

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

All Price Points

	2018					2019							
	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Avg.
Active	2,006	2,073	2,005	1,796	1,648	1,474	1,491	1,573	1,716	1,738	1,665	1,876	1,755
UCB	328	337	390	357	284	239	222	207	244	218	175	279	273
Pending	353	356	340	331	283	286	250	255	208	229	192	240	277
Sold	416	513	523	593	552	464	427	335	370	348	347	322	434
Expired	45	40	49	65	103	54	36	37	41	28	87	37	52

Percent Change- Month Over Month

	2018											2019		
	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.
Active	0.1%	3.3%	-3.3%	-10.4%	-8.2%	-10.6%	1.2%	5.5%	9.1%	1.3%	-4.2%	12.7%	10.1%	2.7%
UCB	10.1%	2.7%	15.7%	-8.5%	-20.4%	-15.8%	-7.1%	-6.8%	17.9%	-10.7%	-19.7%	59.4%	20.5%	0.8%
Pending	20.5%	0.8%	-4.5%	-2.6%	-14.5%	1.1%	-12.6%	2.0%	-18.4%	10.1%	-16.2%	25.0%	10.1%	23.3%
Sold	10.1%	23.3%	1.9%	13.4%	-6.9%	-15.9%	-8.0%	-21.5%	10.4%	-5.9%	-0.3%	-7.2%	7.1%	-11.1%
Expired	7.1%	-11.1%	22.5%	32.7%	58.5%	-47.6%	-33.3%	2.8%	10.8%	-31.7%	210.7%	-57.5%		

Sales Price to List Price

	2018											2019
	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.
	96.6%	95.5%	96.3%	95.8%	96.1%	96.2%	95.7%	96.3%	96.4%	96.4%	96.3%	96.1%

Percentage of Homes Sold vs. Homes Listed

	2018											2019
	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.
	20.7%	24.7%	26.1%	33.0%	33.5%	31.5%	28.6%	21.3%	21.6%	20.0%	20.8%	17.2%

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	2018					2019							
	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Avg.
Active	1,071	1,122	1,104	990	939	850	897	930	994	976	913	1,025	984
UCB	272	270	309	274	231	193	177	171	192	177	134	219	218
Pending	281	274	262	254	221	221	189	198	161	177	150	187	215
Sold	356	420	436	486	441	392	358	274	303	286	284	268	359
Expired	31	25	26	33	49	33	21	26	24	18	59	27	31

Percent Change- Month Over Month

	2018											2019		
	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.
Active	-1.7%	4.8%	-1.6%	-10.3%	-5.2%	-9.5%	5.5%	3.7%	6.9%	-1.8%	-6.5%	12.3%	15.7%	-0.7%
UCB	15.7%	-0.7%	14.4%	-11.3%	-15.7%	-16.5%	-8.3%	-3.4%	12.3%	-7.8%	-24.3%	63.4%	14.7%	-2.5%
Pending	14.7%	-2.5%	-4.4%	-3.1%	-13.0%	0.0%	-14.5%	4.8%	-18.7%	9.9%	-15.3%	24.7%	13.4%	18.0%
Sold	13.4%	18.0%	3.8%	11.5%	-9.3%	-11.1%	-8.7%	-23.5%	10.6%	-5.6%	-0.7%	-5.6%	10.7%	-19.4%
Expired	10.7%	-19.4%	4.0%	26.9%	48.5%	-32.7%	-36.4%	23.8%	-7.7%	-25.0%	227.8%	-54.2%		

Sales to List Price

	2018											2019
	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.
	97.4%	97.7%	97.7%	97.5%	97.6%	97.7%	97.2%	97.1%	97.5%	97.1%	97.1%	96.8%

Percentage of Homes Sold vs. Homes Listed

	2018											2019
	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.
	33.2%	37.4%	39.5%	49.1%	47.0%	46.1%	39.9%	29.5%	30.5%	29.3%	31.1%	26.1%

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

	2018												2019	
	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Avg.	
Active	352	343	306	282	259	218	228	247	273	284	272	302	281	
UCB	38	41	49	47	31	26	18	19	30	24	19	23	30	
Pending	38	47	41	39	32	37	29	28	27	30	19	20	32	
Sold	36	56	55	61	64	44	43	29	32	35	41	32	44	
Expired	7	8	11	10	16	8	5	5	4	4	10	3	8	

Percent Change- Month Over Month

	2018												2019	
	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.		
Active	3.2%	-2.6%	-10.8%	-7.8%	-8.2%	-15.8%	4.6%	8.3%	10.5%	4.0%	-4.2%	11.0%		
UCB	-5.0%	7.9%	19.5%	-4.1%	-34.0%	-16.1%	-30.8%	5.6%	57.9%	-20.0%	-20.8%	21.1%		
Pending	111.1%	23.7%	-12.8%	-4.9%	-17.9%	15.6%	-21.6%	-3.4%	-3.6%	11.1%	-36.7%	5.3%		
Sold	2.9%	55.6%	-1.8%	10.9%	4.9%	-31.3%	-2.3%	-32.6%	10.3%	9.4%	17.1%	-22.0%		
Expired	40.0%	14.3%	37.5%	-9.1%	60.0%	-50.0%	-37.5%	0.0%	-20.0%	0.0%	150.0%	-70.0%		

Sales to List Price

	2018												2019	
	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.		
	94.4%	95.0%	94.7%	95.5%	95.4%	94.3%	94.1%	95.2%	95.9%	94.4%	95.0%	96.7%		

Percentage of Homes Sold vs. Homes Listed

	2018												2019	
	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.		
	10.2%	16.3%	18.0%	21.6%	24.7%	20.2%	18.9%	11.7%	11.7%	12.3%	15.1%	10.6%		

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

	2018												2019	
	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Avg.	
Active	229	247	252	222	197	183	159	168	190	199	205	242	208	
UCB	10	14	12	20	9	6	14	7	9	7	7	13	11	
Pending	12	15	12	16	13	12	18	17	12	10	7	13	13	
Sold	13	18	15	11	27	16	10	21	20	18	16	12	16	
Expired	4	3	8	14	16	6	5	3	6	2	10	1	7	

Percent Change- Month Over Month

	2018												2019	
	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.		
Active	-2.1%	7.9%	2.0%	-11.9%	-11.3%	-7.1%	-13.1%	5.7%	13.1%	4.7%	3.0%	18.0%		
UCB	-9.1%	40.0%	-14.3%	66.7%	-55.0%	-33.3%	133.3%	-50.0%	28.6%	-22.2%	0.0%	85.7%		
Pending	-14.3%	25.0%	-20.0%	33.3%	-18.8%	-7.7%	50.0%	-5.6%	-29.4%	-16.7%	-30.0%	85.7%		
Sold	-27.8%	38.5%	-16.7%	-26.7%	145.5%	-40.7%	-37.5%	110.0%	-4.8%	-10.0%	-11.1%	-25.0%		
Expired	33.3%	-25.0%	166.7%	75.0%	14.3%	-62.5%	-16.7%	-40.0%	100.0%	-66.7%	400.0%	-90.0%		

Sales to List Price

	2018												2019	
	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.		
	94.8%	95.5%	95.2%	93.3%	94.6%	94.9%	94.0%	95.1%	94.9%	96.4%	94.4%	95.0%		

Percentage of Homes Sold vs. Homes Listed

	2018												2019	
	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.		
	5.7%	7.3%	6.0%	5.0%	13.7%	8.7%	6.3%	12.5%	10.5%	9.0%	7.8%	5.0%		

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

Numbers

	2018												2019	
	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Avg.	
Active	198	207	194	170	144	124	114	118	132	136	125	151	151	
UCB	5	8	9	9	8	11	6	7	9	6	7	10	8	
Pending	17	13	18	15	14	12	13	12	7	10	13	12	13	
Sold	9	14	10	19	12	10	13	8	13	7	4	8	11	
Expired	2	-	2	4	10	4	2	3	4	1	6	1	3	

Percent Change- Month Over Month

	2018												2019	
	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.		
Active	8.8%	4.5%	-6.3%	-12.4%	-15.3%	-13.9%	-8.1%	3.5%	11.9%	3.0%	-8.1%	20.8%		
UCB	-44.4%	60.0%	12.5%	0.0%	-11.1%	37.5%	-45.5%	16.7%	28.6%	-33.3%	16.7%	42.9%		
Pending	30.8%	-23.5%	38.5%	-16.7%	-6.7%	-14.3%	8.3%	-7.7%	-41.7%	42.9%	30.0%	-7.7%		
Sold	125.0%	55.6%	-28.6%	90.0%	-36.8%	-16.7%	30.0%	-38.5%	62.5%	-46.2%	-42.9%	100.0%		
Expired	-60.0%	-100.0%	#DIV/0!	100.0%	150.0%	-60.0%	-50.0%	50.0%	33.3%	-75.0%	500.0%	-83.3%		

Sales to List Price

	2018												2019
	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	
	95.8%	91.4%	93.4%	92.4%	88.7%	91.5%	90.6%	97.1%	92.8%	94.7%	96.9%	90.4%	

Percentage of Homes Sold vs. Homes Listed

	2018												2019
	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	
	4.5%	6.8%	5.2%	11.2%	8.3%	8.1%	11.4%	6.8%	9.8%	5.1%	3.2%	5.3%	

\$3,000,000+

Numbers

	2018												2019	
	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Avg.	
Active	156	154	149	132	109	99	93	110	127	143	150	156	132	
UCB	4	4	11	7	5	3	7	3	4	4	8	11	6	
Pending	6	7	7	7	3	4	1	-	1	2	3	8	4	
Sold	2	5	7	16	8	2	3	3	2	2	3	2	5	
Expired	1	4	2	4	12	3	3	-	3	3	2	5	4	

Percent Change- Month Over Month

	2018												2019	
	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.		
Active	-1.3%	-1.3%	-3.2%	-11.4%	-17.4%	-9.2%	-6.1%	18.3%	15.5%	12.6%	4.9%	4.0%		
UCB	33.3%	0.0%	175.0%	-36.4%	-28.6%	-40.0%	133.3%	-57.1%	33.3%	0.0%	100.0%	37.5%		
Pending	100.0%	16.7%	0.0%	0.0%	-57.1%	33.3%	-75.0%	-100.0%	#DIV/0!	100.0%	50.0%	166.7%		
Sold	-71.4%	150.0%	40.0%	128.6%	-50.0%	-75.0%	50.0%	0.0%	-33.3%	0.0%	50.0%	-33.3%		
Expired	0.0%	300.0%	-50.0%	100.0%	200.0%	-75.0%	0.0%	-100.0%	#DIV/0!	0.0%	-33.3%	150.0%		

Sales to List Price

	2018												2019
	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	
	96.6%	79.8%	92.5%	92.7%	94.9%	86.1%	94.4%	99.1%	97.7%	96.6%	92.9%	96.0%	

Percentage of Homes Sold vs. Homes Listed

	2018												2019
	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	
	1.3%	3.2%	4.7%	12.1%	7.3%	2.0%	3.2%	2.7%	1.6%	1.4%	1.3%	1.3%	

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