

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

**All Price Points**

	2016		2017										Avg.
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	
<b>Active</b>	2,194	2,085	2,209	2,317	2,404	2,300	2,132	1,903	1,749	1,746	1,835	1,985	2,072
<b>UCB</b>			297	315	350	354	315	279	280	242	272	277	298
<b>Pending</b>	250	224	265	258	361	364	365	300	271	256	248	262	285
<b>Sold</b>	371	397	349	368	517	480	551	533	413	436	373	399	432
<b>Expired</b>	43	105	56	32	44	65	97	99	75	45	56	35	63

	Percent Change- Month Over Month											
	2016		2017									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
<b>Active</b>	1.3%	-5.0%	5.9%	4.9%	3.8%	-4.3%	-7.3%	-10.7%	-8.1%	-0.2%	5.1%	8.2%
<b>UCB</b>			6.1%	11.1%	1.1%	-11.0%	-11.4%	0.4%	-13.6%	12.4%	1.8%	
<b>Pending</b>	-6.7%	-10.4%	18.3%	-2.6%	39.9%	0.8%	0.3%	-17.8%	-9.7%	-5.5%	-3.1%	5.6%
<b>Sold</b>	-4.6%	7.0%	-12.1%	5.4%	40.5%	-7.2%	14.8%	-3.3%	-22.5%	5.6%	-14.4%	7.0%
<b>Expired</b>	-15.7%	144.2%	-46.7%	-42.9%	37.5%	47.7%	49.2%	2.1%	-24.2%	-40.0%	24.4%	-37.5%

Sales Price to List Price

	2016		2017									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
	96.5%	97.1%	95.9%	92.2%	96.0%	95.7%	95.6%	95.8%	96.2%	96.2%	95.6%	96.7%

Percentage of Homes Sold vs. Homes Listed

	2016		2017									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
	16.9%	19.0%	15.8%	15.9%	21.5%	20.9%	25.8%	28.0%	23.6%	25.0%	20.3%	20.1%

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	2016		2017										Avg.
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	
<b>Active</b>	1,333	1,224	1,278	1,333	1,420	1,336	1,267	1,177	1,104	1,089	1,132	1,173	1,239
<b>UCB</b>			249	270	300	299	260	235	234	206	232	236	252
<b>Pending</b>	207	184	226	306	301	304	293	245	224	212	213	215	244
<b>Sold</b>	318	339	301	308	449	416	481	439	354	376	321	357	372
<b>Expired</b>	27	73	36	21	32	45	50	51	41	33	36	30	40

	Percent Change- Month Over Month											
	2016		2017									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
<b>Active</b>	0.0%	-8.2%	4.4%	4.3%	6.5%	-5.9%	-5.2%	-7.1%	-6.2%	-1.4%	3.9%	3.6%
<b>UCB</b>			8.4%	11.1%	-0.3%	-13.0%	-9.6%	-0.4%	-12.0%	12.6%	1.7%	
<b>Pending</b>	-8.8%	-11.1%	22.8%	35.4%	-1.6%	1.0%	-3.6%	-16.4%	-8.6%	-5.4%	0.5%	0.9%
<b>Sold</b>	-7.8%	6.6%	-11.2%	2.3%	45.8%	-7.3%	15.6%	-8.7%	-19.4%	6.2%	-14.6%	11.2%
<b>Expired</b>	-30.8%	170.4%	-50.7%	-41.7%	52.4%	40.6%	11.1%	2.0%	-19.6%	-19.5%	9.1%	-16.7%

Sales to List Price

	2016		2017									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
	97.2%	99.0%	96.7%	97.0%	97.2%	97.3%	97.6%	97.3%	97.4%	97.2%	97.0%	97.4%

Percentage of Homes Sold vs. Homes Listed

	2016		2017									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
	23.9%	27.7%	23.6%	23.1%	31.6%	31.1%	38.0%	37.3%	32.1%	34.5%	28.4%	30.4%

\* 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.
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	
Active	331	325	355	382	379	370	324	279	246	246	237	296	314
UCB			24	26	25	30	35	21	27	19	24	25	21
Pending	21	21	22	26	35	30	35	32	25	28	21	21	26
Sold	28	36	27	24	32	37	37	53	33	32	38	30	34
Expired	7	15	10	6	9	12	20	20	14	6	10	3	11

Percent Change- Month Over Month

	2016		2017									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
Active	2.8%	-1.8%	9.2%	7.6%	-0.8%	-2.4%	-12.4%	-13.9%	-11.8%	0.0%	-3.7%	24.9%
UCB				8.3%	-3.8%	20.0%	16.7%	-40.0%	28.6%	-29.6%	26.3%	4.2%
Pending	-8.7%	0.0%	4.8%	18.2%	34.6%	-14.3%	16.7%	-8.6%	-21.9%	12.0%	-25.0%	0.0%
Sold	7.7%	28.6%	-25.0%	-11.1%	33.3%	15.6%	0.0%	43.2%	-37.7%	-3.0%	18.8%	-21.1%
Expired	-12.5%	114.3%	-33.3%	-40.0%	50.0%	33.3%	66.7%	0.0%	-30.0%	-57.1%	66.7%	-70.0%

Sales to List Price

	2016		2017									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
	95.8%	93.4%	94.5%	95.0%	93.6%	94.5%	93.9%	95.5%	92.3%	96.1%	94.8%	95.2%

Percentage of Homes Sold vs. Homes Listed

	2016		2017									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
	8.5%	11.1%	7.6%	6.3%	8.4%	10.0%	11.4%	19.0%	13.4%	13.0%	14.8%	10.1%

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

Numbers

	2016		2017										Avg.
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	
Active	208	203	221	231	240	244	219	185	162	170	184	217	207
UCB			9	11	13	15	10	12	9	13	5	11	11
Pending	12	9	6	11	12	17	24	11	7	4	2	9	10
Sold	14	14	12	7	18	10	16	24	19	10	12	4	13
Expired	2	5	2	3	2	2	14	11	8	3	2	1	5

Percent Change- Month Over Month

	2016		2017									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
Active	2.5%	-2.4%	8.9%	4.5%	3.9%	1.7%	-10.2%	-15.5%	-12.4%	4.9%	8.2%	17.9%
UCB				22.2%	18.2%	15.4%	-33.3%	20.0%	-25.0%	44.4%	-61.5%	120.0%
Pending	33.3%	-25.0%	-33.3%	83.3%	9.1%	41.7%	41.2%	-54.2%	-36.4%	-42.9%	-50.0%	350.0%
Sold	100.0%	0.0%	-14.3%	-41.7%	157.1%	-44.4%	60.0%	50.0%	-20.8%	-47.4%	20.0%	-66.7%
Expired	100.0%	150.0%	-60.0%	50.0%	-33.3%	0.0%	600.0%	-21.4%	-27.3%	-62.5%	-33.3%	-50.0%

Sales to List Price

	2016		2017									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
	94.8%	93.9%	95.1%	94.1%	94.6%	92.4%	93.4%	94.8%	95.4%	92.2%	95.0%	

Percentage of Homes Sold vs. Homes Listed

	2016		2017									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
	6.7%	6.9%	5.4%	3.0%	7.5%	4.1%	7.3%	13.0%	11.7%	5.9%	6.5%	1.8%

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.
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	
Active	175	174	187	195	206	204	189	151	137	140	136	166	172
UCB			11	5	2	5	8	8	8	2	7	4	6
Pending	7	8	9	11	9	5	10	10	9	9	9	9	9
Sold	9	6	8	13	11	7	5	11	6	13	3	6	8
Expired	5	10	2	1	2	5	10	10	7	1	8	1	5

Percent Change- Month Over Month

	2016		2017									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
Active	2.3%	-0.6%	7.5%	4.3%	5.6%	-1.0%	-7.4%	-20.1%	-9.3%	2.2%	-2.9%	22.1%
UCB				-54.5%	-60.0%	150.0%	60.0%	0.0%	0.0%	-75.0%	250.0%	-42.9%
Pending	0.0%	14.3%	12.5%	22.2%	-18.2%	-44.4%	100.0%	0.0%	-10.0%	0.0%	0.0%	0.0%
Sold	125.0%	-33.3%	33.3%	62.5%	-15.4%	-36.4%	-28.6%	120.0%	-45.5%	116.7%	-76.9%	100.0%
Expired	150.0%	100.0%	-80.0%	-50.0%	100.0%	150.0%	100.0%	0.0%	-30.0%	-85.7%	700.0%	-87.5%

Sales to List Price

	2016		2017									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
	94.6%	94.2%	94.4%	92.9%	93.1%	91.8%	90.9%	90.6%	93.3%	94.6%	92.4%	93.6%

Percentage of Homes Sold vs. Homes Listed

	2016		2017									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
	5.1%	3.4%	4.3%	6.7%	5.3%	3.4%	2.6%	7.3%	4.4%	9.3%	2.2%	3.6%

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

Numbers

	2016		2017										Avg.
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	
Active	147	159	168	176	158	146	133	110	100	101	116	133	137
UCB			4	5	10	5	2	3	2	2	4	1	4
Pending	3	2	2	11	4	8	3	3	6	3	3	8	5
Sold	2	2	1	13	7	10	12	6	1	5	2	2	5
Expired	2	2	6	1	-	1	3	7	5	2	-	-	2

Percent Change- Month Over Month

	2016		2017									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
Active	7.3%	8.2%	5.7%	4.8%	-10.2%	-7.6%	-8.9%	-17.3%	-9.1%	1.0%	14.9%	14.7%
UCB				25.0%	100.0%	-50.0%	-60.0%	50.0%	-33.3%	0.0%	100.0%	-75.0%
Pending	50.0%	-33.3%	0.0%	450.0%	-63.6%	100.0%	-62.5%	0.0%	100.0%	-50.0%	0.0%	166.7%
Sold	-71.4%	0.0%	-50.0%	1200.0%	-46.2%	42.9%	20.0%	-50.0%	-83.3%	400.0%	-60.0%	0.0%
Expired	100.0%	0.0%	200.0%	-83.3%	-100.0%	#DIV/0!	200.0%	133.3%	-28.6%	-60.0%	-100.0%	#DIV/0!

Sales to List Price

	2016		2017									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
	94.0%	92.8%	89.7%	94.3%	94.2%	91.3%	88.3%	90.1%	94.9%	91.4%	80.8%	94.5%

Percentage of Homes Sold vs. Homes Listed

	2016		2017									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
	1.4%	1.3%	0.6%	3.4%	4.4%	6.8%	9.0%	5.5%	1.0%	5.0%	1.7%	1.5%

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