

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

*Home of the CLHMS™*

AUGUST  
2021

SCOTTSDALE  

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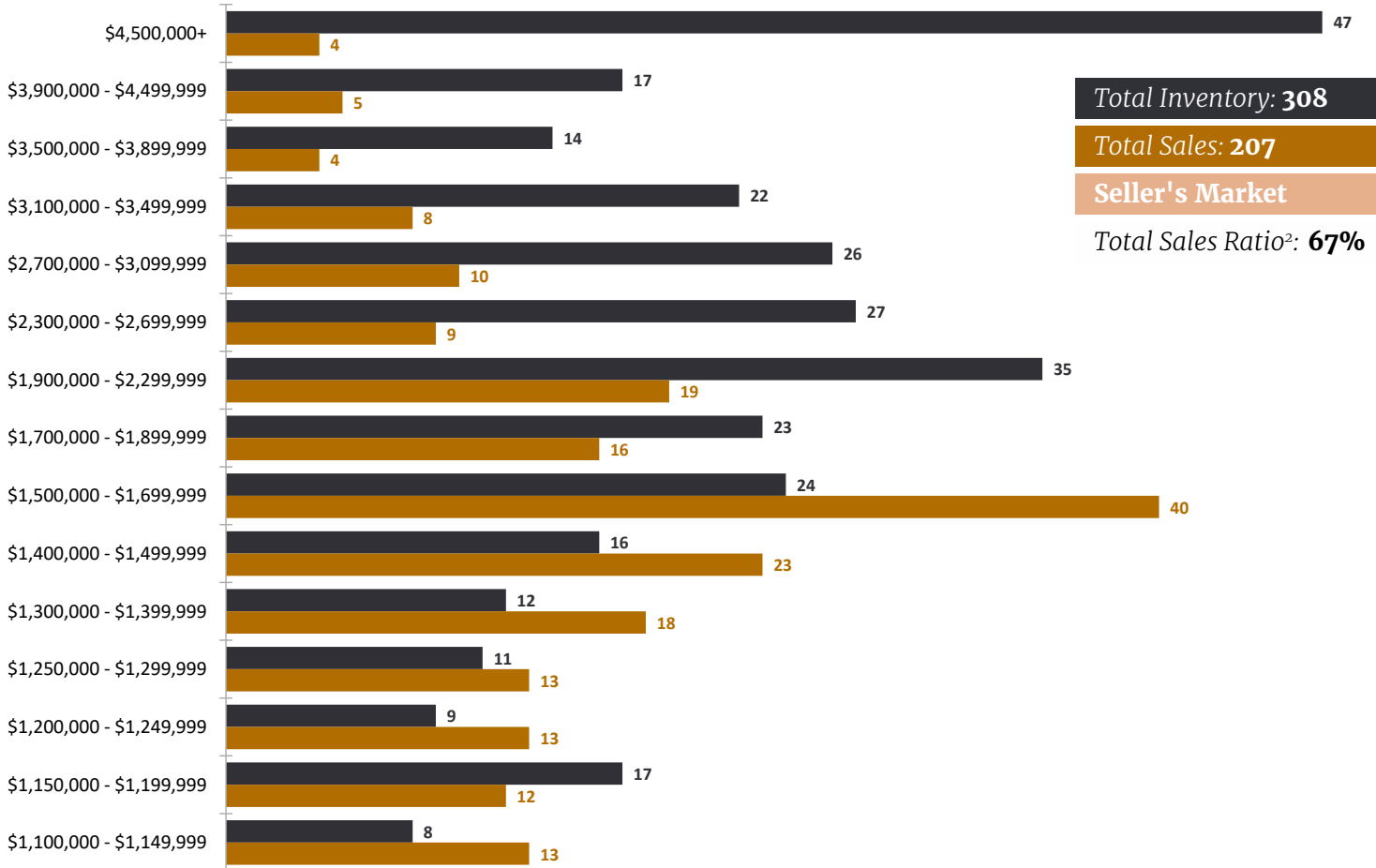
ARIZONA

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

### LUXURY INVENTORY VS. SALES | JULY 2021

Inventory Sales

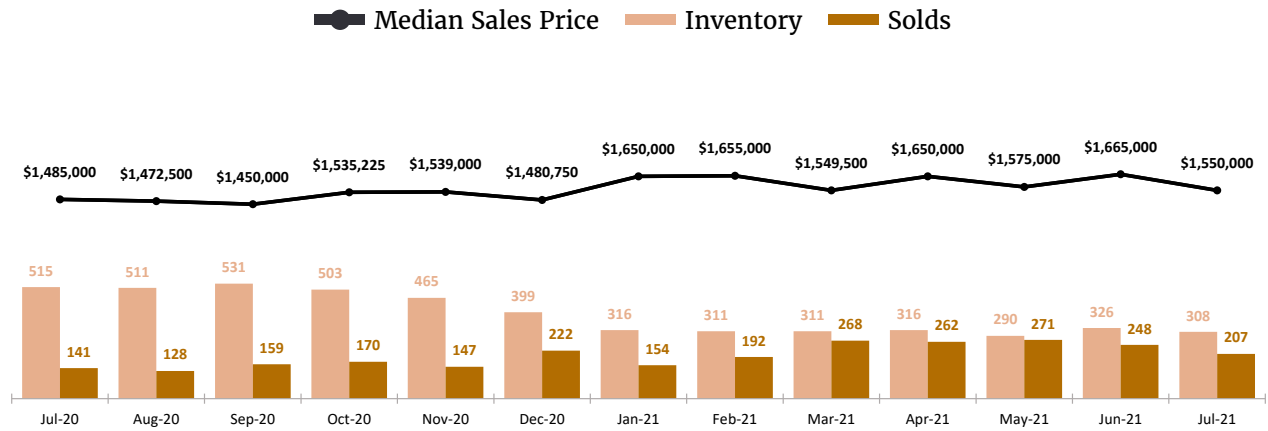
Luxury Benchmark Price<sup>1</sup>: **\$1,100,000**



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	\$1,287,000	4	3	64	71	90%
3,500 - 4,499	\$1,517,500	4	4	82	78	105%
4,500 - 5,499	\$2,025,000	4	5	35	58	60%
5,500 - 6,499	\$3,074,500	4	5	12	49	24%
6,500 - 7,499	\$2,825,000	5	6	10	21	48%
7,500+	\$4,950,000	6	7	4	31	13%

<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 | JULY

#### TOTAL INVENTORY

Jul. 2020	Jul. 2021
515	308

VARIANCE: **-40%**

#### TOTAL SOLDS

Jul. 2020	Jul. 2021
141	207

VARIANCE: **47%**

#### SALES PRICE

Jul. 2020	Jul. 2021
\$1.49m	\$1.55m

VARIANCE: **4%**

#### SALE PRICE PER SQFT.

Jul. 2020	Jul. 2021
\$354	\$410

VARIANCE: **16%**

#### SALE TO LIST PRICE RATIO

Jul. 2020	Jul. 2021
96.13%	100.00%

VARIANCE: **4%**

#### DAYS ON MARKET

Jul. 2020	Jul. 2021
82	33

VARIANCE: **-60%**

### SCOTTSDALE MARKET SUMMARY | JULY 2021

- The Scottsdale single-family luxury market is a **Seller's Market** with a **67% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in July 2021.
- The most active price band is **\$1,500,000-\$1,699,999**, where the sales ratio is **167%**.
- The median luxury sales price for single-family homes is **\$1,550,000**.
- The median days on market for July 2021 was **33** days, down from **82** in July 2020.

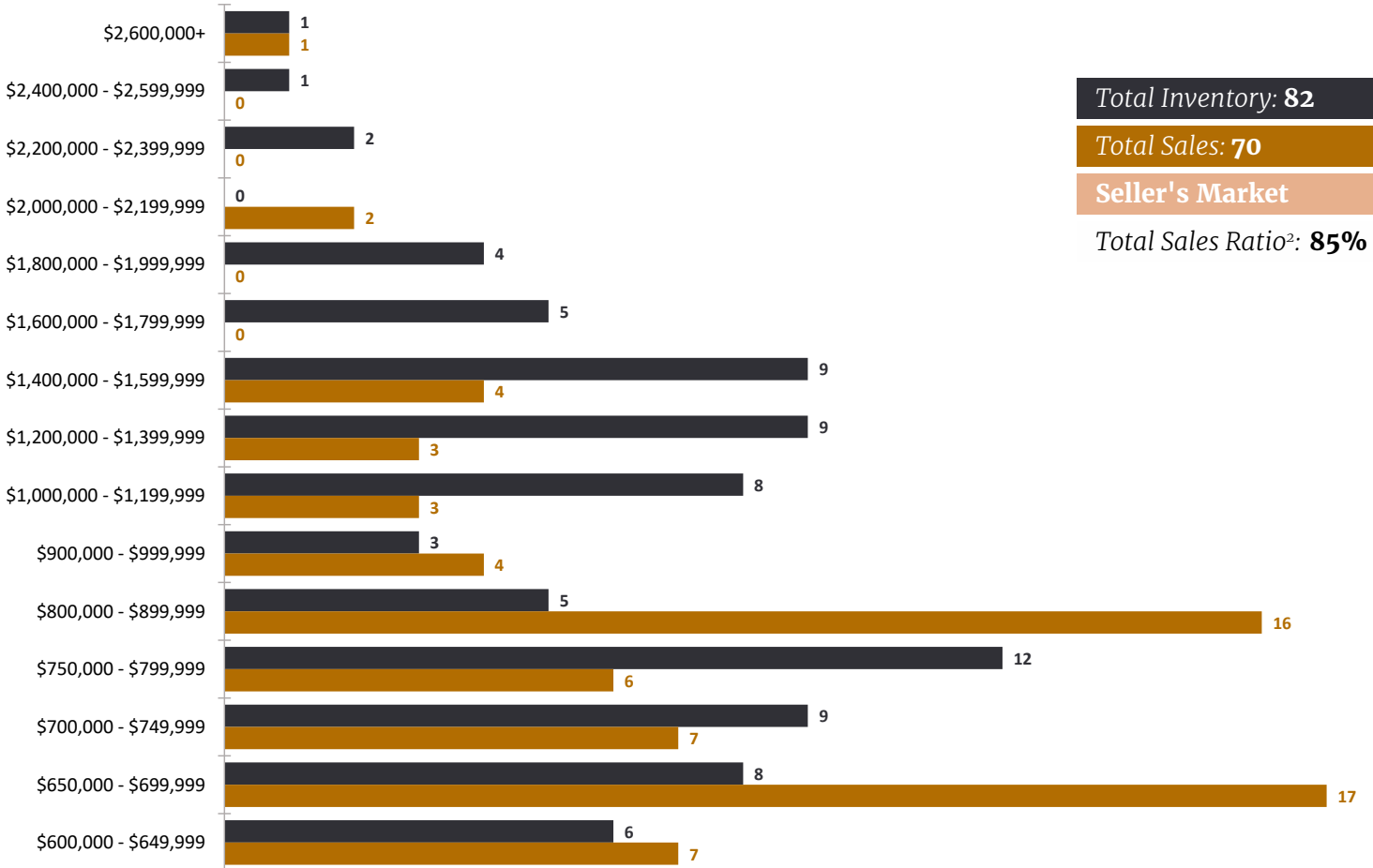
<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed.

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

### LUXURY INVENTORY VS. SALES | JULY 2021

Inventory Sales

Luxury Benchmark Price<sup>1</sup>: **\$600,000**



Total Inventory: **82**

Total Sales: **70**

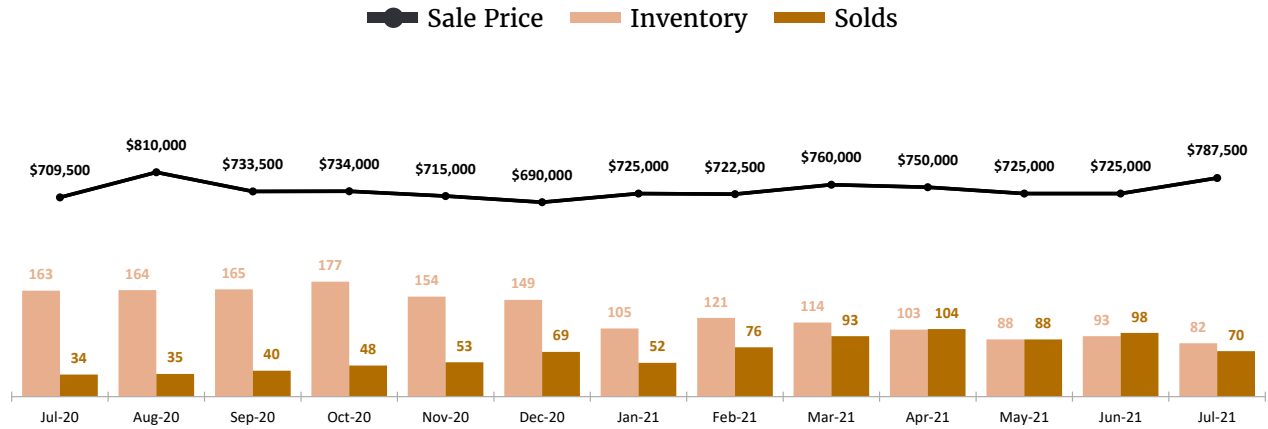
Seller's Market

Total Sales Ratio<sup>2</sup>: **85%**

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	\$675,000	2	2	9	12	75%
1,500 - 1,999	\$775,000	2	2	28	20	140%
2,000 - 2,499	\$817,500	2	3	19	27	70%
2,500 - 2,999	\$805,000	3	3	9	17	53%
3,000 - 3,499	\$2,025,000	3	4	3	4	75%
3,500+	\$1,125,000	4	4	2	2	100%

<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 | JULY

#### TOTAL INVENTORY

Jul. 2020	Jul. 2021
<b>163</b>	<b>82</b>

VARIANCE: **-50%**

#### TOTAL SOLDS

Jul. 2020	Jul. 2021
<b>34</b>	<b>70</b>

VARIANCE: **106%**

#### SALES PRICE

Jul. 2020	Jul. 2021
<b>\$710k</b>	<b>\$788k</b>

VARIANCE: **11%**

#### SALE PRICE PER SQFT.

Jul. 2020	Jul. 2021
<b>\$315</b>	<b>\$425</b>

VARIANCE: **35%**

#### SALE TO LIST PRICE RATIO

Jul. 2020	Jul. 2021
<b>97.78%</b>	<b>99.55%</b>

VARIANCE: **2%**

#### DAYS ON MARKET

Jul. 2020	Jul. 2021
<b>74</b>	<b>34</b>

VARIANCE: **-54%**

### SCOTTSDALE MARKET SUMMARY | JULY 2021

- The Scottsdale attached luxury market is a **Seller's Market** with a **85% Sales Ratio**.
- Homes sold for a median of **99.55% of list price** in July 2021.
- The most active price band is **\$800,000-\$899,999**, where the sales ratio is **320%**.
- The median luxury sales price for attached homes is **\$787,500**.
- The median days on market for July 2021 was **34** days, down from **74** in July 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.