



NOVEMBER
2023

ATLANTA

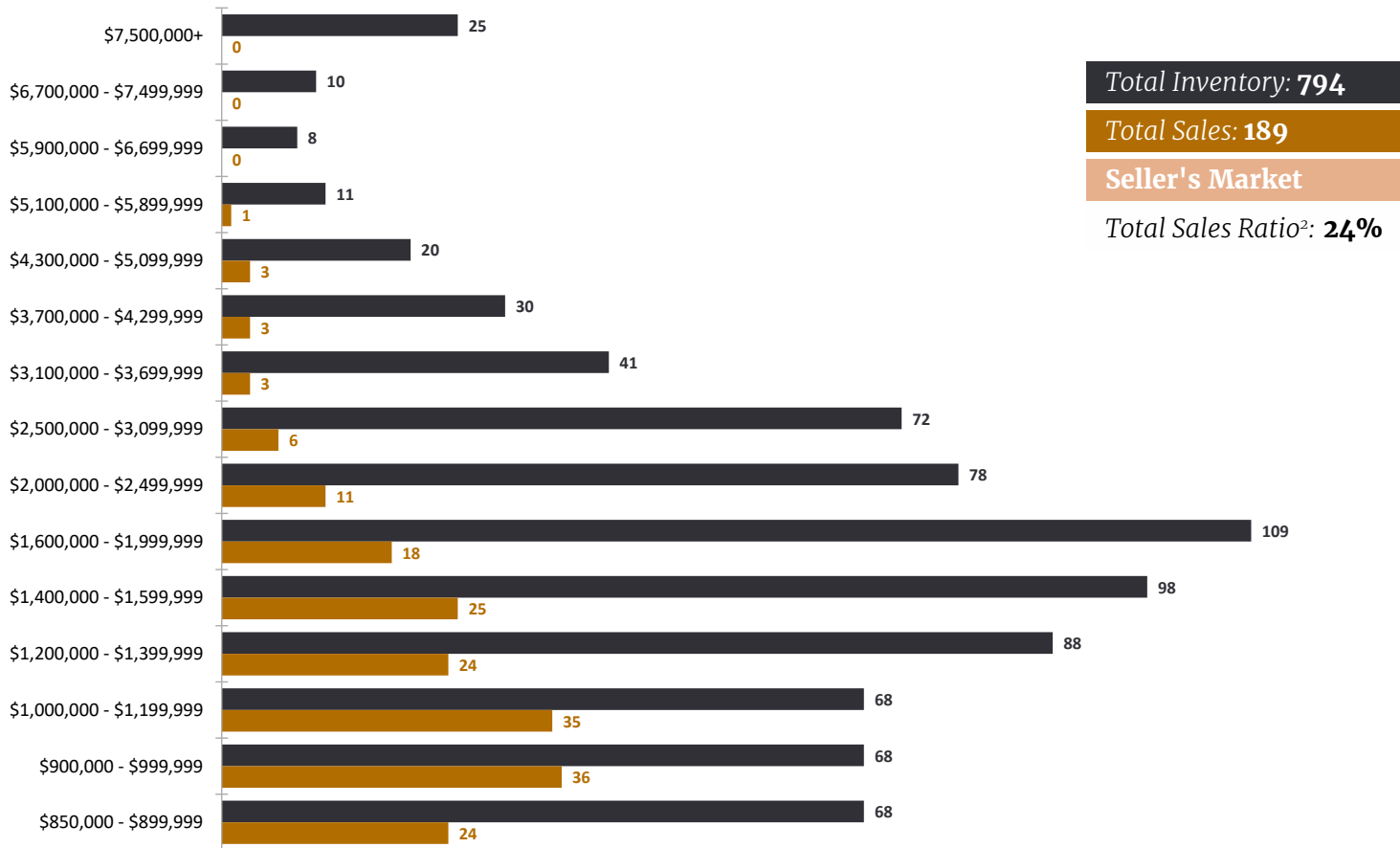
LUXURY MARKET REPORT

www.DreamSmithRealty.com/market-reports

LUXURY INVENTORY VS. SALES | OCTOBER 2023

Inventory Sales

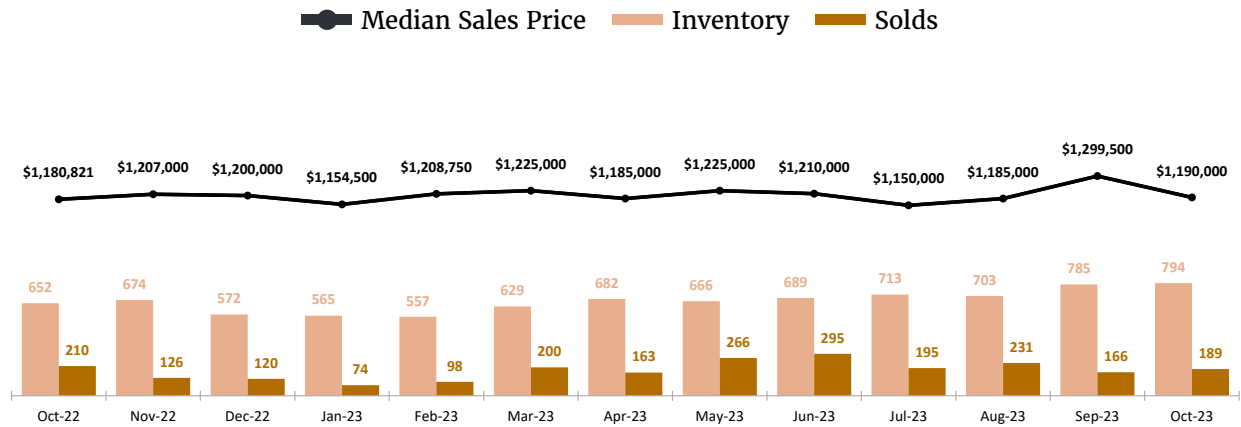
Luxury Benchmark Price¹: **\$850,000**



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 2,999	\$975,000	4	3	30	101	30%
3,000 - 3,999	\$982,500	4	4	46	148	31%
4,000 - 4,999	\$1,280,000	5	5	48	146	33%
5,000 - 5,999	\$1,275,000	5	5	31	124	25%
6,000 - 6,999	\$1,725,000	5	6	10	76	13%
7,000+	\$2,537,250	6	7	19	158	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 | OCTOBER

TOTAL INVENTORY

Oct. 2022	Oct. 2023
652	794

VARIANCE: **22%**

TOTAL SOLDS

Oct. 2022	Oct. 2023
210	189

VARIANCE: **-10%**

SALES PRICE

Oct. 2022	Oct. 2023
\$1.18m	\$1.19m

VARIANCE: **1%**

SALE PRICE PER SQFT.

Oct. 2022	Oct. 2023
\$313	\$306

VARIANCE: **-2%**

SALE TO LIST PRICE RATIO

Oct. 2022	Oct. 2023
98.84%	100.00%

VARIANCE: **1%**

DAYS ON MARKET

Oct. 2022	Oct. 2023
12	8

VARIANCE: **-33%**

ATLANTA MARKET SUMMARY | OCTOBER 2023

- The Atlanta single-family luxury market is a **Seller's Market** with a **24% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in October 2023.
- The most active price band is **\$900,000-\$999,999**, where the sales ratio is **53%**.
- The median luxury sales price for single-family homes is **\$1,190,000**.
- The median days on market for October 2023 was **8** days, down from **12** in October 2022.

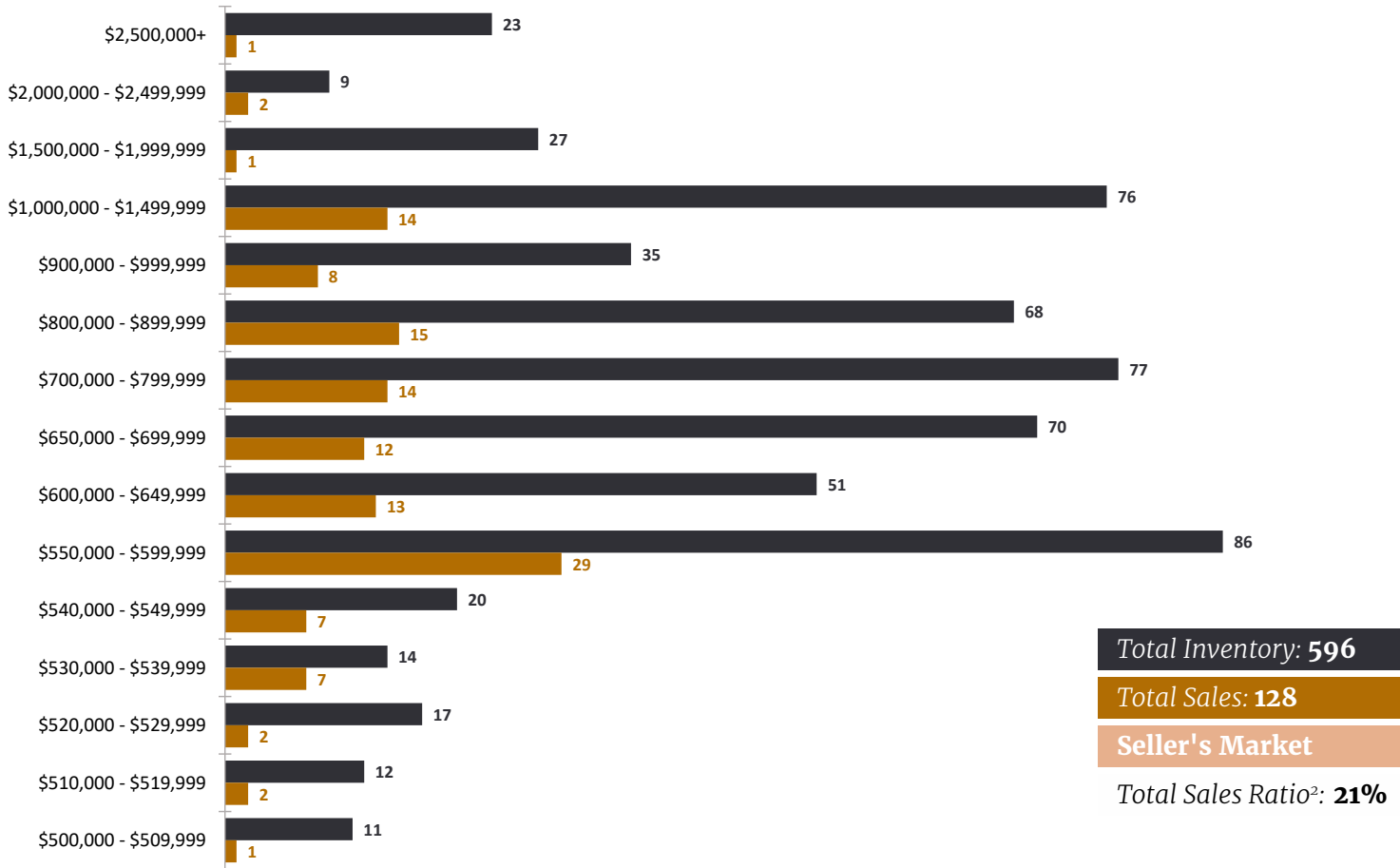
³Square foot table does not account for listings and solds where square foot data is not disclosed.

⁴Data reported includes Active and Sold properties and does not include Pending properties.

LUXURY INVENTORY VS. SALES | OCTOBER 2023

Inventory Sales

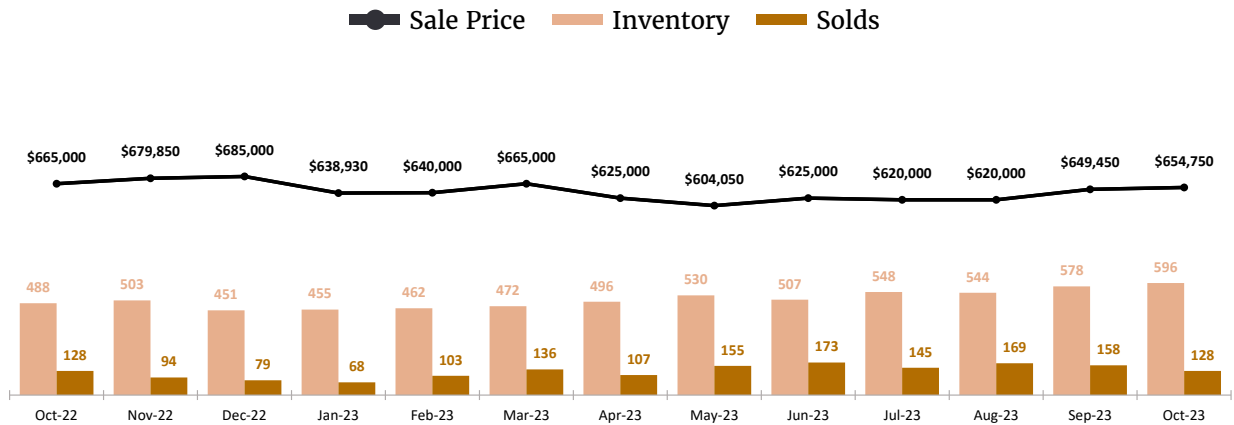
Luxury Benchmark Price¹: **\$500,000**



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$622,500	2	3	34	222	15%
2,000 - 2,499	\$625,900	3	4	43	149	29%
2,500 - 2,999	\$765,185	4	4	31	117	26%
3,000 - 3,499	\$750,750	3	4	12	51	24%
3,500 - 3,999	\$1,072,500	3	5	4	17	24%
4,000+	\$1,883,750	4	6	2	23	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 | OCTOBER

TOTAL INVENTORY

Oct. 2022	Oct. 2023
488	596

VARIANCE: **22%**

TOTAL SOLDS

Oct. 2022	Oct. 2023
128	128

VARIANCE: **0%**

SALES PRICE

Oct. 2022	Oct. 2023
\$665k	\$655k

VARIANCE: **-2%**

SALE PRICE PER SQFT.

Oct. 2022	Oct. 2023
\$288	\$304

VARIANCE: **6%**

SALE TO LIST PRICE RATIO

Oct. 2022	Oct. 2023
99.07%	99.72%

VARIANCE: **1%**

DAYS ON MARKET

Oct. 2022	Oct. 2023
17	18

VARIANCE: **6%**

ATLANTA MARKET SUMMARY | OCTOBER 2023

- The Atlanta attached luxury market is a **Seller's Market** with a **21% Sales Ratio**.
- Homes sold for a median of **99.72% of list price** in October 2023.
- The most active price band is **\$530,000-\$539,999**, where the sales ratio is **50%**.
- The median luxury sales price for attached homes is **\$654,750**.
- The median days on market for October 2023 was **18** days, up from **17** in October 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.