INSTITUTE *for* LUXURY HOME MARKETING®
by Colibri Real Estate

JULY 2026

SCOTTSDALE ARIZONA

www.LuxuryHomeMarketing.com

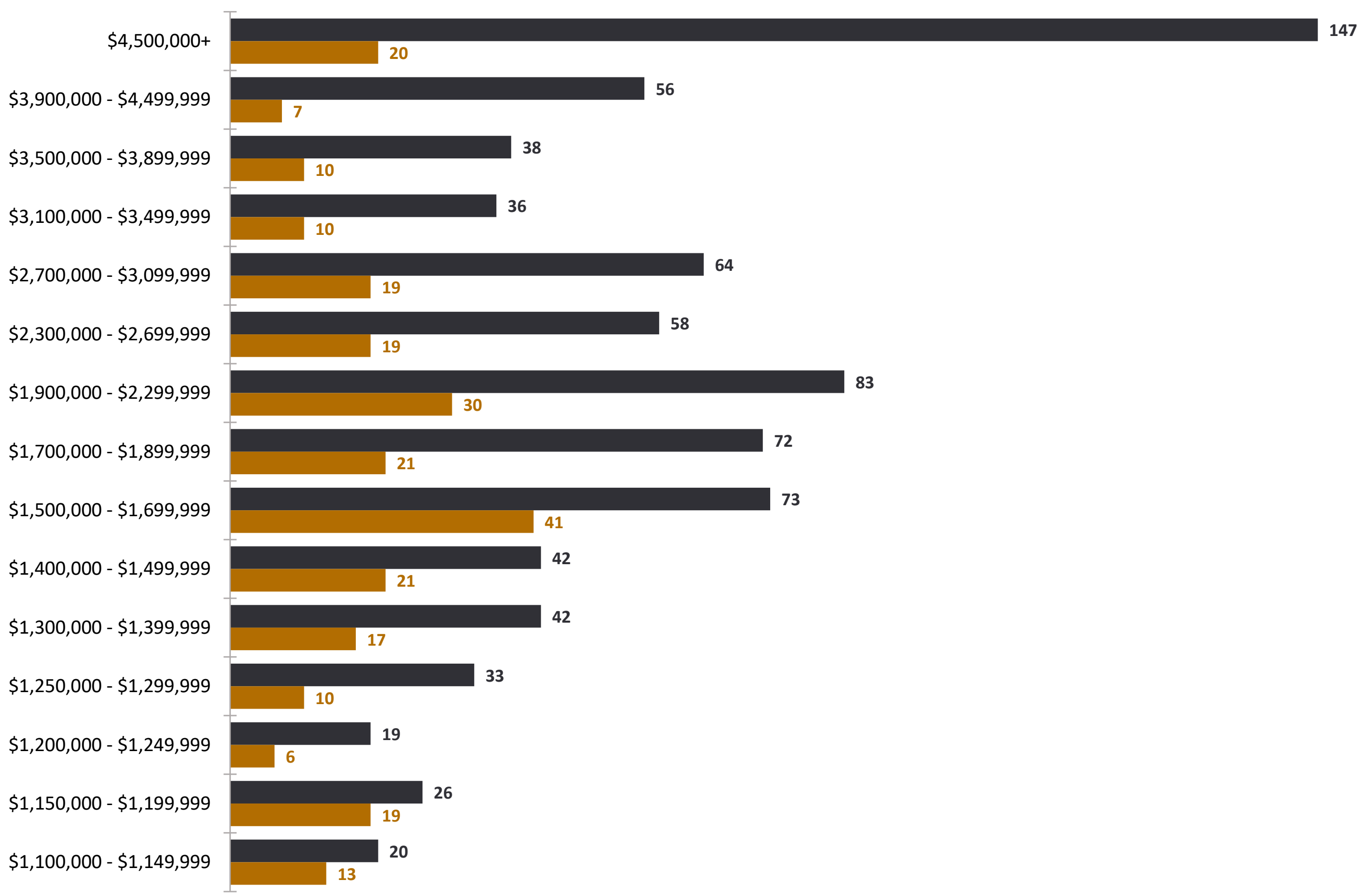
SCOTTSDALE

SINGLE-FAMILY HOMES

Luxury Benchmark Price[1]: **$1,100,000**

LUXURY INVENTORY VS. SALES | JUNE 2026

Total Inventory: **809** | *Total Sales:* **263** | *Total Sales Ratio*[2]: **33%** | **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	$1,450,000	4	3	**145**	**318**	**46%**
3,500 - 4,499	$2,147,500	4	5	**60**	**196**	**31%**
4,500 - 5,499	$2,940,000	5	5	**31**	**118**	**26%**
5,500 - 6,499	$4,200,000	5	6	**19**	**91**	**21%**
6,500 - 7,499	$3,545,000	4	6	**3**	**35**	**9%**
7,500+	$6,700,000	5	8	**5**	**51**	**10%**

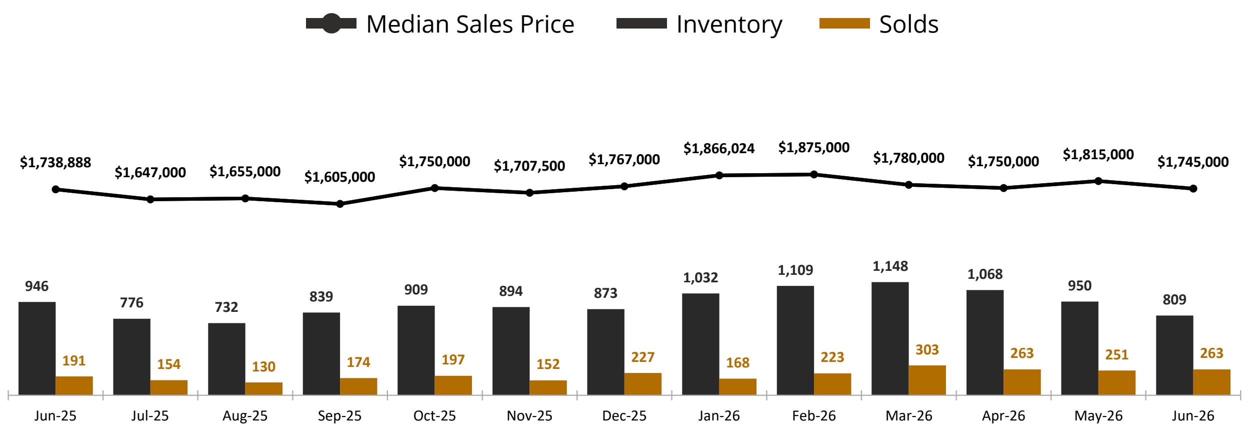
[1] The luxury threshold price is set by The Institute for Luxury Home Marketing. [2]Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS® data reported previous month's sales exceeded current inventory.

SCOTTSDALE

SINGLE-FAMILY HOMES

Luxury Benchmark Price[1]: **$1,100,000**

13-MONTH LUXURY MARKET TREND[4]



MEDIAN DATA REVIEW | JUNE

TOTAL INVENTORY

Jun. 2025	Jun. 2026
946	809

VARIANCE: -14%

TOTAL SOLDS

Jun. 2025	Jun. 2026
191	263

VARIANCE: 38%

SALES PRICE

Jun. 2025	Jun. 2026
$1.74m	$1.75m

VARIANCE: 0%

SALE PRICE PER SQFT.

Jun. 2025	Jun. 2026
$538	$560

VARIANCE: 4%

SALE TO LIST PRICE RATIO

Jun. 2025	Jun. 2026
96.25%	96.83%

VARIANCE: 1%

DAYS ON MARKET

Jun. 2025	Jun. 2026
58	71

VARIANCE: 22%

SCOTTSDALE MARKET SUMMARY | JUNE 2026

- The single-family luxury market is a **Seller's Market** with a **33% Sales Ratio**.
- Homes sold for a median of **96.83% of list price** in June 2026.
- The most active price band is **$1,150,000-$1,199,999**, where the sales ratio is **73%**.
- The median luxury sales price for single-family homes is **$1,745,000**.
- The median days on market for June 2026 was **71** days, up from **58** in June 2025.

[3]Square foot table does not account for listings and solds where square foot data is not disclosed.
[4]Data reported includes Active and Sold properties and does not include Pending properties.

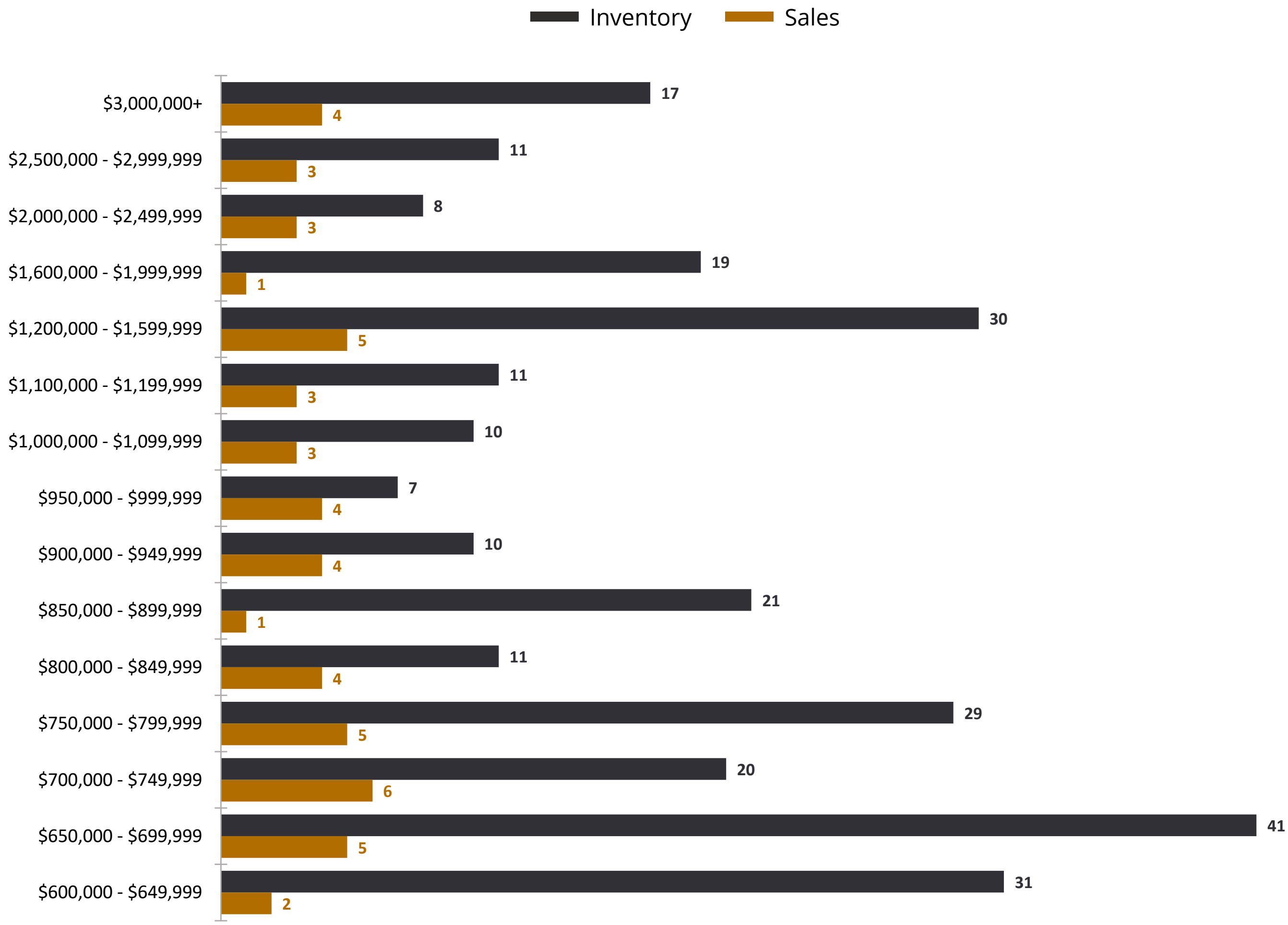
SCOTTSDALE

ATTACHED HOMES

Luxury Benchmark Price[1]*:* **$600,000**

LUXURY INVENTORY VS. SALES | JUNE 2026

Total Inventory: **276** | *Total Sales:* **53** | *Total Sales Ratio*[2]*:* **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	$720,000	2	2	**3**	**56**	**5%**
1,500 - 1,999	$785,000	2	2	**21**	**87**	**24%**
2,000 - 2,499	$935,000	3	3	**15**	**76**	**20%**
2,500 - 2,999	$2,225,000	3	4	**5**	**40**	**13%**
3,000 - 3,499	$2,700,000	3	4	**5**	**8**	**63%**
3,500+	$2,950,000	4	4	**4**	**9**	**44%**

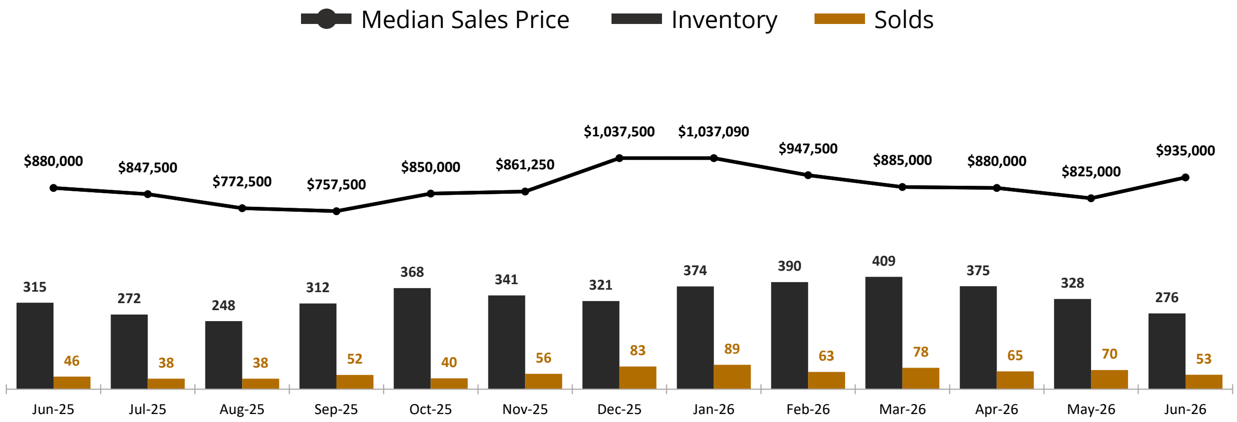
[1] The luxury threshold price is set by The Institute for Luxury Home Marketing. [2]Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS® data reported previous month's sales exceeded current inventory.

SCOTTSDALE

ATTACHED HOMES

Luxury Benchmark Price[1]*:* **$600,000**

13-MONTH LUXURY MARKET TREND[4]



MEDIAN DATA REVIEW | JUNE

	Jun. 2025	Jun. 2026	Variance
TOTAL INVENTORY	315	276	-12%
TOTAL SOLDS	46	53	15%
SALES PRICE	$880k	$935k	6%
SALE PRICE PER SQFT.	$553	$486	-12%
SALE TO LIST PRICE RATIO	96.68%	97.17%	1%
DAYS ON MARKET	71	68	-4%

SCOTTSDALE MARKET SUMMARY | JUNE 2026

- The attached luxury market is a **Balanced Market** with a **19% Sales Ratio**.
- Homes sold for a median of **97.17% of list price** in June 2026.
- The most active price band is **$950,000-$999,999**, where the sales ratio is **57%**.
- The median luxury sales price for attached homes is **$935,000**.
- The median days on market for June 2026 was **68** days, down from **71** in June 2025.

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