

**2023 in Historical Perspective**  
**Sedona Area Market Statistics**

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**Single Family Residences**

<b>Date:</b> Jan-Dec	<b># SOLD</b>	<b>Median Recorded Sales Price</b>	<b>Avg \$/sq.ft</b>
2003	599	\$339,000	\$168
2004	567	\$420,000	\$195
2005	582	\$529,000	\$248
2006	385	\$590,000	\$284
2007	254	\$557,500	\$270
2008	227	\$480,000	\$233
<b>#SOLD Jan-Dec 2009: <u>343</u></b> <b>MRSP: <u>\$398,000</u> Avg. \$/sq.ft: <u>\$182</u></b> <b>106 REOs (31%); 36 Short-sales (10%)</b> <b>203 Non-Distressed/Trad. Sales (59%)</b> <b>Sale/List \$ Ratio: <u>93%</u>; (CDOM): <u>309</u></b>			
<b># SOLD Jan-Dec 2010: <u>407</u></b> <b>MRSP: <u>\$365,000</u> Avg. \$/sq.ft: <u>\$181</u></b> <b>129 REO's (33%); 44 Short-sales (11%)</b> <b>234 Non-Distressed/Trad. Sales (58%)</b> <b>Sale/List \$ Ratio: <u>95%</u>; CDOM: <u>273</u></b>			

**# SOLD Jan-Dec 2011: 387**  
**MRSP: \$350,000 Avg. \$/sq.ft: \$171**  
**98 REO's (25%) 45 Short-sales (12%)**  
**244 Non-Distressed/Trad. Sales (63%)**  
**Sale/List \$ Ratio: 95% CDOM: 263**

**# SOLD Jan-Dec 2012: 406**  
**MRSP: \$350,000 Avg. \$/sq.ft: \$184**  
**63 REO's (16%); 34 Short-sales (8%)**  
**309 Non-Distressed/Trad. Sales (76%)**  
**Sale/List \$ Ratio: 95%; CDOM: 260**

**# SOLD Jan-Dec 2013: 411**  
**MRSP: \$395,000 Avg. \$/sq.ft: \$206**  
**40 REO's (16%); 23 Short-sales (8%)**  
**348 Non-Distressed/Trad. Sales (86%)**  
**Sale/List \$ Ratio: 96%; CDOM: 220**

**# SOLD Jan-Dec 2014: 392**  
**MRSP: \$427,500 Avg. \$/Sq.ft: \$215**

**14 REO's (3.5%); 5 Short-sales (1.25%)**  
**373 Non-Distressed/Trad. Sales (95%)**  
**Sale/List \$ Ratio: 96%; CDOM: 207**

**# SOLD Jan-Dec 2015: 407 up 4%**  
**MRSP: \$437,000 Avg. \$/Sq.ft: \$217**  
**13 REO's (3.2%); 3 Short-sales (0.73%)**  
**Non-Distressed/Trad. Sales: 96%**  
**Sale/List \$ Ratio: 96%; CDOM: 227**

**# SOLD Jan-Dec 2016: 424 up 4%**  
**MRSP: \$480,000 Avg. \$/Sq.ft: \$230**  
**9 REO's (2%); 3 Short-sales (0.07%)**  
**Non-Distressed/Trad. Sales: 97%**  
**Sale/List \$ Ratio: 96%; CDOM: 205**

**# SOLD Jan-Dec 2017: 465 up 10%**  
**MRSP: \$525,000 Avg. \$/Sq.ft: \$241**  
**14 REO's (3%); 3 Short-sales (0.06%)**  
**Non-Distressed/Trad. Sales: 97%**  
**Sale/List \$ Ratio: 96%; CDOM: 196**

**# SOLD Jan-Dec 2019: 498 up 7%**  
**MRSP: \$565,000 Avg. \$/Sq.ft: \$280**  
**6 REO's; 0 Short-sales**  
**Non-Distressed/Trad. Sales: 98%**  
**Sale/List \$ Ratio: 98%; CDOM: 119**

**# SOLD Jan-Dec 2020: 631 (+27%)**  
**MRSP: \$650,000**  
**Avg. \$/Sq.ft: \$307 (+10% over 2019)**  
**1 Foreclosure [REO]; 0 Short-sales**  
**Non-Distressed/Trad. Sales: 99.8%**  
**Sale/List \$ Ratio: 98%; CDOM: 151**

**# SOLD Jan-Dec 2021: 623 (-1%)**  
**MRSP: \$875,000 (+35% over 2020)**  
**Avg. \$/Sq.ft: \$408 (+33% over 2020)**  
**0 Foreclosure [REO]; 0 Short-sales**  
**Non-Distressed/Trad. Sales: 100%**  
**Sale/List \$ Ratio: 101%; CDOM: 85**

**# SOLD Jan-Dec 2022: 425 (-32%)**  
**MRSP: \$1,050,000 (+20% over 2021)**  
**Avg. \$/Sq.ft: \$505 (+24% over 2021)**  
**0 Foreclosure [REO]; 0 Short-sales**  
**Non-Distressed/Trad. Sales: 100%**  
**Sale/List \$ Ratio: 100%; CDOM: 76**

**# SOLD Jan-Dec 2023: 365 (-16%)**  
**MRSP: \$985,000 (-6%)**  
**Avg. \$/Sq.ft: \$482 (-5%)**  
**0 Foreclosure [REO]; 0 Short-sales**  
**Non-Distressed/Trad. Sales: 100%**  
**Sale-to-List Price Ratio: 97%**  
**Days on Market (CDOM): 134**

## Monthly - Year Over Year

Sold December 2019: **38**

**MRSP: \$622,160**

Avg. \$/Sq.Ft.: **\$278**

Sold December 2020: **52**

**MRSP: \$798,750**

Avg. \$/Sq.Ft.: **\$339**

Sold December 2021: **47**

**MRSP: \$1,020,000**

Avg. \$/Sq.Ft.: **\$443**

Sold December 2022: **26**

**MRSP: \$970,000**

Avg. \$/Sq.Ft.: **\$482**

Sale/List \$ Ratio: **93%**

CDOM: **134**

**Sold December 2023: 25**

**MRSP: \$1,165,000**

Avg. \$/Sq.Ft.: **\$528**

Sale/List \$ Ratio: **98%**

CDOM: **120**

## Semi-Annual Comparisons

1 Jan - 30 June. 2021: **312**

**MRSP: \$850,000**

Avg. \$/sq.ft.: **\$385**

Sale/List Ratio: **101%** CDOM: **95**

1 Jan - 30 June 2022: **263**

**MRSP: \$1,120,000**

Avg. \$/sq.ft.: **\$524**

Sale/List Ratio: **102%** CDOM: **65**

1 Jan - 30 June 2023: **195 (-26%)**

**MRSP: \$999,000 (-11%)**

Avg. \$/sq.ft.: **\$468 (-11%)**

**Sale/List Ratio: 97% CDOM: 140**

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1 July - 31 Dec. 2021: **309**

**MRSP: \$900,000**

Avg. \$/sq.ft.: **\$432**

Sale/List Ratio: **100%** CDOM: **75**

1 July - 31 Dec. 2022: **162 (-38%)**

**MRSP: \$987,500 (+10%)**

Avg. \$/sq.ft.: **\$475 (+10%)**

Sale/List Ratio: **96%** CDOM: **92**

**1 July - 31 Dec. 2023: 170 (+5%)**

**MRSP: \$977,500 (-1%)**

Avg. \$/sq.ft.: **\$497 (+5%)**

**Sale/List Ratio: 97%; CDOM: 126**

## Inventory

# PAST ACTIVE Inventory

31 Dec 05: **244**

31 Dec 08: **459**

31 Dec 09: **380**

31 Dec 10: **335**

31 Dec 11: **301**

31 Dec 12: **234**

31 Dec 13: **255**

31 Dec 14: **253**

31 Dec 15: **233**

31 Dec 16: **194**

31 Dec 17: **181**

31 Dec 18: **171**

31 Dec 19: **185**

31 Dec 20: **50**

31 Dec 21: **25**

31 Dec 22: **100**

# ACTIVE 31 Dec. 2023: **118**

**Median List Price: \$1,349,500**

(2022: \$1,175,000; 2021: \$1,943,000;

2020: \$1,300,000; 2019: \$828,000)

## Pending

# PAST PENDINGS

31 Dec 08: **15**

31 Dec 09: **44**

31 Dec 11: **56**

31 Dec 12: **56**

31 Dec 13: **57**

31 Dec 14: **43**

31 Dec 15: **47**

31 Dec 16: **54**

31 Dec 17: **50**

31 Dec 18: **41**

31 Dec 19: **65**

31 Dec 20: **79**

31 Dec 21: **59**

31 Dec 22: **9**

# PENDING 31 Dec. 2023: **20**

**Median List Price: \$1,267,000**

(2022: 999,700; 2021: \$1,205,000)

### **City of Sedona+**

# SOLD Jan-Dec 2023: 219

*MRSP*: \$1,187,000

Avg.\$/Sq.ft: \$522

\$1 million+ Home Sales: 133

### **Village of Oak Creek**

# SOLD Jan-Dec 2023: 146

*MRSP*: \$877,500

Avg.\$/Sq.ft: \$423

\$1 million+ Home Sales: 44

**23% differential in \$/Sq. ft  
(Pre-Pandemic it was 10%)**

## Luxury Homes (\$1,000,000+)

<i>Date Jan.- Dec.</i>	<i># SOLD</i>	<i>Median RS Price &amp; Days On Market</i>	<i>Sale/List Price Ratio</i>	<i>Avg. \$/sq.ft</i>
2003	23	\$1,400,000 DOM: 274	91%	\$362
2004	33	\$1,225,000 DOM: 314	93%	\$349
2005	52	\$1,250,000 DOM: 253	95%	\$378
2006	55	\$1,245,000 DOM: 259	94%	\$440
2007	42	\$1,317,000 DOM: 293	93%	\$403
2008	25	\$1,290,000 DOM: 293	89%	\$408
2009	19	\$1,500,000 DOM: 494	88%	\$350
2010	17	\$1,200,000 DOM: 414	88%	\$321
2011	17	\$1,440,000 DOM: 570	88%	\$353
2012	24	\$1,332,500 DOM: 476	90%	\$329
2013	31	\$1,245,000 DOM: 463	93%	\$345
2014	32	\$1,241,000 DOM:364	93%	\$326
2015	26	\$1,212,200 DOM:469	95%	\$355

# SOLD Jan-Dec 2016: 25  
MRSP - \$1,500,000 Avg. \$/sq.ft: \$375  
DOM: 417 Sale/List Price Ratio: 92%

# SOLD Jan-Dec 2017: 38  
MRSP - \$1,325,000 Avg. \$/sq.ft: \$334  
DOM: 368 Sale/List Price Ratio: 95%

# SOLD Jan-Dec. 2018: 53 +2 (+39%)  
MRSP: \$1,315,000  
Avg, Size: 4,578 ft.; \$/sq.ft: \$352  
Sale/List Price Ratio: 92%; CDOM: 295

# SOLD Jan-Dec. 2019: 56 +5\* (+11%)  
MRSP: \$1,187,500  
Avg, Size: 4,044 sq. ft.; \$/sq.ft: \$350  
Sale/List Price Ratio: 92%; CDOM: 295  
(\*5 TH's at Seven Cyns)

# SOLD Jan-Dec. 2020: 120 +11\* (+114%)  
MRSP: \$1,423,000  
Avg, Size: 4,138 sq. ft.; \$/sq.ft: \$392  
Sale/List Price Ratio: 97%; CDOM: 267  
(\*TownHomes's at Seven Cyns & The Cottages at Coffeepot)

# SOLD Jan-Dec. 2021: 227+9\* (+89%)  
MRSP: \$1,460,875  
Avg, Size: 3,570 sq. ft.; \$/sq.ft: \$497  
Sale/List Price Ratio: 101%; CDOM: 130  
(\*TownHomes's at Seven Cyns & The Cottages at Coffeepot)

# SOLD Jan-Dec. 2022: 227+4\* (0%)  
MRSP: \$1,400,000  
Avg, Size: 2,994 sq. ft.; \$/sq.ft: \$566  
Sale/List Price Ratio: 100%; CDOM:80  
(\*TownHomes)

# SOLD Jan-Dec. 2023: 177+9\* (-%)  
MRSP: \$1,395,000  
Avg, Size: 3,145 sq. ft.; \$/sq.ft: \$541  
Sale/List Price Ratio: 97%; CDOM:158  
(\*TownHomes)

# ACTIVE (31 Dec. 2023): 78  
(91-Dec.09; 65-Dec.10; 66-Dec.11; 64-Dec.12;  
71-Dec.13; 65-Dec.14; 66-Dec.15; 47-Dec.16;  
53-Dec.17; 63-Dec.18; 73-Dec.19; 32-Dec.20;  
20-Dec.21; 55-Dec.22)  
Median List Price: \$1,595,000  
Size: 3,490sq. ft.; Avg. \$/sq.ft: \$696

# PENDING (31 Dec. 2023): 13  
Median List Price: \$1,450,000

Threshold for Top 10%: \$2,100,0

## Vacant Residential Land

<i>Date Jan- Dec</i>	<i># SOLD</i>	<i>Median Recorded Sales Price</i>
<b>2003</b>	386	\$181,500
<b>2004</b>	428	\$225,000
<b>2005</b>	333	\$375,000
<b>2006</b>	115	\$519,000
<b>2007</b>	69	\$353,500
<b>2008</b>	58	\$300,000
<b>2009</b>	95	\$135,000
<b>2010</b>	94	\$135,000
<b>2011</b>	90	\$125,000
<b>2012</b>	117	\$121,500
<b>2013</b>	124	\$157,500

**# SOLD Jan-Dec 2014: 129** (+4% over 2013)  
**MRSP: \$155,000** (-1.5% less than 2013)  
 6 REO's (9 in 2013) 1 Short-sale (6 in 2013)  
 Days On Market: **557**

**# SOLD Jan-Dec 2015: 105**  
**MRSP: \$139,000** (-10% less than 2014)  
 3 REO's (6 in 2014) 1 Short-sale (1 in 2014)  
 Days On Market: **588**

**# SOLD Jan-Dec 2016: 109**  
**MRSP: \$130,000**  
 0 REO's 1 Short-sale  
 Days On Market: **467**  
 Sale to List Price Ratio: **89%**

**# SOLD Jan-Dec 2018: 173** (+23%)  
**MRSP: \$148,500** (+8%)  
 0 REO's 0 Short-sales  
 Days On Market: **433**  
 Sale to List Price Ratio: **92%**

**# SOLD Jan-Dec 2019: 142** (-18%)  
**MRSP: \$167,500** (+13%)  
 0 REO's 0 Short-sales  
 Days On Market: **438**  
 Sale to List Price Ratio: **92%**

**# SOLD Jan-Dec 2020: 192** (+35%)  
**MRSP: \$198,250** (+18%)  
 0 REO's 0 Short-sales  
 Days On Market: **436**  
 Sale to List Price Ratio: **93%**

**# SOLD Jan-Dec 2021: 313** (+163%)  
**MRSP: \$250,000** (+26%)  
 0 REO's 0 Short-sales  
 Days On Market: **326**  
 Sale to List Price Ratio: **96%**

**# SOLD Jan-Dec 2022: 171** (-45%)  
**MRSP: \$300,000** (+20%)  
 0 REO's 0 Short-sales  
 Days On Market: **242**  
 Sale to List Price Ratio: **96%**

**# SOLD Jan-Dec 2023: 104** (-39%)  
**MRSP: \$262,500** (-12%)  
 0 REO's 0 Short-sales  
 Days On Market: **246**  
 Sale to List Price Ratio: **94%**

**# ACTIVE 31 Dec. 2023: 119** (+7%)  
**(111 - 2022; 129 - 2021; 159 - 2020;**  
**262 - 2019)**  
**MListP: \$390,000**  
 Days On Market: **310**

**# PENDING 31 Dec. 2023: 6** (-33%)  
**(9 - 2022; 16 - 2021; 47 - 2020; 19 - 2019;**  
**7 - 2018)**  
**MListP: \$595,000**  
 Days On Market: **200**

## **Sedona Condos/Townhomes**

# **SOLD** Jan-Dec. **1999: 118**  
*Median Recorded Sales Price: \$146,000*  
Size: **1,322** sq. ft.; \$/sq.ft: **\$110**

# **SOLD** Jan-Dec. **2000: 137**  
*Median Recorded Sales Price: \$159,000*  
Size: **1,322** sq. ft.; \$/sq.ft: **\$119**;

# **SOLD** Jan-Dec. **2001: 124**  
*Median Recorded Sales Price: \$158,250*  
Size: **1,223** sq. ft.; \$/sq.ft: **\$129**;

# **SOLD** Jan-Dec. **2002: 150**  
*Median Recorded Sales Price: \$177,250*  
Size: **1,163** sq. ft.; \$/sq.ft: **\$153**

# **SOLD** Jan-Dec. **2003: 154**  
*Median Recorded Sales Price: \$209,475*  
Size: **1,270** sq. ft.; \$/sq.ft: **\$165**

# **SOLD** Jan-Dec. **2004: 129**  
*Median Recorded Sales Price: \$279,000*  
Size: **1,325** sq. ft.; \$/sq.ft: **\$211**

# **SOLD** Jan-Dec. **2005: 111**  
*Median Recorded Sales Price: \$312,000*  
Size: **1176** sq. ft.; \$/sq. ft: **265**

# **SOLD** Jan-Dec. **2006: 86**  
*Median Recorded Sales Price: \$390,000*  
Size: **1,352** sq. ft.; \$/sq.ft: **\$288**;

# **SOLD** Jan-Dec. **2007: 59**  
*Median Recorded Sales Price: \$350,000*  
Size: **1,226** sq. ft.; \$/sq.ft: **\$285**

# **SOLD** Jan-Dec. **2008: 55**  
*Median Recorded Sales Price: \$295,000*  
Size: **1,272** sq. ft.; \$/sq.ft: **\$232**

# **SOLD** Jan-Dec. **2009: 54**  
*Median Recorded Sales Price: \$270,000*  
Size: **1,303** sq. ft.; \$/sq.ft: **\$207**

# **SOLD** Jan-Dec. **2010: 69**  
*Median Recorded Sales Price: \$250,000*  
Size: **1,274** sq. ft.; \$/sq.ft: **\$196**  
(9 REO's – 13%; 5 Short-sales – 7%)

# **SOLD** Jan-Dec. **2011: 56**  
*Median Recorded Sales Price: \$196,500*  
Size: **1,270** sq. ft.; \$/sq.ft: **\$155**  
(9 REO's – 16%; 6 Short-sales – 11%)

# **SOLD** Jan-Dec. **2012: 111**  
*Median Recorded Sales Price: \$221,000*  
Size: **1,398** sq. ft.; \$/sq.ft: **\$158**  
**13** REO's (**12%**); **10** Short-sales (**9%**)

# **SOLD** Jan-Dec. **2013: 96** (-14%)  
*Median R.S. Price: \$211,500* (-4%)  
Size: **1,403** sq.ft.; \$/sq.ft: **\$176** (+11)  
**16** REO's (**17%**); **2** Short-sales (**2%**)  
Days On Market: **170**; Sale/list Price Ratio: **98%**

# **SOLD** Jan-Dec. **2014: 90** (-9%)  
*Median R.S. Price: \$240,000* (+13.5%)  
Size: **1,384** sq.ft.; \$/sq.ft: **\$190** (+8%)  
**2** REO's (**2%**); **3** Short-sales (**3%**)  
Days On Market: **167**; Sale/list Price Ratio: **96%**

# **SOLD** Jan-Dec. **2015: 100** (+11%)  
*Median R.S. Price: \$270,000* (+12.5%)  
Size: **1,539** sq.ft.; \$/sq.ft: **\$188** (-1%)  
**2** REO's (**2%**); **1** Short-sale (**1%**)  
Days On Market: **167**; Sale/list Price Ratio: **96%**

# **SOLD** Jan-Dec. **2016: 95** (-5%)  
*Median R.S. Price: \$259,000* (-4%)  
Size: **1,427** sq.ft.; \$/sq.ft: **\$208** (+11%)  
**1** REO's; **0** Short-sales  
Days On Market: **152**; Sale/list Price Ratio: **97%**

# **SOLD** Jan-Dec. **2017: 124** (+31%)  
*Median R.S. Price: \$280,000* (+8%)  
Size: **1,449** sq.ft.; \$/sq.ft: **\$223** (+7%)  
**0** REO's; **0** Short-sales  
Days On Market: **124**; Sale/list Price Ratio: **98%**

# **SOLD** Jan-Dec. **2018: 136** (+10%)  
*Median R.S. Price: \$299,750* (+7%)  
Size: **1,436** sq.ft.; \$/sq.ft: **\$240** (+8%)  
**1** REO; **0** Short-sales  
Days On Market: **94**; Sale/list Price Ratio: **98%**

# **SOLD** Jan-Dec. **2019: 134** (6 at 7 Cyns)  
*Median R.S. Price: \$310,000* (+3%)  
Size: **1,385** sq.ft.; \$/sq.ft: **\$271** (+13%)  
Days On Market: **90**; Sale/list Price Ratio: **98%**

# **SOLD** Jan-Dec. **2020: 117** (-9%)  
(9 at 7 Cyns)  
*Median R.S. Price: \$383,347* (+24%)  
Size: **1,517** sq.ft.; \$/sq.ft: **\$295** (+9%)  
Days On Market: **104**; Sale/list Price Ratio: **99%**

**# SOLD Jan-Dec. 2021: 138 (+18%)**  
(4 at 7 Cyns; 5 at Cottages at Coffeepot)  
*Median R.S. Price: \$498,000 (+30%)*  
Size: **1,523** sq.ft.; \$/sq.ft: **\$370 (+25%)**  
Days On Market: **79**; Sale/list Price Ratio: **102%**

**# SOLD Jan-Dec. 2022: 120 (-13%)**  
(4 at 7 Cyns)  
*Median R.S. Price: \$592,500 (+19%)*  
Size: **1,497** sq.ft.; \$/sq.ft: **\$425 (+15%)**  
Days On Market: **129**  
Sale-to-list Price Ratio: **100%**

**# SOLD Jan-Dec. 2023: 98 (-18%)**  
(6 at 7 Cyns; 3 at Cottages/Coffeepot; 6 at Park Place)  
*Median R.S. Price: \$565,000 (-5%)*  
Size: **1,522** sq.ft.; \$/sq.ft: **\$437 (+3%)**  
Days On Market: **160**  
Sale-to-list Price Ratio: **98%**

## **Condo/Townhome Inventory**

### **Past ACTIVEs:**

31 Dec.09: **75**  
31 Dec.10: **80**  
31 Dec.12: **44**  
31 Dec.13: **34**  
31 Dec.14: **45**  
31 Dec.15: **36**  
31 Dec.16: **20**  
31 Dec.17: **21**  
31 Dec.18: **19**  
31 Dec.20: **20**  
31 Dec.21: **7**  
31 Dec.22: **26**

**ACTIVE 31 Dec. 2023: 26**  
(7 at Park Place; 0 at Seven Cyns)  
*Med. List Price: \$777,000*  
Avg. Size: **1,701** Sq. ft.; \$/Sq.ft: **\$443**

**PENDING 31 Dec. 2023: 6**  
*Median List Price: \$832,224*  
Avg. Size: **1,619** Sq. ft.; \$/Sq.ft: **\$468**