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LUXURY HOME  
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JANUARY  
2023

CHANDLER  
AND GILBERT  

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ARIZONA

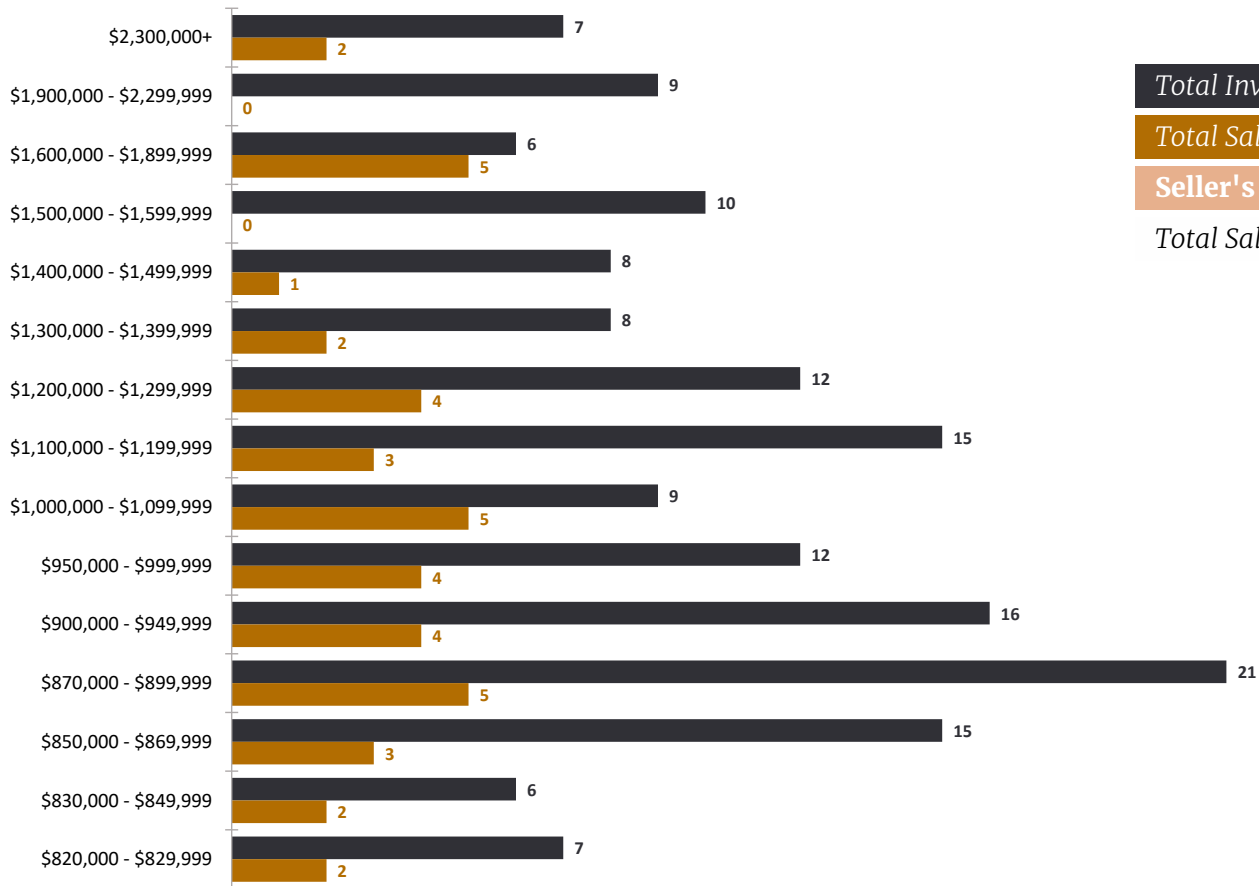
[www.LuxuryHomeMarketing.com](http://www.LuxuryHomeMarketing.com)

# CHANDLER AND GILBERT SINGLE-FAMILY HOMES

## LUXURY INVENTORY VS. SALES | DECEMBER 2022

Inventory Sales

Luxury Benchmark Price<sup>1</sup>: **\$820,000**



Total Inventory: **161**

Total Sales: **42**

Seller's Market

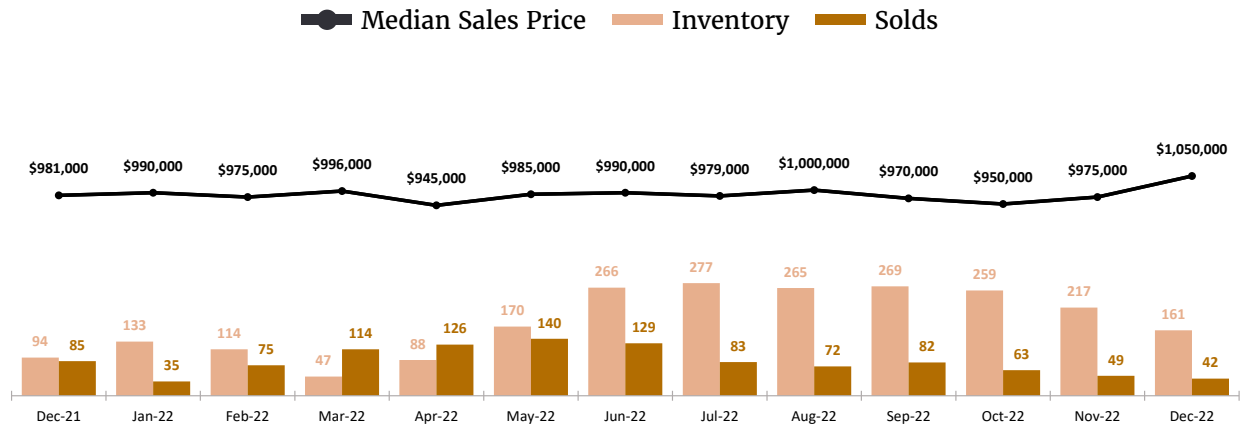
Total Sales Ratio<sup>2</sup>: **26%**

Square Feet <sup>3</sup> -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 2,999	\$872,500	4	3	4	32	13%
3,000 - 3,499	\$1,015,000	4	3	12	30	40%
3,500 - 3,999	\$972,500	4	4	8	34	24%
4,000 - 4,499	\$1,008,750	5	4	8	33	24%
4,500 - 4,999	\$1,800,000	4	5	3	16	19%
5,000+	\$1,440,000	5	5	7	16	44%

<sup>1</sup> The luxury threshold price is set by The Institute for Luxury Home Marketing. <sup>2</sup> Sales Ratio defines market speed and market type: Buyer's < 14.5%; Balanced >= 14.5 to < 20.5%; Seller's >= 20.5% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

# CHANDLER AND GILBERT SINGLE-FAMILY HOMES

## 13-MONTH LUXURY MARKET TREND<sup>4</sup>



## MEDIAN DATA REVIEW | DECEMBER

### TOTAL INVENTORY

Dec. 2021      Dec. 2022  
**94**              **161**

VARIANCE: **71%**

### TOTAL SOLDS

Dec. 2021      Dec. 2022  
**85**              **42**

VARIANCE: **-51%**

### SALES PRICE

Dec. 2021      Dec. 2022  
**\$981k**          **\$1.05m**

VARIANCE: **7%**

### SALE PRICE PER SQFT.

Dec. 2021      Dec. 2022  
**\$287**            **\$275**

VARIANCE: **-4%**

### SALE TO LIST PRICE RATIO

Dec. 2021      Dec. 2022  
**100.00%**      **96.73%**

VARIANCE: **-3%**

### DAYS ON MARKET

Dec. 2021      Dec. 2022  
**31**                **65**

VARIANCE: **110%**

## CHANDLER AND GILBERT MARKET SUMMARY | DECEMBER 2022

- The Chandler and Gilbert single-family luxury market is a **Seller's Market** with a **26% Sales Ratio**.
- Homes sold for a median of **96.73% of list price** in December 2022.
- The most active price band is **\$1,600,000-\$1,899,999**, where the sales ratio is **83%**.
- The median luxury sales price for single-family homes is **\$1,050,000**.
- The median days on market for December 2022 was **65** days, up from **31** in December 2021.

<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed.

<sup>4</sup>Data reported includes Active and Sold properties and does not include Pending properties.