

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

All Price Points														Percent Change- Month Over Month												
2017														2017												
	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Avg.		Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.
Active	2,209	2,317	2,404	2,300	2,132	1,903	1,749	1,746	1,835	1,985	1,980	1,858	2,035	Active	5.9%	4.9%	3.8%	-4.3%	-7.3%	-10.7%	-8.1%	-0.2%	5.1%	8.2%	-0.3%	-6.2%
UCB	297	315	350	354	315	279	280	242	272	277	269	222	289	UCB		6.1%	11.1%	1.1%	-11.0%	-11.4%	0.4%	-13.6%	12.4%	1.8%	-2.9%	-17.5%
Pending	265	258	361	364	365	300	271	256	248	262	275	235	288	Pending	18.3%	-2.6%	39.9%	0.8%	0.3%	-17.8%	-9.7%	-5.5%	-3.1%	5.6%	5.0%	-14.5%
Sold	349	368	517	480	551	533	413	436	373	399	388	400	434	Sold	-12.1%	5.4%	40.5%	-7.2%	14.8%	-3.3%	-22.5%	5.6%	-14.4%	7.0%	-2.8%	3.1%
Expired	56	32	44	65	97	99	75	45	56	35	39	88	61	Expired	-46.7%	-42.9%	37.5%	47.7%	49.2%	2.1%	-24.2%	-40.0%	24.4%	-37.5%	11.4%	125.6%

Sales Price to List Price

2017												
Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	
95.9%	92.2%	96.0%	95.7%	95.6%	95.8%	96.2%	96.2%	95.6%	96.7%	95.9%	95.8%	

Percentage of Homes Sold vs. Homes Listed

2017												
Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	
15.8%	15.9%	21.5%	20.9%	25.8%	28.0%	23.6%	25.0%	20.3%	20.1%	19.6%	21.5%	

<\$999,999

														Percent Change- Month Over Month													
2017														2017													
	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Avg.		Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	
Active	1,278	1,333	1,420	1,336	1,267	1,177	1,104	1,089	1,132	1,173	1,125	1,016	1,204	Active	4.4%	4.3%	6.5%	-5.9%	-5.2%	-7.1%	-6.2%	-1.4%	3.9%	3.6%	-4.1%	-9.7%	
UCB	249	270	300	299	260	235	234	206	232	236	225	173	243	UCB		8.4%	11.1%	-0.3%	-13.0%	-9.6%	-0.4%	-12.0%	12.6%	1.7%	-4.7%	-23.1%	
Pending	226	306	301	304	293	245	224	212	213	215	221	194	246	Pending	22.8%	35.4%	-1.6%	1.0%	-3.6%	-16.4%	-8.6%	-5.4%	0.5%	0.9%	2.8%	-12.2%	
Sold	301	308	449	416	481	439	354	376	321	357	330	340	373	Sold	-11.2%	2.3%	45.8%	-7.3%	15.6%	-8.7%	-19.4%	6.2%	-14.6%	11.2%	-7.6%	3.0%	
Expired	36	21	32	45	50	51	41	33	36	30	27	52	38	Expired	-50.7%	-41.7%	52.4%	40.6%	11.1%	2.0%	-19.6%	-19.5%	9.1%	-16.7%	-10.0%	92.6%	

Sales to List Price

2017												
Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	
96.7%	97.0%	97.2%	97.3%	97.6%	97.3%	97.4%	97.2%	97.0%	97.4%	97.1%	97.3%	

Percentage of Homes Sold vs. Homes Listed

2017												
Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	
23.6%	23.1%	31.6%	31.1%	38.0%	37.3%	32.1%	34.5%	28.4%	30.4%	29.3%	33.5%	

* 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

	2017												
	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Avg.
Active	355	382	379	370	324	279	246	246	237	296	329	319	314
UCB	24	26	25	30	35	21	27	19	24	25	21	29	26
Pending	22	26	35	30	35	32	25	28	21	21	23	16	26
Sold	27	24	32	37	37	53	33	32	38	30	31	30	34
Expired	10	6	9	12	20	20	14	6	10	3	4	20	11

Sales to List Price

2017											
Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.
94.5%	95.0%	93.6%	94.5%	93.9%	95.5%	92.3%	96.1%	94.8%	95.2%	93.9%	95.3%

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

Numbers

	2017												
	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Avg.
Active	221	231	240	244	219	185	162	170	184	217	212	204	207
UCB	9	11	13	15	10	12	9	13	5	11	13	12	11
Pending	6	11	12	17	24	11	7	4	2	9	15	9	11
Sold	12	7	18	10	16	24	19	10	12	4	11	17	13
Expired	2	3	2	2	14	11	8	3	2	1	3	7	5

Sales to List Price

2017											
Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.
95.1%	94.1%	94.6%	92.4%	93.4%	94.8%	95.4%	92.2%	95.0%	96.0%	94.9%	93.4%

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

Percent Change- Month Over Month

	2017											
	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.
Active	9.2%	7.6%	-0.8%	-2.4%	-12.4%	-13.9%	-11.8%	0.0%	-3.7%	24.9%	11.1%	-3.0%
UCB		8.3%	-3.8%	20.0%	16.7%	-40.0%	28.6%	-29.6%	26.3%	4.2%	-16.0%	38.1%
Pending	4.8%	18.2%	34.6%	-14.3%	16.7%	-8.6%	-21.9%	12.0%	-25.0%	0.0%	9.5%	-30.4%
Sold	-25.0%	-11.1%	33.3%	15.6%	0.0%	43.2%	-37.7%	-3.0%	18.8%	-21.1%	3.3%	-3.2%
Expired	-33.3%	-40.0%	50.0%	33.3%	66.7%	0.0%	-30.0%	-57.1%	66.7%	-70.0%	33.3%	400.0%

Percentage of Homes Sold vs. Homes Listed

2017											
Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.
7.6%	6.3%	8.4%	10.0%	11.4%	19.0%	13.4%	13.0%	14.8%	10.1%	9.4%	9.4%

Percent Change- Month Over Month

	2017											
	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.
Active	8.9%	4.5%	3.9%	1.7%	-10.2%	-15.5%	-12.4%	4.9%	8.2%	17.9%	-2.3%	-3.8%
UCB		22.2%	18.2%	15.4%	-33.3%	20.0%	-25.0%	44.4%	-61.5%	120.0%	18.2%	-7.7%
Pending	-33.3%	83.3%	9.1%	41.7%	41.2%	-54.2%	-36.4%	-42.9%	-50.0%	350.0%	66.7%	-40.0%
Sold	-14.3%	-41.7%	157.1%	-44.4%	60.0%	50.0%	-20.8%	-47.4%	20.0%	-66.7%	175.0%	54.5%
Expired	-60.0%	50.0%	-33.3%	0.0%	600.0%	-21.4%	-27.3%	-62.5%	-33.3%	-50.0%	200.0%	133.3%

Percentage of Homes Sold vs. Homes Listed

2017											
Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.
5.4%	3.0%	7.5%	4.1%	7.3%	13.0%	11.7%	5.9%	6.5%	1.8%	5.2%	8.3%

Trend Analysis - Scottsdale Single-Family Homes - Resale

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

Numbers

	2017													
	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Avg.	
Active	187	195	206	204	189	151	137	140	136	166	177	177	172	
UCB	11	5	2	5	8	8	8	2	7	4	5	5	6	
Pending	9	11	9	5	10	10	9	9	9	9	12	7	9	
Sold	8	13	11	7	5	11	6	13	3	6	9	10	9	
Expired	2	1	2	5	10	10	7	1	8	1	3	3	4	

Sales to List Price

	2017												
	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	
	94.4%	92.9%	93.1%	91.8%	90.9%	90.6%	93.3%	94.6%	92.4%	93.6%	94.4%	91.6%	

\$3,000,000+

Numbers

	2017													
	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Avg.	
Active	168	176	158	146	133	110	100	101	116	133	137	141	135	
UCB	4	5	10	5	2	3	2	2	4	1	5	3	4	
Pending	2	11	4	8	3	3	6	3	3	8	4	7	5	
Sold	1	13	7	10	12	6	1	5	2	2	7	3	6	
Expired	6	1	-	1	3	7	5	2	-	-	2	4	3	

Sales to List Price

	2017												
	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	
	89.7%	94.3%	94.2%	91.3%	88.3%	90.1%	94.9%	91.4%	80.8%	94.5%	93.4%	89.8%	

Percent Change- Month Over Month

	2017													
	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.		
Active	7.5%	4.3%	5.6%	-1.0%	-7.4%	-20.1%	-9.3%	2.2%	-2.9%	22.1%	6.6%	0.0%		
UCB		-54.5%	-60.0%	150.0%	60.0%	0.0%	0.0%	-75.0%	250.0%	-42.9%	25.0%	0.0%		
Pending	12.5%	22.2%	-18.2%	-44.4%	100.0%	0.0%	-10.0%	0.0%	0.0%	0.0%	33.3%	-41.7%		
Sold	33.3%	62.5%	-15.4%	-36.4%	-28.6%	120.0%	-45.5%	116.7%	-76.9%	100.0%	50.0%	11.1%		
Expired	-80.0%	-50.0%	100.0%	150.0%	100.0%	0.0%	-30.0%	-85.7%	700.0%	-87.5%	200.0%	0.0%		

Percentage of Homes Sold vs. Homes Listed

	2017												
	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	
	4.3%	6.7%	5.3%	3.4%	2.6%	7.3%	4.4%	9.3%	2.2%	3.6%	5.1%	5.6%	

Percent Change- Month Over Month

	2017													
	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.		
Active	5.7%	4.8%	-10.2%	-7.6%	-8.9%	-17.3%	-9.1%	1.0%	14.9%	14.7%	3.0%	2.9%		
UCB		25.0%	100.0%	-50.0%	-60.0%	50.0%	-33.3%	0.0%	100.0%	-75.0%	400.0%	-40.0%		
Pending	0.0%	450.0%	-63.6%	100.0%	-62.5%	0.0%	100.0%	-50.0%	0.0%	166.7%	-50.0%	75.0%		
Sold	-50.0%	1200.0%	-46.2%	42.9%	20.0%	-50.0%	-83.3%	400.0%	-60.0%	0.0%	250.0%	-57.1%		
Expired	200.0%	-83.3%	-100.0%	#DIV/0!	200.0%	133.3%	-28.6%	-60.0%	-100.0%	#DIV/0!	#DIV/0!	100.0%		

Percentage of Homes Sold vs. Homes Listed

	2017												
	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	
	0.6%	3.4%	4.4%	6.8%	9.0%	5.5%	1.0%	5.0%	1.7%	1.5%	5.1%	2.1%	

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