

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

All Price Points

	2023			2024									
	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Avg.
Active	1,106	1,105	966	1,178	1,240	1,234	1,256	1,225	1,132	1,037	1,056	1,150	1,140
UCB	132	126	100	171	216	245	211	175	177	145	141	166	167
Pending	174	179	146	214	236	261	257	216	195	151	163	179	198
Sold	266	275	267	244	324	345	418	402	324	319	291	266	312
Expired	25	17	79	19	12	31	42	60	50	43	25	32	36

Sales Price to List Price

	2023			2024									
	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	
	97.0%	95.9%	96.0%	96.7%	97.7%	96.8%	96.7%	96.6%	96.5%	95.8%	95.9%	96.5%	

Percent Change- Month Over Month

	2023			2024									
	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	
Active	15.0%	-0.1%	-14.4%	18.0%	5.0%	-0.5%	1.8%	-2.5%	-8.2%	-9.2%	1.8%	8.2%	
UCB	11.4%	-4.8%	-26.0%	41.5%	20.8%	11.8%	-16.1%	-20.6%	1.1%	-22.1%	-2.8%	15.1%	
Pending	-12.1%	2.8%	-22.6%	31.8%	9.3%	9.6%	-1.6%	-19.0%	-10.8%	-29.1%	7.4%	8.9%	
Sold	-2.6%	3.3%	-3.0%	-9.4%	24.7%	6.1%	17.5%	-4.0%	-24.1%	-1.6%	-9.6%	-9.4%	
Expired	8.0%	-47.1%	78.5%	-315.8%	-58.3%	61.3%	26.2%	30.0%	-20.0%	-16.3%	-72.0%	21.9%	

Percentage of Homes Sold vs. Homes Listed

	2023			2024									
	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	
	24.1%	24.9%	27.6%	20.7%	26.1%	28.0%	33.3%	32.8%	28.6%	30.8%	27.6%	23.1%	

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	2023			2024									
	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Avg.
Active	355	325	258	309	314	307	332	337	342	326	365	367	328
UCB	53	56	44	66	75	81	86	71	60	61	46	61	63
Pending	72	80	58	93	96	87	87	69	71	60	53	66	74
Sold	115	126	132	122	138	149	154	160	135	123	131	106	133
Expired	6	7	33	4	7	11	13	12	112	12	8	13	20

Sales to List Price

	2023			2024									
	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	
	97.5%	97.6%	97.5%	97.7%	98.1%	98.3%	98.5%	98.7%	97.6%	98.1%	97.9%	98.1%	

Percent Change- Month Over Month

	2023			2024									
	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	
Active	11.8%	-9.2%	-26.0%	16.5%	1.6%	-2.3%	7.5%	1.5%	1.5%	-4.9%	10.7%	0.5%	
UCB	18.9%	5.4%	-27.3%	33.3%	12.0%	7.4%	5.8%	-21.1%	-18.3%	1.6%	-32.6%	24.6%	
Pending	9.7%	10.0%	-37.9%	37.6%	3.1%	-10.3%	0.0%	-26.1%	2.8%	-18.3%	-13.2%	19.7%	
Sold	-19.1%	8.7%	4.5%	-8.2%	11.6%	7.4%	3.2%	3.8%	-18.5%	-9.8%	6.1%	-23.6%	
Expired	-66.7%	14.3%	78.8%	-725.0%	42.9%	36.4%	15.4%	-8.3%	89.3%	-833.3%	-50.0%	38.5%	

Percentage of Homes Sold vs. Homes Listed

	2023			2024									
	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	
	32.4%	38.8%	51.2%	39.5%	43.9%	48.5%	46.4%	47.5%	39.5%	37.7%	35.9%	28.9%	

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

	2023			2024									
	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Avg.
Active	215	228	201	231	247	248	236	239	222	221	218	243	229
UCB	29	24	16	38	39	61	34	30	47	31	51	47	37
Pending	26	18	28	40	50	55	57	40	40	25	28	37	37
Sold	65	71	42	48	71	70	104	90	69	78	67	68	70
Expired	4	1	9	3	2	5	8	10	5	7	7	4	5

**Sales to List Price**

	2023			2024									
	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	
	96.5%	96.6%	96.1%	96.0%	96.7%	97.0%	97.5%	96.8%	97.0%	96.9%	96.0%	96.4%	

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									
	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Avg.
Active	158	158	139	167	169	174	155	168	153	143	133	144	155
UCB	17	20	15	28	39	32	40	24	26	23	13	25	25
Pending	22	25	13	22	21	26	32	26	23	14	31	24	23
Sold	27	30	38	31	53	47	52	66	36	47	36	37	42
Expired	4	1	12	4	1	4	10	10	5	2	7	7	6

**Sales to List Price**

	2023			2024									
	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	
	97.1%	98.1%	96.6%	97.8%	97.4%	96.6%	96.5%	96.4%	96.6%	95.9%	95.7%	95.8%	

**Percent Change- Month Over Month**

	2023			2024									
	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	
Active	20.0%	5.7%	-13.4%	13.0%	6.5%	0.4%	-5.1%	1.3%	-7.7%	-0.5%	-1.4%	10.3%	
UCB	-6.9%	-20.8%	-50.0%	57.9%	2.6%	36.1%	-79.4%	-13.3%	36.2%	-51.6%	39.2%	-8.5%	
Pending	-50.0%	-44.4%	35.7%	30.0%	20.0%	9.1%	3.5%	-42.5%	0.0%	-60.0%	10.7%	24.3%	
Sold	10.8%	8.5%	-69.0%	12.5%	32.4%	-1.4%	32.7%	-15.6%	-30.4%	11.5%	-16.4%	1.5%	
Expired	25.0%	-300.0%	88.9%	-200.0%	-50.0%	60.0%	37.5%	20.0%	-100.0%	28.6%	0.0%	-75.0%	

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

	2023			2024									
	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	
	30.2%	31.1%	20.9%	20.8%	28.7%	28.2%	44.1%	37.7%	31.1%	35.3%	30.7%	28.0%	

**Percent Change- Month Over Month**

	2023			2024									
	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	
Active	15.8%	0.0%	-13.7%	16.8%	1.2%	2.9%	-12.3%	7.7%	-9.8%	-7.0%	-7.5%	7.6%	
UCB	47.1%	15.0%	-33.3%	46.4%	28.2%	-21.9%	20.0%	-66.7%	7.7%	-13.0%	-76.9%	48.0%	
Pending	-13.6%	12.0%	-92.3%	40.9%	-4.8%	19.2%	18.8%	-23.1%	-13.0%	-64.3%	54.8%	-29.2%	
Sold	-22.2%	10.0%	21.1%	-22.6%	41.5%	-12.8%	9.6%	21.2%	-83.3%	23.4%	-30.6%	2.7%	
Expired	25.0%	-300.0%	91.7%	-200.0%	-300.0%	75.0%	60.0%	0.0%	-100.0%	-150.0%	71.4%	0.0%	

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

	2023			2024									
	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	
	17.1%	19.0%	27.3%	18.6%	31.4%	27.0%	33.5%	39.3%	23.5%	32.9%	27.1%	25.7%	

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

**Numbers**

	2023			2024									
	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Avg.
Active	158	173	152	200	218	204	212	203	165	140	141	1,159	260
UCB	17	9	12	21	31	38	32	24	27	19	16	15	22
Pending	31	22	24	36	37	50	50	47	35	30	31	33	36
Sold	30	32	21	22	38	43	57	54	48	34	33	31	37
Expired	5	4	11	4	2	5	5	10	13	10	1	3	6

**Percent Change- Month Over Month**

	2023			2024								
	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.
Active	14.6%	8.7%	-13.8%	24.0%	8.3%	-6.9%	3.8%	-4.4%	-23.0%	-17.9%	0.7%	87.8%
UCB	-11.8%	-88.9%	25.0%	42.9%	32.3%	18.4%	-18.8%	-33.3%	11.1%	-42.1%	-18.8%	-6.7%
Pending	-6.5%	-40.9%	8.3%	33.3%	2.7%	26.0%	0.0%	-6.4%	-34.3%	-16.7%	3.2%	6.1%
Sold	13.3%	6.3%	-52.4%	4.5%	42.1%	11.6%	24.6%	-5.6%	-12.5%	-41.2%	-3.0%	-6.5%
Expired	0.0%	-25.0%	63.6%	-175.0%	-100.0%	60.0%	0.0%	50.0%	23.1%	-30.0%	-900.0%	66.7%

**Sales to List Price**

	2023			2024								
	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.
	95.8%	96.1%	94.3%	96.3%	99.4%	96.6%	95.7%	96.0%	96.9%	95.1%	94.7%	95.6%

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

	2023			2024								
	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.
	19.0%	18.5%	13.8%	11.0%	17.4%	21.1%	26.9%	26.6%	29.1%	24.3%	23.4%	19.5%

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

**Numbers**

	2023			2024									
	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Avg.
Active	220	221	218	271	292	300	321	278	250	209	198	237	251
UCB	16	17	13	18	32	34	19	26	17	11	14	18	20
Pending	23	34	23	23	32	43	31	34	26	23	22	19	28
Sold	29	16	34	21	21	36	51	32	36	36	24	24	30
Expired	6	4	14	4	-	6	6	18	12	12	2	5	7

**Percent Change- Month Over Month**

	2023			2024								
	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.
Active	15.0%	0.5%	-1.4%	19.6%	7.2%	2.7%	6.5%	-15.5%	-11.2%	-19.6%	-5.6%	16.5%
UCB	6.3%	5.9%	-30.8%	27.8%	43.8%	5.9%	-78.9%	26.9%	-52.9%	-54.5%	21.4%	22.2%
Pending	-43.5%	32.4%	-47.8%	0.0%	28.1%	25.6%	-38.7%	8.8%	-30.8%	-13.0%	-4.5%	-15.8%
Sold	34.5%	-81.3%	52.9%	-61.9%	0.0%	41.7%	29.4%	-59.4%	11.1%	0.0%	-50.0%	0.0%
Expired	66.7%	-50.0%	71.4%	-250.0%	#DIV/0!	100.0%	0.0%	66.7%	-50.0%	0.0%	-500.0%	60.0%

**Sales to List Price**

	2023			2024								
	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.
	97.4%	92.1%	95.3%	95.7%	97.1%	96.0%	95.9%	95.4%	95.3%	94.0%	95.0%	96.4%

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

	2023			2024								
	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.
	13.2%	7.2%	15.6%	7.7%	7.2%	12.0%	15.9%	11.5%	14.4%	17.2%	12.1%	10.1%

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