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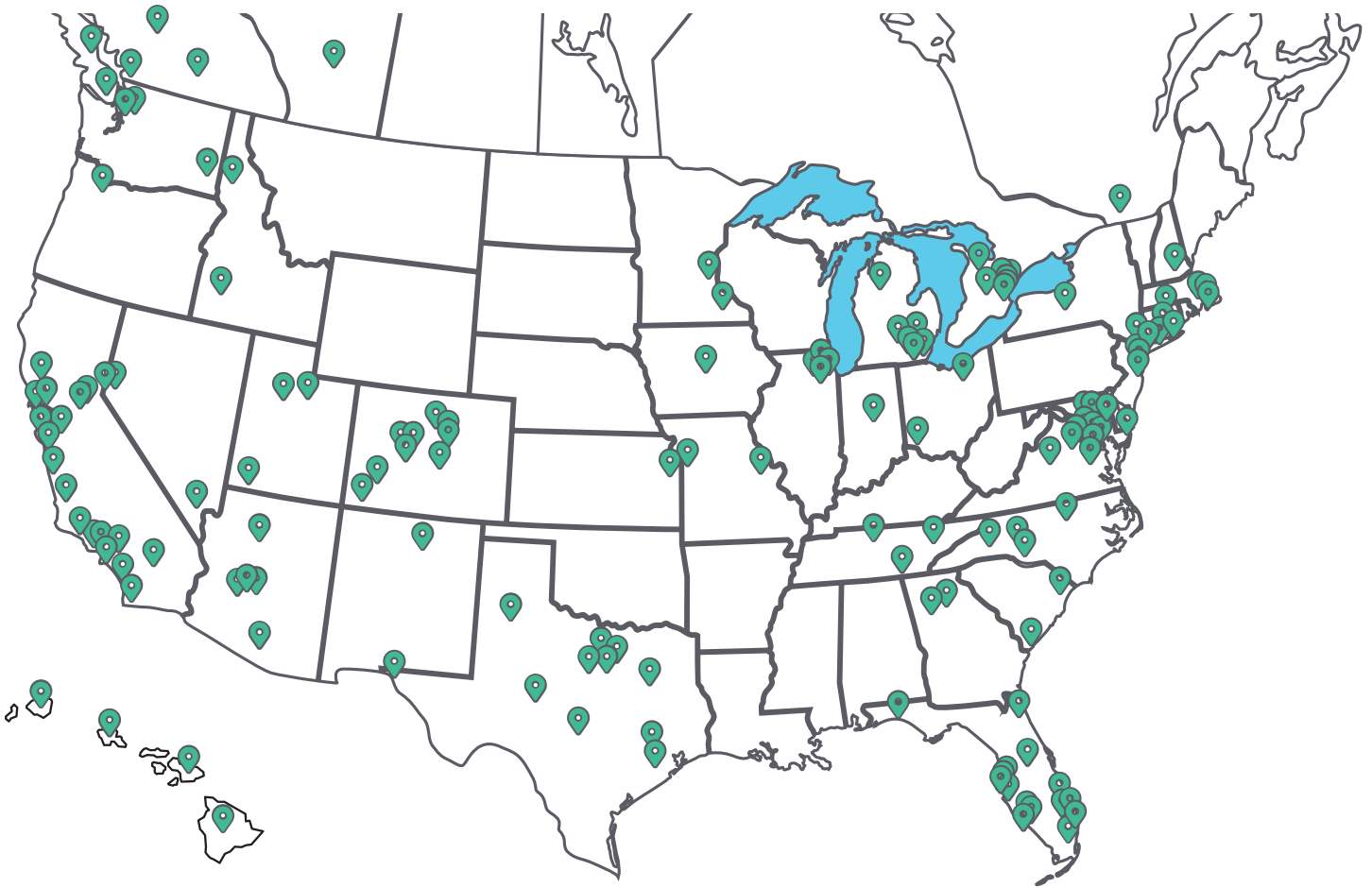


LUXURY MARKET REPORT  
JANUARY 2024

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# THIS IS YOUR LUXURY MARKET REPORT



MAP OF LUXURY RESIDENTIAL MARKETS

**W**elcome to the Luxury Market Report, your guide to luxury real estate market data and trends for North America. Produced monthly by The Institute for Luxury Home Marketing, this report provides an in-depth look at the top residential markets across the United States and Canada. Within the individual markets, you will find established luxury benchmark prices and detailed survey of luxury active and sold properties designed to showcase current market status and recent trends. The national report illustrates a compilation of the top North American markets to review overall standards and trends.

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The Luxury Market Report is a monthly analysis provided by The Institute for Luxury Home Marketing.

Luxury benchmark prices are determined by The Institute. This active and sold data has been provided by REAL Marketing, who has compiled the data through various sources, including local MLS boards, local tax records and Realtor.com. Data is deemed reliable to the best of our knowledge, but is not guaranteed.

# - LUXURY REPORT EXPLAINED -

The Institute for Luxury Home Marketing has analyzed a number of metrics — including sales prices, sales volumes, number of sales, sales-price-to-list-price ratios, days on market and price-per-square-foot – to provide you a comprehensive North American Luxury Market report.

Additionally, we have further examined all of the individual luxury markets to provide both an overview and an in-depth analysis – including, where data is sufficient, a breakdown by luxury single-family homes and luxury attached homes.

It is our intention to include additional luxury markets on a continual basis. If your market is not featured, please contact us so we can implement the necessary qualification process. More in-depth reports on the luxury communities in your market are available as well.

Looking through this report, you will notice three distinct market statuses, Buyer's Market, Seller's Market, and Balanced Market. A **Buyer's Market** indicates that buyers have greater control over the price point. This market type is demonstrated by a substantial number of homes on the market and few sales, suggesting demand for residential properties is slow for that market and/or price point.

By contrast, a **Seller's Market** gives sellers greater control over the price point. Typically, this means there are few homes on the market and a generous demand, causing competition between buyers who ultimately drive sales prices higher.

A **Balanced Market** indicates that neither the buyers nor the sellers control the price point at which that property will sell and that there is neither a glut nor a lack of inventory. Typically, this type of market sees a stabilization of both the list and sold price, the length of time the property is on the market as well as the expectancy amongst homeowners in their respective communities – so long as their home is priced in accordance with the current market value.

## REPORT GLOSSARY

**REMAINING INVENTORY:** The total number of homes available at the close of a month.

**DAYS ON MARKET:** Measures the number of days a home is available on the market before a purchase offer is accepted.


**LUXURY BENCHMARK PRICE:** The price point that marks the transition from traditional homes to luxury homes.

**NEW LISTINGS:** The number of homes that entered the market during the current month.

**PRICE PER SQUARE FOOT:** Measures the dollar amount of the home's price for an individual square foot.

**SALES RATIO:** Sales Ratio defines market speed and determines whether the market currently favors buyers or sellers. Buyer's Market = up to 14%; Balanced Market = 15 to 20%; Seller's Market = 21% plus. If >100%, sales from previous month exceed current inventory.

**SP/LP RATIO:** The Sales Price/List Price Ratio compares the value of the sold price to the value of the list price.



The best way to sum up the luxury real estate market during 2023 might be that it remained "unapologetically resilient".



# NORTH AMERICAN LUXURY REVIEW

## **A Year in Review - 2023**

The best way to sum up the luxury real estate market during 2023 might be that it remained "unapologetically resilient", despite a slower year in the overall sales volume compared to 2022.

Purchasing a luxury home also retained its appeal with high demand from affluent buyers still looking to realize their desire to buy a new residence. Equally they recognized that the investment opportunity remained, albeit over the longer term.

However, it was a year where buyer demand became hampered by increasing stagnation, with new listings entering the market dropping significantly month over month until the last quarter of the year.

Economic uncertainty, rising inflation and increasing interest rates, led to a growing seller resistance to list their property which further compounded the already low levels of inventory. This was, until the last quarter of 2023, when a shift that started at the end of the third quarter saw more listings enter the market, consequently opening the door for more sales.

### **Predictions versus Reality**

Last year, we predicted that 2023 would see a softer luxury real estate market than 2022. One where properties would stay on the market for longer, prices remain high with little expectation of significant decreases, and where the affluent would base their decisions on long-term investments. All of which have materialized.

While people returned to city life and were happy to embrace smaller footprints again, this did not become a significant trend. Instead, their focus shifted to finding properties that matched their lifestyle expectations – whether that was location, amenities, move-in-ready, intrinsic value, or in many cases all four!

Expectations for a more normalized market, with activity returning to the traditional levels seen prior to the pandemic, did not materialize in the exact manner anticipated either. Hesitation and resistance continued to stall both inventory growth and price reductions expected by buyers, and sellers saw little reason to give up their affordable loan rates or reduce their prices.

## **Inventory Still A Major Controller**

Inventory levels certainly controlled much of the buying narrative during 2023. The initial belief that the market would become more normalized was fueled by an uptick in the number of new listings entering the market during the first quarter of 2023, creating significantly higher inventory levels compared to 2022.

These numbers, however, were still 40% below traditional levels (ie. before the pandemic) and with April's announcement of further interest rates and talks of recession increasing, seller's hesitated once more and the market stagnated.

Buyer purchasing demands were also on the shift, and a trend for a move-in-ready home with amenities that matched lifestyle choices fast became the property seeing the greatest demand.



Inventory levels began to show the disconnect between buyers and sellers as properties not matching the new criteria started to build up, sitting for longer periods of time on the market. However, while inventory itself rose, the decline of new listings, particularly of high demand properties, created a dichotomy in the market.

Perception and reality are rarely in sync but by September the luxury market showed signs of an uptick in the right type of inventory entering the market. Sellers were adjusting to meet buyer preferences, the economic climate felt stronger, and the first indications of lower interest rates all contributed.

The result was a last quarter of increased new and existing inventory levels and more sales, when compared to the same quarter in 2022.

## **Pricing Trends Show Resilience**

Experts predicted that home prices would continue to rise during 2023, but at a considerably more moderate pace. The overall luxury median price rose approximately 3% across the markets and property types analysed by the Institute.

While some luxury properties may have felt some downward pressure on their price and buyers were able to find more opportunities, it was typically in the negotiation of terms such as requesting repairs or closing costs where savings occurred.

Overall low inventory remained the biggest challenge during 2023 for many luxury markets, causing sellers to see little reason to drop their price as they perceived little competition.

Inventory, especially new inventory, is critical in the luxury real estate market. The lack of it helped stabilize the price and saw many markets remain more favorable to sellers.

Pricing at the end of 2023 is still, for the most part, controlled by lower-than-average inventory levels. Even though there was an uptick in properties listed for sale in the last quarter, pent-up demand has, for the most part, offset any negative impacts on the value of homes.

Most analysts and economists predict, according to a report from Norada Real Estate Investments, that over the next five years, prices will remain either flat or will only experience a modest decline. Paired with more robust lending standards, no one anticipates a similar price crash to the one that occurred in 2008.



## Demand Trends Changed

The ‘experience’ a home offers became the significant factor in the decision-making process of the wealthy during 2023.

No matter who we talked to, savvy homeowners, luxury real estate professionals, developers, architects, and designers, they all put their emphasis on defining ‘the experience’ as part of their luxury marketing message.

The general message is that luxury is about the design, the location of the property and the property’s ability to offer a unique experience. For instance, keeping the essence of the natural surroundings while ensuring that all aspects of their lifestyle, health, privacy, and security are part of the package.

In the past, luxury properties were designed primarily for functionality, even if they were the most stunning mansions or estate homes. But, as we moved into 2023, more architectural and design emphasis was put into properties to promote wellness and well-being, including trends such as:

1. **Biophilic design:** This is an approach to architecture that seeks to connect its occupants closer to nature by incorporating things like natural lighting and ventilation, natural landscape features, and other elements for creating a more productive and healthier built environment for people.

2. **Passive design:** This reflects a philosophy of life and how the relationship with the environment should develop with the primary objective of using available resources and maximizing energy savings.
3. **Sustainability design:** Green architecture and environmentally conscious living are architectural trends that will prevail, offering sustainable solutions such as carbon neutral homes by using natural materials, including recycled resources.
4. **Green design:** Properties with extensive green spaces, including private gardens, rooftop gardens, and outdoor relaxation areas, remain desirable for health-conscious buyers.

It is predicated that interior design will continue to move in the direction of sustainability in a time when environmental awareness is crucial.



## **Luxury Properties Retained Their Strong Appeal**

Despite the impacts of outside influences, buyers were still eager to invest in luxury real estate, especially if they could negotiate more favorable terms. Properties sold if they were priced correctly or held a special appeal to the current purchaser and, most importantly, were move-in ready – a demand that is set to remain high on the requirements for most buyers well into 2024.

Cash buyers were dominant in 2023 – previously during the low-interest rate years, even the ultra-wealthy took advantage of the historically low rates. In 2023's market, sellers were keen to work with cash buyers as the transaction was less risky because they did not rely on an institution to provide funds or change their mind on pre-approved funds.

Leveraging their cash may have been a short-term proposition for many affluent buyers, who, with an eye on the long-term investment potential of their luxury property, will at some time refinance, especially as interest and loan rates are now starting to shift downward.

Real estate is still considered to be one of the safest investments as, historically, capital values have appreciated year over year, and even though the rate of return may fall compared to the last two years, expectations are that home values will continue to climb.

As always, we highly recommend working with a luxury property specialist during this unconventional market to ascertain what is truly happening in your local marketplace. Navigating the art of selling and buying in this market needs a critical and analytical approach; understanding the realities and setting expectations accordingly will ensure that goals are achieved.

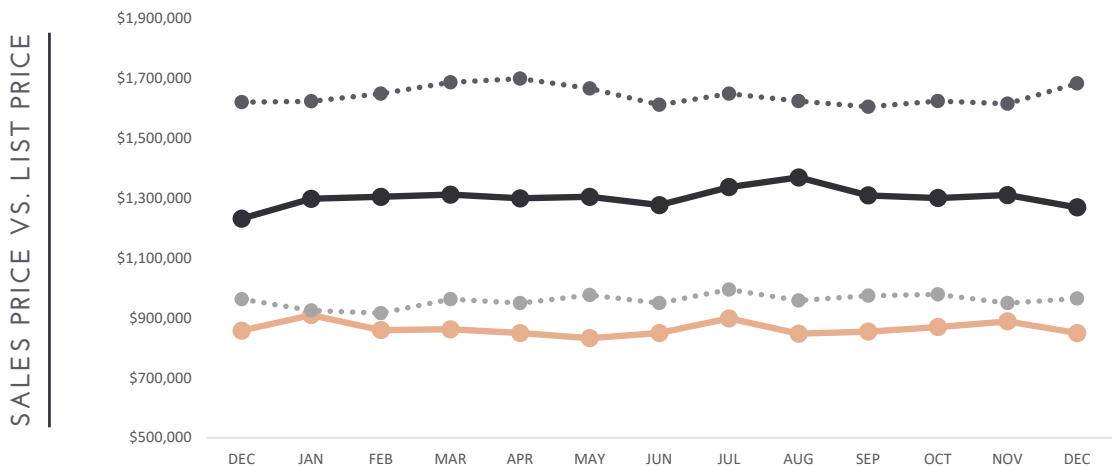
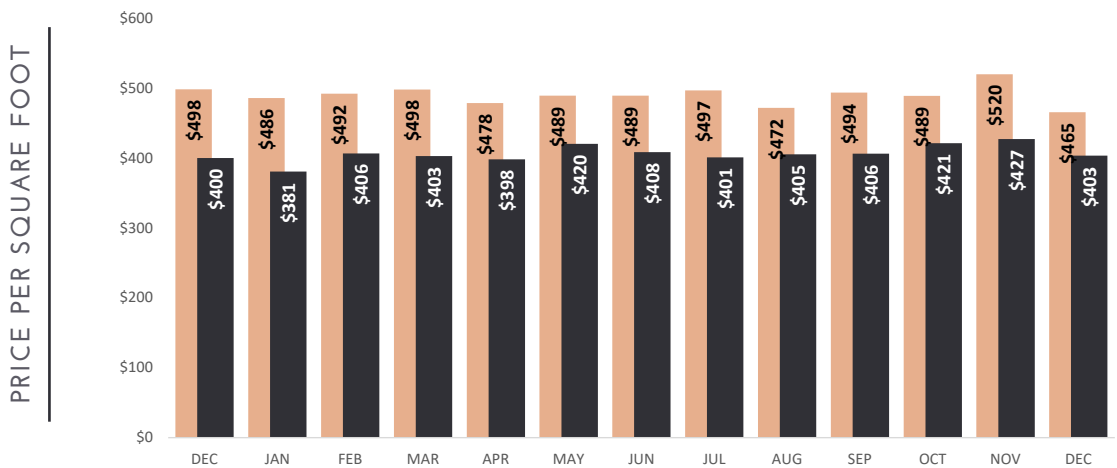
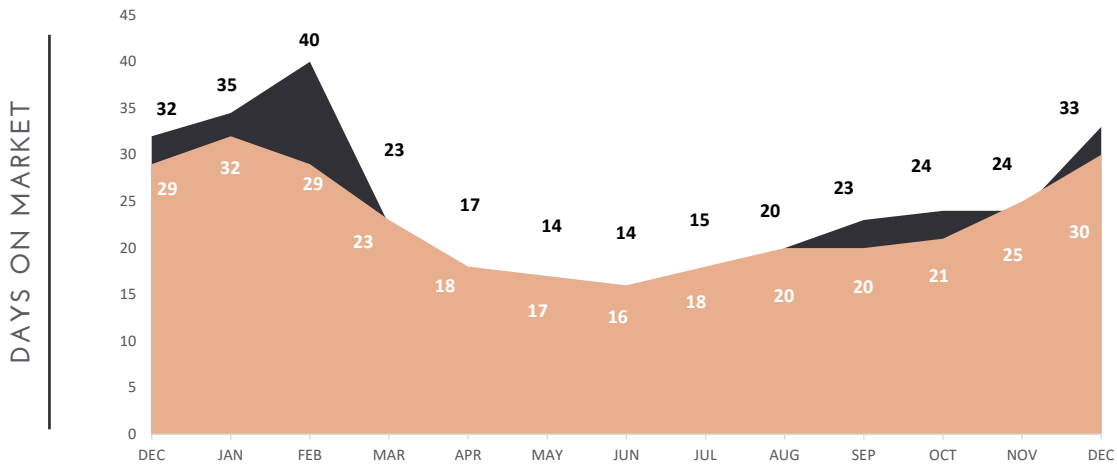


# - 13-MONTH MARKET TRENDS -

## FOR THE LUXURY NORTH AMERICAN MARKET

Single-Family Homes
  Attached Homes
  Single-Family List Price
  Attached List Price

All data is based off median values. Median prices represent properties priced above respective city benchmark prices.



# - LUXURY MONTHLY MARKET REVIEW -

## A Review of Key Market Differences Year over Year

December 2022 | December 2023

### SINGLE-FAMILY HOMES

	December 2022	December 2023		December 2022	December 2023
Median List Price	\$1,621,250	\$1,683,750	Total Inventory	42,892	48,064
Median Sale Price	\$1,232,500	\$1,270,000	New Listings	7,756	8,543
Median SP/LP Ratio	97.57%	97.86%	Total Sold	10,707	11,506
Total Sales Ratio	24.96%	23.94%	Median Days on Market	32	33
Median Price per Sq. Ft.	\$400	\$403	Average Home Size	3,311	3,268

Median prices represent properties priced above respective city benchmark prices.



### SINGLE-FAMILY HOMES MARKET SUMMARY | DECEMBER 2023

- Official Market Type: **Seller's** with a **23.94% Sales Ratio**.<sup>1</sup>
- Homes are selling for an average of **97.86% of list price**.
- The median luxury threshold<sup>2</sup> price is **\$925,000**, and the median luxury home sales price is **\$1,270,000**.
- Markets with the Highest Median Sales Price: **Telluride** (\$6,550,000), **Palm Beach Towns** (\$4,300,000), **Park City** (\$5,150,000), and **Los Angeles Beach Cities** (\$6,300,000).
- Markets with the Highest Sales Ratio: **East Bay, CA** (99%), **Howard County** (78%), **San Francisco** (76%), and **Silicon Valley** (72%).

<sup>1</sup>Sales Ratio defines market speed and market type: Buyer's < 15.5%; Balanced >= 15.5 to < 20.5%; Seller's >= 20.5% plus. If >100%, sales from previous month exceeds current inventory. <sup>2</sup>The luxury threshold price is set by The Institute for Luxury Home Marketing.

# - LUXURY MONTHLY MARKET REVIEW -

## A Review of Key Market Differences Year over Year

December 2022 | December 2023

### ATTACHED HOMES

	December 2022	December 2023		December 2022	December 2023
Median List Price	\$963,200	\$965,000	Total Inventory	13,691	17,182
Median Sale Price	\$858,245	\$850,000	New Listings	2,849	3,471
Median SP/LP Ratio	98.15%	98.41%	Total Sold	2,876	3,265
Total Sales Ratio	21.01%	19.00%	Median Days on Market	29	30
Median Price per Sq. Ft.	\$498	\$465	Average Home Size	1,941	1,934

Median prices represent properties priced above respective city benchmark prices.



### ATTACHED HOMES MARKET SUMMARY | DECEMBER 2023

- Official Market Type: **Balanced Market** with a **19.00% Sales Ratio**.<sup>1</sup>
- Attached homes are selling for an average of **98.41% of list price**.
- The median luxury threshold<sup>2</sup> price is **\$700,000**, and the median attached luxury sale price is **\$850,000**.
- Markets with the Highest Median Sales Price: **Telluride** (\$2,950,000), **Vail** (\$2,850,000), **Whistler** (\$2,475,000), and **Park City** (\$2,375,000).
- Markets with the Highest Sales Ratio: **Marin County** (163%), **Howard County** (150%), **Fairfax County** (105%), and **Anne Arundel County** (84%).

<sup>1</sup>Sales Ratio defines market speed and market type: Buyer's < 15.5%; Balanced >= 15.5 to < 20.5%; Seller's >= 20.5% plus. If >100%, sales from previous month exceeds current inventory. <sup>2</sup>The luxury threshold price is set by The Institute for Luxury Home Marketing.

# - LUXURY MONTHLY MARKET REVIEW -

## SINGLE-FAMILY HOMES

State	Market Name	Median List Price	Median Sold Price	Inventory	New Listings	Sold	Days on Market	Market Status
AB	Calgary	\$1,099,900	\$932,500	407	140	123	35	Seller's
AZ	Chandler and Gilbert	\$1,150,000	\$977,500	156	32	60	53	Seller's
AZ	Flagstaff	\$1,575,000	\$1,255,000	75	4	14	116	Balanced
AZ	Mesa	\$899,000	\$901,744	167	48	54	41	Seller's
AZ	Paradise Valley	\$5,900,000	\$3,110,000	143	27	12	74	Buyer's
AZ	Phoenix	\$899,900	\$841,323	719	143	218	42	Seller's
AZ	Scottsdale	\$2,200,000	\$1,800,000	761	119	131	55	Balanced
AZ	Tucson	\$700,000	\$632,500	882	180	195	19	Seller's
BC	Mid Vancouver Island	-	-	-	-	-	-	-
BC	Okanagan Valley	\$1,798,444	\$1,642,500	982	4	24	78	Buyer's
BC	Vancouver	\$4,388,000	\$3,645,000	862	83	32	44	Buyer's
BC	Victoria	\$2,499,000	\$1,900,000	119	20	17	45	Buyer's
BC	Whistler	\$5,989,500		68	13	0		Buyer's
CA	Central Coast	\$3,097,500	\$2,500,000	172	38	35	39	Balanced
CA	East Bay	\$2,298,000	\$1,962,000	155	54	154	14	Seller's
CA	Greater Palm Springs	\$1,830,000	\$1,650,000	422	87	69	42	Balanced
CA	Lake Tahoe	\$2,775,000	\$1,940,000	147	24	11	43	Buyer's
CA	Los Angeles Beach Cities	\$6,300,000	\$3,850,500	295	30	48	29	Balanced
CA	Los Angeles City	\$5,650,000	\$3,665,000	521	87	98	37	Balanced
CA	Los Angeles The Valley	\$2,795,000	\$2,100,000	476	105	115	42	Seller's
CA	Marin County	\$3,222,500	\$3,125,000	46	4	21	42	Seller's
CA	Napa County	\$4,247,500	\$2,150,000	82	2	9	92	Buyer's
CA	Orange County	\$3,450,000	\$2,250,000	677	128	279	31	Seller's
CA	Placer County	\$1,199,498	\$1,100,000	182	32	53	46	Seller's
CA	Sacramento	\$987,659	\$859,035	434	92	174	28	Seller's
CA	San Diego	\$2,650,000	\$1,800,000	610	141	225	16	Seller's
CA	San Francisco	\$6,191,500	\$3,150,000	38	3	29	27	Seller's
CA	San Luis Obispo County	\$1,795,000	\$1,460,000	168	23	51	42	Seller's
CA	Silicon Valley	\$5,100,000	\$3,100,000	217	64	157	15	Seller's
CA	Sonoma County	\$2,300,000	\$1,630,000	139	12	37	54	Seller's
CA	Ventura County	\$2,607,500	\$1,655,000	202	34	66	62	Seller's
CO	Aspen	-	-	-	-	-	-	-
CO	Boulder	\$2,250,000	\$1,592,500	180	26	36	74	Balanced
CO	Colorado Springs	\$915,000	\$900,000	351	43	75	32	Seller's
CO	Denver	\$1,699,000	\$1,337,500	479	73	182	32	Seller's
CO	Douglas County	\$1,350,000	\$1,232,500	259	38	74	52	Seller's
CO	Durango	\$1,472,500	\$1,300,000	84	6	15	99	Balanced
CO	Summit County	\$3,250,000	\$2,550,000	59	8	9	153	Balanced
CO	Telluride	\$6,550,000	\$5,100,000	101	16	7	171	Buyer's

Median prices represent properties priced above respective city benchmark prices. Prices shown for Canadian cities are shown in Canadian Dollars.

# - LUXURY MONTHLY MARKET REVIEW -

## SINGLE-FAMILY HOMES

State	Market Name	Median List Price	Median Sold Price	Inventory	New Listings	Sold	Days on Market	Market Status
CO	Vail	\$7,495,000	\$3,797,500	91	14	6	344	Buyer's
CT	Central Connecticut	\$689,450	\$616,000	296	49	181	11	Seller's
CT	Coastal Connecticut	\$2,397,500	\$1,665,000	318	35	146	31	Seller's
DC	Washington D.C.	\$3,825,000	\$3,010,450	38	5	10	7	Seller's
DE	Sussex County Coastal	\$1,499,999	\$1,270,000	125	20	43	13	Seller's
FL	Boca Raton/Delray Beach	\$2,892,500	\$2,200,000	614	114	61	39	Buyer's
FL	Brevard County	\$820,000	\$756,591	449	111	82	21	Balanced
FL	Broward County	\$1,750,000	\$1,375,000	720	135	77	54	Buyer's
FL	Coastal Pinellas County	\$2,200,000	\$2,575,000	137	25	13	81	Buyer's
FL	Ft. Lauderdale	\$5,485,000	\$3,837,500	232	35	10	160	Buyer's
FL	Jacksonville Beaches	\$1,324,398	\$1,000,000	329	42	21	66	Buyer's
FL	Lee County	\$1,395,000	\$1,215,000	1104	218	89	22	Buyer's
FL	Marco Island	\$2,787,500	\$3,025,000	168	27	12	108	Buyer's
FL	Miami	\$1,999,450	\$1,435,000	1200	225	95	53	Buyer's
FL	Naples	\$5,500,000	\$3,747,268	532	82	42	36	Buyer's
FL	Orlando	\$1,223,535	\$1,187,500	848	183	164	24	Balanced
FL	Palm Beach Towns	\$4,300,000	\$4,127,500	359	56	16	42	Buyer's
FL	Sarasota & Beaches	\$2,600,000	\$1,875,000	535	119	47	53	Buyer's
FL	South Pinellas County	\$1,562,500	\$1,250,000	354	78	61	46	Balanced
FL	South Walton	\$2,500,000	\$1,930,000	603	83	52	40	Buyer's
FL	Tampa	\$731,990	\$740,000	1155	273	331	27	Seller's
GA	Atlanta	\$1,699,000	\$1,250,000	636	124	162	15	Seller's
GA	Duluth	\$1,530,000	\$1,150,000	12	5	5	25	Seller's
HI	Island of Hawaii	\$1,890,000	\$1,595,000	209	33	22	27	Buyer's
HI	Kauai	\$2,999,000	\$1,687,500	73	17	10	87	Buyer's
HI	Maui	\$3,972,500	\$1,960,000	148	35	10	127	Buyer's
HI	Oahu	\$2,999,000	\$2,275,000	209	36	22	26	Buyer's
IA	Greater Des Moines	\$650,000	\$623,341	408	49	65	38	Balanced
ID	Ada County	\$764,995	\$785,000	513	157	165	24	Seller's
ID	Northern Idaho	\$1,765,595	\$1,607,250	326	31	37	174	Buyer's
IL	Chicago	\$1,548,950	\$1,319,500	418	54	171	27	Seller's
IL	DuPage County	\$1,250,000	\$922,500	198	43	76	26	Seller's
IL	Lake County	\$1,299,900	\$900,000	188	23	85	21	Seller's
IL	Will County	\$679,000	\$620,000	220	60	83	29	Seller's
IN	Hamilton County	\$850,000	\$768,141	147	38	95	5	Seller's
KS	Johnson County	\$834,191	\$839,500	452	44	100	19	Seller's
MA	Cape Cod	\$2,512,500	\$2,050,000	134	15	19	24	Buyer's
MA	Greater Boston	\$3,945,000	\$2,525,000	96	11	21	34	Seller's
MA	South Shore	\$2,075,000	\$1,425,000	38	5	27	38	Seller's

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# - LUXURY MONTHLY MARKET REVIEW -

## SINGLE-FAMILY HOMES

State	Market Name	Median List Price	Median Sold Price	Inventory	New Listings	Sold	Days on Market	Market Status
MD	Anne Arundel County	\$999,900	\$926,000	140	34	67	11	Seller's
MD	Baltimore City	\$914,000	\$887,500	16	2	10	8	Seller's
MD	Baltimore County	\$1,100,000	\$919,000	111	19	42	16	Seller's
MD	Frederick County	\$885,000	\$975,000	57	10	7	22	Buyer's
MD	Howard County	\$1,211,488	\$1,005,000	50	11	39	8	Seller's
MD	Montgomery County	\$2,074,900	\$1,695,000	123	26	75	12	Seller's
MD	Talbot County	\$3,200,000	\$2,300,000	37	12	7	10	Balanced
MD	Worcester County	\$987,450	\$828,500	40	0	14	26	Seller's
MI	Grand Traverse	\$995,000	\$1,043,750	51	12	12	58	Seller's
MI	Livingston County	\$735,000	\$705,000	69	12	25	12	Seller's
MI	Monroe County	\$699,500	\$644,950	18	2	4	103	Seller's
MI	Oakland County	\$774,945	\$642,000	558	130	187	15	Seller's
MI	Washtenaw County	\$1,015,150	\$680,000	100	9	25	38	Seller's
MI	Wayne County	\$779,000	\$618,750	146	44	48	19	Seller's
MN	Olmsted County	\$849,950	\$817,450	64	10	12	65	Balanced
MN	Twin Cities	\$1,240,000	\$971,064	639	103	152	28	Seller's
MO	Kansas City	\$699,500	\$660,000	1365	137	310	16	Seller's
MO	St. Louis	\$700,000	\$651,900	93	19	50	22	Seller's
NC	Asheville	\$1,050,000	\$835,000	228	24	57	33	Seller's
NC	Charlotte	\$1,200,000	\$1,000,000	436	85	207	12	Seller's
NC	Lake Norman	\$1,397,000	\$1,287,500	170	33	62	20	Seller's
NC	Raleigh-Durham	\$1,295,000	\$930,000	412	71	162	7	Seller's
NH	Rockingham County	\$1,695,000	\$1,150,000	47	4	13	40	Seller's
NJ	Bergen County	\$2,614,000	\$1,738,000	186	22	49	18	Seller's
NJ	Hudson County	-	-	-	-	-	-	-
NJ	Morris County	\$1,893,944	\$1,365,000	78	6	52	17	Seller's
NJ	Ocean County	\$979,000	\$825,000	376	81	107	33	Seller's
NM	Taos	\$1,399,000	\$1,163,435	67	10	4	124	Buyer's
NV	Lake Tahoe	\$3,745,000	\$1,900,000	64	7	9	50	Buyer's
NV	Las Vegas	\$1,800,000	\$1,452,500	560	107	90	32	Balanced
NV	Reno	\$2,500,000	\$2,100,000	107	11	15	97	Buyer's
NY	Finger Lakes	\$1,672,500	\$950,000	18	2	9	13	Seller's
NY	Nassau County	\$1,800,000	\$1,499,500	524	79	130	35	Seller's
NY	Staten Island	\$1,194,000	\$1,087,500	134	18	22	42	Balanced
NY	Suffolk County	\$1,950,000	\$1,200,000	809	101	145	37	Balanced
NY	Westchester County	\$2,490,000	\$1,425,000	239	20	134	23	Seller's
OH	Cincinnati	\$879,900	\$701,250	197	27	65	13	Seller's
OH	Cleveland Suburbs	\$809,500	\$680,000	22	4	15	14	Seller's
OH	Columbus	\$889,900	\$750,000	428	80	169	20	Seller's

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# - LUXURY MONTHLY MARKET REVIEW -

## SINGLE-FAMILY HOMES

State	Market Name	Median List Price	Median Sold Price	Inventory	New Listings	Sold	Days on Market	Market Status
ON	GTA - Durham	\$1,781,900	\$1,557,500	182	44	24	28	Buyer's
ON	GTA - York	\$2,599,900	\$1,800,000	454	102	81	34	Balanced
ON	Hamilton	\$1,920,450	\$1,635,000	206	28	13	63	Buyer's
ON	Mississauga	\$3,200,000	\$2,800,000	119	20	7	52	Buyer's
ON	Oakville	\$2,999,900	\$2,841,944	95	20	28	43	Seller's
ON	Toronto	\$3,989,444	\$3,045,000	376	69	48	33	Buyer's
ON	Waterloo Region	\$1,399,999	\$1,235,000	143	31	21	37	Buyer's
OR	Portland	\$1,379,389	\$1,055,000	530	60	121	30	Seller's
SC	Charleston	\$1,805,000	\$1,400,000	442	70	112	21	Seller's
SC	Hilton Head	\$1,995,000	\$1,470,000	279	48	50	32	Balanced
SC	The Grand Strand	-	-	-	-	-	-	-
TN	Greater Chattanooga	\$899,000	\$934,500	209	39	28	19	Buyer's
TN	Knoxville	\$974,900	\$818,170	134	17	38	15	Seller's
TN	Nashville	\$1,800,000	\$1,425,400	738	162	199	15	Seller's
TX	Austin	\$1,200,000	\$950,000	923	167	179	49	Balanced
TX	Collin County	\$729,944	\$720,000	1033	283	409	35	Seller's
TX	Dallas	\$1,350,000	\$1,265,000	381	66	117	27	Seller's
TX	Denton County	\$784,900	\$735,906	887	184	274	43	Seller's
TX	El Paso	\$637,000	\$639,475	182	30	34	36	Balanced
TX	Fort Worth	\$850,000	\$800,000	842	148	256	33	Seller's
TX	Greater Tyler	\$699,000	\$658,500	234	4	22	39	Buyer's
TX	Houston	\$939,095	\$865,000	1029	225	221	20	Seller's
TX	Lubbock	\$627,000	\$660,000	148	33	29	77	Balanced
TX	San Angelo	\$675,000	\$635,000	49	13	12	116	Seller's
TX	San Antonio	\$799,900	\$771,013	717	120	128	43	Balanced
TX	The Woodlands & Spring	\$775,735	\$803,800	238	67	53	18	Seller's
UT	Park City	\$5,150,000	\$4,107,307	175	35	18	86	Buyer's
UT	Salt Lake City	\$1,274,745	\$994,789	398	76	86	62	Seller's
UT	Washington County	\$1,400,000	\$1,287,500	179	27	20	51	Buyer's
VA	Arlington & Alexandria	\$2,274,000	\$1,825,500	65	14	27	17	Seller's
VA	Charlottesville	-	-	-	-	-	-	-
VA	Fairfax County	\$2,399,950	\$1,480,000	254	53	92	11	Seller's
VA	McLean & Vienna	\$2,999,900	\$2,135,500	141	32	20	19	Buyer's
VA	Richmond	\$820,900	\$800,570	361	66	151	8	Seller's
VA	Smith Mountain Lake	\$1,749,950	\$1,175,000	35	4	7	25	Balanced
WA	King County	\$2,100,000	\$1,670,000	417	72	268	18	Seller's
WA	Seattle	\$1,900,000	\$1,646,250	111	17	52	22	Seller's
WA	Spokane	\$1,175,000	\$1,011,000	110	21	16	37	Buyer's

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# - LUXURY MONTHLY MARKET REVIEW -

## ATTACHED HOMES

State	Market Name	Median List Price	Median Sold Price	Inventory	New Listings	Sold	Days on Market	Market Status
AB	Calgary	\$799,900	\$654,500	135	33	21	23	Balanced
AZ	Chandler and Gilbert	-	-	-	-	-	-	-
AZ	Flagstaff	-	-	-	-	-	-	-
AZ	Mesa	-	-	-	-	-	-	-
AZ	Paradise Valley	-	-	-	-	-	-	-
AZ	Phoenix	-	-	-	-	-	-	-
AZ	Scottsdale	\$875,000	\$700,000	225	45	48	45	Seller's
AZ	Tucson	-	-	-	-	-	-	-
BC	Mid Vancouver Island	-	-	-	-	-	-	-
BC	Okanagan Valley	-	-	-	-	-	-	-
BC	Vancouver	\$1,899,900	\$1,682,500	753	113	44	44	Buyer's
BC	Victoria	\$965,000	\$880,000	145	30	19	27	Buyer's
BC	Whistler	\$2,550,000	\$2,475,000	51	3	3	39	Buyer's
CA	Central Coast	\$1,189,000	\$1,140,000	34	10	14	20	Seller's
CA	East Bay	\$1,206,500	\$1,145,000	78	24	64	14	Seller's
CA	Greater Palm Springs	-	-	-	-	-	-	-
CA	Lake Tahoe	\$1,685,000	\$1,387,500	46	14	8	81	Balanced
CA	Los Angeles Beach Cities	\$2,250,000	\$1,576,000	115	29	40	22	Seller's
CA	Los Angeles City	\$1,799,000	\$1,465,000	326	58	43	23	Buyer's
CA	Los Angeles The Valley	\$827,000	\$800,000	86	21	53	38	Seller's
CA	Marin County	\$1,319,750	\$1,325,000	8	2	13	37	Seller's
CA	Napa County	-	-	-	-	-	-	-
CA	Orange County	\$1,298,000	\$1,101,000	221	75	162	27	Seller's
CA	Placer County	-	-	-	-	-	-	-
CA	Sacramento	-	-	-	-	-	-	-
CA	San Diego	\$1,295,750	\$940,000	274	67	103	15	Seller's
CA	San Francisco	\$2,995,000	\$2,300,000	51	0	10	93	Balanced
CA	San Luis Obispo County	-	-	-	-	-	-	-
CA	Silicon Valley	\$1,748,000	\$1,677,500	67	26	36	15	Seller's
CA	Sonoma County	\$793,293	\$749,990	14	4	3	36	Seller's
CA	Ventura County	\$775,000	\$720,000	71	9	31	39	Seller's
CO	Aspen	-	-	-	-	-	-	-
CO	Boulder	\$1,100,000	\$800,000	63	9	11	57	Balanced
CO	Colorado Springs	\$560,000	\$550,995	31	8	6	65	Balanced
CO	Denver	\$850,000	\$850,000	149	26	21	53	Buyer's
CO	Douglas County	\$582,000	\$525,000	38	15	7	30	Balanced
CO	Durango	\$845,000	\$727,500	27	10	2	128	Buyer's
CO	Summit County	\$1,145,000	\$1,565,000	25	6	3	30	Buyer's
CO	Telluride	\$2,187,500	\$2,950,000	44	8	5	78	Buyer's

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# - LUXURY MONTHLY MARKET REVIEW -

## ATTACHED HOMES

State	Market Name	Median List Price	Median Sold Price	Inventory	New Listings	Sold	Days on Market	Market Status
CO	Vail	\$3,662,500	\$2,850,000	76	11	35	178	Seller's
CT	Central Connecticut	-	-	-	-	-	-	-
CT	Coastal Connecticut	\$949,000	\$690,000	104	18	49	27	Seller's
DC	Washington D.C.	\$2,000,000	\$1,655,000	163	23	50	17	Seller's
DE	Sussex County Coastal	\$1,275,000	\$989,950	21	2	12	9	Seller's
FL	Boca Raton/Delray Beach	\$1,099,999	\$775,000	501	134	61	28	Buyer's
FL	Brevard County	\$700,000	\$651,500	205	39	13	78	Buyer's
FL	Broward County	\$699,000	\$620,000	909	201	95	32	Buyer's
FL	Coastal Pinellas County	\$1,227,500	\$1,250,000	204	49	27	20	Buyer's
FL	Ft. Lauderdale	\$2,575,000	\$2,150,000	175	37	9	137	Buyer's
FL	Jacksonville Beaches	\$1,179,000	\$1,862,500	51	7	8	50	Balanced
FL	Lee County	\$856,800	\$799,000	615	126	63	38	Buyer's
FL	Marco Island	\$1,849,000	\$1,200,000	73	17	7	62	Buyer's
FL	Miami	\$1,568,000	\$1,200,000	1649	248	81	64	Buyer's
FL	Naples	\$2,300,000	\$2,295,000	401	62	45	22	Buyer's
FL	Orlando	\$559,945	\$595,000	310	57	46	26	Buyer's
FL	Palm Beach Towns	\$1,995,000	\$1,497,600	385	91	43	6	Buyer's
FL	Sarasota & Beaches	\$1,499,000	\$1,362,350	365	117	100	0	Seller's
FL	South Pinellas County	\$1,100,000	\$999,000	349	79	48	17	Buyer's
FL	South Walton	\$1,299,000	\$1,087,500	219	36	22	24	Buyer's
FL	Tampa	\$942,385	\$692,000	263	47	54	34	Balanced
GA	Atlanta	\$725,000	\$662,500	529	99	104	32	Balanced
GA	Duluth	-	-	-	-	-	-	-
HI	Island of Hawaii	\$2,120,000	\$1,425,000	58	20	10	6	Balanced
HI	Kauai	\$1,649,000	\$1,517,500	37	10	6	116	Balanced
HI	Maui	\$1,861,000	\$1,987,925	194	72	28	688	Buyer's
HI	Oahu	\$1,223,500	\$930,000	460	85	73	41	Balanced
IA	Greater Des Moines	-	-	-	-	-	-	-
ID	Ada County	\$644,900	\$570,295	60	15	16	11	Seller's
ID	Northern Idaho	-	-	-	-	-	-	-
IL	Chicago	\$1,300,000	\$1,000,000	532	58	99	44	Balanced
IL	DuPage County	\$699,000	\$618,896	21	6	10	14	Seller's
IL	Lake County	-	-	-	-	-	-	-
IL	Will County	-	-	-	-	-	-	-
IN	Hamilton County	-	-	-	-	-	-	-
KS	Johnson County	\$633,379	\$690,000	157	13	17	15	Buyer's
MA	Cape Cod	\$1,122,500	\$950,000	30	2	11	21	Seller's
MA	Greater Boston	\$2,600,000	\$1,967,500	269	35	60	29	Seller's
MA	South Shore	\$784,900	\$779,000	18	6	5	64	Seller's

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# - LUXURY MONTHLY MARKET REVIEW -

## ATTACHED HOMES

State	Market Name	Median List Price	Median Sold Price	Inventory	New Listings	Sold	Days on Market	Market Status
MD	Anne Arundel County	\$588,945	\$580,000	50	15	42	13	Seller's
MD	Baltimore City	\$685,000	\$654,175	67	18	25	7	Seller's
MD	Baltimore County	\$657,445	\$592,000	18	9	9	11	Seller's
MD	Frederick County	-	-	-	-	-	-	-
MD	Howard County	\$648,995	\$600,000	20	13	30	6	Seller's
MD	Montgomery County	\$959,990	\$750,000	55	14	39	14	Seller's
MD	Talbot County	-	-	-	-	-	-	-
MD	Worcester County	\$680,000	\$652,500	98	16	20	20	Balanced
MI	Grand Traverse	-	-	-	-	-	-	-
MI	Livingston County	-	-	-	-	-	-	-
MI	Monroe County	-	-	-	-	-	-	-
MI	Oakland County	\$671,500	\$650,000	52	14	15	20	Seller's
MI	Washtenaw County	\$714,450	\$619,995	54	10	11	50	Balanced
MI	Wayne County	\$699,000	\$595,000	61	7	9	54	Buyer's
MN	Olmsted County	-	-	-	-	-	-	-
MN	Twin Cities	-	-	-	-	-	-	-
MO	Kansas City	-	-	-	-	-	-	-
MO	St. Louis	-	-	-	-	-	-	-
NC	Asheville	\$737,000	\$646,046	40	4	12	17	Seller's
NC	Charlotte	\$675,000	\$643,990	177	39	76	37	Seller's
NC	Lake Norman	\$596,950	\$574,225	22	2	8	43	Seller's
NC	Raleigh-Durham	-	-	-	-	-	-	-
NH	Rockingham County	\$908,350	\$810,000	48	11	17	9	Seller's
NJ	Bergen County	\$1,299,000	\$1,150,000	95	18	18	36	Balanced
NJ	Hudson County	-	-	-	-	-	-	-
NJ	Morris County	\$728,450	\$626,500	46	25	22	16	Seller's
NJ	Ocean County	\$1,012,500	\$994,450	50	10	20	26	Seller's
NM	Taos	-	-	-	-	-	-	-
NV	Lake Tahoe	\$1,325,000	\$1,939,000	19	5	4	13	Seller's
NV	Las Vegas	-	-	-	-	-	-	-
NV	Reno	-	-	-	-	-	-	-
NY	Finger Lakes	-	-	-	-	-	-	-
NY	Nassau County	\$1,691,500	\$1,412,500	100	32	12	63	Buyer's
NY	Staten Island	\$634,000	\$660,000	81	14	31	45	Seller's
NY	Suffolk County	\$804,500	\$619,250	102	26	45	34	Seller's
NY	Westchester County	-	-	-	-	-	-	-
OH	Cincinnati	-	-	-	-	-	-	-
OH	Cleveland Suburbs	-	-	-	-	-	-	-
OH	Columbus	\$693,700	\$607,230	102	13	16	64	Balanced

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# - LUXURY MONTHLY MARKET REVIEW -

## ATTACHED HOMES

State	Market Name	Median List Price	Median Sold Price	Inventory	New Listings	Sold	Days on Market	Market Status
ON	GTA - Durham	\$819,900	\$815,500	22	7	4	25	Balanced
ON	GTA - York	\$825,450	\$763,000	286	70	57	33	Balanced
ON	Hamilton	\$899,900	\$862,500	31	3	3	1	Buyer's
ON	Mississauga	\$989,999	\$945,000	123	32	20	44	Balanced
ON	Oakville	\$1,249,000	\$1,367,500	17	2	2	27	Buyer's
ON	Toronto	\$1,250,000	\$1,140,000	802	154	97	35	Buyer's
ON	Waterloo Region	\$779,900	\$765,000	31	8	6	26	Balanced
OR	Portland	\$695,000	\$642,500	189	38	43	49	Seller's
SC	Charleston	\$1,275,000	\$1,212,390	102	19	25	44	Seller's
SC	Hilton Head	\$995,000	\$935,000	33	9	4	41	Buyer's
SC	The Grand Strand	-	-	-	-	-	-	-
TN	Greater Chattanooga	-	-	-	-	-	-	-
TN	Knoxville	-	-	-	-	-	-	-
TN	Nashville	\$749,900	\$665,000	234	39	40	11	Balanced
TX	Austin	\$825,000	\$815,000	312	58	29	60	Buyer's
TX	Collin County	-	-	-	-	-	-	-
TX	Dallas	\$699,900	\$695,000	173	34	34	28	Balanced
TX	Denton County	-	-	-	-	-	-	-
TX	El Paso	-	-	-	-	-	-	-
TX	Fort Worth	-	-	-	-	-	-	-
TX	Greater Tyler	-	-	-	-	-	-	-
TX	Houston	\$600,000	\$575,000	112	25	24	29	Seller's
TX	Lubbock	-	-	-	-	-	-	-
TX	San Angelo	-	-	-	-	-	-	-
TX	San Antonio	\$675,000	\$788,789	45	9	2	47	Buyer's
TX	The Woodlands & Spring	-	-	-	-	-	-	-
UT	Park City	\$2,200,000	\$2,375,000	105	22	18	48	Balanced
UT	Salt Lake City	\$649,900	\$618,327	163	36	44	41	Seller's
UT	Washington County	-	-	-	-	-	-	-
VA	Arlington & Alexandria	\$1,025,000	\$1,100,000	53	15	35	22	Seller's
VA	Charlottesville	-	-	-	-	-	-	-
VA	Fairfax County	\$814,990	\$710,608	95	37	100	7	Seller's
VA	McLean & Vienna	\$1,327,500	\$1,237,500	12	5	8	6	Seller's
VA	Richmond	\$598,735	\$563,545	95	22	26	7	Seller's
VA	Smith Mountain Lake	-	-	-	-	-	-	-
WA	King County	\$1,399,750	\$1,065,000	211	31	59	34	Seller's
WA	Seattle	\$1,550,000	\$1,175,000	99	14	27	39	Seller's
WA	Spokane	-	-	-	-	-	-	-

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