

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

All Price Points

	2018												
	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	Avg.
Active	2,132	1,903	1,749	1,746	1,835	1,985	1,980	1,858	2,004	2,006	2,073	2,005	1,940
UCB	315	279	280	242	272	277	269	222	298	328	337	390	292
Pending	365	300	271	256	248	262	275	235	293	353	356	340	296
Sold	551	533	413	436	373	399	388	400	378	416	513	523	444
Expired	97	99	75	45	56	35	39	88	42	45	40	49	59

Percent Change- Month Over Month

	2018											
	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.
Active	-7.3%	-10.7%	-8.1%	-0.2%	5.1%	8.2%	-0.3%	-6.2%	7.9%	0.1%	3.3%	-3.3%
UCB	-11.0%	-11.4%	0.4%	-13.6%	12.4%	1.8%	-2.9%	-17.5%	34.2%	10.1%	2.7%	15.7%
Pending	0.3%	-17.8%	-9.7%	-5.5%	-3.1%	5.6%	5.0%	-14.5%	24.7%	20.5%	0.8%	-4.5%
Sold	14.8%	-3.3%	-22.5%	5.6%	-14.4%	7.0%	-2.8%	3.1%	-5.5%	10.1%	23.3%	1.9%
Expired	49.2%	2.1%	-24.2%	-40.0%	24.4%	-37.5%	11.4%	125.6%	-52.3%	7.1%	-11.1%	22.5%

Sales Price to List Price

2018												
May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	
95.6%	95.8%	96.2%	96.2%	95.6%	96.7%	95.9%	95.8%	95.8%	96.6%	95.5%	96.3%	

Percentage of Homes Sold vs. Homes Listed

2018											
May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.
25.8%	28.0%	23.6%	25.0%	20.3%	20.1%	19.6%	21.5%	18.9%	20.7%	24.7%	26.1%

<\$999,999

	2018												
	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	Avg.
Active	1,267	1,177	1,104	1,089	1,132	1,173	1,125	1,016	1,089	1,071	1,122	1,104	1,122
UCB	260	235	234	206	232	236	225	173	235	272	270	309	241
Pending	293	245	224	212	213	215	221	194	245	281	274	262	240
Sold	481	439	354	376	321	357	330	340	314	356	420	436	377
Expired	50	51	41	33	36	30	27	52	28	31	25	26	36

Percent Change- Month Over Month

	2018											
	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.
Active	-5.2%	-7.1%	-6.2%	-1.4%	3.9%	3.6%	-4.1%	-9.7%	7.2%	-1.7%	4.8%	-1.6%
UCB	-13.0%	-9.6%	-0.4%	-12.0%	12.6%	1.7%	-4.7%	-23.1%	35.8%	15.7%	-0.7%	14.4%
Pending	-3.6%	-16.4%	-8.6%	-5.4%	0.5%	0.9%	2.8%	-12.2%	26.3%	14.7%	-2.5%	-4.4%
Sold	15.6%	-8.7%	-19.4%	6.2%	-14.6%	11.2%	-7.6%	3.0%	-7.6%	13.4%	18.0%	3.8%
Expired	11.1%	2.0%	-19.6%	-19.5%	9.1%	-16.7%	-10.0%	92.6%	-46.2%	10.7%	-19.4%	4.0%

Sales to List Price

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

Percentage of Homes Sold vs. Homes Listed

2018											
May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.
38.0%	37.3%	32.1%	34.5%	28.4%	30.4%	29.3%	33.5%	28.8%	33.2%	37.4%	39.5%

* 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

	2018												
	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	Avg.
Active	324	279	246	246	237	296	329	319	341	352	343	306	302
UCB	35	21	27	19	24	25	21	29	40	38	41	49	31
Pending	35	32	25	28	21	21	23	16	18	38	47	41	29
Sold	37	53	33	32	38	30	31	30	35	36	56	55	39
Expired	20	20	14	6	10	3	4	20	5	7	8	11	11

Percent Change- Month Over Month

	2018											
	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.
Active	-12.4%	-13.9%	-11.8%	0.0%	-3.7%	24.9%	11.1%	-3.0%	6.9%	3.2%	-2.6%	-10.8%
UCB	16.7%	-40.0%	28.6%	-29.6%	26.3%	4.2%	-16.0%	38.1%	37.9%	-5.0%	7.9%	19.5%
Pending	16.7%	-8.6%	-21.9%	12.0%	-25.0%	0.0%	9.5%	-30.4%	12.5%	111.1%	23.7%	-12.8%
Sold	0.0%	43.2%	-37.7%	-3.0%	18.8%	-21.1%	3.3%	-3.2%	16.7%	2.9%	55.6%	-1.8%
Expired	66.7%	0.0%	-30.0%	-57.1%	66.7%	-70.0%	33.3%	400.0%	-75.0%	40.0%	14.3%	37.5%

Sales to List Price

2018												
May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	
93.9%	95.5%	92.3%	96.1%	94.8%	95.2%	93.9%	95.3%	93.9%	94.4%	95.0%	94.7%	

Percentage of Homes Sold vs. Homes Listed

2018											
May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.
11.4%	19.0%	13.4%	13.0%	14.8%	10.1%	9.4%	9.4%	10.3%	10.2%	16.3%	18.0%

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

Numbers

	2018												
	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	Avg.
Active	219	185	162	170	184	217	212	204	234	229	247	252	210
UCB	10	12	9	13	5	11	13	12	11	10	14	12	11
Pending	24	11	7	4	2	9	15	9	14	12	15	12	11
Sold	16	24	19	10	12	4	11	17	18	13	18	15	15
Expired	14	11	8	3	2	1	3	7	3	4	3	8	6

Percent Change- Month Over Month

	2018											
	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.
Active	-10.2%	-15.5%	-12.4%	4.9%	8.2%	17.9%	-2.3%	-3.8%	14.7%	-2.1%	7.9%	2.0%
UCB	-33.3%	20.0%	-25.0%	44.4%	-61.5%	120.0%	18.2%	-7.7%	-8.3%	-9.1%	40.0%	-14.3%
Pending	41.2%	-54.2%	-36.4%	-42.9%	-50.0%	350.0%	66.7%	-40.0%	55.6%	-14.3%	25.0%	-20.0%
Sold	60.0%	50.0%	-20.8%	-47.4%	20.0%	-66.7%	175.0%	54.5%	5.9%	-27.8%	38.5%	-16.7%
Expired	600.0%	-21.4%	-27.3%	-62.5%	-33.3%	-50.0%	200.0%	133.3%	-57.1%	33.3%	-25.0%	166.7%

Sales to List Price

2018												
May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	
93.4%	94.8%	95.4%	92.2%	95.0%	96.0%	94.9%	93.4%	94.9%	94.8%	95.5%	95.2%	

Percentage of Homes Sold vs. Homes Listed

2018											
May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.
7.3%	13.0%	11.7%	5.9%	6.5%	1.8%	5.2%	8.3%	7.7%	5.7%	7.3%	6.0%

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

	2018													Avg.
	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.		
Active	189	151	137	140	136	166	177	177	182	198	207	194	171	
UCB	8	8	8	2	7	4	5	5	9	5	8	9	7	
Pending	10	10	9	9	9	9	12	7	13	17	13	18	11	
Sold	5	11	6	13	3	6	9	10	4	9	14	10	8	
Expired	10	10	7	1	8	1	3	3	5	2	-	2	4	

Percent Change- Month Over Month

	2018											
	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.
Active	-7.4%	-20.1%	-9.3%	2.2%	-2.9%	22.1%	6.6%	0.0%	2.8%	8.8%	4.5%	-6.3%
UCB	60.0%	0.0%	0.0%	-75.0%	250.0%	-42.9%	25.0%	0.0%	80.0%	-44.4%	60.0%	12.5%
Pending	100.0%	0.0%	-10.0%	0.0%	0.0%	0.0%	33.3%	-41.7%	85.7%	30.8%	-23.5%	38.5%
Sold	-28.6%	120.0%	-45.5%	116.7%	-76.9%	100.0%	50.0%	11.1%	-60.0%	125.0%	55.6%	-28.6%
Expired	100.0%	0.0%	-30.0%	-85.7%	700.0%	-87.5%	200.0%	0.0%	66.7%	-60.0%	-100.0%	#DIV/0!

Sales to List Price

2018												
May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	
90.9%	90.6%	93.3%	94.6%	92.4%	93.6%	94.4%	91.6%	94.2%	95.8%	91.4%	93.4%	

Percentage of Homes Sold vs. Homes Listed

2018											
May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.
2.6%	7.3%	4.4%	9.3%	2.2%	3.6%	5.1%	5.6%	2.2%	4.5%	6.8%	5.2%

\$3,000,000+

Numbers

	2018													Avg.
	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.		
Active	133	110	100	101	116	133	137	141	158	156	154	149	132	
UCB	2	3	2	2	4	1	5	3	3	4	4	11	4	
Pending	3	3	6	3	3	8	4	7	3	6	7	7	5	
Sold	12	6	1	5	2	2	7	3	7	2	5	7	5	
Expired	3	7	5	2	-	-	2	4	1	1	4	2	3	

Percent Change- Month Over Month

	2018											
	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.
Active	-8.9%	-17.3%	-9.1%	1.0%	14.9%	14.7%	3.0%	2.9%	12.1%	-1.3%	-1.3%	-3.2%
UCB	-60.0%	50.0%	-33.3%	0.0%	100.0%	-75.0%	400.0%	-40.0%	0.0%	33.3%	0.0%	175.0%
Pending	-62.5%	0.0%	100.0%	-50.0%	0.0%	166.7%	-50.0%	75.0%	-57.1%	100.0%	16.7%	0.0%
Sold	20.0%	-50.0%	-83.3%	400.0%	-60.0%	0.0%	250.0%	-57.1%	133.3%	-71.4%	150.0%	40.0%
Expired	200.0%	133.3%	-28.6%	-60.0%	-100.0%	#DIV/0!	#DIV/0!	100.0%	-75.0%	0.0%	300.0%	-50.0%

Sales to List Price

2018												
May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	
88.3%	90.1%	94.9%	91.4%	80.8%	94.5%	93.4%	89.8%	90.7%	96.6%	79.8%	92.5%	

Percentage of Homes Sold vs. Homes Listed

2018											
May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.
9.0%	5.5%	1.0%	5.0%	1.7%	1.5%	5.1%	2.1%	4.4%	1.3%	3.2%	4.7%

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

* One of the two sales had data that looks to be incorrect