



LUXURY MARKET REPORT

– June 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.



“This current situation has also created the need for Realtors and homeowners alike to investigate other options that will connect them to their target audience who are, for the most part, now geographically dispersed. In addition, Commins says that he has noticed an increasing shift in behavior patterns as technology and the acceptability of video conferencing is now affording the affluent an opportunity to make significant lifestyle and location changes. ”



NORTH AMERICAN LUXURY REVIEW

Proven Marketing Strategies Provide Effective Solutions During the Covid-19 Pandemic

The majority of real estate experts now agree that the luxury real estate market has proven resilient to the negative effects initially anticipated as a result of the COVID-19 pandemic. That being said, the Institute does recognise that there have been individuals adversely affected, at varying degrees depending upon their personal circumstances.

The statistics show that luxury property prices have continued to remain stable, and although inventory levels in June are still lower when compared to 2019, that pent-up demand is starting to drive new sales. However, in these uncertain times, there are still many homeowners who are hesitant about or unsure of how to move forward with the sale of their home.

The Institute connected with three of their preferred strategic partners to discuss how their strategies are helping wealthy homeowners and their Realtors overcome the current obstacles. We also took the opportunity to gain their insights about affluent buying trends.

Maverick Commins, CEO/Co-Founder of Supreme Auctions, shared some of the insights discussed during a recent Town Hall Series with Mansion Global and the Wall Street Journal.

“The luxury market paused during the last few months, but we are now starting to see pent-up demand from buyers and sellers push the market back into action” reported Commins. “Tastes have changed; last year the affluent were looking to downsize, now they are seeking larger properties of 12-15,000 square feet that will



allow them to work from home, as well as provide space and safety for their family.”

Commins explained that one of the main obstacles faced by luxury sellers is the need to ensure that buyers can feel safe when viewing their property; as it’s still very unlikely that someone buying at \$3 million dollars and above will not want to view the property personally. Equally, sellers are keen to make up lost ground from the spring season, which is typically the prime period for real estate sales.

“Selling by auction is a strategy that enables homeowners to address the obstacles of control and time. The viewing process can be managed safely as the timeline for showings is controlled by the auction date – this also provides the sellers with an absolute date for their property sale,” stated Commins. “Add to this a current market with increased buyer demand and stable price points, and this becomes a prime opportunity to leverage a competitive market.”

This current situation has also created the need for Realtors and homeowners alike to investigate other options that will connect them to their target audience who are, for the most part, now geographically dispersed. In addition, Commins says that he has noticed an increasing shift in behavior patterns as technology and the acceptability of video conferencing is now affording the affluent an opportunity to make significant lifestyle and location changes.

“Fortunately, programs such as Supreme Auctions’ Accelerated Marketing Strategy, addresses these geographic problems,” stated Commins. “Our complex marketing network already interfaces online with over 300,000 potential buyers, allowing us to

effectively connect with them when suitable properties come available for auction.”

Another behavioral change was identified by David Friedman of WealthQuotient, whose data-driven relational mapping and referral program requires a continuous focused analysis to provide a highly complex understanding of the trends and spending power of the wealthy.

“The pandemic has created a change in the spending patterns of the wealthy; notably luxury items such as supercars, planes, art, and estate properties or second homes have unexpectedly seen substantial surges in sales,” reveals Friedman, who believes that this could be partially due to the affluent having more time on their hands, but equally for safety reasons or investment opportunities outside of the stock market.

WealthQuotient’s analysis also revealed that second homes are quickly becoming primary residences in the face of safety issues, coupled with the virtualization of work. “The pandemic has accelerated the decoupling of lifestyle and work, which were often in conflict and now are being resolved with the virtualization of work,” stated Friedman.

Friedman further explained that how the affluent choose to manage their money during this time will have a direct impact on their luxury choices; if they can keep their wealth intact, as well as maintain cash liquidity, then they can leverage opportunities in real estate, the stock market, and other forms of investments.

For homeowners looking to sell or buy now, Friedman believes that a strong referral network must be a critical component in any Realtor’s marketing strategy. In today’s market, prospecting wealthy clients is even more challenging; especially as access and networking are limited, as are the opportunities to build trust and relationships, all which are essential when working within the ultra-wealthy demographic.

Friedman shared that the WealthQuotient platform offers an answer to today's networking challenges. The platform provides and defines accessible target markets through a data-driven systematic relational mapping strategy.

"We will be deepening our partnership with the Institute, by offering exclusive training to certify their members in the WealthQuotient program. These luxury professionals will be able to effectively and efficiently scale referrals by becoming even more proactive, as they can systematically access future clients through a social graph of their existing relationships," stated Friedman.

David Collins, of REAL Marketing Inc., concurs with Friedman and Commins about the necessity for Realtors to leverage dynamic strategies when it comes to connecting with affluent homeowners.

"Knowledge must be a core fundamental when creating marketing strategies to connect with the ultra-wealthy," explains Collins. "It must run the gamut of in-depth research, leveraging data, sharing insights, and providing clarity – this is especially important in the current market where mixed messages have been creating obstacles and uncertainty for many homeowners."

Collins recommends that the first step in any strategy should be to complete an in-depth market analysis as the foundation for a marketing plan to achieve maximum exposure.

"Perception often doesn't match reality" Collins explains. "For instance, many people believe that the majority of the oceanfront properties north of San Diego are owned by out-of-state homeowners. However, out of the 641 homes we analyzed, 25% were second homeowners from San Diego and 58% were full time residents, meaning only 17% are actually out-of-town residents!"

Utilizing key market insights like the above, REAL Marketing's cornerstone service assists Realtors in crafting a marketing program that pairs the right message with professional design and photography to maximize the listing's exposure to the right target audience – creating successful sales and happy sellers during the pandemic.

Interestingly, Collins perceives that the current pandemic situation is not, for the most part, truly affecting the affluent and the luxury real estate market in the same manner as previous market crashes. He believes this is because over 67% of the ultra-wealthy are now self-made and still at the forefront of managing their companies. These owners and managers are taking advantage of the government stimulus packages, as well as low interest rate loans, to leverage investment opportunities while safeguarding their current assets.

Even so, Collins who has been through numerous market downturns, is still happy to share this key piece of advice. "Continue to focus on your business, and you will survive. Those who increase their marketing, especially while others stop, will see the greatest returns."

These three industry experts clearly demonstrate their belief in the strength of the luxury real estate market and although there seems to be a large diversity in their marketing strategies, there is a clear synergy when integrated. These as well as many other resources have been carefully selected to provide the Institute's members with tools and strategies focused on giving a sophisticated service to affluent homeowners.

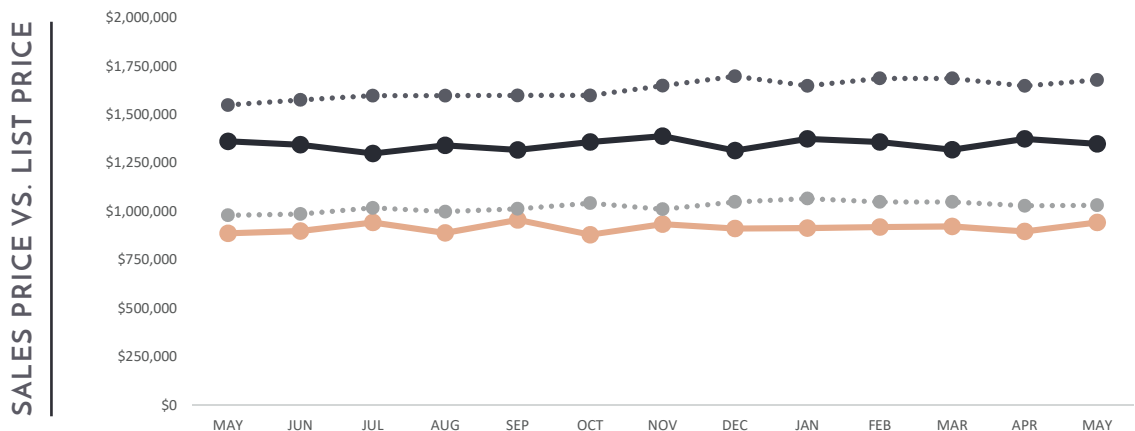
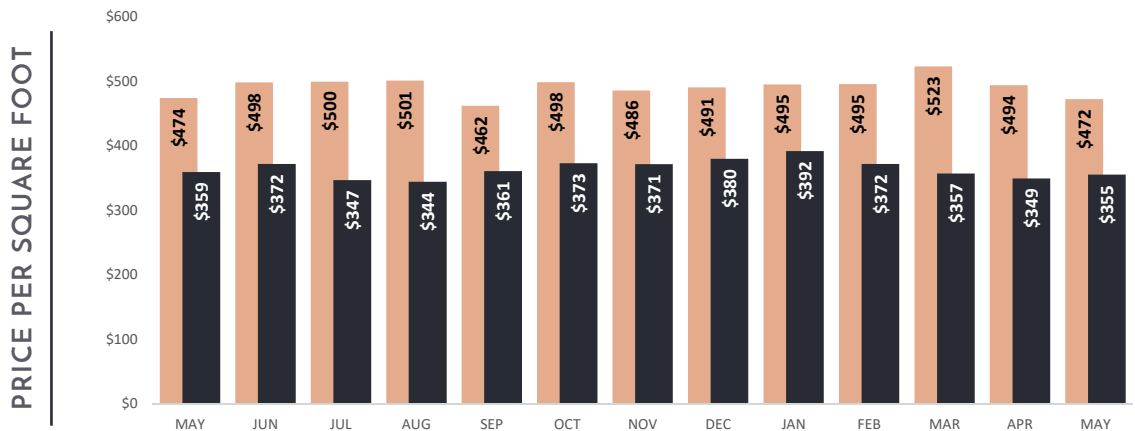
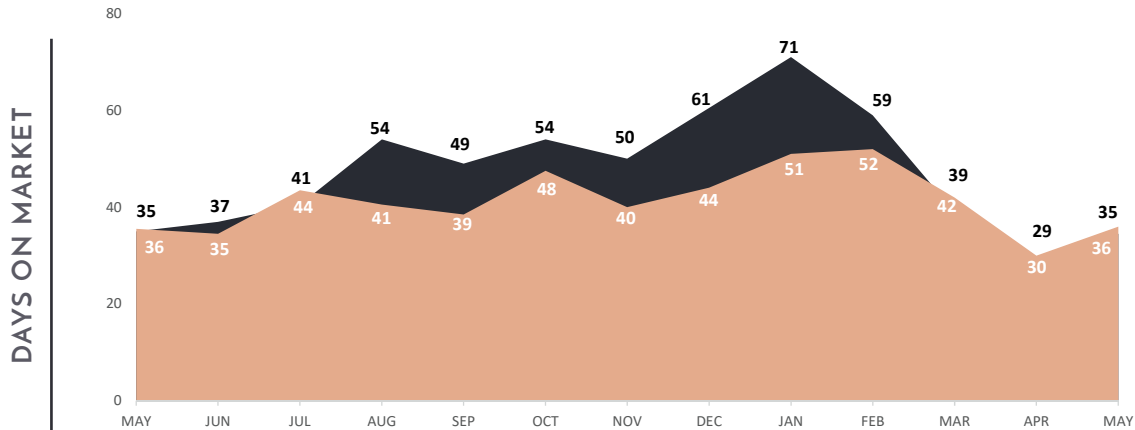


- 13-MONTH MARKET TRENDS -

FOR THE LUXURY NORTH AMERICAN MARKET

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

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



- LUXURY MONTHLY MARKET REVIEW -

A Review of Key Market Differences Month Over Month

April 2020 | May 2020

SINGLE-FAMILY HOMES

	April	May		April	May
Median List Price	\$1,649,000	\$1,680,000	Total Inventory	44,802	45,600
Median Sale Price	\$1,375,375	\$1,350,000	New Listings	8,620	13,192
Median SP/LP Ratio	97.26%	96.85%	Total Sold	6,336	6,193
Total Sales Ratio	14.14%	13.58%	Median Days on Market	29	35
Median Price per Sq. Ft.	\$349	\$355	Average Home Size	3,597	3,526

Median prices represent properties priced above respective city benchmark prices.



SINGLE-FAMILY HOMES MARKET SUMMARY | MAY 2020

- Official Market Type: **Buyer's Market** with a **13.58% Sales Ratio**.¹
- Homes are selling for an average of **96.85% of list price**.
- The median luxury threshold² price is **\$950,000**, and the median luxury home sales price is **\$1,350,000**.
- Markets with the Highest Median Sales Price: **Santa Barbara** (\$4,750,000), **San Francisco** (\$3,874,056), **LA Beach Cities** (\$3,500,000), and **Silicon Valley** (\$3,200,000).
- Markets with the Highest Sales Ratio: **Seattle** (50%), **Ada County** (48%), **Sacramento** (35%), and **Silicon Valley** (33%).

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

April 2020 | May 2020

ATTACHED HOMES

	April	May		April	May
Median List Price	\$1,029,748	\$1,032,500	Total Inventory	16,510	17,226
Median Sale Price	\$897,500	\$944,186	New Listings	2,861	4,465
Median SP/LP Ratio	98.17%	98.02%	Total Sold	1,905	1,668
Total Sales Ratio	11.54%	9.68%	Median Days on Market	30	36
Median Price per Sq. Ft.	\$494	\$472	Average Home Size	1,991	2,078

Median prices represent properties priced above respective city benchmark prices.



ATTACHED HOMES MARKET SUMMARY | MAY 2020

- Official Market Type: **Buyer's Market** with a **9.68% Sales Ratio**.¹
- Attached homes are selling for an average of **98.02% of list price**.
- The median luxury threshold² price is **\$711,225**, and the median attached luxury sale price is **\$944,186**.
- Markets with the Highest Median Sales Price: **Santa Barbara** (\$2,725,000), **San Francisco** (\$2,300,000), **Vail** (\$2,250,000), and **Park City** (\$1,900,000).
- Markets with the Highest Sales Ratio: **GTA-Durham** (102%), **Arlington and Alexandria** (38%), **Fairfax County** (38%), and **GTA-York** (35%).

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	\$1,127,000	\$1,000,000	618	242	53	54	Buyer's
AZ	Paradise Valley	\$3,297,495	\$2,300,000	194	23	11	116	Buyer's
AZ	Phoenix	\$785,000	\$619,000	597	169	192	46	Seller's
AZ	Scottsdale	\$1,795,000	\$1,265,000	749	133	80	106	Buyer's
AZ	Tucson	\$749,950	\$630,000	587	132	98	31	Balanced
BC	Okanagan Valley	\$1,590,000	\$1,365,000	502	115	21	88	Buyer's
BC	Vancouver	\$4,196,500	\$3,198,000	800	206	57	23	Buyer's
BC	Victoria	\$1,895,000	\$1,550,000	379	142	31	37	Buyer's
CA	Central Coast	\$2,964,000	\$2,450,000	282	70	7	5	Buyer's
CA	East Bay	\$2,149,800	\$1,946,500	343	205	106	12	Seller's
CA	Los Angeles Beach Cities	\$4,711,000	\$3,500,000	448	137	35	32	Buyer's
CA	Los Angeles City	\$4,249,000	\$3,125,000	935	312	45	38	Buyer's
CA	Los Angeles The Valley	\$2,150,000	\$1,842,500	569	205	90	36	Balanced
CA	Marin County	\$3,797,500	\$2,750,000	154	47	22	26	Buyer's
CA	Napa County	\$3,047,500	\$2,350,000	146	23	9	111	Buyer's
CA	Orange County	\$2,499,000	\$1,881,634	1,377	399	148	32	Buyer's
CA	Palm Springs/Palm Desert	\$1,795,000	\$1,500,000	428	69	42	81	Buyer's
CA	Placer County	\$998,750	\$883,750	238	84	52	12	Seller's
CA	Sacramento	\$799,000	\$691,411	709	297	250	13	Seller's
CA	San Diego	\$2,155,000	\$1,472,839	1,037	421	173	22	Balanced
CA	San Francisco	\$3,895,000	\$3,874,056	129	47	16	15	Buyer's
CA	San Luis Obispo County	\$1,549,000	\$1,350,000	193	32	15		Buyer's
CA	Santa Barbara	\$3,950,000	\$4,750,000	255	63	19	53	Buyer's
CA	Silicon Valley	\$3,788,000	\$3,200,000	291	149	95	0	Seller's
CA	Ventura County	\$1,895,000	\$1,400,000	345	94	36	66	Buyer's
CO	Boulder	\$1,695,000	\$1,425,000	269	116	24	62	Buyer's
CO	Colorado Springs	\$749,900	\$703,500	389	156	92	13	Seller's
CO	Denver	\$992,500	\$850,000	1,280	524	285	12	Seller's
CO	Douglas County	\$1,295,000	\$1,130,000	329	101	43	33	Buyer's
CO	Durango	\$1,447,500	\$1,030,000	116	30	2	150	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	Mountain Communities	\$1,712,000	\$1,750,000	60	12	2	646	Buyer's
CO	Vail	\$4,650,000	\$2,600,000	99	9	3	508	Buyer's
CT	Central Connecticut	\$649,900	\$587,496	406	104	81	39	Balanced
CT	Coastal Connecticut	\$1,825,000	\$1,355,000	1,272	362	126	80	Buyer's
DC	Washington D.C.	\$2,999,900	\$2,250,000	61	24	11	4	Balanced
FL	Boca Raton/Delray Beach	\$2,395,000	\$1,675,000	518	95	33	48	Buyer's
FL	Coastal Pinellas Towns	\$1,799,999	\$1,537,500	67	10	11	76	Balanced
FL	Greater Fort Lauderdale	\$1,322,000	\$935,000	1,438	226	86	76	Buyer's
FL	Jacksonville Beaches	\$1,278,995	\$1,217,200	316	56	33	47	Buyer's
FL	Miami	\$1,320,000	\$1,025,000	1,283	182	69	120	Buyer's
FL	Naples	\$2,249,000	\$1,365,000	725	94	47	103	Buyer's
FL	Orlando	\$1,549,000	\$1,160,000	435	70	29	41	Buyer's
FL	Palm Beach Towns	\$3,450,000	\$1,950,000	345	53	24	144	Buyer's
FL	Sarasota & Beaches	\$1,762,500	\$1,450,000	412	59	25	82	Buyer's
FL	Tampa	\$799,000	\$667,990	720	187	149	39	Balanced
GA	Atlanta	\$1,200,000	\$940,000	1,237	385	157	25	Buyer's
HI	Island of Hawaii	\$2,272,000	\$1,250,000	156	30	10	68	Buyer's
HI	Kauai	\$2,450,000	\$2,175,000	103	11	5	122	Buyer's
HI	Maui	\$2,950,000	\$1,990,000	172	24	11	110	Buyer's
HI	Oahu	\$2,995,000	\$2,890,000	234	38	11	28	Buyer's
ID	Ada County	\$799,900	\$693,333	253	94	122	7	Seller's
ID	Northern	\$849,950	\$801,000	384	118	41	96	Buyer's
IL	Chicago	\$1,220,000	\$1,039,250	1,742	585	190	45	Buyer's
IN	Hamilton County	\$785,000	\$724,000	229	71	72	23	Seller's
MA	Greater Boston	\$3,150,000	\$2,300,000	141	51	19	18	Buyer's
MD	Anne Arundel County	\$995,000	\$860,369	312	85	59	21	Balanced
MD	Montgomery County	\$1,782,418	\$1,423,000	290	82	54	17	Balanced
MD	Talbot County	\$1,975,000	\$1,150,000	93	13	2	113	Buyer's
MD	Worcester County	\$1,124,950	\$1,312,500	48	7	4	45	Buyer's
MI	Oakland County	\$750,000	\$600,000	1,023	437	84	23	Buyer'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
MO	St. Louis	\$755,750	\$645,000	192	72	49	31	Seller's
NC	Charlotte	\$986,000	\$789,000	824	238	169	8	Balanced
NC	Raleigh-Durham	\$746,825	\$654,092	980	250	234	0	Seller's
NJ	Ocean County	\$849,000	\$855,900	532	113	61	55	Buyer's
NV	Las Vegas	\$749,900	\$620,000	1,597	476	195	28	Buyer's
NV	Reno	\$1,385,000	\$1,357,500	131	40	16	92	Buyer's
NY	Brooklyn	\$1,537,000	\$1,242,500	226	26	10	83	Buyer's
NY	Nassau County	\$1,680,000	\$1,465,500	983	176	72	100	Buyer's
NY	Staten Island	\$1,199,999	\$1,075,000	147	27	13	78	Buyer's
NY	Suffolk County	\$1,495,000	\$1,156,250	1,331	209	92	120	Buyer's
ON	GTA - Durham	\$1,599,111	\$1,250,000	186	97	31	17	Balanced
ON	GTA - York	\$2,399,000	\$1,717,500	530	212	50	54	Buyer's
ON	Oakville	\$2,517,500	\$2,155,000	178	83	17	26	Buyer's
ON	Toronto	\$3,498,000	\$3,150,000	330	178	47	13	Buyer's
TN	Knox County	\$799,000	\$650,000	197	38	44	12	Seller's
TN	Nashville	\$1,062,500	\$934,700	352	142	77	7	Seller's
TX	Austin	\$1,200,000	\$790,000	678	257	171	8	Seller's
TX	Collin County	\$723,750	\$685,270	738	263	144	31	Balanced
TX	Dallas	\$1,050,000	\$850,000	754	287	97	22	Buyer's
TX	Fort Worth	\$859,000	\$765,000	768	265	137	24	Balanced
TX	Houston	\$840,000	\$652,500	2,068	640	207	31	Buyer's
TX	The Woodlands & Spring	\$850,000	\$630,000	441	138	63	22	Buyer's
UT	Park City	\$3,295,000	\$2,000,000	236	55	12	178	Buyer's
VA	Arlington & Alexandria	\$1,900,000	\$1,880,452	111	34	14	43	Buyer's
VA	Fairfax County	\$1,775,000	\$1,425,000	494	117	71	25	Buyer's
VA	McLean & Vienna	\$2,199,000	\$1,500,000	225	42	31	29	Buyer's
VA	Richmond	\$850,000	\$776,587	292	76	59	6	Balanced
WA	Greater Seattle	\$1,955,000	\$1,537,000	632	244	198	12	Seller's
WA	Seattle	\$1,750,000	\$1,430,000	185	80	93	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	\$835,000	\$790,000	215	72	20	78	Buyer's
AZ	Paradise Valley	–	–	–	–	–	–	–
AZ	Phoenix	–	–	–	–	–	–	–
AZ	Scottsdale	\$735,000	\$650,000	291	53	32	54	Buyer's
AZ	Tucson	–	–	–	–	–	–	–
BC	Okanagan Valley	–	–	–	–	–	–	–
BC	Vancouver	\$1,859,000	\$1,800,000	702	215	46	31	Buyer's
BC	Victoria	\$829,450	\$756,000	240	89	34	26	Buyer's
CA	Central Coast	\$1,175,000	\$1,139,288	39	10	2	15	Buyer's
CA	East Bay	\$989,000	\$980,000	114	76	24	14	Seller's
CA	Los Angeles Beach Cities	\$1,699,000	\$1,379,000	210	68	26	8	Buyer's
CA	Los Angeles City	\$1,527,000	\$1,445,000	402	126	27	37	Buyer's
CA	Los Angeles The Valley	\$729,500	\$705,000	124	58	29	26	Seller's
CA	Marin County	\$1,295,000	\$1,474,000	15	8	4	60	Seller's
CA	Napa County	–	–	–	–	–	–	–
CA	Orange County	\$1,059,500	\$999,000	462	155	66	35	Buyer's
CA	Palm Springs/Palm Desert	–	–	–	–	–	–	–
CA	Placer County	–	–	–	–	–	–	–
CA	Sacramento	–	–	–	–	–	–	–
CA	San Diego	\$1,099,000	\$832,500	618	224	67	24	Buyer's
CA	San Francisco	\$2,775,000	\$2,300,000	141	52	9	24	Buyer's
CA	San Luis Obispo County	–	–	–	–	–	–	–
CA	Santa Barbara	\$1,797,000	\$2,725,000	36	7	4	145	Buyer's
CA	Silicon Valley	\$1,460,640	\$1,426,000	125	65	33	0	Seller's
CA	Ventura County	\$769,000	\$712,000	62	24	4	50	Buyer's
CO	Boulder	\$949,000	\$840,000	87	33	5	50	Buyer's
CO	Colorado Springs	–	–	–	–	–	–	–
CO	Denver	\$699,917	\$622,621	628	240	132	14	Seller's
CO	Douglas County	\$537,663	\$563,500	29	11	1	49	Buyer's
CO	Durango	\$775,000	\$735,000	33	1	1	146	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	Mountain Communities	\$1,075,000	\$1,825,000	11	3	1	5	Buyer's
CO	Vail	\$3,359,000	\$2,250,000	89	2	5	25	Buyer's
CT	Central Connecticut	–	–	–	–	–	–	–
CT	Coastal Connecticut	\$796,500	\$620,000	236	66	24	87	Buyer's
DC	Washington D.C.	\$1,895,000	\$1,589,000	200	70	37	15	Balanced
FL	Boca Raton/Delray Beach	\$1,025,000	\$742,500	436	90	20	97	Buyer's
FL	Coastal Pinellas Towns	\$982,000	\$835,000	158	22	13	16	Buyer's
FL	Greater Fort Lauderdale	\$879,000	\$875,000	1,201	168	30	133	Buyer's
FL	Jacksonville Beaches	\$939,450	\$1,062,500	40	5	6	194	Balanced
FL	Miami	\$1,040,000	\$980,000	2,757	262	33	231	Buyer's
FL	Naples	\$2,100,000	\$1,815,000	270	38	15	26	Buyer's
FL	Orlando	\$694,000	\$549,250	58	12	2	98	Buyer's
FL	Palm Beach Towns	\$1,672,000	\$1,340,000	366	58	23	100	Buyer's
FL	Sarasota & Beaches	\$1,300,000	\$1,595,000	235	24	7	71	Buyer's
FL	Tampa	\$725,000	\$1,090,000	135	47	39	2	Seller's
GA	Atlanta	\$671,445	\$570,000	622	178	61	47	Buyer's
HI	Island of Hawaii	\$1,762,500	\$1,395,000	94	16	5	109	Buyer's
HI	Kauai	\$1,397,000	\$1,223,000	67	6	2	116	Buyer's
HI	Maui	\$1,897,000	\$1,495,000	116	14	9	203	Buyer's
HI	Oahu	\$1,252,500	\$937,500	384	55	14	22	Buyer's
ID	Ada County	–	–	–	–	–	–	–
ID	Northern Idaho	–	–	–	–	–	–	–
IL	Chicago	\$1,100,000	\$898,000	1,059	352	73	49	Buyer's
IN	Hamilton County	–	–	–	–	–	–	–
MA	Greater Boston	\$2,217,500	\$1,700,000	268	101	27	16	Buyer's
MD	Anne Arundel County	\$696,000	\$520,662	53	23	14	12	Seller's
MD	Montgomery County	\$849,000	\$654,500	173	52	42	11	Seller's
MD	Talbot County	–	–	–	–	–	–	–
MD	Worcester County	\$625,000	\$695,000	93	16	6	158	Buyer's
MI	Oakland County	\$649,500	\$725,000	68	33	3	74	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	\$757,450	\$685,000	170	45	23	28	Buyer's
NC	Raleigh-Durham	–	–	–	–	–	–	–
NJ	Ocean County	\$715,000	\$750,000	73	12	5	152	Buyer's
NV	Las Vegas	–	–	–	–	–	–	–
NV	Reno	–	–	–	–	–	–	–
NY	Brooklyn	\$1,296,500	\$999,999	506	61	33	86	Buyer's
NY	Nassau County	\$1,449,500	\$1,032,500	118	25	6	220	Buyer's
NY	Staten Island	–	–	–	–	–	–	–
NY	Suffolk County	\$699,900	\$600,000	185	44	19	51	Buyer's
ON	GTA - Durham	\$689,900	\$645,500	43	38	44	16	Seller's
ON	GTA - York	\$875,000	\$834,000	239	167	84	16	Seller's
ON	Oakville	\$1,548,000	\$1,225,000	21	10	4	66	Balanced
ON	Toronto	\$1,269,000	\$1,130,000	489	310	130	12	Seller's
TN	Knox County	–	–	–	–	–	–	–
TN	Nashville	\$899,950	\$755,000	100	25	10	40	Buyer's
TX	Austin	\$819,900	\$652,500	249	75	38	21	Balanced
TX	Collin County	–	–	–	–	–	–	–
TX	Dallas	\$817,500	\$566,250	218	53	14	70	Buyer's
TX	Fort Worth	–	–	–	–	–	–	–
TX	Houston	\$799,950	\$668,200	356	84	16	24	Buyer's
TX	The Woodlands & Spring	–	–	–	–	–	–	–
UT	Park City	\$1,950,000	\$1,900,000	125	5	5	124	Buyer's
VA	Arlington & Alexandria	\$1,199,000	\$950,872	69	23	26	10	Seller's
VA	Fairfax County	\$727,500	\$670,000	170	50	64	10	Seller's
VA	McLean & Vienna	\$1,287,450	\$960,000	28	11	9	7	Seller's
VA	Richmond	–	–	–	–	–	–	–
WA	Greater Seattle	\$1,084,975	\$1,041,000	192	83	41	19	Seller's
WA	Seattle	\$1,150,000	\$1,045,475	113	44	20	27	Balanced

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