

Luxury



The Luxury Market is continuing to weather the storm of a more even buyer/seller market successfully in 2025. In October the number of Luxury properties closed increased by 8% over the same month last year and prices held up with an almost 4% increase over last year. Days on the market are continuing to increase slightly to 54 days for single family homes and 60 days for attached homes. Inventory is up a little bit over 12% continuing to allow buyers more selection and keep sellers in check on pricing their homes correctly. The one area of the Luxury market showing signs of weakness this year is the attached home market where sales for the year are down almost 12% compared to sales of single family homes being up almost 8% for the year. What does all of this mean? Buyers have choices and they are making decisions carefully and slowly in most cases. Sellers who are pricing their homes correctly for the market in their neighborhood are finding success with sales happening in a reasonable time. Correct pricing and a home in superior market condition is the key to success in the market right now.

**AVG DAYS ON MARKET**  
OCTOBER 2025

**54 DAYS**

2024: 51 days  
UP 5.88%  
Single Family 1 yr



**60 DAYS**

2024: 53 days  
UP 13.21%  
Condo 1 yr



**NEW LISTINGS**  
OCTOBER 2025

**549**

2024: 489  
UP 12.27%  
Single Family 1 yr



**48**

2024: 45  
DOWN 6.67%  
Condo 1 yr



**AVERAGE SALES PRICE**  
(HOUSES & CONDOS) OCTOBER 2025

This Year: **\$1,683,257**

Last Year: **\$1,622,250**

**+3.76%**



**AVERAGE SOLD YTD**

**-1.10%**

Condo 1 yr

**+1.23%**

Single Family 1 yr



**TOTAL # SOLD**  
OCTOBER 2025

**495**

2024: 458  
UP 8.08%  
Single Family & Condo



**TOTAL SOLDS YTD**

**4,622**

2024: 4,295  
UP 7.61%  
Single Family 1 yr



**209**

2024: 261  
DOWN 19.92%  
Condo 1 yr



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3.4 BILLION IN SALES IN 2024



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