



SCOTTSDALE
ARIZONA

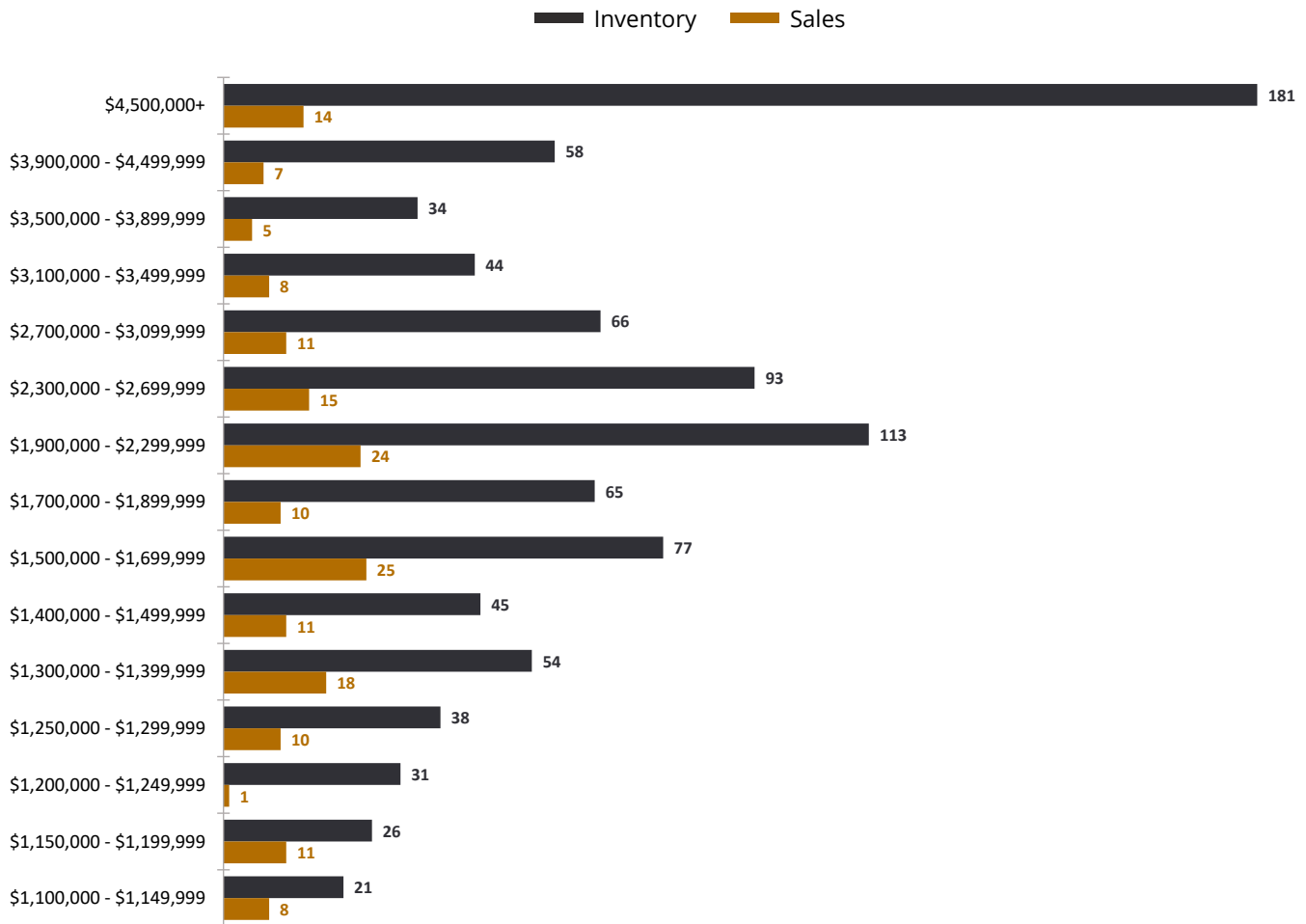
LUXURY INVENTORY VS. SALES | JANUARY 2025

Total Inventory: 946

Total Sales: 178

Total Sales Ratio²: 19%

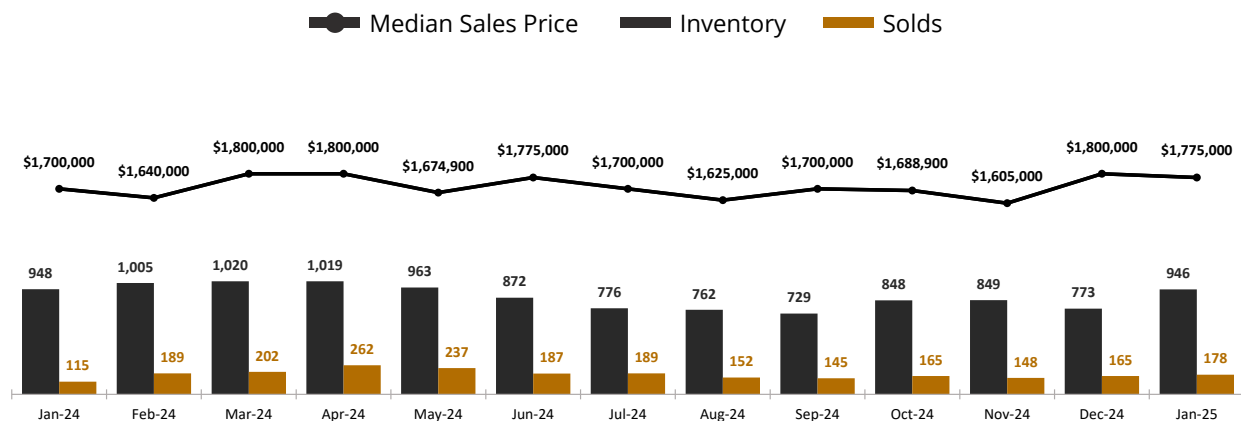
Balanced Market



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 3,499	\$1,400,000	4	3	90	359	25%
3,500 - 4,499	\$2,200,000	4	4	46	242	19%
4,500 - 5,499	\$3,100,000	4	5	21	156	13%
5,500 - 6,499	\$3,325,000	5	5	14	84	17%
6,500 - 7,499	\$5,210,000	4	5	4	43	9%
7,500+	\$7,700,000	6	8	3	62	5%

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 | JANUARY

TOTAL INVENTORY

Jan. 2024: **948**
Jan. 2025: **946**

VARIANCE: **0%**

TOTAL SOLDS

Jan. 2024: **115**
Jan. 2025: **178**

VARIANCE: **55%**

SALES PRICE

Jan. 2024: **\$1.70m**
Jan. 2025: **\$1.78m**

VARIANCE: **4%**

SALE PRICE PER SQFT.

Jan. 2024: **\$514**
Jan. 2025: **\$552**

VARIANCE: **7%**

SALE TO LIST PRICE RATIO

Jan. 2024: **96.73%**
Jan. 2025: **96.84%**

VARIANCE: **0%**

DAYS ON MARKET

Jan. 2024: **64**
Jan. 2025: **62**

VARIANCE: **-3%**

SCOTTSDALE MARKET SUMMARY | JANUARY 2025

- The single-family luxury market is a **Balanced Market** with a **19% Sales Ratio**.
- Homes sold for a median of **96.84% of list price** in January 2025.
- The most active price band is **\$1,150,000-\$1,199,999**, where the sales ratio is **42%**.
- The median luxury sales price for single-family homes is **\$1,775,000**.
- The median days on market for January 2025 was **62** days, down from **64** in January 2024.

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.

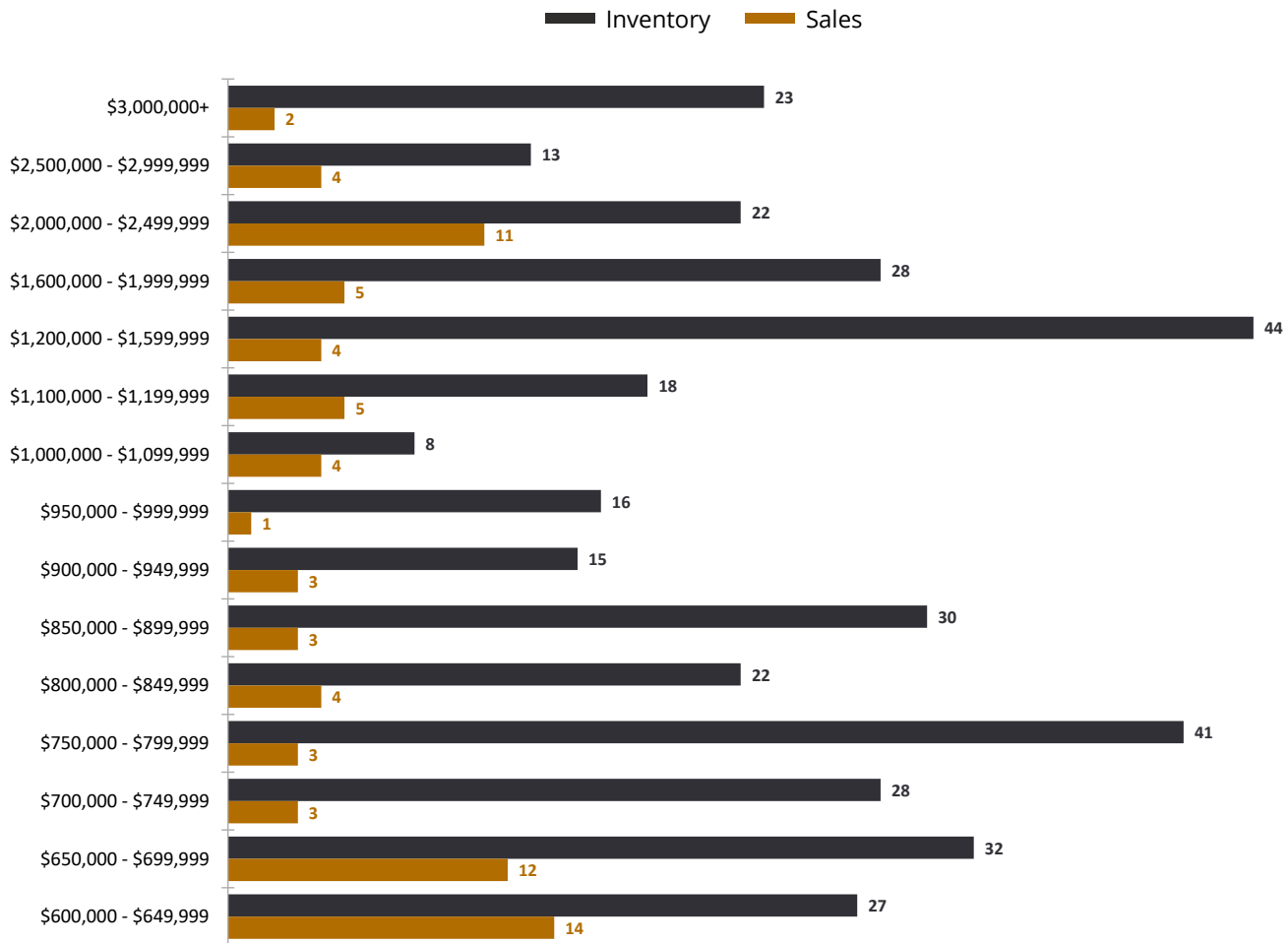
LUXURY INVENTORY VS. SALES | JANUARY 2025

Total Inventory: **367**

Total Sales: **78**

Total Sales Ratio²: **21%**

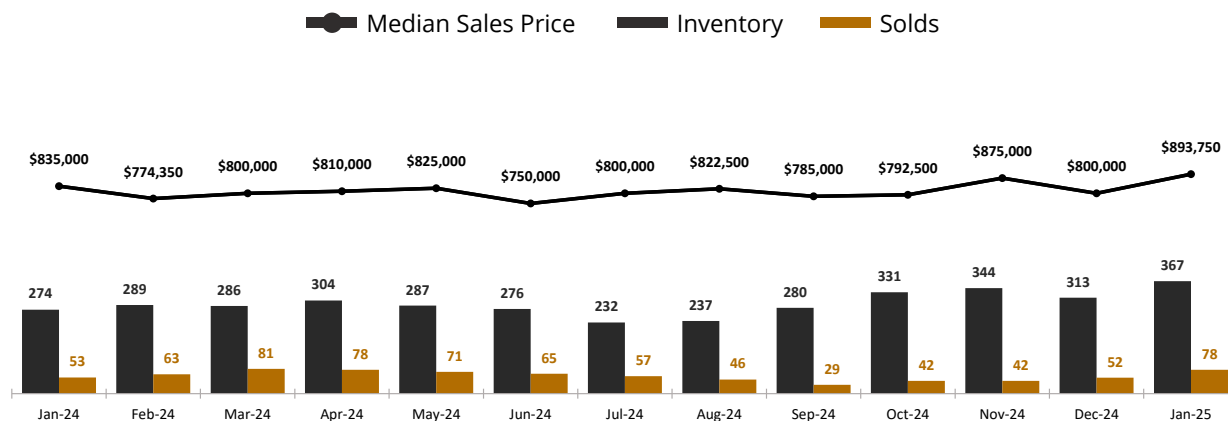
Seller's Market



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,499	\$670,000	2	2	18	76	24%
1,500 - 1,999	\$700,000	2	2	21	138	15%
2,000 - 2,499	\$1,070,000	3	3	26	82	32%
2,500 - 2,999	\$2,475,243	2	3	10	42	24%
3,000 - 3,499	\$859,000	3	3	1	18	6%
3,500+	\$4,539,499	3	4	2	11	18%

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 | JANUARY

TOTAL INVENTORY

Jan. 2024: 274
Jan. 2025: 367

VARIANCE: **34%**

TOTAL SOLDS

Jan. 2024: 53
Jan. 2025: 78

VARIANCE: **47%**

SALES PRICE

Jan. 2024: \$835k
Jan. 2025: \$894k

VARIANCE: **7%**

SALE PRICE PER SQFT.

Jan. 2024: \$442
Jan. 2025: \$523

VARIANCE: **18%**

SALE TO LIST PRICE RATIO

Jan. 2024: 97.35%
Jan. 2025: 97.81%

VARIANCE: **0%**

DAYS ON MARKET

Jan. 2024: 56
Jan. 2025: 52

VARIANCE: **-7%**

SCOTTSDALE MARKET SUMMARY | JANUARY 2025

- The attached luxury market is a **Seller's Market** with a **21% Sales Ratio**.
- Homes sold for a median of **97.81% of list price** in January 2025.
- The most active price band is **\$600,000-\$649,999**, where the sales ratio is **52%**.
- The median luxury sales price for attached homes is **\$893,750**.
- The median days on market for January 2025 was **52** days, down from **56** in January 2024.

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.