

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

All Price Points

	2016						2017						Avg.
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	
Active	1,936	1,824	1,957	2,166	2,194	2,085	2,209	2,317	2,404	2,300	2,132	1,903	2,119
UCB							297	315	350	354	315	279	318
Pending	317	288	273	268	250	224	265	258	361	364	365	300	294
Sold	378	446	403	389	371	397	349	368	517	480	551	533	432
Expired	77	53	52	51	43	105	56	32	44	65	97	99	65

	2016						2017					
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.
Active	-9.0%	-5.8%	7.3%	10.7%	1.3%	-5.0%	5.9%	4.9%	3.8%	-4.3%	-7.3%	-10.7%
UCB								6.1%	11.1%	1.1%	-11.0%	-11.4%
Pending	2.6%	-9.1%	-5.2%	-1.8%	-6.7%	-10.4%	18.3%	-2.6%	39.9%	0.8%	0.3%	-17.8%
Sold	-25.3%	18.0%	-9.6%	-3.5%	-4.6%	7.0%	-12.1%	5.4%	40.5%	-7.2%	14.8%	-3.3%
Expired	-33.6%	-31.2%	-1.9%	-1.9%	-15.7%	144.2%	-46.7%	-42.9%	37.5%	47.7%	49.2%	2.1%

Sales Price to List Price

2016						2017					
Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.
95.3%	95.6%	96.4%	96.1%	96.5%	97.1%	95.9%	92.2%	96.0%	95.7%	95.6%	95.8%

Percentage of Homes Sold vs. Homes Listed

2016						2017					
Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.
19.5%	24.5%	20.6%	18.0%	16.9%	19.0%	15.8%	15.9%	21.5%	20.9%	25.8%	28.0%

<\$999,999

	2016						2017						Avg.
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	
Active	1,260	1,154	1,211	1,333	1,333	1,224	1,278	1,333	1,420	1,336	1,267	1,177	1,277
UCB							249	270	300	299	260	235	269
Pending	269	243	234	227	207	184	226	306	301	304	293	245	253
Sold	337	398	354	345	318	339	301	308	449	416	481	439	374
Expired	56	37	37	39	27	73	36	21	32	45	50	51	42

Percent Change- Month Over Month

	2016						2017					
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.
Active	-8.2%	-8.4%	4.9%	10.1%	0.0%	-8.2%	4.4%	4.3%	6.5%	-5.9%	-5.2%	-7.1%
UCB								8.4%	11.1%	-0.3%	-13.0%	-9.6%
Pending	6.7%	-9.7%	-3.7%	-3.0%	-8.8%	-11.1%	22.8%	35.4%	-1.6%	1.0%	-3.6%	-16.4%
Sold	-22.9%	18.1%	-11.1%	-2.5%	-7.8%	6.6%	-11.2%	2.3%	45.8%	-7.3%	15.6%	-8.7%
Expired	-24.3%	-33.9%	0.0%	5.4%	-30.8%	170.4%	-50.7%	-41.7%	52.4%	40.6%	11.1%	2.0%

Sales to List Price

2016						2017					
Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.
97.2%	96.9%	97.1%	96.9%	97.2%	99.0%	96.7%	97.0%	97.2%	97.3%	97.6%	97.3%

Percentage of Homes Sold vs. Homes Listed

2016						2017					
Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.
26.7%	34.5%	29.2%	25.9%	23.9%	27.7%	23.6%	23.1%	31.6%	31.1%	38.0%	37.3%

* 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.
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	
Active	276	273	299	322	331	325	355	382	379	370	324	279	326
UCB							24	26	25	30	35	21	27
Pending	27	20	21	23	21	21	22	26	35	30	35	32	26
Sold	16	33	29	26	28	36	27	24	32	37	37	53	32
Expired	9	7	8	8	7	15	10	6	9	12	20	20	11

Percent Change- Month Over Month

	2016						2017						Jun.
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May		
Active	-9.5%	-1.1%	9.5%	7.7%	2.8%	-1.8%	9.2%	7.6%	-0.8%	-2.4%	-12.4%	-13.9%	
UCB								8.3%	-3.8%	20.0%	16.7%	-40.0%	
Pending	8.0%	-25.9%	5.0%	9.5%	-8.7%	0.0%	4.8%	18.2%	34.6%	-14.3%	16.7%	-8.6%	
Sold	-63.6%	106.3%	-12.1%	-10.3%	7.7%	28.6%	-25.0%	-11.1%	33.3%	15.6%	0.0%	43.2%	
Expired	-47.1%	-22.2%	14.3%	0.0%	-12.5%	114.3%	-33.3%	-40.0%	50.0%	33.3%	66.7%	0.0%	

Sales to List Price

	2016						2017					
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.
	94.0%	93.6%	93.6%	95.9%	95.8%	93.4%	94.5%	95.0%	93.6%	94.5%	93.9%	95.5%

Percentage of Homes Sold vs. Homes Listed

	2016						2017					
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.
	5.8%	12.1%	9.7%	8.1%	8.5%	11.1%	7.6%	6.3%	8.4%	10.0%	11.4%	19.0%

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

Numbers

	2016						2017						Avg.
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	
Active	159	153	184	203	208	203	221	231	240	244	219	185	204
UCB							9	11	13	15	10	12	12
Pending	8	10	9	9	12	9	6	11	12	17	24	11	12
Sold	8	10	7	7	14	14	12	7	18	10	16	24	12
Expired	7	2	3	1	2	5	2	3	2	2	14	11	5

Percent Change- Month Over Month

	2016						2017						Jun.
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May		
Active	-14.1%	-3.8%	20.3%	10.3%	2.5%	-2.4%	8.9%	4.5%	3.9%	1.7%	-10.2%	-15.5%	
UCB								22.2%	18.2%	15.4%	-33.3%	20.0%	
Pending	0.0%	25.0%	-10.0%	0.0%	33.3%	-25.0%	-33.3%	83.3%	9.1%	41.7%	41.2%	-54.2%	
Sold	-46.7%	25.0%	-30.0%	0.0%	100.0%	0.0%	-14.3%	-41.7%	157.1%	-44.4%	60.0%	50.0%	
Expired	16.7%	-71.4%	50.0%	-66.7%	100.0%	150.0%	-60.0%	50.0%	-33.3%	0.0%	600.0%	-21.4%	

Sales to List Price

	2016						2017					
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.
	93.2%	93.3%	93.2%	95.4%	94.8%	93.9%	95.1%	94.1%	94.6%	92.4%	93.4%	94.8%

Percentage of Homes Sold vs. Homes Listed

	2016						2017					
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.
	5.0%	6.5%	3.8%	3.4%	6.7%	6.9%	5.4%	3.0%	7.5%	4.1%	7.3%	13.0%

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

Trend Analysis - Scottsdale Single-Family Homes - Resale

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

Numbers

	2016						2017						Avg.
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	
Active	132	136	140	171	175	174	187	195	206	204	189	151	172
UCB							11	5	2	5	8	8	7
Pending	6	7	4	7	7	8	9	11	9	5	10	10	8
Sold	13	3	9	4	9	6	8	13	11	7	5	11	8
Expired	2	4	4	2	5	10	2	1	2	5	10	10	5

Percent Change- Month Over Month

	2016						2017						
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	
Active	-7.7%	3.0%	2.9%	22.1%	2.3%	-0.6%	7.5%	4.3%	5.6%	-1.0%	-7.4%	-20.1%	
UCB													
Pending	-62.5%	16.7%	-42.9%	75.0%	0.0%	14.3%	12.5%	22.2%	-18.2%	-44.4%	100.0%	0.0%	
Sold	116.7%	-76.9%	200.0%	-55.6%	125.0%	-33.3%	33.3%	62.5%	-15.4%	-36.4%	-28.6%	120.0%	
Expired	-83.3%	100.0%	0.0%	-50.0%	150.0%	100.0%	-80.0%	-50.0%	100.0%	150.0%	100.0%	0.0%	

Sales to List Price

	2016						2017					
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.
	89.4%	89.8%	96.1%	88.2%	94.6%	94.2%	94.4%	92.9%	93.1%	91.8%	90.9%	90.6%

Percentage of Homes Sold vs. Homes Listed

	2016						2017					
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.
	9.8%	2.2%	6.4%	2.3%	5.1%	3.4%	4.3%	6.7%	5.3%	3.4%	2.6%	7.3%

\$3,000,000+

Numbers

	2016						2017						Avg.
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	
Active	109	108	123	137	147	159	168	176	158	146	133	110	140
UCB							4	5	10	5	2	3	5
Pending	7	8	5	2	3	2	2	11	4	8	3	3	5
Sold	4	3	4	7	2	2	1	13	7	10	12	6	6
Expired	3	2	-	1	2	2	6	1	-	1	3	7	2

Percent Change- Month Over Month

	2016						2017						
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	
Active	-11.4%	-0.9%	13.9%	11.4%	7.3%	8.2%	5.7%	4.8%	-10.2%	-7.6%	-8.9%	-17.3%	
UCB													
Pending	16.7%	14.3%	-37.5%	-60.0%	50.0%	-33.3%	0.0%	450.0%	-63.6%	100.0%	-62.5%	0.0%	
Sold	0.0%	-25.0%	33.3%	75.0%	-71.4%	0.0%	-50.0%	1200.0%	-46.2%	42.9%	20.0%	-50.0%	
Expired	-57.1%	-33.3%	-100.0%	#DIV/0!	100.0%	0.0%	200.0%	-83.3%	-100.0%	#DIV/0!	200.0%	133.3%	

Sales to List Price

	2016						2017					
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.
	89.7%	91.1%	97.2%	95.2%	94.0%	92.8%	89.7%	94.3%	94.2%	91.3%	88.3%	90.1%

Percentage of Homes Sold vs. Homes Listed

	2016						2017					
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.
	3.7%	2.8%	3.3%	5.1%	1.4%	1.3%	0.6%	3.4%	4.4%	6.8%	9.0%	5.5%

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