



LUXURY MARKET REPORT

– August 2020 –

INSTITUTE *for*
LUXURY HOME
MARKETING®

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THIS IS YOUR LUXURY MARKET REPORT



MAP OF LUXURY RESIDENTIAL MARKETS

Welcome 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.

- 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.

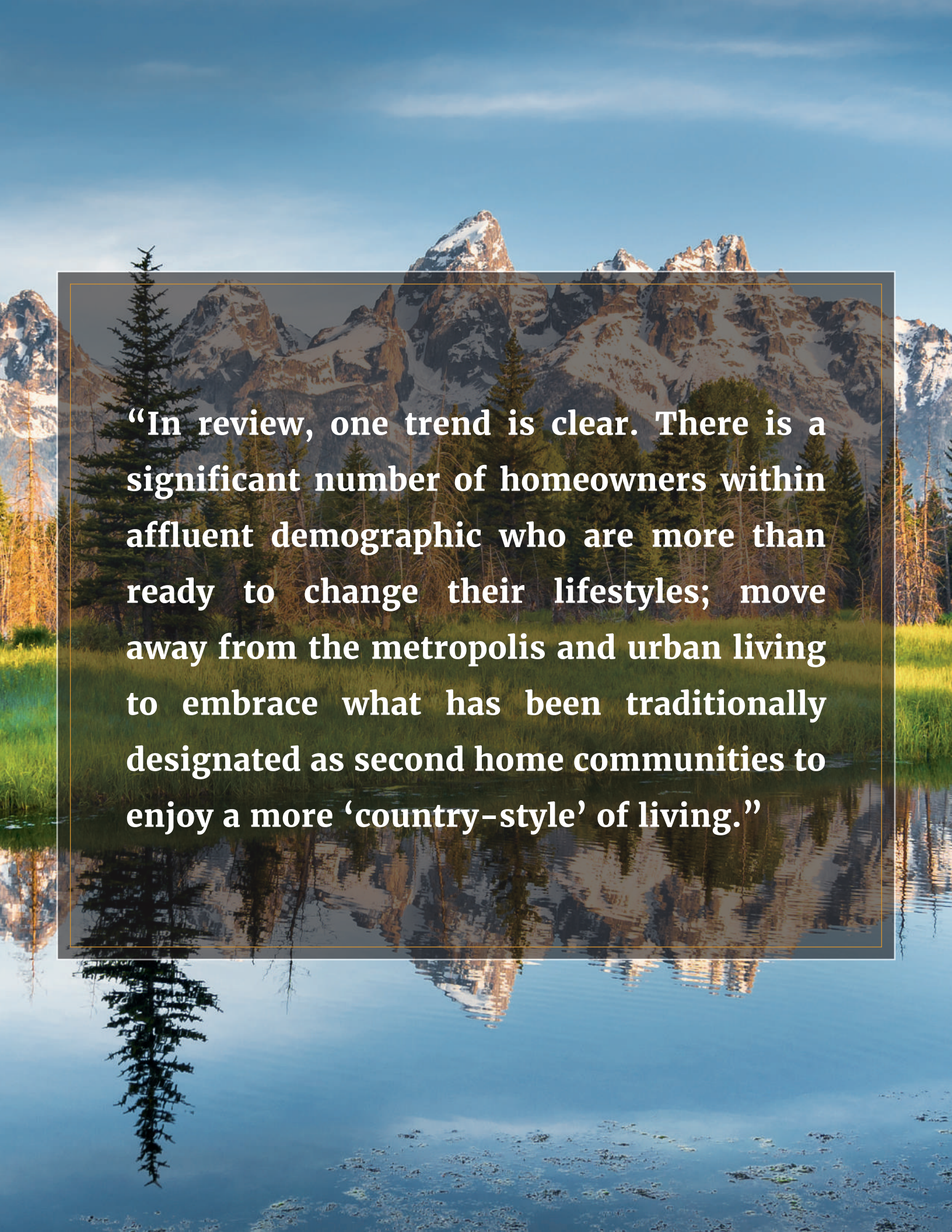
LUXURY BENCHMARK PRICE: The price point that marks the transition from traditional homes to luxury homes.

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.

A scenic landscape featuring snow-capped mountains, evergreen trees, and a calm lake reflecting the scene. The text is overlaid on a semi-transparent dark rectangle in the center of the image.

“In review, one trend is clear. There is a significant number of homeowners within affluent demographic who are more than ready to change their lifestyles; move away from the metropolis and urban living to embrace what has been traditionally designated as second home communities to enjoy a more ‘country-style’ of living.”



NORTH AMERICAN LUXURY REVIEW

The Changing Trends of Second Home Markets

This month we are taking a deep dive into 5 second home markets to review the implications of what is being described as a significant change of demand by luxury homeowners.

Moving from the Northeast to Hawaii, we explore how luxury buyers are seeking havens and whether these locations will become more than just their second home locations.

THE HAMPTONS, NY

The Hamptons were probably one of the first second home markets to see an immediate market impact from the COVID-19 pandemic. This world-renowned destination has always been a firm favorite of the affluent that traditionally sees an influx from New York during its summer months. However, with New York becoming an epicenter in early April, many of its affluent made an early escape to this recreational paradise.

“The Hamptons had already seen a healthy uptick in real estate sales towards the end of 2019, early 2020, but when COVID-19 hit, all our businesses shut down,” explained Michael Daly of Douglas Elliman Real Estate. “However, the demand for rental properties became extraordinary as people fled the City.”

Rentals remained in high demand throughout April and May, while pre-COVID-19 deals stalled until realtors, appraisers, banks, and attorneys sorted out their processes. As Daly reveals, even though the sales numbers for the 2nd quarter are distorted due to these postponed closures, the increase in sales has continued to grow exponentially over the last few months.

“Between May and July, the number of sales has been up over 50% compared to last year, currently we have over 800 pending sales, with the majority of these buyers coming from the New York Metro area,” shared Daly. “The average list price to sales price has risen from 90/91% to 95/95%, so I expect 3rd quarter figures to show an even greater impact.”

Not only has luxury real estate been in high demand but service companies, such as pool, propane, boating, gardening and even upholstery, whose seasons usually start in June, have had to begin as early as April 2020.

“The Hamptons has slowly become a 6 month destination – May – November, but I foresee that changing to at least a 9 month season now, as we have seen an increase in demand for placement in our schools and even NY schools moving their campuses out here,” stated Daly.

THE PALM BEACHES, FL

“Compared to 2019, we have seen a record number of sales in The Palm Beaches since the start of COVID-19,” says Liz Armstrong, Director of Luxury Sales for The Keyes Family of Companies. “The inventory for luxury properties between \$1-3 million is at an all-time low and across all luxury sectors inventory is at least 50% below normal levels.”



Armstrong explains that buyers have been content to take less expensive properties sight-unseen; happy to secure a refuge that offers plenty of space both inside and more importantly outside, and then figure out the changes required at a later date.

“Despite news articles warning of the rising numbers of COVID-19 cases in Florida, we are still seeing high demand for real estate, but interestingly it’s the questions that have really changed,” shared Armstrong. “Now, how much outdoor space, whether there is a pool, easy access to the beach, and accessibility to exercise outside, have become more important than features of the home itself!”

Armstrong clarifies that their buyers, who are mainly from the Northeast, are anticipating that if they are going to be locked down, that moving to The Palm Beaches will still enable them to get out and enjoy the Florida weather and lifestyle.

The pre-COVID-19 high inventory levels have afforded these buyers to easily move into this second home destination, even into the high-end Palm Beach Island market where \$50+ million homes are the norm, but what has significantly changed is the method to provide all real estate services virtually.

“The Keyes Family of Companies is now fully invested in helping our agents go completely virtual in their methods for selling homes,” said Armstrong. “From taking a new listing all the way through to closing, including the implementation of a unique marketing strategy to connect with potential high net worth buyers looking to move to The Palm Beaches.”

COEUR D’ALENE, ID

Probably the least recognized of our 5 chosen second home markets, but one that showcases communities that offer space and lifestyle, yet are within an easy drive to major metropolises, are seeing an upsurge in demand.

“Until recently, Coeur d’Alene saw a gradual growth in recognition and popularity, but since COVID-19 started we have seen an exponential rise in the demand for properties in and around the town and the numerous surrounding lakes,” stated Mark Montgomery of John L Scott Real Estate.

This community has two resort destination golf courses that cater to the affluent, as well as an abundance of waterfront and estate properties, which are still comparably affordable against similar luxury home properties



in Seattle, Portland, and throughout California. However, things have changed considerably in the last few months.

“Coeur d’Alene has become incredibly popular as buyers from Washington, Oregon, and California are moving here to get away from the restrictions of COVID-19, not to mention the traffic and increasing taxes,” stated Montgomery. “I think COVID-19 was just the catalyst that pushed them into making the decision faster.”

Inventory levels have dropped to an all-time low and there is very little development to meet this increased demand, so homes are being sold virtually as waiting to come up and visit prior to making an offering is more often than not, not an option.

“We have been in a seller’s market since 2016, but now the majority of the inventory remaining tends to be properties that need some level of renovation,” explained Montgomery. “Prices have increased, especially for homes that are move-in ready, with great finishes yet offer a blank canvass.”

From retirees to young professionals, especially those earning over six figures, are now more than prepared to move here as health care services are now available locally (previously they had to drive to Spokane) and there are two of the best Charter schools in all of Idaho located here.

LAKE TAHOE, CA

“These are unprecedented times,” stated Trinkie Watson of Chase International. “I’ve been working in real estate for over 40 years and never seen such a large surge of demand for property in Lake Tahoe.”

This popular ski resort destination will fast transition into a year-round community suspects Watson, especially while the COVID-19 pandemic remains a prominent influence in decision processes. Due to the accessibility of a local airport for private planes and relative driveability to the major cities of Northern California, the affluent still have the flexibility to travel easily.

“Although homes are selling almost as soon as they are listed, it is actually more important than ever that we provide a comprehensive online showcase of the home; including a plethora of photos, 3D visuals and video walk-throughs, in order to ensure that the home is marketed to its full extent,” explained Watson. “This allows buyers to still make an informed decision before making an offer and coming here to view the property prior to final purchase.”

Watson clarified that although buyers are purchasing online, it is still rare for anyone buying a luxury property not to visit it prior to





finalizing the transaction. Likewise, it's equally important for her to ensure that purchasers have proof of funds before accepting any offers on a property.

"Properties that have proved to be the most popular are located on at least 1/4 acre lots, offering plenty of space and although move-in ready is obviously more desirable, new homeowners are now ready to do renovations," stated Watson. "An older home on large lot or a smaller property that requires a quick update, or condos as long as they have their own front door, are also proving popular especially if they are close to services."

HAWAII, HI

In contrast to our other 4 second home destinations, Hawaii has seen both longer and tighter restrictions and the islands currently remain under trans-Pacific travel lockdown.

"After the initial COVID-19 pause, the Hawaiian market is, as of mid-August, rebounding surprisingly well, which was unexpected as our 2nd quarter saw a significant pause in real estate transactions," shared Anton Steenman, President & CEO of Elite Pacific Properties. "Luxury consumer confidence in our market is as strong as ever and when compared to 2019's statistics are on-par for the same period."

The lockdown has been a blessing and a curse, insomuch that it has kept the number of cases in Hawaii down significantly, which makes it an attractive safe haven but, of course, has also made it harder for potential buyers to view properties. However, due to their remote location, Hawaii is no stranger to using technology and digital techniques to showcase homes for sale and working with buyers from all over the world.

"The most common new consideration for affluent buyers looking to move to Hawaii is whether their family will have what they need to shelter and work from home," explained Steenman. "Once they realize what the Hawaiian lifestyle and its array of amenities affords them, they are definitely ready to leave their urban settings behind."

Steenman also clarifies that they are seeing a broad spectrum of requirements from affluent buyers, but concurs that homes that are move-in ready, with space both inside and outside for enjoying personal preferences such as yoga studios, family entertainment areas, swimming pools and large yards, as well as dedicated home offices, are some of the top requirements.

Hawaii's relaxing of travel restrictions is currently set for September 1st 2020, but increased COVID counts, specifically on O'ahu could stall those plans. Nonetheless, buyer activity remains strong, if the number of enquiries and pent-up demand are any indicators.

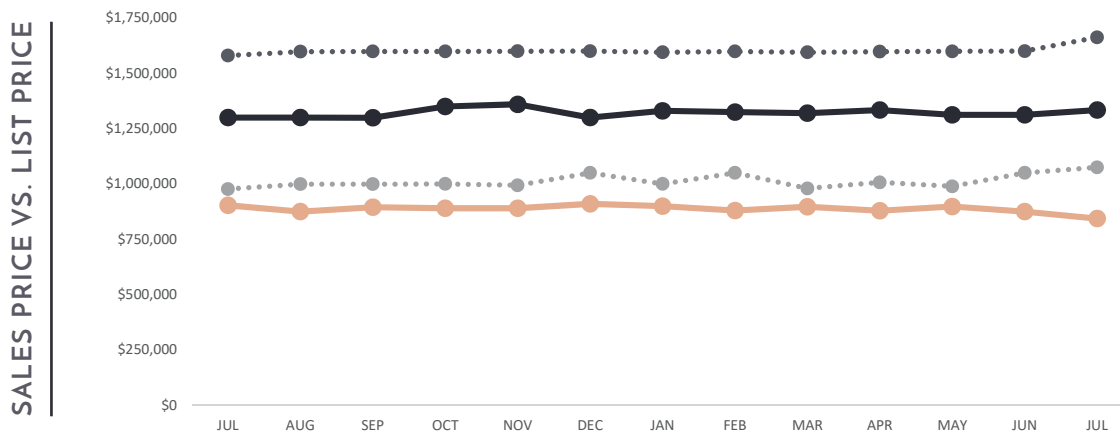
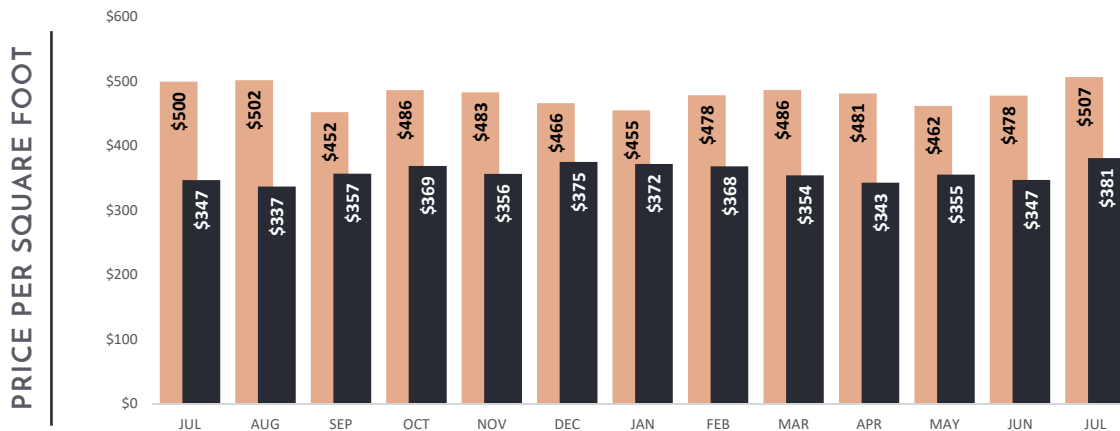
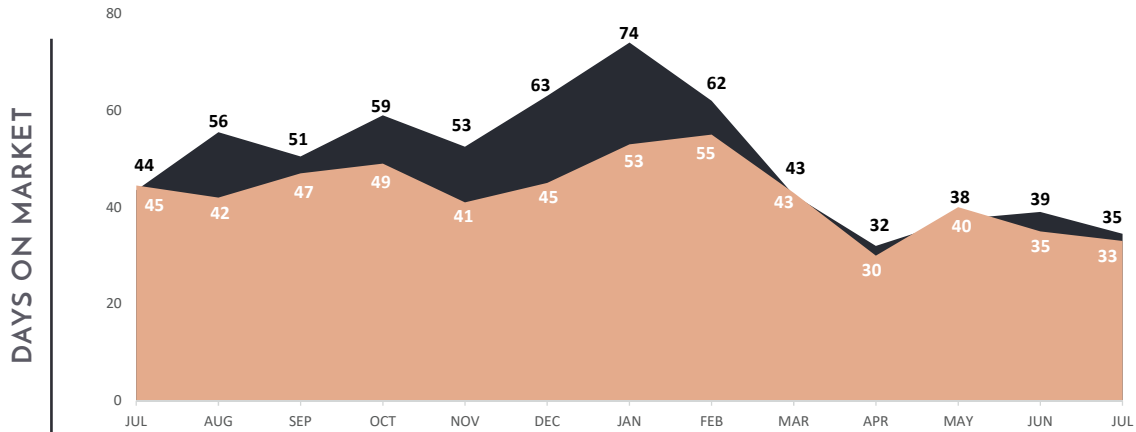
In review, one trend is clear. There is a significant number of homeowners within affluent demographic who are more than ready to change their lifestyles; move away from the metropolis and urban living to embrace what has been traditionally designated as second home communities to enjoy a more "country-style" of living.

- 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.



Discrepancies in previous month statistics between the July 2020 and August 2020 reports are due to the addition of Lake Tahoe, CA, Lee County, FL, DuPage County, IL, Lake County, IL, San Antonio, TX, and a reconfiguration of Summit County, CO.

- LUXURY MONTHLY MARKET REVIEW -

A Review of Key Market Differences Month Over Month

June 2020 | July 2020

SINGLE-FAMILY HOMES

	June	July		June	July
Median List Price	\$1,600,000	\$1,662,500	Total Inventory	47,191	45,543
Median Sale Price	\$1,312,000	\$1,334,500	New Listings	14,626	14,178
Median SP/LP Ratio	96.93%	97.52%	Total Sold	10,566	14,230
Total Sales Ratio	22.39%	31.25%	Median Days on Market	39	35
Median Price per Sq. Ft.	\$347	\$381	Average Home Size	3,661	3,559

Median prices represent properties priced above respective city benchmark prices.



SINGLE-FAMILY HOMES MARKET SUMMARY | JULY 2020

- Official Market Type: **Seller's Market** with a **31.25% Sales Ratio**.¹
- Homes are selling for an average of **97.52% of list price**.
- The median luxury threshold² price is **\$940,000**, and the median luxury home sales price is **\$1,334,500**.
- Markets with the Highest Median Sales Price: **LA Beach Cities** (\$3,714,219), **San Francisco** (\$3,382,500), **Vail** (\$3,347,500), and **Vancouver** (\$3,225,000).
- Markets with the Highest Sales Ratio: **East Bay** (121%), **Sacramento** (105%), **Seattle** (89%) and **Placer County** (86%).

¹Sales 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. ²The luxury threshold price is set by The Institute for Luxury Home Marketing.

- LUXURY MONTHLY MARKET REVIEW -

A Review of Key Market Differences Month Over Month

June 2020 | July 2020

ATTACHED HOMES

	June	July		June	July
Median List Price	\$1,050,000	\$1,075,000	Total Inventory	18,377	19,271
Median Sale Price	\$875,000	\$843,513	New Listings	5,831	6,135
Median SP/LP Ratio	98.50%	98.18%	Total Sold	2,625	3,562
Total Sales Ratio	14.28%	18.48%	Median Days on Market	35	33
Median Price per Sq. Ft.	\$478	\$507	Average Home Size	2,115	1,980

Median prices represent properties priced above respective city benchmark prices.



ATTACHED HOMES MARKET SUMMARY | JULY 2020

- Official Market Type: **Balanced Market** with an **18.48% Sales Ratio**.¹
- Attached homes are selling for an average of **98.18% of list price**.
- The median luxury threshold² price is **\$700,000**, and the median attached luxury sale price is **\$843,513**.
- Markets with the Highest Median Sales Price: **Vail** (\$2,765,000), **San Francisco** (\$2,246,500), **Maui** (\$2,120,000), and **Island of Hawaii** (\$2,099,500).
- Markets with the Highest Sales Ratio: **GTA-Durham** (137%), **Ventura County** (91%), **East Bay** (83%), and **Fairfax County** (80%).

¹Sales 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. ²The 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	\$1,120,000	\$965,000	753	54	13	31	Buyer's
AZ	Paradise Valley	\$3,300,000	\$2,443,000	180	34	33	92	Balanced
AZ	Phoenix	\$795,000	\$624,900	457	201	379	47	Seller's
AZ	Scottsdale	\$1,899,000	\$1,359,000	584	121	177	82	Seller's
AZ	Tucson	\$775,000	\$650,000	505	116	184	38	Seller's
BC	Okanagan Valley	\$1,679,000	\$1,388,000	535	151	83	73	Balanced
BC	Vancouver	\$4,196,500	\$3,225,000	926	293	84	19	Buyer's
BC	Victoria	\$1,796,000	\$1,475,000	450	157	25	23	Buyer's
CA	Central Coast	\$3,150,000	\$2,350,000	246	71	83	26	Seller's
CA	East Bay	\$2,477,000	\$1,865,000	268	127	325	11	Seller's
CA	Lake Tahoe	\$2,977,500	\$2,277,500	194	76	126	62	Seller's
CA	Los Angeles Beach Cities	\$4,995,000	\$3,714,219	469	153	94	43	Balanced
CA	Los Angeles City	\$4,337,500	\$2,915,000	1,028	338	161	38	Balanced
CA	Los Angeles The Valley	\$2,200,000	\$1,806,000	538	238	212	19	Seller's
CA	Marin County	\$3,950,000	\$3,150,000	121	29	73	23	Seller's
CA	Napa County	\$3,250,000	\$1,812,500	164	32	30	92	Balanced
CA	Orange County	\$2,689,500	\$1,956,250	1,212	384	360	36	Seller's
CA	Palm Springs/Palm Desert	\$1,795,000	\$1,470,000	337	64	83	78	Seller's
CA	Placer County	\$999,000	\$937,500	166	62	142	29	Seller's
CA	Sacramento	\$822,200	\$715,440	546	241	574	16	Seller's
CA	San Diego	\$2,399,000	\$1,599,450	899	348	416	24	Seller's
CA	San Francisco	\$3,987,500	\$3,382,500	142	33	48	12	Seller's
CA	San Luis Obispo County	\$1,650,000	\$1,195,000	167	46	5	N/A	Buyer's
CA	Santa Barbara	\$3,950,000	\$3,100,000	251	67	57	49	Seller'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
CA	Silicon Valley	\$3,996,000	\$3,190,000	280	135	196	11	Seller's
CA	Ventura County	\$2,160,000	\$1,502,000	289	104	107	52	Seller's
CO	Boulder	\$1,972,500	\$1,425,000	232	82	89	53	Seller's
CO	Colorado Springs	\$799,000	\$689,250	381	126	218	15	Seller's
CO	Denver	\$1,014,500	\$846,500	1,152	468	824	14	Seller's
CO	Douglas County	\$1,292,500	\$1,025,000	272	72	122	28	Seller's
CO	Durango	\$1,350,000	\$1,166,250	115	19	8	143	Buyer's
CO	Summit County	\$2,147,500	\$1,592,000	46	16	7	53	Balanced
CO	Vail	\$5,945,000	\$3,347,500	94	17	9	234	Buyer's
CT	Central Connecticut	\$649,950	\$615,000	432	110	115	30	Seller's
CT	Coastal Connecticut	\$1,900,000	\$1,450,000	1,248	323	300	58	Seller's
DC	Washington D.C.	\$3,200,000	\$2,900,000	69	23	21	13	Seller's
FL	Boca Raton/Delray Beach	\$2,462,500	\$1,850,000	472	93	76	85	Balanced
FL	Coastal Pinellas	\$1,850,000	\$1,287,500	51	12	22	55	Seller's
FL	Greater Fort Lauderdale	\$1,395,000	\$875,000	1,300	290	202	67	Balanced
FL	Jacksonville Beaches	\$1,299,000	\$1,150,000	263	60	75	72	Seller's
FL	Lee County	\$1,662,500	\$1,400,000	474	65	41	138	Buyer's
FL	Miami	\$1,490,000	\$950,000	1,137	224	127	133	Buyer's
FL	Naples	\$2,399,000	\$1,867,500	565	73	96	94	Balanced
FL	Orlando	\$1,600,000	\$1,376,500	436	77	64	73	Buyer's
FL	Palm Beach Towns	\$3,547,500	\$2,533,750	294	55	66	123	Seller's
FL	Sarasota & Beaches	\$1,770,000	\$1,302,000	311	53	78	86	Seller's
FL	Tampa	\$839,900	\$680,000	609	158	269	33	Seller's
GA	Atlanta	\$1,200,000	\$996,250	1,128	349	300	31	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
HI	Island of Hawaii	\$2,629,500	\$1,650,000	138	26	21	90	Balanced
HI	Kauai	\$2,595,000	\$1,367,500	97	18	10	30	Buyer's
HI	Maui	\$3,095,000	\$1,825,000	173	24	9	140	Buyer's
HI	Oahu	\$3,200,000	\$3,000,000	234	44	21	66	Buyer's
ID	Northern Idaho	\$899,900	\$690,000	292	110	140	62	Seller's
IL	Chicago	\$1,295,000	\$1,051,250	1,625	638	394	65	Seller's
IL	DuPage County	\$1,079,000	\$872,500	595	184	120	92	Balanced
IL	Lake County	\$999,900	\$850,000	564	160	103	87	Balanced
IL	Will County	\$692,450	\$577,000	304	109	94	32	Seller's
IN	Hamilton County	\$827,450	\$700,000	182	61	138	14	Seller's
MA	Greater Boston	\$3,425,000	\$2,550,000	158	54	33	31	Balanced
MD	Anne Arundel County	\$1,095,000	\$932,500	270	71	115	19	Seller's
MD	Montgomery County	\$1,850,000	\$1,430,000	259	78	109	14	Seller's
MD	Talbot County	\$1,995,000	\$1,492,500	69	9	24	62	Seller's
MD	Worcester County	\$1,137,500	\$692,500	48	14	11	109	Seller's
MI	Oakland County	\$772,450	\$635,000	944	354	298	22	Seller's
MO	St. Louis	\$729,900	\$640,000	174	51	99	40	Seller's
NC	Charlotte	\$994,900	\$800,000	757	247	363	20	Seller's
NC	Raleigh-Durham	\$739,945	\$654,000	844	240	371	4	Seller's
NJ	Ocean County	\$889,000	\$800,000	401	135	123	77	Seller's
NV	Las Vegas	\$759,000	\$629,744	1,505	496	465	29	Seller's
NV	Reno	\$1,370,000	\$1,257,000	101	23	39	73	Seller's
NY	Brooklyn	\$1,600,000	\$1,334,500	315	86	10	94	Buyer's
NY	Nassau County	\$1,699,000	\$1,407,500	1,046	307	104	80	Buyer's

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SINGLE-FAMILY HOMES

State	Market Name	Median List Price	Median Sold Price	Inventory	New Listings	Sold	Days on Market	Market Status
NY	Staten Island	\$1,199,000	\$1,100,000	201	62	9	89	Buyer's
NY	Suffolk County	\$1,590,000	\$999,000	1,283	340	129	109	Buyer's
ON	GTA – Durham	\$1,499,999	\$1,265,000	245	158	97	20	Seller's
ON	GTA – York	\$2,318,000	\$1,820,500	715	415	187	20	Seller's
ON	Oakville	\$2,499,000	\$2,525,000	283	144	21	21	Buyer's
ON	Toronto	\$3,498,000	\$3,218,000	455	276	127	20	Seller's
TN	Knox County	\$797,000	\$723,000	156	39	83	18	Seller's
TN	Nashville	\$1,399,000	\$925,000	252	100	113	11	Seller's
TX	Austin	\$1,200,000	\$867,500	604	249	378	12	Seller's
TX	Collin County	\$742,100	\$660,250	584	205	330	29	Seller's
TX	Dallas	\$1,039,000	\$875,000	735	230	246	25	Seller's
TX	Fort Worth	\$890,000	\$771,150	697	211	297	30	Seller's
TX	Houston	\$837,000	\$712,000	2,264	732	471	28	Balanced
TX	San Antonio	\$819,000	\$710,000	465	112	94	57	Balanced
TX	The Woodlands & Spring	\$875,000	\$640,000	435	137	141	22	Seller's
UT	Park City	\$3,600,000	\$2,626,250	206	43	58	58	Seller's
UT	Salt Lake City	\$1,249,500	\$993,525	236	76	100	50	Seller's
VA	Arlington & Alexandria	\$1,842,500	\$1,784,000	110	37	39	12	Seller's
VA	Fairfax County	\$1,799,800	\$1,372,500	475	149	156	20	Seller's
VA	McLean & Vienna	\$2,225,000	\$1,605,000	222	53	49	32	Seller's
VA	Richmond	\$863,000	\$750,000	239	63	84	26	Seller's
WA	Greater Seattle	\$1,989,000	\$1,550,000	588	259	422	8	Seller's
WA	Seattle	\$1,748,000	\$1,420,000	210	109	186	7	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
AB	Calgary	\$832,450	\$725,000	268	25	3	17	Buyer's
AZ	Paradise Valley	–	–	–	–	–	–	–
AZ	Phoenix	–	–	–	–	–	–	–
AZ	Scottsdale	\$702,250	\$630,000	238	60	54	73	Seller's
AZ	Tucson	–	–	–	–	–	–	–
BC	Okanagan Valley	–	–	–	–	–	–	–
BC	Vancouver	\$1,849,000	\$1,814,000	889	332	71	20	Buyer's
BC	Victoria	\$809,000	\$760,000	329	101	29	35	Buyer's
CA	Central Coast	\$1,175,000	\$972,000	31	8	14	14	Seller's
CA	East Bay	\$998,475	\$949,000	94	52	78	11	Seller's
CA	Lake Tahoe	\$1,484,000	\$1,464,650	50	15	26	101	Seller's
CA	Los Angeles Beach Cities	\$1,749,000	\$1,449,500	281	115	68	15	Seller's
CA	Los Angeles City	\$1,495,000	\$1,223,000	478	183	58	25	Buyer's
CA	Los Angeles The Valley	\$740,000	\$685,000	133	70	106	21	Seller's
CA	Marin County	\$1,475,000	\$1,015,000	13	3	10	22	Seller's
CA	Napa County	–	–	–	–	–	–	–
CA	Orange County	\$1,098,000	\$886,500	413	187	140	24	Seller's
CA	Palm Springs/Palm Desert	–	–	–	–	–	–	–
CA	Placer County	–	–	–	–	–	–	–
CA	Sacramento	–	–	–	–	–	–	–
CA	San Diego	\$1,144,000	\$829,574	548	262	226	32	Seller's
CA	San Francisco	\$2,799,000	\$2,246,500	202	54	40	28	Balanced
CA	San Luis Obispo County	–	–	–	–	–	–	–
CA	Santa Barbara	\$1,874,500	\$1,500,000	42	11	9	34	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
CA	Silicon Valley	\$1,487,900	\$1,405,000	145	92	94	11	Seller's
CA	Ventura County	\$764,000	\$729,000	47	24	43	46	Seller's
CO	Boulder	\$862,450	\$798,000	90	32	16	48	Balanced
CO	Colorado Springs	–	–	–	–	–	–	–
CO	Denver	\$725,000	\$616,250	672	278	314	16	Seller's
CO	Douglas County	\$524,499	\$550,000	26	10	17	23	Seller's
CO	Durango	\$775,000	\$698,500	26	5	6	148	Seller's
CO	Summit County	\$1,075,000	\$980,000	10	2	3	4	Seller's
CO	Vail	\$3,425,000	\$2,765,000	100	22	6	174	Buyer's
CT	Central Connecticut	–	–	–	–	–	–	–
CT	Coastal Connecticut	\$775,000	\$677,000	251	83	48	79	Balanced
DC	Washington D.C.	\$1,895,000	\$1,495,000	225	97	65	8	Seller's
FL	Boca Raton/Delray Beach	\$1,125,000	\$695,000	449	94	41	103	Buyer's
FL	Coastal Pinellas	\$1,200,000	\$770,000	121	25	36	94	Seller's
FL	Greater Fort Lauderdale	\$875,000	\$839,000	1,251	198	73	120	Buyer's
FL	Jacksonville Beaches	\$1,175,000	\$845,000	29	13	12	127	Seller's
FL	Lee County	\$829,500	\$772,500	322	48	32	66	Buyer's
FL	Miami	\$1,049,000	\$842,025	2,797	330	66	212	Buyer's
FL	Naples	\$2,050,000	\$1,875,000	243	39	27	106	Buyer's
FL	Orlando	\$649,500	\$605,613	70	21	10	18	Buyer's
FL	Palm Beach Towns	\$1,562,500	\$1,345,000	394	59	33	73	Buyer's
FL	Sarasota & Beaches	\$1,349,000	\$1,328,750	231	41	26	63	Buyer's
FL	Tampa	\$770,000	\$707,500	137	43	34	4	Seller's
GA	Atlanta	\$684,900	\$566,250	621	204	96	31	Balanced

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HI	Island of Hawaii	\$1,775,000	\$2,099,500	87	14	8	143	Buyer's
HI	Kauai	\$1,395,000	\$992,500	80	15	6	57	Buyer's
HI	Maui	\$1,747,000	\$2,120,000	136	33	15	205	Buyer's
HI	Oahu	\$1,296,000	\$1,045,000	420	70	22	48	Buyer's
ID	Northern Idaho	-	-	-	-	-	-	-
IL	Chicago	\$1,139,000	\$908,000	1,192	445	127	73	Buyer's
IL	DuPage County	\$755,000	\$670,000	49	14	17	206	Seller's
IL	Lake County	-	-	-	-	-	-	-
IL	Will County	-	-	-	-	-	-	-
IN	Hamilton County	-	-	-	-	-	-	-
MA	Greater Boston	\$2,359,000	\$1,888,750	359	122	56	35	Balanced
MD	Anne Arundel County	\$748,888	\$566,000	45	12	24	11	Seller's
MD	Montgomery County	\$810,000	\$662,500	177	74	60	10	Seller's
MD	Talbot County	-	-	-	-	-	-	-
MD	Worcester County	\$683,700	\$647,500	64	10	26	80	Seller's
MI	Oakland County	\$798,000	\$630,000	65	22	13	13	Balanced
MO	St. Louis	-	-	-	-	-	-	-
NC	Charlotte	\$747,400	\$637,000	198	58	39	21	Balanced
NC	Raleigh-Durham	-	-	-	-	-	-	-
NJ	Ocean County	\$709,000	\$800,000	44	13	5	122	Buyer's
NV	Las Vegas	-	-	-	-	-	-	-
NV	Reno	-	-	-	-	-	-	-
NY	Brooklyn	\$1,270,000	\$1,010,500	655	189	42	83	Buyer's
NY	Nassau County	\$1,450,000	\$1,584,500	146	42	10	129	Buyer's

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NY	Staten Island	-	-	-	-	-	-	-
NY	Suffolk County	\$735,000	\$650,000	189	58	21	109	Buyer's
ON	GTA - Durham	\$815,990	\$725,000	27	25	37	7	Seller's
ON	GTA - York	\$859,900	\$850,000	373	346	212	12	Seller's
ON	Oakville	\$1,524,000	\$1,128,000	36	16	6	9	Balanced
ON	Toronto	\$1,255,900	\$1,145,000	859	675	298	10	Seller's
TN	Knox County	-	-	-	-	-	-	-
TN	Nashville	\$907,500	\$657,500	112	42	22	19	Balanced
TX	Austin	\$865,000	\$670,000	283	102	50	30	Balanced
TX	Collin County	-	-	-	-	-	-	-
TX	Dallas	\$775,000	\$635,900	263	83	29	55	Buyer's
TX	Fort Worth	-	-	-	-	-	-	-
TX	Houston	\$649,900	\$595,000	201	64	33	49	Balanced
TX	San Antonio	\$650,000	\$590,000	61	11	5	67	Buyer's
TX	The Woodlands & Spring	-	-	-	-	-	-	-
UT	Park City	\$2,250,000	\$1,529,000	117	22	17	138	Buyer's
UT	Salt Lake City	\$729,000	N/A	89	26	0	N/A	Buyer's
VA	Arlington & Alexandria	\$1,199,000	\$1,070,000	103	55	63	10	Seller's
VA	Fairfax County	\$764,950	\$671,000	170	84	136	6	Seller's
VA	McLean & Vienna	\$1,255,000	\$884,500	35	13	7	12	Balanced
VA	Richmond	-	-	-	-	-	-	-
WA	Greater Seattle	\$1,199,975	\$1,029,000	244	98	89	12	Seller's
WA	Seattle	\$1,489,998	\$1,170,000	126	44	37	12	Seller's

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