A TALE OF TWO CITIES

How Seattle and San Francisco's luxury markets compare

HOW IS LUXURY DEFINED?

Luxury is commonly associated with the top 5% to 10% of a market's price range, although definitions vary. For this report, we define luxury as the top 5% of each metro area's price range.

Seattle



-10.5%

CLOSED LUXURY HOME SALES YOY

+8.1%

ACTIVE LUXURY LISTINGS YOY

San Francisco



+32.1%

CLOSED LUXURY HOME SALES YOY

-29.6%

ACTIVE LUXURY LISTINGS YOY

WHAT'S BEHIND the split?

AI-related wealth and hiring are supporting San Francisco's luxury market. In Seattle, tech-sector layoffs, restructuring, and fewer job-related moves are contributing to buyer caution.

Nationally, closed luxury home sales rose 3.3% year over year. Seattle sales fell 10.5%, the fourth-largest decline among the 50 largest metros in Redfin's dataset. With active luxury listings up 8.1%, Seattle sellers face more competition for fewer completed sales.

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