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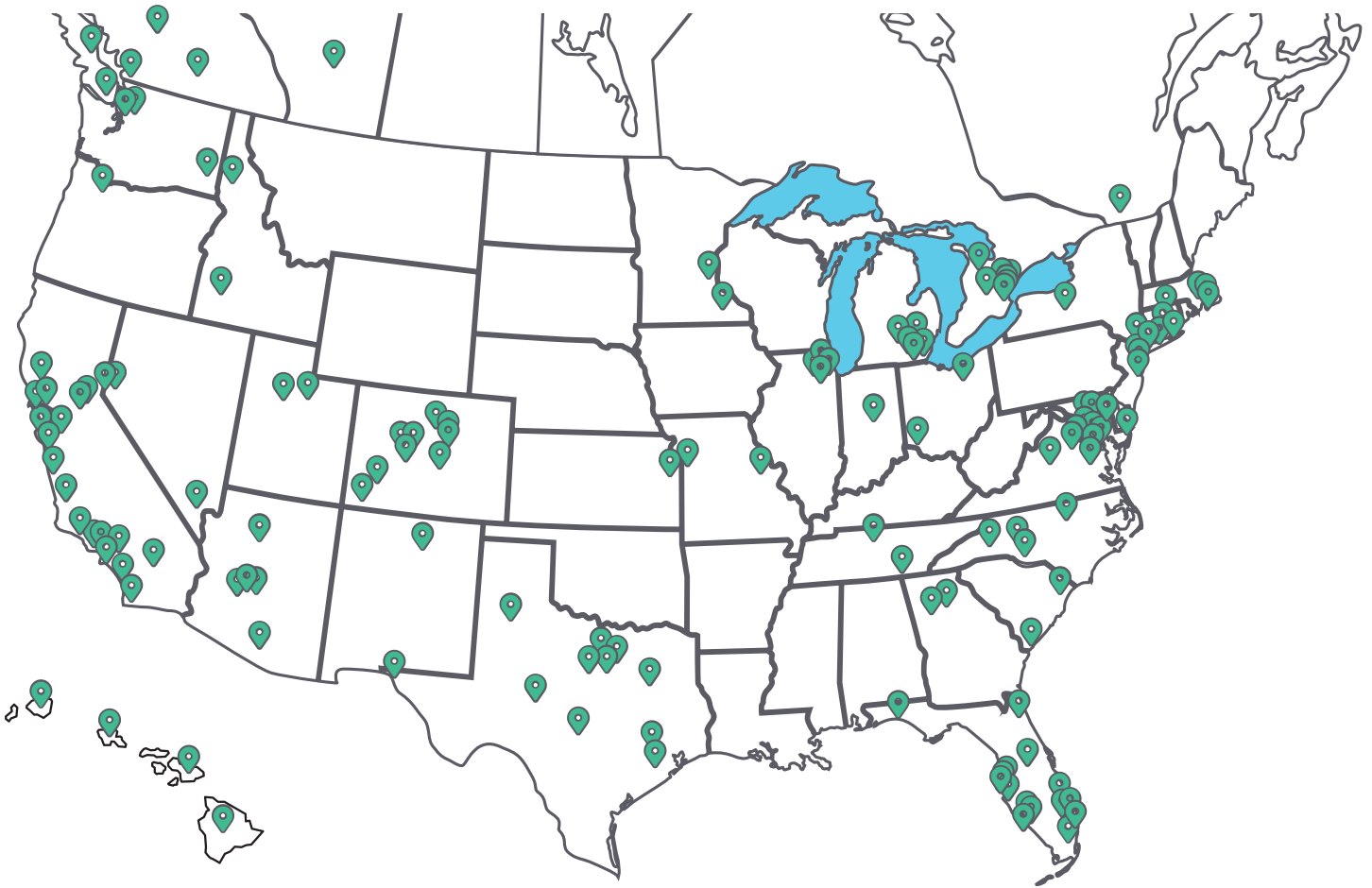
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LUXURY MARKET REPORT
MAY 2023

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.



“Now as the pandemic fades (officially, the World Health Organization said on Friday, May 5th, 2023, that COVID-19 no longer qualifies as a global emergency, making this a symbolic end), what are the long-term effects of the decisions made by the wealthy during the last three years and how does this bode for the future?”



NORTH AMERICAN LUXURY REVIEW

New Mindsets and Location Trends

Relocation, migration, and multiple homeownership are not new words in the world of real estate, luxury or not; it's one of the main reasons that the industry exists. After all, helping people find new homes is a Realtor's bread and butter.

Throughout history, we have seen mass migrations and changes affected by tragic events, such as earthquakes and floods, or by opportunities, such as gold rushes, or, in more modern times, large corporations opening offices in new locations.

The affluent have always been able to be more fluid in their real estate decisions and choices, moving or adding new homes to suit their tastes and current requirements. They have certainly exerted their power of influence on the popularity of a location within their own social sphere, often increasing demand and prices disproportionately.

However, the pandemic years probably saw the biggest change in the decision process of the affluent as a group, whether it was fleeing from metropolises or being unable to travel at their leisure. These recent moves were anything but typical, with rural and destination locations seeing some of the largest increases of affluent wealth impacting their communities.

Equally, through the ebbs and flows of the last three years, the luxury real estate market itself has continued to diversify and often defy expectations. From London to Miami, Los Angeles to Sydney, and throughout the rest of the world's major markets, the demand for luxury properties has largely continued to grow, albeit at a slower rate. As a result, the level of available inventory has declined, and in some luxury markets, it continues to fall each month. Consequently, prices have either remained stable or are still experiencing increases.

Now as the pandemic fades (officially, the World Health Organization said on Friday, May 5th, 2023, that COVID-19 no longer qualifies as a global emergency, making this a symbolic end), what are the long-term effects of the decisions made by the wealthy during the last three years and how does this bode for the future?

Priorities Have Changed

When dealing with a disease that didn't discriminate, it hit home for many as to what was important, and they questioned whether they were living their "best lives." Choices to move away from their current life, move closer to family, find more fulfillment outside of the work environment, or even create a live work arrangement by not having to be in the office became significant attitude changes.

According to Katrina Johnston-Zimmerman, Philadelphia-based anthropologist and founder of THINK.urban, during a recent interview with the National Association of Realtors (NAR), the journey starts within.



"A lot of people felt a certain urgency for purpose in life and to change the way they were living," Zimmerman says of the pandemic-induced changes. "This was a cumulative and collective existential crisis. When you're faced with something really, really up close — 'Am I happy?' — you're forced to actually revisit it."

Zimmerman cites the overall change in mindset from "working to live" toward more purpose-driven lifestyle decisions as a key shift.

Finding a home that fulfills their lifestyle decisions is still at the top of the list for the affluent, and according to a recent report from Coldwell Banker Global Luxury, there was a 10% increase in the number of affluent¹ owning three or more homes by the end of 2022.

"With remote work expected to be permanent for many high-income earners, secondary desires — like creating generational wealth, the need for long-term wealth-building assets, and a strong push to spend quality time with their favorite people in memorable locales — have coalesced around secondary homes, taking them from a niche market to a mainstay of the affluent lifestyle."²

The Wealthy are on the Move

While the top cities in the U.S., New York, Los Angeles, Chicago, and San Francisco, and in Canada, Toronto and Vancouver, remain the wealthiest locations in each country, respectively, there has been growth in other locations due to the ability to work remotely or have the flexibility when to work in the office.

Variables such as the draw of living in vacation destinations, more rural areas, being attracted to new tech and business hubs, and increasing taxes have allowed affluent buyers to take advantage of their newfound flexibility and extend their home search horizons.

According to London-based consultancy Henley and Partners, the most notable cities for migration in the U.S. are Austin, Greenwich, Miami, and Scottsdale³, and in Canada, cities such as Oakville, Quebec, and Calgary are the top destinations⁴.

Equally, the strong U.S. dollar has enabled wealthy Americans to diversify their portfolios and head off to new opportunities, whether close to home, such as Canada and Mexico, or further afield to Europe and Central America.



Globally, overseas buyers did return to many property markets during 2022, but in smaller numbers and with different priorities, not helped by the addition of taxes on foreign buyers in some of the more popular markets in Canada, the U.S., and Australia.

Firm favorites such as Miami and New York City are seeing a definite uptick, and expectations are in Toronto that the two-year ban on foreign buyers will only create a pent-up demand. Despite having seen some of the highest percentage increases in their property prices during the pandemic, the U.S. and Canada have long-term appeal for risk-averse overseas buyers. Both countries' real estate markets have a history of stability that provide a hedge against inflation.

Demand Drives Innovative Thinking

As global demand for luxury homes continues to increase it is not only single home builders that have to produce innovative solutions to provide for this group of new home seekers – which is why locations such as New York, Dubai, Monaco, Malaysia, Hawaiian Islands, and others have created new luxurious developments over the last few years.

Destination locales such as Park City and Naples in the U.S. or the Okanagan in British Columbia, Canada, have seen builders and developers recognize the opportunity. Once, these were seasonal



locations, but with the growing number of affluent deciding to stay or run two–full time residences, the ‘if you build, they will come’ mantra seems to be paying dividends as demand continues to grow from new arrivals too.

Move–in ready homes are still in high demand, and for many smaller cities or towns that have become new tech, medical, or educational hubs, the supply of new luxury properties has attracted a new generation of affluent buyers moving to these areas.

Three years of non–stop price increases combined with global inflation is also creating a new trend – despite the desire of many not to take on renovations, even the negatives of challenging supply chains and trades are proving for some to be less of a headache than endless searches for properties in inventory short locales.

Others are seeing the opportunity to purchase land and build a home – again property taxes and the cost of construction are often working out lower than buying a resale.

Currently, homes on the market that need work still feel like a veritable discount compared with move–in ready, but with the lack of inventory, these deals might also soon disappear.

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.

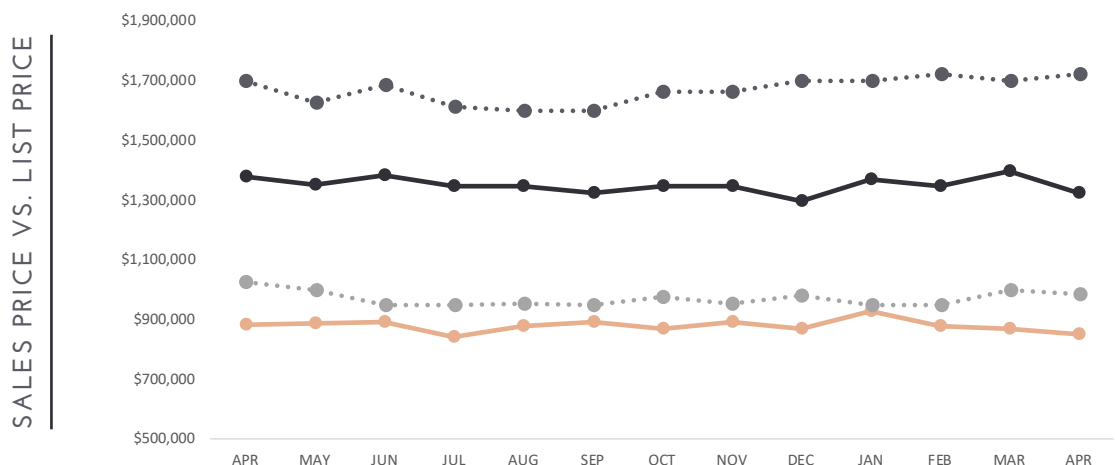
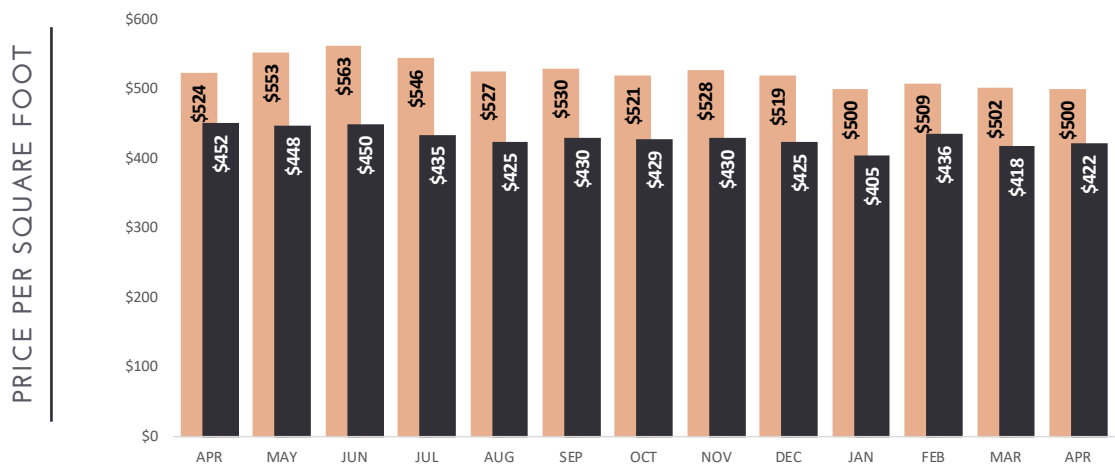
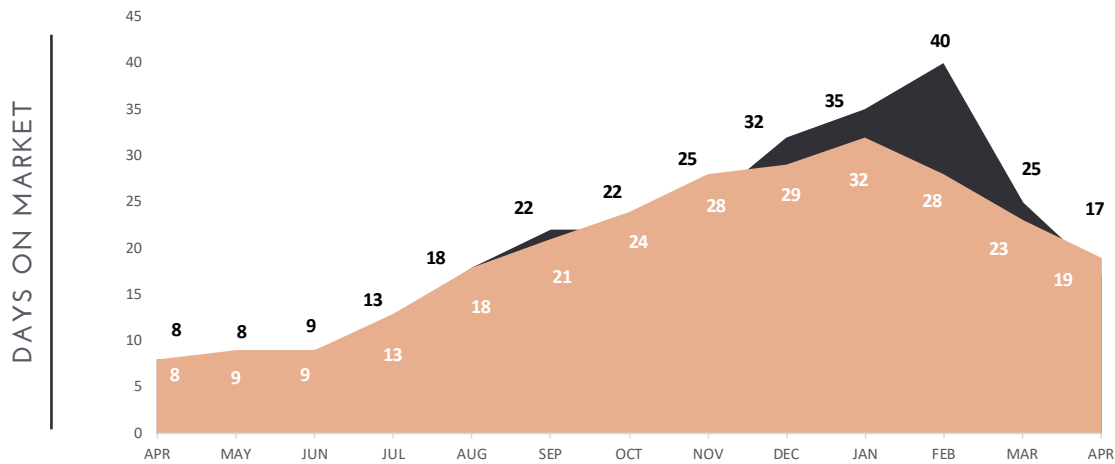
1. Number of individuals with \$5M+ in net worth
2. https://issuu.com/thereportgroup/docs/cbgl_the_report_2023?fr=sMTdjNjUzNTYxMDI3
3. https://cdn.henleyglobal.com/storage/app/media/HP_USA_Wealth_Report_23.pdf
4. <https://leapscholar.com/blog/best-cities-to-live-in-canada/>

- 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

April 2022 | April 2023

SINGLE-FAMILY HOMES

	April 2022	April 2023		April 2022	April 2023
Median List Price	\$1,700,000	\$1,725,000	Total Inventory	31,433	48,717
Median Sale Price	\$1,380,050	\$1,325,000	New Listings	16,447	17,713
Median SP/LP Ratio	100.54%	99.11%	Total Sold	22,602	14,483
Total Sales Ratio	71.91%	29.73%	Median Days on Market	8	17
Median Price per Sq. Ft.	\$452	\$422	Average Home Size	3,176	3,241

Median prices represent properties priced above respective city benchmark prices.



SINGLE-FAMILY HOMES MARKET SUMMARY | APRIL 2023

- Official Market Type: **Seller's** with a **29.73% Sales Ratio**.¹
- Homes are selling for an average of **99.11% of list price**.
- The median luxury threshold² price is **\$950,000**, and the median luxury home sales price is **\$1,325,000**.
- Markets with the Highest Median Sales Price: **Aspen** (\$11,375,500), **Whistler** (\$9,000,000), **Telluride** (\$6,661,250), and **Los Angeles Beach Cities** (\$4,263,250).
- Markets with the Highest Sales Ratio: **East Bay, CA** (111%), **Oakville, ON** (68%), **Hamilton County, IN** (68%), and **Howard County, MD** (60%).

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

April 2022 | April 2023

ATTACHED HOMES

	April 2022	April 2023		April 2022	April 2023
Median List Price	\$1,025,000	\$986,600	Total Inventory	11,110	16,881
Median Sale Price	\$900,000	\$850,000	New Listings	5,948	5,981
Median SP/LP Ratio	100.00%	99.00%	Total Sold	7,478	4,488
Total Sales Ratio	67.31%	26.59%	Median Days on Market	8	19
Median Price per Sq. Ft.	\$526	\$500	Average Home Size	1,770	1,874

Median prices represent properties priced above respective city benchmark prices.



ATTACHED HOMES MARKET SUMMARY | APRIL 2023

- Official Market Type: **Seller's Market** with a **26.59% Sales Ratio**.¹
- Attached homes are selling for an average of **99.00% of list price**.
- The median luxury threshold² price is **\$700,000**, and the median attached luxury sale price is **\$850,000**.
- Markets with the Highest Median Sales Price: **Whistler** (\$3,045,000), **Vail** (\$2,896,875), **Telluride** (\$2,677,250), and **Aspen** (\$2,489,000).
- Markets with the Highest Sales Ratio: **Fairfax County, VA** (113%), **Marin County, CA** (107%), **Santa Barbara, CA** (100%), and **Douglas County, CO** (100%).

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	\$1,149,000	\$970,000	519	332	302	14	Seller's
AZ	Chandler and Gilbert	\$1,022,500	\$962,000	140	53	75	39	Seller's
AZ	Flagstaff	\$1,694,750	\$1,650,000	72	23	9	138	Buyer's
AZ	Mesa	\$924,900	\$867,119	133	51	59	32	Seller's
AZ	Paradise Valley	\$5,685,000	\$4,100,000	162	40	37	86	Seller's
AZ	Phoenix	\$949,500	\$775,000	656	240	274	40	Seller's
AZ	Scottsdale	\$2,300,000	\$1,632,500	716	171	180	52	Seller's
AZ	Tucson	\$700,000	\$653,500	783	256	246	12	Seller's
BC	Mid Vancouver Island	\$1,662,500	\$1,550,000	172	78	21	35	Buyer's
BC	Okanagan Valley	\$1,750,000	\$1,492,500	841	285	70	41	Buyer's
BC	Vancouver	\$4,488,000	\$3,411,250	933	329	118	12	Buyer's
BC	Victoria	\$2,450,000	\$2,080,750	143	74	38	28	Seller's
BC	Whistler	\$5,150,000	\$9,000,000	39	7	1	69	Buyer's
CA	Central Coast	\$2,999,000	\$2,225,000	213	85	45	17	Seller's
CA	East Bay	\$2,498,800	\$1,950,000	265	160	295	9	Seller's
CA	Greater Palm Springs	\$1,937,000	\$1,737,500	436	143	122	38	Seller's
CA	Lake Tahoe	\$2,897,500	\$1,720,000	108	27	10	59	Buyer's
CA	Los Angeles Beach Cities	\$6,445,000	\$4,263,250	346	117	66	32	Balanced
CA	Los Angeles City	\$5,495,000	\$3,150,000	654	180	83	17	Buyer's
CA	Los Angeles The Valley	\$2,795,000	\$2,082,500	507	229	146	33	Seller's
CA	Marin County	\$3,686,000	\$3,325,000	112	39	41	10	Seller's
CA	Napa County	\$3,847,500	\$2,800,000	126	24	7	38	Buyer's
CA	Orange County	\$2,999,999	\$2,315,000	775	307	292	19	Seller's
CA	Placer County	\$1,169,995	\$1,089,000	234	102	81	15	Seller's
CA	Sacramento	\$1,099,990	\$935,000	483	239	230	13	Seller's
CA	San Diego	\$2,799,000	\$1,975,000	636	300	321	9	Seller's
CA	San Francisco	\$4,999,500	\$3,200,000	142	38	53	14	Seller's
CA	San Luis Obispo County	\$1,849,000	\$1,474,000	143	38	51	31	Seller's
CA	Santa Barbara	\$5,795,000	\$2,665,000	99	36	38	25	Seller's
CA	Silicon Valley	\$4,488,000	\$3,136,875	498	290	208	9	Seller's
CA	Sonoma County	\$2,599,000	\$1,850,000	211	55	43	30	Balanced
CA	Ventura County	\$2,647,500	\$1,660,000	196	69	69	53	Seller's
CO	Aspen	\$13,950,000	\$11,375,500	57	4	8	140	Buyer's
CO	Boulder	\$2,300,000	\$1,525,000	256	101	72	44	Seller's
CO	Colorado Springs	\$949,000	\$817,500	365	140	113	10	Seller's
CO	Denver	\$1,725,000	\$1,378,831	607	253	273	9	Seller's
CO	Douglas County	\$1,392,500	\$1,175,000	284	102	113	15	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	\$1,499,500	\$1,295,000	78	28	14	60	Balanced
CO	Summit County	\$3,225,000	\$2,225,000	62	12	10	37	Balanced
CO	Telluride	\$6,995,000	\$6,661,250	67	4	6	99	Buyer's
CO	Vail	\$5,800,000	\$3,900,000	67	5	7	3	Buyer's
CT	Central Connecticut	\$699,900	\$635,000	291	107	115	7	Seller's
CT	Coastal Connecticut	\$2,395,000	\$1,700,000	500	182	135	28	Seller's
DC	Washington D.C.	\$3,750,000	\$3,237,500	51	24	20	6	Seller's
DE	Sussex County Coastal	\$1,448,900	\$1,287,500	137	33	42	25	Seller's
FL	Boca Raton/Delray Beach	\$3,195,000	\$2,025,000	472	108	72	26	Balanced
FL	Broward County	\$1,799,999	\$1,420,000	647	157	85	52	Buyer's
FL	Coastal Pinellas County	\$2,295,000	\$2,000,000	123	33	17	48	Buyer's
FL	Ft. Lauderdale	\$5,450,000	\$3,900,000	181	25	10	57	Buyer's
FL	Jacksonville Beaches	\$1,450,000	\$1,225,000	304	109	81	51	Seller's
FL	Lee County	\$1,399,950	\$1,300,000	788	221	141	28	Balanced
FL	Marco Island	\$2,599,500	\$1,930,000	152	27	25	42	Balanced
FL	Miami	\$2,150,000	\$1,359,500	1028	221	98	61	Buyer's
FL	Naples	\$5,895,000	\$3,325,000	481	74	44	29	Buyer's
FL	Orlando	\$1,250,000	\$1,200,000	714	229	184	16	Seller's
FL	Sarasota & Beaches	\$2,800,000	\$1,985,500	467	93	52	36	Buyer's
FL	South Pinellas County	\$1,566,500	\$1,448,750	288	90	70	39	Seller's
FL	South Walton	\$2,495,000	\$1,994,500	409	84	44	74	Buyer's
FL	Space Coast	\$899,000	\$777,900	281	91	141	13	Seller's
FL	Tampa	\$790,000	\$695,000	1087	395	374	18	Seller's
FL	Palm Beach Towns	\$4,500,000	\$2,415,000	351	65	30	129	Buyer's
GA	Atlanta	\$1,700,000	\$1,185,000	682	244	163	7	Seller's
GA	Duluth	\$1,595,000	\$1,350,000	16	8	5	18	Seller's
HI	Island of Hawaii	\$2,399,000	\$1,666,600	119	17	22	67	Balanced
HI	Kauai	\$3,950,000	\$2,200,000	49	6	10	92	Balanced
HI	Maui	\$3,825,000	\$2,880,000	144	20	11	85	Buyer's
HI	Oahu	\$3,195,000	\$2,150,000	193	53	29	33	Balanced
ID	Ada County	\$781,000	\$761,210	611	261	228	11	Seller's
ID	Northern Idaho	\$1,748,985	\$1,306,250	350	136	30	60	Buyer's
IL	Chicago	\$1,700,000	\$1,299,950	615	285	212	11	Seller's
IL	DuPage County	\$1,252,500	\$919,000	246	96	101	10	Seller's
IL	Lake County	\$1,299,000	\$950,000	250	100	91	9	Seller's
IL	Will County	\$660,976	\$610,000	218	98	97	19	Seller's
IN	Hamilton County	\$949,950	\$725,000	152	60	103	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
KS	Johnson County	\$846,424	\$822,500	472	116	128	4	Seller's
MA	Cape Cod	\$2,595,000	\$1,615,000	146	47	31	30	Seller's
MA	Greater Boston	\$3,375,000	\$2,675,000	151	61	37	16	Seller's
MA	South Shore	\$1,997,000	\$1,500,852	82	31	18	18	Seller's
MD	Anne Arundel County	\$999,000	\$905,000	166	61	80	6	Seller's
MD	Frederick County	\$875,000	\$845,250	55	20	23	6	Seller's
MD	Howard County	\$1,115,000	\$1,025,000	75	33	45	5	Seller's
MD	Montgomery County	\$2,000,000	\$1,657,444	168	87	96	5	Seller's
MD	Talbot County	\$2,395,000	\$1,237,500	43	18	6	6	Buyer's
MD	Worcester County	\$1,125,000	\$1,056,344	49	13	8	14	Balanced
MI	Livingston County	\$780,000	\$710,000	70	29	14	7	Balanced
MI	Monroe County	\$799,900	\$523,750	9	3	4	73	Seller's
MI	Oakland County	\$784,900	\$657,500	684	285	210	10	Seller's
MI	Washtenaw County	\$1,012,450	\$860,000	124	27	58	6	Seller's
MI	Wayne County	\$750,000	\$615,000	152	59	58	8	Seller's
MN	Olmsted County	\$874,950	\$712,400	88	30	12	49	Buyer's
MN	Twin Cities	\$1,250,000	\$1,015,000	654	216	146	17	Seller's
MO	Kansas City	\$685,262	\$679,278	1433	299	348	10	Seller's
MO	St. Louis	\$850,000	\$727,500	166	62	66	13	Seller's
NC	Asheville	\$1,149,900	\$925,000	215	66	56	28	Seller's
NC	Charlotte	\$1,200,000	\$985,000	474	190	281	3	Seller's
NC	Lake Norman	\$1,150,000	\$1,300,000	177	53	69	4	Seller's
NC	Raleigh-Durham	\$1,199,708	\$952,500	459	145	217	3	Seller's
NJ	Bergen County	\$1,725,000	\$1,625,000	200	93	46	27	Seller's
NJ	Hudson County	\$1,500,000	\$1,250,000	28	13	5	8	Balanced
NJ	Morris County	\$1,799,450	\$1,250,000	122	51	33	13	Seller's
NJ	Ocean County	\$939,950	\$790,000	386	138	91	46	Seller's
NM	Taos	\$1,280,000	\$887,500	51	14	4	26	Buyer's
NV	Lake Tahoe	\$3,950,000	\$3,750,000	64	14	9	115	Buyer's
NV	Las Vegas	\$1,700,999	\$1,350,000	641	187	107	29	Balanced
NV	Reno	\$1,850,000	\$1,850,000	82	29	20	106	Seller's
NY	Finger Lakes	\$2,047,500	\$1,250,000	20	5	3	5	Balanced
NY	Nassau County	\$1,899,000	\$1,575,000	596	174	76	116	Buyer's
NY	Staten Island	\$1,250,000	\$1,225,000	156	50	19	100	Buyer's
NY	Suffolk County	\$1,999,498	\$1,300,000	700	166	107	70	Balanced
OH	Cincinnati	\$869,900	\$827,500	233	58	56	2	Seller's
OH	Cleveland Suburbs	\$827,500	\$683,435	36	19	13	20	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
ON	GTA - Durham	\$1,799,900	\$1,500,000	199	134	74	10	Seller's
ON	GTA - York	\$2,599,950	\$1,885,000	466	388	272	8	Seller's
ON	Hamilton	\$1,885,000	\$1,595,000	195	101	37	20	Balanced
ON	Mississauga	\$2,999,825	\$2,375,000	130	74	24	18	Balanced
ON	Oakville	\$3,278,500	\$2,170,000	104	102	71	6	Seller's
ON	Toronto	\$3,588,000	\$3,230,000	448	319	155	9	Seller's
ON	Waterloo Region	\$1,499,450	\$1,282,500	142	119	82	11	Seller's
OR	Portland	\$1,295,000	\$1,203,500	583	250	163	13	Seller's
QC	Montreal	-	-	-	-	-	-	-
SC	Charleston	\$1,975,000	\$1,350,000	377	139	136	11	Seller's
SC	Hilton Head	\$1,999,000	\$1,448,000	229	45	63	15	Seller's
SC	The Grand Strand	\$850,000	\$856,338	396	90	94	85	Seller's
TN	Greater Chattanooga	\$949,000	\$900,000	182	60	33	6	Balanced
TN	Nashville	\$1,800,000	\$1,325,000	726	265	192	9	Seller's
TX	Austin	\$1,250,000	\$995,000	1217	501	276	14	Seller's
TX	Collin County	\$770,435	\$709,208	976	439	523	12	Seller's
TX	Dallas	\$1,497,000	\$1,087,000	436	201	169	9	Seller's
TX	Denton County	\$779,995	\$723,000	780	339	361	20	Seller's
TX	El Paso	\$625,000	\$587,500	196	54	14	42	Buyer's
TX	Fort Worth	\$890,000	\$800,000	817	353	321	12	Seller's
TX	Greater Tyler	\$779,500	\$678,700	216	71	36	31	Balanced
TX	Houston	\$1,099,000	\$891,000	1038	428	336	9	Seller's
TX	Lubbock	\$636,748	\$610,000	146	60	19	70	Buyer's
TX	San Angelo	\$627,500	\$630,000	64	21	8	93	Buyer's
TX	San Antonio	\$799,900	\$754,000	659	216	122	35	Balanced
TX	The Woodlands & Spring	\$937,000	\$757,500	190	96	92	10	Seller's
UT	Park City	\$4,812,500	\$2,860,000	142	19	15	93	Buyer's
UT	Salt Lake City	\$1,155,450	\$1,034,000	344	140	107	14	Seller's
VA	Arlington & Alexandria	\$2,299,000	\$1,950,000	92	38	47	8	Seller's
VA	Charlottesville	\$1,249,900	\$996,498	135	34	40	6	Seller's
VA	Fairfax County	\$2,137,068	\$1,500,000	322	115	139	6	Seller's
VA	McLean & Vienna	\$2,799,000	\$2,000,000	145	47	47	6	Seller's
VA	Richmond	\$810,900	\$761,453	329	96	140	7	Seller's
VA	Smith Mountain Lake	\$1,799,900	\$1,432,500	27	8	12	14	Seller's
WA	King County - Greater Seattle	\$2,195,000	\$1,746,000	798	398	399	6	Seller's
WA	Seattle	\$2,097,000	\$1,732,735	212	126	114	6	Seller's
WA	Spokane	\$1,150,000	\$1,039,000	99	47	21	9	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	\$755,000	\$697,500	145	57	44	22	Seller's
AZ	Chandler and Gilbert	-	-	-	-	-	-	-
AZ	Flagstaff	-	-	-	-	-	-	-
AZ	Mesa	-	-	-	-	-	-	-
AZ	Paradise Valley	-	-	-	-	-	-	-
AZ	Phoenix	-	-	-	-	-	-	-
AZ	Scottsdale	\$895,000	\$750,625	228	62	62	53	Seller's
AZ	Tucson	-	-	-	-	-	-	-
BC	Mid Vancouver Island	\$819,000	\$780,000	67	37	21	33	Seller's
BC	Okanagan Valley	-	-	-	-	-	-	-
BC	Vancouver	\$1,988,000	\$1,700,000	931	328	95	9	Buyer's
BC	Victoria	\$999,894	\$952,500	148	95	51	22	Seller's
BC	Whistler	\$2,199,000	\$3,045,000	29	10	8	106	Seller's
CA	Central Coast	\$1,200,000	\$1,020,500	29	16	16	12	Seller's
CA	East Bay	\$1,148,500	\$1,082,500	88	50	72	12	Seller's
CA	Greater Palm Springs	-	-	-	-	-	-	-
CA	Lake Tahoe	\$1,800,000	\$1,500,000	27	13	7	26	Seller's
CA	Los Angeles Beach Cities	\$1,962,500	\$1,735,000	124	54	41	31	Seller's
CA	Los Angeles City	\$1,749,000	\$1,505,000	333	110	67	23	Balanced
CA	Los Angeles The Valley	\$799,000	\$806,000	90	37	72	18	Seller's
CA	Marin County	\$1,849,000	\$1,490,000	15	8	16	10	Seller's
CA	Napa County	-	-	-	-	-	-	-
CA	Orange County	\$1,299,000	\$1,155,000	252	132	211	19	Seller's
CA	Placer County	-	-	-	-	-	-	-
CA	Sacramento	-	-	-	-	-	-	-
CA	San Diego	\$1,485,000	\$1,000,000	238	122	154	11	Seller's
CA	San Francisco	\$2,637,000	\$2,350,000	120	19	23	19	Balanced
CA	San Luis Obispo County	-	-	-	-	-	-	-
CA	Santa Barbara	\$2,995,000	\$1,625,000	5	6	5	2	Seller's
CA	Silicon Valley	\$1,650,000	\$1,620,000	96	53	61	7	Seller's
CA	Sonoma County	\$790,000	\$675,000	13	4	1	31	Buyer's
CA	Ventura County	\$839,000	\$780,000	81	17	29	35	Seller's
CO	Aspen	\$4,300,000	\$2,489,000	42	2	4	132	Buyer's
CO	Boulder	\$922,308	\$824,388	86	37	30	35	Seller's
CO	Colorado Springs	\$589,000	\$555,750	53	8	10	24	Balanced
CO	Denver	\$925,000	\$776,000	159	63	38	16	Seller's
CO	Douglas County	\$659,500	\$587,500	16	8	16	16	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	\$796,453	\$710,000	22	4	5	140	Seller's
CO	Summit County	\$1,475,000	\$997,000	24	5	8	13	Seller's
CO	Telluride	\$2,172,500	\$2,677,250	32	3	10	128	Seller's
CO	Vail	\$3,885,000	\$2,896,875	78	12	20	14	Seller's
CT	Central Connecticut	-	-	-	-	-	-	-
CT	Coastal Connecticut	\$1,499,000	\$697,000	131	21	46	17	Seller's
DC	Washington D.C.	\$1,960,000	\$1,625,000	229	88	62	8	Seller's
DE	Sussex County Coastal	\$1,099,000	\$1,150,000	19	6	9	34	Seller's
FL	Boca Raton/Delray Beach	\$1,190,000	\$799,900	339	88	89	28	Seller's
FL	Broward County	\$726,000	\$629,500	751	188	112	55	Buyer's
FL	Coastal Pinellas County	\$1,250,000	\$1,090,000	161	66	41	16	Seller's
FL	Ft. Lauderdale	\$2,674,500	\$2,000,000	130	22	13	21	Buyer's
FL	Jacksonville Beaches	\$1,150,000	\$1,057,000	36	9	16	13	Seller's
FL	Lee County	\$825,000	\$795,000	460	104	90	15	Balanced
FL	Marco Island	\$1,699,000	\$1,737,500	69	19	12	72	Balanced
FL	Miami	\$1,500,000	\$1,227,500	1423	246	86	103	Buyer's
FL	Naples	\$2,368,040	\$2,030,000	299	86	84	29	Seller's
FL	Orlando	\$560,000	\$559,998	246	67	62	42	Seller's
FL	Palm Beach Towns	\$1,799,000	\$1,525,000	290	54	55	60	Balanced
FL	Sarasota & Beaches	\$1,685,000	\$1,312,000	263	71	48	22	Balanced
FL	South Pinellas County	\$1,025,000	\$889,500	258	93	52	24	Balanced
FL	South Walton	\$1,625,400	\$1,050,000	190	38	23	22	Buyer's
FL	Space Coast	\$705,500	\$694,000	158	33	30	25	Balanced
FL	Tampa	\$986,600	\$697,500	199	76	62	4	Seller's
GA	Atlanta	\$750,000	\$625,000	496	181	107	9	Seller's
GA	Duluth	-	-	-	-	-	-	-
HI	Island of Hawaii	\$1,824,000	\$1,300,000	50	11	15	33	Seller's
HI	Kauai	\$1,785,000	\$1,725,000	41	10	7	11	Balanced
HI	Maui	\$2,124,500	\$1,515,000	82	19	25	113	Seller's
HI	Oahu	\$1,202,605	\$950,000	465	111	91	35	Balanced
ID	Ada County	\$598,900	\$590,000	47	20	11	25	Seller's
ID	Northern Idaho	-	-	-	-	-	-	-
IL	Chicago	\$1,200,000	\$951,000	849	341	171	31	Balanced
IL	DuPage County	\$699,900	\$633,871	23	10	10	5	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	\$620,750	\$572,873	136	18	22	128	Balanced
MA	Cape Cod	\$850,000	\$850,000	30	11	9	5	Seller's
MA	Greater Boston	\$2,579,000	\$1,975,000	383	126	79	23	Balanced
MA	South Shore	\$819,900	\$825,000	15	3	5	16	Seller's
MD	Anne Arundel County	\$584,950	\$579,995	56	26	36	6	Seller's
MD	Frederick County	-	-	-	-	-	-	-
MD	Howard County	\$615,000	\$642,500	25	16	24	5	Seller's
MD	Montgomery County	\$832,758	\$735,000	74	35	65	6	Seller's
MD	Talbot County	-	-	-	-	-	-	-
MD	Worcester County	\$650,000	\$632,500	64	27	36	12	Seller's
MI	Livingston County	-	-	-	-	-	-	-
MI	Monroe County	-	-	-	-	-	-	-
MI	Oakland County	\$660,000	\$617,500	77	32	18	12	Seller's
MI	Washtenaw County	\$704,948	\$625,000	50	17	16	18	Seller's
MI	Wayne County	\$684,315	\$546,000	74	23	6	15	Buyer's
MN	Olmsted County	-	-	-	-	-	-	-
MN	Twin Cities	-	-	-	-	-	-	-
MO	Kansas City	-	-	-	-	-	-	-
MO	St. Louis	-	-	-	-	-	-	-
NC	Asheville	\$791,650	\$562,286	50	17	13	13	Seller's
NC	Charlotte	\$645,000	\$605,000	206	78	85	8	Seller's
NC	Lake Norman	\$628,450	\$569,900	32	10	13	13	Seller's
NC	Raleigh-Durham	-	-	-	-	-	-	-
NJ	Bergen County	\$1,200,000	\$1,128,718	154	69	22	20	Buyer's
NJ	Hudson County	\$1,389,500	\$1,250,000	112	46	30	15	Seller's
NJ	Morris County	\$695,400	\$630,000	61	29	36	15	Seller's
NJ	Ocean County	\$950,000	\$865,000	71	24	14	92	Balanced
NM	Taos	-	-	-	-	-	-	-
NV	Lake Tahoe	\$1,385,000	\$1,145,000	24	10	1	38	Buyer's
NV	Las Vegas	-	-	-	-	-	-	-
NV	Reno	-	-	-	-	-	-	-
NY	Finger Lakes	-	-	-	-	-	-	-
NY	Nassau County	\$1,672,000	\$1,112,500	84	15	10	40	Buyer's
NY	Staten Island	\$622,400	\$599,000	86	26	19	68	Seller's
NY	Suffolk County	\$749,000	\$615,000	139	53	34	26	Seller's
OH	Cincinnati	-	-	-	-	-	-	-
OH	Cleveland Suburbs	-	-	-	-	-	-	-

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State	Market Name	Median List Price	Median Sold Price	Inventory	New Listings	Sold	Days on Market	Market Status
ON	GTA - Durham	\$849,000	\$820,088	29	21	15	8	Seller's
ON	GTA - York	\$846,500	\$780,000	230	181	125	13	Seller's
ON	Hamilton	\$949,000	\$850,000	23	15	11	10	Seller's
ON	Mississauga	\$968,900	\$933,500	121	105	72	9	Seller's
ON	Oakville	\$1,298,000	\$1,540,000	31	15	5	56	Balanced
ON	Toronto	\$1,276,389	\$1,130,000	866	597	295	12	Seller's
ON	Waterloo Region	\$799,000	\$740,000	31	20	9	16	Seller's
OR	Portland	\$725,000	\$611,000	232	79	48	24	Balanced
QC	Montreal	-	-	-	-	-	-	-
SC	Charleston	\$1,154,808	\$885,500	90	35	26	9	Seller's
SC	Hilton Head	\$1,050,000	\$890,000	23	9	15	26	Seller's
SC	The Grand Strand	\$550,000	\$499,000	173	64	75	65	Seller's
TN	Greater Chattanooga	-	-	-	-	-	-	-
TN	Nashville	\$799,900	\$662,500	192	70	46	15	Seller's
TX	Austin	\$861,450	\$750,000	366	117	51	32	Buyer's
TX	Collin County	-	-	-	-	-	-	-
TX	Dallas	\$780,000	\$672,450	131	71	38	18	Seller's
TX	Denton County	-	-	-	-	-	-	-
TX	El Paso	-	-	-	-	-	-	-
TX	Fort Worth	-	-	-	-	-	-	-
TX	Greater Tyler	-	-	-	-	-	-	-
TX	Houston	\$599,450	\$603,500	100	44	36	21	Seller's
TX	Lubbock	-	-	-	-	-	-	-
TX	San Angelo	-	-	-	-	-	-	-
TX	San Antonio	\$799,500	\$725,000	44	11	3	32	Buyer's
TX	The Woodlands & Spring	-	-	-	-	-	-	-
UT	Park City	\$1,895,000	\$2,100,000	81	18	25	21	Seller's
UT	Salt Lake City	\$692,000	\$578,900	114	40	43	23	Seller's
VA	Arlington & Alexandria	\$1,099,950	\$1,000,000	70	40	51	6	Seller's
VA	Charlottesville	\$634,800	\$605,000	38	15	10	4	Seller's
VA	Fairfax County	\$820,000	\$700,000	127	82	143	5	Seller's
VA	McLean & Vienna	\$1,149,500	\$1,052,000	34	20	13	5	Seller's
VA	Richmond	\$566,923	\$572,500	78	22	20	23	Seller's
VA	Smith Mountain Lake	-	-	-	-	-	-	-
WA	King County - Greater Seattle	\$1,300,000	\$990,000	248	87	79	9	Seller's
WA	Seattle	\$1,499,950	\$1,169,000	131	42	15	7	Buyer's
WA	Spokane	-	-	-	-	-	-	-

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