

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

**All Price Points**

	2018						2019						Avg.
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	
<b>Active</b>	1,474	1,491	1,573	1,716	1,738	1,665	1,876	1,950	1,982	1,892	1,774	1,556	1,724
<b>UCB</b>	239	222	207	244	218	175	279	278	336	350	325	271	262
<b>Pending</b>	286	250	255	208	229	192	240	288	332	366	340	299	274
<b>Sold</b>	464	427	335	370	348	347	322	368	453	529	613	520	425
<b>Expired</b>	54	36	37	41	28	87	37	20	38	57	41	76	46

**Percent Change- Month Over Month**

	2018						2019					
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	May
<b>Active</b>	-10.6%	1.2%	5.5%	9.1%	1.3%	-4.2%	12.7%	3.9%	1.6%	-4.5%	-6.2%	-12.3%
<b>UCB</b>	-15.8%	-7.1%	-6.8%	17.9%	-10.7%	-19.7%	59.4%	-0.4%	20.9%	4.2%	-7.1%	-16.6%
<b>Pending</b>	1.1%	-12.6%	2.0%	-18.4%	10.1%	-16.2%	25.0%	20.0%	15.3%	10.2%	-7.1%	-12.1%
<b>Sold</b>	-15.9%	-8.0%	-21.5%	10.4%	-5.9%	-0.3%	-7.2%	14.3%	23.1%	16.8%	15.9%	-15.2%
<b>Expired</b>	-47.6%	-33.3%	2.8%	10.8%	-31.7%	210.7%	-57.5%	-45.9%	90.0%	50.0%	-28.1%	85.4%

**Sales Price to List Price**

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

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

	2018						2019					
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.
	31.5%	28.6%	21.3%	21.6%	20.0%	20.8%	17.2%	18.9%	22.9%	28.0%	34.6%	33.4%

**<\$999,999**

	2018						2019						Avg.
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	
<b>Active</b>	850	897	930	994	976	913	1,025	1,089	1,108	1,054	975	860	973
<b>UCB</b>	193	177	171	192	177	134	219	209	256	267	250	221	206
<b>Pending</b>	221	189	198	161	177	150	187	223	245	281	259	239	211
<b>Sold</b>	392	358	274	303	286	284	268	302	376	424	497	420	349
<b>Expired</b>	33	21	26	24	18	59	27	12	25	31	15	33	27

**Percent Change- Month Over Month**

	2018						2019					
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	May
<b>Active</b>	-9.5%	5.5%	3.7%	6.9%	-1.8%	-6.5%	12.3%	6.2%	1.7%	-4.9%	-7.5%	-11.8%
<b>UCB</b>	-16.5%	-8.3%	-3.4%	12.3%	-7.8%	-24.3%	63.4%	-4.6%	22.5%	4.3%	-6.4%	-11.6%
<b>Pending</b>	0.0%	-14.5%	4.8%	-18.7%	9.9%	-15.3%	24.7%	19.3%	9.9%	14.7%	-7.8%	-7.7%
<b>Sold</b>	-11.1%	-8.7%	-23.5%	10.6%	-5.6%	-0.7%	-5.6%	12.7%	24.5%	12.8%	17.2%	-15.5%
<b>Expired</b>	-32.7%	-36.4%	23.8%	-7.7%	-25.0%	227.8%	-54.2%	-55.6%	108.3%	24.0%	-51.6%	120.0%

**Sales to List Price**

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

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

	2018						2019					
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.
	46.1%	39.9%	29.5%	30.5%	29.3%	31.1%	26.1%	27.7%	33.9%	40.2%	51.0%	48.8%

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

	2018						2019						Avg.
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	
Active	218	228	247	273	284	272	302	300	276	269	256	231	263
UCB	26	18	19	30	24	19	23	31	40	39	38	28	28
Pending	37	29	28	27	30	19	20	24	38	40	35	20	29
Sold	44	43	29	32	35	41	32	36	35	49	57	48	40
Expired	8	5	5	4	4	10	3	3	5	12	10	10	7

**Percent Change- Month Over Month**

	2018						2019					
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	May
Active	-15.8%	4.6%	8.3%	10.5%	4.0%	-4.2%	11.0%	-0.7%	-8.0%	-2.5%	-4.8%	-9.8%
UCB	-16.1%	-30.8%	5.6%	57.9%	-20.0%	-20.8%	21.1%	34.8%	29.0%	-2.5%	-2.6%	-26.3%
Pending	15.6%	-21.6%	-3.4%	-3.6%	11.1%	-36.7%	5.3%	20.0%	58.3%	5.3%	-12.5%	-42.9%
Sold	-31.3%	-2.3%	-32.6%	10.3%	9.4%	17.1%	-22.0%	12.5%	-2.8%	40.0%	16.3%	-15.8%
Expired	-50.0%	-37.5%	0.0%	-20.0%	0.0%	150.0%	-70.0%	0.0%	66.7%	140.0%	-16.7%	0.0%

**Sales to List Price**

	2018						2019					
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.
	94.3%	94.1%	95.2%	95.9%	94.4%	95.0%	96.7%	94.4%	95.7%	95.4%	96.1%	95.2%

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

	2018						2019					
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.
	20.2%	18.9%	11.7%	11.7%	12.3%	15.1%	10.6%	12.0%	12.7%	18.2%	22.3%	20.8%

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						Avg.
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	
Active	183	159	168	190	199	205	242	240	245	223	215	189	205
UCB	6	14	7	9	7	7	13	16	19	19	20	12	12
Pending	12	18	17	12	10	7	13	15	16	22	20	14	15
Sold	16	10	21	20	18	16	12	15	17	31	30	27	19
Expired	6	5	3	6	2	10	1	4	5	7	6	14	6

**Percent Change- Month Over Month**

	2018						2019					
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	May
Active	-7.1%	-13.1%	5.7%	13.1%	4.7%	3.0%	18.0%	-0.8%	2.1%	-9.0%	-3.6%	-12.1%
UCB	-33.3%	133.3%	-50.0%	28.6%	-22.2%	0.0%	85.7%	23.1%	18.8%	0.0%	5.3%	-40.0%
Pending	-7.7%	50.0%	-5.6%	-29.4%	-16.7%	-30.0%	85.7%	15.4%	6.7%	37.5%	-9.1%	-30.0%
Sold	-40.7%	-37.5%	110.0%	-4.8%	-10.0%	-11.1%	-25.0%	25.0%	13.3%	82.4%	-3.2%	-10.0%
Expired	-62.5%	-16.7%	-40.0%	100.0%	-66.7%	400.0%	-90.0%	300.0%	25.0%	40.0%	-14.3%	133.3%

**Sales to List Price**

	2018						2019					
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.
	94.9%	94.0%	95.1%	94.9%	96.4%	94.4%	95.0%	96.4%	94.9%	95.4%	96.0%	95.6%

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

	2018						2019					
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.
	8.7%	6.3%	12.5%	10.5%	9.0%	7.8%	5.0%	6.3%	6.9%	13.9%	14.0%	14.3%

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

**Numbers**

	2018						2019						Avg.
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	
Active	124	114	118	132	136	125	151	162	184	184	182	147	147
UCB	11	6	7	9	6	7	10	13	13	13	9	7	9
Pending	12	13	12	7	10	13	12	17	14	18	19	21	14
Sold	10	13	8	13	7	4	8	8	17	15	17	15	11
Expired	4	2	3	4	1	6	1	1	1	3	4	13	4

**Percent Change- Month Over Month**

	2018						2019						May
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May		
Active	-13.9%	-8.1%	3.5%	11.9%	3.0%	-8.1%	20.8%	7.3%	13.6%	0.0%	-1.1%	-19.2%	
UCB	37.5%	-45.5%	16.7%	28.6%	-33.3%	16.7%	42.9%	30.0%	0.0%	0.0%	-30.8%	-22.2%	
Pending	-14.3%	8.3%	-7.7%	-41.7%	42.9%	30.0%	-7.7%	41.7%	-17.6%	28.6%	5.6%	10.5%	
Sold	-16.7%	30.0%	-38.5%	62.5%	-46.2%	-42.9%	100.0%	0.0%	112.5%	-11.8%	13.3%	-11.8%	
Expired	-60.0%	-50.0%	50.0%	33.3%	-75.0%	500.0%	-83.3%	0.0%	0.0%	200.0%	33.3%	225.0%	

**Sales to List Price**

	2018						2019					
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.
	91.5%	90.6%	97.1%	92.8%	94.7%	96.9%	90.4%	93.1%	94.3%	93.7%	92.2%	95.0%

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

	2018						2019					
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.
	8.1%	11.4%	6.8%	9.8%	5.1%	3.2%	5.3%	4.9%	9.2%	8.2%	9.3%	10.1%

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

**Numbers**

	2018						2019						Avg.
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	
Active	99	93	110	127	143	150	156	159	167	159	146	128	136
UCB	3	7	3	4	4	8	11	7	9	12	8	3	7
Pending	4	1	-	1	2	3	8	10	10	5	7	5	5
Sold	2	3	3	2	2	3	2	8	8	10	12	10	5
Expired	3	3	-	3	3	2	5	-	2	4	6	6	3

**Percent Change- Month Over Month**

	2018						2019						May
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May		
Active	-9.2%	-6.1%	18.3%	15.5%	12.6%	4.9%	4.0%	1.9%	5.0%	-4.8%	-8.2%	-12.3%	
UCB	-40.0%	133.3%	-57.1%	33.3%	0.0%	100.0%	37.5%	-36.4%	28.6%	33.3%	-33.3%	-62.5%	
Pending	33.3%	-75.0%	-100.0%	#DIV/0!	100.0%	50.0%	166.7%	25.0%	0.0%	-50.0%	40.0%	-28.6%	
Sold	-75.0%	50.0%	0.0%	-33.3%	0.0%	50.0%	-33.3%	300.0%	0.0%	25.0%	20.0%	-16.7%	
Expired	-75.0%	0.0%	-100.0%	#DIV/0!	0.0%	-33.3%	150.0%	-100.0%	#DIV/0!	100.0%	50.0%	0.0%	

**Sales to List Price**

	2018						2019					
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.
	86.1%	94.4%	99.1%	97.7%	96.6%	92.9%	96.0%	82.6%	94.4%	93.8%	94.2%	93.3%

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

	2018						2019					
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.
	2.0%	3.2%	2.7%	1.6%	1.4%	1.3%	1.3%	5.0%	4.8%	6.3%	8.2%	7.8%

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