

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

All Price Points

	2017					2018							
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Avg.
Active	1,746	1,835	1,985	1,980	1,858	2,004	2,006	2,073	2,005	1,796	1,648	1,474	1,868
UCB	242	272	277	269	222	298	328	337	390	357	284	239	293
Pending	256	248	262	275	235	293	353	356	340	331	283	286	293
Sold	436	373	399	388	400	378	416	513	523	593	552	464	453
Expired	45	56	35	39	88	42	45	40	49	65	103	54	55

Percent Change- Month Over Month

	2017					2018						
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.
Active	-0.2%	5.1%	8.2%	-0.3%	-6.2%	7.9%	0.1%	3.3%	-3.3%	-10.4%	-8.2%	-10.6%
UCB	-13.6%	12.4%	1.8%	-2.9%	-17.5%	34.2%	10.1%	2.7%	15.7%	-8.5%	-20.4%	-15.8%
Pending	-5.5%	-3.1%	5.6%	5.0%	-14.5%	24.7%	20.5%	0.8%	-4.5%	-2.6%	-14.5%	1.1%
Sold	5.6%	-14.4%	7.0%	-2.8%	3.1%	-5.5%	10.1%	23.3%	1.9%	13.4%	-6.9%	-15.9%
Expired	-40.0%	24.4%	-37.5%	11.4%	125.6%	-52.3%	7.1%	-11.1%	22.5%	32.7%	58.5%	-47.6%

Sales Price to List Price

	2017					2018						
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.
	96.2%	95.6%	96.7%	95.9%	95.8%	95.8%	96.6%	95.5%	96.3%	95.8%	96.1%	96.2%

Percentage of Homes Sold vs. Homes Listed

	2017					2018						
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.
	25.0%	20.3%	20.1%	19.6%	21.5%	18.9%	20.7%	24.7%	26.1%	33.0%	33.5%	31.5%

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	2017					2018							
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Avg.
Active	1,089	1,132	1,173	1,125	1,016	1,089	1,071	1,122	1,104	990	939	850	1,058
UCB	206	232	236	225	173	235	272	270	309	274	231	193	238
Pending	212	213	215	221	194	245	281	274	262	254	221	221	234
Sold	376	321	357	330	340	314	356	420	436	486	441	392	381
Expired	33	36	30	27	52	28	31	25	26	33	49	33	34

Percent Change- Month Over Month

	2017					2018						
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.
Active	-1.4%	3.9%	3.6%	-4.1%	-9.7%	7.2%	-1.7%	4.8%	-1.6%	-10.3%	-5.2%	-9.5%
UCB	-12.0%	12.6%	1.7%	-4.7%	-23.1%	35.8%	15.7%	-0.7%	14.4%	-11.3%	-15.7%	-16.5%
Pending	-5.4%	0.5%	0.9%	2.8%	-12.2%	26.3%	14.7%	-2.5%	-4.4%	-3.1%	-13.0%	0.0%
Sold	6.2%	-14.6%	11.2%	-7.6%	3.0%	-7.6%	13.4%	18.0%	3.8%	11.5%	-9.3%	-11.1%
Expired	-19.5%	9.1%	-16.7%	-10.0%	92.6%	-46.2%	10.7%	-19.4%	4.0%	26.9%	48.5%	-32.7%

Sales to List Price

	2017					2018						
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.
	97.2%	97.0%	97.4%	97.1%	97.3%	97.3%	97.4%	97.7%	97.7%	97.5%	97.6%	97.7%

Percentage of Homes Sold vs. Homes Listed

	2017					2018						
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.
	34.5%	28.4%	30.4%	29.3%	33.5%	28.8%	33.2%	37.4%	39.5%	49.1%	47.0%	46.1%

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

	2017					2018								Avg.
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.		
Active	246	237	296	329	319	341	352	343	306	282	259	218	294	
UCB	19	24	25	21	29	40	38	41	49	47	31	26	33	
Pending	28	21	21	23	16	18	38	47	41	39	32	37	30	
Sold	32	38	30	31	30	35	36	56	55	61	64	44	43	
Expired	6	10	3	4	20	5	7	8	11	10	16	8	9	

Percent Change- Month Over Month

	2017					2018						
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.
Active	0.0%	-3.7%	24.9%	11.1%	-3.0%	6.9%	3.2%	-2.6%	-10.8%	-7.8%	-8.2%	-15.8%
UCB	-29.6%	26.3%	4.2%	-16.0%	38.1%	37.9%	-5.0%	7.9%	19.5%	-4.1%	-34.0%	-16.1%
Pending	12.0%	-25.0%	0.0%	9.5%	-30.4%	12.5%	111.1%	23.7%	-12.8%	-4.9%	-17.9%	15.6%
Sold	-3.0%	18.8%	-21.1%	3.3%	-3.2%	16.7%	2.9%	55.6%	-1.8%	10.9%	4.9%	-31.3%
Expired	-57.1%	66.7%	-70.0%	33.3%	400.0%	-75.0%	40.0%	14.3%	37.5%	-9.1%	60.0%	-50.0%

Sales to List Price

	2017					2018							
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	
	96.1%	94.8%	95.2%	93.9%	95.3%	93.9%	94.4%	95.0%	94.7%	95.5%	95.4%	94.3%	

Percentage of Homes Sold vs. Homes Listed

	2017					2018						
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.
	13.0%	14.8%	10.1%	9.4%	9.4%	10.3%	10.2%	16.3%	18.0%	21.6%	24.7%	20.2%

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.
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.		
Active	170	184	217	212	204	234	229	247	252	222	197	183	213	
UCB	13	5	11	13	12	11	10	14	12	20	9	6	11	
Pending	4	2	9	15	9	14	12	15	12	16	13	12	11	
Sold	10	12	4	11	17	18	13	18	15	11	27	16	14	
Expired	3	2	1	3	7	3	4	3	8	14	16	6	6	

Percent Change- Month Over Month

	2017					2018						
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.
Active	4.9%	8.2%	17.9%	-2.3%	-3.8%	14.7%	-2.1%	7.9%	2.0%	-11.9%	-11.3%	-7.1%
UCB	44.4%	-61.5%	120.0%	18.2%	-7.7%	-8.3%	-9.1%	40.0%	-14.3%	66.7%	-55.0%	-33.3%
Pending	-42.9%	-50.0%	350.0%	66.7%	-40.0%	55.6%	-14.3%	25.0%	-20.0%	33.3%	-18.8%	-7.7%
Sold	-47.4%	20.0%	-66.7%	175.0%	54.5%	5.9%	-27.8%	38.5%	-16.7%	-26.7%	145.5%	-40.7%
Expired	-62.5%	-33.3%	-50.0%	200.0%	133.3%	-57.1%	33.3%	-25.0%	166.7%	75.0%	14.3%	-62.5%

Sales to List Price

	2017					2018							
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	
	92.2%	95.0%	96.0%	94.9%	93.4%	94.9%	94.8%	95.5%	95.2%	93.3%	94.6%	94.9%	

Percentage of Homes Sold vs. Homes Listed

	2017					2018						
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.
	5.9%	6.5%	1.8%	5.2%	8.3%	7.7%	5.7%	7.3%	6.0%	5.0%	13.7%	8.7%

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

Numbers

	2017					2018										Avg.
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.				
Active	140	136	166	177	177	182	198	207	194	170	144	124	168			
UCB	2	7	4	5	5	9	5	8	9	9	8	11	7			
Pending	9	9	9	12	7	13	17	13	18	15	14	12	12			
Sold	13	3	6	9	10	4	9	14	10	19	12	10	10			
Expired	1	8	1	3	3	5	2	-	2	4	10	4	4			

Percent Change- Month Over Month

	2017					2018									
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.			
Active	2.2%	-2.9%	22.1%	6.6%	0.0%	2.8%	8.8%	4.5%	-6.3%	-12.4%	-15.3%	-13.9%			
UCB	-75.0%	250.0%	-42.9%	25.0%	0.0%	80.0%	-44.4%	60.0%	12.5%	0.0%	-11.1%	37.5%			
Pending	0.0%	0.0%	0.0%	33.3%	-41.7%	85.7%	30.8%	-23.5%	38.5%	-16.7%	-6.7%	-14.3%			
Sold	116.7%	-76.9%	100.0%	50.0%	11.1%	-60.0%	125.0%	55.6%	-28.6%	90.0%	-36.8%	-16.7%			
Expired	-85.7%	700.0%	-87.5%	200.0%	0.0%	66.7%	-60.0%	-100.0%	#DIV/0!	100.0%	150.0%	-60.0%			

Sales to List Price

	2017					2018						
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.
	94.6%	92.4%	93.6%	94.4%	91.6%	94.2%	95.8%	91.4%	93.4%	92.4%	88.7%	91.5%

Percentage of Homes Sold vs. Homes Listed

	2017					2018						
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.
	9.3%	2.2%	3.6%	5.1%	5.6%	2.2%	4.5%	6.8%	5.2%	11.2%	8.3%	8.1%

\$3,000,000+

Numbers

	2017					2018										Avg.
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.				
Active	101	116	133	137	141	158	156	154	149	132	109	99	132			
UCB	2	4	1	5	3	3	4	4	11	7	5	3	4			
Pending	3	3	8	4	7	3	6	7	7	7	3	4	5			
Sold	5	2	2	7	3	7	2	5	7	16	8	2	6			
Expired	2	-	-	2	4	1	1	4	2	4	12	3	3			

Percent Change- Month Over Month

	2017					2018									
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.			
Active	1.0%	14.9%	14.7%	3.0%	2.9%	12.1%	-1.3%	-1.3%	-3.2%	-11.4%	-17.4%	-9.2%			
UCB	0.0%	100.0%	-75.0%	400.0%	-40.0%	0.0%	33.3%	0.0%	175.0%	-36.4%	-28.6%	-40.0%			
Pending	-50.0%	0.0%	166.7%	-50.0%	75.0%	-57.1%	100.0%	16.7%	0.0%	0.0%	-57.1%	33.3%			
Sold	400.0%	-60.0%	0.0%	250.0%	-57.1%	133.3%	-71.4%	150.0%	40.0%	128.6%	-50.0%	-75.0%			
Expired	-60.0%	-100.0%	#DIV/0!	#DIV/0!	100.0%	-75.0%	0.0%	300.0%	-50.0%	100.0%	200.0%	-75.0%			

Sales to List Price

	2017					2018						
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.
	91.4%	80.8%	94.5%	93.4%	89.8%	90.7%	96.6%	79.8%	92.5%	92.7%	94.9%	86.1%

Percentage of Homes Sold vs. Homes Listed

	2017					2018						
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.
	5.0%	1.7%	1.5%	5.1%	2.1%	4.4%	1.3%	3.2%	4.7%	12.1%	7.3%	200.0%

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