

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

JULY
2021

SCOTTSDALE

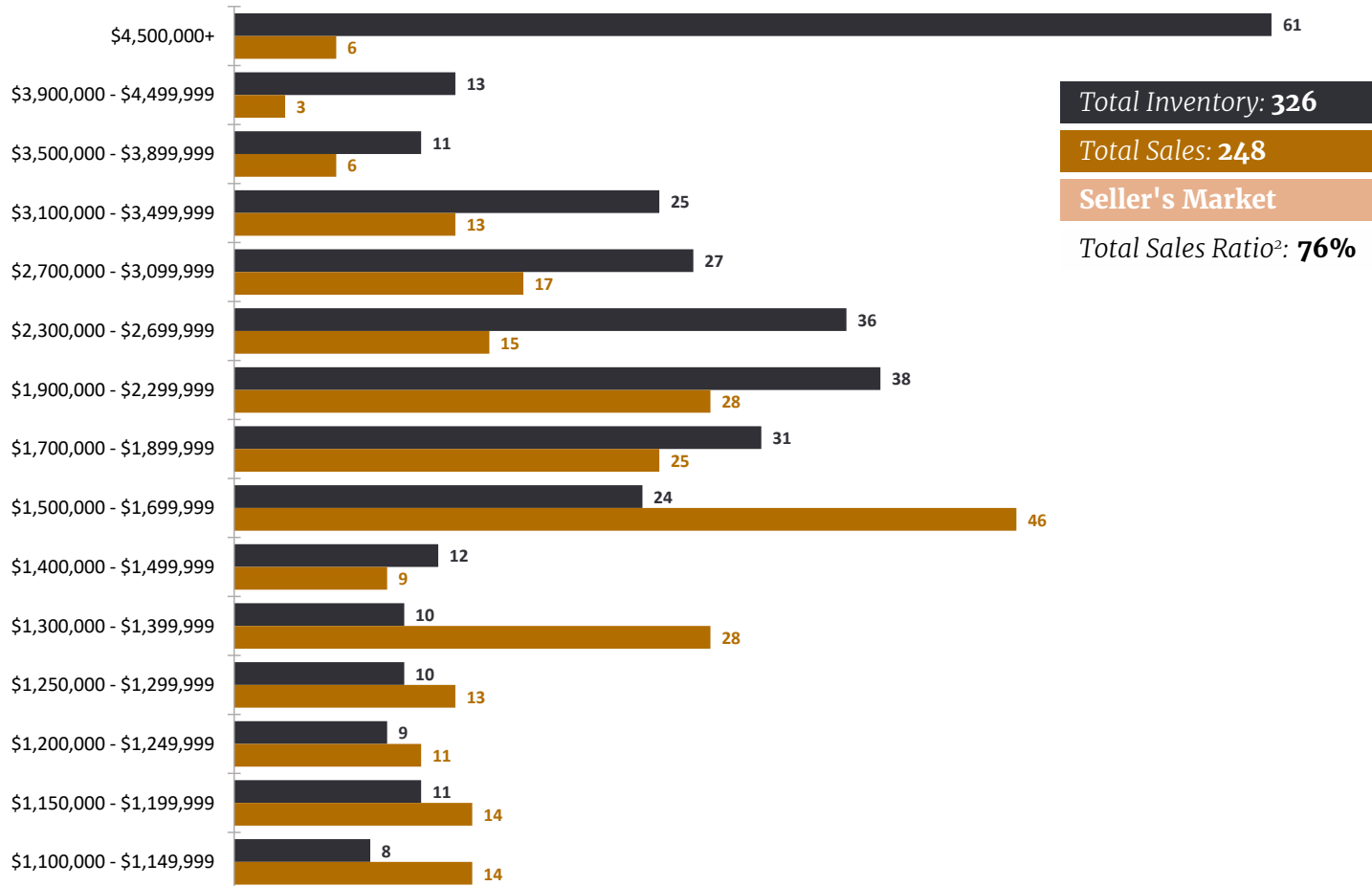
ARIZONA

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | JUNE 2021

Inventory Sales

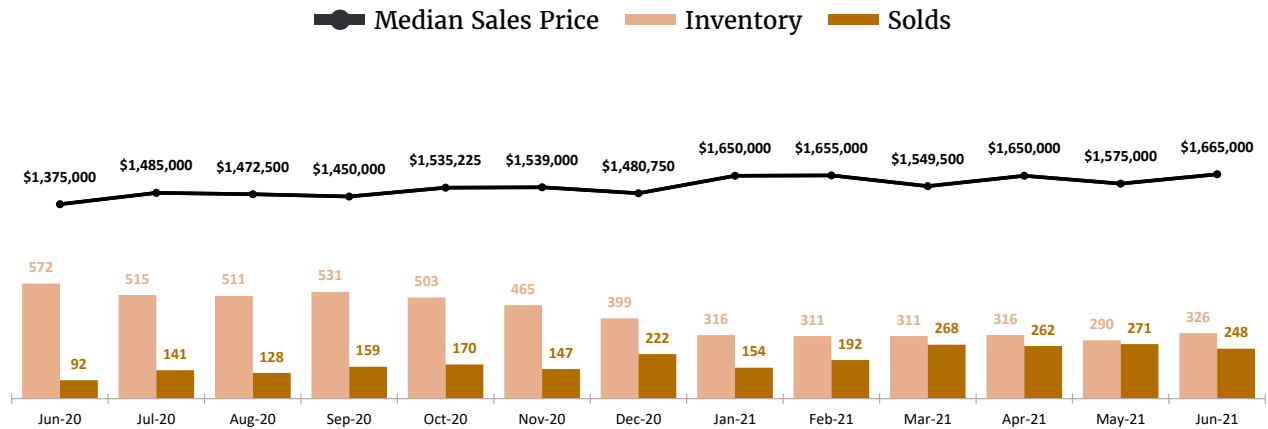
Luxury Benchmark Price¹: **\$1,100,000**



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 3,499	\$1,298,000	4	4	57	67	85%
3,500 - 4,499	\$1,575,000	4	4	107	75	143%
4,500 - 5,499	\$1,925,000	5	5	43	64	67%
5,500 - 6,499	\$2,995,000	5	6	19	56	34%
6,500 - 7,499	\$3,000,000	5	6	11	21	52%
7,500+	\$3,949,000	5	8	11	43	26%

¹The luxury threshold price is set by The Institute for Luxury Home Marketing. ²Sales Ratio defines market speed and market type: Buyer's < 14.5%; Balanced >= 14.5 to < 20.5%; Seller's >= 20.5% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA REVIEW | JUNE

TOTAL INVENTORY

Jun. 2020	Jun. 2021
572	326

VARIANCE: **-43%**

TOTAL SOLDS

Jun. 2020	Jun. 2021
92	248

VARIANCE: **170%**

SALES PRICE

Jun. 2020	Jun. 2021
\$1.38m	\$1.67m

VARIANCE: **21%**

SALE PRICE PER SQFT.

Jun. 2020	Jun. 2021
\$323	\$421

VARIANCE: **30%**

SALE TO LIST PRICE RATIO

Jun. 2020	Jun. 2021
95.68%	100.00%

VARIANCE: **5%**

DAYS ON MARKET

Jun. 2020	Jun. 2021
97	32

VARIANCE: **-67%**

SCOTTSDALE MARKET SUMMARY | JUNE 2021

- The Scottsdale single-family luxury market is a **Seller's Market** with a **76% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in June 2021.
- The most active price band is **\$1,300,000-\$1,399,999**, where the sales ratio is **280%**.
- The median luxury sales price for single-family homes is **\$1,665,000**.
- The median days on market for June 2021 was **32** days, down from **97** in June 2020.

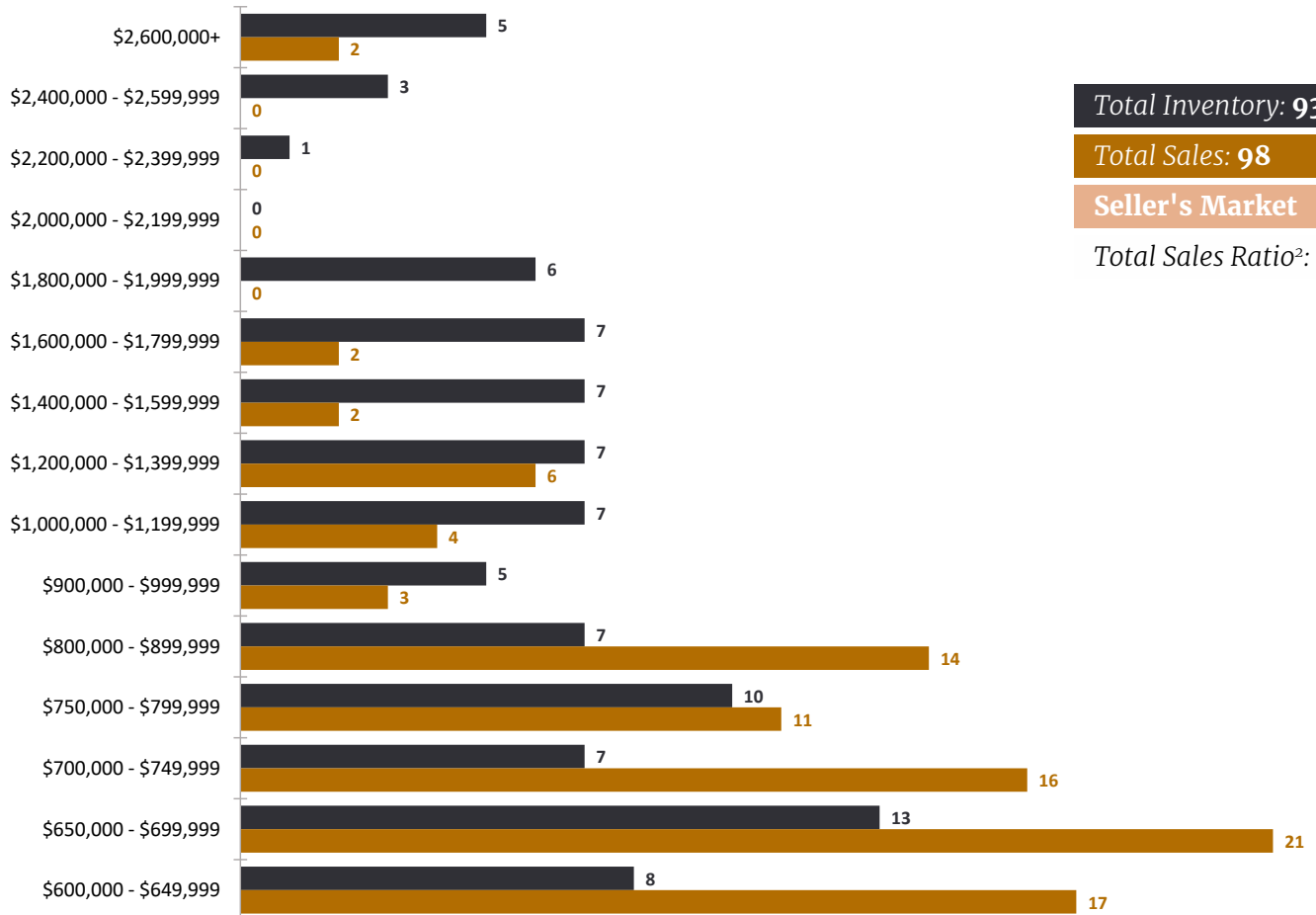
³Square foot table does not account for listings and solds where square foot data is not disclosed.

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

LUXURY INVENTORY VS. SALES | JUNE 2021

Inventory Sales

Luxury Benchmark Price¹: **\$600,000**



Total Inventory: **93**

Total Sales: **98**

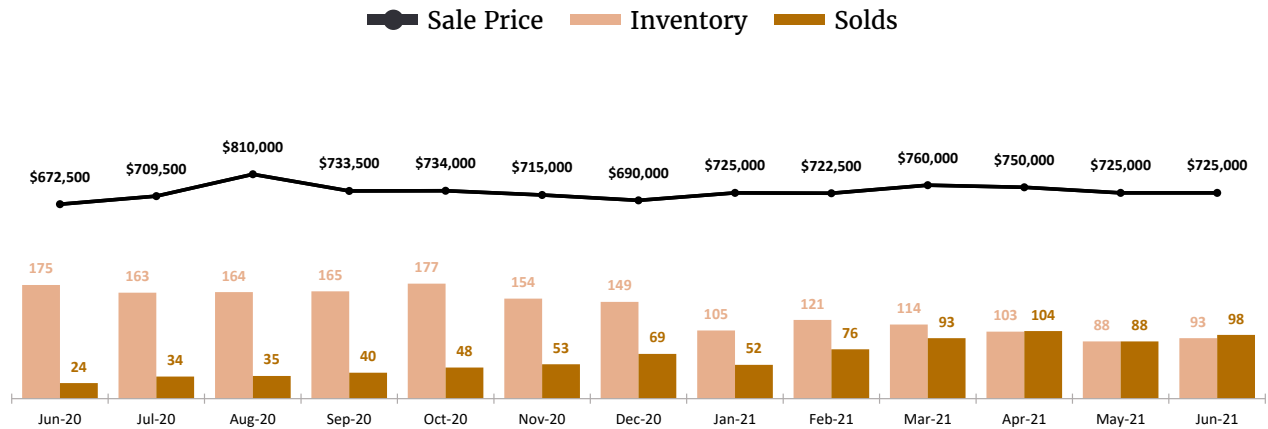
Seller's Market

Total Sales Ratio²: **105%**

Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,499	\$707,500	2	2	10	12	83%
1,500 - 1,999	\$700,000	2	2	41	28	146%
2,000 - 2,499	\$730,000	3	3	29	25	116%
2,500 - 2,999	\$770,000	3	3	7	15	47%
3,000 - 3,499	\$1,299,000	3	4	7	10	70%
3,500+	\$2,037,500	4	4	4	3	133%

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 < 14.5%; Balanced >= 14.5 to < 20.5%; Seller's >= 20.5% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA REVIEW | JUNE

TOTAL INVENTORY

Jun. 2020	Jun. 2021
175	93

VARIANCE: **-47%**

TOTAL SOLDS

Jun. 2020	Jun. 2021
24	98

VARIANCE: **308%**

SALES PRICE

Jun. 2020	Jun. 2021
\$673k	\$725k

VARIANCE: **8%**

SALE PRICE PER SQFT.

Jun. 2020	Jun. 2021
\$334	\$391

VARIANCE: **17%**

SALE TO LIST PRICE RATIO

Jun. 2020	Jun. 2021
95.25%	100.00%

VARIANCE: **5%**

DAYS ON MARKET

Jun. 2020	Jun. 2021
82	34

VARIANCE: **-59%**

SCOTTSDALE MARKET SUMMARY | JUNE 2021

- The Scottsdale attached luxury market is a **Seller's Market** with a **105% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in June 2021.
- The most active price band is **\$700,000-\$749,999**, where the sales ratio is **229%**.
- The median luxury sales price for attached homes is **\$725,000**.
- The median days on market for June 2021 was **34** days, down from **82** in June 2020.

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.