

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

MAY
2022



SCOTTSDALE

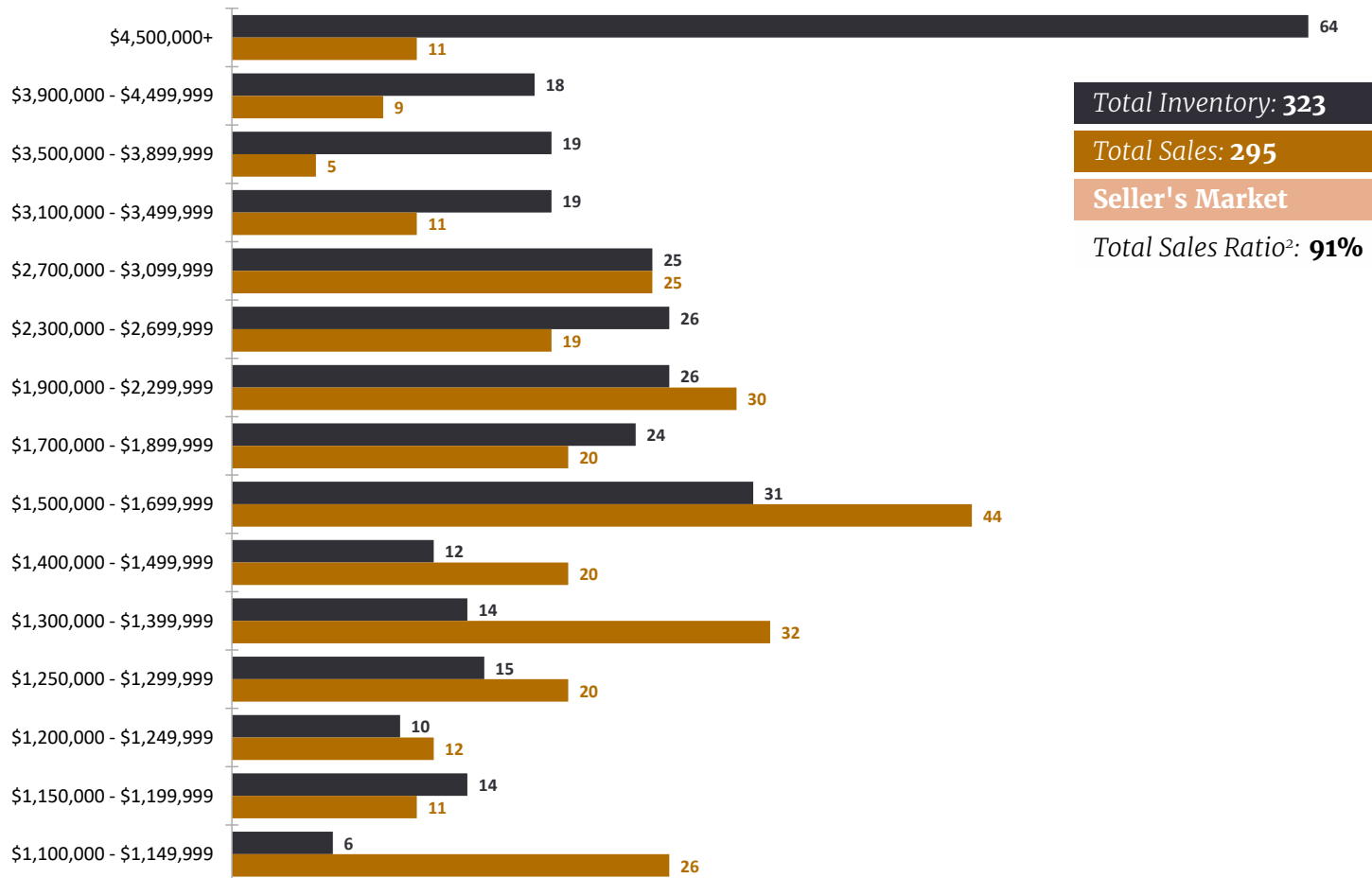
ARIZONA

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | APRIL 2022

Inventory Sales

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



Total Inventory: **323**

Total Sales: **295**

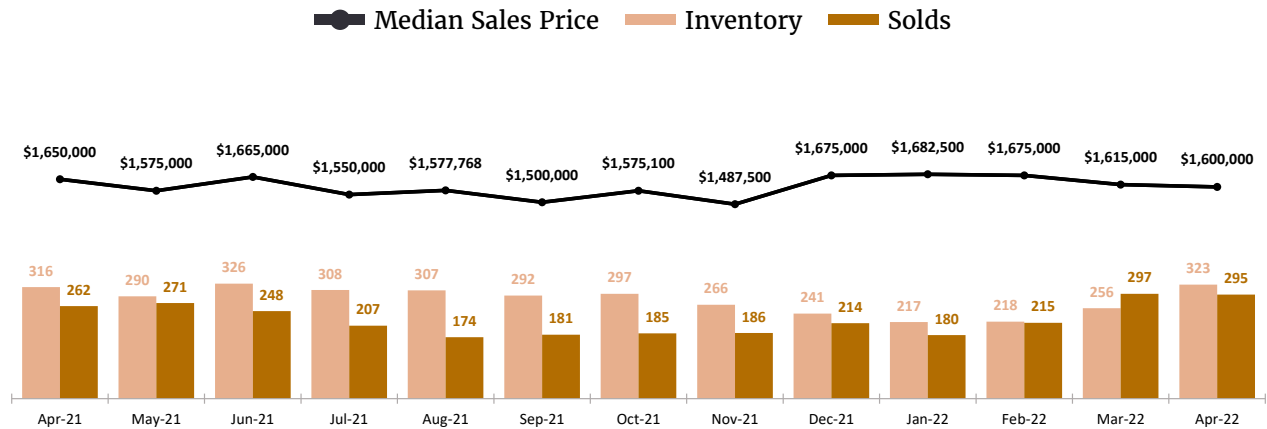
Seller's Market

Total Sales Ratio²: **91%**

Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 3,499	\$1,350,000	4	3	158	104	152%
3,500 - 4,499	\$1,860,000	4	4	62	85	73%
4,500 - 5,499	\$2,600,000	4	5	33	59	56%
5,500 - 6,499	\$3,212,500	5	6	20	28	71%
6,500 - 7,499	\$3,525,000	5	6	10	16	63%
7,500+	\$5,637,500	6	7	12	31	39%

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 | APRIL

TOTAL INVENTORY

Apr. 2021	Apr. 2022
316	323

VARIANCE: **2%**

TOTAL SOLDS

Apr. 2021	Apr. 2022
262	295

VARIANCE: **13%**

SALES PRICE

Apr. 2021	Apr. 2022
\$1.65m	\$1.60m

VARIANCE: **-3%**

SALE PRICE PER SQFT.

Apr. 2021	Apr. 2022
\$397	\$507

VARIANCE: **28%**

SALE TO LIST PRICE RATIO

Apr. 2021	Apr. 2022
100.00%	100.67%

VARIANCE: **1%**

DAYS ON MARKET

Apr. 2021	Apr. 2022
32	19

VARIANCE: **-41%**

SCOTTSDALE MARKET SUMMARY | APRIL 2022

- The Scottsdale single-family luxury market is a **Seller's Market** with a **91% Sales Ratio**.
- Homes sold for a median of **100.67% of list price** in April 2022.
- The most active price band is **\$1,100,000-\$1,149,999**, where the sales ratio is **433%**.
- The median luxury sales price for single-family homes is **\$1,600,000**.
- The median days on market for April 2022 was **19** days, down from **32** in April 2021.

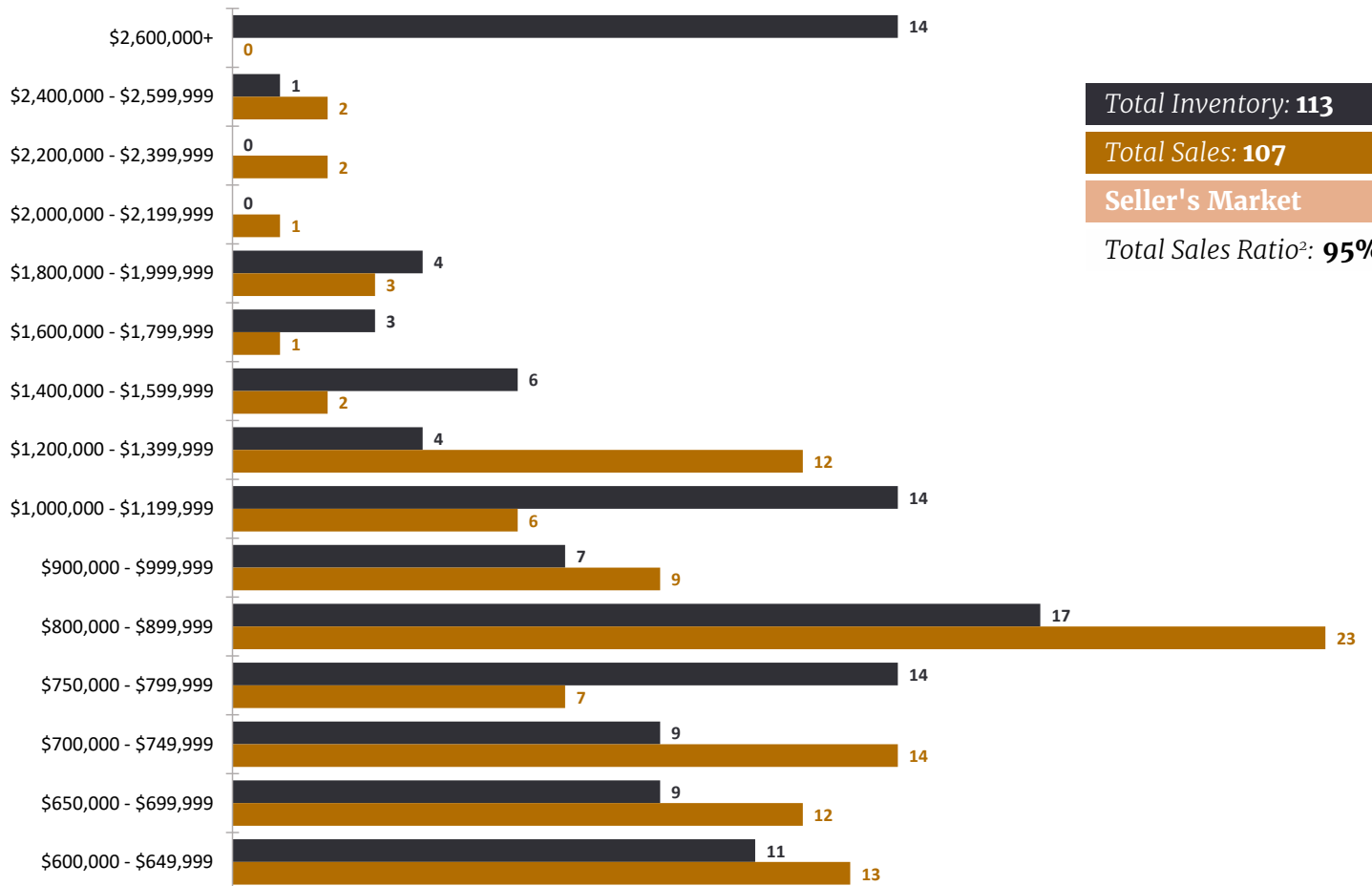
³Square foot table does not account for listings and solds where square foot data is not disclosed.

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

LUXURY INVENTORY VS. SALES | APRIL 2022

Inventory Sales

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



Total Inventory: **113**

Total Sales: **107**

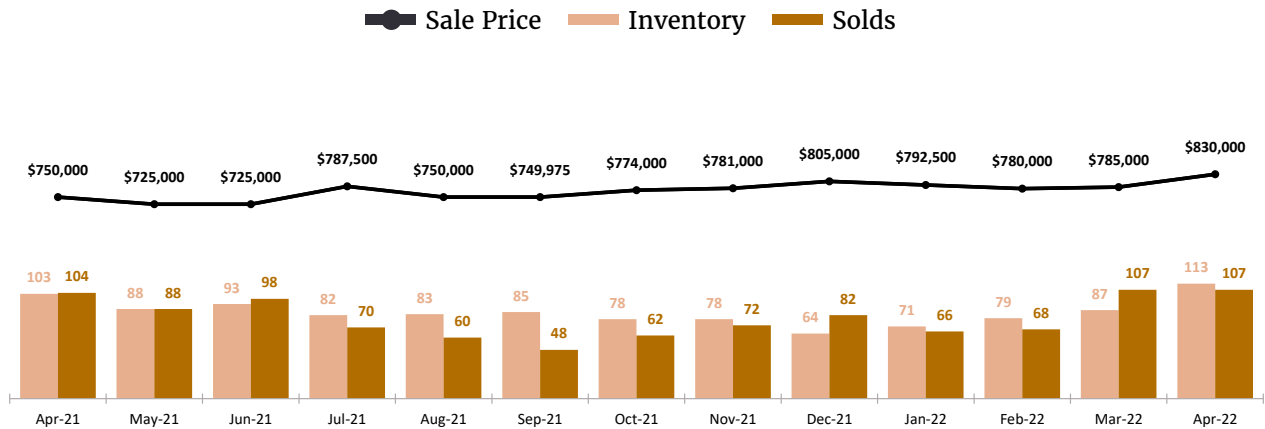
Seller's Market

Total Sales Ratio²: **95%**

Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,499	\$702,500	2	2	26	16	163%
1,500 - 1,999	\$740,000	2	2	40	41	98%
2,000 - 2,499	\$899,000	3	3	27	30	90%
2,500 - 2,999	\$1,476,374	3	3	12	10	120%
3,000 - 3,499	\$1,200,000	3	3	1	7	14%
3,500+	\$1,175,000	4	6	1	9	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 | APRIL

TOTAL INVENTORY

Apr. 2021	Apr. 2022
103	113

VARIANCE: **10%**

TOTAL SOLDS

Apr. 2021	Apr. 2022
104	107

VARIANCE: **3%**

SALES PRICE

Apr. 2021	Apr. 2022
\$750k	\$830k

VARIANCE: **11%**

SALE PRICE PER SQFT.

Apr. 2021	Apr. 2022
\$359	\$464

VARIANCE: **29%**

SALE TO LIST PRICE RATIO

Apr. 2021	Apr. 2022
100.00%	100.00%

VARIANCE: **0%**

DAYS ON MARKET

Apr. 2021	Apr. 2022
36	22

VARIANCE: **-39%**

SCOTTSDALE MARKET SUMMARY | APRIL 2022

- The Scottsdale attached luxury market is a **Seller's Market** with a **95% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in April 2022.
- The most active price band is **\$1,200,000-\$1,399,999**, where the sales ratio is **300%**.
- The median luxury sales price for attached homes is **\$830,000**.
- The median days on market for April 2022 was **22** days, down from **36** in April 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.