

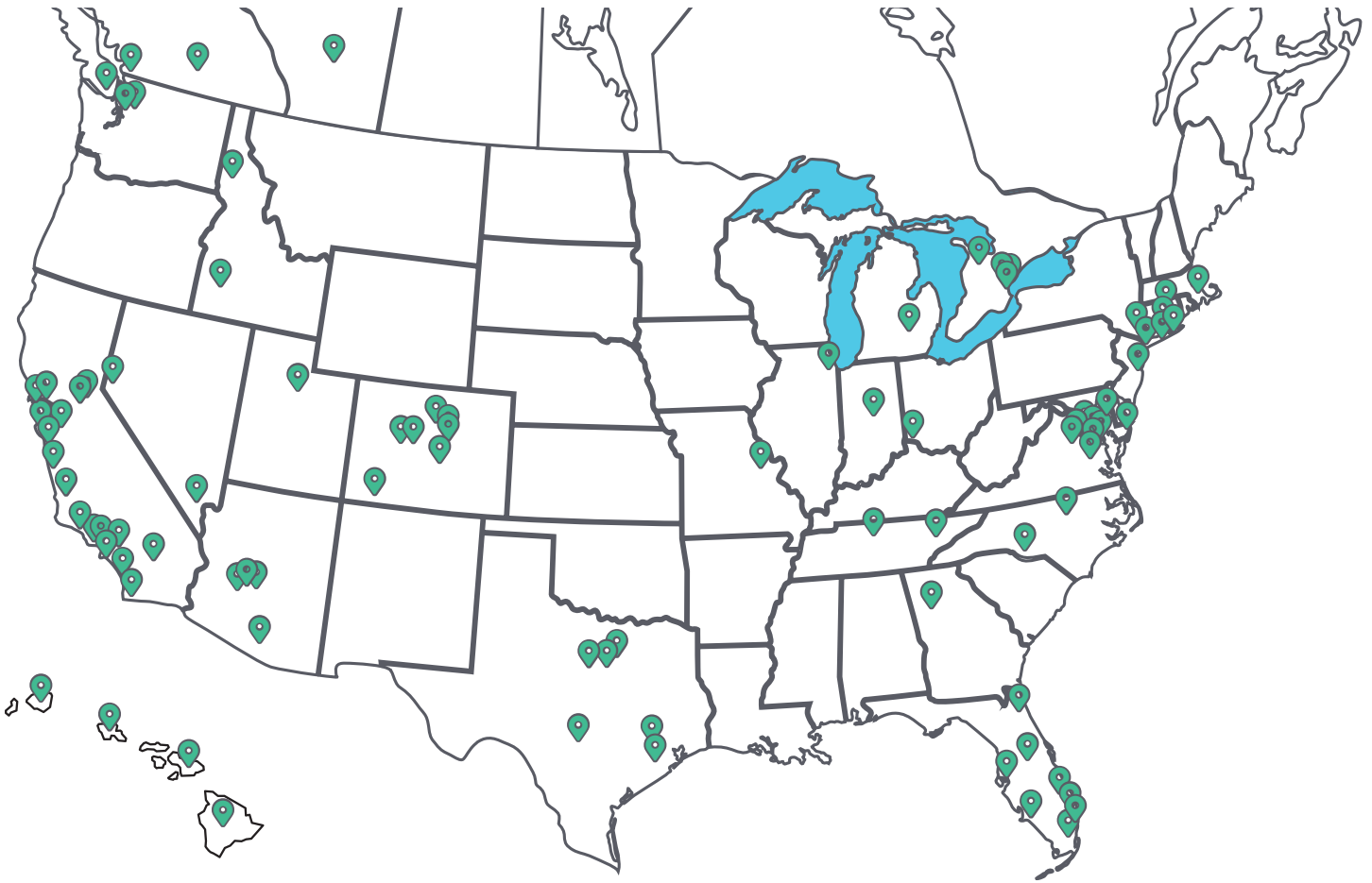
LUXURY MARKET REPORT

- May 2020 -

INSTITUTE *for*
LUXURY HOME
MARKETING®

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THIS IS YOUR LUXURY MARKET REPORT



MAP OF LUXURY RESIDENTIAL MARKETS

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

- LUXURY REPORT EXPLAINED -

The Institute for Luxury Home Marketing has analyzed a number of metrics — including sales prices, sales volumes, number of sales, sales-price-to-list-price ratios, days on market and price-per-square-foot – to provide you a comprehensive North American Luxury Market report.

Additionally, we have further examined all of the individual luxury markets to provide both an overview and an in-depth analysis – including, where data is sufficient, a breakdown by luxury single-family homes and luxury attached homes.

It is our intention to include additional luxury markets on a continual basis. If your market is not featured, please contact us so we can implement the necessary qualification process. More in-depth reports on the luxury communities in your market are available as well.

Looking through this report, you will notice three distinct market statuses, Buyer's Market, Seller's Market, and Balanced Market. A **Buyer's Market** indicates that buyers have greater control over the price point. This market type is demonstrated by a substantial number of homes on the market and few sales, suggesting demand for residential properties is slow for that market and/or price point.

By contrast, a **Seller's Market** gives sellers greater control over the price point. Typically, this means there are few homes on the market and a generous demand, causing competition between buyers who ultimately drive sales prices higher.

A **Balanced Market** indicates that neither the buyers nor the sellers control the price point at which that property will sell and that there is neither a glut nor a lack of inventory. Typically, this type of market sees a stabilization of both the list and sold price, the length of time the property is on the market as well as the expectancy amongst homeowners in their respective communities – so long as their home is priced in accordance with the current market value.

REPORT GLOSSARY

REMAINING INVENTORY: The total number of homes available at the close of a month.

DAYS ON MARKET: Measures the number of days a home is available on the market before a purchase offer is accepted.


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

NEW LISTINGS: The number of homes that entered the market during the current month.

PRICE PER SQUARE FOOT: Measures the dollar amount of the home's price for an individual square foot.

SALES RATIO: Sales Ratio defines market speed and determines whether the market currently favors buyers or sellers. Buyer's Market = up to 14%; Balanced Market = 15 to 20%; Seller's Market = 21% plus. If >100%, sales from previous month exceed current inventory.

SP/LP RATIO: The Sales Price/List Price Ratio compares the value of the sold price to the value of the list price.

A photograph of a modern outdoor patio area. In the foreground, there is a dark wicker coffee table with a glass top, holding a large potted plant. Surrounding the table are several wicker chairs and sofas with light-colored cushions and patterned throw pillows. The patio is situated on a balcony or deck of a modern house with large windows. In the background, a lake is visible, with houses and trees on the opposite shore under a clear blue sky with a hint of sunset. The text is overlaid on a semi-transparent dark rectangle in the center of the image.

“In early April, some real estate experts projected a 30-40% decrease in inventory and, with the vast majority of the US and Canada receiving ‘stay at home’ orders, it seemed that the number of sales would drop significantly. However, it seems instead that the luxury real estate market hit “pause” rather than the panic button.”



NORTH AMERICAN LUXURY REVIEW

The Luxury Real Estate Market Remains Fairly Resilient in April

Four Real Estate Brand Leaders Give a Better Perspective

There has been much speculation, as well as anticipation, about COVID-19's effect on the luxury real estate market. Those invested in this marketplace have been eagerly awaiting our April figures and statistics to assess the current situation.

In early April, some real estate experts projected a 30-40% decrease in inventory and, with the vast majority of the US and Canada receiving 'stay at home' orders, it seemed that the number of sales would drop significantly. However, it seems instead that the luxury real estate market hit "pause" rather than the panic button.

According to Coldwell Banker Global Luxury's Vice President, Craig Hogan, "our agents are reporting fundamental differences between previous crisis situations and the current impact. Buyer and seller confidence has remained high and while transactions are taking longer to close, mainly due the logistic limitations, both property prices and inventory levels have remained steady compared to previous months."

Hogan did recognize that inventory figures were approximately 15-20% lower than the same period in 2019, but reasoned that this, combined with the pent-up demand that his luxury agents are reporting, had probably been instrumental in keeping home prices relatively stable.

Taking a deeper dive into the statistics for local markets we see there has been on average a 20-25% drop in the number of sales compared to the same period in 2019, but expectations are that we will probably see a surge of buying once the virus lockdowns are lifted; with many predicting this activity to begin as soon as early summer.



However, if the statistics for April offer an indication for the future, it's probably safe to assume that we will see a rollercoaster of highs and lows in luxury sales over the next 6 months, especially if a community becomes impacted by a rise in reported cases.

The buyers of luxury real estate have often been associated with being at the forefront of new trends and smart money decisions. We asked Anne Miller, Vice President of Luxury and Commercial at RE/MAX LLC, if she was seeing any significant changes in their housing requirements.

“It's important to clarify that the affluent have wants rather than needs – so with the removal of their access to amenities such as country clubs, gyms, spas and vacation hotspots, we have seen a swift change to one of finding homes that can include their lifestyle choices within the property's boundaries,” stated Miller.

Does this mean that we will see a rise in the popularity of mega mansions, homes with large acreages and ranch properties again? Only last year we were reporting how the affluent, particularly the millennials were not investing in these types of properties, as they did not want to deal with on-going property management and maintenance.

Miller clarified, “The wealthy still want luxury homes with modern design and functionality, including open floor plans, smart home technology, and wellness infrastructures. But, where previously they may have been fine with a smaller footprint offering flex spaces, now they recognize their want for a larger property providing dedicated rooms for their office, gym, relaxation area, as well as indoor recreation and outdoor activities.”

While the affluent have the wealth to make decisions based on their wants, it is also very clear that they will continue to make smart money purchases. Nor are these wants short term; the affluent are equally willing to invest their money into properties that are turnkey, as they are in older properties that they will convert to their specifications once the ‘stay at home’ restrictions are lifted.

President and CEO of Century 21 Real Estate LLC, Mike Miedler concurs, “we are seeing an uptick in interest of buyers who are looking to move from more densely populated urban areas to more suburban settings” he stated. “This pandemic has caused many lifelong city dwellers in the hardest hit areas to re-evaluate their living situations and seek a more suburban lifestyle –many are also looking for second homes that can serve as safe havens.” He adds, “In addition, with larger companies embracing work from home options, it is no longer as crucial to reside in these city centers.”

The statistics from our report endorse this sentiment, as the percentage of new listings and sales of condominiums versus single-family homes are significantly lower, when compared to March 2020 and April 2019.

Those looking to stay in luxury condominium or townhome properties are equally recognizing the need for more space and there has been a shift in demand for larger properties. Two-bedroom requests are changing to three to provide additional space for a home office or gym, there are requests for larger balconies or terraces as well as bigger kitchen/living space. The pandemic has also reaffirmed the necessity to evaluate

the health and wellness aspects of their home's air, water, heating and cooling systems, as well as private access via an elevator or directly through their own front door.

For REALTORS the key to working in this environment is to deliver high-quality service and go beyond expectations by being adaptable, agile, tech-savvy and most importantly, offer a true support system.

Realty One Group's Founder and CEO, Kuba Jewgieniew explains the changes he is seeing in the industry. "Like every crisis, there's a lot of good that will come from the COVID-19 pandemic. We've already seen people come together to help and lift each other up." Jewgieniew stated, "Brokerages are using daily Town Hall calls with leadership and real estate professionals to encourage and inspire each other, coach and train on new technologies and strategies as well as share best practices." He adds, "We know that coming out of this, real estate will find new, better and more efficient ways and opportunities to help our buyers and sellers and we're excited about it!"

From east to west coast, high net worth buyers are looking to purchase a safe, secure environment that allows them to still create a sense of freedom for their families.

Miller reports that in California, there has been a surge in the demand for beachfront homes and mountain properties that allow the owners to walk directly outside into open spaces.

Miedler shared that his affiliated agents in Florida's Gulf Coast are seeing a strong momentum in a market that features a majority of waterfront luxury properties. "A buyer recently flew down on his private jet to check out one of these as a potential home! And an affiliated agent in Cleveland is seeing many offers over list price and in fact, just sold a luxury 8,000 square foot property that had previously been on the market for 10 months."

Hogan states that there have been record-breaking sales in the \$10 million plus price band in both LA and Chicago. The Hamptons are also reporting their agents are experiencing one of their best markets, mainly in the luxury rentals, but there are expectations that these will turn into buyers.

Looking to Europe, Hogan explains that although there was a heavy pause during April, they too are starting to see similar pent-up demand, and despite Italy being one of the worst effected countries, Coldwell Banker Global Luxury just opened a new luxury office and added 3 new franchisees to their network.

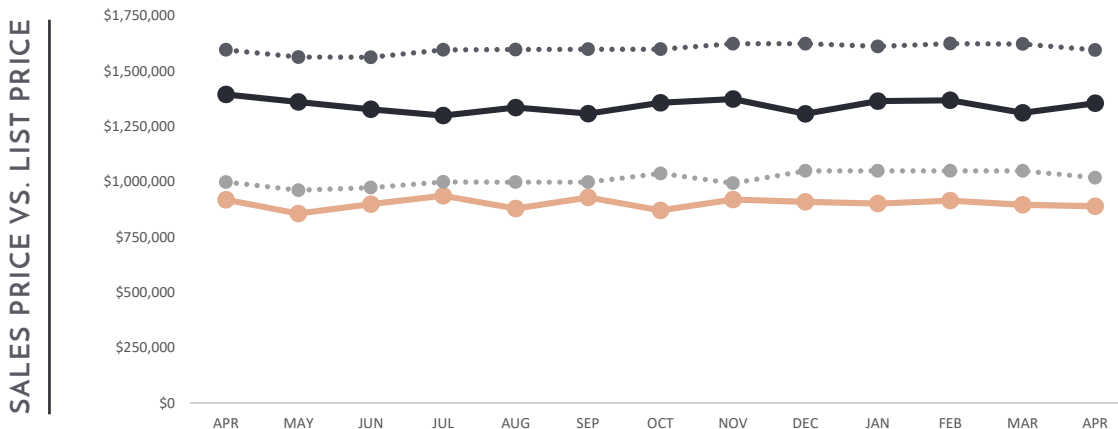
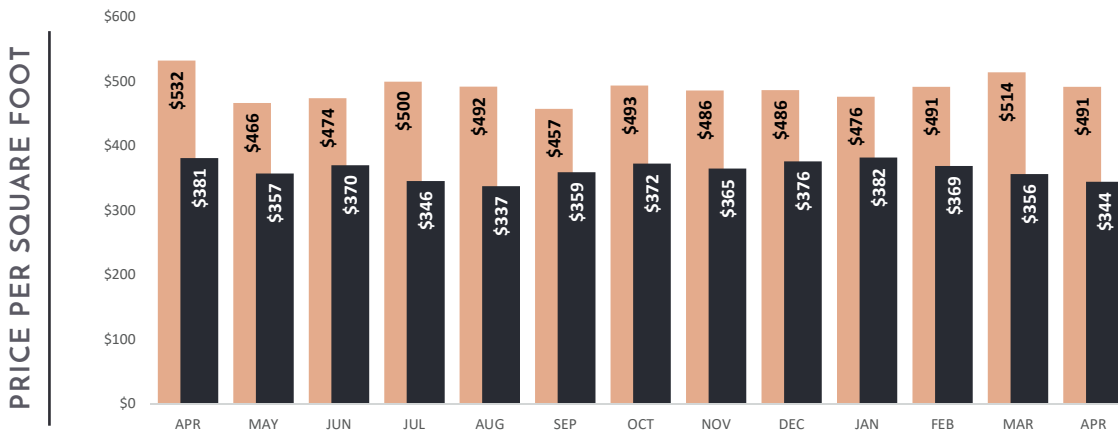
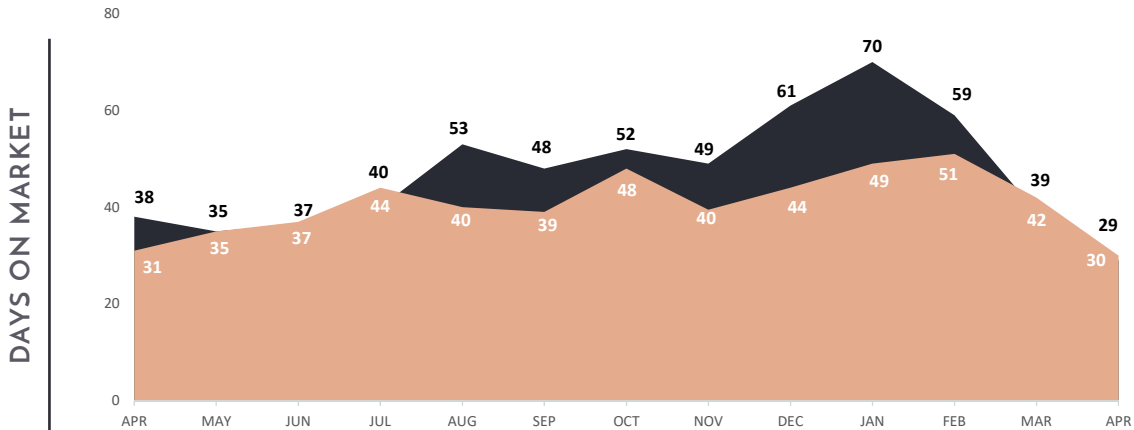
Miedler succinctly summed up the current market. "The truth is, our industry has seen its ups and downs, from housing booms to devastating recessions, and we've come through stronger every time. Yes, some consumers are scared right now, but the market will eventually return and grow, especially the luxury market. What clients need, now more than ever, are knowledgeable professionals who can guide them through this time, overcome its unique challenges, and help them make the best decision for their families."



- 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 April 2020 and May 2020 Luxury Market Reports are due to the addition of Cincinnati, OH, Nassau County, NY, and Suffolk County, NY.

- LUXURY MONTHLY MARKET REVIEW -

A Review of Key Market Differences Month Over Month

March 2020 | April 2020

SINGLE-FAMILY HOMES

	March	April		March	April
Median List Price	\$1,623,500	\$1,596,500	Total Inventory	44,146	45,371
Median Sale Price	\$1,312,000	\$1,355,750	New Listings	12,145	8,734
Median SP/LP Ratio	97.54%	97.24%	Total Sold	8,347	6,398
Total Sales Ratio	18.91%	14.10%	Median Days on Market	39	29
Median Price per Sq. Ft.	\$356	\$344	Average Home Size	3,520	3,600

Median prices represent properties priced above respective city benchmark prices.



SINGLE-FAMILY HOMES MARKET SUMMARY | APRIL 2020

- Official Market Type: **Buyer's Market** with a **14.10% Sales Ratio**.¹
- Homes are selling for an average of **97.24% of list price**.
- The median luxury threshold² price is **\$947,500**, and the median luxury home sales price is **\$1,355,750**.
- Markets with the Highest Median Sales Price: **LA Beach Cities** (\$3,612,500), **Vancouver** (\$3,400,000), **Mountain Communities** (\$3,200,000), and **San Francisco** (\$3,133,700).
- Markets with the Highest Sales Ratio: **East Bay** (51%), **Seattle** (47%), **Sacramento** (33%), and **San Francisco** (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

March 2020 | April 2020

ATTACHED HOMES

	March	April		March	April
Median List Price	\$1,049,800	\$1,019,495	Total Inventory	16,595	16,542
Median Sale Price	\$897,000	\$890,000	New Listings	4,189	2,869
Median SP/LP Ratio	98.92%	98.25%	Total Sold	2,976	1,914
Total Sales Ratio	17.93%	11.57%	Median Days on Market	42	30
Median Price per Sq. Ft.	\$514	\$491	Average Home Size	1,980	1,979

Median prices represent properties priced above respective city benchmark prices.



ATTACHED HOMES MARKET SUMMARY | APRIL 2020

- Official Market Type: **Buyer's Market** with a **11.57% Sales Ratio**.¹
- Attached homes are selling for an average of **98.25% of list price**.
- The median luxury threshold² price is **\$702,450**, and the median attached luxury sale price is **\$890,000**.
- Markets with the Highest Median Sales Price: **Vail** (\$2,600,000), **Maui** (\$2,275,000), **San Francisco** (\$2,200,000), and **Greater Boston** (\$1,825,000).
- Markets with the Highest Sales Ratio: **East Bay** (71%), **Silicon Valley** (67%), **Arlington and Alexandria** (64%), and **Fairfax County** (56%).

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	\$1,134,450	\$1,011,250	572	100	20	40	Buyer's
AZ	Paradise Valley	\$3,250,000	\$2,412,500	208	24	18	176	Buyer's
AZ	Phoenix	\$754,500	\$606,498	678	176	202	46	Seller's
AZ	Scottsdale	\$1,775,000	\$1,275,000	761	99	101	78	Buyer's
AZ	Tucson	\$749,950	\$615,000	627	88	107	26	Balanced
BC	Okanagan Valley	\$1,595,000	\$1,328,750	650	106	14	101	Buyer's
BC	Vancouver	\$3,999,000	\$3,400,000	827	121	31	32	Buyer's
BC	Victoria	\$1,850,000	\$1,485,000	338	66	37	30	Buyer's
CA	Central Coast	\$2,950,000	\$2,800,000	265	36	27	4	Buyer's
CA	East Bay	\$2,150,000	\$1,829,000	279	115	142	10	Seller's
CA	Los Angeles Beach Cities	\$4,699,000	\$3,612,500	409	80	30	13	Buyer's
CA	Los Angeles City	\$4,224,500	\$2,845,000	830	160	76	29	Buyer's
CA	Los Angeles The Valley	\$2,149,500	\$1,959,000	536	157	70	28	Buyer's
CA	Marin County	\$3,763,500	\$2,600,000	118	16	13	30	Buyer's
CA	Napa County	\$3,001,050	\$1,915,000	135	12	8	50	Buyer's
CA	Orange County	\$2,444,000	\$1,779,000	1,270	246	177	20	Buyer's
CA	Palm Springs/Palm Desert	\$1,820,000	\$1,607,000	461	45	34	65	Buyer's
CA	Placer County	\$979,450	\$926,212	216	75	40	7	Balanced
CA	Sacramento	\$775,000	\$710,000	711	257	235	8	Seller's
CA	San Diego	\$2,172,910	\$1,575,000	997	267	197	26	Balanced
CA	San Francisco	\$3,992,222	\$3,133,700	83	22	27	12	Seller's
CA	San Luis Obispo County	\$1,598,000	\$1,340,000	191	30	13		Buyer's
CA	Santa Barbara	\$3,995,000	\$2,990,000	231	32	12	112	Buyer's
CA	Silicon Valley	\$3,775,000	\$2,800,000	253	94	80	9	Seller's
CA	Ventura County	\$1,895,000	\$1,412,500	360	72	48	51	Buyer's
CO	Boulder	\$1,699,000	\$1,266,250	215	56	32	52	Buyer's
CO	Colorado Springs	\$754,500	\$665,000	362	131	93	5	Seller's
CO	Denver	\$949,900	\$824,500	1,184	382	362	6	Seller's
CO	Douglas County	\$1,220,000	\$990,000	318	87	55	12	Balanced
CO	Durango	\$1,500,000	\$1,549,000	94	4	3	114	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	\$1,899,000	\$3,200,000	51	9	2	89	Buyer's
CO	Vail	\$4,800,000	N/A	101	1	0	N/A	Buyer's
CT	Central Connecticut	\$639,900	\$567,250	383	50	46	46	Buyer's
CT	Coastal Connecticut	\$1,779,000	\$1,355,750	1,187	135	108	141	Buyer's
DC	Washington D.C.	\$3,447,000	\$2,495,000	56	9	11	19	Balanced
FL	Boca Raton/Delray Beach	\$2,318,000	\$1,712,264	531	49	28	77	Buyer's
FL	Coastal Pinellas Towns	\$1,500,000	\$1,395,000	82	6	11	52	Buyer's
FL	Greater Fort Lauderdale	\$1,295,000	\$925,000	1,525	200	121	48	Buyer's
FL	Jacksonville Beaches	\$1,250,000	\$1,210,500	345	40	32	78	Buyer's
FL	Miami	\$1,299,000	\$870,000	1,357	136	57	119	Buyer's
FL	Naples	\$2,350,000	\$1,600,000	755	60	55	44	Buyer's
FL	Orlando	\$1,575,000	\$1,320,000	439	46	33	28	Buyer's
FL	Palm Beach Towns	\$3,170,000	\$2,290,000	361	29	23	94	Buyer's
FL	Sarasota & Beaches	\$1,750,000	\$1,277,000	541	28	48	88	Buyer's
FL	Tampa	\$775,000	\$653,090	751	160	151	35	Balanced
GA	Atlanta	\$1,195,000	\$947,500	1,225	281	162	14	Buyer's
HI	Island of Hawaii	\$1,999,999	\$1,569,500	149	7	12	87	Buyer's
HI	Kauai	\$2,600,000	\$2,007,500	105	5	2	78	Buyer's
HI	Maui	\$2,972,500	\$1,820,000	168	16	13	184	Buyer's
HI	Oahu	\$3,195,000	\$2,100,500	225	27	10	129	Buyer's
ID	Ada County	\$799,900	\$699,384	277	86	85	11	Seller's
ID	Northern Idaho	\$895,000	\$692,500	307	85	45	70	Buyer's
IL	Chicago	\$1,217,000	\$975,000	1,656	337	233	99	Buyer's
IN	Hamilton County	\$782,500	\$665,392	242	50	52	24	Seller's
MA	Greater Boston	\$2,996,500	\$2,695,000	120	27	19	17	Balanced
MD	Anne Arundel County	\$970,000	\$843,750	294	59	44	8	Buyer's
MD	Montgomery County	\$1,750,000	\$1,445,500	270	61	72	8	Seller's
MD	Talbot County	\$1,795,000	\$1,530,900	99	9	5	5	Buyer's
MD	Worcester County	\$1,069,000	\$1,222,500	45	4	4	97	Buyer's
MI	Oakland County	\$739,000	\$600,000	871	127	101	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	\$787,100	\$625,000	192	61	47	14	Seller's
NC	Charlotte	\$950,000	\$841,800	779	146	209	7	Seller's
NC	Raleigh-Durham	\$739,000	\$652,568	945	175	260	2	Seller's
NJ	Ocean County	\$859,975	\$799,900	578	47	59	58	Buyer's
NV	Las Vegas	\$730,998	\$603,450	1,710	359	224	29	Buyer's
NV	Reno	\$1,197,500	\$1,080,000	90	24	17	79	Balanced
NY	Brooklyn	\$1,550,000	\$1,570,000	227	11	2	96	Buyer's
NY	Nassau County	\$1,688,000	\$1,420,000	996	82	63	112	Buyer's
NY	Staten Island	\$1,200,000	\$1,507,500	135	2	2	21	Buyer's
NY	Suffolk County	\$1,495,000	\$1,150,000	1,460	109	68	146	Buyer's
OH	Cincinnati	\$750,000	\$656,500	328	88	62	9	Balanced
ON	GTA - Durham	\$1,549,000	\$1,548,000	189	22	6	31	Buyer's
ON	GTA - York	\$2,398,000	\$1,675,000	531	109	21	33	Buyer's
ON	Oakville	\$2,449,000	\$2,050,000	176	36	3	23	Buyer's
ON	Toronto	\$3,500,000	\$2,950,000	309	81	21	23	Buyer's
TN	Knox County	\$799,900	\$619,900	195	42	45	48	Seller's
TN	Nashville	\$979,820	\$855,000	353	115	70	4	Balanced
TX	Austin	\$1,064,875	\$813,500	653	225	180	6	Seller's
TX	Collin County	\$699,900	\$695,000	757	198	115	52	Balanced
TX	Dallas	\$999,000	\$839,000	688	211	115	24	Balanced
TX	Fort Worth	\$865,000	\$775,000	724	178	129	14	Balanced
TX	Houston	\$850,000	\$735,000	2,015	446	235	19	Buyer's
TX	The Woodlands & Spring	\$854,000	\$666,250	429	100	58	15	Buyer's
UT	Park City	\$3,600,000	\$2,600,000	209	19	15	86	Buyer's
VA	Arlington & Alexandria	\$1,875,000	\$1,620,001	101	31	22	11	Seller's
VA	Fairfax County	\$1,795,000	\$1,425,000	489	114	77	8	Balanced
VA	McLean & Vienna	\$2,195,000	\$1,687,500	245	56	34	9	Buyer's
VA	Richmond	\$819,950	\$760,000	271	70	59	8	Seller's
WA	Greater Seattle	\$1,895,000	\$1,600,000	658	197	197	6	Seller's
WA	Seattle	\$1,763,000	\$1,430,000	195	78	92	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	\$849,000	\$795,000	215	30	7	91	Buyer's
AZ	Paradise Valley	-	-	-	-	-	-	-
AZ	Phoenix	-	-	-	-	-	-	-
AZ	Scottsdale	\$749,900	\$637,450	299	64	38	62	Buyer's
AZ	Tucson	-	-	-	-	-	-	-
BC	Okanagan Valley	-	-	-	-	-	-	-
BC	Vancouver	\$1,894,000	\$1,700,000	684	153	26	23	Buyer's
BC	Victoria	\$795,900	\$760,000	265	66	38	25	Buyer's
CA	Central Coast	\$1,225,000	\$1,150,000	34	1	4	47	Buyer's
CA	East Bay	\$1,019,495	\$990,000	80	44	57	10	Seller's
CA	Los Angeles Beach Cities	\$1,770,000	\$1,538,250	201	56	44	18	Seller's
CA	Los Angeles City	\$1,499,999	\$1,260,000	347	80	51	23	Buyer's
CA	Los Angeles The Valley	\$729,000	\$677,500	109	35	44	16	Seller's
CA	Marin County	\$1,497,500	\$1,187,500	14	0	6	18	Seller's
CA	Napa County	-	-	-	-	-	-	-
CA	Orange County	\$1,073,105	\$954,750	444	130	90	21	Balanced
CA	Palm Springs/Palm Desert	-	-	-	-	-	-	-
CA	Placer County	-	-	-	-	-	-	-
CA	Sacramento	-	-	-	-	-	-	-
CA	San Diego	\$1,099,000	\$806,450	632	161	94	15	Buyer's
CA	San Francisco	\$2,840,000	\$2,200,000	94	22	18	17	Balanced
CA	San Luis Obispo County	-	-	-	-	-	-	-
CA	Santa Barbara	\$1,797,000	\$1,200,000	34	8	5	14	Buyer's
CA	Silicon Valley	\$1,450,000	\$1,437,500	87	47	58	7	Seller's
CA	Ventura County	\$774,000	\$659,000	59	11	7	72	Buyer's
CO	Boulder	\$974,750	\$837,500	66	20	10	61	Balanced
CO	Colorado Springs	-	-	-	-	-	-	-
CO	Denver	\$699,000	\$625,000	623	175	172	13	Seller's
CO	Douglas County	\$549,475	\$559,900	30	9	5	7	Balanced
CO	Durango	\$740,000	\$720,000	39	4	3	55	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	\$1,050,000	\$952,500	9	4	2	67	Seller's
CO	Vail	\$3,295,000	\$2,600,000	91	0	5	217	Buyer's
CT	Central Connecticut	-	-	-	-	-	-	-
CT	Coastal Connecticut	\$769,000	\$660,750	223	27	16	30	Buyer's
DC	Washington D.C.	\$1,837,000	\$1,495,000	186	57	35	10	Balanced
FL	Boca Raton/Delray Beach	\$984,500	\$788,500	398	24	30	99	Buyer's
FL	Coastal Pinellas Towns	\$950,000	\$905,000	153	13	13	25	Buyer's
FL	Greater Fort Lauderdale	\$875,000	\$875,000	1,171	77	43	79	Buyer's
FL	Jacksonville Beaches	\$1,007,000	\$890,000	42	1	8	47	Balanced
FL	Miami	\$1,040,000	\$1,060,000	2,787	166	49	168	Buyer's
FL	Naples	\$2,122,000	\$1,800,000	268	15	13	31	Buyer's
FL	Orlando	\$706,950	\$684,500	52	9	6	63	Buyer's
FL	Palm Beach Towns	\$1,657,500	\$1,225,000	356	13	25	126	Buyer's
FL	Sarasota & Beaches	\$1,295,000	\$1,310,000	249	22	23	72	Buyer's
FL	Tampa	\$749,700	\$569,000	129	20	20	50	Balanced
GA	Atlanta	\$665,000	\$590,000	641	141	59	33	Buyer's
HI	Island of Hawaii	\$1,822,500	\$1,117,050	84	8	5	29	Buyer's
HI	Kauai	\$1,350,000	\$1,225,000	74	7	2	75	Buyer's
HI	Maui	\$1,895,000	\$2,275,000	127	15	21	546	Balanced
HI	Oahu	\$1,230,000	\$949,000	375	39	31	71	Buyer's
ID	Ada County	-	-	-	-	-	-	-
ID	Northern Idaho	-	-	-	-	-	-	-
IL	Chicago	\$1,140,000	\$878,750	920	188	100	30	Buyer's
IN	Hamilton County	-	-	-	-	-	-	-
MA	Greater Boston	\$2,297,000	\$1,825,000	218	47	56	21	Seller's
MD	Anne Arundel County	\$692,750	\$525,000	38	8	7	57	Balanced
MD	Montgomery County	\$749,990	\$660,000	159	47	47	8	Seller's
MD	Talbot County	-	-	-	-	-	-	-
MD	Worcester County	\$625,000	\$702,500	114	2	10	74	Buyer's
MI	Oakland County	\$650,000	\$590,000	47	5	5	21	Buyer's

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State	Market Name	Median List Price	Median Sold Price	Inventory	New Listings	Sold	Days on Market	Market Status
MO	St. Louis	-	-	-	-	-	-	-
NC	Charlotte	\$722,450	\$616,500	146	19	24	52	Balanced
NC	Raleigh-Durham	-	-	-	-	-	-	-
NJ	Ocean County	\$719,000	\$662,000	87	4	10	129	Buyer's
NV	Las Vegas	-	-	-	-	-	-	-
NV	Reno	-	-	-	-	-	-	-
NY	Brooklyn	\$1,330,000	\$995,000	503	25	17	61	Buyer's
NY	Nassau County	\$1,377,500	\$1,191,500	116	9	6	127	Buyer's
NY	Staten Island	-	-	-	-	-	-	-
NY	Suffolk County	\$747,000	\$597,000	172	11	21	40	Buyer's
OH	Cincinnati	\$647,450	\$539,000	32	8	9	48	Seller's
ON	GTA - Durham	\$674,495	\$659,900	60	42	21	15	Seller's
ON	GTA - York	\$877,990	\$825,000	222	112	49	19	Seller's
ON	Oakville	\$1,165,000	\$932,000	38	13	1	4	Buyer's
ON	Toronto	\$1,280,000	\$1,085,000	530	219	64	14	Buyer's
TN	Knox County	-	-	-	-	-	-	-
TN	Nashville	\$914,950	\$589,750	98	25	8	18	Buyer's
TX	Austin	\$820,000	\$675,000	219	47	26	7	Buyer's
TX	Collin County	-	-	-	-	-	-	-
TX	Dallas	\$749,950	\$653,500	206	32	14	42	Buyer's
TX	Fort Worth	-	-	-	-	-	-	-
TX	Houston	\$675,000	\$558,250	157	27	14	38	Buyer's
TX	The Woodlands & Spring	-	-	-	-	-	-	-
UT	Park City	\$1,950,000	\$1,810,000	131	2	15	65	Buyer's
VA	Arlington & Alexandria	\$1,161,500	\$999,000	76	38	49	6	Seller's
VA	Fairfax County	\$718,400	\$652,000	167	69	93	6	Seller's
VA	McLean & Vienna	\$1,399,000	\$905,000	26	8	10	6	Seller's
VA	Richmond	-	-	-	-	-	-	-
WA	Greater Seattle	\$1,069,000	\$1,117,000	183	55	42	9	Seller's
WA	Seattle	\$1,199,000	\$1,190,000	106	33	13	15	Buyer's

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