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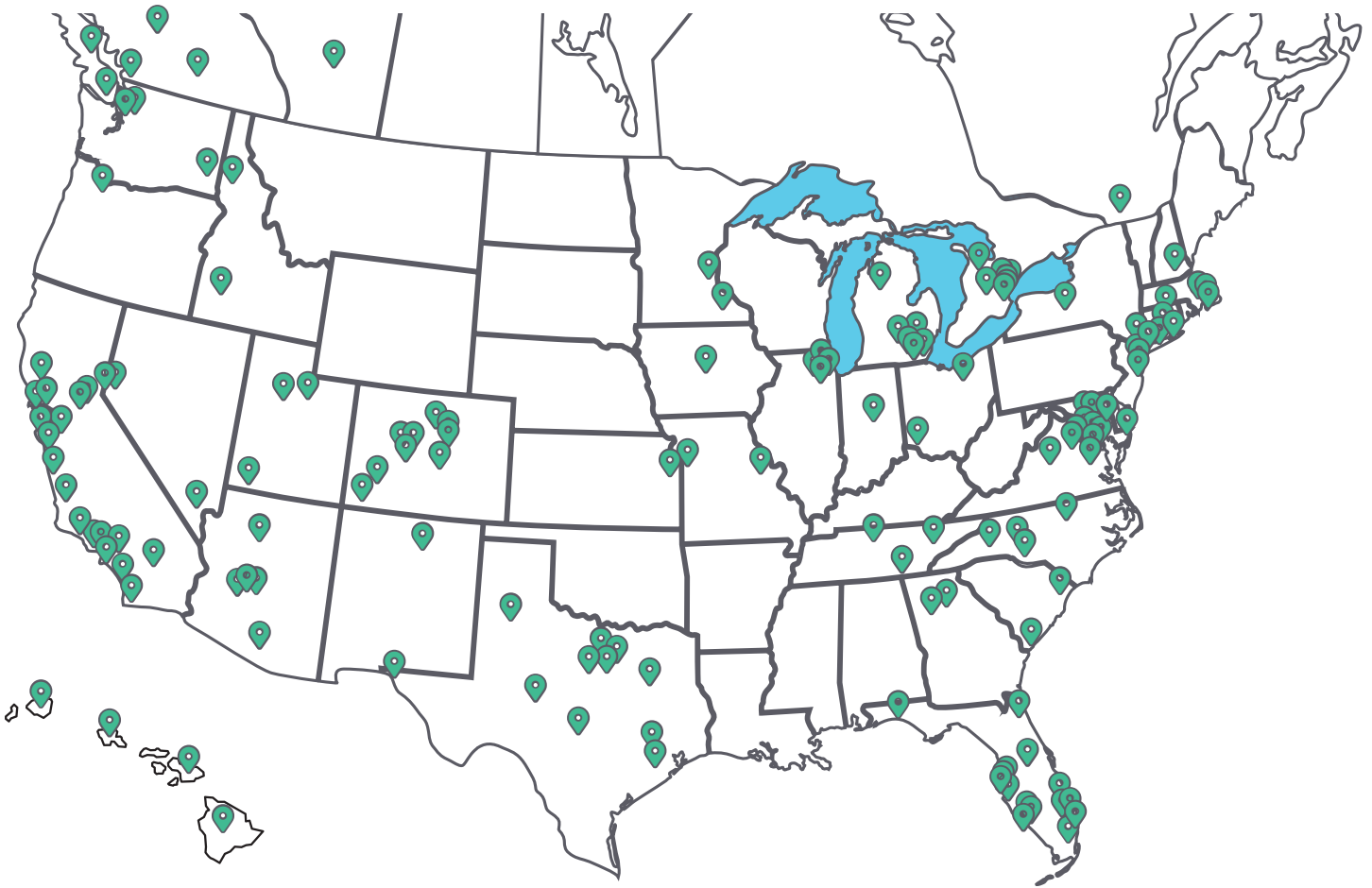


# LUXURY MARKET REPORT NOVEMBER 2023

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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.

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The Luxury Market Report is a monthly analysis provided by The Institute for Luxury Home Marketing. Luxury benchmark prices are determined by The Institute. This active and sold data has been provided by REAL Marketing, who has compiled the data through various sources, including local MLS boards, local tax records and Realtor.com. Data is deemed reliable to the best of our knowledge, but is not guaranteed.

# - LUXURY REPORT EXPLAINED -

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

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

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

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

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

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

## REPORT GLOSSARY

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

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

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

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

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

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

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



A modern kitchen and dining area. The kitchen features white cabinetry, a stainless steel microwave, and a black pendant light. The dining area has a round white table, a large woven pendant light, and leather chairs with metal frames. A text overlay is centered in the image.

"While there are no expectations of a sudden or dramatic change, a few market variables did shift slightly during October."





# NORTH AMERICAN LUXURY REVIEW

## **The Keys to Market Growth**

There is little doubt the luxury real estate market is still facing some interesting challenges, resulting in both sellers and buyers remaining decidedly on the fence. However, while there are no expectations of a sudden or dramatic change, a few market variables did shift slightly during October.

To date, all indications are that those who need to buy and/or sell will continue to do so, but for those whose criteria is more based on 'wanting to buy,' there will continue to be a hesitancy while they hope for inventory choice to improve and/or prices to become more favorable.

Equally, sellers will remain resistant, not just because they do not want to give up their current low mortgage rates, but because they see little inventory to purchase and therefore less reason to lower their prices.

These expectations and reactions by buyers and sellers are not new; in fact, they are part of a trend that started last fall and one that became firmly entrenched month after month during 2023. The reality remains that unless something shifts, such as a decrease in interest rates, it is more than likely that the current stalemate could well remain the status quo well into 2024.

However, last month did see a flicker of change, small but potentially enlightening as to future possibilities.

### **A Glimmer of Change**

October's statistics show that for the first time during 2023, the luxury market registered an increase in the number of sold properties compared to its counterpart month in 2022. Single-family home sales rose 2.73% and 7.72% for attached properties.

It's too early to say that this could signify a trend, especially given last month's unexpected decrease in the number of sales compared to September 2022. However, this does show there is a resilience in the luxury arena, further underlined by the continued stability of the median sold price in both markets.

This upswing in sales could be the result of increasing inventory levels providing buyers more opportunity. The level of new inventory entering the market, especially, has been one of the most significant challenges to the growth of sales during 2023.

The number of sales from March to July often outstripped or closely matched the quantity of new listings, thereby creating an imbalance. However, for the last two months, a higher percentage of new inventory has helped redress some of this previous imbalance and facilitated the opportunity for increased sales.

In addition, mortgage rate increases have seemingly stabilized, and there has been little talk of further increases in either the US or Canada. In fact, according to a recent article from Inman<sup>1</sup> the Mortgage Bankers Association (MBA) announced on that 30-year-fixed-rate mortgages have fallen by 67 basis points to 7.36% from a 2023 high of 8.03%, as registered on October 19th, 2023.



This saw mortgage applications increase last week, with MBA's weekly mortgage application survey reporting that requests were up by a seasonally adjusted 3% compared to the previous three weeks.

There is further speculation in the futures markets that the Fed will bring down rates by May 2024. Fannie Mae Chief Economist Doug Duncan stated to Inman<sup>2</sup> that wage growth continues to decelerate from 2022 peaks, lessening the inflationary pressures present in the economy.

"Overall, today's report shows a healthy but slowing labor market, and especially given the decelerating job growth figures, this is not a report that we would consider consistent with continued robust inflationary pressures," Duncan said in a statement.

There is also downward pressure in Canada as fixed-rate mortgages fell between 0.05 to 0.35% points in the last week. However, expectations are that any significant rate changes will not happen until later in 2024, as Canada takes a more cautionary approach and seeks to bring inflation back down to their 2% goal.



Importantly, this shows us that when mortgage rates fall, this not only certainly boosts optimism in the real estate market but should see sellers moving forward with the plans they put on hold for the last year.

## **Will Prices Fall?**

This is a big question, and yet the jury remains cautious as to what extent prices will fall or if they even will. Indeed, some experts predict they will continue to rise slightly.

Since July 2022, there has been little change in the median sold price for single-family homes, which has continued to hover around \$1.3 million for single-family homes and \$860,000 for attached properties (based on the data from 150 luxury markets the Institute evaluates each month).

Ultimately it still comes down to supply and demand. While a small decrease in interest rates may boost consumer confidence, it's unlikely to create a sudden rush of inventory that will result in a dramatic price drop. More likely, any increase in inventory levels will result in an uptick in sales, as we saw this October, because there is still a high level of pent-up demand.

On the other hand, it is equally unlikely that the luxury market will return to the same levels of demand, sales, and price increases that occurred during the pandemic, as those were extraordinary years.



That being said, the impacts of the pandemic years have forever changed the importance of owning a luxury property and it is now widely acknowledged by an ever-growing demographic of affluent buyers as an important low-risk asset that offers a long-term yield.

This was proven over the last year, as between rising economic uncertainty, political unrest, stock and crypto market volatility, and to some extent climate change effects, overall, the luxury property market has continued to maintain its financial stability.

Historically, real estate generally offered reliability and stability, favoring those investors who were able to play the long game, i.e., hold onto their asset when the market trends down and wait until prices start to rise again. There is little to suggest it will do otherwise in the future.



## Opportunity Knocks

The biggest impacts are more likely to be felt at the local market level and will depend on the current demand profile of their buyers against ongoing supply. So, expect to hear some conflicting analysis because all markets are not equal and results from a North American perspective could look very different at the grassroots level.

While there will be much debate about how things will play out over the next year, like all markets, there is always an opportunity for those who are ready. There are niches in every market: whether moving to a location that affords a better cost of living, recognizing luxury pockets or property types that are next in the demand cycle, or simply biding one's time in anticipation of finding a property that is below market value.

Regardless of an affluent buyer's financial profile, there is still significant confidence in the luxury real estate market and a belief in the stability of owning property. Even if some buyers previously dropped out of the real estate game due to fatigue, frustration, or even hesitation during 2023, in 2024 they may be primed to return as inventory levels improve.

We highly recommend working with a luxury property specialist during this unconventional market to ascertain what is truly happening in your local marketplace. 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.

1. <https://www.inman.com/2023/11/08/homebuyers-respond-to-biggest-drop-in-mortgage-rates-this-year/>
2. <https://www.inman.com/2023/11/03/big-drop-in-mortgage-rates-as-unemployment-hints-at-recession/>

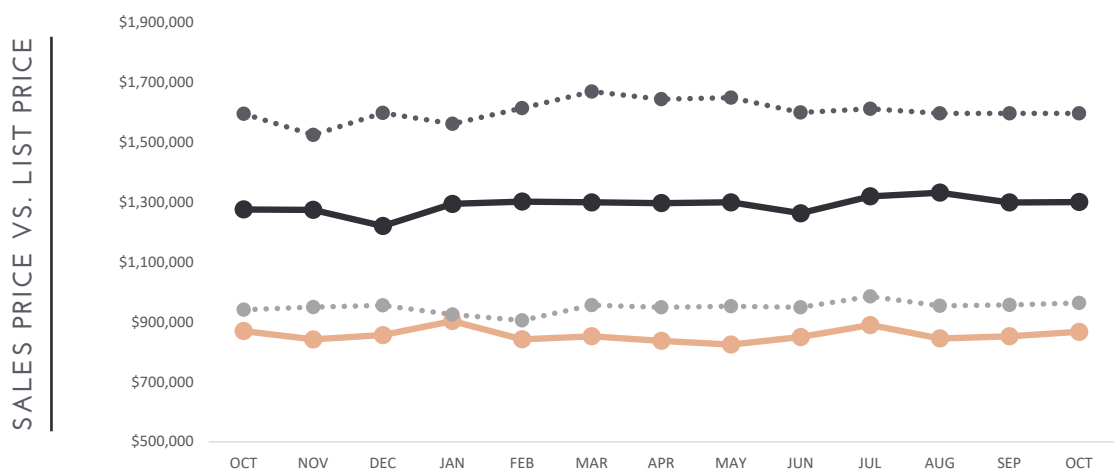
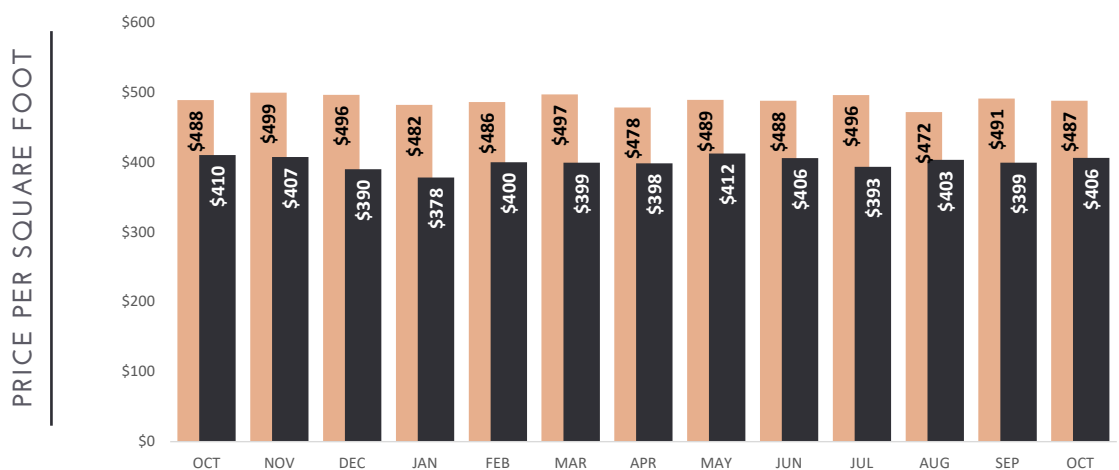
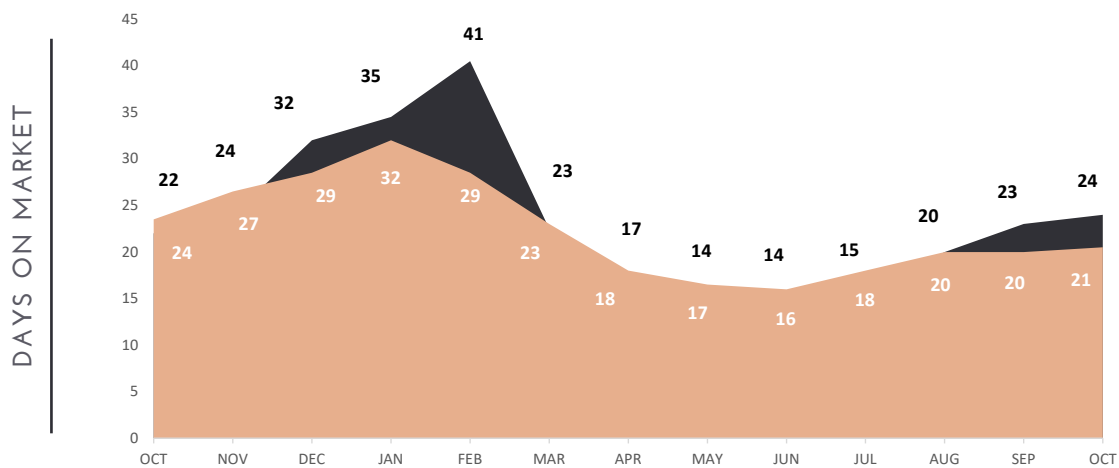


# - 13-MONTH MARKET TRENDS -

## 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 Year over Year

October 2022 | October 2023

### SINGLE-FAMILY HOMES

	October 2022	October 2023		October 2022	October 2023
Median List Price	\$1,596,000	\$1,597,500	Total Inventory	53,986	60,165
Median Sale Price	\$1,276,250	\$1,301,250	New Listings	16,234	18,846
Median SP/LP Ratio	98.26%	98.49%	Total Sold	13,832	14,209
Total Sales Ratio	25.62%	23.62%	Median Days on Market	22	24
Median Price per Sq. Ft.	\$410	\$406	Average Home Size	3,264	3,261

Median prices represent properties priced above respective city benchmark prices.



### SINGLE-FAMILY HOMES MARKET SUMMARY | OCTOBER 2023

- Official Market Type: **Seller's** with a **23.62% Sales Ratio**.<sup>1</sup>
- Homes are selling for an average of **98.49% of list price**.
- The median luxury threshold<sup>2</sup> price is **\$912,500**, and the median luxury home sales price is **\$1,301,250**.
- Markets with the Highest Median Sales Price: **Ft. Lauderdale** (\$4,350,000), **Los Angeles Beach Cities** (\$3,900,000), **Los Angeles City** (\$3,500,000), and **Vancouver** (\$3,488,000).
- Markets with the Highest Sales Ratio: **East Bay, CA** (92%), **Cleveland Suburbs** (84%), **Duluth, GA** (71%), and **Howard County, MD** (71%).

<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

October 2022 | October 2023

### ATTACHED HOMES

	October 2022	October 2023		October 2022	October 2023
Median List Price	\$940,950	\$964,000	Total Inventory	16,523	20,586
Median Sale Price	\$870,000	\$867,500	New Listings	5,420	7,029
Median SP/LP Ratio	98.82%	98.87%	Total Sold	3,975	4,282
Total Sales Ratio	24.06%	20.80%	Median Days on Market	24	21
Median Price per Sq. Ft.	\$488	\$487	Average Home Size	1,910	1,886

Median prices represent properties priced above respective city benchmark prices.



### ATTACHED HOMES MARKET SUMMARY | OCTOBER 2023

- Official Market Type: **Seller's Market** with a **20.80% Sales Ratio**.<sup>1</sup>
- Attached homes are selling for an average of **98.87% of list price**.
- The median luxury threshold<sup>2</sup> price is **\$700,000**, and the median attached luxury sale price is **\$867,500**.
- Markets with the Highest Median Sales Price: **Ft. Lauderdale** (\$3,950,000), **Vail** (\$2,947,500), **San Francisco** (\$2,215,000), and **Greater Boston** (\$2,202,000).
- Markets with the Highest Sales Ratio: **Howard County, MD** (164%), **Anne Arundel County, MD** (85%), **Morris County, NJ** (84%), and **East Bay, CA** (83%).

<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	\$1,149,900	\$964,950	621	331	218	18	Seller's
AZ	Chandler and Gilbert	\$1,059,407	\$970,150	168	70	60	42	Seller's
AZ	Flagstaff	\$1,625,000	\$1,450,000	98	16	16	93	Balanced
AZ	Mesa	\$850,000	\$792,500	188	71	56	46	Seller's
AZ	Paradise Valley	\$5,950,000	\$3,087,200	152	41	22	33	Buyer's
AZ	Phoenix	\$899,900	\$815,000	804	298	259	34	Seller's
AZ	Scottsdale	\$2,150,000	\$1,750,000	812	261	154	39	Balanced
AZ	Tucson	\$695,000	\$680,000	901	304	237	17	Seller's
BC	Mid Vancouver Island	-	-	-	-	-	-	-
BC	Okanagan Valley	\$1,789,000	\$1,480,850	1024	244	48	72	Buyer's
BC	Vancouver	\$4,288,000	\$3,488,000	1244	331	73	21	Buyer's
BC	Victoria	\$2,349,999	\$2,050,000	197	79	18	35	Buyer's
BC	Whistler	\$5,443,000	\$3,173,500	66	22	6	33	Buyer's
CA	Central Coast	\$2,800,000	\$2,350,000	256	77	66	33	Seller's
CA	East Bay	\$2,149,900	\$1,905,000	340	176	314	12	Seller's
CA	Greater Palm Springs	\$1,830,000	\$1,600,000	445	195	57	23	Buyer's
CA	Lake Tahoe	\$2,575,000	\$1,812,500	205	43	56	43	Seller's
CA	Los Angeles Beach Cities	\$5,719,500	\$3,900,000	422	123	57	26	Buyer's
CA	Los Angeles City	\$4,995,000	\$3,500,000	727	256	87	19	Buyer's
CA	Los Angeles The Valley	\$2,755,000	\$2,302,500	676	253	140	38	Balanced
CA	Marin County	\$3,795,000	\$2,997,500	119	10	38	21	Seller's
CA	Napa County	\$3,872,500	\$1,995,000	152	14	23	52	Balanced
CA	Orange County	\$3,000,000	\$2,100,000	943	309	329	27	Seller's
CA	Placer County	\$1,195,000	\$1,030,000	281	96	85	29	Seller's
CA	Sacramento	\$980,000	\$900,000	645	244	254	15	Seller's
CA	San Diego	\$2,495,000	\$1,875,000	895	351	288	14	Seller's
CA	San Francisco	\$4,575,000	\$3,425,000	159	41	66	11	Seller's
CA	San Luis Obispo County	\$1,774,500	\$1,390,000	206	50	56	29	Seller's
CA	Silicon Valley	\$4,512,500	\$3,303,000	460	201	255	8	Seller's
CA	Sonoma County	\$2,495,000	\$1,872,000	277	33	51	39	Balanced
CA	Ventura County	\$2,272,500	\$1,750,000	256	79	73	51	Seller's
CO	Aspen	-	-	-	-	-	-	-
CO	Boulder	\$2,097,500	\$1,700,000	286	62	66	43	Seller's
CO	Colorado Springs	\$944,000	\$894,250	511	129	106	31	Balanced
CO	Denver	\$1,675,000	\$1,397,500	831	259	200	24	Seller's
CO	Douglas County	\$1,325,000	\$1,180,000	422	104	103	31	Seller's
CO	Durango	\$1,450,000	\$1,135,500	117	18	22	76	Balanced
CO	Summit County	\$3,145,000	\$2,265,846	70	13	10	83	Buyer's
CO	Telluride	\$6,072,500	\$1,625,000	90	9	5	87	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	\$6,750,000	\$3,450,000	81	9	9	64	Buyer's
CT	Central Connecticut	\$699,000	\$630,000	364	113	185	7	Seller's
CT	Coastal Connecticut	\$2,324,000	\$1,850,000	472	135	128	24	Seller's
DC	Washington D.C.	\$3,899,500	\$2,822,000	54	22	15	7	Seller's
DE	Sussex County Coastal	\$1,570,000	\$1,208,860	160	44	40	8	Seller's
FL	Boca Raton/Delray Beach	\$2,697,000	\$2,035,000	586	165	78	38	Buyer's
FL	Brevard County	\$849,900	\$750,000	463	133	101	16	Seller's
FL	Broward County	\$1,699,000	\$1,450,000	726	215	97	52	Buyer's
FL	Coastal Pinellas County	\$2,250,000	\$1,975,000	129	39	12	30	Buyer's
FL	Ft. Lauderdale	\$4,950,000	\$4,350,000	227	69	12	136	Buyer's
FL	Jacksonville Beaches	\$1,320,000	\$1,127,550	415	109	78	26	Balanced
FL	Lee County	\$1,389,000	\$1,250,000	910	268	82	34	Buyer's
FL	Marco Island	\$2,750,000	\$2,012,500	137	31	16	70	Buyer's
FL	Miami	\$1,999,999	\$1,425,000	1181	309	109	68	Buyer's
FL	Naples	\$5,100,000	\$3,150,000	451	80	26	45	Buyer's
FL	Orlando	\$1,225,000	\$1,157,000	887	261	178	20	Balanced
FL	Palm Beach Towns	\$4,195,290	\$1,577,500	316	79	18	23	Buyer's
FL	Sarasota & Beaches	\$2,750,000	\$2,000,000	455	116	40	78	Buyer's
FL	South Pinellas County	\$1,459,000	\$1,150,000	339	120	55	23	Balanced
FL	South Walton	\$2,499,000	\$2,054,975	623	120	64	41	Buyer's
FL	Tampa	\$749,000	\$694,900	1331	429	355	22	Seller's
GA	Atlanta	\$1,637,000	\$1,190,000	794	272	189	8	Seller's
GA	Duluth	\$1,625,000	\$1,425,000	14	8	10	7	Seller's
HI	Island of Hawaii	\$1,975,000	\$1,600,000	191	39	33	47	Balanced
HI	Kauai	\$2,824,500	\$2,250,000	76	15	5	28	Buyer's
HI	Maui	\$3,375,000	\$2,758,600	134	27	15	162	Buyer's
HI	Oahu	\$2,895,000	\$2,327,500	211	47	28	29	Buyer's
IA	Greater Des Moines	\$650,000	\$650,000	490	88	91	37	Balanced
ID	Ada County	\$793,003	\$770,000	660	231	211	16	Seller's
ID	Northern Idaho	-	-	-	-	-	-	-
IL	Chicago	\$1,499,950	\$1,238,000	690	242	205	23	Seller's
IL	DuPage County	\$1,200,000	\$927,450	255	84	108	24	Seller's
IL	Lake County	\$1,292,400	\$932,750	287	87	78	17	Seller's
IL	Will County	\$699,000	\$621,700	270	130	118	25	Seller's
IN	Hamilton County	\$869,950	\$824,250	186	58	94	7	Seller's
KS	Johnson County	\$848,596	\$825,000	524	78	117	3	Seller's
MA	Cape Cod	\$2,395,000	\$1,942,500	170	57	42	35	Seller's
MA	Greater Boston	\$3,950,000	\$3,037,500	185	60	32	28	Balanced
MA	South Shore	\$1,872,500	\$1,337,500	70	17	32	22	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
MD	Anne Arundel County	\$1,027,495	\$900,000	194	60	87	10	Seller's
MD	Baltimore City	\$879,000	\$806,500	23	8	14	5	Seller's
MD	Baltimore County	\$1,099,990	\$917,500	141	36	32	7	Seller's
MD	Frederick County	\$885,000	\$900,000	75	36	27	5	Seller's
MD	Howard County	\$1,217,985	\$1,079,220	59	23	42	7	Seller's
MD	Montgomery County	\$2,074,450	\$1,583,000	208	70	60	7	Seller's
MD	Talbot County	\$2,790,000	\$1,426,000	47	11	13	45	Seller's
MD	Worcester County	\$1,099,950	\$802,500	48	14	20	6	Seller's
MI	Grand Traverse	\$1,175,829	\$980,000	81	22	20	59	Seller's
MI	Livingston County	\$762,500	\$670,000	108	28	28	23	Seller's
MI	Monroe County	\$675,000	\$600,000	21	5	7	41	Seller's
MI	Oakland County	\$795,000	\$650,000	794	295	237	13	Seller's
MI	Washtenaw County	\$949,000	\$790,000	147	36	39	15	Seller's
MI	Wayne County	\$779,500	\$620,000	182	69	79	10	Seller's
MN	Olmsted County	\$822,200	\$821,500	84	17	21	34	Seller's
MN	Twin Cities	\$1,232,500	\$1,000,000	834	233	189	25	Seller's
MO	Kansas City	\$699,950	\$672,988	1388	254	355	6	Seller's
MO	St. Louis	\$829,900	\$653,000	137	46	74	8	Seller's
NC	Asheville	\$1,011,500	\$875,000	314	82	86	19	Seller's
NC	Charlotte	\$1,200,000	\$900,000	578	208	283	9	Seller's
NC	Lake Norman	\$1,299,000	\$995,000	195	58	91	22	Seller's
NC	Raleigh-Durham	\$1,195,000	\$960,000	524	152	181	6	Seller's
NH	Rockingham County	\$1,625,000	\$1,700,000	85	34	21	10	Seller's
NJ	Bergen County	\$2,299,900	\$1,640,000	237	60	48	22	Balanced
NJ	Hudson County	\$1,499,000	\$1,401,500	28	14	6	14	Seller's
NJ	Morris County	\$1,600,000	\$1,415,000	127	40	39	18	Seller's
NJ	Ocean County	\$979,900	\$856,000	467	146	158	26	Seller's
NM	Taos	\$1,277,000	\$1,050,000	74	10	7	42	Buyer's
NV	Lake Tahoe	\$3,695,000	\$3,175,000	127	15	23	89	Balanced
NV	Las Vegas	\$1,790,000	\$1,300,000	628	176	91	27	Buyer's
NV	Reno	\$1,962,500	\$1,759,950	152	29	24	87	Balanced
NY	Finger Lakes	\$1,595,000	\$1,200,000	31	6	9	25	Seller's
NY	Nassau County	\$1,848,500	\$1,500,000	640	162	148	44	Seller's
NY	Staten Island	\$1,190,944	\$1,240,000	140	37	25	49	Balanced
NY	Suffolk County	\$1,900,000	\$1,325,000	958	212	157	36	Balanced
OH	Cincinnati	-	-	-	-	-	-	-
OH	Cleveland Suburbs	\$849,000	\$681,500	31	18	26	33	Seller's
OH	Columbus	\$860,000	\$749,900	551	181	217	8	Seller's
ON	GTA - Durham	\$1,704,000	\$1,570,000	306	182	47	13	Balanced

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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
ON	GTA - York	\$2,399,900	\$1,950,000	828	462	132	16	Balanced
ON	Hamilton	\$1,900,000	\$1,599,900	313	144	29	24	Buyer's
ON	Mississauga	\$2,895,000	\$2,900,000	209	114	24	29	Buyer's
ON	Oakville	\$2,988,800	\$2,200,000	205	108	25	18	Buyer's
ON	Toronto	\$3,796,500	\$3,100,000	686	357	85	12	Buyer's
ON	Waterloo Region	\$1,399,000	\$1,300,000	253	144	56	15	Seller's
OR	Portland	\$1,277,995	\$1,129,995	817	199	163	27	Balanced
SC	Charleston	\$1,750,000	\$1,521,220	532	173	146	12	Seller's
SC	Hilton Head	\$1,985,000	\$1,597,500	276	71	68	27	Seller's
SC	The Grand Strand	\$875,500	\$819,500	414	120	84	62	Balanced
TN	Greater Chattanooga	\$924,000	\$892,500	241	58	52	19	Seller's
TN	Knoxville	\$993,800	\$865,000	170	57	57	21	Seller's
TN	Nashville	\$1,799,900	\$1,302,500	940	298	216	20	Seller's
TX	Austin	\$1,245,000	\$1,003,750	1266	322	232	50	Balanced
TX	Collin County	\$751,569	\$709,990	1344	500	427	25	Seller's
TX	Dallas	\$1,350,000	\$1,181,460	596	227	165	13	Seller's
TX	Denton County	\$795,900	\$745,000	1157	394	279	27	Seller's
TX	El Paso	\$635,000	\$575,000	231	51	25	17	Buyer's
TX	Fort Worth	\$899,999	\$765,000	1088	353	299	18	Seller's
TX	Greater Tyler	\$697,000	\$812,260	264	76	27	11	Buyer's
TX	Houston	\$974,975	\$913,000	1208	433	218	18	Balanced
TX	Lubbock	\$650,000	\$667,500	175	68	28	79	Balanced
TX	San Angelo	\$675,000	\$645,000	70	14	6	62	Buyer's
TX	San Antonio	\$799,000	\$740,000	795	191	131	35	Balanced
TX	The Woodlands & Spring	\$825,000	\$675,000	255	85	68	11	Seller's
UT	Park City	\$4,450,000	\$2,897,500	185	48	44	40	Seller's
UT	Salt Lake City	\$1,199,000	\$1,014,990	564	155	135	41	Seller's
UT	Washington County	\$1,382,500	\$1,402,500	226	61	18	56	Buyer's
VA	Arlington & Alexandria	\$2,087,475	\$1,945,000	106	42	30	13	Seller's
VA	Charlottesville	\$1,300,000	\$1,217,500	149	48	32	15	Seller's
VA	Fairfax County	\$2,149,500	\$1,502,500	346	106	110	6	Seller's
VA	McLean & Vienna	\$2,777,000	\$1,900,000	157	48	40	6	Seller's
VA	Richmond	\$839,950	\$780,000	409	117	144	7	Seller's
VA	Smith Mountain Lake	\$1,749,975	\$1,500,000	46	11	10	14	Seller's
WA	King County	\$1,995,000	\$1,655,000	880	337	376	8	Seller's
WA	Seattle	\$1,900,000	\$1,598,500	249	96	94	6	Seller's
WA	Spokane	\$1,125,000	\$959,000	171	54	23	18	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
AB	Calgary	\$799,000	\$670,000	182	92	60	20	Seller's
AZ	Chandler and Gilbert	-	-	-	-	-	-	-
AZ	Flagstaff	-	-	-	-	-	-	-
AZ	Mesa	-	-	-	-	-	-	-
AZ	Paradise Valley	-	-	-	-	-	-	-
AZ	Phoenix	-	-	-	-	-	-	-
AZ	Scottsdale	\$850,000	\$797,500	229	70	58	21	Seller's
AZ	Tucson	-	-	-	-	-	-	-
BC	Mid Vancouver Island	-	-	-	-	-	-	-
BC	Okanagan Valley	-	-	-	-	-	-	-
BC	Vancouver	\$1,899,000	\$1,620,000	1136	430	97	10	Buyer's
BC	Victoria	\$979,000	\$904,900	199	108	34	32	Balanced
BC	Whistler	\$2,495,000	\$2,170,000	57	13	3	113	Buyer's
CA	Central Coast	\$1,199,500	\$1,375,000	52	13	15	25	Seller's
CA	East Bay	\$1,148,500	\$1,126,500	126	65	104	10	Seller's
CA	Greater Palm Springs	-	-	-	-	-	-	-
CA	Lake Tahoe	\$1,740,000	\$1,230,000	43	12	8	18	Balanced
CA	Los Angeles Beach Cities	\$1,950,000	\$1,599,000	175	67	53	13	Seller's
CA	Los Angeles City	\$1,750,000	\$1,442,500	431	148	54	19	Buyer's
CA	Los Angeles The Valley	\$799,950	\$807,500	137	67	68	35	Seller's
CA	Marin County	\$1,197,000	\$1,079,000	36	12	17	21	Seller's
CA	Napa County	-	-	-	-	-	-	-
CA	Orange County	\$1,290,000	\$1,100,000	341	143	184	20	Seller's
CA	Placer County	-	-	-	-	-	-	-
CA	Sacramento	-	-	-	-	-	-	-
CA	San Diego	\$1,277,000	\$1,010,000	365	178	163	11	Seller's
CA	San Francisco	\$2,795,000	\$2,215,000	135	18	21	20	Balanced
CA	San Luis Obispo County	-	-	-	-	-	-	-
CA	Silicon Valley	\$1,724,000	\$1,630,000	110	64	73	9	Seller's
CA	Sonoma County	\$834,182	\$715,000	20	3	10	33	Seller's
CA	Ventura County	\$775,000	\$735,000	110	40	33	43	Seller's
CO	Aspen	-	-	-	-	-	-	-
CO	Boulder	\$993,500	\$920,000	81	27	15	46	Balanced
CO	Colorado Springs	\$550,000	\$642,000	41	6	7	11	Balanced
CO	Denver	\$882,000	\$865,000	182	52	45	22	Seller's
CO	Douglas County	\$589,000	\$587,500	33	17	12	11	Seller's
CO	Durango	\$793,905	\$825,000	32	5	13	67	Seller's
CO	Summit County	\$1,275,000	\$1,350,000	25	8	7	9	Seller's
CO	Telluride	\$2,525,000	\$1,075,000	31	4	13	75	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
CO	Vail	\$4,000,000	\$2,947,500	67	8	16	25	Seller's
CT	Central Connecticut	-	-	-	-	-	-	-
CT	Coastal Connecticut	\$949,000	\$757,750	99	25	54	35	Seller's
DC	Washington D.C.	\$1,912,450	\$1,585,000	268	83	49	9	Balanced
DE	Sussex County Coastal	\$1,150,000	\$1,076,101	31	11	11	6	Seller's
FL	Boca Raton/Delray Beach	\$1,075,000	\$667,000	432	124	63	14	Buyer's
FL	Brevard County	\$699,000	\$693,000	211	46	33	33	Balanced
FL	Broward County	\$699,000	\$581,740	858	215	91	41	Buyer's
FL	Coastal Pinellas County	\$1,250,000	\$1,098,000	193	60	30	21	Balanced
FL	Ft. Lauderdale	\$2,500,000	\$3,950,000	170	42	9	88	Buyer's
FL	Jacksonville Beaches	\$1,199,500	\$985,000	60	23	19	26	Seller's
FL	Lee County	\$862,500	\$815,152	520	161	52	33	Buyer's
FL	Marco Island	\$1,675,000	\$1,505,000	57	16	7	43	Buyer's
FL	Miami	\$1,499,000	\$1,187,500	1590	340	98	95	Buyer's
FL	Naples	\$2,350,000	\$1,800,000	354	118	35	30	Buyer's
FL	Orlando	\$559,900	\$549,935	323	84	50	32	Balanced
FL	Palm Beach Towns	\$1,892,500	\$1,800,000	300	115	37	16	Buyer's
FL	Sarasota & Beaches	\$1,599,950	\$1,312,500	310	80	44	34	Buyer's
FL	South Pinellas County	\$1,075,000	\$1,386,561	323	167	101	0	Seller's
FL	South Walton	\$1,292,500	\$1,820,438	230	49	26	11	Buyer's
FL	Tampa	\$939,450	\$734,320	254	73	44	23	Balanced
GA	Atlanta	\$724,950	\$654,750	596	196	128	18	Seller's
GA	Duluth	-	-	-	-	-	-	-
HI	Island of Hawaii	\$2,800,000	\$1,550,000	33	6	9	38	Seller's
HI	Kauai	\$1,750,000	\$1,600,000	35	7	9	8	Seller's
HI	Maui	\$1,899,950	\$1,902,925	110	30	24	191	Seller's
HI	Oahu	\$1,134,000	\$989,400	472	132	94	22	Balanced
IA	Greater Des Moines	-	-	-	-	-	-	-
ID	Ada County	\$635,000	\$645,785	61	20	6	56	Buyer's
ID	Northern Idaho	-	-	-	-	-	-	-
IL	Chicago	\$1,199,450	\$935,541	792	260	148	49	Balanced
IL	DuPage County	\$687,450	\$625,000	30	11	13	15	Seller's
IL	Lake County	-	-	-	-	-	-	-
IL	Will County	-	-	-	-	-	-	-
IN	Hamilton County	-	-	-	-	-	-	-
KS	Johnson County	\$640,962	\$631,443	152	17	37	22	Seller's
MA	Cape Cod	\$1,072,500	\$830,500	48	15	16	22	Seller's
MA	Greater Boston	\$2,375,000	\$2,202,000	417	131	62	28	Buyer's
MA	South Shore	\$796,650	\$914,500	16	11	11	23	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
MD	Anne Arundel County	\$574,495	\$594,845	66	28	56	9	Seller's
MD	Baltimore City	\$687,500	\$620,000	102	23	25	11	Seller's
MD	Baltimore County	\$639,900	\$535,000	25	7	2	7	Buyer's
MD	Frederick County	-	-	-	-	-	-	-
MD	Howard County	\$604,945	\$625,000	28	20	46	5	Seller's
MD	Montgomery County	\$785,098	\$757,495	76	33	46	8	Seller's
MD	Talbot County	-	-	-	-	-	-	-
MD	Worcester County	\$675,000	\$582,500	103	37	28	9	Seller's
MI	Grand Traverse	-	-	-	-	-	-	-
MI	Livingston County	-	-	-	-	-	-	-
MI	Monroe County	-	-	-	-	-	-	-
MI	Oakland County	\$689,500	\$650,000	65	22	23	19	Seller's
MI	Washtenaw County	\$689,900	\$603,500	55	15	14	15	Seller's
MI	Wayne County	\$679,617	\$600,000	81	19	13	9	Balanced
MN	Olmsted County	-	-	-	-	-	-	-
MN	Twin Cities	-	-	-	-	-	-	-
MO	Kansas City	-	-	-	-	-	-	-
MO	St. Louis	-	-	-	-	-	-	-
NC	Asheville	\$750,000	\$687,500	49	12	16	7	Seller's
NC	Charlotte	\$650,000	\$657,770	244	96	86	10	Seller's
NC	Lake Norman	\$599,900	\$617,500	31	9	9	91	Seller's
NC	Raleigh-Durham	-	-	-	-	-	-	-
NH	Rockingham County	\$932,400	\$850,000	52	19	15	5	Seller's
NJ	Bergen County	\$1,250,000	\$1,115,500	146	47	30	28	Balanced
NJ	Hudson County	\$1,375,000	\$1,262,500	150	61	30	11	Balanced
NJ	Morris County	\$699,999	\$689,950	55	31	46	14	Seller's
NJ	Ocean County	\$989,500	\$773,000	66	20	28	33	Seller's
NM	Taos	-	-	-	-	-	-	-
NV	Lake Tahoe	\$1,490,000	\$1,190,000	19	5	3	36	Balanced
NV	Las Vegas	-	-	-	-	-	-	-
NV	Reno	-	-	-	-	-	-	-
NY	Finger Lakes	-	-	-	-	-	-	-
NY	Nassau County	\$1,637,500	\$1,320,000	82	10	22	68	Seller's
NY	Staten Island	\$636,944	\$582,500	92	24	20	28	Seller's
NY	Suffolk County	\$865,000	\$645,000	107	45	64	26	Seller's
OH	Cincinnati	-	-	-	-	-	-	-
OH	Cleveland Suburbs	-	-	-	-	-	-	-
OH	Columbus	\$729,900	\$675,000	109	24	31	4	Seller's
ON	GTA - Durham	\$811,995	\$870,000	42	32	11	13	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
ON	GTA - York	\$818,400	\$750,000	418	246	67	21	Balanced
ON	Hamilton	\$919,900	\$895,000	53	23	4	22	Buyer's
ON	Mississauga	\$999,000	\$920,000	185	103	23	21	Buyer's
ON	Oakville	\$1,239,500	\$1,065,000	32	15	7	16	Seller's
ON	Toronto	\$1,219,000	\$1,128,000	1305	675	149	16	Buyer's
ON	Waterloo Region	\$761,750	\$805,000	63	26	15	14	Seller's
OR	Portland	\$699,000	\$609,495	265	78	48	19	Balanced
SC	Charleston	\$1,274,500	\$1,155,000	122	45	36	4	Seller's
SC	Hilton Head	\$1,049,500	\$949,750	36	9	6	15	Balanced
SC	The Grand Strand	\$549,900	\$560,000	301	85	55	56	Balanced
TN	Greater Chattanooga	-	-	-	-	-	-	-
TN	Knoxville	-	-	-	-	-	-	-
TN	Nashville	\$749,000	\$650,000	273	73	66	9	Seller's
TX	Austin	\$825,000	\$717,500	407	110	25	42	Buyer's
TX	Collin County	-	-	-	-	-	-	-
TX	Dallas	\$699,950	\$655,000	222	72	43	45	Balanced
TX	Denton County	-	-	-	-	-	-	-
TX	El Paso	-	-	-	-	-	-	-
TX	Fort Worth	-	-	-	-	-	-	-
TX	Greater Tyler	-	-	-	-	-	-	-
TX	Houston	\$599,000	\$563,500	127	54	36	6	Seller's
TX	Lubbock	-	-	-	-	-	-	-
TX	San Angelo	-	-	-	-	-	-	-
TX	San Antonio	\$717,450	\$558,300	40	9	1	138	Buyer's
TX	The Woodlands & Spring	-	-	-	-	-	-	-
UT	Park City	\$1,720,500	\$1,875,000	92	29	27	23	Seller's
UT	Salt Lake City	\$644,990	\$589,000	175	50	46	39	Seller's
UT	Washington County	-	-	-	-	-	-	-
VA	Arlington & Alexandria	\$1,049,900	\$960,000	107	48	48	8	Seller's
VA	Charlottesville	\$599,900	\$561,368	51	18	19	3	Seller's
VA	Fairfax County	\$799,500	\$705,000	160	101	132	8	Seller's
VA	McLean & Vienna	\$1,253,950	\$950,000	22	10	15	12	Seller's
VA	Richmond	\$588,530	\$595,119	101	37	30	6	Seller's
VA	Smith Mountain Lake	-	-	-	-	-	-	-
WA	King County	\$1,199,800	\$1,030,000	313	97	93	17	Seller's
WA	Seattle	\$1,357,500	\$1,225,000	150	39	34	41	Seller's
WA	Spokane	-	-	-	-	-	-	-

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