

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

*Home of the CLHMS™*

MAY  
2022

# RENO

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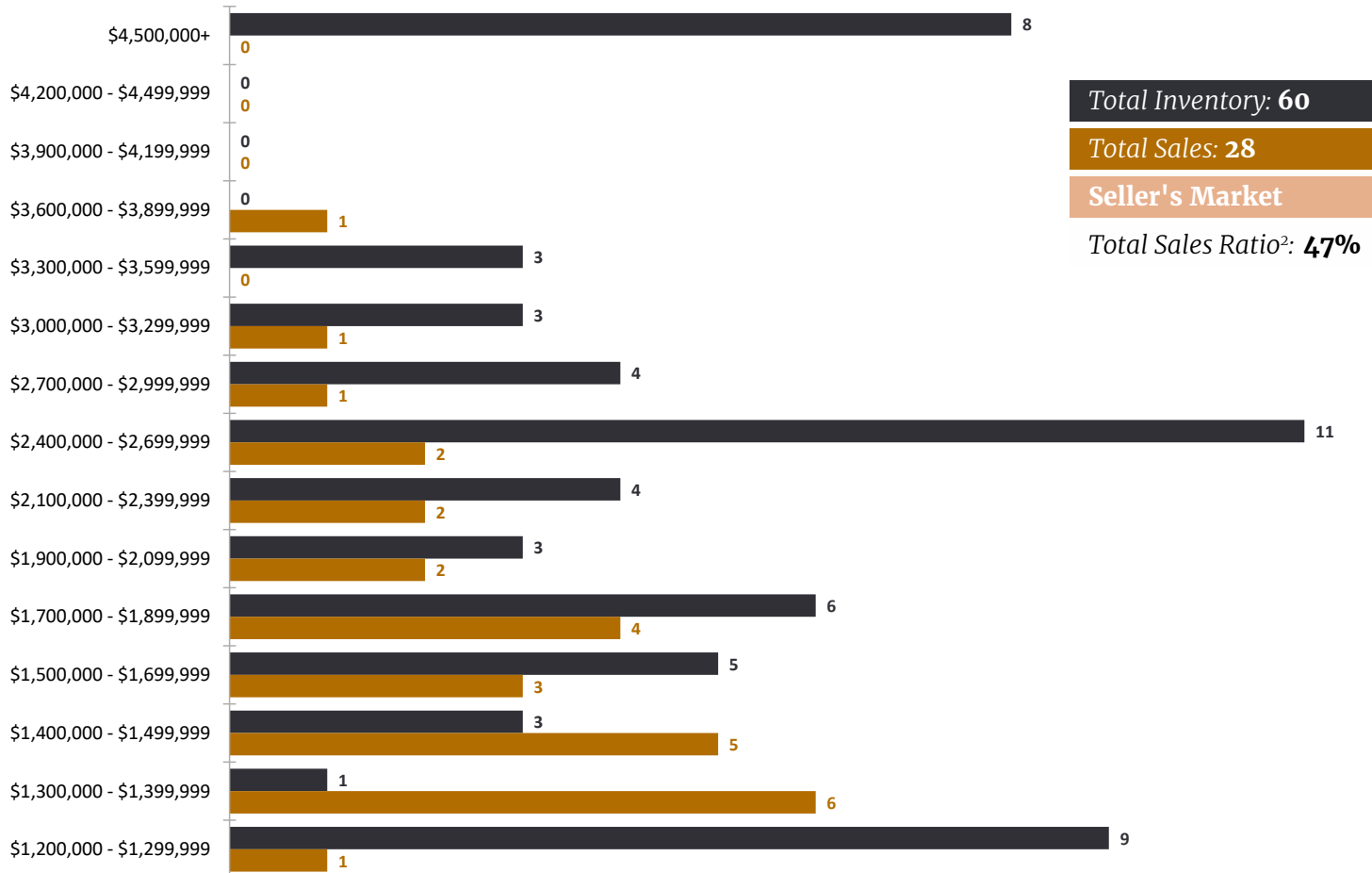
# NEVADA

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

### LUXURY INVENTORY VS. SALES | APRIL 2022

Inventory Sales

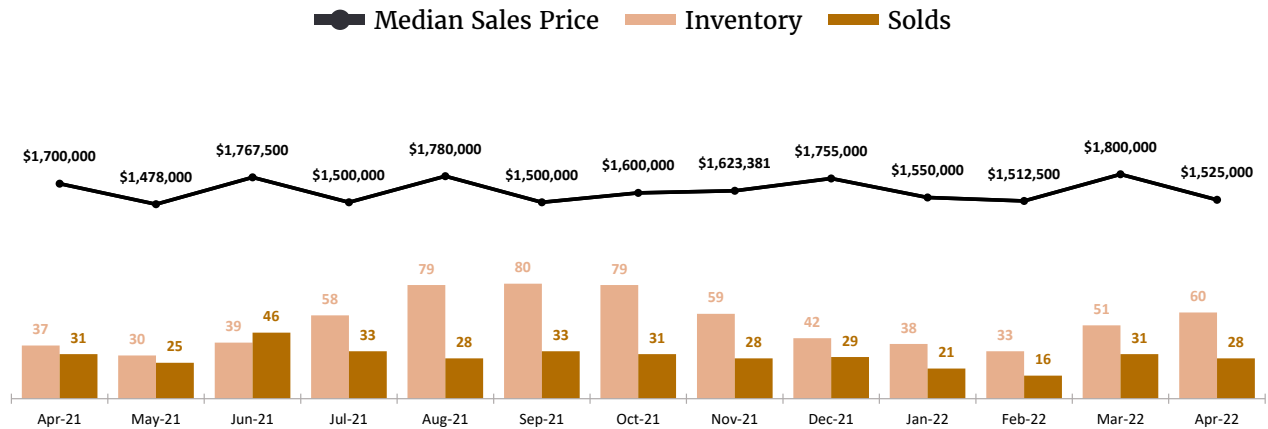
Luxury Benchmark Price<sup>1</sup>: **\$1,200,000**



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	\$1,369,000	3	3	8	9	89%
3,000 - 3,999	\$1,837,500	4	4	8	27	30%
4,000 - 4,999	\$1,761,500	4	5	6	9	67%
5,000 - 5,999	\$2,225,000	5	5	4	6	67%
6,000 - 6,999	\$1,962,000	5	5	2	3	67%
7,000+	NA	NA	NA	0	6	0%

<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 | APRIL

#### TOTAL INVENTORY

Apr. 2021    Apr. 2022  
**37**            **60**

VARIANCE: **62%**

#### TOTAL SOLDS

Apr. 2021    Apr. 2022  
**31**            **28**

VARIANCE: **-10%**

#### SALES PRICE

Apr. 2021    Apr. 2022  
**\$1.70m**    **\$1.53m**

VARIANCE: **-10%**

#### SALE PRICE PER SQFT.

Apr. 2021    Apr. 2022  
**\$398**        **\$490**

VARIANCE: **23%**

#### SALE TO LIST PRICE RATIO

Apr. 2021    Apr. 2022  
**100.00%**    **99.93%**

VARIANCE: **0%**

#### DAYS ON MARKET

Apr. 2021    Apr. 2022  
**49**            **52**

VARIANCE: **6%**

## RENO MARKET SUMMARY | APRIL 2022

- The Reno single-family luxury market is a **Seller's Market** with a **47% Sales Ratio**.
- Homes sold for a median of **99.93% of list price** in April 2022.
- The most active price band is **\$1,300,000-\$1,399,999**, where the sales ratio is **600%**.
- The median luxury sales price for single-family homes is **\$1,525,000**.
- The median days on market for April 2022 was **52** days, up from **49** in April 2021.

<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.