

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

All Price Points

	2018				2019								
	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Avg.
Active	1,573	1,716	1,738	1,665	1,876	1,950	1,982	1,892	1,774	1,556	1,300	1,240	1,689
UCB	207	244	218	175	279	278	336	350	325	271	259	243	265
Pending	255	208	229	192	240	288	332	366	340	299	271	271	274
Sold	335	370	348	347	322	368	453	529	613	520	475	449	427
Expired	37	41	28	87	37	20	38	57	41	76	63	40	47

Percent Change- Month Over Month

	2018				2019							
	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.
Active	5.5%	9.1%	1.3%	-4.2%	12.7%	3.9%	1.6%	-4.5%	-6.2%	-12.3%	-16.5%	-4.6%
UCB	-6.8%	17.9%	-10.7%	-19.7%	59.4%	-0.4%	20.9%	4.2%	-7.1%	-16.6%	-4.4%	-6.2%
Pending	2.0%	-18.4%	10.1%	-16.2%	25.0%	20.0%	15.3%	10.2%	-7.1%	-12.1%	-9.4%	0.0%
Sold	-21.5%	10.4%	-5.9%	-0.3%	-7.2%	14.3%	23.1%	16.8%	15.9%	-15.2%	-8.7%	-5.5%
Expired	2.8%	10.8%	-31.7%	210.7%	-57.5%	-45.9%	90.0%	50.0%	-28.1%	85.4%	-17.1%	-36.5%

Sales Price to List Price

	2018				2019							
	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.
	96.3%	96.4%	96.4%	96.3%	96.1%	94.5%	96.3%	96.3%	96.4%	96.4%	96.3%	96.6%

Percentage of Homes Sold vs. Homes Listed

	2018				2019							
	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.
	21.3%	21.6%	20.0%	20.8%	17.2%	18.9%	22.9%	28.0%	34.6%	33.4%	36.5%	36.2%

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	2018				2019								
	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Avg.
Active	930	994	976	913	1,025	1,089	1,108	1,054	975	860	706	639	939
UCB	171	192	177	134	219	209	256	267	250	221	216	199	209
Pending	198	161	177	150	187	223	245	281	259	239	229	220	214
Sold	274	303	286	284	268	302	376	424	497	420	395	395	352
Expired	26	24	18	59	27	12	25	31	15	33	39	30	28

Percent Change- Month Over Month

	2018				2019							
	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.
Active	3.7%	6.9%	-1.8%	-6.5%	12.3%	6.2%	1.7%	-4.9%	-7.5%	-11.8%	-17.9%	-9.5%
UCB	-3.4%	12.3%	-7.8%	-24.3%	63.4%	-4.6%	22.5%	4.3%	-6.4%	-11.6%	-2.3%	-7.9%
Pending	4.8%	-18.7%	9.9%	-15.3%	24.7%	19.3%	9.9%	14.7%	-7.8%	-7.7%	-4.2%	-3.9%
Sold	-23.5%	10.6%	-5.6%	-0.7%	-5.6%	12.7%	24.5%	12.8%	17.2%	-15.5%	-6.0%	0.0%
Expired	23.8%	-7.7%	-25.0%	227.8%	-54.2%	-55.6%	108.3%	24.0%	-51.6%	120.0%	18.2%	-23.1%

Sales to List Price

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

Percentage of Homes Sold vs. Homes Listed

	2018				2019							
	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.
	29.5%	30.5%	29.3%	31.1%	26.1%	27.7%	33.9%	40.2%	51.0%	48.8%	55.9%	61.8%

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

	2018				2019									Avg.
	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.		
Active	247	273	284	272	302	300	276	269	256	231	198	212	260	
UCB	19	30	24	19	23	31	40	39	38	28	21	23	28	
Pending	28	27	30	19	20	24	38	40	35	20	21	21	27	
Sold	29	32	35	41	32	36	35	49	57	48	37	28	38	
Expired	5	4	4	10	3	3	5	12	10	10	11	4	7	

Percent Change- Month Over Month

	2018				2019							
	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.
Active	8.3%	10.5%	4.0%	-4.2%	11.0%	-0.7%	-8.0%	-2.5%	-4.8%	-9.8%	-14.3%	7.1%
UCB	5.6%	57.9%	-20.0%	-20.8%	21.1%	34.8%	29.0%	-2.5%	-2.6%	-26.3%	-25.0%	9.5%
Pending	-3.4%	-3.6%	11.1%	-36.7%	5.3%	20.0%	58.3%	5.3%	-12.5%	-42.9%	5.0%	0.0%
Sold	-32.6%	10.3%	9.4%	17.1%	-22.0%	12.5%	-2.8%	40.0%	16.3%	-15.8%	-22.9%	-24.3%
Expired	0.0%	-20.0%	0.0%	150.0%	-70.0%	0.0%	66.7%	140.0%	-16.7%	0.0%	10.0%	-63.6%

Sales to List Price

	2018				2019							
	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.
	95.2%	95.9%	94.4%	95.0%	96.7%	94.4%	95.7%	95.4%	96.1%	95.2%	95.6%	94.2%

Percentage of Homes Sold vs. Homes Listed

	2018				2019							
	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.
	11.7%	11.7%	12.3%	15.1%	10.6%	12.0%	12.7%	18.2%	22.3%	20.8%	18.7%	13.2%

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.
	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.		
Active	168	190	199	205	242	240	245	223	215	189	155	148	202	
UCB	7	9	7	7	13	16	19	19	20	12	10	11	13	
Pending	17	12	10	7	13	15	16	22	20	14	6	11	14	
Sold	21	20	18	16	12	15	17	31	30	27	23	13	20	
Expired	3	6	2	10	1	4	5	7	6	14	8	2	6	

Percent Change- Month Over Month

	2018				2019							
	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.
Active	5.7%	13.1%	4.7%	3.0%	18.0%	-0.8%	2.1%	-9.0%	-3.6%	-12.1%	-18.0%	-4.5%
UCB	-50.0%	28.6%	-22.2%	0.0%	85.7%	23.1%	18.8%	0.0%	5.3%	-40.0%	-16.7%	10.0%
Pending	-5.6%	-29.4%	-16.7%	-30.0%	85.7%	15.4%	6.7%	37.5%	-9.1%	-30.0%	-57.1%	83.3%
Sold	110.0%	-4.8%	-10.0%	-11.1%	-25.0%	25.0%	13.3%	82.4%	-3.2%	-10.0%	-14.8%	-43.5%
Expired	-40.0%	100.0%	-66.7%	400.0%	-90.0%	300.0%	25.0%	40.0%	-14.3%	133.3%	-42.9%	-75.0%

Sales to List Price

	2018				2019							
	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.
	95.1%	94.9%	96.4%	94.4%	95.0%	96.4%	94.9%	95.4%	96.0%	95.6%	95.3%	94.3%

Percentage of Homes Sold vs. Homes Listed

	2018				2019							
	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.
	12.5%	10.5%	9.0%	7.8%	5.0%	6.3%	6.9%	13.9%	14.0%	14.3%	14.8%	8.8%

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

Numbers

	2018				2019									Avg.
	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.		
Active	118	132	136	125	151	162	184	184	182	147	128	128	148	
UCB	7	9	6	7	10	13	13	13	9	7	9	7	9	
Pending	12	7	10	13	12	17	14	18	19	21	11	16	14	
Sold	8	13	7	4	8	8	17	15	17	15	17	11	12	
Expired	3	4	1	6	1	1	1	3	4	13	5	11	4	

Percent Change- Month Over Month

	2018				2019							
	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.
Active	3.5%	11.9%	3.0%	-8.1%	20.8%	7.3%	13.6%	0.0%	-1.1%	-19.2%	-12.9%	0.0%
UCB	16.7%	28.6%	-33.3%	16.7%	42.9%	30.0%	0.0%	0.0%	-30.8%	-22.2%	28.6%	-22.2%
Pending	-7.7%	-41.7%	42.9%	30.0%	-7.7%	41.7%	-17.6%	28.6%	5.6%	10.5%	-47.6%	45.5%
Sold	-38.5%	62.5%	-46.2%	-42.9%	100.0%	0.0%	112.5%	-11.8%	13.3%	-11.8%	13.3%	-35.3%
Expired	50.0%	33.3%	-75.0%	500.0%	-83.3%	0.0%	0.0%	200.0%	33.3%	225.0%	-61.5%	120.0%

Sales to List Price

	2018				2019							
	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.
	97.1%	92.8%	94.7%	96.9%	90.4%	93.1%	94.3%	93.7%	92.2%	95.0%	93.8%	94.4%

Percentage of Homes Sold vs. Homes Listed

	2018				2019							
	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.
	6.8%	9.8%	5.1%	3.2%	5.3%	4.9%	9.2%	8.2%	9.3%	10.1%	13.3%	8.6%

\$3,000,000+

Numbers

	2018				2019									Avg.
	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.		
Active	110	127	143	150	156	159	167	159	146	128	113	113	139	
UCB	3	4	4	8	11	7	9	12	8	3	3	3	6	
Pending	-	1	2	3	8	10	10	5	7	5	4	3	5	
Sold	3	2	2	3	2	8	8	10	12	10	3	2	5	
Expired	-	3	3	2	5	-	2	4	6	6	-	2	3	

Percent Change- Month Over Month

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

Sales to List Price

	2018				2019							
	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.
	99.1%	97.7%	96.6%	92.9%	96.0%	82.6%	94.4%	93.8%	94.2%	93.3%	91.7%	93.9%

Percentage of Homes Sold vs. Homes Listed

	2018				2019							
	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.
	2.7%	1.6%	1.4%	1.3%	1.3%	5.0%	4.8%	6.3%	8.2%	7.8%	2.7%	1.8%

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