

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

All Price Points

	2021						2022						Avg.
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	
Active	538	524	548	498	430	356	306	312	346	450	685	958	496
UCB	281	280	245	281	263	187	234	229	228	240	226	172	239
Pending	303	347	333	331	335	280	341	371	384	379	310	250	330
Sold	520	476	486	435	497	497	388	429	520	494	489	420	471
Expired	16	17	12	18	9	20	13	4	13	20	17	24	15

Sales Price to List Price

	2021						2022					
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.
	99.5%	98.7%	98.7%	98.5%	99.6%	99.3%	98.9%	101.7%	102.0%	102.7%	101.6%	124.7%

<\$999,999

	2021						2022						Avg.
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	
Active	217	222	255	202	171	124	89	90	87	110	227	353	179
UCB	159	154	137	158	121	89	116	99	108	96	100	62	117
Pending	164	199	176	187	172	137	157	166	147	162	111	110	157
Sold	323	300	306	265	316	271	217	226	251	240	240	190	262
Expired	3	10	5	5	4	10	5	3	4	6	5	6	6

Sales to List Price

	2021						2022					
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.
	101.1%	100.1%	101.1%	100.2%	100.2%	101.0%	101.2%	103.5%	105.0%	105.1%	103.6%	101.2%

Percent Change- Month Over Month

	2021						2022					
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.
Active	6.3%	-2.7%	4.4%	-10.0%	-15.8%	-20.8%	-16.3%	1.9%	9.8%	23.1%	34.3%	28.5%
UCB	1.1%	-0.4%	-14.3%	12.8%	-6.8%	-40.6%	20.1%	-2.2%	-0.4%	5.0%	-6.2%	-31.4%
Pending	-22.4%	12.7%	-4.2%	-0.6%	1.2%	-19.6%	17.9%	8.1%	3.4%	-1.3%	-22.3%	-24.0%
Sold	-15.2%	-9.2%	2.1%	-11.7%	12.5%	0.0%	-28.1%	9.6%	17.5%	-5.3%	-1.0%	-16.4%
Expired	18.8%	5.9%	-41.7%	33.3%	-100.0%	55.0%	-53.8%	-225.0%	69.2%	35.0%	-17.6%	29.2%

Percentage of Homes Sold vs. Homes Listed

	2021						2022					
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.
	96.7%	90.8%	88.7%	87.3%	115.6%	115.6%	126.8%	137.5%	150.3%	109.8%	71.4%	43.8%

Percent Change- Month Over Month

	2021						2022					
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.
Active	12.4%	2.3%	12.9%	-26.2%	-18.1%	-37.9%	-39.3%	1.1%	-3.4%	20.9%	51.5%	35.7%
UCB	0.6%	-3.2%	-12.4%	13.3%	-30.6%	-36.0%	23.3%	-17.2%	8.3%	-12.5%	4.0%	-61.3%
Pending	-23.2%	17.6%	-13.1%	5.9%	-8.7%	-25.5%	12.7%	5.4%	-12.9%	9.3%	-45.9%	-0.9%
Sold	-11.1%	-7.7%	2.0%	-15.5%	16.1%	-16.6%	-24.9%	4.0%	10.0%	-4.6%	0.0%	-26.3%
Expired	-100.0%	70.0%	-100.0%	0.0%	-25.0%	60.0%	-100.0%	-66.7%	25.0%	33.3%	-20.0%	16.7%

Percentage of Homes Sold vs. Homes Listed

	2021						2022					
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.
	148.8%	135.1%	120.0%	131.2%	184.8%	184.8%	243.8%	251.1%	288.5%	218.2%	105.7%	53.8%

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

	2021						2022						
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Avg.
Active	86	78	72	70	54	54	41	38	57	88	145	195	82
UCB	58	62	44	60	61	31	47	46	45	46	54	46	50
Pending	45	54	52	57	59	44	60	75	75	73	54	38	57
Sold	96	78	98	77	100	101	71	83	124	118	108	102	96
Expired	1	3	3	3	2	5	1	-	1	3	1	7	3

Sales to List Price

	2021						2022					
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.
	100.0%	99.1%	99.3%	98.9%	97.4%	99.5%	99.8%	101.8%	103.5%	104.4%	102.7%	98.8%

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Trend Analysis - Scottsdale Single-Family Homes - Resale

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

Numbers

	2021						2022						
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Avg.
Active	54	60	54	52	45	38	31	26	46	68	93	133	58
UCB	27	20	24	20	27	24	28	24	20	36	30	21	25
Pending	32	24	29	25	32	25	37	40	45	38	41	27	33
Sold	49	56	31	38	33	55	46	56	57	55	55	62	49
Expired	2	-	1	4	2	2	1	-	2	3	2	4	2

Sales to List Price

	2021						2022					
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.
	99.1%	98.0%	98.6%	99.0%	97.4%	100.1%	100.6%	102.2%	102.2%	105.7%	102.2%	99.3%

Percent Change- Month Over Month

	2021						2022					
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.
Active	20.9%	-10.3%	-8.3%	-2.9%	-29.6%	0.0%	-31.7%	-7.9%	33.3%	35.2%	39.3%	25.6%
UCB	6.9%	6.5%	-40.9%	26.7%	1.6%	-96.8%	34.0%	-2.2%	2.2%	14.8%	-17.4%	
Pending	-40.0%	16.7%	-3.8%	8.8%	3.4%	-34.1%	26.7%	20.0%	0.0%	-2.7%	-35.2%	-42.1%
Sold	1.0%	-23.1%	20.4%	-27.3%	23.0%	1.0%	-42.3%	14.5%	33.1%	-5.1%	-9.3%	-5.9%
Expired	-100.0%	66.7%	0.0%	0.0%	-50.0%	60.0%	-400.0%	#DIV/0!	100.0%	66.7%	-200.0%	85.7%

Percentage of Homes Sold vs. Homes Listed

	2021						2022					
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.
	111.6%	100.0%	136.1%	110.0%	185.2%	185.2%	173.2%	218.4%	217.5%	134.1%	74.5%	52.3%

Percent Change- Month Over Month

	2021						2022					
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.
Active	-3.7%	10.0%	-11.1%	-3.8%	-15.6%	-18.4%	-22.6%	-19.2%	43.5%	32.4%	26.9%	30.1%
UCB	3.7%	-35.0%	16.7%	-20.0%	25.9%	-12.5%	14.3%	-16.7%	-20.0%	44.4%	-20.0%	-42.9%
Pending	-9.4%	-33.3%	17.2%	-16.0%	21.9%	-28.0%	32.4%	7.5%	11.1%	-18.4%	7.3%	-51.9%
Sold	-44.9%	12.5%	-80.6%	18.4%	-15.2%	40.0%	-19.6%	17.9%	1.8%	-3.6%	0.0%	11.3%
Expired	100.0%	#DIV/0!	100.0%	75.0%	-100.0%	0.0%	-100.0%	#DIV/0!	100.0%	33.3%	-50.0%	50.0%

Percentage of Homes Sold vs. Homes Listed

	2021						2022					
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.
	90.7%	93.3%	57.4%	73.1%	73.3%	73.3%	148.4%	215.4%	123.9%	80.9%	59.1%	46.6%

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

Numbers	2021						2022						
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Avg.
Active	81	68	62	66	57	40	38	43	49	64	90	113	64
UCB	25	26	24	26	28	27	16	29	22	31	17	23	25
Pending	31	35	33	22	23	29	45	42	52	46	49	31	37
Sold	28	29	29	31	30	36	31	38	51	42	44	33	35
Expired	6	2	3	2	1	-	2	1	-	4	3	3	2

Percent Change- Month Over Month	2022											
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.
Active	-4.9%	-19.1%	-9.7%	6.1%	-15.8%	-42.5%	-5.3%	11.6%	12.2%	23.4%	28.9%	20.4%
UCB	8.0%	3.8%	-8.3%	7.7%	7.1%	-3.7%	-68.8%	44.8%	-31.8%	29.0%	-82.4%	26.1%
Pending	-22.6%	11.4%	-6.1%	-50.0%	4.3%	20.7%	35.6%	-7.1%	19.2%	-13.0%	6.1%	-58.1%
Sold	-60.7%	3.4%	0.0%	6.5%	-3.3%	16.7%	-16.1%	18.4%	25.5%	-21.4%	4.5%	-33.3%
Expired	33.3%	-200.0%	33.3%	-50.0%	-100.0%	#DIV/0!	100.0%	-100.0%	#DIV/0!	100.0%	-33.3%	0.0%

Sales to List Price	2022											
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.
	96.5%	97.6%	96.4%	98.2%	100.1%	97.0%	99.3%	101.0%	102.3%	100.4%	100.6%	9.4%

Percentage of Homes Sold vs. Homes Listed	2022											
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.
	34.6%	42.6%	46.8%	47.0%	52.6%	52.6%	81.6%	88.4%	104.1%	65.6%	48.9%	29.2%

Numbers	2021						2022						
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Avg.
Active	100	96	105	108	103	100	107	115	107	120	130	164	113
UCB	12	7	16	17	26	16	27	31	33	31	25	20	22
Pending	31	35	43	40	49	45	42	48	65	60	55	44	46
Sold	24	13	19	24	18	34	23	28	37	39	42	33	28
Expired	4	2	-	4	-	3	4	-	6	4	6	3	3

Percent Change- Month Over Month	2022											
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.
Active	-5.0%	-4.2%	8.6%	2.8%	-4.9%	-3.0%	6.5%	7.0%	-7.5%	10.8%	7.7%	20.7%
UCB	-41.7%	-71.4%	56.3%	5.9%	34.6%	-62.5%	40.7%	12.9%	6.1%	-6.5%	-24.0%	-25.0%
Pending	-6.5%	11.4%	18.6%	-7.5%	18.4%	-8.9%	-7.1%	12.5%	26.2%	-8.3%	-9.1%	-25.0%
Sold	-20.8%	-84.6%	31.6%	20.8%	-33.3%	47.1%	-47.8%	17.9%	24.3%	5.1%	7.1%	-27.3%
Expired	75.0%	-100.0%	#DIV/0!	100.0%	#DIV/0!	100.0%	25.0%	#DIV/0!	100.0%	-50.0%	33.3%	-100.0%

Sales to List Price	2022											
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.
	97.5%	95.7%	93.8%	95.5%	97.4%	97.9%	92.4%	99.1%	97.1%	98.6%	98.7%	95.8%

Percentage of Homes Sold vs. Homes Listed	2022											
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.
	24.0%	13.5%	18.1%	22.2%	17.5%	17.5%	21.5%	24.3%	34.6%	32.5%	32.3%	20.1%

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