

INSTITUTE *for*
LUXURY HOME
MARKETING®

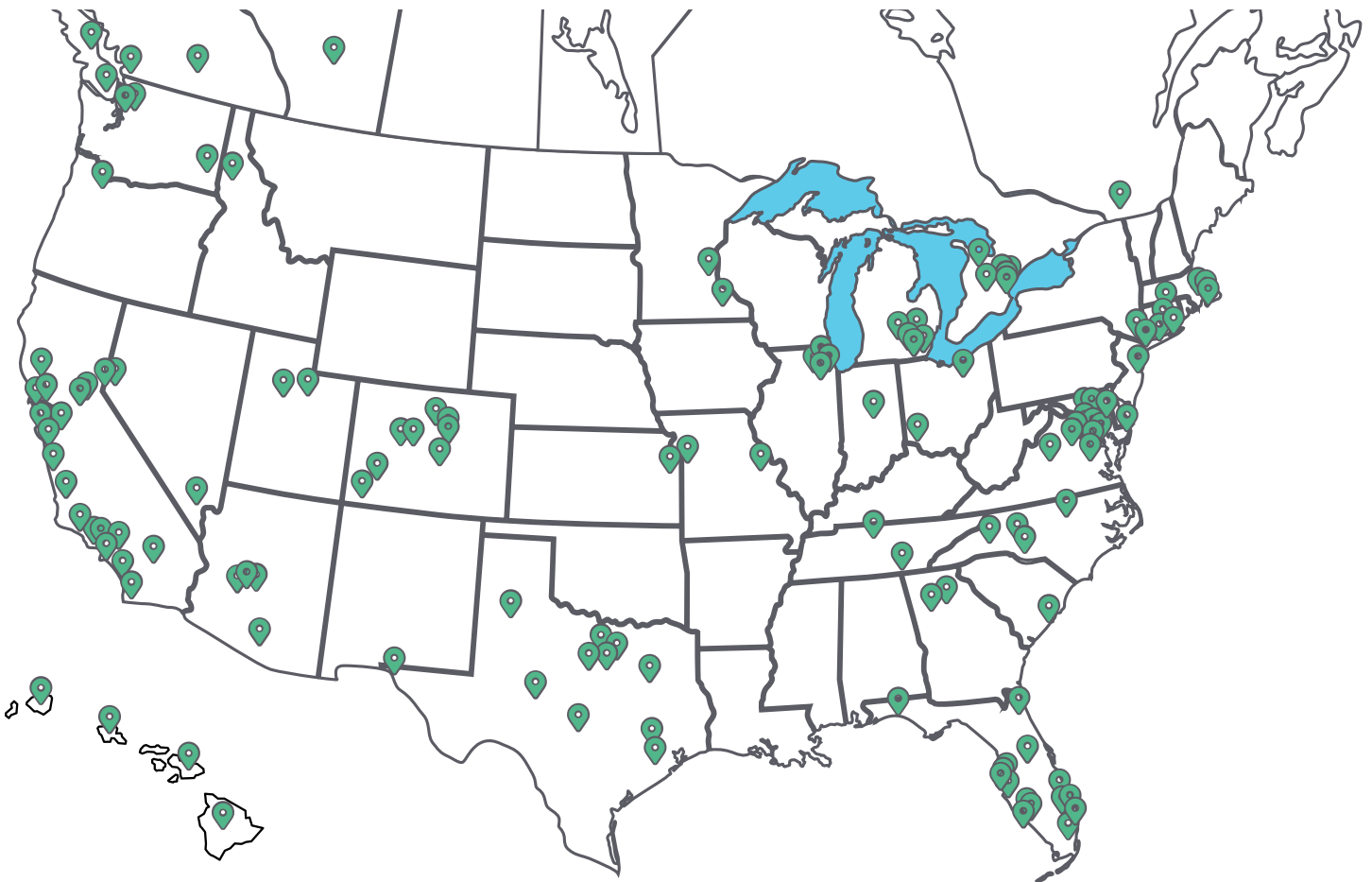
Home of the CLHMS™



LUXURY MARKET REPORT
MARCH 2022

www.LuxuryHomeMarketing.com

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.



“The global population of individuals with a net worth of \$5 million+ reached more than 3.6 million globally in 2021. That was an increase of 19.8% over 2020 and a notable difference from 2020, which saw only a 2.2% gain over 2019. This extraordinary wealthy population growth led to a real estate expansion like we’ve never seen before. A new map for luxury opened up new locations and multiple homeownerships in greater numbers. Home as safe haven became the rallying cry for our time.”



NORTH AMERICAN LUXURY REVIEW

Examining the Demand for Luxury Real Estate

Over the last 18 months, the status of the real estate market, in particular the luxury sector, has been a hot topic across all news outlets, multi-media platforms, and within the industry itself.

Conversations have mainly focused on the variety of trends, with reviews covering a multitude of topics from rising prices, falling inventory levels and increases in demand to multi-faceted relocations and migrations and the growing concern about delays surrounding new builds from builders and developers.

There has been, however, one constant agreement throughout — ‘the home’ has officially become one of, if not, the most important factor in today’s decision processes with respect to how individuals choose their way of life.

For the affluent, the question of where to live, what type of property, the features, and amenities that will meet their practical needs and ‘must-have’ requirements all combine in their search for homes that offer security, as well an enhancement in the quality of today’s live, work, and play environments. Many would say that these parameters are not so very different from those that have always been the top search criteria of the wealthy.

While this is true for the most part, it is the actual sheer amount and continued increases in sales volume, diversity of locations and prices that have created some of the most exceptional circumstances in the current luxury market.

We, therefore, seek to investigate what has driven this enormous demand for luxury real estate — are these factors still in play and how will this play out in the upcoming spring market and beyond?

It has been widely recognized that the pandemic drove people, especially the affluent, to change their expectations and aspirations for their goals for homeownership and attitudes towards their lifestyle requirements. It now seems that there are two other factors that, not only played a significant part, but will probably have a longer lasting effect on the demand for luxury real estate.

In a recent report released by Coldwell Banker Global Luxury (CBGL) they shared the staggering percentage growth of global wealth in 2021 and, more significantly, the number of individuals who are now classified as high net worth (HNW) – those with over \$5 million in net worth.

CBGL commissioned Wealth-X to research the growth of wealth globally during 2021 and while their results led to an expected annual percentage increase, of more significance was the rate that it had increased. This nearly unbelievable increase had been unpredictable, even as little as three months prior to the end of 2021, until Wealth-X finally assimilated the data in January 2022.

For the most part, the growth of wealth has steadily risen over the last 10 years, but the results were truly unprecedented for 2021. The volume of wealth increased by 2.1% in 2020 compared to 2019, but in 2021, it grew a staggering 20.4% compared to 2020.

As an extension of this analysis, CBGL investigated the source of this growth. The consensus was that many of the key reasons included rebounding stock markets, new industries, businesses quick to change their distribution networks and increasing home equity. However, while these factors were all contributors to the overall growth of wealth, it was the rising number of individuals, with their increased wealth, that had the greatest impact on the increasing volume of luxury property sales during the last 12 months.

“The global population of individuals with a net worth of \$5 million+ reached more than 3.6 million globally in 2021. That was an increase of 19.8% over 2020 and a notable difference from 2020, which saw only a 2.2% gain over 2019. This extraordinary wealthy population growth led to a



real estate expansion like we've never seen before. A new map for luxury opened up new locations and multiple homeownerships in greater numbers. Home as safe haven became the rallying cry for our time" reports Michael Altneu, Vice President, Coldwell Banker Global Luxury.

The importance of the number of individuals joining the ranks of the HNW category cannot be overstated.

Wealth itself may increase the demand for more expensive properties and even shift trends within the luxury home market, but alone it would not have created the staggering spending potential that a near 20% growth in the number of HNW individuals has achieved.

As the number of wealthy increased over the last 18 months, coupled with the new lifestyle choice of 'home' being one of the most crucial requirements in an affluent's portfolio, the exponential increase in demand for luxury real estate instantly becomes clearer.

According to Wealth-X, HNW homeownership between 2019 and 2021 increased 180.1% for homes valued at \$1 – 5 million and 102.4% for homes valued above \$5 million.

In the U.S., ownership of a luxury property above \$1 million is now at 85% for HNW individuals, but even more enlightening is their propensity for multiple homeownerships; with 70% of HNW owning at least two properties, and 46% of them owning three or more.



Internationally, according to CBGL's report, during 2021 the ratio for primary versus secondary home purchases could have been as high as 2:4 — where, for every two primary homes there were four secondary homes purchased.

This new wealth factor has proven to be life-changing for the many individuals entering the HNWI category during 2022. They can now afford homes that are more luxurious and/or living between multiple properties. However, of greater significance is that both these home purchase trends are expected to become long-term influences.

While extreme situations, events, and circumstances — such as the pandemic — will often create equally extreme results in the short to mid-term, it must be recognized that the growth or decline of the HNWI population and by extension their wealth will be the actual long term determinant of demand in the luxury real estate market.

According to Wealth-X, the global population of HNWI individuals, as well as wealth itself, is predicated to continue rising throughout the world's most influential cities over the next five years.

It should also be noted that trends over the previous five years show that despite localized or international influences that both the affluent, their wealth and by extension the luxury real estate market have remained resilient, bouncing back, or even making extraordinary gains despite their prior predicament.

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.

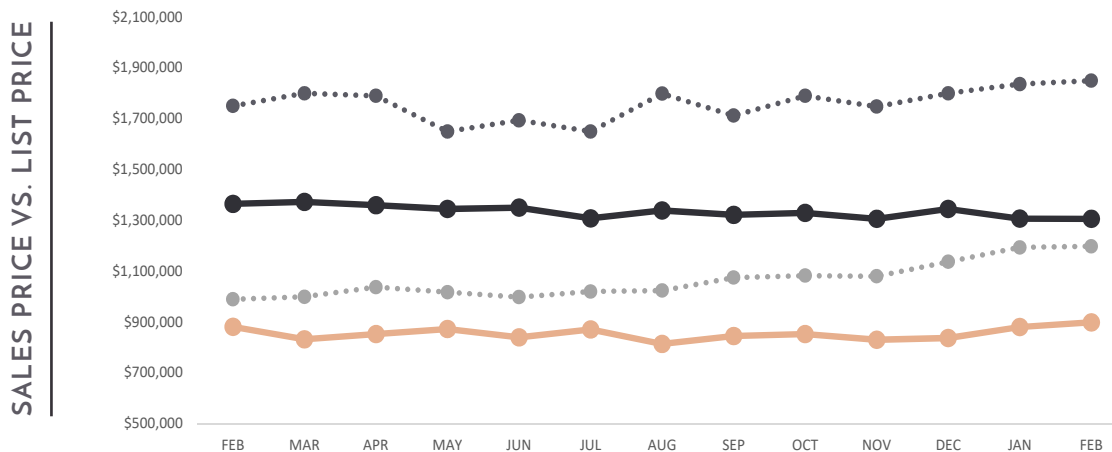
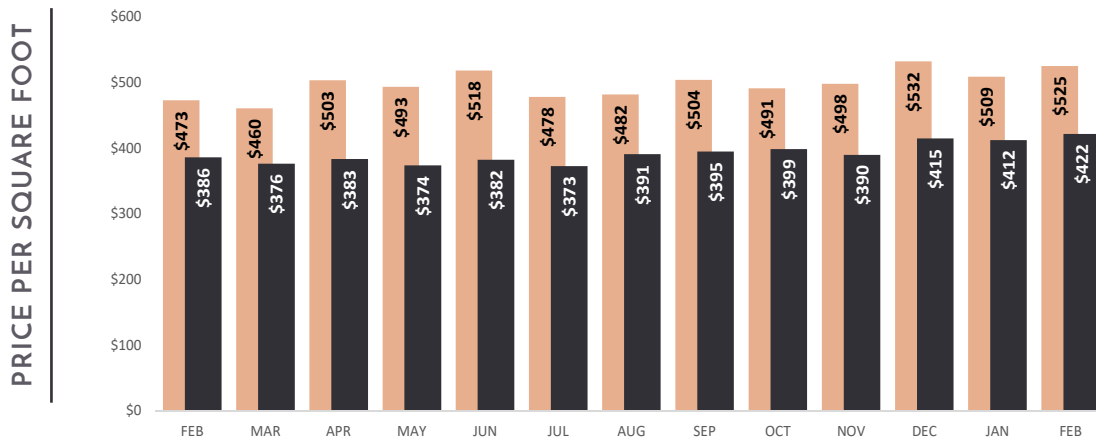
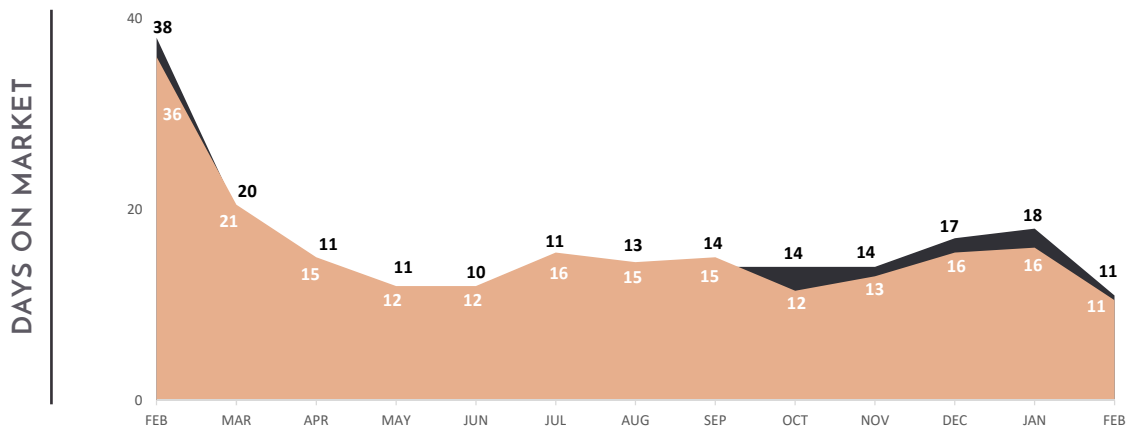


- 13-MONTH MARKET TRENDS -

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 February 2022 and March 2022 reports are due to the addition of Cape Cod, MA; South Shore, MA; Asheville, NC; and Greater Tyler, TX.

- LUXURY MONTHLY MARKET REVIEW -

A Review of Key Market Differences Year over Year

February 2021 | February 2022

SINGLE-FAMILY HOMES

| | February 2021 | February 2022 | | February 2021 | February 2022 |
|--------------------------|---------------|---------------|-----------------------|---------------|---------------|
| Median List Price | \$1,750,000 | \$1,849,500 | Total Inventory | 26,033 | 20,312 |
| Median Sale Price | \$1,365,000 | \$1,306,086 | New Listings | 7,999 | 8,988 |
| Median SP/LP Ratio | 98.30% | 100.00% | Total Sold | 10,027 | 13,491 |
| Total Sales Ratio | 38.52% | 66.42% | Median Days on Market | 38 | 11 |
| Median Price per Sq. Ft. | \$386 | \$422 | Average Home Size | 3,689 | 3,238 |

Median prices represent properties priced above respective city benchmark prices.



SINGLE-FAMILY HOMES MARKET SUMMARY | FEBRUARY 2022

- Official Market Type: **Seller's Market** with a **66.42% Sales Ratio**.¹
- Homes are selling for an average of **100.00% of list price**.
- The median luxury threshold² price is **\$912,500**, and the median luxury home sales price is **\$1,306,086**.
- Markets with the Highest Median Sales Price: **Vail** (\$6,175,000), **Telluride** (\$4,450,000), **Palm Beach Towns** (\$4,300,000), and **Los Angeles City** (\$3,977,500).
- Markets with the Highest Sales Ratio: **Waterloo Region** (1494%), **GTA-Durham** (499%), **East Bay** (329%) and **Denton County** (199%).

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 Year over Year

February 2021 | February 2022

ATTACHED HOMES

| | February 2021 | February 2022 | | February 2021 | February 2022 |
|--------------------------|---------------|---------------|-----------------------|---------------|---------------|
| Median List Price | \$989,225 | \$1,198,000 | Total Inventory | 12,579 | 8,129 |
| Median Sale Price | \$881,000 | \$898,750 | New Listings | 3,632 | 3,819 |
| Median SP/LP Ratio | 98.94% | 100.00% | Total Sold | 3,656 | 5,376 |
| Total Sales Ratio | 29.06% | 66.13% | Median Days on Market | 36 | 11 |
| Median Price per Sq. Ft. | \$473 | \$525 | Average Home Size | 2,024 | 1,886 |

Median prices represent properties priced above respective city benchmark prices.



ATTACHED HOMES MARKET SUMMARY | FEBRUARY 2022

- Official Market Type: **Seller's Market** with a **66.13% Sales Ratio**.¹
- Attached homes are selling for an average of **100.00% of list price**.
- The median luxury threshold² price is **\$700,000**, and the median attached luxury sale price is **\$898,750**.
- Markets with the Highest Median Sales Price: **Vail** (\$2,950,000), **San Francisco** (\$2,600,000), **Greater Boston** (\$2,295,000), and **Marco Island** (\$2,050,000).
- Markets with the Highest Sales Ratio: **GTA-Durham** (3600%), **Waterloo Region** (1633%), **Mississauga** (486%) and **GTA-York** (393%).

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 | \$1,249,500 | \$931,750 | 362 | 392 | 362 | 8 | Seller's |
| AZ | Paradise Valley | \$7,270,000 | \$3,695,000 | 68 | 20 | 41 | 46 | Seller's |
| AZ | Phoenix | \$895,000 | \$773,000 | 202 | 124 | 379 | 25 | Seller's |
| AZ | Scottsdale | \$3,029,720 | \$1,675,000 | 218 | 97 | 215 | 26 | Seller's |
| AZ | Tucson | \$850,000 | \$652,500 | 335 | 116 | 281 | 7 | Seller's |
| BC | Mid Vancouver Island | \$1,649,950 | \$1,472,500 | 166 | 77 | 6 | 22 | Buyer's |
| BC | Okanagan Valley | \$1,950,000 | \$1,500,000 | 344 | 188 | 126 | 20 | Seller's |
| BC | Vancouver | \$4,580,000 | \$3,200,000 | 902 | 360 | 195 | 9 | Seller's |
| BC | Victoria | \$2,200,000 | \$2,218,500 | 80 | 52 | 26 | 6 | Seller's |
| CA | Central Coast | \$3,850,000 | \$2,500,000 | 91 | 50 | 67 | 10 | Seller's |
| CA | East Bay | \$2,374,000 | \$2,015,000 | 102 | 111 | 336 | 7 | Seller's |
| CA | Greater Palm Springs | \$2,749,000 | \$1,772,500 | 117 | 61 | 132 | 22 | Seller's |
| CA | Lake Tahoe | \$3,145,000 | \$2,103,000 | 57 | 22 | 38 | 14 | Seller's |
| CA | Los Angeles Beach Cities | \$6,995,000 | \$3,962,000 | 198 | 80 | 84 | 11 | Seller's |
| CA | Los Angeles City | \$5,965,000 | \$3,977,500 | 454 | 167 | 130 | 17 | Seller's |
| CA | Los Angeles The Valley | \$2,900,000 | \$2,005,000 | 200 | 95 | 138 | 10 | Seller's |
| CA | Marin County | \$3,262,500 | \$2,925,000 | 36 | 15 | 28 | 9 | Seller's |
| CA | Napa County | \$4,200,000 | \$1,975,000 | 73 | 22 | 13 | 72 | Balanced |
| CA | Orange County | \$3,398,000 | \$2,282,500 | 437 | 235 | 354 | 7 | Seller's |
| CA | Placer County | \$1,295,000 | \$1,050,000 | 129 | 39 | 47 | 5 | Seller's |
| CA | Sacramento | \$949,750 | \$879,500 | 294 | 83 | 168 | 6 | Seller's |
| CA | San Diego | \$2,995,000 | \$1,900,000 | 404 | 228 | 350 | 7 | Seller's |
| CA | San Francisco | \$4,900,000 | \$3,219,600 | 67 | 21 | 46 | 11 | Seller's |
| CA | San Luis Obispo County | \$2,200,000 | \$1,400,000 | 74 | 24 | 51 | N/A | Seller's |
| CA | Santa Barbara | \$6,495,000 | \$3,425,000 | 61 | 27 | 56 | 13 | Seller's |
| CA | Silicon Valley | \$5,099,998 | \$3,200,000 | 146 | 98 | 223 | 7 | Seller's |
| CA | Sonoma County | \$2,600,000 | \$1,765,000 | 127 | 40 | 37 | 27 | Seller's |
| CA | Ventura County | \$3,750,000 | \$1,650,000 | 111 | 40 | 77 | 21 | Seller's |
| CO | Boulder | \$2,395,000 | \$1,675,000 | 70 | 34 | 64 | 32 | Seller's |
| CO | Colorado Springs | \$999,000 | \$839,000 | 119 | 51 | 101 | 4 | Seller's |
| CO | Denver | \$2,247,000 | \$1,375,250 | 150 | 69 | 192 | 5 | Seller's |
| CO | Douglas County | \$2,360,000 | \$1,200,000 | 67 | 34 | 104 | 5 | Seller's |
| CO | Durango | \$1,985,000 | \$1,270,000 | 41 | 8 | 14 | 48 | 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 | Summit County | \$4,375,000 | N/A | 21 | 5 | 0 | N/A | Buyer's |
| CO | Telluride | \$10,150,000 | \$4,450,000 | 39 | 6 | 9 | 105 | Seller's |
| CO | Vail | \$6,499,000 | \$6,175,000 | 43 | 14 | 16 | 70 | Seller's |
| CT | Central Connecticut | \$699,000 | \$579,000 | 201 | 40 | 85 | 47 | Seller's |
| CT | Coastal Connecticut | \$2,499,500 | \$1,850,000 | 322 | 98 | 103 | 60 | Seller's |
| DC | Washington D.C. | \$5,145,000 | \$2,750,000 | 40 | 17 | 13 | 6 | Seller's |
| DE | Sussex County Coastal | \$1,394,500 | \$1,302,172 | 76 | 25 | 23 | 16 | Seller's |
| FL | Boca Raton/Delray Beach | \$4,495,000 | \$2,159,000 | 151 | 62 | 76 | 27 | Seller's |
| FL | Coastal Pinellas County | \$2,425,000 | \$1,595,000 | 52 | 20 | 35 | 6 | Seller's |
| FL | Greater Fort Lauderdale | \$2,300,000 | \$1,150,000 | 432 | 177 | 270 | 20 | Seller's |
| FL | Jacksonville Beaches | \$1,797,500 | \$1,182,500 | 120 | 52 | 58 | 17 | Seller's |
| FL | Lee County | \$1,484,950 | \$1,392,500 | 240 | 105 | 124 | 9 | Seller's |
| FL | Marco Island | \$3,570,000 | \$2,390,000 | 40 | 10 | 21 | 7 | Seller's |
| FL | Miami | \$2,300,000 | \$1,797,500 | 473 | 147 | 110 | 32 | Seller's |
| FL | Naples | \$3,600,000 | \$2,775,000 | 189 | 92 | 62 | 7 | Seller's |
| FL | Orlando | \$1,399,000 | \$1,287,500 | 259 | 121 | 146 | 10 | Seller's |
| FL | Palm Beach Towns | \$8,600,000 | \$4,300,000 | 106 | 42 | 37 | 27 | Seller's |
| FL | Sarasota & Beaches | \$3,647,000 | \$2,250,000 | 126 | 42 | 57 | 4 | Seller's |
| FL | South Pinellas County | \$2,285,000 | \$1,300,000 | 46 | 20 | 39 | 6 | Seller's |
| FL | South Walton | \$3,000,000 | \$2,250,000 | 122 | 52 | 59 | 22 | Seller's |
| FL | Tampa | \$1,042,368 | \$675,000 | 276 | 128 | 316 | 6 | Seller's |
| FL | Weston | \$1,462,500 | \$992,500 | 14 | 9 | 26 | 10 | Seller's |
| GA | Atlanta | \$1,795,000 | \$1,083,250 | 319 | 139 | 168 | 5 | Seller's |
| GA | Duluth | \$1,347,500 | \$1,200,000 | 6 | 3 | 5 | 3 | Seller's |
| HI | Island of Hawaii | \$2,372,500 | \$1,485,000 | 60 | 22 | 31 | 21 | Seller's |
| HI | Kauai | \$4,925,000 | \$2,000,000 | 32 | 7 | 17 | 15 | Seller's |
| HI | Maui | \$3,900,000 | \$1,900,000 | 109 | 25 | 21 | 65 | Balanced |
| HI | Oahu | \$3,200,000 | \$2,375,000 | 125 | 38 | 46 | 16 | Seller's |
| ID | Ada County | \$874,950 | \$770,000 | 190 | 121 | 255 | 10 | Seller's |
| ID | Northern | \$1,824,000 | \$1,257,753 | 108 | 48 | 33 | 116 | Seller's |
| IL | Chicago | \$1,600,000 | \$1,235,764 | 358 | 138 | 178 | 50 | Seller's |
| IL | DuPage County | \$1,232,000 | \$1,003,250 | 186 | 66 | 72 | 63 | Seller's |
| IL | Lake County | \$1,185,000 | \$886,555 | 167 | 50 | 63 | 55 | Seller'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 |
|-------|---------------------|-------------------|-------------------|-----------|--------------|------|----------------|---------------|
| IL | Will County | \$744,500 | \$631,500 | 106 | 27 | 43 | 9 | Seller's |
| IN | Hamilton County | \$1,112,500 | \$770,000 | 36 | 13 | 46 | 5 | Seller's |
| KS | Johnson County | \$782,200 | \$780,000 | 139 | 31 | 88 | 9 | Seller's |
| MA | Cape Cod | \$2,500,000 | \$1,980,000 | 99 | 14 | 23 | 63 | Seller's |
| MA | Greater Boston | \$4,399,000 | \$2,750,000 | 73 | 27 | 56 | 25 | Seller's |
| MA | South Shore | \$1,875,000 | \$1,550,000 | 28 | 10 | 11 | 18 | Seller's |
| MD | Anne Arundel County | \$1,150,000 | \$923,750 | 85 | 33 | 54 | 8 | Seller's |
| MD | Frederick County | \$870,000 | \$853,598 | 28 | 13 | 26 | 5 | Seller's |
| MD | Howard County | \$1,174,990 | \$1,210,000 | 43 | 8 | 20 | 8 | Seller's |
| MD | Montgomery County | \$2,300,000 | \$1,600,000 | 68 | 30 | 59 | 8 | Seller's |
| MD | Talbot County | \$3,500,000 | \$1,750,000 | 16 | 1 | 5 | 54 | Seller's |
| MD | Worcester County | \$1,247,500 | \$764,950 | 26 | 6 | 10 | 41 | Seller's |
| MI | Livingston County | \$759,900 | \$725,000 | 51 | 16 | 17 | 41 | Seller's |
| MI | Monroe County | \$739,000 | \$550,000 | 7 | 1 | 7 | 61 | Seller's |
| MI | Oakland County | \$849,950 | \$665,500 | 374 | 129 | 176 | 14 | Seller's |
| MI | Washtenaw County | \$1,062,450 | \$767,500 | 66 | 12 | 35 | 34 | Seller's |
| MI | Wayne County | \$825,998 | \$650,000 | 98 | 36 | 60 | 20 | Seller's |
| MN | Olmsted County | \$814,800 | \$725,000 | 45 | 20 | 15 | 66 | Seller's |
| MN | Twin Cities | \$1,249,950 | \$1,075,000 | 338 | 116 | 100 | 35 | Seller's |
| MO | Kansas City | \$659,950 | \$640,000 | 505 | 128 | 265 | 7 | Seller's |
| MO | St. Louis | \$896,200 | \$710,000 | 62 | 27 | 43 | 16 | Seller's |
| NC | Asheville | \$1,299,900 | \$950,000 | 113 | 20 | 41 | 37 | Seller's |
| NC | Charlotte | \$1,416,420 | \$964,576 | 164 | 56 | 180 | 3 | Seller's |
| NC | Lake Norman | \$1,100,000 | \$1,128,250 | 71 | 20 | 44 | 18 | Seller's |
| NC | Raleigh-Durham | \$1,471,750 | \$916,000 | 106 | 47 | 127 | 0 | Seller's |
| NJ | Ocean County | \$950,000 | \$802,500 | 202 | 72 | 94 | 22 | Seller's |
| NV | Lake Tahoe | \$4,200,000 | \$2,662,500 | 35 | 15 | 12 | 62 | Seller's |
| NV | Las Vegas | \$2,000,000 | \$1,300,000 | 333 | 133 | 110 | 21 | Seller's |
| NV | Reno | \$2,300,000 | \$1,512,500 | 33 | 11 | 16 | 79 | Seller's |
| NY | Brooklyn | \$1,769,500 | \$1,730,000 | 210 | 46 | 19 | 110 | Buyer's |
| NY | Nassau County | \$1,999,000 | \$1,500,000 | 545 | 136 | 101 | 55 | Balanced |
| NY | Staten Island | \$1,350,000 | \$992,000 | 109 | 31 | 28 | 48 | Seller's |
| NY | Suffolk County | \$2,099,000 | \$1,360,000 | 597 | 153 | 137 | 54 | Seller'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 |
|-------|------------------------|-------------------|-------------------|-----------|--------------|------|----------------|---------------|
| OH | Cincinnati | \$836,950 | \$820,750 | 152 | 19 | 28 | 3 | Balanced |
| OH | Cleveland Suburbs | \$799,363 | N/A | 21 | 6 | 0 | N/A | Buyer's |
| ON | GTA - Durham | \$1,799,450 | \$1,600,000 | 72 | 153 | 359 | 6 | Seller's |
| ON | GTA - York | \$2,633,500 | \$2,076,000 | 280 | 442 | 438 | 6 | Seller's |
| ON | Mississauga | \$3,768,800 | \$2,500,000 | 52 | 68 | 77 | 6 | Seller's |
| ON | Oakville | \$4,150,000 | \$2,322,500 | 31 | 28 | 44 | 5 | Seller's |
| ON | Toronto | \$4,028,875 | \$3,200,000 | 238 | 242 | 216 | 7 | Seller's |
| ON | Waterloo Region | \$1,650,000 | \$1,310,000 | 17 | 88 | 254 | 6 | Seller's |
| OR | Portland | \$1,695,000 | \$1,180,000 | 166 | 62 | 130 | 5 | Seller's |
| TN | Greater Chattanooga | \$1,200,000 | \$870,000 | 76 | 27 | 28 | 4 | Seller's |
| TN | Nashville | \$2,349,975 | \$1,400,000 | 124 | 60 | 179 | 2 | Seller's |
| TX | Austin | \$1,324,950 | \$923,000 | 179 | 107 | 266 | 5 | Seller's |
| TX | Collin County | \$839,470 | \$699,950 | 183 | 118 | 336 | 4 | Seller's |
| TX | Dallas | \$1,637,500 | \$1,060,000 | 110 | 61 | 125 | 5 | Seller's |
| TX | Denton County | \$859,900 | \$725,000 | 117 | 70 | 233 | 5 | Seller's |
| TX | El Paso | \$652,500 | \$650,000 | 66 | 21 | 33 | 13 | Seller's |
| TX | Fort Worth | \$1,100,000 | \$775,000 | 246 | 107 | 221 | 6 | Seller's |
| TX | Greater Tyler | \$849,500 | \$730,000 | 53 | 23 | 17 | 10 | Seller's |
| TX | Houston | \$989,000 | \$835,000 | 799 | 295 | 283 | 28 | Seller's |
| TX | Lubbock | \$762,500 | \$587,450 | 40 | 18 | 22 | 69 | Seller's |
| TX | San Angelo | \$667,450 | \$567,750 | 34 | 13 | 2 | 132 | Buyer's |
| TX | San Antonio | \$826,653 | \$735,000 | 166 | 41 | 119 | 28 | Seller's |
| TX | The Woodlands & Spring | \$1,199,000 | \$720,000 | 79 | 32 | 93 | 12 | Seller's |
| UT | Park City | \$5,147,500 | \$3,200,000 | 68 | 23 | 27 | 35 | Seller's |
| UT | Salt Lake City | \$1,350,000 | \$985,000 | 75 | 45 | 125 | 7 | Seller's |
| VA | Arlington & Alexandria | \$2,199,950 | \$1,725,000 | 36 | 12 | 32 | 9 | Seller's |
| VA | Charlottesville | \$1,481,600 | \$951,000 | 67 | 18 | 23 | 2 | Seller's |
| VA | Fairfax County | \$2,387,500 | \$1,413,000 | 150 | 72 | 100 | 6 | Seller's |
| VA | McLean & Vienna | \$3,061,500 | \$1,999,998 | 82 | 31 | 38 | 15 | Seller's |
| VA | Richmond | \$799,990 | \$765,847 | 111 | 36 | 67 | 5 | Seller's |
| WA | Greater Seattle | \$2,350,000 | \$1,700,000 | 170 | 132 | 337 | 5 | Seller's |
| WA | Seattle | \$2,400,000 | \$1,600,000 | 55 | 44 | 101 | 6 | Seller's |
| WA | Spokane | \$1,312,450 | \$1,100,000 | 36 | 15 | 15 | 4 | 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 | \$835,000 | \$710,000 | 107 | 51 | 33 | 22 | Seller's |
| AZ | Paradise Valley | - | - | - | - | - | - | - |
| AZ | Phoenix | - | - | - | - | - | - | - |
| AZ | Scottsdale | \$1,400,000 | \$780,000 | 79 | 43 | 68 | 18 | Seller's |
| AZ | Tucson | - | - | - | - | - | - | - |
| BC | Mid Vancouver Island | \$789,900 | \$788,888 | 41 | 9 | 8 | 7 | Balanced |
| BC | Okanagan Valley | - | - | - | - | - | - | - |
| BC | Vancouver | \$1,999,900 | \$1,850,000 | 642 | 352 | 216 | 9 | Seller's |
| BC | Victoria | \$1,022,950 | \$1,006,500 | 112 | 69 | 48 | 11 | Seller's |
| CA | Central Coast | \$1,249,000 | \$990,000 | 6 | 7 | 17 | 7 | Seller's |
| CA | East Bay | \$1,116,938 | \$1,149,715 | 55 | 43 | 113 | 7 | Seller's |
| CA | Greater Palm Springs | - | - | - | - | - | - | - |
| CA | Lake Tahoe | \$1,495,000 | \$1,278,000 | 11 | 6 | 8 | 7 | Seller's |
| CA | Los Angeles Beach Cities | \$2,150,000 | \$1,775,000 | 99 | 56 | 41 | 11 | Seller's |
| CA | Los Angeles City | \$1,949,250 | \$1,475,000 | 260 | 111 | 105 | 15 | Seller's |
| CA | Los Angeles The Valley | \$889,250 | \$800,000 | 26 | 18 | 81 | 8 | Seller's |
| CA | Marin County | \$1,050,000 | \$1,300,500 | 10 | 5 | 14 | 12 | Seller's |
| CA | Napa County | - | - | - | - | - | - | - |
| CA | Orange County | \$1,198,000 | \$1,120,000 | 109 | 97 | 217 | 6 | Seller's |
| CA | Placer County | - | - | - | - | - | - | - |
| CA | Sacramento | - | - | - | - | - | - | - |
| CA | San Diego | \$1,357,500 | \$1,027,500 | 142 | 104 | 170 | 6 | Seller's |
| CA | San Francisco | \$2,869,000 | \$2,600,000 | 80 | 33 | 37 | 11 | Seller's |
| CA | San Luis Obispo County | - | - | - | - | - | - | - |
| CA | Santa Barbara | \$1,650,000 | - | 3 | 3 | 0 | - | Buyer's |
| CA | Silicon Valley | \$1,857,665 | \$1,643,000 | 39 | 36 | 118 | 7 | Seller's |
| CA | Sonoma County | \$6,450,000 | \$725,000 | 2 | 0 | 5 | 32 | Seller's |
| CA | Ventura County | \$888,950 | \$761,763 | 30 | 17 | 46 | 24 | Seller's |
| CO | Boulder | \$902,660 | \$917,500 | 20 | 10 | 40 | 27 | Seller's |
| CO | Colorado Springs | - | - | - | - | - | - | - |
| CO | Denver | \$1,075,000 | \$775,000 | 89 | 39 | 63 | 6 | Seller's |
| CO | Douglas County | \$692,488 | \$649,000 | 4 | 5 | 10 | 8 | Seller's |
| CO | Durango | \$732,500 | \$824,000 | 6 | 5 | 10 | 41 | 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 | Summit County | - | \$1,700,000 | 0 | 0 | 1 | 6 | - |
| CO | Telluride | - | - | - | - | - | - | - |
| CO | Vail | \$4,395,000 | \$2,950,000 | 56 | 26 | 12 | 23 | Seller's |
| CT | Central Connecticut | - | - | - | - | - | - | - |
| CT | Coastal Connecticut | \$1,450,000 | \$681,397 | 97 | 20 | 21 | 35 | Seller's |
| DC | Washington D.C. | \$2,199,000 | \$1,512,500 | 119 | 36 | 63 | 8 | Seller's |
| DE | Sussex County Coastal | \$977,000 | \$926,000 | 10 | 6 | 5 | 11 | Seller's |
| FL | Boca Raton/Delray Beach | \$1,860,000 | \$875,000 | 91 | 44 | 83 | 8 | Seller's |
| FL | Coastal Pinellas County | \$1,699,900 | \$1,150,000 | 41 | 10 | 33 | 4 | Seller's |
| FL | Greater Fort Lauderdale | \$943,700 | \$852,500 | 494 | 141 | 178 | 35 | Seller's |
| FL | Jacksonville Beaches | \$1,750,000 | \$950,000 | 9 | 3 | 7 | 8 | Seller's |
| FL | Lee County | \$918,000 | \$799,000 | 79 | 46 | 75 | 5 | Seller's |
| FL | Marco Island | \$1,700,000 | \$2,050,000 | 5 | 3 | 2 | 23 | Seller's |
| FL | Miami | \$1,500,000 | \$1,325,000 | 891 | 196 | 220 | 83 | Seller's |
| FL | Naples | \$2,225,000 | \$1,825,000 | 84 | 37 | 69 | 13 | Seller's |
| FL | Orlando | \$661,950 | \$560,000 | 50 | 17 | 20 | 4 | Seller's |
| FL | Palm Beach Towns | \$1,995,000 | \$1,848,500 | 74 | 32 | 62 | 33 | Seller's |
| FL | Sarasota & Beaches | \$2,159,000 | \$1,221,500 | 71 | 34 | 42 | 11 | Seller's |
| FL | South Pinellas County | \$1,449,000 | \$850,000 | 43 | 19 | 75 | 7 | Seller's |
| FL | South Walton | \$1,495,000 | \$1,249,000 | 119 | 29 | 37 | 12 | Seller's |
| FL | Tampa | \$1,607,450 | \$685,000 | 42 | 27 | 47 | 4 | Seller's |
| FL | Weston | - | - | - | - | - | - | - |
| GA | Atlanta | \$799,000 | \$625,000 | 229 | 106 | 137 | 6 | Seller's |
| GA | Duluth | - | - | - | - | - | - | - |
| HI | Island of Hawaii | \$2,225,000 | \$1,407,500 | 26 | 15 | 24 | 7 | Seller's |
| HI | Kauai | \$1,600,000 | \$1,438,679 | 31 | 6 | 22 | 16 | Seller's |
| HI | Maui | \$3,142,500 | \$1,675,000 | 50 | 19 | 35 | 61 | Seller's |
| HI | Oahu | \$1,269,750 | \$950,000 | 326 | 92 | 106 | 15 | Seller's |
| ID | Ada County | \$599,000 | \$659,400 | 13 | 6 | 22 | 9 | Seller's |
| ID | Northern | - | - | - | - | - | - | - |
| IL | Chicago | \$1,256,900 | \$950,000 | 583 | 186 | 147 | 97 | Seller's |
| IL | DuPage County | \$899,000 | \$625,000 | 9 | 3 | 10 | 35 | Seller's |
| IL | Lake County | - | - | - | - | - | - | - |

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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 |
|-------|---------------------|-------------------|-------------------|-----------|--------------|------|----------------|---------------|
| IL | Will County | - | - | - | - | - | - | - |
| IN | Hamilton County | - | - | - | - | - | - | - |
| KS | Johnson County | \$592,475 | \$654,314 | 64 | 13 | 11 | 53 | Balanced |
| MA | Cape Cod | \$1,100,000 | \$999,000 | 17 | 5 | 7 | 18 | Seller's |
| MA | Greater Boston | \$2,499,000 | \$2,295,000 | 205 | 93 | 55 | 39 | Seller's |
| MA | South Shore | \$1,100,495 | \$1,010,000 | 16 | 1 | 5 | 75 | Seller's |
| MD | Anne Arundel County | \$589,765 | \$572,000 | 21 | 14 | 40 | 6 | Seller's |
| MD | Frederick County | - | - | - | - | - | - | - |
| MD | Howard County | \$714,990 | \$567,500 | 9 | 7 | 20 | 5 | Seller's |
| MD | Montgomery County | \$810,000 | \$698,000 | 47 | 23 | 53 | 7 | Seller's |
| MD | Talbot County | - | - | - | - | - | - | - |
| MD | Worcester County | \$743,950 | \$589,000 | 42 | 15 | 23 | 25 | Seller's |
| MI | Livingston County | - | - | - | - | - | - | - |
| MI | Monroe County | - | - | - | - | - | - | - |
| MI | Oakland County | \$799,900 | \$648,130 | 41 | 15 | 20 | 10 | Seller's |
| MI | Washtenaw County | \$653,998 | \$614,250 | 36 | 15 | 6 | 3 | Balanced |
| MI | Wayne County | \$665,000 | \$595,000 | 59 | 8 | 8 | 14 | Buyer's |
| MN | Olmsted County | - | - | - | - | - | - | - |
| MN | Twin Cities | - | - | - | - | - | - | - |
| MO | Kansas City | - | - | - | - | - | - | - |
| MO | St. Louis | - | - | - | - | - | - | - |
| NC | Asheville | \$935,000 | \$724,000 | 24 | 6 | 10 | 7 | Seller's |
| NC | Charlotte | \$979,000 | \$641,000 | 67 | 16 | 76 | 12 | Seller's |
| NC | Lake Norman | \$520,650 | \$549,000 | 4 | 1 | 1 | 4 | Seller's |
| NC | Raleigh-Durham | - | - | - | - | - | - | - |
| NJ | Ocean County | \$824,495 | \$739,000 | 12 | 4 | 5 | 91 | Seller's |
| NV | Lake Tahoe | \$2,550,000 | \$1,400,000 | 7 | 5 | 4 | 35 | Seller's |
| NV | Las Vegas | - | - | - | - | - | - | - |
| NV | Reno | - | - | - | - | - | - | - |
| NY | Brooklyn | \$1,488,000 | \$1,220,000 | 407 | 105 | 87 | 53 | Seller's |
| NY | Nassau County | \$1,498,500 | \$1,350,000 | 82 | 17 | 9 | 88 | Buyer's |
| NY | Staten Island | \$599,450 | \$600,000 | 42 | 18 | 33 | 36 | Seller's |
| NY | Suffolk County | \$749,000 | \$604,500 | 77 | 32 | 24 | 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 |
|-------|------------------------|-------------------|-------------------|-----------|--------------|------|----------------|---------------|
| OH | Cincinnati | \$737,500 | - | 20 | 1 | 0 | - | Buyer's |
| OH | Cleveland Suburbs | - | - | - | - | - | - | - |
| ON | GTA - Durham | \$1,405,945 | \$880,000 | 2 | 18 | 72 | 5 | Seller's |
| ON | GTA - York | \$824,500 | \$809,300 | 60 | 163 | 236 | 7 | Seller's |
| ON | Mississauga | \$999,440 | \$994,997 | 42 | 100 | 204 | 5 | Seller's |
| ON | Oakville | \$1,675,000 | \$1,403,500 | 17 | 15 | 28 | 5 | Seller's |
| ON | Toronto | \$1,398,888 | \$1,080,000 | 423 | 453 | 528 | 7 | Seller's |
| ON | Waterloo Region | \$799,900 | \$865,000 | 9 | 51 | 147 | 6 | Seller's |
| OR | Portland | - | - | - | - | - | - | - |
| TN | Greater Chattanooga | - | - | - | - | - | - | - |
| TN | Nashville | \$1,400,000 | \$642,500 | 25 | 13 | 61 | 7 | Seller's |
| TX | Austin | \$1,200,000 | \$797,500 | 45 | 33 | 56 | 6 | Seller's |
| TX | Collin County | - | - | - | - | - | - | - |
| TX | Dallas | \$1,199,900 | \$662,500 | 71 | 26 | 56 | 13 | Seller's |
| TX | Denton County | - | - | - | - | - | - | - |
| TX | El Paso | - | - | - | - | - | - | - |
| TX | Fort Worth | - | - | - | - | - | - | - |
| TX | Greater Tyler | - | - | - | - | - | - | - |
| TX | Houston | \$672,500 | \$650,000 | 108 | 45 | 33 | 28 | Seller's |
| TX | Lubbock | - | - | - | - | - | - | - |
| TX | San Angelo | - | - | - | - | - | - | - |
| TX | San Antonio | \$725,000 | \$547,000 | 27 | 10 | 6 | 17 | Seller's |
| TX | The Woodlands & Spring | - | - | - | - | - | - | - |
| UT | Park City | \$1,920,000 | \$1,902,000 | 36 | 14 | 50 | 3 | Seller's |
| UT | Salt Lake City | \$675,000 | \$550,000 | 21 | 14 | 60 | 15 | Seller's |
| VA | Arlington & Alexandria | \$1,050,000 | \$965,000 | 47 | 22 | 51 | 5 | Seller's |
| VA | Charlottesville | \$849,900 | \$539,692 | 19 | 7 | 10 | 23 | Seller's |
| VA | Fairfax County | \$867,995 | \$675,500 | 62 | 46 | 102 | 5 | Seller's |
| VA | McLean & Vienna | \$1,463,000 | \$927,500 | 18 | 4 | 11 | 4 | Seller's |
| VA | Richmond | - | - | - | - | - | - | - |
| WA | Greater Seattle | \$1,472,500 | \$1,050,000 | 106 | 59 | 107 | 4 | Seller's |
| WA | Seattle | \$1,597,450 | \$1,167,500 | 78 | 34 | 38 | 4 | Seller's |
| WA | Spokane | - | - | - | - | - | - | - |

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