

SCOTTSDALE ARIZONA

–August 2020–

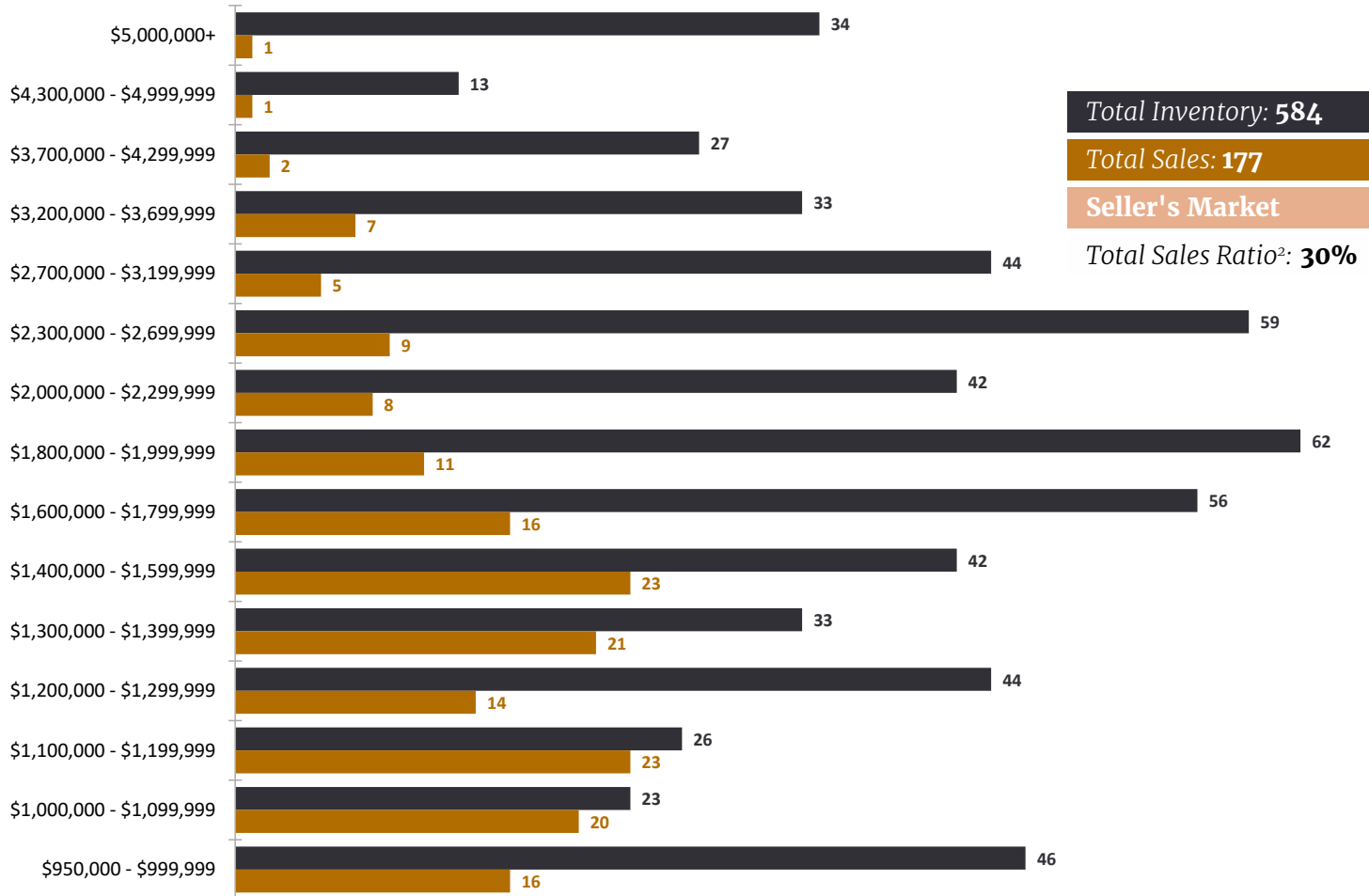
LuxuryValleyHomes.com



LUXURY INVENTORY VS. SALES | JULY 2020

Inventory Sales

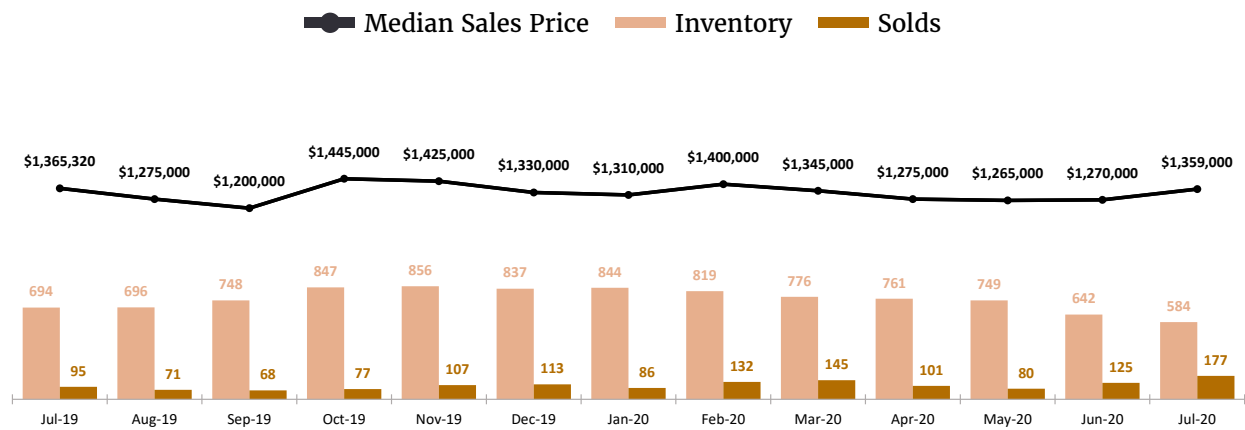
Luxury Benchmark Price¹: **\$950,000**



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 3,499	\$1,057,500	4	3	26	94	28%
3,500 - 4,499	\$1,210,000	4	4	69	148	47%
4,500 - 5,499	\$1,510,000	4	5	47	140	34%
5,500 - 6,499	\$1,970,000	4	5	18	83	22%
6,500 - 7,499	\$1,882,500	5	6	8	54	15%
7,500+	\$2,850,000	5	7	9	65	14%

¹The luxury threshold price is set by The Institute for Luxury Home Marketing. ²Sales 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 TREND⁴



MEDIAN DATA

INVENTORY

June
642

July
584

VARIANCE: **-9%**

SOLDS

June
125

July
177

VARIANCE: **42%**

SALES PRICE

June
\$1.27m

July
\$1.36m

VARIANCE: **7%**

SALE PRICE PER SQFT.

June
\$308

July
\$325

VARIANCE: **6%**

SALE TO LIST PRICE RATIO

June
95.69%

July
96.55%

VARIANCE: **1%**

DAYS ON MARKET

June
94

July
82

VARIANCE: **-13%**

SCOTTSDALE MARKET SUMMARY | JULY 2020

- The Scottsdale single-family luxury market is a **Seller's Market** with a **30% Sales Ratio**.
- Homes sold for a median of **96.55% of list price** in July 2020.
- The most active price band is **\$1,100,000-\$1,199,999**, where the sales ratio is **88%**.
- The median luxury sales price for single-family homes has increased to **\$1,359,000**.
- The median days on market for July 2020 was **82** days, down from **94** in June 2020.

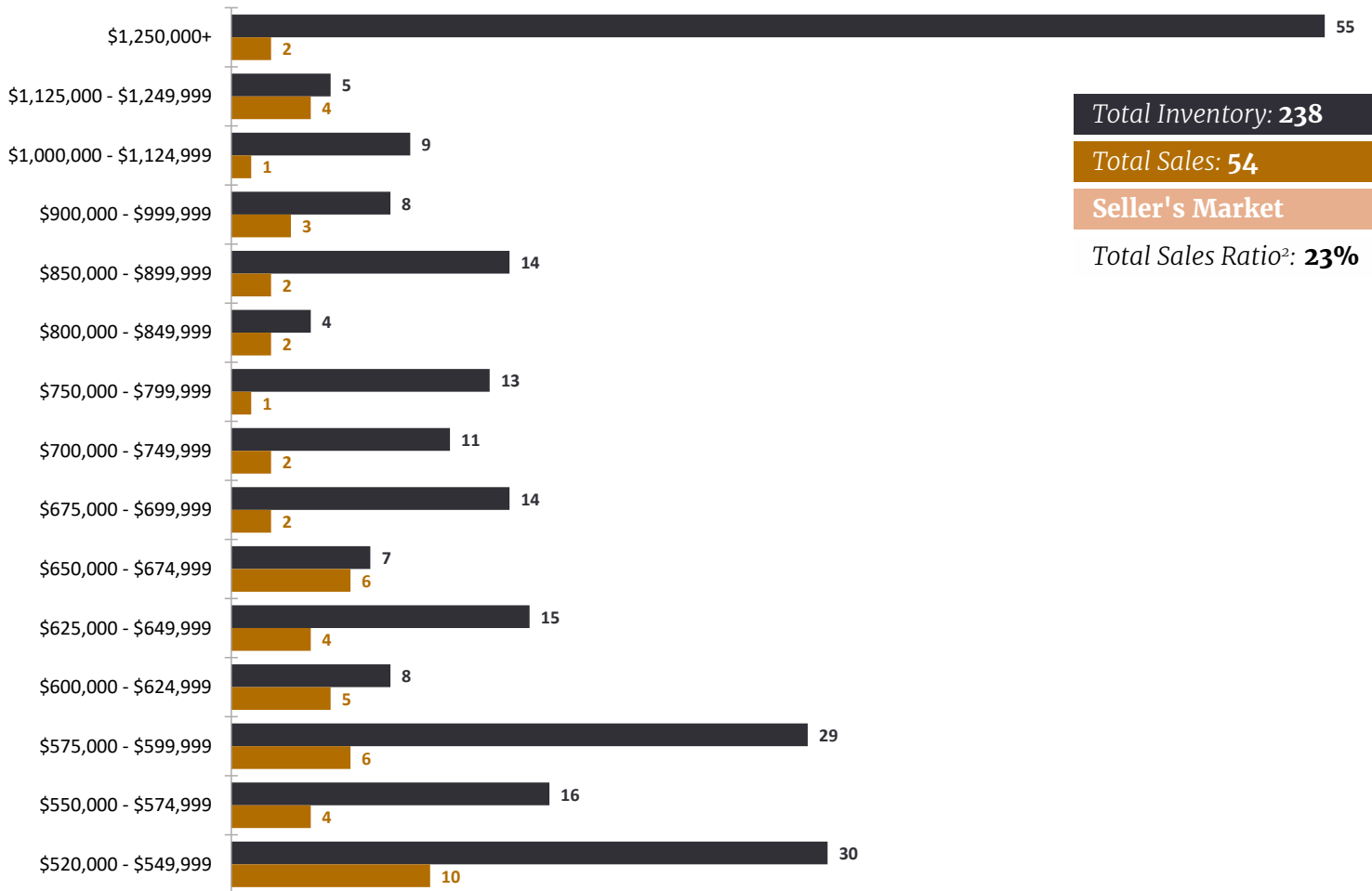
³Square foot table does not account for listings and solds where square foot data is not disclosed.

⁴Data reported includes Active and Sold properties and does not include Pending properties.

LUXURY INVENTORY VS. SALES | JULY 2020

Inventory Sales

Luxury Benchmark Price¹: **\$520,000**



Total Inventory: **238**

Total Sales: **54**

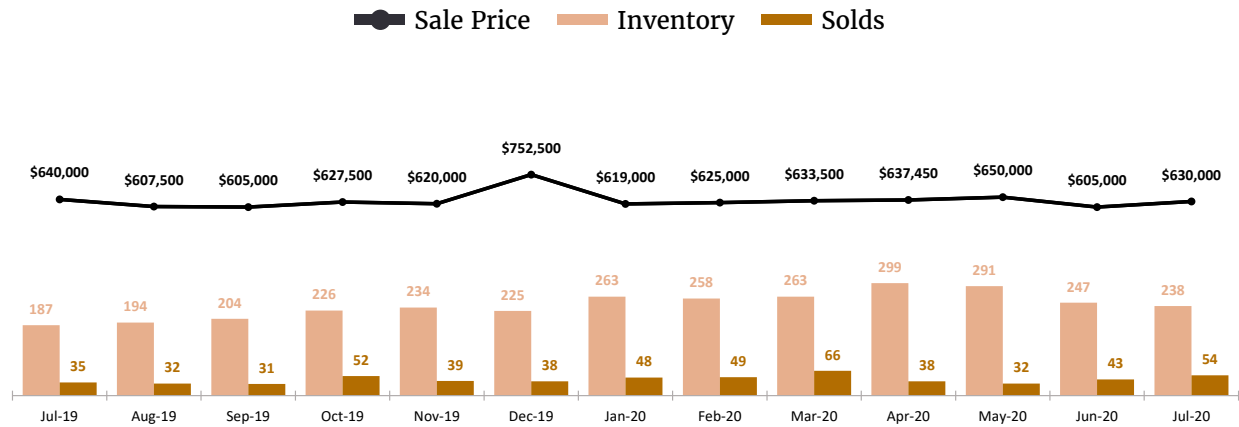
Seller's Market

Total Sales Ratio²: **23%**

Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,499	\$587,500	2	2	4	32	13%
1,500 - 1,999	\$555,000	2	2	15	72	21%
2,000 - 2,499	\$655,000	3	3	21	67	31%
2,500 - 2,999	\$630,000	3	4	10	44	23%
3,000 - 3,499	\$1,400,000	3	4	3	14	21%
3,500+	\$835,000	3	3	1	9	11%

¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ² 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 TREND⁴



MEDIAN DATA

INVENTORY

June	July
247	238

VARIANCE: **-4%**

SOLDS

June	July
43	54

VARIANCE: **26%**

SALES PRICE

June	July
\$605k	\$630k

VARIANCE: **4%**

SALE PRICE PER SQFT.

June	July
\$290	\$308

VARIANCE: **6%**

SALE TO LIST PRICE RATIO

June	July
96.74%	97.86%

VARIANCE: **1%**

DAYS ON MARKET

June	July
72	73

VARIANCE: **1%**

SCOTTSDALE MARKET SUMMARY | JULY 2020

- The Scottsdale attached luxury market is a **Seller's Market** with a **23% Sales Ratio**.
- Homes sold for a median of **97.86% of list price** in July 2020.
- The most active price band is **\$650,000-\$674,999**, where the sales ratio is **86%**.
- The median luxury sales price for attached homes has increased to **\$630,000**.
- The median days on market for July 2020 was **73** days, up from **72** in June 2020.

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

⁴Data reported includes Active and Sold properties and does not include Pending properties.