

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

All Price Points

	2020		2021										
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Avg.
Active	586	481	414	411	486	469	504	538	524	548	498	430	491
UCB	294	369	321	343	324	300	278	281	280	245	281	263	298
Pending	315	391	425	426	418	412	371	303	347	333	331	335	367
Sold	638	497	559	644	642	631	599	520	476	486	435	497	552
Expired	28	14	10	8	8	16	13	16	17	12	18	9	14

Sales Price to List Price

2020	2021											
Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	
97.5%	97.4%	96.7%	99.2%	100.2%	99.9%	99.8%	99.5%	98.7%	98.7%	98.5%	99.6%	

<\$999,999

	2020		2021										
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Avg.
Active	191	141	113	119	176	147	190	217	222	255	202	171	179
UCB	194	218	183	180	176	153	158	159	154	137	158	121	166
Pending	188	234	239	232	220	233	202	164	199	176	187	172	204
Sold	404	336	350	400	400	369	359	323	300	306	265	316	344
Expired	15	11	2	4	3	7	6	3	10	5	5	4	6

Sales to List Price

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

Percent Change- Month Over Month

	2020	2021										
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.
Active	-28.0%	-21.8%	-16.2%	-0.7%	15.4%	-3.6%	6.9%	6.3%	-2.7%	4.4%	-10.0%	-15.8%
UCB	-28.6%	20.3%	-15.0%	6.4%	-5.9%	-8.0%	-7.9%	1.1%	-0.4%	-14.3%	12.8%	-6.8%
Pending	-26.7%	19.4%	8.0%	0.2%	-1.9%	-1.5%	-11.1%	-22.4%	12.7%	-4.2%	-0.6%	1.2%
Sold	16.6%	-28.4%	11.1%	13.2%	-0.3%	-1.7%	-5.3%	-15.2%	-9.2%	2.1%	-11.7%	12.5%
Expired	46.4%	-100.0%	-40.0%	-25.0%	0.0%	50.0%	-23.1%	18.8%	5.9%	-41.7%	33.3%	-100.0%

Percentage of Homes Sold vs. Homes Listed

2020	2021											
Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	
108.9%	103.3%	135.0%	156.7%	132.1%	134.5%	118.8%	96.7%	90.8%	88.7%	87.3%	115.6%	

Percent Change- Month Over Month

	2020		2021										
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	
Active	-49.2%	-35.5%	-24.8%	5.0%	32.4%	-19.7%	22.6%	12.4%	2.3%	12.9%	-26.2%	-18.1%	
UCB	-16.5%	11.0%	-19.1%	-1.7%	-2.3%	-15.0%	3.2%	0.6%	-3.2%	-12.4%	13.3%	-30.6%	
Pending	-32.4%	19.7%	2.1%	-3.0%	-5.5%	5.6%	-15.3%	-23.2%	17.6%	-13.1%	5.9%	-8.7%	
Sold	6.4%	-20.2%	4.0%	12.5%	0.0%	-8.4%	-2.8%	-11.1%	-7.7%	2.0%	-15.5%	16.1%	
Expired	40.0%	-36.4%	-450.0%	50.0%	-33.3%	57.1%	-16.7%	-100.0%	70.0%	-100.0%	0.0%	-25.0%	

Percentage of Homes Sold vs. Homes Listed

2020	2021											
Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	
211.5%	238.3%	309.7%	336.1%	227.3%	251.0%	188.9%	148.8%	135.1%	120.0%	131.2%	184.8%	

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

	2020	2021											Avg.
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	
Active	80	67	50	52	57	61	68	86	78	72	70	54	66
UCB	49	60	52	66	63	63	54	58	62	44	60	61	58
Pending	39	64	70	73	87	58	63	45	54	52	57	59	60
Sold	125	75	98	111	110	123	95	96	78	98	77	100	99
Expired	3	1	3	2	2	3	2	1	3	3	3	2	2

Sales to List Price

2020	2021										
Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.
96.6%	97.1%	97.8%	99.6%	100.8%	100.1%	100.1%	100.0%	99.1%	99.3%	98.9%	97.4%

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.
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	
Active	82	63	46	46	54	68	56	54	60	54	52	45	57
UCB	22	35	31	36	28	33	26	27	20	24	20	27	27
Pending	30	37	45	38	40	41	35	32	24	29	25	32	34
Sold	45	30	49	58	50	65	71	49	56	31	38	33	48
Expired	1	-	2	-	1	1	-	2	-	1	4	2	1

Sales to List Price

2021											
Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.
96.9%	96.4%	97.3%	98.4%	100.2%	99.6%	100.1%	99.1%	98.0%	98.6%	99.0%	97.4%

Percent Change- Month Over Month

	2020	2021											
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	
Active	-42.5%	-19.4%	-34.0%	3.8%	8.8%	6.6%	10.3%	20.9%	-10.3%	-8.3%	-2.9%	-29.6%	
UCB	-40.8%	18.3%	-15.4%	21.2%	-4.8%	0.0%	-16.7%	6.9%	6.5%	-40.9%	26.7%	1.6%	
Pending	-97.4%	39.1%	8.6%	4.1%	16.1%	-50.0%	7.9%	-40.0%	16.7%	-3.8%	8.8%	3.4%	
Sold	34.4%	-66.7%	23.5%	11.7%	-0.9%	10.6%	-29.5%	1.0%	-23.1%	20.4%	-27.3%	23.0%	
Expired	100.0%	-200.0%	66.7%	-50.0%	0.0%	33.3%	-50.0%	-100.0%	66.7%	0.0%	0.0%	-50.0%	

Percentage of Homes Sold vs. Homes Listed

2020	2021										
Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.
156.3%	111.9%	196.0%	213.5%	193.0%	201.6%	139.7%	111.6%	100.0%	136.1%	110.0%	185.2%

Percent Change- Month Over Month

	2020	2021											
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	
Active	-8.5%	-30.2%	-37.0%	0.0%	14.8%	20.6%	-21.4%	-3.7%	10.0%	-11.1%	-3.8%	-15.6%	
UCB	-45.5%	37.1%	-12.9%	13.9%	-28.6%	15.2%	-26.9%	3.7%	-35.0%	16.7%	-20.0%	25.9%	
Pending	0.0%	18.9%	17.8%	-18.4%	5.0%	2.4%	-17.1%	-9.4%	-33.3%	17.2%	-16.0%	21.9%	
Sold	44.4%	-50.0%	38.8%	15.5%	-16.0%	23.1%	8.5%	-44.9%	12.5%	-80.6%	18.4%	-15.2%	
Expired	-200.0%	#DIV/0!	100.0%	#DIV/0!	100.0%	0.0%	#DIV/0!	100.0%	#DIV/0!	100.0%	75.0%	-100.0%	

Percentage of Homes Sold vs. Homes Listed

2020	2021										
Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.
54.9%	47.6%	106.5%	126.1%	92.6%	95.6%	126.8%	90.7%	93.3%	57.4%	73.1%	73.3%

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

Numbers													
	2020	2021											
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Avg.
Active	124	103	99	80	79	77	85	81	68	62	66	57	82
UCB	13	31	34	39	27	28	23	25	26	24	26	28	27
Pending	28	28	44	53	46	47	38	31	35	33	22	23	36
Sold	41	26	30	43	59	41	45	28	29	29	31	30	36
Expired	4	1	2	1	-	4	4	6	2	3	2	1	3

Sales to List Price

2020	2021											
Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	
95.0%	97.1%	95.5%	93.8%	99.7%	99.0%	98.7%	96.5%	97.6%	96.4%	98.2%	100.1%	

Percent Change- Month Over Month

	2020	2021											
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	
Active	-9.7%	-20.4%	-4.0%	-23.8%	-1.3%	-2.6%	9.4%	-4.9%	-19.1%	-9.7%	6.1%	-15.8%	
UCB	-161.5%	58.1%	8.8%	12.8%	-44.4%	3.6%	-21.7%	8.0%	3.8%	-8.3%	7.7%	7.1%	
Pending	14.3%	0.0%	36.4%	17.0%	-15.2%	2.1%	-23.7%	-22.6%	11.4%	-6.1%	-50.0%	4.3%	
Sold	43.9%	-57.7%	13.3%	30.2%	27.1%	-43.9%	8.9%	-60.7%	3.4%	0.0%	6.5%	-3.3%	
Expired	75.0%	-300.0%	50.0%	-100.0%	#DIV/0!	100.0%	0.0%	33.3%	-200.0%	33.3%	-50.0%	-100.0%	

Percentage of Homes Sold vs. Homes Listed

2020	2021											
Dec.	Jan.	Feb.	Mar.	Apr.	Apr.	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	
33.1%	25.2%	30.3%	53.8%	19.3%	53.2%	52.9%	34.6%	42.6%	46.8%	47.0%	52.6%	

\$3,000,000+

Numbers													
	2020	2021											
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Avg.
Active	109	107	106	114	119	116	105	100	96	105	108	103	107
UCB	16	25	21	22	30	23	17	12	18	16	17	26	20
Pending	30	28	27	30	26	33	33	31	35	43	40	49	34
Sold	23	30	32	32	23	33	29	24	13	19	24	18	25
Expired	5	1	1	1	2	1	1	4	2	-	4	-	2

Sales to List Price

2020	2021											
Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	
96.2%	95.6%	91.5%	96.5%	95.4%	96.0%	96.3%	97.5%	95.7%	93.8%	95.5%	97.4%	

Percent Change- Month Over Month

	2020	2021											
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	
Active	-15.6%	-1.9%	-0.9%	7.0%	4.2%	-2.6%	-10.5%	-5.0%	-4.2%	8.6%	2.8%	-4.9%	
UCB	-6.3%	36.0%	-19.0%	4.5%	26.7%	-30.4%	-35.3%	-41.7%	33.3%	-12.5%	5.9%	34.6%	
Pending	36.7%	-7.1%	-3.7%	10.0%	-15.4%	21.2%	0.0%	-6.5%	11.4%	18.6%	-7.5%	18.4%	
Sold	-4.3%	23.3%	6.3%	0.0%	-39.1%	30.3%	-13.8%	-20.8%	-84.6%	31.6%	20.8%	-33.3%	
Expired	60.0%	-400.0%	0.0%	0.0%	50.0%	-100.0%	0.0%	75.0%	-100.0%	#DIV/0!	100.0%	#DIV/0!	

Percentage of Homes Sold vs. Homes Listed

2020	2021											
Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	
21.1%	28.0%	30.2%	28.1%	19.3%	28.4%	27.6%	24.0%	13.5%	18.1%	22.2%	17.5%	

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