

INSTITUTE *for*
LUXURY HOME
MARKETING®

by Colibri Real Estate

MAY
2026



SCOTTSDALE
ARIZONA

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | APRIL 2026

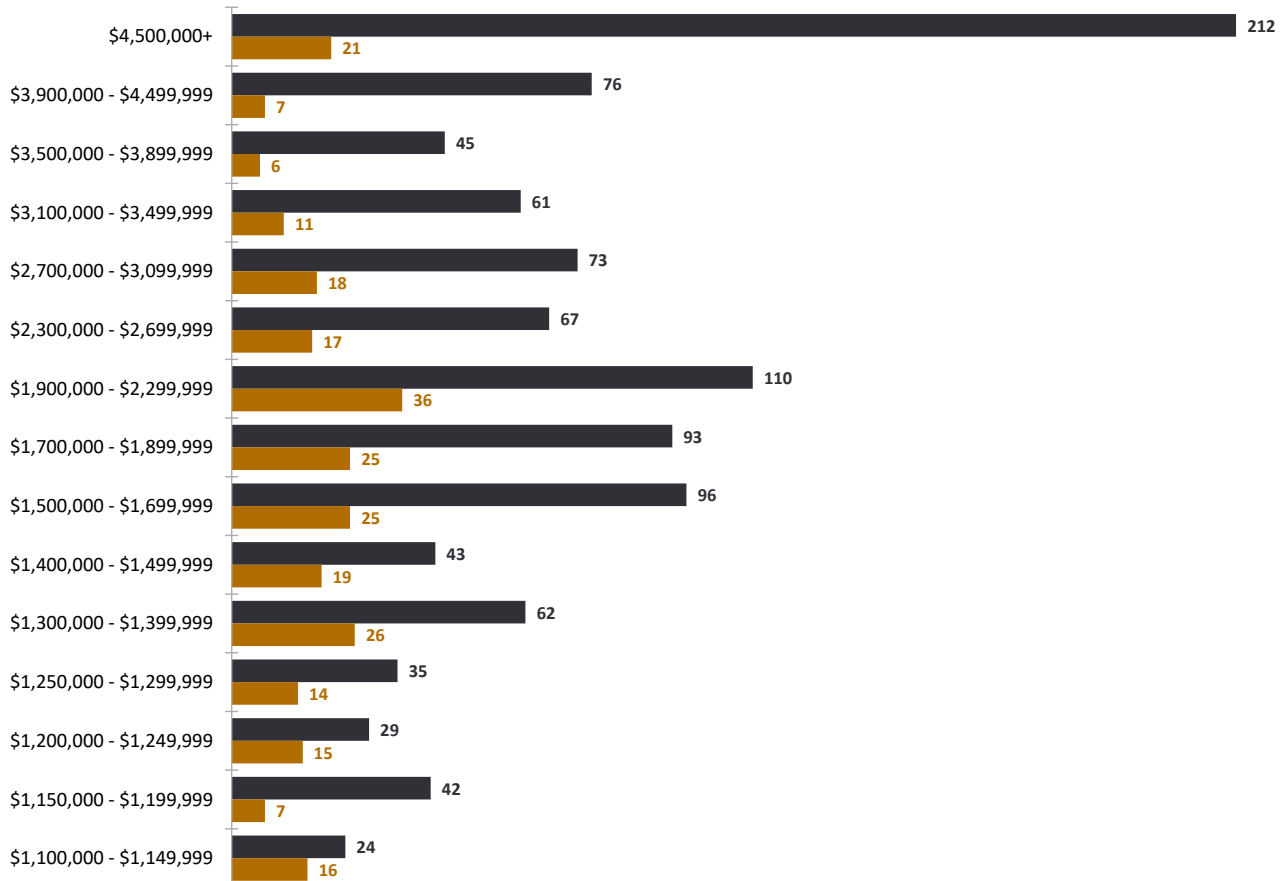
Total Inventory: **1,068**

Total Sales: **263**

Total Sales Ratio²: **25%**

Seller's Market

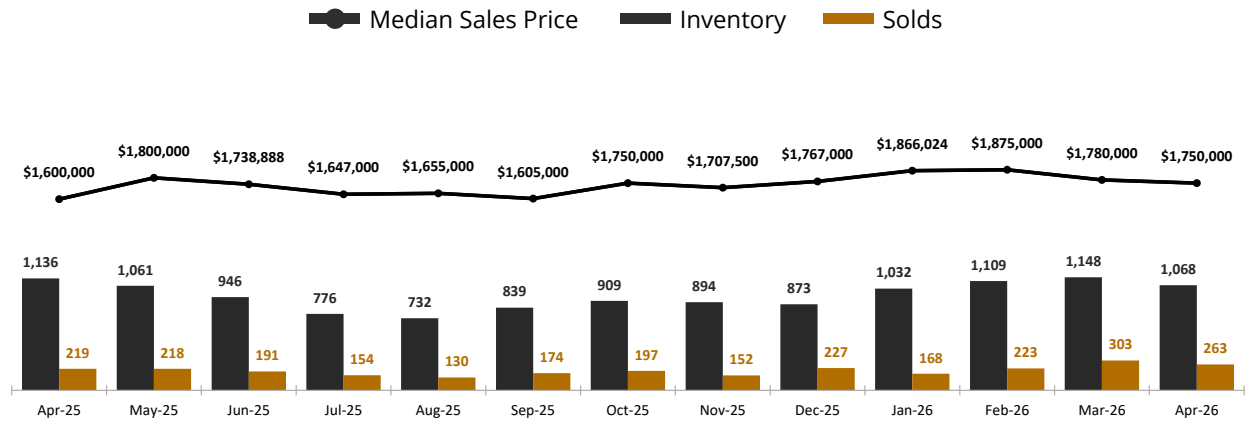
Inventory Sales



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 3,499	\$1,390,000	4	3	147	432	34%
3,500 - 4,499	\$2,050,000	4	4	63	236	27%
4,500 - 5,499	\$3,075,000	4	5	28	173	16%
5,500 - 6,499	\$3,900,000	5	6	13	109	12%
6,500 - 7,499	\$4,375,000	5	7	4	42	10%
7,500+	\$8,650,000	6	7	8	76	11%

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 | APRIL

TOTAL INVENTORY

Apr. 2025 Apr. 2026
1,136 **1,068**

VARIANCE: **-6%**

TOTAL SOLDS

Apr. 2025 Apr. 2026
219 **263**

VARIANCE: **20%**

SALES PRICE

Apr. 2025 Apr. 2026
\$1.60m **\$1.75m**

VARIANCE: **9%**

SALE PRICE PER SQFT.

Apr. 2025 Apr. 2026
\$528 **\$549**

VARIANCE: **4%**

SALE TO LIST PRICE RATIO

Apr. 2025 Apr. 2026
96.64% **97.12%**

VARIANCE: **0%**

DAYS ON MARKET

Apr. 2025 Apr. 2026
55 **49**

VARIANCE: **-11%**

SCOTTSDALE MARKET SUMMARY | APRIL 2026

- The single-family luxury market is a **Seller's Market** with a **25% Sales Ratio**.
- Homes sold for a median of **97.12% of list price** in April 2026.
- The most active price band is **\$1,100,000-\$1,149,999**, where the sales ratio is **67%**.
- The median luxury sales price for single-family homes is **\$1,750,000**.
- The median days on market for April 2026 was **49** days, down from **55** in April 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.

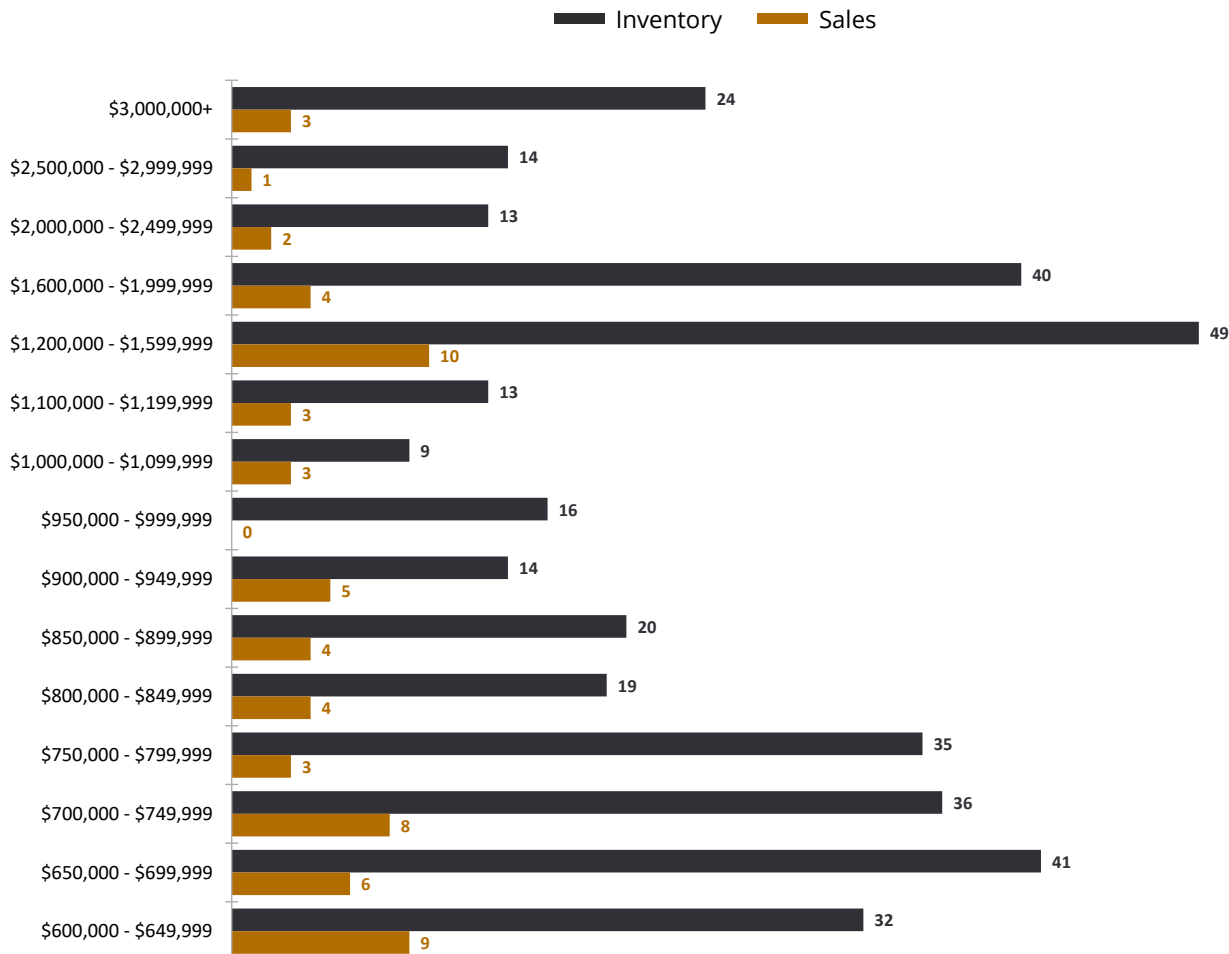
LUXURY INVENTORY VS. SALES | APRIL 2026

Total Inventory: **375**

Total Sales: **65**

Total Sales Ratio²: **17%**

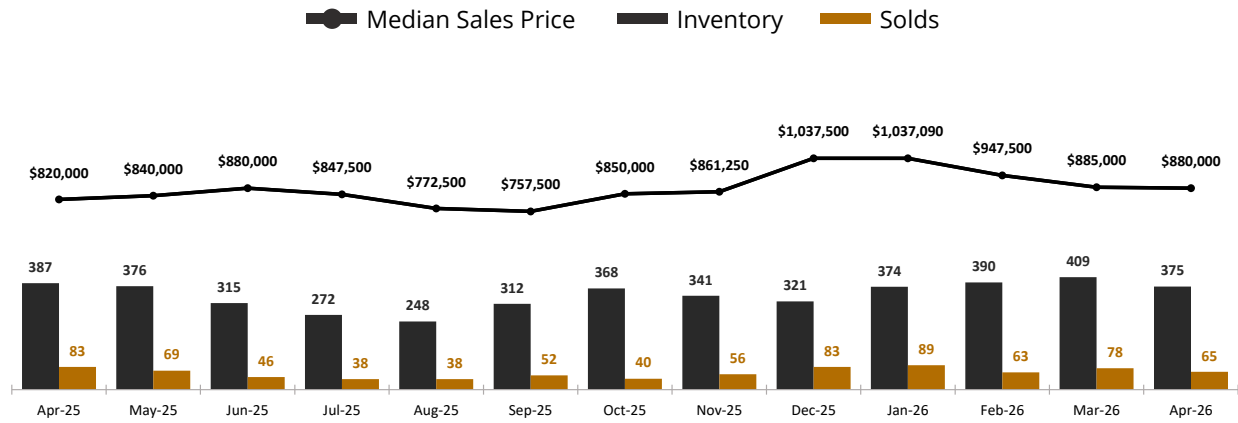
Balanced Market



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,499	\$700,000	2	2	7	81	9%
1,500 - 1,999	\$699,000	3	2	22	113	19%
2,000 - 2,499	\$925,000	3	3	26	99	26%
2,500 - 2,999	\$1,512,500	3	4	4	49	8%
3,000 - 3,499	\$2,750,000	3	4	3	15	20%
3,500+	\$5,750,000	3	4	3	18	17%

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 | APRIL

TOTAL INVENTORY

Apr. 2025 Apr. 2026
387 **375**

VARIANCE: **-3%**

TOTAL SOLDS

Apr. 2025 Apr. 2026
83 **65**

VARIANCE: **-22%**

SALES PRICE

Apr. 2025 Apr. 2026
\$820k **\$880k**

VARIANCE: **7%**

SALE PRICE PER SQFT.

Apr. 2025 Apr. 2026
\$473 **\$450**

VARIANCE: **-5%**

SALE TO LIST PRICE RATIO

Apr. 2025 Apr. 2026
97.50% **97.34%**

VARIANCE: **0%**

DAYS ON MARKET

Apr. 2025 Apr. 2026
55 **58**

VARIANCE: **5%**

SCOTTSDALE MARKET SUMMARY | APRIL 2026

- The attached luxury market is a **Balanced Market** with a **17% Sales Ratio**.
- Homes sold for a median of **97.34% of list price** in April 2026.
- 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 **\$880,000**.
- The median days on market for April 2026 was **58** days, up from **55** in April 2025.

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⁴Data reported includes Active and Sold properties and does not include Pending properties.