

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

All Price Points

	2023		2024										
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Avg.
Active	1,105	966	1,178	1,240	1,234	1,256	1,225	1,132	1,037	1,056	1,150	1,296	1,893
UCB	126	100	171	216	245	211	175	177	145	141	166	150	249
Pending	179	146	214	236	261	257	216	195	151	163	179	168	343
Sold	275	267	244	324	345	418	402	324	319	291	266	315	395
Expired	17	79	19	12	31	42	60	50	43	25	32	23	68

Sales Price to List Price

	2023		2024									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
	95.9%	96.0%	96.7%	97.7%	96.8%	96.7%	96.6%	96.5%	95.8%	95.9%	96.5%	96.4%

Percent Change- Month Over Month

	2023		2024									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
Active	-0.1%	-14.4%	18.0%	5.0%	-0.5%	1.8%	-2.5%	-8.2%	-9.2%	1.8%	8.2%	11.3%
UCB	-4.8%	-26.0%	41.5%	20.8%	11.8%	-16.1%	-20.6%	1.1%	-22.1%	-2.8%	15.1%	-10.7%
Pending	2.8%	-22.6%	31.8%	9.3%	9.6%	-1.6%	-19.0%	-10.8%	-29.1%	7.4%	8.9%	-6.5%
Sold	3.3%	-3.0%	-9.4%	24.7%	6.1%	17.5%	-4.0%	-24.1%	-1.6%	-9.6%	-9.4%	15.6%
Expired	-47.1%	78.5%	-315.8%	-58.3%	61.3%	26.2%	30.0%	-20.0%	-16.3%	-72.0%	21.9%	-39.1%

Percentage of Homes Sold vs. Homes Listed

	2023		2024									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
	24.9%	27.6%	20.7%	26.1%	28.0%	33.3%	32.8%	28.6%	30.8%	27.6%	23.1%	24.3%

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	2023		2024										
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Avg.
Active	325	258	309	314	307	332	337	342	326	365	367	391	1,131
UCB	56	44	66	75	81	86	71	60	61	46	61	49	161
Pending	80	58	93	96	87	87	69	71	60	53	66	64	266
Sold	126	132	122	138	149	154	160	135	123	131	106	130	309
Expired	7	33	4	7	11	13	12	112	12	8	13	12	45

Sales to List Price

	2023		2024									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
	97.6%	97.5%	97.7%	98.1%	98.3%	98.5%	98.7%	97.6%	98.1%	97.9%	98.1%	98.0%

Percent Change- Month Over Month

	2023		2024									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
Active	-9.2%	-26.0%	16.5%	1.6%	-2.3%	7.5%	1.5%	1.5%	-4.9%	10.7%	0.5%	6.1%
UCB	5.4%	-27.3%	33.3%	12.0%	7.4%	5.8%	-21.1%	-18.3%	1.6%	-32.6%	24.6%	-24.5%
Pending	10.0%	-37.9%	37.6%	3.1%	-10.3%	0.0%	-26.1%	2.8%	-18.3%	-13.2%	19.7%	-3.1%
Sold	8.7%	4.5%	-8.2%	11.6%	7.4%	3.2%	3.8%	-18.5%	-9.8%	6.1%	-23.6%	18.5%
Expired	14.3%	78.8%	-725.0%	42.9%	36.4%	15.4%	-8.3%	89.3%	-833.3%	-50.0%	38.5%	-8.3%

Percentage of Homes Sold vs. Homes Listed

	2023		2024									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
	38.8%	51.2%	39.5%	43.9%	48.5%	46.4%	47.5%	39.5%	37.7%	35.9%	28.9%	33.2%

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

	2023		2024										Avg.
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	
Active	228	201	231	247	248	236	239	222	221	218	243	258	272
UCB	24	16	38	39	61	34	30	47	31	51	47	38	40
Pending	18	28	40	50	55	57	40	40	25	28	37	43	33
Sold	71	42	48	71	70	104	90	69	78	67	68	81	42
Expired	1	9	3	2	5	8	10	5	7	7	4	4	10

Sales to List Price

	2023		2024									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
	96.6%	96.1%	96.0%	96.7%	97.0%	97.5%	96.8%	97.0%	96.9%	96.0%	96.4%	95.7%

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										Avg.
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	
Active	158	139	167	169	174	155	168	153	143	133	144	174	169
UCB	20	15	28	39	32	40	24	26	23	13	25	25	19
Pending	25	13	22	21	26	32	26	23	14	31	24	21	18
Sold	30	38	31	53	47	52	66	36	47	36	37	43	20
Expired	1	12	4	1	4	10	10	5	2	7	7	1	5

Sales to List Price

	2023		2024									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
	98.1%	96.6%	97.8%	97.4%	96.6%	96.5%	96.4%	96.6%	95.9%	95.7%	95.8%	97.2%

Percent Change- Month Over Month

	2023		2024									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
Active	5.7%	-13.4%	13.0%	6.5%	0.4%	-5.1%	1.3%	-7.7%	-0.5%	-1.4%	10.3%	5.8%
UCB	-20.8%	-50.0%	57.9%	2.6%	36.1%	-79.4%	-13.3%	36.2%	-51.6%	39.2%	-8.5%	-23.7%
Pending	-44.4%	35.7%	30.0%	20.0%	9.1%	3.5%	-42.5%	0.0%	-60.0%	10.7%	24.3%	14.0%
Sold	8.5%	-69.0%	12.5%	32.4%	-1.4%	32.7%	-15.6%	-30.4%	11.5%	-16.4%	1.5%	16.0%
Expired	-300.0%	88.9%	-200.0%	-50.0%	60.0%	37.5%	20.0%	-100.0%	28.6%	0.0%	-75.0%	0.0%

Percentage of Homes Sold vs. Homes Listed

	2023		2024									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
	31.1%	20.9%	20.8%	28.7%	28.2%	44.1%	37.7%	31.1%	35.3%	30.7%	28.0%	31.4%

Percent Change- Month Over Month

	2023		2024									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
Active	0.0%	-13.7%	16.8%	1.2%	2.9%	-12.3%	7.7%	-9.8%	-7.0%	-7.5%	7.6%	17.2%
UCB	15.0%	-33.3%	46.4%	28.2%	-21.9%	20.0%	-66.7%	7.7%	-13.0%	-76.9%	48.0%	0.0%
Pending	12.0%	-92.3%	40.9%	-4.8%	19.2%	18.8%	-23.1%	-13.0%	-64.3%	54.8%	-29.2%	-14.3%
Sold	10.0%	21.1%	-22.6%	41.5%	-12.8%	9.6%	21.2%	-83.3%	23.4%	-30.6%	2.7%	14.0%
Expired	-300.0%	91.7%	-200.0%	-300.0%	75.0%	60.0%	0.0%	-100.0%	-150.0%	71.4%	0.0%	-600.0%

Percentage of Homes Sold vs. Homes Listed

	2023		2024									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
	19.0%	27.3%	18.6%	31.4%	27.0%	33.5%	39.3%	23.5%	32.9%	27.1%	25.7%	24.7%

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

Numbers

	2023		2024										
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Avg.
Active	173	152	200	218	204	212	203	165	140	141	159	190	167
UCB	9	12	21	31	38	32	24	27	19	16	15	22	16
Pending	22	24	36	37	50	50	47	35	30	31	33	23	15
Sold	32	21	22	38	43	57	54	48	34	33	31	34	14
Expired	4	11	4	2	5	5	10	13	10	1	3	1	5

Percent Change- Month Over Month

	2023		2024									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
Active	8.7%	-13.8%	24.0%	8.3%	-6.9%	3.8%	-4.4%	-23.0%	-17.9%	0.7%	11.3%	16.3%
UCB	-88.9%	25.0%	42.9%	32.3%	18.4%	-18.8%	-33.3%	11.1%	-42.1%	-18.8%	-6.7%	31.8%
Pending	-40.9%	8.3%	33.3%	2.7%	26.0%	0.0%	-6.4%	-34.3%	-16.7%	3.2%	6.1%	-43.5%
Sold	6.3%	-52.4%	4.5%	42.1%	11.6%	24.6%	-5.6%	-12.5%	-41.2%	-3.0%	-6.5%	8.8%
Expired	-25.0%	63.6%	-175.0%	-100.0%	60.0%	0.0%	50.0%	23.1%	-30.0%	-900.0%	66.7%	-200.0%

Sales to List Price

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

Percentage of Homes Sold vs. Homes Listed

	2023		2024									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
	18.5%	13.8%	11.0%	17.4%	21.1%	26.9%	26.6%	29.1%	24.3%	23.4%	19.5%	17.9%

\$3,000,000+

Numbers

	2023		2024										
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Avg.
Active	221	218	271	292	300	321	278	250	209	198	237	283	153
UCB	17	13	18	32	34	19	26	17	11	14	18	16	13
Pending	34	23	23	32	43	31	34	26	23	22	19	17	12
Sold	16	34	21	21	36	51	32	36	36	24	24	27	10
Expired	4	14	4	-	6	6	18	12	12	2	5	5	4

Percent Change- Month Over Month

	2023		2024									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
Active	0.5%	-1.4%	19.6%	7.2%	2.7%	6.5%	-15.5%	-11.2%	-19.6%	-5.6%	16.5%	16.3%
UCB	5.9%	-30.8%	27.8%	43.8%	5.9%	-78.9%	26.9%	-52.9%	-54.5%	21.4%	22.2%	-12.5%
Pending	32.4%	-47.8%	0.0%	28.1%	25.6%	-38.7%	8.8%	-30.8%	-13.0%	-4.5%	-15.8%	-11.8%
Sold	-81.3%	52.9%	-61.9%	0.0%	41.7%	29.4%	-59.4%	11.1%	0.0%	-50.0%	0.0%	11.1%
Expired	-50.0%	71.4%	-250.0%	#DIV/0!	100.0%	0.0%	66.7%	-50.0%	0.0%	-500.0%	60.0%	0.0%

Sales to List Price

	2023		2024									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
	92.1%	95.3%	95.7%	97.1%	96.0%	95.9%	95.4%	95.3%	94.0%	95.0%	96.4%	96.1%

Percentage of Homes Sold vs. Homes Listed

	2023		2024									
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.
	7.2%	15.6%	7.7%	7.2%	12.0%	15.9%	11.5%	14.4%	17.2%	12.1%	10.1%	9.5%

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