

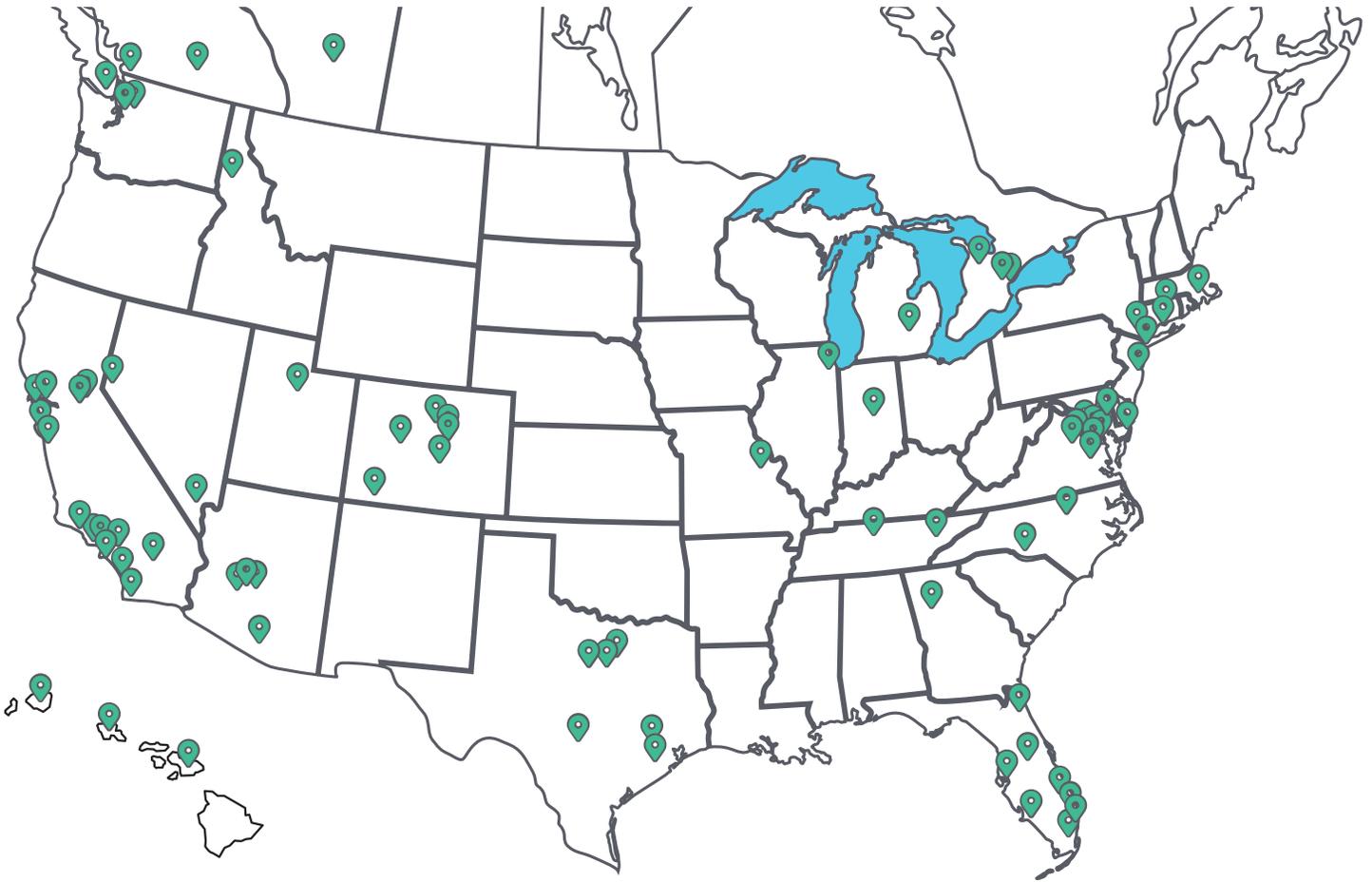
# LUXURY MARKET REPORT

- February 2020 -

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

[www.LuxuryHomeMarketing.com](http://www.LuxuryHomeMarketing.com)

# 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.

# - 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.



**“As we look ahead into 2020, Wealth-X predicts that the number of high net worth individuals (those with \$1 million+ in net worth) by 5.7% to a total of 26.6 million, accounting for a combined wealth of over \$110 trillion. [...] Wealth-X assessed the uncertainty in the US — with global geopolitical and trade tensions, inflationary pressures and looming election, their prediction model shows ‘that even a recession is unlikely to constrain wealth growth in the longer term.’”**



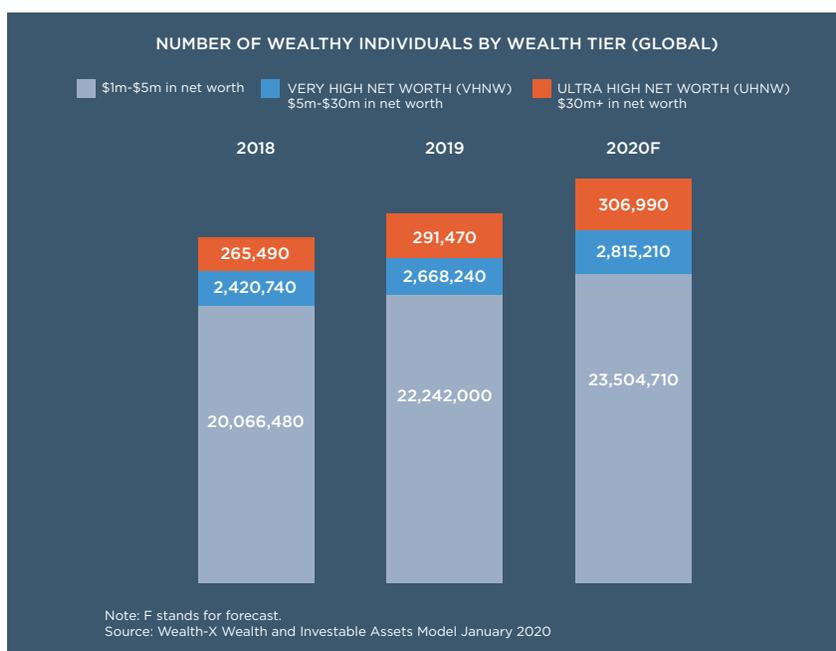
# NORTH AMERICAN LUXURY REVIEW

## A Look at Wealth for 2020

“How Will the Wealthy Fare in 2020?” is an exclusive report recently published by Wealth-X<sup>1</sup>, a world leader in wealth information and insights. Understanding the impacts that affect the wealthy is obviously critical to luxury real estate as they shape the spending power and ultimately the decisions of the affluent.

The report may be surprising because, despite geopolitical uncertainty and inflamed economic growth, they predict that 2020 will be “a year of solid expansion for the world’s wealthiest individuals.”

Wealth-X forecast that the global wealthy population will continue to grow with the Very-High Net Worth (VHNW), whose net worth is valued between \$5-\$30 million rising quickly, but even more sharply among the Ultra-High Net Worth (UHNW) with wealth over \$30 million.



<sup>1</sup>Wealth-X is a preferred partner of The Institute for Luxury Home Marketing.

The number of VHNW individuals rose over 10% in 2019 as compared to only 1% in 2018 and reflects a strong bounce back in asset wealth, partially due to the stock market performances and despite a slowing global economy.

This growth was not evenly distributed throughout the world though, with North America seeing the biggest increases in both numbers and collective net worth by around 15% – equivalent to a 40% global share. Asia and Africa also hit double digits, but the rest of the world saw moderate to stagnate results.

Rank	Country	Population		Wealth	
		2019 population	Year-on-year change (%)	2019 wealth (\$bn)	Year-on-year change (%)
1	United States	969,075	▲ 15.9	9,497	▲ 15.8
2	China	259,830	▲ 11.8	2,588	▲ 11.8
3	Japan	186,250	▲ 11.4	1,849	▲ 11.3
4	Germany	129,875	▲ 2.8	1,319	▲ 2.8
5	France	103,380	▲ 10.2	1,032	▲ 10.2
6	United Kingdom	97,010	▲ 2.8	959	▲ 2.8
7	Canada	76,510	▲ 9.4	795	▲ 9.4
8	Hong Kong*	63,530	▲ 10.5	663	▲ 10.5
9	South Korea	51,980	▲ 4.6	516	▲ 4.6
10	Italy	51,295	▲ 1.1	520	▲ 1.1

Note: Population numbers are rounded to the nearest 5. Annual changes are measured based on model inputs updated retrospectively and not on previously published figures. For further information about our Wealth and Investable Assets Model, please see the Methodology section.

\*Hong Kong is a semi-autonomous, special administrative region of China.

Source: Wealth-X

Both the US and Canada’s wealth creation were supported by stable economic conditions, good consumer spending and declining unemployment. However, as Wealth-X explains, the major increase in wealth portfolio truly came from booming equities, supported by a shift in the US Federal Reserve’s policy, which resulted in three interest-rate cuts. This influx of liquidity propelled North American stock markets to record highs with the S&P 500 closing the year up by 29%; the tech-heavy NASDAQ Composite Index up by 36%; and Canada’s TSX Composite Index 19% higher (in local-currency terms).

As we look ahead into 2020, Wealth-X predicts that the number of high net worth individuals (those with \$1 million+ in net worth) by 5.7% to a total of 26.6 million, accounting for a combined wealth of over \$110 trillion.

While the \$1-5 million cohorts are still the largest group, Wealth-X expects that the significance of a 10% growth in population in the VHNW category bears a closer look as they now command over 25% of all millionaires’ wealth.

They have their own distinctive traits, origins of wealth, and how they allocate their assets and wealth. In particular, this group was able to leverage the stabilization of the monetary, industrial, and economic markets during 2019 and now have a combined wealth of \$26.6 trillion. In North America, this resulted in a 15.3% growth in the number of individuals and 15.2% in net worth to a combined amount of \$10.3 trillion.

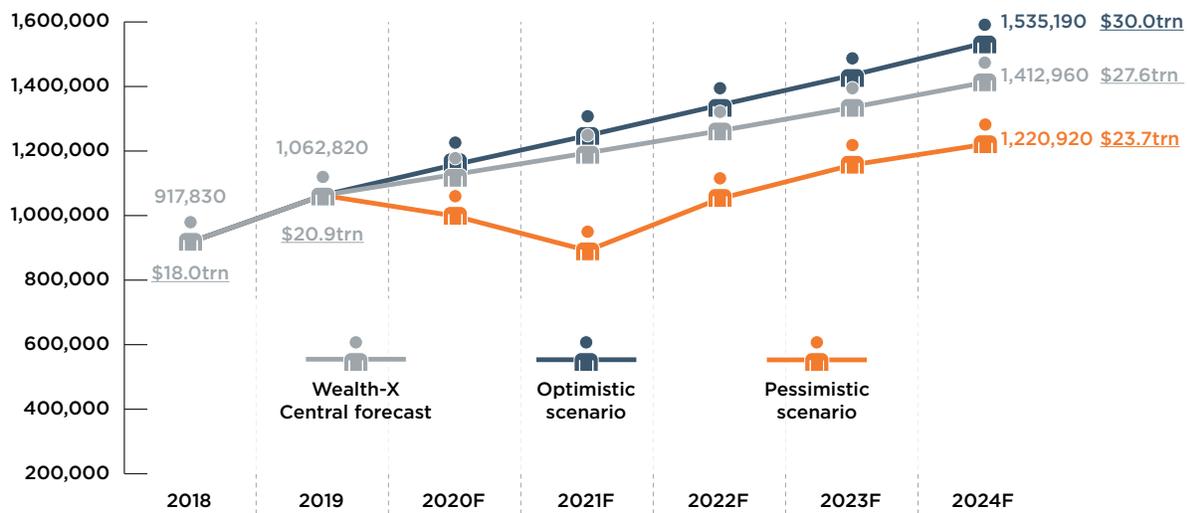
While VHNW individuals have common character traits across all wealth tiers, the biggest defining difference is the dominance of self-created wealth, with eight in every ten being self-made.

As we have previously reported, changing working practices, especially in North America, have led to the rise in opportunity for entrepreneurship. This is especially true for those who are able to leverage technology, both to enhance their product offering, but also to reach a larger target audience.

Looking forward to the rest of 2020 and beyond, Wealth-X assessed the uncertainty in the US — with global geopolitical and trade tensions, inflationary pressures and looming election, their prediction model shows “that even a recession is unlikely to constrain wealth growth in the longer term.”

The model below predicts that if there is a recession (similar to the dot-com bubble in the early 2000s), that wealth would only be impacted negatively during the recession and the following year. Thereafter, once economic recovery starts that assets, business and the stock market will push wealth and the number of wealthy up again. If there isn't a recession, then a continual growth in the total wealth and number of wealthy is predicted over the next 5 years.

**POPULATION OF US INDIVIDUALS WITH \$5M+ IN NET WORTH**  
 (\$ REFERS TO TOTAL WEALTH)



Note: F stands for forecast.  
 Source: Wealth-X Wealth and Investable Assets Model January 2020

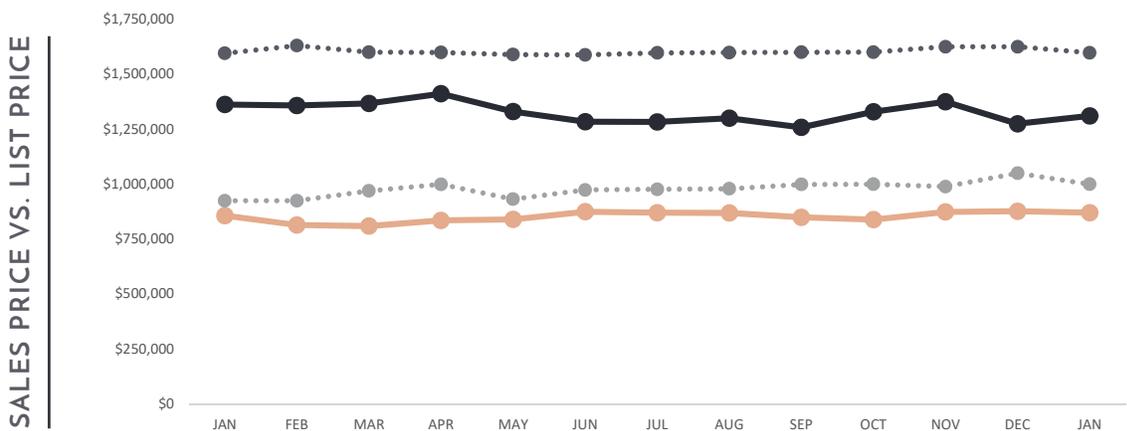
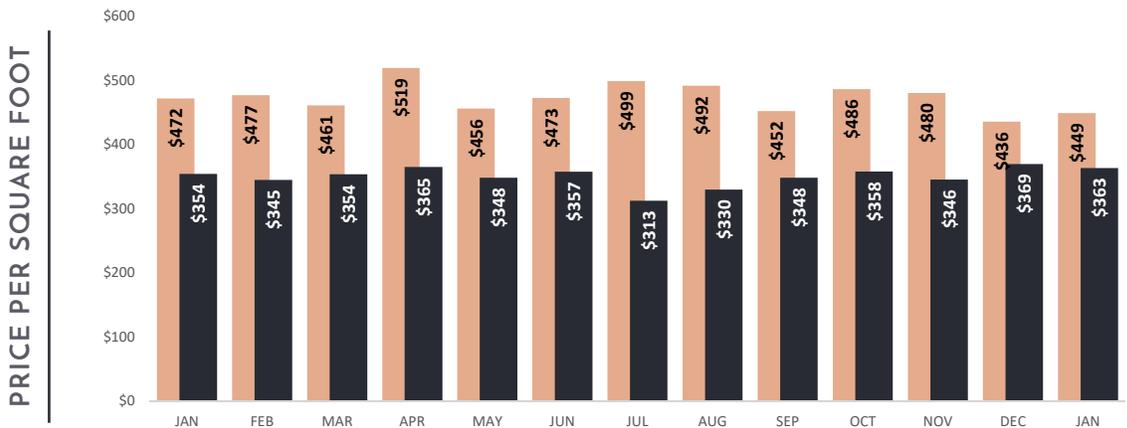
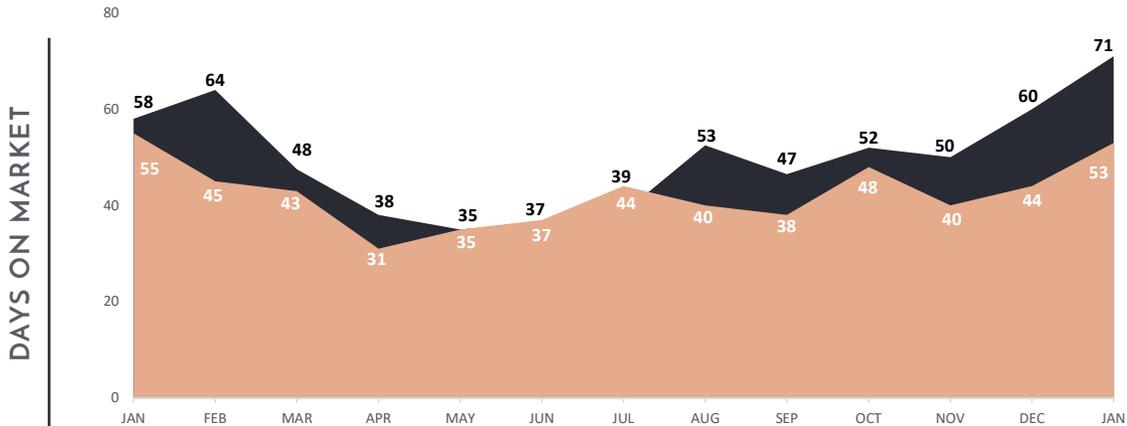
The art of selling and buying in this market needs a critical and analytical approach. Understanding the realities and setting expectations accordingly will ensure that goals are achieved. For homeowners looking to sell their luxury home in today's market, we recommend working with a Realtor who can 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 between statistics published between the December 2019 and January 2020 Luxury Market Reports are due to the addition of Durango, CO and Anne Arundel County, MD.

# - LUXURY MONTHLY MARKET REVIEW -

## A Review of Key Market Differences Month Over Month

December 2019 | January 2020

### SINGLE-FAMILY HOMES

	December	January		December	January
Median List Price	\$1,624,925	\$1,597,450	Total Inventory	35,379	36,427
Median Sale Price	\$1,275,000	\$1,310,000	New Listings	4,924	10,738
Median SP/LP Ratio	96.87%	96.60%	Total Sold	6,864	5,086
Total Sales Ratio	19.40%	13.96%	Median Days on Market	60	71
Median Price per Sq. Ft.	\$369	\$363	Average Home Size	3,741	3,685

Median prices represent properties priced above respective city benchmark prices.



### SINGLE-FAMILY HOMES MARKET SUMMARY | JANUARY 2020

- Official Market Type: **Buyer's Market** with a **13.96% Sales Ratio**.<sup>1</sup>
- Homes are selling for an average of **96.60% of list price**.
- The median luxury threshold<sup>2</sup> price is **\$920,000**, and the median luxury home sales price is **\$1,310,000**.
- Markets with the Highest Median Sales Price: **LA Beach Cities** (\$4,500,000), **San Francisco** (\$4,127,500), **Vail** (\$3,637,500), and **Silicon Valley** (\$3,480,000).
- Markets with the Highest Sales Ratio: **Seattle** (52%), **Sacramento** (35%), **Greater Seattle** (31%), and **Colorado Springs** (30%).

<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 Month Over Month

December 2019 | January 2020

### ATTACHED HOMES

	December	January		December	January
Median List Price	\$1,049,900	\$999,900	Total Inventory	14,986	15,159
Median Sale Price	\$877,000	\$870,000	New Listings	2,540	4,463
Median SP/LP Ratio	98.08%	97.81%	Total Sold	2,505	1,992
Total Sales Ratio	16.72%	13.14%	Median Days on Market	44	53
Median Price per Sq. Ft.	\$436	\$449	Average Home Size	1,999	2,055

Median prices represent properties priced above respective city benchmark prices.



### ATTACHED HOMES MARKET SUMMARY | JANUARY 2020

- Official Market Type: **Buyer's Market** with a **13.14% Sales Ratio**.<sup>1</sup>
- Attached homes are selling for an average of **97.81% of list price**.
- The median luxury threshold<sup>2</sup> price is **\$650,000**, and the median attached luxury sale price is **\$870,000**.
- Markets with the Highest Median Sales Price: **Vail** (\$4,250,000), **San Francisco** (\$2,265,000), **Greater Boston** (\$2,150,000), and **Naples** (\$1,975,000).
- Markets with the Highest Sales Ratio: **GTA-Durham** (94%), **LA - The Valley** (79%), **Silicon Valley** (73%), and **GTA-York** (56%).

<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	\$1,162,450	\$1,000,000	538	221	50	52	Buyer's
AZ	Paradise Valley	\$2,999,990	\$2,430,000	235	48	30	106	Buyer's
AZ	Phoenix	\$769,000	\$632,000	610	207	152	66	Seller's
AZ	Scottsdale	\$1,695,000	\$1,310,000	844	183	86	94	Buyer's
AZ	Tucson	\$759,933	\$652,000	688	246	91	40	Buyer's
BC	Okanagan Valley	\$1,599,900	\$1,175,000	167	18	1	164	Buyer's
BC	Vancouver	\$4,198,000	\$3,400,000	934	281	33	42	Buyer's
BC	Victoria	\$1,900,000	\$1,415,000	289	99	34	40	Buyer's
CA	Los Angeles Beach Cities	\$5,500,000	\$4,500,000	417	156	66	74	Balanced
CA	Los Angeles City	\$4,498,000	\$2,950,000	777	337	104	53	Buyer's
CA	Los Angeles The Valley	\$2,299,000	\$1,750,000	439	202	93	40	Seller's
CA	Marin County	\$4,200,000	\$3,187,500	69	14	14	107	Balanced
CA	Napa County	\$2,900,000	\$2,182,500	103	10	8	157	Buyer's
CA	Orange County	\$2,650,000	\$1,950,000	1,137	302	249	75	Seller's
CA	Palm Springs & Palm Desert	\$1,895,000	\$1,450,000	514	123	57	53	Buyer's
CA	Placer County	\$999,000	\$860,750	137	41	32	63	Seller's
CA	Sacramento	\$795,925	\$682,500	515	232	182	37	Seller's
CA	San Diego	\$2,395,000	\$1,559,500	858	340	230	53	Seller's
CA	San Francisco	\$4,600,000	\$4,127,500	55	23	16	58	Seller's
CA	Santa Barbara	\$3,885,000	\$3,253,707	246	60	18	90	Buyer's
CA	Silicon Valley	\$3,995,000	\$3,480,000	200	111	49	42	Seller's
CA	Ventura County	\$1,981,500	\$1,435,000	330	113	57	73	Balanced
CO	Boulder	\$1,895,000	\$1,400,000	155	53	29	110	Balanced
CO	Colorado Springs	\$780,000	\$660,000	225	72	68	32	Seller's
CO	Denver	\$998,000	\$815,000	795	305	239	50	Seller's
CO	Douglas County	\$1,249,500	\$1,077,500	226	66	46	95	Balanced
CO	Durango	\$1,350,000	\$900,000	97	9	4	170	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	\$5,072,500	\$3,637,500	114	8	6	191	Buyer's
CT	Central	\$649,000	\$652,000	369	70	37	97	Buyer's
CT	Coastal Communities of	\$1,695,000	\$1,290,000	1,139	248	101	147	Buyer's
DC	Washington D.C.	\$3,495,000	\$3,150,000	53	14	11	56	Balanced
FL	Boca Raton & Delray Beach	\$2,485,000	\$1,700,000	555	119	35	104	Buyer's
FL	Coastal Pinellas Towns	\$1,589,772	\$1,540,000	83	19	9	95	Buyer's
FL	Greater Fort Lauderdale	\$1,350,000	\$1,022,000	1,442	340	118	77	Buyer's
FL	Jacksonville Beaches	\$1,277,000	\$1,080,000	332	64	31	109	Buyer's
FL	Miami	\$1,350,000	\$925,000	1,331	260	85	147	Buyer's
FL	Naples	\$2,225,000	\$2,050,000	771	159	67	156	Buyer's
FL	Orlando	\$1,595,000	\$1,387,000	458	74	24	89	Buyer's
FL	Palm Beach Towns	\$3,300,000	\$2,317,500	417	80	28	76	Buyer's
FL	Sarasota & Beaches	\$1,747,000	\$1,630,000	644	120	42	95	Buyer's
FL	Tampa	\$785,000	\$710,000	724	198	103	78	Buyer's
GA	Atlanta	\$1,249,000	\$1,000,000	1,000	316	105	47	Buyer's
HI	Kauai	\$2,599,500	\$1,365,000	138	17	7	81	Buyer's
HI	Maui	\$3,298,000	\$2,100,000	219	23	11	256	Buyer's
HI	Oahu	\$3,253,500	\$2,570,000	242	47	13	53	Buyer's
ID	Northern	\$938,000	\$795,000	212	39	24	175	Buyer's
IL	Chicago	\$1,257,495	\$1,030,000	1,280	510	148	135	Buyer's
IN	Hamilton County	\$796,500	\$710,974	208	31	39	44	Balanced
MA	Greater Boston	\$3,850,000	\$2,600,000	85	20	22	85	Seller's
MD	Anne Arundel County	\$978,000	\$844,000	233	63	32	58	Buyer's
MD	Montgomery County	\$1,799,000	\$1,507,500	229	62	54	36	Seller's
MD	Talbot County	\$1,837,500	\$1,430,000	76	7	2	90	Buyer's
MD	Worcester County	\$949,900	-	41	3	0	-	Buyer's
MI	Oakland County	\$749,000	\$650,000	865	285	97	66	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
MO	St. Louis	\$790,500	\$687,450	127	34	26	64	Balanced
NC	Charlotte	\$949,000	\$809,000	719	175	128	55	Balanced
NC	Raleigh-Durham	\$724,400	\$650,000	834	206	155	0	Balanced
NJ	Ocean County	\$897,000	\$832,500	540	157	65	82	Buyer's
NV	Las Vegas	\$775,000	\$630,000	1,344	410	246	60	Balanced
NV	Reno	\$1,388,498	\$1,175,000	92	17	15	145	Balanced
NY	Brooklyn	\$1,588,000	\$1,275,000	244	53	10	110	Buyer's
NY	Staten Island	\$1,199,999	\$1,127,500	174	45	14	95	Buyer's
ON	GTA - Durham	\$1,649,450	\$1,350,000	186	90	23	71	Buyer's
ON	GTA - York	\$2,388,000	\$1,672,500	480	226	56	37	Buyer's
ON	Toronto	\$3,580,000	\$3,050,000	349	202	41	14	Buyer's
TN	Knox County	\$789,900	\$650,050	186	27	32	89	Balanced
TN	Nashville	\$1,099,900	\$1,085,000	247	98	67	40	Seller's
TX	Austin	\$1,250,000	\$773,000	433	170	115	46	Seller's
TX	Collin County	\$725,000	\$630,000	674	213	100	99	Buyer's
TX	Dallas	\$995,000	\$892,500	658	235	103	62	Balanced
TX	Fort Worth	\$899,000	\$742,500	615	197	68	72	Buyer's
TX	Houston	\$850,000	\$697,500	1,648	549	168	56	Buyer's
TX	The Woodlands & Spring	\$884,000	\$703,500	360	101	42	45	Buyer's
UT	Park City	\$3,684,000	\$2,612,500	248	37	16	142	Buyer's
VA	Arlington & Alexandria	\$1,882,000	\$1,650,000	92	36	13	48	Buyer's
VA	Fairfax County	\$1,850,000	\$1,471,075	394	112	50	50	Buyer's
VA	McLean & Vienna	\$2,199,700	\$1,600,000	196	52	23	68	Buyer's
VA	Richmond	\$799,500	\$760,000	207	51	37	34	Balanced
WA	Greater Seattle	\$2,000,000	\$1,600,000	406	135	125	45	Seller's
WA	Seattle	\$1,865,000	\$1,510,000	114	42	59	25	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	\$849,500	\$812,500	227	89	18	39	Buyer's
AZ	Paradise Valley	-	-	-	-	-	-	-
AZ	Phoenix	-	-	-	-	-	-	-
AZ	Scottsdale	\$750,000	\$619,000	263	87	48	85	Balanced
AZ	Tucson	-	-	-	-	-	-	-
BC	Okanagan Valley	-	-	-	-	-	-	-
BC	Vancouver	\$1,880,000	\$1,605,000	682	255	44	49	Buyer's
BC	Victoria	\$799,900	\$749,950	242	110	30	30	Buyer's
CA	Los Angeles Beach Cities	\$1,875,000	\$1,330,000	148	72	33	30	Seller's
CA	Los Angeles City	\$1,575,000	\$1,250,000	285	116	75	47	Seller's
CA	Los Angeles The Valley	\$769,000	\$688,500	71	38	56	22	Seller's
CA	Marin County	\$1,547,500	\$1,115,000	12	5	2	6	Balanced
CA	Napa County	-	-	-	-	-	-	-
CA	Orange County	\$1,137,000	\$902,500	344	137	106	41	Seller's
CA	Palm Springs & Palm Desert	-	-	-	-	-	-	-
CA	Placer County	-	-	-	-	-	-	-
CA	Sacramento	-	-	-	-	-	-	-
CA	San Diego	\$1,159,000	\$860,000	453	217	99	53	Seller's
CA	San Francisco	\$2,649,500	\$2,265,000	124	38	22	61	Balanced
CA	Santa Barbara	\$1,799,500	\$1,800,000	36	9	5	111	Buyer's
CA	Silicon Valley	\$1,399,000	\$1,350,000	51	37	37	18	Seller's
CA	Ventura County	\$769,000	\$740,000	51	22	18	59	Seller's
CO	Boulder	\$999,900	\$900,000	55	25	20	112	Seller's
CO	Colorado Springs	-	-	-	-	-	-	-
CO	Denver	\$699,593	\$609,000	424	164	133	39	Seller's
CO	Douglas County	\$549,000	\$659,000	19	10	3	142	Balanced
CO	Durango	\$792,000	\$725,000	40	4	3	78	Buyer'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
CO	Vail	\$3,799,000	\$4,250,000	109	13	5	124	Buyer's
CT	Central Connecticut	-	-	-	-	-	-	-
CT	Coastal Connecticut	\$795,000	\$582,500	213	37	22	145	Buyer's
DC	Washington D.C.	\$1,799,000	\$1,472,000	138	59	46	17	Seller's
FL	Boca Raton & Delray Beach	\$975,000	\$955,000	463	110	27	85	Buyer's
FL	Coastal Pinellas County Towns	\$977,000	\$735,000	138	15	13	41	Buyer's
FL	Greater Fort Lauderdale	\$875,000	\$754,000	1,231	216	68	86	Buyer's
FL	Jacksonville Beaches	\$1,150,000	\$1,012,500	37	7	5	15	Buyer's
FL	Miami	\$1,050,000	\$860,000	2,854	375	52	237	Buyer's
FL	Naples	\$2,112,500	\$1,975,000	298	69	24	68	Buyer's
FL	Orlando	\$689,000	\$707,500	51	13	11	154	Seller's
FL	Palm Beach Towns	\$1,537,500	\$1,145,000	424	86	28	105	Buyer's
FL	Sarasota & Beaches	\$1,350,000	\$1,050,000	270	79	65	0	Seller's
FL	Tampa	\$844,750	\$654,000	110	35	15	41	Buyer's
GA	Atlanta	\$662,458	\$603,750	576	202	56	37	Buyer's
HI	Kauai	\$1,395,000	\$1,500,000	80	9	5	188	Buyer's
HI	Maui	\$1,700,000	\$1,425,000	146	23	17	148	Buyer's
HI	Oahu	\$1,265,000	\$1,043,000	381	76	32	57	Buyer's
ID	Northern Idaho	-	-	-	-	-	-	-
IL	Chicago	\$1,172,500	\$928,000	800	329	61	100	Buyer's
IN	Hamilton County	-	-	-	-	-	-	-
MA	Greater Boston	\$2,325,000	\$2,150,000	217	74	55	38	Seller's
MD	Anne Arundel County	\$589,450	\$537,495	36	14	10	81	Seller's
MD	Montgomery County	\$799,000	\$675,000	143	60	33	20	Seller's
MD	Talbot County	-	-	-	-	-	-	-
MD	Worcester County	\$627,000	\$582,500	116	21	4	36	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
MO	St. Louis	-	-	-	-	-	-	-
NC	Charlotte	\$759,900	\$840,000	171	23	13	65	Buyer's
NC	Raleigh-Durham	-	-	-	-	-	-	-
NJ	Ocean County	\$669,000	\$567,000	95	22	10	117	Buyer's
NV	Las Vegas	-	-	-	-	-	-	-
NV	Reno	-	-	-	-	-	-	-
NY	Brooklyn	\$1,299,000	\$1,240,000	533	125	60	74	Buyer's
NY	Staten Island	-	-	-	-	-	-	-
ON	GTA - Durham	\$677,450	\$648,750	34	39	32	8	Seller's
ON	GTA - York	\$879,390	\$860,000	170	162	95	12	Seller's
ON	Toronto	\$1,298,000	\$1,150,000	427	312	139	18	Seller's
TN	Knox County	-	-	-	-	-	-	-
TN	Nashville	\$995,000	\$615,000	83	19	17	23	Balanced
TX	Austin	\$892,000	\$614,250	156	52	30	46	Balanced
TX	Collin County	-	-	-	-	-	-	-
TX	Dallas	\$749,000	\$1,120,000	184	54	12	55	Buyer's
TX	Ft. Worth	-	-	-	-	-	-	-
TX	Houston	\$799,000	\$582,450	324	93	16	48	Buyer's
TX	The Woodlands & Spring	-	-	-	-	-	-	-
UT	Park City	\$1,996,500	\$1,700,000	172	14	15	69	Buyer's
VA	Arlington & Alexandria	\$1,360,000	\$990,000	48	34	25	9	Seller's
VA	Fairfax County	\$731,795	\$665,000	152	69	45	27	Seller's
VA	McLean & Vienna	\$1,328,000	\$870,000	29	12	5	187	Balanced
VA	Richmond	-	-	-	-	-	-	-
WA	Greater Seattle	\$1,134,975	\$963,250	108	44	44	60	Seller's
WA	Seattle	\$1,283,940	\$957,500	68	18	21	72	Seller's

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