	-30.0%	85.7%	15.4%	6.7%	37.5%		
Sold	-26.7%	145.5%	-40.7%	-37.5%	110.0%	-4.8%	-10.0%	-11.1%	-25.0%	25.0%	13.3%	82.4%		
Expired	75.0%	14.3%	-62.5%	-16.7%	-40.0%	100.0%	-66.7%	400.0%	-90.0%	300.0%	25.0%	40.0%		

Percentage of Homes Sold vs. Homes Listed

2018								2019				
May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	
5.0%	13.7%	8.7%	6.3%	12.5%	10.5%	9.0%	7.8%	5.0%	6.3%	6.9%	13.9%	

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

Numbers

	2018								2019						
	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	Avg.		
Active	170	144	124	114	118	132	136	125	151	162	184	184	145		
UCB	9	8	11	6	7	9	6	7	10	13	13	13	9		
Pending	15	14	12	13	12	7	10	13	12	17	14	18	13		
Sold	19	12	10	13	8	13	7	4	8	8	17	15	11		
Expired	4	10	4	2	3	4	1	6	1	1	1	3	3		

Sales to List Price

2018							2019				
May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.
92.4%	88.7%	91.5%	90.6%	97.1%	92.8%	94.7%	96.9%	90.4%	93.1%	94.3%	93.7%

Percent Change- Month Over Month

	2018								2019				
	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	
Active	-12.4%	-15.3%	-13.9%	-8.1%	3.5%	11.9%	3.0%	-8.1%	20.8%	7.3%	13.6%	0.0%	
UCB	0.0%	-11.1%	37.5%	-45.5%	16.7%	28.6%	-33.3%	16.7%	42.9%	30.0%	0.0%	0.0%	
Pending	-16.7%	-6.7%	-14.3%	8.3%	-7.7%	-41.7%	42.9%	30.0%	-7.7%	41.7%	-17.6%	28.6%	
Sold	90.0%	-36.8%	-16.7%	30.0%	-38.5%	62.5%	-46.2%	-42.9%	100.0%	0.0%	112.5%	-11.8%	
Expired	100.0%	150.0%	-60.0%	-50.0%	50.0%	33.3%	-75.0%	500.0%	-83.3%	0.0%	0.0%	200.0%	

Percentage of Homes Sold vs. Homes Listed

2018								2019			
May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.
11.2%	8.3%	8.1%	11.4%	6.8%	9.8%	5.1%	3.2%	5.3%	4.9%	9.2%	8.2%

\$3,000,000+

Numbers

	2018								2019						
	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	Avg.		
Active	132	109	99	93	110	127	143	150	156	159	167	159	134		
UCB	7	5	3	7	3	4	4	8	11	7	9	12	7		
Pending	7	3	4	1	-	1	2	3	8	10	10	5	5		
Sold	16	8	2	3	3	2	2	3	2	8	8	10	6		
Expired	4	12	3	3	-	3	3	2	5	-	2	4	3		

Sales to List Price

2018							2019				
May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.
92.7%	94.9%	86.1%	94.4%	99.1%	97.7%	96.6%	92.9%	96.0%	82.6%	94.4%	93.8%

Percent Change- Month Over Month

	2018							2019					
	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	
Active	-11.4%	-17.4%	-9.2%	-6.1%	18.3%	15.5%	12.6%	4.9%	4.0%	1.9%	5.0%	-4.8%	
UCB	-36.4%	-28.6%	-40.0%	133.3%	-57.1%	33.3%	0.0%	100.0%	37.5%	-36.4%	28.6%	33.3%	
Pending	0.0%	-57.1%	33.3%	-75.0%	-100.0%	#DIV/0!	100.0%	50.0%	166.7%	25.0%	0.0%	-50.0%	
Sold	128.6%	-50.0%	-75.0%	50.0%	0.0%	-33.3%	0.0%	50.0%	-33.3%	300.0%	0.0%	25.0%	
Expired	100.0%	200.0%	-75.0%	0.0%	-100.0%	#DIV/0!	0.0%	-33.3%	150.0%	-100.0%	#DIV/0!	100.0%	

Percentage of Homes Sold vs. Homes Listed

2018								2019				
May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	
12.1%	7.3%	2.0%	3.2%	2.7%	1.6%	1.4%	1.3%	1.3%	5.0%	4.8%	6.3%	

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