

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

MAY
2023

ATLANTA

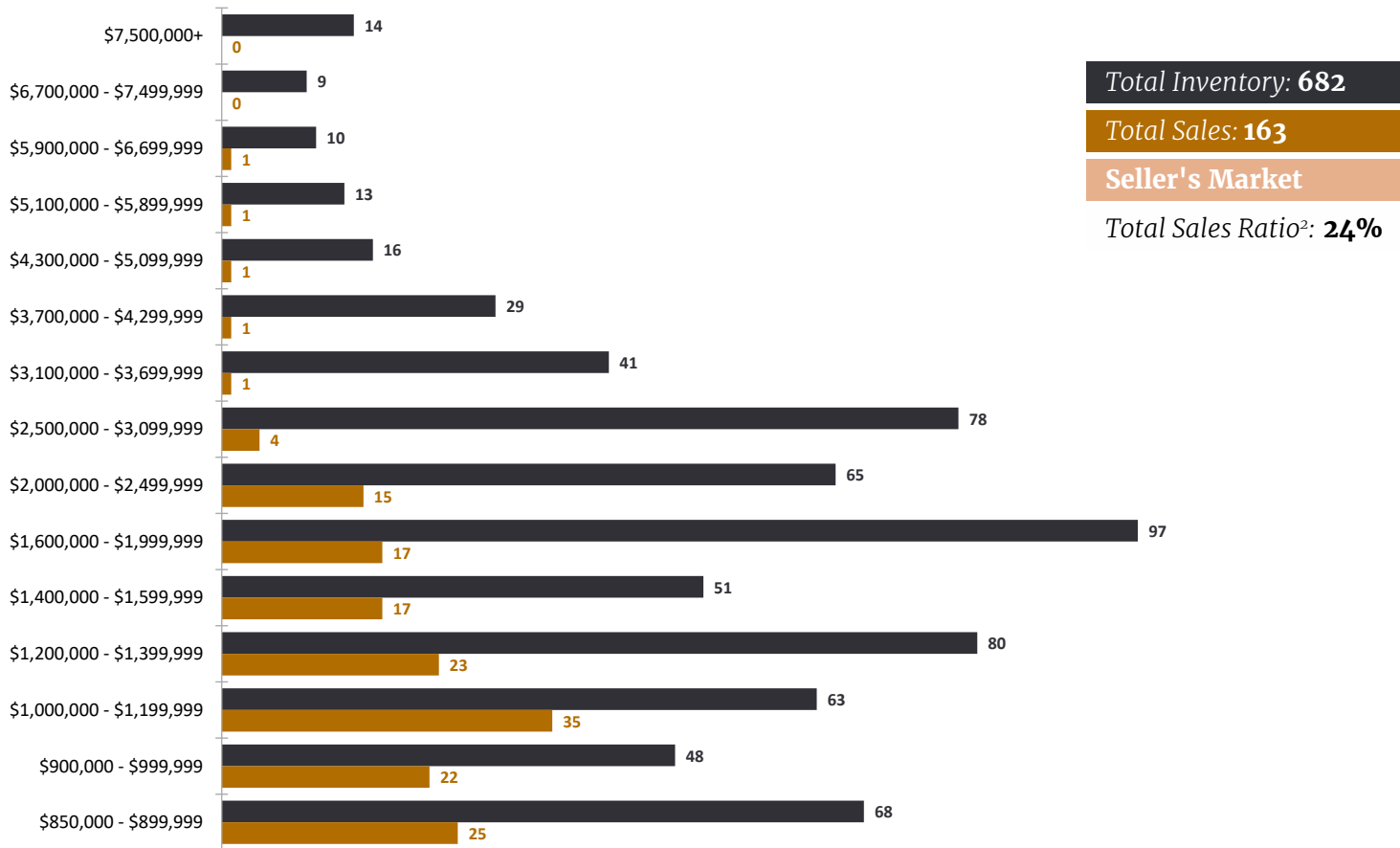
GEORGIA

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | APRIL 2023

Inventory Sales

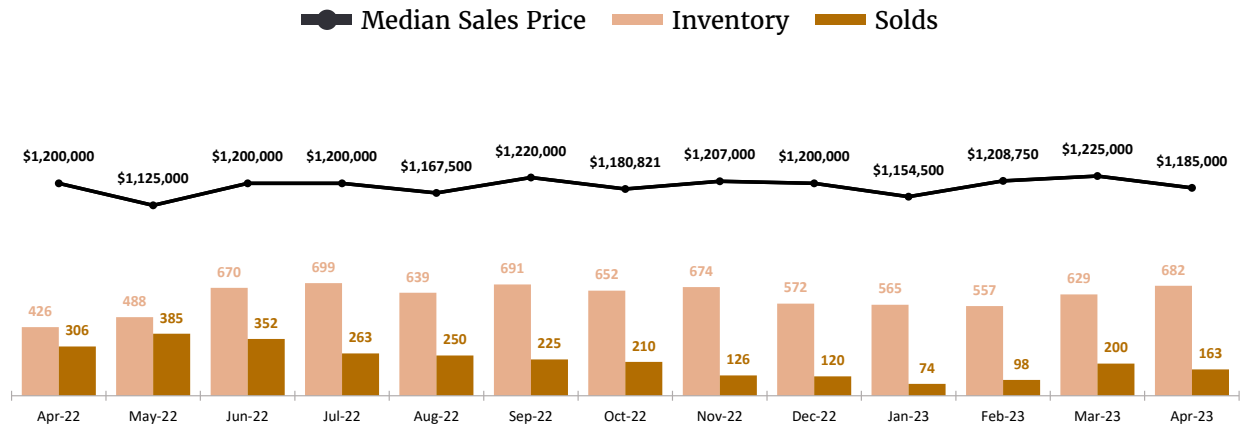
Luxury Benchmark Price¹: **\$850,000**



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 2,999	\$959,500	4	3	28	85	33%
3,000 - 3,999	\$1,150,000	4	4	43	119	36%
4,000 - 4,999	\$1,100,000	5	5	37	117	32%
5,000 - 5,999	\$1,350,000	5	5	17	88	19%
6,000 - 6,999	\$1,477,500	6	6	18	73	25%
7,000+	\$2,162,500	6	7	18	155	12%

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

426 682

VARIANCE: **60%**

TOTAL SOLDS

Apr. 2022 Apr. 2023

306 163

VARIANCE: **-47%**

SALES PRICE

Apr. 2022 Apr. 2023

\$1.20m \$1.19m

VARIANCE: **-1%**

SALE PRICE PER SQFT.

Apr. 2022 Apr. 2023

\$304 \$311

VARIANCE: **2%**

SALE TO LIST PRICE RATIO

Apr. 2022 Apr. 2023

104.27% 99.66%

VARIANCE: **-4%**

DAYS ON MARKET

Apr. 2022 Apr. 2023

4 7

VARIANCE: **75%**

ATLANTA MARKET SUMMARY | APRIL 2023

- The Atlanta single-family luxury market is a **Seller's Market** with a **24% Sales Ratio**.
- Homes sold for a median of **99.66% of list price** in April 2023.
- The most active price band is **\$1,000,000-\$1,199,999**, where the sales ratio is **56%**.
- The median luxury sales price for single-family homes is **\$1,185,000**.
- The median days on market for April 2023 was **7** days, up from **4** 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

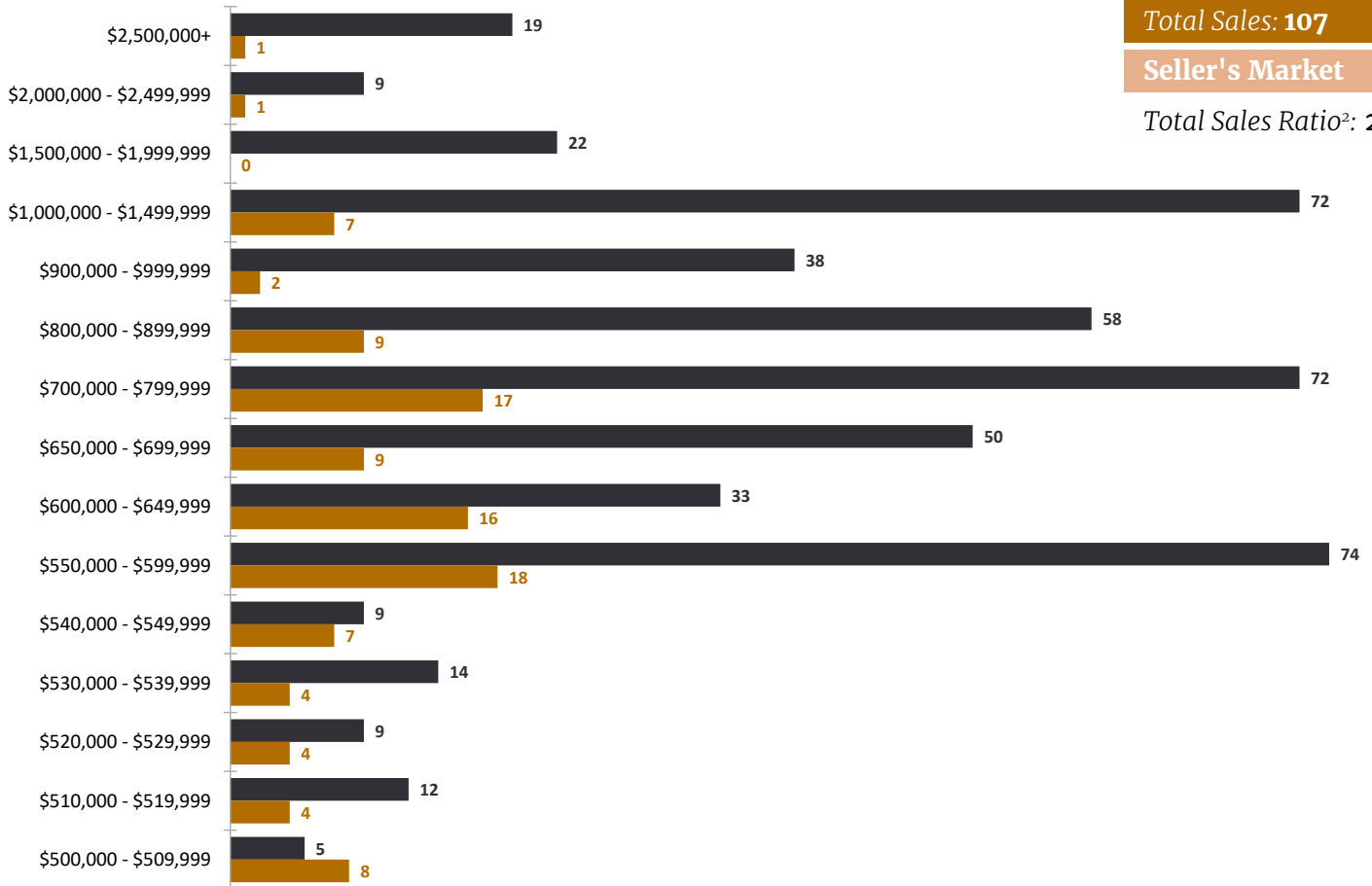
Luxury Benchmark Price¹: **\$500,000**

Total Inventory: **496**

Total Sales: **107**

Seller's Market

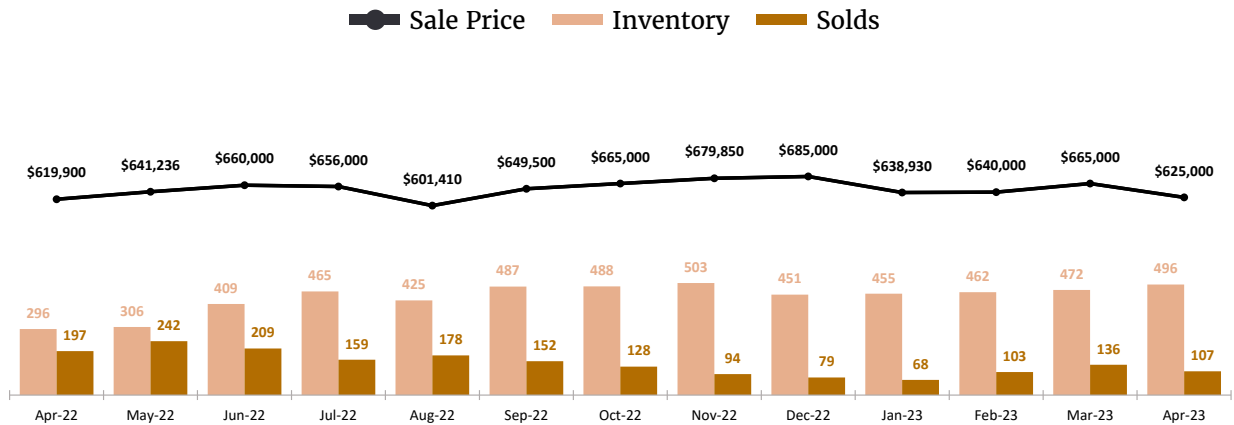
Total Sales Ratio²: **22%**



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$589,200	2	3	32	178	18%
2,000 - 2,499	\$640,000	3	4	39	144	27%
2,500 - 2,999	\$685,000	4	4	23	91	25%
3,000 - 3,499	\$840,500	4	4	8	33	24%
3,500 - 3,999	NA	NA	NA	0	19	0%
4,000+	\$1,004,950	3	4	4	18	22%

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
296 **496**

VARIANCE: **68%**

TOTAL SOLDS

Apr. 2022 Apr. 2023
197 **107**

VARIANCE: **-46%**

SALES PRICE

Apr. 2022 Apr. 2023
\$620k **\$625k**

VARIANCE: **1%**

SALE PRICE PER SQFT.

Apr. 2022 Apr. 2023
\$313 **\$312**

VARIANCE: **0%**

SALE TO LIST PRICE RATIO

Apr. 2022 Apr. 2023
100.00% **100.00%**

VARIANCE: **0%**

DAYS ON MARKET

Apr. 2022 Apr. 2023
6 **9**

VARIANCE: **50%**

ATLANTA MARKET SUMMARY | APRIL 2023

- The Atlanta attached luxury market is a **Seller's Market** with a **22% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in April 2023.
- The most active price band is **\$500,000-\$509,999**, where the sales ratio is **160%**.
- The median luxury sales price for attached homes is **\$625,000**.
- The median days on market for April 2023 was **9** days, up from **6** 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.