

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

All Price Points

	2022	2023											
	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Avg.
Active	1,152	1,203	1,126	954	1,097	1,072	1,057	979	911	823	829	849	1,004
UCB	145	128	112	104	161	201	193	235	203	176	146	131	161
Pending	248	237	208	178	210	277	262	303	284	230	222	186	237
Sold	288	277	267	237	206	269	417	319	454	442	313	334	319
Expired	39	34	43	88	34	28	30	32	37	44	36	31	40

Sales Price to List Price

2022	2023											
Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	
96.9%	95.3%	96.4%	94.7%	95.6%	96.0%	95.9%	95.8%	95.9%	97.0%	97.0%	95.4%	

<\$999,999

	2022	2023											
	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Avg.
Active	448	469	419	342	367	349	348	311	287	276	308	294	352
UCB	68	57	52	52	68	92	73	80	92	78	69	59	70
Pending	114	115	107	81	86	106	108	126	116	95	79	73	101
Sold	152	134	132	127	108	119	203	153	200	206	160	160	155
Expired	19	17	21	39	15	8	11	13	7	10	10	9	15

Sales to List Price

2022	2023											
Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	
97.2%	96.4%	97.1%	97.1%	96.9%	97.6%	97.2%	97.9%	98.4%	98.0%	98.7%	98.7%	

Percent Change- Month Over Month

	2022	2023											
	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	
Active	8.5%	4.2%	-6.8%	-18.0%	13.0%	-2.3%	-1.4%	-8.0%	-7.5%	-10.7%	0.7%	2.4%	
UCB	-4.1%	-13.3%	-14.3%	-7.7%	35.4%	19.9%	-4.1%	17.9%	-15.8%	-15.3%	-20.5%	-11.5%	
Pending	1.2%	-4.6%	-13.9%	-16.9%	15.2%	24.2%	-5.7%	13.5%	-6.7%	-23.5%	-3.6%	-19.4%	
Sold	-11.8%	-4.0%	-3.7%	-12.7%	-15.0%	23.4%	35.5%	-30.7%	29.7%	-2.7%	-41.2%	6.3%	
Expired	-30.8%	-14.7%	20.9%	51.1%	-158.8%	-21.4%	6.7%	6.3%	13.5%	15.9%	-22.2%	-16.1%	

Percentage of Homes Sold vs. Homes Listed

2022	2023											
Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	
25.0%	23.0%	23.7%	24.8%	18.8%	25.1%	39.5%	32.6%	49.8%	53.7%	37.8%	39.3%	

Percent Change- Month Over Month

	2022	2023											
	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	
Active	4.9%	4.5%	-11.9%	-22.5%	6.8%	-5.2%	-0.3%	-11.9%	-8.4%	-4.0%	10.4%	-4.8%	
UCB	-1.5%	-19.3%	-9.6%	0.0%	23.5%	26.1%	-26.0%	8.8%	13.0%	-17.9%	-13.0%	-16.9%	
Pending	89.5%	0.9%	-7.5%	-32.1%	5.8%	18.9%	1.9%	14.3%	-8.6%	-22.1%	-20.3%	-8.2%	
Sold	-10.5%	-13.4%	-1.5%	-3.9%	-17.6%	9.2%	41.4%	-32.7%	23.5%	2.9%	-28.8%	0.0%	
Expired	0.0%	-11.8%	19.0%	46.2%	-160.0%	-87.5%	27.3%	15.4%	-85.7%	30.0%	0.0%	-11.1%	

Percentage of Homes Sold vs. Homes Listed

2022	2023											
Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	
33.9%	28.6%	31.5%	37.1%	29.4%	34.1%	58.3%	49.2%	69.7%	74.6%	51.9%	54.4%	

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

	2022	2023											
	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Avg.
Active	272	272	263	211	255	218	209	189	168	144	134	151	207
UCB	32	27	16	17	41	45	40	61	42	44	34	32	36
Pending	54	38	28	37	49	76	58	64	52	43	43	30	48
Sold	69	73	56	38	40	71	101	69	114	95	70	75	73
Expired	10	6	11	19	4	8	9	6	9	6	11	7	9

Sales to List Price

2022	2023											
Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	
96.0%	95.4%	94.8%	94.5%	96.1%	96.6%	95.9%	96.2%	95.8%	96.5%	96.7%	96.9%	

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	2023											
	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Avg.
Active	140	137	133	122	132	132	134	114	112	99	99	110	122
UCB	18	18	17	13	17	23	23	36	21	17	16	13	19
Pending	28	33	21	18	26	30	37	41	39	34	41	30	32
Sold	34	29	37	28	26	27	43	46	57	51	34	41	38
Expired	4	6	4	15	5	2	2	5	5	5	1	3	5

Sales to List Price

2022	2023											
Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	
97.7%	95.2%	97.1%	91.1%	95.4%	95.6%	96.2%	97.3%	96.1%	96.5%	97.6%	96.5%	

Percent Change- Month Over Month

	2022	2023											
	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	
Active	14.0%	0.0%	-3.4%	-24.6%	17.3%	-17.0%	-4.3%	-10.6%	-12.5%	-16.7%	-7.5%	11.3%	
UCB	-28.1%	-18.5%	-68.8%	5.9%	58.5%	8.9%	-12.5%	34.4%	-45.2%	4.5%	-29.4%	-6.3%	
Pending	27.8%	-42.1%	-35.7%	24.3%	24.5%	35.5%	-31.0%	9.4%	-23.1%	-20.9%	0.0%	-43.3%	
Sold	23.2%	5.5%	-30.4%	-47.4%	5.0%	43.7%	29.7%	-46.4%	39.5%	-20.0%	-35.7%	6.7%	
Expired	-70.0%	-66.7%	45.5%	42.1%	-375.0%	50.0%	11.1%	-50.0%	33.3%	-50.0%	45.5%	-57.1%	

Percentage of Homes Sold vs. Homes Listed

2022	2023											
Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	
25.4%	26.8%	21.3%	18.0%	15.7%	32.6%	48.3%	36.5%	67.9%	66.0%	52.2%	49.7%	

Percent Change- Month Over Month

	2022	2023											
	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	
Active	4.3%	-2.2%	-3.0%	-9.0%	7.6%	0.0%	1.5%	-17.5%	-1.8%	-13.1%	0.0%	10.0%	
UCB	5.6%	0.0%	-5.9%	-30.8%	23.5%	26.1%	0.0%	36.1%	-71.4%	-23.5%	-6.3%	-23.1%	
Pending	-7.1%	15.2%	-57.1%	-16.7%	30.8%	13.3%	18.9%	9.8%	-5.1%	-14.7%	17.1%	-36.7%	
Sold	-32.4%	-17.2%	21.6%	-32.1%	-7.7%	3.7%	37.2%	6.5%	19.3%	-11.8%	-50.0%	17.1%	
Expired	-25.0%	33.3%	-50.0%	73.3%	-200.0%	-150.0%	0.0%	60.0%	0.0%	0.0%	-400.0%	66.7%	

Percentage of Homes Sold vs. Homes Listed

2022	2023											
Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	
24.3%	21.2%	27.8%	23.0%	19.7%	20.5%	32.1%	40.4%	50.9%	51.5%	34.3%	37.3%	

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

Numbers													
	2022	2023											
	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Avg.
Active	130	144	129	109	137	157	157	151	143	123	122	124	136
UCB	12	14	15	14	20	20	28	29	24	21	15	19	19
Pending	24	18	25	23	23	33	30	39	36	29	38	25	29
Sold	21	20	15	27	19	29	34	31	43	46	24	39	29
Expired	2	2	3	9	4	3	6	5	6	6	6	2	5

Sales to List Price													
	2022	2023											
	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	
	96.6%	94.6%	94.4%	93.5%	94.6%	95.6%	94.4%	94.8%	95.4%	96.4%	95.4%	91.1%	

\$3,000,000+

Numbers													
	2022	2023											
	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Avg.
Active	162	187	182	170	206	216	209	214	201	181	166	170	189
UCB	17	13	10	8	15	21	29	29	24	16	11	8	17
Pending	28	30	25	19	26	32	29	33	41	29	21	28	28
Sold	12	21	22	17	13	23	36	20	40	44	25	19	24
Expired	4	3	4	6	6	7	2	3	10	17	8	10	7

Sales to List Price													
	2022	2023											
	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	
	97.0%	94.6%	97.1%	95.4%	95.4%	94.8%	95.2%	92.8%	94.0%	96.9%	95.8%	89.0%	

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Percent Change- Month Over Month													
	2022	2023											
	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	
Active	18.5%	9.7%	-11.6%	-18.3%	20.4%	12.7%	0.0%	-4.0%	-5.6%	-16.3%	-0.8%	1.6%	
UCB	-8.3%	14.3%	6.7%	-7.1%	30.0%	0.0%	28.6%	3.4%	-20.8%	-14.3%	-40.0%	21.1%	
Pending	8.3%	-33.3%	28.0%	-8.7%	0.0%	30.3%	-10.0%	23.1%	-8.3%	-24.1%	23.7%	-52.0%	
Sold	-14.3%	-5.0%	-33.3%	44.4%	-42.1%	34.5%	14.7%	-9.7%	27.9%	6.5%	-91.7%	38.5%	
Expired	-150.0%	0.0%	33.3%	66.7%	-125.0%	-33.3%	50.0%	-20.0%	16.7%	0.0%	0.0%	-200.0%	

Percentage of Homes Sold vs. Homes Listed													
	2022	2023											
	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	
	16.2%	13.9%	11.6%	24.8%	13.9%	18.5%	21.7%	20.5%	30.1%	37.4%	19.7%	31.5%	

Percent Change- Month Over Month													
	2022	2023											
	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	
Active	4.9%	13.4%	-2.7%	-7.1%	17.5%	4.6%	-3.3%	2.3%	-6.5%	-11.0%	-9.0%	2.4%	
UCB	35.3%	-30.8%	-30.0%	-25.0%	46.7%	28.6%	27.6%	0.0%	-20.8%	-50.0%	-45.5%	-37.5%	
Pending	-10.7%	6.7%	-20.0%	-31.6%	26.9%	18.8%	-10.3%	12.1%	19.5%	-41.4%	-38.1%	25.0%	
Sold	-166.7%	42.9%	4.5%	-29.4%	-30.8%	43.5%	36.1%	-80.0%	50.0%	9.1%	-76.0%	-31.6%	
Expired	-25.0%	-33.3%	25.0%	33.3%	0.0%	14.3%	-250.0%	33.3%	70.0%	41.2%	-112.5%	20.0%	

Percentage of Homes Sold vs. Homes Listed													
	2022	2023											
	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	
	7.4%	11.2%	12.1%	10.0%	6.3%	10.6%	17.2%	9.3%	19.9%	24.3%	15.1%	11.2%	