

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

All Price Points

2020													
	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Avg.
Active	1,233	1,179	1,318	1,319	1,205	1,019	914	864	924	884	750	586	1,016
UCB	299	344	209	202	325	358	312	334	382	378	378	294	318
Pending	277	342	255	219	272	339	333	356	342	382	399	315	319
Sold	326	447	487	335	320	519	579	531	548	599	532	638	488
Expired	36	15	26	26	40	21	28	20	26	15	15	28	25

Sales Price to List Price

2020												
Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	
96.8%	96.8%	97.0%	96.2%	96.9%	96.6%	96.6%	96.9%	97.7%	96.1%	97.3%	97.5%	

Percent Change- Month Over Month

2020												
Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	
Active	-2.1%	-4.4%	11.8%	0.1%	-8.6%	-10.3%	-11.5%	-5.8%	6.5%	-4.5%	-17.9%	-28.0%
UCB	63.4%	15.1%	-39.2%	-3.3%	60.9%	-12.8%	-14.7%	6.6%	12.6%	-1.1%	0.0%	-28.6%
Pending	27.1%	23.5%	-25.4%	-14.1%	24.2%	-1.8%	-1.8%	6.5%	-4.1%	10.5%	4.3%	-26.7%
Sold	-29.7%	37.1%	8.9%	-31.2%	-4.5%	11.6%	10.4%	-9.0%	3.1%	8.5%	-12.6%	16.6%
Expired	-32.1%	-58.3%	73.3%	0.0%	53.8%	33.3%	25.0%	-40.0%	23.1%	-73.3%	0.0%	46.4%

Percentage of Homes Sold vs. Homes Listed

2020												
Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	
26.4%	37.9%	36.9%	25.4%	26.6%	50.9%	63.3%	61.5%	59.3%	67.8%	70.9%	108.9%	

<\$999,999

2020													
	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Avg.
Active	514	477	626	662	555	435	394	352	393	369	285	191	438
UCB	208	248	151	151	234	230	224	226	266	240	226	194	217
Pending	198	238	183	167	203	251	226	241	228	255	249	188	219
Sold	263	329	357	251	256	417	428	392	380	419	378	404	356
Expired	14	8	14	16	22	8	15	8	11	9	9	15	12

Sales to List Price

2020												
Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	
97.9%	98.1%	98.6%	98.4%	97.9%	97.9%	98.3%	98.6%	98.9%	98.9%	99.3%	99.4%	

Percent Change- Month Over Month

2020												
Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	
Active	-6.2%	-7.2%	31.2%	5.8%	-16.2%	-9.4%	-10.4%	-11.9%	10.4%	-6.5%	-29.5%	-49.2%
UCB	55.2%	19.2%	-39.1%	0.0%	55.0%	-2.6%	-2.7%	0.9%	15.0%	-10.8%	-6.2%	-16.5%
Pending	29.4%	20.2%	-23.1%	-8.7%	21.6%	-10.0%	-11.1%	6.2%	-5.7%	10.6%	-2.4%	-32.4%
Sold	-27.7%	25.1%	8.5%	-29.7%	2.0%	2.6%	2.6%	-9.2%	-3.2%	9.3%	-10.8%	6.4%
Expired	-57.6%	-42.9%	75.0%	14.3%	37.5%	87.5%	46.7%	-87.5%	27.3%	-22.2%	0.0%	40.0%

Percentage of Homes Sold vs. Homes Listed

2020												
Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	
51.2%	69.0%	57.0%	37.9%	46.1%	95.9%	108.6%	111.4%	99.2%	113.6%	132.6%	211.5%	

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

	2020												Avg.
	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	
Active	252	227	238	224	200	169	137	140	144	130	114	80	171
UCB	48	62	34	29	54	69	54	60	60	64	69	49	54
Pending	32	44	35	19	36	37	49	56	52	71	77	39	46
Sold	26	57	69	50	33	63	79	81	89	91	82	125	70
Expired	8	3	4	4	9	8	4	6	3	1	-	3	4

Sales to List Price

2020												
Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	
92.4%	96.4%	95.7%	93.6%	94.5%	93.9%	96.2%	96.0%	97.1%	96.8%	98.1%	9660.0%	

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

	2020												Avg.
	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	
Active	155	166	155	141	155	141	138	131	110	108	89	82	131
UCB	27	16	10	10	20	32	17	21	30	25	32	22	22
Pending	22	31	22	15	14	20	26	23	24	21	30	30	23
Sold	14	32	32	21	16	23	36	26	43	43	25	45	30
Expired	5	-	4	3	3	1	1	1	6	1	3	1	2

Sales to List Price

2020												
Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	
97.7%	96.1%	94.7%	97.2%	95.6%	95.1%	95.6%	96.2%	97.0%	96.4%	95.3%	96.9%	

Percent Change- Month Over Month

	2020											
	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.
Active	8.6%	-9.9%	4.8%	-5.9%	-10.7%	-18.9%	-23.4%	2.1%	2.8%	-10.8%	-14.0%	-42.5%
UCB	128.6%	29.2%	-45.2%	-14.7%	86.2%	-21.7%	-27.8%	10.0%	0.0%	6.3%	7.2%	-40.8%
Pending	10.3%	37.5%	-20.5%	-45.7%	89.5%	32.4%	24.5%	12.5%	-7.7%	26.8%	7.8%	-97.4%
Sold	-55.9%	119.2%	21.1%	-27.5%	-34.0%	25.4%	20.3%	2.5%	9.0%	2.2%	-11.0%	34.4%
Expired	14.3%	-62.5%	33.3%	0.0%	125.0%	-50.0%	-100.0%	33.3%	-100.0%	-200.0%	#DIV/0!	100.0%

Percentage of Homes Sold vs. Homes Listed

2020												
Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	
10.3%	25.1%	29.0%	22.3%	16.5%	37.3%	57.7%	57.9%	61.8%	70.1%	71.9%	156.3%	

Percent Change- Month Over Month

	2020											
	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.
Active	-6.6%	7.1%	-6.6%	-9.0%	9.9%	-2.1%	-2.2%	-5.3%	-19.1%	-1.9%	-21.3%	-8.5%
UCB	107.7%	-40.7%	-37.5%	0.0%	100.0%	-46.9%	-88.2%	19.0%	30.0%	-20.0%	21.9%	-45.5%
Pending	29.4%	40.9%	-29.0%	-31.8%	-6.7%	30.0%	23.1%	-13.0%	4.2%	-14.3%	30.0%	0.0%
Sold	-36.4%	128.6%	0.0%	-34.4%	-23.8%	56.5%	36.1%	-38.5%	39.5%	0.0%	-72.0%	44.4%
Expired	-28.6%	-100.0%	#DIV/0!	-25.0%	0.0%	0.0%	0.0%	0.0%	83.3%	-500.0%	66.7%	-200.0%

Percentage of Homes Sold vs. Homes Listed

2020												
Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	
9.0%	19.3%	20.6%	14.9%	10.3%	16.3%	26.1%	19.8%	39.1%	39.8%	28.1%	54.9%	

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

**Numbers**

	2020												
	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Avg.
Active	153	148	153	155	159	144	136	135	161	151	136	124	146
UCB	8	11	9	8	9	17	17	11	24	29	34	13	16
Pending	20	20	7	12	10	17	17	24	23	18	24	28	18
Sold	14	20	20	7	12	9	24	18	21	31	23	41	20
Expired	5	4	5	-	4	2	4	4	5	1	1	4	3

**Sales to List Price**

2020												
Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	
95.8%	95.6%	95.5%	92.6%	98.7%	96.8%	92.5%	94.5%	95.8%	95.4%	94.1%	95.0%	

**Percent Change- Month Over Month**

	2020											
	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.
Active	-6.1%	-3.3%	3.4%	1.3%	2.6%	-5.6%	-5.9%	-0.7%	16.1%	-6.6%	-11.0%	-9.7%
UCB	14.3%	37.5%	-18.2%	-11.1%	12.5%	0.0%	0.0%	-54.5%	54.2%	17.2%	14.7%	-161.5%
Pending	53.8%	0.0%	-65.0%	71.4%	-16.7%	0.0%	0.0%	29.2%	-4.3%	-27.8%	25.0%	14.3%
Sold	40.0%	42.9%	0.0%	-65.0%	71.4%	166.7%	62.5%	-33.3%	14.3%	32.3%	-34.8%	43.9%
Expired	25.0%	-20.0%	25.0%	-100.0%	#DIV/0!	100.0%	50.0%	0.0%	20.0%	-400.0%	0.0%	75.0%

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

2020												
Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	
9.2%	13.5%	13.1%	4.5%	7.5%	6.3%	17.6%	13.3%	13.0%	20.5%	16.9%	33.1%	

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

**Numbers**

	2020												
	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Avg.
Active	159	161	146	137	136	130	109	106	126	126	126	109	131
UCB	8	7	5	4	8	10	10	16	12	20	17	16	11
Pending	5	9	8	6	9	14	15	12	15	17	19	30	13
Sold	9	9	9	6	3	7	12	14	13	15	24	23	12
Expired	4	-	1	3	2	2	4	1	1	3	2	5	2

**Sales to List Price**

2020												
Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	
95.7%	93.9%	95.5%	90.2%	98.7%	94.0%	94.1%	93.5%	96.4%	87.2%	94.9%	96.2%	

**Percent Change- Month Over Month**

	2020											
	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.
Active	6.0%	1.3%	-9.3%	-6.2%	-0.7%	-16.2%	-19.3%	-2.8%	15.9%	0.0%	0.0%	-15.6%
UCB	0.0%	-12.5%	-28.6%	-20.0%	100.0%	0.0%	0.0%	37.5%	-33.3%	40.0%	-17.6%	-6.3%
Pending	-16.7%	80.0%	-11.1%	-25.0%	50.0%	7.1%	6.7%	-25.0%	20.0%	11.8%	10.5%	36.7%
Sold	0.0%	0.0%	0.0%	-33.3%	-50.0%	71.4%	41.7%	14.3%	-7.7%	13.3%	37.5%	-4.3%
Expired	100.0%	-100.0%	#DIV/0!	200.0%	-33.3%	100.0%	50.0%	-300.0%	0.0%	66.7%	-50.0%	60.0%

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

2020												
Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	
5.7%	5.6%	6.2%	4.4%	2.2%	5.4%	11.0%	13.2%	10.3%	11.9%	19.0%	21.1%	

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