

INSTITUTE for
LUXURY HOME
MARKETING®

Home of the CLHMS™



FEBRUARY
2022

SCOTTSDALE

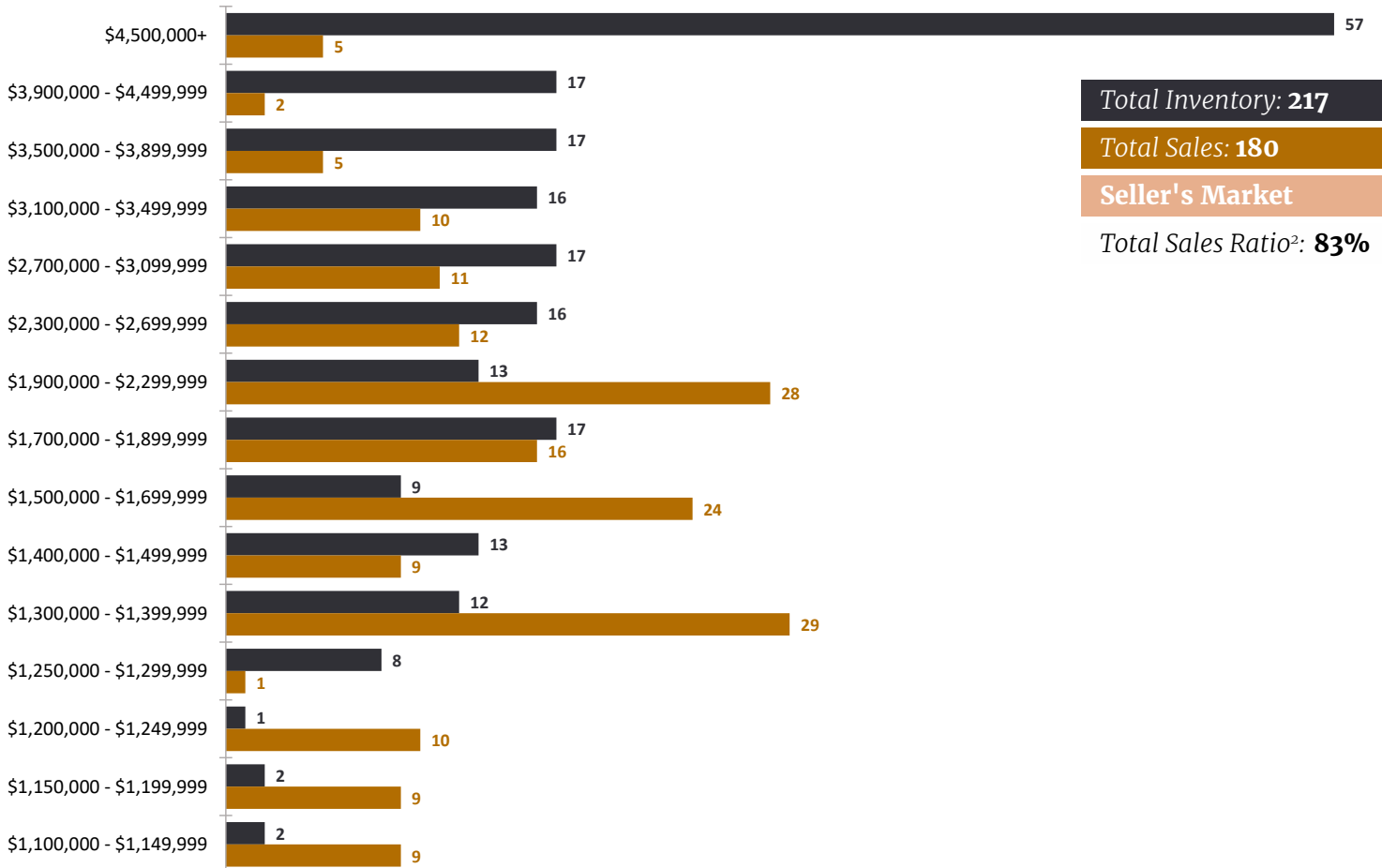
ARIZONA

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | JANUARY 2022

Inventory Sales

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



Total Inventory: **217**

Total Sales: **180**

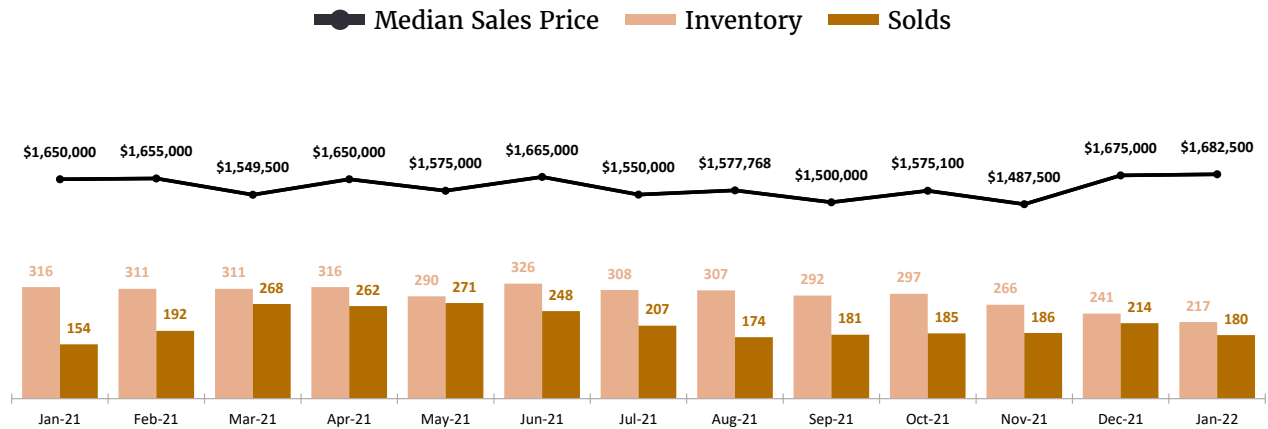
Seller's Market

Total Sales Ratio²: **83%**

Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 3,499	\$1,351,000	4	3	77	49	157%
3,500 - 4,499	\$1,790,000	4	4	59	49	120%
4,500 - 5,499	\$2,225,000	4	5	20	27	74%
5,500 - 6,499	\$3,100,000	5	6	13	37	35%
6,500 - 7,499	\$3,200,000	5	6	3	20	15%
7,500+	\$3,450,000	5	7	8	35	23%

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 | JANUARY

TOTAL INVENTORY

Jan. 2021	Jan. 2022
316	217

VARIANCE: **-31%**

TOTAL SOLDS

Jan. 2021	Jan. 2022
154	180

VARIANCE: **17%**

SALES PRICE

Jan. 2021	Jan. 2022
\$1.65m	\$1.68m

VARIANCE: **2%**

SALE PRICE PER SQFT.

Jan. 2021	Jan. 2022
\$379	\$461

VARIANCE: **22%**

SALE TO LIST PRICE RATIO

Jan. 2021	Jan. 2022
97.12%	100.00%

VARIANCE: **3%**

DAYS ON MARKET

Jan. 2021	Jan. 2022
64	31

VARIANCE: **-52%**

SCOTTSDALE MARKET SUMMARY | JANUARY 2022

- The Scottsdale single-family luxury market is a **Seller's Market** with a **83% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in January 2022.
- The most active price band is **\$1,200,000-\$1,249,999**, where the sales ratio is **1000%**.
- The median luxury sales price for single-family homes is **\$1,682,500**.
- The median days on market for January 2022 was **31** days, down from **64** in January 2021.

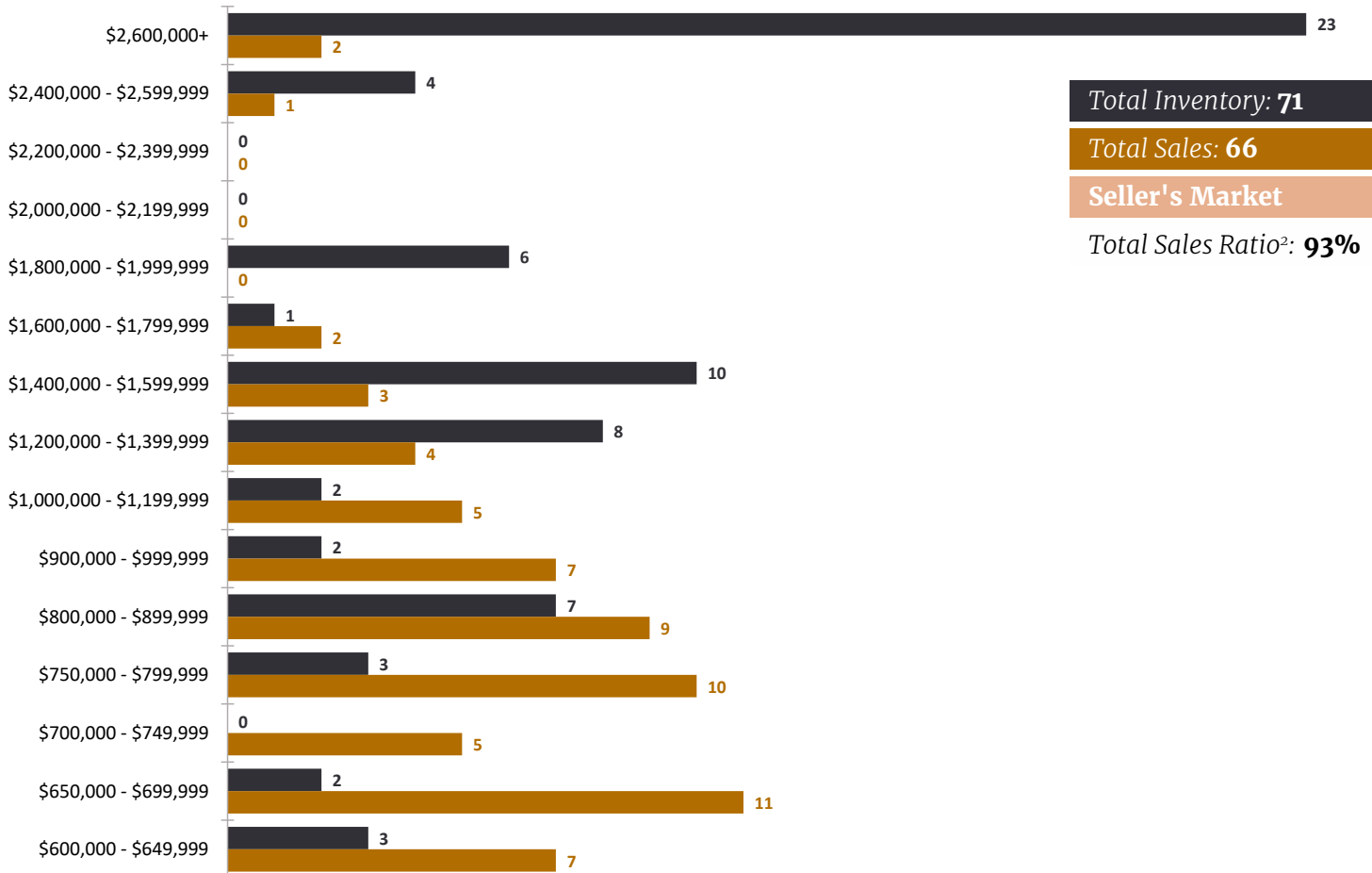
³Square foot table does not account for listings and solds where square foot data is not disclosed.

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

LUXURY INVENTORY VS. SALES | JANUARY 2022

Inventory Sales

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



Total Inventory: **71**

Total Sales: **66**

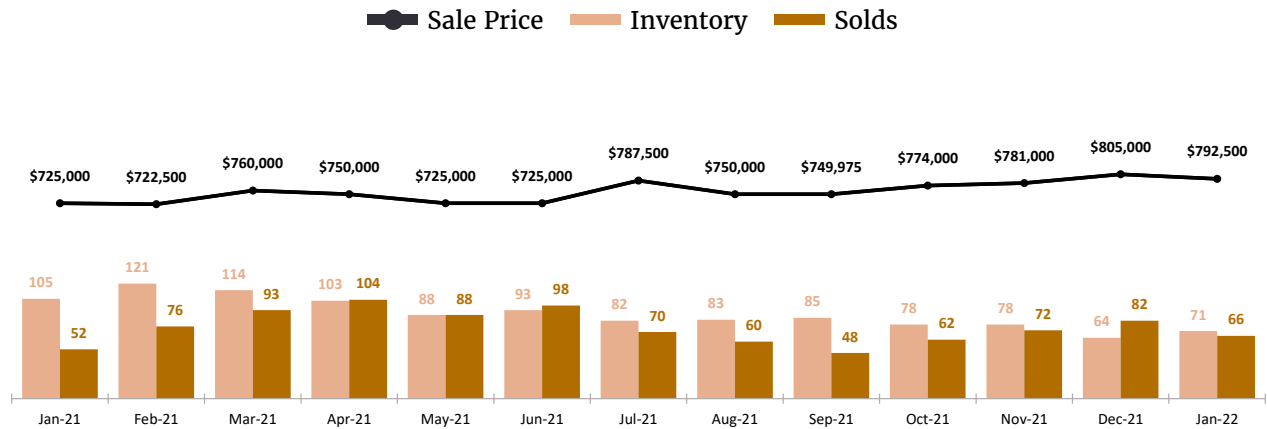
Seller's Market

Total Sales Ratio²: **93%**

Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,499	\$650,000	2	2	11	12	92%
1,500 - 1,999	\$747,500	2	2	28	19	147%
2,000 - 2,499	\$862,500	3	3	16	10	160%
2,500 - 2,999	\$1,015,000	3	3	9	8	113%
3,000 - 3,499	\$2,750,000	2	4	2	7	29%
3,500+	NA	NA	NA	0	15	0%

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 | JANUARY

TOTAL INVENTORY

Jan. 2021 Jan. 2022
105 **71**

VARIANCE: **-32%**

TOTAL SOLDS

Jan. 2021 Jan. 2022
52 **66**

VARIANCE: **27%**

SALES PRICE

Jan. 2021 Jan. 2022
\$725k **\$793k**

VARIANCE: **9%**

SALE PRICE PER SQFT.

Jan. 2021 Jan. 2022
\$379 **\$431**

VARIANCE: **14%**

SALE TO LIST PRICE RATIO

Jan. 2021 Jan. 2022
98.58% **99.40%**

VARIANCE: **1%**

DAYS ON MARKET

Jan. 2021 Jan. 2022
51 **36**

VARIANCE: **-29%**

SCOTTSDALE MARKET SUMMARY | JANUARY 2022

- The Scottsdale attached luxury market is a **Seller's Market** with a **93% Sales Ratio**.
- Homes sold for a median of **99.40% of list price** in January 2022.
- The most active price band is **\$650,000-\$699,999**, where the sales ratio is **550%**.
- The median luxury sales price for attached homes is **\$792,500**.
- The median days on market for January 2022 was **36** days, down from **51** in January 2021.

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.