



SEPTEMBER
2023

ATLANTA

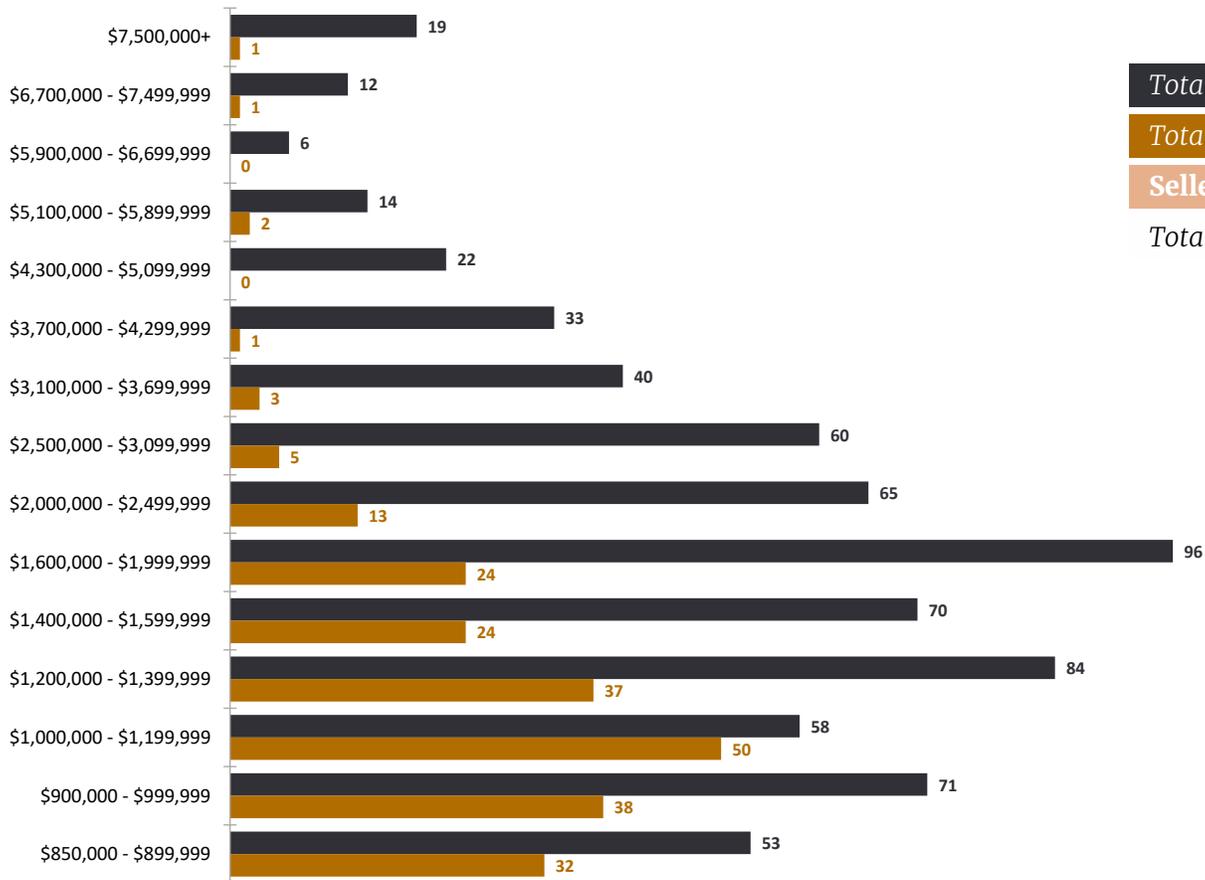
LUXURY MARKET REPORT

www.DreamSmithRealty.com/market-reports

LUXURY INVENTORY VS. SALES | AUGUST 2023

Inventory Sales

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



Total Inventory: **703**

Total Sales: **231**

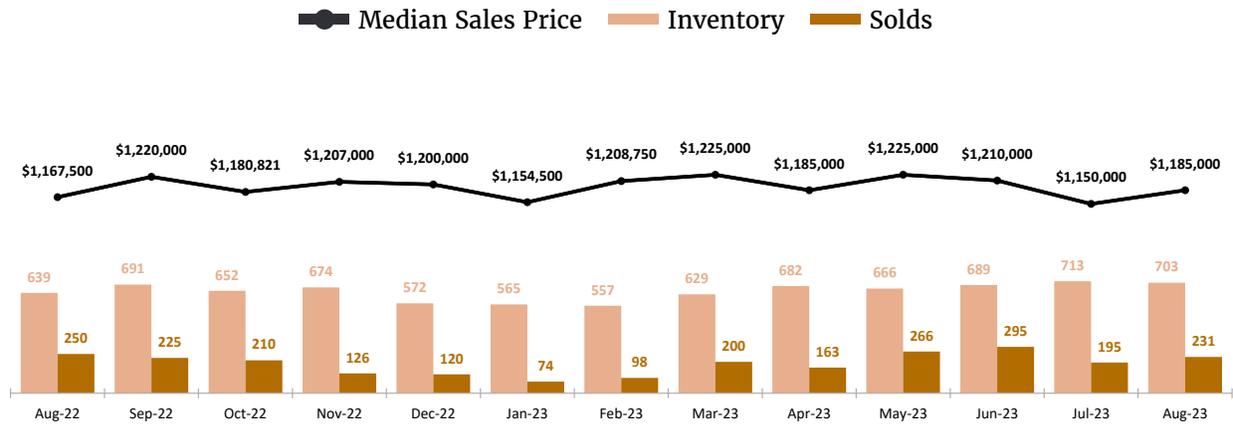
Seller's Market

Total Sales Ratio²: **33%**

Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 2,999	\$987,500	4	3	36	85	42%
3,000 - 3,999	\$1,105,000	5	4	54	123	44%
4,000 - 4,999	\$1,185,000	5	5	50	152	33%
5,000 - 5,999	\$1,150,000	5	5	35	95	37%
6,000 - 6,999	\$1,510,000	5	6	25	55	45%
7,000+	\$1,672,500	6	7	22	162	14%

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 | AUGUST

TOTAL INVENTORY

Aug. 2022 Aug. 2023
639 **703**

VARIANCE: 10%

TOTAL SOLDS

Aug. 2022 Aug. 2023
250 **231**

VARIANCE: -8%

SALES PRICE

Aug. 2022 Aug. 2023
\$1.17m **\$1.19m**

VARIANCE: 1%

SALE PRICE PER SQFT.

Aug. 2022 Aug. 2023
\$278 **\$293**

VARIANCE: 5%

SALE TO LIST PRICE RATIO

Aug. 2022 Aug. 2023
100.00% **100.00%**

VARIANCE: 0%

DAYS ON MARKET

Aug. 2022 Aug. 2023
8 **9**

VARIANCE: 13%

ATLANTA MARKET SUMMARY | AUGUST 2023

- The Atlanta single-family luxury market is a **Seller's Market** with a **33% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in August 2023.
- The most active price band is **\$1,000,000-\$1,199,999**, where the sales ratio is **86%**.
- The median luxury sales price for single-family homes is **\$1,185,000**.
- The median days on market for August 2023 was **9** days, up from **8** in August 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 | AUGUST 2023

Inventory Sales

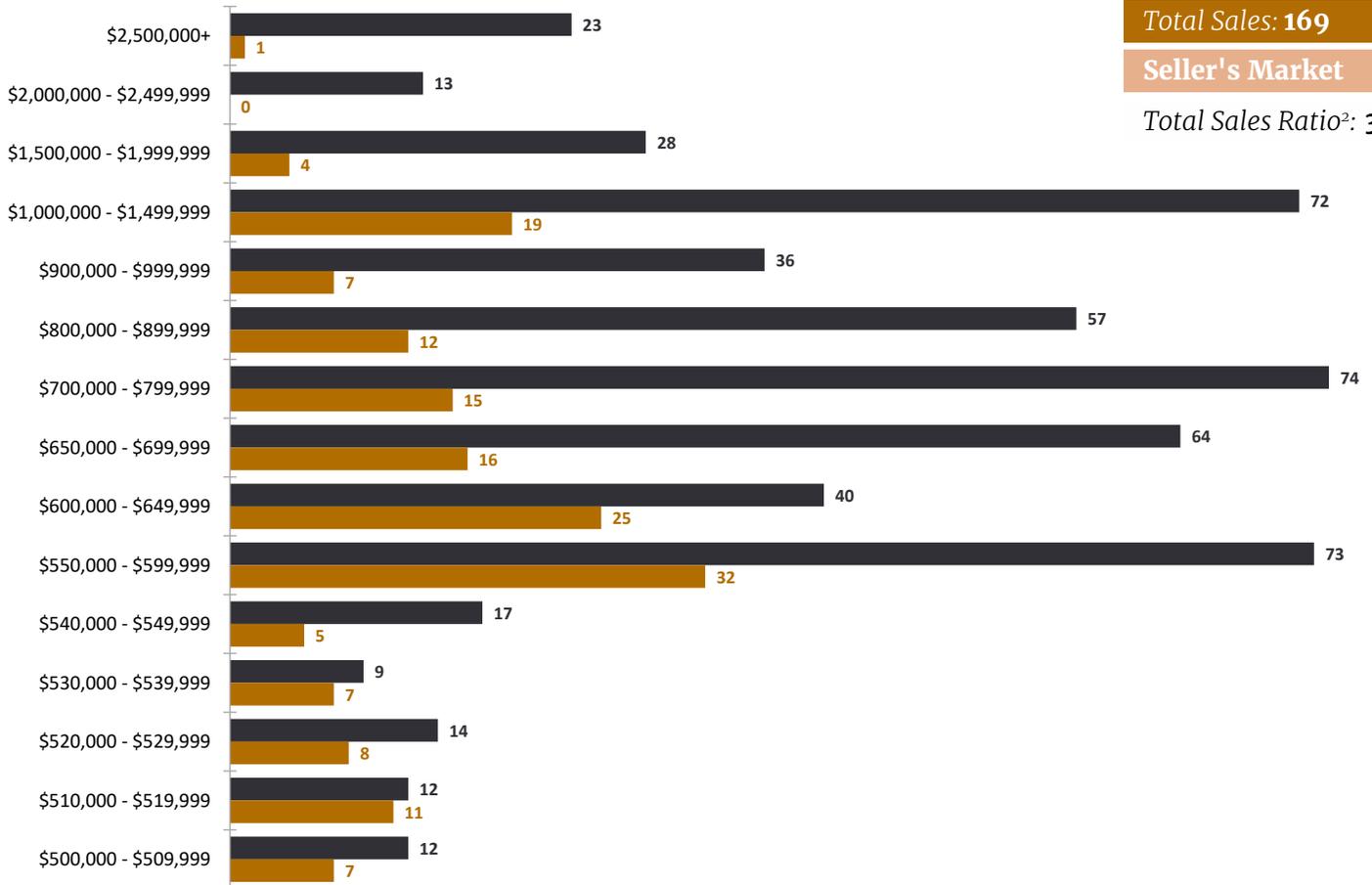
Luxury Benchmark Price¹: **\$500,000**

Total Inventory: **544**

Total Sales: **169**

Seller's Market

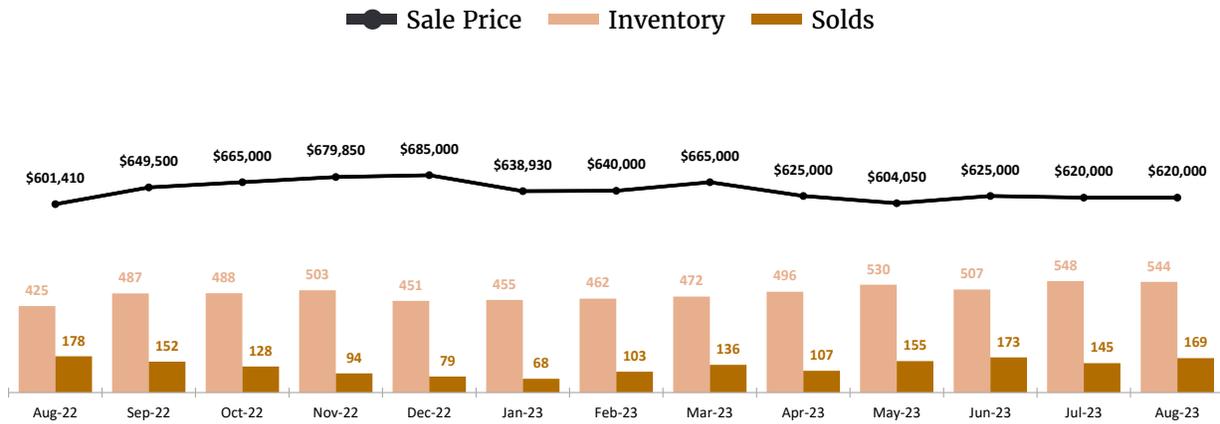
Total Sales Ratio²: **31%**



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$582,500	2	3	62	180	34%
2,000 - 2,499	\$613,000	3	4	51	145	35%
2,500 - 2,999	\$692,000	3	4	23	120	19%
3,000 - 3,499	\$860,000	3	4	17	48	35%
3,500 - 3,999	\$837,500	3	4	6	16	38%
4,000+	\$1,150,000	4	5	5	19	26%

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 | AUGUST

TOTAL INVENTORY

Aug. 2022 Aug. 2023
425 **544**

VARIANCE: **28%**

TOTAL SOLDS

Aug. 2022 Aug. 2023
178 **169**

VARIANCE: **-5%**

SALES PRICE

Aug. 2022 Aug. 2023
\$601k **\$620k**

VARIANCE: **3%**

SALE PRICE PER SQFT.

Aug. 2022 Aug. 2023
\$296 **\$303**

VARIANCE: **2%**

SALE TO LIST PRICE RATIO

Aug. 2022 Aug. 2023
100.00% **99.20%**

VARIANCE: **-1%**

DAYS ON MARKET

Aug. 2022 Aug. 2023
18 **15**

VARIANCE: **-17%**

ATLANTA MARKET SUMMARY | AUGUST 2023

- The Atlanta attached luxury market is a **Seller's Market** with a **31% Sales Ratio**.
- Homes sold for a median of **99.20% of list price** in August 2023.
- The most active price band is **\$510,000-\$519,999**, where the sales ratio is **92%**.
- The median luxury sales price for attached homes is **\$620,000**.
- The median days on market for August 2023 was **15** days, down from **18** in August 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.