

INSTITUTE *for*
LUXURY HOME
MARKETING®

by Colibri Real Estate

APRIL
2026

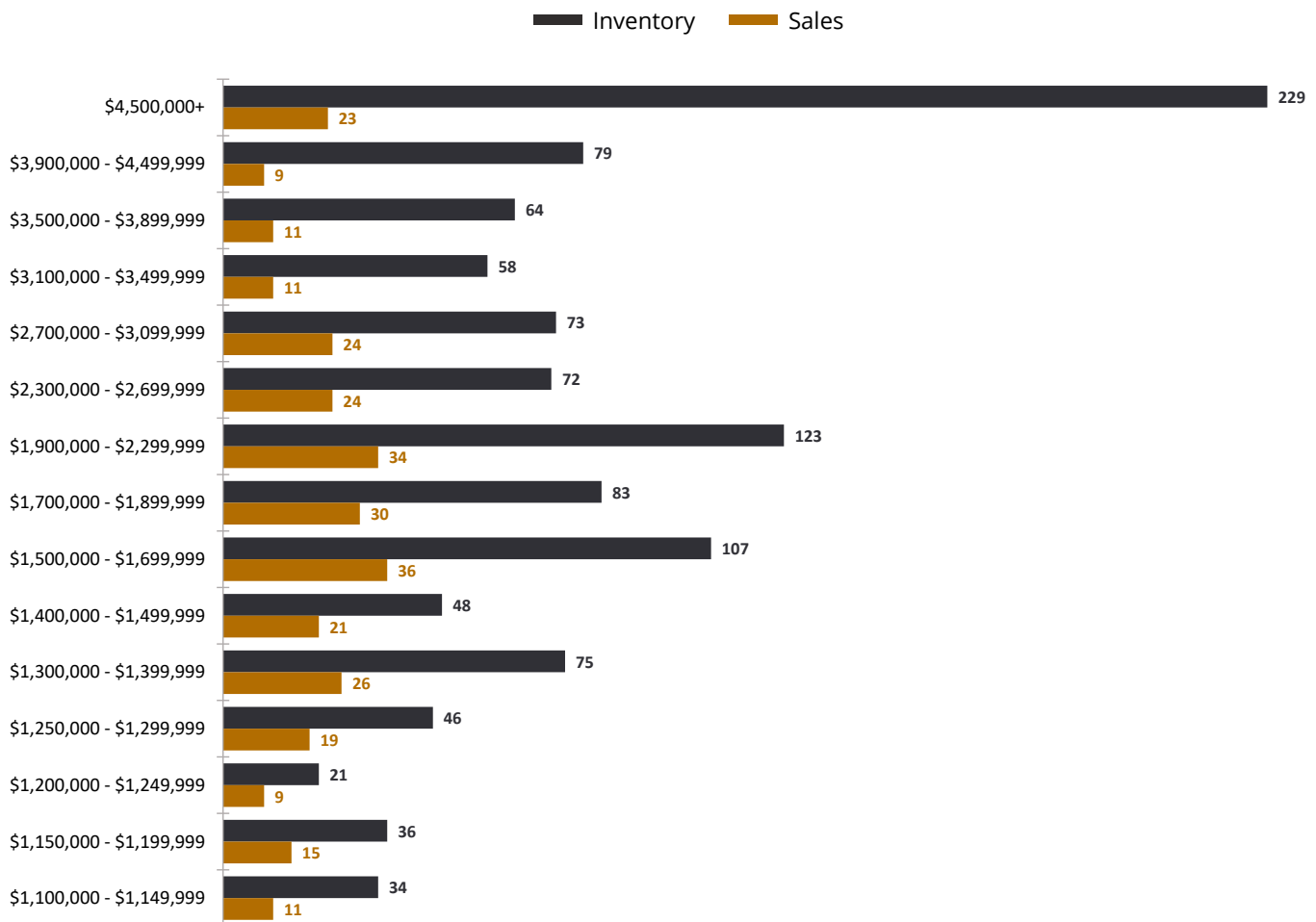


SCOTTSDALE
ARIZONA

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | MARCH 2026

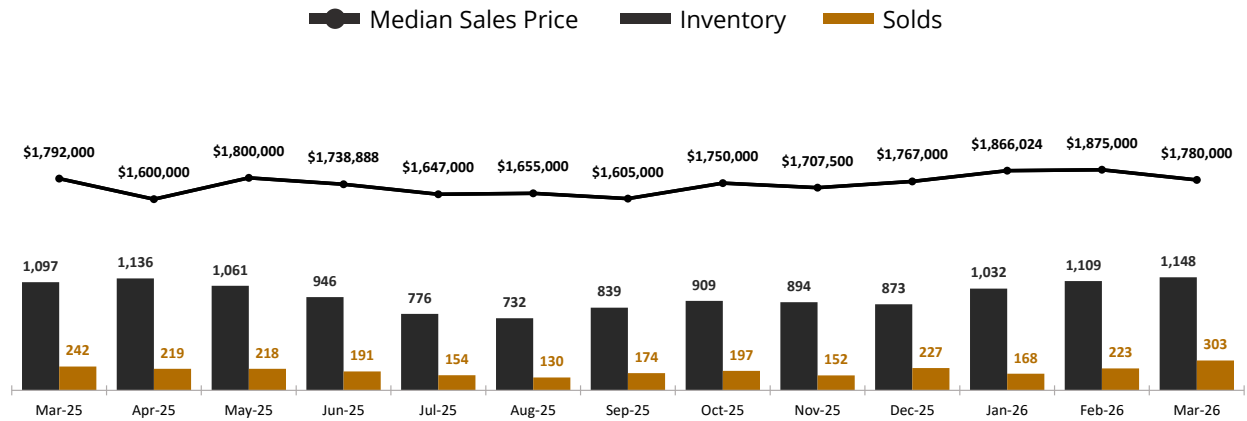
Total Inventory: 1,148 **Total Sales: 303** **Total Sales Ratio²: 26%** **Seller's Market**



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 3,499	\$1,413,750	4	3	146	453	32%
3,500 - 4,499	\$2,100,000	4	4	83	260	32%
4,500 - 5,499	\$2,700,000	4	5	41	182	23%
5,500 - 6,499	\$4,635,000	4	6	20	124	16%
6,500 - 7,499	\$4,550,000	4	7	7	54	13%
7,500+	\$5,200,000	5	7	6	75	8%

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.

13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA REVIEW | MARCH

TOTAL INVENTORY

Mar. 2025 Mar. 2026
1,097 **1,148**

VARIANCE: **5%**

TOTAL SOLD

Mar. 2025 Mar. 2026
242 **303**

VARIANCE: **25%**

SALES PRICE

Mar. 2025 Mar. 2026
\$1.79m **\$1.78m**

VARIANCE: **-1%**

SALE PRICE PER SQFT.

Mar. 2025 Mar. 2026
\$538 **\$534**

VARIANCE: **-1%**

SALE TO LIST PRICE RATIO

Mar. 2025 Mar. 2026
96.81% **96.92%**

VARIANCE: **0%**

DAYS ON MARKET

Mar. 2025 Mar. 2026
51 **55**

VARIANCE: **8%**

SCOTTSDALE MARKET SUMMARY | MARCH 2026

- The single-family luxury market is a **Seller's Market** with a **26% Sales Ratio**.
- Homes sold for a median of **96.92% of list price** in March 2026.
- The most active price band is **\$1,400,000-\$1,499,999**, where the sales ratio is **44%**.
- The median luxury sales price for single-family homes is **\$1,780,000**.
- The median days on market for March 2026 was **55** days, up from **51** in March 2025.

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.

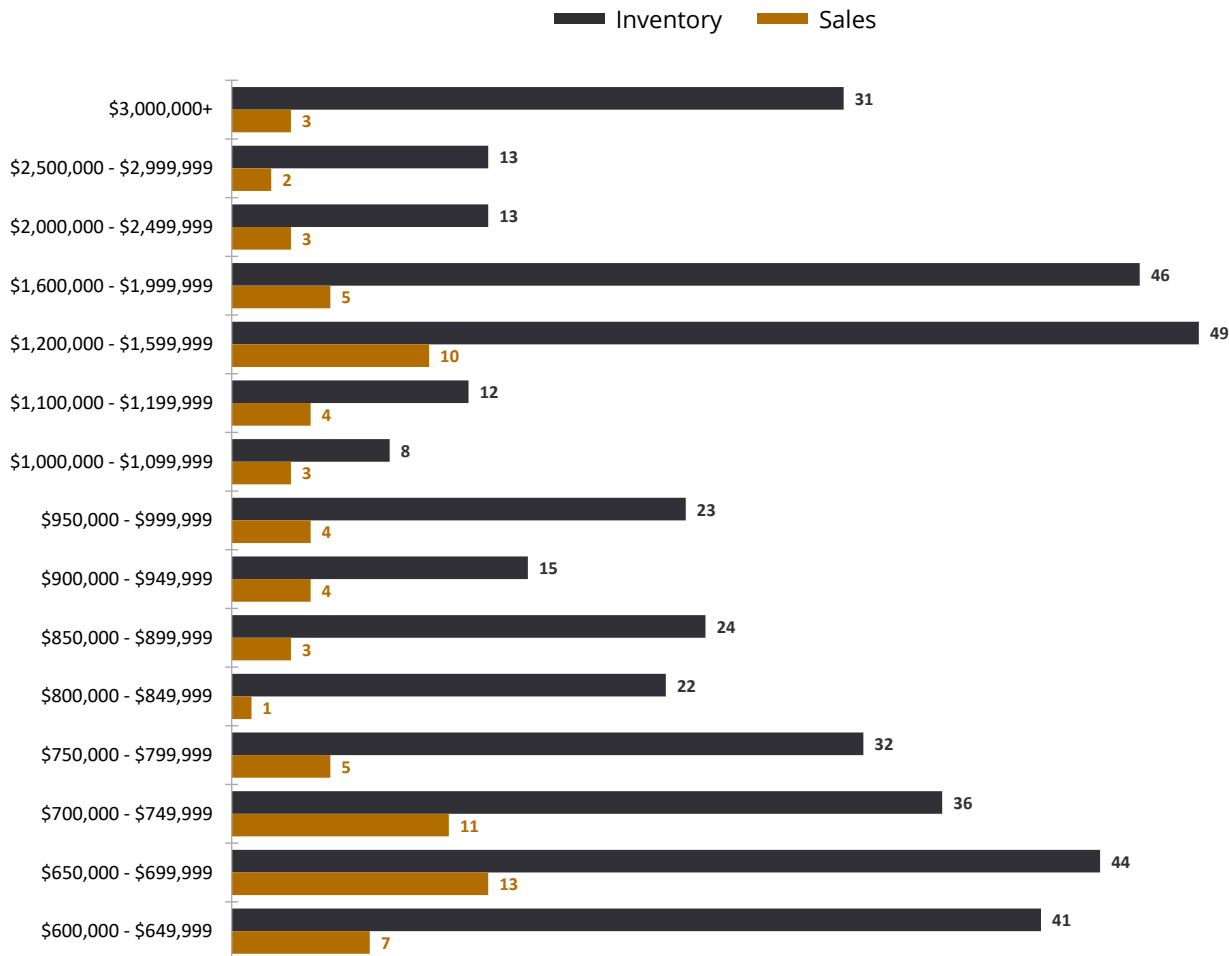
LUXURY INVENTORY VS. SALES | MARCH 2026

Total Inventory: **409**

Total Sales: **78**

Total Sales Ratio²: **19%**

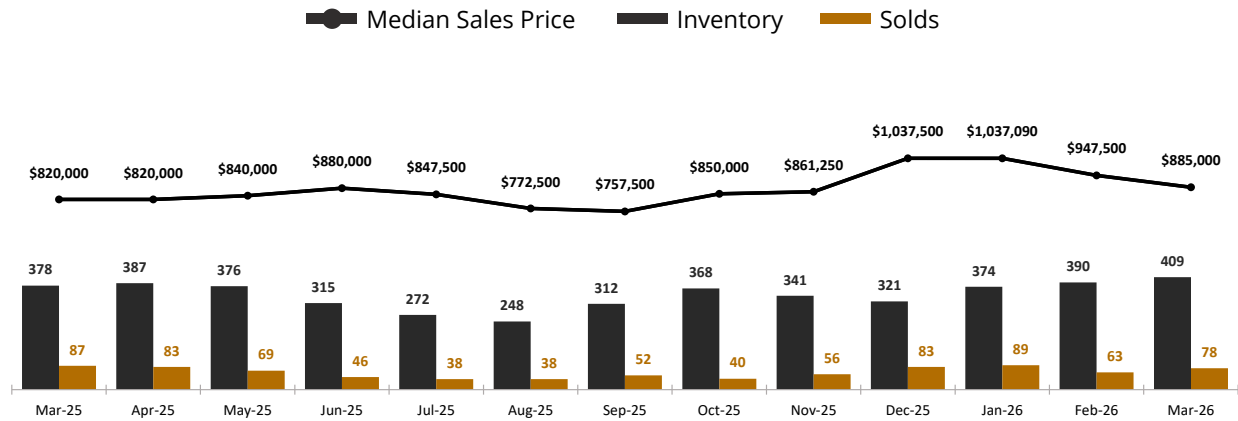
Balanced Market



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,499	\$668,000	2	2	10	85	12%
1,500 - 1,999	\$760,000	2	2	33	131	25%
2,000 - 2,499	\$860,250	3	3	20	104	19%
2,500 - 2,999	\$1,245,000	3	3	12	50	24%
3,000 - 3,499	\$2,900,000	3	4	1	18	6%
3,500+	\$4,850,000	4	5	2	21	10%

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.

13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA REVIEW | MARCH

TOTAL INVENTORY

Mar. 2025 Mar. 2026
378 **409**

VARIANCE: **8%**

TOTAL SOLDS

Mar. 2025 Mar. 2026
87 **78**

VARIANCE: **-10%**

SALES PRICE

Mar. 2025 Mar. 2026
\$820k **\$885k**

VARIANCE: **8%**

SALE PRICE PER SQFT.

Mar. 2025 Mar. 2026
\$426 **\$468**

VARIANCE: **10%**

SALE TO LIST PRICE RATIO

Mar. 2025 Mar. 2026
97.83% **97.47%**

VARIANCE: **0%**

DAYS ON MARKET

Mar. 2025 Mar. 2026
54 **63**

VARIANCE: **17%**

SCOTTSDALE MARKET SUMMARY | MARCH 2026

- The attached luxury market is a **Balanced Market** with a **19% Sales Ratio**.
- Homes sold for a median of **97.47% of list price** in March 2026.
- The most active price band is **\$1,000,000-\$1,099,999**, where the sales ratio is **38%**.
- The median luxury sales price for attached homes is **\$885,000**.
- The median days on market for March 2026 was **63** days, up from **54** in March 2025.

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.