

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

All Price Points

	2019												
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Avg.
Active	1,738	1,665	1,876	1,950	1,982	1,892	1,774	1,556	1,300	1,240	1,261	1,376	1,634
UCB	218	175	279	278	336	350	325	271	259	243	221	246	267
Pending	229	192	240	288	332	366	340	299	271	271	263	269	280
Sold	348	347	322	368	453	529	613	520	475	449	423	433	440
Expired	28	87	37	20	38	57	41	76	63	40	28	25	45

Sales Price to List Price

2019												
Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	
96.4%	96.3%	96.1%	94.5%	96.3%	96.3%	96.4%	96.4%	96.3%	96.6%	97.1%	96.3%	

Percent Change- Month Over Month

	2019											
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
Active	1.3%	-4.2%	12.7%	3.9%	1.6%	-4.5%	-6.2%	-12.3%	-16.5%	-4.6%	1.7%	9.1%
UCB	-10.7%	-19.7%	59.4%	-0.4%	20.9%	4.2%	-7.1%	-16.6%	-4.4%	-6.2%	-9.1%	11.3%
Pending	10.1%	-16.2%	25.0%	20.0%	15.3%	10.2%	-7.1%	-12.1%	-9.4%	0.0%	-3.0%	2.3%
Sold	-5.9%	-0.3%	-7.2%	14.3%	23.1%	16.8%	15.9%	-15.2%	-8.7%	-5.5%	-5.8%	2.4%
Expired	-31.7%	210.7%	-57.5%	-45.9%	90.0%	50.0%	-28.1%	85.4%	-17.1%	-36.5%	-30.0%	-10.7%

Percentage of Homes Sold vs. Homes Listed

2019												
Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	
20.0%	20.8%	17.2%	18.9%	22.9%	28.0%	34.6%	33.4%	36.5%	36.2%	33.5%	31.5%	

<\$999,999

	2019												
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Avg.
Active	976	913	1,025	1,089	1,108	1,054	975	860	706	639	618	652	885
UCB	177	134	219	209	256	267	250	221	216	199	172	173	208
Pending	177	150	187	223	245	281	259	239	229	220	206	213	219
Sold	286	284	268	302	376	424	497	420	395	395	372	363	365
Expired	18	59	27	12	25	31	15	33	39	30	17	15	27

Sales to List Price

2019												
Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	
97.1%	97.1%	96.8%	97.3%	97.3%	97.5%	97.6%	97.6%	97.5%	97.6%	97.9%	97.4%	

Percent Change- Month Over Month

	2019											
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
Active	-1.8%	-6.5%	12.3%	6.2%	1.7%	-4.9%	-7.5%	-11.8%	-17.9%	-9.5%	-3.3%	5.5%
UCB	-7.8%	-24.3%	63.4%	-4.6%	22.5%	4.3%	-6.4%	-11.6%	-2.3%	-7.9%	-13.6%	0.6%
Pending	9.9%	-15.3%	24.7%	19.3%	9.9%	14.7%	-7.8%	-7.7%	-4.2%	-3.9%	-6.4%	3.4%
Sold	-5.6%	-0.7%	-5.6%	12.7%	24.5%	12.8%	17.2%	-15.5%	-6.0%	0.0%	-5.8%	-2.4%
Expired	-25.0%	227.8%	-54.2%	-55.6%	108.3%	24.0%	-51.6%	120.0%	18.2%	-23.1%	-43.3%	-11.8%

Percentage of Homes Sold vs. Homes Listed

2019												
Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	
29.3%	31.1%	26.1%	27.7%	33.9%	40.2%	51.0%	48.8%	55.9%	61.8%	60.2%	55.7%	

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

	2019												
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Avg.
Active	284	272	302	300	276	269	256	231	198	212	220	250	256
UCB	24	19	23	31	40	39	38	28	21	23	30	43	30
Pending	30	19	20	24	38	40	35	20	21	21	25	24	26
Sold	35	41	32	36	35	49	57	48	37	28	33	33	39
Expired	4	10	3	3	5	12	10	10	11	4	2	5	7

Sales to List Price

2019												
Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	
94.4%	95.0%	96.7%	94.4%	95.7%	95.4%	96.1%	95.2%	95.6%	94.2%	95.4%	95.8%	

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

	2019												
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Avg.
Active	199	205	242	240	245	223	215	189	155	148	159	171	199
UCB	7	7	13	16	19	19	20	12	10	11	9	15	13
Pending	10	7	13	15	16	22	20	14	6	11	12	15	13
Sold	18	16	12	15	17	31	30	27	23	13	9	14	19
Expired	2	10	1	4	5	7	6	14	8	2	5	5	6

Sales to List Price

2019												
Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	
96.4%	94.4%	95.0%	96.4%	94.9%	95.4%	96.0%	95.6%	95.3%	94.3%	95.0%	95.7%	

Percent Change- Month Over Month

	2019											
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
Active	4.0%	-4.2%	11.0%	-0.7%	-8.0%	-2.5%	-4.8%	-9.8%	-14.3%	7.1%	3.8%	13.6%
UCB	-20.0%	-20.8%	21.1%	34.8%	29.0%	-2.5%	-2.6%	-26.3%	-25.0%	9.5%	30.4%	43.3%
Pending	11.1%	-36.7%	5.3%	20.0%	58.3%	5.3%	-12.5%	-42.9%	5.0%	0.0%	19.0%	-4.0%
Sold	9.4%	17.1%	-22.0%	12.5%	-2.8%	40.0%	16.3%	-15.8%	-22.9%	-24.3%	17.9%	0.0%
Expired	0.0%	150.0%	-70.0%	0.0%	66.7%	140.0%	-16.7%	0.0%	10.0%	-63.6%	-50.0%	150.0%

Percentage of Homes Sold vs. Homes Listed

2019												
Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	
12.3%	15.1%	10.6%	12.0%	12.7%	18.2%	22.3%	20.8%	18.7%	13.2%	15.0%	13.2%	

Percent Change- Month Over Month

	2019											
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
Active	4.7%	3.0%	18.0%	-0.8%	2.1%	-9.0%	-3.6%	-12.1%	-18.0%	-4.5%	7.4%	7.5%
UCB	-22.2%	0.0%	85.7%	23.1%	18.8%	0.0%	5.3%	-40.0%	-16.7%	10.0%	-18.2%	66.7%
Pending	-16.7%	-30.0%	85.7%	15.4%	6.7%	37.5%	-9.1%	-30.0%	-57.1%	83.3%	9.1%	25.0%
Sold	-10.0%	-11.1%	-25.0%	25.0%	13.3%	82.4%	-3.2%	-10.0%	-14.8%	-43.5%	-30.8%	55.6%
Expired	-66.7%	400.0%	-90.0%	300.0%	25.0%	40.0%	-14.3%	133.3%	-42.9%	-75.0%	150.0%	0.0%

Percentage of Homes Sold vs. Homes Listed

2019												
Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	
9.0%	7.8%	5.0%	6.3%	6.9%	13.9%	14.0%	14.3%	14.8%	8.8%	5.7%	8.2%	

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

Numbers

	2019												
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Avg.
Active	136	125	151	162	184	184	182	147	128	128	141	160	152
UCB	6	7	10	13	13	13	9	7	9	7	6	11	9
Pending	10	13	12	17	14	18	19	21	11	16	13	11	15
Sold	7	4	8	8	17	15	17	15	17	11	9	17	12
Expired	1	6	1	1	1	3	4	13	5	11	2	-	4

Sales to List Price

2019												
Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	
94.7%	96.9%	90.4%	93.1%	94.3%	93.7%	92.2%	95.0%	93.8%	94.4%	94.4%	93.4%	

Percent Change- Month Over Month

	2019											
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
Active	3.0%	-8.1%	20.8%	7.3%	13.6%	0.0%	-1.1%	-19.2%	-12.9%	0.0%	10.2%	13.5%
UCB	-33.3%	16.7%	42.9%	30.0%	0.0%	0.0%	-30.8%	-22.2%	28.6%	-22.2%	-14.3%	83.3%
Pending	42.9%	30.0%	-7.7%	41.7%	-17.6%	28.6%	5.6%	10.5%	-47.6%	45.5%	-18.8%	-15.4%
Sold	-46.2%	-42.9%	100.0%	0.0%	112.5%	-11.8%	13.3%	-11.8%	13.3%	-35.3%	-18.2%	88.9%
Expired	-75.0%	500.0%	-83.3%	0.0%	0.0%	200.0%	33.3%	225.0%	-61.5%	120.0%	-81.8%	-100.0%

Percentage of Homes Sold vs. Homes Listed

2019												
Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	
5.1%	3.2%	5.3%	4.9%	9.2%	8.2%	9.3%	10.1%	13.3%	8.6%	6.4%	10.6%	

\$3,000,000+

Numbers

	2019												
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Avg.
Active	143	150	156	159	167	159	146	128	113	113	123	143	142
UCB	4	8	11	7	9	12	8	3	3	3	4	4	6
Pending	2	3	8	10	10	5	7	5	4	3	7	6	6
Sold	2	3	2	8	8	10	12	10	3	2	-	6	6
Expired	3	2	5	-	2	4	6	6	-	2	2	-	3

Sales to List Price

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

Percent Change- Month Over Month

	2019											
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
Active	12.6%	4.9%	4.0%	1.9%	5.0%	-4.8%	-8.2%	-12.3%	-11.7%	0.0%	8.8%	16.3%
UCB	0.0%	100.0%	37.5%	-36.4%	28.6%	33.3%	-33.3%	-62.5%	0.0%	0.0%	33.3%	0.0%
Pending	100.0%	50.0%	166.7%	25.0%	0.0%	-50.0%	40.0%	-28.6%	-20.0%	-25.0%	133.3%	-14.3%
Sold	0.0%	50.0%	-33.3%	300.0%	0.0%	25.0%	20.0%	-16.7%	-70.0%	-33.3%	-100.0%	#DIV/0!
Expired	0.0%	-33.3%	150.0%	-100.0%	#DIV/0!	100.0%	50.0%	0.0%	-100.0%	#DIV/0!	0.0%	-100.0%

Percentage of Homes Sold vs. Homes Listed

2019												
Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	
1.4%	1.3%	1.3%	5.0%	4.8%	6.3%	8.2%	7.8%	2.7%	1.8%	0.0%	4.2%	

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