

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

All Price Points														Percent Change- Month Over Month													
	2016				2017											2016				2017							
	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Avg.	Sep.		Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	
Active	1,957	2,166	2,194	2,085	2,209	2,317	2,404	2,300	2,132	1,903	1,749	1,746	2,097	Active	7.3%	10.7%	1.3%	-5.0%	5.9%	4.9%	3.8%	-4.3%	-7.3%	-10.7%	-8.1%	-0.2%	
UCB					297	315	350	354	315	279	280	242	304	UCB					6.1%	11.1%	1.1%	-11.0%	-11.4%	0.4%	-13.6%		
Pending	273	268	250	224	265	258	361	364	365	300	271	256	288	Pending	-5.2%	-1.8%	-6.7%	-10.4%	18.3%	-2.6%	39.9%	0.8%	0.3%	-17.8%	-9.7%	-5.5%	
Sold	403	389	371	397	349	368	517	480	551	533	413	436	434	Sold	-9.6%	-3.5%	-4.6%	7.0%	-12.1%	5.4%	40.5%	-7.2%	14.8%	-3.3%	-22.5%	5.6%	
Expired	52	51	43	105	56	32	44	65	97	99	75	45	64	Expired	-1.9%	-1.9%	-15.7%	144.2%	-46.7%	-42.9%	37.5%	47.7%	49.2%	2.1%	-24.2%	-40.0%	

Sales Price to List Price														Percentage of Homes Sold vs. Homes Listed													
	2016				2017											2016				2017							
	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.		Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.		
	96.4%	96.1%	96.5%	97.1%	95.9%	92.2%	96.0%	95.7%	95.6%	95.8%	96.2%	96.2%		20.6%	18.0%	16.9%	19.0%	15.8%	15.9%	21.5%	20.9%	25.8%	28.0%	23.6%	25.0%		

<\$999,999														Percent Change- Month Over Month													
	2016				2017											2016				2017							
	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Avg.	Sep.		Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	
Active	1,211	1,333	1,333	1,224	1,278	1,333	1,420	1,336	1,267	1,177	1,104	1,089	1,259	Active	4.9%	10.1%	0.0%	-8.2%	4.4%	4.3%	6.5%	-5.9%	-5.2%	-7.1%	-6.2%	-1.4%	
UCB					249	270	300	299	260	235	234	206	257	UCB					8.4%	11.1%	-0.3%	-13.0%	-9.6%	-0.4%	-12.0%		
Pending	234	227	207	184	226	306	301	304	293	245	224	212	247	Pending	-3.7%	-3.0%	-8.8%	-11.1%	22.8%	35.4%	-1.6%	1.0%	-3.6%	-16.4%	-8.6%	-5.4%	
Sold	354	345	318	339	301	308	449	416	481	439	354	376	373	Sold	-11.1%	-2.5%	-7.8%	6.6%	-11.2%	2.3%	45.8%	-7.3%	15.6%	-8.7%	-19.4%	6.2%	
Expired	37	39	27	73	36	21	32	45	50	51	41	33	40	Expired	0.0%	5.4%	-30.8%	170.4%	-50.7%	-41.7%	52.4%	40.6%	11.1%	2.0%	-19.6%	-19.5%	

Sales to List Price														Percentage of Homes Sold vs. Homes Listed													
	2016				2017											2016				2017							
	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.		Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.		
	97.1%	96.9%	97.2%	99.0%	96.7%	97.0%	97.2%	97.3%	97.6%	97.3%	97.4%	97.2%		29.2%	25.9%	23.9%	27.7%	23.6%	23.1%	31.6%	31.1%	38.0%	37.3%	32.1%	34.5%		

\* 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**

	2016				2017								Avg.
	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	
Active	299	322	331	325	355	382	379	370	324	279	246	246	322
UCB					24	26	25	30	35	21	27	19	26
Pending	21	23	21	21	22	26	35	30	35	32	25	28	27
Sold	29	26	28	36	27	24	32	37	37	53	33	32	33
Expired	8	8	7	15	10	6	9	12	20	20	14	6	11

Percent Change- Month Over Month

	2016				2017							
	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.
Active	9.5%	7.7%	2.8%	-1.8%	9.2%	7.6%	-0.8%	-2.4%	-12.4%	-13.9%	-11.8%	0.0%
UCB					8.3%	-3.8%	20.0%	16.7%	-40.0%	28.6%	-29.6%	
Pending	5.0%	9.5%	-8.7%	0.0%	4.8%	18.2%	34.6%	-14.3%	16.7%	-8.6%	-21.9%	12.0%
Sold	-12.1%	-10.3%	7.7%	28.6%	-25.0%	-11.1%	33.3%	15.6%	0.0%	43.2%	-37.7%	-3.0%
Expired	14.3%	0.0%	-12.5%	114.3%	-33.3%	-40.0%	50.0%	33.3%	66.7%	0.0%	-30.0%	-57.1%

Sales to List Price

	2016				2017							
	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.
	93.6%	95.9%	95.8%	93.4%	94.5%	95.0%	93.6%	94.5%	93.9%	95.5%	92.3%	96.1%

Percentage of Homes Sold vs. Homes Listed

	2016				2017							
	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.
	9.7%	8.1%	8.5%	11.1%	7.6%	6.3%	8.4%	10.0%	11.4%	19.0%	13.4%	13.0%

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

Numbers

	2016				2017								Avg.
	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	
Active	184	203	208	203	221	231	240	244	219	185	162	170	206
UCB					9	11	13	15	10	12	9	13	12
Pending	9	9	12	9	6	11	12	17	24	11	7	4	11
Sold	7	7	14	14	12	7	18	10	16	24	19	10	13
Expired	3	1	2	5	2	3	2	2	14	11	8	3	5

Percent Change- Month Over Month

	2016				2017									
	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.		
Active	20.3%	10.3%	2.5%	-2.4%	8.9%	4.5%	3.9%	1.7%	-10.2%	-15.5%	-12.4%	4.9%		
UCB								22.2%	18.2%	15.4%	-33.3%	20.0%	-25.0%	44.4%
Pending	-10.0%	0.0%	33.3%	-25.0%	-33.3%	83.3%	9.1%	41.7%	41.2%	-54.2%	-36.4%	-42.9%		
Sold	-30.0%	0.0%	100.0%	0.0%	-14.3%	-41.7%	157.1%	-44.4%	60.0%	50.0%	-20.8%	-47.4%		
Expired	50.0%	-66.7%	100.0%	150.0%	-60.0%	50.0%	-33.3%	0.0%	600.0%	-21.4%	-27.3%	-62.5%		

Sales to List Price

	2016				2017							
	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.
	93.2%	95.4%	94.8%	93.9%	95.1%	94.1%	94.6%	92.4%	93.4%	94.8%	95.4%	92.2%

Percentage of Homes Sold vs. Homes Listed

	2016				2017							
	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.
	3.8%	3.4%	6.7%	6.9%	5.4%	3.0%	7.5%	4.1%	7.3%	13.0%	11.7%	5.9%

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

Percent Change- Month Over Month

	2016				2017								
	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	
Active	2.9%	22.1%	2.3%	-0.6%	7.5%	4.3%	5.6%	-1.0%	-7.4%	-20.1%	-9.3%	2.2%	
UCB						-54.5%	-60.0%	150.0%	60.0%	0.0%	0.0%	-75.0%	
Pending	-42.9%	75.0%	0.0%	14.3%	12.5%	22.2%	-18.2%	-44.4%	100.0%	0.0%	-10.0%	0.0%	
Sold	200.0%	-55.6%	125.0%	-33.3%	33.3%	62.5%	-15.4%	-36.4%	-28.6%	120.0%	-45.5%	116.7%	
Expired	0.0%	-50.0%	150.0%	100.0%	-80.0%	-50.0%	100.0%	150.0%	100.0%	0.0%	-30.0%	-85.7%	

Sales to List Price

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

Percentage of Homes Sold vs. Homes Listed

	2016				2017								
	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	
	6.4%	2.3%	5.1%	3.4%	4.3%	6.7%	5.3%	3.4%	2.6%	7.3%	4.4%	9.3%	

**\$3,000,000+**

Numbers

	2016				2017								Avg.
	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	
Active	123	137	147	159	168	176	158	146	133	110	100	101	138
UCB					4	5	10	5	2	3	2	2	4
Pending	5	2	3	2	2	11	4	8	3	3	6	3	4
Sold	4	7	2	2	1	13	7	10	12	6	1	5	6
Expired	-	1	2	2	6	1	-	1	3	7	5	2	3

Percent Change- Month Over Month

	2016				2017								
	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	
Active	13.9%	11.4%	7.3%	8.2%	5.7%	4.8%	-10.2%	-7.6%	-8.9%	-17.3%	-9.1%	1.0%	
UCB						25.0%	100.0%	-50.0%	-60.0%	50.0%	-33.3%	0.0%	
Pending	-37.5%	-60.0%	50.0%	-33.3%	0.0%	450.0%	-63.6%	100.0%	-62.5%	0.0%	100.0%	-50.0%	
Sold	33.3%	75.0%	-71.4%	0.0%	-50.0%	1200.0%	-46.2%	42.9%	20.0%	-50.0%	-83.3%	400.0%	
Expired	-100.0%	#DIV/0!	100.0%	0.0%	200.0%	-83.3%	-100.0%	#DIV/0!	200.0%	133.3%	-28.6%	-60.0%	

Sales to List Price

	2016				2017								
	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	
	97.2%	95.2%	94.0%	92.8%	89.7%	94.3%	94.2%	91.3%	88.3%	90.1%	94.9%	91.4%	

Percentage of Homes Sold vs. Homes Listed

	2016				2017								
	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	
	3.3%	5.1%	1.4%	1.3%	0.6%	3.4%	4.4%	6.8%	9.0%	5.5%	1.0%	5.0%	

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