

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

All Price Points

	2022		2023										Avg.
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	
Active	1,126	954	1,097	1,072	1,057	979	911	823	829	849	940	1,106	979
UCB	112	104	161	201	193	235	203	176	146	131	117	132	159
Pending	208	178	210	277	262	303	284	230	222	186	195	174	227
Sold	267	237	206	269	417	319	454	442	313	334	273	266	316
Expired	43	88	34	28	30	32	37	44	36	31	23	25	38

Sales Price to List Price

2022		2023									
Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
96.4%	94.7%	95.6%	96.0%	95.9%	95.8%	95.9%	97.0%	97.0%	95.4%	97.1%	97.0%

<\$999,999

	2022		2023										Avg.
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	
Active	419	342	367	349	348	311	287	276	308	294	313	355	331
UCB	52	52	68	92	73	80	92	78	69	59	43	53	68
Pending	107	81	86	106	108	126	116	95	79	73	65	72	93
Sold	132	127	108	119	203	153	200	206	160	160	137	115	152
Expired	21	39	15	8	11	13	7	10	10	9	10	6	13

Sales to List Price

2022		2023									
Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
97.1%	97.1%	96.9%	97.6%	97.2%	97.9%	98.4%	98.0%	98.7%	98.7%	98.2%	97.5%

Percent Change- Month Over Month

	2022		2023									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
Active	-6.8%	-18.0%	13.0%	-2.3%	-1.4%	-8.0%	-7.5%	-10.7%	0.7%	2.4%	9.7%	15.0%
UCB	-14.3%	-7.7%	35.4%	19.9%	-4.1%	17.9%	-15.8%	-15.3%	-20.5%	-11.5%	-12.0%	11.4%
Pending	-13.9%	-16.9%	15.2%	24.2%	-5.7%	13.5%	-6.7%	-23.5%	-3.6%	-19.4%	4.6%	-12.1%
Sold	-3.7%	-12.7%	-15.0%	23.4%	35.5%	-30.7%	29.7%	-2.7%	-41.2%	6.3%	-22.3%	-2.6%
Expired	20.9%	51.1%	-158.8%	-21.4%	6.7%	6.3%	13.5%	15.9%	-22.2%	-16.1%	-34.8%	8.0%

Percentage of Homes Sold vs. Homes Listed

2022		2023									
Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
23.7%	24.8%	18.8%	25.1%	39.5%	32.6%	49.8%	53.7%	37.8%	39.3%	29.0%	24.1%

Percent Change- Month Over Month

	2022		2023									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
Active	-11.9%	-22.5%	6.8%	-5.2%	-0.3%	-11.9%	-8.4%	-4.0%	10.4%	-4.8%	6.1%	11.8%
UCB	-9.6%	0.0%	23.5%	26.1%	-26.0%	8.8%	13.0%	-17.9%	-13.0%	-16.9%	-37.2%	18.9%
Pending	-7.5%	-32.1%	5.8%	18.9%	1.9%	14.3%	-8.6%	-22.1%	-20.3%	-8.2%	-12.3%	9.7%
Sold	-1.5%	-3.9%	-17.6%	9.2%	41.4%	-32.7%	23.5%	2.9%	-28.8%	0.0%	-16.8%	-19.1%
Expired	19.0%	46.2%	-160.0%	-87.5%	27.3%	15.4%	-85.7%	30.0%	0.0%	-11.1%	10.0%	-66.7%

Percentage of Homes Sold vs. Homes Listed

2022		2023									
Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
31.5%	37.1%	29.4%	34.1%	58.3%	49.2%	69.7%	74.6%	51.9%	54.4%	43.8%	32.4%

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

	2022		2023										
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Avg.
Active	263	211	255	218	209	189	168	144	134	151	172	215	194
UCB	16	17	41	45	40	61	42	44	34	32	31	29	36
Pending	28	37	49	76	58	64	52	43	43	30	39	26	45
Sold	56	38	40	71	101	69	114	95	70	75	58	65	71
Expired	11	19	4	8	9	6	9	6	11	7	3	4	8

Sales to List Price

2022		2023										
Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	
94.8%	94.5%	96.1%	96.6%	95.9%	96.2%	95.8%	96.5%	96.7%	96.9%	97.2%	96.5%	

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										
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Avg.
Active	133	122	132	132	134	114	112	99	99	110	133	158	123
UCB	17	13	17	23	23	36	21	17	16	13	9	17	19
Pending	21	18	26	30	37	41	39	34	41	30	25	22	30
Sold	37	28	26	27	43	46	57	51	34	41	33	27	38
Expired	4	15	5	2	2	5	5	5	1	3	3	4	5

Sales to List Price

2022		2023										
Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	
97.1%	91.1%	95.4%	95.6%	96.2%	97.3%	96.1%	96.5%	97.6%	96.5%	97.0%	97.1%	

Percent Change- Month Over Month

	2022		2023										
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	
Active	-3.4%	-24.6%	17.3%	-17.0%	-4.3%	-10.6%	-12.5%	-16.7%	-7.5%	11.3%	12.2%	20.0%	
UCB	-68.8%	5.9%	58.5%	8.9%	-12.5%	34.4%	-45.2%	4.5%	-29.4%	-6.3%	-3.2%	-6.9%	
Pending	-35.7%	24.3%	24.5%	35.5%	-31.0%	9.4%	-23.1%	-20.9%	0.0%	-43.3%	23.1%	-50.0%	
Sold	-30.4%	-47.4%	5.0%	43.7%	29.7%	-46.4%	39.5%	-20.0%	-35.7%	6.7%	-29.3%	10.8%	
Expired	45.5%	42.1%	-375.0%	50.0%	11.1%	-50.0%	33.3%	-50.0%	45.5%	-57.1%	-133.3%	25.0%	

Percentage of Homes Sold vs. Homes Listed

2022		2023										
Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	
21.3%	18.0%	15.7%	32.6%	48.3%	36.5%	67.9%	66.0%	52.2%	49.7%	33.7%	30.2%	

Percent Change- Month Over Month

	2022		2023										
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	
Active	-3.0%	-9.0%	7.6%	0.0%	1.5%	-17.5%	-1.8%	-13.1%	0.0%	10.0%	17.3%	15.8%	
UCB	-5.9%	-30.8%	23.5%	26.1%	0.0%	36.1%	-71.4%	-23.5%	-6.3%	-23.1%	-44.4%	47.1%	
Pending	-57.1%	-16.7%	30.8%	13.3%	18.9%	9.8%	-5.1%	-14.7%	17.1%	-36.7%	-20.0%	-13.6%	
Sold	21.6%	-32.1%	-7.7%	3.7%	37.2%	6.5%	19.3%	-11.8%	-50.0%	17.1%	-24.2%	-22.2%	
Expired	-50.0%	73.3%	-200.0%	-150.0%	0.0%	60.0%	0.0%	0.0%	-400.0%	66.7%	0.0%	25.0%	

Percentage of Homes Sold vs. Homes Listed

2022		2023										
Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	
27.8%	23.0%	19.7%	20.5%	32.1%	40.4%	50.9%	51.5%	34.3%	37.3%	24.8%	17.1%	

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

Numbers													
	2022	2023											
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Avg.
Active	129	109	137	157	157	151	143	123	122	124	135	158	137
UCB	15	14	20	20	28	29	24	21	15	19	19	17	20
Pending	25	23	23	33	30	39	36	29	38	25	33	31	30
Sold	15	27	19	29	34	31	43	46	24	39	26	30	30
Expired	3	9	4	3	6	5	6	6	6	2	5	5	5

Sales to List Price

2022	2023											
Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	
94.4%	93.5%	94.6%	95.6%	94.4%	94.8%	95.4%	96.4%	95.4%	91.1%	97.7%	95.8%	

Percent Change- Month Over Month

	2022	2023											
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	
Active	-11.6%	-18.3%	20.4%	12.7%	0.0%	-4.0%	-5.6%	-16.3%	-0.8%	1.6%	8.1%	14.6%	
UCB	6.7%	-7.1%	30.0%	0.0%	28.6%	3.4%	-20.8%	-14.3%	-40.0%	21.1%	0.0%	-11.8%	
Pending	28.0%	-8.7%	0.0%	30.3%	-10.0%	23.1%	-8.3%	-24.1%	23.7%	-52.0%	24.2%	-6.5%	
Sold	-33.3%	44.4%	-42.1%	34.5%	14.7%	-9.7%	27.9%	6.5%	-91.7%	38.5%	-50.0%	13.3%	
Expired	33.3%	66.7%	-125.0%	-33.3%	50.0%	-20.0%	16.7%	0.0%	0.0%	-200.0%	60.0%	0.0%	

Percentage of Homes Sold vs. Homes Listed

2022	2023											
Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	
11.6%	24.8%	13.9%	18.5%	21.7%	20.5%	30.1%	37.4%	19.7%	31.5%	19.3%	19.0%	

\$3,000,000+

Numbers													
	2022	2023											
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Avg.
Active	182	170	206	216	209	214	201	181	166	170	187	220	194
UCB	10	8	15	21	29	29	24	16	11	8	15	16	17
Pending	25	19	26	32	29	33	41	29	21	28	33	23	28
Sold	22	17	13	23	36	20	40	44	25	19	19	29	26
Expired	4	6	6	7	2	3	10	17	8	10	2	6	7

Sales to List Price

2022	2023											
Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	
97.1%	95.4%	95.4%	94.8%	95.2%	92.8%	94.0%	96.9%	95.8%	89.0%	94.8%	97.4%	

Percent Change- Month Over Month

	2022	2023											
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	
Active	-2.7%	-7.1%	17.5%	4.6%	-3.3%	2.3%	-6.5%	-11.0%	-9.0%	2.4%	9.1%	15.0%	
UCB	-30.0%	-25.0%	46.7%	28.6%	27.6%	0.0%	-20.8%	-50.0%	-45.5%	-37.5%	46.7%	6.3%	
Pending	-20.0%	-31.6%	26.9%	18.8%	-10.3%	12.1%	19.5%	-41.4%	-38.1%	25.0%	15.2%	-43.5%	
Sold	4.5%	-29.4%	-30.8%	43.5%	36.1%	-80.0%	50.0%	9.1%	-76.0%	-31.6%	0.0%	34.5%	
Expired	25.0%	33.3%	0.0%	14.3%	-250.0%	33.3%	70.0%	41.2%	-112.5%	20.0%	-400.0%	66.7%	

Percentage of Homes Sold vs. Homes Listed

2022	2023											
Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	
12.1%	10.0%	6.3%	10.6%	17.2%	9.3%	19.9%	24.3%	15.1%	11.2%	10.2%	13.2%	

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