



DECEMBER
2023

ATLANTA

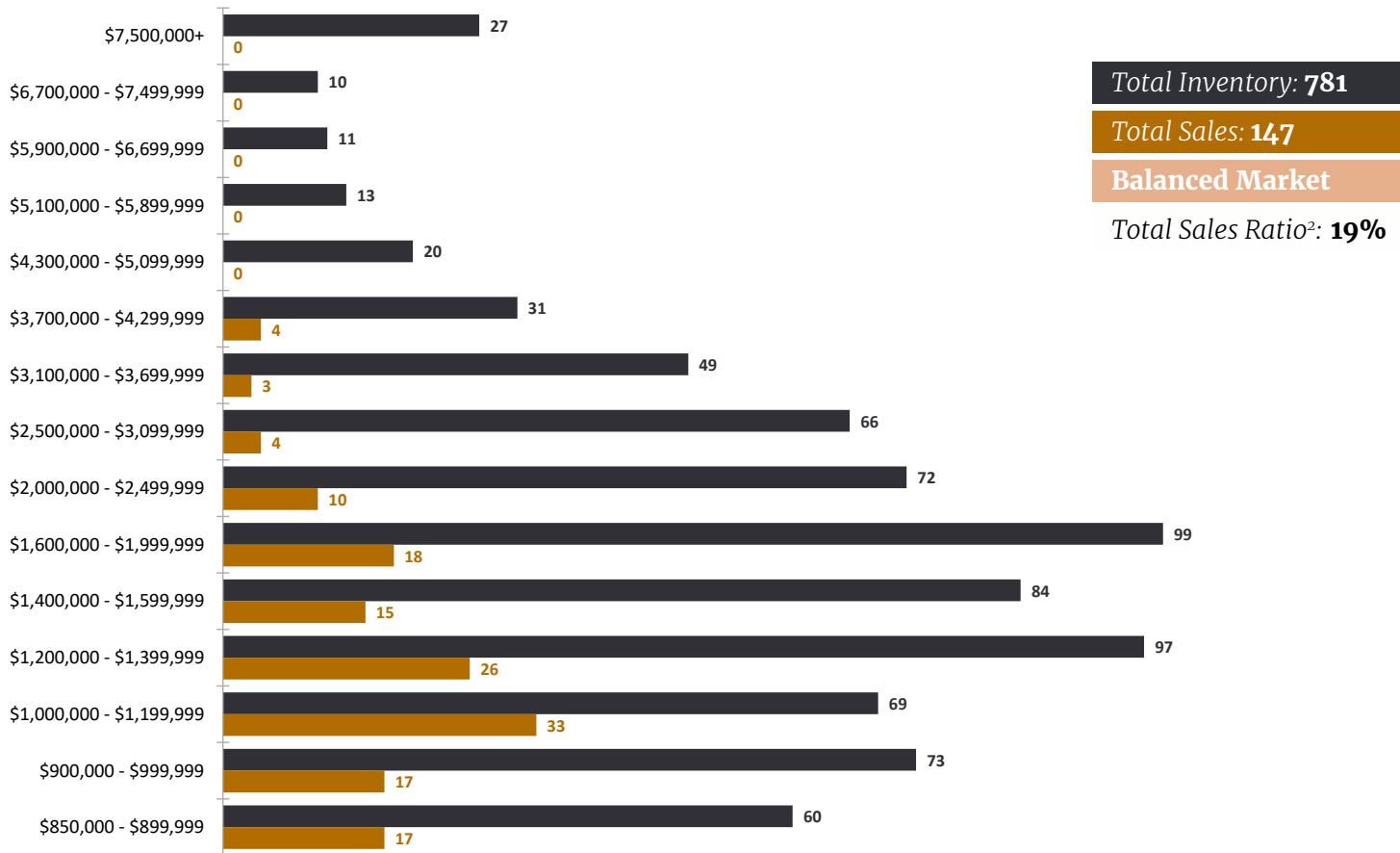
LUXURY MARKET REPORT

www.DreamSmithRealty.com/market-reports

LUXURY INVENTORY VS. SALES | NOVEMBER 2023

Inventory Sales

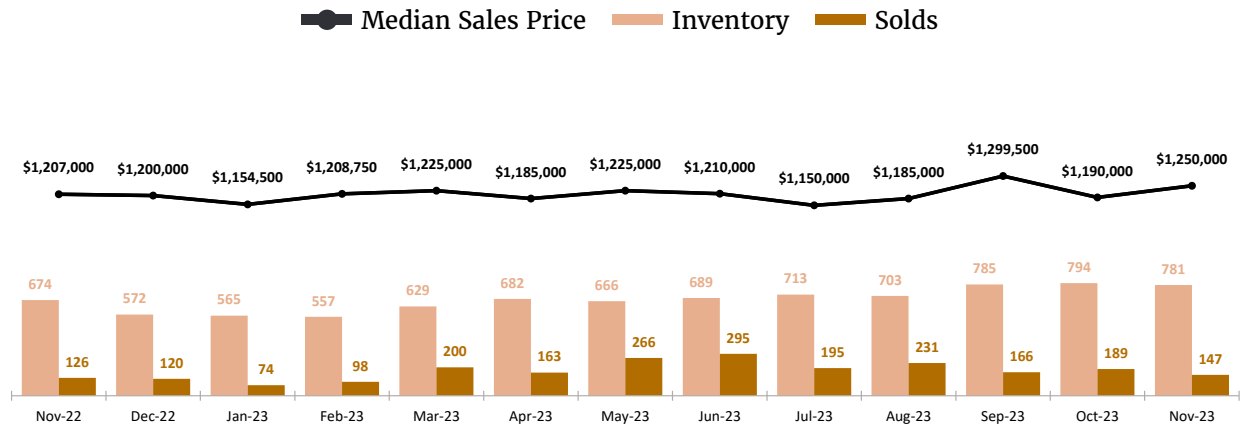
Luxury Benchmark Price¹: **\$850,000**



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 2,999	\$1,035,000	4	3	16	93	17%
3,000 - 3,999	\$1,050,000	4	4	37	146	25%
4,000 - 4,999	\$1,292,500	5	5	36	151	24%
5,000 - 5,999	\$1,425,000	5	6	22	117	19%
6,000 - 6,999	\$1,465,843	5	6	10	67	15%
7,000+	\$2,100,000	6	7	19	165	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 | NOVEMBER

TOTAL INVENTORY

Nov. 2022 Nov. 2023

674 781

VARIANCE: 16%

TOTAL SOLDS

Nov. 2022 Nov. 2023

126 147

VARIANCE: 17%

SALES PRICE

Nov. 2022 Nov. 2023

\$1.21m \$1.25m

VARIANCE: 4%

SALE PRICE PER SQFT.

Nov. 2022 Nov. 2023

\$292 \$299

VARIANCE: 2%

SALE TO LIST PRICE RATIO

Nov. 2022 Nov. 2023

98.72% 98.57%

VARIANCE: 0%

DAYS ON MARKET

Nov. 2022 Nov. 2023

15 7

VARIANCE: -53%

ATLANTA MARKET SUMMARY | NOVEMBER 2023

- The Atlanta single-family luxury market is a **Balanced Market** with a **19% Sales Ratio**.
- Homes sold for a median of **98.57% of list price** in November 2023.
- The most active price band is **\$1,000,000-\$1,199,999**, where the sales ratio is **48%**.
- The median luxury sales price for single-family homes is **\$1,250,000**.
- The median days on market for November 2023 was **7** days, down from **15** in November 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 | NOVEMBER 2023

Inventory Sales

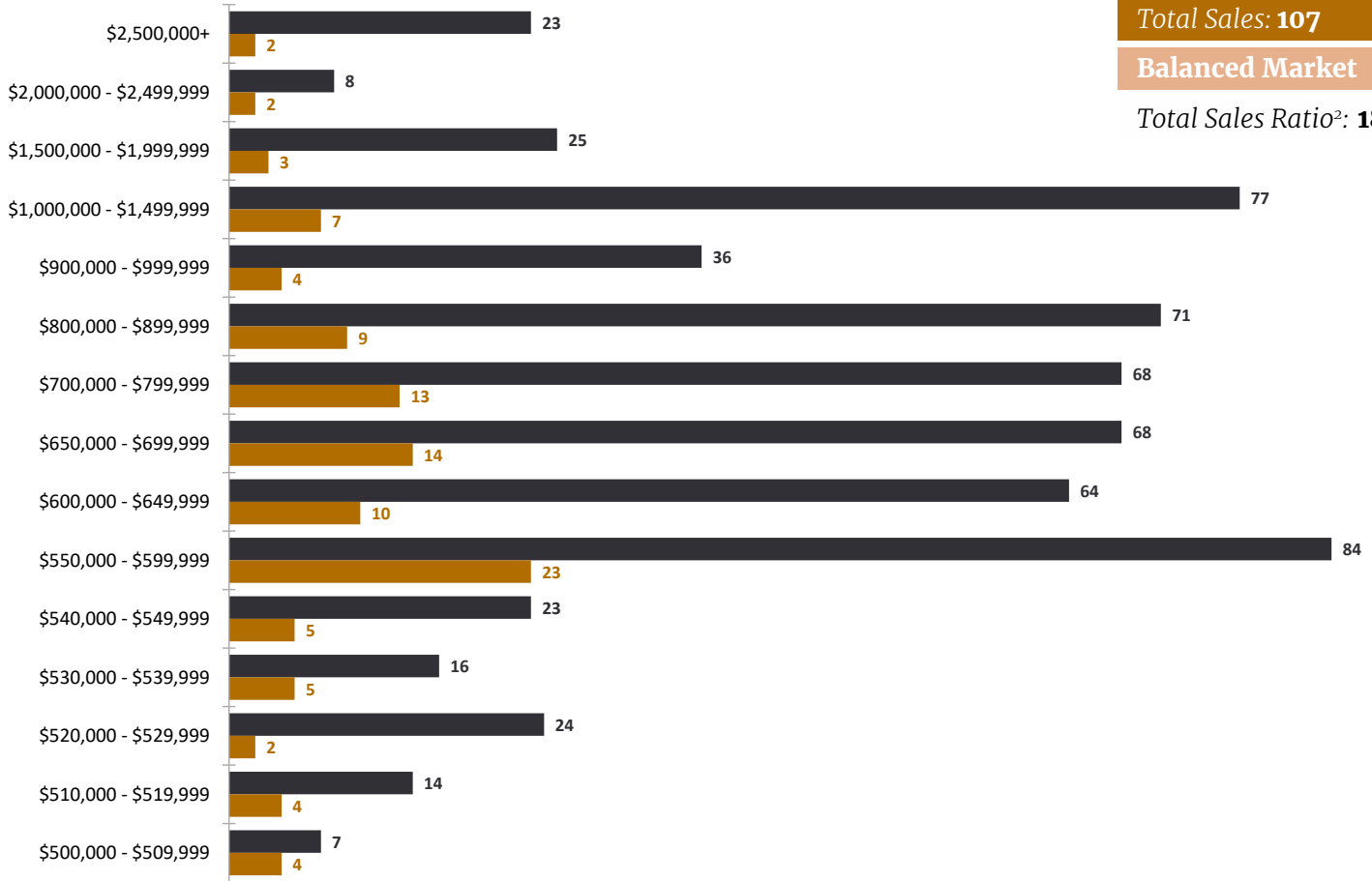
Luxury Benchmark Price¹: **\$500,000**

Total Inventory: **608**

Total Sales: **107**

Balanced Market

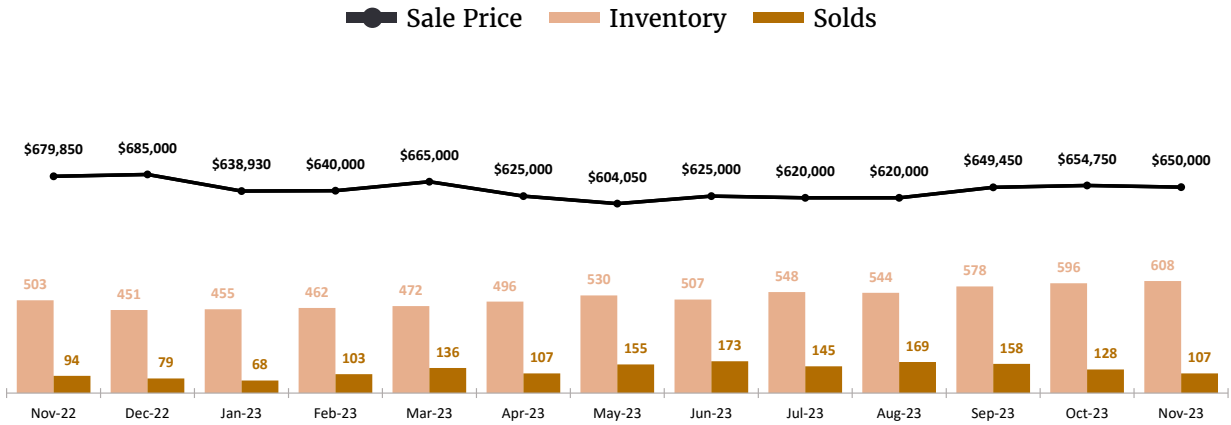
Total Sales Ratio²: **18%**



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$575,000	2	3	31	226	14%
2,000 - 2,499	\$629,500	3	4	36	169	21%
2,500 - 2,999	\$702,500	3	4	22	115	19%
3,000 - 3,499	\$700,000	3	5	7	47	15%
3,500 - 3,999	\$844,907	3	5	6	17	35%
4,000+	\$2,165,000	3	5	5	19	26%

¹The luxury threshold price is set by The Institute for Luxury Home Marketing. ²Sales 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 | NOVEMBER

TOTAL INVENTORY

Nov. 2022 Nov. 2023
503 **608**

VARIANCE: **21%**

TOTAL SOLDS

Nov. 2022 Nov. 2023
94 **107**

VARIANCE: **14%**

SALES PRICE

Nov. 2022 Nov. 2023
\$680k **\$650k**

VARIANCE: **-4%**

SALE PRICE PER SQFT.

Nov. 2022 Nov. 2023
\$304 **\$293**

VARIANCE: **-4%**

SALE TO LIST PRICE RATIO

Nov. 2022 Nov. 2023
98.97% **99.20%**

VARIANCE: **0%**

DAYS ON MARKET

Nov. 2022 Nov. 2023
29 **20**

VARIANCE: **-31%**

ATLANTA MARKET SUMMARY | NOVEMBER 2023

- The Atlanta attached luxury market is a **Balanced Market** with an **18% Sales Ratio**.
- Homes sold for a median of **99.20% of list price** in November 2023.
- The most active price band is **\$500,000-\$509,999**, where the sales ratio is **57%**.
- The median luxury sales price for attached homes is **\$650,000**.
- The median days on market for November 2023 was **20** days, down from **29** in November 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.