

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

All Price Points

	2018					2019								Avg.
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.		
Active	1,491	1,573	1,716	1,738	1,665	1,876	1,950	1,982	1,892	1,774	1,556	1,300	1,709	
UCB	222	207	244	218	175	279	278	336	350	325	271	259	264	
Pending	250	255	208	229	192	240	288	332	366	340	299	271	273	
Sold	427	335	370	348	347	322	368	453	529	613	520	475	426	
Expired	36	37	41	28	87	37	20	38	57	41	76	63	47	

Percent Change- Month Over Month

	2018					2019							
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	
Active	1.2%	5.5%	9.1%	1.3%	-4.2%	12.7%	3.9%	1.6%	-4.5%	-6.2%	-12.3%	-16.5%	
UCB	-7.1%	-6.8%	17.9%	-10.7%	-19.7%	59.4%	-0.4%	20.9%	4.2%	-7.1%	-16.6%	-4.4%	
Pending	-12.6%	2.0%	-18.4%	10.1%	-16.2%	25.0%	20.0%	15.3%	10.2%	-7.1%	-12.1%	-9.4%	
Sold	-8.0%	-21.5%	10.4%	-5.9%	-0.3%	-7.2%	14.3%	23.1%	16.8%	15.9%	-15.2%	-8.7%	
Expired	-33.3%	2.8%	10.8%	-31.7%	210.7%	-57.5%	-45.9%	90.0%	50.0%	-28.1%	85.4%	-17.1%	

Sales Price to List Price

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

Percentage of Homes Sold vs. Homes Listed

	2018					2019							
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	
	28.6%	21.3%	21.6%	20.0%	20.8%	17.2%	18.9%	22.9%	28.0%	34.6%	33.4%	36.5%	

<\$999,999

	2018					2019								Avg.
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.		
Active	897	930	994	976	913	1,025	1,089	1,108	1,054	975	860	706	961	
UCB	177	171	192	177	134	219	209	256	267	250	221	216	207	
Pending	189	198	161	177	150	187	223	245	281	259	239	229	212	
Sold	358	274	303	286	284	268	302	376	424	497	420	395	349	
Expired	21	26	24	18	59	27	12	25	31	15	33	39	28	

Percent Change- Month Over Month

	2018					2019							
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	
Active	5.5%	3.7%	6.9%	-1.8%	-6.5%	12.3%	6.2%	1.7%	-4.9%	-7.5%	-11.8%	-17.9%	
UCB	-8.3%	-3.4%	12.3%	-7.8%	-24.3%	63.4%	-4.6%	22.5%	4.3%	-6.4%	-11.6%	-2.3%	
Pending	-14.5%	4.8%	-18.7%	9.9%	-15.3%	24.7%	19.3%	9.9%	14.7%	-7.8%	-7.7%	-4.2%	
Sold	-8.7%	-23.5%	10.6%	-5.6%	-0.7%	-5.6%	12.7%	24.5%	12.8%	17.2%	-15.5%	-6.0%	
Expired	-36.4%	23.8%	-7.7%	-25.0%	227.8%	-54.2%	-55.6%	108.3%	24.0%	-51.6%	120.0%	18.2%	

Sales to List Price

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

Percentage of Homes Sold vs. Homes Listed

	2018					2019							
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	
	39.9%	29.5%	30.5%	29.3%	31.1%	26.1%	27.7%	33.9%	40.2%	51.0%	48.8%	55.9%	

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

	2018					2019								Avg.
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.		
Active	228	247	273	284	272	302	300	276	269	256	231	198	261	
UCB	18	19	30	24	19	23	31	40	39	38	28	21	28	
Pending	29	28	27	30	19	20	24	38	40	35	20	21	28	
Sold	43	29	32	35	41	32	36	35	49	57	48	37	40	
Expired	5	5	4	4	10	3	3	5	12	10	10	11	7	

Percent Change- Month Over Month

	2018					2019						
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.
Active	4.6%	8.3%	10.5%	4.0%	-4.2%	11.0%	-0.7%	-8.0%	-2.5%	-4.8%	-9.8%	-14.3%
UCB	-30.8%	5.6%	57.9%	-20.0%	-20.8%	21.1%	34.8%	29.0%	-2.5%	-2.6%	-26.3%	-25.0%
Pending	-21.6%	-3.4%	-3.6%	11.1%	-36.7%	5.3%	20.0%	58.3%	5.3%	-12.5%	-42.9%	5.0%
Sold	-2.3%	-32.6%	10.3%	9.4%	17.1%	-22.0%	12.5%	-2.8%	40.0%	16.3%	-15.8%	-22.9%
Expired	-37.5%	0.0%	-20.0%	0.0%	150.0%	-70.0%	0.0%	66.7%	140.0%	-16.7%	0.0%	10.0%

Sales to List Price

	2018					2019						
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.
	94.1%	95.2%	95.9%	94.4%	95.0%	96.7%	94.4%	95.7%	95.4%	96.1%	95.2%	95.6%

All data provided by the Arizona Regional Multiple Listing System. Numbers subject to change.

Percentage of Homes Sold vs. Homes Listed

	2018					2019						
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.
	18.9%	11.7%	11.7%	12.3%	15.1%	10.6%	12.0%	12.7%	18.2%	22.3%	20.8%	18.7%

Trend Analysis - Scottsdale Single-Family Homes - Resale

\$1,500,000 - \$1,999,999

Numbers

	2018					2019								Avg.
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.		
Active	159	168	190	199	205	242	240	245	223	215	189	155	203	
UCB	14	7	9	7	7	13	16	19	19	20	12	10	13	
Pending	18	17	12	10	7	13	15	16	22	20	14	6	14	
Sold	10	21	20	18	16	12	15	17	31	30	27	23	20	
Expired	5	3	6	2	10	1	4	5	7	6	14	8	6	

Percent Change- Month Over Month

	2018					2019						
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.
Active	-13.1%	5.7%	13.1%	4.7%	3.0%	18.0%	-0.8%	2.1%	-9.0%	-3.6%	-12.1%	-18.0%
UCB	133.3%	-50.0%	28.6%	-22.2%	0.0%	85.7%	23.1%	18.8%	0.0%	5.3%	-40.0%	-16.7%
Pending	50.0%	-5.6%	-29.4%	-16.7%	-30.0%	85.7%	15.4%	6.7%	37.5%	-9.1%	-30.0%	-57.1%
Sold	-37.5%	110.0%	-4.8%	-10.0%	-11.1%	-25.0%	25.0%	13.3%	82.4%	-3.2%	-10.0%	-14.8%
Expired	-16.7%	-40.0%	100.0%	-66.7%	400.0%	-90.0%	300.0%	25.0%	40.0%	-14.3%	133.3%	-42.9%

Sales to List Price

	2018					2019						
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.
	94.0%	95.1%	94.9%	96.4%	94.4%	95.0%	96.4%	94.9%	95.4%	96.0%	95.6%	95.3%

Percentage of Homes Sold vs. Homes Listed

	2018					2019						
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.
	6.3%	12.5%	10.5%	9.0%	7.8%	5.0%	6.3%	6.9%	13.9%	14.0%	14.3%	14.8%

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

Numbers

	2018					2019								Avg.
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.		
Active	114	118	132	136	125	151	162	184	184	182	147	128	147	
UCB	6	7	9	6	7	10	13	13	13	9	7	9	9	
Pending	13	12	7	10	13	12	17	14	18	19	21	11	14	
Sold	13	8	13	7	4	8	8	17	15	17	15	17	12	
Expired	2	3	4	1	6	1	1	1	3	4	13	5	4	

Percent Change- Month Over Month

	2018					2019						
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.
Active	-8.1%	3.5%	11.9%	3.0%	-8.1%	20.8%	7.3%	13.6%	0.0%	-1.1%	-19.2%	-12.9%
UCB	-45.5%	16.7%	28.6%	-33.3%	16.7%	42.9%	30.0%	0.0%	0.0%	-30.8%	-22.2%	28.6%
Pending	8.3%	-7.7%	-41.7%	42.9%	30.0%	-7.7%	41.7%	-17.6%	28.6%	5.6%	10.5%	-47.6%
Sold	30.0%	-38.5%	62.5%	-46.2%	-42.9%	100.0%	0.0%	112.5%	-11.8%	13.3%	-11.8%	13.3%
Expired	-50.0%	50.0%	33.3%	-75.0%	500.0%	-83.3%	0.0%	0.0%	200.0%	33.3%	225.0%	-61.5%

Sales to List Price

	2019											
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.
	90.6%	97.1%	92.8%	94.7%	96.9%	90.4%	93.1%	94.3%	93.7%	92.2%	95.0%	93.8%

Percentage of Homes Sold vs. Homes Listed

	2019											
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.
	11.4%	6.8%	9.8%	5.1%	3.2%	5.3%	4.9%	9.2%	8.2%	9.3%	10.1%	13.3%

\$3,000,000+

Numbers

	2018					2019								Avg.
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.		
Active	93	110	127	143	150	156	159	167	159	146	128	113	138	
UCB	7	3	4	4	8	11	7	9	12	8	3	3	7	
Pending	1	-	1	2	3	8	10	10	5	7	5	4	5	
Sold	3	3	2	2	3	2	8	8	10	12	10	3	6	
Expired	3	-	3	3	2	5	-	2	4	6	6	-	3	

Percent Change- Month Over Month

	2018					2019						
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.
Active	-6.1%	18.3%	15.5%	12.6%	4.9%	4.0%	1.9%	5.0%	-4.8%	-8.2%	-12.3%	-11.7%
UCB	133.3%	-57.1%	33.3%	0.0%	100.0%	37.5%	-36.4%	28.6%	33.3%	-33.3%	-62.5%	0.0%
Pending	-75.0%	-100.0%	#DIV/0!	100.0%	50.0%	166.7%	25.0%	0.0%	-50.0%	40.0%	-28.6%	-20.0%
Sold	50.0%	0.0%	-33.3%	0.0%	50.0%	-33.3%	300.0%	0.0%	25.0%	20.0%	-16.7%	-70.0%
Expired	0.0%	-100.0%	#DIV/0!	0.0%	-33.3%	150.0%	-100.0%	#DIV/0!	100.0%	50.0%	0.0%	-100.0%

Sales to List Price

	2019											
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.
	94.4%	99.1%	97.7%	96.6%	92.9%	96.0%	82.6%	94.4%	93.8%	94.2%	93.3%	91.7%

Percentage of Homes Sold vs. Homes Listed

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

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