

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

All Price Points

	2018												
	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Avg.
Active	2,004	2,006	2,073	2,005	1,796	1,648	1,474	1,491	1,573	1,716	1,738	1,665	1,766
UCB	298	328	337	390	357	284	239	222	207	244	218	175	275
Pending	293	353	356	340	331	283	286	250	255	208	229	192	281
Sold	378	416	513	523	593	552	464	427	335	370	348	347	439
Expired	42	45	40	49	65	103	54	36	37	41	28	87	52

Percent Change- Month Over Month

	2018											
	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.
Active	7.9%	0.1%	3.3%	-3.3%	-10.4%	-8.2%	-10.6%	1.2%	5.5%	9.1%	1.3%	-4.2%
UCB	34.2%	10.1%	2.7%	15.7%	-8.5%	-20.4%	-15.8%	-7.1%	-6.8%	17.9%	-10.7%	-19.7%
Pending	24.7%	20.5%	0.8%	-4.5%	-2.6%	-14.5%	1.1%	-12.6%	2.0%	-18.4%	10.1%	-16.2%
Sold	-5.5%	10.1%	23.3%	1.9%	13.4%	-6.9%	-15.9%	-8.0%	-21.5%	10.4%	-5.9%	-0.3%
Expired	-52.3%	7.1%	-11.1%	22.5%	32.7%	58.5%	-47.6%	-33.3%	2.8%	10.8%	-31.7%	210.7%

Sales Price to List Price

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

Percentage of Homes Sold vs. Homes Listed

	2018											
	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.
	18.9%	20.7%	24.7%	26.1%	33.0%	33.5%	31.5%	28.6%	21.3%	21.6%	20.0%	20.8%

<\$999,999

	2018												
	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Avg.
Active	1,089	1,071	1,122	1,104	990	939	850	897	930	994	976	913	990
UCB	235	272	270	309	274	231	193	177	171	192	177	134	220
Pending	245	281	274	262	254	221	221	189	198	161	177	150	219
Sold	314	356	420	436	486	441	392	358	274	303	286	284	363
Expired	28	31	25	26	33	49	33	21	26	24	18	59	31

Percent Change- Month Over Month

	2018											
	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.
Active	7.2%	-1.7%	4.8%	-1.6%	-10.3%	-5.2%	-9.5%	5.5%	3.7%	6.9%	-1.8%	-6.5%
UCB	35.8%	15.7%	-0.7%	14.4%	-11.3%	-15.7%	-16.5%	-8.3%	-3.4%	12.3%	-7.8%	-24.3%
Pending	26.3%	14.7%	-2.5%	-4.4%	-3.1%	-13.0%	0.0%	-14.5%	4.8%	-18.7%	9.9%	-15.3%
Sold	-7.6%	13.4%	18.0%	3.8%	11.5%	-9.3%	-11.1%	-8.7%	-23.5%	10.6%	-5.6%	-0.7%
Expired	-46.2%	10.7%	-19.4%	4.0%	26.9%	48.5%	-32.7%	-36.4%	23.8%	-7.7%	-25.0%	227.8%

Sales to List Price

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

Percentage of Homes Sold vs. Homes Listed

	2018											
	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.
	28.8%	33.2%	37.4%	39.5%	49.1%	47.0%	46.1%	39.9%	29.5%	30.5%	29.3%	31.1%

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

	2018													Avg.
	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.		
Active	341	352	343	306	282	259	218	228	247	273	284	272	284	
UCB	40	38	41	49	47	31	26	18	19	30	24	19	32	
Pending	18	38	47	41	39	32	37	29	28	27	30	19	32	
Sold	35	36	56	55	61	64	44	43	29	32	35	41	44	
Expired	5	7	8	11	10	16	8	5	5	4	4	10	8	

Percent Change- Month Over Month

	2018											
	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.
Active	6.9%	3.2%	-2.6%	-10.8%	-7.8%	-8.2%	-15.8%	4.6%	8.3%	10.5%	4.0%	-4.2%
UCB	37.9%	-5.0%	7.9%	19.5%	-4.1%	-34.0%	-16.1%	-30.8%	5.6%	57.9%	-20.0%	-20.8%
Pending	12.5%	111.1%	23.7%	-12.8%	-4.9%	-17.9%	15.6%	-21.6%	-3.4%	-3.6%	11.1%	-36.7%
Sold	16.7%	2.9%	55.6%	-1.8%	10.9%	4.9%	-31.3%	-2.3%	-32.6%	10.3%	9.4%	17.1%
Expired	-75.0%	40.0%	14.3%	37.5%	-9.1%	60.0%	-50.0%	-37.5%	0.0%	-20.0%	0.0%	150.0%

Sales to List Price

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

Percentage of Homes Sold vs. Homes Listed

	2018											
	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.
	10.3%	10.2%	16.3%	18.0%	21.6%	24.7%	20.2%	18.9%	11.7%	11.7%	12.3%	15.1%

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

	2018												
	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	
Active	234	229	247	252	222	197	183	159	168	190	199	205	207
UCB	11	10	14	12	20	9	6	14	7	9	7	7	11
Pending	14	12	15	12	16	13	12	18	17	12	10	7	13
Sold	18	13	18	15	11	27	16	10	21	20	18	16	17
Expired	3	4	3	8	14	16	6	5	3	6	2	10	7

Percent Change- Month Over Month

	2018											
	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.
Active	14.7%	-2.1%	7.9%	2.0%	-11.9%	-11.3%	-7.1%	-13.1%	5.7%	13.1%	4.7%	3.0%
UCB	-8.3%	-9.1%	40.0%	-14.3%	66.7%	-55.0%	-33.3%	133.3%	-50.0%	28.6%	-22.2%	0.0%
Pending	55.6%	-14.3%	25.0%	-20.0%	33.3%	-18.8%	-7.7%	50.0%	-5.6%	-29.4%	-16.7%	-30.0%
Sold	5.9%	-27.8%	38.5%	-16.7%	-26.7%	145.5%	-40.7%	-37.5%	110.0%	-4.8%	-10.0%	-11.1%
Expired	-57.1%	33.3%	-25.0%	166.7%	75.0%	14.3%	-62.5%	-16.7%	-40.0%	100.0%	-66.7%	400.0%

Sales to List Price

	2018											
	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.
	94.9%	94.8%	95.5%	95.2%	93.3%	94.6%	94.9%	94.0%	95.1%	94.9%	96.4%	94.4%

Percentage of Homes Sold vs. Homes Listed

	2018											
	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.
	7.7%	5.7%	7.3%	6.0%	5.0%	13.7%	8.7%	6.3%	12.5%	10.5%	9.0%	7.8%

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

Numbers

	2018													Avg.
	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.		
Active	182	198	207	194	170	144	124	114	118	132	136	125	154	
UCB	9	5	8	9	9	8	11	6	7	9	6	7	8	
Pending	13	17	13	18	15	14	12	13	12	7	10	13	13	
Sold	4	9	14	10	19	12	10	13	8	13	7	4	10	
Expired	5	2	-	2	4	10	4	2	3	4	1	6	4	

Percent Change- Month Over Month

	2018											
	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.
Active	2.8%	8.8%	4.5%	-6.3%	-12.4%	-15.3%	-13.9%	-8.1%	3.5%	11.9%	3.0%	-8.1%
UCB	80.0%	-44.4%	60.0%	12.5%	0.0%	-11.1%	37.5%	-45.5%	16.7%	28.6%	-33.3%	16.7%
Pending	85.7%	30.8%	-23.5%	38.5%	-16.7%	-6.7%	-14.3%	8.3%	-7.7%	-41.7%	42.9%	30.0%
Sold	-60.0%	125.0%	55.6%	-28.6%	90.0%	-36.8%	-16.7%	30.0%	-38.5%	62.5%	-46.2%	-42.9%
Expired	66.7%	-60.0%	-100.0%	#DIV/0!	100.0%	150.0%	-60.0%	-50.0%	50.0%	33.3%	-75.0%	500.0%

Sales to List Price

2018												
Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	
94.2%	95.8%	91.4%	93.4%	92.4%	88.7%	91.5%	90.6%	97.1%	92.8%	94.7%	96.9%	

Percentage of Homes Sold vs. Homes Listed

2018											
Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.
2.2%	4.5%	6.8%	5.2%	11.2%	8.3%	8.1%	11.4%	6.8%	9.8%	5.1%	3.2%

\$3,000,000+

Numbers

	2018													Avg.
	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.		
Active	158	156	154	149	132	109	99	93	110	127	143	150	132	
UCB	3	4	4	11	7	5	3	7	3	4	4	8	5	
Pending	3	6	7	7	7	3	4	1	-	1	2	3	4	
Sold	7	2	5	7	16	8	2	3	3	2	2	3	5	
Expired	1	1	4	2	4	12	3	3	-	3	3	2	3	

Percent Change- Month Over Month

	2018											
	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.
Active	12.1%	-1.3%	-1.3%	-3.2%	-11.4%	-17.4%	-9.2%	-6.1%	18.3%	15.5%	12.6%	4.9%
UCB	0.0%	33.3%	0.0%	175.0%	-36.4%	-28.6%	-40.0%	133.3%	-57.1%	33.3%	0.0%	100.0%
Pending	-57.1%	100.0%	16.7%	0.0%	0.0%	-57.1%	33.3%	-75.0%	-100.0%	#DIV/0!	100.0%	50.0%
Sold	133.3%	-71.4%	150.0%	40.0%	128.6%	-50.0%	-75.0%	50.0%	0.0%	-33.3%	0.0%	50.0%
Expired	-75.0%	0.0%	300.0%	-50.0%	100.0%	200.0%	-75.0%	0.0%	-100.0%	#DIV/0!	0.0%	-33.3%

Sales to List Price

2018											
Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.
90.7%	96.6%	79.8%	92.5%	92.7%	94.9%	86.1%	94.4%	99.1%	97.7%	96.6%	92.9%

Percentage of Homes Sold vs. Homes Listed

2018											
Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.
4.4%	1.3%	3.2%	4.7%	12.1%	7.3%	2.0%	3.2%	2.7%	1.6%	1.4%	1.3%

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