



SCOTTSDALE ARIZONA

–September 2020–

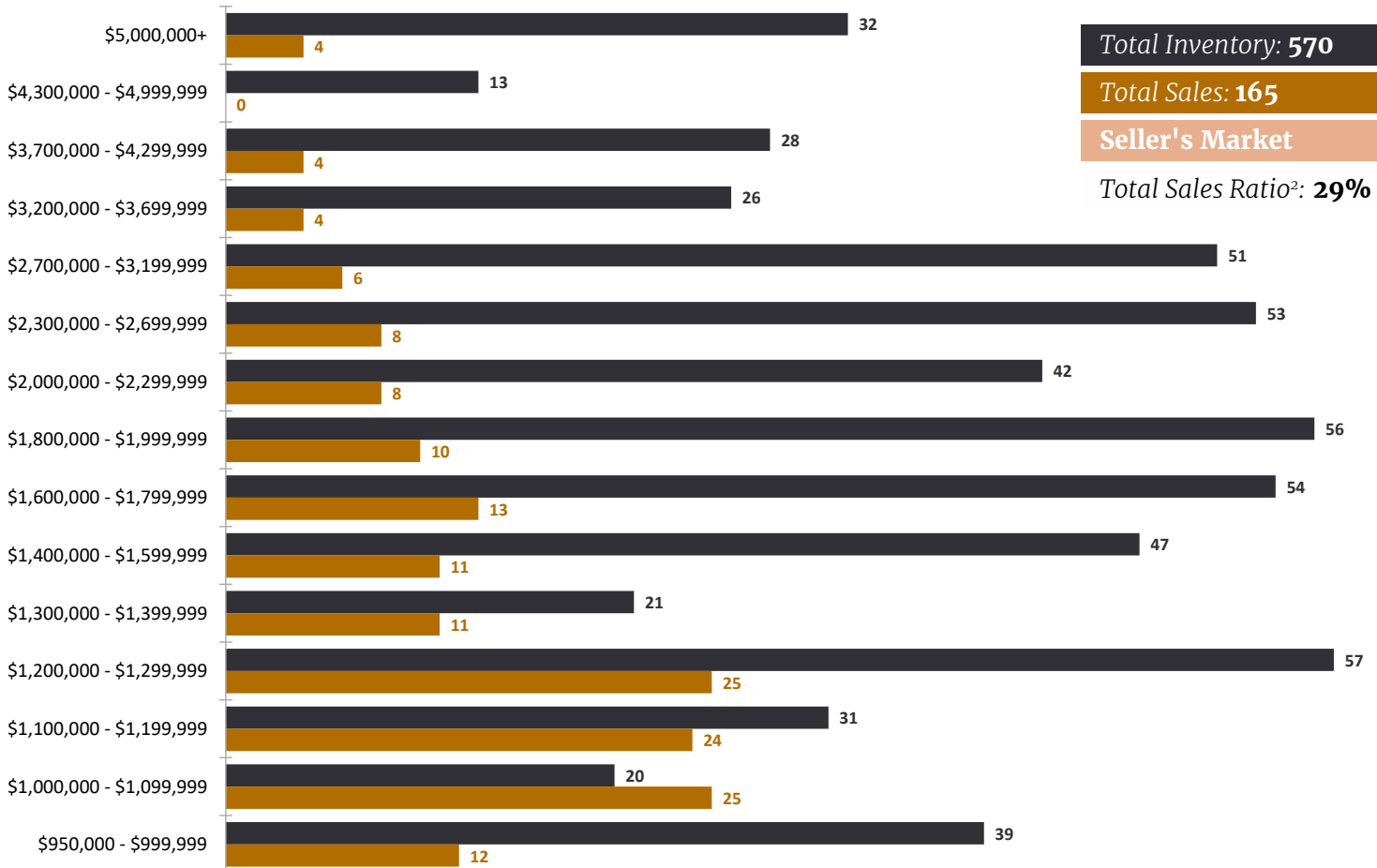
INSTITUTE *for*
LUXURY HOME
MARKETING®

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LUXURY INVENTORY VS. SALES | AUGUST 2020

Inventory Sales

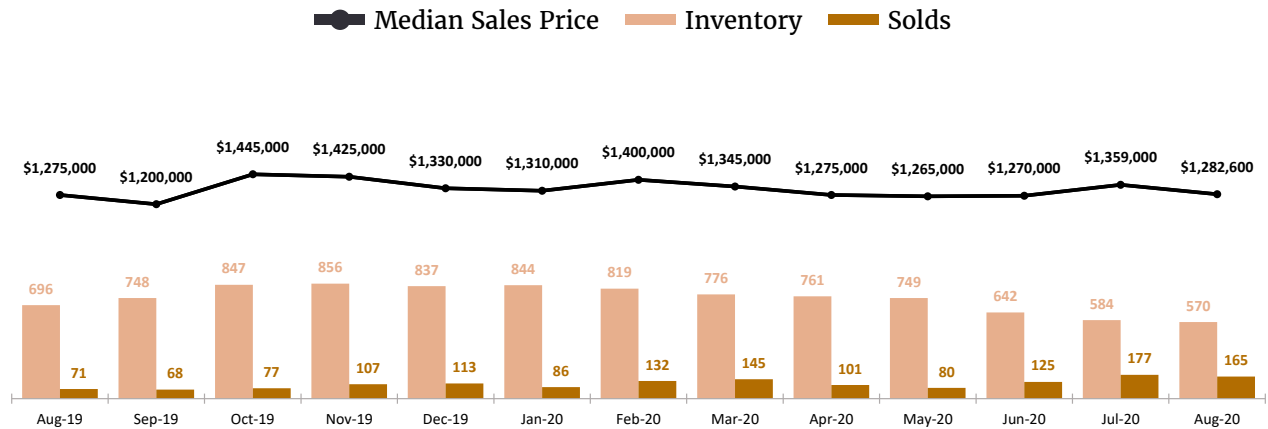
Luxury Benchmark Price¹: **\$950,000**



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 3,499	\$1,110,000	4	3	33	107	31%
3,500 - 4,499	\$1,216,000	4	4	63	135	47%
4,500 - 5,499	\$1,550,000	4	5	37	138	27%
5,500 - 6,499	\$2,050,000	4	5	14	68	21%
6,500 - 7,499	\$2,305,000	5	6	6	58	10%
7,500+	\$3,213,750	6	7	12	64	19%

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

INVENTORY

July: 584
August: 570

VARIANCE: -2%

SOLDS

July: 177
August: 165

VARIANCE: -7%

SALES PRICE

July: \$1.36m
August: \$1.28m

VARIANCE: -6%

SALE PRICE PER SQFT.

July: \$325
August: \$331

VARIANCE: 2%

SALE TO LIST PRICE RATIO

July: 96.55%
August: 96.67%

VARIANCE: 0%

DAYS ON MARKET

July: 82
August: 79

VARIANCE: -4%

SCOTTSDALE MARKET SUMMARY | AUGUST 2020

- The Scottsdale single-family luxury market is a **Seller's Market** with a **29% Sales Ratio**.
- Homes sold for a median of **96.67% of list price** in August 2020.
- The most active price band is **\$1,000,000-\$1,099,999**, where the sales ratio is **125%**.
- The median luxury sales price for single-family homes has decreased to **\$1,282,600**.
- The median days on market for August 2020 was **79** days, down from **82** in July 2020.

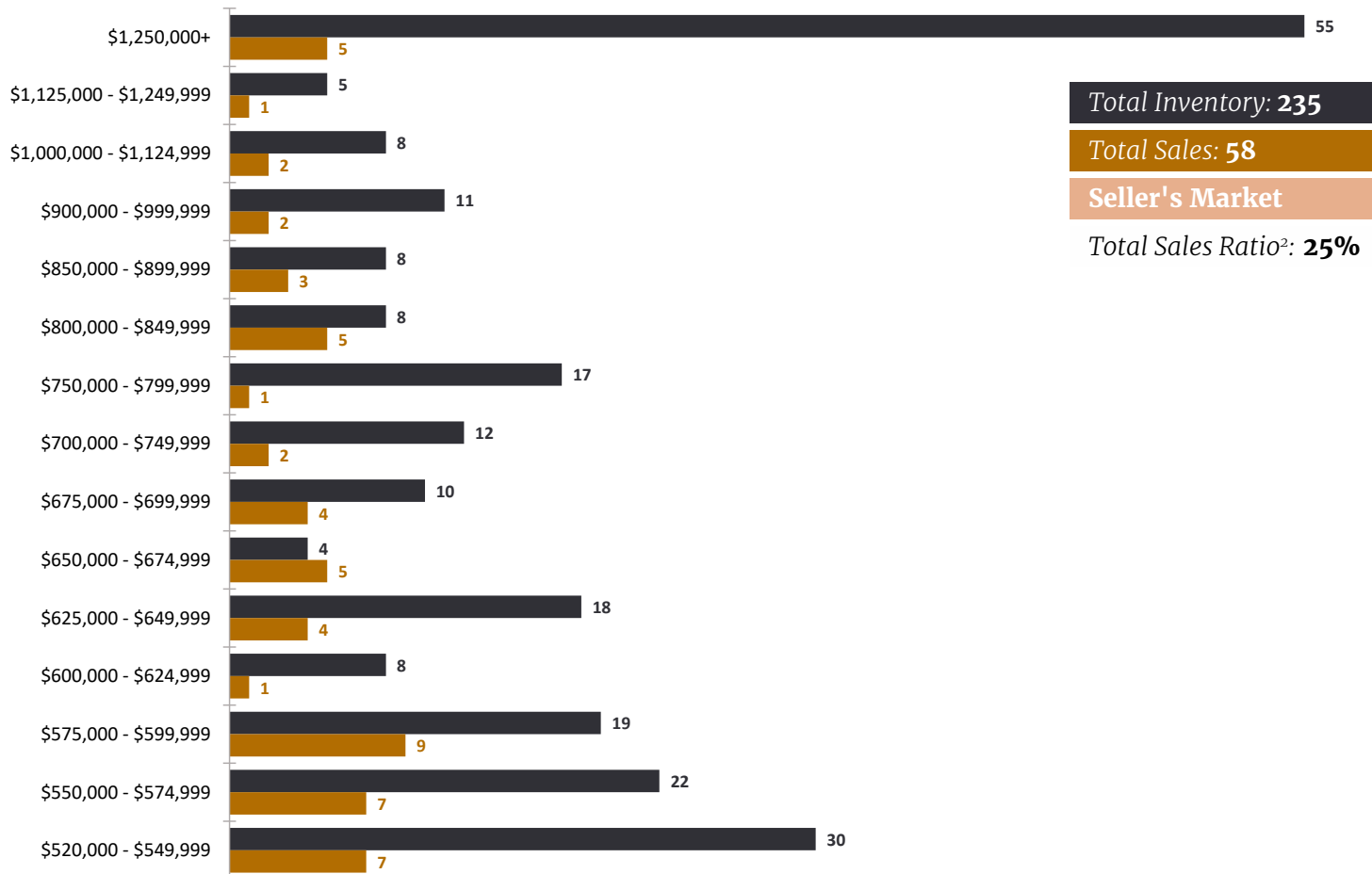
³Square foot table does not account for listings and solds where square foot data is not disclosed.

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

LUXURY INVENTORY VS. SALES | AUGUST 2020

Inventory Sales

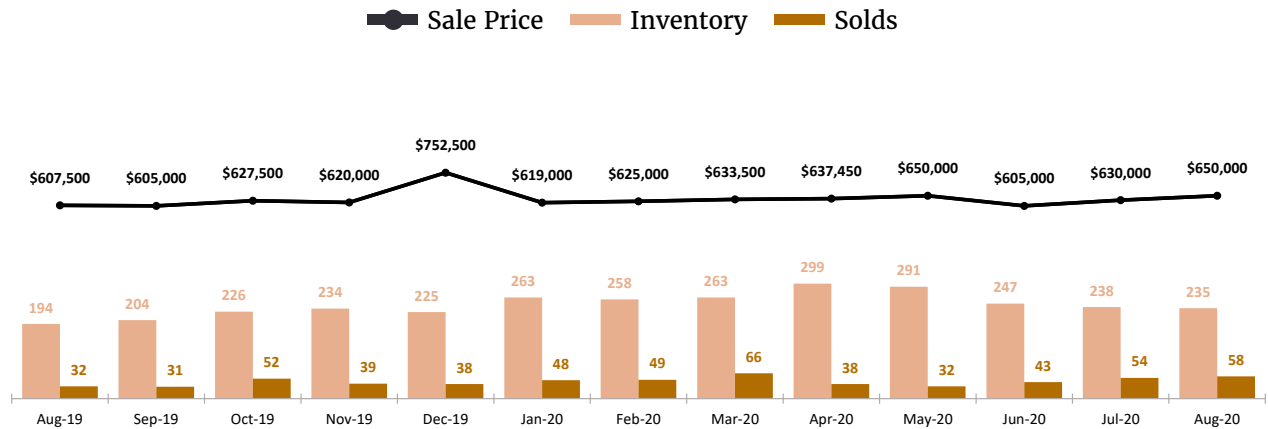
Luxury Benchmark Price¹: **\$520,000**



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,499	\$644,000	2	2	5	32	16%
1,500 - 1,999	\$568,000	2	2	20	73	27%
2,000 - 2,499	\$650,000	3	3	17	67	25%
2,500 - 2,999	\$830,000	3	3	8	41	20%
3,000 - 3,499	\$855,000	3	4	5	14	36%
3,500+	\$1,090,000	4	5	3	8	38%

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

INVENTORY

July	August
238	235

VARIANCE: **-1%**

SOLDS

July	August
54	58

VARIANCE: **7%**

SALES PRICE

July	August
\$630k	\$650k

VARIANCE: **3%**

SALE PRICE PER SQFT.

July	August
\$308	\$311

VARIANCE: **1%**

SALE TO LIST PRICE RATIO

July	August
97.86%	97.46%

VARIANCE: **0%**

DAYS ON MARKET

July	August
73	93

VARIANCE: **27%**

SCOTTSDALE MARKET SUMMARY | AUGUST 2020

- The Scottsdale attached luxury market is a **Seller's Market** with a **25% Sales Ratio**.
- Homes sold for a median of **97.46% of list price** in August 2020.
- The most active price band is **\$650,000-\$674,999**, where the sales ratio is **125%**.
- The median luxury sales price for attached homes has increased to **\$650,000**.
- The median days on market for August 2020 was **93** days, up from **73** in July 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.