

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

All Price Points

	2016		2017										
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Avg.
Active	2,085	2,209	2,317	2,404	2,300	2,132	1,903	1,749	1,746	1,835	1,985	1,980	2,054
UCB		297	315	350	354	315	279	280	242	272	277	269	295
Pending	224	265	258	361	364	365	300	271	256	248	262	275	287
Sold	397	349	368	517	480	551	533	413	436	373	399	388	434
Expired	105	56	32	44	65	97	99	75	45	56	35	39	62

	2016		2017									
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.
Active	-5.0%	5.9%	4.9%	3.8%	-4.3%	-7.3%	-10.7%	-8.1%	-0.2%	5.1%	8.2%	-0.3%
UCB			6.1%	11.1%	1.1%	-11.0%	-11.4%	0.4%	-13.6%	12.4%	1.8%	-2.9%
Pending	-10.4%	18.3%	-2.6%	39.9%	0.8%	0.3%	-17.8%	-9.7%	-5.5%	-3.1%	5.6%	5.0%
Sold	7.0%	-12.1%	5.4%	40.5%	-7.2%	14.8%	-3.3%	-22.5%	5.6%	-14.4%	7.0%	-2.8%
Expired	144.2%	-46.7%	-42.9%	37.5%	47.7%	49.2%	2.1%	-24.2%	-40.0%	24.4%	-37.5%	11.4%

Sales Price to List Price

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

Percentage of Homes Sold vs. Homes Listed

2016	2017										
Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.
19.0%	15.8%	15.9%	21.5%	20.9%	25.8%	28.0%	23.6%	25.0%	20.3%	20.1%	19.6%

<\$999,999

	2016		2017										
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Avg.
Active	1,224	1,278	1,333	1,420	1,336	1,267	1,177	1,104	1,089	1,132	1,173	1,125	1,222
UCB		249	270	300	299	260	235	234	206	232	236	225	250
Pending	184	226	306	301	304	293	245	224	212	213	215	221	245
Sold	339	301	308	449	416	481	439	354	376	321	357	330	373
Expired	73	36	21	32	45	50	51	41	33	36	30	27	40

Percent Change- Month Over Month

	2016		2017									
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.
Active	-8.2%	4.4%	4.3%	6.5%	-5.9%	-5.2%	-7.1%	-6.2%	-1.4%	3.9%	3.6%	-4.1%
UCB			8.4%	11.1%	-0.3%	-13.0%	-9.6%	-0.4%	-12.0%	12.6%	1.7%	-4.7%
Pending	-11.1%	22.8%	35.4%	-1.6%	1.0%	-3.6%	-16.4%	-8.6%	-5.4%	0.5%	0.9%	2.8%
Sold	6.6%	-11.2%	2.3%	45.8%	-7.3%	15.6%	-8.7%	-19.4%	6.2%	-14.6%	11.2%	-7.6%
Expired	170.4%	-50.7%	-41.7%	52.4%	40.6%	11.1%	2.0%	-19.6%	-19.5%	9.1%	-16.7%	-10.0%

Sales to List Price

2016	2017										
Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.
99.0%	96.7%	97.0%	97.2%	97.3%	97.6%	97.3%	97.4%	97.2%	97.0%	97.4%	97.1%

Percentage of Homes Sold vs. Homes Listed

2016	2017										
Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.
27.7%	23.6%	23.1%	31.6%	31.1%	38.0%	37.3%	32.1%	34.5%	28.4%	30.4%	29.3%

* 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.
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	
Active	325	355	382	379	370	324	279	246	246	237	296	329	314
UCB		24	26	25	30	35	21	27	19	24	25	21	25
Pending		21	22	26	35	30	35	32	25	28	21	21	23
Sold		36	27	24	32	37	37	53	33	32	38	30	31
Expired		15	10	6	9	12	20	20	14	6	10	3	4

Percent Change- Month Over Month

	2016		2017										
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	
Active	-1.8%	9.2%	7.6%	-0.8%	-2.4%	-12.4%	-13.9%	-11.8%	0.0%	-3.7%	24.9%	11.1%	
UCB			8.3%	-3.8%	20.0%	16.7%	-40.0%	28.6%	-29.6%	26.3%	4.2%	-16.0%	
Pending		0.0%	4.8%	18.2%	34.6%	-14.3%	16.7%	-8.6%	-21.9%	12.0%	-25.0%	0.0%	9.5%
Sold		28.6%	-25.0%	-11.1%	33.3%	15.6%	0.0%	43.2%	-37.7%	-3.0%	18.8%	-21.1%	3.3%
Expired		114.3%	-33.3%	-40.0%	50.0%	33.3%	66.7%	0.0%	-30.0%	-57.1%	66.7%	-70.0%	33.3%

Sales to List Price

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

Percentage of Homes Sold vs. Homes Listed

	2016		2017									
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.
	11.1%	7.6%	6.3%	8.4%	10.0%	11.4%	19.0%	13.4%	13.0%	14.8%	10.1%	9.4%

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

Numbers

	2016		2017										Avg.
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	
Active	203	221	231	240	244	219	185	162	170	184	217	212	207
UCB		9	11	13	15	10	12	9	13	5	11	13	11
Pending		9	6	11	12	17	24	11	7	4	2	9	15
Sold		14	12	7	18	10	16	24	19	10	12	4	11
Expired		5	2	3	2	2	14	11	8	3	2	1	3

Percent Change- Month Over Month

	2016		2017										
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	
Active	-2.4%	8.9%	4.5%	3.9%	1.7%	-10.2%	-15.5%	-12.4%	4.9%	8.2%	17.9%	-2.3%	
UCB				22.2%	18.2%	15.4%	-33.3%	20.0%	-25.0%	44.4%	-61.5%	120.0%	18.2%
Pending		-25.0%	-33.3%	83.3%	9.1%	41.7%	41.2%	-54.2%	-36.4%	-42.9%	-50.0%	350.0%	66.7%
Sold		0.0%	-14.3%	-41.7%	157.1%	-44.4%	60.0%	50.0%	-20.8%	-47.4%	20.0%	-66.7%	175.0%
Expired		150.0%	-60.0%	50.0%	-33.3%	0.0%	600.0%	-21.4%	-27.3%	-62.5%	-33.3%	-50.0%	200.0%

Sales to List Price

	2016		2017									
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.
	93.9%	95.1%	94.1%	94.6%	92.4%	93.4%	94.8%	95.4%	92.2%	95.0%	96.0%	94.9%

Percentage of Homes Sold vs. Homes Listed

	2016		2017									
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.
	6.9%	5.4%	3.0%	7.5%	4.1%	7.3%	13.0%	11.7%	5.9%	6.5%	1.8%	5.2%

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										
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Avg.
Active	174	187	195	206	204	189	151	137	140	136	166	177	172
UCB		11	5	2	5	8	8	8	2	7	4	5	6
Pending	8	9	11	9	5	10	10	9	9	9	9	12	9
Sold	6	8	13	11	7	5	11	6	13	3	6	9	8
Expired	10	2	1	2	5	10	10	7	1	8	1	3	5

Percent Change- Month Over Month

	2016		2017										
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	
Active	-0.6%	7.5%	4.3%	5.6%	-1.0%	-7.4%	-20.1%	-9.3%	2.2%	-2.9%	22.1%	6.6%	
UCB			-54.5%	-60.0%	150.0%	60.0%	0.0%	0.0%	-75.0%	250.0%	-42.9%	25.0%	
Pending	14.3%	12.5%	22.2%	-18.2%	-44.4%	100.0%	0.0%	-10.0%	0.0%	0.0%	0.0%	33.3%	
Sold	-33.3%	33.3%	62.5%	-15.4%	-36.4%	-28.6%	120.0%	-45.5%	116.7%	-76.9%	100.0%	50.0%	
Expired	100.0%	-80.0%	-50.0%	100.0%	150.0%	100.0%	0.0%	-30.0%	-85.7%	700.0%	-87.5%	200.0%	

Sales to List Price

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

Percentage of Homes Sold vs. Homes Listed

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

\$3,000,000+

Numbers

	2016		2017										
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Avg.
Active	159	168	176	158	146	133	110	100	101	116	133	137	136
UCB		4	5	10	5	2	3	2	2	4	1	5	4
Pending	2	2	11	4	8	3	3	6	3	3	8	4	5
Sold	2	1	13	7	10	12	6	1	5	2	2	7	6
Expired	2	6	1	-	1	3	7	5	2	-	-	2	2

Percent Change- Month Over Month

	2016		2017										
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	
Active	8.2%	5.7%	4.8%	-10.2%	-7.6%	-8.9%	-17.3%	-9.1%	1.0%	14.9%	14.7%	3.0%	
UCB			25.0%	100.0%	-50.0%	-60.0%	50.0%	-33.3%	0.0%	100.0%	-75.0%	400.0%	
Pending	-33.3%	0.0%	450.0%	-63.6%	100.0%	-62.5%	0.0%	100.0%	-50.0%	0.0%	166.7%	-50.0%	
Sold	0.0%	-50.0%	1200.0%	-46.2%	42.9%	20.0%	-50.0%	-83.3%	400.0%	-60.0%	0.0%	250.0%	
Expired	0.0%	200.0%	-83.3%	-100.0%	#DIV/0!	200.0%	133.3%	-28.6%	-60.0%	-100.0%	#DIV/0!	#DIV/0!	

Sales to List Price

	2016		2017										
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	
	92.8%	89.7%	94.3%	94.2%	91.3%	88.3%	90.1%	94.9%	91.4%	80.8%	94.5%	93.4%	

Percentage of Homes Sold vs. Homes Listed

	2016		2017										
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	
	1.3%	0.6%	3.4%	4.4%	6.8%	9.0%	5.5%	1.0%	5.0%	1.7%	1.5%	5.1%	

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