

INSTITUTE *for*
LUXURY HOME
MARKETING®

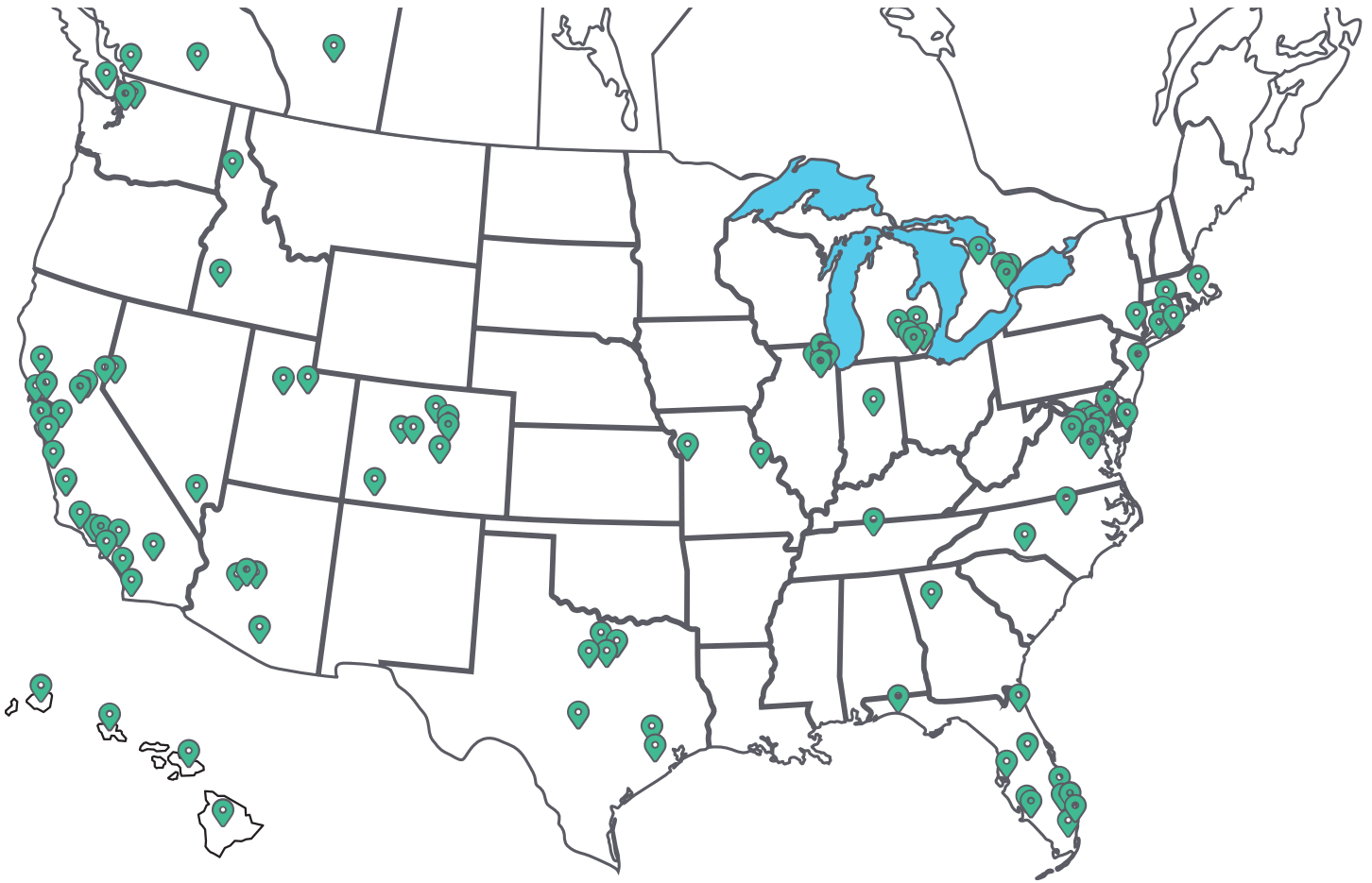
Home of the CLHMS™



LUXURY MARKET REPORT MAY 2021

www.LuxuryHomeMarketing.com

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 modern living room with a stone fireplace, a wooden coffee table, and a balcony above. The room features light-colored wood flooring, a large white rug, and a grey sofa. A balcony with a dark metal railing is visible on the upper level. The fireplace has a stone surround and a glass front showing a fire. A wooden coffee table holds a vase of flowers and some books. The overall aesthetic is clean and contemporary.

“It’s important to remember that this growth has for the most part been driven without any help from foreign buyers or investors – so when international travel and immigration resumes, this could well create a second boom in the North American property market. In particular, communities that have handled the pandemic well will very likely be targeted for their future investment potential, both as a safe haven but also in the expectation of further price increases. ”



NORTH AMERICAN LUXURY REVIEW

A Tale of Three Very Different Spring Markets for Luxury Real Estate

This time last year, just over one month after the official announcement of a Covid-19 pandemic in North America, and the luxury real estate market found itself at a standstill. Worries of a crash similar to 2008 were at the forefront of every conversation.

One year on and, while many businesses and industries have suffered as a result of the pandemic and despite the many changes to the way we live, work, and socialize, the luxury real estate market has flourished in ways that were unimageable back in April 2020.

Not only did it flourish, but expectations are that the luxury market will continue to grow in 2021, as affluent buyers still look for ways to upgrade or relocate their primary residence, searching for less dense communities, larger properties, more amenities, and access to outdoor space.

Inventory levels in many luxury markets did not reach their typical levels in the spring of 2020 due to the standstill, but while the number of properties listed has increased comparatively this spring, statistical analysis shows that many are 30-50% below their 10-year averages.

Overall, based on the data collected from over 100 luxury markets in North America, the comparative numbers for single-family homes over the last three years confirms this dramatic decrease in inventory. Comparing April 2021 against the same period in 2020 and 2019 there is a decrease of 39.65% and 37.93% respectively.

Looking at 3 very different local luxury markets, we start with Miami, Florida. This market typically reports a high level of luxury inventory – as listings are rarely removed from the market until they

sell. Miami's comparative April 2021 numbers for single-family homes show a staggering 47.90% drop in properties listed for sale compared to April 2020, and a 53.15% drop compared to 2019!

Moving west, East Bay, California, another market that reported a high turnover of luxury properties, shows similar numbers. April 2021's inventory for single-family homes decreased by 34% compared to April 2020 and 56% against 2019!

In Canada, Vancouver, similar to many luxury markets across North America, began to show a strong uptick in demand and sales the last months of 2020 and first quarter of 2021. These results created seller confidence and March saw a significant increase in properties entering the market, but by early April 2020 this market too had come to standstill.

Look deeper into Vancouver's real estate statistics for April 2021 and their luxury market is once again booming. While April's inventory for single-family homes stayed on par with listings, due to the aforementioned upsurge in March 2020, it saw a 32% decrease against April 2019's numbers.

Turning to the number of sales during April 2021, and the growth of the luxury real estate market in North America is further endorsed as statistics show a 69% increase in sales compared to April 2020, but even more dramatic is the significant 86% increase against April 2019.

Drilling down again into these three unique markets; Miami sales for single-family homes show an unprecedented rise, a 526.32% increase against April 2020 and 352% increase against April 2019. Miami is traditionally a very international real estate market, but unexpectedly in the last 12 months the uptake has been from national buyers — particularly buyers from the Northeast and California, who have been the largest driving forces behind this demand.

In East Bay, the statistics reflect the relocation from the higher priced San Francisco to this secondary market — this occurred mainly due to local employers allowing employees to work from



home — offering both opportunity and an enticement to those looking to lower their cost of living. Single-family homes sales in April 2021 rose a staggering 379% against April 2020 and also impressive 67% against 2019.

In Vancouver, the numbers show how significantly the pandemic bought the market to a standstill, as April 2020 sales were 60% less than the sales reported in April 2019. Whereas April 2021 reported a 52% increase against April 2019. Also, for the first time in many years, homes valued upwards of \$15 million (US) are selling again, and interestingly much of Vancouver's luxury real estate growth was also due to domestic buyers, rather than international investors.

These substantial changes to inventory levels and number of sales consolidate the growth of the luxury real estate market, and many ask if this growth is sustainable. While numbers may increase and decrease over the next coming months, many experts believe that the overall trend for a strong market will continue well into 2021.

Low interest rates coupled with profits in the stock market as well as people having amassed large amounts of personal savings during the last year, means that there is a lot of money still available to invest in real estate.

It's important to remember that this growth has for the most part been driven without any help from foreign buyers or investors – so when international travel and immigration resumes, this could well create a second boom in the North American property market. In particular, communities that have handled the pandemic well will very likely be targeted for their future investment potential, both as a safe haven but also in the expectation of further price increases.

There are also millennials (aged 25-39 in 2021), who now are commanding a larger representation in the luxury real estate market. Many are using the opportunity of snagging a low-interest mortgage. A new generation of affluent, who have benefitted from being in a COVID growth industry such as



high tech, gaming, or pharmaceutical, has also arisen. While others have seen their stock portfolio grow. Finally, let's not forget that baby boomers have already started to transfer a portion of their wealth, estimated \$68 trillion, to this generation.

These younger affluent are often bypassing the traditional first home of a city condo, and instead purchasing single-family homes, especially if they have children and are able to work from home, which is also putting a further upward pressure on this segment of the market.

Equally, baby boomers have affected home purchases as many have switched gears due to pandemic-related health concerns of living in densely populated areas. Previous trends had seen this demographic, typically empty nesters (aged 50 - 70), moving back into urban luxury condominiums to enjoy a lifestyle full of city amenities. Many have elected to skip this transitional stage, instead buying their ultimate retirement property now, purchasing in secondary or resort communities.

Typically, the answer to high demand is to build new homes that meet the current requirements, and for the most part it seems that home builders and new developers are rising to the challenge. Existing new developments are also reacting to this demand and early signs are that plans are being re-developed and adjusted to match the demand for more outdoor areas, private space, as well as amenities such as air-filtration and touchless technology.

Finally, looking forward to 2021 it is expected that local governments will be looking to issue more building permits to meet the luxury residential demand in their markets.

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. For homeowners looking to sell their luxury home in today's market, we recommend working with a Realtor who can capitalize on the preferences of current investors.

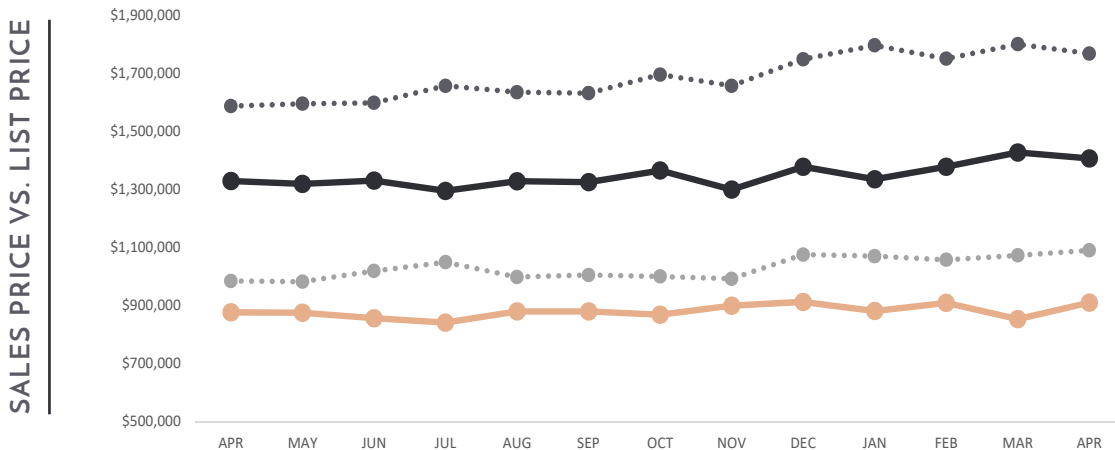
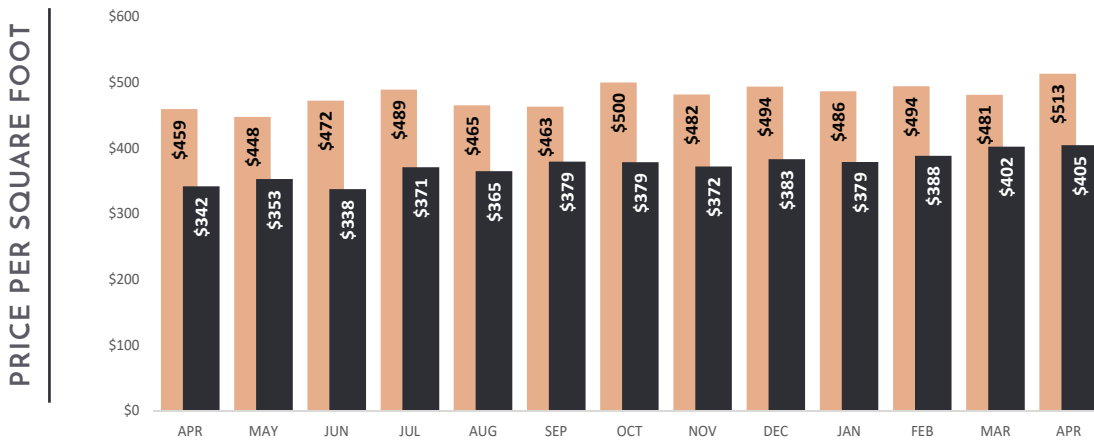
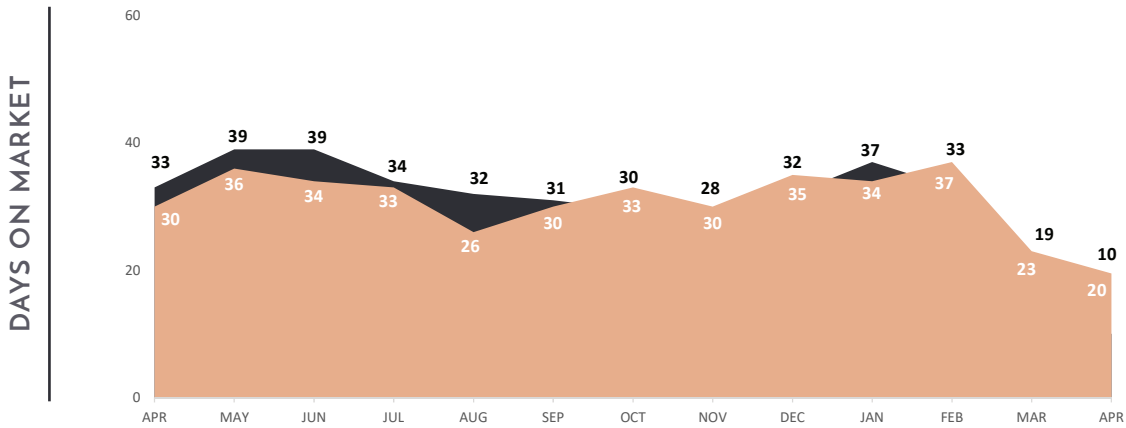


- 13-MONTH MARKET TRENDS -

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 May 2021 and April 2021 reports are due to the addition of Sonoma County, CA.

- LUXURY MONTHLY MARKET REVIEW -

A Review of Key Market Differences Year over Year

April 2020 | April 2021

SINGLE-FAMILY HOMES

| | April 2020 | April 2021 | | April 2020 | April 2021 |
|--------------------------|-------------|-------------|-----------------------|------------|------------|
| Median List Price | \$1,586,500 | \$1,767,500 | Total Inventory | 46,413 | 26,640 |
| Median Sale Price | \$1,328,750 | \$1,406,250 | New Listings | 8,678 | 12,356 |
| Median SP/LP Ratio | 96.97% | 100.00% | Total Sold | 6,134 | 19,687 |
| Total Sales Ratio | 13.22% | 73.90% | Median Days on Market | 33 | 10 |
| Median Price per Sq. Ft. | \$342 | \$405 | Average Home Size | 3,765 | 3,416 |

Median prices represent properties priced above respective city benchmark prices.



SINGLE-FAMILY HOMES MARKET SUMMARY | APRIL 2021

- Official Market Type: **Seller's Market** with a **73.90% Sales Ratio**.¹
- Homes are selling for an average of **100.00% of list price**.
- The median luxury threshold² price is **\$900,000**, and the median luxury home sales price is **\$1,406,250**.
- Markets with the Highest Median Sales Price: **Los Angeles Beach Cities** (\$4,110,444), **Naples** (\$4,100,000), **Vail** (\$3,900,000), and **Palm Beach Towns** (\$3,897,500).
- Markets with the Highest Sales Ratio: **East Bay** (368%), **GTA-Durham** (257%), **Ada County** (244%) and **Austin** (226%).

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 Year over Year

April 2020 | April 2021

ATTACHED HOMES

| | April 2020 | April 2021 | | April 2020 | April 2021 |
|--------------------------|------------|-------------|-----------------------|------------|------------|
| Median List Price | \$984,500 | \$1,090,000 | Total Inventory | 16,686 | 12,238 |
| Median Sale Price | \$876,875 | \$910,000 | New Listings | 2,753 | 4,526 |
| Median SP/LP Ratio | 98.26% | 100.00% | Total Sold | 1,891 | 6,077 |
| Total Sales Ratio | 11.33% | 49.66% | Median Days on Market | 30 | 20 |
| Median Price per Sq. Ft. | \$459 | \$513 | Average Home Size | 2,027 | 1,932 |

Median prices represent properties priced above respective city benchmark prices.



ATTACHED HOMES MARKET SUMMARY | APRIL 2021

- Official Market Type: **Seller's Market** with a **49.66% Sales Ratio**.¹
- Attached homes are selling for an average of **100.00% of list price**.
- The median luxury threshold² price is **\$700,000**, and the median attached luxury sale price is **\$910,000**.
- Markets with the Highest Median Sales Price: **Vail** (\$3,155,000), **San Francisco** (\$2,375,000), **Park City** (\$2,066,644), and **Greater Boston** (\$2,044,500).
- Markets with the Highest Sales Ratio: **Ada County** (400%), **GTA-Durham** (258%), **East Bay** (245%) and **Ventura County** (215%).

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 | \$1,195,000 | \$999,995 | 543 | 354 | 259 | 21 | Seller's |
| AZ | Paradise Valley | \$4,695,000 | \$3,200,000 | 121 | 42 | 63 | 45 | Seller's |
| AZ | Phoenix | \$1,049,450 | \$791,000 | 246 | 146 | 305 | 26 | Seller's |
| AZ | Scottsdale | \$2,500,000 | \$1,650,000 | 316 | 123 | 262 | 32 | Seller's |
| AZ | Tucson | \$849,000 | \$666,000 | 325 | 119 | 292 | 6 | Seller's |
| BC | Greater Victoria | \$2,400,000 | \$2,034,000 | 89 | 54 | 8 | 19 | Buyer's |
| BC | Okanagan Valley | \$1,787,000 | \$1,400,000 | 348 | 201 | 151 | 21 | Seller's |
| BC | Vancouver | \$4,880,000 | \$3,000,000 | 829 | 415 | 161 | 9 | Balanced |
| CA | Central Coast | \$3,922,500 | \$2,500,000 | 152 | 65 | 99 | 9 | Seller's |
| CA | East Bay | \$2,499,500 | \$1,925,000 | 185 | 167 | 680 | 7 | Seller's |
| CA | Lake Tahoe | \$1,785,000 | \$1,500,000 | 28 | 13 | 28 | 9 | Seller's |
| CA | Los Angeles Beach Cities | \$5,500,000 | \$4,110,444 | 345 | 116 | 120 | 15 | Seller's |
| CA | Los Angeles City | \$5,250,000 | \$3,550,000 | 734 | 252 | 209 | 28 | Seller's |
| CA | Los Angeles The Valley | \$2,999,999 | \$2,325,000 | 291 | 165 | 265 | 14 | Seller's |
| CA | Marin County | \$3,995,000 | \$3,550,000 | 63 | 18 | 14 | 4 | Seller's |
| CA | Napa County | \$3,472,500 | N/A | 88 | 14 | 0 | N/A | Buyer's |
| CA | Orange County | \$3,499,999 | \$2,300,000 | 595 | 208 | 544 | 12 | Seller's |
| CA | Palm Springs/Palm Desert | \$2,795,000 | \$1,557,500 | 153 | 58 | 176 | 34 | Seller's |
| CA | Placer County | \$1,145,000 | \$957,500 | 169 | 53 | 102 | 6 | Seller's |
| CA | Sacramento | \$875,000 | \$801,650 | 427 | 120 | 374 | 6 | Seller's |
| CA | San Diego | \$3,145,000 | \$1,820,000 | 429 | 180 | 587 | 7 | Seller's |
| CA | San Francisco | \$5,100,000 | \$3,510,000 | 104 | 32 | 106 | 10 | Seller's |
| CA | San Luis Obispo County | \$1,950,000 | \$1,330,000 | 120 | 55 | 81 | N/A | Seller's |
| CA | Santa Barbara | \$4,495,000 | \$3,080,000 | 145 | 56 | 88 | 11 | Seller's |
| CA | Silicon Valley | \$5,499,444 | \$3,102,000 | 292 | 168 | 461 | 7 | Seller's |
| CA | Sonoma County | \$2,472,500 | \$1,732,500 | 202 | 58 | 86 | 34 | 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 | Ventura County | \$2,812,000 | \$1,787,500 | 150 | 77 | 156 | 22 | Seller's |
| CO | Boulder | \$2,525,000 | \$1,775,000 | 126 | 56 | 121 | 40 | Seller's |
| CO | Colorado Springs | \$1,249,000 | \$865,000 | 109 | 69 | 109 | 4 | Seller's |
| CO | Denver | \$1,499,900 | \$1,020,000 | 337 | 260 | 638 | 4 | Seller's |
| CO | Douglas County | \$1,745,000 | \$1,115,000 | 90 | 65 | 172 | 5 | Seller's |
| CO | Durango | \$1,799,500 | \$1,212,500 | 64 | 25 | 18 | 74 | Seller's |
| CO | Summit County | \$3,172,500 | \$1,900,000 | 18 | 6 | 16 | 4 | Seller's |
| CO | Vail | \$6,500,000 | \$3,900,000 | 67 | 11 | 15 | 162 | Seller's |
| CT | Central Connecticut | \$678,000 | \$642,500 | 310 | 100 | 136 | 42 | Seller's |
| CT | Coastal Connecticut | \$2,295,000 | \$1,552,000 | 737 | 281 | 264 | 49 | Seller's |
| DC | Washington D.C. | \$3,999,700 | \$2,640,000 | 56 | 23 | 23 | 7 | Seller's |
| FL | Boca Raton/Delray Beach | \$2,950,000 | \$1,900,000 | 220 | 92 | 117 | 21 | Seller's |
| FL | Coastal Pinellas | \$1,594,500 | \$1,458,500 | 18 | 12 | 32 | 14 | Seller's |
| FL | Greater Fort Lauderdale | \$1,700,000 | \$1,057,500 | 665 | 262 | 402 | 24 | Seller's |
| FL | Jacksonville Beaches | \$1,570,000 | \$1,360,000 | 108 | 60 | 87 | 18 | Seller's |
| FL | Lee County | \$1,599,000 | \$1,406,250 | 225 | 92 | 166 | 32 | Seller's |
| FL | Miami | \$1,585,000 | \$1,200,000 | 707 | 241 | 300 | 51 | Seller's |
| FL | Naples | \$5,050,000 | \$4,100,000 | 90 | 33 | 84 | 42 | Seller's |
| FL | Orlando | \$1,667,500 | \$1,462,500 | 234 | 91 | 130 | 38 | Seller's |
| FL | Palm Beach Towns | \$4,500,000 | \$3,897,500 | 112 | 57 | 76 | 29 | Seller's |
| FL | Sarasota & Beaches | \$1,750,000 | \$1,500,000 | 87 | 45 | 109 | 6 | Seller's |
| FL | South Walton | \$2,575,000 | \$2,095,000 | 139 | 68 | 85 | 7 | Seller's |
| FL | Tampa | \$869,000 | \$692,000 | 275 | 127 | 322 | 6 | Seller's |
| FL | Weston | \$1,956,450 | \$945,000 | 36 | 10 | 42 | 15 | Seller's |
| GA | Atlanta | \$1,350,000 | \$1,015,000 | 650 | 292 | 389 | 6 | Seller's |
| HI | Island of Hawaii | \$2,100,000 | \$2,001,500 | 69 | 27 | 42 | 31 | 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 |
|-------|---------------------|-------------------|-------------------|-----------|--------------|------|----------------|---------------|
| HI | Kauai | \$2,650,000 | \$1,862,500 | 85 | 22 | 18 | 18 | Seller's |
| HI | Maui | \$4,300,000 | \$2,460,000 | 119 | 26 | 45 | 75 | Seller's |
| HI | Oahu | \$3,800,000 | \$2,500,000 | 158 | 36 | 43 | 28 | Seller's |
| ID | Ada County | \$839,995 | \$750,000 | 98 | 86 | 239 | 4 | Seller's |
| ID | Northern | \$1,249,500 | \$865,000 | 166 | 89 | 113 | 55 | Seller's |
| IL | Chicago | \$1,549,000 | \$1,200,000 | 757 | 304 | 412 | 24 | Seller's |
| IL | DuPage County | \$1,201,250 | \$922,500 | 338 | 148 | 166 | 25 | Seller's |
| IL | Lake County | \$1,199,436 | \$899,000 | 332 | 124 | 127 | 41 | Seller's |
| IL | Will County | \$789,900 | \$600,000 | 137 | 48 | 88 | 7 | Seller's |
| IN | Hamilton County | \$1,100,000 | \$720,000 | 69 | 33 | 102 | 3 | Seller's |
| MA | Greater Boston | \$3,950,000 | \$2,540,000 | 115 | 55 | 82 | 36 | Seller's |
| MD | Anne Arundel County | \$1,101,450 | \$900,000 | 142 | 61 | 125 | 6 | Seller's |
| MD | Montgomery County | \$2,099,999 | \$1,567,500 | 137 | 74 | 144 | 6 | Seller's |
| MD | Talbot County | \$2,645,000 | \$1,419,000 | 42 | 6 | 15 | 45 | Seller's |
| MD | Worcester County | \$1,350,000 | \$845,000 | 33 | 10 | 13 | 19 | Seller's |
| MI | Livingston County | \$774,999 | \$685,000 | 51 | 25 | 13 | 9 | Seller's |
| MI | Monroe County | \$772,900 | \$574,950 | 12 | 2 | 6 | 153 | Seller's |
| MI | Oakland County | \$849,900 | \$625,000 | 519 | 255 | 289 | 11 | Seller's |
| MI | Washtenaw County | \$949,000 | \$850,484 | 108 | 48 | 50 | 6 | Seller's |
| MI | Wayne County | \$799,000 | \$630,000 | 165 | 76 | 97 | 8 | Seller's |
| MO | Kansas City | \$719,000 | \$656,325 | 396 | 149 | 282 | 4 | Seller's |
| MO | St. Louis | \$922,000 | \$781,950 | 114 | 63 | 78 | 6 | Seller's |
| NC | Charlotte | \$1,149,400 | \$825,000 | 334 | 162 | 393 | 3 | Seller's |
| NC | Raleigh-Durham | \$875,000 | \$675,000 | 300 | 154 | 465 | 2 | Seller's |
| NJ | Ocean County | \$945,000 | \$770,000 | 244 | 122 | 169 | 21 | Seller's |
| NV | Lake Tahoe | \$4,299,000 | \$2,350,000 | 37 | 14 | 2 | 229 | 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 |
|-------|------------------------|-------------------|-------------------|-----------|--------------|------|----------------|---------------|
| NV | Las Vegas | \$945,000 | \$725,000 | 637 | 326 | 609 | 9 | Seller's |
| NV | Reno | \$1,900,000 | \$1,425,000 | 43 | 21 | 43 | 47 | Seller's |
| NY | Brooklyn | \$1,699,000 | \$1,417,500 | 291 | 65 | 24 | 171 | Buyer's |
| NY | Nassau County | \$1,875,000 | \$1,425,000 | 893 | 285 | 163 | 77 | Balanced |
| NY | Suffolk County | \$1,554,500 | \$1,150,000 | 926 | 263 | 204 | 80 | Seller's |
| ON | GTA - Durham | \$1,499,000 | \$1,240,000 | 145 | 208 | 372 | 6 | Seller's |
| ON | GTA - York | \$2,399,000 | \$1,850,000 | 564 | 504 | 399 | 9 | Seller's |
| ON | Oakville | \$3,193,500 | \$2,489,900 | 98 | 68 | 18 | 10 | Balanced |
| ON | Toronto | \$3,650,000 | \$2,980,000 | 304 | 259 | 201 | 6 | Seller's |
| TN | Nashville | \$1,399,900 | \$982,590 | 229 | 116 | 350 | 3 | Seller's |
| TX | Austin | \$1,249,999 | \$865,000 | 245 | 211 | 553 | 5 | Seller's |
| TX | Collin County | \$860,000 | \$720,000 | 191 | 144 | 355 | 4 | Seller's |
| TX | Dallas | \$1,099,000 | \$875,000 | 272 | 152 | 273 | 7 | Seller's |
| TX | Denton County | \$800,000 | \$725,000 | 145 | 77 | 270 | 4 | Seller's |
| TX | Fort Worth | \$1,150,000 | \$787,500 | 215 | 130 | 304 | 4 | Seller's |
| TX | Houston | \$869,500 | \$749,500 | 1,478 | 632 | 520 | 19 | Seller's |
| TX | San Antonio | \$949,000 | \$730,000 | 181 | 65 | 133 | 33 | Seller's |
| TX | The Woodlands & Spring | \$1,124,750 | \$712,500 | 169 | 96 | 164 | 9 | Seller's |
| UT | Park City | \$4,847,500 | \$3,300,000 | 82 | 19 | 57 | 5 | Seller's |
| UT | Salt Lake City | \$1,349,000 | \$965,075 | 107 | 57 | 140 | 6 | Seller's |
| VA | Arlington & Alexandria | \$1,999,000 | \$1,709,000 | 71 | 39 | 38 | 5 | Seller's |
| VA | Fairfax County | \$2,310,000 | \$1,495,000 | 283 | 132 | 183 | 5 | Seller's |
| VA | McLean & Vienna | \$2,800,000 | \$1,652,415 | 137 | 54 | 80 | 6 | Seller's |
| VA | Richmond | \$850,000 | \$791,000 | 141 | 49 | 115 | 7 | Seller's |
| WA | Greater Seattle | \$1,808,500 | \$1,620,000 | 617 | 371 | 781 | 5 | Seller's |
| WA | Seattle | \$1,942,000 | \$1,751,250 | 130 | 87 | 190 | 6 | 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 -

ATTACHED HOMES

| State | Market Name | Median List Price | Median Sold Price | Inventory | New Listings | Sold | Days on Market | Market Status |
|-------|--------------------------|-------------------|-------------------|-----------|--------------|------|----------------|---------------|
| AB | Calgary | \$1,013,000 | \$788,000 | 113 | 43 | 12 | 27 | Buyer's |
| AZ | Paradise Valley | - | - | - | - | - | - | - |
| AZ | Phoenix | - | - | - | - | - | - | - |
| AZ | Scottsdale | \$800,000 | \$675,000 | 117 | 48 | 153 | 31 | Seller's |
| AZ | Tucson | - | - | - | - | - | - | - |
| BC | Greater Victoria | \$999,000 | \$820,000 | 122 | 53 | 13 | 25 | Buyer's |
| BC | Okanagan Valley | - | - | - | - | - | - | - |
| BC | Vancouver | \$1,950,000 | \$1,676,500 | 803 | 428 | 328 | 8 | Seller's |
| CA | Central Coast | \$1,295,000 | \$1,075,000 | 11 | 10 | 21 | 10 | Seller's |
| CA | East Bay | \$1,050,000 | \$1,020,000 | 73 | 58 | 179 | 7 | Seller's |
| CA | Lake Tahoe | \$1,785,000 | \$1,096,275 | 20 | 4 | 16 | 6 | Seller's |
| CA | Los Angeles Beach Cities | \$1,795,000 | \$1,679,000 | 160 | 60 | 81 | 9 | Seller's |
| CA | Los Angeles City | \$1,750,000 | \$1,400,000 | 381 | 132 | 92 | 24 | Seller's |
| CA | Los Angeles The Valley | \$839,250 | \$799,500 | 46 | 31 | 92 | 10 | Seller's |
| CA | Marin County | \$1,247,000 | N/A | 18 | 4 | 0 | N/A | Buyer's |
| CA | Napa County | - | - | - | - | - | - | - |
| CA | Orange County | \$1,250,000 | \$935,000 | 155 | 90 | 299 | 8 | Seller's |
| CA | Palm Springs/Palm Desert | - | - | - | - | - | - | - |
| CA | Placer County | - | - | - | - | - | - | - |
| CA | Sacramento | - | - | - | - | - | - | - |
| CA | San Diego | \$1,250,000 | \$890,000 | 238 | 109 | 332 | 8 | Seller's |
| CA | San Francisco | \$3,000,000 | \$2,375,000 | 109 | 31 | 53 | 12 | Seller's |
| CA | San Luis Obispo County | - | - | - | - | - | - | - |
| CA | Santa Barbara | \$1,812,500 | \$1,625,000 | 10 | 8 | 18 | 12 | Seller's |
| CA | Silicon Valley | \$1,699,000 | \$1,550,000 | 57 | 35 | 120 | 7 | Seller's |
| CA | Sonoma County | \$749,000 | \$715,000 | 9 | 3 | 9 | 24 | Seller's |

Markets with dashes do not have a significant luxury market for this report. Median prices represent properties priced above respective city benchmark prices. Prices shown for Canadian cities are shown in Canadian Dollars.

- 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 | Ventura County | \$899,900 | \$660,247 | 13 | 5 | 28 | 21 | Seller's |
| CO | Boulder | \$1,010,000 | \$937,382 | 50 | 19 | 38 | 36 | Seller's |
| CO | Colorado Springs | - | - | - | - | - | - | - |
| CO | Denver | \$825,000 | \$650,000 | 208 | 101 | 164 | 6 | Seller's |
| CO | Douglas County | \$559,000 | \$537,500 | 2 | 1 | 4 | 14 | Seller's |
| CO | Durango | \$849,000 | \$609,000 | 9 | 2 | 2 | 91 | Seller's |
| CO | Summit County | \$1,250,000 | \$1,250,000 | 5 | 3 | 5 | 6 | Seller's |
| CO | Vail | \$5,145,000 | \$3,155,000 | 72 | 7 | 20 | 45 | Seller's |
| CT | Central Connecticut | - | - | - | - | - | - | - |
| CT | Coastal Connecticut | \$997,500 | \$612,500 | 186 | 46 | 61 | 95 | Seller's |
| DC | Washington D.C. | \$1,999,900 | \$1,555,000 | 183 | 62 | 95 | 6 | Seller's |
| FL | Boca Raton/Delray Beach | \$1,325,000 | \$750,000 | 214 | 51 | 103 | 44 | Seller's |
| FL | Coastal Pinellas | \$1,250,000 | \$850,000 | 43 | 29 | 67 | 10 | Seller's |
| FL | Greater Fort Lauderdale | \$890,000 | \$800,000 | 810 | 164 | 193 | 70 | Seller's |
| FL | Jacksonville Beaches | \$1,244,500 | \$930,000 | 22 | 13 | 25 | 45 | Seller's |
| FL | Lee County | \$838,900 | \$800,000 | 98 | 31 | 123 | 35 | Seller's |
| FL | Miami | \$1,090,000 | \$1,100,000 | 2,002 | 370 | 293 | 182 | Buyer's |
| FL | Naples | \$2,145,000 | \$1,575,000 | 94 | 26 | 124 | 32 | Seller's |
| FL | Orlando | \$799,500 | \$687,500 | 66 | 30 | 28 | 10 | Seller's |
| FL | Sarasota & Beaches | \$1,987,000 | \$1,495,000 | 152 | 75 | 127 | 9 | Seller's |
| FL | South Walton | \$1,275,000 | \$1,318,500 | 107 | 20 | 38 | 9 | Seller's |
| FL | Tampa | \$1,087,450 | \$599,950 | 48 | 23 | 66 | 9 | Seller's |
| FL | Palm Beach Towns | \$1,890,000 | \$1,655,000 | 127 | 40 | 101 | 72 | Seller's |
| FL | Weston | - | - | - | - | - | - | - |
| GA | Atlanta | \$685,000 | \$599,000 | 461 | 177 | 185 | 24 | Seller's |
| HI | Island of Hawaii | \$3,387,500 | \$1,406,500 | 28 | 11 | 32 | 48 | Seller's |

Markets with dashes do not have a significant luxury market for this report. Median prices represent properties priced above respective city benchmark prices. Prices shown for Canadian cities are shown in Canadian Dollars.

- LUXURY MONTHLY MARKET REVIEW -

ATTACHED HOMES

| State | Market Name | Median List Price | Median Sold Price | Inventory | New Listings | Sold | Days on Market | Market Status |
|-------|---------------------|-------------------|-------------------|-----------|--------------|------|----------------|---------------|
| HI | Kauai | \$2,997,000 | \$1,174,500 | 47 | 10 | 18 | 38 | Seller's |
| HI | Maui | \$2,395,000 | \$1,700,000 | 64 | 13 | 52 | 88 | Seller's |
| HI | Oahu | \$1,565,000 | \$1,050,000 | 282 | 51 | 65 | 26 | Seller's |
| ID | Ada County | \$609,900 | \$553,450 | 6 | 7 | 24 | 4 | Seller's |
| ID | Northern | - | - | - | - | - | - | - |
| IL | Chicago | \$1,150,000 | \$937,500 | 855 | 300 | 264 | 28 | Seller's |
| IL | DuPage County | \$750,000 | \$685,000 | 51 | 23 | 19 | 23 | Seller's |
| IL | Lake County | - | - | - | - | - | - | - |
| IL | Will County | - | - | - | - | - | - | - |
| IN | Hamilton County | - | - | - | - | - | - | - |
| MA | Greater Boston | \$2,598,750 | \$2,044,500 | 312 | 102 | 80 | 33 | Seller's |
| MD | Anne Arundel County | \$599,000 | \$565,000 | 39 | 21 | 31 | 6 | Seller's |
| MD | Montgomery County | \$730,429 | \$744,000 | 164 | 70 | 100 | 7 | Seller's |
| MD | Talbot County | - | - | - | - | - | - | - |
| MD | Worcester County | \$749,000 | \$654,900 | 47 | 16 | 69 | 8 | Seller's |
| MI | Livingston County | - | - | - | - | - | - | - |
| MI | Monroe County | - | - | - | - | - | - | - |
| MI | Oakland County | \$810,000 | \$560,000 | 54 | 17 | 21 | 50 | Seller's |
| MI | Washtenaw County | \$669,500 | \$565,000 | 49 | 19 | 13 | 9 | Seller's |
| MI | Wayne County | \$699,000 | \$583,437 | 56 | 13 | 13 | 8 | Seller's |
| MO | Kansas City | - | - | - | - | - | - | - |
| MO | St. Louis | - | - | - | - | - | - | - |
| NC | Charlotte | \$764,450 | \$627,500 | 154 | 37 | 68 | 23 | Seller's |
| NC | Raleigh-Durham | - | - | - | - | - | - | - |
| NJ | Ocean County | \$849,000 | \$642,500 | 19 | 9 | 14 | 107 | Seller's |
| NV | Lake Tahoe | \$2,622,500 | \$1,049,000 | 4 | 1 | 1 | 76 | Seller's |

Markets with dashes do not have a significant luxury market for this report. Median prices represent properties priced above respective city benchmark prices. Prices shown for Canadian cities are shown in Canadian Dollars.

- LUXURY MONTHLY MARKET REVIEW -

ATTACHED HOMES

| State | Market Name | Median List Price | Median Sold Price | Inventory | New Listings | Sold | Days on Market | Market Status |
|-------|------------------------|-------------------|-------------------|-----------|--------------|------|----------------|---------------|
| NV | Las Vegas | - | - | - | - | - | - | - |
| NV | Reno | - | - | - | - | - | - | - |
| NY | Brooklyn | \$1,399,000 | \$1,200,000 | 529 | 131 | 69 | 73 | Buyer's |
| NY | Nassau County | \$1,360,407 | \$1,197,500 | 135 | 32 | 16 | 83 | Buyer's |
| NY | Suffolk County | \$749,999 | \$595,000 | 107 | 52 | 39 | 43 | Seller's |
| ON | GTA - Durham | \$747,445 | \$744,800 | 12 | 15 | 31 | 7 | Seller's |
| ON | GTA - York | \$788,888 | \$771,000 | 104 | 124 | 115 | 9 | Seller's |
| ON | Oakville | \$1,112,000 | \$1,040,000 | 34 | 26 | 1 | 15 | Buyer's |
| ON | Toronto | \$1,341,900 | \$1,120,000 | 446 | 444 | 387 | 8 | Seller's |
| TN | Nashville | \$875,000 | \$699,500 | 117 | 42 | 30 | 23 | Seller's |
| TX | Austin | \$949,900 | \$723,000 | 91 | 50 | 111 | 8 | Seller's |
| TX | Collin County | - | - | - | - | - | - | - |
| TX | Dallas | \$957,500 | \$660,000 | 128 | 56 | 59 | 18 | Seller's |
| TX | Denton County | - | - | - | - | - | - | - |
| TX | Fort Worth | - | - | - | - | - | - | - |
| TX | Houston | \$675,000 | \$615,000 | 174 | 72 | 45 | 25 | Seller's |
| TX | San Antonio | \$699,500 | \$1,138,083 | 36 | 7 | 2 | 481 | Buyer's |
| TX | The Woodlands & Spring | - | - | - | - | - | - | - |
| UT | Park City | \$2,440,000 | \$2,066,644 | 78 | 20 | 51 | 15 | Seller's |
| UT | Salt Lake City | \$749,995 | \$622,500 | 34 | 20 | 44 | 42 | Seller's |
| VA | Arlington & Alexandria | \$1,124,500 | \$1,000,000 | 80 | 43 | 91 | 6 | Seller's |
| VA | Fairfax County | \$789,990 | \$695,000 | 127 | 88 | 205 | 5 | Seller's |
| VA | McLean & Vienna | \$1,212,495 | \$950,000 | 42 | 18 | 25 | 4 | Seller's |
| VA | Richmond | - | - | - | - | - | - | - |
| WA | Greater Seattle | \$1,168,669 | \$1,050,000 | 219 | 90 | 131 | 7 | Seller's |
| WA | Seattle | \$1,549,500 | \$1,242,500 | 100 | 34 | 33 | 21 | Seller's |

Markets with dashes do not have a significant luxury market for this report. Median prices represent properties priced above respective city benchmark prices. Prices shown for Canadian cities are shown in Canadian Dollars.

INSTITUTE *for*
LUXURY HOME
MARKETING[®]