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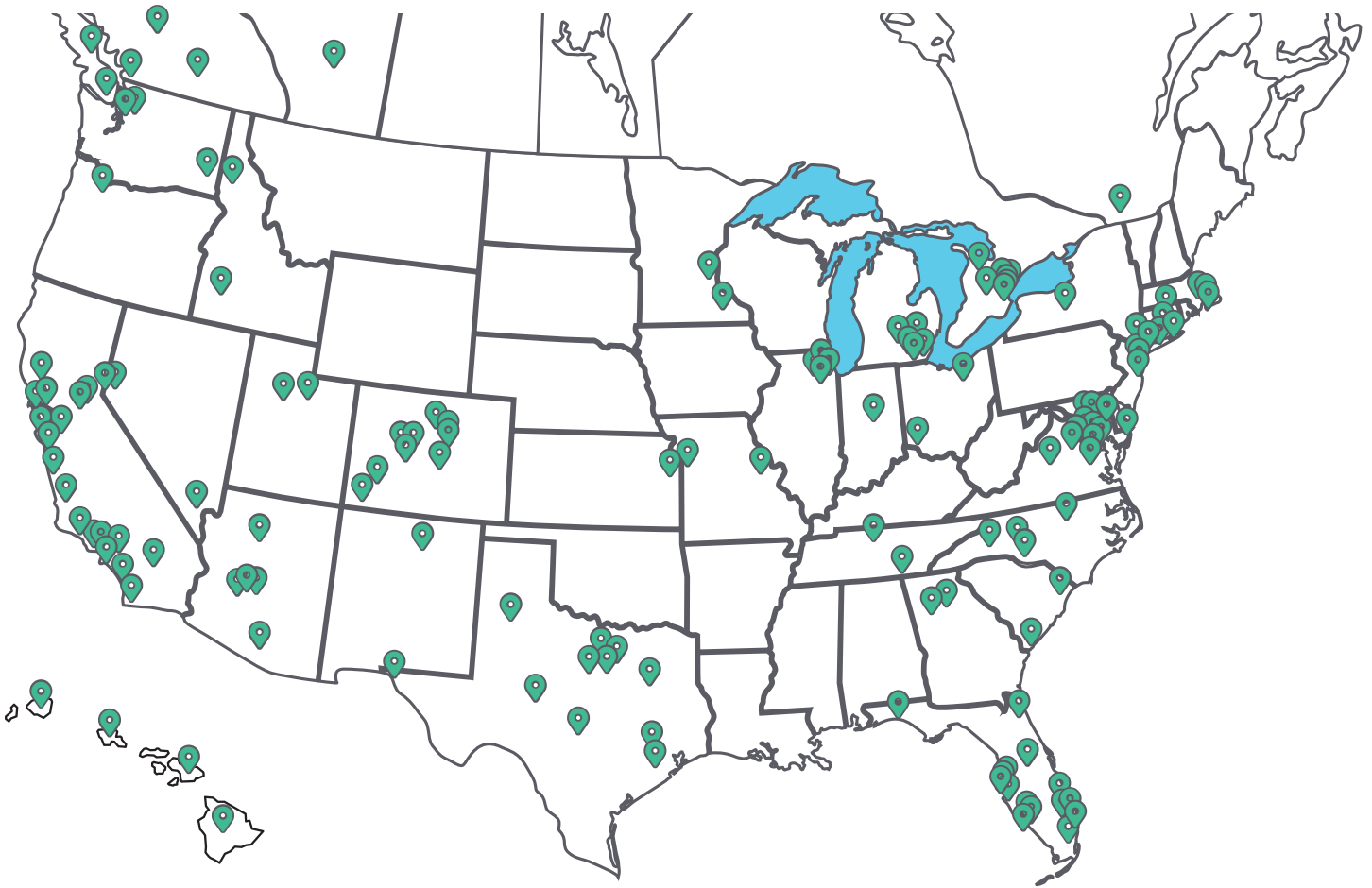
Home of the CLHMS™



LUXURY MARKET REPORT
JANUARY 2023

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.

A modern living room with a white sofa, a glass coffee table with gold legs, and a large window with a chandelier. The room is bright and airy, with a high ceiling and large windows. The text is overlaid on a semi-transparent dark grey box.

“However, despite all these mitigating factors, the overall luxury real estate market remained resistant to any dramatic or negative change and still retains its safe investment appeal to the affluent.”



NORTH AMERICAN LUXURY REVIEW

A Year in Review – 2022

The best way to describe 2022 might be that it started with a ‘boom’ and ended with a ‘fizzle’ – certainly this is an apt description when looking at the declining sales each month over the last year. At the start of 2022, new inventory, especially for property types in high demand, flew off the shelf, but by the end of 2022, sales had all but stalled in comparison.

Predictions versus Reality

2022 had been predicted to be a calmer year, with trusted trends, such as the spring real estate market returning with increased inventory levels, that would help plateau price increases. Demand was still predicted to be strong for luxury properties, but with the frenzy of 2021 replaced with a more discerning consideration of the property’s value.

What had not been predicted was the influence of variables such as Ukraine, inflation, interest rates, and speculation about recession, which created a year of contradictions, uncertainty, and unexpected consequences.

However, despite all these mitigating factors, the overall luxury real estate market remained resistant to any dramatic or negative change and still retains its safe investment appeal to the affluent. Even though there has been a continued slowdown in sales activity in the last quarter, prices have not only remained stable in most luxury markets but at near-record levels.

Sales activity and price growth at the rate seen from March 2020 to March 2022 could not continue indefinitely, and although the slowdown may have felt dramatic compared to these last two years, the reality is that the market has returned to the more normalized pace of pre-pandemic days rather than there being a significant correction.

Inventory A Major Player in 2022

Inventory levels certainly controlled much of the buying narrative during 2022. The number of sales in the first quarter of 2022 was only limited by the lack of new inventory entering the market, as the number of homes for sale hit a 20-year low.

While there was a significant increase in the listing of properties in the market in the second quarter of 2022, this only served to bring the level back up to the point that gave buyers a little respite—the result of which was an increase in the number of sales.

2022 Inventory vs. Sold



By the third quarter, interest rate hikes saw luxury sellers hesitate to put their homes on the market as they were unwilling to give up their low interest rates. According to Jim Egan, Morgan Stanley’s U.S. housing strategist, “Over 90% of the market is fixed rate, for one. Most people have locked in their affordability.”

Inventory, especially new inventory, is critical in the luxury real estate market. The lack of it helped stabilize the price and saw many markets remain more favorable to sellers. Consequently, by the end of 2022, the market had all stalled. Luxury sellers chose not to enter the market because they saw that rising inflation and interest rates were causing hesitation in buyers, and they feared they would not get the same price their neighbors had received the previous year.

Outside Influences Impact on the Luxury Market

Three key influences played a significant role in the slowdown of sales.

- **Interest Rates**

Luxury buyers, for the most part, are less affected by the rise in interest rates. However, the dramatic increases in 2022 saw that potential sellers chose not to list their homes, realizing that they would double their interest payments if they secured a mortgage on a new property.

- **Stock Market**

Corrections in the stock market made luxury buyers more cautious – especially if they were looking to leverage their equity portfolio. The downturn saw corrections of more than 10% as the starting point that had many real estate investors hunker down and wait for stability to return.

- **Inflation**

Rising inflation and constant predictions of recession also gave affluent sellers and buyers a reason to pause. With so much uncertainty and speculation, especially in the last six months of the year, as to the possible implications on the value of homes, those who did not need to sell didn’t, and buyers hesitated to commit for fear of paying too much.



Luxury Properties Retain Their Strong Appeal

Despite the impacts of these outside influences, buyers are still eager to invest in luxury real estate, especially if they can negotiate more favorable terms. Properties are still selling if they are priced right or hold a special appeal to a current purchaser and, most importantly, are move-in ready – a demand that is still high on the requirements for most buyers.

Cash buyers have returned during the last six months – previously, even the ultra-wealthy were taking advantage of the historically low interest rates. In today's market, sellers are keen to work with cash buyers as the transaction is less risky as it does not rely on an institution to provide funds or change their mind on pre-approved funds.

Leveraging their cash may be a short-term proposition for many affluent buyers, who, with an eye on the long-term investment potential of their luxury property, will at some time refinance, especially when interest and loan rates start to shift downward.

Real estate is still considered to be one of the safest investments as, historically, capital values have appreciated year over year, and even though the rate of return may fall compared to the last two years, expectations are that home values will continue to climb.

A Buyer's Market, but Not Quite!

Buyers have been able to take advantage of the slower market, even though prices have not fallen to the levels that some had hoped. For the first time in two years, they have had more opportunities to buy a property without severe competition from multiple buyers and increasing prices leaving them out of the bidding game.

While there are more opportunities for price negotiation, there are even greater possibilities to include more favorable terms, such as requesting longer closing times, closing costs, or the completion of renovations within their offer, all of which were rarely seen during the last few years as fierce competition drove sales.

Taking a Longer-Term View

Ultimately, the major lesson from 2022 has been that market corrections can shift fast, so taking a longer-term view on investing in real estate, especially luxury properties, is an important consideration.

Equally, we have seen a swing in the appreciation of a property from being another investment asset to one of major importance in people's lives. The affluent are willing to pay for a luxury property that provides for their security, safety, and overall well-being.

Properties, whether primary, secondary, or investment, are being purchased by the affluent with future requirements in mind, and if a property meets their criteria, whether interest rates are high or not, this will often have little impact on their decision.

Future Expectations

As we head into a new year, we expect the luxury real estate market to remain softer than last year, but it is important to remember that we are simply returning to a more normalized market. Expect properties to stay on the market longer, prices not to drop significantly, and the affluent to make decisions based on long-term investment.

We highly recommend working with a luxury property specialist during this unconventional market to ascertain what is truly happening in your local marketplace. The art of selling and buying in this market needs a critical and analytical approach; understanding the realities and setting expectations accordingly will ensure that goals are achieved.

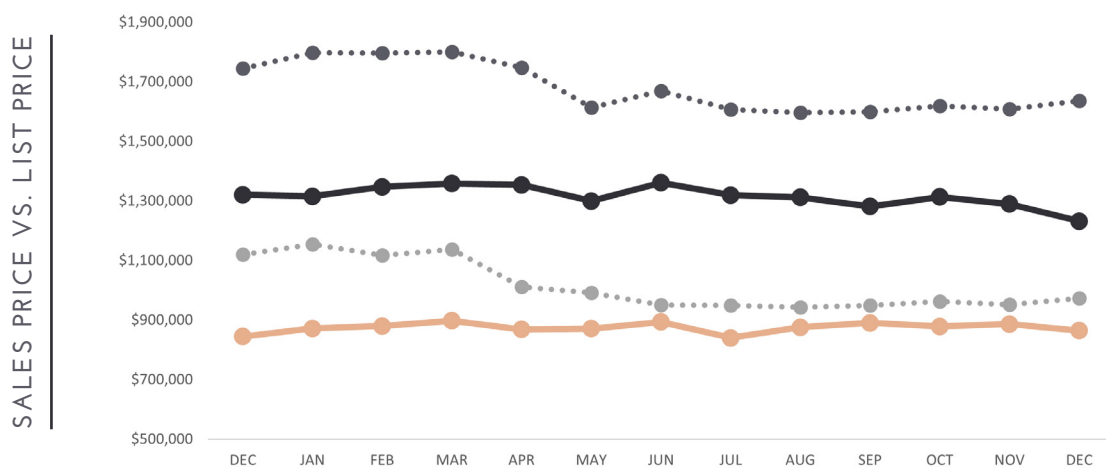
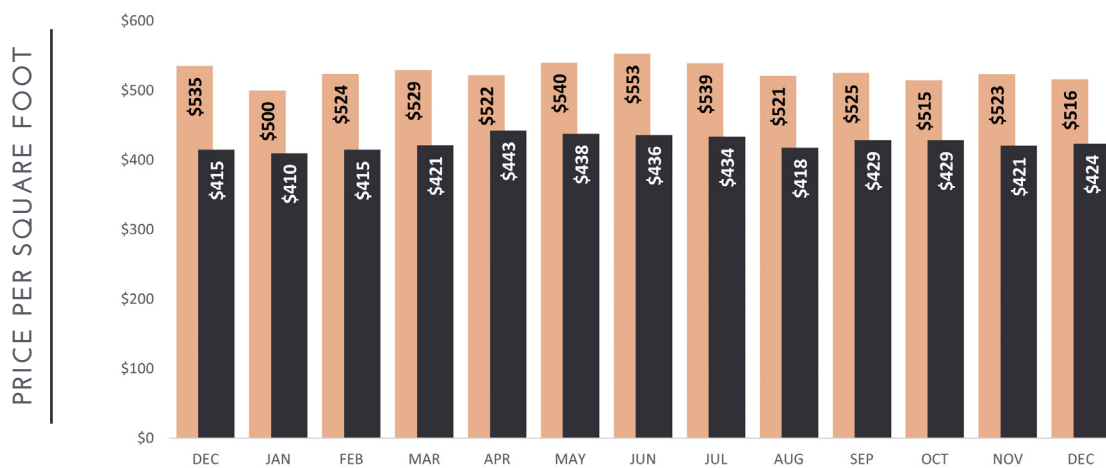
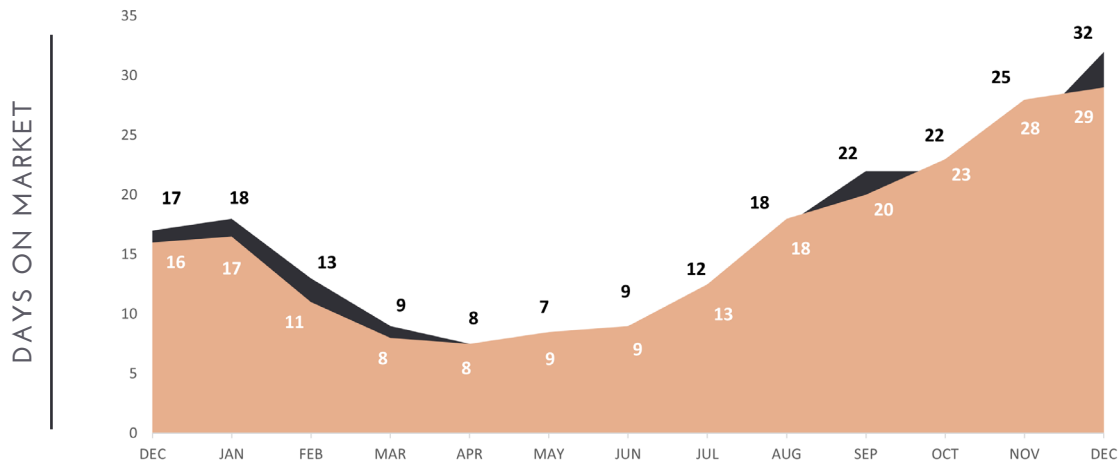


- 13-MONTH MARKET TRENDS -

FOR THE LUXURY NORTH AMERICAN MARKET

Single-Family Homes
 Attached Homes
 Single-Family List Price
 Attached List Price

All data is based off median values. Median prices represent properties priced above respective city benchmark prices.



- LUXURY MONTHLY MARKET REVIEW -

A Review of Key Market Differences Year over Year

December 2021 | December 2022

SINGLE-FAMILY HOMES

	December 2021	December 2022		December 2021	December 2022
Median List Price	\$1,744,450	\$1,636,250	Total Inventory	22,047	43,097
Median Sale Price	\$1,321,193	\$1,232,500	New Listings	5,462	7,857
Median SP/LP Ratio	100.00%	97.74%	Total Sold	16,485	10,431
Total Sales Ratio	74.77%	24.20%	Median Days on Market	17	32
Median Price per Sq. Ft.	\$415	\$424	Average Home Size	3,424	3,249

Median prices represent properties priced above respective city benchmark prices.



SINGLE-FAMILY HOMES MARKET SUMMARY | DECEMBER 2022

- Official Market Type: **Seller's Market** with a **24.20% Sales Ratio**.¹
- Homes are selling for an average of **97.74% of list price**.
- The median luxury threshold² price is **\$950,000**, and the median luxury home sales price is **\$1,232,500**.
- Markets with the Highest Median Sales Price: **Vancouver** (\$2,500,000), **Whistler** (\$2,500,000), **Los Angeles** (\$2,500,000), and **San Francisco** (\$2,500,000).
- Markets with the Highest Sales Ratio: **South Shore** (72%), **Hamilton County** (67%), **St. Louis** (66%), and **East Bay** (57%).

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

December 2021 | December 2022

ATTACHED HOMES

	December 2021	December 2022		December 2021	December 2022
Median List Price	\$1,119,970	\$972,475	Total Inventory	8,607	14,209
Median Sale Price	\$844,950	\$864,623	New Listings	2,363	2,948
Median SP/LP Ratio	100.00%	98.12%	Total Sold	5,266	2,832
Total Sales Ratio	61.18%	19.93%	Median Days on Market	16	29
Median Price per Sq. Ft.	\$535	\$516	Average Home Size	1,890	1,901

Median prices represent properties priced above respective city benchmark prices.



ATTACHED HOMES MARKET SUMMARY | DECEMBER 2022

- Official Market Type: **Balanced Market** with a **19.93% Sales Ratio**.¹
- Attached homes are selling for an average of **98.12% of list price**.
- The median luxury threshold² price is **\$700,000**, and the median attached luxury sale price is **\$864,623**.
- Markets with the Highest Median Sales Price: **Aspen & Vail** (\$2,000,000), **San Francisco** (\$1,950,000), **Aspen** (\$1,800,000), and **Whistler** (\$1,750,000).
- Markets with the Highest Sales Ratio: **Howard County** (208%), **Nashville** (101%), **East Bay** (99%), and **Santa Barbara** (89%).

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	\$1,099,900	\$945,500	346	95	90	50	Seller's
AZ	Chandler and Gilbert	\$1,050,000	\$1,050,000	161	21	42	65	Seller's
AZ	Flagstaff	\$1,650,000	\$1,155,000	61	9	13	57	Seller's
AZ	Mesa	\$851,000	\$825,000	172	21	48	62	Seller's
AZ	Paradise Valley	\$6,067,500	\$3,025,000	120	25	22	55	Balanced
AZ	Phoenix	\$860,386	\$755,000	694	141	201	59	Seller's
AZ	Scottsdale	\$1,950,000	\$1,699,950	659	99	120	68	Balanced
AZ	Tucson	\$689,013	\$650,000	836	166	207	21	Seller's
BC	Mid Vancouver Island	\$1,750,000	\$1,486,500	129	24	12	44	Buyer's
BC	Okanagan Valley	\$1,750,000	\$1,600,000	609	68	27	45	Buyer's
BC	Vancouver	\$4,680,000	\$3,400,000	799	79	25	39	Buyer's
BC	Victoria	\$2,424,500	\$2,200,000	98	19	11	43	Buyer's
BC	Whistler	\$5,690,000	\$3,350,000	37	3	3	75	Buyer's
CA	Central Coast	\$2,750,000	\$2,425,000	197	40	33	16	Balanced
CA	East Bay	\$2,272,500	\$1,900,000	294	94	167	24	Seller's
CA	Greater Palm Springs	\$1,895,000	\$1,599,000	371	69	56	46	Balanced
CA	Lake Tahoe	\$2,847,500	\$1,400,000	128	30	25	71	Balanced
CA	Los Angeles Beach Cities	\$6,380,000	\$4,250,000	253	35	44	34	Balanced
CA	Los Angeles City	\$5,895,000	\$3,812,500	499	77	76	49	Balanced
CA	Los Angeles The Valley	\$2,595,000	\$2,300,000	424	87	113	38	Seller's
CA	Marin County	\$4,297,500	\$3,030,000	44	2	21	47	Seller's
CA	Napa County	\$3,550,000	\$3,500,000	72	1	5	148	Buyer's
CA	Orange County	\$2,795,000	\$2,129,990	696	116	211	32	Seller's
CA	Placer County	\$1,164,000	\$1,098,500	202	41	46	24	Seller's
CA	Sacramento	\$995,000	\$903,750	495	110	154	26	Seller's
CA	San Diego	\$2,296,950	\$1,825,000	624	138	198	19	Seller's
CA	San Francisco	\$4,150,000	\$3,325,000	64	8	32	32	Seller's
CA	San Luis Obispo County	\$1,750,000	\$1,545,000	146	31	41	37	Seller's
CA	Santa Barbara	\$5,475,000	\$3,550,000	81	15	29	11	Seller's
CA	Silicon Valley	\$4,199,944	\$3,190,908	268	69	113	24	Seller's
CA	Sonoma County	\$2,400,000	\$1,930,000	113	11	31	54	Seller's
CA	Ventura County	\$2,300,000	\$1,725,000	177	28	53	75	Seller's
CO	Aspen	\$14,950,000	\$10,600,000	67	8	3	92	Buyer's
CO	Boulder	\$2,200,000	\$1,471,545	141	30	43	57	Seller's
CO	Colorado Springs	\$899,900	\$850,000	311	71	74	24	Seller's
CO	Denver	\$1,620,000	\$1,433,320	371	65	134	26	Seller's
CO	Douglas County	\$1,360,000	\$1,150,000	213	34	65	26	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	\$1,450,000	\$1,128,500	73	11	16	97	Seller's
CO	Summit County	\$3,695,000	\$2,537,500	61	8	8	100	Buyer's
CO	Telluride	\$6,400,000	\$10,250,000	70	9	1	134	Buyer's
CO	Vail	\$5,549,500	\$4,900,000	76	6	8	121	Buyer's
CT	Central Connecticut	\$699,900	\$607,500	292	34	128	22	Seller's
CT	Coastal Connecticut	\$2,500,000	\$1,683,750	369	36	130	32	Seller's
DC	Washington D.C.	\$4,497,000	\$3,280,000	34	3	10	45	Seller's
DE	Sussex County Coastal	\$1,399,990	\$1,170,000	121	9	41	1	Seller's
FL	Boca Raton/Delray Beach	\$2,998,500	\$1,975,000	444	87	60	40	Buyer's
FL	Coastal Pinellas County	\$2,225,000	\$2,392,500	112	22	12	19	Buyer's
FL	Greater Fort Lauderdale	\$1,350,000	\$1,027,000	1515	290	183	39	Buyer's
FL	Jacksonville Beaches	\$1,380,000	\$1,098,537	308	65	61	37	Balanced
FL	Lee County	\$1,399,000	\$1,217,352	541	148	79	20	Buyer's
FL	Marco Island	\$2,699,900	\$2,762,500	145	29	8	45	Buyer's
FL	Miami	\$2,100,000	\$1,400,000	989	188	64	61	Buyer's
FL	Naples	\$4,999,995	\$4,537,500	349	71	48	39	Buyer's
FL	Orlando	\$1,250,000	\$1,090,000	641	156	164	28	Seller's
FL	Sarasota & Beaches	\$2,790,000	\$2,000,000	353	85	35	24	Buyer's
FL	South Pinellas County	\$1,600,000	\$1,225,000	275	43	55	36	Balanced
FL	South Walton	\$2,450,000	\$1,809,000	356	53	51	70	Buyer's
FL	Space Coast	\$850,000	\$725,000	342	93	87	22	Seller's
FL	Tampa	\$730,160	\$698,497	1218	240	307	19	Seller's
FL	Palm Beach Towns	\$3,997,000	\$2,550,000	308	50	15	57	Buyer's
FL	Weston	\$1,155,000	\$1,025,000	110	19	21	51	Balanced
GA	Atlanta	\$1,597,350	\$1,200,000	572	108	120	23	Balanced
GA	Duluth	\$1,699,500	\$1,184,500	22	5	2	14	Buyer's
HI	Island of Hawaii	\$2,335,000	\$1,427,500	135	33	24	25	Balanced
HI	Kauai	\$2,999,000	\$1,629,504	55	7	6	61	Buyer's
HI	Maui	\$3,175,000	\$2,159,500	145	36	14	92	Buyer's
HI	Oahu	\$2,999,000	\$2,285,000	203	32	33	27	Balanced
ID	Ada County	\$775,000	\$780,000	568	119	197	30	Seller's
ID	Northern Idaho	\$1,664,500	\$1,300,000	232	31	32	93	Buyer's
IL	Chicago	\$1,500,000	\$1,175,000	450	76	169	29	Seller's
IL	DuPage County	\$1,199,000	\$880,000	214	42	69	25	Seller's
IL	Lake County	\$1,200,000	\$966,421	184	20	67	36	Seller's
IL	Will County	\$647,775	\$577,684	190	47	75	22	Seller's
IN	Hamilton County	\$799,900	\$762,453	155	35	104	9	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
KS	Johnson County	\$822,849	\$813,595	401	48	120	15	Seller's
MA	Cape Cod	\$2,500,000	\$2,120,000	93	8	24	54	Seller's
MA	Greater Boston	\$3,537,000	\$2,600,000	92	14	35	32	Seller's
MA	South Shore	\$1,750,000	\$1,562,000	36	6	26	33	Seller's
MD	Anne Arundel County	\$999,000	\$955,000	147	30	60	15	Seller's
MD	Frederick County	\$874,990	\$819,990	49	11	21	4	Seller's
MD	Howard County	\$1,099,995	\$975,000	62	9	29	6	Seller's
MD	Montgomery County	\$2,000,000	\$1,652,000	119	22	67	9	Seller's
MD	Talbot County	\$2,962,500	\$1,995,000	18	4	5	28	Seller's
MD	Worcester County	\$1,211,155	\$757,498	47	8	4	3	Buyer's
MI	Livingston County	\$699,999	\$791,500	75	10	16	20	Seller's
MI	Monroe County	\$622,400	\$707,500	18	4	2	28	Buyer's
MI	Oakland County	\$799,000	\$630,000	690	129	181	24	Seller's
MI	Washtenaw County	\$924,900	\$772,107	113	10	23	32	Balanced
MI	Wayne County	\$729,900	\$670,000	156	25	51	22	Seller's
MN	Olmsted County	\$812,400	\$702,500	60	8	14	56	Seller's
MN	Twin Cities	\$1,200,000	\$972,500	487	88	128	37	Seller's
MO	Kansas City	\$669,950	\$673,885	1263	142	312	18	Seller's
MO	St. Louis	\$794,900	\$670,000	89	21	59	13	Seller's
NC	Asheville	\$1,060,000	\$853,238	214	33	53	20	Seller's
NC	Charlotte	\$1,100,000	\$942,500	489	73	200	20	Seller's
NC	Lake Norman	\$1,150,000	\$957,981	181	35	61	16	Seller's
NC	Raleigh-Durham	\$1,125,000	\$957,500	438	76	180	1	Seller's
NJ	Bergen County	\$2,424,998	\$1,689,000	212	22	40	42	Balanced
NJ	Hudson County	\$1,558,000	\$2,300,000	20	5	3	27	Balanced
NJ	Ocean County	\$939,900	\$812,500	381	75	114	24	Seller's
NM	Taos	\$1,299,000	\$1,050,000	55	3	9	87	Balanced
NV	Lake Tahoe	\$4,395,000	\$2,470,000	74	8	7	157	Buyer's
NV	Las Vegas	\$1,699,888	\$1,512,500	623	100	60	38	Buyer's
NV	Reno	\$1,800,000	\$1,550,000	95	15	13	149	Buyer's
NY	Brooklyn	-	-	-	-	-	-	-
NY	Finger Lakes	\$1,800,000	\$1,022,500	25	3	8	8	Seller's
NY	Nassau County	\$1,800,000	\$1,499,000	541	52	94	40	Balanced
NY	Staten Island	\$1,264,950	\$1,150,000	130	17	19	78	Buyer's
NY	Suffolk County	\$1,977,500	\$1,254,000	676	67	131	63	Balanced
OH	Cincinnati	\$854,000	\$725,000	191	23	57	9	Seller's
OH	Cleveland Suburbs	\$744,900	\$647,500	27	11	11	23	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	\$1,799,899	\$1,600,000	140	37	19	21	Buyer's
ON	GTA - York	\$2,652,500	\$1,850,000	282	91	87	20	Seller's
ON	Hamilton	\$2,044,999	\$1,460,000	140	29	11	27	Buyer's
ON	Mississauga	\$2,843,000	\$2,500,000	70	24	9	17	Buyer's
ON	Oakville	\$2,748,500	\$2,825,000	86	22	12	36	Buyer's
ON	Toronto	\$3,889,000	\$3,460,000	255	58	39	29	Balanced
ON	Waterloo Region	\$1,397,450	\$1,240,000	76	28	22	23	Seller's
OR	Portland	\$1,395,000	\$1,125,000	465	58	108	26	Seller's
QC	Montreal	-	-	-	-	-	-	-
SC	Charleston	\$1,899,000	\$1,416,875	361	80	100	30	Seller's
SC	Hilton Head	\$2,000,000	\$1,625,000	235	23	50	34	Seller's
SC	The Grand Strand	\$859,000	\$657,145	407	65	12	171	Buyer's
TN	Greater Chattanooga	\$950,000	\$911,000	177	40	39	7	Seller's
TN	Nashville	\$1,699,450	\$1,350,000	578	107	160	7	Seller's
TX	Austin	\$1,095,000	\$968,234	772	152	174	37	Seller's
TX	Collin County	\$749,000	\$690,000	1108	237	403	37	Seller's
TX	Dallas	\$1,399,000	\$1,177,500	328	59	94	28	Seller's
TX	Denton County	\$749,900	\$720,000	836	170	302	42	Seller's
TX	El Paso	\$629,975	\$600,000	158	31	19	38	Buyer's
TX	Fort Worth	\$849,000	\$773,750	777	161	222	34	Seller's
TX	Greater Tyler	\$765,000	\$727,500	185	41	26	15	Buyer's
TX	Houston	\$950,000	\$870,000	985	219	229	28	Seller's
TX	Lubbock	\$625,000	\$695,000	109	31	23	81	Seller's
TX	San Angelo	\$650,000	\$500,000	53	10	3	37	Buyer's
TX	San Antonio	\$783,269	\$763,000	592	119	133	47	Seller's
TX	The Woodlands & Spring	\$799,000	\$750,000	168	43	69	14	Seller's
UT	Park City	\$4,900,000	\$3,577,323	159	34	19	109	Buyer's
UT	Salt Lake City	\$1,199,900	\$1,125,000	375	71	80	37	Seller's
VA	Arlington & Alexandria	\$2,199,000	\$1,826,194	85	14	16	33	Balanced
VA	Charlottesville	\$1,350,000	\$1,100,000	115	12	27	10	Seller's
VA	Fairfax County	\$2,099,450	\$1,525,000	262	46	93	15	Seller's
VA	McLean & Vienna	\$2,600,000	\$1,805,415	125	19	36	26	Seller's
VA	Richmond	\$796,263	\$782,788	247	30	126	6	Seller's
VA	Smith Mountain Lake	\$1,622,500	\$1,000,000	18	4	3	39	Balanced
WA	King County - Greater Seattle	\$1,900,000	\$1,677,500	591	118	246	20	Seller's
WA	Seattle	\$1,985,000	\$1,655,000	129	22	70	19	Seller's
WA	Spokane	\$1,237,000	\$970,000	62	11	21	51	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	\$799,900	\$711,500	94	19	10	58	Buyer's
AZ	Chandler and Gilbert	-	-	-	-	-	-	-
AZ	Flagstaff	-	-	-	-	-	-	-
AZ	Mesa	-	-	-	-	-	-	-
AZ	Paradise Valley	-	-	-	-	-	-	-
AZ	Phoenix	-	-	-	-	-	-	-
AZ	Scottsdale	\$899,000	\$750,000	194	41	40	43	Balanced
AZ	Tucson	-	-	-	-	-	-	-
BC	Mid Vancouver Island	\$824,450	\$813,000	54	20	1	41	Buyer's
BC	Okanagan Valley	-	-	-	-	-	-	-
BC	Vancouver	\$1,998,000	\$1,630,000	816	114	28	34	Buyer's
BC	Victoria	\$987,450	\$837,000	94	24	19	33	Balanced
BC	Whistler	\$2,695,500	\$3,900,000	27	9	3	11	Buyer's
CA	Central Coast	\$1,149,000	\$1,125,000	24	8	8	9	Seller's
CA	East Bay	\$1,199,000	\$1,166,188	97	38	96	14	Seller's
CA	Greater Palm Springs	-	-	-	-	-	-	-
CA	Lake Tahoe	\$1,895,000	\$1,500,000	21	4	3	25	Buyer's
CA	Los Angeles Beach Cities	\$1,890,000	\$1,825,000	131	21	37	39	Seller's
CA	Los Angeles City	\$1,949,900	\$1,448,910	255	39	42	29	Balanced
CA	Los Angeles The Valley	\$783,000	\$800,000	107	23	51	37	Seller's
CA	Marin County	\$1,145,000	\$1,192,175	20	3	8	25	Seller's
CA	Napa County	-	-	-	-	-	-	-
CA	Orange County	\$1,288,000	\$1,099,000	289	86	115	35	Seller's
CA	Placer County	-	-	-	-	-	-	-
CA	Sacramento	-	-	-	-	-	-	-
CA	San Diego	\$1,195,000	\$1,070,000	221	58	70	24	Seller's
CA	San Francisco	\$2,695,000	\$2,110,000	62	6	7	73	Buyer's
CA	San Luis Obispo County	-	-	-	-	-	-	-
CA	Santa Barbara	\$1,595,000	\$1,399,500	9	1	8	42	Seller's
CA	Silicon Valley	\$1,689,439	\$1,645,000	80	24	32	11	Seller's
CA	Sonoma County	\$980,000	\$700,000	15	3	2	27	Buyer's
CA	Ventura County	\$750,000	\$774,000	77	12	31	64	Seller's
CO	Aspen	\$4,025,000	\$17,437,500	50	12	2	199	Buyer's
CO	Boulder	\$939,795	\$858,245	48	7	20	54	Seller's
CO	Colorado Springs	\$587,000	\$669,900	46	12	8	33	Balanced
CO	Denver	\$900,000	\$965,000	129	25	23	38	Balanced
CO	Douglas County	\$559,990	\$570,000	11	3	6	8	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	\$793,905	\$730,000	28	4	3	55	Buyer's
CO	Summit County	\$1,500,000	\$1,175,000	27	3	5	20	Balanced
CO	Telluride	-	-	-	-	-	-	-
CO	Vail	\$3,995,000	\$3,895,000	75	11	12	74	Balanced
CT	Central Connecticut	-	-	-	-	-	-	-
CT	Coastal Connecticut	\$1,395,000	\$717,000	147	23	44	24	Seller's
DC	Washington D.C.	\$1,995,000	\$1,857,500	162	27	34	21	Balanced
DE	Sussex County Coastal	\$949,000	\$842,500	17	3	6	7	Seller's
FL	Boca Raton/Delray Beach	\$964,950	\$797,500	340	96	48	26	Buyer's
FL	Coastal Pinellas County	\$1,225,000	\$1,250,000	137	39	37	29	Seller's
FL	Greater Fort Lauderdale	\$850,000	\$821,500	1025	204	115	28	Buyer's
FL	Jacksonville Beaches	\$1,120,000	\$1,057,500	42	10	8	57	Balanced
FL	Lee County	\$850,000	\$720,000	287	89	39	7	Buyer's
FL	Marco Island	\$1,695,000	\$1,520,000	53	20	9	77	Balanced
FL	Miami	\$1,449,900	\$1,100,000	1383	213	91	85	Buyer's
FL	Naples	\$2,354,000	\$2,152,500	174	57	42	20	Seller's
FL	Orlando	\$560,000	\$590,000	208	63	40	26	Balanced
FL	Sarasota & Beaches	\$1,650,000	\$1,400,000	185	58	30	17	Balanced
FL	South Pinellas County	\$1,090,000	\$890,000	217	51	55	29	Seller's
FL	South Walton	\$1,567,800	\$1,200,000	215	28	17	27	Buyer's
FL	Space Coast	\$724,950	\$844,900	162	42	41	100	Seller's
FL	Tampa	\$924,950	\$650,000	182	53	53	28	Seller's
FL	Palm Beach Towns	\$1,799,000	\$1,750,000	295	71	23	33	Buyer's
FL	Weston	-	-	-	-	-	-	-
GA	Atlanta	\$739,000	\$685,000	451	84	79	26	Balanced
GA	Duluth	-	-	-	-	-	-	-
HI	Island of Hawaii	\$1,750,000	\$1,570,000	63	20	11	27	Balanced
HI	Kauai	\$1,637,500	\$1,345,000	52	5	7	84	Buyer's
HI	Maui	\$2,100,000	\$1,795,000	87	22	15	77	Balanced
HI	Oahu	\$1,248,000	\$915,000	451	93	62	24	Buyer's
ID	Ada County	\$599,990	\$597,500	51	9	18	10	Seller's
ID	Northern Idaho	-	-	-	-	-	-	-
IL	Chicago	\$1,250,000	\$999,000	514	46	59	66	Buyer's
IL	DuPage County	\$844,000	\$1,036,765	16	4	4	379	Seller's
IL	Lake County	-	-	-	-	-	-	-
IL	Will County	-	-	-	-	-	-	-
IN	Hamilton 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
KS	Johnson County	\$595,000	\$619,820	129	10	11	15	Buyer's
MA	Cape Cod	\$762,400	\$759,900	20	3	5	17	Seller's
MA	Greater Boston	\$2,572,500	\$2,050,000	228	23	49	42	Seller's
MA	South Shore	\$825,000	\$1,146,745	15	0	9	60	Seller's
MD	Anne Arundel County	\$584,495	\$555,000	44	26	29	6	Seller's
MD	Frederick County	-	-	-	-	-	-	-
MD	Howard County	\$552,450	\$574,990	12	9	25	7	Seller's
MD	Montgomery County	\$792,495	\$787,500	72	30	40	11	Seller's
MD	Talbot County	-	-	-	-	-	-	-
MD	Worcester County	\$729,900	\$618,500	60	15	17	36	Seller's
MI	Livingston County	-	-	-	-	-	-	-
MI	Monroe County	-	-	-	-	-	-	-
MI	Oakland County	\$686,730	\$562,495	52	5	14	23	Seller's
MI	Washtenaw County	\$607,500	\$545,000	38	5	9	54	Seller's
MI	Wayne County	\$658,280	\$662,769	72	5	8	46	Buyer's
MN	Olmsted County	-	-	-	-	-	-	-
MN	Twin Cities	-	-	-	-	-	-	-
MO	Kansas City	-	-	-	-	-	-	-
MO	St. Louis	-	-	-	-	-	-	-
NC	Asheville	\$760,500	\$650,000	40	5	13	22	Seller's
NC	Charlotte	\$650,000	\$640,000	166	31	65	25	Seller's
NC	Lake Norman	\$594,500	\$640,000	22	3	7	30	Seller's
NC	Raleigh-Durham	-	-	-	-	-	-	-
NJ	Bergen County	\$1,215,960	\$1,069,518	132	21	22	80	Balanced
NJ	Hudson County	\$1,458,000	\$1,179,500	77	10	24	20	Seller's
NJ	Ocean County	\$699,450	\$600,100	18	1	3	19	Balanced
NM	Taos	-	-	-	-	-	-	-
NV	Lake Tahoe	\$1,295,000	\$1,080,000	19	2	3	86	Balanced
NV	Las Vegas	-	-	-	-	-	-	-
NV	Reno	-	-	-	-	-	-	-
NY	Brooklyn	-	-	-	-	-	-	-
NY	Finger Lakes	-	-	-	-	-	-	-
NY	Nassau County	\$1,546,944	\$2,075,000	68	13	17	66	Seller's
NY	Staten Island	\$610,000	\$590,000	95	14	23	56	Seller's
NY	Suffolk County	\$757,500	\$620,134	136	24	45	50	Seller's
OH	Cincinnati	\$724,900	\$749,000	11	8	7	0	Seller's
OH	Cleveland Suburbs	-	-	-	-	-	-	-

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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	\$888,000	\$840,000	21	11	3	29	Buyer's
ON	GTA - York	\$789,000	\$765,000	183	74	45	26	Seller's
ON	Hamilton	\$899,900	\$855,000	21	9	5	37	Seller's
ON	Mississauga	\$999,995	\$871,000	62	23	14	26	Seller's
ON	Oakville	\$1,287,450	\$1,254,500	34	6	6	50	Balanced
ON	Toronto	\$1,268,950	\$1,150,000	546	161	104	21	Balanced
ON	Waterloo Region	\$779,900	\$746,000	37	18	12	22	Seller's
OR	Portland	\$775,000	\$605,000	184	26	43	34	Seller's
QC	Montreal	-	-	-	-	-	-	-
SC	Charleston	\$1,100,000	\$952,500	79	13	18	35	Seller's
SC	Hilton Head	\$1,095,000	\$967,500	38	3	6	28	Balanced
SC	The Grand Strand	\$539,000	\$544,000	183	34	46	101	Seller's
TN	Greater Chattanooga	-	-	-	-	-	-	-
TN	Nashville	\$699,999	\$999,000	101	25	102	0	Seller's
TX	Austin	\$835,000	\$707,500	231	47	32	47	Buyer's
TX	Collin County	-	-	-	-	-	-	-
TX	Dallas	\$754,950	\$657,500	104	15	30	25	Seller's
TX	Denton County	-	-	-	-	-	-	-
TX	El Paso	-	-	-	-	-	-	-
TX	Fort Worth	-	-	-	-	-	-	-
TX	Greater Tyler	-	-	-	-	-	-	-
TX	Houston	\$625,000	\$605,000	103	19	20	41	Balanced
TX	Lubbock	-	-	-	-	-	-	-
TX	San Angelo	-	-	-	-	-	-	-
TX	San Antonio	\$1,075,000	\$815,000	27	2	5	41	Balanced
TX	The Woodlands & Spring	-	-	-	-	-	-	-
UT	Park City	\$2,295,000	\$2,600,000	81	23	15	42	Balanced
UT	Salt Lake City	\$569,900	\$550,000	111	14	25	38	Seller's
VA	Arlington & Alexandria	\$999,450	\$975,000	68	16	32	32	Seller's
VA	Charlottesville	\$774,900	\$570,000	26	4	12	6	Seller's
VA	Fairfax County	\$799,700	\$705,000	142	41	73	27	Seller's
VA	McLean & Vienna	\$1,274,500	\$884,000	24	4	12	18	Seller's
VA	Richmond	-	-	-	-	-	-	-
VA	Smith Mountain Lake	-	-	-	-	-	-	-
WA	King County - Greater Seattle	\$1,187,500	\$1,165,000	170	28	41	28	Seller's
WA	Seattle	\$1,347,475	\$1,275,000	90	9	9	54	Buyer's
WA	Spokane	-	-	-	-	-	-	-

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