

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

All Price Points

	2018		2019										
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Avg.
Active	1,665	1,876	1,950	1,982	1,892	1,774	1,556	1,300	1,240	1,261	1,376	1,372	1,604
UCB	175	279	278	336	350	325	271	259	243	221	246	251	270
Pending	192	240	288	332	366	340	299	271	271	263	269	307	287
Sold	347	322	368	453	529	613	520	475	449	423	433	370	442
Expired	87	37	20	38	57	41	76	63	40	28	25	21	44

Percent Change- Month Over Month

	2018		2019									
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.
Active	-4.2%	12.7%	3.9%	1.6%	-4.5%	-6.2%	-12.3%	-16.5%	-4.6%	1.7%	9.1%	-0.3%
UCB	-19.7%	59.4%	-0.4%	20.9%	4.2%	-7.1%	-16.6%	-4.4%	-6.2%	-9.1%	11.3%	2.0%
Pending	-16.2%	25.0%	20.0%	15.3%	10.2%	-7.1%	-12.1%	-9.4%	0.0%	-3.0%	2.3%	14.1%
Sold	-0.3%	-7.2%	14.3%	23.1%	16.8%	15.9%	-15.2%	-8.7%	-5.5%	-5.8%	2.4%	-14.5%
Expired	210.7%	-57.5%	-45.9%	90.0%	50.0%	-28.1%	85.4%	-17.1%	-36.5%	-30.0%	-10.7%	-16.0%

Sales Price to List Price

	2018		2019									
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.
	96.3%	96.1%	94.5%	96.3%	96.3%	96.4%	96.4%	96.3%	96.6%	97.1%	96.3%	96.4%

Percentage of Homes Sold vs. Homes Listed

	2018		2019									
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.
	20.8%	17.2%	18.9%	22.9%	28.0%	34.6%	33.4%	36.5%	36.2%	33.5%	31.5%	27.0%

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	2018		2019										
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Avg.
Active	913	1,025	1,089	1,108	1,054	975	860	706	639	618	652	623	855
UCB	134	219	209	256	267	250	221	216	199	172	173	181	208
Pending	150	187	223	245	281	259	239	229	220	206	213	235	224
Sold	284	268	302	376	424	497	420	395	395	372	363	280	365
Expired	59	27	12	25	31	15	33	39	30	17	15	13	26

Percent Change- Month Over Month

	2018		2019									
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.
Active	-6.5%	12.3%	6.2%	1.7%	-4.9%	-7.5%	-11.8%	-17.9%	-9.5%	-3.3%	5.5%	-4.4%
UCB	-24.3%	63.4%	-4.6%	22.5%	4.3%	-6.4%	-11.6%	-2.3%	-7.9%	-13.6%	0.6%	4.6%
Pending	-15.3%	24.7%	19.3%	9.9%	14.7%	-7.8%	-7.7%	-4.2%	-3.9%	-6.4%	3.4%	10.3%
Sold	-0.7%	-5.6%	12.7%	24.5%	12.8%	17.2%	-15.5%	-6.0%	0.0%	-5.8%	-2.4%	-22.9%
Expired	227.8%	-54.2%	-55.6%	108.3%	24.0%	-51.6%	120.0%	18.2%	-23.1%	-43.3%	-11.8%	-13.3%

Sales to List Price

	2018		2019									
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.
	97.1%	96.8%	97.3%	97.3%	97.5%	97.6%	97.6%	97.5%	97.6%	97.9%	97.4%	97.7%

Percentage of Homes Sold vs. Homes Listed

	2018		2019									
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.
	31.1%	26.1%	27.7%	33.9%	40.2%	51.0%	48.8%	55.9%	61.8%	60.2%	55.7%	44.9%

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

	2018		2019										
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Avg.
Active	272	302	300	276	269	256	231	198	212	220	250	248	253
UCB	19	23	31	40	39	38	28	21	23	30	43	39	31
Pending	19	20	24	38	40	35	20	21	21	25	24	37	27
Sold	41	32	36	35	49	57	48	37	28	33	33	46	40
Expired	10	3	3	5	12	10	10	11	4	2	5	4	7

Sales to List Price

	2018		2019										
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	
	95.0%	96.7%	94.4%	95.7%	95.4%	96.1%	95.2%	95.6%	94.2%	95.4%	95.8%	96.3%	

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										
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Avg.
Active	205	242	240	245	223	215	189	155	148	159	171	182	198
UCB	7	13	16	19	19	20	12	10	11	9	15	19	14
Pending	7	13	15	16	22	20	14	6	11	12	15	14	14
Sold	16	12	15	17	31	30	27	23	13	9	14	19	19
Expired	10	1	4	5	7	6	14	8	2	5	5	1	6

Sales to List Price

	2018		2019										
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	
	94.4%	95.0%	96.4%	94.9%	95.4%	96.0%	95.6%	95.3%	94.3%	95.0%	95.7%	94.6%	

Percent Change- Month Over Month

	2018		2019										
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	
Active	-4.2%	11.0%	-0.7%	-8.0%	-2.5%	-4.8%	-9.8%	-14.3%	7.1%	3.8%	13.6%	-0.8%	
UCB	-20.8%	21.1%	34.8%	29.0%	-2.5%	-2.6%	-26.3%	-25.0%	9.5%	30.4%	43.3%	-9.3%	
Pending	-36.7%	5.3%	20.0%	58.3%	5.3%	-12.5%	-42.9%	5.0%	0.0%	19.0%	-4.0%	54.2%	
Sold	17.1%	-22.0%	12.5%	-2.8%	40.0%	16.3%	-15.8%	-22.9%	-24.3%	17.9%	0.0%	39.4%	
Expired	150.0%	-70.0%	0.0%	66.7%	140.0%	-16.7%	0.0%	10.0%	-63.6%	-50.0%	150.0%	-20.0%	

Percentage of Homes Sold vs. Homes Listed

	2018		2019										
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	
	15.1%	10.6%	12.0%	12.7%	18.2%	22.3%	20.8%	18.7%	13.2%	15.0%	13.2%	18.5%	

Percent Change- Month Over Month

	2018		2019										
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	
Active	3.0%	18.0%	-0.8%	2.1%	-9.0%	-3.6%	-12.1%	-18.0%	-4.5%	7.4%	7.5%	6.4%	
UCB	0.0%	85.7%	23.1%	18.8%	0.0%	5.3%	-40.0%	-16.7%	10.0%	-18.2%	66.7%	26.7%	
Pending	-30.0%	85.7%	15.4%	6.7%	37.5%	-9.1%	-30.0%	-57.1%	83.3%	9.1%	25.0%	-6.7%	
Sold	-11.1%	-25.0%	25.0%	13.3%	82.4%	-3.2%	-10.0%	-14.8%	-43.5%	-30.8%	55.6%	35.7%	
Expired	400.0%	-90.0%	300.0%	25.0%	40.0%	-14.3%	133.3%	-42.9%	-75.0%	150.0%	0.0%	-80.0%	

Percentage of Homes Sold vs. Homes Listed

	2018		2019										
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	
	7.8%	5.0%	6.3%	6.9%	13.9%	14.0%	14.3%	14.8%	8.8%	5.7%	8.2%	10.4%	

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

	2018		2019										
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Avg.
Active	125	151	162	184	184	182	147	128	128	141	160	169	155
UCB	7	10	13	13	13	9	7	9	7	6	11	8	9
Pending	13	12	17	14	18	19	21	11	16	13	11	13	15
Sold	4	8	8	17	15	17	15	17	11	9	17	19	13
Expired	6	1	1	1	3	4	13	5	11	2	-	1	4

Sales to List Price

	2018		2019									
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.
	96.9%	90.4%	93.1%	94.3%	93.7%	92.2%	95.0%	93.8%	94.4%	94.4%	93.4%	93.7%

Percent Change- Month Over Month

	2018		2019									
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.
Active	-8.1%	20.8%	7.3%	13.6%	0.0%	-1.1%	-19.2%	-12.9%	0.0%	10.2%	13.5%	5.6%
UCB	16.7%	42.9%	30.0%	0.0%	0.0%	-30.8%	-22.2%	28.6%	-22.2%	-14.3%	83.3%	-27.3%
Pending	30.0%	-7.7%	41.7%	-17.6%	28.6%	5.6%	10.5%	-47.6%	45.5%	-18.8%	-15.4%	18.2%
Sold	-42.9%	100.0%	0.0%	112.5%	-11.8%	13.3%	-11.8%	13.3%	-35.3%	-18.2%	88.9%	11.8%
Expired	500.0%	-83.3%	0.0%	0.0%	200.0%	33.3%	225.0%	-61.5%	120.0%	-81.8%	-100.0%	#DIV/0!

Percentage of Homes Sold vs. Homes Listed

	2018		2019									
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.
	3.2%	5.3%	4.9%	9.2%	8.2%	9.3%	10.1%	13.3%	8.6%	6.4%	10.6%	11.2%

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

	2018		2019										
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Avg.
Active	150	156	159	167	159	146	128	113	113	123	143	150	142
UCB	8	11	7	9	12	8	3	3	3	4	4	4	6
Pending	3	8	10	10	5	7	5	4	3	7	6	8	6
Sold	3	2	8	8	10	12	10	3	2	-	6	6	6
Expired	2	5	-	2	4	6	6	-	2	2	-	2	3

Sales to List Price

	2018		2019									
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.
	92.9%	96.0%	82.6%	94.4%	93.8%	94.2%	93.3%	91.7%	93.9%	N/A	92.4%	95.1%

Percent Change- Month Over Month

	2018		2019									
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.
Active	4.9%	4.0%	1.9%	5.0%	-4.8%	-8.2%	-12.3%	-11.7%	0.0%	8.8%	16.3%	4.9%
UCB	100.0%	37.5%	-36.4%	28.6%	33.3%	-33.3%	-62.5%	0.0%	0.0%	33.3%	0.0%	0.0%
Pending	50.0%	166.7%	25.0%	0.0%	-50.0%	40.0%	-28.6%	-20.0%	-25.0%	133.3%	-14.3%	33.3%
Sold	50.0%	-33.3%	300.0%	0.0%	25.0%	20.0%	-16.7%	-70.0%	-33.3%	-100.0%	#DIV/0!	0.0%
Expired	-33.3%	150.0%	-100.0%	#DIV/0!	100.0%	50.0%	0.0%	-100.0%	#DIV/0!	0.0%	-100.0%	#DIV/0!

Percentage of Homes Sold vs. Homes Listed

	2018		2019									
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.
	1.3%	1.3%	5.0%	4.8%	6.3%	8.2%	7.8%	2.7%	1.8%	0.0%	4.2%	4.0%

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