

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

All Price Points

	2019					2020							
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Avg.
Active	1,892	1,774	1,556	1,300	1,240	1,261	1,376	1,372	1,259	1,233	1,179	1,318	1,397
UCB	350	325	271	259	243	221	246	251	183	299	344	209	267
Pending	366	340	299	271	271	263	269	307	218	277	342	255	290
Sold	529	613	520	475	449	423	433	370	464	326	447	487	461
Expired	57	41	76	63	40	28	25	21	53	36	15	26	40

Sales Price to List Price

	2019					2020							
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	
	96.3%	96.4%	96.4%	96.3%	96.6%	97.1%	96.3%	96.4%	96.4%	96.8%	96.8%	97.0%	

Percent Change- Month Over Month

	2019					2020							
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	
Active	-4.5%	-6.2%	-12.3%	-16.5%	-4.6%	1.7%	9.1%	-0.3%	-8.2%	-2.1%	-4.4%	11.8%	
UCB	4.2%	-7.1%	-16.6%	-4.4%	-6.2%	-9.1%	11.3%	2.0%	-27.1%	63.4%	15.1%	-39.2%	
Pending	10.2%	-7.1%	-12.1%	-9.4%	0.0%	-3.0%	2.3%	14.1%	-29.0%	27.1%	23.5%	-25.4%	
Sold	16.8%	15.9%	-15.2%	-8.7%	-5.5%	-5.8%	2.4%	-14.5%	25.4%	-29.7%	37.1%	8.9%	
Expired	50.0%	-28.1%	85.4%	-17.1%	-36.5%	-30.0%	-10.7%	-16.0%	152.4%	-32.1%	-58.3%	73.3%	

Percentage of Homes Sold vs. Homes Listed

	2019					2020							
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	
	28.0%	34.6%	33.4%	36.5%	36.2%	33.5%	31.5%	27.0%	36.9%	26.4%	37.9%	36.9%	

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	2020												
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Avg.
Active	1,054	975	860	706	639	618	652	623	548	514	477	626	691
UCB	267	250	221	216	199	172	173	181	134	208	248	151	202
Pending	281	259	239	229	220	206	213	235	153	198	238	183	221
Sold	424	497	420	395	395	372	363	280	364	263	329	357	372
Expired	31	15	33	39	30	17	15	13	33	14	8	14	22

Sales to List Price

	2019					2020							
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	
	97.5%	97.6%	97.6%	97.5%	97.6%	97.9%	97.4%	97.7%	97.6%	97.9%	98.1%	98.6%	

Percent Change- Month Over Month

	2020											
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.
Active	-4.9%	-7.5%	-11.8%	-17.9%	-9.5%	-3.3%	5.5%	-4.4%	-12.0%	-6.2%	-7.2%	31.2%
UCB	4.3%	-6.4%	-11.6%	-2.3%	-7.9%	-13.6%	0.6%	4.6%	-26.0%	55.2%	19.2%	-39.1%
Pending	14.7%	-7.8%	-7.7%	-4.2%	-3.9%	-6.4%	3.4%	10.3%	-34.9%	29.4%	20.2%	-23.1%
Sold	12.8%	17.2%	-15.5%	-6.0%	0.0%	-5.8%	-2.4%	-22.9%	30.0%	-27.7%	25.1%	8.5%
Expired	24.0%	-51.6%	120.0%	18.2%	-23.1%	-43.3%	-11.8%	-13.3%	153.8%	-57.6%	-42.9%	75.0%

Percentage of Homes Sold vs. Homes Listed

	2019					2020							
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	
	40.2%	51.0%	48.8%	55.9%	61.8%	60.2%	55.7%	44.9%	66.4%	51.2%	69.0%	57.0%	

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

	2019										2020			
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Avg.	
Active	269	256	231	198	212	220	250	248	232	252	227	238	236	
UCB	39	38	28	21	23	30	43	39	21	48	62	34	36	
Pending	40	35	20	21	21	25	24	37	29	32	44	35	30	
Sold	49	57	48	37	28	33	33	46	59	26	57	69	45	
Expired	12	10	10	11	4	2	5	4	7	8	3	4	7	

Sales to List Price

	2019										2020		
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	
	95.4%	96.1%	95.2%	95.6%	94.2%	95.4%	95.8%	96.3%	95.7%	92.4%	96.4%	95.7%	

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			
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Avg.	
Active	223	215	189	155	148	159	171	182	166	155	166	155	174	
UCB	19	20	12	10	11	9	15	19	13	27	16	10	15	
Pending	22	20	14	6	11	12	15	14	17	22	31	22	17	
Sold	31	30	27	23	13	9	14	19	22	14	32	32	22	
Expired	7	6	14	8	2	5	5	1	7	5	-	4	5	

Sales to List Price

	2019										2020		
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	
	95.4%	96.0%	95.6%	95.3%	94.3%	95.0%	95.7%	94.6%	95.1%	97.7%	96.1%	94.7%	

Percent Change- Month Over Month

	2019										2020		
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	
Active	-2.5%	-4.8%	-9.8%	-14.3%	7.1%	3.8%	13.6%	-0.8%	-6.5%	8.6%	-9.9%	4.8%	
UCB	-2.5%	-2.6%	-26.3%	-25.0%	9.5%	30.4%	43.3%	-9.3%	-46.2%	128.6%	29.2%	-45.2%	
Pending	5.3%	-12.5%	-42.9%	5.0%	0.0%	19.0%	-4.0%	54.2%	-21.6%	10.3%	37.5%	-20.5%	
Sold	40.0%	16.3%	-15.8%	-22.9%	-24.3%	17.9%	0.0%	39.4%	28.3%	-55.9%	119.2%	21.1%	
Expired	140.0%	-16.7%	0.0%	10.0%	-63.6%	-50.0%	150.0%	-20.0%	75.0%	14.3%	-62.5%	33.3%	

Percentage of Homes Sold vs. Homes Listed

	2019										2020		
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	
	18.2%	22.3%	20.8%	18.7%	13.2%	15.0%	13.2%	18.5%	25.4%	10.3%	25.1%	29.0%	

Percent Change- Month Over Month

	2019										2020		
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	
Active	-9.0%	-3.6%	-12.1%	-18.0%	-4.5%	7.4%	7.5%	6.4%	-8.8%	-6.6%	7.1%	-6.6%	
UCB	0.0%	5.3%	-40.0%	-16.7%	10.0%	-18.2%	66.7%	26.7%	-31.6%	107.7%	-40.7%	-37.5%	
Pending	37.5%	-9.1%	-30.0%	-57.1%	83.3%	9.1%	25.0%	-6.7%	21.4%	29.4%	40.9%	-29.0%	
Sold	82.4%	-3.2%	-10.0%	-14.8%	-43.5%	-30.8%	55.6%	35.7%	15.8%	-36.4%	128.6%	0.0%	
Expired	40.0%	-14.3%	133.3%	-42.9%	-75.0%	150.0%	0.0%	-80.0%	600.0%	-28.6%	-100.0%	#DIV/0!	

Percentage of Homes Sold vs. Homes Listed

	2019										2020		
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	
	13.9%	14.0%	14.3%	14.8%	8.8%	5.7%	8.2%	10.4%	13.3%	9.0%	19.3%	20.6%	

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

Numbers

	2019												2020			
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Avg.			
Active	184	182	147	128	128	141	160	169	163	153	148	153	155			
UCB	13	9	7	9	7	6	11	8	7	8	11	9	9			
Pending	18	19	21	11	16	13	11	13	13	20	20	7	15			
Sold	15	17	15	17	11	9	17	19	10	14	20	20	15			
Expired	3	4	13	5	11	2	-	1	4	5	4	5	5			

Sales to List Price

	2019												2020		
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.			
	93.7%	92.2%	95.0%	93.8%	94.4%	94.4%	93.4%	93.7%	95.4%	95.8%	95.6%	95.5%			

Percent Change- Month Over Month

	2019												2020		
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.			
Active	0.0%	-1.1%	-19.2%	-12.9%	0.0%	10.2%	13.5%	5.6%	-3.6%	-6.1%	-3.3%	3.4%			
UCB	0.0%	-30.8%	-22.2%	28.6%	-22.2%	-14.3%	83.3%	-27.3%	-12.5%	14.3%	37.5%	-18.2%			
Pending	28.6%	5.6%	10.5%	-47.6%	45.5%	-18.8%	-15.4%	18.2%	0.0%	53.8%	0.0%	-65.0%			
Sold	-11.8%	13.3%	-11.8%	13.3%	-35.3%	-18.2%	88.9%	11.8%	-47.4%	40.0%	42.9%	0.0%			
Expired	200.0%	33.3%	225.0%	-61.5%	120.0%	-81.8%	-100.0%	#DIV/0!	300.0%	25.0%	-20.0%	25.0%			

Percentage of Homes Sold vs. Homes Listed

	2019												2020		
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.			
	8.2%	9.3%	10.1%	13.3%	8.6%	6.4%	10.6%	11.2%	6.1%	9.2%	13.5%	13.1%			

\$3,000,000+

Numbers

	2019												2020			
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Avg.			
Active	159	146	128	113	113	123	143	150	150	159	161	146	141			
UCB	12	8	3	3	3	4	4	4	8	8	7	5	6			
Pending	5	7	5	4	3	7	6	8	6	5	9	8	6			
Sold	10	12	10	3	2	-	6	6	9	9	9	9	7			
Expired	4	6	6	-	2	2	-	2	2	4	-	1	2			

Sales to List Price

	2019												2020		
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.			
	93.8%	94.2%	93.3%	91.7%	93.9%	N/A	92.4%	95.1%	93.4%	95.7%	93.9%	95.5%			

Percent Change- Month Over Month

	2019												2020		
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.			
Active	-4.8%	-8.2%	-12.3%	-11.7%	0.0%	8.8%	16.3%	4.9%	0.0%	6.0%	1.3%	-9.3%			
UCB	33.3%	-33.3%	-62.5%	0.0%	0.0%	33.3%	0.0%	0.0%	100.0%	0.0%	-12.5%	-28.6%			
Pending	-50.0%	40.0%	-28.6%	-20.0%	-25.0%	133.3%	-14.3%	33.3%	-25.0%	-16.7%	80.0%	-11.1%			
Sold	25.0%	20.0%	-16.7%	-70.0%	-33.3%	-100.0%	#DIV/0!	0.0%	50.0%	0.0%	0.0%	0.0%			
Expired	100.0%	50.0%	0.0%	-100.0%	#DIV/0!	0.0%	-100.0%	#DIV/0!	0.0%	100.0%	-100.0%	#DIV/0!			

Percentage of Homes Sold vs. Homes Listed

	2019												2020		
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.			
	6.3%	8.2%	7.8%	2.7%	1.8%	0.0%	4.2%	4.0%	6.0%	5.7%	5.6%	6.2%			

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