

2021 in Historical Perspective
Sedona Area Market Statistics

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Single Family Residences

| Date: Jan-Dec | # SOLD | Median Recorded Sales Price | Avg \$/sq.ft |
|--|-------------------|--|-------------------------|
| 2003 | 599 | \$339,000 | \$168 |
| 2004 | 567 | \$420,000 | \$195 |
| 2005 | 582 | \$529,000 | \$248 |
| 2006 | 385 | \$590,000 | \$284 |
| 2007 | 254 | \$557,500 | \$270 |
| | | | |
| 2008 | 227 | \$480,000 | \$233 |
| | | | |
| #SOLD Jan-Dec 2009: <u>343</u> MRSP: <u>\$398,000</u> Avg. \$/sq.ft: <u>\$182</u> 106 Foreclosures [REO's] (31%) 36 Short-sales (10%) 203 Non-Distressed Trad. Sales (59%) Sale-to-List Price Ratio: <u>93%</u> Days on Market: <u>309</u> | | | |
| | | | |
| # SOLD Jan-Dec 2010: <u>407</u> MRSP: <u>\$365,000</u> Avg. \$/sq.ft: <u>\$181</u> 129 Foreclosures [REO's] (33%) 44 Short-sales (11%) 234 Non-Distressed/Trad. Sales (58%) Sale-to-List Price Ratio: <u>95%</u> Days on Market: <u>273</u> | | | |

SOLD Jan-Dec 2011: 387
MRSP: \$350,000 Avg. \$/sq.ft: \$171
98 Foreclosures [REO's] (25%)
45 Short-sales (12%)
244 Non-Distressed/Trad. Sales (63%)
Sale-to-List Price Ratio: 95%
Days on Market: 263

SOLD Jan-Dec 2012: 406
MRSP: \$350,000 Avg. \$/sq.ft: \$184
63 Foreclosures [REO's] (15.5%)
34 Short-sales (8%)
309 Non-Distressed/Trad. Sales (76%)
Sale-to-List Price Ratio: 95%
Days on Market: 260

SOLD Jan-Dec 2013: 411
MRSP: \$395,000 (+13% over 2012)
Avg.\$/sq.ft: \$206 (+12% over 2012)
40 Foreclosures [REO's] (15.5%)
23 Short-sales (8%)
348 Non-Distressed/Trad. Sales (85%)
Sale-to-List Price Ratio: 96%
Days on Market: 220

SOLD Jan-Dec 2014: 392
MRSP: \$427,500 (+8% over 2013)
Avg.\$/Sq.ft: \$215 (+4% over 2013)
14 Foreclosures [REO's] (3.5%)
5 Short-sales (1.25%)
373 Non-Distressed/Trad. Sales (95%)
Sale-to-List Price Ratio: 96%
Days on Market (CDOM): 207

SOLD Jan-Dec 2015: 407 up 4%
MRSP: \$437,000 (+2% over 2014)
Avg.\$/Sq.ft: \$217 (+1% over 2014)
13 Foreclosures [REO's] (3.2%)
3 Short-sales (0.73%)
Non-Distressed/Trad. Sales: 96%
Sale-to-List Price Ratio: 96%
Days on Market (CDOM): 227

SOLD Jan-Dec 2016: 424 up 4%
MRSP: \$480,000 (+10% over 2015)
Avg.\$/Sq.ft: \$230 (+6% over 2016)
9 Foreclosures [REO's] (2%)
3 Short-sales (0.07%)
Non-Distressed/Trad. Sales: 97%
Sale-to-List Price Ratio: 96%
Days on Market (CDOM): 205

SOLD Jan-Dec 2017: 465 up 10%
MRSP: \$525,000 (+9% over 2016)
Avg.\$/Sq.ft: \$241 (+5% over 2016)
14 Foreclosures [REO's] (3%)
3 Short-sales (0.06%)
Non-Distressed/Trad. Sales: 97%
Sale-to-List Price Ratio: 96%
Days on Market (CDOM): 196

SOLD Jan-Dec 2018: 511 (+10%)
MRSP: \$560,000 (+7% over 2017)
Avg.\$/Sq.ft: \$264 (+9% over 2017)
12 Foreclosures [REO's] (2.3%)
0 Short-sales
Non-Distressed/Trad. Sales: 98%
Sale-to-List Price Ratio: 97%
Days on Market (CDOM): 145

SOLD Jan-Dec 2019: **498** (-2.5%)
MRSP: \$565,000 (+.7% over 2018)
Avg.\$/Sq.ft: \$280 (+6% over 2018)
6 Foreclosures [REO's]
0 Short-sales
Non-Distressed/Trad. Sales: 98%
Sale-to-List Price Ratio: 98%
Days on Market (CDOM): 119

SOLD Jan-Dec 2020: **631** (+27%)
MRSP: \$650,000 (+15% over 2019)
Avg.\$/Sq.ft: \$307 (+10% over 2019)
1 Foreclosure [REO]
0 Short-sales
Non-Distressed/Trad. Sales: 99.8%
Sale-to-List Price Ratio: 98%
Days on Market (CDOM): 151

SOLD Jan-Dec 2021: **623** (-1%)
MRSP: \$875,000 (+35% over 2020)
Avg.\$/Sq.ft: \$408 (+33% over 2020)
0 Foreclosure [REO]
0 Short-sales
Non-Distressed/Trad. Sales: 100%
Sale-to-List Price Ratio: 101%
Days on Market (CDOM): 85

Inventory

PAST ACTIVE Inventory
31 Dec 05: 244
31 Dec 08: 459
31 Dec 09: 380
31 Dec 10: 335
31 Dec 11: 301
31 Dec 12: 234
31 Dec 13: 255
31 Dec 14: 253
31 Dec 15: 233
31 Dec 16: 194
31 Dec 17: 181
31 Dec 18: 171
31 Dec 19: 185
31 Dec 20: 50

ACTIVE 31 Dec. 2021: **25**
Median List Price: \$1,943,000
(\$1,300,000 in 2020; \$828,000 in 2019)
Avg. \$/Sq. Ft: \$582
Avg. Cum. Days on Market: 115
0 REO
0 Short-sales

Pending

PAST PENDING

31 Dec 08: 15
31 Dec 09: 44
31 Dec 11: 56
31 Dec 12: 56
31 Dec 13: 57
31 Dec 14: 43
31 Dec 15: 47
31 Dec 16: 54
31 Dec 17: 50
31 Dec 18: 41
31 Dec 19: 65
31 Dec 20: 79

PENDING 31 Dec. 2021: **59**
Median List Price: \$1,205,000
0 REO's
0 Short-sale

Sold December 2019: 38
MRSP: \$622,160
Avg. \$/Sq.Ft.: \$278

Sold December 2020: 52
MRSP: \$798,750
Avg. \$/Sq.Ft.: \$339

Sold December 2021: 47
MRSP: \$1,020,000
Avg. \$/Sq.Ft.: \$443

City of Sedona

SOLD Jan-Dec 2021: **401**
MRSP: \$985,000
Avg.\$/Sq.ft: \$440
Luxury SF Home Sales: 190

Village of Oak Creek

SOLD Jan-Dec 2021: **222**
MRSP: \$720,000
Avg.\$/Sq.ft: \$352
Luxury SF Home Sales: 37

25% differential in \$/Sq. ft
(Historically it's 10%)

Luxury Homes (\$1,000,000+)

| <i>Date Jan.- Dec.</i> | <i># SOLD</i> | <i>Median RS Price & Days On Market</i> | <i>Sale/List Price Ratio</i> | <i>Avg. \$/sq.ft</i> |
|--------------------------------|-------------------|---|--------------------------------------|--------------------------|
| 2003 | 23 | \$1,400,000 DOM: 274 | 91% | \$362 |
| 2004 | 33 | \$1,225,000 DOM: 314 | 93% | \$349 |
| 2005 | 52 | \$1,250,000 DOM: 253 | 95% | \$378 |
| 2006 | 55 | \$1,245,000 DOM: 259 | 94% | \$440 |
| 2007 | 42 | \$1,317,000 DOM: 293 | 93% | \$403 |
| 2008 | 25 | \$1,290,000 DOM: 293 | 89% | \$408 |
| 2009 | 19 | \$1,500,000 DOM: 494 | 88% | \$350 |
| 2010 | 17 | \$1,200,000 DOM: 414 | 88% | \$321 |
| 2011 | 17 | \$1,440,000 DOM: 570 | 88% | \$353 |
| 2012 | 24 | \$1,332,500 DOM: 476 | 90% | \$329 |
| 2013 | 31 | \$1,245,000 DOM: 463 | 93% | \$345 |
| 2014 | 32 | \$1,241,000 DOM: 364 | 93% | \$326 |
| 2015 | 26 | \$1,212,200 DOM: 469 | 95% | \$355 |

SOLD Jan-Dec 2016: 25
MRSP - \$1,500,000 Avg. \$/sq.ft: **\$375**
DOM: 417 Sale/List Price Ratio: **92%**

SOLD Jan-Dec 2017: 38
MRSP - \$1,325,000 Avg. \$/sq.ft: **\$334**
DOM: 368 Sale/List Price Ratio: **95%**

SOLD Jan-Dec. 2018: 53 +2 (+39%)
MRSP: \$1,315,000
 Avg, Size: **4,578** sq. ft.; \$/sq.ft: **\$352**
Sale/List Price Ratio: 92%; CDOM: 295

SOLD Jan-Dec. 2019: 56 +5* (+11%)
MRSP: \$1,187,500
 Avg, Size: **4,044** sq. ft.; \$/sq.ft: **\$350**
Sale/List Price Ratio: 92%; CDOM: 295
 (*5 TH's at Seven Cyns)

SOLD Jan-Dec. 2020: 120 +11*
 (+114%)
MRSP: \$1,423,000
 Avg, Size: **4,138** sq. ft.; \$/sq.ft: **\$392**
Sale/List Price Ratio: 97%; CDOM: 267
 (*TownHomes's at Seven Cyns & The Cottages at Coffeepot)

SOLD Jan-Dec. 2021: 227+9*
 (+89%)
MRSP: \$1,460,875
 Avg, Size: **3,570** sq. ft.; \$/sq.ft: **\$497**
Sale/List Price Ratio: 101%; CDOM: 130
 (*TownHomes's at Seven Cyns & The Cottages at Coffeepot)

ACTIVE (31 Dec. 2021): 20
 (91-Dec.09; 65-Dec.10; 66-Dec.11; 64-Dec.12;
 71-Dec.13; 65-Dec.14; 66-Dec.15; 47-Dec.16;
 53-Dec.17; 63-Dec.18; 73-Dec.19; 32-Dec.20)
Median List Price: \$1,997,500
Size: 4,498 sq. ft.; Avg. \$/sq.ft: **\$643**

PENDING (31 Dec. 2021): 37
Median List Price: \$1,541,000

Threshold for Top 10%: \$1,950,000

Vacant Residential Land

| <i>Date Jan- Dec</i> | <i># SOLD</i> | <i>Median Recorded Sales Price</i> |
|------------------------------|-------------------|--|
| 2003 | 386 | \$181,500 |
| 2004 | 428 | \$225,000 |
| 2005 | 333 | \$375,000 |
| 2006 | 115 | \$519,000 |
| 2007 | 69 | \$353,500 |
| 2008 | 58 | \$300,000 |
| 2009 | 95 | \$135,000 |
| 2010 | 94 | \$135,000 |
| 2011 | 90 | \$125,000 |
| 2012 | 117 | \$121,500 |
| 2013 | 124 | \$157,500 |

SOLD Jan-Dec 2014: 129 (+4% over 2013)
MRSP: \$155,000 (-1.5% less than 2013)
 6 REO's (9 in 2013) 1 Short-sale (6 in 2013)
 Days On Market: **557**

SOLD Jan-Dec 2015: 105
MRSP: \$139,000 (-10% less than 2014)
 3 REO's (6 in 2014) 1 Short-sale (1 in 2014)
 Days On Market: **588**

SOLD Jan-Dec 2016: 109
MRSP: \$130,000
 0 REO's 1 Short-sale
 Days On Market: **467**
 Sale to List Price Ratio: **89%**

SOLD Jan-Dec 2017: 141
MRSP: \$137,500
 0 REO's 0 Short-sales
 Days On Market: **447**
 Sale to List Price Ratio: **90%**

SOLD Jan-Dec 2018: 173 (+23%)
MRSP: \$148,500 (+8%)
 0 REO's 0 Short-sales
 Days On Market: **433**
 Sale to List Price Ratio: **92%**

SOLD Jan-Dec 2019: 142 (-18%)
MRSP: \$167,500 (+13%)
 0 REO's 0 Short-sales
 Days On Market: **438**
 Sale to List Price Ratio: **92%**

SOLD Jan-Dec 2020: 192 (+35%)
MRSP: \$198,250 (+18%)
 0 REO's 0 Short-sales
 Days On Market: **436**
 Sale to List Price Ratio: **93%**

SOLD Jan-Dec 2021: 313 (+163%)
MRSP: \$250,000 (+26%)
 0 REO's 0 Short-sales
 Days On Market: **326**
 Sale to List Price Ratio: **96%**

ACTIVE 31 Dec. 2021: 129 (-19%)
(159 – 2020; 262 – 2019)
MListP: \$325,000
(0 REO's; 0 short-sales)
 Days On Market: **309**

PENDING 31 Dec. 2021: 16 (-66%)
(47 – 2020; 19 – 2019; 7 - 2018)
MListP: \$328,000
(0 REO's; 0 short-sales)
 Days On Market: **177**

Sedona Condos/Townhomes

SOLD Jan-Dec. **1999: 118**

Median Recorded Sales Price: \$146,000

Size: **1,322** sq. ft.; \$/sq.ft: **\$110**

SOLD Jan-Dec. **2000: 137**

Median Recorded Sales Price: \$159,000

Size: **1,322** sq. ft.; \$/sq.ft: **\$119**;

SOLD Jan-Dec. **2001: 124**

Median Recorded Sales Price: \$158,250

Size: **1,223** sq. ft.; \$/sq.ft: **\$129**;

SOLD Jan-Dec. **2002: 150**

Median Recorded Sales Price: \$177,250

Size: **1,163** sq. ft.; \$/sq.ft: **\$153**

SOLD Jan-Dec. **2003: 154**

Median Recorded Sales Price: \$209,475

Size: **1,270** sq. ft.; \$/sq.ft: **\$165**

SOLD Jan-Dec. **2004: 129**

Median Recorded Sales Price: \$279,000

Size: **1,325** sq. ft.; \$/sq.ft: **\$211**

SOLD Jan-Dec. **2005: 111**

Median Recorded Sales Price: \$312,000

Size: **1176** sq. ft.; \$/sq. ft: **265**

SOLD Jan-Dec. **2006: 86**

Median Recorded Sales Price: \$390,000

Size: **1,352** sq. ft.; \$/sq.ft: **\$288**;

SOLD Jan-Dec. **2007: 59**

Median Recorded Sales Price: \$350,000

Size: **1,226** sq. ft.; \$/sq.ft: **\$285**

SOLD Jan-Dec. **2008: 55**

Median Recorded Sales Price: \$295,000

Size: **1,272** sq. ft.; \$/sq.ft: **\$232**

SOLD Jan-Dec. **2009: 54**

Median Recorded Sales Price: \$270,000

Size: **1,303** sq. ft.; \$/sq.ft: **\$207**

SOLD Jan-Dec. **2010: 69**

Median Recorded Sales Price: \$250,000

Size: **1,274** sq. ft.; \$/sq.ft: **\$196**

(**9** REO's – **13%**; **5** Short-sales – **7%**)

SOLD Jan-Dec. **2011: 56**

Median Recorded Sales Price: \$196,500

Size: **1,270** sq. ft.; \$/sq.ft: **\$155**

(**9** REO's – **16%**; **6** Short-sales – **11%**)

SOLD Jan-Dec. **2012: 111**

Median Recorded Sales Price: \$221,000

Size: **1,398** sq. ft.; \$/sq.ft: **\$158**

13 REO's (**12%**); **10** Short-sales (**9%**)

SOLD Jan-Dec. **2013: 96** (-14%)

Median R.S. Price: \$211,500 (-4%)

Size: **1,403** sq.ft.; \$/sq.ft: **\$176** (+11)

16 REO's (**17%**); **2** Short-sales (**2%**)

Days On Market: **170**

Sale-to-list Price Ratio: **98%**

SOLD Jan-Dec. **2014: 90** (-9%)

Median R.S. Price: \$240,000 (+13.5%)

Size: **1,384** sq.ft.; \$/sq.ft: **\$190** (+8%)

2 REO's (**2%**); **3** Short-sales (**3%**)

Days On Market: **167**

Sale-to-list Price Ratio: **96%**

SOLD Jan-Dec. **2015: 100** (+11%)

Median R.S. Price: \$270,000 (+12.5%)

Size: **1,539** sq.ft.; \$/sq.ft: **\$188** (-1%)

2 REO's (**2%**); **1** Short-sale (**1%**)

Days On Market: **167**

Sale-to-list Price Ratio: **96%**

SOLD Jan-Dec. **2016: 95** (-5%)

Median R.S. Price: \$259,000 (-4%)

Size: **1,427** sq.ft.; \$/sq.ft: **\$208** (+11%)

1 REO's; **0** Short-sales

Days On Market: **152**

Sale-to-list Price Ratio: **97%**

SOLD Jan-Dec. **2017: 124** (+31%)

Median R.S. Price: \$280,000 (+8%)

Size: **1,449** sq.ft.; \$/sq.ft: **\$223** (+7%)

0 REO's; **0** Short-sales

Days On Market: **124**

Sale-to-list Price Ratio: **98%**

SOLD Jan-Dec. **2018: 136** (+10%)

Median R.S. Price: \$299,750 (+7%)

Size: **1,436** sq.ft.; \$/sq.ft: **\$240** (+8%)

1 REO; **0** Short-sales

Days On Market: **94**

Sale-to-list Price Ratio: **98%**

SOLD Jan-Dec. **2019: 134** (6 at 7 Cyns)

Median R.S. Price: \$310,000 (+3%)

Size: **1,385** sq.ft.; \$/sq.ft: **\$271** (+13%)

Days On Market: **90**

Sale-to-list Price Ratio: **98%**

SOLD Jan-Dec. 2020: 117 (-9%)
(9 at 7 Cyns)
Median R.S. Price: \$383,347 (+24%)
Size: **1,517** sq.ft.; \$/sq.ft: **\$295 (+9%)**
Days On Market: **104**
Sale-to-list Price Ratio: **99%**

SOLD Jan-Dec. 2021: 138 (+18%)
(4 at 7 Cyns; 5 at Cottages at Coffeepot)
Median R.S. Price: \$498,000 (+30%)
Size: **1,523** sq.ft.; \$/sq.ft: **\$370 (+25%)**
Days On Market: **79**
Sale-to-list Price Ratio: **102%**

Condo/Townhome Inventory

Past ACTIVEs:

31 Dec.09: **75**
31 Dec.10: **80**
31 Dec.12: **44**
31 Dec.13: **34**
31 Dec.14: **45**
31 Dec.15: **36**
31 Dec.16: **20**
31 Dec.17: **21**
31 Dec.18: **19**
31 Dec.20: **20**

ACTIVE 31 Dec. 2021: 7
(4 at Park Place; 0 at Seven Cyns)
Med. List Price: \$781,101
Avg. Size: **2,218** Sq. ft.
Avg \$/Sq.ft: **\$362**

PENDING 31 Dec. 2021: 5
Median List Price: \$475,000
Avg. Size: **1,788** Sq. ft.; \$/Sq.ft: **\$315**