



SCOTTSDALE ARIZONA

–January 2021–



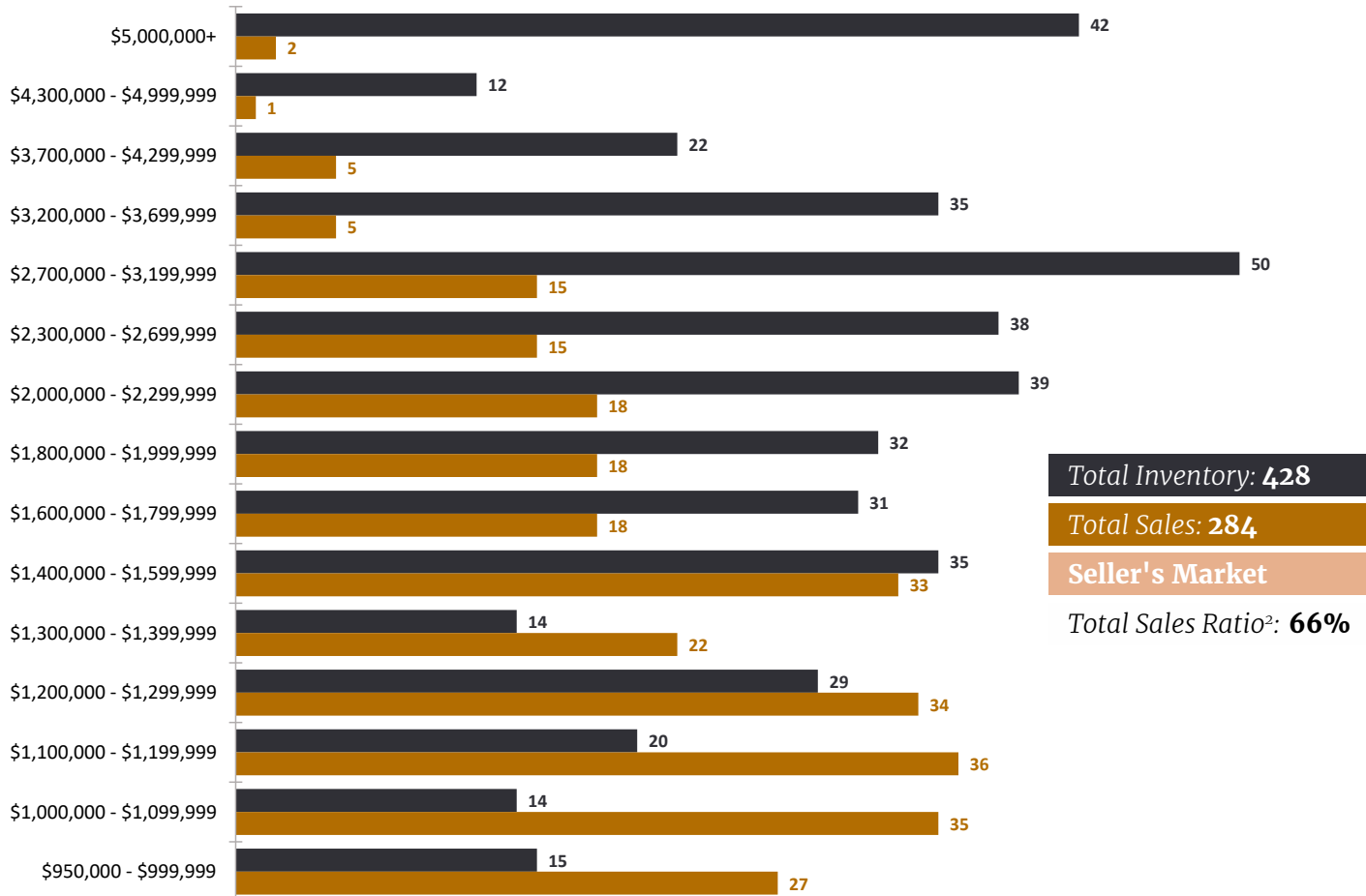
INSTITUTE *for*
LUXURY HOME
MARKETING®

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | DECEMBER 2020

Inventory Sales

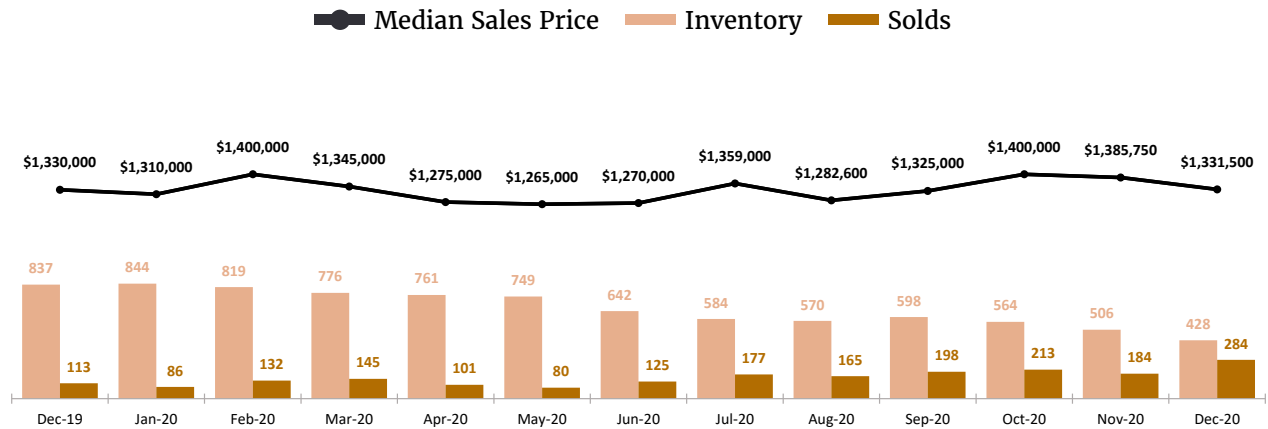
Luxury Benchmark Price¹: **\$950,000**



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 3,499	\$1,135,000	4	3	63	60	105%
3,500 - 4,499	\$1,200,000	4	4	106	105	101%
4,500 - 5,499	\$1,647,500	4	5	62	99	63%
5,500 - 6,499	\$2,000,000	4	6	29	67	43%
6,500 - 7,499	\$2,300,000	5	6	15	37	41%
7,500+	\$3,125,000	5	6	9	60	15%

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

INVENTORY

November December
506 **428**

VARIANCE: **-15%**

SOLDS

November December
184 **284**

VARIANCE: **54%**

SALES PRICE

November December
\$1.39m **\$1.33m**

VARIANCE: **-4%**

SALE PRICE PER SQFT.

November December
\$344 **\$333**

VARIANCE: **-3%**

SALE TO LIST PRICE RATIO

November December
97.54% **97.42%**

VARIANCE: **0%**

DAYS ON MARKET

November December
51 **59**

VARIANCE: **16%**

SCOTTSDALE MARKET SUMMARY | DECEMBER 2020

- The Scottsdale single-family luxury market is a **Seller's Market** with a **66% Sales Ratio**.
- Homes sold for a median of **97.42% of list price** in December 2020.
- The most active price band is **\$1,000,000-\$1,099,999**, where the sales ratio is **250%**.
- The median luxury sales price for single-family homes has decreased to **\$1,331,500**.
- The median days on market for December 2020 was **59** days, up from **51** in November 2020.

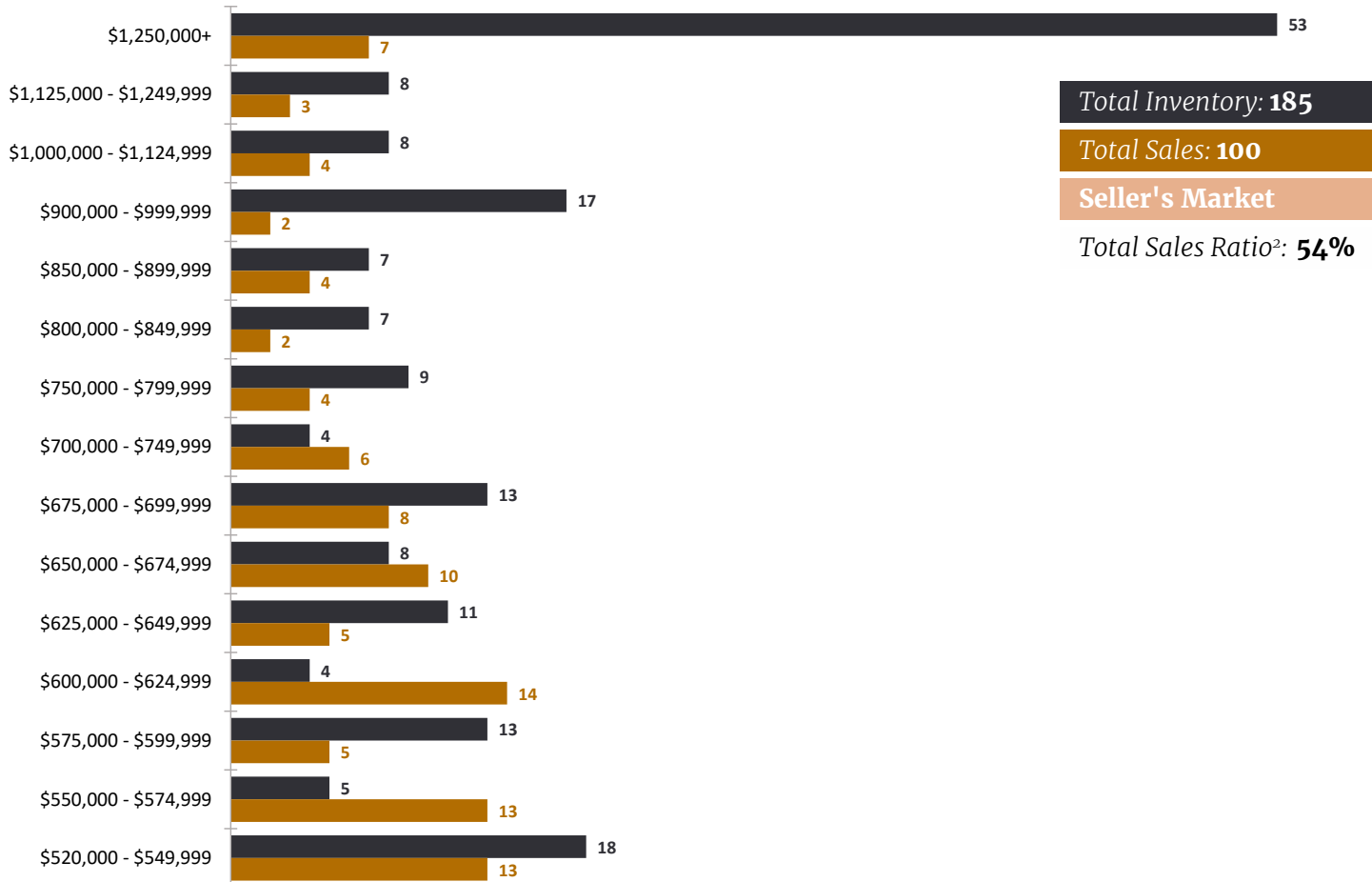
³Square foot table does not account for listings and solds where square foot data is not disclosed.

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

LUXURY INVENTORY VS. SALES | DECEMBER 2020

Inventory Sales

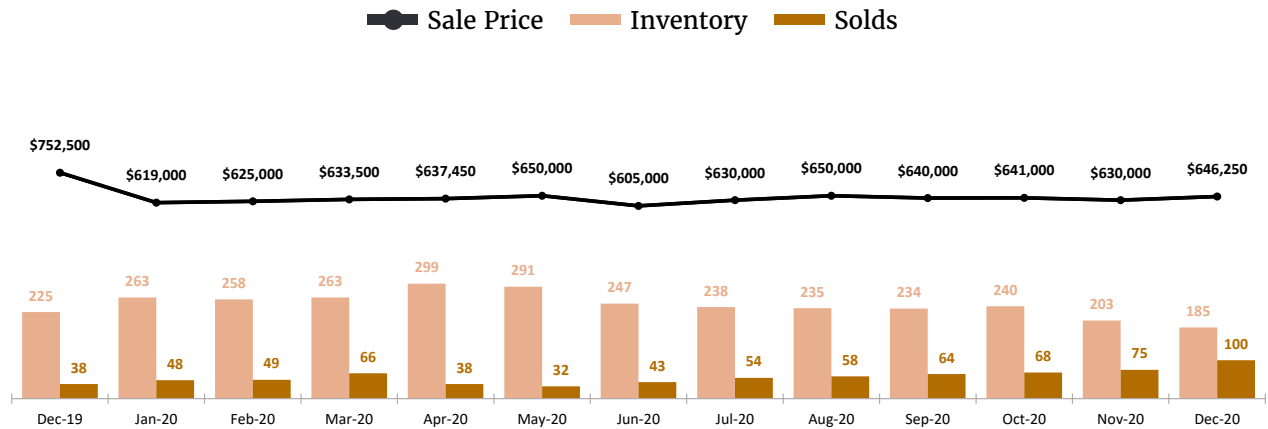
Luxury Benchmark Price¹: **\$520,000**



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,499	\$594,450	2	2	10	30	33%
1,500 - 1,999	\$612,000	2	2	33	53	62%
2,000 - 2,499	\$621,500	3	3	32	54	59%
2,500 - 2,999	\$790,000	3	3	22	32	69%
3,000 - 3,499	\$722,500	3	4	2	11	18%
3,500+	\$1,730,000	3	4	1	5	20%

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

INVENTORY

November	December
203	185

VARIANCE: **-9%**

SOLDS

November	December
75	100

VARIANCE: **33%**

SALES PRICE

November	December
\$630k	\$646k

VARIANCE: **3%**

SALE PRICE PER SQFT.

November	December
\$321	\$314

VARIANCE: **-2%**

SALE TO LIST PRICE RATIO

November	December
98.23%	98.53%

VARIANCE: **0%**

DAYS ON MARKET

November	December
66	43

VARIANCE: **-35%**

SCOTTSDALE MARKET SUMMARY | DECEMBER 2020

- The Scottsdale attached luxury market is a **Seller's Market** with a **54% Sales Ratio**.
- Homes sold for a median of **98.53% of list price** in December 2020.
- The most active price band is **\$600,000-\$624,999**, where the sales ratio is **350%**.
- The median luxury sales price for attached homes has increased to **\$646,250**.
- The median days on market for December 2020 was **43** days, down from **66** in November 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.