

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

All Price Points														Percent Change- Month Over Month												
	2016					2017								Active	2016					2017						
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Avg.		Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.
Active	1,824	1,957	2,166	2,194	2,085	2,209	2,317	2,404	2,300	2,132	1,903	1,749	2,103	Active	-5.8%	7.3%	10.7%	1.3%	-5.0%	5.9%	4.9%	3.8%	-4.3%	-7.3%	-10.7%	-8.1%
UCB						297	315	350	354	315	279	280	313	UCB							6.1%	11.1%	1.1%	-11.0%	-11.4%	0.4%
Pending	288	273	268	250	224	265	258	361	364	365	300	271	291	Pending	-9.1%	-5.2%	-1.8%	-6.7%	-10.4%	18.3%	-2.6%	39.9%	0.8%	0.3%	-17.8%	-9.7%
Sold	446	403	389	371	397	349	368	517	480	551	533	413	435	Sold	18.0%	-9.6%	-3.5%	-4.6%	7.0%	-12.1%	5.4%	40.5%	-7.2%	14.8%	-3.3%	-22.5%
Expired	53	52	51	43	105	56	32	44	65	97	99	75	64	Expired	-31.2%	-1.9%	-1.9%	-15.7%	144.2%	-46.7%	-42.9%	37.5%	47.7%	49.2%	2.1%	-24.2%

<\$999,999														Percentage of Homes Sold vs. Homes Listed												
	2016					2017								Active	2016					2017						
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Avg.		Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.
Sales Price to List Price	95.6%	96.4%	96.1%	96.5%	97.1%	95.9%	92.2%	96.0%	95.7%	95.6%	95.8%	96.2%		Percentage of Homes Sold vs. Homes Listed	24.5%	20.6%	18.0%	16.9%	19.0%	15.8%	15.9%	21.5%	20.9%	25.8%	28.0%	23.6%
														Active	-8.4%	4.9%	10.1%	0.0%	-8.2%	4.4%	4.3%	6.5%	-5.9%	-5.2%	-7.1%	-6.2%
UCB						249	270	300	299	260	235	234	264	UCB							8.4%	11.1%	-0.3%	-13.0%	-9.6%	-0.4%
Pending	243	234	227	207	184	226	306	301	304	293	245	224	250	Pending	-9.7%	-3.7%	-3.0%	-8.8%	-11.1%	22.8%	35.4%	-1.6%	1.0%	-3.6%	-16.4%	-8.6%
Sold	398	354	345	318	339	301	308	449	416	481	439	354	375	Sold	18.1%	-11.1%	-2.5%	-7.8%	6.6%	-11.2%	2.3%	45.8%	-7.3%	15.6%	-8.7%	-19.4%
Expired	37	37	39	27	73	36	21	32	45	50	51	41	41	Expired	-33.9%	0.0%	5.4%	-30.8%	170.4%	-50.7%	-41.7%	52.4%	40.6%	11.1%	2.0%	-19.6%

* 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.
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.		
Active	273	299	322	331	325	355	382	379	370	324	279	246	324	
UCB						24	26	25	30	35	21	27	27	
Pending	20	21	23	21	21	22	26	35	30	35	32	25	26	
Sold	33	29	26	28	36	27	24	32	37	37	53	33	33	
Expired	7	8	8	7	15	10	6	9	12	20	20	14	11	

Percent Change- Month Over Month

	2016					2017							
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	
Active	-1.1%	9.5%	7.7%	2.8%	-1.8%	9.2%	7.6%	-0.8%	-2.4%	-12.4%	-13.9%	-11.8%	
UCB							8.3%	-3.8%	20.0%	16.7%	-40.0%	28.6%	
Pending	-25.9%	5.0%	9.5%	-8.7%	0.0%	4.8%	18.2%	34.6%	-14.3%	16.7%	-8.6%	-21.9%	
Sold	106.3%	-12.1%	-10.3%	7.7%	28.6%	-25.0%	-11.1%	33.3%	15.6%	0.0%	43.2%	-37.7%	
Expired	-22.2%	14.3%	0.0%	-12.5%	114.3%	-33.3%	-40.0%	50.0%	33.3%	66.7%	0.0%	-30.0%	

Sales to List Price

	2016					2017						
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.
	93.6%	93.6%	95.9%	95.8%	93.4%	94.5%	95.0%	93.6%	94.5%	93.9%	95.5%	92.3%

Percentage of Homes Sold vs. Homes Listed

	2016					2017						
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.
	12.1%	9.7%	8.1%	8.5%	11.1%	7.6%	6.3%	8.4%	10.0%	11.4%	19.0%	13.4%

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

Numbers

	2016					2017								Avg.
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.		
Active	153	184	203	208	203	221	231	240	244	219	185	162	204	
UCB						9	11	13	15	10	12	9	11	
Pending	10	9	9	12	9	6	11	12	17	24	11	7	11	
Sold	10	7	7	14	14	12	7	18	10	16	24	19	13	
Expired	2	3	1	2	5	2	3	2	2	14	11	8	5	

Percent Change- Month Over Month

	2016					2017							
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	
Active	-3.8%	20.3%	10.3%	2.5%	-2.4%	8.9%	4.5%	3.9%	1.7%	-10.2%	-15.5%	-12.4%	
UCB							22.2%	18.2%	15.4%	-33.3%	20.0%	-25.0%	
Pending	25.0%	-10.0%	0.0%	33.3%	-25.0%	-33.3%	83.3%	9.1%	41.7%	41.2%	-54.2%	-36.4%	
Sold	25.0%	-30.0%	0.0%	100.0%	0.0%	-14.3%	-41.7%	157.1%	-44.4%	60.0%	50.0%	-20.8%	
Expired	-71.4%	50.0%	-66.7%	100.0%	150.0%	-60.0%	50.0%	-33.3%	0.0%	600.0%	-21.4%	-27.3%	

Sales to List Price

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

Percentage of Homes Sold vs. Homes Listed

	2016					2017						
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.
	6.5%	3.8%	3.4%	6.7%	6.9%	5.4%	3.0%	7.5%	4.1%	7.3%	13.0%	11.7%

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									
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Avg.		
Active	136	140	171	175	174	187	195	206	204	189	151	137	172		
UCB						11	5	2	5	8	8	8	7		
Pending	7	4	7	7	8	9	11	9	5	10	10	9	8		
Sold	3	9	4	9	6	8	13	11	7	5	11	6	8		
Expired	4	4	2	5	10	2	1	2	5	10	10	7	5		

Percent Change- Month Over Month

	2016					2017									
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.			
Active	3.0%	2.9%	22.1%	2.3%	-0.6%	7.5%	4.3%	5.6%	-1.0%	-7.4%	-20.1%	-9.3%			
UCB															
Pending	16.7%	-42.9%	75.0%	0.0%	14.3%	12.5%	22.2%	-18.2%	-44.4%	100.0%	0.0%	-10.0%			
Sold	-76.9%	200.0%	-55.6%	125.0%	-33.3%	33.3%	62.5%	-15.4%	-36.4%	-28.6%	120.0%	-45.5%			
Expired	100.0%	0.0%	-50.0%	150.0%	100.0%	-80.0%	-50.0%	100.0%	150.0%	100.0%	0.0%	-30.0%			

Sales to List Price

	2016					2017							
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	
	89.8%	96.1%	88.2%	94.6%	94.2%	94.4%	92.9%	93.1%	91.8%	90.9%	90.6%	93.3%	

Percentage of Homes Sold vs. Homes Listed

	2016					2017							
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	
	2.2%	6.4%	2.3%	5.1%	3.4%	4.3%	6.7%	5.3%	3.4%	2.6%	7.3%	4.4%	

\$3,000,000+

Numbers

	2016					2017									
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Avg.		
Active	108	123	137	147	159	168	176	158	146	133	110	100	139		
UCB						4	5	10	5	2	3	2	4		
Pending	8	5	2	3	2	2	11	4	8	3	3	6	5		
Sold	3	4	7	2	2	1	13	7	10	12	6	1	6		
Expired	2	-	1	2	2	6	1	-	1	3	7	5	3		

Percent Change- Month Over Month

	2016					2017									
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.			
Active	-0.9%	13.9%	11.4%	7.3%	8.2%	5.7%	4.8%	-10.2%	-7.6%	-8.9%	-17.3%	-9.1%			
UCB															
Pending	14.3%	-37.5%	-60.0%	50.0%	-33.3%	0.0%	450.0%	-63.6%	100.0%	-62.5%	0.0%	100.0%			
Sold	-25.0%	33.3%	75.0%	-71.4%	0.0%	-50.0%	1200.0%	-46.2%	42.9%	20.0%	-50.0%	-83.3%			
Expired	-33.3%	-100.0%	#DIV/0!	100.0%	0.0%	200.0%	-83.3%	-100.0%	#DIV/0!	200.0%	133.3%	-28.6%			

Sales to List Price

	2017											
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.
	91.1%	97.2%	95.2%	94.0%	92.8%	89.7%	94.3%	94.2%	91.3%	88.3%	90.1%	94.9%

Percentage of Homes Sold vs. Homes Listed

	2016					2017							
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	
	2.8%	3.3%	5.1%	1.4%	1.3%	0.6%	3.4%	4.4%	6.8%	9.0%	5.5%	1.0%	

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