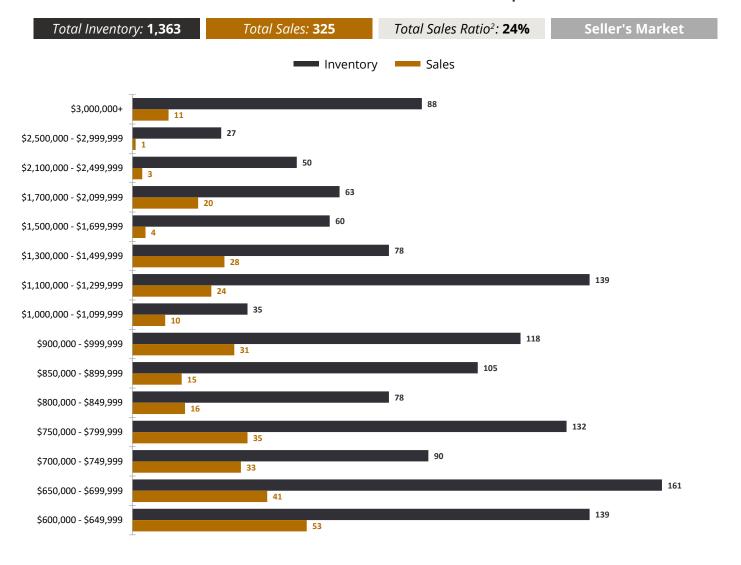


Luxury Benchmark Price 1: \$600,000

LUXURY INVENTORY VS. SALES | MAY 2025



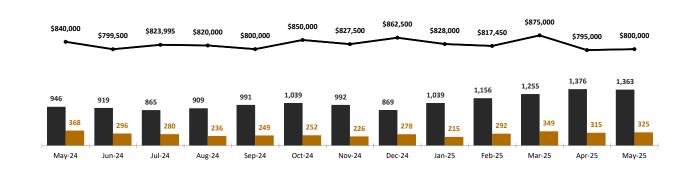
Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$667,500	3	2	61	205	30%
2,000 - 2,999	\$770,000	4	3	168	628	27%
3,000 - 3,999	\$1,020,000	4	4	65	327	20%
4,000 - 4,999	\$1,365,000	5	4	21	130	16%
5,000 - 5,999	\$1,850,000	5	5	7	32	22%
6,000+	\$4,400,000	5	6	3	41	7%

¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ²Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS® data reported previous month's sales exceeded current inventory.

Luxury Benchmark Price 1: \$600,000

13-MONTH LUXURY MARKET TREND4





MEDIAN DATA REVIEW | MAY

TOTAL INVENTORY

May 2024 May 2025

946 1,363

VARIANCE: 44%

SALE PRICE PER SQFT.

May 2024 May 2025

\$349 \$336

VARIANCE: -4%

TOTAL SOLDS

May 2024 May 2025

368 325

VARIANCE: -12%

SALE TO LIST PRICE RATIO

May 2024 May 2025

98.63% 98.03%

VARIANCE: -1%

SALES PRICE

May 2024 May 2025

\$840k \$800k

VARIANCE: -5%

DAYS ON MARKET

May 2024 May 2025

42 52

VARIANCE: **24**%

PHOENIX MARKET SUMMARY | MAY 2025

- The single-family luxury market is a **Seller's Market** with a **24% Sales Ratio**.
- Homes sold for a median of **98.03% of list price** in May 2025.
- The most active price band is \$600,000-\$649,999, where the sales ratio is 38%.
- The median luxury sales price for single-family homes is \$800,000.
- The median days on market for May 2025 was 52 days, up from 42 in May 2024.

³Square foot table does not account for listings and solds where square foot data is not disclosed. ⁴Data reported includes Active and Sold properties and does not include Pending properties.