

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

All Price Points

	2021				2022									
	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	Avg.	
Active	469	504	538	524	548	498	430	356	306	312	346	450	440	
UCB	300	278	281	280	245	281	263	187	234	229	228	240	254	
Pending	412	371	303	347	333	331	335	280	341	371	384	379	349	
Sold	631	599	520	476	486	435	497	497	388	429	520	494	498	
Expired	16	13	16	17	12	18	9	20	13	4	13	20	14	

Sales Price to List Price

	2021				2022							
	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.
	99.9%	99.8%	99.5%	98.7%	98.7%	98.5%	99.6%	99.3%	98.9%	101.7%	102.0%	102.7%

Percent Change- Month Over Month

	2021				2022							
	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.
Active	-3.6%	6.9%	6.3%	-2.7%	4.4%	-10.0%	-15.8%	-20.8%	-16.3%	1.9%	9.8%	23.1%
UCB	-8.0%	-7.9%	1.1%	-0.4%	-14.3%	12.8%	-6.8%	-40.6%	20.1%	-2.2%	-0.4%	5.0%
Pending	-1.5%	-11.1%	-22.4%	12.7%	-4.2%	-0.6%	1.2%	-19.6%	17.9%	8.1%	3.4%	-1.3%
Sold	-1.7%	-5.3%	-15.2%	-9.2%	2.1%	-11.7%	12.5%	0.0%	-28.1%	9.6%	17.5%	-5.3%
Expired	50.0%	-23.1%	18.8%	5.9%	-41.7%	33.3%	-100.0%	55.0%	-53.8%	-225.0%	69.2%	35.0%

Percentage of Homes Sold vs. Homes Listed

	2021				2022							
	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.
	134.5%	118.8%	96.7%	90.8%	88.7%	87.3%	115.6%	115.6%	126.8%	137.5%	150.3%	109.8%

<\$999,999

	2021				2022									
	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	Avg.	
Active	147	190	217	222	255	202	171	124	89	90	87	110	159	
UCB	153	158	159	154	137	158	121	89	116	99	108	96	129	
Pending	233	202	164	199	176	187	172	137	157	166	147	162	175	
Sold	369	359	323	300	306	265	316	271	217	226	251	240	287	
Expired	7	6	3	10	5	5	4	10	5	3	4	6	6	

Sales to List Price

	2021				2022							
	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.
	102.4%	101.9%	101.1%	100.1%	101.1%	100.2%	100.2%	101.0%	101.2%	103.5%	105.0%	105.1%

Percent Change- Month Over Month

	2021				2022							
	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.
Active	-19.7%	22.6%	12.4%	2.3%	12.9%	-26.2%	-18.1%	-37.9%	-39.3%	1.1%	-3.4%	20.9%
UCB	-15.0%	3.2%	0.6%	-3.2%	-12.4%	13.3%	-30.6%	-36.0%	23.3%	-17.2%	8.3%	-12.5%
Pending	5.6%	-15.3%	-23.2%	17.6%	-13.1%	5.9%	-8.7%	-25.5%	12.7%	5.4%	-12.9%	9.3%
Sold	-8.4%	-2.8%	-11.1%	-7.7%	2.0%	-15.5%	16.1%	-16.6%	-24.9%	4.0%	10.0%	-4.6%
Expired	57.1%	-16.7%	-100.0%	70.0%	-100.0%	0.0%	-25.0%	60.0%	-100.0%	-66.7%	25.0%	33.3%

Percentage of Homes Sold vs. Homes Listed

	2021				2022							
	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.
	251.0%	188.9%	148.8%	135.1%	120.0%	131.2%	184.8%	184.8%	243.8%	251.1%	288.5%	218.2%

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

	2021					2022					Avg.		
	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.		Mar.	Apr.
Active	61	68	86	78	72	70	54	54	41	38	57	88	64
UCB	63	54	58	62	44	60	61	31	47	46	45	46	51
Pending	58	63	45	54	52	57	59	44	60	75	75	73	60
Sold	123	95	96	78	98	77	100	101	71	83	124	118	97
Expired	3	2	1	3	3	3	2	5	1	-	1	3	2

Sales to List Price

	2021					2022						
	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.
	100.1%	100.1%	100.0%	99.1%	99.3%	98.9%	97.4%	99.5%	99.8%	101.8%	103.5%	104.4%

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

	2021					2022					Avg.		
	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.		Mar.	Apr.
Active	68	56	54	60	54	52	45	38	31	26	46	68	50
UCB	33	26	27	20	24	20	27	24	28	24	20	36	26
Pending	41	35	32	24	29	25	32	25	37	40	45	38	34
Sold	65	71	49	56	31	38	33	55	46	56	57	55	51
Expired	1	-	2	-	1	4	2	2	1	-	2	3	2

Sales to List Price

	2021					2022						
	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.
	99.6%	100.1%	99.1%	98.0%	98.6%	99.0%	97.4%	100.1%	100.6%	102.2%	102.2%	105.7%

Percent Change- Month Over Month

	2021					2022						
	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.
Active	6.6%	10.3%	20.9%	-10.3%	-8.3%	-2.9%	-29.6%	0.0%	-31.7%	-7.9%	33.3%	35.2%
UCB	0.0%	-16.7%	6.9%	6.5%	-40.9%	26.7%	1.6%	-96.8%	34.0%	-2.2%	-2.2%	2.2%
Pending	-50.0%	7.9%	-40.0%	16.7%	-3.8%	8.8%	3.4%	-34.1%	26.7%	20.0%	0.0%	-2.7%
Sold	10.6%	-29.5%	1.0%	-23.1%	20.4%	-27.3%	23.0%	1.0%	-42.3%	14.5%	33.1%	-5.1%
Expired	33.3%	-50.0%	-100.0%	66.7%	0.0%	0.0%	-50.0%	60.0%	-400.0%	#DIV/0!	100.0%	66.7%

Percentage of Homes Sold vs. Homes Listed

	2021					2022						
	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.
	201.6%	139.7%	111.6%	100.0%	136.1%	110.0%	185.2%	185.2%	173.2%	218.4%	217.5%	134.1%

Percent Change- Month Over Month

	2021					2022						
	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.
Active	20.6%	-21.4%	-3.7%	10.0%	-11.1%	-3.8%	-15.6%	-18.4%	-22.6%	-19.2%	43.5%	32.4%
UCB	15.2%	-26.9%	3.7%	-35.0%	16.7%	-20.0%	25.9%	-12.5%	14.3%	-16.7%	-20.0%	44.4%
Pending	2.4%	-17.1%	-9.4%	-33.3%	17.2%	-16.0%	21.9%	-28.0%	32.4%	7.5%	11.1%	-18.4%
Sold	23.1%	8.5%	-44.9%	12.5%	-80.6%	18.4%	-15.2%	40.0%	-19.6%	17.9%	1.8%	-3.6%
Expired	0.0%	#DIV/0!	100.0%	#DIV/0!	100.0%	75.0%	-100.0%	0.0%	-100.0%	#DIV/0!	100.0%	33.3%

Percentage of Homes Sold vs. Homes Listed

	2021					2022						
	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.
	95.6%	126.8%	90.7%	93.3%	57.4%	73.1%	73.3%	73.3%	148.4%	215.4%	123.9%	80.9%

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

Numbers

	2021								2022				
	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	Avg.
Active	77	85	81	68	62	66	57	40	38	43	49	64	61
UCB	28	23	25	26	24	26	28	27	16	29	22	31	25
Pending	47	38	31	35	33	22	23	29	45	42	52	46	37
Sold	41	45	28	29	29	31	30	36	31	38	51	42	36
Expired	4	4	6	2	3	2	1	-	2	1	-	4	2

Percent Change- Month Over Month

	2021								2022				
	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	
Active	-2.6%	9.4%	-4.9%	-19.1%	-9.7%	6.1%	-15.8%	-42.5%	-5.3%	11.6%	12.2%	23.4%	
UCB	3.6%	-21.7%	8.0%	3.8%	-8.3%	7.7%	7.1%	-3.7%	-68.8%	44.8%	-31.8%	29.0%	
Pending	2.1%	-23.7%	-22.6%	11.4%	-6.1%	-50.0%	4.3%	20.7%	35.6%	-7.1%	19.2%	-13.0%	
Sold	-43.9%	8.9%	-60.7%	3.4%	0.0%	6.5%	-3.3%	16.7%	-16.1%	18.4%	25.5%	-21.4%	
Expired	100.0%	0.0%	33.3%	-200.0%	33.3%	-50.0%	-100.0%	#DIV/0!	100.0%	-100.0%	#DIV/0!	100.0%	

Sales to List Price

	2021								2022			
	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.
	99.0%	98.7%	96.5%	97.6%	96.4%	98.2%	100.1%	97.0%	99.3%	101.0%	102.3%	100.4%

Percentage of Homes Sold vs. Homes Listed

	2021								2022			
	Apr.	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.
	53.2%	52.9%	34.6%	42.6%	46.8%	47.0%	52.6%	52.6%	81.6%	88.4%	104.1%	65.6%

\$3,000,000+

Numbers

	2021								2022				
	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	Avg.
Active	116	105	100	96	105	108	103	100	107	115	107	120	107
UCB	23	17	12	7	16	17	26	16	27	31	33	31	21
Pending	33	33	31	35	43	40	49	45	42	48	65	60	44
Sold	33	29	24	13	19	24	18	34	23	28	37	39	27
Expired	1	1	4	2	-	4	-	3	4	-	6	4	2

Percent Change- Month Over Month

	2021								2022				
	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	
Active	-2.6%	-10.5%	-5.0%	-4.2%	8.6%	2.8%	-4.9%	-3.0%	6.5%	7.0%	-7.5%	10.8%	
UCB	-30.4%	-35.3%	-41.7%	-71.4%	56.3%	5.9%	34.6%	-62.5%	40.7%	12.9%	6.1%	-6.5%	
Pending	21.2%	0.0%	-6.5%	11.4%	18.6%	-7.5%	18.4%	-8.9%	-7.1%	12.5%	26.2%	-8.3%	
Sold	30.3%	-13.8%	-20.8%	-84.6%	31.6%	20.8%	-33.3%	47.1%	-47.8%	17.9%	24.3%	5.1%	
Expired	-100.0%	0.0%	75.0%	-100.0%	#DIV/0!	100.0%	#DIV/0!	100.0%	25.0%	#DIV/0!	100.0%	-50.0%	

Sales to List Price

	2021								2022			
	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.
	96.0%	96.3%	97.5%	95.7%	93.8%	95.5%	97.4%	97.9%	92.4%	99.1%	97.1%	98.6%

Percentage of Homes Sold vs. Homes Listed

	2021								2022			
	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.
	28.4%	27.6%	24.0%	13.5%	18.1%	22.2%	17.5%	17.5%	21.5%	24.3%	34.6%	32.5%

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