

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

JULY
2022

SCOTTSDALE

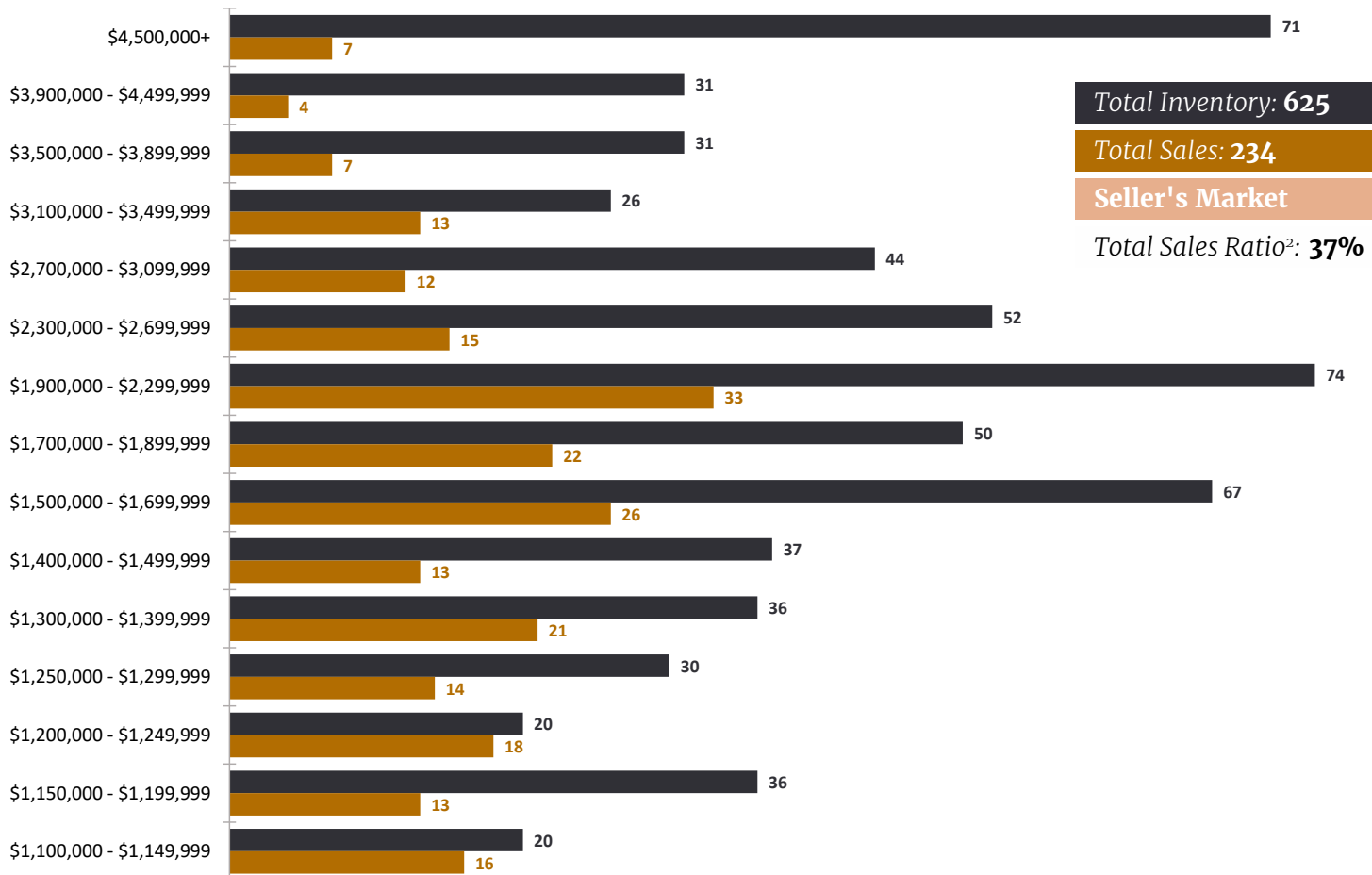
ARIZONA

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | JUNE 2022

Inventory Sales

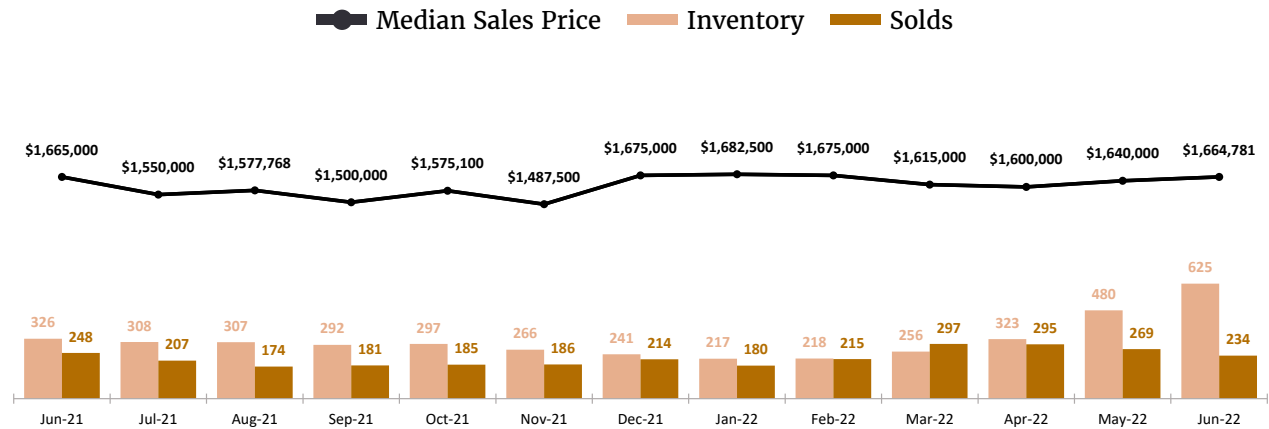
Luxury Benchmark Price¹: **\$1,100,000**



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 3,499	\$1,300,000	4	3	114	237	48%
3,500 - 4,499	\$1,913,802	4	4	71	188	38%
4,500 - 5,499	\$2,900,000	4	5	31	94	33%
5,500 - 6,499	\$3,037,500	5	6	6	49	12%
6,500 - 7,499	\$3,325,000	6	7	8	22	36%
7,500+	\$12,500,000	6	11	4	35	11%

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. 2021	Jun. 2022
326	625

VARIANCE: **92%**

TOTAL SOLDS

Jun. 2021	Jun. 2022
248	234

VARIANCE: **-6%**

SALES PRICE

Jun. 2021	Jun. 2022
\$1.67m	\$1.66m

VARIANCE: **0%**

SALE PRICE PER SQFT.

Jun. 2021	Jun. 2022
\$421	\$511

VARIANCE: **21%**

SALE TO LIST PRICE RATIO

Jun. 2021	Jun. 2022
100.00%	100.00%

VARIANCE: **0%**

DAYS ON MARKET

Jun. 2021	Jun. 2022
32	29

VARIANCE: **-9%**

SCOTTSDALE MARKET SUMMARY | JUNE 2022

- The Scottsdale single-family luxury market is a **Seller's Market** with a **37% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in June 2022.
- The most active price band is **\$1,200,000-\$1,249,999**, where the sales ratio is **90%**.
- The median luxury sales price for single-family homes is **\$1,664,781**.
- The median days on market for June 2022 was **29** days, down from **32** in June 2021.

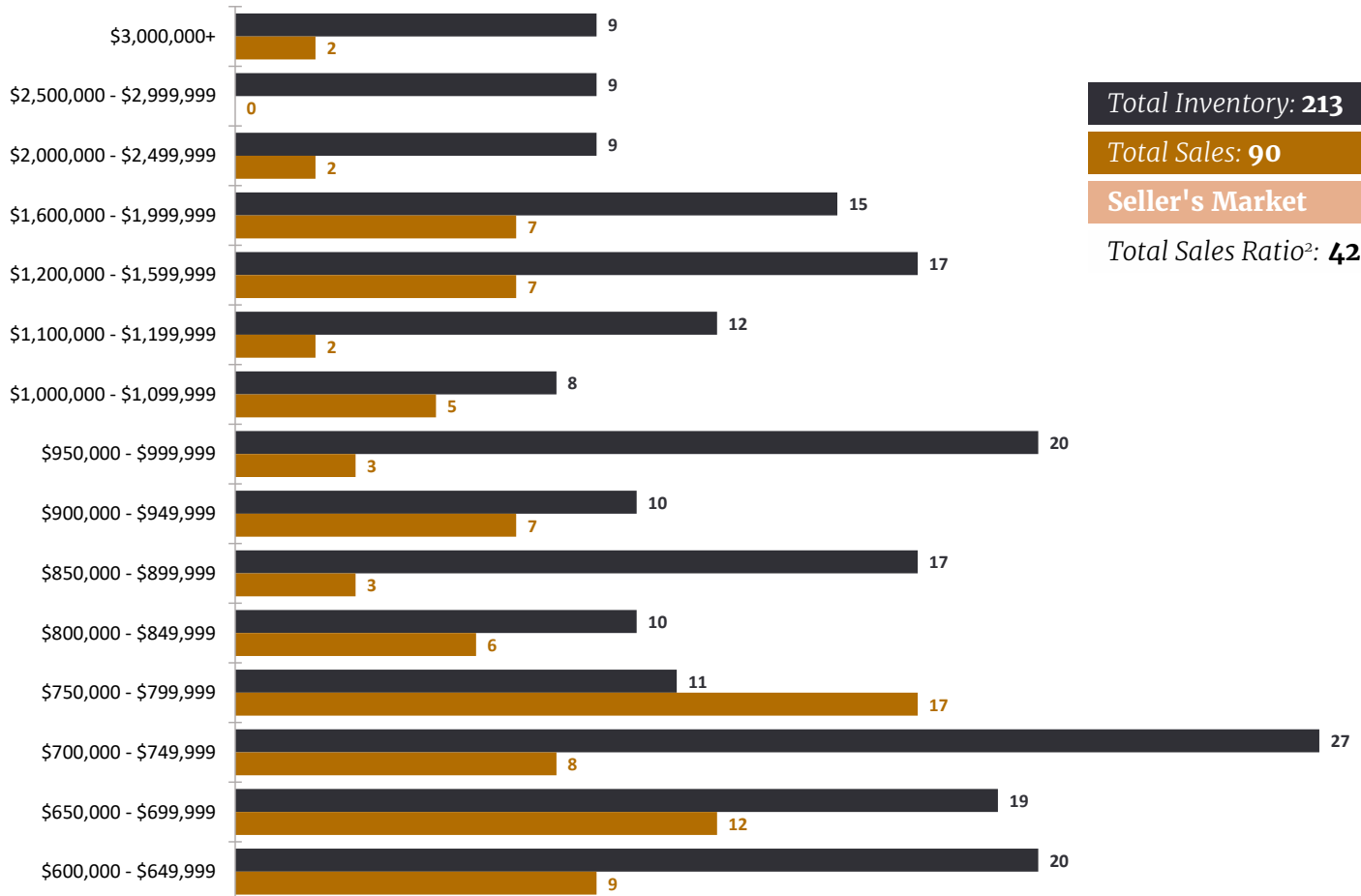
³Square foot table does not account for listings and solds where square foot data is not disclosed.

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

LUXURY INVENTORY VS. SALES | JUNE 2022

Inventory Sales

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



Total Inventory: **213**

Total Sales: **90**

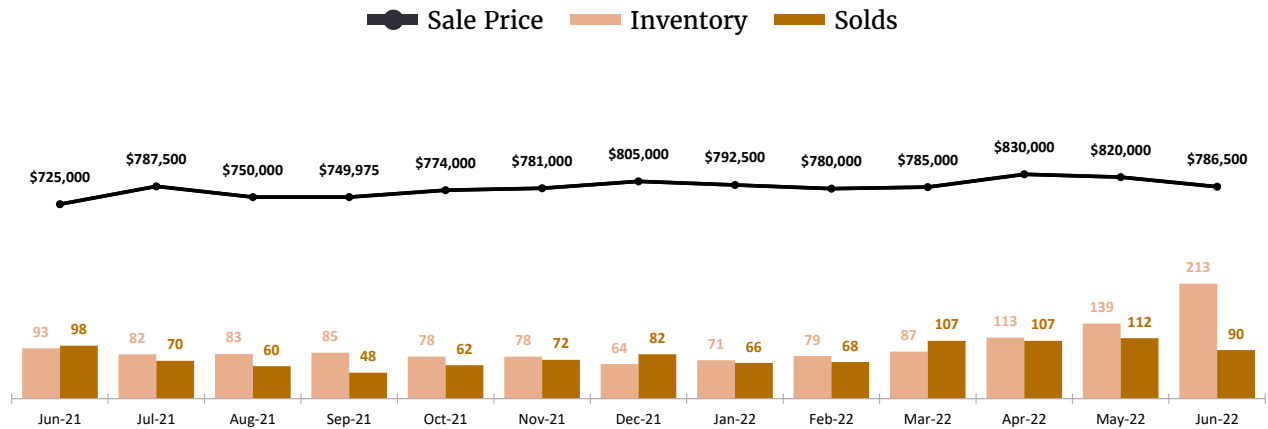
Seller's Market

Total Sales Ratio²: **42%**

Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,499	\$705,000	2	2	19	40	48%
1,500 - 1,999	\$775,000	3	2	40	71	56%
2,000 - 2,499	\$865,000	3	3	18	69	26%
2,500 - 2,999	\$975,000	2	3	7	19	37%
3,000 - 3,499	\$2,450,000	3	3	4	8	50%
3,500+	\$1,818,750	4	5	2	6	33%

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. 2021 Jun. 2022
93 **213**

VARIANCE: **129%**

TOTAL SOLDS

Jun. 2021 Jun. 2022
98 **90**

VARIANCE: **-8%**

SALES PRICE

Jun. 2021 Jun. 2022
\$725k **\$787k**

VARIANCE: **8%**

SALE PRICE PER SQFT.

Jun. 2021 Jun. 2022
\$391 **\$448**

VARIANCE: **15%**

SALE TO LIST PRICE RATIO

Jun. 2021 Jun. 2022
100.00% **98.94%**

VARIANCE: **-1%**

DAYS ON MARKET

Jun. 2021 Jun. 2022
34 **33**

VARIANCE: **-3%**

SCOTTSDALE MARKET SUMMARY | JUNE 2022

- The Scottsdale attached luxury market is a **Seller's Market** with a **42% Sales Ratio**.
- Homes sold for a median of **98.94% of list price** in June 2022.
- The most active price band is **\$750,000-\$799,999**, where the sales ratio is **155%**.
- The median luxury sales price for attached homes is **\$786,500**.
- The median days on market for June 2022 was **33** days, down from **34** in June 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.