



LUXEGLOBAL

Luxury Real Estate Market Report North America June 2025

Luxury Real Estate Market Report

This report provides an in-depth analysis of the luxury real estate market (properties valued at \$1M+) across all 50 U.S. states, highlighting key trends, price movements, inventory levels, and emerging hotspots.

Executive Summary

The U.S. luxury real estate market in June 2025 shows continued resilience, with high demand in coastal and mountain regions, while some Midwestern and Southern states experience slower growth. Key trends include:

Strong price appreciation in Sun Belt states (Florida, Texas, Arizona).

Inventory shortages persist in prime markets (California, New York, Massachusetts).

Increased foreign investment in gateway cities (Miami, Los Angeles, New York).

Tech wealth migration driving demand in secondary markets (Austin, Nashville, Denver).

Climate-resilient luxury homes gaining premium value (elevated properties in Florida, hurricane-proof designs).



Market Performance by Region

1. Northeast

Key Markets: New York, Massachusetts, Connecticut

- **NYC & Hamptons:** Prices remain steady (+2% YoY), but inventory is tight.
- **Boston & Cape Cod:** High demand from biotech executives (+5% YoY).
- **Trend:** Buyers prioritize turnkey luxury properties with smart-home tech.

2. Southeast

Key Markets: Florida, Georgia, North Carolina

- **Miami & Palm Beach:** Record sales (\$10M+ homes up 12% YoY).
- **Atlanta & Charleston:** Luxury condos in high demand (+8% YoY).
- **Trend:** Tax migration from Northeast fuels growth.

3. West Coast

Key Markets: California, Washington, Oregon

- **Los Angeles & Silicon Valley:** Slower growth (+1% YoY) due to high prices.
- **Seattle & Portland:** Tech wealth sustains demand (+4% YoY).
- **Trend:** Eco-luxury homes (solar, net-zero) command premiums.

4. Mountain States

Key Markets: Colorado, Utah, Montana

- **Aspen & Park City:** Luxury ski properties up (+7% YoY).
- **Trend:** Remote work fuels demand for "ranch-style" estates.

5. Midwest

Key Markets: Illinois, Michigan, Ohio

- **Chicago & Detroit:** Stable but slower growth (+1.5% YoY).
- **Trend:** Luxury lakefront properties (Great Lakes) in demand.

6. Southwest

Key Markets: Texas, Arizona, Nevada

- **Austin & Scottsdale:** Tech-driven boom (+9% YoY).
- **Trend:** Gated communities with resort amenities dominate.

Top 10 Luxury Markets

June 2025

Rank	State	Avg. Luxury Price	YoY Change	Inventory Trend
1	Florida	\$3.2M	+12%	Low (-15%)
2	California	\$5.8M	+1%	Very Low (-20%)
3	New York	\$4.5M	+2%	Low (-10%)
4	Texas	\$2.1M	+9%	Stable
5	Colorado	\$3.5M	+7%	Low (-12%)
6	Massachuset	\$3.7M	+5%	Low (-8%)
7	Arizona	\$2.4M	+8%	Stable
8	Washington	\$3.0M	+4%	Low (-5%)
9	Nevada	\$2.3M	+6%	Stable
10	Utah	\$2.8M	+7%	Low (-7%)

Emerging Trends

- **Climate-Proof Luxury:** Buyers favor elevated homes, backup power, and fire-resistant materials.
- **Private Communities:** Ultra-high-net-worth buyers seek exclusivity (private islands, gated compounds).
- **AI & VR Tours:** 80% of luxury buyers now use virtual staging before in-person visits.

Forecast for H2 2025

- Continued growth in Sun Belt & Mountain states.
- Inventory shortages may ease slightly in Q3.
- Interest rate stability supports high-end sales.



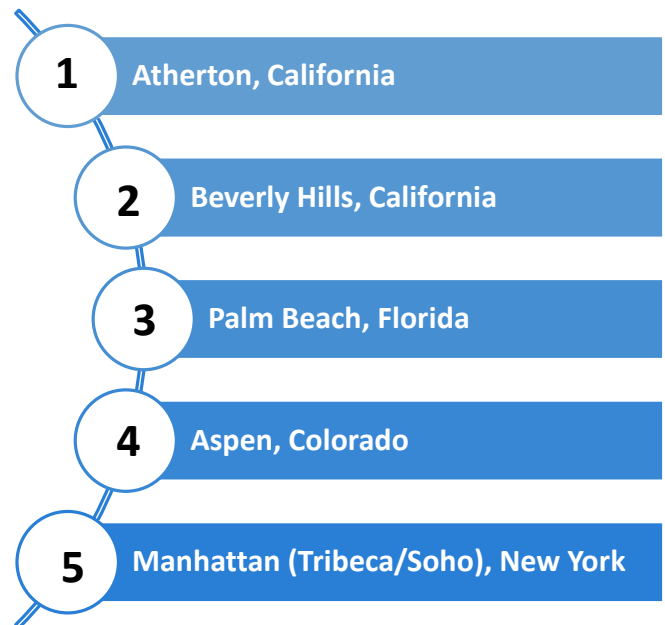
Conclusion

The luxury real estate market remains dynamic, with strong regional variations. Investors should monitor tax policies, climate risks, and tech-driven migration patterns for optimal opportunities.

Data Sources: Realtor.com, Zillow Luxury, Redfin, Local MLS Reports**

TOP 5 U.S. cities with the most expensive homes as of June 2025

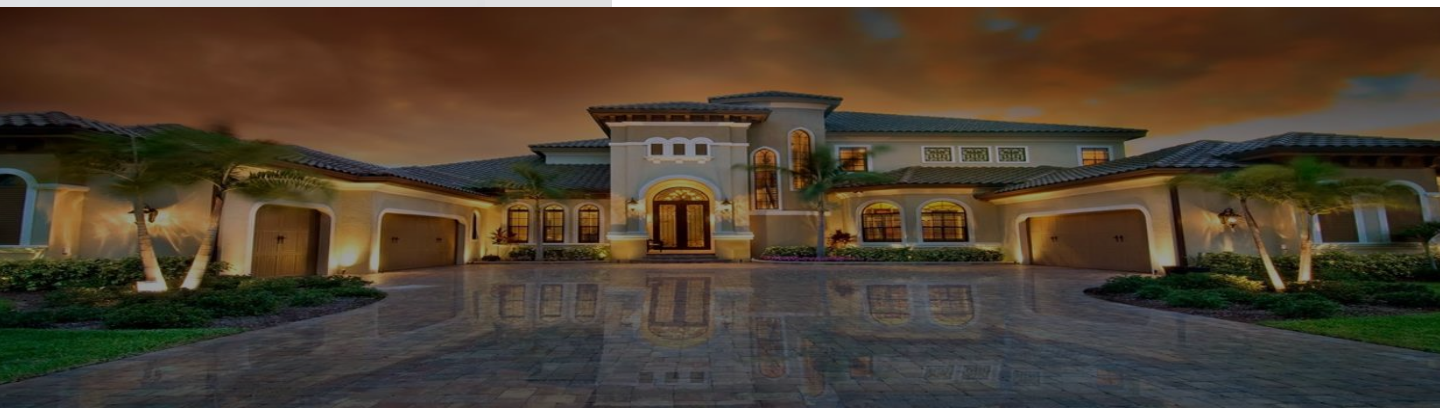
TOP 5 U.S. cities with the most expensive homes. Based on median luxury home prices (properties \$1M+)



California dominates (3 of the top 5 are in CA).

Florida & Colorado rising fast due to tax benefits & lifestyle appeal.

Manhattan remains a global luxury hub, but inventory is tight.



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