

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

All Price Points

	2023		2024										
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Avg.
Active	966	1,178	1,240	1,234	1,256	1,225	1,132	1,037	1,056	1,150	1,296	1,262	1,169
UCB	100	171	216	245	211	175	177	145	141	166	150	173	173
Pending	146	214	236	261	257	216	195	151	163	179	168	168	196
Sold	267	244	324	345	418	402	324	319	291	266	315	292	317
Expired	79	19	12	31	42	60	50	43	25	32	23	25	37

Sales Price to List Price

	2023		2024										
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	
	96.0%	96.7%	97.7%	96.8%	96.7%	96.6%	96.5%	95.8%	95.9%	96.5%	96.4%	97.0%	

Percent Change- Month Over Month

	2023		2024										
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	
Active	-14.4%	18.0%	5.0%	-0.5%	1.8%	-2.5%	-8.2%	-9.2%	1.8%	8.2%	11.3%	-2.7%	
UCB	-26.0%	41.5%	20.8%	11.8%	-16.1%	-20.6%	1.1%	-22.1%	-2.8%	15.1%	-10.7%	13.3%	
Pending	-22.6%	31.8%	9.3%	9.6%	-1.6%	-19.0%	-10.8%	-29.1%	7.4%	8.9%	-6.5%	0.0%	
Sold	-3.0%	-9.4%	24.7%	6.1%	17.5%	-4.0%	-24.1%	-1.6%	-9.6%	-9.4%	15.6%	-7.9%	
Expired	78.5%	-315.8%	-58.3%	61.3%	26.2%	30.0%	-20.0%	-16.3%	-72.0%	21.9%	-39.1%	8.0%	

Percentage of Homes Sold vs. Homes Listed

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

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	2023		2024										
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Avg.
Active	258	309	314	307	332	337	342	326	365	367	391	355	334
UCB	44	66	75	81	86	71	60	61	46	61	49	69	64
Pending	58	93	96	87	87	69	71	60	53	66	64	51	71
Sold	132	122	138	149	154	160	135	123	131	106	130	122	134
Expired	33	4	7	11	13	12	112	12	8	13	12	7	20

Sales to List Price

	2023		2024										
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	
	97.5%	97.7%	98.1%	98.3%	98.5%	98.7%	97.6%	98.1%	97.9%	98.1%	98.0%	98.2%	

Percent Change- Month Over Month

	2023		2024										
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	
Active	-26.0%	16.5%	1.6%	-2.3%	7.5%	1.5%	1.5%	-4.9%	10.7%	0.5%	6.1%	-10.1%	
UCB	-27.3%	33.3%	12.0%	7.4%	5.8%	-21.1%	-18.3%	1.6%	-32.6%	24.6%	-24.5%	29.0%	
Pending	-37.9%	37.6%	3.1%	-10.3%	0.0%	-26.1%	2.8%	-18.3%	-13.2%	19.7%	-3.1%	-25.5%	
Sold	4.5%	-8.2%	11.6%	7.4%	3.2%	3.8%	-18.5%	-9.8%	6.1%	-23.6%	18.5%	-6.6%	
Expired	78.8%	-725.0%	42.9%	36.4%	15.4%	-8.3%	89.3%	-833.3%	-50.0%	38.5%	-8.3%	-71.4%	

Percentage of Homes Sold vs. Homes Listed

	2023		2024										
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	
	51.2%	39.5%	43.9%	48.5%	46.4%	47.5%	39.5%	37.7%	35.9%	28.9%	33.2%	34.4%	

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

	2023		2024										
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Avg.
Active	201	231	247	248	236	239	222	221	218	243	258	251	235
UCB	16	38	39	61	34	30	47	31	51	47	38	40	39
Pending	28	40	50	55	57	40	40	25	28	37	43	40	40
Sold	42	48	71	70	104	90	69	78	67	68	81	74	72
Expired	9	3	2	5	8	10	5	7	7	4	4	8	6

Sales to List Price

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

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										
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Avg.
Active	139	167	169	174	155	168	153	143	133	144	174	172	158
UCB	15	28	39	32	40	24	26	23	13	25	25	17	26
Pending	13	22	21	26	32	26	23	14	31	24	21	20	23
Sold	38	31	53	47	52	66	36	47	36	37	43	48	45
Expired	12	4	1	4	10	10	5	2	7	7	1	6	6

Sales to List Price

	2023		2024										
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	
	96.6%	97.8%	97.4%	96.6%	96.5%	96.4%	96.6%	95.9%	95.7%	95.8%	97.2%	96.9%	

Percent Change- Month Over Month

	2023		2024										
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	
Active	-13.4%	13.0%	6.5%	0.4%	-5.1%	1.3%	-7.7%	-0.5%	-1.4%	10.3%	5.8%	-2.8%	
UCB	-50.0%	57.9%	2.6%	36.1%	-79.4%	-13.3%	36.2%	-51.6%	39.2%	-8.5%	-23.7%	5.0%	
Pending	35.7%	30.0%	20.0%	9.1%	3.5%	-42.5%	0.0%	-60.0%	10.7%	24.3%	14.0%	-7.5%	
Sold	-69.0%	12.5%	32.4%	-1.4%	32.7%	-15.6%	-30.4%	11.5%	-16.4%	1.5%	16.0%	-9.5%	
Expired	88.9%	-200.0%	-50.0%	60.0%	37.5%	20.0%	-100.0%	28.6%	0.0%	-75.0%	0.0%	50.0%	

Percentage of Homes Sold vs. Homes Listed

	2023		2024										
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	
	20.9%	20.8%	28.7%	28.2%	44.1%	37.7%	31.1%	35.3%	30.7%	28.0%	31.4%	29.5%	

Percent Change- Month Over Month

	2023		2024										
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	
Active	-13.7%	16.8%	1.2%	2.9%	-12.3%	7.7%	-9.8%	-7.0%	-7.5%	7.6%	17.2%	-1.2%	
UCB	-33.3%	46.4%	28.2%	-21.9%	20.0%	-66.7%	7.7%	-13.0%	-76.9%	48.0%	0.0%	-47.1%	
Pending	-92.3%	40.9%	-4.8%	19.2%	18.8%	-23.1%	-13.0%	-64.3%	54.8%	-29.2%	-14.3%	-5.0%	
Sold	21.1%	-22.6%	41.5%	-12.8%	9.6%	21.2%	-83.3%	23.4%	-30.6%	2.7%	14.0%	10.4%	
Expired	91.7%	-200.0%	-300.0%	75.0%	60.0%	0.0%	-100.0%	-150.0%	71.4%	0.0%	-600.0%	83.3%	

Percentage of Homes Sold vs. Homes Listed

	2023		2024										
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	
	27.3%	18.6%	31.4%	27.0%	33.5%	39.3%	23.5%	32.9%	27.1%	25.7%	24.7%	27.9%	

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

Numbers

	2023		2024										
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Avg.
Active	152	200	218	204	212	203	165	140	141	159	190	199	182
UCB	12	21	31	38	32	24	27	19	16	15	22	21	23
Pending	24	36	37	50	50	47	35	30	31	33	23	27	35
Sold	21	22	38	43	57	54	48	34	33	31	34	31	37
Expired	11	4	2	5	5	10	13	10	1	3	1	1	6

Percent Change- Month Over Month

	2023		2024									
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.
Active	-13.8%	24.0%	8.3%	-6.9%	3.8%	-4.4%	-23.0%	-17.9%	0.7%	11.3%	16.3%	4.5%
UCB	25.0%	42.9%	32.3%	18.4%	-18.8%	-33.3%	11.1%	-42.1%	-18.8%	-6.7%	31.8%	-4.8%
Pending	8.3%	33.3%	2.7%	26.0%	0.0%	-6.4%	-34.3%	-16.7%	3.2%	6.1%	-43.5%	14.8%
Sold	-52.4%	4.5%	42.1%	11.6%	24.6%	-5.6%	-12.5%	-41.2%	-3.0%	-6.5%	8.8%	-9.7%
Expired	63.6%	-175.0%	-100.0%	60.0%	0.0%	50.0%	23.1%	-30.0%	-900.0%	66.7%	-200.0%	0.0%

Sales to List Price

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

Percentage of Homes Sold vs. Homes Listed

	2023		2024									
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.
	13.8%	11.0%	17.4%	21.1%	26.9%	26.6%	29.1%	24.3%	23.4%	19.5%	17.9%	15.6%

\$3,000,000+

Numbers

	2023		2024										
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Avg.
Active	218	271	292	300	321	278	250	209	198	237	283	285	262
UCB	13	18	32	34	19	26	17	11	14	18	16	26	20
Pending	23	23	32	43	31	34	26	23	22	19	17	30	27
Sold	34	21	21	36	51	32	36	36	24	24	27	17	30
Expired	14	4	-	6	6	18	12	12	2	5	5	3	7

Percent Change- Month Over Month

	2023		2024									
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.
Active	-1.4%	19.6%	7.2%	2.7%	6.5%	-15.5%	-11.2%	-19.6%	-5.6%	16.5%	16.3%	0.7%
UCB	-30.8%	27.8%	43.8%	5.9%	-78.9%	26.9%	-52.9%	-54.5%	21.4%	22.2%	-12.5%	38.5%
Pending	-47.8%	0.0%	28.1%	25.6%	-38.7%	8.8%	-30.8%	-13.0%	-4.5%	-15.8%	-11.8%	43.3%
Sold	52.9%	-61.9%	0.0%	41.7%	29.4%	-59.4%	11.1%	0.0%	-50.0%	0.0%	11.1%	-58.8%
Expired	71.4%	-250.0%	#DIV/0!	100.0%	0.0%	66.7%	-50.0%	0.0%	-500.0%	60.0%	0.0%	-66.7%

Sales to List Price

	2023		2024									
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.
	95.3%	95.7%	97.1%	96.0%	95.9%	95.4%	95.3%	94.0%	95.0%	96.4%	96.1%	97.5%

Percentage of Homes Sold vs. Homes Listed

	2023		2024									
	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.
	15.6%	7.7%	7.2%	12.0%	15.9%	11.5%	14.4%	17.2%	12.1%	10.1%	9.5%	6.0%

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