

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

All Price Points

| | 2021 | | | | | | | | | | | | |
|---------|-------|-------|------|------|------|------|------|------|------|------|------|------|------|
| | May | Jun. | Jul. | Aug. | Sep. | Oct. | Nov. | Dec. | Jan. | Feb. | Mar. | Apr. | Avg. |
| Active | 1,205 | 1,019 | 914 | 864 | 924 | 884 | 750 | 586 | 481 | 414 | 411 | 486 | 745 |
| UCB | 325 | 358 | 312 | 334 | 382 | 378 | 378 | 294 | 369 | 321 | 343 | 324 | 343 |
| Pending | 272 | 339 | 333 | 356 | 342 | 382 | 399 | 315 | 391 | 425 | 426 | 418 | 367 |
| Sold | 320 | 519 | 579 | 531 | 548 | 599 | 532 | 638 | 497 | 559 | 644 | 642 | 551 |
| Expired | 40 | 21 | 28 | 20 | 26 | 15 | 15 | 28 | 14 | 10 | 8 | 8 | 19 |

Sales Price to List Price

| 2021 | | | | | | | | | | | | |
|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|--------|--|
| May | Jun. | Jul. | Aug. | Sep. | Oct. | Nov. | Dec. | Jan. | Feb. | Mar. | Apr. | |
| 96.9% | 96.6% | 96.6% | 96.9% | 97.7% | 96.1% | 97.3% | 97.5% | 97.4% | 96.7% | 99.2% | 100.2% | |

<\$999,999

| | 2021 | | | | | | | | | | | | |
|---------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| | May | Jun. | Jul. | Aug. | Sep. | Oct. | Nov. | Dec. | Jan. | Feb. | Mar. | Apr. | Avg. |
| Active | 555 | 435 | 394 | 352 | 393 | 369 | 285 | 191 | 141 | 113 | 119 | 176 | 294 |
| UCB | 234 | 230 | 224 | 226 | 266 | 240 | 226 | 194 | 218 | 183 | 180 | 176 | 216 |
| Pending | 203 | 251 | 226 | 241 | 228 | 255 | 249 | 188 | 234 | 239 | 232 | 220 | 231 |
| Sold | 256 | 417 | 428 | 392 | 380 | 419 | 378 | 404 | 336 | 350 | 400 | 400 | 380 |
| Expired | 22 | 8 | 15 | 8 | 11 | 9 | 9 | 15 | 11 | 2 | 4 | 3 | 10 |

Sales to List Price

| 2021 | | | | | | | | | | | | |
|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|--------|--------|--|
| May | Jun. | Jul. | Aug. | Sep. | Oct. | Nov. | Dec. | Jan. | Feb. | Mar. | Apr. | |
| 97.9% | 97.9% | 98.3% | 98.6% | 98.9% | 98.9% | 99.3% | 99.4% | 97.4% | 99.9% | 101.4% | 102.3% | |

Percent Change- Month Over Month

| | 2021 | | | | | | | | | | | | |
|---------|-------|--------|--------|--------|-------|--------|--------|--------|---------|--------|--------|-------|--|
| | May | Jun. | Jul. | Aug. | Sep. | Oct. | Nov. | Dec. | Jan. | Feb. | Mar. | Apr. | |
| Active | -8.6% | -10.3% | -11.5% | -5.8% | 6.5% | -4.5% | -17.9% | -28.0% | -21.8% | -16.2% | -0.7% | 15.4% | |
| UCB | 60.9% | -12.8% | -14.7% | 6.6% | 12.6% | -1.1% | 0.0% | -28.6% | 20.3% | -15.0% | 6.4% | -5.9% | |
| Pending | 24.2% | -1.8% | -1.8% | 6.5% | -4.1% | 10.5% | 4.3% | -26.7% | 19.4% | 8.0% | 0.2% | -1.9% | |
| Sold | -4.5% | 11.6% | 10.4% | -9.0% | 3.1% | 8.5% | -12.6% | 16.6% | -28.4% | 11.1% | 13.2% | -0.3% | |
| Expired | 53.8% | 33.3% | 25.0% | -40.0% | 23.1% | -73.3% | 0.0% | 46.4% | -100.0% | -40.0% | -25.0% | 0.0% | |

Percentage of Homes Sold vs. Homes Listed

| 2021 | | | | | | | | | | | | |
|-------|-------|-------|-------|-------|-------|-------|--------|--------|--------|--------|--------|--|
| May | Jun. | Jul. | Aug. | Sep. | Oct. | Nov. | Dec. | Jan. | Feb. | Mar. | Apr. | |
| 26.6% | 50.9% | 63.3% | 61.5% | 59.3% | 67.8% | 70.9% | 108.9% | 103.3% | 135.0% | 156.7% | 132.1% | |

Percent Change- Month Over Month

| | 2021 | | | | | | | | | | | | |
|---------|--------|--------|--------|--------|-------|--------|--------|--------|--------|---------|-------|--------|--|
| | May | Jun. | Jul. | Aug. | Sep. | Oct. | Nov. | Dec. | Jan. | Feb. | Mar. | Apr. | |
| Active | -16.2% | -9.4% | -10.4% | -11.9% | 10.4% | -6.5% | -29.5% | -49.2% | -35.5% | -24.8% | 5.0% | 32.4% | |
| UCB | 55.0% | -2.6% | -2.7% | 0.9% | 15.0% | -10.8% | -6.2% | -16.5% | 11.0% | -19.1% | -1.7% | -2.3% | |
| Pending | 21.6% | -10.0% | -11.1% | 6.2% | -5.7% | 10.6% | -2.4% | -32.4% | 19.7% | 2.1% | -3.0% | -5.5% | |
| Sold | 2.0% | 2.6% | 2.6% | -9.2% | -3.2% | 9.3% | -10.8% | 6.4% | -20.2% | 4.0% | 12.5% | 0.0% | |
| Expired | 37.5% | 87.5% | 46.7% | -87.5% | 27.3% | -22.2% | 0.0% | 40.0% | -36.4% | -450.0% | 50.0% | -33.3% | |

Percentage of Homes Sold vs. Homes Listed

| 2021 | | | | | | | | | | | | |
|-------|-------|--------|--------|-------|--------|--------|--------|--------|--------|--------|--------|--|
| May | Jun. | Jul. | Aug. | Sep. | Oct. | Nov. | Dec. | Jan. | Feb. | Mar. | Apr. | |
| 46.1% | 95.9% | 108.6% | 111.4% | 99.2% | 113.6% | 132.6% | 211.5% | 238.3% | 309.7% | 336.1% | 227.3% | |

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

| | 2021 | | | | | | | | | | | | |
|---------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| | May | Jun. | Jul. | Aug. | Sep. | Oct. | Nov. | Dec. | Jan. | Feb. | Mar. | Apr. | Avg. |
| Active | 200 | 169 | 137 | 140 | 144 | 130 | 114 | 80 | 67 | 50 | 52 | 57 | 112 |
| UCB | 54 | 69 | 54 | 60 | 60 | 64 | 69 | 49 | 60 | 52 | 66 | 63 | 60 |
| Pending | 36 | 37 | 49 | 56 | 52 | 71 | 77 | 39 | 64 | 70 | 73 | 87 | 59 |
| Sold | 33 | 63 | 79 | 81 | 89 | 91 | 82 | 125 | 75 | 98 | 111 | 110 | 86 |
| Expired | 9 | 8 | 4 | 6 | 3 | 1 | - | 3 | 1 | 3 | 2 | 2 | 4 |

Sales to List Price

| 2021 | | | | | | | | | | | | |
|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|--------|--|
| May | Jun. | Jul. | Aug. | Sep. | Oct. | Nov. | Dec. | Jan. | Feb. | Mar. | Apr. | |
| 94.5% | 93.9% | 96.2% | 96.0% | 97.1% | 96.8% | 98.1% | 96.6% | 97.1% | 97.8% | 99.6% | 100.8% | |

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

| | 2021 | | | | | | | | | | | | |
|---------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| | May | Jun. | Jul. | Aug. | Sep. | Oct. | Nov. | Dec. | Jan. | Feb. | Mar. | Apr. | Avg. |
| Active | 155 | 141 | 138 | 131 | 110 | 108 | 89 | 82 | 63 | 46 | 46 | 54 | 97 |
| UCB | 20 | 32 | 17 | 21 | 30 | 25 | 32 | 22 | 35 | 31 | 36 | 28 | 27 |
| Pending | 14 | 20 | 26 | 23 | 24 | 21 | 30 | 30 | 37 | 45 | 38 | 40 | 29 |
| Sold | 16 | 23 | 36 | 26 | 43 | 43 | 25 | 45 | 30 | 49 | 58 | 50 | 37 |
| Expired | 3 | 1 | 1 | 1 | 6 | 1 | 3 | 1 | - | 2 | - | 1 | 2 |

Sales to List Price

| 2021 | | | | | | | | | | | | |
|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|--------|--|
| May | Jun. | Jul. | Aug. | Sep. | Oct. | Nov. | Dec. | Jan. | Feb. | Mar. | Apr. | |
| 95.6% | 95.1% | 95.6% | 96.2% | 97.0% | 96.4% | 95.3% | 96.9% | 96.4% | 97.3% | 98.4% | 100.2% | |

Percent Change- Month Over Month

| | 2021 | | | | | | | | | | | |
|---------|--------|--------|---------|-------|---------|---------|---------|--------|---------|--------|--------|-------|
| | May | Jun. | Jul. | Aug. | Sep. | Oct. | Nov. | Dec. | Jan. | Feb. | Mar. | Apr. |
| Active | -10.7% | -18.9% | -23.4% | 2.1% | 2.8% | -10.8% | -14.0% | -42.5% | -19.4% | -34.0% | 3.8% | 8.8% |
| UCB | 86.2% | -21.7% | -27.8% | 10.0% | 0.0% | 6.3% | 7.2% | -40.8% | 18.3% | -15.4% | 21.2% | -4.8% |
| Pending | 89.5% | 32.4% | 24.5% | 12.5% | -7.7% | 26.8% | 7.8% | -97.4% | 39.1% | 8.6% | 4.1% | 16.1% |
| Sold | -34.0% | 25.4% | 20.3% | 2.5% | 9.0% | 2.2% | -11.0% | 34.4% | -66.7% | 23.5% | 11.7% | -0.9% |
| Expired | 125.0% | -50.0% | -100.0% | 33.3% | -100.0% | -200.0% | #DIV/0! | 100.0% | -200.0% | 66.7% | -50.0% | 0.0% |

Percentage of Homes Sold vs. Homes Listed

| 2021 | | | | | | | | | | | | |
|-------|-------|-------|-------|-------|-------|-------|--------|--------|--------|--------|--------|--|
| May | Jun. | Jul. | Aug. | Sep. | Oct. | Nov. | Dec. | Jan. | Feb. | Mar. | Apr. | |
| 16.5% | 37.3% | 57.7% | 57.9% | 61.8% | 70.1% | 71.9% | 156.3% | 111.9% | 196.0% | 213.5% | 193.0% | |

Percent Change- Month Over Month

| | 2021 | | | | | | | | | | | |
|---------|--------|--------|--------|--------|--------|---------|--------|---------|---------|--------|---------|--------|
| | May | Jun. | Jul. | Aug. | Sep. | Oct. | Nov. | Dec. | Jan. | Feb. | Mar. | Apr. |
| Active | 9.9% | -2.1% | -2.2% | -5.3% | -19.1% | -1.9% | -21.3% | -8.5% | -30.2% | -37.0% | 0.0% | 14.8% |
| UCB | 100.0% | -46.9% | -88.2% | 19.0% | 30.0% | -20.0% | 21.9% | -45.5% | 37.1% | -12.9% | 13.9% | -28.6% |
| Pending | -6.7% | 30.0% | 23.1% | -13.0% | 4.2% | -14.3% | 30.0% | 0.0% | 18.9% | 17.8% | -18.4% | 5.0% |
| Sold | -23.8% | 56.5% | 36.1% | -38.5% | 39.5% | 0.0% | -72.0% | 44.4% | -50.0% | 38.8% | 15.5% | -16.0% |
| Expired | 0.0% | 0.0% | 0.0% | 0.0% | 83.3% | -500.0% | 66.7% | -200.0% | #DIV/0! | 100.0% | #DIV/0! | 100.0% |

Percentage of Homes Sold vs. Homes Listed

| 2021 | | | | | | | | | | | | |
|-------|-------|-------|-------|-------|-------|-------|-------|-------|--------|--------|-------|--|
| May | Jun. | Jul. | Aug. | Sep. | Oct. | Nov. | Dec. | Jan. | Feb. | Mar. | Apr. | |
| 10.3% | 16.3% | 26.1% | 19.8% | 39.1% | 39.8% | 28.1% | 54.9% | 47.6% | 106.5% | 126.1% | 92.6% | |

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

| | 2021 | | | | | | | | | | | | |
|----------------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| | May | Jun. | Jul. | Aug. | Sep. | Oct. | Nov. | Dec. | Jan. | Feb. | Mar. | Apr. | Avg. |
| Active | 159 | 144 | 136 | 135 | 161 | 151 | 136 | 124 | 103 | 99 | 80 | 79 | 126 |
| UCB | 9 | 17 | 17 | 11 | 24 | 29 | 34 | 13 | 31 | 34 | 39 | 27 | 24 |
| Pending | 10 | 17 | 17 | 24 | 23 | 18 | 24 | 28 | 28 | 44 | 53 | 46 | 28 |
| Sold | 12 | 9 | 24 | 18 | 21 | 31 | 23 | 41 | 26 | 30 | 43 | 59 | 28 |
| Expired | 4 | 2 | 4 | 4 | 5 | 1 | 1 | 4 | 1 | 2 | 1 | - | 2 |

Sales to List Price

| 2021 | | | | | | | | | | | |
|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| May | Jun. | Jul. | Aug. | Sep. | Oct. | Nov. | Dec. | Jan. | Feb. | Mar. | Apr. |
| 98.7% | 96.8% | 92.5% | 94.5% | 95.8% | 95.4% | 94.1% | 95.0% | 97.1% | 95.5% | 93.8% | 99.7% |

Percent Change- Month Over Month

| | 2021 | | | | | | | | | | | |
|----------------|---------|--------|-------|--------|-------|---------|--------|---------|---------|-------|---------|---------|
| | May | Jun. | Jul. | Aug. | Sep. | Oct. | Nov. | Dec. | Jan. | Feb. | Mar. | Apr. |
| Active | 2.6% | -5.6% | -5.9% | -0.7% | 16.1% | -6.6% | -11.0% | -9.7% | -20.4% | -4.0% | -23.8% | -1.3% |
| UCB | 12.5% | 0.0% | 0.0% | -54.5% | 54.2% | 17.2% | 14.7% | -161.5% | 58.1% | 8.8% | 12.8% | -44.4% |
| Pending | -16.7% | 0.0% | 0.0% | 29.2% | -4.3% | -27.8% | 25.0% | 14.3% | 0.0% | 36.4% | 17.0% | -15.2% |
| Sold | 71.4% | 166.7% | 62.5% | -33.3% | 14.3% | 32.3% | -34.8% | 43.9% | -57.7% | 13.3% | 30.2% | 27.1% |
| Expired | #DIV/0! | 100.0% | 50.0% | 0.0% | 20.0% | -400.0% | 0.0% | 75.0% | -300.0% | 50.0% | -100.0% | #DIV/0! |

Percentage of Homes Sold vs. Homes Listed

| 2021 | | | | | | | | | | | |
|------|------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| May | Jun. | Jul. | Aug. | Sep. | Oct. | Nov. | Dec. | Jan. | Feb. | Mar. | Apr. |
| 7.5% | 6.3% | 17.6% | 13.3% | 13.0% | 20.5% | 16.9% | 33.1% | 25.2% | 30.3% | 53.8% | 19.3% |

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

| | 2021 | | | | | | | | | | | | |
|----------------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| | May | Jun. | Jul. | Aug. | Sep. | Oct. | Nov. | Dec. | Jan. | Feb. | Mar. | Apr. | Avg. |
| Active | 136 | 130 | 109 | 106 | 126 | 126 | 126 | 109 | 107 | 106 | 114 | 119 | 118 |
| UCB | 8 | 10 | 10 | 16 | 12 | 20 | 17 | 16 | 25 | 21 | 22 | 30 | 17 |
| Pending | 9 | 14 | 15 | 12 | 15 | 17 | 19 | 30 | 28 | 27 | 30 | 26 | 20 |
| Sold | 3 | 7 | 12 | 14 | 13 | 15 | 24 | 23 | 30 | 32 | 32 | 23 | 19 |
| Expired | 2 | 2 | 4 | 1 | 1 | 3 | 2 | 5 | 1 | 1 | 1 | 2 | 2 |

Sales to List Price

| 2021 | | | | | | | | | | | |
|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| May | Jun. | Jul. | Aug. | Sep. | Oct. | Nov. | Dec. | Jan. | Feb. | Mar. | Apr. |
| 98.7% | 94.0% | 94.1% | 93.5% | 96.4% | 87.2% | 94.9% | 96.2% | 95.6% | 91.5% | 96.5% | 95.4% |

Percent Change- Month Over Month

| | 2021 | | | | | | | | | | | |
|----------------|--------|--------|--------|---------|--------|-------|--------|--------|---------|--------|-------|--------|
| | May | Jun. | Jul. | Aug. | Sep. | Oct. | Nov. | Dec. | Jan. | Feb. | Mar. | Apr. |
| Active | -0.7% | -16.2% | -19.3% | -2.8% | 15.9% | 0.0% | 0.0% | -15.6% | -1.9% | -0.9% | 7.0% | 4.2% |
| UCB | 100.0% | 0.0% | 0.0% | 37.5% | -33.3% | 40.0% | -17.6% | -6.3% | 36.0% | -19.0% | 4.5% | 26.7% |
| Pending | 50.0% | 7.1% | 6.7% | -25.0% | 20.0% | 11.8% | 10.5% | 36.7% | -7.1% | -3.7% | 10.0% | -15.4% |
| Sold | -50.0% | 71.4% | 41.7% | 14.3% | -7.7% | 13.3% | 37.5% | -4.3% | 23.3% | 6.3% | 0.0% | -39.1% |
| Expired | -33.3% | 100.0% | 50.0% | -300.0% | 0.0% | 66.7% | -50.0% | 60.0% | -400.0% | 0.0% | 0.0% | 50.0% |

Percentage of Homes Sold vs. Homes Listed

| 2021 | | | | | | | | | | | |
|------|------|-------|-------|-------|-------|-------|-------|-------|-------|-------|------|
| May | Jun. | Jul. | Aug. | Sep. | Oct. | Nov. | Dec. | Jan. | Feb. | Mar. | Apr. |
| 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.