

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

All Price Points

	2022												
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Avg.
Active	356	306	312	346	450	685	958	1,091	1,054	1,152	1,203	1,126	753
UCB	187	234	229	228	240	226	172	149	151	145	128	112	183
Pending	280	341	371	384	379	310	250	252	245	248	237	208	292
Sold	497	388	429	520	494	489	420	271	322	288	277	267	389
Expired	20	13	4	13	20	17	24	31	51	39	34	43	26

Sales Price to List Price

2022												
Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	
99.3%	98.9%	101.7%	102.0%	102.7%	101.6%	124.7%	97.5%	94.8%	96.9%	95.3%	96.4%	

<\$999,999

	2022												
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Avg.
Active	124	89	90	87	110	227	353	450	426	448	469	419	274
UCB	89	116	99	108	96	100	62	67	69	68	57	52	82
Pending	137	157	166	147	162	111	110	122	12	114	115	107	122
Sold	271	217	226	251	240	240	190	123	168	152	134	132	195
Expired	10	5	3	4	6	5	6	6	19	19	17	21	10

Sales to List Price

2022												
Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	
101.0%	101.2%	103.5%	105.0%	105.1%	103.6%	101.2%	99.0%	97.0%	97.2%	96.4%	97.1%	

Percent Change- Month Over Month

	2022											
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.
Active	-20.8%	-16.3%	1.9%	9.8%	23.1%	34.3%	28.5%	12.2%	-3.5%	8.5%	4.2%	-6.8%
UCB	-40.6%	20.1%	-2.2%	-0.4%	5.0%	-6.2%	-31.4%	-15.4%	1.3%	-4.1%	-13.3%	-14.3%
Pending	-19.6%	17.9%	8.1%	3.4%	-1.3%	-22.3%	-24.0%	0.8%	-2.9%	1.2%	-4.6%	-13.9%
Sold	0.0%	-28.1%	9.6%	17.5%	-5.3%	-1.0%	-16.4%	-55.0%	15.8%	-11.8%	-4.0%	-3.7%
Expired	55.0%	-53.8%	-225.0%	69.2%	35.0%	-17.6%	29.2%	22.6%	39.2%	-30.8%	-14.7%	20.9%

Percentage of Homes Sold vs. Homes Listed

2022												
Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	
115.6%	126.8%	137.5%	150.3%	109.8%	71.4%	43.8%	24.8%	30.6%	25.0%	23.0%	23.7%	

Percent Change- Month Over Month

	2022											
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.
Active	-37.9%	-39.3%	1.1%	-3.4%	20.9%	51.5%	35.7%	21.6%	-5.6%	4.9%	4.5%	-11.9%
UCB	-36.0%	23.3%	-17.2%	8.3%	-12.5%	4.0%	-61.3%	7.5%	2.9%	-1.5%	-19.3%	-9.6%
Pending	-25.5%	12.7%	5.4%	-12.9%	9.3%	-45.9%	-0.9%	9.8%	-916.7%	89.5%	0.9%	-7.5%
Sold	-16.6%	-24.9%	4.0%	10.0%	-4.6%	0.0%	-26.3%	-54.5%	26.8%	-10.5%	-13.4%	-1.5%
Expired	60.0%	-100.0%	-66.7%	25.0%	33.3%	-20.0%	16.7%	0.0%	68.4%	0.0%	-11.8%	19.0%

Percentage of Homes Sold vs. Homes Listed

2022												
Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	
184.8%	243.8%	251.1%	288.5%	218.2%	105.7%	53.8%	27.3%	39.4%	33.9%	28.6%	31.5%	

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

	2022												
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Avg.
Active	54	41	38	57	88	145	195	245	234	272	272	263	159
UCB	31	47	46	45	46	54	46	26	41	32	27	16	38
Pending	44	60	75	75	73	54	38	35	39	54	38	28	51
Sold	101	71	83	124	118	108	102	71	53	69	73	56	86
Expired	5	1	-	1	3	1	7	7	17	10	6	11	6

**Sales to List Price**

2022												
Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	
99.5%	99.8%	101.8%	103.5%	104.4%	102.7%	98.8%	97.4%	94.9%	96.0%	95.4%	94.8%	

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**

	2022												
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Avg.
Active	38	31	26	46	68	93	133	130	134	140	137	133	92
UCB	24	28	24	20	36	30	21	16	17	18	18	17	22
Pending	25	37	40	45	38	41	27	34	30	28	33	21	33
Sold	55	46	56	57	55	55	62	32	45	34	29	37	47
Expired	2	1	-	2	3	2	4	6	5	4	6	4	3

**Sales to List Price**

2022												
Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	
100.1%	100.6%	102.2%	102.2%	105.7%	102.2%	99.3%	97.0%	96.6%	97.7%	95.2%	97.1%	

**Percent Change- Month Over Month**

	2022											
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.
Active	0.0%	-31.7%	-7.9%	33.3%	35.2%	39.3%	25.6%	20.4%	-4.7%	14.0%	0.0%	-3.4%
UCB	-96.8%	34.0%	-2.2%	-2.2%	2.2%	14.8%	-17.4%	-76.9%	36.6%	-28.1%	-18.5%	-68.8%
Pending	-34.1%	26.7%	20.0%	0.0%	-2.7%	-35.2%	-42.1%	-8.6%	10.3%	27.8%	-42.1%	-35.7%
Sold	1.0%	-42.3%	14.5%	33.1%	-5.1%	-9.3%	-5.9%	-43.7%	-34.0%	23.2%	5.5%	-30.4%
Expired	60.0%	-400.0%	#DIV/0!	100.0%	66.7%	-200.0%	85.7%	0.0%	58.8%	-70.0%	-66.7%	45.5%

**Percentage of Homes Sold vs. Homes Listed**

2022												
Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	
185.2%	173.2%	218.4%	217.5%	134.1%	74.5%	52.3%	29.0%	22.6%	25.4%	26.8%	21.3%	

**Percent Change- Month Over Month**

	2022											
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.
Active	-18.4%	-22.6%	-19.2%	43.5%	32.4%	26.9%	30.1%	-2.3%	3.0%	4.3%	-2.2%	-3.0%
UCB	-12.5%	14.3%	-16.7%	-20.0%	44.4%	-20.0%	-42.9%	-31.3%	5.9%	5.6%	0.0%	-5.9%
Pending	-28.0%	32.4%	7.5%	11.1%	-18.4%	7.3%	-51.9%	20.6%	-13.3%	-7.1%	15.2%	-57.1%
Sold	40.0%	-19.6%	17.9%	1.8%	-3.6%	0.0%	11.3%	-93.8%	28.9%	-32.4%	-17.2%	21.6%
Expired	0.0%	-100.0%	#DIV/0!	100.0%	33.3%	-50.0%	50.0%	33.3%	-20.0%	-25.0%	33.3%	-50.0%

**Percentage of Homes Sold vs. Homes Listed**

2022												
Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	
73.3%	148.4%	215.4%	123.9%	80.9%	59.1%	46.6%	24.6%	33.6%	24.3%	21.2%	27.8%	

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

**Numbers**

	2022												
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Avg.
Active	40	38	43	49	64	90	113	109	106	130	144	129	88
UCB	27	16	29	22	31	17	23	18	13	12	14	15	20
Pending	29	45	42	52	46	49	31	28	22	24	18	25	34
Sold	36	31	38	51	42	44	33	25	24	21	20	15	32
Expired	-	2	1	-	4	3	3	6	5	2	2	3	3

**Percent Change- Month Over Month**

	2022											
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.
Active	-42.5%	-5.3%	11.6%	12.2%	23.4%	28.9%	20.4%	-3.7%	-2.8%	18.5%	9.7%	-11.6%
UCB	-3.7%	-68.8%	44.8%	-31.8%	29.0%	-82.4%	26.1%	-27.8%	-38.5%	-8.3%	14.3%	6.7%
Pending	20.7%	35.6%	-7.1%	19.2%	-13.0%	6.1%	-58.1%	-10.7%	-27.3%	8.3%	-33.3%	28.0%
Sold	16.7%	-16.1%	18.4%	25.5%	-21.4%	4.5%	-33.3%	-32.0%	-4.2%	-14.3%	-5.0%	-33.3%
Expired	#DIV/0!	100.0%	-100.0%	#DIV/0!	100.0%	-33.3%	0.0%	50.0%	-20.0%	-150.0%	0.0%	33.3%

**Sales to List Price**

2022												
Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	
97.0%	99.3%	101.0%	102.3%	100.4%	100.6%	99.4%	98.5%	95.3%	96.6%	94.6%	94.4%	

**Percentage of Homes Sold vs. Homes Listed**

2022												
Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	
52.6%	81.6%	88.4%	104.1%	65.6%	48.9%	29.2%	22.9%	22.6%	16.2%	13.9%	11.6%	

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

**Numbers**

	2022												
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Avg.
Active	100	107	115	107	120	130	164	157	154	162	187	182	140
UCB	16	27	31	33	31	25	20	22	11	17	13	10	21
Pending	45	42	48	65	60	55	44	33	31	28	30	25	42
Sold	34	23	28	37	39	42	33	20	32	12	21	22	29
Expired	3	4	-	6	4	6	3	6	5	4	3	4	4

**Percent Change- Month Over Month**

	2022											
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.
Active	-3.0%	6.5%	7.0%	-7.5%	10.8%	7.7%	20.7%	-4.5%	-1.9%	4.9%	13.4%	-2.7%
UCB	-62.5%	40.7%	12.9%	6.1%	-6.5%	-24.0%	-25.0%	9.1%	-100.0%	35.3%	-30.8%	-30.0%
Pending	-8.9%	-7.1%	12.5%	26.2%	-8.3%	-9.1%	-25.0%	-33.3%	-6.5%	-10.7%	6.7%	-20.0%
Sold	47.1%	-47.8%	17.9%	24.3%	5.1%	7.1%	-27.3%	-65.0%	37.5%	-166.7%	42.9%	4.5%
Expired	100.0%	25.0%	#DIV/0!	100.0%	-50.0%	33.3%	-100.0%	50.0%	-20.0%	-25.0%	-33.3%	25.0%

**Sales to List Price**

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

**Percentage of Homes Sold vs. Homes Listed**

2022												
Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	
17.5%	21.5%	24.3%	34.6%	32.5%	32.3%	20.1%	12.7%	20.8%	7.4%	11.2%	12.1%	

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