



JANUARY
2024

ATLANTA

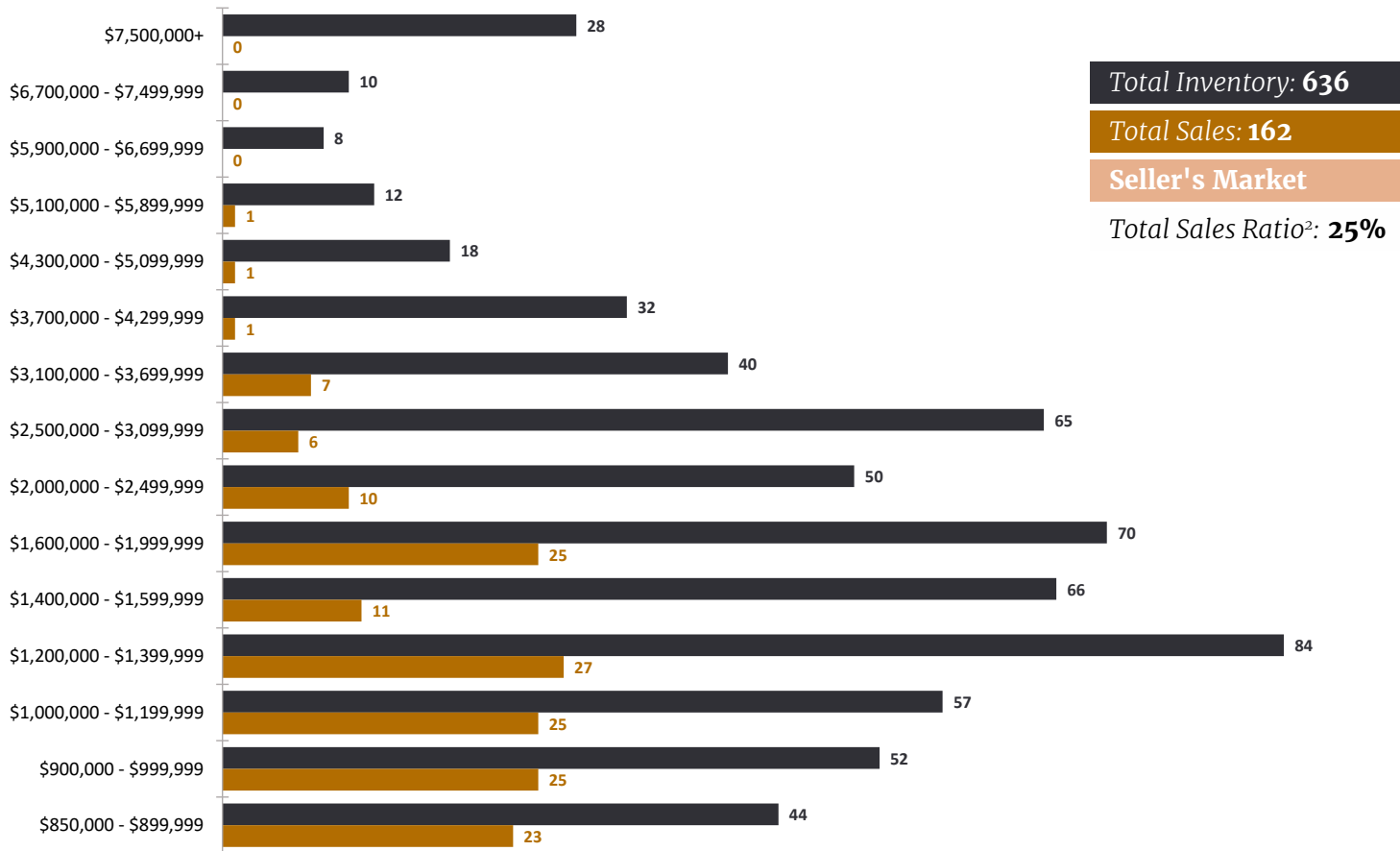
LUXURY MARKET REPORT

www.DreamSmithRealty.com/market-reports

LUXURY INVENTORY VS. SALES | DECEMBER 2023

Inventory Sales

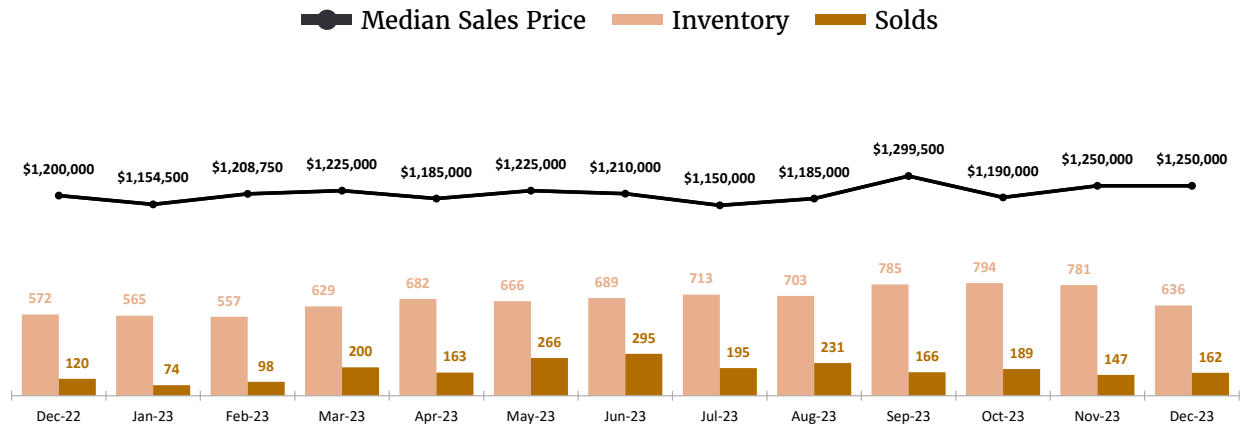
Luxury Benchmark Price¹: **\$850,000**



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 2,999	\$916,868	4	3	22	63	35%
3,000 - 3,999	\$1,147,500	4	4	42	129	33%
4,000 - 4,999	\$1,300,000	5	5	31	113	27%
5,000 - 5,999	\$1,465,000	5	6	35	82	43%
6,000 - 6,999	\$1,780,000	6	6	16	63	25%
7,000+	\$1,825,000	6	9	12	151	8%

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 | DECEMBER

TOTAL INVENTORY

Dec. 2022 Dec. 2023
572 **636**

VARIANCE: 11%

TOTAL SOLDS

Dec. 2022 Dec. 2023
120 **162**

VARIANCE: 35%

SALES PRICE

Dec. 2022 Dec. 2023
\$1.20m **\$1.25m**

VARIANCE: 4%

SALE PRICE PER SQFT.

Dec. 2022 Dec. 2023
\$303 **\$307**

VARIANCE: 1%

SALE TO LIST PRICE RATIO

Dec. 2022 Dec. 2023
98.71% **98.30%**

VARIANCE: 0%

DAYS ON MARKET

Dec. 2022 Dec. 2023
23 **15**

VARIANCE: -35%

ATLANTA MARKET SUMMARY | DECEMBER 2023

- The Atlanta single-family luxury market is a **Seller's Market** with a **25% Sales Ratio**.
- Homes sold for a median of **98.30% of list price** in December 2023.
- The most active price band is **\$850,000-\$899,999**, where the sales ratio is **52%**.
- The median luxury sales price for single-family homes is **\$1,250,000**.
- The median days on market for December 2023 was **15** days, down from **23** in December 2022.

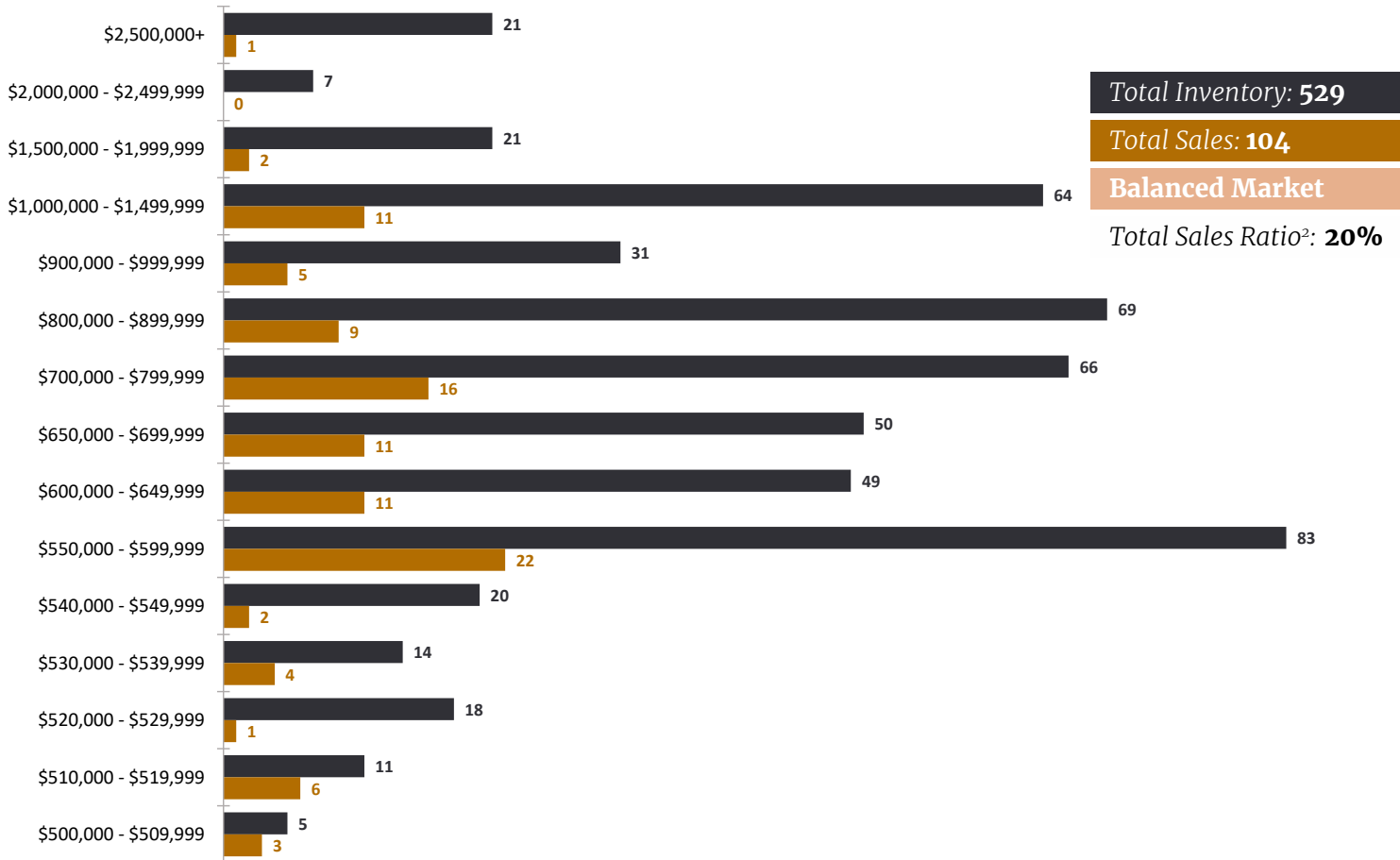
³Square foot table does not account for listings and solds where square foot data is not disclosed.

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

LUXURY INVENTORY VS. SALES | DECEMBER 2023

Inventory Sales

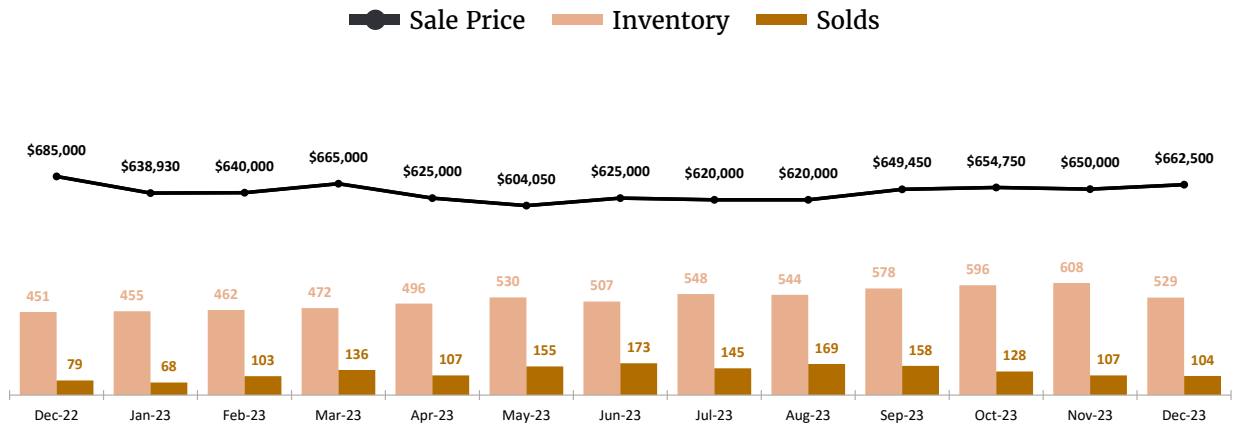
Luxury Benchmark Price¹: **\$500,000**



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$578,500	2	3	32	194	16%
2,000 - 2,499	\$651,567	3	4	30	143	21%
2,500 - 2,999	\$672,500	3	4	26	106	25%
3,000 - 3,499	\$1,133,750	3	4	6	41	15%
3,500 - 3,999	\$935,000	3	4	5	16	31%
4,000+	NA	NA	NA	0	16	0%

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 | DECEMBER

TOTAL INVENTORY

Dec. 2022 Dec. 2023
451 **529**

VARIANCE: 17%

TOTAL SOLDS

Dec. 2022 Dec. 2023
79 **104**

VARIANCE: 32%

SALES PRICE

Dec. 2022 Dec. 2023
\$685k **\$663k**

VARIANCE: -3%

SALE PRICE PER SQFT.

Dec. 2022 Dec. 2023
\$295 **\$303**

VARIANCE: 3%

SALE TO LIST PRICE RATIO

Dec. 2022 Dec. 2023
98.80% **98.51%**

VARIANCE: 0%

DAYS ON MARKET

Dec. 2022 Dec. 2023
26 **32**

VARIANCE: 23%

ATLANTA MARKET SUMMARY | DECEMBER 2023

- The Atlanta attached luxury market is a **Balanced Market** with a **20% Sales Ratio**.
- Homes sold for a median of **98.51% of list price** in December 2023.
- The most active price band is **\$500,000-\$509,999**, where the sales ratio is **60%**.
- The median luxury sales price for attached homes is **\$662,500**.
- The median days on market for December 2023 was **32** days, up from **26** in December 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.