

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

All Price Points

	2019		2020										
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Avg.
Active	1,372	1,259	1,233	1,179	1,318	1,319	1,205	1,019	914	864	924	884	1,124
UCB	251	183	299	344	209	202	325	358	312	334	382	378	298
Pending	307	218	277	342	255	219	272	339	333	356	342	382	304
Sold	370	464	326	447	487	335	320	519	579	531	548	599	460
Expired	21	53	36	15	26	26	40	21	28	20	26	15	27

Sales Price to List Price

	2019		2020									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
	96.4%	96.4%	96.8%	96.8%	97.0%	96.2%	96.9%	96.6%	96.6%	96.9%	97.7%	96.1%

Percent Change- Month Over Month

	2019		2020									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
Active	-0.3%	-8.2%	-2.1%	-4.4%	11.8%	0.1%	-8.6%	-10.3%	-11.5%	-5.8%	6.5%	-4.5%
UCB	2.0%	-27.1%	63.4%	15.1%	-39.2%	-3.3%	60.9%	-12.8%	-14.7%	6.6%	12.6%	-1.1%
Pending	14.1%	-29.0%	27.1%	23.5%	-25.4%	-14.1%	24.2%	-1.8%	-1.8%	6.5%	-4.1%	10.5%
Sold	-14.5%	25.4%	-29.7%	37.1%	8.9%	-31.2%	-4.5%	11.6%	10.4%	-9.0%	3.1%	8.5%
Expired	-16.0%	152.4%	-32.1%	-58.3%	73.3%	0.0%	53.8%	33.3%	25.0%	-40.0%	23.1%	-73.3%

Percentage of Homes Sold vs. Homes Listed

	2019		2020									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
	27.0%	36.9%	26.4%	37.9%	36.9%	25.4%	26.6%	50.9%	63.3%	61.5%	59.3%	67.8%

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	2019		2020										
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Avg.
Active	623	548	514	477	626	662	555	435	394	352	393	369	496
UCB	181	134	208	248	151	151	234	230	224	226	266	240	208
Pending	235	153	198	238	183	167	203	251	226	241	228	255	215
Sold	280	364	263	329	357	251	256	417	428	392	380	419	345
Expired	13	33	14	8	14	16	22	8	15	8	11	9	14

Sales to List Price

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

Percent Change- Month Over Month

	2019		2020									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
Active	-4.4%	-12.0%	-6.2%	-7.2%	31.2%	5.8%	-16.2%	-9.4%	-10.4%	-11.9%	10.4%	-6.5%
UCB	4.6%	-26.0%	55.2%	19.2%	-39.1%	0.0%	55.0%	-2.6%	-2.7%	0.9%	15.0%	-10.8%
Pending	10.3%	-34.9%	29.4%	20.2%	-23.1%	-8.7%	21.6%	-10.0%	-11.1%	6.2%	-5.7%	10.6%
Sold	-22.9%	30.0%	-27.7%	25.1%	8.5%	-29.7%	2.0%	2.6%	2.6%	-9.2%	-3.2%	9.3%
Expired	-13.3%	153.8%	-57.6%	-42.9%	75.0%	14.3%	37.5%	87.5%	46.7%	-87.5%	27.3%	-22.2%

Percentage of Homes Sold vs. Homes Listed

	2019		2020									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
	44.9%	66.4%	51.2%	69.0%	57.0%	37.9%	46.1%	95.9%	108.6%	111.4%	99.2%	113.6%

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

	2019		2020										
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Avg.
Active	248	232	252	227	238	224	200	169	137	140	144	130	195
UCB	39	21	48	62	34	29	54	69	54	60	60	64	50
Pending	37	29	32	44	35	19	36	37	49	56	52	71	41
Sold	46	59	26	57	69	50	33	63	79	81	89	91	62
Expired	4	7	8	3	4	4	9	8	4	6	3	1	5

Sales to List Price

	2019		2020										
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Avg.
	96.3%	95.7%	92.4%	96.4%	95.7%	93.6%	94.5%	93.9%	96.2%	96.0%	97.1%	96.8%	

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Trend Analysis - Scottsdale Single-Family Homes - Resale

\$1,500,000 - \$1,999,999

Numbers

	2019		2020										
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Avg.
Active	182	166	155	166	155	141	155	141	138	131	110	108	146
UCB	19	13	27	16	10	10	20	32	17	21	30	25	20
Pending	14	17	22	31	22	15	14	20	26	23	24	21	21
Sold	19	22	14	32	32	21	16	23	36	26	43	43	27
Expired	1	7	5	-	4	3	3	1	1	1	6	1	3

Sales to List Price

	2019		2020										
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Avg.
	94.6%	95.1%	97.7%	96.1%	94.7%	97.2%	95.6%	95.1%	95.6%	96.2%	97.0%	96.4%	

Percent Change- Month Over Month

	2019		2020									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
Active	-0.8%	-6.5%	8.6%	-9.9%	4.8%	-5.9%	-10.7%	-18.9%	-23.4%	2.1%	2.8%	-10.8%
UCB	-9.3%	-46.2%	128.6%	29.2%	-45.2%	-14.7%	86.2%	-21.7%	-27.8%	10.0%	0.0%	6.3%
Pending	54.2%	-21.6%	10.3%	37.5%	-20.5%	-45.7%	89.5%	32.4%	24.5%	12.5%	-7.7%	26.8%
Sold	39.4%	28.3%	-55.9%	119.2%	21.1%	-27.5%	-34.0%	25.4%	20.3%	2.5%	9.0%	2.2%
Expired	-20.0%	75.0%	14.3%	-62.5%	33.3%	0.0%	125.0%	-50.0%	-100.0%	33.3%	-100.0%	-200.0%

Percentage of Homes Sold vs. Homes Listed

	2019		2020									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
	18.5%	25.4%	10.3%	25.1%	29.0%	22.3%	16.5%	37.3%	57.7%	57.9%	61.8%	70.1%

Percent Change- Month Over Month

	2019		2020									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
Active	6.4%	-8.8%	-6.6%	7.1%	-6.6%	-9.0%	9.9%	-2.1%	-2.2%	-5.3%	-19.1%	-1.9%
UCB	26.7%	-31.6%	107.7%	-40.7%	-37.5%	0.0%	100.0%	-46.9%	-88.2%	19.0%	30.0%	-20.0%
Pending	-6.7%	21.4%	29.4%	40.9%	-29.0%	-31.8%	-6.7%	30.0%	23.1%	-13.0%	4.2%	-14.3%
Sold	35.7%	15.8%	-36.4%	128.6%	0.0%	-34.4%	-23.8%	56.5%	36.1%	-38.5%	39.5%	0.0%
Expired	-80.0%	600.0%	-28.6%	-100.0%	#DIV/0!	-25.0%	0.0%	0.0%	0.0%	0.0%	83.3%	-500.0%

Percentage of Homes Sold vs. Homes Listed

	2019		2020									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
	10.4%	13.3%	9.0%	19.3%	20.6%	14.9%	10.3%	16.3%	26.1%	19.8%	39.1%	39.8%

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

Numbers

	2019		2020										
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Avg.
Active	169	163	153	148	153	155	159	144	136	135	161	151	152
UCB	8	7	8	11	9	8	9	17	17	11	24	29	13
Pending	13	13	20	20	7	12	10	17	17	24	23	18	16
Sold	19	10	14	20	20	7	12	9	24	18	21	31	17
Expired	1	4	5	4	5	-	4	2	4	4	5	1	3

Sales to List Price

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

Percent Change- Month Over Month

	2019		2020									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
Active	5.6%	-3.6%	-6.1%	-3.3%	3.4%	1.3%	2.6%	-5.6%	-5.9%	-0.7%	16.1%	-6.6%
UCB	-27.3%	-12.5%	14.3%	37.5%	-18.2%	-11.1%	12.5%	0.0%	0.0%	-54.5%	54.2%	17.2%
Pending	18.2%	0.0%	53.8%	0.0%	-65.0%	71.4%	-16.7%	0.0%	0.0%	29.2%	-4.3%	-27.8%
Sold	11.8%	-47.4%	40.0%	42.9%	0.0%	-65.0%	71.4%	166.7%	62.5%	-33.3%	14.3%	32.3%
Expired	#DIV/0!	300.0%	25.0%	-20.0%	25.0%	-100.0%	#DIV/0!	100.0%	50.0%	0.0%	20.0%	-400.0%

Percentage of Homes Sold vs. Homes Listed

	2019		2020									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
	11.2%	6.1%	9.2%	13.5%	13.1%	4.5%	7.5%	6.3%	17.6%	13.3%	13.0%	20.5%

\$3,000,000+

Numbers

	2019		2020										
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Avg.
Active	150	150	159	161	146	137	136	130	109	106	126	126	136
UCB	4	8	8	7	5	4	8	10	10	16	12	20	9
Pending	8	6	5	9	8	6	9	14	15	12	15	17	10
Sold	6	9	9	9	9	6	3	7	12	14	13	15	9
Expired	2	2	4	-	1	3	2	2	4	1	1	3	2

Sales to List Price

	2019		2020									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
	95.1%	93.4%	95.7%	93.9%	95.5%	90.2%	98.7%	94.0%	94.1%	93.5%	96.4%	87.2%

Percent Change- Month Over Month

	2019		2020									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
Active	4.9%	0.0%	6.0%	1.3%	-9.3%	-6.2%	-0.7%	-16.2%	-19.3%	-2.8%	15.9%	0.0%
UCB	0.0%	100.0%	0.0%	-12.5%	-28.6%	-20.0%	100.0%	0.0%	0.0%	37.5%	-33.3%	40.0%
Pending	33.3%	-25.0%	-16.7%	80.0%	-11.1%	-25.0%	50.0%	7.1%	6.7%	-25.0%	20.0%	11.8%
Sold	0.0%	50.0%	0.0%	0.0%	0.0%	-33.3%	-50.0%	71.4%	41.7%	14.3%	-7.7%	13.3%
Expired	#DIV/0!	0.0%	100.0%	-100.0%	#DIV/0!	200.0%	-33.3%	100.0%	50.0%	-300.0%	0.0%	66.7%

Percentage of Homes Sold vs. Homes Listed

	2019		2020									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
	4.0%	6.0%	5.7%	5.6%	6.2%	4.4%	2.2%	5.4%	11.0%	13.2%	10.3%	11.9%

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