

Trend Analysis - Scottsdale Single-Family Homes - Resale

All Price Points

	2017				2018								
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Avg.
Active	2,300	2,132	1,903	1,749	1,746	1,835	1,985	1,980	1,858	2,004	2,006	2,073	1,964
UCB	354	315	279	280	242	272	277	269	222	298	328	337	289
Pending	364	365	300	271	256	248	262	275	235	293	353	356	298
Sold	480	551	533	413	436	373	399	388	400	378	416	513	440
Expired	65	97	99	75	45	56	35	39	88	42	45	40	61

Percent Change- Month Over Month

	2017				2018								
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	
Active	-4.3%	-7.3%	-10.7%	-8.1%	-0.2%	5.1%	8.2%	-0.3%	-6.2%	7.9%	0.1%	3.3%	
UCB	1.1%	-11.0%	-11.4%	0.4%	-13.6%	12.4%	1.8%	-2.9%	-17.5%	34.2%	10.1%	2.7%	
Pending	0.8%	0.3%	-17.8%	-9.7%	-5.5%	-3.1%	5.6%	5.0%	-14.5%	24.7%	20.5%	0.8%	
Sold	-7.2%	14.8%	-3.3%	-22.5%	5.6%	-14.4%	7.0%	-2.8%	3.1%	-5.5%	10.1%	23.3%	
Expired	47.7%	49.2%	2.1%	-24.2%	-40.0%	24.4%	-37.5%	11.4%	125.6%	-52.3%	7.1%	-11.1%	

Sales Price to List Price

	2017				2018								
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	
	95.7%	95.6%	95.8%	96.2%	96.2%	95.6%	96.7%	95.9%	95.8%	95.8%	96.6%	95.5%	

Percentage of Homes Sold vs. Homes Listed

	2017				2018								
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	
	20.9%	25.8%	28.0%	23.6%	25.0%	20.3%	20.1%	19.6%	21.5%	18.9%	20.7%	24.7%	

<\$999,999

	2017				2018								
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Avg.
Active	1,336	1,267	1,177	1,104	1,089	1,132	1,173	1,125	1,016	1,089	1,071	1,122	1,142
UCB	299	260	235	234	206	232	236	225	173	235	272	270	240
Pending	304	293	245	224	212	213	215	221	194	245	281	274	243
Sold	416	481	439	354	376	321	357	330	340	314	356	420	375
Expired	45	50	51	41	33	36	30	27	52	28	31	25	37

Percent Change- Month Over Month

	2017				2018								
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	
Active	-5.9%	-5.2%	-7.1%	-6.2%	-1.4%	3.9%	3.6%	-4.1%	-9.7%	7.2%	-1.7%	4.8%	
UCB	-0.3%	-13.0%	-9.6%	-0.4%	-12.0%	12.6%	1.7%	-4.7%	-23.1%	35.8%	15.7%	-0.7%	
Pending	1.0%	-3.6%	-16.4%	-8.6%	-5.4%	0.5%	0.9%	2.8%	-12.2%	26.3%	14.7%	-2.5%	
Sold	-7.3%	15.6%	-8.7%	-19.4%	6.2%	-14.6%	11.2%	-7.6%	3.0%	-7.6%	13.4%	18.0%	
Expired	40.6%	11.1%	2.0%	-19.6%	-19.5%	9.1%	-16.7%	-10.0%	92.6%	-46.2%	10.7%	-19.4%	

Sales to List Price

	2017				2018								
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	
	97.3%	97.6%	97.3%	97.4%	97.2%	97.0%	97.4%	97.1%	97.3%	97.3%	97.4%	97.7%	

Percentage of Homes Sold vs. Homes Listed

	2017				2018								
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	
	31.1%	38.0%	37.3%	32.1%	34.5%	28.4%	30.4%	29.3%	33.5%	28.8%	33.2%	37.4%	

\$1,000,000 - \$1,499,999

	2017				2018								
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Avg.
Active	370	324	279	246	246	237	296	329	319	341	352	343	307
UCB	30	35	21	27	19	24	25	21	29	40	38	41	29
Pending	30	35	32	25	28	21	21	23	16	18	38	47	28
Sold	37	37	53	33	32	38	30	31	30	35	36	56	37
Expired	12	20	20	14	6	10	3	4	20	5	7	8	11

Percent Change- Month Over Month

	2017				2018								
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	
Active	-2.4%	-12.4%	-13.9%	-11.8%	0.0%	-3.7%	24.9%	11.1%	-3.0%	6.9%	3.2%	-2.6%	
UCB	20.0%	16.7%	-40.0%	28.6%	-29.6%	26.3%	4.2%	-16.0%	38.1%	37.9%	-5.0%	7.9%	
Pending	-14.3%	16.7%	-8.6%	-21.9%	12.0%	-25.0%	0.0%	9.5%	-30.4%	12.5%	111.1%	23.7%	
Sold	15.6%	0.0%	43.2%	-37.7%	-3.0%	18.8%	-21.1%	3.3%	-3.2%	16.7%	2.9%	55.6%	
Expired	33.3%	66.7%	0.0%	-30.0%	-57.1%	66.7%	-70.0%	33.3%	400.0%	-75.0%	40.0%	14.3%	

Sales to List Price

	2017				2018								
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	
	94.5%	93.9%	95.5%	92.3%	96.1%	94.8%	95.2%	93.9%	95.3%	93.9%	94.4%	95.0%	

Percentage of Homes Sold vs. Homes Listed

	2017				2018								
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	
	10.0%	11.4%	19.0%	13.4%	13.0%	14.8%	10.1%	9.4%	9.4%	10.3%	10.2%	16.3%	

All data provided by the Arizona Regional Multiple Listing System. Numbers subject to change.

Trend Analysis - Scottsdale Single-Family Homes - Resale

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

Numbers

	2017					2018							
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Avg.
Active	244	219	185	162	170	184	217	212	204	234	229	247	209
UCB	15	10	12	9	13	5	11	13	12	11	10	14	11
Pending	17	24	11	7	4	2	9	15	9	14	12	15	12
Sold	10	16	24	19	10	12	4	11	17	18	13	18	14
Expired	2	14	11	8	3	2	1	3	7	3	4	3	5

Percent Change- Month Over Month

	2017					2018							
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	
Active	1.7%	-10.2%	-15.5%	-12.4%	4.9%	8.2%	17.9%	-2.3%	-3.8%	14.7%	-2.1%	7.9%	
UCB	15.4%	-33.3%	20.0%	-25.0%	44.4%	-61.5%	120.0%	18.2%	-7.7%	-8.3%	-9.1%	40.0%	
Pending	41.7%	41.2%	-54.2%	-36.4%	-42.9%	-50.0%	350.0%	66.7%	-40.0%	55.6%	-14.3%	25.0%	
Sold	-44.4%	60.0%	50.0%	-20.8%	-47.4%	20.0%	-66.7%	175.0%	54.5%	5.9%	-27.8%	38.5%	
Expired	0.0%	600.0%	-21.4%	-27.3%	-62.5%	-33.3%	-50.0%	200.0%	133.3%	-57.1%	33.3%	-25.0%	

Sales to List Price

	2017					2018							
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	
	92.4%	93.4%	94.8%	95.4%	92.2%	95.0%	96.0%	94.9%	93.4%	94.9%	94.8%	95.5%	

Percentage of Homes Sold vs. Homes Listed

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

All data provided by the Arizona Regional Multiple Listing System. Numbers subject to change.

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

Numbers

	2017					2018							
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Avg.
Active	204	189	151	137	140	136	166	177	177	182	198	207	172
UCB	5	8	8	8	2	7	4	5	5	9	5	8	6
Pending	5	10	10	9	9	9	9	12	7	13	17	13	10
Sold	7	5	11	6	13	3	6	9	10	4	9	14	8
Expired	5	10	10	7	1	8	1	3	3	5	2	-	5

Percent Change- Month Over Month

	2017					2018							
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	
Active	-1.0%	-7.4%	-20.1%	-9.3%	2.2%	-2.9%	22.1%	6.6%	0.0%	2.8%	8.8%	4.5%	
UCB	150.0%	60.0%	0.0%	0.0%	-75.0%	250.0%	-42.9%	25.0%	0.0%	80.0%	-44.4%	60.0%	
Pending	-44.4%	100.0%	0.0%	-10.0%	0.0%	0.0%	0.0%	33.3%	-41.7%	85.7%	30.8%	-23.5%	
Sold	-36.4%	-28.6%	120.0%	-45.5%	116.7%	-76.9%	100.0%	50.0%	11.1%	-60.0%	125.0%	55.6%	
Expired	150.0%	100.0%	0.0%	-30.0%	-85.7%	700.0%	-87.5%	200.0%	0.0%	66.7%	-60.0%	-100.0%	

Sales to List Price

	2017					2018							
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	
	91.8%	90.9%	90.6%	93.3%	94.6%	92.4%	93.6%	94.4%	91.6%	94.2%	95.8%	91.4%	

Percentage of Homes Sold vs. Homes Listed

	2017					2018							
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	
	3.4%	2.6%	7.3%	4.4%	9.3%	2.2%	3.6%	5.1%	5.6%	2.2%	4.5%	6.8%	

\$3,000,000+

Numbers

	2017					2018							
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Avg.
Active	146	133	110	100	101	116	133	137	141	158	156	154	132
UCB	5	2	3	2	2	4	1	5	3	3	4	4	3
Pending	8	3	3	6	3	3	8	4	7	3	6	7	5
Sold	10	12	6	1	5	2	2	7	3	7	2	5	5
Expired	1	3	7	5	2	-	-	2	4	1	1	4	3

Percent Change- Month Over Month

	2017					2018							
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	
Active	-7.6%	-8.9%	-17.3%	-9.1%	1.0%	14.9%	14.7%	3.0%	2.9%	12.1%	-1.3%	-1.3%	
UCB	-50.0%	-60.0%	50.0%	-33.3%	0.0%	100.0%	-75.0%	400.0%	-40.0%	0.0%	33.3%	0.0%	
Pending	100.0%	-62.5%	0.0%	100.0%	-50.0%	0.0%	166.7%	-50.0%	75.0%	-57.1%	100.0%	16.7%	
Sold	42.9%	20.0%	-50.0%	-83.3%	400.0%	-60.0%	0.0%	250.0%	-57.1%	133.3%	-71.4%	150.0%	
Expired	#DIV/0!	200.0%	133.3%	-28.6%	-60.0%	-100.0%	#DIV/0!	#DIV/0!	100.0%	-75.0%	0.0%	300.0%	

Sales to List Price

	2017					2018							
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	
	91.3%	88.3%	90.1%	94.9%	91.4%	80.8%	94.5%	93.4%	89.8%	90.7%	96.6%	79.8%	

Percentage of Homes Sold vs. Homes Listed

	2017					2018							
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	
	6.8%	9.0%	5.5%	1.0%	5.0%	1.7%	1.5%	5.1%	2.1%	4.4%	1.3%	3.2%	

All data provided by the Arizona Regional Multiple Listing System. Numbers subject to change.