INSTITUTE *for* LUXURY HOME MARKETING®

Home of the CLHMS™

SEPTEMBER

2022

SCOTTSDALE

ARIZONA

www.LuxuryHomeMarketing.com

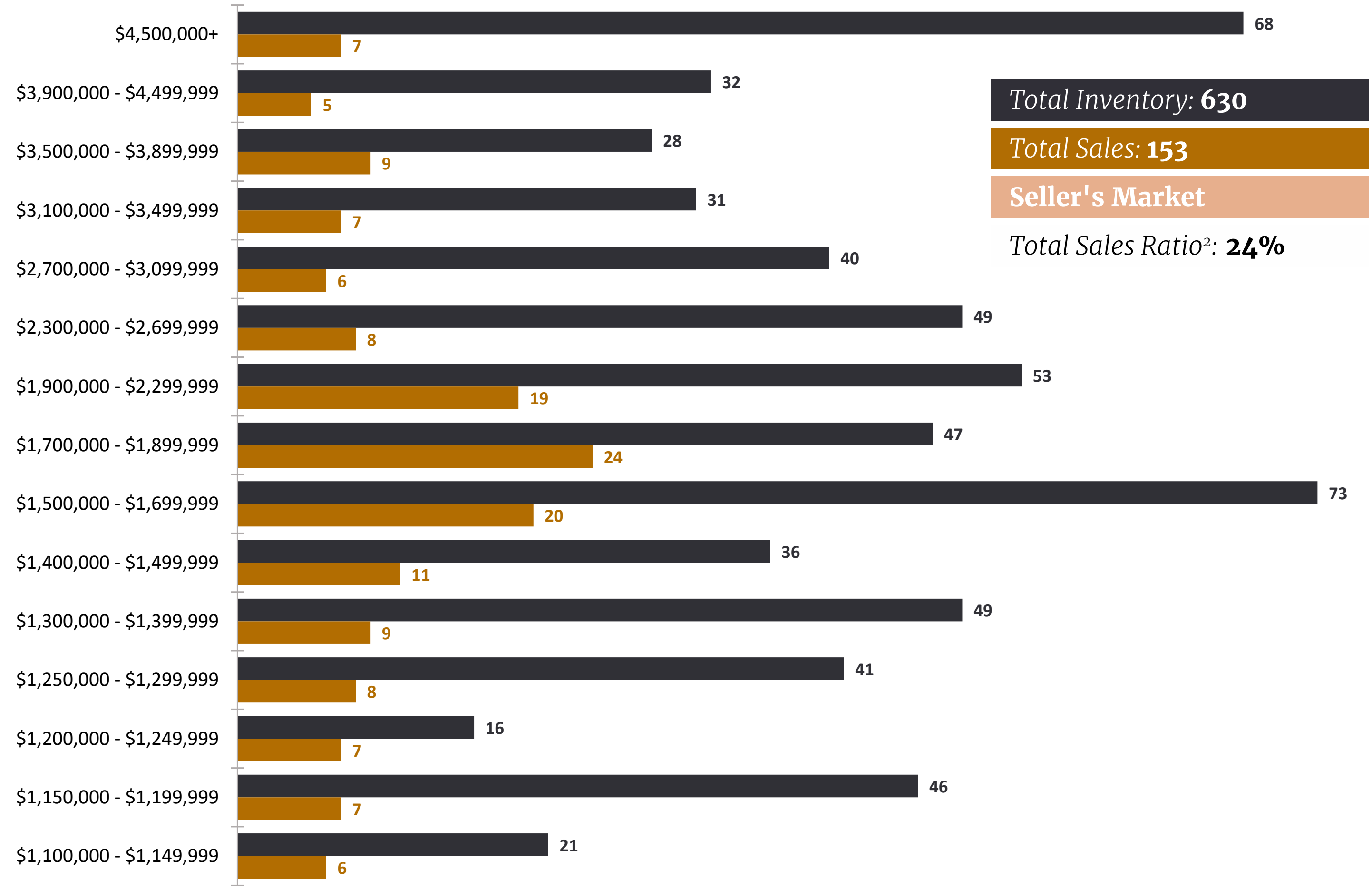
SCOTTSDALE

SINGLE-FAMILY HOMES

LUXURY INVENTORY VS. SALES | AUGUST 2022

Inventory   Sales

Luxury Benchmark Price[1]*:* **$1,100,000**



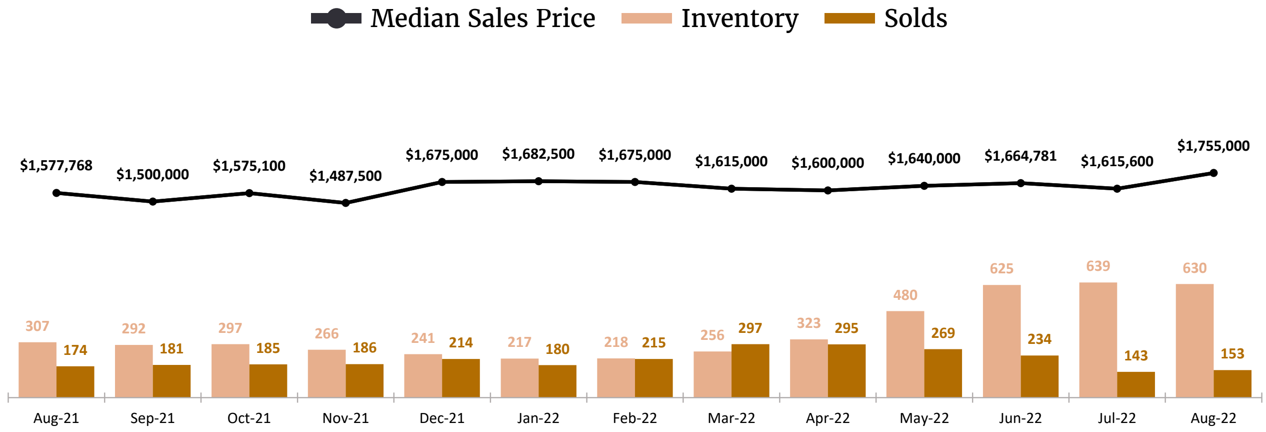
Square Feet[3] -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 3,499	$1,381,339	4	3	**54**	**261**	**21%**
3,500 - 4,499	$1,772,500	4	4	**62**	**183**	**34%**
4,500 - 5,499	$2,747,500	5	5	**18**	**78**	**23%**
5,500 - 6,499	$3,675,000	5	6	**8**	**50**	**16%**
6,500 - 7,499	$3,775,000	6	7	**4**	**30**	**13%**
7,500+	$5,260,000	5	7	**7**	**28**	**25%**

[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.

SCOTTSDALE

SINGLE-FAMILY HOMES

13-MONTH LUXURY MARKET TREND[4]



MEDIAN DATA REVIEW | AUGUST

TOTAL INVENTORY

Aug. 2021	Aug. 2022
307	630

VARIANCE: 105%

TOTAL SOLDS

Aug. 2021	Aug. 2022
174	153

VARIANCE: -12%

SALES PRICE

Aug. 2021	Aug. 2022
$1.58m	$1.76m

VARIANCE: 11%

SALE PRICE PER SQFT.

Aug. 2021	Aug. 2022
$404	$478

VARIANCE: 18%

SALE TO LIST PRICE RATIO

Aug. 2021	Aug. 2022
99.18%	96.47%

VARIANCE: -3%

DAYS ON MARKET

Aug. 2021	Aug. 2022
37	48

VARIANCE: 30%

SCOTTSDALE MARKET SUMMARY | AUGUST 2022

- The Scottsdale single-family luxury market is a **Seller's Market** with a **24% Sales Ratio**.
- Homes sold for a median of **96.47% of list price** in August 2022.
- The most active price band is **$1,700,000-$1,899,999**, where the sales ratio is **51%**.
- The median luxury sales price for single-family homes is **$1,755,000**.
- The median days on market for August 2022 was **48** days, up from **37** in August 2021.

[3]Square foot table does not account for listings and solds where square foot data is not disclosed.
[4]Data reported includes Active and Sold properties and does not include Pending properties.

SCOTTSDALE

ATTACHED HOMES

LUXURY INVENTORY VS. SALES | AUGUST 2022

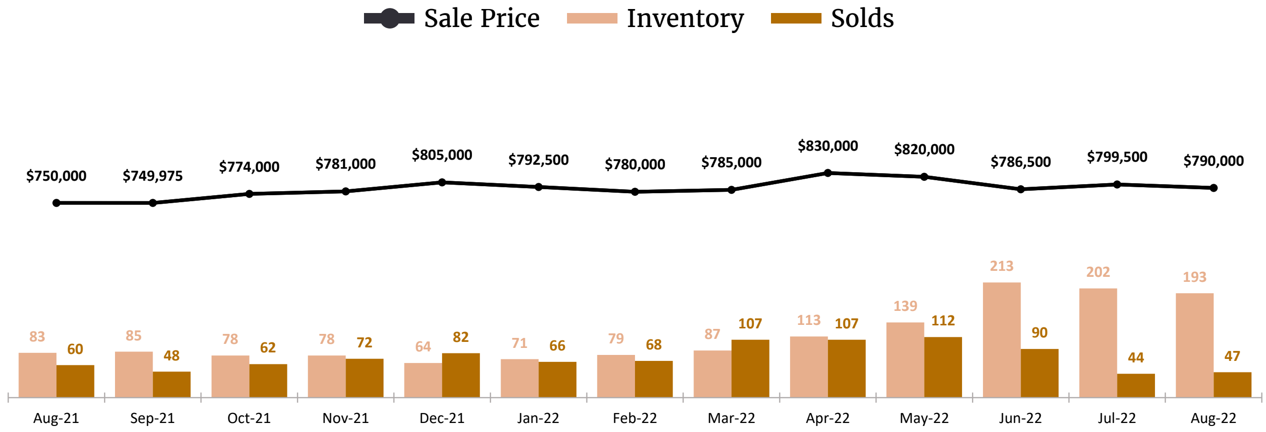
Square Feet[3] -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,499	$707,500	2	2	**6**	**42**	**14%**
1,500 - 1,999	$760,000	2	2	**23**	**68**	**34%**
2,000 - 2,499	$910,000	3	3	**12**	**51**	**24%**
2,500 - 2,999	$1,040,109	3	3	**5**	**16**	**31%**
3,000 - 3,499	$1,100,000	3	4	**1**	**11**	**9%**
3,500+	NA	NA	NA	**0**	**5**	**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.

SCOTTSDALE

ATTACHED HOMES

13-MONTH LUXURY MARKET TREND[4]



MEDIAN DATA REVIEW | AUGUST

	Aug. 2021	Aug. 2022	Variance
TOTAL INVENTORY	83	193	133%
TOTAL SOLDS	60	47	-22%
SALES PRICE	$750k	$790k	5%
SALE PRICE PER SQFT.	$386	$425	10%
SALE TO LIST PRICE RATIO	100.00%	97.83%	-2%
DAYS ON MARKET	32	34	6%

SCOTTSDALE MARKET SUMMARY | AUGUST 2022

- The Scottsdale attached luxury market is a **Seller's Market** with a **24% Sales Ratio**.
- Homes sold for a median of **97.83% of list price** in August 2022.
- The most active price band is **$1,600,000-$1,999,999**, where the sales ratio is **44%**.
- The median luxury sales price for attached homes is **$790,000**.
- The median days on market for August 2022 was **34** days, up from **32** in August 2021.

[3]Square foot table does not account for listings and solds where square foot data is not disclosed.
[4]Data reported includes Active and Sold properties and does not include Pending properties.