

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

All Price Points

	2018				2019								
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Avg.
Active	2,005	1,796	1,648	1,474	1,491	1,573	1,716	1,738	1,665	1,876	1,950	1,982	1,743
UCB	390	357	284	239	222	207	244	218	175	279	278	336	269
Pending	340	331	283	286	250	255	208	229	192	240	288	332	270
Sold	523	593	552	464	427	335	370	348	347	322	368	453	425
Expired	49	65	103	54	36	37	41	28	87	37	20	38	50

Percent Change- Month Over Month

	2018				2019								
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	
Active	-3.3%	-10.4%	-8.2%	-10.6%	1.2%	5.5%	9.1%	1.3%	-4.2%	12.7%	3.9%	1.6%	
UCB	15.7%	-8.5%	-20.4%	-15.8%	-7.1%	-6.8%	17.9%	-10.7%	-19.7%	59.4%	-0.4%	20.9%	
Pending	-4.5%	-2.6%	-14.5%	1.1%	-12.6%	2.0%	-18.4%	10.1%	-16.2%	25.0%	20.0%	15.3%	
Sold	1.9%	13.4%	-6.9%	-15.9%	-8.0%	-21.5%	10.4%	-5.9%	-0.3%	-7.2%	14.3%	23.1%	
Expired	22.5%	32.7%	58.5%	-47.6%	-33.3%	2.8%	10.8%	-31.7%	210.7%	-57.5%	-45.9%	90.0%	

Sales Price to List Price

	2018				2019								
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	
	96.3%	95.8%	96.1%	96.2%	95.7%	96.3%	96.4%	96.4%	96.3%	96.1%	94.5%	96.3%	

Percentage of Homes Sold vs. Homes Listed

	2018				2019								
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	
	26.1%	33.0%	33.5%	31.5%	28.6%	21.3%	21.6%	20.0%	20.8%	17.2%	18.9%	22.9%	

<\$999,999

	2018				2019								
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Avg.
Active	1,104	990	939	850	897	930	994	976	913	1,025	1,089	1,108	985
UCB	309	274	231	193	177	171	192	177	134	219	209	256	212
Pending	262	254	221	221	189	198	161	177	150	187	223	245	207
Sold	436	486	441	392	358	274	303	286	284	268	302	376	351
Expired	26	33	49	33	21	26	24	18	59	27	12	25	29

Percent Change- Month Over Month

	2018				2019								
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	
Active	-1.6%	-10.3%	-5.2%	-9.5%	5.5%	3.7%	6.9%	-1.8%	-6.5%	12.3%	6.2%	1.7%	
UCB	14.4%	-11.3%	-15.7%	-16.5%	-8.3%	-3.4%	12.3%	-7.8%	-24.3%	63.4%	-4.6%	22.5%	
Pending	-4.4%	-3.1%	-13.0%	0.0%	-14.5%	4.8%	-18.7%	9.9%	-15.3%	24.7%	19.3%	9.9%	
Sold	3.8%	11.5%	-9.3%	-11.1%	-8.7%	-23.5%	10.6%	-5.6%	-0.7%	-5.6%	12.7%	24.5%	
Expired	4.0%	26.9%	48.5%	-32.7%	-36.4%	23.8%	-7.7%	-25.0%	227.8%	-54.2%	-55.6%	108.3%	

Sales to List Price

	2018				2019								
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	
	97.7%	97.5%	97.6%	97.7%	97.2%	97.1%	97.5%	97.1%	97.1%	96.8%	97.3%	97.3%	

Percentage of Homes Sold vs. Homes Listed

	2018				2019								
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	
	39.5%	49.1%	47.0%	46.1%	39.9%	29.5%	30.5%	29.3%	31.1%	26.1%	27.7%	33.9%	

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

	2018				2019								
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Avg.
Active	306	282	259	218	228	247	273	284	272	302	300	276	271
UCB	49	47	31	26	18	19	30	24	19	23	31	40	30
Pending	41	39	32	37	29	28	27	30	19	20	24	38	30
Sold	55	61	64	44	43	29	32	35	41	32	36	35	42
Expired	11	10	16	8	5	5	4	4	10	3	3	5	7

**Percent Change- Month Over Month**

	2018						2019					
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.
Active	-10.8%	-7.8%	-8.2%	-15.8%	4.6%	8.3%	10.5%	4.0%	-4.2%	11.0%	-0.7%	-8.0%
UCB	19.5%	-4.1%	-34.0%	-16.1%	-30.8%	5.6%	57.9%	-20.0%	-20.8%	21.1%	34.8%	29.0%
Pending	-12.8%	-4.9%	-17.9%	15.6%	-21.6%	-3.4%	-3.6%	11.1%	-36.7%	5.3%	20.0%	58.3%
Sold	-1.8%	10.9%	4.9%	-31.3%	-2.3%	-32.6%	10.3%	9.4%	17.1%	-22.0%	12.5%	-2.8%
Expired	37.5%	-9.1%	60.0%	-50.0%	-37.5%	0.0%	-20.0%	0.0%	150.0%	-70.0%	0.0%	66.7%

**Sales to List Price**

	2018				2019								
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	
	94.7%	95.5%	95.4%	94.3%	94.1%	95.2%	95.9%	94.4%	95.0%	96.7%	94.4%	95.7%	

**Percentage of Homes Sold vs. Homes Listed**

	2018						2019					
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.
	18.0%	21.6%	24.7%	20.2%	18.9%	11.7%	11.7%	12.3%	15.1%	10.6%	12.0%	12.7%

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**

	2018				2019								
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Avg.
Active	252	222	197	183	159	168	190	199	205	242	240	245	209
UCB	12	20	9	6	14	7	9	7	7	13	16	19	12
Pending	12	16	13	12	18	17	12	10	7	13	15	16	13
Sold	15	11	27	16	10	21	20	18	16	12	15	17	17
Expired	8	14	16	6	5	3	6	2	10	1	4	5	7

**Percent Change- Month Over Month**

	2018						2019					
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.
Active	2.0%	-11.9%	-11.3%	-7.1%	-13.1%	5.7%	13.1%	4.7%	3.0%	18.0%	-0.8%	2.1%
UCB	-14.3%	66.7%	-55.0%	-33.3%	133.3%	-50.0%	28.6%	-22.2%	0.0%	85.7%	23.1%	18.8%
Pending	-20.0%	33.3%	-18.8%	-7.7%	50.0%	-5.6%	-29.4%	-16.7%	-30.0%	85.7%	15.4%	6.7%
Sold	-16.7%	-26.7%	145.5%	-40.7%	-37.5%	110.0%	-4.8%	-10.0%	-11.1%	-25.0%	25.0%	13.3%
Expired	166.7%	75.0%	14.3%	-62.5%	-16.7%	-40.0%	100.0%	-66.7%	400.0%	-90.0%	300.0%	25.0%

**Sales to List Price**

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

**Percentage of Homes Sold vs. Homes Listed**

	2018						2019					
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.
	6.0%	5.0%	13.7%	8.7%	6.3%	12.5%	10.5%	9.0%	7.8%	5.0%	6.3%	6.9%

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

**Numbers**

	2018										2019				Avg.
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.			
Active	194	170	144	124	114	118	132	136	125	151	162	184	146		
UCB	9	9	8	11	6	7	9	6	7	10	13	13	9		
Pending	18	15	14	12	13	12	7	10	13	12	17	14	13		
Sold	10	19	12	10	13	8	13	7	4	8	8	17	11		
Expired	2	4	10	4	2	3	4	1	6	1	1	1	3		

**Percent Change- Month Over Month**

	2018										2019		
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	
Active	-6.3%	-12.4%	-15.3%	-13.9%	-8.1%	3.5%	11.9%	3.0%	-8.1%	20.8%	7.3%	13.6%	
UCB	12.5%	0.0%	-11.1%	37.5%	-45.5%	16.7%	28.6%	-33.3%	16.7%	42.9%	30.0%	0.0%	
Pending	38.5%	-16.7%	-6.7%	-14.3%	8.3%	-7.7%	-41.7%	42.9%	30.0%	-7.7%	41.7%	-17.6%	
Sold	-28.6%	90.0%	-36.8%	-16.7%	30.0%	-38.5%	62.5%	-46.2%	-42.9%	100.0%	0.0%	112.5%	
Expired	#DIV/0!	100.0%	150.0%	-60.0%	-50.0%	50.0%	33.3%	-75.0%	500.0%	-83.3%	0.0%	0.0%	

**Sales to List Price**

	2018										2019		
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	
	93.4%	92.4%	88.7%	91.5%	90.6%	97.1%	92.8%	94.7%	96.9%	90.4%	93.1%	94.3%	

**Percentage of Homes Sold vs. Homes Listed**

	2018										2019		
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	
	5.2%	11.2%	8.3%	8.1%	11.4%	6.8%	9.8%	5.1%	3.2%	5.3%	4.9%	9.2%	

**\$3,000,000+**

**Numbers**

	2018										2019				Avg.
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.			
Active	149	132	109	99	93	110	127	143	150	156	159	167	133		
UCB	11	7	5	3	7	3	4	4	8	11	7	9	7		
Pending	7	7	3	4	1	-	1	2	3	8	10	10	5		
Sold	7	16	8	2	3	3	2	2	3	2	8	8	5		
Expired	2	4	12	3	3	-	3	3	2	5	-	2	3		

**Percent Change- Month Over Month**

	2018										2019		
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	
Active	-3.2%	-11.4%	-17.4%	-9.2%	-6.1%	18.3%	15.5%	12.6%	4.9%	4.0%	1.9%	5.0%	
UCB	175.0%	-36.4%	-28.6%	-40.0%	133.3%	-57.1%	33.3%	0.0%	100.0%	37.5%	-36.4%	28.6%	
Pending	0.0%	0.0%	-57.1%	33.3%	-75.0%	-100.0%	#DIV/0!	100.0%	50.0%	166.7%	25.0%	0.0%	
Sold	40.0%	128.6%	-50.0%	-75.0%	50.0%	0.0%	-33.3%	0.0%	50.0%	-33.3%	300.0%	0.0%	
Expired	-50.0%	100.0%	200.0%	-75.0%	0.0%	-100.0%	#DIV/0!	0.0%	-33.3%	150.0%	-100.0%	#DIV/0!	

**Sales to List Price**

	2018										2019		
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	
	92.5%	92.7%	94.9%	86.1%	94.4%	99.1%	97.7%	96.6%	92.9%	96.0%	82.6%	94.4%	

**Percentage of Homes Sold vs. Homes Listed**

	2018										2019		
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	
	4.7%	12.1%	7.3%	2.0%	3.2%	2.7%	1.6%	1.4%	1.3%	1.3%	5.0%	4.8%	

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