

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

All Price Points

	2021		2022										
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Avg.
Active	430	356	306	312	346	450	685	958	1,091	1,054	1,152	1,203	695
UCB	263	187	234	229	228	240	226	172	149	151	145	128	196
Pending	335	280	341	371	384	379	310	250	252	245	248	237	303
Sold	497	497	388	429	520	494	489	420	271	322	288	277	408
Expired	9	20	13	4	13	20	17	24	31	51	39	34	23

Sales Price to List Price

	2021		2022									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
	99.6%	99.3%	98.9%	101.7%	102.0%	102.7%	101.6%	124.7%	97.5%	94.8%	96.9%	95.3%

<\$999,999

	2021		2022										
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Avg.
Active	171	124	89	90	87	110	227	353	450	426	448	469	254
UCB	121	89	116	99	108	96	100	62	67	69	68	57	88
Pending	172	137	157	166	147	162	111	110	122	12	114	115	127
Sold	316	271	217	226	251	240	240	190	123	168	152	134	211
Expired	4	10	5	3	4	6	5	6	6	19	19	17	9

Sales to List Price

	2021		2022									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
	100.2%	101.0%	101.2%	103.5%	105.0%	105.1%	103.6%	101.2%	99.0%	97.0%	97.2%	96.4%

Percent Change- Month Over Month

	2021		2022									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
Active	-15.8%	-20.8%	-16.3%	1.9%	9.8%	23.1%	34.3%	28.5%	12.2%	-3.5%	8.5%	4.2%
UCB	-6.8%	-40.6%	20.1%	-2.2%	-0.4%	5.0%	-6.2%	-31.4%	-15.4%	1.3%	-4.1%	-13.3%
Pending	1.2%	-19.6%	17.9%	8.1%	3.4%	-1.3%	-22.3%	-24.0%	0.8%	-2.9%	1.2%	-4.6%
Sold	12.5%	0.0%	-28.1%	9.6%	17.5%	-5.3%	-1.0%	-16.4%	-55.0%	15.8%	-11.8%	-4.0%
Expired	-100.0%	55.0%	-53.8%	-225.0%	69.2%	35.0%	-17.6%	29.2%	22.6%	39.2%	-30.8%	-14.7%

Percentage of Homes Sold vs. Homes Listed

	2021		2022									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
	115.6%	115.6%	126.8%	137.5%	150.3%	109.8%	71.4%	43.8%	24.8%	30.6%	25.0%	23.0%

Percent Change- Month Over Month

	2021		2022									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
Active	-18.1%	-37.9%	-39.3%	1.1%	-3.4%	20.9%	51.5%	35.7%	21.6%	-5.6%	4.9%	4.5%
UCB	-30.6%	-36.0%	23.3%	-17.2%	8.3%	-12.5%	4.0%	-61.3%	7.5%	2.9%	-1.5%	-19.3%
Pending	-8.7%	-25.5%	12.7%	5.4%	-12.9%	9.3%	-45.9%	-0.9%	9.8%	-916.7%	89.5%	0.9%
Sold	16.1%	-16.6%	-24.9%	4.0%	10.0%	-4.6%	0.0%	-26.3%	-54.5%	26.8%	-10.5%	-13.4%
Expired	-25.0%	60.0%	-100.0%	-66.7%	25.0%	33.3%	-20.0%	16.7%	0.0%	68.4%	0.0%	-11.8%

Percentage of Homes Sold vs. Homes Listed

	2021		2022									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
	184.8%	184.8%	243.8%	251.1%	288.5%	218.2%	105.7%	53.8%	27.3%	39.4%	33.9%	28.6%

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

	2021		2022										
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Avg.
Active	54	54	41	38	57	88	145	195	245	234	272	272	141
UCB	61	31	47	46	45	46	54	46	26	41	32	27	42
Pending	59	44	60	75	75	73	54	38	35	39	54	38	54
Sold	100	101	71	83	124	118	108	102	71	53	69	73	89
Expired	2	5	1	-	1	3	1	7	7	17	10	6	5

Sales to List Price

	2021		2022										
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Avg.
	97.4%	99.5%	99.8%	101.8%	103.5%	104.4%	102.7%	98.8%	97.4%	94.9%	96.0%	95.4%	

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Trend Analysis - Scottsdale Single-Family Homes - Resale

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

Numbers

	2021		2022										
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Avg.
Active	45	38	31	26	46	68	93	133	130	134	140	137	85
UCB	27	24	28	24	20	36	30	21	16	17	18	18	23
Pending	32	25	37	40	45	38	41	27	34	30	28	33	34
Sold	33	55	46	56	57	55	55	62	32	45	34	29	47
Expired	2	2	1	-	2	3	2	4	6	5	4	6	3

Sales to List Price

	2021		2022										
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Avg.
	97.4%	100.1%	100.6%	102.2%	102.2%	105.7%	102.2%	99.3%	97.0%	96.6%	97.7%	95.2%	

Percent Change- Month Over Month

	2021		2022									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
Active	-29.6%	0.0%	-31.7%	-7.9%	33.3%	35.2%	39.3%	25.6%	20.4%	-4.7%	14.0%	0.0%
UCB	1.6%	-96.8%	34.0%	-2.2%	-2.2%	2.2%	14.8%	-17.4%	-76.9%	36.6%	-28.1%	-18.5%
Pending	3.4%	-34.1%	26.7%	20.0%	0.0%	-2.7%	-35.2%	-42.1%	-8.6%	10.3%	27.8%	-42.1%
Sold	23.0%	1.0%	-42.3%	14.5%	33.1%	-5.1%	-9.3%	-5.9%	-43.7%	-34.0%	23.2%	5.5%
Expired	-50.0%	60.0%	-400.0%	#DIV/0!	100.0%	66.7%	-200.0%	85.7%	0.0%	58.8%	-70.0%	-66.7%

Percentage of Homes Sold vs. Homes Listed

	2021		2022									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
	185.2%	185.2%	173.2%	218.4%	217.5%	134.1%	74.5%	52.3%	29.0%	22.6%	25.4%	26.8%

Percent Change- Month Over Month

	2021		2022									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
Active	-15.6%	-18.4%	-22.6%	-19.2%	43.5%	32.4%	26.9%	30.1%	-2.3%	3.0%	4.3%	-2.2%
UCB	25.9%	-12.5%	14.3%	-16.7%	-20.0%	44.4%	-20.0%	-42.9%	-31.3%	5.9%	5.6%	0.0%
Pending	21.9%	-28.0%	32.4%	7.5%	11.1%	-18.4%	7.3%	-51.9%	20.6%	-13.3%	-7.1%	15.2%
Sold	-15.2%	40.0%	-19.6%	17.9%	1.8%	-3.6%	0.0%	11.3%	-93.8%	28.9%	-32.4%	-17.2%
Expired	-100.0%	0.0%	-100.0%	#DIV/0!	100.0%	33.3%	-50.0%	50.0%	33.3%	-20.0%	-25.0%	33.3%

Percentage of Homes Sold vs. Homes Listed

	2021		2022									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
	73.3%	73.3%	148.4%	215.4%	123.9%	80.9%	59.1%	46.6%	24.6%	33.6%	24.3%	21.2%

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

	2021		2022										
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Avg.
Active	57	40	38	43	49	64	90	113	109	106	130	144	82
UCB	28	27	16	29	22	31	17	23	18	13	12	14	21
Pending	23	29	45	42	52	46	49	31	28	22	24	18	34
Sold	30	36	31	38	51	42	44	33	25	24	21	20	33
Expired	1	-	2	1	-	4	3	3	6	5	2	2	2

Sales to List Price

	2021		2022									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
	100.1%	97.0%	99.3%	101.0%	102.3%	100.4%	100.6%	99.4%	98.5%	95.3%	96.6%	94.6%

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

	2021		2022										
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Avg.
Active	103	100	107	115	107	120	130	164	157	154	162	187	134
UCB	26	16	27	31	33	31	25	20	22	11	17	13	23
Pending	49	45	42	48	65	60	55	44	33	31	28	30	44
Sold	18	34	23	28	37	39	42	33	20	32	12	21	28
Expired	-	3	4	-	6	4	6	3	6	5	4	3	4

Sales to List Price

	2021		2022									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
	97.4%	97.9%	92.4%	99.1%	97.1%	98.6%	98.7%	95.8%	95.7%	91.7%	97.0%	94.6%

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Percent Change- Month Over Month

	2021		2022									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
Active	-15.8%	-42.5%	-5.3%	11.6%	12.2%	23.4%	28.9%	20.4%	-3.7%	-2.8%	18.5%	9.7%
UCB	7.1%	-3.7%	-68.8%	44.8%	-31.8%	29.0%	-82.4%	26.1%	-27.8%	-38.5%	-8.3%	14.3%
Pending	4.3%	20.7%	35.6%	-7.1%	19.2%	-13.0%	6.1%	-58.1%	-10.7%	-27.3%	8.3%	-33.3%
Sold	-3.3%	16.7%	-16.1%	18.4%	25.5%	-21.4%	4.5%	-33.3%	-32.0%	-4.2%	-14.3%	-5.0%
Expired	-100.0%	#DIV/0!	100.0%	-100.0%	#DIV/0!	100.0%	-33.3%	0.0%	50.0%	-20.0%	-150.0%	0.0%

Percentage of Homes Sold vs. Homes Listed

	2021		2022									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
	52.6%	52.6%	81.6%	88.4%	104.1%	65.6%	48.9%	29.2%	22.9%	22.6%	16.2%	13.9%

Percent Change- Month Over Month

	2021		2022									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
Active	-4.9%	-3.0%	6.5%	7.0%	-7.5%	10.8%	7.7%	20.7%	-4.5%	-1.9%	4.9%	13.4%
UCB	34.6%	-62.5%	40.7%	12.9%	6.1%	-6.5%	-24.0%	-25.0%	9.1%	-100.0%	35.3%	-30.8%
Pending	18.4%	-8.9%	-7.1%	12.5%	26.2%	-8.3%	-9.1%	-25.0%	-33.3%	-6.5%	-10.7%	6.7%
Sold	-33.3%	47.1%	-47.8%	17.9%	24.3%	5.1%	7.1%	-27.3%	-65.0%	37.5%	-166.7%	42.9%
Expired	#DIV/0!	100.0%	25.0%	#DIV/0!	100.0%	-50.0%	33.3%	-100.0%	50.0%	-20.0%	-25.0%	-33.3%

Percentage of Homes Sold vs. Homes Listed

	2021		2022									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
	17.5%	17.5%	21.5%	24.3%	34.6%	32.5%	32.3%	20.1%	12.7%	20.8%	7.4%	11.2%