

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

*Home of the CLHMS™*

FEBRUARY  
2022

# PHOENIX

---

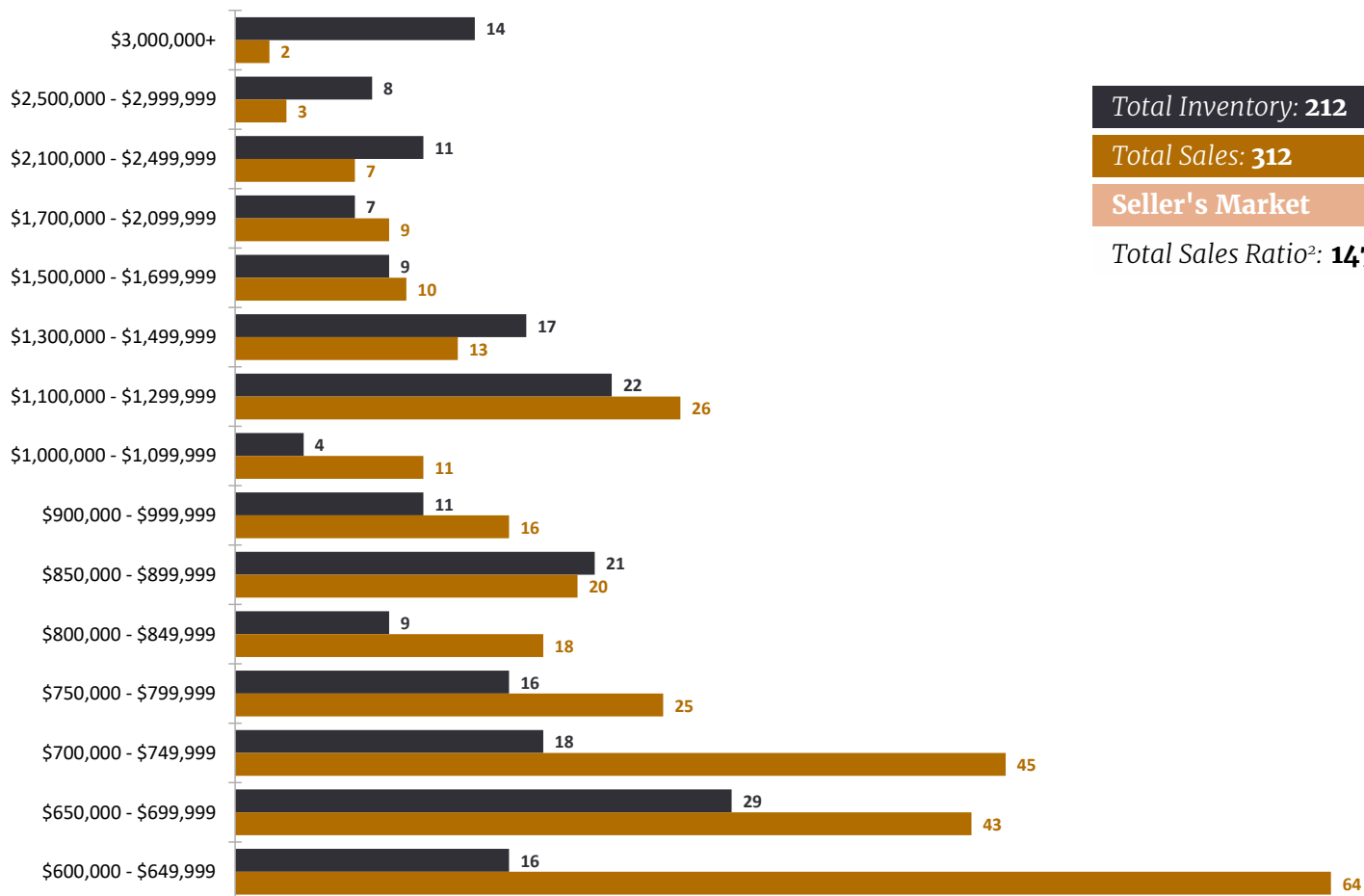
# ARIZONA

[www.LuxuryHomeMarketing.com](http://www.LuxuryHomeMarketing.com)

### LUXURY INVENTORY VS. SALES | JANUARY 2022

Inventory Sales

Luxury Benchmark Price<sup>1</sup>: **\$600,000**



Total Inventory: **212**

Total Sales: **312**

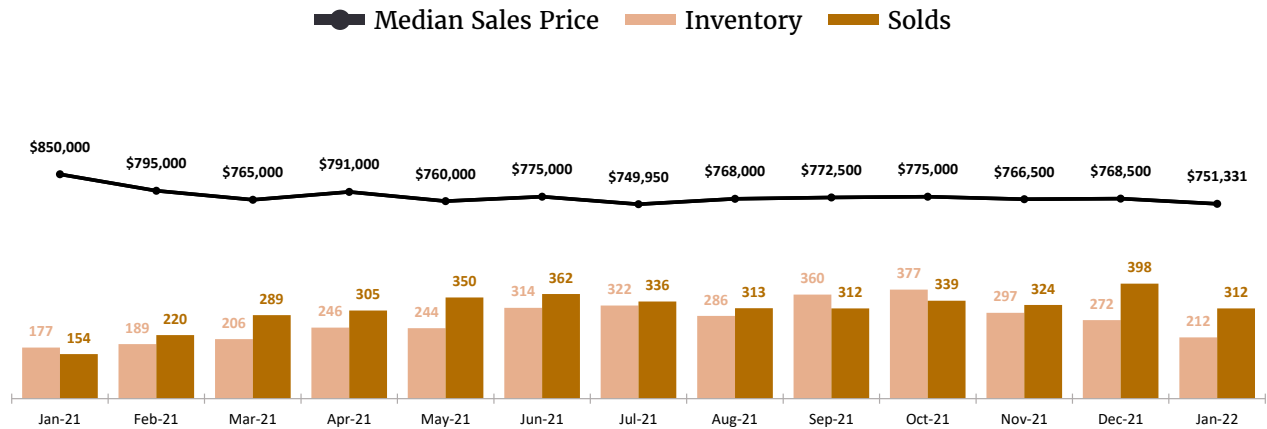
Seller's Market

Total Sales Ratio<sup>2</sup>: **147%**

Square Feet <sup>3</sup> -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$655,000	3	2	52	25	208%
2,000 - 2,999	\$720,000	4	2	148	92	161%
3,000 - 3,999	\$905,000	4	3	85	50	170%
4,000 - 4,999	\$1,410,000	5	4	21	25	84%
5,000 - 5,999	\$2,000,000	4	4	4	3	133%
6,000+	\$1,902,500	4	4	2	17	12%

<sup>1</sup> The luxury threshold price is set by The Institute for Luxury Home Marketing. <sup>2</sup> 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 TREND<sup>4</sup>



### MEDIAN DATA REVIEW | JANUARY

#### TOTAL INVENTORY

Jan. 2021	Jan. 2022
177	212

VARIANCE: **20%**

#### TOTAL SOLDS

Jan. 2021	Jan. 2022
154	312

VARIANCE: **103%**

#### SALES PRICE

Jan. 2021	Jan. 2022
\$850k	\$751k

VARIANCE: **-12%**

#### SALE PRICE PER SQFT.

Jan. 2021	Jan. 2022
\$284	\$315

VARIANCE: **11%**

#### SALE TO LIST PRICE RATIO

Jan. 2021	Jan. 2022
98.84%	100.00%

VARIANCE: **1%**

#### DAYS ON MARKET

Jan. 2021	Jan. 2022
41	34

VARIANCE: **-17%**

### PHOENIX MARKET SUMMARY | JANUARY 2022

- The Phoenix single-family luxury market is a **Seller's Market** with a **147% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in January 2022.
- The most active price band is **\$600,000-\$649,999**, where the sales ratio is **400%**.
- The median luxury sales price for single-family homes is **\$751,331**.
- The median days on market for January 2022 was **34** days, down from **41** in January 2021.

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

<sup>4</sup>Data reported includes Active and Sold properties and does not include Pending properties.