

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

All Price Points

	2020						2021						Avg.
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	
Active	914	864	924	884	750	586	481	414	411	486	469	504	641
UCB	312	334	382	378	378	294	369	321	343	324	300	278	334
Pending	333	356	342	382	399	315	391	425	426	418	412	371	381
Sold	579	531	548	599	532	638	497	559	644	642	631	599	583
Expired	28	20	26	15	15	28	14	10	8	8	16	13	17

Sales Price to List Price

	2020						2021					
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.
	96.6%	96.9%	97.7%	96.1%	97.3%	97.5%	97.4%	96.7%	99.2%	100.2%	99.9%	99.8%

<\$999,999

	2020						2021						Avg.
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	
Active	394	352	393	369	285	191	141	113	119	176	147	190	239
UCB	224	226	266	240	226	194	218	183	180	176	153	158	204
Pending	226	241	228	255	249	188	234	239	232	220	233	202	229
Sold	428	392	380	419	378	404	336	350	400	400	369	359	385
Expired	15	8	11	9	9	15	11	2	4	3	7	6	8

Sales to List Price

	2020						2021					
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.
	98.3%	98.6%	98.9%	98.9%	99.3%	99.4%	97.4%	99.9%	101.4%	102.3%	102.4%	101.9%

Percent Change- Month Over Month

	2020						2021					
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.
Active	-11.5%	-5.8%	6.5%	-4.5%	-17.9%	-28.0%	-21.8%	-16.2%	-0.7%	15.4%	-3.6%	6.9%
UCB	-14.7%	6.6%	12.6%	-1.1%	0.0%	-28.6%	20.3%	-15.0%	6.4%	-5.9%	-8.0%	-7.9%
Pending	-1.8%	6.5%	-4.1%	10.5%	4.3%	-26.7%	19.4%	8.0%	0.2%	-1.9%	-1.5%	-11.1%
Sold	10.4%	-9.0%	3.1%	8.5%	-12.6%	16.6%	-28.4%	11.1%	13.2%	-0.3%	-1.7%	-5.3%
Expired	25.0%	-40.0%	23.1%	-73.3%	0.0%	46.4%	-100.0%	-40.0%	-25.0%	0.0%	50.0%	-23.1%

Percentage of Homes Sold vs. Homes Listed

	2020						2021					
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.
	63.3%	61.5%	59.3%	67.8%	70.9%	108.9%	103.3%	135.0%	156.7%	132.1%	134.5%	118.8%

Percent Change- Month Over Month

	2020						2021					
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.
Active	-10.4%	-11.9%	10.4%	-6.5%	-29.5%	-49.2%	-35.5%	-24.8%	5.0%	32.4%	-19.7%	22.6%
UCB	-2.7%	0.9%	15.0%	-10.8%	-6.2%	-16.5%	11.0%	-19.1%	-1.7%	-2.3%	-15.0%	3.2%
Pending	-11.1%	6.2%	-5.7%	10.6%	-2.4%	-32.4%	19.7%	2.1%	-3.0%	-5.5%	5.6%	-15.3%
Sold	2.6%	-9.2%	-3.2%	9.3%	-10.8%	6.4%	-20.2%	4.0%	12.5%	0.0%	-8.4%	-2.8%
Expired	46.7%	-87.5%	27.3%	-22.2%	0.0%	40.0%	-36.4%	-450.0%	50.0%	-33.3%	57.1%	-16.7%

Percentage of Homes Sold vs. Homes Listed

	2020						2021					
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.
	108.6%	111.4%	99.2%	113.6%	132.6%	211.5%	238.3%	309.7%	336.1%	227.3%	251.0%	188.9%

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

	2020						2021						Avg.
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	
Active	137	140	144	130	114	80	67	50	52	57	61	68	92
UCB	54	60	60	64	69	49	60	52	66	63	63	54	60
Pending	49	56	52	71	77	39	64	70	73	87	58	63	63
Sold	79	81	89	91	82	125	75	98	111	110	123	95	97
Expired	4	6	3	1	-	3	1	3	2	2	3	2	3

Sales to List Price

2020	2021										
Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.
96.2%	96.0%	97.1%	96.8%	98.1%	96.6%	97.1%	97.8%	99.6%	100.8%	100.1%	100.1%

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

	2020						2021						Avg.
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	
Active	138	131	110	108	89	82	63	46	46	54	68	56	83
UCB	17	21	30	25	32	22	35	31	36	28	33	26	28
Pending	26	23	24	21	30	30	37	45	38	40	41	35	33
Sold	36	26	43	43	25	45	30	49	58	50	65	71	45
Expired	1	1	6	1	3	1	-	2	-	1	1	-	1

Sales to List Price

2020	2021										
Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.
95.6%	96.2%	97.0%	96.4%	95.3%	96.9%	96.4%	97.3%	98.4%	100.2%	99.6%	100.1%

Percent Change- Month Over Month

	2020						2021					
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.
Active	-23.4%	2.1%	2.8%	-10.8%	-14.0%	-42.5%	-19.4%	-34.0%	3.8%	8.8%	6.6%	10.3%
UCB	-27.8%	10.0%	0.0%	6.3%	7.2%	-40.8%	18.3%	-15.4%	21.2%	-4.8%	0.0%	-16.7%
Pending	24.5%	12.5%	-7.7%	26.8%	7.8%	-97.4%	39.1%	8.6%	4.1%	16.1%	-50.0%	7.9%
Sold	20.3%	2.5%	9.0%	2.2%	-11.0%	34.4%	-66.7%	23.5%	11.7%	-0.9%	10.6%	-29.5%
Expired	-100.0%	33.3%	-100.0%	-200.0%	#DIV/0!	100.0%	-200.0%	66.7%	-50.0%	0.0%	33.3%	-50.0%

Percentage of Homes Sold vs. Homes Listed

2020	2021										
Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.
57.7%	57.9%	61.8%	70.1%	71.9%	156.3%	111.9%	196.0%	213.5%	193.0%	201.6%	139.7%

Percent Change- Month Over Month

	2020						2021					
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.
Active	-2.2%	-5.3%	-19.1%	-1.9%	-21.3%	-8.5%	-30.2%	-37.0%	0.0%	14.8%	20.6%	-21.4%
UCB	-88.2%	19.0%	30.0%	-20.0%	21.9%	-45.5%	37.1%	-12.9%	13.9%	-28.6%	15.2%	-26.9%
Pending	23.1%	-13.0%	4.2%	-14.3%	30.0%	0.0%	18.9%	17.8%	-18.4%	5.0%	2.4%	-17.1%
Sold	36.1%	-38.5%	39.5%	0.0%	-72.0%	44.4%	-50.0%	38.8%	15.5%	-16.0%	23.1%	8.5%
Expired	0.0%	0.0%	83.3%	-500.0%	66.7%	-200.0%	#DIV/0!	100.0%	#DIV/0!	100.0%	0.0%	#DIV/0!

Percentage of Homes Sold vs. Homes Listed

2020	2021										
Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.
26.1%	19.8%	39.1%	39.8%	28.1%	54.9%	47.6%	106.5%	126.1%	92.6%	95.6%	126.8%

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

Numbers

	2020						2021						Avg.
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	
Active	136	135	161	151	136	124	103	99	80	79	77	85	114
UCB	17	11	24	29	34	13	31	34	39	27	28	23	26
Pending	17	24	23	18	24	28	28	44	53	46	47	38	33
Sold	24	18	21	31	23	41	26	30	43	59	41	45	34
Expired	4	4	5	1	1	4	1	2	1	-	4	4	3

Sales to List Price

2020	2021										
Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.
92.5%	94.5%	95.8%	95.4%	94.1%	95.0%	97.1%	95.5%	93.8%	99.7%	99.0%	98.7%

Percent Change- Month Over Month

	2020						2021					
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.
Active	-5.9%	-0.7%	16.1%	-6.6%	-11.0%	-9.7%	-20.4%	-4.0%	-23.8%	-1.3%	-2.6%	9.4%
UCB	0.0%	-54.5%	54.2%	17.2%	14.7%	-161.5%	58.1%	8.8%	12.8%	-44.4%	3.6%	-21.7%
Pending	0.0%	29.2%	-4.3%	-27.8%	25.0%	14.3%	0.0%	36.4%	17.0%	-15.2%	2.1%	-23.7%
Sold	62.5%	-33.3%	14.3%	32.3%	-34.8%	43.9%	-57.7%	13.3%	30.2%	27.1%	-43.9%	8.9%
Expired	50.0%	0.0%	20.0%	-400.0%	0.0%	75.0%	-300.0%	50.0%	-100.0%	#DIV/0!	100.0%	0.0%

Percentage of Homes Sold vs. Homes Listed

2020	2021										
Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	Apr.	Jun.
17.6%	13.3%	13.0%	20.5%	16.9%	33.1%	25.2%	30.3%	53.8%	19.3%	53.2%	52.9%

\$3,000,000+

Numbers

	2020						2021						Avg.
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	
Active	109	106	126	126	126	109	107	106	114	119	116	105	114
UCB	10	16	12	20	17	16	25	21	22	30	23	17	19
Pending	15	12	15	17	19	30	28	27	30	26	33	33	24
Sold	12	14	13	15	24	23	30	32	32	23	33	29	23
Expired	4	1	1	3	2	5	1	1	1	2	1	1	2

Sales to List Price

2020	2021										
Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.
94.1%	93.5%	96.4%	87.2%	94.9%	96.2%	95.6%	91.5%	96.5%	95.4%	96.0%	96.3%

Percent Change- Month Over Month

	2020						2021					
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.
Active	-19.3%	-2.8%	15.9%	0.0%	0.0%	-15.6%	-1.9%	-0.9%	7.0%	4.2%	-2.6%	-10.5%
UCB	0.0%	37.5%	-33.3%	40.0%	-17.6%	-6.3%	36.0%	-19.0%	4.5%	26.7%	-30.4%	-35.3%
Pending	6.7%	-25.0%	20.0%	11.8%	10.5%	36.7%	-7.1%	-3.7%	10.0%	-15.4%	21.2%	0.0%
Sold	41.7%	14.3%	-7.7%	13.3%	37.5%	-4.3%	23.3%	6.3%	0.0%	-39.1%	30.3%	-13.8%
Expired	50.0%	-300.0%	0.0%	66.7%	-50.0%	60.0%	-400.0%	0.0%	0.0%	50.0%	-100.0%	0.0%

Percentage of Homes Sold vs. Homes Listed

2020	2021										
Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.
11.0%	13.2%	10.3%	11.9%	19.0%	21.1%	28.0%	30.2%	28.1%	19.3%	28.4%	27.6%

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