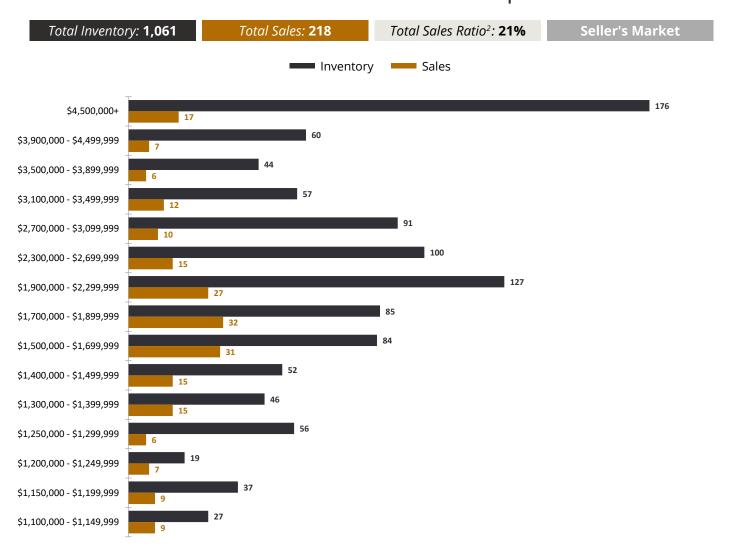






www.LuxuryHomeMarketing.com

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 - 3,499	\$1,510,000	4	3	103	433	24%
3,500 - 4,499	\$1,987,500	4	4	66	262	25%
4,500 - 5,499	\$3,175,000	4	5	33	157	21%
5,500 - 6,499	\$4,075,000	4	6	6	97	6%
6,500 - 7,499	\$5,700,000	5	6	7	45	16%
7,500+	\$9,000,000	5	5	3	67	4%

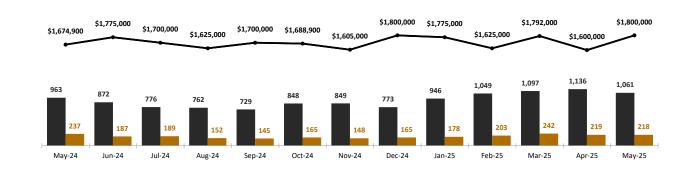
¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ²Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS® data reported previous month's sales exceeded current inventory.

SCOTTSDALF

Luxury Benchmark Price¹: \$1,100,000

13-MONTH LUXURY MARKET TREND4





MEDIAN DATA REVIEW | MAY

TOTAL INVENTORY

May 2024 May 2025

963 1,061

VARIANCE: 10%

SALE PRICE PER SQFT.

May 2024 May 2025

\$511 \$538

VARIANCE: 5%

TOTAL SOLDS

May 2024 May 2025

237 218

VARIANCE: -8%

SALE TO LIST PRICE RATIO

May 2024 May 2025

96.92% 96.21%

VARIANCE: -1%

SALES PRICE

May 2024 May 2025

\$1.67m \$1.80m

VARIANCE: 7%

DAYS ON MARKET

May 2024 May 2025

62 61

VARIANCE: -2%

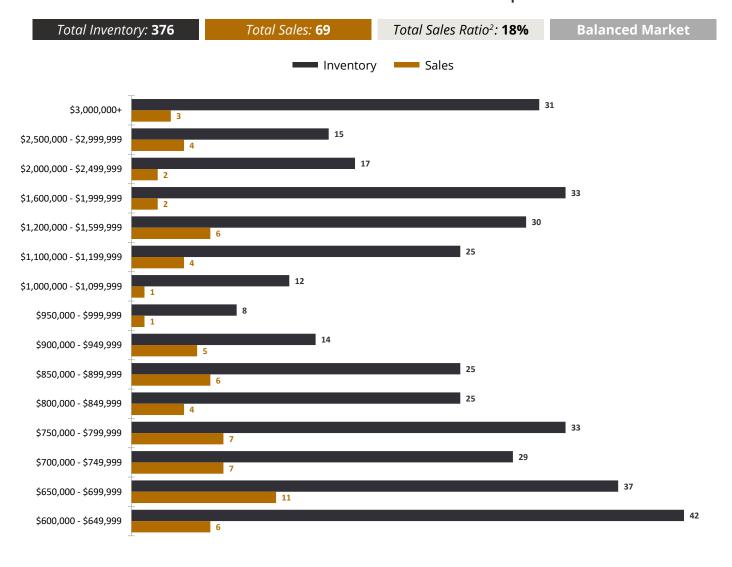
SCOTTSDALE MARKET SUMMARY | MAY 2025

- The single-family luxury market is a **Seller's Market** with a **21% Sales Ratio**.
- Homes sold for a median of **96.21% of list price** in May 2025.
- The most active price band is \$1,700,000-\$1,899,999, where the sales ratio is 38%.
- The median luxury sales price for single-family homes is \$1,800,000.
- The median days on market for May 2025 was 61 days, down from 62 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.

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 - 1,499	\$750,000	2	2	5	88	6%
1,500 - 1,999	\$720,000	2	2	31	129	24%
2,000 - 2,499	\$925,000	3	3	19	83	23%
2,500 - 2,999	\$1,155,000	3	3	12	41	29%
3,000 - 3,499	\$2,700,000	3	3	1	18	6%
3,500+	\$7,849,000	4	5	1	17	6%

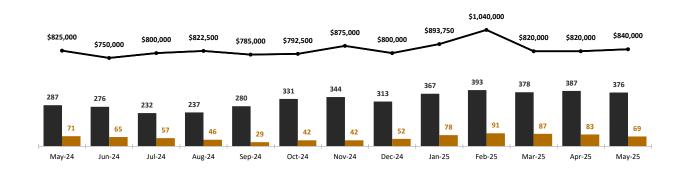
¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ²Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS® data reported previous month's sales exceeded current inventory.

SCOTTSDALF

Luxury Benchmark Price 1: \$600,000

13-MONTH LUXURY MARKET TREND4





MEDIAN DATA REVIEW | MAY

TOTAL INVENTORY

May 2024 May 2025

287 376

VARIANCE: 31%

SALE PRICE PER SQFT.

May 2024 May 2025

\$458 \$430

VARIANCE: -6%

TOTAL SOLDS

May 2024 May 2025

71 69

VARIANCE: -3%

SALE TO LIST PRICE RATIO

May 2024 May 2025

98.39% 97.56%

VARIANCE: -1%

SALES PRICE

May 2024 May 2025

\$825k \$840k

VARIANCE: **2**%

DAYS ON MARKET

May 2024 May 2025

60 49

VARIANCE: -18%

SCOTTSDALE MARKET SUMMARY | MAY 2025

- The attached luxury market is a **Balanced Market** with an **18% Sales Ratio**.
- Homes sold for a median of **97.56% of list price** in May 2025.
- The most active price band is \$900,000-\$949,999, where the sales ratio is 36%.
- The median luxury sales price for attached homes is \$840,000.
- The median days on market for May 2025 was 49 days, down from 60 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.