

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

All Price Points

	2020				2021								
	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Avg.
Active	924	884	750	586	481	414	411	486	469	504	538	524	581
UCB	382	378	378	294	369	321	343	324	300	278	281	280	327
Pending	342	382	399	315	391	425	426	418	412	371	303	347	378
Sold	548	599	532	638	497	559	644	642	631	599	520	476	574
Expired	26	15	15	28	14	10	8	8	16	13	16	17	16

Sales Price to List Price

	2020				2021							
	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.
	97.7%	96.1%	97.3%	97.5%	97.4%	96.7%	99.2%	100.2%	99.9%	99.8%	99.5%	98.7%

<\$999,999

	2020				2021								
	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Avg.
Active	393	369	285	191	141	113	119	176	147	190	217	222	214
UCB	266	240	226	194	218	183	180	176	153	158	159	154	192
Pending	228	255	249	188	234	239	232	220	233	202	164	199	220
Sold	380	419	378	404	336	350	400	400	369	359	323	300	368
Expired	11	9	9	15	11	2	4	3	7	6	3	10	8

Sales to List Price

	2020				2021							
	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.
	98.9%	98.9%	99.3%	99.4%	97.4%	99.9%	101.4%	102.3%	102.4%	101.9%	101.1%	100.1%

Percent Change- Month Over Month

	2020				2021							
	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.
Active	6.5%	-4.5%	-17.9%	-28.0%	-21.8%	-16.2%	-0.7%	15.4%	-3.6%	6.9%	6.3%	-2.7%
UCB	12.6%	-1.1%	0.0%	-28.6%	20.3%	-15.0%	6.4%	-5.9%	-8.0%	-7.9%	1.1%	-0.4%
Pending	-4.1%	10.5%	4.3%	-26.7%	19.4%	8.0%	0.2%	-1.9%	-1.5%	-11.1%	-22.4%	12.7%
Sold	3.1%	8.5%	-12.6%	16.6%	-28.4%	11.1%	13.2%	-0.3%	-1.7%	-5.3%	-15.2%	-9.2%
Expired	23.1%	-73.3%	0.0%	46.4%	-100.0%	-40.0%	-25.0%	0.0%	50.0%	-23.1%	18.8%	5.9%

Percentage of Homes Sold vs. Homes Listed

	2020				2021							
	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.
	59.3%	67.8%	70.9%	108.9%	103.3%	135.0%	156.7%	132.1%	134.5%	118.8%	96.7%	90.8%

Percent Change- Month Over Month

	2020				2021							
	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.
Active	10.4%	-6.5%	-29.5%	-49.2%	-35.5%	-24.8%	5.0%	32.4%	-19.7%	22.6%	12.4%	2.3%
UCB	15.0%	-10.8%	-6.2%	-16.5%	11.0%	-19.1%	-1.7%	-2.3%	-15.0%	3.2%	0.6%	-3.2%
Pending	-5.7%	10.6%	-2.4%	-32.4%	19.7%	2.1%	-3.0%	-5.5%	5.6%	-15.3%	-23.2%	17.6%
Sold	-3.2%	9.3%	-10.8%	6.4%	-20.2%	4.0%	12.5%	0.0%	-8.4%	-2.8%	-11.1%	-7.7%
Expired	27.3%	-22.2%	0.0%	40.0%	-36.4%	-450.0%	50.0%	-33.3%	57.1%	-16.7%	-100.0%	70.0%

Percentage of Homes Sold vs. Homes Listed

	2020				2021							
	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.
	99.2%	113.6%	132.6%	211.5%	238.3%	309.7%	336.1%	227.3%	251.0%	188.9%	148.8%	135.1%

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

	2020		2021										
	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Avg.
Active	144	130	114	80	67	50	52	57	61	68	86	78	82
UCB	60	64	69	49	60	52	66	63	63	54	58	62	60
Pending	52	71	77	39	64	70	73	87	58	63	45	54	63
Sold	89	91	82	125	75	98	111	110	123	95	96	78	98
Expired	3	1	-	3	1	3	2	2	3	2	1	3	2

**Sales to List Price**

2020	2021										
Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.
97.1%	96.8%	98.1%	96.6%	97.1%	97.8%	99.6%	100.8%	100.1%	100.1%	100.0%	99.1%

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										
	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Avg.
Active	110	108	89	82	63	46	46	54	68	56	54	60	70
UCB	30	25	32	22	35	31	36	28	33	26	27	20	29
Pending	24	21	30	30	37	45	38	40	41	35	32	24	33
Sold	43	43	25	45	30	49	58	50	65	71	49	56	49
Expired	6	1	3	1	-	2	-	1	1	-	2	-	1

**Sales to List Price**

2020	2021										
Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.
97.0%	96.4%	95.3%	96.9%	96.4%	97.3%	98.4%	100.2%	99.6%	100.1%	99.1%	98.0%

**Percent Change- Month Over Month**

	2020		2021									
	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.
Active	2.8%	-10.8%	-14.0%	-42.5%	-19.4%	-34.0%	3.8%	8.8%	6.6%	10.3%	20.9%	-10.3%
UCB	0.0%	6.3%	7.2%	-40.8%	18.3%	-15.4%	21.2%	-4.8%	0.0%	-16.7%	6.9%	6.5%
Pending	-7.7%	26.8%	7.8%	-97.4%	39.1%	8.6%	4.1%	16.1%	-50.0%	7.9%	-40.0%	16.7%
Sold	9.0%	2.2%	-11.0%	34.4%	-66.7%	23.5%	11.7%	-0.9%	10.6%	-29.5%	1.0%	-23.1%
Expired	-100.0%	-200.0%	#DIV/0!	100.0%	-200.0%	66.7%	-50.0%	0.0%	33.3%	-50.0%	-100.0%	66.7%

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

2020	2021										
Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.
61.8%	70.1%	71.9%	156.3%	111.9%	196.0%	213.5%	193.0%	201.6%	139.7%	111.6%	100.0%

**Percent Change- Month Over Month**

	2020		2021									
	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.
Active	-19.1%	-1.9%	-21.3%	-8.5%	-30.2%	-37.0%	0.0%	14.8%	20.6%	-21.4%	-3.7%	10.0%
UCB	30.0%	-20.0%	21.9%	-45.5%	37.1%	-12.9%	13.9%	-28.6%	15.2%	-26.9%	3.7%	-35.0%
Pending	4.2%	-14.3%	30.0%	0.0%	18.9%	17.8%	-18.4%	5.0%	2.4%	-17.1%	-9.4%	-33.3%
Sold	39.5%	0.0%	-72.0%	44.4%	-50.0%	38.8%	15.5%	-16.0%	23.1%	8.5%	-44.9%	12.5%
Expired	83.3%	-500.0%	66.7%	-200.0%	#DIV/0!	100.0%	#DIV/0!	100.0%	0.0%	#DIV/0!	100.0%	#DIV/0!

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

2020	2021										
Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.
39.1%	39.8%	28.1%	54.9%	47.6%	106.5%	126.1%	92.6%	95.6%	126.8%	90.7%	93.3%

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

**Numbers**

	2020				2021								
	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Avg.
<b>Active</b>	161	151	136	124	103	99	80	79	77	85	81	68	104
<b>UCB</b>	24	29	34	13	31	34	39	27	28	23	25	26	28
<b>Pending</b>	23	18	24	28	28	44	53	46	47	38	31	35	35
<b>Sold</b>	21	31	23	41	26	30	43	59	41	45	28	29	35
<b>Expired</b>	5	1	1	4	1	2	1	-	4	4	6	2	3

**Sales to List Price**

2020	2021											
	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.
95.8%	95.4%	94.1%	95.0%	97.1%	95.5%	93.8%	99.7%	99.0%	98.7%	96.5%	97.6%	

**Percent Change- Month Over Month**

	2020				2021								
	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	
<b>Active</b>	16.1%	-6.6%	-11.0%	-9.7%	-20.4%	-4.0%	-23.8%	-1.3%	-2.6%	9.4%	-4.9%	-19.1%	
<b>UCB</b>	54.2%	17.2%	14.7%	-161.5%	58.1%	8.8%	12.8%	-44.4%	3.6%	-21.7%	8.0%	3.8%	
<b>Pending</b>	-4.3%	-27.8%	25.0%	14.3%	0.0%	36.4%	17.0%	-15.2%	2.1%	-23.7%	-22.6%	11.4%	
<b>Sold</b>	14.3%	32.3%	-34.8%	43.9%	-57.7%	13.3%	30.2%	27.1%	-43.9%	8.9%	-60.7%	3.4%	
<b>Expired</b>	20.0%	-400.0%	0.0%	75.0%	-300.0%	50.0%	-100.0%	#DIV/0!	100.0%	0.0%	33.3%	-200.0%	

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

2020	2021											
	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	Apr.	Jun.	Jul.	Aug.
13.0%	20.5%	16.9%	33.1%	25.2%	30.3%	53.8%	19.3%	53.2%	52.9%	34.6%	42.6%	

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

**Numbers**

	2020				2021								
	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Avg.
<b>Active</b>	126	126	126	109	107	106	114	119	116	105	100	96	113
<b>UCB</b>	12	20	17	16	25	21	22	30	23	17	12	18	19
<b>Pending</b>	15	17	19	30	28	27	30	26	33	33	31	35	27
<b>Sold</b>	13	15	24	23	30	32	32	23	33	29	24	13	24
<b>Expired</b>	1	3	2	5	1	1	1	2	1	1	4	2	2

**Sales to List Price**

2020	2021											
	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.
96.4%	87.2%	94.9%	96.2%	95.6%	91.5%	96.5%	95.4%	96.0%	96.3%	97.5%	95.7%	

**Percent Change- Month Over Month**

	2020				2021								
	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	
<b>Active</b>	15.9%	0.0%	0.0%	-15.6%	-1.9%	-0.9%	7.0%	4.2%	-2.6%	-10.5%	-5.0%	-4.2%	
<b>UCB</b>	-33.3%	40.0%	-17.6%	-6.3%	36.0%	-19.0%	4.5%	26.7%	-30.4%	-35.3%	-41.7%	33.3%	
<b>Pending</b>	20.0%	11.8%	10.5%	36.7%	-7.1%	-3.7%	10.0%	-15.4%	21.2%	0.0%	-6.5%	11.4%	
<b>Sold</b>	-7.7%	13.3%	37.5%	-4.3%	23.3%	6.3%	0.0%	-39.1%	30.3%	-13.8%	-20.8%	-84.6%	
<b>Expired</b>	0.0%	66.7%	-50.0%	60.0%	-400.0%	0.0%	0.0%	50.0%	-100.0%	0.0%	75.0%	-100.0%	

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

2020	2021											
	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.
10.3%	11.9%	19.0%	21.1%	28.0%	30.2%	28.1%	19.3%	28.4%	27.6%	24.0%	13.5%	

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