NIGHTLYRADAR · THE DEAL SHEET

STR Underwriting Report

8055 E Thomas Rd #E121 · Scottsdale, AZ 85251

GRADE
B+
Conditional on HOA clearance

📅 October 14, 2026 · 🛏 2 BR / 2 BA · ⚡ Standard Report · Order: ds-20261014-0002



Woodland Springs

0.5 mi from Old Town Scottsdale Entertainment District · 1.5 mi from Scottsdale Fashion Square · 2 mi from Scottsdale Stadium (Giants Spring Training) · 5 mi from TPC Scottsdale (WM Phoenix Open) · Near Loop 101 + Scottsdale Rd

⛳ EXECUTIVE SUMMARY

8055 E Thomas Rd E121 sits in one of the most STR-favorable zip codes in Arizona. Woodland Springs is an established complex with at least one active, permitted STR unit — signaling the HOA may allow it. The Old Town adjacency, event-season exposure, and year-round walkability make this a high-upside play if the HOA path clears.

$265	62%	~$63K	~$53K
AVG NIGHTLY	OCCUPANCY	GROSS ANNUAL	NET ANNUAL
comp-set median	market benchmark	before platform fees	after platform fees

PROPERTY PROFILE

COMPLEX	**Woodland Springs**
ADDRESS	8055 E Thomas Rd #E121, Scottsdale, AZ 85251
BEDS / BATHS	**2 BR / 2 BA**
PROXIMITY	0.5 mi from Old Town Scottsdale Entertainment District · 1.5 mi from Scottsdale Fashion Square · 2 mi from Scottsdale Stadium (Giants Spring Training) · 5 mi from TPC Scottsdale (WM Phoenix Open) · Near Loop 101 + Scottsdale Rd

COMMUNITY AMENITIES

- Swimming pool + spa
- Tennis courts
- Pickleball courts
- Fitness center
- Clubhouse
- BBQ / picnic areas
- Community laundry
- Carport parking
- Storage space

📊 MARKET SNAPSHOT — OLD TOWN SCOTTSDALE 2BR STR

MARKET BASELINE

Avg Daily Rate	**$291–$388**
Annual Occupancy	**59%–66%**
RevPAR	**$243–$246**
YoY Occupancy Δ	**+15.8% ↑**
YoY ADR Δ	**+6.1% ↑**

THIS PROPERTY EST.

Base Weeknight	**$195–$240**
Weekend Rate	**$265–$320**
Peak Event Rate	**$400–$650+**
Est. Occupancy	**58%–68%**
Peak Season	**Jan–Mar 🌞**
Slow Season	**Jun–Aug 🌡️**

Sources: AirDNA (Sep 2026), AirROI, GoodNightStay, Rabbu. Old Town location commands 30–40% premium over Phoenix Metro base. 2BR walkable condo in 85251 markets are exhibiting strongest RevPAR gains in Sep 2026 (+19% YoY).

🏠 COMPARABLE LISTINGS

2 BR / 2 BA · 5-mile radius · Market estimates · AirDNA / Rabbu / GoodNightStay (Oct 2026)

Rates are market-derived estimates. Live Airbnb scrape coming in v2 — comp prices will reflect actual listed nightly rates for defined check-in windows.

PROPERTY	BEDS	EST. RATE	OCC. SIGNAL
Woodland Springs 2BR/2BA — Old Town Adjacent Same complex · Pool + spa, tennis, STR Permit #2036612 active · 4.4★ (42 reviews)	2BR/2BA	**$195–$240**	Med
Modern 2BR Condo — Central Scottsdale / Old Town ~0.3 mi · Near Fashion Square + golf · 2 kings, 65" TV, heated pool + hot tub, gym · 4.98★	2BR/2BA	**$275–$350**	High
Upgraded 2BR Getaway — Old Town Scottsdale ~0.5 mi · Quartz counters, rain showers · 3 pools, 3 hot tubs, fitness, tennis, sauna, fire pit	2BR/2BA	**$260–$340**	High
Scottsdale 2BD/2BA Resort-Style — Views + Patio ~1 mi · Pool, hot tub/spa, tennis, BBQ, clubhouse, fitness · Private patio · 90-day min (MTR focused)	2BR/2BA	**$225–$290**	Med
Gated Old Town Scottsdale Condo — 2BR/2BA ~0.5 mi · Gated community, landscaped, in-unit W/D, smart TVs · Walkable to restaurants/nightlife	2BR/2BA	**$240–$305**	High
COMP SET MEDIAN		**$265 / nt**	Est. blended

💰 12-MONTH REVENUE PROJECTION

Month	Season	Est. Occ.	Est. ADR	Est. Rev.
Oct 2026	🍂 Shoulder → Season Open	62%	$230	$4,402
Nov 2026	🌵 Early Peak / Polo + Events	68%	$255	$5,202
Dec 2026	🎄 Holiday Peak	74%	$295	$6,762
Jan 2027	🏎️ Barrett-Jackson PEAK	84%	$420	$10,958
Feb 2027	⛳ WM Phoenix Open + Spring Training PEAK	87%	$475	$12,446
Mar 2027	⚾ Spring Training + Spring Break	80%	$320	$7,936
Apr 2027	🌸 Late Season / Scottsdale Fair	62%	$230	$4,278
May 2027	🌡️ Pre-Summer Shoulder	50%	$190	$2,945
Jun 2027	🔥 Low Season	38%	$155	$1,767
Jul 2027	🔥 Low Season	35%	$145	$1,574
Aug 2027	🔥 Low Season	38%	$155	$1,767
Sep 2027	🍂 Shoulder / Season Restart	52%	$195	$3,042
12-MONTH GROSS REVENUE				**~$63,079**
EST. NET AFTER PLATFORM FEES				**~$53K**

Gross revenue before all deductions. Platform fees: Airbnb host fee ~15.5% / VRBO host fee ~15.5% (effective Oct 29, 2026) — estimated net after platform fees ~$53K. Arizona TPT/lodging taxes ~12–14% additional. Does not include management fees, supplies, or maintenance. Assumes active management, dynamic pricing, quality photos. Jan–Feb alone: ~$23K gross in 8 weeks.

📅 12-MONTH DEMAND CALENDAR

Events affecting STR demand in this market · next 12 months

Dates	Event	Impact	Rate Guidance
Oct 2–4	🏠 **Maricopa County Home & Garden Show**	MEDIUM	Weekend lift 10–15%
Oct 6–11	🎨 **Desert Design Week**	MEDIUM	Art/design crowd. Raise 10–15% above base.
Oct 10	🍷 **Uncorked AZ Wine Festival**	MEDIUM	Day-trip demand. Weekend rate premium.
Oct 17	🎃 **Scottsdale Fall Festival / Taco Fest**	MEDIUM	Old Town-adjacent demand. Solid weekend.
Oct 23–25	🎈 **Spooktacular Hot Air Balloon Fest**	MEDIUM	Family draw. Weekend spike.
Nov 7	🐂 **Bentley Scottsdale Polo Championships**	HIGH	Luxury crowd. Raise 20–25%. Min 2 nights.
Nov 26–30	🦃 **Thanksgiving Weekend**	HIGH	4-day spike. Max rates. 3-night min.
Dec 18–Jan 2	🎆 **Holiday / New Year's Peak**	PEAK	Max rates. 4-night minimum. Book out 6+ weeks.
Jan 16	🏎️ **Barrett-Jackson Rock the Block Kickoff**	HIGH	Start rate ramp. Event week begins next day.
Jan 17–25	🏎️ **Barrett-Jackson Scottsdale Auction**	PEAK	$400–$600/nt. You're 5 min from WestWorld. Book out 8 weeks in advance.
Jan 24–Feb 1	🤠 **Western Week / Old Town**	HIGH	Sustained Old Town traffic. Keep rates elevated.
Jan 31–Feb 8	⛳ **WM Phoenix Open Buildup + Tournament**	PEAK	#1 attended golf event in the world. $500–$650+/nt. 2–3× base rates.
Feb 12–22	🐴 **Scottsdale Arabian Horse Show**	HIGH	WestWorld event. 2,400 horses, global audience. Premium weekend.
Feb 20–Mar 24	⚾ **Cactus League Spring Training**	HIGH	5-week sustained demand. Walk to Scottsdale Stadium in 15 min.
Apr 17–26	🎡 **Scottsdale Fair & Festival**	MEDIUM	Family events. Solid weekend demand.
Jun–Aug	🔥 **Scottsdale Summer**	LOW	Drop rates. Pivot to 30-day MTR stays — $2,400–$3,200/mo range for Old Town adjacency. Target remote workers, snowbirds heading home.

📋 UNDERWRITING NOTES & DUE DILIGENCE

🚨 **CRITICAL — VERIFY BEFORE PURCHASE**

⚠️ **HOA / CC&R — Binary Go/No-Go:** Woodland Springs HOA operates the community at 8055 E Thomas Rd. A Scottsdale city STR license does *not* override HOA restrictions. Multiple condo complexes in 85251 impose 30-day minimums or outright STR bans via their CC&Rs. One existing Woodland Springs unit (Permit #2036612) is operating as an STR on Airbnb — confirming it *may be possible* — but individual units, purchase timing, and HOA rule changes may vary. **Contact Woodland Springs HOA directly at (480) 947-8544 and request the current CC&Rs + rental policy in writing before making an offer.**

LICENSING REQUIREMENTS

- Scottsdale STR License — $250/yr (required for stays under 30 consecutive days)
- Arizona Transaction Privilege Tax (TPT) License
- Maricopa County Assessor registration
- $500,000 minimum liability insurance
- 24/7 local emergency contact (must respond within 1 hour)
- Neighbor notification required within 30 days of license (adjacent units on same floor)
- Permit # must appear on all listing platforms
- On-site posted notice: emergency contact, safety, waste procedures
- Max 6 adults + dependents per Scottsdale ordinance

TAX BURDEN

- Arizona state + Maricopa County + Scottsdale city taxes: ~12–14% total
- Airbnb/VRBO collect lodging taxes automatically on your behalf
- 30+ day stays: exempt from lodging tax — useful for summer MTR strategy
- Non-compliance with STR licensing: $1,000/mo penalty
- Scottsdale Ordinances 4566 + 4719: no loud parties, no commercial event use

✅ **PROPERTY STRENGTHS**

The location is the story here. Walking distance to Old Town Scottsdale's Entertainment District means bachelor/bachelorette parties, golf weekends, and restaurant crawls all consider this zip code first. You're 5 minutes from WestWorld (Barrett-Jackson + Arabian Horse Show) and 15 minutes on foot to Scottsdale Stadium (Spring Training). The Jan–Feb window is arguably the most lucrative 8 weeks in Arizona STR — Barrett-Jackson + WM Phoenix Open back-to-back. A well-positioned Old Town-adjacent 2BR during those events should clear $20K in two months. Pool, tennis, pickleball, and spa amenities round out a strong amenity stack for a condo-tier property.

📌 **SUMMER / SHOULDER STRATEGY**

June–August is soft everywhere in Scottsdale, but Old Town walkability gives you an advantage for mid-term rentals. Shift to 30+ day stays to eliminate lodging tax, secure $2,400–$3,200/mo flat rental income, and reduce turnover. Target remote workers (walkable to restaurants and cafes), travel nurses (close to Scottsdale Healthcare campuses), and seasonal workers. Old Town is more livable year-round than North Scottsdale — that walkability is your summer pitch.

⛳ THE VERDICT

The upside here is real. Old Town Scottsdale is where the action is, and a 2BR condo within walking distance of the Entertainment District, 5 minutes from WestWorld, and a short trip to TPC Scottsdale is the kind of location that sells itself on Airbnb. The Jan–Feb peak window (Barrett-Jackson + WM Phoenix Open) alone could represent 35–40% of annual gross revenue. We found evidence of at least one Woodland Springs unit operating with a valid Scottsdale STR Permit — that's a meaningful green flag. The verdict flips to BUY the moment you confirm HOA CC&Rs allow STR. Until then: WATCH. Do not close without written confirmation from the HOA.

GRADE

B+

Conditional on HOA clearance

RECOMMENDATION

WATCH

CONSERVATIVE	BASE CASE	OPTIMISTIC
$50K	$63K	$75K

This report is for informational purposes only and does not constitute investment, legal, or tax advice. Revenue projections are estimates based on publicly available market data and are not guaranteed. Always verify HOA/CC&R rules, consult a licensed CPA, and conduct independent due diligence before making any investment decision.