

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

JANUARY
2022

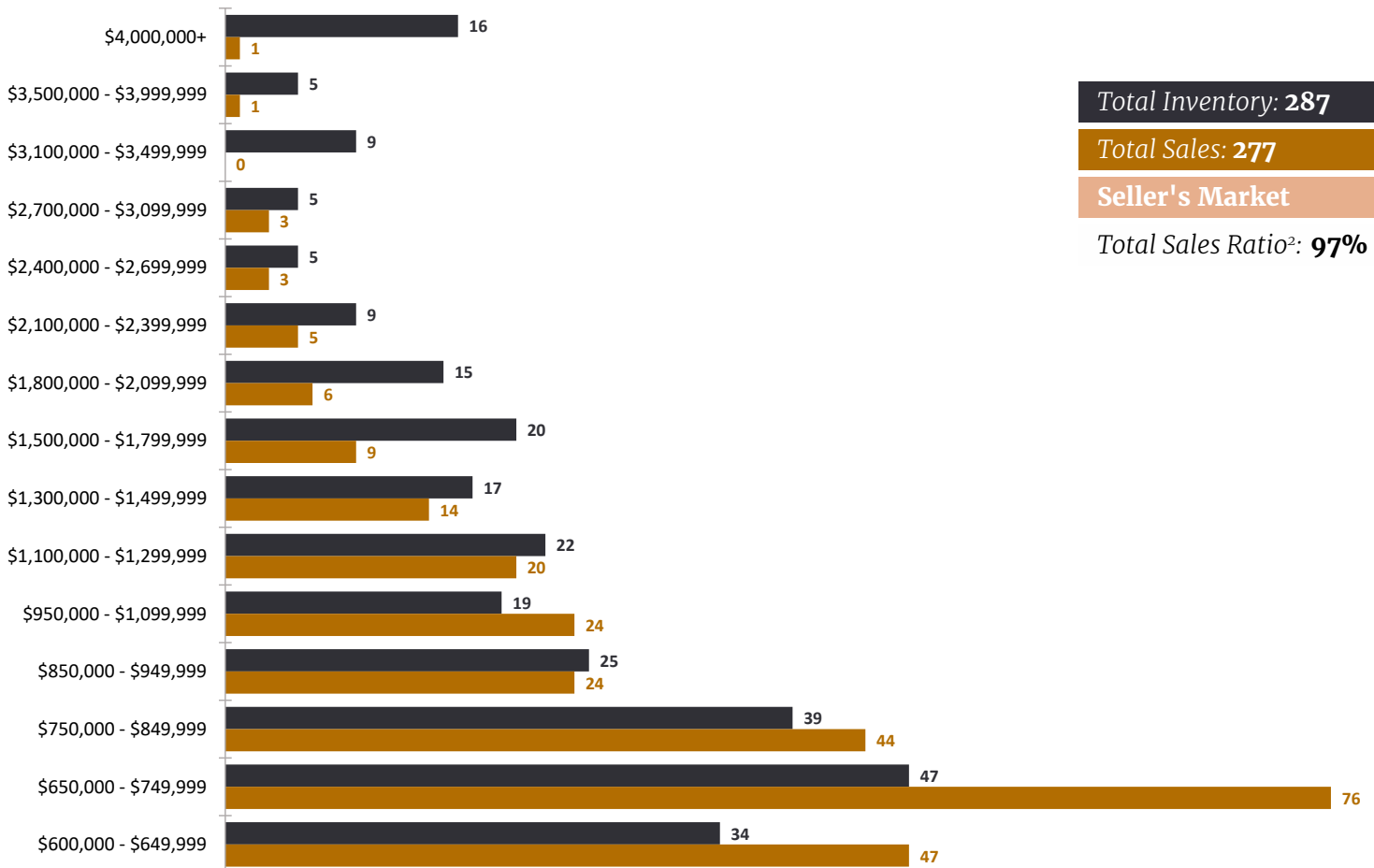
FORT WORTH --- TEXAS

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | DECEMBER 2021

Inventory Sales

Luxury Benchmark Price¹: **\$600,000**



Total Inventory: **287**

Total Sales: **277**

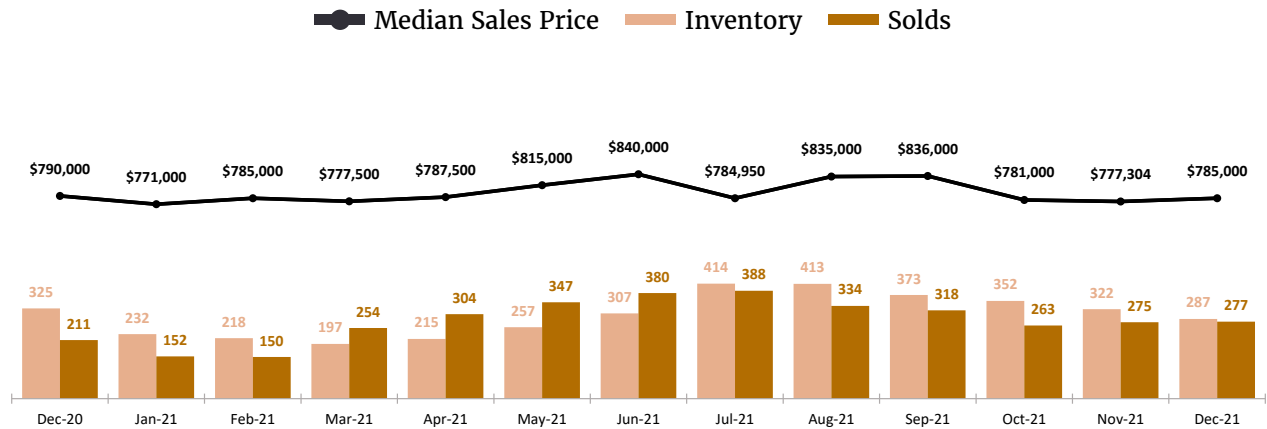
Seller's Market

Total Sales Ratio²: **97%**

Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 2,999	\$680,000	4	3	50	61	82%
3,000 - 3,999	\$720,345	4	4	121	90	134%
4,000 - 4,999	\$899,900	4	5	65	65	100%
5,000 - 5,999	\$1,425,000	5	6	31	25	124%
6,000 - 6,999	\$2,000,000	5	7	5	20	25%
7,000+	\$3,000,000	5	8	5	26	19%

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. 2020	Dec. 2021
325	287

VARIANCE: **-12%**

TOTAL SOLDS

Dec. 2020	Dec. 2021
211	277

VARIANCE: **31%**

SALES PRICE

Dec. 2020	Dec. 2021
\$790k	\$785k

VARIANCE: **-1%**

SALE PRICE PER SQFT.

Dec. 2020	Dec. 2021
\$202	\$230

VARIANCE: **14%**

SALE TO LIST PRICE RATIO

Dec. 2020	Dec. 2021
98.40%	100.02%

VARIANCE: **2%**

DAYS ON MARKET

Dec. 2020	Dec. 2021
32	8

VARIANCE: **-75%**

FORT WORTH MARKET SUMMARY | DECEMBER 2021

- The Fort Worth single-family luxury market is a **Seller's Market** with a **97% Sales Ratio**.
- Homes sold for a median of **100.02% of list price** in December 2021.
- The most active price band is **\$650,000-\$749,999**, where the sales ratio is **162%**.
- The median luxury sales price for single-family homes is **\$785,000**.
- The median days on market for December 2021 was **8** days, down from **32** 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.