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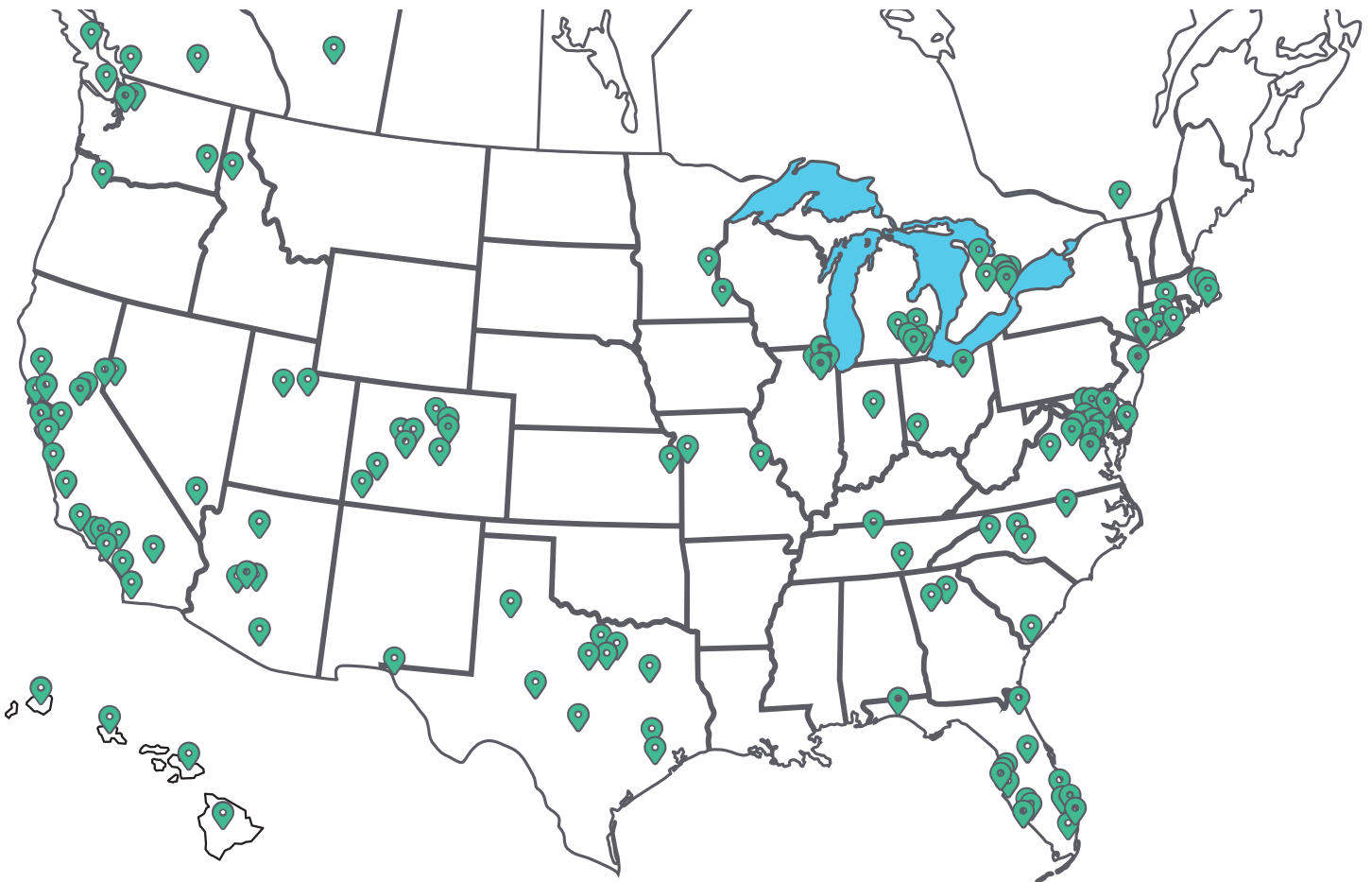
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LUXURY MARKET REPORT APRIL 2022

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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.

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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 outdoor pool deck with a wooden walkway, a blue pool, and a dining table in the background. The scene is set against a clear blue sky and a body of water in the distance. The pool deck is made of light-colored wood and has a blue metal handrail. The pool is filled with clear blue water and has a blue and white tiled edge. In the background, there is a dining table with chairs and a building with large windows.

“Global supply chain delays continue to be a source of frustration to all those involved in the home-building industry, from high-powered developers all the way down to homeowners doing a simple renovation. To solve this frustration, some have turned to sourcing locally available materials for renovations and home builds. This is favorable because it breaks the supply chain issue, but it also helps with the environmental footprint. In addition, it has led to designs that are more visually in balance with their surroundings.”



NORTH AMERICAN LUXURY REVIEW

A Time for Innovation

Inventory continues to remain below traditional levels, even though there has been a slight increase in the number of new listings coming onto the market over the last few months. Comparing March 2022 to March 2021, there was an overall 8.17% decrease in luxury single-family inventory despite a 15.20% increase in new listings. Similarly, March 2022 saw a 25.16% year-over-year decrease in luxury attached inventory with a 10.22% increase in new inventory.

Demand in March 2022, especially for move-in ready homes, remains at an all-time high equaling and, in some markets, exceeding the number of sales recorded during March 2021. Prices continue to rise for high-demand property types, although not at the same velocity as last year. Last month, luxury sales prices rose 0.65% over March 2021, and attached luxury sale prices rose 7.88%.

“We expect homes to move quickly, though it may be a bit less competitive than last year,” said Danielle Hale, chief economist with Realtor.com. “Construction is doing reasonably well, but we’re still seeing fewer homeowners deciding to sell than this time last year. There are baby steps in the right direction, but we still have fast-moving home sales and rising prices.”

The bigger questions on everyone’s mind are the sustainability of demand in the luxury real estate market and the repercussions of rising inflation, higher interest rates, and the war in Ukraine.

In February 2022, the Forbes outlook was optimistic about the future. “To recap, in a volatile global market, privately owned, high-quality real estate with stable income streams can constitute a prime allocation choice. Besides delivering relatively high yields, low volatility, and several portfolio diversification benefits, real estate has consistently been favored by advisors and investors due to

its ability to weather inflationary pressures while preserving and building value.”

Statistical data certainly upholds that 2022 will remain a strong year for homeownership. In a new paper recently released by Lawrence Summers, a former Treasury Secretary and Harvard economist, his predictive analysis forecasts that housing inflation would occur at approximately 6.5% to 7% during 2022.

Mansion Global recently shared that February saw a record month for bidding wars in the U.S, with 68.6% of offers on homes seeing competing bids. Homes listed between \$1 million to \$1.5 million recorded the highest rate at 76.6%.

“The highest competition was for townhouses all over the country, with three out of four townhouses seeing bidding wars with a 75.3% rate. Single-family homes followed with 72.9%; multi-family homes with 64.8%, and condos and co-ops with 64.6%.”

Equally dynamic are the statistics on the number of sales in luxury second-home markets. As our members explain, the only reason they are not higher is due to the lack of desirable inventory available for sale.

This spring has not seen a slowdown in the number of affluent homebuyers seeking luxury properties, as they still look for homes with more space and locations offering more affordable prices. Some are relocating permanently; others are buying vacation or co-ownership homes, and finally, others are looking for investment opportunities.

Ultimately, the biggest obstacle for these buyers and a return to more normal seasonal patterns in the North American luxury home market is the continued shortage of homes for sale; a result of the buying frenzy that took place in the wake of pandemic lockdowns and home construction failing to keep pace with the demand.

Out of this incredibly constrained market, we see the rise of innovation.



Affluent buyers, frustrated with the continued competition and price increases, are turning to outlying neighborhoods, and some are ready to take on fixer-upper properties.

There are pockets of communities surrounding many well-known destinations for the wealthy. Buyers looking for a longer-stay second home or co-habiting property have recognized there is often more choice and less competition for homes that check all their boxes. And they still have access to all the amenities just a short drive away.

Equally, investors who have a little more time on their hands or can live in another property avoid competition by considering properties that need work. Many buyers are risk-averse to dealing with the current building supplies and contractor issues, but the return on investment could be immense. One way to measure the return is to look at the value of new construction in the area – it will help to understand the opportunity to take on a project and renovate it into a turnkey property with similar amenities.

Global supply chain delays continue to be a source of frustration to all those involved in the home-building industry, from high-powered developers all the way down to homeowners doing a simple renovation. To solve this frustration, some have turned to sourcing locally available materials for renovations and home builds. This is favorable because it breaks the supply chain issue, but it also helps with the environmental footprint. In addition, it has led to designs that are more visually in balance with their surroundings.

Unconventional methods are also popping up, including recycling rescued framing from a demolished property to using natural resources such as rocks, timber, sand, and even recycled products that create unique structural and interior wall features.

The luxury condo market has seen an increase in demand, with top drivers for purchase by the affluent being innovative design with five-star amenities.

Affluent buyers ready to move back into the city are once again looking at establishing a condo lifestyle. But their expectations are for the exceptional and range from living in the most desirable



neighborhoods, concierge, valet, or hotel services to larger outdoor spaces, LEED certification, and EV charging stations.

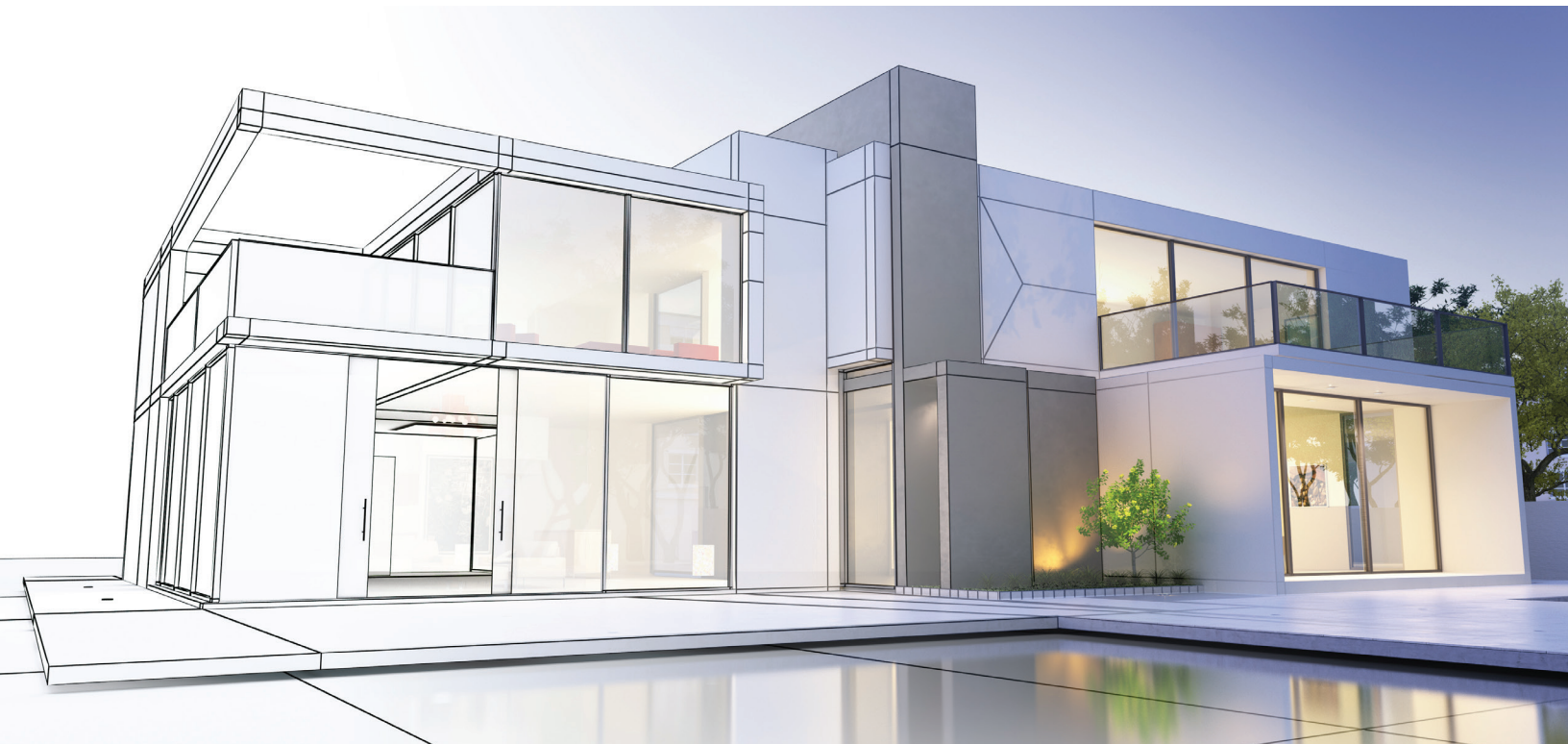
Condo developers are innovating designs for their current and future projects – especially as pandemic-created demand has shifted many buyers’ attention toward low-rise buildings over traditionally popular skyscrapers. The fewer the number of apartments or townhomes within the building, the higher the ticket price compared to other apartment buildings in the same area. Add in luxury amenities such as rooftop terraces with outdoor kitchens, pet areas, touchless entry systems, indoor-outdoor business centers, app-controlled systems, and wellness retreat areas, and it’s not surprising to see the demand return.

Buyers continue to value larger interior spaces – often wanting an additional versatile room – and large outdoor amenity spaces. Even landmark and historic buildings have transitioned to redesigning their interiors to meet these demands.

Perhaps one of the most surprising innovations we have discovered, given the demand for larger homes and the lack of desire to build or renovate, is the rise of selling a teardown home with architectural plans for a new home or redesign already in place.

Sellers are really selling the land, but with luxury properties in highly desirable areas increasingly difficult to find, providing initial design options can help a buyer see the potential – add in building permits and take the headache out of understanding zoning and local bylaws. It could be a game-changer for both parties. It’s a trend on the rise, according to Realtor.com, especially for luxury homes.

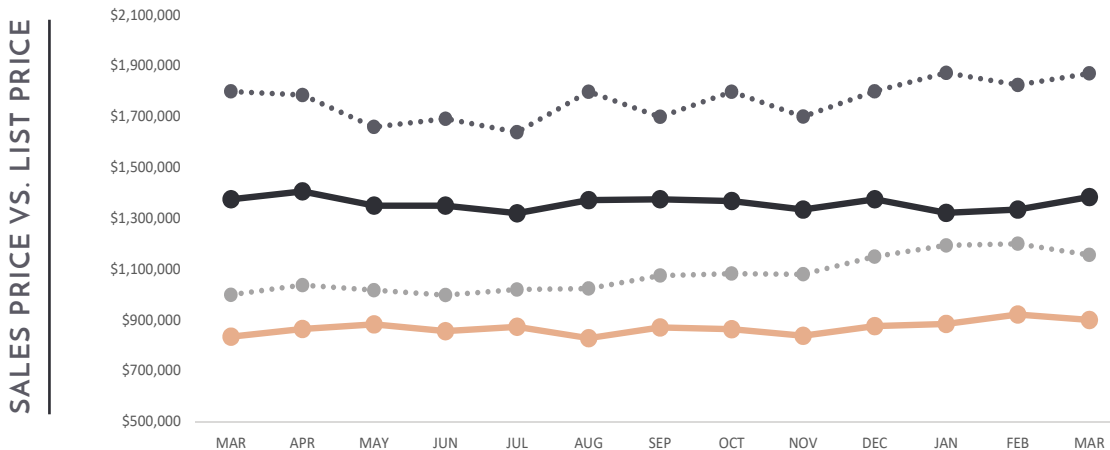
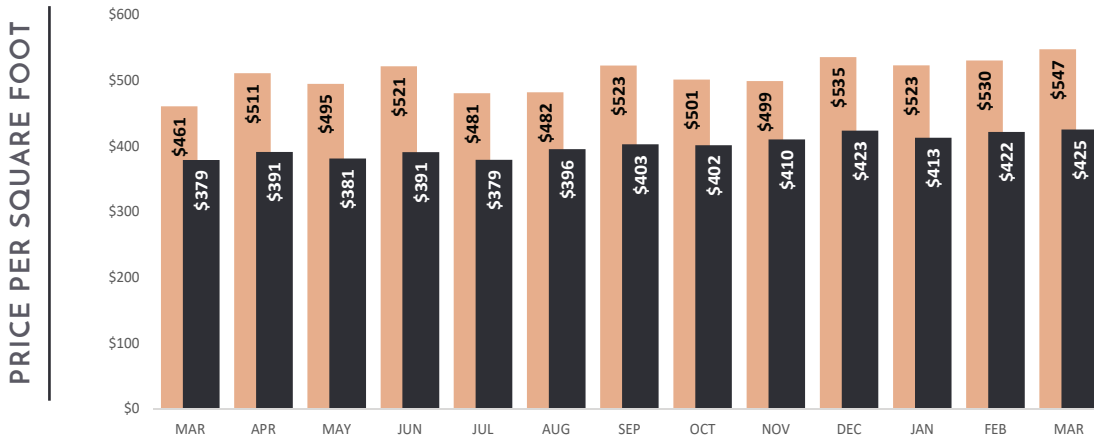
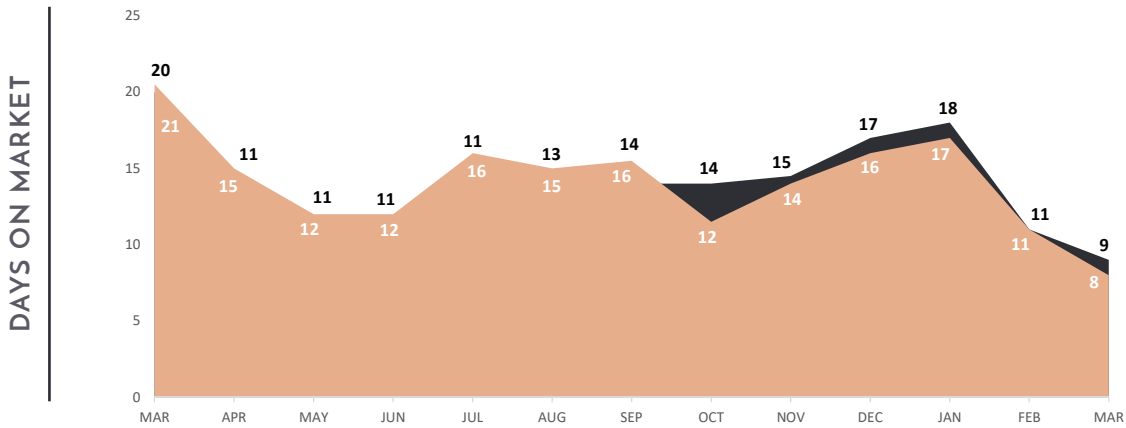
The art of selling and buying in this market needs a critical and analytical approach; understanding the realities and setting expectations accordingly will ensure that goals are achieved. For homeowners looking to buy or sell in today’s market, we recommend working with a realtor who can capitalize 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 March 2022 and April 2022 reports are due to the addition of Flagstaff, AZ, Aspen, CO, and Hilton Head, SC.

- LUXURY MONTHLY MARKET REVIEW -

A Review of Key Market Differences Year over Year

March 2021 | March 2022

SINGLE-FAMILY HOMES

	March 2021	March 2022		March 2021	March 2022
Median List Price	\$1,799,500	\$1,870,000	Total Inventory	26,305	24,155
Median Sale Price	\$1,375,000	\$1,383,950	New Listings	11,372	13,100
Median SP/LP Ratio	99.04%	100.00%	Total Sold	15,649	20,228
Total Sales Ratio	59.49%	83.74%	Median Days on Market	20	9
Median Price per Sq. Ft.	\$379	\$425	Average Home Size	3,656	3,234

Median prices represent properties priced above respective city benchmark prices.



SINGLE-FAMILY HOMES MARKET SUMMARY | MARCH 2022

- Official Market Type: **Seller's Market** with a **83.74% Sales Ratio**.¹
- Homes are selling for an average of **100.00% of list price**.
- The median luxury threshold² price is **\$950,000**, and the median luxury home sales price is **\$1,383,950**.
- Markets with the Highest Median Sales Price: **Aspen** (\$10,400,000), **Telluride** (\$5,369,588), **Vail** (\$5,158,000), and **Los Angeles Beach Cities** (\$3,750,000).
- Markets with the Highest Sales Ratio: **Waterloo Region** (734%), **Seattle** (335%), **East Bay** (324%) and **Phoenix** (236%).

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

March 2021 | March 2022

ATTACHED HOMES

	March 2021	March 2022		March 2021	March 2022
Median List Price	\$999,450	\$1,155,814	Total Inventory	12,284	9,193
Median Sale Price	\$834,250	\$900,000	New Listings	4,784	5,273
Median SP/LP Ratio	100.00%	100.00%	Total Sold	5,520	7,294
Total Sales Ratio	44.94%	79.34%	Median Days on Market	21	8
Median Price per Sq. Ft.	\$461	\$547	Average Home Size	2,012	1,823

Median prices represent properties priced above respective city benchmark prices.



ATTACHED HOMES MARKET SUMMARY | MARCH 2022

- Official Market Type: **Seller's Market** with a **79.34% 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 **\$900,000**.
- Markets with the Highest Median Sales Price: **Vail** (\$3,995,00), **Aspen** (\$2,950,000), **San Francisco** (\$2,600,000), and **Santa Barbara** (\$2,375,000).
- Markets with the Highest Sales Ratio: **Lake Norman** (900%), **Howard County** (550%), **Waterloo Region** (531%) and **Douglas County** (520%).

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	\$1,199,894	\$936,000	452	449	424	11	Seller's
AZ	Flagstaff	\$1,882,975	\$1,388,500	28	13	20	51	Seller's
AZ	Paradise Valley	\$6,995,000	\$3,675,000	82	32	51	43	Seller's
AZ	Phoenix	\$999,900	\$760,000	205	150	484	21	Seller's
AZ	Scottsdale	\$2,787,000	\$1,615,000	256	156	297	22	Seller's
AZ	Tucson	\$799,000	\$685,000	357	152	373	5	Seller's
BC	Mid Vancouver Island	\$1,629,000	\$1,415,000	104	86	69	11	Seller's
BC	Okanagan Valley	\$1,950,000	\$1,510,000	489	359	167	16	Seller's
BC	Vancouver	\$4,488,888	\$3,230,000	1,033	447	191	9	Balanced
BC	Victoria	\$2,624,500	\$1,938,000	48	55	62	9	Seller's
CA	Central Coast	\$3,500,000	\$2,300,000	121	72	108	9	Seller's
CA	East Bay	\$2,298,500	\$2,010,000	200	192	647	7	Seller's
CA	Greater Palm Springs	\$2,512,000	\$1,775,000	152	96	197	19	Seller's
CA	Lake Tahoe	\$1,499,500	\$1,512,500	32	21	26	11	Seller's
CA	Los Angeles Beach Cities	\$6,950,000	\$3,750,000	191	66	111	14	Seller's
CA	Los Angeles City	\$5,912,500	\$3,685,000	478	197	201	14	Seller's
CA	Los Angeles The Valley	\$2,899,498	\$2,015,000	210	131	249	11	Seller's
CA	Marin County	\$3,495,000	\$2,760,000	61	13	36	10	Seller's
CA	Napa County	\$3,995,000	\$2,450,000	97	16	12	19	Buyer's
CA	Orange County	\$3,087,500	\$2,216,500	542	345	546	7	Seller's
CA	Placer County	\$1,225,000	\$1,107,500	181	52	96	6	Seller's
CA	Sacramento	\$950,000	\$907,500	405	115	310	6	Seller's
CA	San Diego	\$2,825,000	\$1,950,000	378	258	560	6	Seller's
CA	San Francisco	\$4,572,500	\$3,284,000	86	20	64	11	Seller's
CA	San Luis Obispo County	\$1,800,000	\$1,410,000	104	43	79		Seller's
CA	Santa Barbara	\$6,495,000	\$3,585,000	68	34	65	8	Seller's
CA	Silicon Valley	\$4,980,000	\$3,362,500	215	163	464	7	Seller's
CA	Sonoma County	\$2,495,000	\$2,075,000	166	23	48	16	Seller's
CA	Ventura County	\$2,742,500	\$1,733,500	130	61	126	23	Seller's
CO	Aspen	\$12,500,000	\$10,400,000	63	16	10	123	Balanced
CO	Boulder	\$2,597,500	\$1,605,000	84	54	103	28	Seller's
CO	Colorado Springs	\$999,392	\$862,718	160	105	140	4	Seller's
CO	Denver	\$1,950,000	\$1,400,000	197	144	345	4	Seller's
CO	Douglas County	\$1,942,000	\$1,197,500	95	63	150	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 -

SINGLE-FAMILY HOMES

State	Market Name	Median List Price	Median Sold Price	Inventory	New Listings	Sold	Days on Market	Market Status
CO	Durango	\$2,072,500	\$1,387,500	40	10	20	73	Seller's
CO	Summit County	\$3,597,500	\$2,235,000	22	5	10	39	Seller's
CO	Telluride	\$9,875,000	\$5,369,588	38	9	10	69	Seller's
CO	Vail	\$6,490,000	\$5,158,000	41	14	9	18	Seller's
CT	Central Connecticut	\$699,900	\$623,781	245	82	121	7	Seller's
CT	Coastal Connecticut	\$2,395,000	\$1,800,000	369	137	143	42	Seller's
DC	Washington D.C.	\$4,995,000	\$3,047,500	47	18	26	8	Seller's
DE	Sussex County Coastal	\$1,399,500	\$1,515,000	89	30	25	8	Seller's
FL	Boca Raton/Delray Beach	\$3,695,000	\$1,900,000	192	94	100	10	Seller's
FL	Coastal Pinellas County	\$2,750,000	\$1,950,000	41	21	29	9	Seller's
FL	Greater Fort Lauderdale	\$1,999,000	\$1,150,000	474	207	407	11	Seller's
FL	Jacksonville Beaches	\$1,749,500	\$1,188,500	116	59	102	22	Seller's
FL	Lee County	\$1,500,000	\$1,300,000	277	140	195	8	Seller's
FL	Marco Island	\$2,985,000	\$2,650,000	68	42	36	17	Seller's
FL	Miami	\$2,444,000	\$1,887,000	500	190	152	35	Seller's
FL	Naples	\$3,497,000	\$2,750,000	254	132	117	10	Seller's
FL	Orlando	\$1,425,000	\$1,050,000	285	141	202	6	Seller's
FL	Palm Beach Towns	\$7,975,000	\$2,800,000	128	52	51	19	Seller's
FL	Sarasota & Beaches	\$3,500,000	\$1,940,000	158	72	84	8	Seller's
FL	South Pinellas County	\$2,372,500	\$1,260,000	76	53	97	5	Seller's
FL	South Walton	\$3,075,000	\$1,950,000	161	84	81	15	Seller's
FL	Tampa	\$1,000,000	\$689,900	268	173	449	4	Seller's
FL	Weston	\$1,370,000	\$987,500	21	15	46	9	Seller's
GA	Atlanta	\$1,675,000	\$1,228,000	360	169	238	6	Seller's
GA	Duluth	\$2,499,900	\$1,150,000	5	3	9	7	Seller's
HI	Island of Hawaii	\$2,475,000	\$1,497,000	65	22	33	10	Seller's
HI	Kauai	\$4,555,000	\$2,374,000	28	9	14	23	Seller's
HI	Maui	\$3,695,000	\$2,262,500	103	29	32	54	Seller's
HI	Oahu	\$3,090,000	\$2,600,000	138	52	65	16	Seller's
ID	Ada County	\$849,950	\$771,950	274	207	354	4	Seller's
ID	Northern Idaho	\$1,800,000	\$1,355,000	139	70	45	52	Seller's
IL	Chicago	\$1,599,000	\$1,280,000	397	201	305	13	Seller's
IL	DuPage County	\$1,265,000	\$915,000	204	76	143	21	Seller's
IL	Lake County	\$1,199,450	\$875,000	182	63	101	29	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	\$749,000	\$628,750	128	51	96	6	Seller's
IN	Hamilton County	\$1,200,000	\$831,250	51	32	82	3	Seller's
KS	Johnson County	\$784,994	\$820,850	160	59	113	2	Seller's
MA	Cape Cod	\$2,747,500	\$2,350,000	70	23	21	21	Seller's
MA	Greater Boston	\$3,500,000	\$2,633,750	81	35	34	12	Seller's
MA	South Shore	\$1,965,000	\$1,385,000	27	16	15	24	Seller's
MD	Anne Arundel County	\$998,000	\$920,760	111	60	113	5	Seller's
MD	Frederick County	\$875,000	\$898,940	38	17	18	8	Seller's
MD	Howard County	\$1,189,990	\$1,158,000	49	24	39	5	Seller's
MD	Montgomery County	\$1,944,334	\$1,600,000	104	73	115	6	Seller's
MD	Talbot County	\$3,995,000	\$1,923,000	15	4	5	7	Seller's
MD	Worcester County	\$1,199,500	\$845,000	31	14	13	5	Seller's
MI	Livingston County	\$795,000	\$692,500	51	22	38	16	Seller's
MI	Monroe County	\$687,000	\$779,000	10	3	5	55	Seller's
MI	Oakland County	\$846,500	\$685,000	448	217	277	12	Seller's
MI	Washtenaw County	\$1,192,500	\$790,000	84	32	49	5	Seller's
MI	Wayne County	\$799,000	\$625,000	113	58	72	7	Seller's
MN	Olmsted County	\$787,400	\$784,500	44	15	12	66	Seller's
MN	Twin Cities	\$1,299,000	\$997,450	384	157	160	14	Seller's
MO	Kansas City	\$670,000	\$646,250	551	184	370	3	Seller's
MO	St. Louis	\$893,750	\$643,000	56	32	73	10	Seller's
NC	Asheville	\$1,200,000	\$835,000	115	37	81	9	Seller's
NC	Charlotte	\$1,450,000	\$947,500	219	113	288	3	Seller's
NC	Lake Norman	\$1,172,438	\$990,861	78	37	68	4	Seller's
NC	Raleigh-Durham	\$1,299,000	\$955,000	123	70	236	0	Seller's
NJ	Ocean County	\$995,000	\$899,000	256	124	133	14	Seller's
NV	Lake Tahoe	\$4,049,500	\$2,428,000	38	19	21	58	Seller's
NV	Las Vegas	\$1,979,900	\$1,362,500	381	185	172	15	Seller's
NV	Reno	\$2,289,000	\$1,800,000	51	30	31	54	Seller's
NY	Brooklyn	\$1,799,000	\$1,435,000	220	57	22	80	Buyer's
NY	Nassau County	\$1,982,500	\$1,500,000	614	211	131	69	Seller's
NY	Staten Island	\$1,350,000	\$1,087,500	116	34	24	52	Balanced
NY	Suffolk County	\$1,999,993	\$1,300,000	646	202	149	51	Seller's
OH	Cincinnati	\$849,000	\$702,500	147	36	44	4	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
ON	GTA - Durham	\$1,649,900	\$1,550,000	132	197	310	6	Seller's
ON	GTA - York	\$2,498,000	\$1,977,500	442	582	470	7	Seller's
ON	Mississauga	\$3,268,925	\$2,338,000	72	65	52	5	Seller's
ON	Oakville	\$2,699,900	\$2,393,000	67	120	100	6	Seller's
ON	Toronto	\$3,996,500	\$3,017,550	298	265	212	7	Seller's
ON	Waterloo Region	\$1,495,800	\$1,323,000	35	110	257	7	Seller's
OR	Portland	\$1,660,000	\$1,100,000	180	91	253	4	Seller's
SC	Hilton Head	\$1,870,000	\$1,730,000	100	52	61	7	Seller's
TN	Greater Chattanooga	\$1,100,000	\$843,900	108	57	39	5	Seller's
TN	Nashville	\$2,200,000	\$1,383,950	165	98	228	2	Seller's
TX	Austin	\$1,250,000	\$975,000	249	211	449	4	Seller's
TX	Collin County	\$809,230	\$735,000	260	230	603	5	Seller's
TX	Dallas	\$1,699,000	\$1,040,000	153	115	195	5	Seller's
TX	Denton County	\$849,900	\$750,000	182	152	362	5	Seller's
TX	El Paso	\$629,950	\$642,500	72	31	39	9	Seller's
TX	Fort Worth	\$985,000	\$805,000	317	191	343	5	Seller's
TX	Greater Tyler	\$862,250	\$729,000	58	37	33	32	Seller's
TX	Houston	\$995,000	\$850,000	786	334	423	11	Seller's
TX	Lubbock	\$799,900	\$625,000	51	32	43	54	Seller's
TX	San Angelo	\$625,000	\$827,500	49	16	6	134	Buyer's
TX	San Antonio	\$825,000	\$750,000	189	69	127	21	Seller's
TX	The Woodlands & Spring	\$977,757	\$772,500	110	81	122	5	Seller's
UT	Park City	\$4,250,000	\$3,694,000	75	26	27	5	Seller's
UT	Salt Lake City	\$1,275,000	\$963,040	118	102	208	6	Seller's
VA	Arlington & Alexandria	\$2,195,000	\$1,695,000	45	29	40	5	Seller's
VA	Charlottesville	\$1,489,465	\$1,014,475	73	24	42	5	Seller's
VA	Fairfax County	\$2,297,000	\$1,471,000	198	118	214	6	Seller's
VA	McLean & Vienna	\$3,128,000	\$1,920,000	91	34	65	6	Seller's
VA	Richmond	\$799,995	\$795,000	152	65	129	6	Seller's
VA	Smith Mountain Lake	\$1,849,000	\$1,152,468	12	4	2	146	Balanced
WA	Greater Seattle	\$2,089,000	\$1,757,500	317	310	728	5	Seller's
WA	Seattle	\$2,366,500	\$1,613,000	66	61	221	6	Seller's
WA	Spokane	\$1,299,000	\$927,000	48	28	23	5	Seller's

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- LUXURY MONTHLY MARKET REVIEW -

ATTACHED HOMES

State	Market Name	Median List Price	Median Sold Price	Inventory	New Listings	Sold	Days on Market	Market Status
AB	Calgary	\$824,450	\$666,875	126	74	44	24	Seller's
AZ	Flagstaff	-	-	-	-	-	-	-
AZ	Paradise Valley	-	-	-	-	-	-	-
AZ	Phoenix	-	-	-	-	-	-	-
AZ	Scottsdale	\$1,150,000	\$785,000	87	45	107	17	Seller's
AZ	Tucson	-	-	-	-	-	-	-
BC	Mid Vancouver Island	\$887,450	\$798,750	28	28	36	12	Seller's
BC	Okanagan Valley	-	-	-	-	-	-	-
BC	Vancouver	\$1,998,000	\$1,675,900	783	446	221	9	Seller's
BC	Victoria	\$1,109,950	\$919,475	70	86	84	7	Seller's
CA	Central Coast	\$1,449,500	\$1,023,000	10	11	22	8	Seller's
CA	East Bay	\$1,099,205	\$1,115,500	69	67	202	7	Seller's
CA	Greater Palm Springs	-	-	-	-	-	-	-
CA	Lake Tahoe	\$1,622,500	\$950,000	16	12	19	9	Seller's
CA	Los Angeles Beach Cities	\$2,250,000	\$1,625,000	81	45	99	8	Seller's
CA	Los Angeles City	\$1,847,000	\$1,417,500	268	117	140	14	Seller's
CA	Los Angeles The Valley	\$750,000	\$799,750	40	35	140	9	Seller's
CA	Marin County	\$1,299,000	\$1,477,000	15	4	11	9	Seller's
CA	Napa County	-	-	-	-	-	-	-
CA	Orange County	\$1,180,000	\$1,100,000	159	159	353	7	Seller's
CA	Placer County	-	-	-	-	-	-	-
CA	Sacramento	-	-	-	-	-	-	-
CA	San Diego	\$1,700,000	\$1,050,000	125	106	280	6	Seller's
CA	San Francisco	\$2,800,000	\$2,600,000	99	27	56	11	Seller's
CA	San Luis Obispo County	-	-	-	-	-	-	-
CA	Santa Barbara	\$1,650,000	\$2,375,000	5	8	15	5	Seller's
CA	Silicon Valley	\$1,744,500	\$1,585,000	42	34	173	7	Seller's
CA	Sonoma County	\$872,500	\$715,000	8	1	7	24	Seller's
CA	Ventura County	\$750,000	\$762,500	50	35	84	9	Seller's
CO	Aspen	\$3,200,000	\$2,950,000	17	9	5	40	Seller's
CO	Boulder	\$1,161,628	\$817,222	20	15	40	25	Seller's
CO	Colorado Springs	-	-	-	-	-	-	-
CO	Denver	\$1,050,000	\$781,750	98	42	74	12	Seller's
CO	Douglas County	\$650,000	\$584,500	5	7	26	3	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	Durango	\$732,500	\$789,000	6	1	5	48	Seller's
CO	Summit County	\$1,450,000	\$1,225,000	3	3	3	5	Seller's
CO	Telluride	–	–	–	–	–	–	–
CO	Vail	\$3,750,000	\$3,995,000	63	21	9	9	Buyer's
CT	Central Connecticut	–	–	–	–	–	–	–
CT	Coastal Connecticut	\$1,169,500	\$780,000	122	46	38	29	Seller's
DC	Washington D.C.	\$2,165,000	\$1,662,500	147	88	102	8	Seller's
DE	Sussex County Coastal	\$894,900	\$932,500	11	8	12	8	Seller's
FL	Boca Raton/Delray Beach	\$1,550,000	\$772,000	85	43	128	6	Seller's
FL	Coastal Pinellas County	\$1,348,000	\$1,022,500	27	15	52	5	Seller's
FL	Greater Fort Lauderdale	\$899,999	\$900,000	465	151	293	39	Seller's
FL	Jacksonville Beaches	\$950,000	\$1,050,000	7	5	17	15	Seller's
FL	Lee County	\$809,900	\$790,000	93	58	109	4	Seller's
FL	Marco Island	\$1,597,000	\$1,745,000	14	14	16	5	Seller's
FL	Miami	\$1,575,000	\$1,290,000	929	277	291	76	Seller's
FL	Naples	\$2,412,500	\$1,845,000	102	70	105	5	Seller's
FL	Orlando	\$595,000	\$545,000	85	48	46	5	Seller's
FL	Palm Beach Towns	\$2,200,000	\$1,657,500	85	50	78	15	Seller's
FL	Sarasota & Beaches	\$2,289,520	\$1,500,000	90	46	65	5	Seller's
FL	South Pinellas County	\$1,579,500	\$900,000	52	29	66	4	Seller's
FL	South Walton	\$1,451,800	\$1,125,000	120	34	54	4	Seller's
FL	Tampa	\$1,299,000	\$680,564	43	30	58	4	Seller's
FL	Weston	–	–	–	–	–	–	–
GA	Atlanta	\$839,900	\$650,000	249	130	163	7	Seller's
GA	Duluth	–	–	–	–	–	–	–
HI	Island of Hawaii	\$2,200,000	\$1,555,000	24	8	34	6	Seller's
HI	Kauai	\$1,650,000	\$1,225,000	27	5	15	12	Seller's
HI	Maui	\$2,499,000	\$1,700,000	53	29	56	56	Seller's
HI	Oahu	\$1,254,750	\$928,000	332	84	152	11	Seller's
ID	Ada County	\$612,450	\$638,500	24	23	32	7	Seller's
ID	Northern Idaho	–	–	–	–	–	–	–
IL	Chicago	\$1,225,000	\$932,500	640	272	212	29	Seller's
IL	DuPage County	\$769,000	\$703,500	17	11	18	22	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	\$599,000	\$700,000	54	6	17	3	Seller's
MA	Cape Cod	\$1,150,000	\$1,019,500	16	13	4	31	Seller's
MA	Greater Boston	\$2,499,000	\$2,094,000	254	121	70	20	Seller's
MA	South Shore	\$1,162,495	\$812,500	10	1	6	47	Seller's
MD	Anne Arundel County	\$594,480	\$561,990	34	28	71	4	Seller's
MD	Frederick County	-	-	-	-	-	-	-
MD	Howard County	\$562,500	\$562,500	6	11	33	5	Seller's
MD	Montgomery County	\$750,000	\$730,000	50	45	75	6	Seller's
MD	Talbot County	-	-	-	-	-	-	-
MD	Worcester County	\$825,000	\$637,500	37	15	42	9	Seller's
MI	Livingston County	-	-	-	-	-	-	-
MI	Monroe County	-	-	-	-	-	-	-
MI	Oakland County	\$749,900	\$587,500	43	19	20	10	Seller's
MI	Washtenaw County	\$765,000	\$587,500	33	13	9	2	Seller's
MI	Wayne County	\$659,930	\$590,500	63	19	10	7	Balanced
MN	Olmsted County	-	-	-	-	-	-	-
MN	Twin Cities	-	-	-	-	-	-	-
MO	Kansas City	-	-	-	-	-	-	-
MO	St. Louis	-	-	-	-	-	-	-
NC	Asheville	\$723,625	\$638,250	24	8	16	26	Seller's
NC	Charlotte	\$961,950	\$625,000	78	32	80	10	Seller's
NC	Lake Norman	\$639,000	\$600,000	1	1	9	5	Seller's
NC	Raleigh-Durham	-	-	-	-	-	-	-
NJ	Ocean County	\$999,900	\$706,250	11	6	6	42	Seller's
NV	Lake Tahoe	\$2,525,000	\$1,150,000	8	5	7	32	Seller's
NV	Las Vegas	-	-	-	-	-	-	-
NV	Reno	-	-	-	-	-	-	-
NY	Brooklyn	\$1,488,000	\$1,268,000	419	130	79	62	Balanced
NY	Nassau County	\$1,495,000	\$1,200,100	90	23	17	39	Balanced
NY	Staten Island	\$649,900	\$600,000	51	28	39	31	Seller's
NY	Suffolk County	\$709,000	\$615,000	97	46	36	43	Seller's
OH	Cincinnati	\$725,000	N/A	22	2	0	N/A	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
ON	GTA - Durham	\$849,950	\$870,500	16	24	70	6	Seller's
ON	GTA - York	\$817,000	\$831,000	138	248	226	6	Seller's
ON	Mississauga	\$978,950	\$975,000	90	153	157	5	Seller's
ON	Oakville	\$1,448,000	\$1,335,000	29	68	73	6	Seller's
ON	Toronto	\$1,288,888	\$1,098,000	575	628	619	7	Seller's
ON	Waterloo Region	\$799,000	\$820,000	29	63	154	7	Seller's
OR	Portland	-	-	-	-	-	-	-
SC	Hilton Head	\$1,250,000	\$1,037,500	9	9	18	7	Seller's
TN	Greater Chattanooga	-	-	-	-	-	-	-
TN	Nashville	\$1,725,000	\$620,000	22	19	57	3	Seller's
TX	Austin	\$1,125,000	\$775,000	55	38	94	5	Seller's
TX	Collin County	-	-	-	-	-	-	-
TX	Dallas	\$1,367,500	\$682,500	72	35	65	8	Seller's
TX	Denton County	-	-	-	-	-	-	-
TX	El Paso	-	-	-	-	-	-	-
TX	Fort Worth	-	-	-	-	-	-	-
TX	Greater Tyler	-	-	-	-	-	-	-
TX	Houston	\$675,000	\$585,000	106	40	39	39	Seller's
TX	Lubbock	-	-	-	-	-	-	-
TX	San Angelo	-	-	-	-	-	-	-
TX	San Antonio	\$650,000	\$712,500	22	5	6	96	Seller's
TX	The Woodlands & Spring	-	-	-	-	-	-	-
UT	Park City	\$1,790,000	\$1,622,500	43	23	52	1	Seller's
UT	Salt Lake City	\$998,500	\$630,000	11	15	33	10	Seller's
VA	Arlington & Alexandria	\$1,025,000	\$1,096,500	59	56	94	4	Seller's
VA	Charlottesville	\$824,900	\$549,925	14	3	10	8	Seller's
VA	Fairfax County	\$795,940	\$678,000	113	100	207	5	Seller's
VA	McLean & Vienna	\$1,325,000	\$950,000	23	14	15	6	Seller's
VA	Richmond	-	-	-	-	-	-	-
VA	Smith Mountain Lake	-	-	-	-	-	-	-
WA	Greater Seattle	\$1,344,944	\$1,099,000	146	108	150	5	Seller's
WA	Seattle	\$1,599,950	\$1,020,000	84	40	42	7	Seller's
WA	Spokane	-	-	-	-	-	-	-

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