



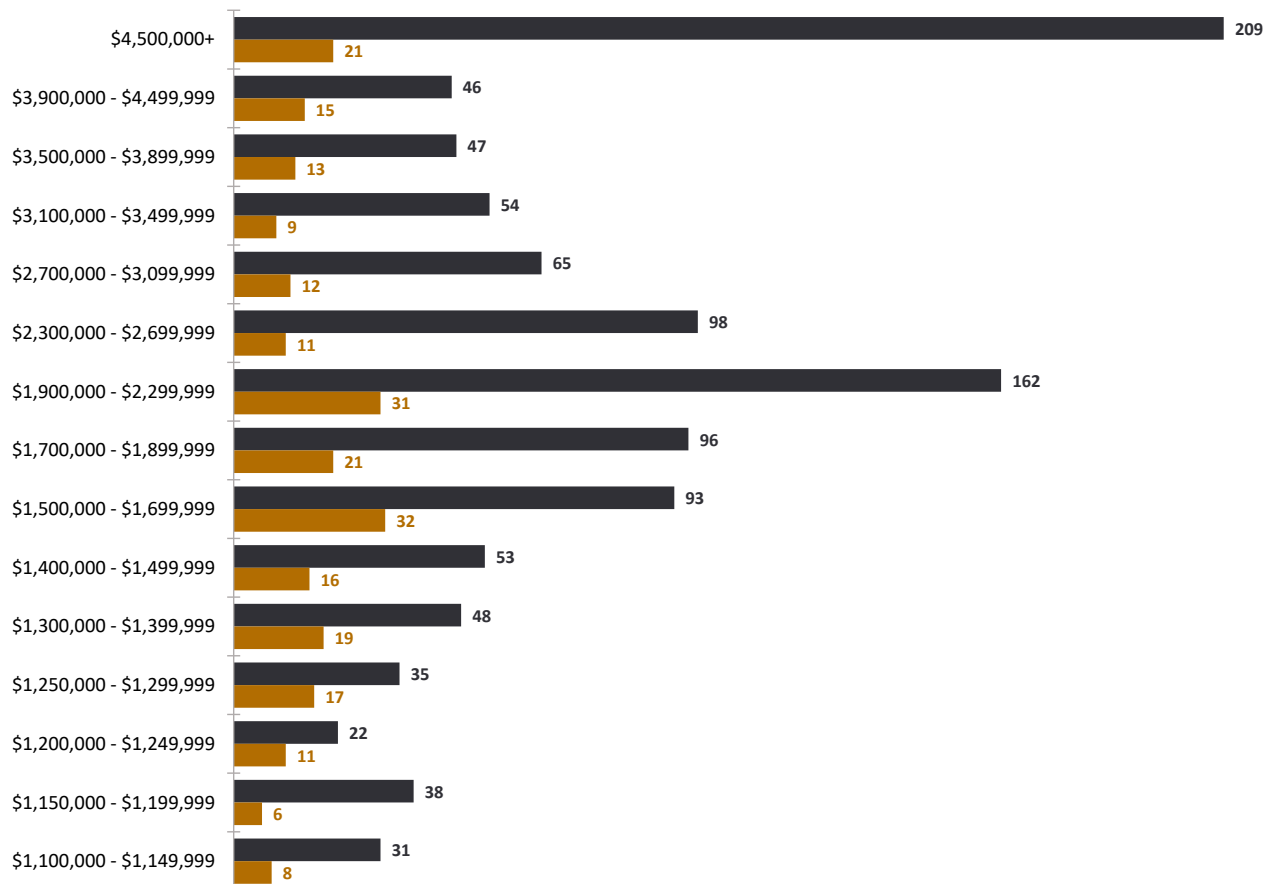
SCOTTSDALE
ARIZONA

LUXURY INVENTORY VS. SALES | MARCH 2025

Total Inventory: **1,097**Total Sales: **242**Total Sales Ratio²: **22%**

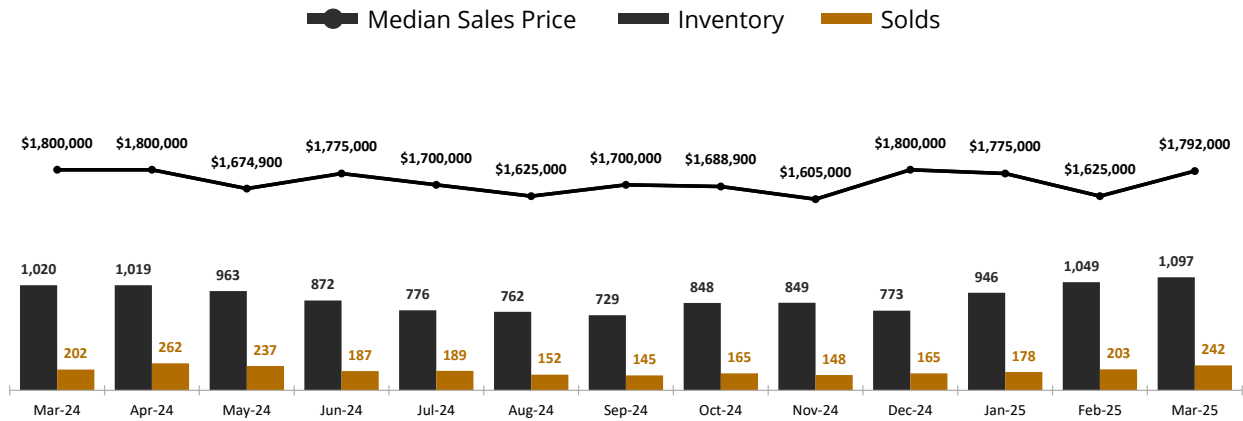
Seller's Market

Inventory Sales



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 3,499	\$1,410,000	4	3	113	439	26%
3,500 - 4,499	\$1,972,500	4	4	64	260	25%
4,500 - 5,499	\$3,227,500	4	5	34	177	19%
5,500 - 6,499	\$4,037,500	5	6	18	94	19%
6,500 - 7,499	\$4,000,000	5	6	7	51	14%
7,500+	\$5,750,000	6	7	6	76	8%

¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ² Sales 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.

13-MONTH LUXURY MARKET TREND⁴

MEDIAN DATA REVIEW | MARCH

TOTAL INVENTORY

Mar. 2024 Mar. 2025
1,020 **1,097**

VARIANCE: **8%**

TOTAL SOLDs

Mar. 2024 Mar. 2025
202 **242**

VARIANCE: **20%**

SALES PRICE

Mar. 2024 Mar. 2025
\$1.80m **\$1.79m**

VARIANCE: **0%**

SALE PRICE PER SQFT.

Mar. 2024 Mar. 2025
\$520 **\$538**

VARIANCE: **3%**

SALE TO LIST PRICE RATIO

Mar. 2024 Mar. 2025
96.98% **96.81%**

VARIANCE: **0%**

DAYS ON MARKET

Mar. 2024 Mar. 2025
53 **51**

VARIANCE: **-4%**

SCOTTSDALE MARKET SUMMARY | MARCH 2025

- The single-family luxury market is a **Seller's Market** with a **22% Sales Ratio**.
- Homes sold for a median of **96.81% of list price** in March 2025.
- The most active price band is **\$1,200,000-\$1,249,999**, where the sales ratio is **50%**.
- The median luxury sales price for single-family homes is **\$1,792,000**.
- The median days on market for March 2025 was **51** days, down from **53** in March 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 INVENTORY VS. SALES | MARCH 2025

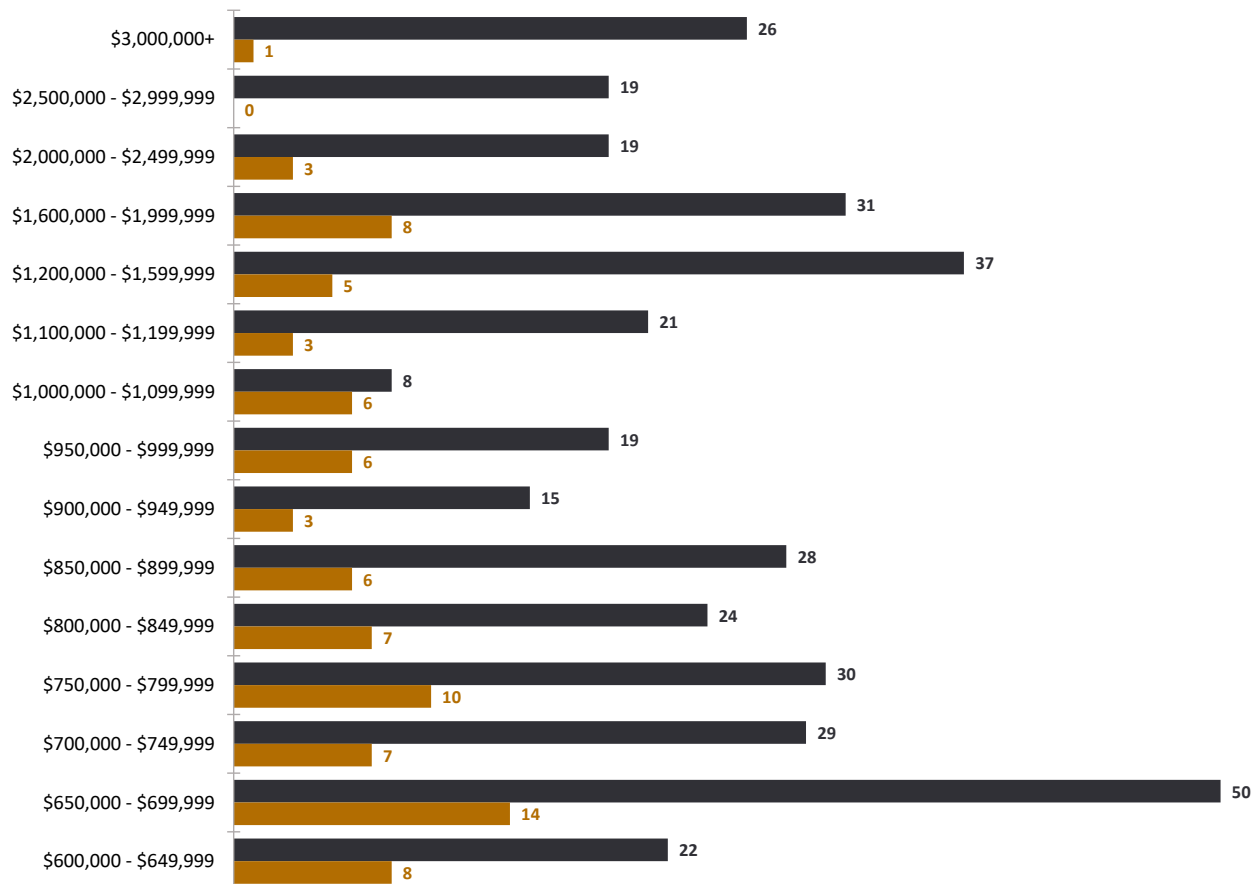
Total Inventory: 378

Total Sales: 87

Total Sales Ratio²: 23%

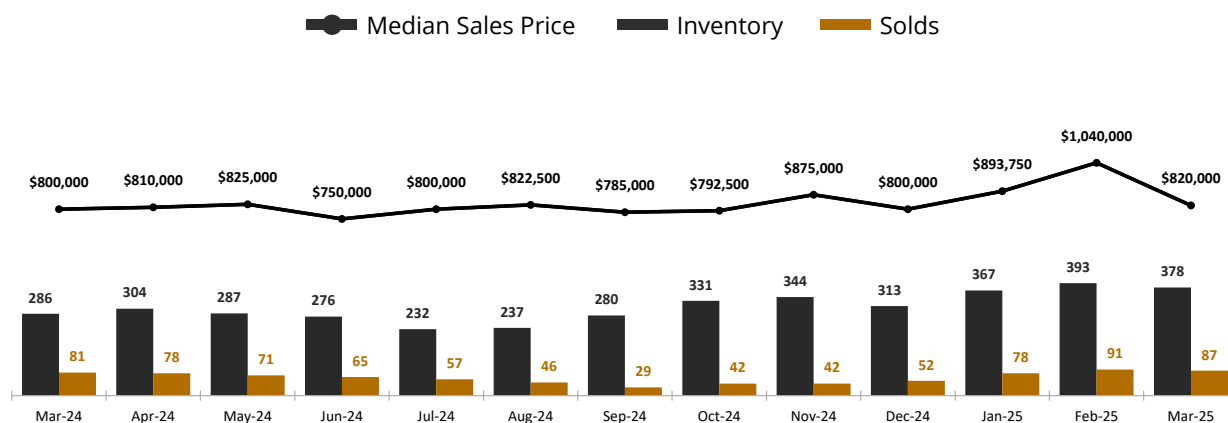
Seller's Market

Inventory Sales



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,499	\$685,000	2	2	7	88	8%
1,500 - 1,999	\$800,000	3	2	38	141	27%
2,000 - 2,499	\$798,000	3	3	24	79	30%
2,500 - 2,999	\$990,000	3	3	10	37	27%
3,000 - 3,499	\$1,537,500	4	3	4	18	22%
3,500+	\$1,900,000	3	4	4	15	27%

¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ² Sales 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.

13-MONTH LUXURY MARKET TREND⁴

MEDIAN DATA REVIEW | MARCH

TOTAL INVENTORY

Mar. 2024 Mar. 2025
286 378

VARIANCE: **32%**

TOTAL SOLD

Mar. 2024 Mar. 2025
81 87

VARIANCE: **7%**

SALES PRICE

Mar. 2024 Mar. 2025
\$800k \$820k

VARIANCE: **3%**

SALE PRICE PER SQFT.

Mar. 2024 Mar. 2025
\$459 \$426

VARIANCE: **-7%**

SALE TO LIST PRICE RATIO

Mar. 2024 Mar. 2025
98.07% 97.83%

VARIANCE: **0%**

DAYS ON MARKET

Mar. 2024 Mar. 2025
51 54

VARIANCE: **6%**

SCOTTSDALE MARKET SUMMARY | MARCH 2025

- The attached luxury market is a **Seller's Market** with a **23% Sales Ratio**.
- Homes sold for a median of **97.83% of list price** in March 2025.
- The most active price band is **\$1,000,000-\$1,099,999**, where the sales ratio is **75%**.
- The median luxury sales price for attached homes is **\$820,000**.
- The median days on market for March 2025 was **54** days, up from **51** in March 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.