

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

All Price Points

	2023						2024						Avg.
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	
Active	829	849	940	1,106	1,105	966	1,178	1,240	1,234	1,256	1,225	1,132	1,088
UCB	146	131	117	132	126	100	171	216	245	211	175	177	162
Pending	222	186	195	174	179	146	214	236	261	257	216	195	207
Sold	313	334	273	266	275	267	244	324	345	418	402	324	315
Expired	36	31	23	25	17	79	19	12	31	42	60	50	35

Sales Price to List Price

	2023						2024					
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.
	97.0%	95.4%	97.1%	97.0%	95.9%	96.0%	96.7%	97.7%	96.8%	96.7%	96.6%	96.5%

<\$999,999

	2023						2024						Avg.
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	
Active	308	294	313	355	325	258	309	314	307	332	337	342	316
UCB	69	59	43	53	56	44	66	75	81	86	71	60	64
Pending	79	73	65	72	80	58	93	96	87	87	69	71	78
Sold	160	160	137	115	126	132	122	138	149	154	160	135	141
Expired	10	9	10	6	7	33	4	7	11	13	12	112	20

Sales to List Price

	2023						2024					
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.
	98.7%	98.7%	98.2%	97.5%	97.6%	97.5%	97.7%	98.1%	98.3%	98.5%	98.7%	97.6%

Percent Change- Month Over Month

	2023						2024					
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.
Active	0.7%	2.4%	9.7%	15.0%	-0.1%	-14.4%	18.0%	5.0%	-0.5%	1.8%	-2.5%	-8.2%
UCB	-20.5%	-11.5%	-12.0%	11.4%	-4.8%	-26.0%	41.5%	20.8%	11.8%	-16.1%	-20.6%	1.1%
Pending	-3.6%	-19.4%	4.6%	-12.1%	2.8%	-22.6%	31.8%	9.3%	9.6%	-1.6%	-19.0%	-10.8%
Sold	-41.2%	6.3%	-22.3%	-2.6%	3.3%	-3.0%	-9.4%	24.7%	6.1%	17.5%	-4.0%	-24.1%
Expired	-22.2%	-16.1%	-34.8%	8.0%	-47.1%	78.5%	-315.8%	-58.3%	61.3%	26.2%	30.0%	-20.0%

Percentage of Homes Sold vs. Homes Listed

	2023						2024					
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.
	37.8%	39.3%	29.0%	24.1%	24.9%	27.6%	20.7%	26.1%	28.0%	33.3%	32.8%	28.6%

Percent Change- Month Over Month

	2023						2024					
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.
Active	10.4%	-4.8%	6.1%	11.8%	-9.2%	-26.0%	16.5%	1.6%	-2.3%	7.5%	1.5%	1.5%
UCB	-13.0%	-16.9%	-37.2%	18.9%	5.4%	-27.3%	33.3%	12.0%	7.4%	5.8%	-21.1%	-18.3%
Pending	-20.3%	-8.2%	-12.3%	9.7%	10.0%	-37.9%	37.6%	3.1%	-10.3%	0.0%	-26.1%	2.8%
Sold	-28.8%	0.0%	-16.8%	-19.1%	8.7%	4.5%	-8.2%	11.6%	7.4%	3.2%	3.8%	-18.5%
Expired	0.0%	-11.1%	10.0%	-66.7%	14.3%	78.8%	-725.0%	42.9%	36.4%	15.4%	-8.3%	89.3%

Percentage of Homes Sold vs. Homes Listed

	2023						2024					
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.
	51.9%	54.4%	43.8%	32.4%	38.8%	51.2%	39.5%	43.9%	48.5%	46.4%	47.5%	39.5%

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

	2023						2024						
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Avg.
Active	134	151	172	215	228	201	231	247	248	236	239	222	210
UCB	34	32	31	29	24	16	38	39	61	34	30	47	35
Pending	43	30	39	26	18	28	40	50	55	57	40	40	39
Sold	70	75	58	65	71	42	48	71	70	104	90	69	69
Expired	11	7	3	4	1	9	3	2	5	8	10	5	6

**Sales to List Price**

	2023						2024					
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.
	96.7%	96.9%	97.2%	96.5%	96.6%	96.1%	96.0%	96.7%	97.0%	97.5%	96.8%	97.0%

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						2024						
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Avg.
Active	99	110	133	158	158	139	167	169	174	155	168	153	149
UCB	16	13	9	17	20	15	28	39	32	40	24	26	23
Pending	41	30	25	22	25	13	22	21	26	32	26	23	26
Sold	34	41	33	27	30	38	31	53	47	52	66	36	41
Expired	1	3	3	4	1	12	4	1	4	10	10	5	5

**Sales to List Price**

	2023						2024					
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.
	97.6%	96.5%	97.0%	97.1%	98.1%	96.6%	97.8%	97.4%	96.6%	96.5%	96.4%	96.6%

**Percent Change- Month Over Month**

	2023						2024					
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.
Active	-7.5%	11.3%	12.2%	20.0%	5.7%	-13.4%	13.0%	6.5%	0.4%	-5.1%	1.3%	-7.7%
UCB	-29.4%	-6.3%	-3.2%	-6.9%	-20.8%	-50.0%	57.9%	2.6%	36.1%	-79.4%	-13.3%	36.2%
Pending	0.0%	-43.3%	23.1%	-50.0%	-44.4%	35.7%	30.0%	20.0%	9.1%	3.5%	-42.5%	0.0%
Sold	-35.7%	6.7%	-29.3%	10.8%	8.5%	-69.0%	12.5%	32.4%	-1.4%	32.7%	-15.6%	-30.4%
Expired	45.5%	-57.1%	-133.3%	25.0%	-300.0%	88.9%	-200.0%	-50.0%	60.0%	37.5%	20.0%	-100.0%

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

	2023						2024					
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.
	52.2%	49.7%	33.7%	30.2%	31.1%	20.9%	20.8%	28.7%	28.2%	44.1%	37.7%	31.1%

**Percent Change- Month Over Month**

	2023						2024					
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.
Active	0.0%	10.0%	17.3%	15.8%	0.0%	-13.7%	16.8%	1.2%	2.9%	-12.3%	7.7%	-9.8%
UCB	-6.3%	-23.1%	-44.4%	47.1%	15.0%	-33.3%	46.4%	28.2%	-21.9%	20.0%	-66.7%	7.7%
Pending	17.1%	-36.7%	-20.0%	-13.6%	12.0%	-92.3%	40.9%	-4.8%	19.2%	18.8%	-23.1%	-13.0%
Sold	-50.0%	17.1%	-24.2%	-22.2%	10.0%	21.1%	-22.6%	41.5%	-12.8%	9.6%	21.2%	-83.3%
Expired	-400.0%	66.7%	0.0%	25.0%	-300.0%	91.7%	-200.0%	-300.0%	75.0%	60.0%	0.0%	-100.0%

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

	2023						2024					
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.
	34.3%	37.3%	24.8%	17.1%	19.0%	27.3%	18.6%	31.4%	27.0%	33.5%	39.3%	23.5%

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

**Numbers**

	2023						2024						
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Avg.
Active	122	124	135	158	173	152	200	218	204	212	203	165	172
UCB	15	19	19	17	9	12	21	31	38	32	24	27	22
Pending	38	25	33	31	22	24	36	37	50	50	47	35	36
Sold	24	39	26	30	32	21	22	38	43	57	54	48	36
Expired	6	2	5	5	4	11	4	2	5	5	10	13	6

**Percent Change- Month Over Month**

	2023						2024						
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	
Active	-0.8%	1.6%	8.1%	14.6%	8.7%	-13.8%	24.0%	8.3%	-6.9%	3.8%	-4.4%	-23.0%	
UCB	-40.0%	21.1%	0.0%	-11.8%	-88.9%	25.0%	42.9%	32.3%	18.4%	-18.8%	-33.3%	11.1%	
Pending	23.7%	-52.0%	24.2%	-6.5%	-40.9%	8.3%	33.3%	2.7%	26.0%	0.0%	-6.4%	-34.3%	
Sold	-91.7%	38.5%	-50.0%	13.3%	6.3%	-52.4%	4.5%	42.1%	11.6%	24.6%	-5.6%	-12.5%	
Expired	0.0%	-200.0%	60.0%	0.0%	-25.0%	63.6%	-175.0%	-100.0%	60.0%	0.0%	50.0%	23.1%	

**Sales to List Price**

	2023						2024					
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.
	95.4%	91.1%	97.7%	95.8%	96.1%	94.3%	96.3%	99.4%	96.6%	95.7%	96.0%	96.9%

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

	2023						2024					
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.
	19.7%	31.5%	19.3%	19.0%	18.5%	13.8%	11.0%	17.4%	21.1%	26.9%	26.6%	29.1%

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

**Numbers**

	2023						2024						
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Avg.
Active	166	170	187	220	221	218	271	292	300	321	278	250	241
UCB	11	8	15	16	17	13	18	32	34	19	26	17	19
Pending	21	28	33	23	34	23	23	32	43	31	34	26	29
Sold	25	19	19	29	16	34	21	21	36	51	32	36	28
Expired	8	10	2	6	4	14	4	-	6	6	18	12	8

**Percent Change- Month Over Month**

	2023						2024						
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	
Active	-9.0%	2.4%	9.1%	15.0%	0.5%	-1.4%	19.6%	7.2%	2.7%	6.5%	-15.5%	-11.2%	
UCB	-45.5%	-37.5%	46.7%	6.3%	5.9%	-30.8%	27.8%	43.8%	5.9%	-78.9%	26.9%	-52.9%	
Pending	-38.1%	25.0%	15.2%	-43.5%	32.4%	-47.8%	0.0%	28.1%	25.6%	-38.7%	8.8%	-30.8%	
Sold	-76.0%	-31.6%	0.0%	34.5%	-81.3%	52.9%	-61.9%	0.0%	41.7%	29.4%	-59.4%	11.1%	
Expired	-112.5%	20.0%	-400.0%	66.7%	-50.0%	71.4%	-250.0%	#DIV/0!	100.0%	0.0%	66.7%	-50.0%	

**Sales to List Price**

	2023						2024					
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.
	95.8%	89.0%	94.8%	97.4%	92.1%	95.3%	95.7%	97.1%	96.0%	95.9%	95.4%	95.3%

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

	2023						2024					
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.
	15.1%	11.2%	10.2%	13.2%	7.2%	15.6%	7.7%	7.2%	12.0%	15.9%	11.5%	14.4%

All data provided by the Arizona Regional Multiple Listing System. Numbers subject to change.