

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

All Price Points

| | 2021 | | | | | | | | | | | | |
|---------|------|------|------|------|-----|------|------|------|------|------|------|------|------|
| | Jan. | Feb. | Mar. | Apr. | May | Jun. | Jul. | Aug. | Sep. | Oct. | Nov. | Dec. | Avg. |
| Active | 481 | 414 | 411 | 486 | 469 | 504 | 538 | 524 | 548 | 498 | 430 | 356 | 472 |
| UCB | 369 | 321 | 343 | 324 | 300 | 278 | 281 | 280 | 245 | 281 | 263 | 187 | 289 |
| Pending | 391 | 425 | 426 | 418 | 412 | 371 | 303 | 347 | 333 | 331 | 335 | 280 | 364 |
| Sold | 497 | 559 | 644 | 642 | 631 | 599 | 520 | 476 | 486 | 435 | 497 | 497 | 540 |
| Expired | 14 | 10 | 8 | 8 | 16 | 13 | 16 | 17 | 12 | 18 | 9 | 20 | 13 |

Sales Price to List Price

| 2021 | | | | | | | | | | | | |
|-------|-------|-------|--------|-------|-------|-------|-------|-------|-------|-------|-------|--|
| Jan. | Feb. | Mar. | Apr. | May | Jun. | Jul. | Aug. | Sep. | Oct. | Nov. | Dec. | |
| 97.4% | 96.7% | 99.2% | 100.2% | 99.9% | 99.8% | 99.5% | 98.7% | 98.7% | 98.5% | 99.6% | 99.3% | |

<\$999,999

| | 2021 | | | | | | | | | | | | |
|---------|------|------|------|------|-----|------|------|------|------|------|------|------|------|
| | Jan. | Feb. | Mar. | Apr. | May | Jun. | Jul. | Aug. | Sep. | Oct. | Nov. | Dec. | Avg. |
| Active | 141 | 113 | 119 | 176 | 147 | 190 | 217 | 222 | 255 | 202 | 171 | 124 | 173 |
| UCB | 218 | 183 | 180 | 176 | 153 | 158 | 159 | 154 | 137 | 158 | 121 | 89 | 157 |
| Pending | 234 | 239 | 232 | 220 | 233 | 202 | 164 | 199 | 176 | 187 | 172 | 137 | 200 |
| Sold | 336 | 350 | 400 | 400 | 369 | 359 | 323 | 300 | 306 | 265 | 316 | 271 | 333 |
| Expired | 11 | 2 | 4 | 3 | 7 | 6 | 3 | 10 | 5 | 5 | 4 | 10 | 6 |

Sales to List Price

| 2021 | | | | | | | | | | | | |
|-------|-------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--|
| Jan. | Feb. | Mar. | Apr. | May | Jun. | Jul. | Aug. | Sep. | Oct. | Nov. | Dec. | |
| 97.4% | 99.9% | 101.4% | 102.3% | 102.4% | 101.9% | 101.1% | 100.1% | 101.1% | 100.2% | 100.2% | 101.0% | |

Percent Change- Month Over Month

| | 2021 | | | | | | | | | | | |
|---------|---------|--------|--------|-------|-------|--------|--------|-------|--------|--------|---------|--------|
| | Jan. | Feb. | Mar. | Apr. | May | Jun. | Jul. | Aug. | Sep. | Oct. | Nov. | Dec. |
| Active | -21.8% | -16.2% | -0.7% | 15.4% | -3.6% | 6.9% | 6.3% | -2.7% | 4.4% | -10.0% | -15.8% | -20.8% |
| UCB | 20.3% | -15.0% | 6.4% | -5.9% | -8.0% | -7.9% | 1.1% | -0.4% | -14.3% | 12.8% | -6.8% | -40.6% |
| Pending | 19.4% | 8.0% | 0.2% | -1.9% | -1.5% | -11.1% | -22.4% | 12.7% | -4.2% | -0.6% | 1.2% | -19.6% |
| Sold | -28.4% | 11.1% | 13.2% | -0.3% | -1.7% | -5.3% | -15.2% | -9.2% | 2.1% | -11.7% | 12.5% | 0.0% |
| Expired | -100.0% | -40.0% | -25.0% | 0.0% | 50.0% | -23.1% | 18.8% | 5.9% | -41.7% | 33.3% | -100.0% | 55.0% |

Percentage of Homes Sold vs. Homes Listed

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

Percent Change- Month Over Month

| | 2021 | | | | | | | | | | | |
|---------|--------|---------|-------|--------|--------|--------|---------|-------|---------|--------|--------|--------|
| | Jan. | Feb. | Mar. | Apr. | May | Jun. | Jul. | Aug. | Sep. | Oct. | Nov. | Dec. |
| Active | -35.5% | -24.8% | 5.0% | 32.4% | -19.7% | 22.6% | 12.4% | 2.3% | 12.9% | -26.2% | -18.1% | -37.9% |
| UCB | 11.0% | -19.1% | -1.7% | -2.3% | -15.0% | 3.2% | 0.6% | -3.2% | -12.4% | 13.3% | -30.6% | -36.0% |
| Pending | 19.7% | 2.1% | -3.0% | -5.5% | 5.6% | -15.3% | -23.2% | 17.6% | -13.1% | 5.9% | -8.7% | -25.5% |
| Sold | -20.2% | 4.0% | 12.5% | 0.0% | -8.4% | -2.8% | -11.1% | -7.7% | 2.0% | -15.5% | 16.1% | -16.6% |
| Expired | -36.4% | -450.0% | 50.0% | -33.3% | 57.1% | -16.7% | -100.0% | 70.0% | -100.0% | 0.0% | -25.0% | 60.0% |

Percentage of Homes Sold vs. Homes Listed

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

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

| | 2021 | | | | | | | | | | | | |
|---------|------|------|------|------|-----|------|------|------|------|------|------|------|------|
| | Jan. | Feb. | Mar. | Apr. | May | Jun. | Jul. | Aug. | Sep. | Oct. | Nov. | Dec. | Avg. |
| Active | 67 | 50 | 52 | 57 | 61 | 68 | 86 | 78 | 72 | 70 | 54 | 54 | 64 |
| UCB | 60 | 52 | 66 | 63 | 63 | 54 | 58 | 62 | 44 | 60 | 61 | 31 | 56 |
| Pending | 64 | 70 | 73 | 87 | 58 | 63 | 45 | 54 | 52 | 57 | 59 | 44 | 61 |
| Sold | 75 | 98 | 111 | 110 | 123 | 95 | 96 | 78 | 98 | 77 | 100 | 101 | 97 |
| Expired | 1 | 3 | 2 | 2 | 3 | 2 | 1 | 3 | 3 | 3 | 2 | 5 | 3 |

Sales to List Price

| 2021 | | | | | | | | | | | | |
|-------|-------|-------|--------|--------|--------|--------|-------|-------|-------|-------|-------|--|
| Jan. | Feb. | Mar. | Apr. | May | Jun. | Jul. | Aug. | Sep. | Oct. | Nov. | Dec. | |
| 97.1% | 97.8% | 99.6% | 100.8% | 100.1% | 100.1% | 100.0% | 99.1% | 99.3% | 98.9% | 97.4% | 99.5% | |

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 | | | | | | | | | | | | |
|---------|------|------|------|------|-----|------|------|------|------|------|------|------|------|
| | Jan. | Feb. | Mar. | Apr. | May | Jun. | Jul. | Aug. | Sep. | Oct. | Nov. | Dec. | Avg. |
| Active | 63 | 46 | 46 | 54 | 68 | 56 | 54 | 60 | 54 | 52 | 45 | 38 | 53 |
| UCB | 35 | 31 | 36 | 28 | 33 | 26 | 27 | 20 | 24 | 20 | 27 | 24 | 28 |
| Pending | 37 | 45 | 38 | 40 | 41 | 35 | 32 | 24 | 29 | 25 | 32 | 25 | 34 |
| Sold | 30 | 49 | 58 | 50 | 65 | 71 | 49 | 56 | 31 | 38 | 33 | 55 | 49 |
| Expired | - | 2 | - | 1 | 1 | - | 2 | - | 1 | 4 | 2 | 2 | 1 |

Sales to List Price

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

Percent Change- Month Over Month

| | 2021 | | | | | | | | | | | |
|---------|---------|--------|--------|-------|--------|--------|---------|--------|--------|--------|--------|--------|
| | Jan. | Feb. | Mar. | Apr. | May | Jun. | Jul. | Aug. | Sep. | Oct. | Nov. | Dec. |
| Active | -19.4% | -34.0% | 3.8% | 8.8% | 6.6% | 10.3% | 20.9% | -10.3% | -8.3% | -2.9% | -29.6% | 0.0% |
| UCB | 18.3% | -15.4% | 21.2% | -4.8% | 0.0% | -16.7% | 6.9% | 6.5% | -40.9% | 26.7% | 1.6% | -96.8% |
| Pending | 39.1% | 8.6% | 4.1% | 16.1% | -50.0% | 7.9% | -40.0% | 16.7% | -3.8% | 8.8% | 3.4% | -34.1% |
| Sold | -66.7% | 23.5% | 11.7% | -0.9% | 10.6% | -29.5% | 1.0% | -23.1% | 20.4% | -27.3% | 23.0% | 1.0% |
| Expired | -200.0% | 66.7% | -50.0% | 0.0% | 33.3% | -50.0% | -100.0% | 66.7% | 0.0% | 0.0% | -50.0% | 60.0% |

Percentage of Homes Sold vs. Homes Listed

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

Percent Change- Month Over Month

| | 2021 | | | | | | | | | | | |
|---------|---------|--------|---------|--------|-------|---------|--------|---------|--------|--------|---------|--------|
| | Jan. | Feb. | Mar. | Apr. | May | Jun. | Jul. | Aug. | Sep. | Oct. | Nov. | Dec. |
| Active | -30.2% | -37.0% | 0.0% | 14.8% | 20.6% | -21.4% | -3.7% | 10.0% | -11.1% | -3.8% | -15.6% | -18.4% |
| UCB | 37.1% | -12.9% | 13.9% | -28.6% | 15.2% | -26.9% | 3.7% | -35.0% | 16.7% | -20.0% | 25.9% | -12.5% |
| Pending | 18.9% | 17.8% | -18.4% | 5.0% | 2.4% | -17.1% | -9.4% | -33.3% | 17.2% | -16.0% | 21.9% | -28.0% |
| Sold | -50.0% | 38.8% | 15.5% | -16.0% | 23.1% | 8.5% | -44.9% | 12.5% | -80.6% | 18.4% | -15.2% | 40.0% |
| Expired | #DIV/0! | 100.0% | #DIV/0! | 100.0% | 0.0% | #DIV/0! | 100.0% | #DIV/0! | 100.0% | 75.0% | -100.0% | 0.0% |

Percentage of Homes Sold vs. Homes Listed

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

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

| | 2021 | | | | | | | | | | | | |
|----------------|------|------|------|------|-----|------|------|------|------|------|------|------|------|
| | Jan. | Feb. | Mar. | Apr. | May | Jun. | Jul. | Aug. | Sep. | Oct. | Nov. | Dec. | Avg. |
| Active | 103 | 99 | 80 | 79 | 77 | 85 | 81 | 68 | 62 | 66 | 57 | 40 | 75 |
| UCB | 31 | 34 | 39 | 27 | 28 | 23 | 25 | 26 | 24 | 26 | 28 | 27 | 28 |
| Pending | 28 | 44 | 53 | 46 | 47 | 38 | 31 | 35 | 33 | 22 | 23 | 29 | 36 |
| Sold | 26 | 30 | 43 | 59 | 41 | 45 | 28 | 29 | 29 | 31 | 30 | 36 | 36 |
| Expired | 1 | 2 | 1 | - | 4 | 4 | 6 | 2 | 3 | 2 | 1 | - | 2 |

Sales to List Price

| 2021 | | | | | | | | | | | | |
|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|--------|-------|--|
| Jan. | Feb. | Mar. | Apr. | May | Jun. | Jul. | Aug. | Sep. | Oct. | Nov. | Dec. | |
| 97.1% | 95.5% | 93.8% | 99.7% | 99.0% | 98.7% | 96.5% | 97.6% | 96.4% | 98.2% | 100.1% | 97.0% | |

Percent Change- Month Over Month

| | 2021 | | | | | | | | | | | |
|----------------|---------|-------|---------|---------|--------|--------|--------|---------|--------|--------|---------|---------|
| | Jan. | Feb. | Mar. | Apr. | May | Jun. | Jul. | Aug. | Sep. | Oct. | Nov. | Dec. |
| Active | -20.4% | -4.0% | -23.8% | -1.3% | -2.6% | 9.4% | -4.9% | -19.1% | -9.7% | 6.1% | -15.8% | -42.5% |
| UCB | 58.1% | 8.8% | 12.8% | -44.4% | 3.6% | -21.7% | 8.0% | 3.8% | -8.3% | 7.7% | 7.1% | -3.7% |
| Pending | 0.0% | 36.4% | 17.0% | -15.2% | 2.1% | -23.7% | 11.4% | -6.1% | -50.0% | 4.3% | 20.7% | |
| Sold | -57.7% | 13.3% | 30.2% | 27.1% | -43.9% | 8.9% | -60.7% | 3.4% | 0.0% | 6.5% | -3.3% | 16.7% |
| Expired | -300.0% | 50.0% | -100.0% | #DIV/0! | 100.0% | 0.0% | 33.3% | -200.0% | 33.3% | -50.0% | -100.0% | #DIV/0! |

Percentage of Homes Sold vs. Homes Listed

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

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

| | 2021 | | | | | | | | | | | | |
|----------------|------|------|------|------|-----|------|------|------|------|------|------|------|------|
| | Jan. | Feb. | Mar. | Apr. | May | Jun. | Jul. | Aug. | Sep. | Oct. | Nov. | Dec. | Avg. |
| Active | 107 | 106 | 114 | 119 | 116 | 105 | 100 | 96 | 105 | 108 | 103 | 100 | 107 |
| UCB | 25 | 21 | 22 | 30 | 23 | 17 | 12 | 18 | 16 | 17 | 26 | 16 | 20 |
| Pending | 28 | 27 | 30 | 26 | 33 | 33 | 31 | 35 | 43 | 40 | 49 | 45 | 35 |
| Sold | 30 | 32 | 32 | 23 | 33 | 29 | 24 | 13 | 19 | 24 | 18 | 34 | 26 |
| Expired | 1 | 1 | 1 | 2 | 1 | 1 | 4 | 2 | - | 4 | - | 3 | 2 |

Sales to List Price

| 2021 | | | | | | | | | | | | |
|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|--|
| Jan. | Feb. | Mar. | Apr. | May | Jun. | Jul. | Aug. | Sep. | Oct. | Nov. | Dec. | |
| 95.6% | 91.5% | 96.5% | 95.4% | 96.0% | 96.3% | 97.5% | 95.7% | 93.8% | 95.5% | 97.4% | 97.9% | |

Percent Change- Month Over Month

| | 2021 | | | | | | | | | | | |
|----------------|---------|--------|-------|--------|---------|--------|--------|---------|---------|--------|---------|--------|
| | Jan. | Feb. | Mar. | Apr. | May | Jun. | Jul. | Aug. | Sep. | Oct. | Nov. | Dec. |
| Active | -1.9% | -0.9% | 7.0% | 4.2% | -2.6% | -10.5% | -5.0% | -4.2% | 8.6% | 2.8% | -4.9% | -3.0% |
| UCB | 36.0% | -19.0% | 4.5% | 26.7% | -30.4% | -35.3% | -41.7% | 33.3% | -12.5% | 5.9% | 34.6% | -62.5% |
| Pending | -7.1% | -3.7% | 10.0% | -15.4% | 21.2% | 0.0% | -6.5% | 11.4% | 18.6% | -7.5% | 18.4% | -8.9% |
| Sold | 23.3% | 6.3% | 0.0% | -39.1% | 30.3% | -13.8% | -20.8% | -84.6% | 31.6% | 20.8% | -33.3% | 47.1% |
| Expired | -400.0% | 0.0% | 0.0% | 50.0% | -100.0% | 0.0% | 75.0% | -100.0% | #DIV/0! | 100.0% | #DIV/0! | 100.0% |

Percentage of Homes Sold vs. Homes Listed

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

All data provided by the Arizona Regional Multiple Listing System. Numbers subject to change.