

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

JANUARY
2022

DALLAS

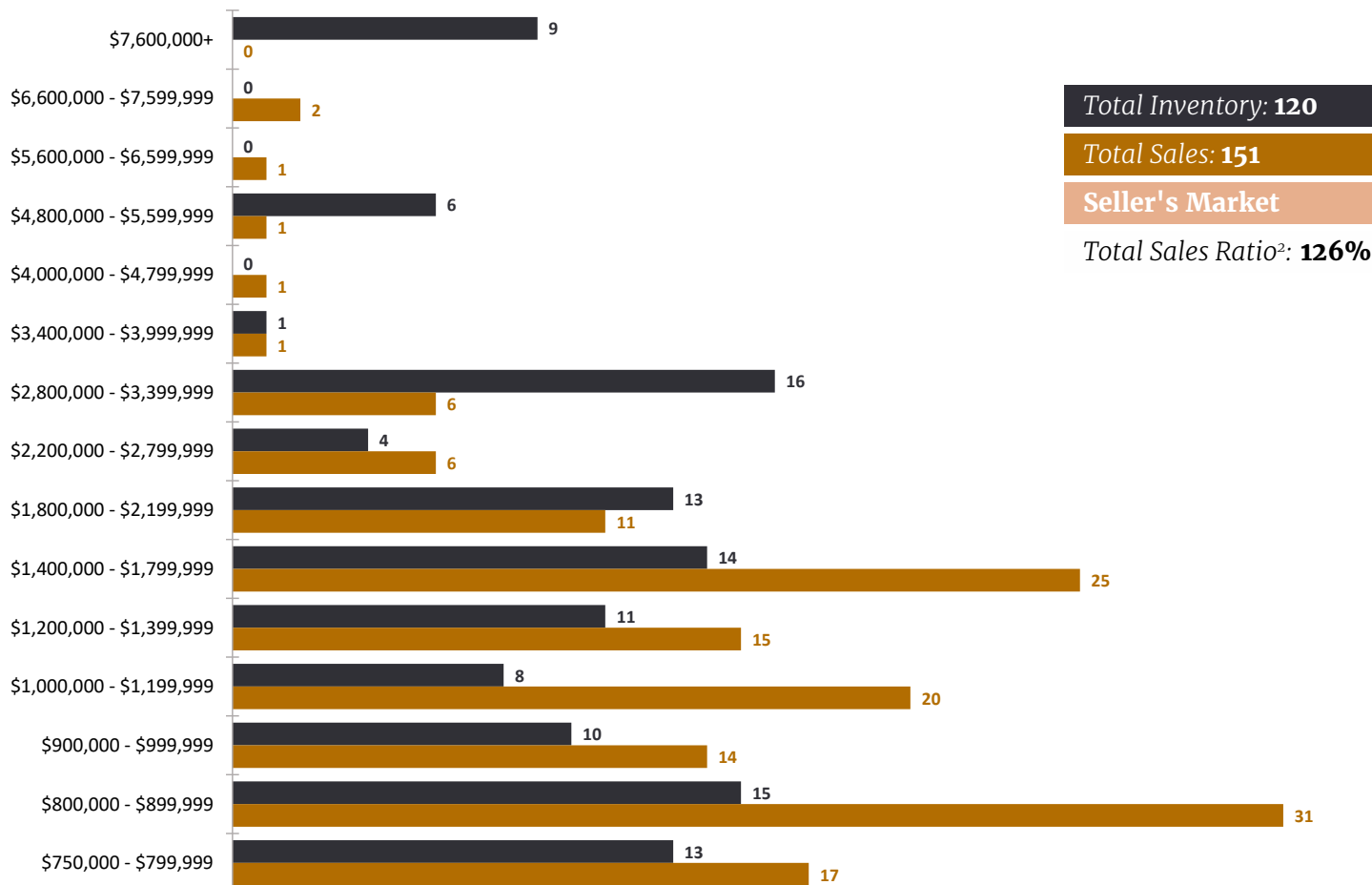
TEXAS

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | DECEMBER 2021

Inventory Sales

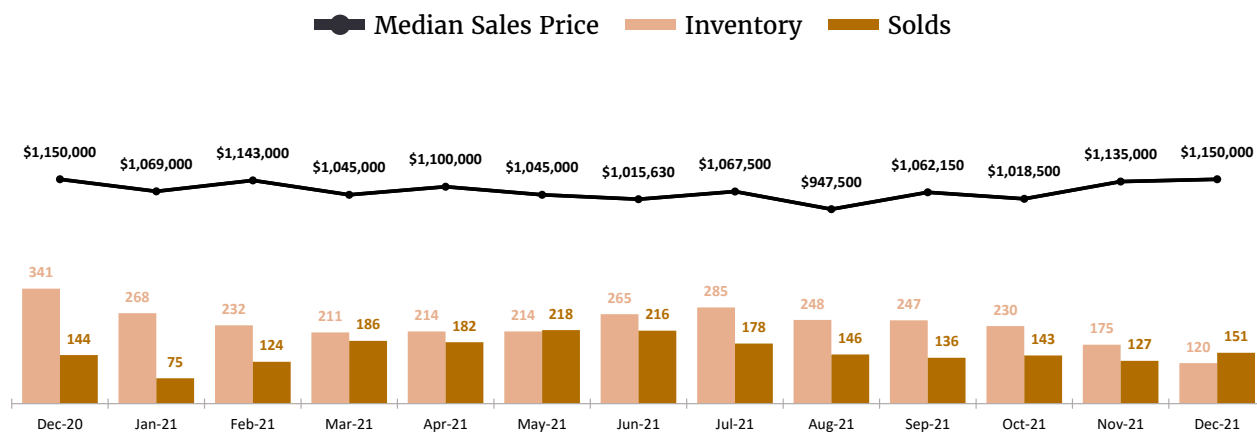
Luxury Benchmark Price¹: **\$750,000**



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$820,500	3	2	8	7	114%
2,000 - 2,999	\$844,250	4	3	24	18	133%
3,000 - 3,999	\$1,030,500	4	4	62	30	207%
4,000 - 4,999	\$1,448,000	4	5	29	23	126%
5,000 - 5,999	\$2,152,500	5	6	10	15	67%
6,000+	\$2,397,500	5	7	18	27	67%

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 < 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. 2020 Dec. 2021

341 120

VARIANCE: **-65%**

TOTAL SOLDS

Dec. 2020 Dec. 2021

144 151

VARIANCE: **5%**

SALES PRICE

Dec. 2020 Dec. 2021

\$1.15m \$1.15m

VARIANCE: **0%**

SALE PRICE PER SQFT.

Dec. 2020 Dec. 2021

\$294 \$324

VARIANCE: **10%**

SALE TO LIST PRICE RATIO

Dec. 2020 Dec. 2021

97.27% 100.00%

VARIANCE: **3%**

DAYS ON MARKET

Dec. 2020 Dec. 2021

47 10

VARIANCE: **-79%**

DALLAS MARKET SUMMARY | DECEMBER 2021

- The Dallas single-family luxury market is a **Seller's Market** with a **126% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in December 2021.
- The most active price band is **\$1,000,000-\$1,199,999**, where the sales ratio is **250%**.
- The median luxury sales price for single-family homes is **\$1,150,000**.
- The median days on market for December 2021 was **10** days, down from **47** in December 2020.

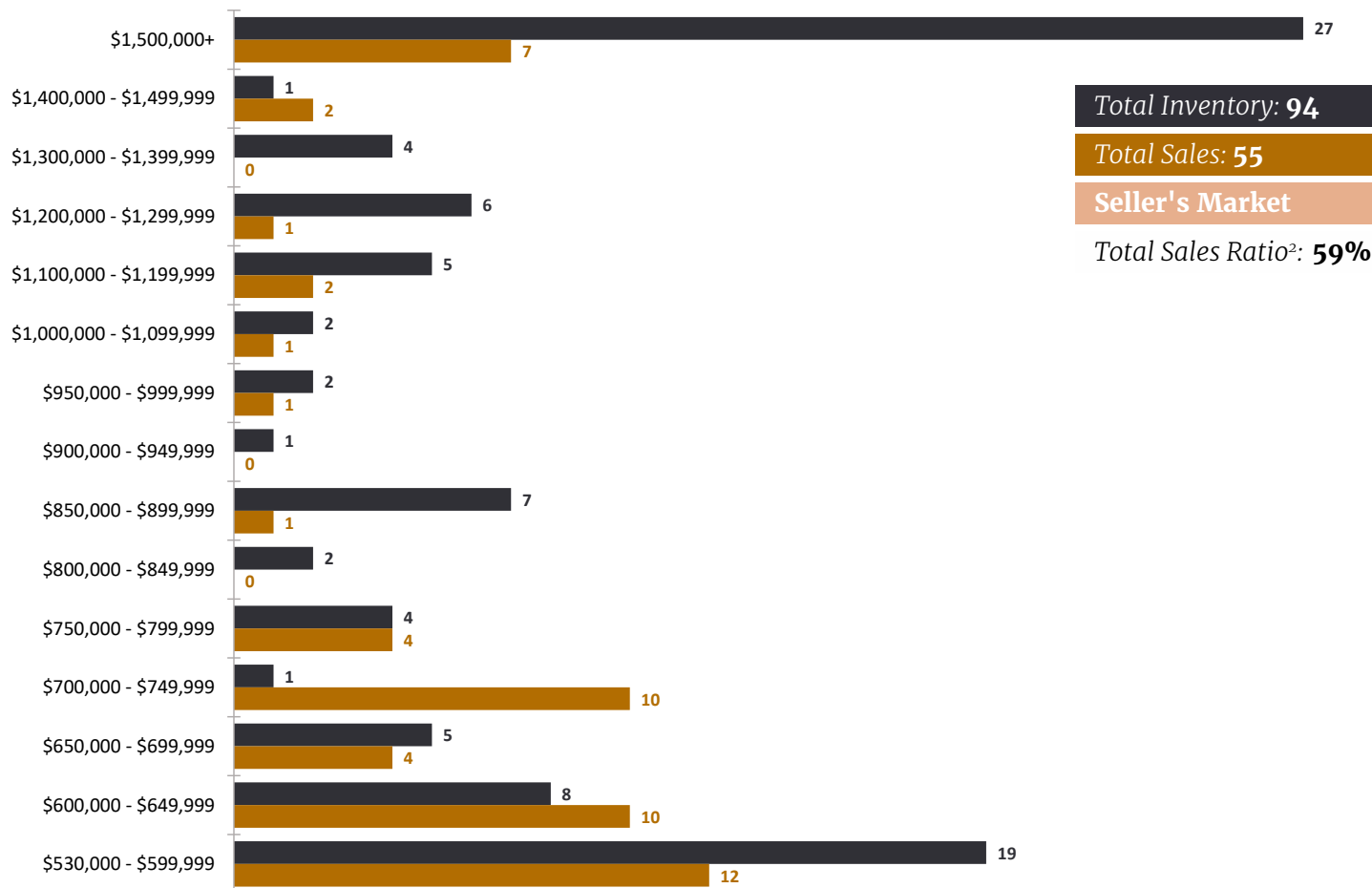
³Square foot table does not account for listings and solds where square foot data is not disclosed.

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

LUXURY INVENTORY VS. SALES | DECEMBER 2021

Inventory Sales

Luxury Benchmark Price¹: **\$530,000**



Total Inventory: **94**

Total Sales: **55**

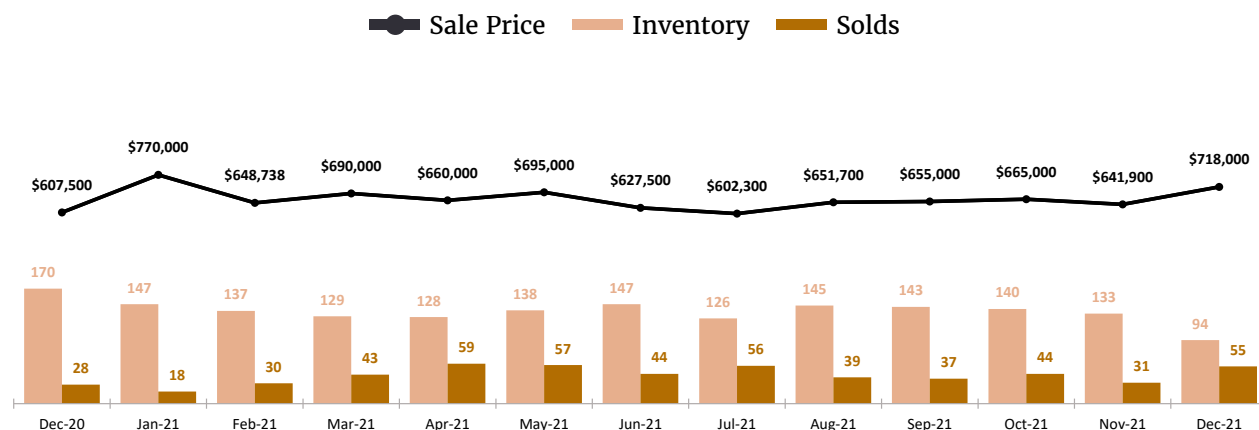
Seller's Market

Total Sales Ratio²: **59%**

Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$627,500	2	3	10	17	59%
2,000 - 2,499	\$625,000	3	4	22	25	88%
2,500 - 2,999	\$749,900	3	4	13	22	59%
3,000 - 3,499	\$1,170,000	4	4	5	7	71%
3,500 - 3,999	\$1,975,000	2	4	1	7	14%
4,000+	\$1,940,000	3	5	4	16	25%

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 | DECEMBER

TOTAL INVENTORY

Dec. 2020 Dec. 2021

170 94

VARIANCE: **-45%**

TOTAL SOLDS

Dec. 2020 Dec. 2021

28 55

VARIANCE: **96%**

SALES PRICE

Dec. 2020 Dec. 2021

\$608k \$718k

VARIANCE: **18%**

SALE PRICE PER SQFT.

Dec. 2020 Dec. 2021

\$288 \$294

VARIANCE: **2%**

SALE TO LIST PRICE RATIO

Dec. 2020 Dec. 2021

96.46% 98.73%

VARIANCE: **2%**

DAYS ON MARKET

Dec. 2020 Dec. 2021

60 23

VARIANCE: **-62%**

DALLAS MARKET SUMMARY | DECEMBER 2021

- The Dallas attached luxury market is a **Seller's Market** with a **59% Sales Ratio**.
- Homes sold for a median of **98.73% of list price** in December 2021.
- The most active price band is **\$700,000-\$749,999**, where the sales ratio is **1000%**.
- The median luxury sales price for attached homes is **\$718,000**.
- The median days on market for December 2021 was **23** days, down from **60** in December 2020.

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.