

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

*Home of the CLHMS™*

MARCH  
2021

SCOTTSDALE  

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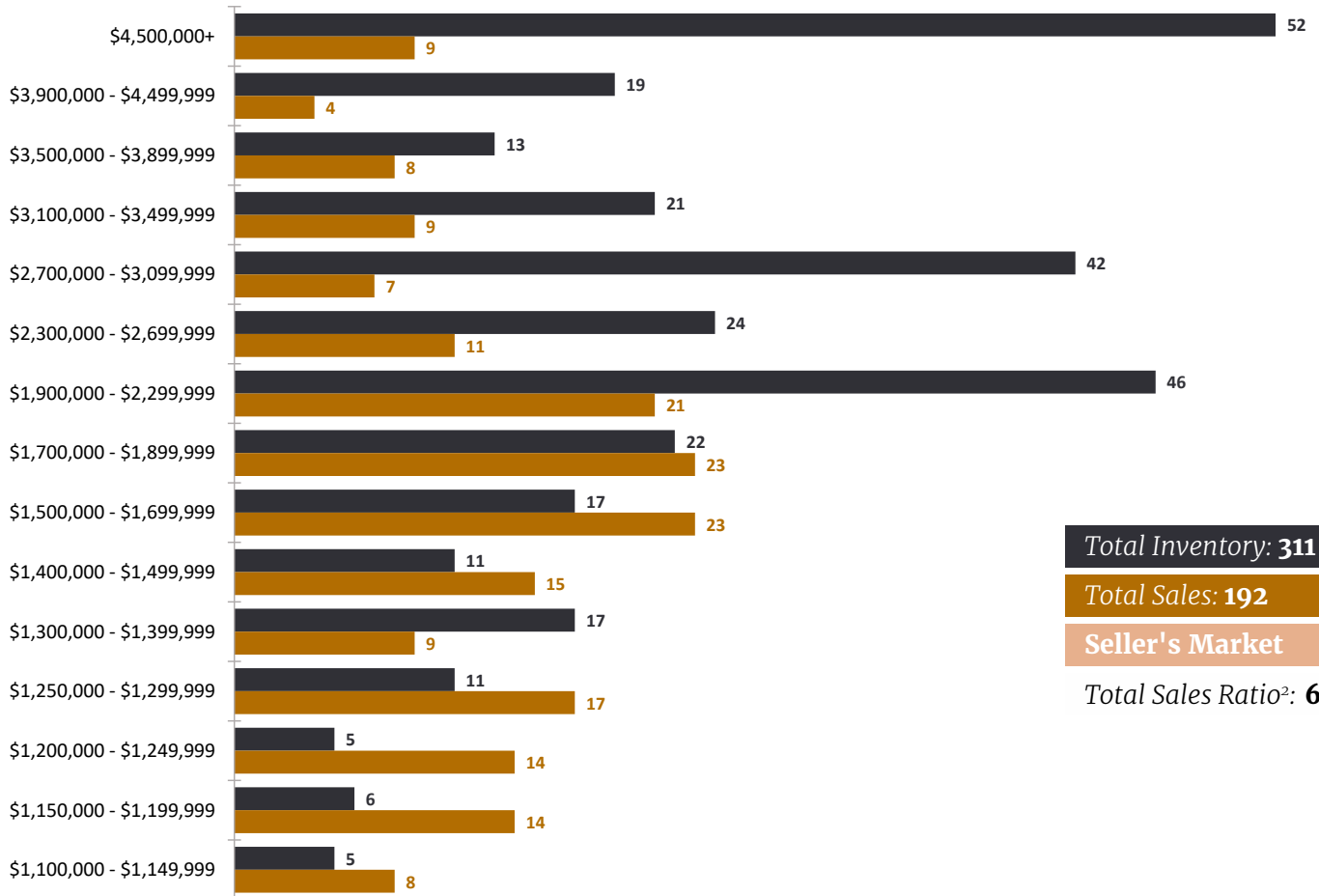
ARIZONA

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

### LUXURY INVENTORY VS. SALES | FEBRUARY 2021

Inventory Sales

Luxury Benchmark Price<sup>1</sup>: **\$1,100,000**



Total Inventory: **311**

Total Sales: **192**

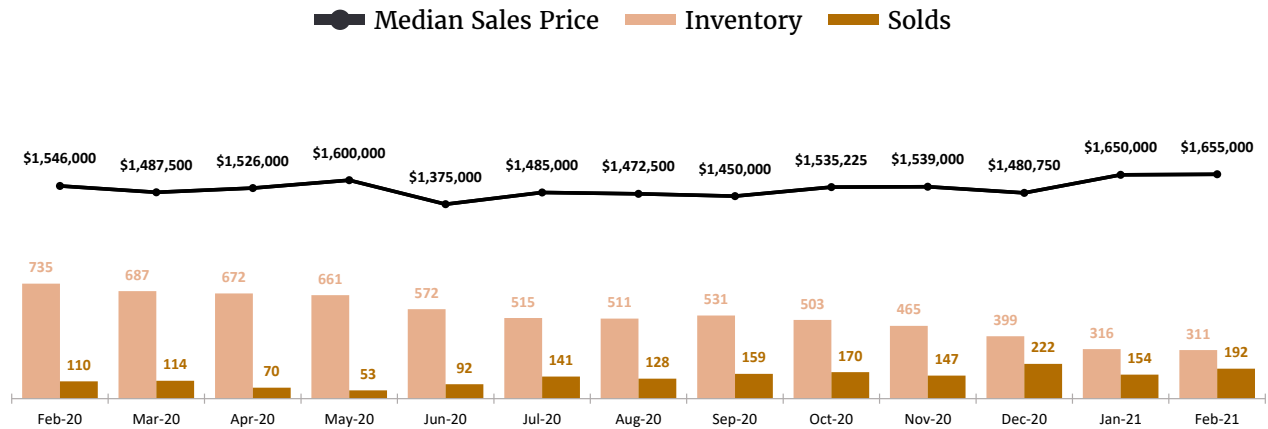
Seller's Market

Total Sales Ratio<sup>2</sup>: **62%**

Square Feet <sup>3</sup> -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 3,499	\$1,200,000	3	4	29	44	66%
3,500 - 4,499	\$1,437,500	4	4	64	71	90%
4,500 - 5,499	\$1,832,000	4	5	60	60	100%
5,500 - 6,499	\$2,250,000	5	6	12	55	22%
6,500 - 7,499	\$3,300,000	4	6	11	32	34%
7,500+	\$4,100,000	5	7	16	49	33%

<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 | FEBRUARY

#### TOTAL INVENTORY

Feb. 2020	Feb. 2021
<b>735</b>	<b>311</b>

VARIANCE: **-58%**

#### TOTAL SOLDS

Feb. 2020	Feb. 2021
<b>110</b>	<b>192</b>

VARIANCE: **75%**

#### SALES PRICE

Feb. 2020	Feb. 2021
<b>\$1.55m</b>	<b>\$1.66m</b>

VARIANCE: **7%**

#### SALE PRICE PER SQFT.

Feb. 2020	Feb. 2021
<b>\$366</b>	<b>\$378</b>

VARIANCE: **3%**

#### SALE TO LIST PRICE RATIO

Feb. 2020	Feb. 2021
<b>96.57%</b>	<b>97.65%</b>

VARIANCE: **1%**

#### DAYS ON MARKET

Feb. 2020	Feb. 2021
<b>111</b>	<b>54</b>

VARIANCE: **-51%**

### SCOTTSDALE MARKET SUMMARY | FEBRUARY 2021

- The Scottsdale single-family luxury market is a **Seller's Market** with a **62% Sales Ratio**.
- Homes sold for a median of **97.65% of list price** in February 2021.
- The most active price band is **\$1,200,000-\$1,249,999**, where the sales ratio is **280%**.
- The median luxury sales price for single-family homes is **\$1,655,000**.
- The median days on market for February 2021 was **54** days, down from **111** in February 2020.

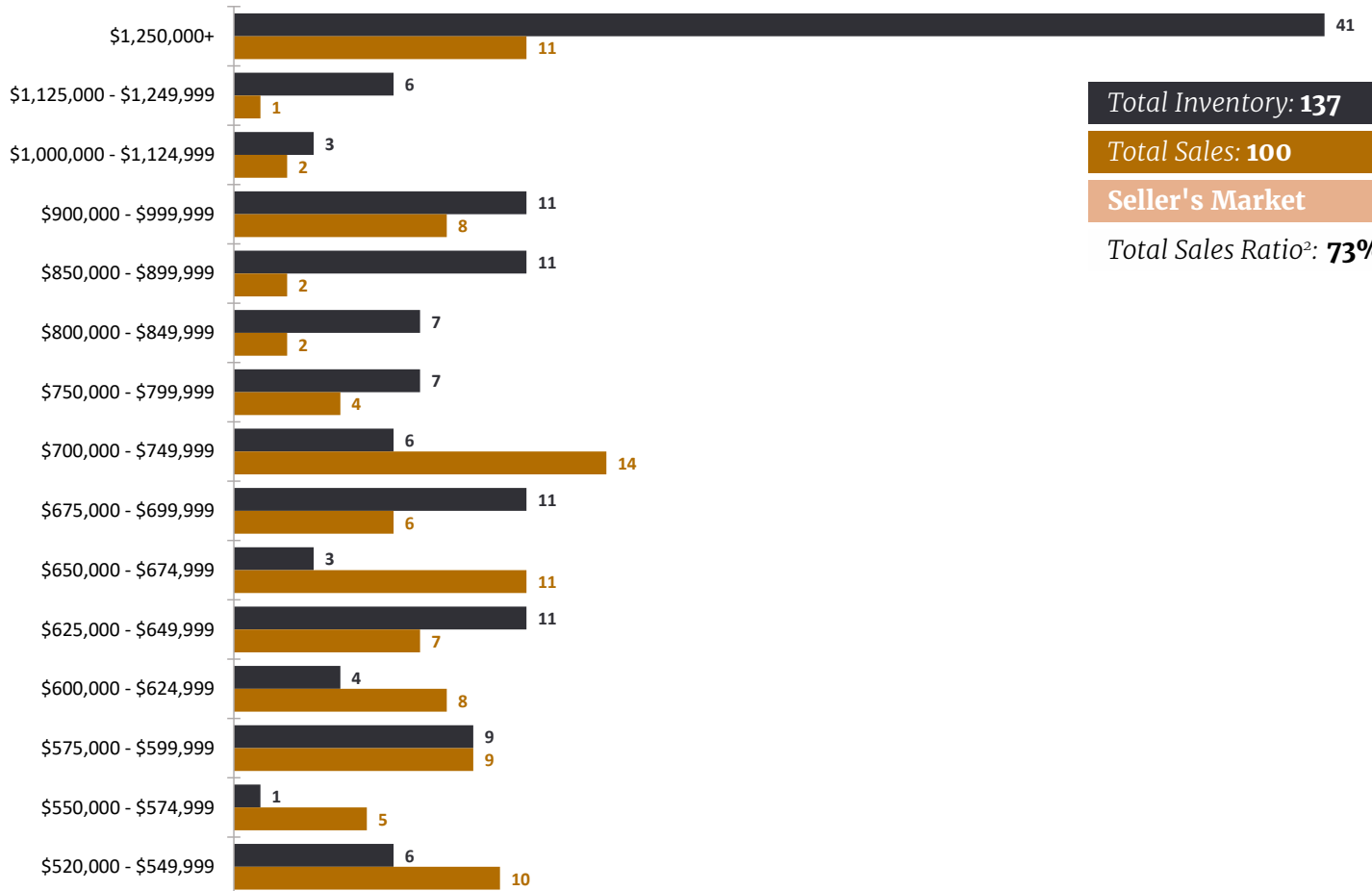
<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed.

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

### LUXURY INVENTORY VS. SALES | FEBRUARY 2021

Inventory Sales

Luxury Benchmark Price<sup>1</sup>: **\$520,000**



Total Inventory: **137**

Total Sales: **100**

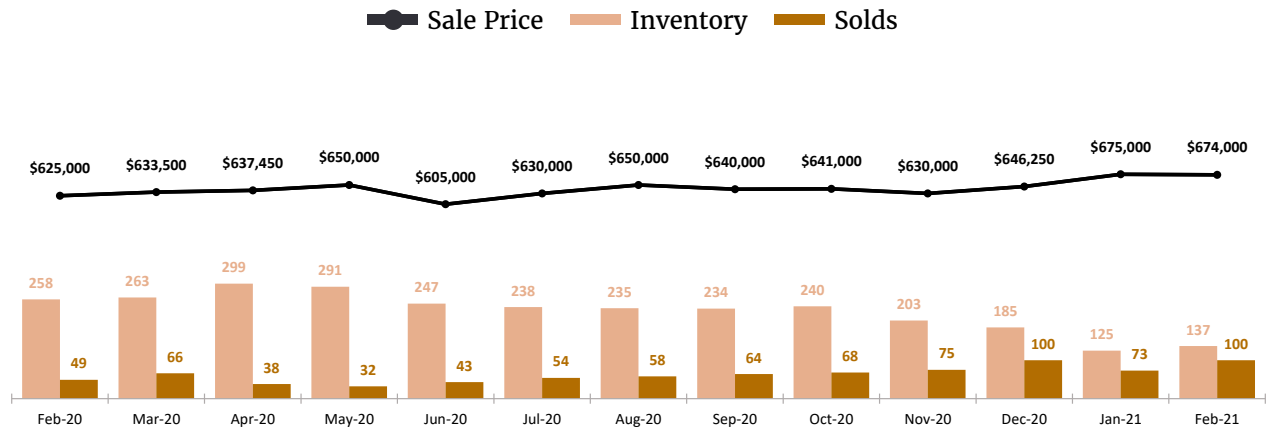
Seller's Market

Total Sales Ratio<sup>2</sup>: **73%**

Square Feet <sup>3</sup> -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,499	\$610,000	2	2	12	22	55%
1,500 - 1,999	\$655,000	2	2	40	44	91%
2,000 - 2,499	\$699,500	3	3	34	40	85%
2,500 - 2,999	\$875,000	3	3	13	19	68%
3,000 - 3,499	\$1,800,000	3	3	1	8	13%
3,500+	NA	NA	NA	0	4	0%

<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 | FEBRUARY

#### TOTAL INVENTORY

Feb. 2020	Feb. 2021
<b>258</b>	<b>137</b>

VARIANCE: **-47%**

#### TOTAL SOLD

Feb. 2020	Feb. 2021
<b>49</b>	<b>100</b>

VARIANCE: **104%**

#### SALES PRICE

Feb. 2020	Feb. 2021
<b>\$625k</b>	<b>\$674k</b>

VARIANCE: **8%**

#### SALE PRICE PER SQFT.

Feb. 2020	Feb. 2021
<b>\$311</b>	<b>\$353</b>

VARIANCE: **14%**

#### SALE TO LIST PRICE RATIO

Feb. 2020	Feb. 2021
<b>98.00%</b>	<b>98.99%</b>

VARIANCE: **1%**

#### DAYS ON MARKET

Feb. 2020	Feb. 2021
<b>53</b>	<b>37</b>

VARIANCE: **-30%**

## SCOTTSDALE MARKET SUMMARY | FEBRUARY 2021

- The Scottsdale attached luxury market is a **Seller's Market** with a **73% Sales Ratio**.
- Homes sold for a median of **98.99% of list price** in February 2021.
- The most active price band is **\$550,000-\$574,999**, where the sales ratio is **500%**.
- The median luxury sales price for attached homes is **\$674,000**.
- The median days on market for February 2021 was **37** days, down from **53** in February 2020.

<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.