

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

*Home of the CLHMS™*

JANUARY  
2022

# SCOTTSDALE

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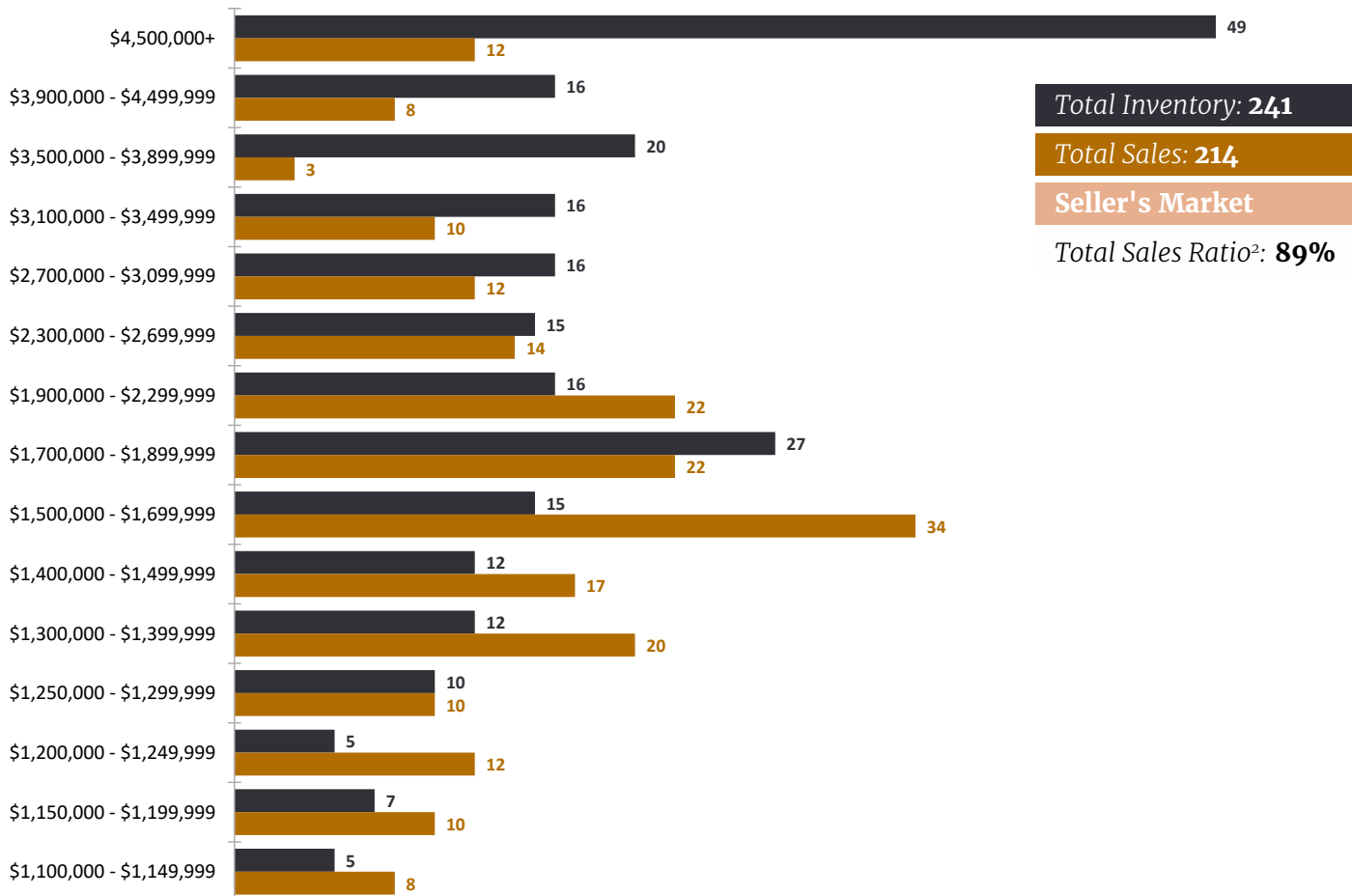
# ARIZONA

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

### LUXURY INVENTORY VS. SALES | DECEMBER 2021

Inventory Sales

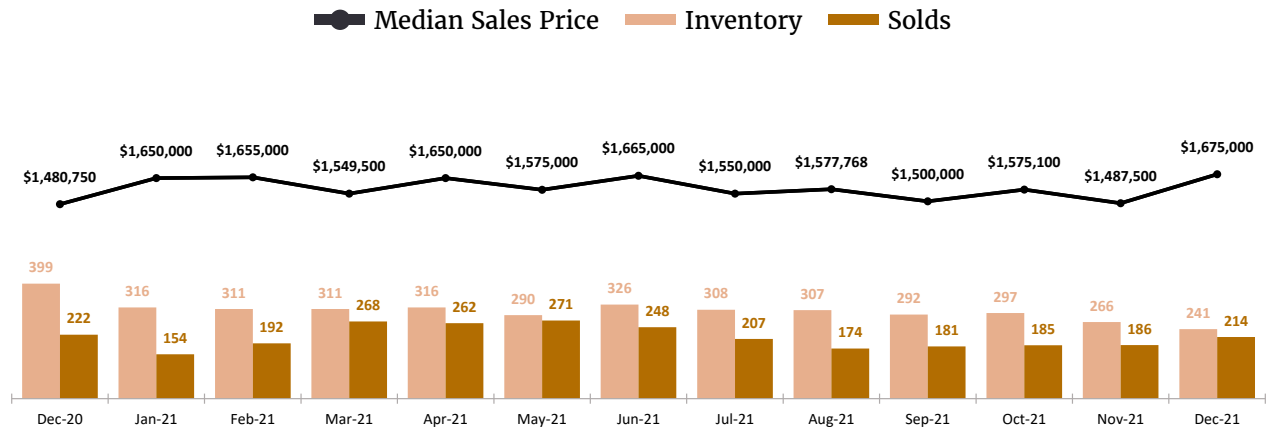
Luxury Benchmark Price<sup>1</sup>: **\$1,100,000**



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	\$1,350,000	4	3	77	63	122%
3,500 - 4,499	\$1,700,000	4	4	73	52	140%
4,500 - 5,499	\$2,275,000	4	5	35	40	88%
5,500 - 6,499	\$3,900,000	4	5	17	40	43%
6,500 - 7,499	\$4,300,000	5	7	6	17	35%
7,500+	\$4,650,000	5	7	6	29	21%

<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 | DECEMBER

#### TOTAL INVENTORY

Dec. 2020	Dec. 2021
<b>399</b>	<b>241</b>

VARIANCE: **-40%**

#### TOTAL SOLDS

Dec. 2020	Dec. 2021
<b>222</b>	<b>214</b>

VARIANCE: **-4%**

#### SALES PRICE

Dec. 2020	Dec. 2021
<b>\$1.48m</b>	<b>\$1.68m</b>

VARIANCE: **13%**

#### SALE PRICE PER SQFT.

Dec. 2020	Dec. 2021
<b>\$356</b>	<b>\$458</b>

VARIANCE: **29%**

#### SALE TO LIST PRICE RATIO

Dec. 2020	Dec. 2021
<b>97.17%</b>	<b>100.00%</b>

VARIANCE: **3%**

#### DAYS ON MARKET

Dec. 2020	Dec. 2021
<b>61</b>	<b>32</b>

VARIANCE: **-48%**

## SCOTTSDALE MARKET SUMMARY | DECEMBER 2021

- The Scottsdale single-family luxury market is a **Seller's Market** with a **89% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in December 2021.
- The most active price band is **\$1,200,000-\$1,249,999**, where the sales ratio is **240%**.
- The median luxury sales price for single-family homes is **\$1,675,000**.
- The median days on market for December 2021 was **32** days, down from **61** in December 2020.

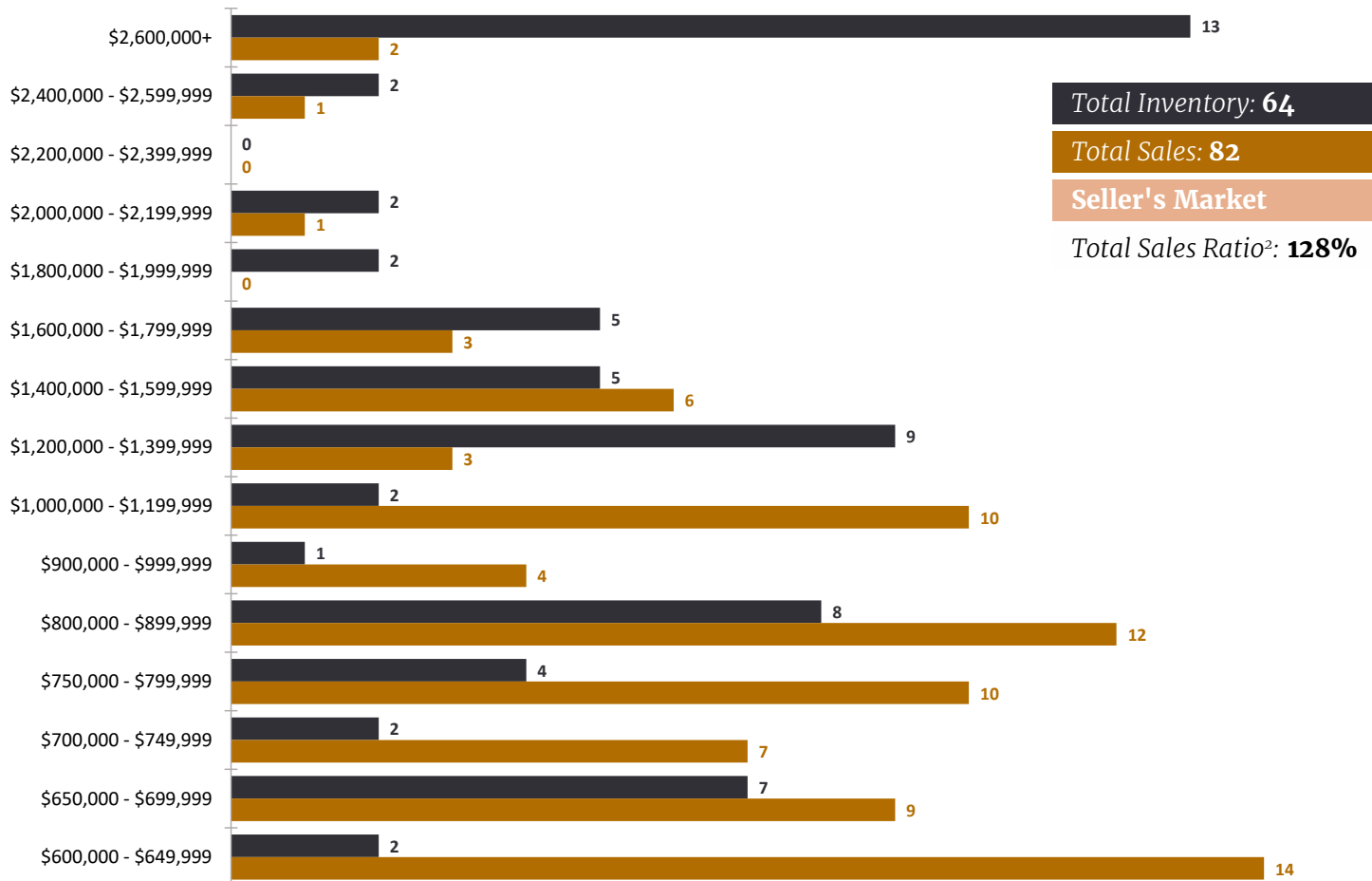
<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed.

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

### LUXURY INVENTORY VS. SALES | DECEMBER 2021

Inventory Sales

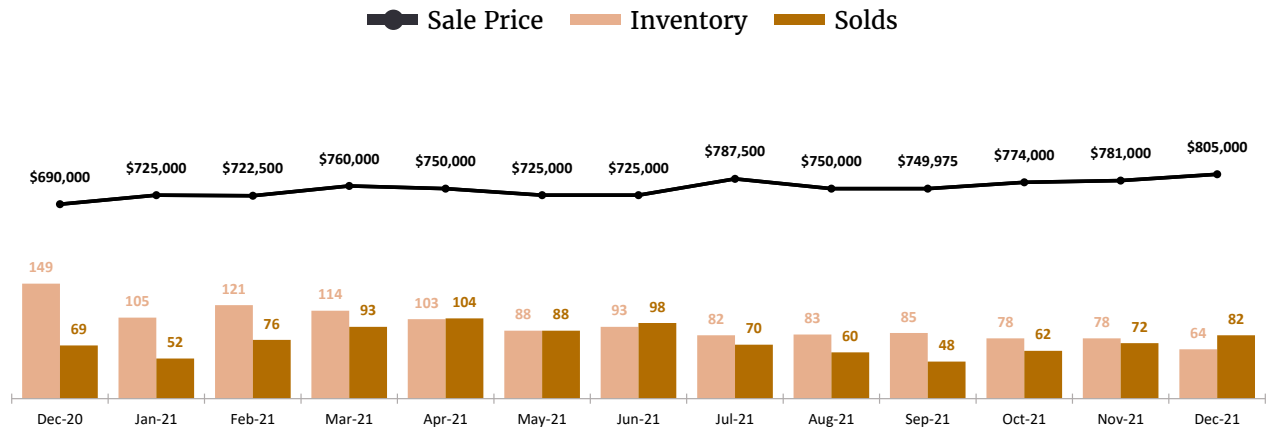
Luxury Benchmark Price<sup>1</sup>: **\$600,000**



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	\$702,500	2	2	11	15	73%
1,500 - 1,999	\$735,000	2	2	31	20	155%
2,000 - 2,499	\$825,000	3	3	28	8	350%
2,500 - 2,999	\$1,052,500	3	3	8	4	200%
3,000 - 3,499	\$868,000	3	4	3	9	33%
3,500+	\$3,769,000	3	5	1	8	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 | DECEMBER

#### TOTAL INVENTORY

Dec. 2020	Dec. 2021
149	64

VARIANCE: **-57%**

#### TOTAL SOLDS

Dec. 2020	Dec. 2021
69	82

VARIANCE: **19%**

#### SALES PRICE

Dec. 2020	Dec. 2021
\$690k	\$805k

VARIANCE: **17%**

#### SALE PRICE PER SQFT.

Dec. 2020	Dec. 2021
\$343	\$413

VARIANCE: **20%**

#### SALE TO LIST PRICE RATIO

Dec. 2020	Dec. 2021
98.87%	99.16%

VARIANCE: **0%**

#### DAYS ON MARKET

Dec. 2020	Dec. 2021
34	39

VARIANCE: **15%**

## SCOTTSDALE MARKET SUMMARY | DECEMBER 2021

- The Scottsdale attached luxury market is a **Seller's Market** with a **128% Sales Ratio**.
- Homes sold for a median of **99.16% of list price** in December 2021.
- The most active price band is **\$600,000-\$649,999**, where the sales ratio is **700%**.
- The median luxury sales price for attached homes is **\$805,000**.
- The median days on market for December 2021 was **39** days, up from **34** in December 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.