

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

All Price Points

	2019		2020										
	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Avg.
Active	1,376	1,372	1,259	1,233	1,179	1,318	1,319	1,205	1,019	914	864	924	1,165
UCB	246	251	183	299	344	209	202	325	358	312	334	382	287
Pending	269	307	218	277	342	255	219	272	339	333	356	342	294
Sold	433	370	464	326	447	487	335	320	519	579	531	548	447
Expired	25	21	53	36	15	26	26	40	21	28	20	26	28

Percent Change- Month Over Month

	2019		2020									
	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.
Active	9.1%	-0.3%	-8.2%	-2.1%	-4.4%	11.8%	0.1%	-8.6%	-10.3%	-11.5%	-5.8%	6.5%
UCB	11.3%	2.0%	-27.1%	63.4%	15.1%	-39.2%	-3.3%	60.9%	-12.8%	-14.7%	6.6%	12.6%
Pending	2.3%	14.1%	-29.0%	27.1%	23.5%	-25.4%	-14.1%	24.2%	-1.8%	-1.8%	6.5%	-4.1%
Sold	2.4%	-14.5%	25.4%	-29.7%	37.1%	8.9%	-31.2%	-4.5%	11.6%	10.4%	-9.0%	3.1%
Expired	-10.7%	-16.0%	152.4%	-32.1%	-58.3%	73.3%	0.0%	53.8%	33.3%	25.0%	-40.0%	23.1%

Sales Price to List Price

	2019		2020									
	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.
	96.3%	96.4%	96.4%	96.8%	96.8%	97.0%	96.2%	96.9%	96.6%	96.6%	96.9%	97.7%

Percentage of Homes Sold vs. Homes Listed

	2019		2020									
	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.
	31.5%	27.0%	36.9%	26.4%	37.9%	36.9%	25.4%	26.6%	50.9%	63.3%	61.5%	59.3%

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	2019		2020										
	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Avg.
Active	652	623	548	514	477	626	662	555	435	394	352	393	519
UCB	173	181	134	208	248	151	151	234	230	224	226	266	202
Pending	213	235	153	198	238	183	167	203	251	226	241	228	211
Sold	363	280	364	263	329	357	251	256	417	428	392	380	340
Expired	15	13	33	14	8	14	16	22	8	15	8	11	15

Percent Change- Month Over Month

	2019		2020									
	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.
Active	5.5%	-4.4%	-12.0%	-6.2%	-7.2%	31.2%	5.8%	-16.2%	-9.4%	-10.4%	-11.9%	10.4%
UCB	0.6%	4.6%	-26.0%	55.2%	19.2%	-39.1%	0.0%	55.0%	-2.6%	-2.7%	0.9%	15.0%
Pending	3.4%	10.3%	-34.9%	29.4%	20.2%	-23.1%	-8.7%	21.6%	-10.0%	-11.1%	6.2%	-5.7%
Sold	-2.4%	-22.9%	30.0%	-27.7%	25.1%	8.5%	-29.7%	2.0%	2.6%	2.6%	-9.2%	-3.2%
Expired	-11.8%	-13.3%	153.8%	-57.6%	-42.9%	75.0%	14.3%	37.5%	87.5%	46.7%	-87.5%	27.3%

Sales to List Price

	2019		2020									
	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.
	97.4%	97.7%	97.6%	97.9%	98.1%	98.6%	98.4%	97.9%	97.9%	98.3%	98.6%	98.9%

Percentage of Homes Sold vs. Homes Listed

	2019		2020									
	Sep.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.
	55.7%	44.9%	66.4%	51.2%	69.0%	57.0%	37.9%	46.1%	95.9%	108.6%	111.4%	99.2%

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

	2019		2020										
	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Avg.
Active	250	248	232	252	227	238	224	200	169	137	140	144	205
UCB	43	39	21	48	62	34	29	54	69	54	60	60	48
Pending	24	37	29	32	44	35	19	36	37	49	56	52	38
Sold	33	46	59	26	57	69	50	33	63	79	81	89	57
Expired	5	4	7	8	3	4	4	9	8	4	6	3	5

Sales to List Price

	2019		2020										
	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	
	95.8%	96.3%	95.7%	92.4%	96.4%	95.7%	93.6%	94.5%	93.9%	96.2%	96.0%	97.1%	

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										
	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Avg.
Active	171	182	166	155	166	155	141	155	141	138	131	110	151
UCB	15	19	13	27	16	10	10	20	32	17	21	30	19
Pending	15	14	17	22	31	22	15	14	20	26	23	24	20
Sold	14	19	22	14	32	32	21	16	23	36	26	43	25
Expired	5	1	7	5	-	4	3	3	1	1	1	6	3

Sales to List Price

	2019		2020										
	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	
	95.7%	94.6%	95.1%	97.7%	96.1%	94.7%	97.2%	95.6%	95.1%	95.6%	96.2%	97.0%	

Percent Change- Month Over Month

	2019		2020										
	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	
Active	13.6%	-0.8%	-6.5%	8.6%	-9.9%	4.8%	-5.9%	-10.7%	-18.9%	-23.4%	2.1%	2.8%	
UCB	43.3%	-9.3%	-46.2%	128.6%	29.2%	-45.2%	-14.7%	86.2%	-21.7%	-27.8%	10.0%	0.0%	
Pending	-4.0%	54.2%	-21.6%	10.3%	37.5%	-20.5%	-45.7%	89.5%	32.4%	24.5%	12.5%	-7.7%	
Sold	0.0%	39.4%	28.3%	-55.9%	119.2%	21.1%	-27.5%	-34.0%	25.4%	20.3%	2.5%	9.0%	
Expired	150.0%	-20.0%	75.0%	14.3%	-62.5%	33.3%	0.0%	125.0%	-50.0%	-100.0%	33.3%	-100.0%	

Percentage of Homes Sold vs. Homes Listed

	2019		2020										
	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	
	13.2%	18.5%	25.4%	10.3%	25.1%	29.0%	22.3%	16.5%	37.3%	57.7%	57.9%	61.8%	

Percent Change- Month Over Month

	2019		2020										
	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	
Active	7.5%	6.4%	-8.8%	-6.6%	7.1%	-6.6%	-9.0%	9.9%	-2.1%	-2.2%	-5.3%	-19.1%	
UCB	66.7%	26.7%	-31.6%	107.7%	-40.7%	-37.5%	0.0%	100.0%	-46.9%	-88.2%	19.0%	30.0%	
Pending	25.0%	-6.7%	21.4%	29.4%	40.9%	-29.0%	-31.8%	-6.7%	30.0%	23.1%	-13.0%	4.2%	
Sold	55.6%	35.7%	15.8%	-36.4%	128.6%	0.0%	-34.4%	-23.8%	56.5%	36.1%	-38.5%	39.5%	
Expired	0.0%	-80.0%	600.0%	-28.6%	-100.0%	#DIV/0!	-25.0%	0.0%	0.0%	0.0%	0.0%	83.3%	

Percentage of Homes Sold vs. Homes Listed

	2019		2020										
	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	
	8.2%	10.4%	13.3%	9.0%	19.3%	20.6%	14.9%	10.3%	16.3%	26.1%	19.8%	39.1%	

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

Numbers

	2019			2020									
	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Avg.
Active	160	169	163	153	148	153	155	159	144	136	135	161	153
UCB	11	8	7	8	11	9	8	9	17	17	11	24	12
Pending	11	13	13	20	20	7	12	10	17	17	24	23	16
Sold	17	19	10	14	20	20	7	12	9	24	18	21	16
Expired	-	1	4	5	4	5	-	4	2	4	4	5	3

Sales to List Price

2019	2020										
Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.
93.4%	93.7%	95.4%	95.8%	95.6%	95.5%	92.6%	98.7%	96.8%	92.5%	94.5%	95.8%

Percent Change- Month Over Month

	2019			2020									
	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	
Active	13.5%	5.6%	-3.6%	-6.1%	-3.3%	3.4%	1.3%	2.6%	-5.6%	-5.9%	-0.7%	16.1%	
UCB	83.3%	-27.3%	-12.5%	14.3%	37.5%	-18.2%	-11.1%	12.5%	0.0%	0.0%	-54.5%	54.2%	
Pending	-15.4%	18.2%	0.0%	53.8%	0.0%	-65.0%	71.4%	-16.7%	0.0%	0.0%	29.2%	-4.3%	
Sold	88.9%	11.8%	-47.4%	40.0%	42.9%	0.0%	-65.0%	71.4%	166.7%	62.5%	-33.3%	14.3%	
Expired	-100.0%	#DIV/0!	300.0%	25.0%	-20.0%	25.0%	-100.0%	#DIV/0!	100.0%	50.0%	0.0%	20.0%	

Percentage of Homes Sold vs. Homes Listed

2019	2020										
Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.
10.6%	11.2%	6.1%	9.2%	13.5%	13.1%	4.5%	7.5%	6.3%	17.6%	13.3%	13.0%

\$3,000,000+

Numbers

	2019			2020									
	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Avg.
Active	143	150	150	159	161	146	137	136	130	109	106	126	138
UCB	4	4	8	8	7	5	4	8	10	10	16	12	8
Pending	6	8	6	5	9	8	6	9	14	15	12	15	9
Sold	6	6	9	9	9	9	6	3	7	12	14	13	9
Expired	-	2	2	4	-	1	3	2	2	4	1	1	2

Sales to List Price

2019	2020										
Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.
92.4%	95.1%	93.4%	95.7%	93.9%	95.5%	90.2%	98.7%	94.0%	94.1%	93.5%	96.4%

Percent Change- Month Over Month

	2019			2020									
	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	
Active	16.3%	4.9%	0.0%	6.0%	1.3%	-9.3%	-6.2%	-0.7%	-16.2%	-19.3%	-2.8%	15.9%	
UCB	0.0%	0.0%	100.0%	0.0%	-12.5%	-28.6%	-20.0%	100.0%	0.0%	0.0%	37.5%	-33.3%	
Pending	-14.3%	33.3%	-25.0%	-16.7%	80.0%	-11.1%	-25.0%	50.0%	7.1%	6.7%	-25.0%	20.0%	
Sold	#DIV/0!	0.0%	50.0%	0.0%	0.0%	0.0%	-33.3%	-50.0%	71.4%	41.7%	14.3%	-7.7%	
Expired	-100.0%	#DIV/0!	0.0%	100.0%	-100.0%	#DIV/0!	200.0%	-33.3%	100.0%	50.0%	-300.0%	0.0%	

Percentage of Homes Sold vs. Homes Listed

2019	2020										
Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.
4.2%	4.0%	6.0%	5.7%	5.6%	6.2%	4.4%	2.2%	5.4%	11.0%	13.2%	10.3%

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