

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

*Home of the CLHMS™*

DECEMBER  
2021



SCOTTSDALE

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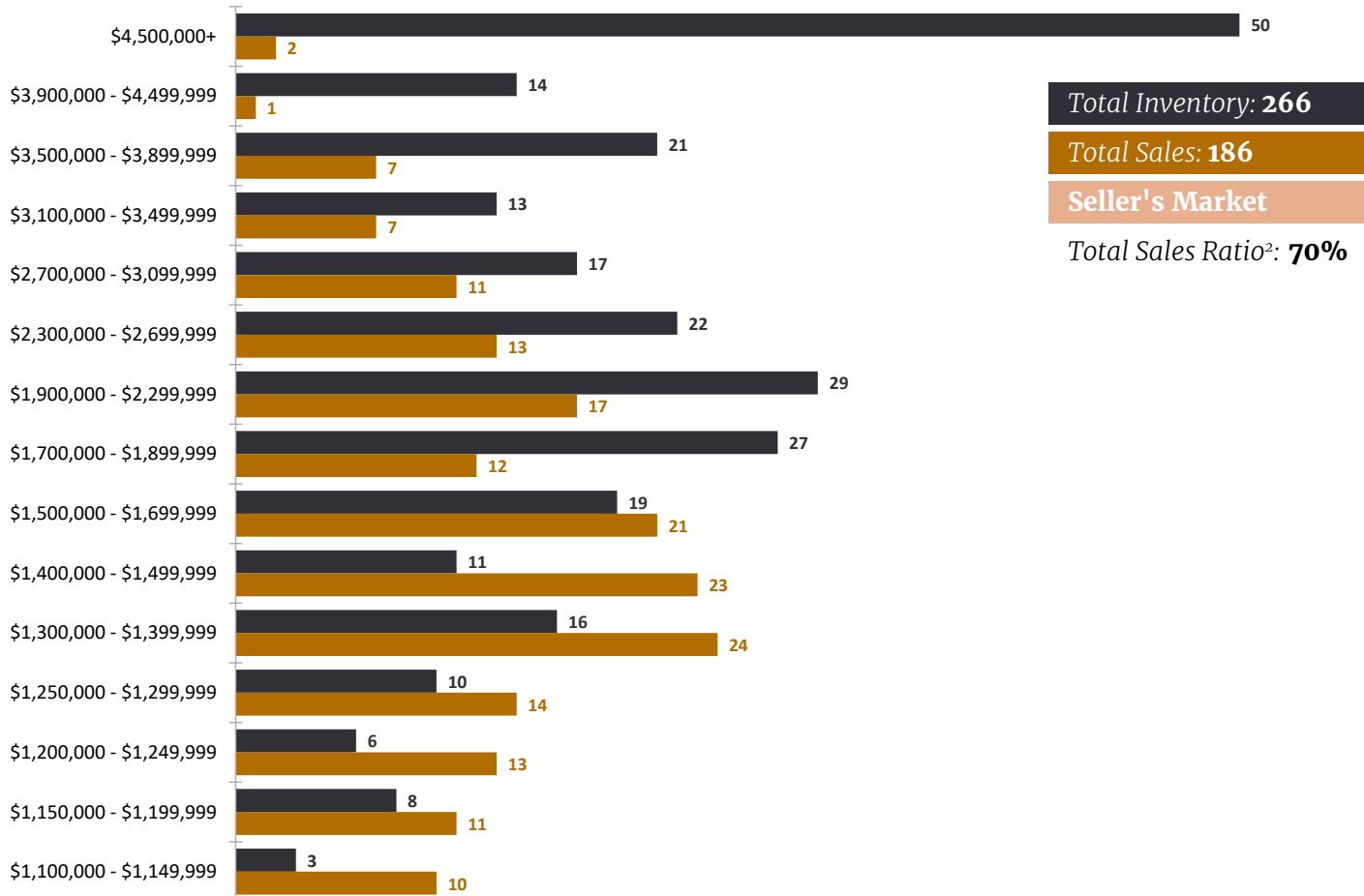
ARIZONA

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

### LUXURY INVENTORY VS. SALES | NOVEMBER 2021

Inventory Sales

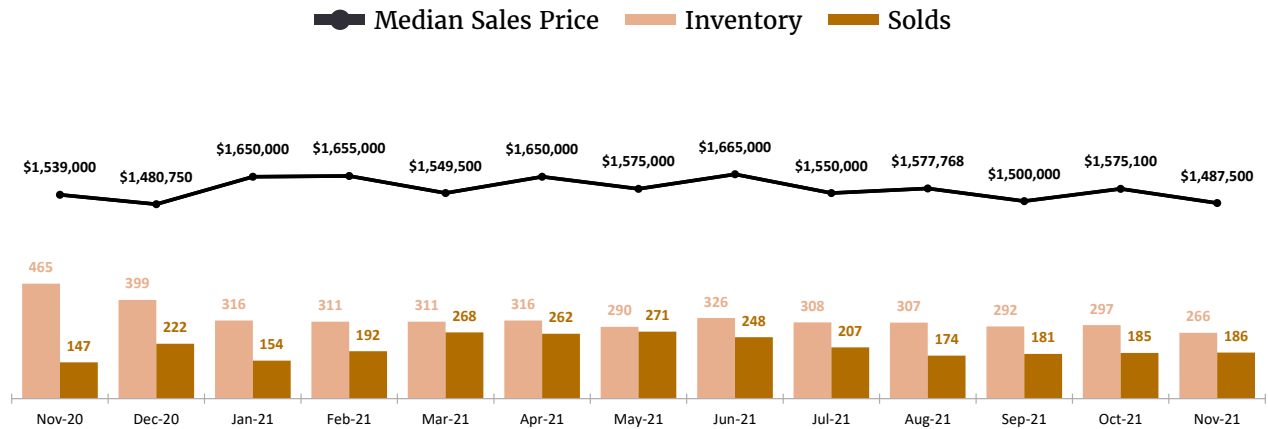
Luxury Benchmark Price<sup>1</sup>: **\$1,100,000**



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	\$1,337,700	4	3	73	75	97%
3,500 - 4,499	\$1,499,500	4	4	70	57	123%
4,500 - 5,499	\$2,300,000	4	5	23	44	52%
5,500 - 6,499	\$2,874,500	5	6	12	43	28%
6,500 - 7,499	\$3,135,000	5	7	6	13	46%
7,500+	\$4,537,500	5	6	2	34	6%

<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 | NOVEMBER

#### TOTAL INVENTORY

Nov. 2020	Nov. 2021
<b>465</b>	<b>266</b>

VARIANCE: **-43%**

#### TOTAL SOLDS

Nov. 2020	Nov. 2021
<b>147</b>	<b>186</b>

VARIANCE: **27%**

#### SALES PRICE

Nov. 2020	Nov. 2021
<b>\$1.54m</b>	<b>\$1.49m</b>

VARIANCE: **-3%**

#### SALE PRICE PER SQFT.

Nov. 2020	Nov. 2021
<b>\$369</b>	<b>\$432</b>

VARIANCE: **17%**

#### SALE TO LIST PRICE RATIO

Nov. 2020	Nov. 2021
<b>97.13%</b>	<b>100.00%</b>

VARIANCE: **3%**

#### DAYS ON MARKET

Nov. 2020	Nov. 2021
<b>53</b>	<b>33</b>

VARIANCE: **-38%**

## SCOTTSDALE MARKET SUMMARY | NOVEMBER 2021

- The Scottsdale single-family luxury market is a **Seller's Market** with a **70% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in November 2021.
- The most active price band is **\$1,100,000-\$1,149,999**, where the sales ratio is **333%**.
- The median luxury sales price for single-family homes is **\$1,487,500**.
- The median days on market for November 2021 was **33** days, down from **53** in November 2020.

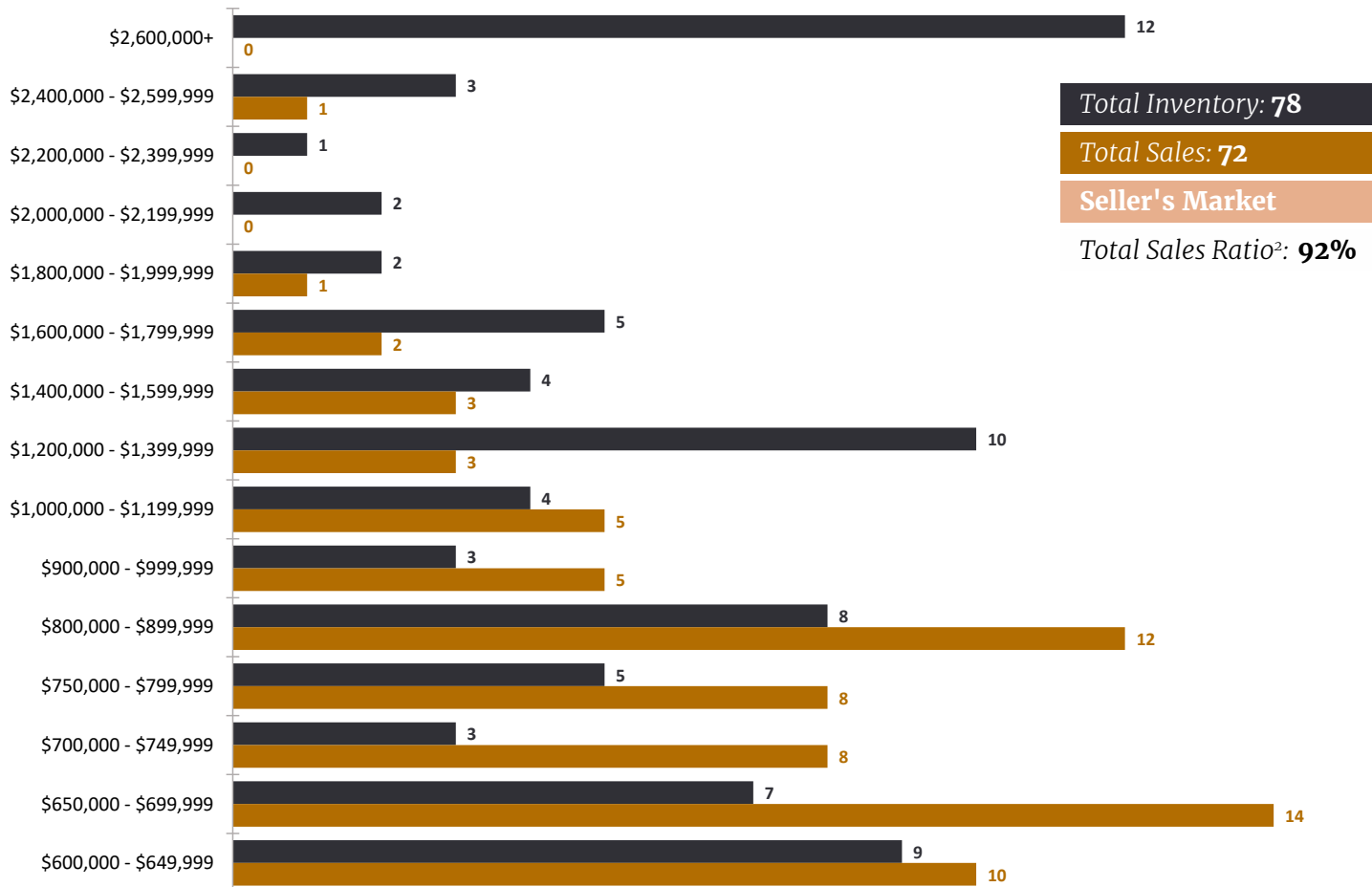
<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed.

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

### LUXURY INVENTORY VS. SALES | NOVEMBER 2021

Inventory Sales

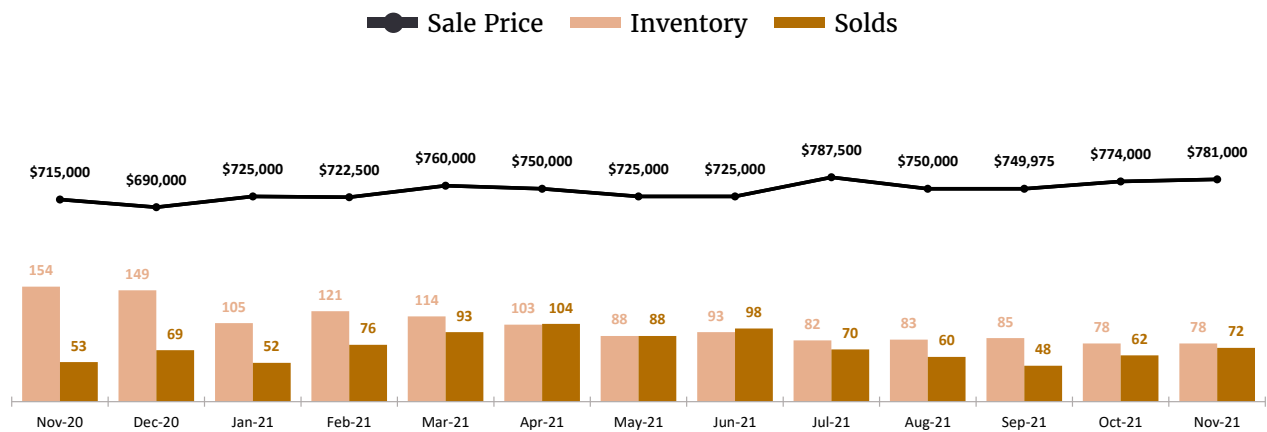
Luxury Benchmark Price<sup>1</sup>: **\$600,000**



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	\$664,000	2	2	6	13	46%
1,500 - 1,999	\$710,000	3	2	32	27	119%
2,000 - 2,499	\$800,000	3	3	23	13	177%
2,500 - 2,999	\$922,270	3	3	8	5	160%
3,000 - 3,499	\$1,250,000	3	3	1	12	8%
3,500+	\$1,239,000	4	5	2	8	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 | NOVEMBER

#### TOTAL INVENTORY

Nov. 2020	Nov. 2021
154	78

VARIANCE: **-49%**

#### TOTAL SOLDS

Nov. 2020	Nov. 2021
53	72

VARIANCE: **36%**

#### SALES PRICE

Nov. 2020	Nov. 2021
\$715k	\$781k

VARIANCE: **9%**

#### SALE PRICE PER SQFT.

Nov. 2020	Nov. 2021
\$330	\$394

VARIANCE: **19%**

#### SALE TO LIST PRICE RATIO

Nov. 2020	Nov. 2021
98.09%	100.00%

VARIANCE: **2%**

#### DAYS ON MARKET

Nov. 2020	Nov. 2021
62	24

VARIANCE: **-61%**

## SCOTTSDALE MARKET SUMMARY | NOVEMBER 2021

- The Scottsdale attached luxury market is a **Seller's Market** with a **92% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in November 2021.
- The most active price band is **\$700,000-\$749,999**, where the sales ratio is **267%**.
- The median luxury sales price for attached homes is **\$781,000**.
- The median days on market for November 2021 was **24** days, down from **62** in November 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.