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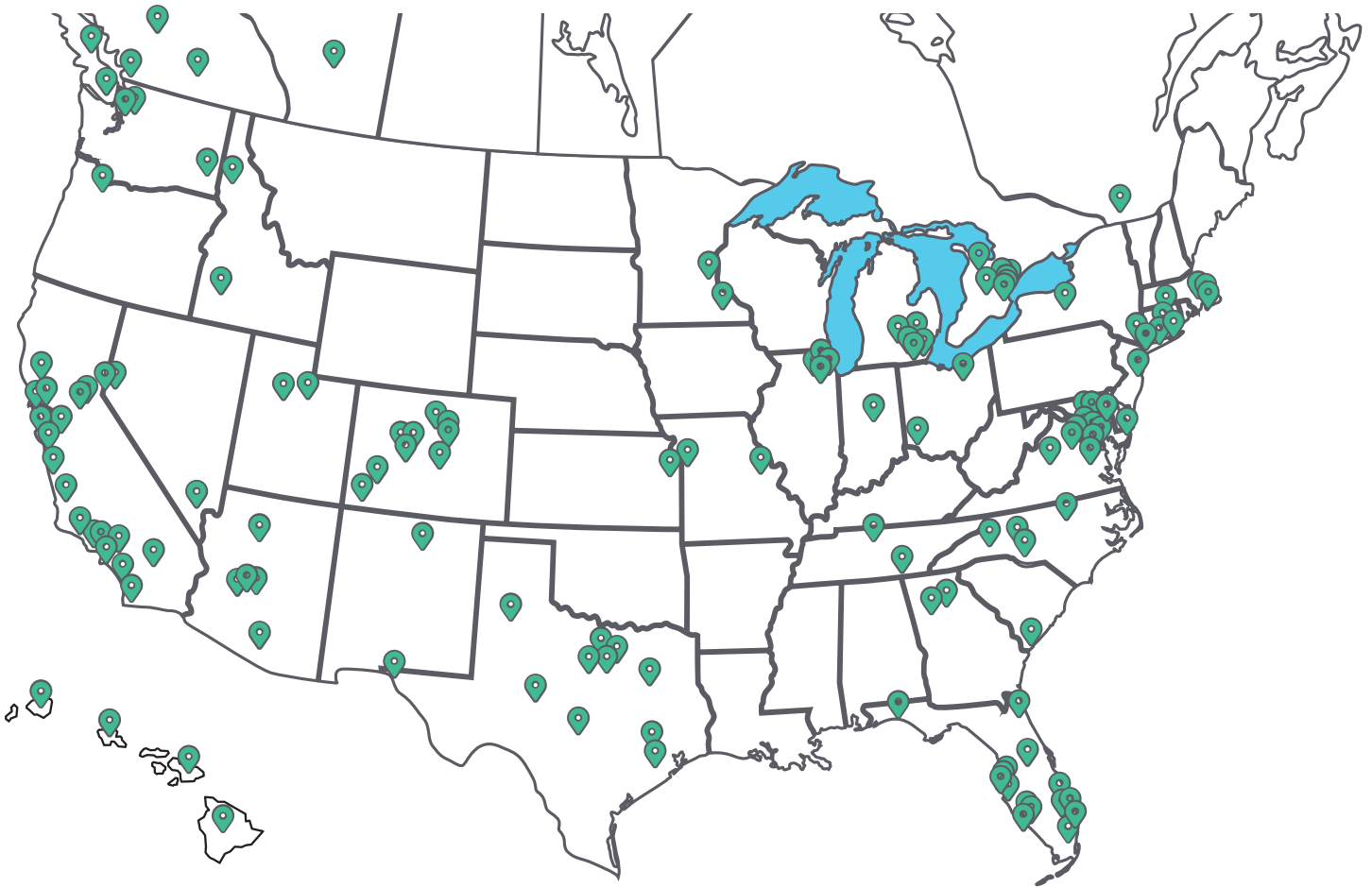
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LUXURY MARKET REPORT
SEPTEMBER 2022

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.

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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.



“While it is contended that we are moving towards a buyer’s market, the current data for August 2022 shows that conditions in most luxury markets are still favorable to sellers – of the 140 single-family markets showcased in our report, 106 remain seller markets.”



NORTH AMERICAN LUXURY REVIEW

Market Changes to Consider

Over the last few months, the luxury real estate market has experienced the return of a more normal pace for those looking to buy and sell their homes. Recent trends also continue to show a considerable moderation in the number of sales and the rate of price increases, which has certainly taken the pressure off the market.

While it is contended that we are moving towards a buyer's market, the current data for August 2022 shows that conditions in most luxury markets are still favorable to sellers – of the 140 single-family markets showcased in our report, 106 remain seller markets. However, the sales ratio percentage, which measures the rate of sales against available inventory each month, is trending downwards in most markets month over month, in comparison to 2021 levels.

Whether the overall luxury real estate market moves towards a balanced or buyer's market will likely depend on changes in inventory levels and whether the available homes match buyers' demand. Even at the height of the buyer frenzy in spring 2021, homes that were considerably over-priced or needed extensive renovations or repairs often remained unsold.

Demand for move-in-ready properties remains a top priority for affluent buyers who have little time or desire to embark on any more than simple updating projects. As we highlighted last month, properties that are fully furnished, down to kitchen utensils, dishware, and all the soft furnishings, are highly prized, often seeing some of the shortest days on the market.

The level of inventory may have risen since May 2022, and now approximately 50% higher for single family homes and 18% for attached properties compared to August 2021, but of greater significance is that the number of new listings entering the market has continued to drop since June 2022. Expectations are that these numbers will rise as we enter the fall season, but it seems that some luxury sellers are hesitant to enter the current market.

The drop in new listings might be explained as, traditionally, summer months do see fewer homes enter the market as families take time to vacation. However, according to Danielle Halle, Chief Economist at Realtor.com, “even though home prices are near record highs and home equity has soared, homeowners appear to be less eager to list homes for sale compared to last year. Recent survey data shows that while home sellers are in a good position, typically getting their list price and still generally satisfied with the price and other aspects of their home sale, some of their (seller) markers have shifted over the last year.”

Sellers are facing several problems, including appraisals not matching the value of their asking price and the return of contract contingencies such as requests for repairs or compensation. In the last year especially, these were not included in buyer contracts because multiple offers and cash buyers mitigated these sorts of requests.

It seems that some sellers are not quite ready to contend with the return of negotiating terms or, depending on their level of wealth, simply do not need to sell, so they are ready to wait until the market becomes more favorable.

Equally, after two long years of unrest and upheaval, many affluent are content with their purchases and now looking for more stability and continuity. So, expectations are that they might not be ready to sell any time soon. If these affluent purchased using a ‘fixed-term’ low-interest rate mortgage, it is also unlikely that they would trade in these favorable terms if they do not have to sell or move unless a life-changing event occurs.

If we are returning to a more traditional real estate cycle, then over the next couple of months, inventory levels should start to increase again, and we may see more luxury markets become balanced or buyer’s markets.

As we move into the fall season, we review both new opportunities and trends that homeowners and investors should consider during their property search.





Return to Urban Living

An increasing number of buyers are starting to return to the larger metropolitan cities for multiple reasons, including simply missing the lifestyle or looking for a potential investment opportunity.

This door may close soon, as also in the mix are foreign investors (now that travel restrictions are easing) and first-time buyers heading to urban markets looking for the opportunity to purchase a property. Experts predict that city markets may see stronger returns on investment than their suburban counterparts.

Emerging City Neighborhoods

While cities are starting to experience an influx of new and returning buyers, some of the best deals may be found in emerging neighborhoods. Before the pandemic, many of these inner, mid-city communities and industrial areas had been on trend for gentrification.

Cities from Vancouver and Toronto in Canada to Atlanta, Austin, Chicago, and San Francisco in the US saw their emerging neighborhoods stall in 2020 as people chose to purchase away from the more crowded metropolitan communities.

Today, emerging neighborhoods not only afford buyers better values but have the potential to create greater equity returns. These are ideal for buyers ready to invest in a property for the longer term, understanding that they are buying early and will need to wait for the neighborhood to evolve and mature.

New Priorities

As we enter the latter part of 2022, mainly due to the historic rise in property values over the last 24 months, many affluent are now starting to reprioritize with a keen eye on market stability and potential returns.

Which trends will see better investment return; larger estate-sized homes, properties with views, those located on expansive land, or smaller homes closer to amenities, are questions being asked of our luxury real estate professionals.

The answer may lie in reviewing the sales data for the last six months, which reveals that luxury mid-sized homes ranging from 3,000 to 3,500 sq ft are proving to be in the greatest demand for single family homes and 1,500 to 2,000 sq ft for attached properties.

While people want extra space, they do not want to be overwhelmed with larger debt, especially as interest rates continue to rise. Equally, land and privacy are still important, but as things return to normal, the shift back to living closer to amenities and locations closer to work are becoming the main priority once more.

Time to Diversify

Now that remote working is mainstream, there is still an increased focus on investing in real estate that aligns with people's lifestyle choices.

Vacation and second home properties are expected to continue to increase in popularity, especially for those who need escape options from their primary property. The affluent are continuing to seek diversity in their lifestyle, and owning multiple properties, whether in the city, mountains, or beach locations, is an important facet in meeting that requirement.

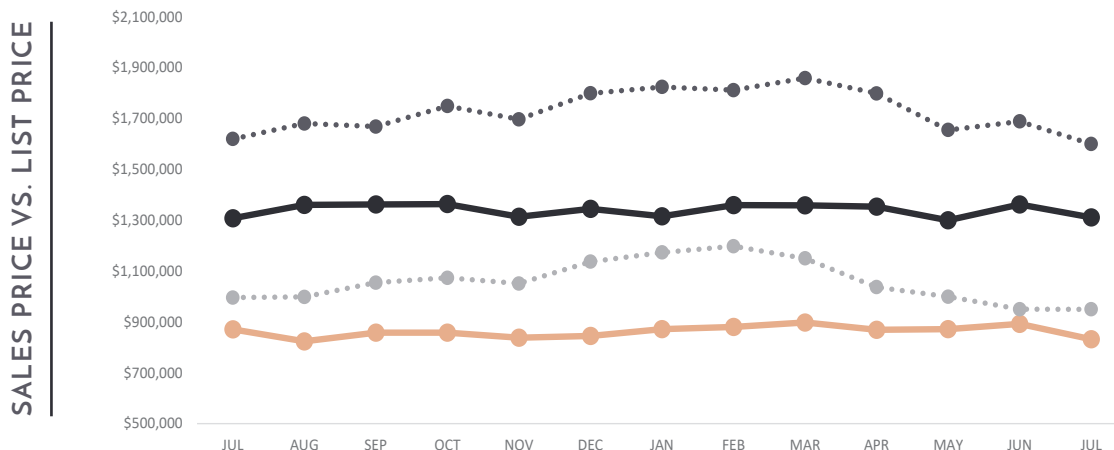
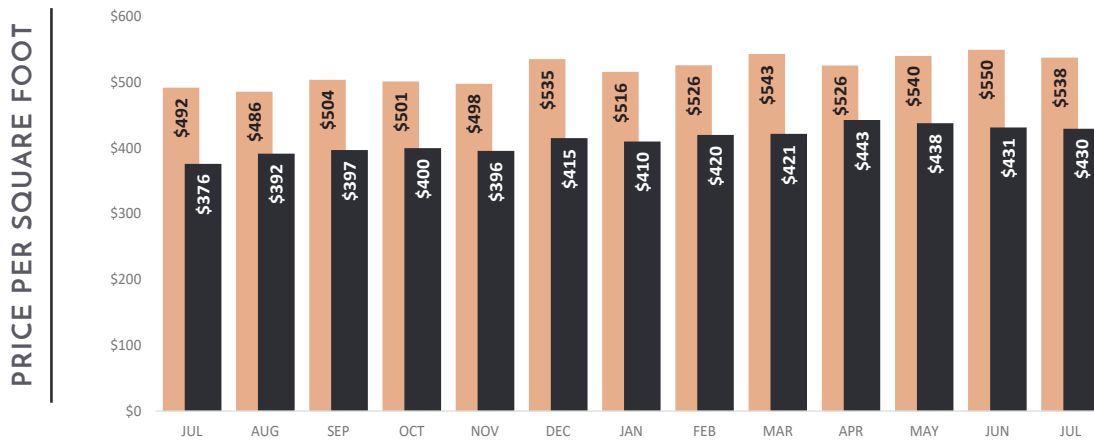
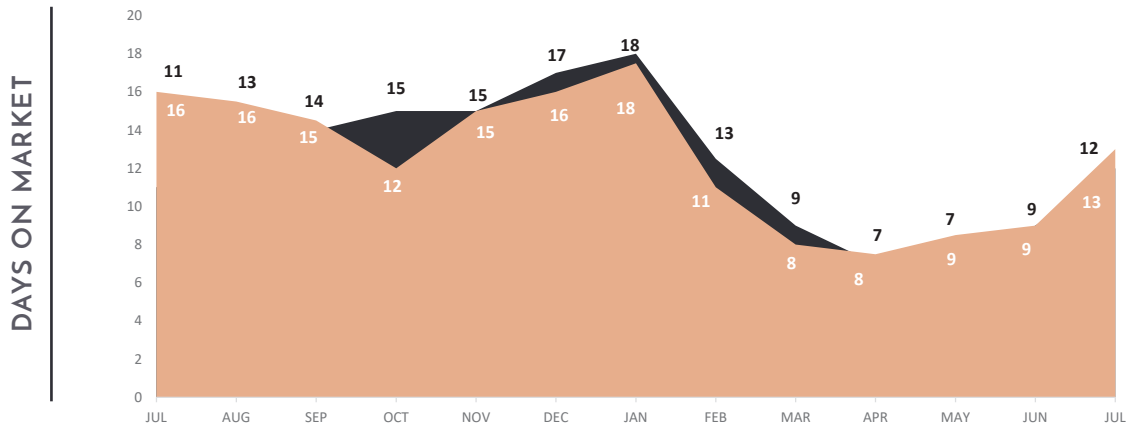
The art of selling and buying in this market needs a critical and analytical approach; understanding the realities and setting expectations accordingly will ensure that goals are achieved. For homeowners looking to buy or sell in today's market, we recommend working with a Realtor who can capitalize 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 August 2022 and September 2022 reports are due to the addition of Whistler, BC.

- LUXURY MONTHLY MARKET REVIEW -

A Review of Key Market Differences Year over Year

August 2021 | August 2022

SINGLE-FAMILY HOMES

	August 2021	August 2022		August 2021	August 2022
Median List Price	\$1,680,750	\$1,595,000	Total Inventory	33,805	51,674
Median Sale Price	\$1,360,697	\$1,299,000	New Listings	11,760	16,673
Median SP/LP Ratio	100.00%	99.17%	Total Sold	18,947	18,001
Total Sales Ratio	56.05%	34.84%	Median Days on Market	13	18
Median Price per Sq. Ft.	\$392	\$418	Average Home Size	3,528	3,185

Median prices represent properties priced above respective city benchmark prices.



SINGLE-FAMILY HOMES MARKET SUMMARY | AUGUST 2022

- Official Market Type: **Seller's Market** with a **34.84% Sales Ratio**.¹
- Homes are selling for an average of **99.17% of list price**.
- The median luxury threshold² price is **\$925,000**, and the median luxury home sales price is **\$1,299,000**.
- Markets with the Highest Median Sales Price: **Aspen** (\$11,500,000), **Whistler** (\$5,550,000), **Vail** (\$4,550,000), and **Naples** (\$4,200,000).
- Markets with the Highest Sales Ratio: **Cleveland Suburbs** (131%), **Hamilton County** (95%), **St. Louis** (91%) and **Howard County** (79%).

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

August 2021 | August 2022

ATTACHED HOMES

	August 2021	August 2022		August 2021	August 2022
Median List Price	\$998,585	\$942,225	Total Inventory	12,341	14,665
Median Sale Price	\$830,000	\$876,250	New Listings	4,137	4,841
Median SP/LP Ratio	100.00%	98.92%	Total Sold	5,124	4,449
Total Sales Ratio	41.52%	30.34%	Median Days on Market	16	18
Median Price per Sq. Ft.	\$489	\$527	Average Home Size	1,960	1,843

Median prices represent properties priced above respective city benchmark prices.



ATTACHED HOMES MARKET SUMMARY | AUGUST 2022

- Official Market Type: **Seller's Market** with a **30.34% Sales Ratio**.¹
- Attached homes are selling for an average of **98.92% of list price**.
- The median luxury threshold² price is **\$700,000**, and the median attached luxury sale price is **\$876,250**.
- Markets with the Highest Median Sales Price: **Aspen** (\$4,125,000), **Vail** (\$3,250,000), **Whistler** (\$2,342,500), and **San Francisco** (\$2,275,000).
- Markets with the Highest Sales Ratio: **Santa Barbara** (127%), **Howard County** (122%), **Anne Arundel County** (91%) and **Sussex County Coastal** (84%).

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	\$1,099,999	\$930,000	537	238	147	23	Seller's
AZ	Chandler and Gilbert	\$1,075,000	\$1,000,000	265	89	72	41	Seller's
AZ	Flagstaff	\$1,462,250	\$1,272,500	84	24	24	50	Seller's
AZ	Mesa	\$847,000	\$835,000	216	87	69	33	Seller's
AZ	Paradise Valley	\$4,995,000	\$3,025,000	110	27	21	74	Balanced
AZ	Phoenix	\$849,900	\$787,000	873	286	272	41	Seller's
AZ	Scottsdale	\$1,850,000	\$1,755,000	630	185	153	48	Seller's
AZ	Tucson	\$718,000	\$655,000	723	237	261	15	Seller's
BC	Mid Vancouver Island	\$1,650,000	\$1,465,000	231	86	24	22	Buyer's
BC	Okanagan Valley	\$1,790,000	\$1,530,000	917	276	65	47	Buyer's
BC	Vancouver	\$4,500,000	\$3,259,000	1144	272	66	25	Buyer's
BC	Victoria	\$2,499,000	\$1,950,000	139	55	23	17	Balanced
BC	Whistler	\$4,500,000	\$5,550,000	55	10	4	41	Buyer's
CA	Central Coast	\$2,850,000	\$2,150,000	240	82	71	20	Seller's
CA	East Bay	\$2,198,775	\$1,869,500	534	272	412	16	Seller's
CA	Greater Palm Springs	\$1,849,000	\$1,599,000	213	67	78	33	Seller's
CA	Lake Tahoe	\$2,250,000	\$1,885,000	218	51	40	20	Balanced
CA	Los Angeles Beach Cities	\$5,899,000	\$3,915,000	297	88	71	12	Seller's
CA	Los Angeles City	\$4,999,000	\$3,500,000	646	187	119	18	Balanced
CA	Los Angeles The Valley	\$2,495,000	\$2,025,500	468	187	190	20	Seller's
CA	Marin County	\$4,122,500	\$2,900,000	118	25	47	17	Seller's
CA	Napa County	\$4,309,000	\$2,300,000	52	7	22	26	Seller's
CA	Orange County	\$2,689,000	\$2,274,000	1012	335	383	15	Seller's
CA	Placer County	\$1,195,000	\$1,149,000	256	95	101	21	Seller's
CA	Sacramento	\$949,000	\$915,000	668	253	339	19	Seller's
CA	San Diego	\$2,215,000	\$1,868,500	933	366	354	15	Seller's
CA	San Francisco	\$4,495,000	\$3,425,000	119	42	55	17	Seller's
CA	San Luis Obispo County	\$1,875,000	\$1,447,500	183	61	74	40	Seller's
CA	Santa Barbara	\$5,750,000	\$3,500,000	123	48	57	11	Seller's
CA	Silicon Valley	\$3,798,000	\$3,287,500	486	224	268	15	Seller's
CA	Sonoma County	\$2,274,500	\$1,750,000	214	35	65	36	Seller's
CA	Ventura County	\$1,992,500	\$1,775,000	262	82	103	28	Seller's
CO	Aspen	\$14,900,000	\$11,500,000	105	13	7	76	Buyer's
CO	Boulder	\$2,295,000	\$1,600,000	201	74	81	49	Seller's
CO	Colorado Springs	\$935,000	\$844,500	471	146	146	13	Seller's

Median prices represent properties priced above respective city benchmark prices. Prices shown for Canadian cities are shown in Canadian Dollars.

- LUXURY MONTHLY MARKET REVIEW -

SINGLE-FAMILY HOMES

State	Market Name	Median List Price	Median Sold Price	Inventory	New Listings	Sold	Days on Market	Market Status
CO	Denver	\$1,545,000	\$1,328,000	535	199	276	13	Seller's
CO	Douglas County	\$1,349,950	\$1,167,500	264	84	140	16	Seller's
CO	Durango	\$1,550,000	\$1,250,000	119	22	25	56	Seller's
CO	Summit County	\$3,099,000	\$1,625,000	87	20	15	13	Balanced
CO	Telluride	\$6,500,000	\$3,797,500	83	10	6	55	Buyer's
CO	Vail	\$4,590,000	\$4,550,000	83	15	11	31	Buyer's
CT	Central Connecticut	\$699,900	\$619,725	375	79	276	7	Seller's
CT	Coastal Connecticut	\$2,275,000	\$1,675,000	527	119	254	26	Seller's
DC	Washington D.C.	\$4,495,000	\$2,650,000	46	7	17	8	Seller's
DE	Sussex County Coastal	\$1,399,950	\$1,189,677	163	46	44	5	Seller's
FL	Boca Raton/Delray Beach	\$2,699,500	\$2,000,000	442	109	67	23	Balanced
FL	Coastal Pinellas County	\$2,387,500	\$2,275,000	90	18	17	35	Balanced
FL	Greater Fort Lauderdale	\$1,350,000	\$1,055,000	1423	436	297	21	Balanced
FL	Jacksonville Beaches	\$1,472,125	\$1,150,000	298	91	93	30	Seller's
FL	Lee County	\$1,399,900	\$1,375,000	546	141	113	24	Balanced
FL	Marco Island	\$2,560,000	\$2,162,500	91	15	16	54	Balanced
FL	Miami	\$1,950,000	\$1,350,000	890	223	118	31	Buyer's
FL	Naples	\$4,985,000	\$4,200,000	232	35	39	29	Balanced
FL	Orlando	\$1,250,000	\$1,135,000	678	176	185	13	Seller's
FL	Palm Beach Towns	\$3,087,500	\$2,487,500	228	46	26	17	Buyer's
FL	Sarasota & Beaches	\$2,950,000	\$2,200,000	251	49	49	35	Balanced
FL	South Pinellas County	\$1,595,000	\$1,497,500	244	71	56	17	Seller's
FL	South Walton	\$2,340,000	\$2,100,000	400	85	59	33	Buyer's
FL	Space Coast	\$850,000	\$770,000	339	138	153	12	Seller's
FL	Tampa	\$750,000	\$675,000	1251	463	431	8	Seller's
FL	Weston	\$1,275,000	\$1,026,100	113	35	37	18	Seller's
GA	Atlanta	\$1,475,000	\$1,167,500	639	234	250	8	Seller's
GA	Duluth	\$1,575,000	\$1,199,500	21	7	8	24	Seller's
HI	Island of Hawaii	\$1,972,500	\$1,800,000	112	19	17	26	Balanced
HI	Kauai	\$2,875,000	\$2,850,000	45	9	6	11	Buyer's
HI	Maui	\$3,188,000	\$1,947,500	137	32	26	81	Balanced
HI	Oahu	\$3,000,000	\$2,200,000	196	51	55	17	Seller's
ID	Ada County	\$779,900	\$759,450	985	338	316	14	Seller's
ID	Northern Idaho	\$1,600,000	\$1,325,000	515	137	58	64	Buyer's
IL	Chicago	\$1,498,888	\$1,349,000	637	225	379	9	Seller's
IL	DuPage County	\$1,189,000	\$955,000	313	99	161	11	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	Lake County	\$1,150,000	\$919,500	279	96	158	9	Seller's
IL	Will County	\$687,450	\$625,000	230	101	175	9	Seller's
IN	Hamilton County	\$849,950	\$750,000	140	48	133	5	Seller's
KS	Johnson County	\$817,160	\$804,000	362	84	186	3	Seller's
MA	Cape Cod	\$2,350,000	\$1,837,500	130	30	38	21	Seller's
MA	Greater Boston	\$3,224,500	\$2,700,000	82	18	54	26	Seller's
MA	South Shore	\$1,770,000	\$1,550,000	64	19	50	22	Seller's
MD	Anne Arundel County	\$1,000,000	\$935,419	160	60	112	8	Seller's
MD	Frederick County	\$889,000	\$860,000	61	22	27	10	Seller's
MD	Howard County	\$1,149,990	\$1,061,000	107	49	85	6	Seller's
MD	Montgomery County	\$1,899,228	\$1,510,000	166	45	129	7	Seller's
MD	Talbot County	\$2,422,500	\$2,457,500	40	8	2	36	Buyer's
MD	Worcester County	\$995,000	\$902,500	53	13	18	38	Seller's
MI	Livingston County	\$774,900	\$707,500	121	38	40	16	Seller's
MI	Monroe County	\$599,999	\$615,000	17	5	6	19	Seller's
MI	Oakland County	\$725,000	\$650,000	908	342	412	13	Seller's
MI	Washtenaw County	\$892,500	\$764,250	162	48	70	6	Seller's
MI	Wayne County	\$717,000	\$621,250	224	92	98	9	Seller's
MN	Olmsted County	\$824,900	\$670,000	75	14	27	11	Seller's
MN	Twin Cities	\$1,200,000	\$973,390	691	211	276	14	Seller's
MO	Kansas City	\$662,843	\$658,000	1368	296	560	4	Seller's
MO	St. Louis	\$825,000	\$675,000	100	44	91	6	Seller's
NC	Asheville	\$1,000,000	\$872,092	247	84	115	11	Seller's
NC	Charlotte	\$1,125,000	\$907,500	606	207	378	6	Seller's
NC	Lake Norman	\$1,185,000	\$948,550	212	70	86	11	Seller's
NC	Raleigh-Durham	\$1,067,000	\$925,000	512	173	255	4	Seller's
NJ	Ocean County	\$909,900	\$830,000	470	163	153	13	Seller's
NM	Taos	\$1,250,000	\$992,500	79	18	8	54	Buyer's
NV	Lake Tahoe	\$3,450,000	\$2,565,000	159	23	19	105	Buyer's
NV	Las Vegas	\$1,650,000	\$1,399,950	790	223	108	26	Buyer's
NV	Reno	\$1,900,000	\$1,575,000	150	36	15	52	Buyer's
NY	Finger Lakes	\$2,200,000	\$1,290,000	31	4	12	8	Seller's
NY	Nassau County	\$1,877,500	\$1,410,000	736	155	221	21	Seller's
NY	Staten Island	\$1,250,000	\$1,098,000	182	39	27	40	Buyer's
NY	Suffolk County	\$1,950,000	\$1,247,500	911	206	202	24	Seller's
OH	Cincinnati	\$874,950	\$750,000	190	40	112	2	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	Cleveland Suburbs	\$650,000	\$679,393	29	6	38	25	Seller's
ON	GTA - Durham	\$1,810,000	\$1,551,750	189	118	56	18	Seller's
ON	GTA - York	\$2,499,000	\$1,809,000	470	257	182	17	Seller's
ON	Hamilton	\$1,849,000	\$1,567,500	245	101	31	32	Buyer's
ON	Mississauga	\$3,149,425	\$2,337,500	108	53	30	22	Seller's
ON	Oakville	\$2,500,000	\$2,460,000	113	58	26	24	Seller's
ON	Toronto	\$3,798,888	\$3,150,000	341	147	67	20	Balanced
ON	Waterloo Region	\$1,549,500	\$1,299,000	128	74	51	19	Seller's
OR	Portland	\$1,317,995	\$1,140,500	595	200	244	9	Seller's
QC	Montreal	\$1,898,000	\$1,530,000	97	91	18	61	Balanced
SC	Hilton Head	\$2,095,000	\$1,432,500	231	38	48	11	Balanced
TN	Greater Chattanooga	\$998,950	\$852,500	202	71	58	9	Seller's
TN	Nashville	\$1,650,000	\$1,246,500	626	205	210	8	Seller's
TX	Austin	\$1,075,713	\$1,021,000	1126	347	307	18	Seller's
TX	Collin County	\$750,000	\$710,000	1355	509	620	17	Seller's
TX	Dallas	\$1,333,698	\$1,095,000	398	136	183	13	Seller's
TX	Denton County	\$775,000	\$725,000	1023	324	410	14	Seller's
TX	El Paso	\$615,000	\$600,000	147	42	45	20	Seller's
TX	Fort Worth	\$849,995	\$799,000	890	290	435	13	Seller's
TX	Greater Tyler	\$800,000	\$609,500	189	109	57	16	Seller's
TX	Houston	\$949,989	\$837,000	1071	339	285	10	Seller's
TX	Lubbock	\$619,000	\$639,950	95	50	40	56	Seller's
TX	San Angelo	\$649,500	\$565,000	54	20	17	49	Seller's
TX	San Antonio	\$798,412	\$715,000	677	210	187	22	Seller's
TX	The Woodlands & Spring	\$849,450	\$765,000	206	104	151	9	Seller's
UT	Park City	\$4,650,000	\$2,625,000	198	40	18	22	Buyer's
UT	Salt Lake City	\$1,195,000	\$992,500	460	186	178	22	Seller's
VA	Arlington & Alexandria	\$2,299,000	\$1,885,000	71	24	26	9	Seller's
VA	Charlottesville	\$1,300,000	\$1,021,500	134	24	44	5	Seller's
VA	Fairfax County	\$2,098,950	\$1,449,900	316	90	141	11	Seller's
VA	McLean & Vienna	\$2,824,950	\$1,701,849	136	35	44	13	Seller's
VA	Richmond	\$799,000	\$775,000	304	94	179	6	Seller's
VA	Smith Mountain Lake	\$1,637,475	\$1,000,000	24	6	13	6	Seller's
WA	King County - Greater Seattle	\$1,850,000	\$1,650,000	1105	480	559	11	Seller's
WA	Seattle	\$1,850,000	\$1,718,000	235	125	132	7	Seller's
WA	Spokane	\$1,162,500	\$1,100,000	130	51	33	33	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	\$750,000	\$695,000	153	41	25	39	Balanced
AZ	Chandler and Gilbert	-	-	-	-	-	-	-
AZ	Flagstaff	-	-	-	-	-	-	-
AZ	Mesa	-	-	-	-	-	-	-
AZ	Paradise Valley	-	-	-	-	-	-	-
AZ	Phoenix	-	-	-	-	-	-	-
AZ	Scottsdale	\$875,000	\$790,000	193	63	47	34	Seller's
AZ	Tucson	-	-	-	-	-	-	-
BC	Mid Vancouver Island	\$848,950	\$802,500	62	21	10	39	Balanced
BC	Okanagan Valley	-	-	-	-	-	-	-
BC	Vancouver	\$1,988,500	\$1,769,000	906	265	80	27	Buyer's
BC	Victoria	\$999,000	\$892,500	124	72	42	16	Seller's
BC	Whistler	\$2,635,250	\$2,342,500	36	9	2	62	Buyer's
CA	Central Coast	\$1,275,000	\$1,025,000	25	10	21	14	Seller's
CA	East Bay	\$999,970	\$1,072,500	166	90	134	14	Seller's
CA	Greater Palm Springs	-	-	-	-	-	-	-
CA	Lake Tahoe	\$1,625,000	\$880,000	25	6	3	48	Buyer's
CA	Los Angeles Beach Cities	\$1,897,000	\$1,775,000	156	52	71	18	Seller's
CA	Los Angeles City	\$1,699,500	\$1,434,000	338	122	86	24	Seller's
CA	Los Angeles The Valley	\$789,000	\$825,000	153	76	83	17	Seller's
CA	Marin County	\$1,297,500	\$1,150,000	34	9	19	24	Seller's
CA	Napa County	-	-	-	-	-	-	-
CA	Orange County	\$1,200,000	\$1,160,000	368	158	220	15	Seller's
CA	Placer County	-	-	-	-	-	-	-
CA	Sacramento	-	-	-	-	-	-	-
CA	San Diego	\$1,100,000	\$1,043,500	345	163	212	12	Seller's
CA	San Francisco	\$2,750,000	\$2,275,000	75	16	9	35	Buyer's
CA	San Luis Obispo County	-	-	-	-	-	-	-
CA	Santa Barbara	\$1,399,000	\$1,625,000	11	6	14	26	Seller's
CA	Silicon Valley	\$1,699,999	\$1,590,000	113	64	71	14	Seller's
CA	Sonoma County	\$834,000	\$751,785	18	6	7	40	Seller's
CA	Ventura County	\$750,000	\$785,000	113	53	50	16	Seller's
CO	Aspen	\$3,674,000	\$4,125,000	42	11	5	67	Buyer's
CO	Boulder	\$871,470	\$1,127,500	63	28	40	67	Seller's
CO	Colorado Springs	-	-	-	-	-	-	-

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- LUXURY MONTHLY MARKET REVIEW -

ATTACHED HOMES

State	Market Name	Median List Price	Median Sold Price	Inventory	New Listings	Sold	Days on Market	Market Status
CO	Denver	\$917,500	\$720,313	140	43	44	11	Seller's
CO	Douglas County	\$549,990	\$587,450	25	7	13	14	Seller's
CO	Durango	\$793,905	\$910,000	18	2	15	51	Seller's
CO	Summit County	\$1,524,000	\$1,378,500	30	10	8	9	Seller's
CO	Telluride	-	-	-	-	-	-	-
CO	Vail	\$3,995,000	\$3,250,000	51	4	3	9	Buyer's
CT	Central Connecticut	-	-	-	-	-	-	-
CT	Coastal Connecticut	\$1,495,000	\$853,000	154	18	52	24	Seller's
DC	Washington D.C.	\$1,995,000	\$1,457,500	159	43	62	11	Seller's
DE	Sussex County Coastal	\$975,000	\$779,316	19	9	16	7	Seller's
FL	Boca Raton/Delray Beach	\$865,125	\$850,000	280	100	57	18	Balanced
FL	Coastal Pinellas County	\$1,396,550	\$1,050,000	94	22	25	9	Seller's
FL	Greater Fort Lauderdale	\$849,450	\$735,000	860	220	167	27	Balanced
FL	Jacksonville Beaches	\$995,000	\$930,000	38	14	14	22	Seller's
FL	Lee County	\$849,900	\$825,000	215	48	68	11	Seller's
FL	Marco Island	\$1,749,000	\$1,350,000	37	5	9	25	Seller's
FL	Miami	\$1,450,000	\$1,150,000	1225	218	121	43	Buyer's
FL	Naples	\$2,345,000	\$1,800,000	129	30	35	26	Seller's
FL	Orlando	\$565,000	\$560,500	204	61	69	9	Seller's
FL	Palm Beach Towns	\$1,975,000	\$1,525,500	181	32	32	25	Balanced
FL	Sarasota & Beaches	\$1,692,500	\$1,375,000	126	32	24	17	Balanced
FL	South Pinellas County	\$1,122,800	\$900,000	175	47	48	12	Seller's
FL	South Walton	\$1,550,000	\$1,150,000	225	43	27	24	Buyer's
FL	Space Coast	\$824,900	\$685,000	135	24	41	13	Seller's
FL	Tampa	\$774,500	\$667,000	187	68	51	9	Seller's
FL	Weston	-	-	-	-	-	-	-
GA	Atlanta	\$749,900	\$601,410	425	158	178	18	Seller's
GA	Duluth	-	-	-	-	-	-	-
HI	Island of Hawaii	\$1,530,000	\$1,483,750	47	7	16	8	Seller's
HI	Kauai	\$1,592,000	\$1,560,000	42	9	15	14	Seller's
HI	Maui	\$2,125,000	\$1,672,500	76	19	28	97	Seller's
HI	Oahu	\$1,175,000	\$905,000	383	87	85	18	Seller's
ID	Ada County	\$673,500	\$607,500	59	27	14	18	Seller's
ID	Northern Idaho	-	-	-	-	-	-	-
IL	Chicago	\$1,275,000	\$925,000	739	219	144	30	Balanced
IL	DuPage County	\$990,000	\$675,000	21	7	11	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
IL	Lake County	-	-	-	-	-	-	-
IL	Will County	-	-	-	-	-	-	-
IN	Hamilton County	-	-	-	-	-	-	-
KS	Johnson County	\$611,663	\$595,509	110	29	25	3	Seller's
MA	Cape Cod	\$797,500	\$910,000	22	1	9	22	Seller's
MA	Greater Boston	\$2,482,500	\$1,997,500	256	50	78	21	Seller's
MA	South Shore	\$837,450	\$825,000	16	7	13	20	Seller's
MD	Anne Arundel County	\$577,000	\$576,000	55	30	50	6	Seller's
MD	Frederick County	-	-	-	-	-	-	-
MD	Howard County	\$600,000	\$599,990	27	20	33	7	Seller's
MD	Montgomery County	\$788,700	\$766,000	100	44	74	12	Seller's
MD	Talbot County	-	-	-	-	-	-	-
MD	Worcester County	\$681,750	\$689,000	44	14	23	24	Seller's
MI	Livingston County	-	-	-	-	-	-	-
MI	Monroe County	-	-	-	-	-	-	-
MI	Oakland County	\$692,000	\$615,000	72	22	17	16	Seller's
MI	Washtenaw County	\$627,450	\$599,000	54	15	18	27	Seller's
MI	Wayne County	\$649,900	\$550,510	92	21	9	7	Buyer's
MN	Olmsted County	-	-	-	-	-	-	-
MN	Twin Cities	-	-	-	-	-	-	-
MO	Kansas City	-	-	-	-	-	-	-
MO	St. Louis	-	-	-	-	-	-	-
NC	Asheville	\$809,500	\$577,500	25	6	15	24	Seller's
NC	Charlotte	\$650,000	\$618,898	170	35	96	15	Seller's
NC	Lake Norman	\$598,711	\$625,000	23	7	13	18	Seller's
NC	Raleigh-Durham	-	-	-	-	-	-	-
NJ	Ocean County	\$882,500	\$820,000	48	19	17	17	Seller's
NM	Taos	-	-	-	-	-	-	-
NV	Lake Tahoe	\$1,294,500	\$1,225,500	32	4	8	70	Seller's
NV	Las Vegas	-	-	-	-	-	-	-
NV	Reno	-	-	-	-	-	-	-
NY	Finger Lakes	-	-	-	-	-	-	-
NY	Nassau County	\$1,561,944	\$1,202,500	80	15	32	29	Seller's
NY	Staten Island	\$615,000	\$630,000	96	35	37	26	Seller's
NY	Suffolk County	\$769,000	\$625,000	165	47	56	28	Seller's
OH	Cincinnati	\$674,900	\$720,000	17	1	10	61	Seller's

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State	Market Name	Median List Price	Median Sold Price	Inventory	New Listings	Sold	Days on Market	Market Status
OH	Cleveland Suburbs	-	-	-	-	-	-	-
ON	GTA - Durham	\$829,450	\$825,000	28	15	11	11	Seller's
ON	GTA - York	\$789,000	\$760,444	261	164	88	18	Seller's
ON	Hamilton	\$929,450	\$872,500	18	16	8	19	Seller's
ON	Mississauga	\$969,000	\$917,500	129	77	32	21	Seller's
ON	Oakville	\$1,239,000	\$1,087,500	27	15	6	22	Seller's
ON	Toronto	\$1,244,450	\$1,150,000	674	374	170	21	Seller's
ON	Waterloo Region	\$847,400	\$750,000	23	20	11	25	Seller's
OR	Portland	\$742,450	\$589,000	204	69	76	18	Seller's
QC	Montreal	\$1,501,291	\$1,400,000	90	83	11	55	Buyer's
SC	Hilton Head	\$1,045,000	\$1,000,000	40	7	11	5	Seller's
TN	Greater Chattanooga	-	-	-	-	-	-	-
TN	Nashville	\$739,000	\$660,000	117	39	60	6	Seller's
TX	Austin	\$876,500	\$750,000	243	83	53	15	Seller's
TX	Collin County	-	-	-	-	-	-	-
TX	Dallas	\$744,950	\$630,000	114	41	50	11	Seller's
TX	Denton County	-	-	-	-	-	-	-
TX	El Paso	-	-	-	-	-	-	-
TX	Fort Worth	-	-	-	-	-	-	-
TX	Greater Tyler	-	-	-	-	-	-	-
TX	Houston	\$624,000	\$586,570	135	55	28	19	Balanced
TX	Lubbock	-	-	-	-	-	-	-
TX	San Angelo	-	-	-	-	-	-	-
TX	San Antonio	\$745,000	\$623,250	33	7	4	199	Buyer's
TX	The Woodlands & Spring	-	-	-	-	-	-	-
UT	Park City	\$1,895,000	\$2,077,500	99	28	26	13	Seller's
UT	Salt Lake City	\$596,950	\$555,000	170	68	73	25	Seller's
VA	Arlington & Alexandria	\$955,000	\$992,500	88	40	68	12	Seller's
VA	Charlottesville	\$759,900	\$666,013	31	13	10	29	Seller's
VA	Fairfax County	\$775,000	\$690,000	213	101	139	15	Seller's
VA	McLean & Vienna	\$1,112,475	\$1,025,000	32	8	16	22	Seller's
VA	Richmond	-	-	-	-	-	-	-
VA	Smith Mountain Lake	-	-	-	-	-	-	-
WA	King County - Greater Seattle	\$1,124,000	\$1,000,000	253	91	100	8	Seller's
WA	Seattle	\$1,495,000	\$1,235,000	121	31	22	7	Balanced
WA	Spokane	-	-	-	-	-	-	-

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