

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

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DECEMBER  
2021

# RENO

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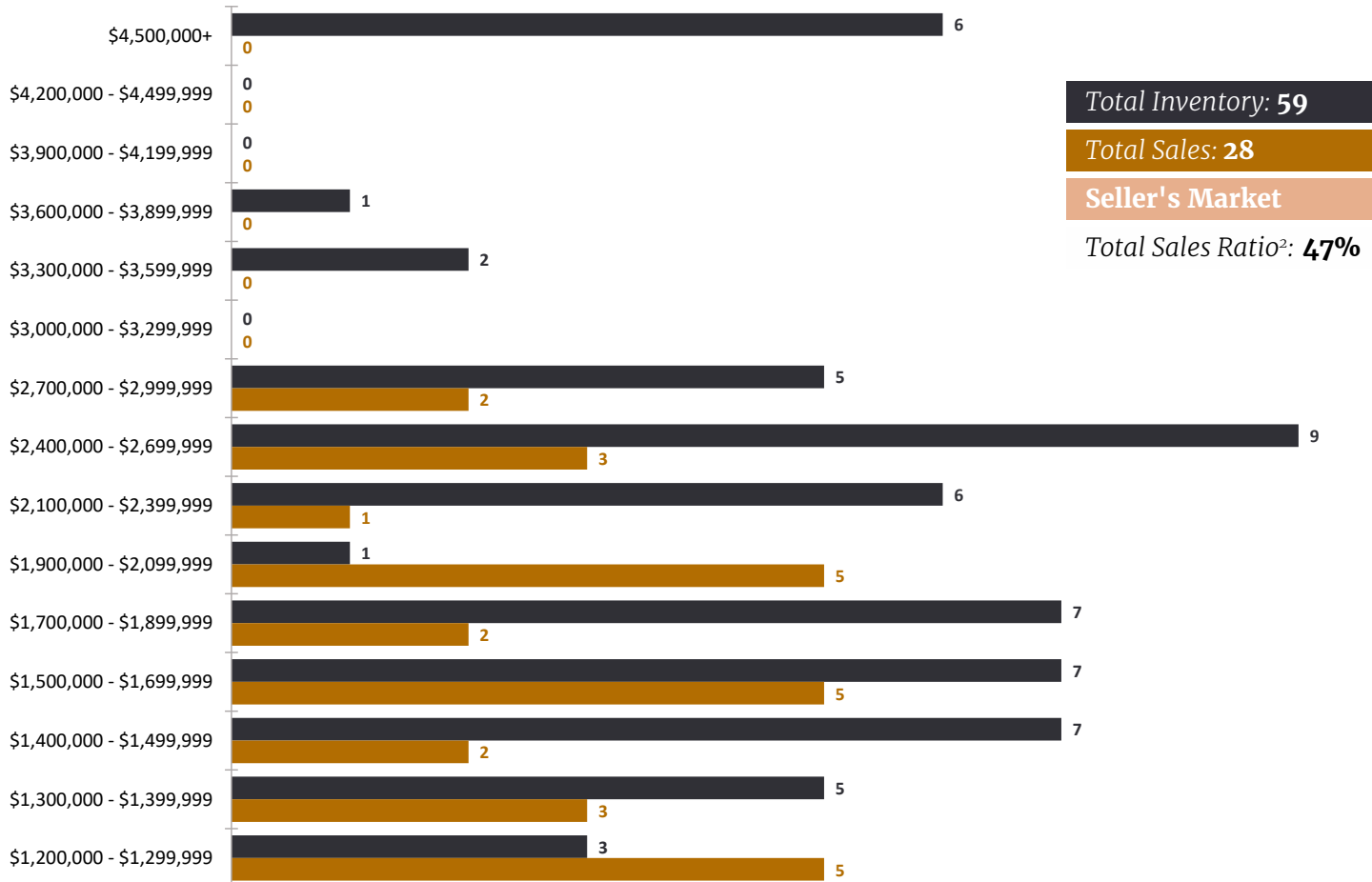
# NEVADA

[www.LuxuryHomeMarketing.com](http://www.LuxuryHomeMarketing.com)

### LUXURY INVENTORY VS. SALES | NOVEMBER 2021

Inventory Sales

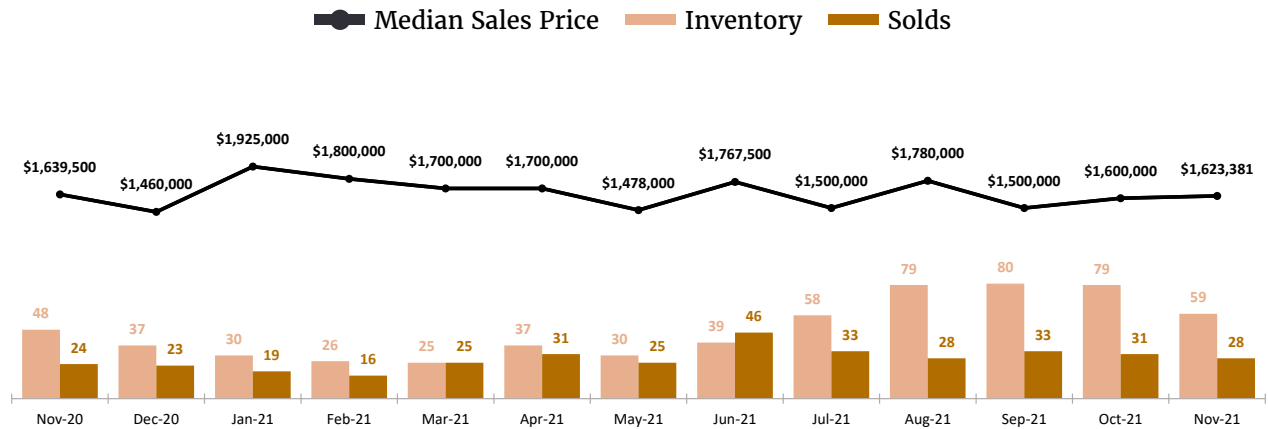
Luxury Benchmark Price<sup>1</sup>: **\$1,200,000**



Square Feet <sup>3</sup> -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 2,999	\$1,434,500	4	3	4	3	133%
3,000 - 3,999	\$1,514,000	4	4	13	20	65%
4,000 - 4,999	\$1,725,000	4	5	9	22	41%
5,000 - 5,999	\$2,000,000	4	4	1	6	17%
6,000 - 6,999	NA	NA	NA	0	3	0%
7,000+	\$2,500,000	6	8	1	5	20%

<sup>1</sup>The luxury threshold price is set by The Institute for Luxury Home Marketing. <sup>2</sup>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 TREND<sup>4</sup>



### MEDIAN DATA REVIEW | NOVEMBER

#### TOTAL INVENTORY

Nov. 2020: 48  
Nov. 2021: 59

VARIANCE: 23%

#### TOTAL SOLDS

Nov. 2020: 24  
Nov. 2021: 28

VARIANCE: 17%

#### SALES PRICE

Nov. 2020: \$1.64m  
Nov. 2021: \$1.62m

VARIANCE: -1%

#### SALE PRICE PER SQFT.

Nov. 2020: \$447  
Nov. 2021: \$459

VARIANCE: 3%

#### SALE TO LIST PRICE RATIO

Nov. 2020: 98.22%  
Nov. 2021: 97.59%

VARIANCE: -1%

#### DAYS ON MARKET

Nov. 2020: 73  
Nov. 2021: 64

VARIANCE: -12%

### RENO MARKET SUMMARY | NOVEMBER 2021

- The Reno single-family luxury market is a **Seller's Market** with a **47% Sales Ratio**.
- Homes sold for a median of **97.59% of list price** in November 2021.
- The most active price band is **\$1,900,000-\$2,099,999**, where the sales ratio is **500%**.
- The median luxury sales price for single-family homes is **\$1,623,381**.
- The median days on market for November 2021 was **64** days, down from **73** in November 2020.

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

<sup>4</sup>Data reported includes Active and Sold properties and does not include Pending properties.