

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

All Price Points

	2023											2023	
	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Avg.
Active	346	450	685	958	1,091	1,054	1,152	1,203	1,126	954	1,097	1,072	932
UCB	228	240	226	172	149	151	145	128	112	104	161	201	168
Pending	384	379	310	250	252	245	248	237	208	178	210	277	265
Sold	520	494	489	420	271	322	288	277	267	237	206	269	338
Expired	13	20	17	24	31	51	39	34	43	88	34	28	35

Sales Price to List Price

2023												2023	
Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.		
102.0%	102.7%	101.6%	124.7%	97.5%	94.8%	96.9%	95.3%	96.4%	94.7%	95.6%	96.0%		

Percent Change- Month Over Month

	2023											2023	
	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	
Active	9.8%	23.1%	34.3%	28.5%	12.2%	-3.5%	8.5%	4.2%	-6.8%	-18.0%	13.0%	-2.3%	
UCB	-0.4%	5.0%	-6.2%	-31.4%	-15.4%	1.3%	-4.1%	-13.3%	-14.3%	-7.7%	35.4%	19.9%	
Pending	3.4%	-1.3%	-22.3%	-24.0%	0.8%	-2.9%	1.2%	-4.6%	-13.9%	-16.9%	15.2%	24.2%	
Sold	17.5%	-5.3%	-1.0%	-16.4%	-55.0%	15.8%	-11.8%	-4.0%	-3.7%	-12.7%	-15.0%	23.4%	
Expired	69.2%	35.0%	-17.6%	29.2%	22.6%	39.2%	-30.8%	-14.7%	20.9%	51.1%	-158.8%	-21.4%	

Percentage of Homes Sold vs. Homes Listed

2023												2023	
Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.		
150.3%	109.8%	71.4%	43.8%	24.8%	30.6%	25.0%	23.0%	23.7%	24.8%	18.8%	25.1%		

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	2023											2023	
	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Avg.
Active	87	110	227	353	450	426	448	469	419	342	367	349	337
UCB	108	96	100	62	67	69	68	57	52	52	68	92	74
Pending	147	162	111	110	122	12	114	115	107	81	86	106	106
Sold	251	240	240	190	123	168	152	134	132	127	108	119	165
Expired	4	6	5	6	6	19	19	17	21	39	15	8	14

Sales to List Price

2023												2023	
Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.		
105.0%	105.1%	103.6%	101.2%	99.0%	97.0%	97.2%	96.4%	97.1%	97.1%	96.9%	97.6%		

Percent Change- Month Over Month

	2023											2023	
	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	
Active	-3.4%	20.9%	51.5%	35.7%	21.6%	-5.6%	4.9%	4.5%	-11.9%	-22.5%	6.8%	-5.2%	
UCB	8.3%	-12.5%	4.0%	-61.3%	7.5%	2.9%	-1.5%	-19.3%	-9.6%	0.0%	23.5%	26.1%	
Pending	-12.9%	9.3%	-45.9%	-0.9%	9.8%	-916.7%	89.5%	0.9%	-7.5%	-32.1%	5.8%	18.9%	
Sold	10.0%	-4.6%	0.0%	-26.3%	-54.5%	26.8%	-10.5%	-13.4%	-1.5%	-3.9%	-17.6%	9.2%	
Expired	25.0%	33.3%	-20.0%	16.7%	0.0%	68.4%	0.0%	-11.8%	19.0%	46.2%	-160.0%	-87.5%	

Percentage of Homes Sold vs. Homes Listed

2023												2023	
Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.		
288.5%	218.2%	105.7%	53.8%	27.3%	39.4%	33.9%	28.6%	31.5%	37.1%	29.4%	34.1%		

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

	2023											2023		
	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Avg.	
Active	57	88	145	195	245	234	272	272	263	211	255	218	205	
UCB	45	46	54	46	26	41	32	27	16	17	41	45	36	
Pending	75	73	54	38	35	39	54	38	28	37	49	76	50	
Sold	124	118	108	102	71	53	69	73	56	38	40	71	77	
Expired	1	3	1	7	7	17	10	6	11	19	4	8	8	

Sales to List Price

2023											2023	
Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	
103.5%	104.4%	102.7%	98.8%	97.4%	94.9%	96.0%	95.4%	94.8%	94.5%	96.1%	96.6%	

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

	2023											2023	
	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Avg.
Active	46	68	93	133	130	134	140	137	133	122	132	132	117
UCB	20	36	30	21	16	17	18	18	17	13	17	23	21
Pending	45	38	41	27	34	30	28	33	21	18	26	30	31
Sold	57	55	55	62	32	45	34	29	37	28	26	27	41
Expired	2	3	2	4	6	5	4	6	4	15	5	2	5

Sales to List Price

2023											2023	
Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	
102.2%	105.7%	102.2%	99.3%	97.0%	96.6%	97.7%	95.2%	97.1%	91.1%	95.4%	95.6%	

Percent Change- Month Over Month

	2023											2023	
	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	
Active	33.3%	35.2%	39.3%	25.6%	20.4%	-4.7%	14.0%	0.0%	-3.4%	-24.6%	17.3%	-17.0%	
UCB	-2.2%	2.2%	14.8%	-17.4%	-76.9%	36.6%	-28.1%	-18.5%	-68.8%	5.9%	58.5%	8.9%	
Pending	0.0%	-2.7%	-35.2%	-42.1%	-8.6%	10.3%	27.8%	-42.1%	-35.7%	24.3%	24.5%	35.5%	
Sold	33.1%	-5.1%	-9.3%	-5.9%	-43.7%	-34.0%	23.2%	5.5%	-30.4%	-47.4%	5.0%	43.7%	
Expired	100.0%	66.7%	-200.0%	85.7%	0.0%	58.8%	-70.0%	-66.7%	45.5%	42.1%	-375.0%	50.0%	

Percentage of Homes Sold vs. Homes Listed

2023											2023	
Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	
217.5%	134.1%	74.5%	52.3%	29.0%	22.6%	25.4%	26.8%	21.3%	18.0%	15.7%	32.6%	

Percent Change- Month Over Month

	2023											2023	
	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	
Active	43.5%	32.4%	26.9%	30.1%	-2.3%	3.0%	4.3%	-2.2%	-3.0%	-9.0%	7.6%	0.0%	
UCB	-20.0%	44.4%	-20.0%	-42.9%	-31.3%	5.9%	5.6%	0.0%	-5.9%	-30.8%	23.5%	26.1%	
Pending	11.1%	-18.4%	7.3%	-51.9%	20.6%	-13.3%	-7.1%	15.2%	-57.1%	-16.7%	30.8%	13.3%	
Sold	1.8%	-3.6%	0.0%	11.3%	-93.8%	28.9%	-32.4%	-17.2%	21.6%	-32.1%	-7.7%	3.7%	
Expired	100.0%	33.3%	-50.0%	50.0%	33.3%	-20.0%	-25.0%	33.3%	-50.0%	73.3%	-200.0%	-150.0%	

Percentage of Homes Sold vs. Homes Listed

2023											2023	
Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	
123.9%	80.9%	59.1%	46.6%	24.6%	33.6%	24.3%	21.2%	27.8%	23.0%	19.7%	20.5%	

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

Numbers

	2023										2023		
	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Avg.
Active	49	64	90	113	109	106	130	144	129	109	137	157	111
UCB	22	31	17	23	18	13	12	14	15	14	20	20	18
Pending	52	46	49	31	28	22	24	18	25	23	23	33	31
Sold	51	42	44	33	25	24	21	20	15	27	19	29	29
Expired	-	4	3	3	6	5	2	2	3	9	4	3	4

Percent Change- Month Over Month

	2023										2023		
	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	
Active	12.2%	23.4%	28.9%	20.4%	-3.7%	-2.8%	18.5%	9.7%	-11.6%	-18.3%	20.4%	12.7%	
UCB	-31.8%	29.0%	-82.4%	26.1%	-27.8%	-38.5%	-8.3%	14.3%	6.7%	-7.1%	30.0%	0.0%	
Pending	19.2%	-13.0%	6.1%	-58.1%	-10.7%	-27.3%	8.3%	-33.3%	28.0%	-8.7%	0.0%	30.3%	
Sold	25.5%	-21.4%	4.5%	-33.3%	-32.0%	-4.2%	-14.3%	-5.0%	-33.3%	44.4%	-42.1%	34.5%	
Expired	#DIV/0!	100.0%	-33.3%	0.0%	50.0%	-20.0%	-150.0%	0.0%	33.3%	66.7%	-125.0%	-33.3%	

Sales to List Price

	2023										2023	
	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.
	102.3%	100.4%	100.6%	99.4%	98.5%	95.3%	96.6%	94.6%	94.4%	93.5%	94.6%	95.6%

Percentage of Homes Sold vs. Homes Listed

	2023										2023	
	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.
	104.1%	65.6%	48.9%	29.2%	22.9%	22.6%	16.2%	13.9%	11.6%	24.8%	13.9%	18.5%

\$3,000,000+

Numbers

	2023										2023		
	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Avg.
Active	107	120	130	164	157	154	162	187	182	170	206	216	163
UCB	33	31	25	20	22	11	17	13	10	8	15	21	19
Pending	65	60	55	44	33	31	28	30	25	19	26	32	37
Sold	37	39	42	33	20	32	12	21	22	17	13	23	26
Expired	6	4	6	3	6	5	4	3	4	6	6	7	5

Percent Change- Month Over Month

	2023										2023		
	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	
Active	-7.5%	10.8%	7.7%	20.7%	-4.5%	-1.9%	4.9%	13.4%	-2.7%	-7.1%	17.5%	4.6%	
UCB	6.1%	-6.5%	-24.0%	-25.0%	9.1%	-100.0%	35.3%	-30.8%	-30.0%	-25.0%	46.7%	28.6%	
Pending	26.2%	-8.3%	-9.1%	-25.0%	-33.3%	-6.5%	-10.7%	6.7%	-20.0%	-31.6%	26.9%	18.8%	
Sold	24.3%	5.1%	7.1%	-27.3%	-65.0%	37.5%	-166.7%	42.9%	4.5%	-29.4%	-30.8%	43.5%	
Expired	100.0%	-50.0%	33.3%	-100.0%	50.0%	-20.0%	-25.0%	-33.3%	25.0%	33.3%	0.0%	14.3%	

Sales to List Price

	2023										2023	
	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.
	97.1%	98.6%	98.7%	95.8%	95.7%	91.7%	97.0%	94.6%	97.1%	95.4%	95.4%	94.8%

Percentage of Homes Sold vs. Homes Listed

	2023										2023	
	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.
	34.6%	32.5%	32.3%	20.1%	12.7%	20.8%	7.4%	11.2%	12.1%	10.0%	6.3%	10.6%

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