INSTITUTE *for* LUXURY HOME MARKETING®
by Colibri Real Estate

SEPTEMBER
2025

OAKLAND COUNTY
MICHIGAN

www.LuxuryHomeMarketing.com

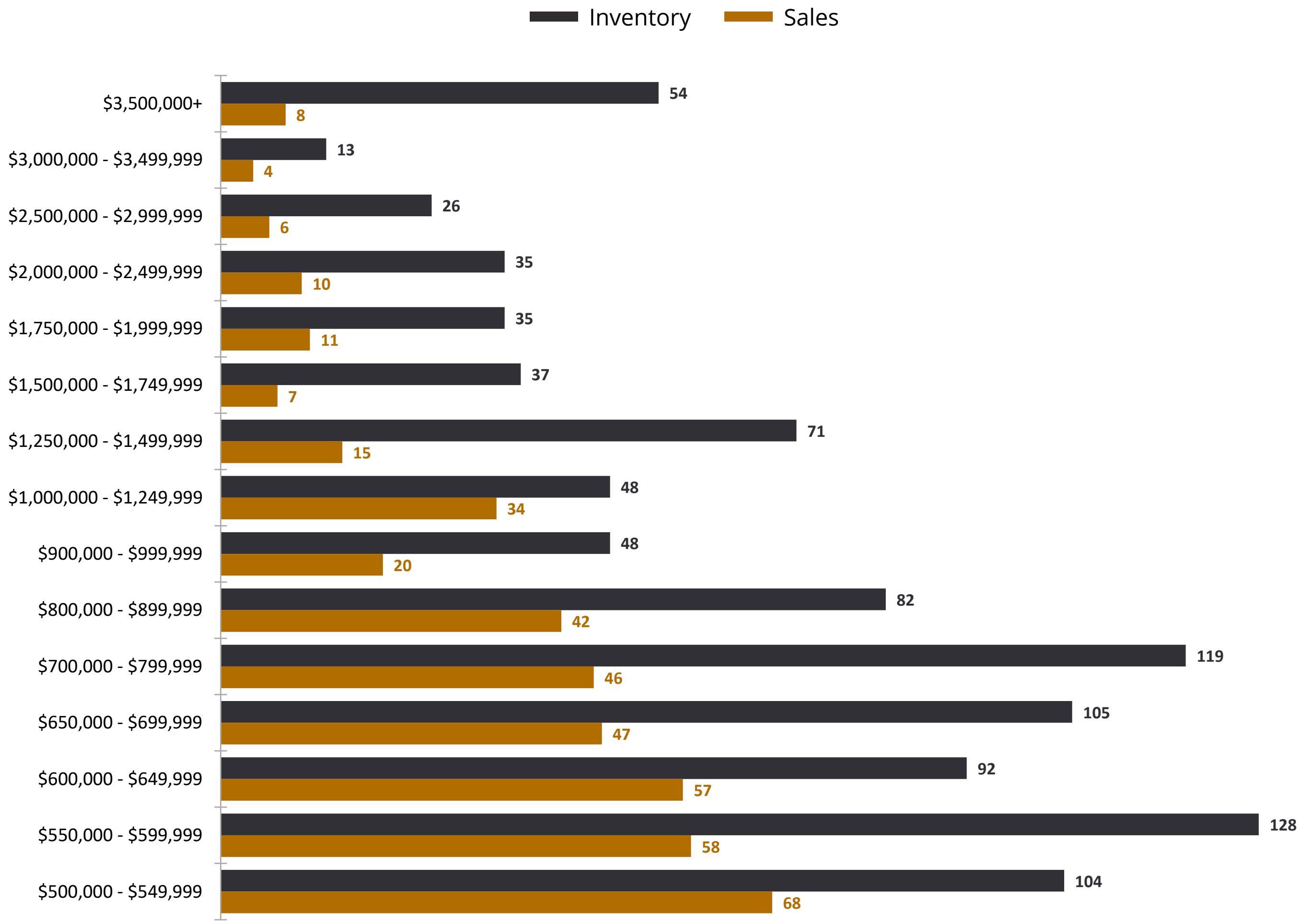
OAKLAND COUNTY

SINGLE-FAMILY HOMES

Luxury Benchmark Price[1]: **$500,000**

LUXURY INVENTORY VS. SALES | AUGUST 2025

Total Inventory: **997** | *Total Sales:* **433** | *Total Sales Ratio*[2]: **43%** | **Seller's Market**



Square Feet[3] -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	$585,000	3	2	**15**	**59**	**25%**
2,000 - 2,999	$575,550	4	3	**120**	**228**	**53%**
3,000 - 3,999	$657,500	4	3	**118**	**284**	**42%**
4,000 - 4,999	$686,000	4	4	**84**	**202**	**42%**
5,000 - 5,999	$930,000	4	5	**49**	**82**	**60%**
6,000+	$1,900,000	5	6	**47**	**142**	**33%**

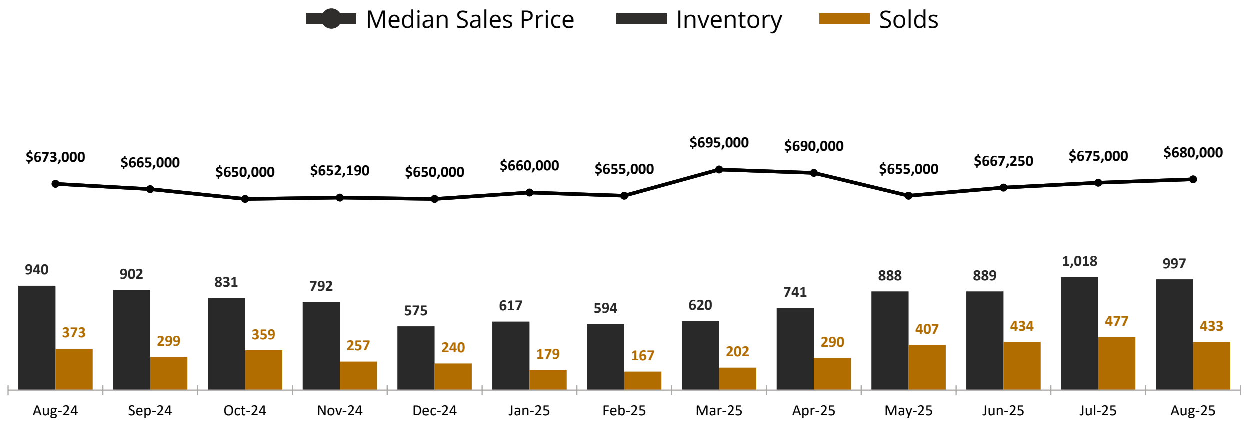
[1] The luxury threshold price is set by The Institute for Luxury Home Marketing. [2]Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS® data reported previous month's sales exceeded current inventory.

OAKLAND COUNTY

SINGLE-FAMILY HOMES

Luxury Benchmark Price[1]*:* **$500,000**

13-MONTH LUXURY MARKET TREND[4]



MEDIAN DATA REVIEW | AUGUST

TOTAL INVENTORY

Aug. 2024	Aug. 2025
940	997

VARIANCE: **6%**

TOTAL SOLDS

Aug. 2024	Aug. 2025
373	433

VARIANCE: **16%**

SALES PRICE

Aug. 2024	Aug. 2025
$673k	$680k

VARIANCE: **1%**

SALE PRICE PER SQFT.

Aug. 2024	Aug. 2025
$245	$208

VARIANCE: **-15%**

SALE TO LIST PRICE RATIO

Aug. 2024	Aug. 2025
100.00%	100.00%

VARIANCE: **0%**

DAYS ON MARKET

Aug. 2024	Aug. 2025
11	10

VARIANCE: **-9%**

OAKLAND COUNTY MARKET SUMMARY | AUGUST 2025

- The single-family luxury market is a **Seller's Market** with a **43% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in August 2025.
- The most active price band is **$1,000,000-$1,249,999**, where the sales ratio is **71%**.
- The median luxury sales price for single-family homes is **$680,000**.
- The median days on market for August 2025 was **10** days, down from **11** in August 2024.

[3]Square foot table does not account for listings and solds where square foot data is not disclosed.
[4]Data reported includes Active and Sold properties and does not include Pending properties.

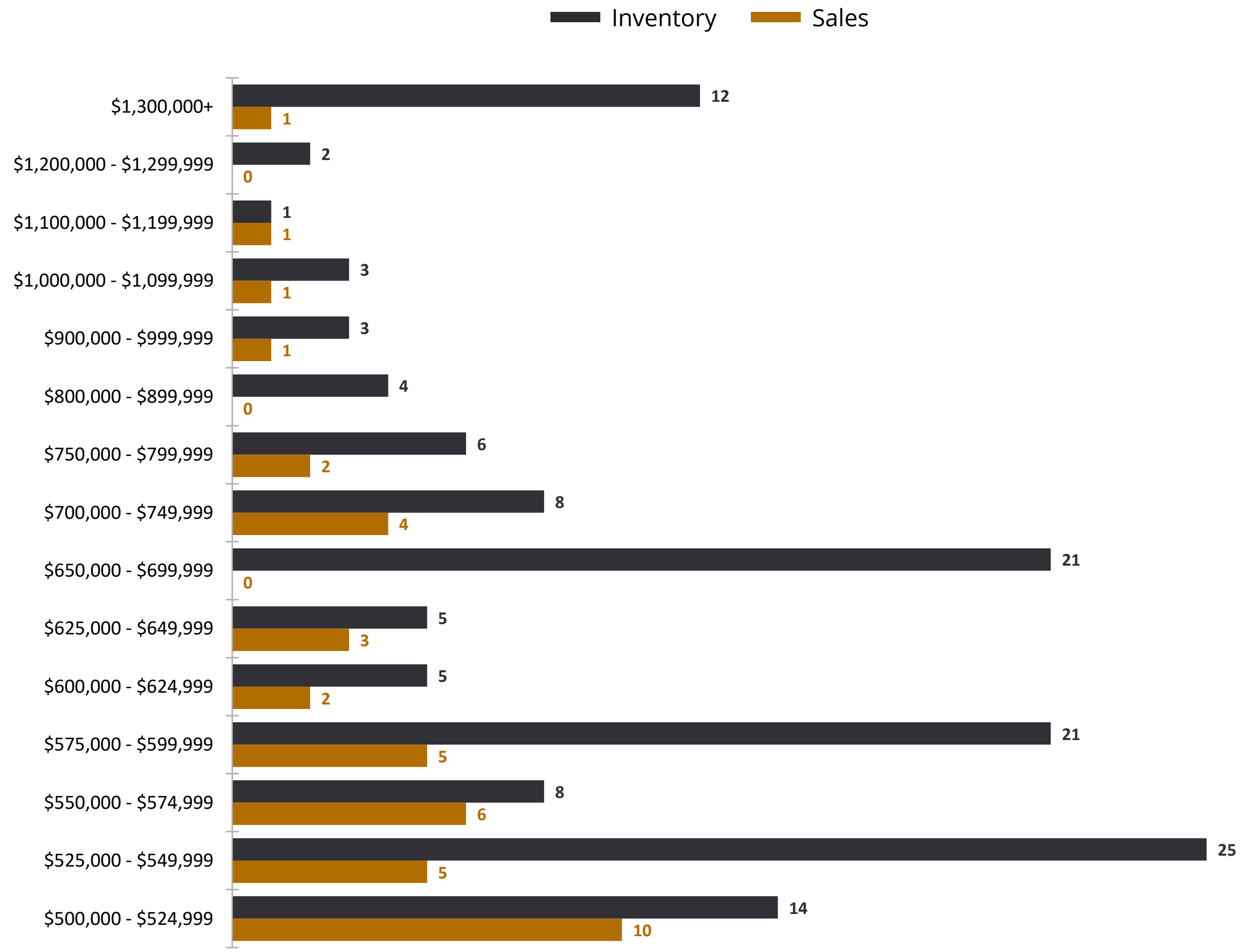
OAKLAND COUNTY

ATTACHED HOMES

Luxury Benchmark Price[1]: **$500,000**

LUXURY INVENTORY VS. SALES | AUGUST 2025

Total Inventory: **138** | *Total Sales:* **41** | *Total Sales Ratio[2]:* **30%** | **Seller's Market**



Square Feet[3] -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	$569,990	2	2	**3**	**45**	**7%**
2,000 - 2,499	$550,720	3	3	**16**	**44**	**36%**
2,500 - 2,999	$589,340	3	3	**7**	**13**	**54%**
3,000 - 3,499	$615,000	3	3	**7**	**13**	**54%**
3,500 - 3,999	$561,500	3	4	**4**	**10**	**40%**
4,000+	$767,500	4	4	**4**	**13**	**31%**

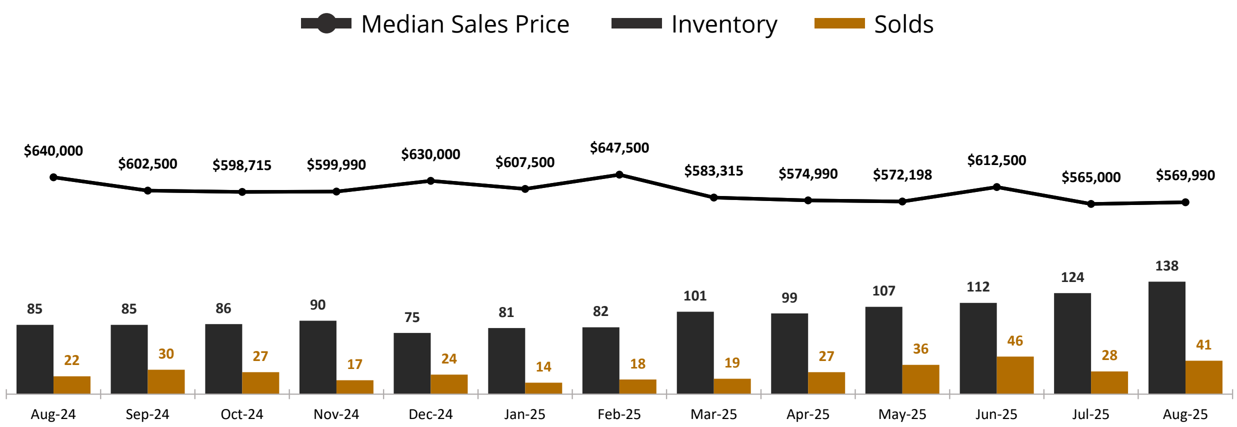
[1] The luxury threshold price is set by The Institute for Luxury Home Marketing. [2]Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS® data reported previous month's sales exceeded current inventory.

OAKLAND COUNTY

ATTACHED HOMES

Luxury Benchmark Price[1]*:* **$500,000**

13-MONTH LUXURY MARKET TREND[4]



MEDIAN DATA REVIEW | AUGUST

TOTAL INVENTORY

Aug. 2024	Aug. 2025
85	138

VARIANCE: **62%**

TOTAL SOLDS

Aug. 2024	Aug. 2025
22	41

VARIANCE: **86%**

SALES PRICE

Aug. 2024	Aug. 2025
$640k	$570k

VARIANCE: **-11%**

SALE PRICE PER SQFT.

Aug. 2024	Aug. 2025
$261	$229

VARIANCE: **-12%**

SALE TO LIST PRICE RATIO

Aug. 2024	Aug. 2025
100.00%	100.00%

VARIANCE: **0%**

DAYS ON MARKET

Aug. 2024	Aug. 2025
19	18

VARIANCE: **-5%**

OAKLAND COUNTY MARKET SUMMARY | AUGUST 2025

- The attached luxury market is a **Seller's Market** with a **30% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in August 2025.
- The most active price band is **$1,100,000-$1,199,999**, where the sales ratio is **100%**.
- The median luxury sales price for attached homes is **$569,990**.
- The median days on market for August 2025 was **18** days, down from **19** in August 2024.

[3]Square foot table does not account for listings and solds where square foot data is not disclosed.
[4]Data reported includes Active and Sold properties and does not include Pending properties.