

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

All Price Points

	2017							2018						
	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Avg.	
Active	1,903	1,749	1,746	1,835	1,985	1,980	1,858	2,004	2,006	2,073	2,005	1,796	1,912	
UCB	279	280	242	272	277	269	222	298	328	337	390	357	296	
Pending	300	271	256	248	262	275	235	293	353	356	340	331	293	
Sold	533	413	436	373	399	388	400	378	416	513	523	593	447	
Expired	99	75	45	56	35	39	88	42	45	40	49	65	57	

Percent Change- Month Over Month

	2017							2018						
	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May		
Active	-10.7%	-8.1%	-0.2%	5.1%	8.2%	-0.3%	-6.2%	7.9%	0.1%	3.3%	-3.3%	-10.4%		
UCB	-11.4%	0.4%	-13.6%	12.4%	1.8%	-2.9%	-17.5%	34.2%	10.1%	2.7%	15.7%	-8.5%		
Pending	-17.8%	-9.7%	-5.5%	-3.1%	5.6%	5.0%	-14.5%	24.7%	20.5%	0.8%	-4.5%	-2.6%		
Sold	-3.3%	-22.5%	5.6%	-14.4%	7.0%	-2.8%	3.1%	-5.5%	10.1%	23.3%	1.9%	13.4%		
Expired	2.1%	-24.2%	-40.0%	24.4%	-37.5%	11.4%	125.6%	-52.3%	7.1%	-11.1%	22.5%	32.7%		

Sales Price to List Price

	2017							2018						
	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May		
	95.8%	96.2%	96.2%	95.6%	96.7%	95.9%	95.8%	95.8%	96.6%	95.5%	96.3%	95.8%		

Percentage of Homes Sold vs. Homes Listed

	2017							2018						
	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May		
	28.0%	23.6%	25.0%	20.3%	20.1%	19.6%	21.5%	18.9%	20.7%	24.7%	26.1%	33.0%		

<\$999,999

	2017							2018						
	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Avg.	
Active	1,177	1,104	1,089	1,132	1,173	1,125	1,016	1,089	1,071	1,122	1,104	990	1,099	
UCB	235	234	206	232	236	225	173	235	272	270	309	274	242	
Pending	245	224	212	213	215	221	194	245	281	274	262	254	237	
Sold	439	354	376	321	357	330	340	314	356	420	436	486	377	
Expired	51	41	33	36	30	27	52	28	31	25	26	33	34	

Percent Change- Month Over Month

	2017							2018						
	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May		
Active	-7.1%	-6.2%	-1.4%	3.9%	3.6%	-4.1%	-9.7%	7.2%	-1.7%	4.8%	-1.6%	-10.3%		
UCB	-9.6%	-0.4%	-12.0%	12.6%	1.7%	-4.7%	-23.1%	35.8%	15.7%	-0.7%	14.4%	-11.3%		
Pending	-16.4%	-8.6%	-5.4%	0.5%	0.9%	2.8%	-12.2%	26.3%	14.7%	-2.5%	-4.4%	-3.1%		
Sold	-8.7%	-19.4%	6.2%	-14.6%	11.2%	-7.6%	3.0%	-7.6%	13.4%	18.0%	3.8%	11.5%		
Expired	2.0%	-19.6%	-19.5%	9.1%	-16.7%	-10.0%	92.6%	-46.2%	10.7%	-19.4%	4.0%	26.9%		

Sales to List Price

	2017							2018						
	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May		
	97.3%	97.4%	97.2%	97.0%	97.4%	97.1%	97.3%	97.3%	97.4%	97.7%	97.7%	97.5%		

Percentage of Homes Sold vs. Homes Listed

	2017							2018						
	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May		
	37.3%	32.1%	34.5%	28.4%	30.4%	29.3%	33.5%	28.8%	33.2%	37.4%	39.5%	49.1%		

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

	2017							2018							Avg.
	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May			
Active	279	246	246	237	296	329	319	341	352	343	306	282	298		
UCB	21	27	19	24	25	21	29	40	38	41	49	47	32		
Pending	32	25	28	21	21	23	16	18	38	47	41	39	29		
Sold	53	33	32	38	30	31	30	35	36	56	55	61	41		
Expired	20	14	6	10	3	4	20	5	7	8	11	10	10		

**Percent Change- Month Over Month**

	2017							2018				
	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May
Active	-13.9%	-11.8%	0.0%	-3.7%	24.9%	11.1%	-3.0%	6.9%	3.2%	-2.6%	-10.8%	-7.8%
UCB	-40.0%	28.6%	-29.6%	26.3%	4.2%	-16.0%	38.1%	37.9%	-5.0%	7.9%	19.5%	-4.1%
Pending	-8.6%	-21.9%	12.0%	-25.0%	0.0%	9.5%	-30.4%	12.5%	111.1%	23.7%	-12.8%	-4.9%
Sold	43.2%	-37.7%	-3.0%	18.8%	-21.1%	3.3%	-3.2%	16.7%	2.9%	55.6%	-1.8%	10.9%
Expired	0.0%	-30.0%	-57.1%	66.7%	-70.0%	33.3%	400.0%	-75.0%	40.0%	14.3%	37.5%	-9.1%

**Sales to List Price**

	2017							2018				
	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May
	95.5%	92.3%	96.1%	94.8%	95.2%	93.9%	95.3%	93.9%	94.4%	95.0%	94.7%	95.5%

**Percentage of Homes Sold vs. Homes Listed**

	2017							2018				
	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May
	19.0%	13.4%	13.0%	14.8%	10.1%	9.4%	9.4%	10.3%	10.2%	16.3%	18.0%	21.6%

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							Avg.
	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May			
Active	185	162	170	184	217	212	204	234	229	247	252	222	210		
UCB	12	9	13	5	11	13	12	11	10	14	12	20	12		
Pending	11	7	4	2	9	15	9	14	12	15	12	16	11		
Sold	24	19	10	12	4	11	17	18	13	18	15	11	14		
Expired	11	8	3	2	1	3	7	3	4	3	8	14	6		

**Percent Change- Month Over Month**

	2017							2018				
	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May
Active	-15.5%	-12.4%	4.9%	8.2%	17.9%	-2.3%	-3.8%	14.7%	-2.1%	7.9%	2.0%	-11.9%
UCB	20.0%	-25.0%	44.4%	-61.5%	120.0%	18.2%	-7.7%	-8.3%	-9.1%	40.0%	-14.3%	66.7%
Pending	-54.2%	-36.4%	-42.9%	-50.0%	350.0%	66.7%	-40.0%	55.6%	-14.3%	25.0%	-20.0%	33.3%
Sold	50.0%	-20.8%	-47.4%	20.0%	-66.7%	175.0%	54.5%	5.9%	-27.8%	38.5%	-16.7%	-26.7%
Expired	-21.4%	-27.3%	-62.5%	-33.3%	-50.0%	200.0%	133.3%	-57.1%	33.3%	-25.0%	166.7%	75.0%

**Sales to List Price**

	2017							2018				
	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May
	94.8%	95.4%	92.2%	95.0%	96.0%	94.9%	93.4%	94.9%	94.8%	95.5%	95.2%	93.3%

**Percentage of Homes Sold vs. Homes Listed**

	2017							2018				
	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May
	13.0%	11.7%	5.9%	6.5%	1.8%	5.2%	8.3%	7.7%	5.7%	7.3%	6.0%	5.0%

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

**Numbers**

	2017					2018					Avg.		
	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.		Apr.	May
Active	151	137	140	136	166	177	177	182	198	207	194	170	170
UCB	8	8	2	7	4	5	5	9	5	8	9	9	7
Pending	10	9	9	9	9	12	7	13	17	13	18	15	12
Sold	11	6	13	3	6	9	10	4	9	14	10	19	10
Expired	10	7	1	8	1	3	3	5	2	-	2	4	4

**Percent Change- Month Over Month**

	2017					2018						
	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May
Active	-20.1%	-9.3%	2.2%	-2.9%	22.1%	6.6%	0.0%	2.8%	8.8%	4.5%	-6.3%	-12.4%
UCB	0.0%	0.0%	-75.0%	250.0%	-42.9%	25.0%	0.0%	80.0%	-44.4%	60.0%	12.5%	0.0%
Pending	0.0%	-10.0%	0.0%	0.0%	0.0%	33.3%	-41.7%	85.7%	30.8%	-23.5%	38.5%	-16.7%
Sold	120.0%	-45.5%	116.7%	-76.9%	100.0%	50.0%	11.1%	-60.0%	125.0%	55.6%	-28.6%	90.0%
Expired	0.0%	-30.0%	-85.7%	700.0%	-87.5%	200.0%	0.0%	66.7%	-60.0%	-100.0%	#DIV/0!	100.0%

**Sales to List Price**

	2017					2018						
	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May
	90.6%	93.3%	94.6%	92.4%	93.6%	94.4%	91.6%	94.2%	95.8%	91.4%	93.4%	92.4%

**Percentage of Homes Sold vs. Homes Listed**

	2017					2018						
	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May
	7.3%	4.4%	9.3%	2.2%	3.6%	5.1%	5.6%	2.2%	4.5%	6.8%	5.2%	11.2%

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

**Numbers**

	2017					2018					Avg.		
	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.		Apr.	May
Active	110	100	101	116	133	137	141	158	156	154	149	132	132
UCB	3	2	2	4	1	5	3	3	4	4	11	7	4
Pending	3	6	3	3	8	4	7	3	6	7	7	7	5
Sold	6	1	5	2	2	7	3	7	2	5	7	16	5
Expired	7	5	2	-	-	2	4	1	1	4	2	4	3

**Percent Change- Month Over Month**

	2017					2018						
	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May
Active	-17.3%	-9.1%	1.0%	14.9%	14.7%	3.0%	2.9%	12.1%	-1.3%	-1.3%	-3.2%	-11.4%
UCB	50.0%	-33.3%	0.0%	100.0%	-75.0%	400.0%	-40.0%	0.0%	33.3%	0.0%	175.0%	-36.4%
Pending	0.0%	100.0%	-50.0%	0.0%	166.7%	-50.0%	75.0%	-57.1%	100.0%	16.7%	0.0%	0.0%
Sold	-50.0%	-83.3%	400.0%	-60.0%	0.0%	250.0%	-57.1%	133.3%	-71.4%	150.0%	40.0%	128.6%
Expired	133.3%	-28.6%	-60.0%	-100.0%	#DIV/0!	#DIV/0!	100.0%	-75.0%	0.0%	300.0%	-50.0%	100.0%

**Sales to List Price**

	2017					2018						
	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May
	90.1%	94.9%	91.4%	80.8%	94.5%	93.4%	89.8%	90.7%	96.6%	79.8%	92.5%	92.7%

**Percentage of Homes Sold vs. Homes Listed**

	2017					2018						
	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May
	5.5%	1.0%	5.0%	1.7%	1.5%	5.1%	2.1%	4.4%	1.3%	3.2%	4.7%	12.1%

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