

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

All Price Points

	2020										2021			
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Avg.	
Active	1,319	1,205	1,019	914	864	924	884	750	586	481	414	411	814	
UCB	202	325	358	312	334	382	378	378	294	369	321	343	333	
Pending	219	272	339	333	356	342	382	399	315	391	425	426	350	
Sold	335	320	519	579	531	548	599	532	638	497	559	644	525	
Expired	26	40	21	28	20	26	15	15	28	14	10	8	21	

Sales Price to List Price

	2020										2021		
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	
	96.2%	96.9%	96.6%	96.6%	96.9%	97.7%	96.1%	97.3%	97.5%	97.4%	96.7%	99.2%	

Percent Change- Month Over Month

	2020										2021		
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	
Active	0.1%	-8.6%	-10.3%	-11.5%	-5.8%	6.5%	-4.5%	-17.9%	-28.0%	-21.8%	-16.2%	-0.7%	
UCB	-3.3%	60.9%	-12.8%	-14.7%	6.6%	12.6%	-1.1%	0.0%	-28.6%	20.3%	-15.0%	6.4%	
Pending	-14.1%	24.2%	-1.8%	-1.8%	6.5%	-4.1%	10.5%	4.3%	-26.7%	19.4%	8.0%	0.2%	
Sold	-31.2%	-4.5%	11.6%	10.4%	-9.0%	3.1%	8.5%	-12.6%	16.6%	-28.4%	11.1%	13.2%	
Expired	0.0%	53.8%	33.3%	25.0%	-40.0%	23.1%	-73.3%	0.0%	46.4%	-100.0%	-40.0%	-25.0%	

Percentage of Homes Sold vs. Homes Listed

	2020										2021		
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	
	25.4%	26.6%	50.9%	63.3%	61.5%	59.3%	67.8%	70.9%	108.9%	103.3%	135.0%	156.7%	

<\$999,999

	2020										2021			
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Avg.	
Active	662	555	435	394	352	393	369	285	191	141	113	119	334	
UCB	151	234	230	224	226	266	240	226	194	218	183	180	214	
Pending	167	203	251	226	241	228	255	249	188	234	239	232	226	
Sold	251	256	417	428	392	380	419	378	404	336	350	400	368	
Expired	16	22	8	15	8	11	9	9	15	11	2	4	11	

Sales to List Price

	2020										2021		
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	
	98.4%	97.9%	97.9%	98.3%	98.6%	98.9%	98.9%	99.3%	99.4%	97.4%	99.9%	101.4%	

Percent Change- Month Over Month

	2020										2021		
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	
Active	5.8%	-16.2%	-9.4%	-10.4%	-11.9%	10.4%	-6.5%	-29.5%	-49.2%	-35.5%	-24.8%	5.0%	
UCB	0.0%	55.0%	-2.6%	-2.7%	0.9%	15.0%	-10.8%	-6.2%	-16.5%	11.0%	-19.1%	-1.7%	
Pending	-8.7%	21.6%	-10.0%	-11.1%	6.2%	-5.7%	10.6%	-2.4%	-32.4%	19.7%	2.1%	-3.0%	
Sold	-29.7%	2.0%	2.6%	2.6%	-9.2%	-3.2%	9.3%	-10.8%	6.4%	-20.2%	4.0%	12.5%	
Expired	14.3%	37.5%	87.5%	46.7%	-87.5%	27.3%	-22.2%	0.0%	40.0%	-36.4%	-450.0%	50.0%	

Percentage of Homes Sold vs. Homes Listed

	2020										2021		
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	
	37.9%	46.1%	95.9%	108.6%	111.4%	99.2%	113.6%	132.6%	211.5%	238.3%	309.7%	336.1%	

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

	2020				2021								
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Avg.
Active	224	200	169	137	140	144	130	114	80	67	50	52	126
UCB	29	54	69	54	60	60	64	69	49	60	52	66	57
Pending	19	36	37	49	56	52	71	77	39	64	70	73	54
Sold	50	33	63	79	81	89	91	82	125	75	98	111	81
Expired	4	9	8	4	6	3	1	-	3	1	3	2	4

**Sales to List Price**

	2020				2021							
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.
	93.6%	94.5%	93.9%	96.2%	96.0%	97.1%	96.8%	98.1%	96.6%	97.1%	97.8%	99.6%

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				2021								
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Avg.
Active	141	155	141	138	131	110	108	89	82	63	46	46	104
UCB	10	20	32	17	21	30	25	32	22	35	31	36	26
Pending	15	14	20	26	23	24	21	30	30	37	45	38	27
Sold	21	16	23	36	26	43	43	25	45	30	49	58	35
Expired	3	3	1	1	1	6	1	3	1	-	2	-	2

**Sales to List Price**

	2020				2021							
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.
	97.2%	95.6%	95.1%	95.6%	96.2%	97.0%	96.4%	95.3%	96.9%	96.4%	97.3%	98.4%

**Percent Change- Month Over Month**

	2020				2021							
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.
Active	-5.9%	-10.7%	-18.9%	-23.4%	2.1%	2.8%	-10.8%	-14.0%	-42.5%	-19.4%	-34.0%	3.8%
UCB	-14.7%	86.2%	-21.7%	-27.8%	10.0%	0.0%	6.3%	7.2%	-40.8%	18.3%	-15.4%	21.2%
Pending	-45.7%	89.5%	32.4%	24.5%	12.5%	-7.7%	26.8%	7.8%	-97.4%	39.1%	8.6%	4.1%
Sold	-27.5%	-34.0%	25.4%	20.3%	2.5%	9.0%	2.2%	-11.0%	34.4%	-66.7%	23.5%	11.7%
Expired	0.0%	125.0%	-50.0%	-100.0%	33.3%	-100.0%	-200.0%	#DIV/0!	100.0%	-200.0%	66.7%	-50.0%

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

	2020				2021							
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.
	22.3%	16.5%	37.3%	57.7%	57.9%	61.8%	70.1%	71.9%	156.3%	111.9%	196.0%	213.5%

**Percent Change- Month Over Month**

	2020				2021							
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.
Active	-9.0%	9.9%	-2.1%	-2.2%	-5.3%	-19.1%	-1.9%	-21.3%	-8.5%	-30.2%	-37.0%	0.0%
UCB	0.0%	100.0%	-46.9%	-88.2%	19.0%	30.0%	-20.0%	21.9%	-45.5%	37.1%	-12.9%	13.9%
Pending	-31.8%	-6.7%	30.0%	23.1%	-13.0%	4.2%	-14.3%	30.0%	0.0%	18.9%	17.8%	-18.4%
Sold	-34.4%	-23.8%	56.5%	36.1%	-38.5%	39.5%	0.0%	-72.0%	44.4%	-50.0%	38.8%	15.5%
Expired	-25.0%	0.0%	0.0%	0.0%	0.0%	83.3%	-500.0%	66.7%	-200.0%	#DIV/0!	100.0%	#DIV/0!

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

	2020				2021							
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.
	14.9%	10.3%	16.3%	26.1%	19.8%	39.1%	39.8%	28.1%	54.9%	47.6%	106.5%	126.1%

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

	2020								2021				
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Avg.
<b>Active</b>	155	159	144	136	135	161	151	136	124	103	99	80	132
<b>UCB</b>	8	9	17	17	11	24	29	34	13	31	34	39	22
<b>Pending</b>	12	10	17	17	24	23	18	24	28	28	44	53	25
<b>Sold</b>	7	12	9	24	18	21	31	23	41	26	30	43	24
<b>Expired</b>	-	4	2	4	4	5	1	1	4	1	2	1	2

**Sales to List Price**

	2020								2021			
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.
	92.6%	98.7%	96.8%	92.5%	94.5%	95.8%	95.4%	94.1%	95.0%	97.1%	95.5%	93.8%

**Percent Change- Month Over Month**

	2020								2021				
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	
<b>Active</b>	1.3%	2.6%	-5.6%	-5.9%	-0.7%	16.1%	-6.6%	-11.0%	-9.7%	-20.4%	-4.0%	-23.8%	
<b>UCB</b>	-11.1%	12.5%	0.0%	0.0%	-54.5%	54.2%	17.2%	14.7%	-161.5%	58.1%	8.8%	12.8%	
<b>Pending</b>	71.4%	-16.7%	0.0%	0.0%	29.2%	-4.3%	-27.8%	25.0%	14.3%	0.0%	36.4%	17.0%	
<b>Sold</b>	-65.0%	71.4%	166.7%	62.5%	-33.3%	14.3%	32.3%	-34.8%	43.9%	-57.7%	13.3%	30.2%	
<b>Expired</b>	-100.0%	#DIV/0!	100.0%	50.0%	0.0%	20.0%	-400.0%	0.0%	75.0%	-300.0%	50.0%	-100.0%	

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

	2020								2021			
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.
	4.5%	7.5%	6.3%	17.6%	13.3%	13.0%	20.5%	16.9%	33.1%	25.2%	30.3%	53.8%

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

	2020								2021				
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Avg.
<b>Active</b>	137	136	130	109	106	126	126	126	109	107	106	114	119
<b>UCB</b>	4	8	10	10	16	12	20	17	16	25	21	22	15
<b>Pending</b>	6	9	14	15	12	15	17	19	30	28	27	30	19
<b>Sold</b>	6	3	7	12	14	13	15	24	23	30	32	32	18
<b>Expired</b>	3	2	2	4	1	1	3	2	5	1	1	1	2

**Sales to List Price**

	2020								2021			
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.
	90.2%	98.7%	94.0%	94.1%	93.5%	96.4%	87.2%	94.9%	96.2%	95.6%	91.5%	96.5%

**Percent Change- Month Over Month**

	2020								2021				
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	
<b>Active</b>	-6.2%	-0.7%	-16.2%	-19.3%	-2.8%	15.9%	0.0%	0.0%	-15.6%	-1.9%	-0.9%	7.0%	
<b>UCB</b>	-20.0%	100.0%	0.0%	0.0%	37.5%	-33.3%	40.0%	-17.6%	-6.3%	36.0%	-19.0%	4.5%	
<b>Pending</b>	-25.0%	50.0%	7.1%	6.7%	-25.0%	20.0%	11.8%	10.5%	36.7%	-7.1%	-3.7%	10.0%	
<b>Sold</b>	-33.3%	-50.0%	71.4%	41.7%	14.3%	-7.7%	13.3%	37.5%	-4.3%	23.3%	6.3%	0.0%	
<b>Expired</b>	200.0%	-33.3%	100.0%	50.0%	-300.0%	0.0%	66.7%	-50.0%	60.0%	-400.0%	0.0%	0.0%	

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

	2020								2021			
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.
	4.4%	2.2%	5.4%	11.0%	13.2%	10.3%	11.9%	19.0%	21.1%	28.0%	30.2%	28.1%

All data provided by the Arizona Regional Multiple Listing System. Numbers subject to change.