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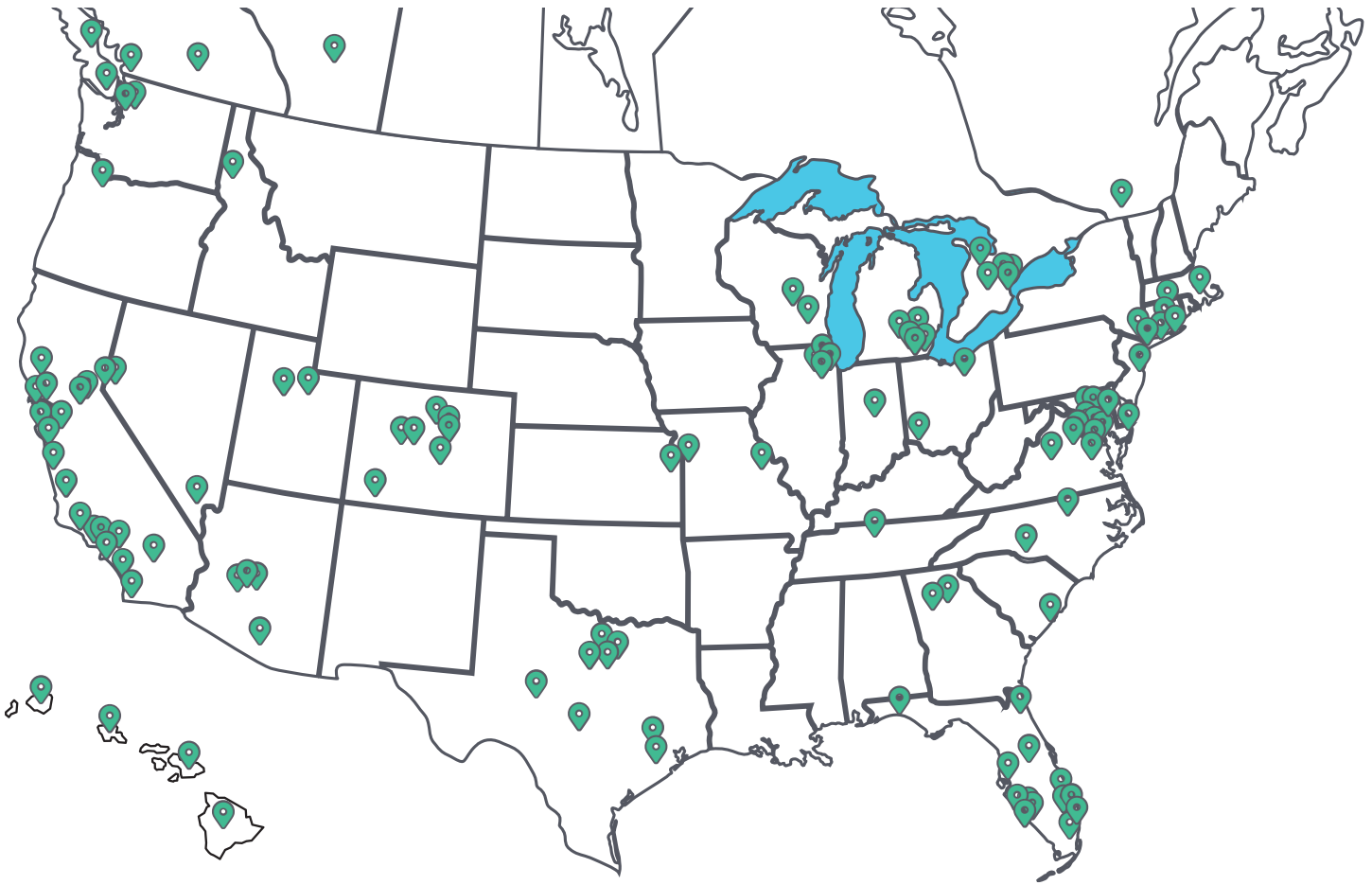


# LUXURY MARKET REPORT DECEMBER 2021

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# THIS IS YOUR LUXURY MARKET REPORT



MAP OF LUXURY RESIDENTIAL MARKETS

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

# - 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.

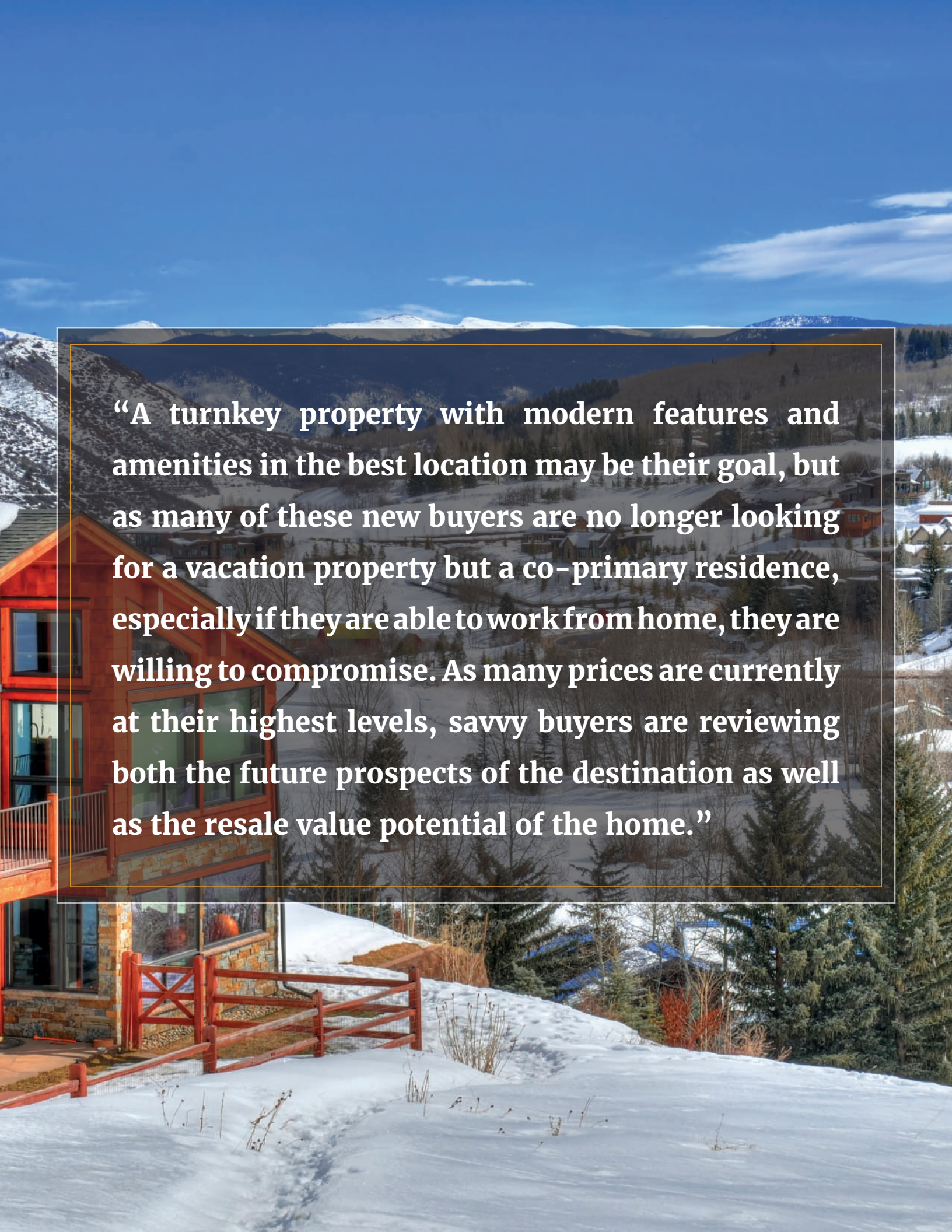
**LUXURY BENCHMARK PRICE:** The price point that marks the transition from traditional homes to luxury homes.

**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 turnkey property with modern features and amenities in the best location may be their goal, but as many of these new buyers are no longer looking for a vacation property but a co-primary residence, especially if they are able to work from home, they are willing to compromise. As many prices are currently at their highest levels, savvy buyers are reviewing both the future prospects of the destination as well as the resale value potential of the home.”**



## **'Tis the Season!**

The holiday season is now truly upon us and that time old question “what do you buy someone who has everything?” is very common among the wealthy.

If you are hoping that we will reveal the best gifts for 2021, then our apologies, but this dilemma does highlight some very important changes in the priorities of the affluent that have occurred over the last year, particularly in western societies.

In the last year, there has been a shift in consumer expectations, with travel, adventures and experiences limited, the demand for luxury products produced a V-shaped recovery in 2021, similar to the stock market in 2020.

According to a recent report from Bain & Company, after a sharp contraction in 2020, the personal luxury goods market has grown by 29% in 2021, and currently 1% higher than 2019 figures. Bain also predicts that this market will see a sustained growth of 6–8% annually over the next 4 years.

More importantly, suppliers of these luxury goods have recognized that today’s affluent, especially the younger generation (Millennials and Gen Y), have very different expectations. No longer is a ‘brand’ purchase about being a status symbol of wealth and exclusivity, but instead it needs to be one that projects a social and sustainable consciousness.

Luxury consumers have become more environmentally aware over the last year; yet another example of how COVID-19 has accelerated a burgeoning trend (other trends include working from home, e-commerce, and multiple home ownership).

Aspiring to buy quality, sustainable products, purchasers look to appreciate both the experience and potential resale value. In doing so, they mainly seek to align themselves with companies/brands that endorse real action and responsibility towards sustainability, as well as social and cultural change.

There has also been a substantial growth of those willing to pay a premium, especially if the product has a real purpose and can add value to their lives, which has resulted in the affluent becoming an even stronger voice of influence.

The luxury industry has been evaluating how to integrate sustainability into their processes and products, and expectations are that the affluent's ever growing social and environmental concerns will force them to become more transparent.

Consumers have also led their own charge; the rise of the second-hand luxury market soared in 2021, from clothing and accessories to cars and art, as the affluent sought to spend their money on products that offered them a sense of fulfilment and added to their feeling of wellness.

The movement of second-hand goods is not new, but a 65% growth over the last 5 years is a phenomenon. In 2021, this was further driven by the ability to purchase, trade, and attend an auction online or virtually, especially in situations where regular shops were not open or difficult to access.

Bain & Company also predict that younger consumers will make up to 70% of the purchasers of personal luxury goods by 2025, with the US and China showing the largest growth, and new players Dubai and Saudi Arabia adding an unexpected increase in demand.

These changes in priorities were also reflected in the real estate choices of the affluent in 2021. In hindsight, the exodus of 2020 was truly about the financial ability to 'escape' from metropolitan or high populated areas, rather than finding a home that would necessarily meet long-term priorities.



Whereas buyers in 2021 had the time to assess the potential impacts of COVID-19 on their future lifestyles, and so were able to be more purposeful in their choices. People not only sought superior homes with large spaces and multiple rooms but homes that gave an authenticity to their lifestyle values.

Equally, location and property types and sizes were no longer their only considerations. An increased knowledge on the importance of achieving more well-being, deeper consciousness, and cultural relevance, that would ultimately empower them to make ethical decisions, became important motivators for affluent buyers.

This was clearly reflected in the demand and absorption rate of homes that offered more sustainable, environmental, and wellness functionality within their luxurious interiors and exteriors. These properties not only sold within days of appearing on the market but were often the subject of multiple offers and over-asking price offers in 2021.

Luxury homes have always offered superior value and had the ability to connect at an emotional level, however, new emotive trends appeared during 2021. Buyers' choices included buying a home that either catered for their extended family or were located within an easier travelling distance.

Families that moved to rural locations decided to stay, finding that the quieter and smaller communities suited their new lifestyles. Others chose to move back closer to the city, but in their unwillingness to give up their new-found space, looked at larger properties in the suburbs that also provided an easy commute.

In addition, there was an uptick in families becoming more involved in their local communities, not just from a social aspect, but more importantly from a sustainability and diversification context. People have recognized the need to refocus their values, to evolve and adapt within this changing societal landscape.



Coming back to our seasonal opening of finding a gift for “the person who has everything,” one of the most significant trends in 2021 was the world of interactive innovations; the growth and diversity of technology, immersive and experience-related products could provide some inspiration!

While the youth may be leading the purchase of luxury products in the online market, the purchase of luxury homes is still controlled by Gen-X and Baby Boomers. However, and interestingly, many of these transactions were completed remotely. Once again, the pandemic accelerated a trend; digital processes already in place have now become the norm rather than the exception.

According to a recent report by Luxury Portfolio International, the affluent have become very savvy in the use of technology, not only in viewing potential properties online, but throughout all aspects of the sale. The report states that 40% of the global affluent buyers polled would now purchase a home without physically visiting it first.

Technology and platforms that make processes efficient and effective as well as interactive are now very much part of the real estate experience. However, while technology is important, 87% stated (and 8% where unsure) that they would still use a luxury professional to guide them through the process. After all, personal service, local knowledge, industry contacts and the art of negotiation are ultimately the most important aspects of buying or selling a property, and ones that cannot be replaced by a digital platform.

In conclusion, 2021 may not have been the easiest year and the world still faces many uncertainties from the pandemic, environmentally, economically as well as politically, but there are bright spots as these challenges are now refocusing how, not just the affluent, but people in general are recognizing the need for social and environment change.

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 buy or sell in today’s market, we recommend working with a realtor who can capitalize on the preferences, trends, and demands in this dynamic and evolving environment.

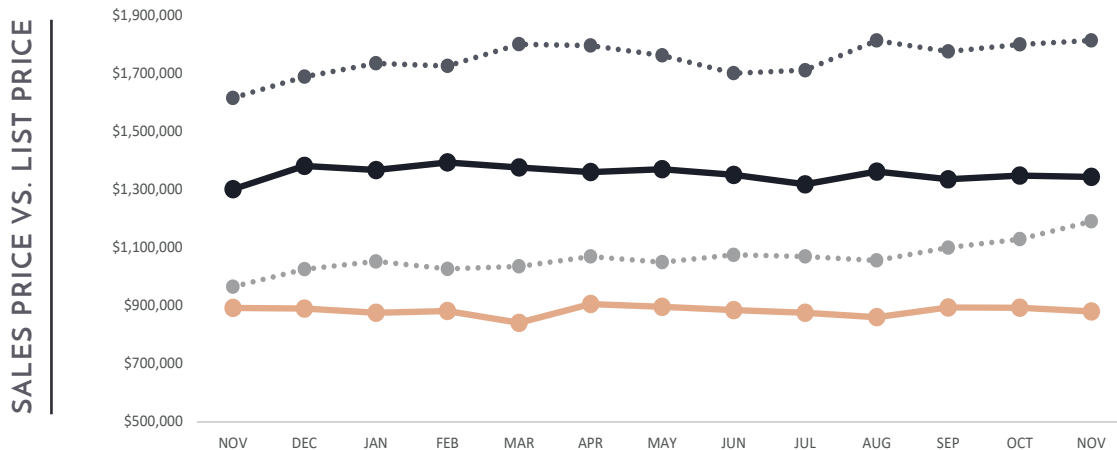
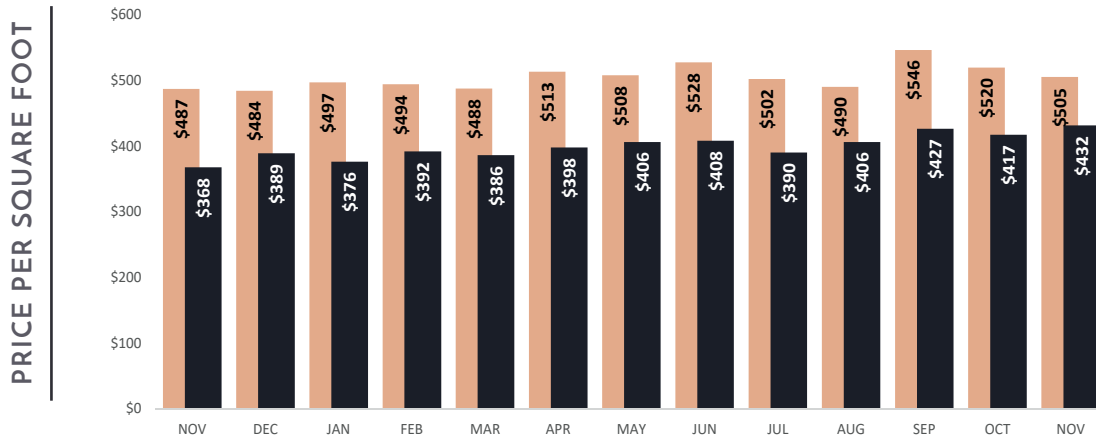
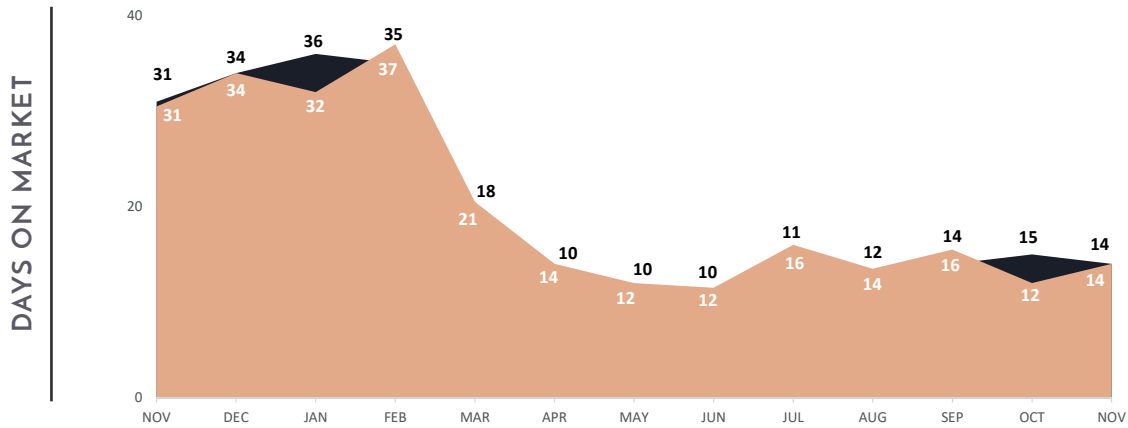


# - 13-MONTH MARKET TRENDS -

## 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 November 2021 and December 2021 reports are due to the addition of Mid Vancouver Island, BC; Duluth, GA; Olmsted County, MN; Twin Cities, MN; and San Angelo, TX.

# - LUXURY MONTHLY MARKET REVIEW -

## A Review of Key Market Differences Year over Year

November 2020 | November 2021

### SINGLE-FAMILY HOMES

	November 2020	November 2021		November 2020	November 2021
Median List Price	\$1,614,500	\$1,812,475	Total Inventory	37,010	25,018
Median Sale Price	\$1,300,152	\$1,342,500	New Listings	8,086	7,236
Median SP/LP Ratio	97.89%	100.00%	Total Sold	11,791	15,880
Total Sales Ratio	31.86%	63.47%	Median Days on Market	31	14
Median Price per Sq. Ft.	\$368	\$432	Average Home Size	3,723	3,371

Median prices represent properties priced above respective city benchmark prices.



### SINGLE-FAMILY HOMES MARKET SUMMARY | NOVEMBER 2021

- Official Market Type: **Seller's Market** with a **63.47% Sales Ratio**.<sup>1</sup>
- Homes are selling for an average of **100.00% of list price**.
- The median luxury threshold<sup>2</sup> price is **\$937,500**, and the median luxury home sales price is **\$1,342,500**.
- Markets with the Highest Median Sales Price: **Palm Beach Towns** (\$4,500,000), **Los Angeles Beach Cities** (\$4,037,500), **Los Angeles City** (\$3,550,000), and **Vail** (\$3,595,000).
- Markets with the Highest Sales Ratio: **East Bay** (124%), **Sacramento** (89%), **Northern Idaho** (83%) and **Austin** (80%).

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

# - LUXURY MONTHLY MARKET REVIEW -

## A Review of Key Market Differences Year over Year

November 2020 | November 2021

### ATTACHED HOMES

	November 2020	November 2021		November 2020	November 2021
Median List Price	\$964,500	\$1,189,676	Total Inventory	16,841	10,004
Median Sale Price	\$892,028	\$880,000	New Listings	3,601	3,171
Median SP/LP Ratio	98.55%	100.00%	Total Sold	3,335	4,967
Total Sales Ratio	19.80%	49.65%	Median Days on Market	31	14
Median Price per Sq. Ft.	\$487	\$505	Average Home Size	2,038	1,936

Median prices represent properties priced above respective city benchmark prices.



### ATTACHED HOMES MARKET SUMMARY | NOVEMBER 2021

- Official Market Type: **Seller's Market** with a **49.65% Sales Ratio**.<sup>1</sup>
- Attached homes are selling for an average of **100.00% of list price**.
- The median luxury threshold<sup>2</sup> price is **\$700,000**, and the median attached luxury sale price is **\$880,000**.
- Markets with the Highest Median Sales Price: **Vail** (\$2,700,000), **Park City** (\$2,615,000), **San Francisco** (\$2,300,000), and **Maui** (\$2,275,000).
- Markets with the Highest Sales Ratio: **Lake Tahoe, NV** (350%), **GTA-Durham** (269%), **Summit County** (100%) and **Anne Arundel County** (91%).

<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	\$1,180,000	\$994,500	485	120	74	50	Balanced
AZ	Paradise Valley	\$3,597,500	\$2,745,000	164	25	36	69	Seller's
AZ	Phoenix	\$1,050,000	\$749,900	289	86	197	39	Seller's
AZ	Scottsdale	\$2,199,000	\$1,539,000	465	121	147	53	Seller's
AZ	Tucson	\$799,000	\$650,000	454	97	170	10	Seller's
BC	Mid Vancouver Island	\$1,549,000	\$1,482,000	37	15	17	57	Seller's
BC	Okanagan Valley	\$1,810,000	\$1,530,000	310	57	53	60	Balanced
BC	Vancouver	\$4,198,000	\$3,324,000	891	190	112	31	Buyer's
BC	Victoria	\$2,375,000	\$2,000,000	97	33	33	51	Seller's
CA	Central Coast	\$3,295,000	\$2,100,000	217	54	26	4	Buyer's
CA	East Bay	\$2,398,000	\$1,847,500	283	106	350	8	Seller's
CA	Greater Palm Springs	\$2,350,000	\$1,600,000	304	80	85	42	Seller's
CA	Lake Tahoe	\$2,425,000	\$1,875,000	104	22	52	34	Seller's
CA	Los Angeles Beach Cities	\$5,197,500	\$4,037,500	452	96	80	57	Balanced
CA	Los Angeles City	\$4,869,000	\$3,550,000	926	206	129	28	Buyer's
CA	Los Angeles The Valley	\$2,795,000	\$2,077,500	378	116	158	27	Seller's
CA	Marin County	\$3,850,000	\$2,862,500	109	16	56	27	Seller's
CA	Napa County	\$2,995,000	\$3,190,000	124	17	12	70	Buyer's
CA	Orange County	\$2,999,500	\$2,200,000	861	208	430	27	Seller's
CA	Placer County	\$1,299,000	\$1,108,750	119	36	62	21	Seller's
CA	Sacramento	\$1,149,900	\$899,000	246	77	219	9	Seller's
CA	San Diego	\$2,884,000	\$1,850,000	682	181	317	20	Seller's
CA	San Francisco	\$4,499,400	\$3,380,000	100	20	56	20	Seller's
CA	San Luis Obispo County	\$1,675,000	\$1,301,305	145	29	4	N/A	Buyer's
CA	Santa Barbara	\$4,250,000	\$3,000,000	185	46	59	17	Seller's
CA	Silicon Valley	\$4,195,000	\$3,205,000	237	80	173	9	Seller's
CA	Sonoma County	\$1,798,500	\$1,686,750	138	36	44	32	Seller's
CA	Ventura County	\$2,600,000	\$1,662,000	175	42	94	37	Seller's
CO	Boulder	\$2,150,000	\$1,567,000	231	40	88	78	Seller's
CO	Colorado Springs	\$1,225,360	\$835,000	127	35	74	20	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
CO	Denver	\$1,699,000	\$1,317,000	305	50	189	21	Seller's
CO	Douglas County	\$1,599,000	\$1,251,500	129	15	62	43	Seller's
CO	Durango	\$1,500,000	\$1,102,500	63	7	20	99	Seller's
CO	Summit County	\$1,975,000	\$2,482,500	16	7	6	5	Seller's
CO	Vail	\$5,495,000	\$3,395,000	88	9	15	124	Balanced
CT	Central Connecticut	\$675,000	\$604,475	384	60	100	30	Seller's
CT	Coastal Connecticut	\$2,200,000	\$1,568,750	833	121	202	69	Seller's
DC	Washington D.C.	\$4,750,000	\$2,327,500	56	12	10	6	Balanced
DE	Sussex County Coastal	\$1,499,950	\$1,460,000	138	20	36	19	Seller's
FL	Boca Raton/Delray Beach	\$2,795,000	\$1,987,500	368	61	74	54	Balanced
FL	Coastal Pinellas County	\$1,850,000	\$1,575,000	76	17	13	15	Balanced
FL	Greater Fort Lauderdale	\$1,695,000	\$1,080,000	959	163	194	44	Balanced
FL	Jacksonville Beaches	\$1,557,000	\$1,137,832	194	41	73	50	Seller's
FL	Lee County	\$1,795,000	\$1,289,900	399	77	59	36	Buyer's
FL	Marco Island	\$2,472,500	\$2,275,000	78	16	17	67	Seller's
FL	Miami	\$1,888,000	\$1,570,000	779	148	96	76	Buyer's
FL	Naples	\$3,650,000	\$2,990,000	301	57	64	74	Seller's
FL	Orlando	\$1,309,500	\$1,172,000	502	78	91	59	Balanced
FL	Palm Beach Towns	\$3,922,500	\$4,500,000	206	47	37	84	Balanced
FL	Sarasota & Beaches	\$1,595,000	\$1,454,500	155	32	60	54	Seller's
FL	South Pinellas County	\$1,400,000	\$1,225,000	165	45	47	19	Seller's
FL	South Walton	\$2,500,000	\$2,212,500	173	35	36	47	Balanced
FL	Tampa	\$870,000	\$686,000	481	110	208	23	Seller's
FL	Weston	\$998,250	\$850,000	74	10	22	63	Seller's
GA	Atlanta	\$1,400,000	\$1,189,500	726	146	162	27	Seller's
GA	Duluth	\$1,455,000	\$1,232,500	34	14	14	44	Seller's
HI	Island of Hawaii	\$2,887,500	\$1,788,500	130	20	28	35	Seller's
HI	Kauai	\$2,795,000	\$1,515,000	107	15	15	94	Buyer's
HI	Maui	\$3,700,000	\$2,262,500	179	30	26	69	Buyer's
HI	Oahu	\$3,200,000	\$2,253,750	224	44	28	48	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
ID	Northern Idaho	\$1,395,000	\$875,000	123	33	102	57	Seller's
IL	Chicago	\$1,460,000	\$1,168,750	909	192	249	50	Seller's
IL	DuPage County	\$1,100,000	\$955,000	407	91	88	36	Seller's
IL	Lake County	\$1,099,900	\$892,500	395	54	90	37	Seller's
IL	Will County	\$699,000	\$581,375	201	44	70	16	Seller's
IN	Hamilton County	\$842,373	\$743,639	112	29	64	17	Seller's
KS	Johnson County	\$813,000	\$810,000	357	56	97	37	Seller's
MA	Greater Boston	\$3,349,500	\$2,750,000	126	26	28	36	Seller's
MD	Anne Arundel County	\$1,045,000	\$985,000	178	37	68	17	Seller's
MD	Frederick County	\$917,245	\$915,000	44	10	5	23	Buyer's
MD	Howard County	\$1,049,995	\$970,000	100	17	27	12	Seller's
MD	Montgomery County	\$1,975,000	\$1,575,000	178	38	77	9	Seller's
MD	Talbot County	\$2,399,000	\$1,251,500	59	13	17	38	Seller's
MD	Worcester County	\$1,199,999	\$729,900	41	6	11	8	Seller's
MI	Livingston County	\$849,950	\$687,000	56	9	10	27	Balanced
MI	Monroe County	\$637,400	\$550,000	16	2	2	78	Buyer's
MI	Oakland County	\$825,000	\$615,000	673	171	224	28	Seller's
MI	Washtenaw County	\$817,500	\$842,500	139	14	32	25	Seller's
MI	Wayne County	\$744,000	\$650,000	258	75	76	22	Seller's
MN	Olmsted County	\$819,500	\$826,800	57	8	12	64	Seller's
MN	Twin Cities	\$1,111,606	\$975,000	530	76	146	34	Seller's
MO	Kansas City	\$689,900	\$669,500	601	126	249	34	Seller's
MO	St. Louis	\$730,000	\$615,000	135	29	52	25	Seller's
NC	Charlotte	\$1,149,000	\$931,000	858	145	218	9	Seller's
NC	Raleigh-Durham	\$1,030,648	\$920,000	300	59	99	3	Seller's
NJ	Ocean County	\$879,900	\$852,500	338	85	134	31	Seller's
NV	Lake Tahoe	\$3,995,000	\$3,100,000	63	14	34	91	Seller's
NV	Las Vegas	\$870,000	\$723,500	1,051	269	400	27	Seller's
NV	Reno	\$1,999,000	\$1,639,500	48	7	24	73	Seller's
NY	Brooklyn	\$1,699,000	\$1,422,500	296	41	10	187	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
NY	Nassau County	\$1,988,944	\$1,560,000	842	131	132	58	Balanced
NY	Staten Island	\$1,299,999	\$975,000	175	31	20	71	Buyer's
NY	Suffolk County	\$1,700,000	\$1,299,000	929	163	179	52	Balanced
OH	Cincinnati	\$749,700	\$730,032	236	44	62	22	Seller's
OH	Cleveland Suburbs	\$695,365	\$591,500	50	5	14	45	Seller's
ON	GTA - Durham	\$1,799,900	\$1,350,000	147	81	93	13	Seller's
ON	GTA - York	\$2,499,999	\$1,788,000	595	224	160	28	Seller's
ON	Oakville	\$2,795,000	\$2,221,000	131	51	31	12	Seller's
ON	Toronto	\$3,572,500	\$3,150,000	400	164	107	28	Seller's
ON	Waterloo Region	\$1,399,900	\$1,330,000	84	17	42	17	Seller's
OR	Portland	\$1,240,000	\$1,137,500	429	98	144	18	Seller's
SC	Charleston	\$1,630,000	\$1,523,407	376	83	98	25	Seller's
TN	Nashville	\$1,395,000	\$1,225,000	355	82	159	7	Seller's
TX	Austin	\$1,389,800	\$940,000	301	89	241	9	Seller's
TX	Collin County	\$832,400	\$683,417	302	80	208	23	Seller's
TX	Dallas	\$1,349,950	\$1,089,000	448	85	133	35	Seller's
TX	Denton County	\$827,900	\$700,000	269	71	136	46	Seller's
TX	Fort Worth	\$899,900	\$802,000	422	100	190	36	Seller's
TX	Houston	\$989,000	\$875,000	1,469	349	257	36	Balanced
TX	San Angelo	\$729,900	\$680,000	27	3	3	116	Buyer's
TX	The Woodlands & Spring	\$967,725	\$793,000	247	62	89	25	Seller's
UT	Park City	\$4,674,500	\$2,800,000	94	18	67	26	Seller's
UT	Salt Lake City	\$1,199,950	\$965,000	164	41	89	30	Seller's
VA	Arlington & Alexandria	\$1,899,900	\$1,695,000	91	30	22	18	Seller's
VA	Charlottesville	\$1,149,500	\$1,040,000	162	21	43	49	Seller's
VA	Fairfax County	\$1,999,000	\$1,509,369	406	76	118	15	Seller's
VA	McLean & Vienna	\$2,497,000	\$1,707,500	198	34	44	22	Seller's
VA	Richmond	\$899,900	\$799,975	372	66	104	13	Seller's
WA	Greater Seattle	\$1,997,500	\$1,599,752	788	169	558	8	Seller's
WA	Seattle	\$2,045,000	\$1,600,000	195	48	122	8	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	\$767,000	\$669,000	156	30	11	59	Buyer's
AZ	Paradise Valley	–	–	–	–	–	–	–
AZ	Phoenix	–	–	–	–	–	–	–
AZ	Scottsdale	\$899,000	\$715,000	154	35	53	62	Seller's
AZ	Tucson	–	–	–	–	–	–	–
BC	Mid Vancouver Island	\$783,000	\$780,000	10	4	4	71	Seller's
BC	Okanagan Valley	–	–	–	–	–	–	–
BC	Vancouver	\$1,999,900	\$1,750,000	766	181	69	22	Buyer's
BC	Victoria	\$960,000	\$944,000	121	45	32	26	Seller's
CA	Central Coast	\$1,342,000	\$987,500	22	9	4	15	Balanced
CA	East Bay	\$992,000	\$975,000	106	42	81	11	Seller's
CA	Greater Palm Springs	–	–	–	–	–	–	–
CA	Lake Tahoe	\$1,297,000	\$965,000	34	6	11	5	Seller's
CA	Los Angeles Beach Cities	\$1,812,500	\$1,550,000	216	45	49	21	Seller's
CA	Los Angeles City	\$1,665,000	\$1,297,500	455	103	42	39	Buyer's
CA	Los Angeles The Valley	\$839,900	\$745,000	71	22	45	23	Seller's
CA	Marin County	\$1,195,000	\$1,150,000	27	8	19	23	Seller's
CA	Napa County	–	–	–	–	–	–	–
CA	Orange County	\$1,200,000	\$1,050,000	264	66	120	24	Seller's
CA	Placer County	–	–	–	–	–	–	–
CA	Sacramento	–	–	–	–	–	–	–
CA	San Diego	\$1,338,888	\$1,109,500	363	86	116	33	Seller's
CA	San Francisco	\$2,875,000	\$2,300,000	151	16	43	49	Seller's
CA	San Luis Obispo County	–	–	–	–	–	–	–
CA	Santa Barbara	\$1,850,000	\$1,400,000	31	6	11	53	Seller's
CA	Silicon Valley	\$1,652,000	\$1,526,500	74	28	46	11	Seller's
CA	Sonoma County	\$844,475	\$720,000	6	0	3	42	Seller's
CA	Ventura County	\$837,445	\$726,000	36	10	21	33	Seller's
CO	Boulder	\$969,000	\$780,000	107	19	29	64	Seller's
CO	Colorado Springs	–	–	–	–	–	–	–

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# - LUXURY MONTHLY MARKET REVIEW -

## ATTACHED HOMES

State	Market Name	Median List Price	Median Sold Price	Inventory	New Listings	Sold	Days on Market	Market Status
CO	Denver	\$874,950	\$804,444	318	59	120	15	Seller's
CO	Douglas County	\$585,000	\$518,000	15	7	11	5	Seller's
CO	Durango	\$775,000	\$925,000	11	6	7	316	Seller's
CO	Summit County	\$1,075,000	\$1,050,000	5	2	5	11	Seller's
CO	Vail	\$3,590,000	\$2,700,000	107	12	11	38	Buyer's
CT	Central Connecticut	—	—	—	—	—	—	—
CT	Coastal Connecticut	\$825,000	\$750,000	167	20	37	55	Seller's
DC	Washington D.C.	\$1,800,000	\$1,539,500	241	61	66	19	Seller's
DE	Sussex County Coastal	\$997,500	\$805,000	26	5	11	25	Seller's
FL	Boca Raton/Delray Beach	\$1,050,000	\$799,000	427	72	61	55	Buyer's
FL	Coastal Pinellas County	\$1,295,000	\$1,126,000	157	31	54	54	Seller's
FL	Greater Fort Lauderdale	\$889,000	\$759,900	1,274	182	121	67	Buyer's
FL	Jacksonville Beaches	\$1,349,450	\$965,000	26	11	7	61	Seller's
FL	Lee County	\$849,900	\$812,500	274	56	56	62	Balanced
FL	Marco Island	\$1,575,000	\$1,111,250	46	12	7	130	Balanced
FL	Miami	\$1,390,000	\$1,312,500	1,894	222	60	224	Buyer's
FL	Naples	\$1,712,500	\$1,550,000	302	48	50	52	Balanced
FL	Orlando	\$720,000	\$545,000	69	10	7	68	Buyer's
FL	Palm Beach Towns	\$1,599,000	\$1,297,500	256	38	28	76	Buyer's
FL	Sarasota & Beaches	\$1,950,000	\$1,390,000	167	24	29	71	Balanced
FL	South Pinellas County	\$917,500	\$865,000	116	31	39	22	Seller's
FL	South Walton	\$1,244,000	\$1,475,000	139	16	19	8	Buyer's
FL	Tampa	\$739,000	\$580,000	125	38	33	59	Seller's
FL	Weston	—	—	—	—	—	—	—
GA	Atlanta	\$650,000	\$589,447	620	122	92	31	Buyer's
GA	Duluth	—	—	—	—	—	—	—
HI	Island of Hawaii	\$1,995,000	\$1,750,000	65	10	13	41	Balanced
HI	Kauai	\$1,595,000	\$1,080,000	69	7	7	72	Buyer's
HI	Maui	\$1,780,000	\$2,275,000	166	21	19	224	Buyer's
HI	Oahu	\$1,280,000	\$918,888	453	59	41	48	Buyer's

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## ATTACHED HOMES

State	Market Name	Median List Price	Median Sold Price	Inventory	New Listings	Sold	Days on Market	Market Status
ID	Northern Idaho	–	–	–	–	–	–	–
IL	Chicago	\$1,100,000	\$899,057	989	165	94	49	Buyer's
IL	DuPage County	\$719,900	\$702,500	57	20	6	59	Buyer's
IL	Lake County	–	–	–	–	–	–	–
IL	Will County	–	–	–	–	–	–	–
IN	Hamilton County	–	–	–	–	–	–	–
KS	Johnson County	\$599,950	\$620,000	101	11	16	61	Balanced
MA	Greater Boston	\$2,362,500	\$1,977,500	386	54	54	31	Buyer's
MD	Anne Arundel County	\$661,450	\$550,000	32	16	29	5	Seller's
MD	Frederick County	–	–	–	–	–	–	–
MD	Howard County	\$560,000	\$550,000	42	19	22	7	Seller's
MD	Montgomery County	\$869,100	\$749,900	134	39	73	10	Seller's
MD	Talbot County	–	–	–	–	–	–	–
MD	Worcester County	\$699,000	\$617,500	60	17	22	16	Seller's
MI	Livingston County	–	–	–	–	–	–	–
MI	Monroe County	–	–	–	–	–	–	–
MI	Oakland County	\$844,950	\$585,000	68	23	7	22	Buyer's
MI	Washtenaw County	\$590,000	\$563,571	41	7	6	27	Buyer's
MI	Wayne County	\$654,900	\$570,000	64	4	6	6	Buyer's
MN	Olmsted County	–	–	–	–	–	–	–
MN	Twin Cities	–	–	–	–	–	–	–
MO	Kansas City	–	–	–	–	–	–	–
MO	St. Louis	–	–	–	–	–	–	–
NC	Charlotte	\$749,450	\$595,000	184	25	39	48	Seller's
NC	Raleigh–Durham	–	–	–	–	–	–	–
NJ	Ocean County	\$689,000	\$775,000	37	4	11	35	Seller's
NV	Lake Tahoe	\$941,950	\$1,400,000	2	2	7	39	Seller's
NV	Las Vegas	–	–	–	–	–	–	–
NV	Reno	–	–	–	–	–	–	–
NY	Brooklyn	\$1,350,000	\$1,180,000	595	118	57	52	Buyer's

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## ATTACHED HOMES

State	Market Name	Median List Price	Median Sold Price	Inventory	New Listings	Sold	Days on Market	Market Status
NY	Nassau County	\$1,294,907	\$1,099,000	136	16	19	63	Buyer's
NY	Staten Island	\$599,994	\$650,000	84	10	10	54	Buyer's
NY	Suffolk County	\$799,000	\$625,000	116	15	47	49	Seller's
OH	Cincinnati	\$645,000	\$650,000	25	6	4	10	Balanced
OH	Cleveland Suburbs	–	–	–	–	–	–	–
ON	GTA – Durham	\$799,990	\$726,500	16	18	43	6	Seller's
ON	GTA – York	\$812,450	\$885,000	290	203	180	13	Seller's
ON	Oakville	\$1,399,000	\$1,057,500	15	10	12	19	Seller's
ON	Toronto	\$1,249,000	\$1,130,000	891	429	233	16	Seller's
ON	Waterloo Region	\$867,450	\$770,000	14	5	12	7	Seller's
OR	Portland	–	–	–	–	–	–	–
SC	Charleston	\$1,100,000	\$1,040,000	108	22	28	25	Seller's
TN	Nashville	\$689,500	\$635,000	93	28	26	25	Seller's
TX	Austin	\$899,000	\$628,000	216	40	42	18	Balanced
TX	Collin County	–	–	–	–	–	–	–
TX	Dallas	\$797,000	\$745,000	224	41	23	77	Buyer's
TX	Denton County	–	–	–	–	–	–	–
TX	Fort Worth	–	–	–	–	–	–	–
TX	Houston	\$649,900	\$597,500	197	45	19	30	Buyer's
TX	San Angelo	–	–	–	–	–	–	–
TX	The Woodlands & Spring	–	–	–	–	–	–	–
UT	Park City	\$2,962,500	\$2,615,000	82	15	34	9	Seller's
UT	Salt Lake City	\$757,000	\$611,147	62	11	29	19	Seller's
VA	Arlington & Alexandria	\$1,162,495	\$945,000	110	49	51	7	Seller's
VA	Charlottesville	\$720,413	\$720,743	24	4	3	7	Buyer's
VA	Fairfax County	\$799,950	\$700,000	127	48	91	7	Seller's
VA	McLean & Vienna	\$1,338,000	\$939,500	36	10	8	4	Seller's
VA	Richmond	–	–	–	–	–	–	–
WA	Greater Seattle	\$1,249,000	\$1,195,000	319	89	133	7	Seller's
WA	Seattle	\$1,420,000	\$1,465,000	159	20	19	30	Buyer's

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