

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

All Price Points

	2019					2020							
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Avg.
Active	1,240	1,261	1,376	1,372	1,259	1,233	1,179	1,318	1,319	1,205	1,019	914	1,225
UCB	243	221	246	251	183	299	344	209	202	325	358	312	266
Pending	271	263	269	307	218	277	342	255	219	272	339	333	280
Sold	449	423	433	370	464	326	447	487	335	320	519	579	429
Expired	40	28	25	21	53	36	15	26	26	40	21	28	30

Sales Price to List Price

	2019					2020							
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	
	96.6%	97.1%	96.3%	96.4%	96.4%	96.8%	96.8%	97.0%	96.2%	96.9%	96.6%	96.6%	

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	2019					2020							
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Avg.
Active	639	618	652	623	548	514	477	626	662	555	435	394	562
UCB	199	172	173	181	134	208	248	151	151	234	230	224	192
Pending	220	206	213	235	153	198	238	183	167	203	251	226	208
Sold	395	372	363	280	364	263	329	357	251	256	417	428	340
Expired	30	17	15	13	33	14	8	14	16	22	8	15	17

Sales to List Price

	2019					2020							
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	
	97.6%	97.9%	97.4%	97.7%	97.6%	97.9%	98.1%	98.6%	98.4%	97.9%	97.9%	98.3%	

Percent Change- Month Over Month

	2019					2020							
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	
Active	-4.6%	1.7%	9.1%	-0.3%	-8.2%	-2.1%	-4.4%	11.8%	0.1%	-8.6%	-24.1%	-11.5%	
UCB	-6.2%	-9.1%	11.3%	2.0%	-27.1%	63.4%	15.1%	-39.2%	-3.3%	60.9%	-4.0%	-14.7%	
Pending	0.0%	-3.0%	2.3%	14.1%	-29.0%	27.1%	23.5%	-25.4%	-14.1%	24.2%	22.4%	-1.8%	
Sold	-5.5%	-5.8%	2.4%	-14.5%	25.4%	-29.7%	37.1%	8.9%	-31.2%	-4.5%	80.9%	10.4%	
Expired	-36.5%	-30.0%	-10.7%	-16.0%	152.4%	-32.1%	-58.3%	73.3%	0.0%	53.8%	-30.0%	25.0%	

Percentage of Homes Sold vs. Homes Listed

	2019					2020							
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	
	36.2%	33.5%	31.5%	27.0%	36.9%	26.4%	37.9%	36.9%	25.4%	26.6%	50.9%	63.3%	

Percent Change- Month Over Month

	2019					2020							
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	
Active	-9.5%	-3.3%	5.5%	-4.4%	-12.0%	-6.2%	-7.2%	31.2%	5.8%	-16.2%	-29.0%	-10.4%	
UCB	-7.9%	-13.6%	0.6%	4.6%	-26.0%	55.2%	19.2%	-39.1%	0.0%	55.0%	-4.3%	-2.7%	
Pending	-3.9%	-6.4%	3.4%	10.3%	-34.9%	29.4%	20.2%	-23.1%	-8.7%	21.6%	11.3%	-11.1%	
Sold	0.0%	-5.8%	-2.4%	-22.9%	30.0%	-27.7%	25.1%	8.5%	-29.7%	2.0%	67.2%	2.6%	
Expired	-23.1%	-43.3%	-11.8%	-13.3%	153.8%	-57.6%	-42.9%	75.0%	14.3%	37.5%	-31.8%	46.7%	

Percentage of Homes Sold vs. Homes Listed

	2019					2020							
	Aug.	Sep.	Sep.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	
	61.8%	60.2%	55.7%	44.9%	66.4%	51.2%	69.0%	57.0%	37.9%	46.1%	95.9%	108.6%	

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

	2019					2020					Avg.		
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May		Jun.	Jul.
Active	212	220	250	248	232	252	227	238	224	200	169	137	217
UCB	23	30	43	39	21	48	62	34	29	54	69	54	42
Pending	21	25	24	37	29	32	44	35	19	36	37	49	32
Sold	28	33	33	46	59	26	57	69	50	33	63	79	48
Expired	4	2	5	4	7	8	3	4	4	9	8	4	5

Sales to List Price

	2019					2020					Avg.		
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May		Jun.	Jul.
	94.2%	95.4%	95.8%	96.3%	95.7%	92.4%	96.4%	95.7%	93.6%	94.5%	93.9%	96.2%	

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

	2019					2020					Avg.		
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May		Jun.	Jul.
Active	148	159	171	182	166	155	166	155	141	155	141	138	156
UCB	11	9	15	19	13	27	16	10	10	20	32	17	17
Pending	11	12	15	14	17	22	31	22	15	14	20	26	18
Sold	13	9	14	19	22	14	32	32	21	16	23	36	21
Expired	2	5	5	1	7	5	-	4	3	3	1	1	3

Sales to List Price

	2019					2020					Avg.		
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May		Jun.	Jul.
	94.3%	95.0%	95.7%	94.6%	95.1%	97.7%	96.1%	94.7%	97.2%	95.6%	95.1%	95.6%	

Percent Change- Month Over Month

	2019					2020					Avg.		
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May		Jun.	Jul.
Active	7.1%	3.8%	13.6%	-0.8%	-6.5%	8.6%	-9.9%	4.8%	-5.9%	-10.7%	-31.5%	-23.4%	
UCB	9.5%	30.4%	43.3%	-9.3%	-46.2%	128.6%	29.2%	-45.2%	-14.7%	86.2%	0.0%	-27.8%	
Pending	0.0%	19.0%	-4.0%	54.2%	-21.6%	10.3%	37.5%	-20.5%	-45.7%	89.5%	36.1%	24.5%	
Sold	-24.3%	17.9%	0.0%	39.4%	28.3%	-55.9%	119.2%	21.1%	-27.5%	-34.0%	139.4%	20.3%	
Expired	-63.6%	-50.0%	150.0%	-20.0%	75.0%	14.3%	-62.5%	33.3%	0.0%	125.0%	-55.6%	-100.0%	

Percentage of Homes Sold vs. Homes Listed

	2019					2020					Avg.		
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May		Jun.	Jul.
	13.2%	15.0%	13.2%	18.5%	25.4%	10.3%	25.1%	29.0%	22.3%	16.5%	37.3%	57.7%	

Percent Change- Month Over Month

	2019					2020					Avg.		
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May		Jun.	Jul.
Active	-4.5%	7.4%	7.5%	6.4%	-8.8%	-6.6%	7.1%	-6.6%	-9.0%	9.9%	-11.0%	-2.2%	
UCB	10.0%	-18.2%	66.7%	26.7%	-31.6%	107.7%	-40.7%	-37.5%	0.0%	100.0%	-15.0%	-88.2%	
Pending	83.3%	9.1%	25.0%	-6.7%	21.4%	29.4%	40.9%	-29.0%	-31.8%	-6.7%	85.7%	23.1%	
Sold	-43.5%	-30.8%	55.6%	35.7%	15.8%	-36.4%	128.6%	0.0%	-34.4%	-23.8%	125.0%	36.1%	
Expired	-75.0%	150.0%	0.0%	-80.0%	600.0%	-28.6%	-100.0%	#DIV/0!	-25.0%	0.0%	-66.7%	0.0%	

Percentage of Homes Sold vs. Homes Listed

	2019					2020					Avg.		
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May		Jun.	Jul.
	8.8%	5.7%	8.2%	10.4%	13.3%	9.0%	19.3%	20.6%	14.9%	10.3%	16.3%	26.1%	

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

Numbers

	2019					2020							
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Avg.
Active	128	141	160	169	163	153	148	153	155	159	144	136	151
UCB	7	6	11	8	7	8	11	9	8	9	17	17	10
Pending	16	13	11	13	13	20	20	7	12	10	17	17	14
Sold	11	9	17	19	10	14	20	20	7	12	9	24	14
Expired	11	2	-	1	4	5	4	5	-	4	2	4	4

Sales to List Price

	2019					2020						
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.
	94.4%	94.4%	93.4%	93.7%	95.4%	95.8%	95.6%	95.5%	92.6%	98.7%	96.8%	92.5%

Percent Change- Month Over Month

	2019					2020						
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.
Active	0.0%	10.2%	13.5%	5.6%	-3.6%	-6.1%	-3.3%	3.4%	1.3%	2.6%	-14.5%	-5.9%
UCB	-22.2%	-14.3%	83.3%	-27.3%	-12.5%	14.3%	37.5%	-18.2%	-11.1%	12.5%	88.9%	0.0%
Pending	45.5%	-18.8%	-15.4%	18.2%	0.0%	53.8%	0.0%	-65.0%	71.4%	-16.7%	70.0%	0.0%
Sold	-35.3%	-18.2%	88.9%	11.8%	-47.4%	40.0%	42.9%	0.0%	-65.0%	71.4%	100.0%	62.5%
Expired	120.0%	-81.8%	-100.0%	#DIV/0!	300.0%	25.0%	-20.0%	25.0%	-100.0%	#DIV/0!	0.0%	50.0%

Percentage of Homes Sold vs. Homes Listed

	2019					2020						
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.
	8.6%	6.4%	10.6%	11.2%	6.1%	9.2%	13.5%	13.1%	4.5%	7.5%	6.3%	17.6%

\$3,000,000+

Numbers

	2019					2020							
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Avg.
Active	113	123	143	150	150	159	161	146	137	136	130	109	138
UCB	3	4	4	4	8	8	7	5	4	8	10	10	6
Pending	3	7	6	8	6	5	9	8	6	9	14	15	8
Sold	2	-	6	6	9	9	9	9	6	3	7	12	7
Expired	2	2	-	2	2	4	-	1	3	2	2	4	2

Sales to List Price

	2019					2020						
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.
	93.9%	N/A	92.4%	95.1%	93.4%	95.7%	93.9%	95.5%	90.2%	98.7%	94.0%	94.1%

Percent Change- Month Over Month

	2019					2020						
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.
Active	0.0%	8.8%	16.3%	4.9%	0.0%	6.0%	1.3%	-9.3%	-6.2%	-0.7%	-19.9%	-19.3%
UCB	0.0%	33.3%	0.0%	0.0%	100.0%	0.0%	-12.5%	-28.6%	-20.0%	100.0%	25.0%	0.0%
Pending	-25.0%	133.3%	-14.3%	33.3%	-25.0%	-16.7%	80.0%	-11.1%	-25.0%	50.0%	66.7%	6.7%
Sold	-33.3%	-100.0%	#DIV/0!	0.0%	50.0%	0.0%	0.0%	0.0%	-33.3%	-50.0%	300.0%	41.7%
Expired	#DIV/0!	0.0%	-100.0%	#DIV/0!	0.0%	100.0%	-100.0%	#DIV/0!	200.0%	-33.3%	100.0%	50.0%

Percentage of Homes Sold vs. Homes Listed

	2019					2020						
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.
	1.8%	0.0%	4.2%	4.0%	6.0%	5.7%	5.6%	6.2%	4.4%	2.2%	5.4%	11.0%

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