

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

All Price Points

	2020		2021										
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Avg.
Active	750	586	481	414	411	486	469	504	538	524	548	498	517
UCB	378	294	369	321	343	324	300	278	281	280	245	281	308
Pending	399	315	391	425	426	418	412	371	303	347	333	331	373
Sold	532	638	497	559	644	642	631	599	520	476	486	435	555
Expired	15	28	14	10	8	8	16	13	16	17	12	18	15

Sales Price to List Price

	2020		2021									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
	97.3%	97.5%	97.4%	96.7%	99.2%	100.2%	99.9%	99.8%	99.5%	98.7%	98.7%	98.5%

Percent Change- Month Over Month

	2020		2021									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
Active	-17.9%	-28.0%	-21.8%	-16.2%	-0.7%	15.4%	-3.6%	6.9%	6.3%	-2.7%	4.4%	-10.0%
UCB	0.0%	-28.6%	20.3%	-15.0%	6.4%	-5.9%	-8.0%	-7.9%	1.1%	-0.4%	-14.3%	12.8%
Pending	4.3%	-26.7%	19.4%	8.0%	0.2%	-1.9%	-1.5%	-11.1%	-22.4%	12.7%	-4.2%	-0.6%
Sold	-12.6%	16.6%	-28.4%	11.1%	13.2%	-0.3%	-1.7%	-5.3%	-15.2%	-9.2%	2.1%	-11.7%
Expired	0.0%	46.4%	-100.0%	-40.0%	-25.0%	0.0%	50.0%	-23.1%	18.8%	5.9%	-41.7%	33.3%

Percentage of Homes Sold vs. Homes Listed

	2020		2021									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
	70.9%	108.9%	103.3%	135.0%	156.7%	132.1%	134.5%	118.8%	96.7%	90.8%	88.7%	87.3%

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	2020		2021										
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Avg.
Active	285	191	141	113	119	176	147	190	217	222	255	202	188
UCB	226	194	218	183	180	176	153	158	159	154	137	158	175
Pending	249	188	234	239	232	220	233	202	164	199	176	187	210
Sold	378	404	336	350	400	400	369	359	323	300	306	265	349
Expired	9	15	11	2	4	3	7	6	3	10	5	5	7

Sales to List Price

	2020		2021									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
	99.3%	99.4%	97.4%	99.9%	101.4%	102.3%	102.4%	101.9%	101.1%	100.1%	101.1%	100.2%

Percent Change- Month Over Month

	2020		2021									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
Active	-29.5%	-49.2%	-35.5%	-24.8%	5.0%	32.4%	-19.7%	22.6%	12.4%	2.3%	12.9%	-26.2%
UCB	-6.2%	-16.5%	11.0%	-19.1%	-1.7%	-2.3%	-15.0%	3.2%	0.6%	-3.2%	-12.4%	13.3%
Pending	-2.4%	-32.4%	19.7%	2.1%	-3.0%	-5.5%	5.6%	-15.3%	-23.2%	17.6%	-13.1%	5.9%
Sold	-10.8%	6.4%	-20.2%	4.0%	12.5%	0.0%	-8.4%	-2.8%	-11.1%	-7.7%	2.0%	-15.5%
Expired	0.0%	40.0%	-36.4%	-450.0%	50.0%	-33.3%	57.1%	-16.7%	-100.0%	70.0%	-100.0%	0.0%

Percentage of Homes Sold vs. Homes Listed

	2020		2021									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
	132.6%	211.5%	238.3%	309.7%	336.1%	227.3%	251.0%	188.9%	148.8%	135.1%	120.0%	131.2%

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

	2020		2021										
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Avg.
Active	114	80	67	50	52	57	61	68	86	78	72	70	71
UCB	69	49	60	52	66	63	63	54	58	62	44	60	58
Pending	77	39	64	70	73	87	58	63	45	54	52	57	62
Sold	82	125	75	98	111	110	123	95	96	78	98	77	97
Expired	-	3	1	3	2	2	3	2	1	3	3	3	2

Sales to List Price

2020	2021										
Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
98.1%	96.6%	97.1%	97.8%	99.6%	100.8%	100.1%	100.1%	100.0%	99.1%	99.3%	98.9%

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Trend Analysis - Scottsdale Single-Family Homes - Resale

\$1,500,000 - \$1,999,999

Numbers

	2020		2021										
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Avg.
Active	89	82	63	46	46	54	68	56	54	60	54	52	60
UCB	32	22	35	31	36	28	33	26	27	20	24	20	28
Pending	30	30	37	45	38	40	41	35	32	24	29	25	34
Sold	25	45	30	49	58	50	65	71	49	56	31	38	47
Expired	3	1	-	2	-	1	1	-	2	-	1	4	1

Sales to List Price

2020	2021										
Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
95.3%	96.9%	96.4%	97.3%	98.4%	100.2%	99.6%	100.1%	99.1%	98.0%	98.6%	99.0%

Percent Change- Month Over Month

	2020		2021									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
Active	-14.0%	-42.5%	-19.4%	-34.0%	3.8%	8.8%	6.6%	10.3%	20.9%	-10.3%	-8.3%	-2.9%
UCB	7.2%	-40.8%	18.3%	-15.4%	21.2%	-4.8%	0.0%	-16.7%	6.9%	6.5%	-40.9%	26.7%
Pending	7.8%	-97.4%	39.1%	8.6%	4.1%	16.1%	-50.0%	7.9%	-40.0%	16.7%	-3.8%	8.8%
Sold	-11.0%	34.4%	-66.7%	23.5%	11.7%	-0.9%	10.6%	-29.5%	1.0%	-23.1%	20.4%	-27.3%
Expired	#DIV/0!	100.0%	-200.0%	66.7%	-50.0%	0.0%	33.3%	-50.0%	-100.0%	66.7%	0.0%	0.0%

Percentage of Homes Sold vs. Homes Listed

2020	2021										
Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
71.9%	156.3%	111.9%	196.0%	213.5%	193.0%	201.6%	139.7%	111.6%	100.0%	136.1%	110.0%

Percent Change- Month Over Month

	2020		2021									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
Active	-21.3%	-8.5%	-30.2%	-37.0%	0.0%	14.8%	20.6%	-21.4%	-3.7%	10.0%	-11.1%	-3.8%
UCB	21.9%	-45.5%	37.1%	-12.9%	13.9%	-28.6%	15.2%	-26.9%	3.7%	-35.0%	16.7%	-20.0%
Pending	30.0%	0.0%	18.9%	17.8%	-18.4%	5.0%	2.4%	-17.1%	-9.4%	-33.3%	17.2%	-16.0%
Sold	-72.0%	44.4%	-50.0%	38.8%	15.5%	-16.0%	23.1%	8.5%	-44.9%	12.5%	-80.6%	18.4%
Expired	66.7%	-200.0%	#DIV/0!	100.0%	#DIV/0!	100.0%	0.0%	#DIV/0!	100.0%	#DIV/0!	100.0%	75.0%

Percentage of Homes Sold vs. Homes Listed

2020	2021										
Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
28.1%	54.9%	47.6%	106.5%	126.1%	92.6%	95.6%	126.8%	90.7%	93.3%	57.4%	73.1%

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

Numbers

	2020		2021										
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Avg.
Active	136	124	103	99	80	79	77	85	81	68	62	66	88
UCB	34	13	31	34	39	27	28	23	25	26	24	26	28
Pending	24	28	28	44	53	46	47	38	31	35	33	22	36
Sold	23	41	26	30	43	59	41	45	28	29	29	31	35
Expired	1	4	1	2	1	-	4	4	6	2	3	2	3

Sales to List Price

2020	2021										
Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
94.1%	95.0%	97.1%	95.5%	93.8%	99.7%	99.0%	98.7%	96.5%	97.6%	96.4%	98.2%

Percent Change- Month Over Month

	2020		2021									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
Active	-11.0%	-9.7%	-20.4%	-4.0%	-23.8%	-1.3%	-2.6%	9.4%	-4.9%	-19.1%	-9.7%	6.1%
UCB	14.7%	-161.5%	58.1%	8.8%	12.8%	-44.4%	3.6%	-21.7%	8.0%	3.8%	-8.3%	7.7%
Pending	25.0%	14.3%	0.0%	36.4%	17.0%	-15.2%	2.1%	-23.7%	-22.6%	11.4%	-6.1%	-50.0%
Sold	-34.8%	43.9%	-57.7%	13.3%	30.2%	27.1%	-43.9%	8.9%	-60.7%	3.4%	0.0%	6.5%
Expired	0.0%	75.0%	-300.0%	50.0%	-100.0%	#DIV/0!	100.0%	0.0%	33.3%	-200.0%	33.3%	-50.0%

Percentage of Homes Sold vs. Homes Listed

2020	2021										
Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	Apr.	Jun.	Jul.	Aug.	Sep.	Oct.
16.9%	33.1%	25.2%	30.3%	53.8%	19.3%	53.2%	52.9%	34.6%	42.6%	46.8%	47.0%

\$3,000,000+

Numbers

	2020		2021										
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Avg.
Active	126	109	107	106	114	119	116	105	100	96	105	108	109
UCB	17	16	25	21	22	30	23	17	12	18	16	17	20
Pending	19	30	28	27	30	26	33	33	31	35	43	40	31
Sold	24	23	30	32	32	23	33	29	24	13	19	24	26
Expired	2	5	1	1	1	2	1	1	4	2	-	4	2

Sales to List Price

2020	2021										
Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
94.9%	96.2%	95.6%	91.5%	96.5%	95.4%	96.0%	96.3%	97.5%	95.7%	93.8%	95.5%

Percent Change- Month Over Month

	2020		2021									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
Active	0.0%	-15.6%	-1.9%	-0.9%	7.0%	4.2%	-2.6%	-10.5%	-5.0%	-4.2%	8.6%	2.8%
UCB	-17.6%	-6.3%	36.0%	-19.0%	4.5%	26.7%	-30.4%	-35.3%	-41.7%	33.3%	-12.5%	5.9%
Pending	10.5%	36.7%	-7.1%	-3.7%	10.0%	-15.4%	21.2%	0.0%	-6.5%	11.4%	18.6%	-7.5%
Sold	37.5%	-4.3%	23.3%	6.3%	0.0%	-39.1%	30.3%	-13.8%	-20.8%	-84.6%	31.6%	20.8%
Expired	-50.0%	60.0%	-400.0%	0.0%	0.0%	50.0%	-100.0%	0.0%	75.0%	-100.0%	#DIV/0!	100.0%

Percentage of Homes Sold vs. Homes Listed

2020	2021										
Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
19.0%	21.1%	28.0%	30.2%	28.1%	19.3%	28.4%	27.6%	24.0%	13.5%	18.1%	22.2%

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