

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

JULY
2022



PLACER COUNTY

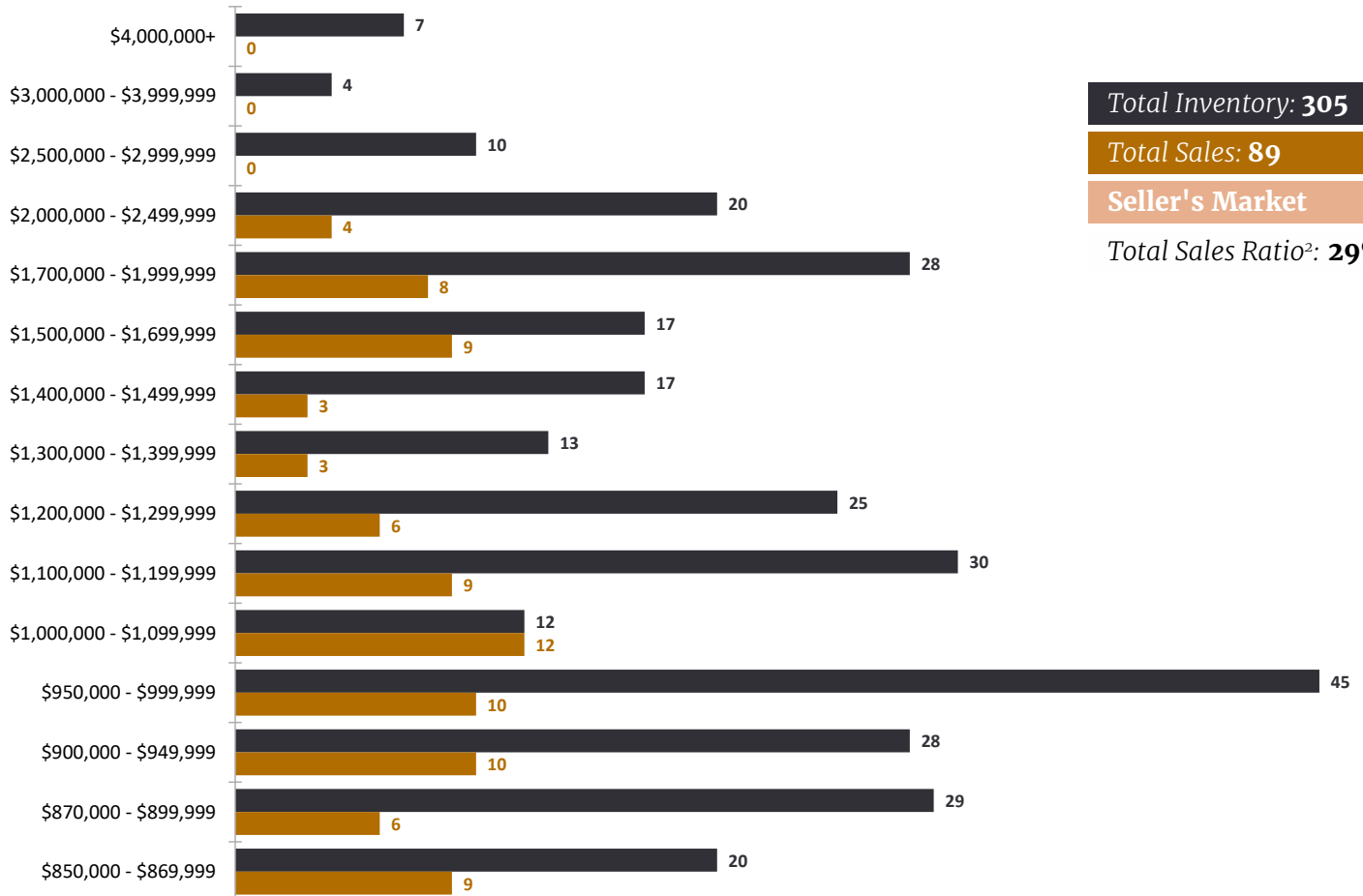
CALIFORNIA

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | JUNE 2022

Inventory Sales

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



Total Inventory: **305**

Total Sales: **89**

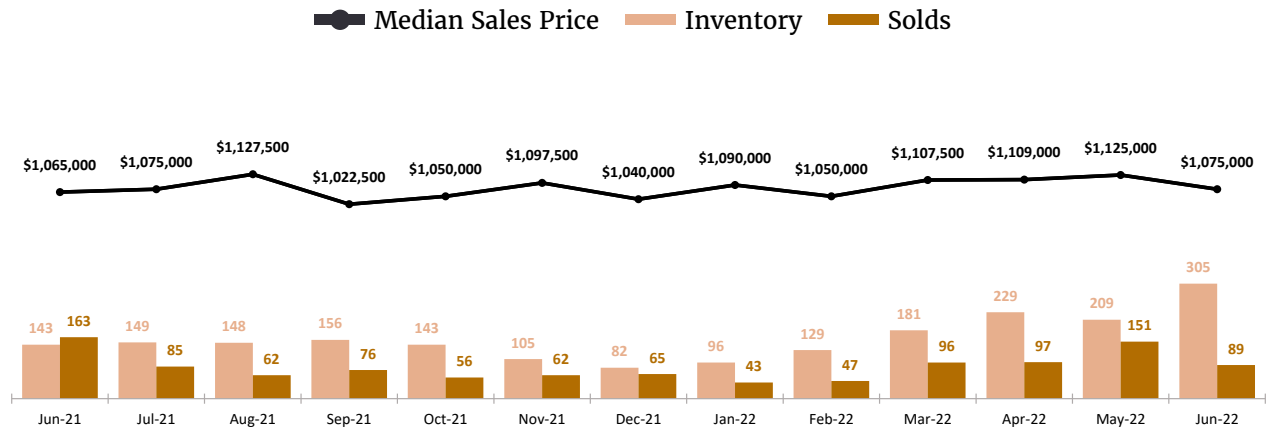
Seller's Market

Total Sales Ratio²: **29%**

Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$895,000	2	2	3	24	13%
2,000 - 2,499	\$900,000	3	3	9	33	27%
2,500 - 2,999	\$950,000	4	3	24	56	43%
3,000 - 3,499	\$1,120,000	4	4	24	68	35%
3,500 - 3,999	\$1,175,000	5	4	17	50	34%
4,000+	\$1,750,000	4	4	12	74	16%

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 | JUNE

TOTAL INVENTORY

Jun. 2021	Jun. 2022
143	305

VARIANCE: **113%**

TOTAL SOLDS

Jun. 2021	Jun. 2022
163	89

VARIANCE: **-45%**

SALES PRICE

Jun. 2021	Jun. 2022
\$1.07m	\$1.08m

VARIANCE: **1%**

SALE PRICE PER SQFT.

Jun. 2021	Jun. 2022
\$346	\$368

VARIANCE: **6%**

SALE TO LIST PRICE RATIO

Jun. 2021	Jun. 2022
101.80%	100.00%

VARIANCE: **-2%**

DAYS ON MARKET

Jun. 2021	Jun. 2022
7	12

VARIANCE: **71%**

PLACER COUNTY MARKET SUMMARY | JUNE 2022

- The Placer County single-family luxury market is a **Seller's Market** with a **29% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in June 2022.
- The most active price band is **\$1,000,000-\$1,099,999**, where the sales ratio is **100%**.
- The median luxury sales price for single-family homes is **\$1,075,000**.
- The median days on market for June 2022 was **12** days, up from **7** in June 2021.

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.