

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

All Price Points														Percent Change- Month Over Month												
	2017													2018												
	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Avg.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	
Active	2,404	2,300	2,132	1,903	1,749	1,746	1,835	1,985	1,980	1,858	2,004	2,006	1,992	Active	3.8%	-4.3%	-7.3%	-10.7%	-8.1%	-0.2%	5.1%	8.2%	-0.3%	-6.2%	7.9%	0.1%
UCB	350	354	315	279	280	242	272	277	269	222	298	328	291	UCB	11.1%	1.1%	-11.0%	-11.4%	0.4%	-13.6%	12.4%	1.8%	-2.9%	-17.5%	34.2%	10.1%
Pending	361	364	365	300	271	256	248	262	275	235	293	353	299	Pending	39.9%	0.8%	0.3%	-17.8%	-9.7%	-5.5%	-3.1%	5.6%	5.0%	-14.5%	24.7%	20.5%
Sold	517	480	551	533	413	436	373	399	388	400	378	416	440	Sold	40.5%	-7.2%	14.8%	-3.3%	-22.5%	5.6%	-14.4%	7.0%	-2.8%	3.1%	-5.5%	10.1%
Expired	44	65	97	99	75	45	56	35	39	88	42	45	61	Expired	37.5%	47.7%	49.2%	2.1%	-24.2%	-40.0%	24.4%	-37.5%	11.4%	125.6%	-52.3%	7.1%

Sales Price to List Price												
2017												2018
Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	
96.0%	95.7%	95.6%	95.8%	96.2%	96.2%	95.6%	96.7%	95.9%	95.8%	95.8%	96.6%	

Percentage of Homes Sold vs. Homes Listed												
2017												2018
Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	
21.5%	20.9%	25.8%	28.0%	23.6%	25.0%	20.3%	20.1%	19.6%	21.5%	18.9%	20.7%	

<\$999,999																										
	2017													2018												
	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Avg.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	
Active	1,420	1,336	1,267	1,177	1,104	1,089	1,132	1,173	1,125	1,016	1,089	1,071	1,167	Active	6.5%	-5.9%	-5.2%	-7.1%	-6.2%	-1.4%	3.9%	3.6%	-4.1%	-9.7%	7.2%	-1.7%
UCB	300	299	260	235	234	206	232	236	225	173	235	272	242	UCB	11.1%	-0.3%	-13.0%	-9.6%	-0.4%	-12.0%	12.6%	1.7%	-4.7%	-23.1%	35.8%	15.7%
Pending	301	304	293	245	224	212	213	215	221	194	245	281	246	Pending	-1.6%	1.0%	-3.6%	-16.4%	-8.6%	-5.4%	0.5%	0.9%	2.8%	-12.2%	26.3%	14.7%
Sold	449	416	481	439	354	376	321	357	330	340	314	356	378	Sold	45.8%	-7.3%	15.6%	-8.7%	-19.4%	6.2%	-14.6%	11.2%	-7.6%	3.0%	-7.6%	13.4%
Expired	32	45	50	51	41	33	36	30	27	52	28	31	38	Expired	52.4%	40.6%	11.1%	2.0%	-19.6%	-19.5%	9.1%	-16.7%	-10.0%	92.6%	-46.2%	10.7%

Sales to List Price												
2017												2018
Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	
97.2%	97.3%	97.6%	97.3%	97.4%	97.2%	97.0%	97.4%	97.1%	97.3%	97.3%	97.4%	

Percentage of Homes Sold vs. Homes Listed												
2017												2018
Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	
31.6%	31.1%	38.0%	37.3%	32.1%	34.5%	28.4%	30.4%	29.3%	33.5%	28.8%	33.2%	

* 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

	2017												2018	
	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Avg.	
Active	379	370	324	279	246	246	237	296	329	319	341	352	310	
UCB	25	30	35	21	27	19	24	25	21	29	40	38	28	
Pending	35	30	35	32	25	28	21	21	23	16	18	38	27	
Sold	32	37	37	53	33	32	38	30	31	30	35	36	35	
Expired	9	12	20	20	14	6	10	3	4	20	5	7	11	

Percent Change- Month Over Month

	2017												2018	
	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.		
Active	-0.8%	-2.4%	-12.4%	-13.9%	-11.8%	0.0%	-3.7%	24.9%	11.1%	-3.0%	6.9%	3.2%		
UCB	-3.8%	20.0%	16.7%	-40.0%	28.6%	-29.6%	26.3%	4.2%	-16.0%	38.1%	37.9%	-5.0%		
Pending	34.6%	-14.3%	16.7%	-8.6%	-21.9%	12.0%	-25.0%	0.0%	9.5%	-30.4%	12.5%	111.1%		
Sold	33.3%	15.6%	0.0%	43.2%	-37.7%	-3.0%	18.8%	-21.1%	3.3%	-3.2%	16.7%	2.9%		
Expired	50.0%	33.3%	66.7%	0.0%	-30.0%	-57.1%	66.7%	-70.0%	33.3%	400.0%	-75.0%	40.0%		

Sales to List Price

	2017												2018	
	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.		
	93.6%	94.5%	93.9%	95.5%	92.3%	96.1%	94.8%	95.2%	93.9%	95.3%	93.9%	94.4%		

Percentage of Homes Sold vs. Homes Listed

	2017												2018	
	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.		
	8.4%	10.0%	11.4%	19.0%	13.4%	13.0%	14.8%	10.1%	9.4%	9.4%	10.3%	10.2%		

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

Numbers

	2017												2018	
	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Avg.	
Active	240	244	219	185	162	170	184	217	212	204	234	229	208	
UCB	13	15	10	12	9	13	5	11	13	12	11	10	11	
Pending	12	17	24	11	7	4	2	9	15	9	14	12	11	
Sold	18	10	16	24	19	10	12	4	11	17	18	13	14	
Expired	2	2	14	11	8	3	2	1	3	7	3	4	5	

Percent Change- Month Over Month

	2017												2018	
	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.		
Active	3.9%	1.7%	-10.2%	-15.5%	-12.4%	4.9%	8.2%	17.9%	-2.3%	-3.8%	14.7%	-2.1%		
UCB	18.2%	15.4%	-33.3%	20.0%	-25.0%	44.4%	-61.5%	120.0%	18.2%	-7.7%	-8.3%	-9.1%		
Pending	9.1%	41.7%	41.2%	-54.2%	-36.4%	-42.9%	-50.0%	350.0%	66.7%	-40.0%	55.6%	-14.3%		
Sold	157.1%	-44.4%	60.0%	50.0%	-20.8%	-47.4%	20.0%	-66.7%	175.0%	54.5%	5.9%	-27.8%		
Expired	-33.3%	0.0%	600.0%	-21.4%	-27.3%	-62.5%	-33.3%	-50.0%	200.0%	133.3%	-57.1%	33.3%		

Sales to List Price

	2017												2018	
	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.		
	94.6%	92.4%	93.4%	94.8%	95.4%	92.2%	95.0%	96.0%	94.9%	93.4%	94.9%	94.8%		

Percentage of Homes Sold vs. Homes Listed

	2017												2018	
	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.		
	7.5%	4.1%	7.3%	13.0%	11.7%	5.9%	6.5%	1.8%	5.2%	8.3%	7.7%	5.7%		

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Trend Analysis - Scottsdale Single-Family Homes - Resale

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

Numbers

	2017												2018		
	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Avg.		
Active	206	204	189	151	137	140	136	166	177	177	182	198	172		
UCB	2	5	8	8	8	2	7	4	5	5	9	5	6		
Pending	9	5	10	10	9	9	9	9	12	7	13	17	10		
Sold	11	7	5	11	6	13	3	6	9	10	4	9	8		
Expired	2	5	10	10	7	1	8	1	3	3	5	2	5		

Percent Change- Month Over Month

	2017												2018		
	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.			
Active	5.6%	-1.0%	-7.4%	-20.1%	-9.3%	2.2%	-2.9%	22.1%	6.6%	0.0%	2.8%	8.8%			
UCB	-60.0%	150.0%	60.0%	0.0%	0.0%	-75.0%	250.0%	-42.9%	25.0%	0.0%	80.0%	-44.4%			
Pending	-18.2%	-44.4%	100.0%	0.0%	-10.0%	0.0%	0.0%	0.0%	33.3%	-41.7%	85.7%	30.8%			
Sold	-15.4%	-36.4%	-28.6%	120.0%	-45.5%	116.7%	-76.9%	100.0%	50.0%	11.1%	-60.0%	125.0%			
Expired	100.0%	150.0%	100.0%	0.0%	-30.0%	-85.7%	700.0%	-87.5%	200.0%	0.0%	66.7%	-60.0%			

Sales to List Price

	2017												2018	
	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.		
	93.1%	91.8%	90.9%	90.6%	93.3%	94.6%	92.4%	93.6%	94.4%	91.6%	94.2%	95.8%		

Percentage of Homes Sold vs. Homes Listed

	2017												2018	
	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.		
	5.3%	3.4%	2.6%	7.3%	4.4%	9.3%	2.2%	3.6%	5.1%	5.6%	2.2%	4.5%		

\$3,000,000+

Numbers

	2017												2018		
	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Avg.		
Active	158	146	133	110	100	101	116	133	137	141	158	156	132		
UCB	10	5	2	3	2	2	4	1	5	3	3	4	4		
Pending	4	8	3	3	6	3	3	8	4	7	3	6	5		
Sold	7	10	12	6	1	5	2	2	7	3	7	2	5		
Expired	-	1	3	7	5	2	-	-	2	4	1	1	2		

Percent Change- Month Over Month

	2017												2018		
	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.			
Active	-10.2%	-7.6%	-8.9%	-17.3%	-9.1%	1.0%	14.9%	14.7%	3.0%	2.9%	12.1%	-1.3%			
UCB	100.0%	-50.0%	-60.0%	50.0%	-33.3%	0.0%	100.0%	-75.0%	400.0%	-40.0%	0.0%	33.3%			
Pending	-63.6%	100.0%	-62.5%	0.0%	100.0%	-50.0%	0.0%	166.7%	-50.0%	75.0%	-57.1%	100.0%			
Sold	-46.2%	42.9%	20.0%	-50.0%	-83.3%	400.0%	-60.0%	0.0%	250.0%	-57.1%	133.3%	-71.4%			
Expired	-100.0%	#DIV/0!	200.0%	133.3%	-28.6%	-60.0%	-100.0%	#DIV/0!	#DIV/0!	100.0%	-75.0%	0.0%			

Sales to List Price

	2017												2018	
	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.		
	94.2%	91.3%	88.3%	90.1%	94.9%	91.4%	80.8%	94.5%	93.4%	89.8%	90.7%	96.6%		

Percentage of Homes Sold vs. Homes Listed

	2017												2018	
	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.		
	4.4%	6.8%	9.0%	5.5%	1.0%	5.0%	1.7%	1.5%	5.1%	2.1%	4.4%	1.3%		

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