

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

All Price Points

	2017		2018										Avg.
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	
Active	1,980	1,858	2,004	2,006	2,073	2,005	1,796	1,648	1,474	1,491	1,573	1,716	1,802
UCB	269	222	298	328	337	390	357	284	239	222	207	244	283
Pending	275	235	293	353	356	340	331	283	286	250	255	208	289
Sold	388	400	378	416	513	523	593	552	464	427	335	370	447
Expired	39	88	42	45	40	49	65	103	54	36	37	41	53

Percent Change- Month Over Month

	2017		2018									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
Active	-0.3%	-6.2%	7.9%	0.1%	3.3%	-3.3%	-10.4%	-8.2%	-10.6%	1.2%	5.5%	9.1%
UCB	-2.9%	-17.5%	34.2%	10.1%	2.7%	15.7%	-8.5%	-20.4%	-15.8%	-7.1%	-6.8%	17.9%
Pending	5.0%	-14.5%	24.7%	20.5%	0.8%	-4.5%	-2.6%	-14.5%	1.1%	-12.6%	2.0%	-18.4%
Sold	-2.8%	3.1%	-5.5%	10.1%	23.3%	1.9%	13.4%	-6.9%	-15.9%	-8.0%	-21.5%	10.4%
Expired	11.4%	125.6%	-52.3%	7.1%	-11.1%	22.5%	32.7%	58.5%	-47.6%	-33.3%	2.8%	10.8%

Sales Price to List Price

	2017		2018									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
	95.9%	95.8%	95.8%	96.6%	95.5%	96.3%	95.8%	96.1%	96.2%	95.7%	96.3%	96.4%

Percentage of Homes Sold vs. Homes Listed

	2017		2018									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
	19.6%	21.5%	18.9%	20.7%	24.7%	26.1%	33.0%	33.5%	31.5%	28.6%	21.3%	21.6%

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	2017		2018										Avg.
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	
Active	1,125	1,016	1,089	1,071	1,122	1,104	990	939	850	897	930	994	1,011
UCB	225	173	235	272	270	309	274	231	193	177	171	192	227
Pending	221	194	245	281	274	262	254	221	221	189	198	161	227
Sold	330	340	314	356	420	436	486	441	392	358	274	303	371
Expired	27	52	28	31	25	26	33	49	33	21	26	24	31

Percent Change- Month Over Month

	2017		2018									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
Active	-4.1%	-9.7%	7.2%	-1.7%	4.8%	-1.6%	-10.3%	-5.2%	-9.5%	5.5%	3.7%	6.9%
UCB	-4.7%	-23.1%	35.8%	15.7%	-0.7%	14.4%	-11.3%	-15.7%	-16.5%	-8.3%	-3.4%	12.3%
Pending	2.8%	-12.2%	26.3%	14.7%	-2.5%	-4.4%	-3.1%	-13.0%	0.0%	-14.5%	4.8%	-18.7%
Sold	-7.6%	3.0%	-7.6%	13.4%	18.0%	3.8%	11.5%	-9.3%	-11.1%	-8.7%	-23.5%	10.6%
Expired	-10.0%	92.6%	-46.2%	10.7%	-19.4%	4.0%	26.9%	48.5%	-32.7%	-36.4%	23.8%	-7.7%

Sales to List Price

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

Percentage of Homes Sold vs. Homes Listed

	2017		2018									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
	29.3%	33.5%	28.8%	33.2%	37.4%	39.5%	49.1%	47.0%	46.1%	39.9%	29.5%	30.5%

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

	2017		2018										Avg.
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	
Active	329	319	341	352	343	306	282	259	218	228	247	273	291
UCB	21	29	40	38	41	49	47	31	26	18	19	30	32
Pending	23	16	18	38	47	41	39	32	37	29	28	27	31
Sold	31	30	35	36	56	55	61	64	44	43	29	32	43
Expired	4	20	5	7	8	11	10	16	8	5	5	4	9

Percent Change- Month Over Month

	2017		2018									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
Active	11.1%	-3.0%	6.9%	3.2%	-2.6%	-10.8%	-7.8%	-8.2%	-15.8%	4.6%	8.3%	10.5%
UCB	-16.0%	38.1%	37.9%	-5.0%	7.9%	19.5%	-4.1%	-34.0%	-16.1%	-30.8%	5.6%	57.9%
Pending	9.5%	-30.4%	12.5%	111.1%	23.7%	-12.8%	-4.9%	-17.9%	15.6%	-21.6%	-3.4%	-3.6%
Sold	3.3%	-3.2%	16.7%	2.9%	55.6%	-1.8%	10.9%	4.9%	-31.3%	-2.3%	-32.6%	10.3%
Expired	33.3%	400.0%	-75.0%	40.0%	14.3%	37.5%	-9.1%	60.0%	-50.0%	-37.5%	0.0%	-20.0%

Sales to List Price

	2017		2018									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
	93.9%	95.3%	93.9%	94.4%	95.0%	94.7%	95.5%	95.4%	94.3%	94.1%	95.2%	95.9%

Percentage of Homes Sold vs. Homes Listed

	2017		2018									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
	9.4%	9.4%	10.3%	10.2%	16.3%	18.0%	21.6%	24.7%	20.2%	18.9%	11.7%	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.
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	
Active	212	204	234	229	247	252	222	197	183	159	168	190	208
UCB	13	12	11	10	14	12	20	9	6	14	7	9	11
Pending	15	9	14	12	15	12	16	13	12	18	17	12	14
Sold	11	17	18	13	18	15	11	27	16	10	21	20	16
Expired	3	7	3	4	3	8	14	16	6	5	3	6	7

Percent Change- Month Over Month

	2017		2018									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
Active	-2.3%	-3.8%	14.7%	-2.1%	7.9%	2.0%	-11.9%	-11.3%	-7.1%	-13.1%	5.7%	13.1%
UCB	18.2%	-7.7%	-8.3%	-9.1%	40.0%	-14.3%	66.7%	-55.0%	-33.3%	133.3%	-50.0%	28.6%
Pending	66.7%	-40.0%	55.6%	-14.3%	25.0%	-20.0%	33.3%	-18.8%	-7.7%	50.0%	-5.6%	-29.4%
Sold	175.0%	54.5%	5.9%	-27.8%	38.5%	-16.7%	-26.7%	145.5%	-40.7%	-37.5%	110.0%	-4.8%
Expired	200.0%	133.3%	-57.1%	33.3%	-25.0%	166.7%	75.0%	14.3%	-62.5%	-16.7%	-40.0%	100.0%

Sales to List Price

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

Percentage of Homes Sold vs. Homes Listed

	2017		2018									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
	5.2%	8.3%	7.7%	5.7%	7.3%	6.0%	5.0%	13.7%	8.7%	6.3%	12.5%	10.5%

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

Numbers

	2017		2018										Avg.
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	
Active	177	177	182	198	207	194	170	144	124	114	118	132	161
UCB	5	5	9	5	8	9	9	8	11	6	7	9	8
Pending	12	7	13	17	13	18	15	14	12	13	12	7	13
Sold	9	10	4	9	14	10	19	12	10	13	8	13	11
Expired	3	3	5	2	-	2	4	10	4	2	3	4	4

Percent Change- Month Over Month

	2017		2018									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
Active	6.6%	0.0%	2.8%	8.8%	4.5%	-6.3%	-12.4%	-15.3%	-13.9%	-8.1%	3.5%	11.9%
UCB	25.0%	0.0%	80.0%	-44.4%	60.0%	12.5%	0.0%	-11.1%	37.5%	-45.5%	16.7%	28.6%
Pending	33.3%	-41.7%	85.7%	30.8%	-23.5%	38.5%	-16.7%	-6.7%	-14.3%	8.3%	-7.7%	-41.7%
Sold	50.0%	11.1%	-60.0%	125.0%	55.6%	-28.6%	90.0%	-36.8%	-16.7%	30.0%	-38.5%	62.5%
Expired	200.0%	0.0%	66.7%	-60.0%	-100.0%	#DIV/0!	100.0%	150.0%	-60.0%	-50.0%	50.0%	33.3%

Sales to List Price

	2017		2018									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
	94.4%	91.6%	94.2%	95.8%	91.4%	93.4%	92.4%	88.7%	91.5%	90.6%	97.1%	92.8%

Percentage of Homes Sold vs. Homes Listed

	2017		2018									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
	5.1%	5.6%	2.2%	4.5%	6.8%	5.2%	11.2%	8.3%	8.1%	11.4%	6.8%	9.8%

\$3,000,000+

Numbers

	2017		2018										Avg.
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	
Active	137	141	158	156	154	149	132	109	99	93	110	127	130
UCB	5	3	3	4	4	11	7	5	3	7	3	4	5
Pending	4	7	3	6	7	7	7	3	4	1	-	1	4
Sold	7	3	7	2	5	7	16	8	2	3	3	2	5
Expired	2	4	1	1	4	2	4	12	3	3	-	3	3

Percent Change- Month Over Month

	2017		2018									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
Active	3.0%	2.9%	12.1%	-1.3%	-1.3%	-3.2%	-11.4%	-17.4%	-9.2%	-6.1%	18.3%	15.5%
UCB	400.0%	-40.0%	0.0%	33.3%	0.0%	175.0%	-36.4%	-28.6%	-40.0%	133.3%	-57.1%	33.3%
Pending	-50.0%	75.0%	-57.1%	100.0%	16.7%	0.0%	0.0%	-57.1%	33.3%	-75.0%	-100.0%	#DIV/0!
Sold	250.0%	-57.1%	133.3%	-71.4%	150.0%	40.0%	128.6%	-50.0%	-75.0%	50.0%	0.0%	-33.3%
Expired	#DIV/0!	100.0%	-75.0%	0.0%	300.0%	-50.0%	100.0%	200.0%	-75.0%	0.0%	-100.0%	#DIV/0!

Sales to List Price

	2017		2018									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
	93.4%	89.8%	90.7%	96.6%	79.8%	92.5%	92.7%	94.9%	86.1%	94.4%	99.1%	97.7%

Percentage of Homes Sold vs. Homes Listed

	2017		2018									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
	5.1%	2.1%	4.4%	1.3%	3.2%	4.7%	12.1%	7.3%	2.0%	3.2%	2.7%	1.6%

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