

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

MAY
2021



DUPAGE COUNTY

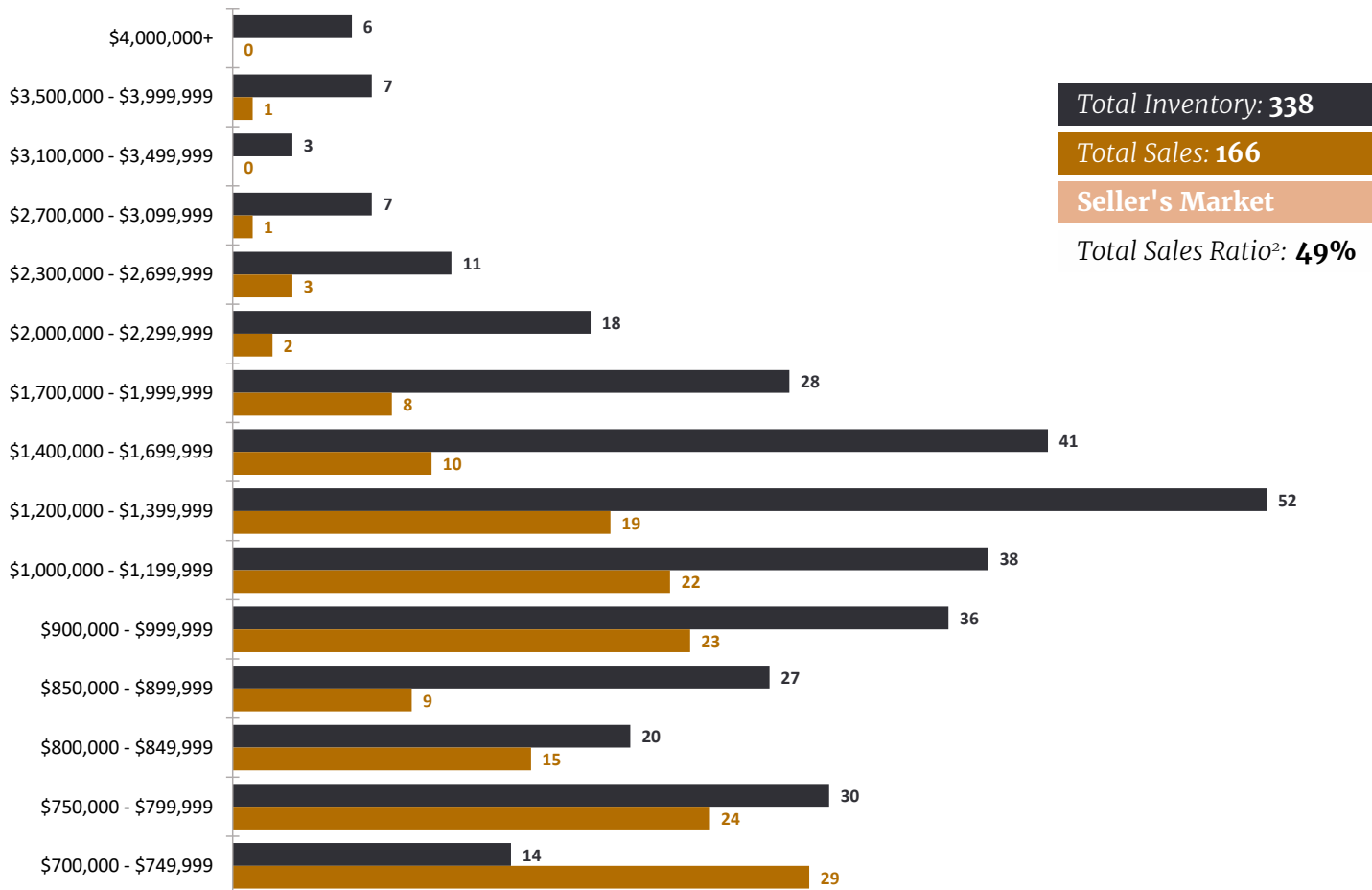
ILLINOIS

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | APRIL 2021

Inventory Sales

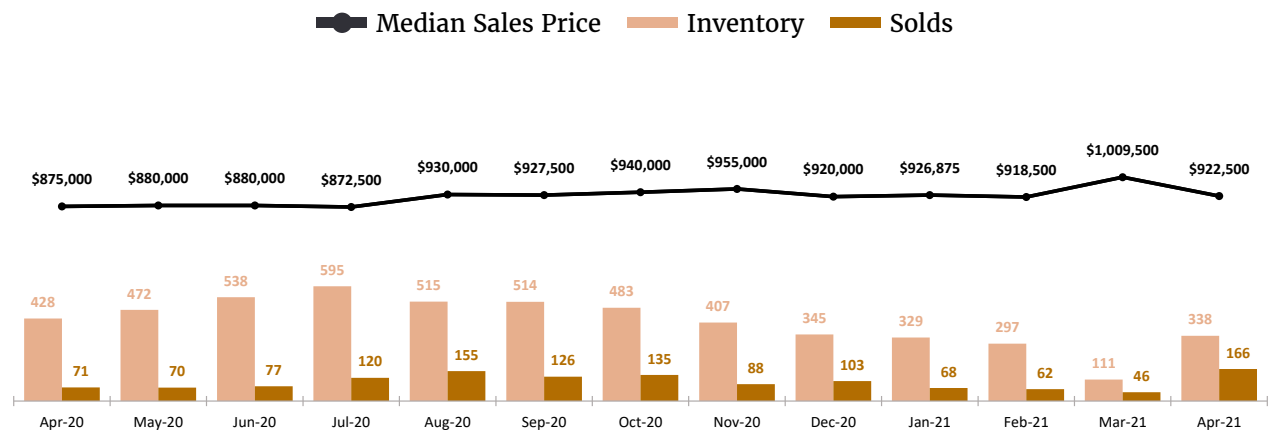
Luxury Benchmark Price¹: **\$700,000**



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 2,999	\$775,000	4	4	15	24	63%
3,000 - 3,999	\$817,000	4	4	68	100	68%
4,000 - 4,999	\$955,000	5	5	40	63	63%
5,000 - 5,999	\$1,287,500	5	5	19	61	31%
6,000 - 6,999	\$1,810,000	5	6	10	32	31%
7,000+	\$2,300,000	5	7	7	43	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 | APRIL

TOTAL INVENTORY

Apr. 2020 Apr. 2021

428 338

VARIANCE: **-21%**

TOTAL SOLDS

Apr. 2020 Apr. 2021

71 166

VARIANCE: **134%**

SALES PRICE

Apr. 2020 Apr. 2021

\$875k \$923k

VARIANCE: **5%**

SALE PRICE PER SQFT.

Apr. 2020 Apr. 2021

\$236 \$249

VARIANCE: **6%**

SALE TO LIST PRICE RATIO

Apr. 2020 Apr. 2021

96.55% 97.88%

VARIANCE: **1%**

DAYS ON MARKET

Apr. 2020 Apr. 2021

66 25

VARIANCE: **-62%**

DUPAGE COUNTY MARKET SUMMARY | APRIL 2021

- The DuPage County single-family luxury market is a **Seller's Market** with a **49% Sales Ratio**.
- Homes sold for a median of **97.88% of list price** in April 2021.
- The most active price band is **\$700,000-\$749,999**, where the sales ratio is **207%**.
- The median luxury sales price for single-family homes is **\$922,500**.
- The median days on market for April 2021 was **25** days, down from **66** in April 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 | APRIL 2021

Inventory Sales

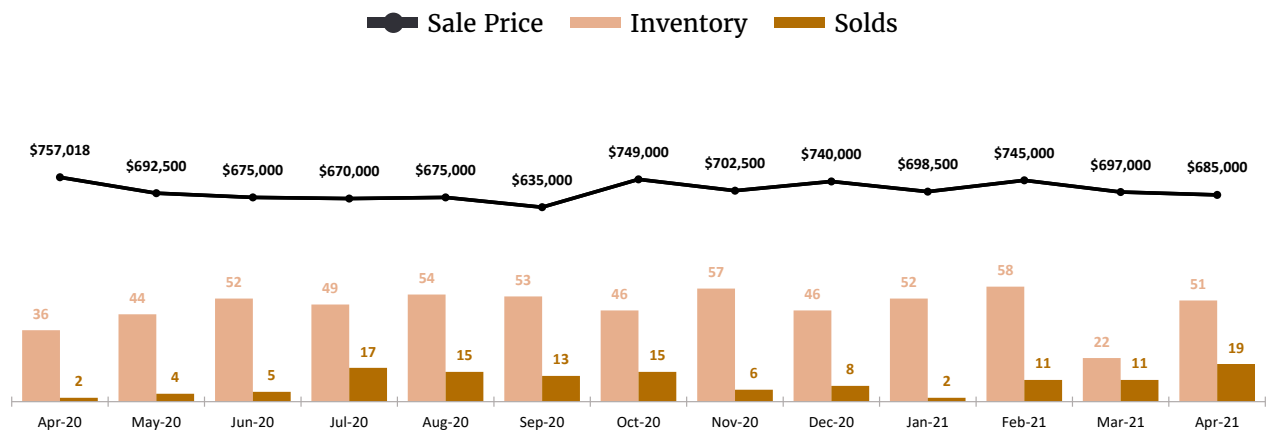
Luxury Benchmark Price¹: **\$550,000**



Square Feet ³	Price	Beds	Baths	Sold	Inventory	Sales Ratio
-Range-	-Median Sold-	-Median Sold-	-Median Sold-	-Total-	-Total-	-Sold/Inventory-
0 - 1,999	\$642,450	3	3	4	10	40%
2,000 - 2,499	\$802,500	3	3	4	9	44%
2,500 - 2,999	\$605,000	3	4	7	9	78%
3,000 - 3,499	\$839,000	3	4	3	15	20%
3,500 - 3,999	\$862,500	4	4	1	4	25%
4,000+	NA	NA	NA	0	2	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 | APRIL

TOTAL INVENTORY

Apr. 2020 Apr. 2021

36 51

VARIANCE: **42%**

TOTAL SOLDS

Apr. 2020 Apr. 2021

2 19

VARIANCE: **850%**

SALES PRICE

Apr. 2020 Apr. 2021

\$757k \$685k

VARIANCE: **-10%**

SALE PRICE PER SQFT.

Apr. 2020 Apr. 2021

\$308 \$279

VARIANCE: **-9%**

SALE TO LIST PRICE RATIO

Apr. 2020 Apr. 2021

108.55% 97.86%

VARIANCE: **-10%**

DAYS ON MARKET

Apr. 2020 Apr. 2021

166 23

VARIANCE: **-86%**

DUPAGE COUNTY MARKET SUMMARY | APRIL 2021

- The DuPage County attached luxury market is a **Seller's Market** with a **37% Sales Ratio**.
- Homes sold for a median of **97.86% of list price** in April 2021.
- The most active price band is **\$800,000-\$849,999**, where the sales ratio is **200%**.
- The median luxury sales price for attached homes is **\$685,000**.
- The median days on market for April 2021 was **23** days, down from **166** in April 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.