

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

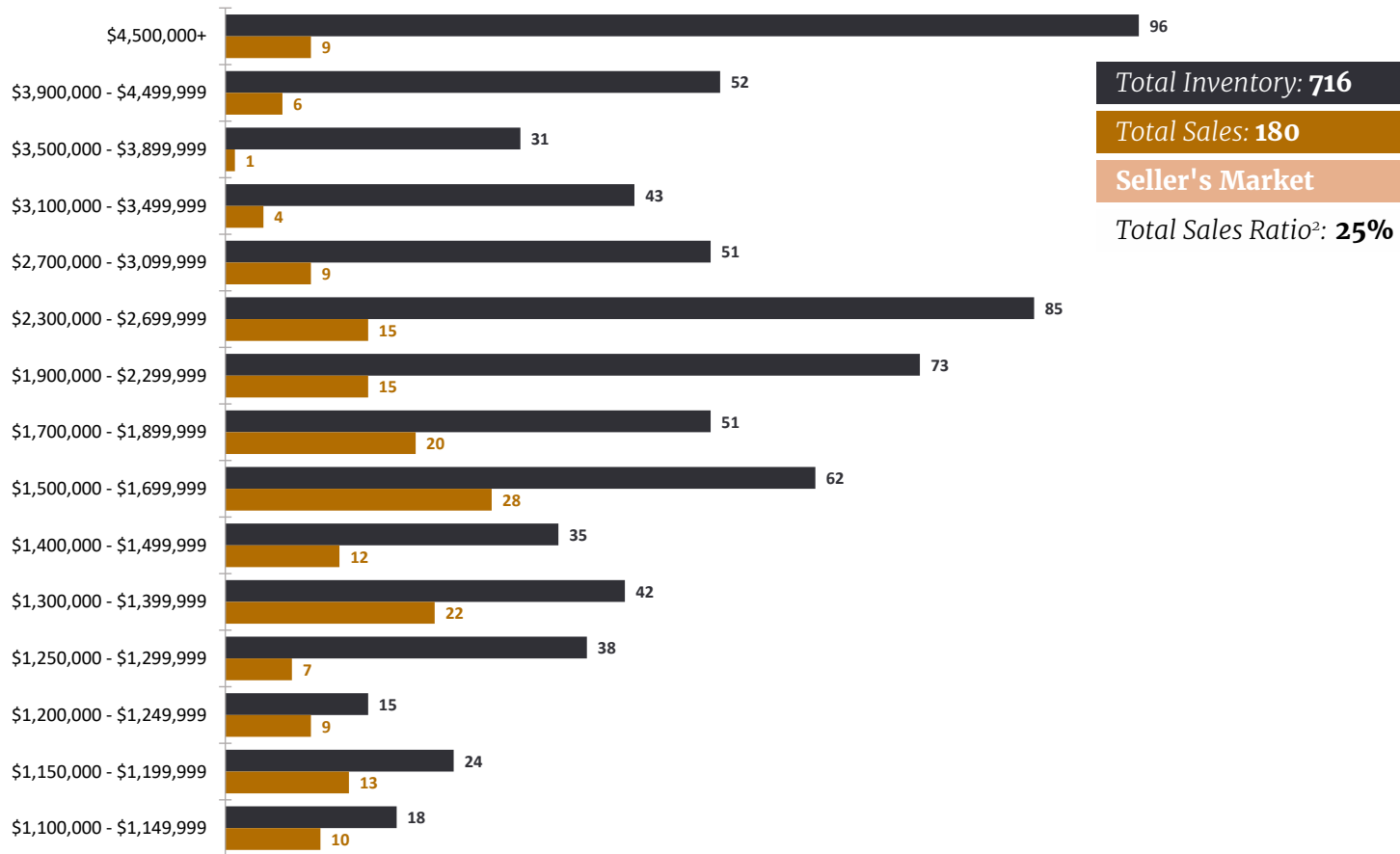
MAY
2023

SCOTTSDALE --- ARIZONA

www.LuxuryHomeMarketing.com

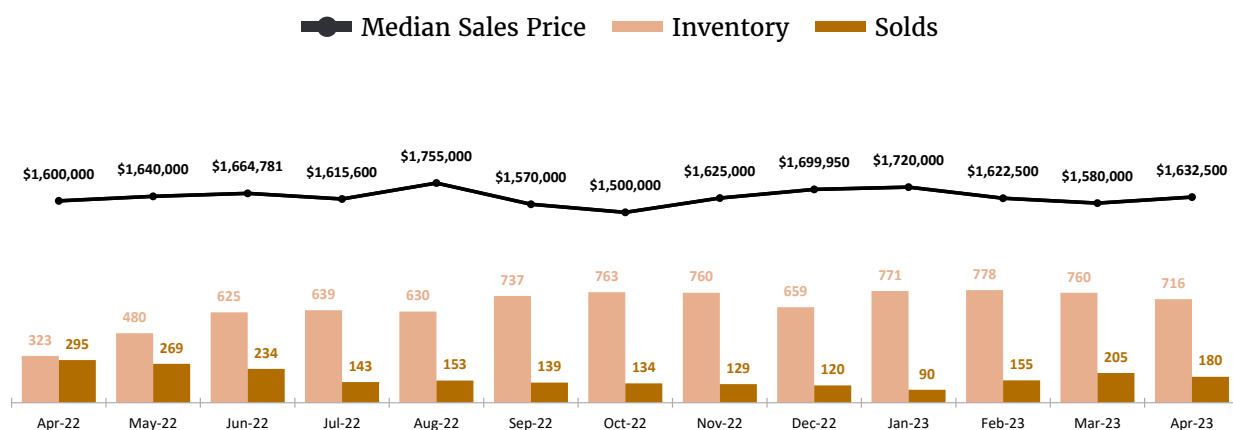
LUXURY INVENTORY VS. SALES | APRIL 2023

Inventory Sales

Luxury Benchmark Price¹: **\$1,100,000**

Square Feet ³	Price	Beds	Baths	Sold	Inventory	Sales Ratio
-Range-	-Median Sold-	-Median Sold-	-Median Sold-	-Total-	-Total-	-Sold/Inventory-
0 - 3,499	\$1,344,900	4	3	90	223	40%
3,500 - 4,499	\$1,775,000	4	4	50	210	24%
4,500 - 5,499	\$2,049,500	4	4	15	133	11%
5,500 - 6,499	\$3,100,000	5	6	18	61	30%
6,500 - 7,499	\$6,800,000	4	6	3	46	7%
7,500+	\$5,900,000	6	8	4	43	9%

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 REVIEW | APRIL

TOTAL INVENTORY

Apr. 2022 Apr. 2023

323 716

VARIANCE: 122%

TOTAL SOLDs

Apr. 2022 Apr. 2023

295 180

VARIANCE: -39%

SALES PRICE

Apr. 2022 Apr. 2023

\$1.60m \$1.63m

VARIANCE: 2%

SALE PRICE PER SQFT.

Apr. 2022 Apr. 2023

\$507 \$468

VARIANCE: -8%

SALE TO LIST PRICE RATIO

Apr. 2022 Apr. 2023

100.67% 97.21%

VARIANCE: -3%

DAYS ON MARKET

Apr. 2022 Apr. 2023

19 52

VARIANCE: 174%

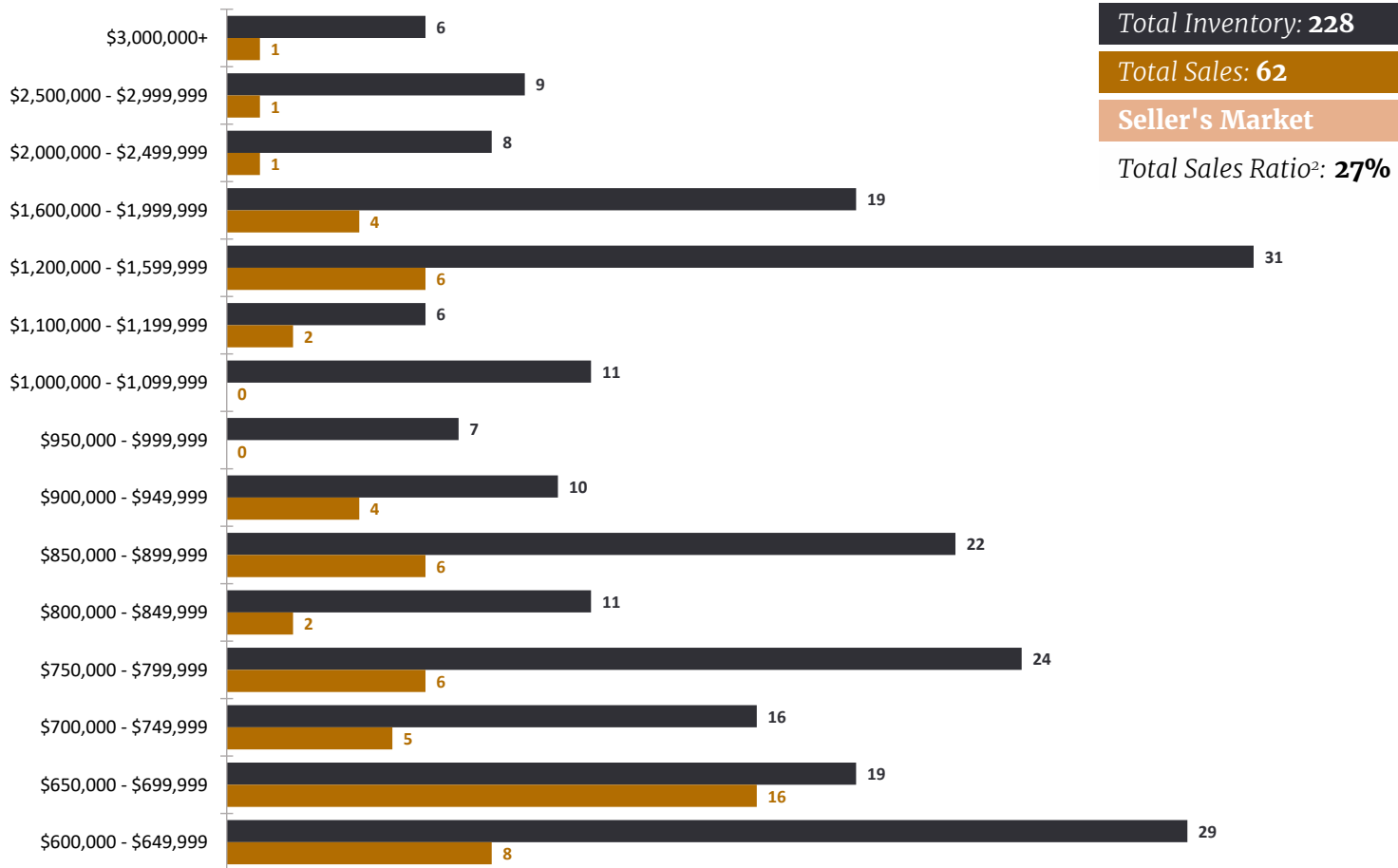
SCOTTSDALE MARKET SUMMARY | APRIL 2023

- The Scottsdale single-family luxury market is a **Seller's Market** with a **25% Sales Ratio**.
- Homes sold for a median of **97.21% of list price** in April 2023.
- The most active price band is **\$1,200,000-\$1,249,999**, where the sales ratio is **60%**.
- The median luxury sales price for single-family homes is **\$1,632,500**.
- The median days on market for April 2023 was **52** days, up from **19** in April 2022.

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.

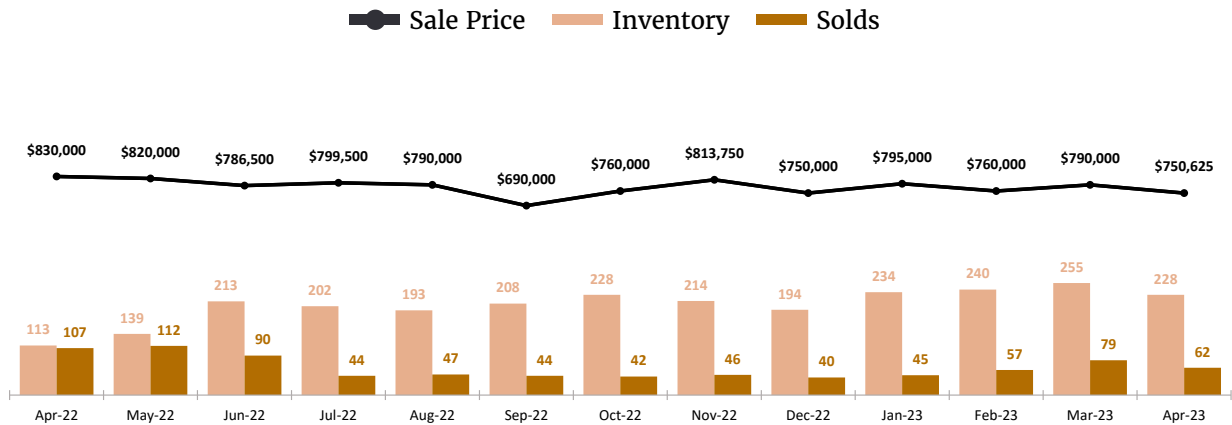
LUXURY INVENTORY VS. SALES | APRIL 2023

Inventory Sales

Luxury Benchmark Price¹: **\$600,000**

Square Feet ³	Price	Beds	Baths	Sold	Inventory	Sales Ratio
-Range-	-Median Sold-	-Median Sold-	-Median Sold-	-Total-	-Total-	-Sold/Inventory-
0 - 1,499	\$740,000	2	2	5	43	12%
1,500 - 1,999	\$699,000	3	2	27	66	41%
2,000 - 2,499	\$833,000	3	3	22	69	32%
2,500 - 2,999	\$1,229,447	3	3	6	31	19%
3,000 - 3,499	\$2,200,000	3	4	2	12	17%
3,500+	NA	NA	NA	0	7	0%

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 REVIEW | APRIL

TOTAL INVENTORY

Apr. 2022 Apr. 2023

113 228

VARIANCE: **102%**

TOTAL SOLDs

Apr. 2022 Apr. 2023

107 62

VARIANCE: **-42%**

SALES PRICE

Apr. 2022 Apr. 2023

\$830k \$751k

VARIANCE: **-10%**

SALE PRICE PER SQFT.

Apr. 2022 Apr. 2023

\$464 \$406

VARIANCE: **-13%**

SALE TO LIST PRICE RATIO

Apr. 2022 Apr. 2023

100.00% 97.91%

VARIANCE: **-2%**

DAYS ON MARKET

Apr. 2022 Apr. 2023

22 53

VARIANCE: **141%**

SCOTTSDALE MARKET SUMMARY | APRIL 2023

- The Scottsdale attached luxury market is a **Seller's Market** with a **27% Sales Ratio**.
- Homes sold for a median of **97.91% of list price** in April 2023.
- The most active price band is **\$650,000-\$699,999**, where the sales ratio is **84%**.
- The median luxury sales price for attached homes is **\$750,625**.
- The median days on market for April 2023 was **53** days, up from **22** in April 2022.

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.