

Luxury Homes, Why Supply Is Rising



High-End Cools
Core Market Stabilizes



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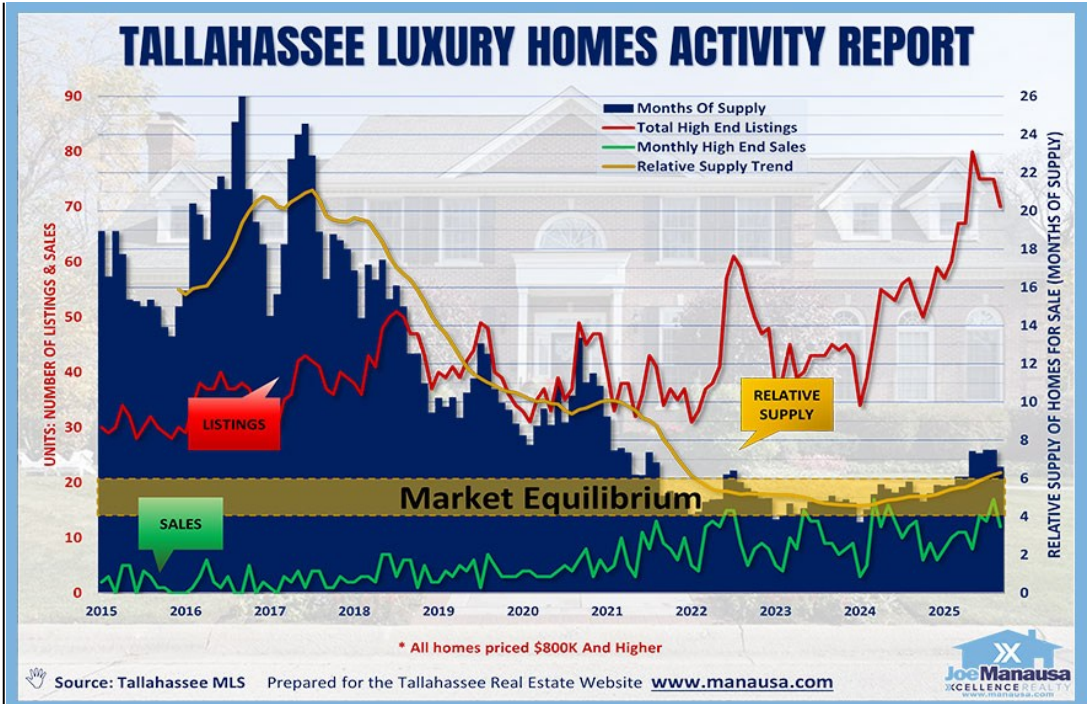
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If you have been watching the high end of the Tallahassee market, you have noticed a clear shift.

The months of supply for luxury listings has climbed higher than the overall market, and that gap is widening. During the years of record-low mortgage rates, demand for expensive homes exploded as more buyers could qualify for larger loans.

Now that today's rates are roughly double what they were in 2021, the number of qualified buyers has dropped sharply, and listings are remaining on the market much longer. The pace of sales has slowed, not because people no longer want luxury homes, but because far fewer can afford them under current lending conditions.

This is not a collapse, it is a recalibration of expectations. For sellers, it means that testing the market is no longer an option. Decide whether you plan to stay or sell, because competition is fierce and buyers are selective. To succeed, your

home must stand out through accurate pricing, presentation, and marketing that targets the right audience.

For buyers, this new landscape offers advantages that have not existed in years. More inventory means more negotiation power and less pressure to move quickly. Patience now pays off, as many listings that once sparked bidding wars are adjusting to more realistic price levels.

The gold trend line in the chart tells the story clearly. Before 2021, the luxury market was already oversupplied. When interest rates plunged, demand surged, and builders raced to expand inventory. Now, as rates normalize, supply is rising again toward pre-pandemic levels, creating conditions where there will soon be far more sellers than buyers.

In today's [market report](#), we explain how the high end differs from the broader market, why months of supply matters, and which adjustments help serious sellers move faster in the months ahead.