

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

by Colibri Real Estate

JUNE  
2026



SCOTTSDALE  
ARIZONA

[www.LuxuryHomeMarketing.com](http://www.LuxuryHomeMarketing.com)

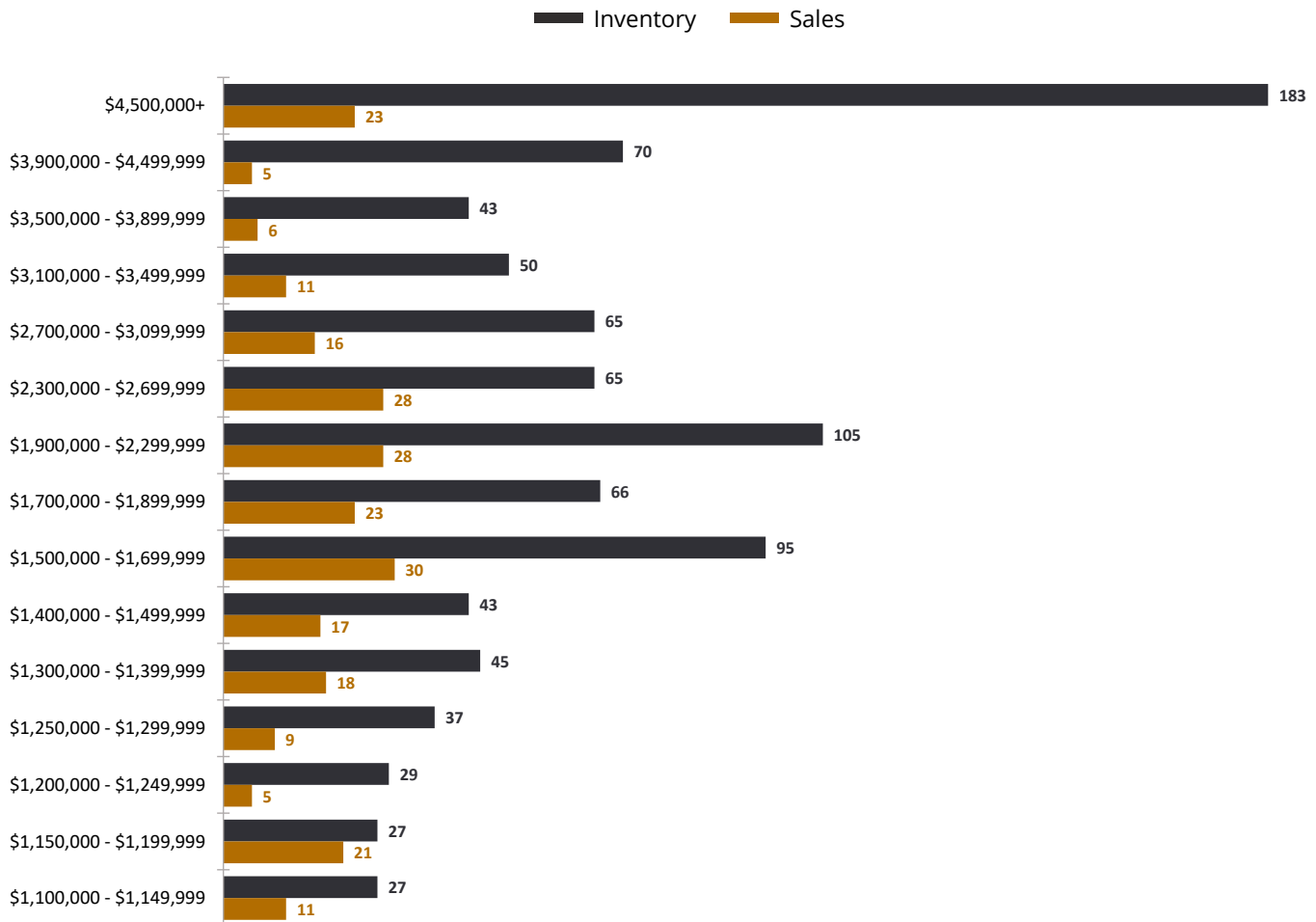
### LUXURY INVENTORY VS. SALES | MAY 2026

Total Inventory: **950**

Total Sales: **251**

Total Sales Ratio<sup>2</sup>: **26%**

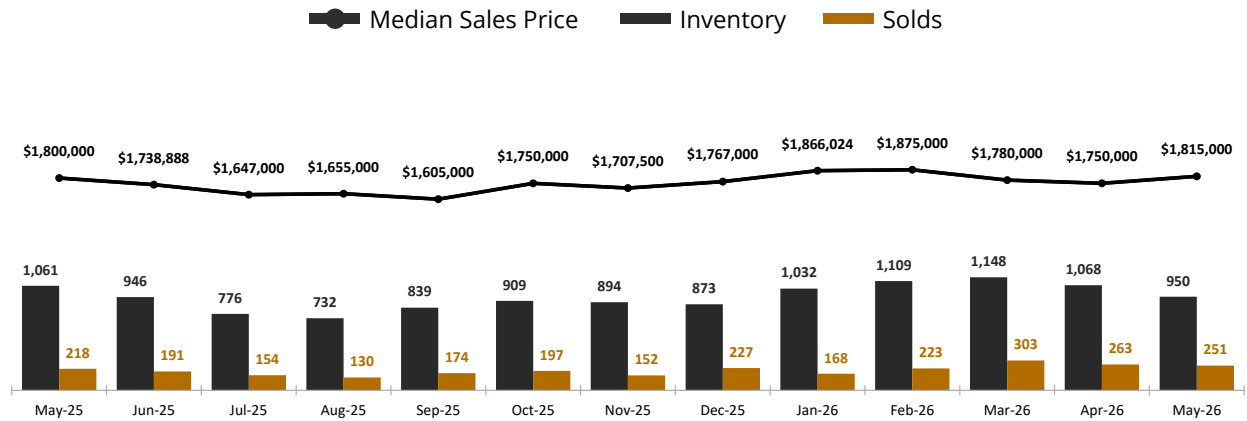
Seller's Market



Square Feet <sup>3</sup> -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 3,499	\$1,425,000	4	3	122	369	33%
3,500 - 4,499	\$2,050,000	4	4	71	225	32%
4,500 - 5,499	\$2,635,000	5	5	32	153	21%
5,500 - 6,499	\$4,322,500	5	5	12	101	12%
6,500 - 7,499	\$4,250,000	5	6	7	43	16%
7,500+	\$7,300,000	6	8	7	59	12%

<sup>1</sup> The luxury threshold price is set by The Institute for Luxury Home Marketing. <sup>2</sup>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 TREND<sup>4</sup>



### MEDIAN DATA REVIEW | MAY

#### TOTAL INVENTORY

<b>May 2025</b>	<b>May 2026</b>
<b>1,061</b>	<b>950</b>

VARIANCE: **-10%**

#### TOTAL SOLDS

<b>May 2025</b>	<b>May 2026</b>
<b>218</b>	<b>251</b>

VARIANCE: **15%**

#### SALES PRICE

<b>May 2025</b>	<b>May 2026</b>
<b>\$1.80m</b>	<b>\$1.82m</b>

VARIANCE: **1%**

#### SALE PRICE PER SQFT.

<b>May 2025</b>	<b>May 2026</b>
<b>\$538</b>	<b>\$544</b>

VARIANCE: **1%**

#### SALE TO LIST PRICE RATIO

<b>May 2025</b>	<b>May 2026</b>
<b>96.21%</b>	<b>96.06%</b>

VARIANCE: **0%**

#### DAYS ON MARKET

<b>May 2025</b>	<b>May 2026</b>
<b>61</b>	<b>66</b>

VARIANCE: **8%**

## SCOTTSDALE MARKET SUMMARY | MAY 2026

- The single-family luxury market is a **Seller's Market** with a **26% Sales Ratio**.
- Homes sold for a median of **96.06% of list price** in May 2026.
- The most active price band is **\$1,150,000-\$1,199,999**, where the sales ratio is **78%**.
- The median luxury sales price for single-family homes is **\$1,815,000**.
- The median days on market for May 2026 was **66** days, up from **61** in May 2025.

<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed.

<sup>4</sup>Data reported includes Active and Sold properties and does not include Pending properties.

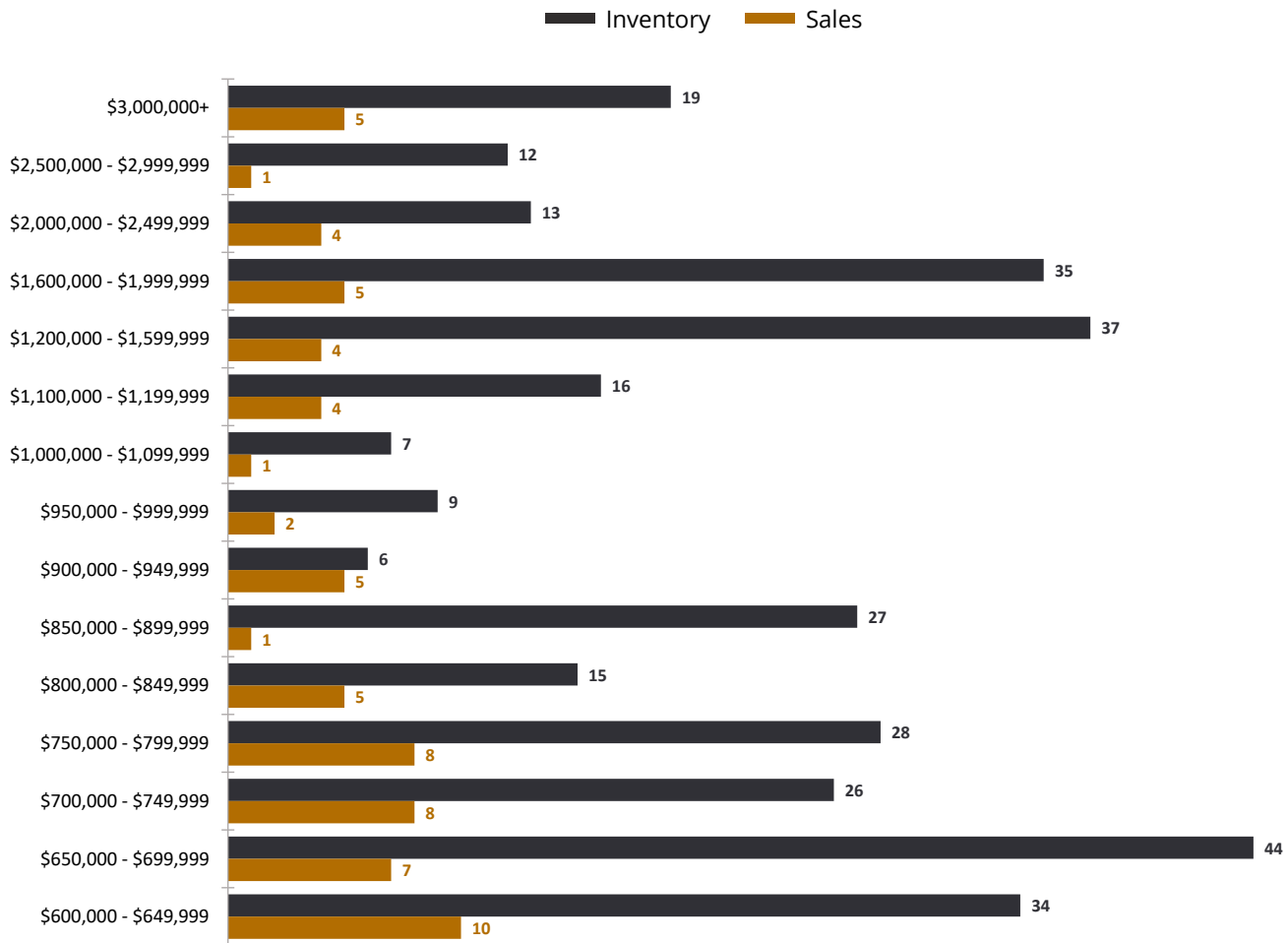
## LUXURY INVENTORY VS. SALES | MAY 2026

Total Inventory: **328**

Total Sales: **70**

Total Sales Ratio<sup>2</sup>: **21%**

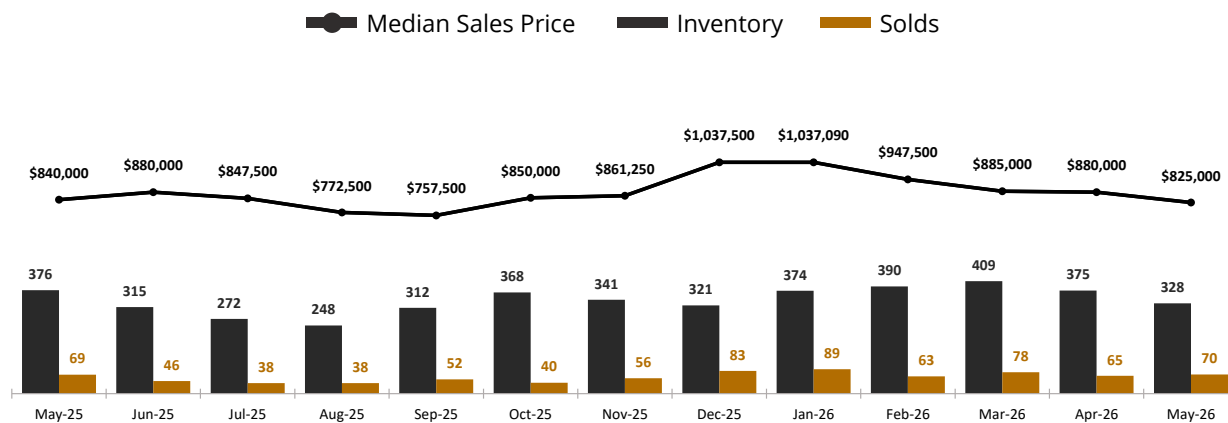
Seller's Market



Square Feet <sup>3</sup> -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,499	\$662,500	2	2	8	76	11%
1,500 - 1,999	\$720,000	3	2	26	102	25%
2,000 - 2,499	\$920,000	3	3	22	85	26%
2,500 - 2,999	\$1,650,000	3	3	7	42	17%
3,000 - 3,499	\$3,195,000	3	4	5	11	45%
3,500+	\$1,980,000	3	4	2	12	17%

<sup>1</sup> The luxury threshold price is set by The Institute for Luxury Home Marketing. <sup>2</sup>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 TREND<sup>4</sup>



## MEDIAN DATA REVIEW | MAY

### TOTAL INVENTORY

May 2025      May 2026  
**376**      **328**

VARIANCE: **-13%**

### TOTAL SOLDS

May 2025      May 2026  
**69**      **70**

VARIANCE: **1%**

### SALES PRICE

May 2025      May 2026  
**\$840k**      **\$825k**

VARIANCE: **-2%**

### SALE PRICE PER SQFT.

May 2025      May 2026  
**\$430**      **\$441**

VARIANCE: **3%**

### SALE TO LIST PRICE RATIO

May 2025      May 2026  
**97.56%**      **97.19%**

VARIANCE: **0%**

### DAYS ON MARKET

May 2025      May 2026  
**49**      **90**

VARIANCE: **84%**

## SCOTTSDALE MARKET SUMMARY | MAY 2026

- The attached luxury market is a **Seller's Market** with a **21% Sales Ratio**.
- Homes sold for a median of **97.19% of list price** in May 2026.
- The most active price band is **\$900,000-\$949,999**, where the sales ratio is **83%**.
- The median luxury sales price for attached homes is **\$825,000**.
- The median days on market for May 2026 was **90** days, up from **49** in May 2025.

<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed.

<sup>4</sup>Data reported includes Active and Sold properties and does not include Pending properties.