

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

All Price Points

	2019												2020	
	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Avg.	
Active	1,950	1,982	1,892	1,774	1,556	1,300	1,240	1,261	1,376	1,372	1,259	1,233	1,516	
UCB	278	336	350	325	271	259	243	221	246	251	183	299	272	
Pending	288	332	366	340	299	271	271	263	269	307	218	277	292	
Sold	368	453	529	613	520	475	449	423	433	370	464	326	452	
Expired	20	38	57	41	76	63	40	28	25	21	53	36	42	

Sales Price to List Price

	2019												2020	
	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.		
	94.5%	96.3%	96.3%	96.4%	96.4%	96.3%	96.6%	97.1%	96.3%	96.4%	96.4%	96.8%		

Percent Change- Month Over Month

	2019												2020	
	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.		
Active	3.9%	1.6%	-4.5%	-6.2%	-12.3%	-16.5%	-4.6%	1.7%	9.1%	-0.3%	-8.2%	-2.1%		
UCB	-0.4%	20.9%	4.2%	-7.1%	-16.6%	-4.4%	-6.2%	-9.1%	11.3%	2.0%	-27.1%	63.4%		
Pending	20.0%	15.3%	10.2%	-7.1%	-12.1%	-9.4%	0.0%	-3.0%	2.3%	14.1%	-29.0%	27.1%		
Sold	14.3%	23.1%	16.8%	15.9%	-15.2%	-8.7%	-5.5%	-5.8%	2.4%	-14.5%	25.4%	-29.7%		
Expired	-45.9%	90.0%	50.0%	-28.1%	85.4%	-17.1%	-36.5%	-30.0%	-10.7%	-16.0%	152.4%	-32.1%		

Percentage of Homes Sold vs. Homes Listed

	2019												2020	
	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.		
	18.9%	22.9%	28.0%	34.6%	33.4%	36.5%	36.2%	33.5%	31.5%	27.0%	36.9%	2640.0%		

<\$999,999

	2019												2020	
	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Avg.	
Active	1,089	1,108	1,054	975	860	706	639	618	652	623	548	514	782	
UCB	209	256	267	250	221	216	199	172	173	181	134	208	207	
Pending	223	245	281	259	239	229	220	206	213	235	153	198	225	
Sold	302	376	424	497	420	395	395	372	363	280	364	263	371	
Expired	12	25	31	15	33	39	30	17	15	13	33	14	23	

Sales to List Price

	2019												2020	
	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.		
	97.3%	97.3%	97.5%	97.6%	97.6%	97.5%	97.6%	97.9%	97.4%	97.7%	97.6%	97.9%		

Percent Change- Month Over Month

	2019												2020	
	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.		
Active	6.2%	1.7%	-4.9%	-7.5%	-11.8%	-17.9%	-9.5%	-3.3%	5.5%	-4.4%	-12.0%	-6.2%		
UCB	-4.6%	22.5%	4.3%	-6.4%	-11.6%	-2.3%	-7.9%	-13.6%	0.6%	4.6%	-26.0%	55.2%		
Pending	19.3%	9.9%	14.7%	-7.8%	-7.7%	-4.2%	-3.9%	-6.4%	3.4%	10.3%	-34.9%	29.4%		
Sold	12.7%	24.5%	12.8%	17.2%	-15.5%	-6.0%	0.0%	-5.8%	-2.4%	-22.9%	30.0%	-27.7%		
Expired	-55.6%	108.3%	24.0%	-51.6%	120.0%	18.2%	-23.1%	-43.3%	-11.8%	-13.3%	153.8%	-57.6%		

Percentage of Homes Sold vs. Homes Listed

	2019												2020	
	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.		
	27.7%	33.9%	40.2%	51.0%	48.8%	55.9%	61.8%	60.2%	55.7%	44.9%	66.4%	51.2%		

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

	2019												2020	
	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Avg.	
Active	300	276	269	256	231	198	212	220	250	248	232	252	245	
UCB	31	40	39	38	28	21	23	30	43	39	21	48	33	
Pending	24	38	40	35	20	21	21	25	24	37	29	32	29	
Sold	36	35	49	57	48	37	28	33	33	46	59	26	41	
Expired	3	5	12	10	10	11	4	2	5	4	7	8	7	

**Sales to List Price**

2019												2020	
Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.		
94.4%	95.7%	95.4%	96.1%	95.2%	95.6%	94.2%	95.4%	95.8%	96.3%	95.7%	92.4%		

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												2020	
	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Avg.	
Active	240	245	223	215	189	155	148	159	171	182	166	155	187	
UCB	16	19	19	20	12	10	11	9	15	19	13	27	16	
Pending	15	16	22	20	14	6	11	12	15	14	17	22	15	
Sold	15	17	31	30	27	23	13	9	14	19	22	14	20	
Expired	4	5	7	6	14	8	2	5	5	1	7	5	6	

**Sales to List Price**

2019												2020	
Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.		
96.4%	94.9%	95.4%	96.0%	95.6%	95.3%	94.3%	95.0%	95.7%	94.6%	95.1%	97.7%		

**Percent Change- Month Over Month**

	2019												2020	
	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.		
Active	-0.7%	-8.0%	-2.5%	-4.8%	-9.8%	-14.3%	7.1%	3.8%	13.6%	-0.8%	-6.5%	8.6%		
UCB	34.8%	29.0%	-2.5%	-2.6%	-26.3%	-25.0%	9.5%	30.4%	43.3%	-9.3%	-46.2%	128.6%		
Pending	20.0%	58.3%	5.3%	-12.5%	-42.9%	5.0%	0.0%	19.0%	-4.0%	54.2%	-21.6%	10.3%		
Sold	12.5%	-2.8%	40.0%	16.3%	-15.8%	-22.9%	-24.3%	17.9%	0.0%	39.4%	28.3%	-55.9%		
Expired	0.0%	66.7%	140.0%	-16.7%	0.0%	10.0%	-63.6%	-50.0%	150.0%	-20.0%	75.0%	14.3%		

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

2019												2020	
Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.		
12.0%	12.7%	18.2%	22.3%	20.8%	18.7%	13.2%	15.0%	13.2%	18.5%	25.4%	10.3%		

**Percent Change- Month Over Month**

	2019												2020	
	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.		
Active	-0.8%	2.1%	-9.0%	-3.6%	-12.1%	-18.0%	-4.5%	7.4%	7.5%	6.4%	-8.8%	-6.6%		
UCB	23.1%	18.8%	0.0%	5.3%	-40.0%	-16.7%	10.0%	-18.2%	66.7%	26.7%	-31.6%	107.7%		
Pending	15.4%	6.7%	37.5%	-9.1%	-30.0%	-57.1%	83.3%	9.1%	25.0%	-6.7%	21.4%	29.4%		
Sold	25.0%	13.3%	82.4%	-3.2%	-10.0%	-14.8%	-43.5%	-30.8%	55.6%	35.7%	15.8%	-36.4%		
Expired	300.0%	25.0%	40.0%	-14.3%	133.3%	-42.9%	-75.0%	150.0%	0.0%	-80.0%	600.0%	-28.6%		

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

2019												2020	
Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.		
6.3%	6.9%	13.9%	14.0%	14.3%	14.8%	8.8%	5.7%	8.2%	10.4%	13.3%	9.0%		

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

**Numbers**

	2019												2020	
	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Avg.	
Active	162	184	184	182	147	128	128	141	160	169	163	153	158	
UCB	13	13	13	9	7	9	7	6	11	8	7	8	9	
Pending	17	14	18	19	21	11	16	13	11	13	13	20	16	
Sold	8	17	15	17	15	17	11	9	17	19	10	14	14	
Expired	1	1	3	4	13	5	11	2	-	1	4	5	4	

**Sales to List Price**

2019												2020	
Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.		
93.1%	94.3%	93.7%	92.2%	95.0%	93.8%	94.4%	94.4%	93.4%	93.7%	95.4%	95.8%		

**Percent Change- Month Over Month**

	2019												2020	
	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.		
Active	7.3%	13.6%	0.0%	-1.1%	-19.2%	-12.9%	0.0%	10.2%	13.5%	5.6%	-3.6%	-6.1%		
UCB	30.0%	0.0%	0.0%	-30.8%	-22.2%	28.6%	-22.2%	-14.3%	83.3%	-27.3%	-12.5%	14.3%		
Pending	41.7%	-17.6%	28.6%	5.6%	10.5%	-47.6%	45.5%	-18.8%	-15.4%	18.2%	0.0%	53.8%		
Sold	0.0%	112.5%	-11.8%	13.3%	-11.8%	13.3%	-35.3%	-18.2%	88.9%	11.8%	-47.4%	40.0%		
Expired	0.0%	0.0%	200.0%	33.3%	225.0%	-61.5%	120.0%	-81.8%	-100.0%	#DIV/0!	300.0%	25.0%		

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

2019												2020	
Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.		
4.9%	9.2%	8.2%	9.3%	10.1%	13.3%	8.6%	6.4%	10.6%	11.2%	6.1%	9.2%		

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

**Numbers**

	2020												
	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Avg.
Active	159	167	159	146	128	113	113	123	143	150	150	159	143
UCB	7	9	12	8	3	3	3	4	4	4	8	8	6
Pending	10	10	5	7	5	4	3	7	6	8	6	5	6
Sold	8	8	10	12	10	3	2	-	6	6	9	9	7
Expired	-	2	4	6	6	-	2	2	-	2	2	4	3

**Sales to List Price**

2020											
Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.
82.6%	94.4%	93.8%	94.2%	93.3%	91.7%	93.9%	N/A	92.4%	95.1%	93.4%	95.7%

**Percent Change- Month Over Month**

	2020											
	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.
Active	1.9%	5.0%	-4.8%	-8.2%	-12.3%	-11.7%	0.0%	8.8%	16.3%	4.9%	0.0%	6.0%
UCB	-36.4%	28.6%	33.3%	-33.3%	-62.5%	0.0%	0.0%	33.3%	0.0%	0.0%	100.0%	0.0%
Pending	25.0%	0.0%	-50.0%	40.0%	-28.6%	-20.0%	-25.0%	133.3%	-14.3%	33.3%	-25.0%	-16.7%
Sold	300.0%	0.0%	25.0%	20.0%	-16.7%	-70.0%	-33.3%	-100.0%	#DIV/0!	0.0%	50.0%	0.0%
Expired	-100.0%	#DIV/0!	100.0%	50.0%	0.0%	-100.0%	#DIV/0!	0.0%	-100.0%	#DIV/0!	0.0%	100.0%

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

2020											
Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.
5.0%	4.8%	6.3%	8.2%	7.8%	2.7%	1.8%	0.0%	4.2%	4.0%	6.0%	5.7%

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