

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

*Home of the CLHMS™*

NOVEMBER  
2021

SCOTTSDALE  

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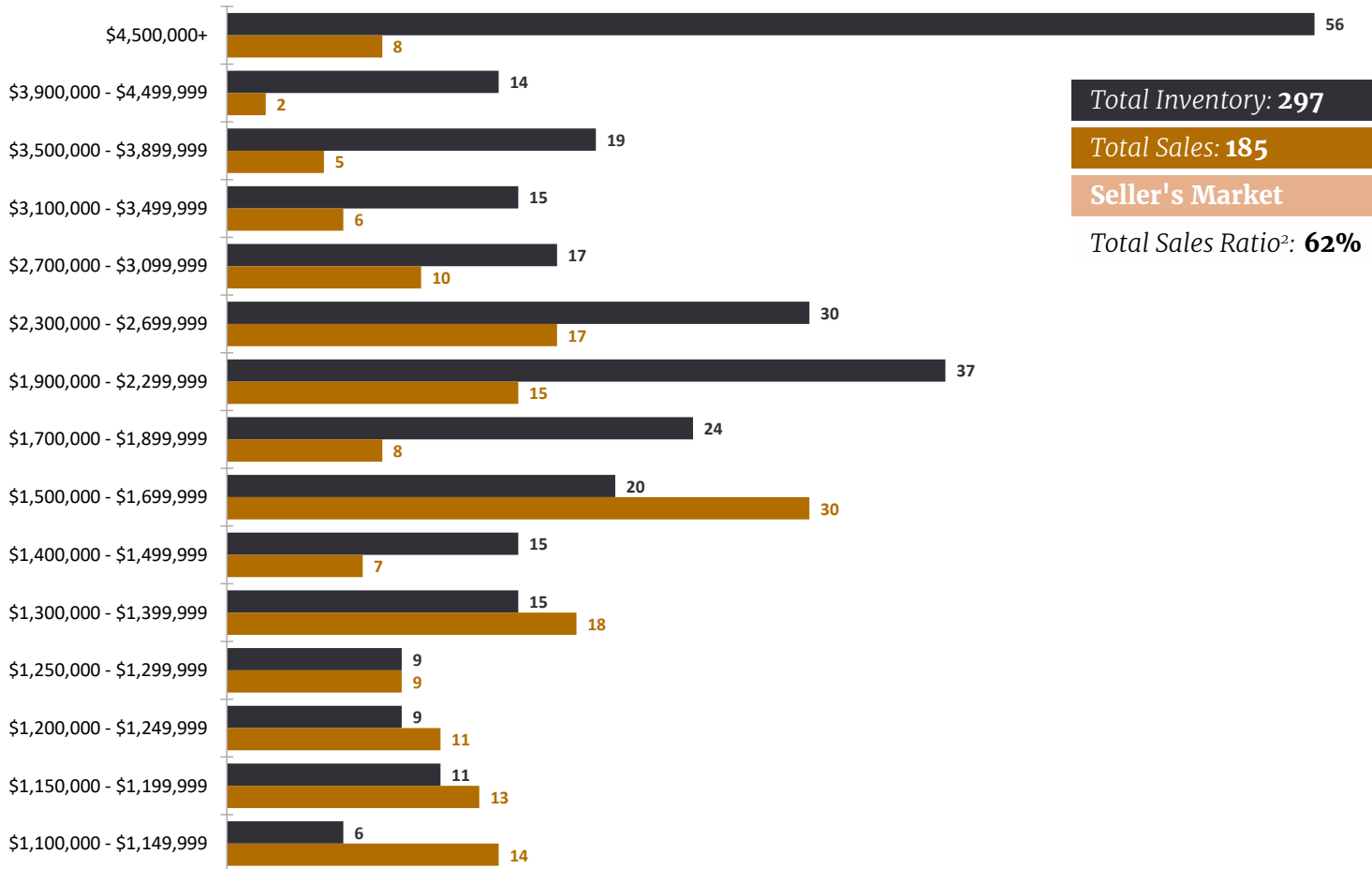
ARIZONA

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

### LUXURY INVENTORY VS. SALES | OCTOBER 2021

Inventory Sales

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



Total Inventory: **297**

Total Sales: **185**

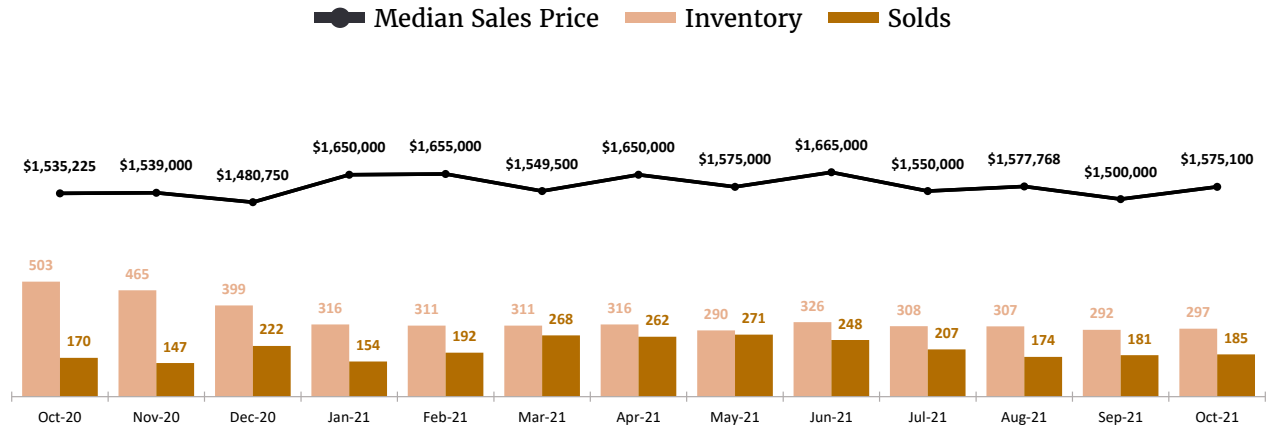
Seller's Market

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	\$1,250,000	4	3	55	80	69%
3,500 - 4,499	\$1,535,000	4	4	59	62	95%
4,500 - 5,499	\$2,300,000	4	5	35	58	60%
5,500 - 6,499	\$2,862,500	5	6	12	43	28%
6,500 - 7,499	\$3,000,000	5	6	4	21	19%
7,500+	\$5,662,500	6	8	8	33	24%

<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 | OCTOBER

#### TOTAL INVENTORY

Oct. 2020	Oct. 2021
<b>503</b>	<b>297</b>

VARIANCE: **-41%**

#### TOTAL SOLDS

Oct. 2020	Oct. 2021
<b>170</b>	<b>185</b>

VARIANCE: **9%**

#### SALES PRICE

Oct. 2020	Oct. 2021
<b>\$1.54m</b>	<b>\$1.58m</b>

VARIANCE: **3%**

#### SALE PRICE PER SQFT.

Oct. 2020	Oct. 2021
<b>\$360</b>	<b>\$435</b>

VARIANCE: **21%**

#### SALE TO LIST PRICE RATIO

Oct. 2020	Oct. 2021
<b>97.19%</b>	<b>99.23%</b>

VARIANCE: **2%**

#### DAYS ON MARKET

Oct. 2020	Oct. 2021
<b>58</b>	<b>33</b>

VARIANCE: **-43%**

### SCOTTSDALE MARKET SUMMARY | OCTOBER 2021

- The Scottsdale single-family luxury market is a **Seller's Market** with a **62% Sales Ratio**.
- Homes sold for a median of **99.23% of list price** in October 2021.
- The most active price band is **\$1,100,000-\$1,149,999**, where the sales ratio is **233%**.
- The median luxury sales price for single-family homes is **\$1,575,100**.
- The median days on market for October 2021 was **33** days, down from **58** in October 2020.

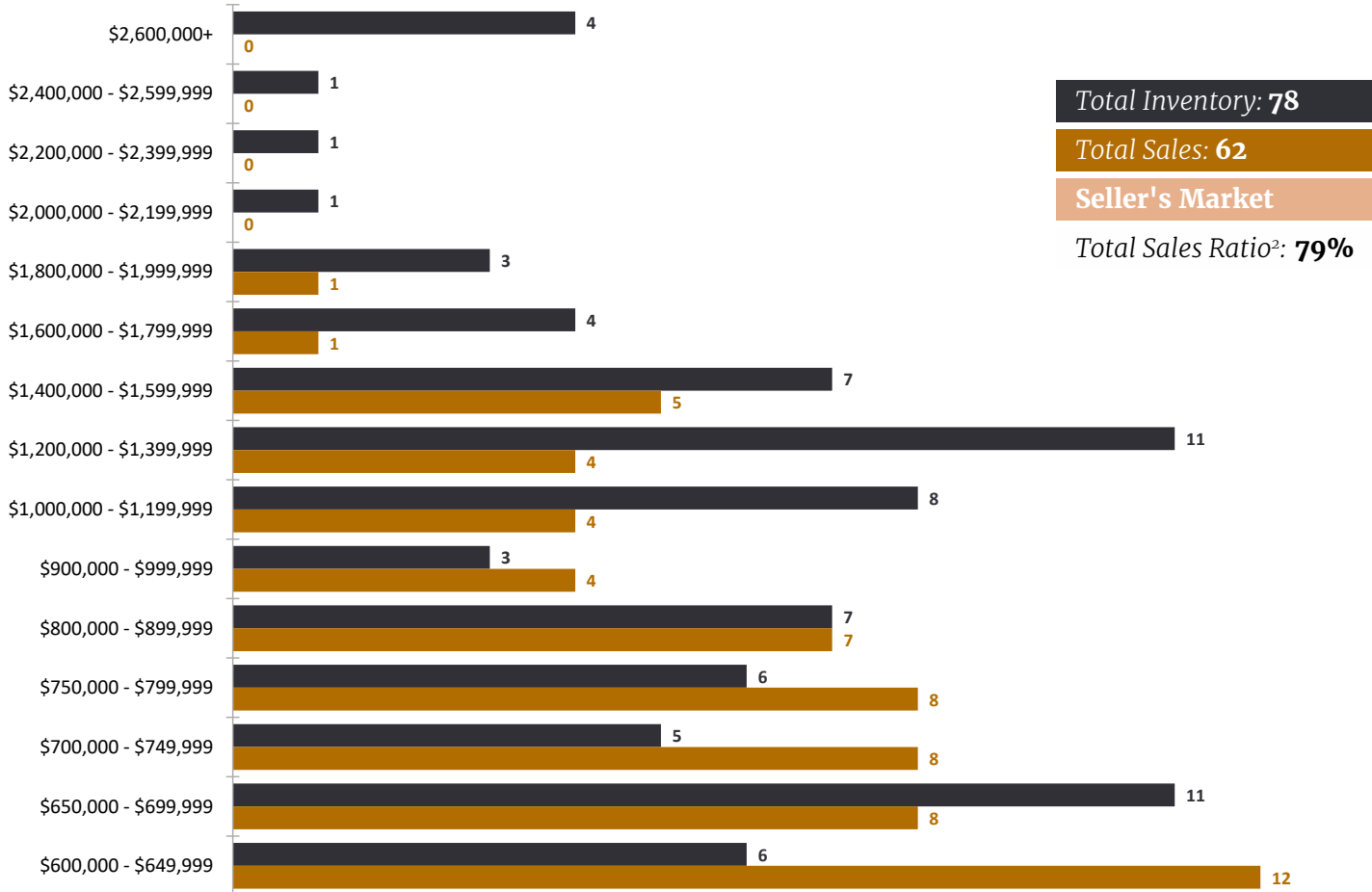
<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed.

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

### LUXURY INVENTORY VS. SALES | OCTOBER 2021

Inventory Sales

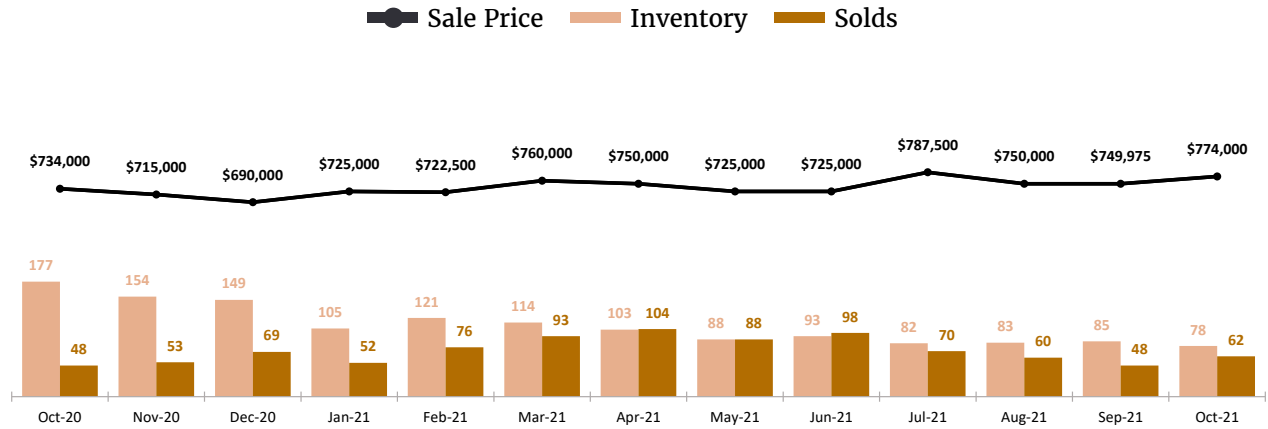
Luxury Benchmark Price<sup>1</sup>: **\$600,000**



Square Feet <sup>3</sup> -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,499	\$720,000	2	2	7	12	58%
1,500 - 1,999	\$680,000	2	2	19	29	66%
2,000 - 2,499	\$779,000	3	3	21	19	111%
2,500 - 2,999	\$910,870	3	3	13	8	163%
3,000 - 3,499	\$1,550,000	4	4	1	6	17%
3,500+	\$1,385,000	3	4	1	4	25%

<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 | OCTOBER

#### TOTAL INVENTORY

Oct. 2020	Oct. 2021
177	78

VARIANCE: **-56%**

#### TOTAL SOLDS

Oct. 2020	Oct. 2021
48	62

VARIANCE: **29%**

#### SALES PRICE

Oct. 2020	Oct. 2021
\$734k	\$774k

VARIANCE: **5%**

#### SALE PRICE PER SQFT.

Oct. 2020	Oct. 2021
\$348	\$385

VARIANCE: **11%**

#### SALE TO LIST PRICE RATIO

Oct. 2020	Oct. 2021
98.42%	100.00%

VARIANCE: **2%**

#### DAYS ON MARKET

Oct. 2020	Oct. 2021
67	33

VARIANCE: **-51%**

## SCOTTSDALE MARKET SUMMARY | OCTOBER 2021

- The Scottsdale attached luxury market is a **Seller's Market** with a **79% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in October 2021.
- The most active price band is **\$600,000-\$649,999**, where the sales ratio is **200%**.
- The median luxury sales price for attached homes is **\$774,000**.
- The median days on market for October 2021 was **33** days, down from **67** in October 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.