

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

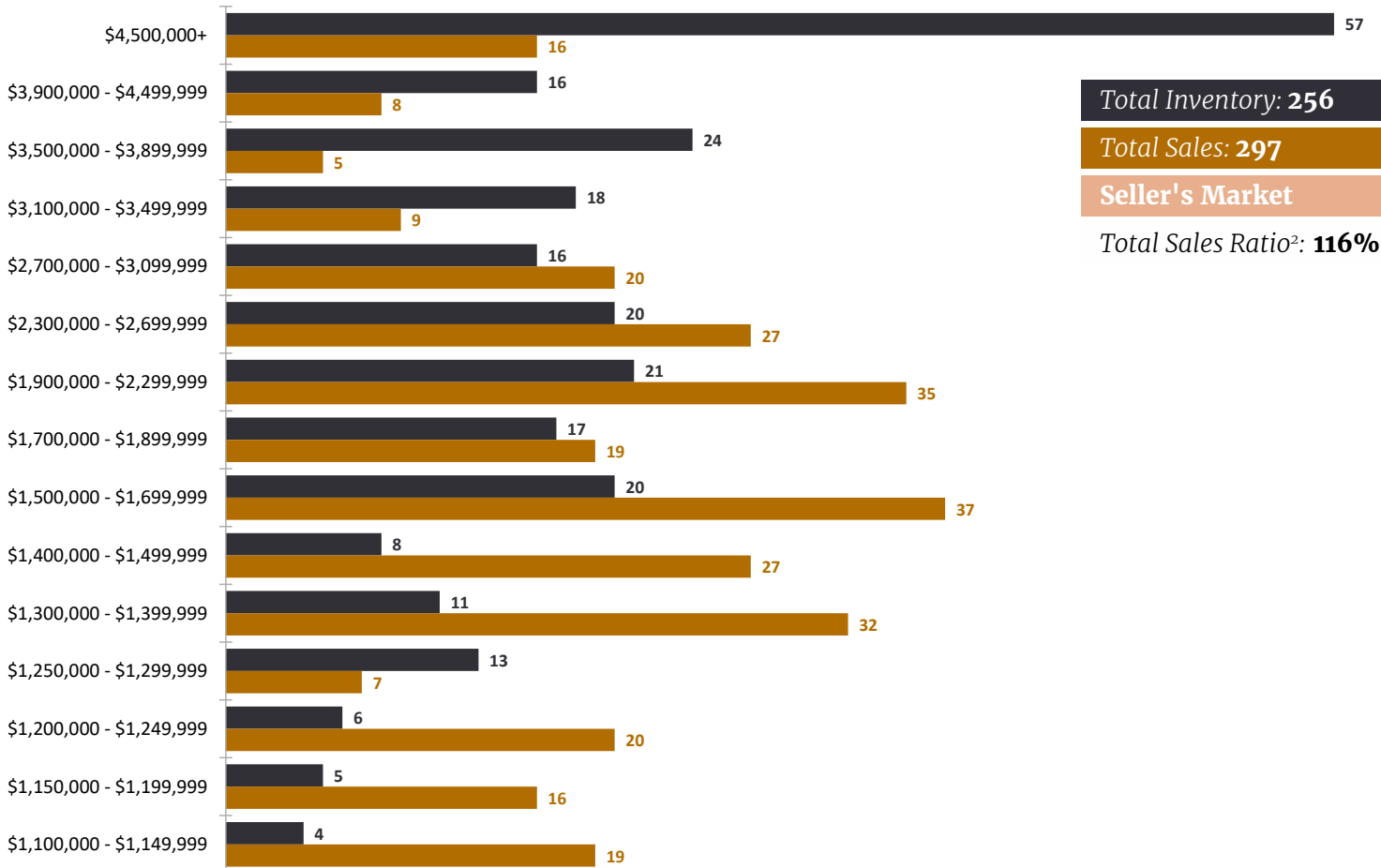
APRIL
2022

SCOTTSDALE --- ARIZONA

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | MARCH 2022

Inventory Sales

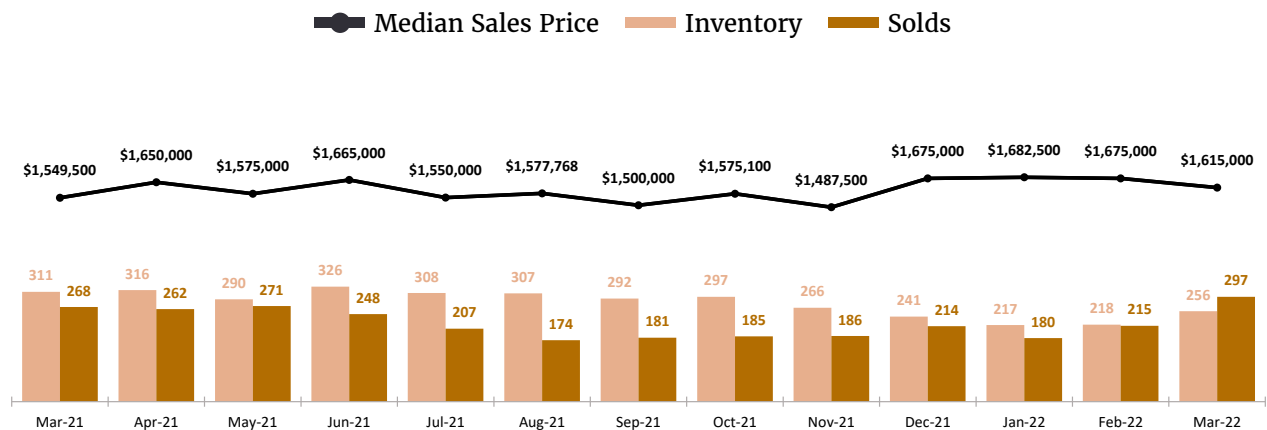
Luxury Benchmark Price¹: **\$1,100,000**Total Inventory: **256**Total Sales: **297**

Seller's Market

Total Sales Ratio²: **116%**

Square Feet ³	Price	Beds	Baths	Sold	Inventory	Sales Ratio
-Range-	-Median Sold-	-Median Sold-	-Median Sold-	-Total-	-Total-	-Sold/Inventory-
0 - 3,499	\$1,350,000	4	3	145	72	201%
3,500 - 4,499	\$1,875,000	4	4	85	64	133%
4,500 - 5,499	\$2,385,000	4	5	29	44	66%
5,500 - 6,499	\$3,600,000	5	6	29	28	104%
6,500 - 7,499	\$4,450,000	6	6	3	16	19%
7,500+	\$5,525,000	6	7	6	32	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 REVIEW | MARCH

TOTAL INVENTORY

Mar. 2021 Mar. 2022

311 256

VARIANCE: -18%

TOTAL SOLDs

Mar. 2021 Mar. 2022

268 297

VARIANCE: 11%

SALES PRICE

Mar. 2021 Mar. 2022

\$1.55m \$1.62m

VARIANCE: 4%

SALE PRICE PER SQFT.

Mar. 2021 Mar. 2022

\$386 \$495

VARIANCE: 28%

SALE TO LIST PRICE RATIO

Mar. 2021 Mar. 2022

99.59% 100.09%

VARIANCE: 1%

DAYS ON MARKET

Mar. 2021 Mar. 2022

39 22

VARIANCE: -44%

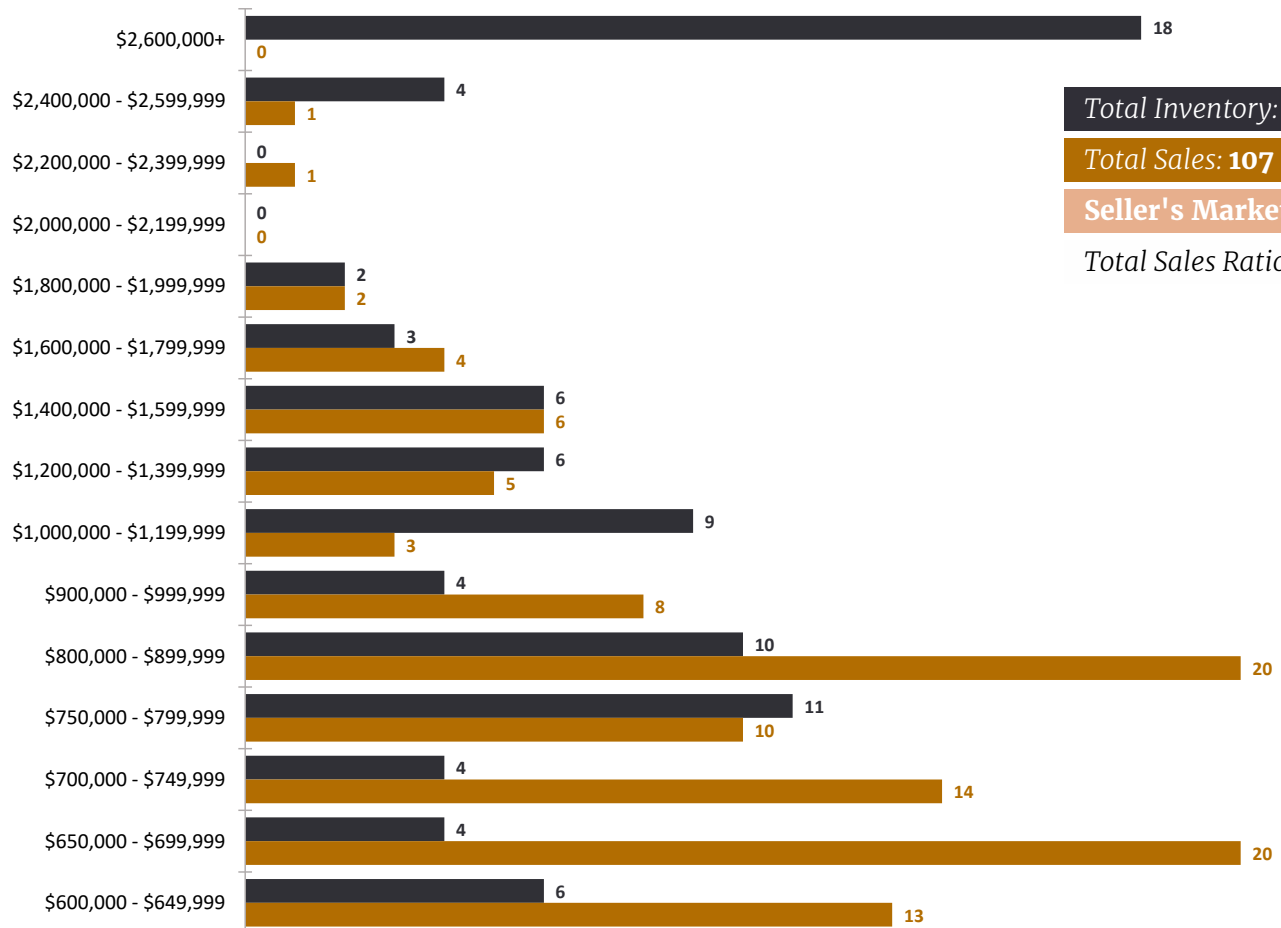
SCOTTSDALE MARKET SUMMARY | MARCH 2022

- The Scottsdale single-family luxury market is a **Seller's Market** with a **116% Sales Ratio**.
- Homes sold for a median of **100.09% of list price** in March 2022.
- The most active price band is **\$1,100,000-\$1,149,999**, where the sales ratio is **475%**.
- The median luxury sales price for single-family homes is **\$1,615,000**.
- The median days on market for March 2022 was **22** days, down from **39** in March 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.

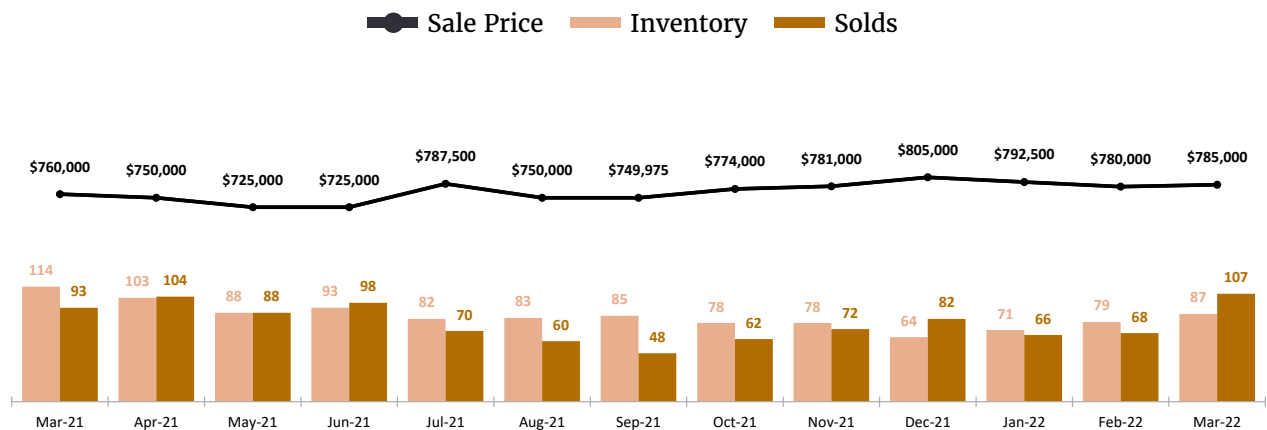
LUXURY INVENTORY VS. SALES | MARCH 2022

Inventory Sales

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

Square Feet ³	Price	Beds	Baths	Sold	Inventory	Sales Ratio
-Range-	-Median Sold-	-Median Sold-	-Median Sold-	-Total-	-Total-	-Sold/Inventory-
0 - 1,499	\$720,000	2	2	13	14	93%
1,500 - 1,999	\$700,000	2	2	55	17	324%
2,000 - 2,499	\$852,000	3	3	28	26	108%
2,500 - 2,999	\$1,300,000	3	3	7	9	78%
3,000 - 3,499	\$1,628,750	4	4	2	9	22%
3,500+	\$1,750,000	3	4	2	12	17%

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 | MARCH

TOTAL INVENTORY

Mar. 2021 Mar. 2022

114 87

VARIANCE: -24%

TOTAL SOLDs

Mar. 2021 Mar. 2022

93 107

VARIANCE: 15%

SALES PRICE

Mar. 2021 Mar. 2022

\$760k \$785k

VARIANCE: 3%

SALE PRICE PER SQFT.

Mar. 2021 Mar. 2022

\$369 \$418

VARIANCE: 13%

SALE TO LIST PRICE RATIO

Mar. 2021 Mar. 2022

99.48% 100.00%

VARIANCE: 1%

DAYS ON MARKET

Mar. 2021 Mar. 2022

51 17

VARIANCE: -67%

SCOTTSDALE MARKET SUMMARY | MARCH 2022

- The Scottsdale attached luxury market is a **Seller's Market** with a **123% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in March 2022.
- The most active price band is **\$650,000-\$699,999**, where the sales ratio is **500%**.
- The median luxury sales price for attached homes is **\$785,000**.
- The median days on market for March 2022 was **17** days, down from **51** in March 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.