

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

*Home of the CLHMS™*

MAY  
2021

# SCOTTSDALE

---

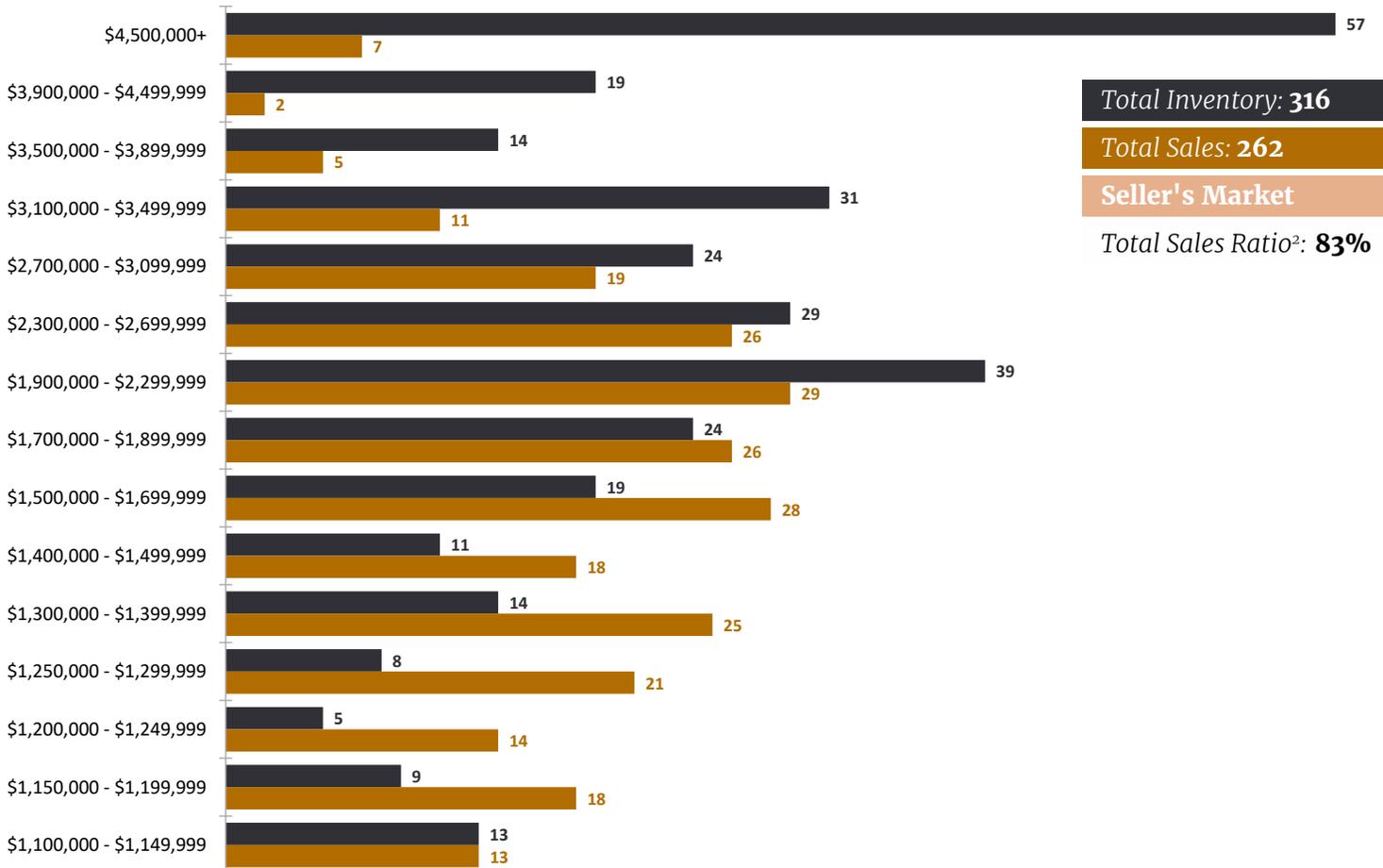
# ARIZONA

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

### LUXURY INVENTORY VS. SALES | APRIL 2021

Inventory Sales

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



Total Inventory: **316**

Total Sales: **262**

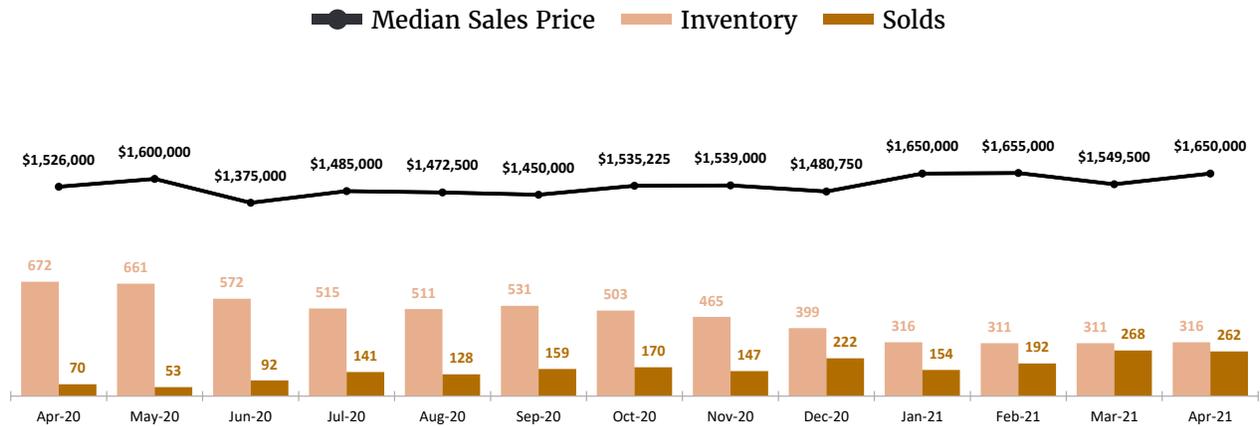
Seller's Market

Total Sales Ratio<sup>2</sup>: **83%**

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	\$1,250,000	4	3	56	53	106%
3,500 - 4,499	\$1,459,000	4	4	95	73	130%
4,500 - 5,499	\$2,000,000	4	5	59	58	102%
5,500 - 6,499	\$2,650,000	5	6	32	51	63%
6,500 - 7,499	\$2,625,000	5	6	13	34	38%
7,500+	\$6,575,000	6	8	7	47	15%

<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 | APRIL

#### TOTAL INVENTORY

Apr. 2020      Apr. 2021  
**672**          **316**

VARIANCE: **-53%**

#### TOTAL SOLDS

Apr. 2020      Apr. 2021  
**70**            **262**

VARIANCE: **274%**

#### SALES PRICE

Apr. 2020      Apr. 2021  
**\$1.53m**      **\$1.65m**

VARIANCE: **8%**

#### SALE PRICE PER SQFT.

Apr. 2020      Apr. 2021  
**\$336**          **\$397**

VARIANCE: **18%**

#### SALE TO LIST PRICE RATIO

Apr. 2020      Apr. 2021  
**96.48%**      **100.00%**

VARIANCE: **4%**

#### DAYS ON MARKET

Apr. 2020      Apr. 2021  
**90**            **32**

VARIANCE: **-64%**

## SCOTTSDALE MARKET SUMMARY | APRIL 2021

- The Scottsdale single-family luxury market is a **Seller's Market** with a **83% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in April 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 **\$1,650,000**.
- The median days on market for April 2021 was **32** days, down from **90** in April 2020.

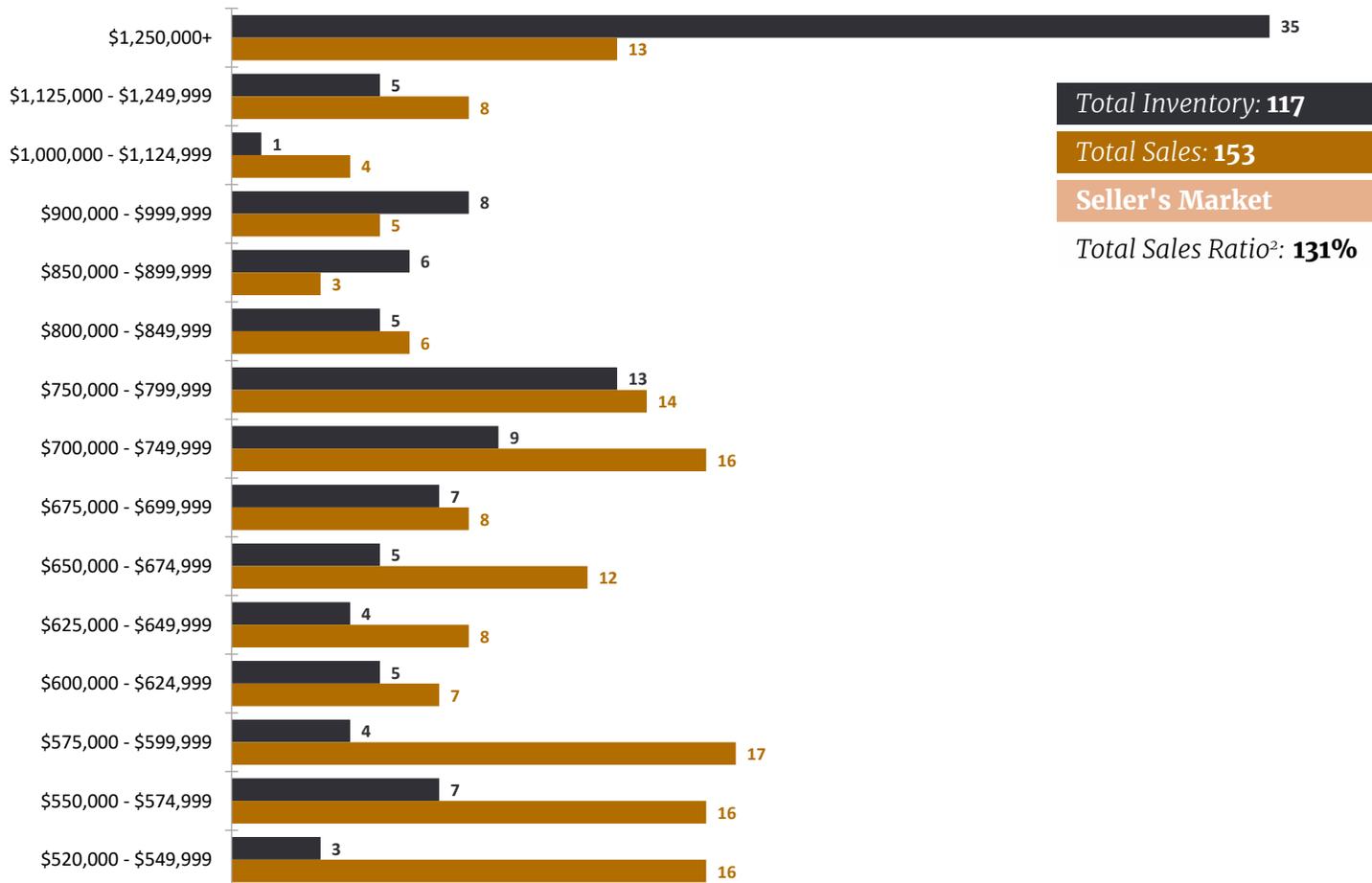
<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed.

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

### LUXURY INVENTORY VS. SALES | APRIL 2021

Inventory Sales

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



Total Inventory: **117**

Total Sales: **153**

Seller's Market

Total Sales Ratio<sup>2</sup>: **131%**

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	\$555,750	2	2	12	25	48%
1,500 - 1,999	\$600,000	2	2	60	41	146%
2,000 - 2,499	\$707,498	3	3	52	28	186%
2,500 - 2,999	\$768,750	3	4	14	15	93%
3,000 - 3,499	\$997,500	3	4	10	6	167%
3,500+	\$1,650,000	4	5	5	2	250%

<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 | APRIL

#### TOTAL INVENTORY

Apr. 2020	Apr. 2021
<b>299</b>	<b>117</b>

VARIANCE: **-61%**

#### TOTAL SOLDS

Apr. 2020	Apr. 2021
<b>38</b>	<b>153</b>

VARIANCE: **303%**

#### SALES PRICE

Apr. 2020	Apr. 2021
<b>\$637k</b>	<b>\$675k</b>

VARIANCE: **6%**

#### SALE PRICE PER SQFT.

Apr. 2020	Apr. 2021
<b>\$296</b>	<b>\$338</b>

VARIANCE: **14%**

#### SALE TO LIST PRICE RATIO

Apr. 2020	Apr. 2021
<b>98.25%</b>	<b>100.00%</b>

VARIANCE: **2%**

#### DAYS ON MARKET

Apr. 2020	Apr. 2021
<b>62</b>	<b>31</b>

VARIANCE: **-50%**

## SCOTTSDALE MARKET SUMMARY | APRIL 2021

- The Scottsdale attached luxury market is a **Seller's Market** with a **131% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in April 2021.
- The most active price band is **\$520,000-\$549,999**, where the sales ratio is **533%**.
- The median luxury sales price for attached homes is **\$675,000**.
- The median days on market for April 2021 was **31** days, down from **62** in April 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.