

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

*Home of the CLHMS™*

JANUARY  
2025

SCOTTSDALE  

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ARIZONA

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

### LUXURY INVENTORY VS. SALES | DECEMBER 2024

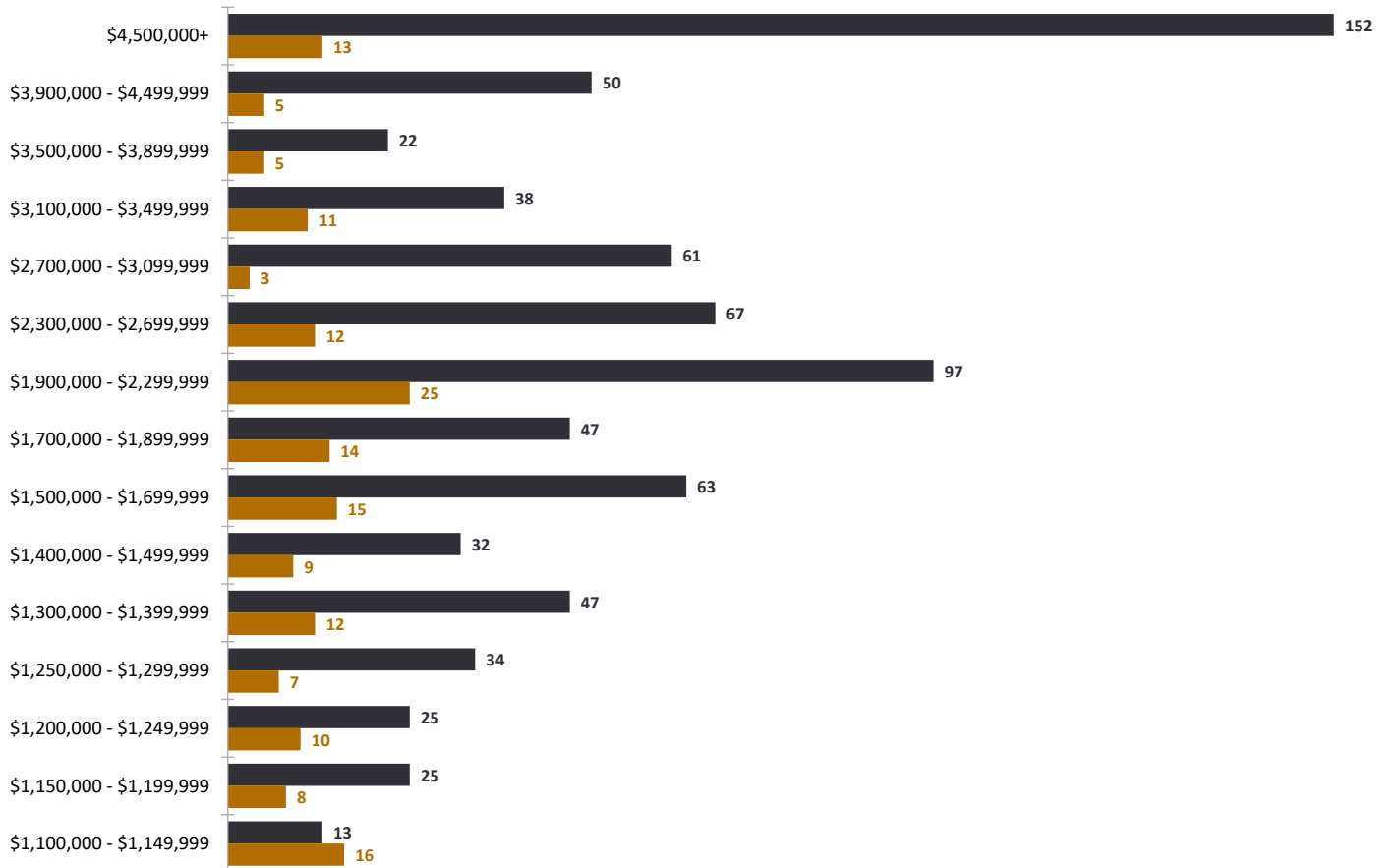
Total Inventory: **773**

Total Sales: **165**

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

**Seller's Market**

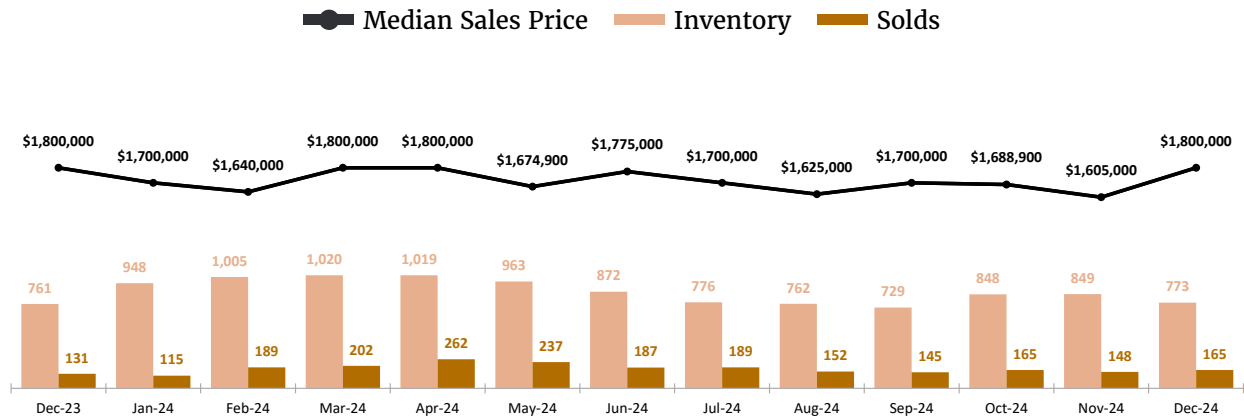
Inventory Sales



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	\$1,337,500	4	3	88	288	31%
3,500 - 4,499	\$2,087,500	4	4	44	199	22%
4,500 - 5,499	\$3,172,500	4	6	14	133	11%
5,500 - 6,499	\$4,275,000	5	6	9	75	12%
6,500 - 7,499	\$5,337,500	5	6	6	36	17%
7,500+	\$8,250,000	5	8	4	42	10%

<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<sup>®</sup> data reported previous month's sales exceeded current inventory.

### 13-MONTH LUXURY MARKET TREND<sup>4</sup>



### MEDIAN DATA REVIEW | DECEMBER

#### TOTAL INVENTORY

Dec. 2023    Dec. 2024  
**761      773**

VARIANCE: **2%**

#### TOTAL SOLDS

Dec. 2023    Dec. 2024  
**131      165**

VARIANCE: **26%**

#### SALES PRICE

Dec. 2023    Dec. 2024  
**\$1.80m    \$1.80m**

VARIANCE: **0%**

#### SALE PRICE PER SQFT.

Dec. 2023    Dec. 2024  
**\$539      \$537**

VARIANCE: **0%**

#### SALE TO LIST PRICE RATIO

Dec. 2023    Dec. 2024  
**96.67%    95.83%**

VARIANCE: **-1%**

#### DAYS ON MARKET

Dec. 2023    Dec. 2024  
**55      61**

VARIANCE: **11%**

## SCOTTSDALE MARKET SUMMARY | DECEMBER 2024

- The single-family luxury market is a **Seller's Market** with a **21% Sales Ratio**.
- Homes sold for a median of **95.83% of list price** in December 2024.
- The most active price band is **\$1,100,000-\$1,149,999**, where the sales ratio is **123%**.
- The median luxury sales price for single-family homes is **\$1,800,000**.
- The median days on market for December 2024 was **61** days, up from **55** in December 2023.

<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.

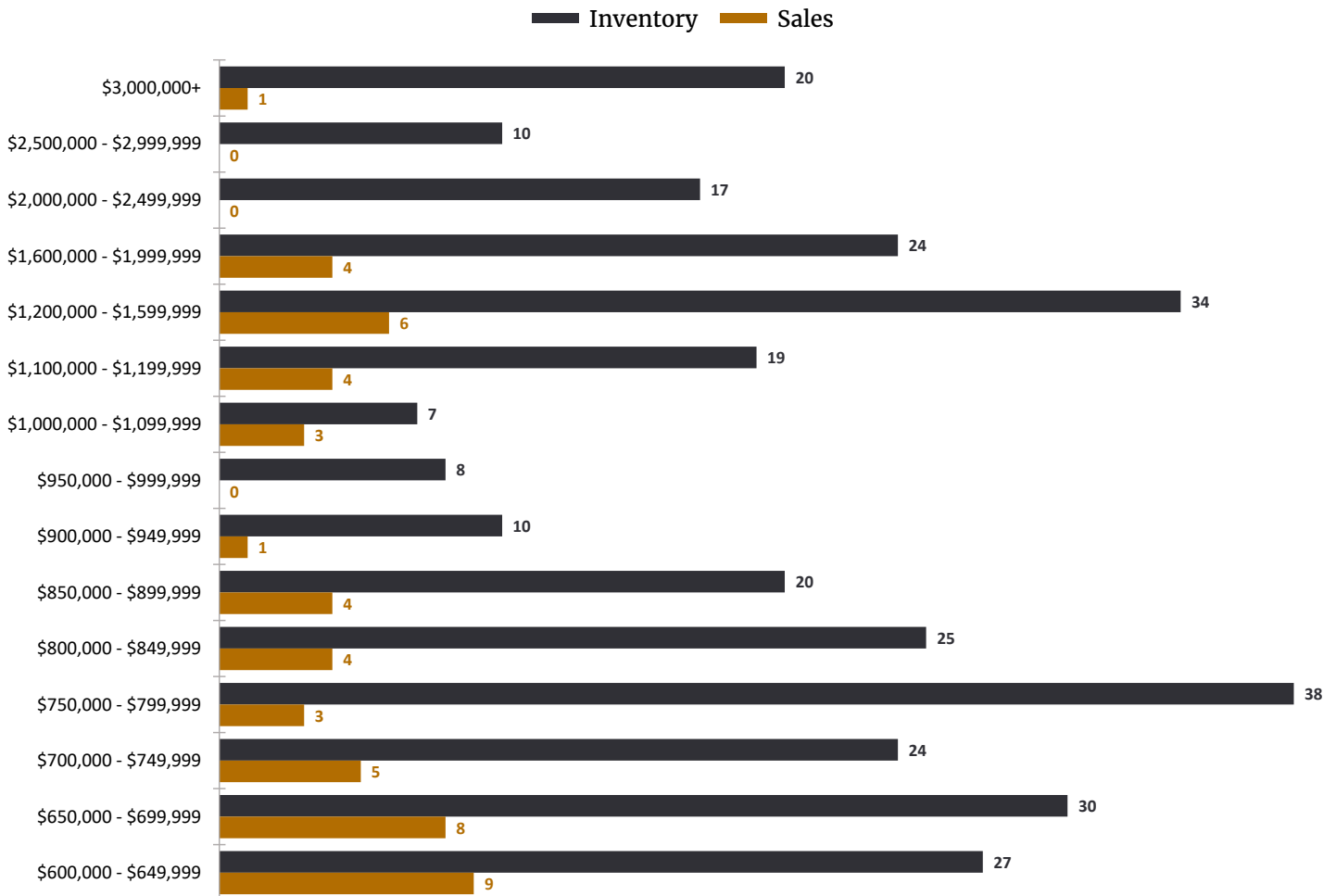
## LUXURY INVENTORY VS. SALES | DECEMBER 2024

Total Inventory: **313**

Total Sales: **52**

Total Sales Ratio<sup>2</sup>: **17%**

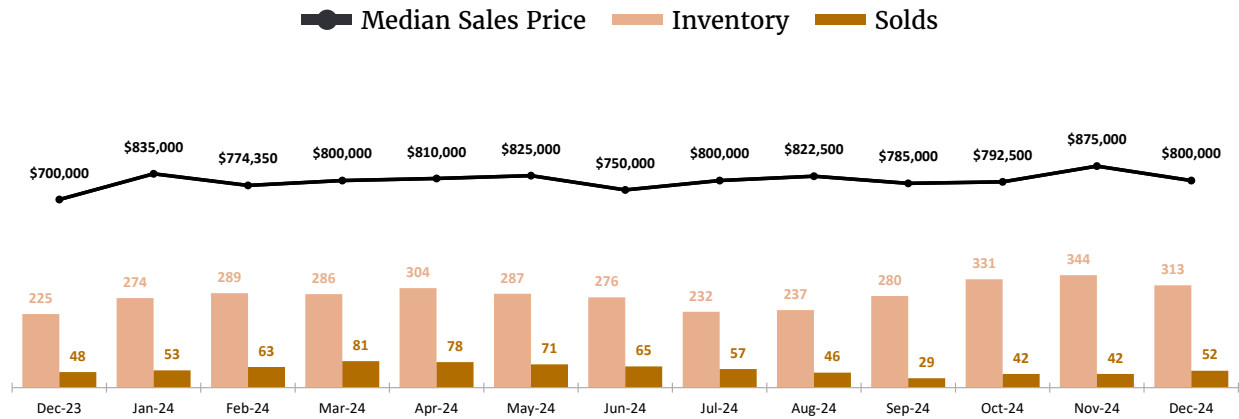
Balanced Market



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	\$725,000	2	2	8	73	11%
1,500 - 1,999	\$714,500	3	2	19	114	17%
2,000 - 2,499	\$862,500	3	3	21	73	29%
2,500 - 2,999	\$1,564,533	4	4	2	34	6%
3,000 - 3,499	\$1,337,500	3	3	1	13	8%
3,500+	\$3,150,000	3	4	1	6	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<sup>®</sup> data reported previous month's sales exceeded current inventory.

## 13-MONTH LUXURY MARKET TREND<sup>4</sup>



## MEDIAN DATA REVIEW | DECEMBER

### TOTAL INVENTORY

Dec. 2023      Dec. 2024  
**225**            **313**

VARIANCE: **39%**

### TOTAL SOLDS

Dec. 2023      Dec. 2024  
**48**              **52**

VARIANCE: **8%**

### SALES PRICE

Dec. 2023      Dec. 2024  
**\$700k**        **\$800k**

VARIANCE: **14%**

### SALE PRICE PER SQFT.

Dec. 2023      Dec. 2024  
**\$394**            **\$443**

VARIANCE: **12%**

### SALE TO LIST PRICE RATIO

Dec. 2023      Dec. 2024  
**98.44%**        **97.43%**

VARIANCE: **-1%**

### DAYS ON MARKET

Dec. 2023      Dec. 2024  
**45**                **54**

VARIANCE: **20%**

## SCOTTSDALE MARKET SUMMARY | DECEMBER 2024

- The attached luxury market is a **Balanced Market** with a **17% Sales Ratio**.
- Homes sold for a median of **97.43% of list price** in December 2024.
- The most active price band is **\$1,000,000-\$1,099,999**, where the sales ratio is **43%**.
- The median luxury sales price for attached homes is **\$800,000**.
- The median days on market for December 2024 was **54** days, up from **45** in December 2023.

<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.