

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

All Price Points

	2017			2018									Avg.
	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	
Active	1,985	1,980	1,858	2,004	2,006	2,073	2,005	1,796	1,648	1,474	1,491	1,573	1,824
UCB	277	269	222	298	328	337	390	357	284	239	222	207	286
Pending	262	275	235	293	353	356	340	331	283	286	250	255	293
Sold	399	388	400	378	416	513	523	593	552	464	427	335	449
Expired	35	39	88	42	45	40	49	65	103	54	36	37	53

Percent Change- Month Over Month

	2017			2018								
	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.
Active	8.2%	-0.3%	-6.2%	7.9%	0.1%	3.3%	-3.3%	-10.4%	-8.2%	-10.6%	1.2%	5.5%
UCB	1.8%	-2.9%	-17.5%	34.2%	10.1%	2.7%	15.7%	-8.5%	-20.4%	-15.8%	-7.1%	-6.8%
Pending	5.6%	5.0%	-14.5%	24.7%	20.5%	0.8%	-4.5%	-2.6%	-14.5%	1.1%	-12.6%	2.0%
Sold	7.0%	-2.8%	3.1%	-5.5%	10.1%	23.3%	1.9%	13.4%	-6.9%	-15.9%	-8.0%	-21.5%
Expired	-37.5%	11.4%	125.6%	-52.3%	7.1%	-11.1%	22.5%	32.7%	58.5%	-47.6%	-33.3%	2.8%

Sales Price to List Price

	2017			2018								
	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.
	96.7%	95.9%	95.8%	95.8%	96.6%	95.5%	96.3%	95.8%	96.1%	96.2%	95.7%	96.3%

Percentage of Homes Sold vs. Homes Listed

	2017			2018								
	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.
	20.1%	19.6%	21.5%	18.9%	20.7%	24.7%	26.1%	33.0%	33.5%	31.5%	28.6%	21.3%

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	2017			2018									Avg.
	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	
Active	1,173	1,125	1,016	1,089	1,071	1,122	1,104	990	939	850	897	930	1,026
UCB	236	225	173	235	272	270	309	274	231	193	177	171	231
Pending	215	221	194	245	281	274	262	254	221	221	189	198	231
Sold	357	330	340	314	356	420	436	486	441	392	358	274	375
Expired	30	27	52	28	31	25	26	33	49	33	21	26	32

Percent Change- Month Over Month

	2017			2018								
	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.
Active	3.6%	-4.1%	-9.7%	7.2%	-1.7%	4.8%	-1.6%	-10.3%	-5.2%	-9.5%	5.5%	3.7%
UCB	1.7%	-4.7%	-23.1%	35.8%	15.7%	-0.7%	14.4%	-11.3%	-15.7%	-16.5%	-8.3%	-3.4%
Pending	0.9%	2.8%	-12.2%	26.3%	14.7%	-2.5%	-4.4%	-3.1%	-13.0%	0.0%	-14.5%	4.8%
Sold	11.2%	-7.6%	3.0%	-7.6%	13.4%	18.0%	3.8%	11.5%	-9.3%	-11.1%	-8.7%	-23.5%
Expired	-16.7%	-10.0%	92.6%	-46.2%	10.7%	-19.4%	4.0%	26.9%	48.5%	-32.7%	-36.4%	23.8%

Sales to List Price

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

Percentage of Homes Sold vs. Homes Listed

	2017			2018								
	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.
	30.4%	29.3%	33.5%	28.8%	33.2%	37.4%	39.5%	49.1%	47.0%	46.1%	39.9%	29.5%

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

	2017		2018										Avg.
	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	
Active	296	329	319	341	352	343	306	282	259	218	228	247	293
UCB	25	21	29	40	38	41	49	47	31	26	18	19	32
Pending	21	23	16	18	38	47	41	39	32	37	29	28	31
Sold	30	31	30	35	36	56	55	61	64	44	43	29	43
Expired	3	4	20	5	7	8	11	10	16	8	5	5	9

Percent Change- Month Over Month

	2017			2018								
	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.
Active	24.9%	11.1%	-3.0%	6.9%	3.2%	-2.6%	-10.8%	-7.8%	-8.2%	-15.8%	4.6%	8.3%
UCB	4.2%	-16.0%	38.1%	37.9%	-5.0%	7.9%	19.5%	-4.1%	-34.0%	-16.1%	-30.8%	5.6%
Pending	0.0%	9.5%	-30.4%	12.5%	111.1%	23.7%	-12.8%	-4.9%	-17.9%	15.6%	-21.6%	-3.4%
Sold	-21.1%	3.3%	-3.2%	16.7%	2.9%	55.6%	-1.8%	10.9%	4.9%	-31.3%	-2.3%	-32.6%
Expired	-70.0%	33.3%	400.0%	-75.0%	40.0%	14.3%	37.5%	-9.1%	60.0%	-50.0%	-37.5%	0.0%

Sales to List Price

	2017		2018									
	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.
	95.2%	93.9%	95.3%	93.9%	94.4%	95.0%	94.7%	95.5%	95.4%	94.3%	94.1%	95.2%

Percentage of Homes Sold vs. Homes Listed

	2017			2018								
	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.
	10.1%	9.4%	9.4%	10.3%	10.2%	16.3%	18.0%	21.6%	24.7%	20.2%	18.9%	11.7%

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.
	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	
Active	217	212	204	234	229	247	252	222	197	183	159	168	210
UCB	11	13	12	11	10	14	12	20	9	6	14	7	12
Pending	9	15	9	14	12	15	12	16	13	12	18	17	14
Sold	4	11	17	18	13	18	15	11	27	16	10	21	15
Expired	1	3	7	3	4	3	8	14	16	6	5	3	6

Percent Change- Month Over Month

	2017			2018								
	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.
Active	17.9%	-2.3%	-3.8%	14.7%	-2.1%	7.9%	2.0%	-11.9%	-11.3%	-7.1%	-13.1%	5.7%
UCB	120.0%	18.2%	-7.7%	-8.3%	-9.1%	40.0%	-14.3%	66.7%	-55.0%	-33.3%	133.3%	-50.0%
Pending	350.0%	66.7%	-40.0%	55.6%	-14.3%	25.0%	-20.0%	33.3%	-18.8%	-7.7%	50.0%	-5.6%
Sold	-66.7%	175.0%	54.5%	5.9%	-27.8%	38.5%	-16.7%	-26.7%	145.5%	-40.7%	-37.5%	110.0%
Expired	-50.0%	200.0%	133.3%	-57.1%	33.3%	-25.0%	166.7%	75.0%	14.3%	-62.5%	-16.7%	-40.0%

Sales to List Price

	2017		2018									
	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.
	96.0%	94.9%	93.4%	94.9%	94.8%	95.5%	95.2%	93.3%	94.6%	94.9%	94.0%	95.1%

Percentage of Homes Sold vs. Homes Listed

	2017			2018								
	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.
	1.8%	5.2%	8.3%	7.7%	5.7%	7.3%	6.0%	5.0%	13.7%	8.7%	6.3%	12.5%

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

Numbers

	2017			2018										Avg.
	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.		
Active	166	177	177	182	198	207	194	170	144	124	114	118	164	
UCB	4	5	5	9	5	8	9	9	8	11	6	7	7	
Pending	9	12	7	13	17	13	18	15	14	12	13	12	13	
Sold	6	9	10	4	9	14	10	19	12	10	13	8	10	
Expired	1	3	3	5	2	-	2	4	10	4	2	3	3	

Percent Change- Month Over Month

	2017			2018								
	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.
Active	22.1%	6.6%	0.0%	2.8%	8.8%	4.5%	-6.3%	-12.4%	-15.3%	-13.9%	-8.1%	3.5%
UCB	-42.9%	25.0%	0.0%	80.0%	-44.4%	60.0%	12.5%	0.0%	-11.1%	37.5%	-45.5%	16.7%
Pending	0.0%	33.3%	-41.7%	85.7%	30.8%	-23.5%	38.5%	-16.7%	-6.7%	-14.3%	8.3%	-7.7%
Sold	100.0%	50.0%	11.1%	-60.0%	125.0%	55.6%	-28.6%	90.0%	-36.8%	-16.7%	30.0%	-38.5%
Expired	-87.5%	200.0%	0.0%	66.7%	-60.0%	-100.0%	#DIV/0!	100.0%	150.0%	-60.0%	-50.0%	50.0%

Sales to List Price

	2017			2018								
	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.
	93.6%	94.4%	91.6%	94.2%	95.8%	91.4%	93.4%	92.4%	88.7%	91.5%	90.6%	97.1%

Percentage of Homes Sold vs. Homes Listed

	2017			2018								
	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.
	3.6%	5.1%	5.6%	2.2%	4.5%	6.8%	5.2%	11.2%	8.3%	8.1%	11.4%	6.8%

\$3,000,000+

Numbers

	2017			2018										Avg.
	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.		
Active	133	137	141	158	156	154	149	132	109	99	93	110	131	
UCB	1	5	3	3	4	4	11	7	5	3	7	3	5	
Pending	8	4	7	3	6	7	7	7	3	4	1	-	5	
Sold	2	7	3	7	2	5	7	16	8	2	3	3	5	
Expired	-	2	4	1	1	4	2	4	12	3	3	-	3	

Percent Change- Month Over Month

	2017			2018								
	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.
Active	14.7%	3.0%	2.9%	12.1%	-1.3%	-1.3%	-3.2%	-11.4%	-17.4%	-9.2%	-6.1%	18.3%
UCB	-75.0%	400.0%	-40.0%	0.0%	33.3%	0.0%	175.0%	-36.4%	-28.6%	-40.0%	133.3%	-57.1%
Pending	166.7%	-50.0%	75.0%	-57.1%	100.0%	16.7%	0.0%	0.0%	-57.1%	33.3%	-75.0%	-100.0%
Sold	0.0%	250.0%	-57.1%	133.3%	-71.4%	150.0%	40.0%	128.6%	-50.0%	-75.0%	50.0%	0.0%
Expired	#DIV/0!	#DIV/0!	100.0%	-75.0%	0.0%	300.0%	-50.0%	100.0%	200.0%	-75.0%	0.0%	-100.0%

Sales to List Price

	2017			2018								
	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.
	94.5%	93.4%	89.8%	90.7%	96.6%	79.8%	92.5%	92.7%	94.9%	86.1%	94.4%	99.1%

Percentage of Homes Sold vs. Homes Listed

	2017			2018								
	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.
	1.5%	5.1%	2.1%	4.4%	1.3%	3.2%	4.7%	12.1%	7.3%	2.0%	3.2%	2.7%

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