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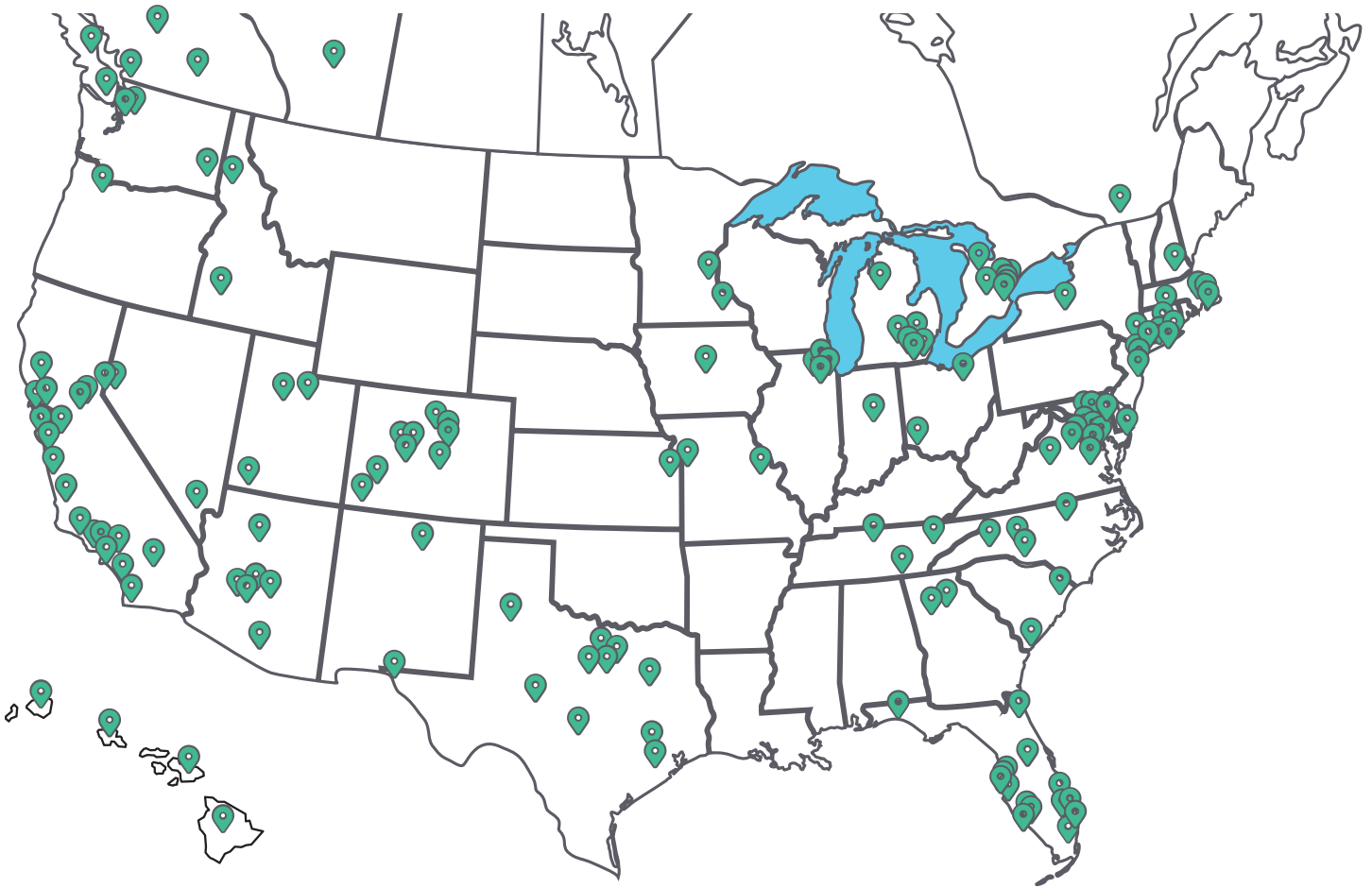
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LUXURY MARKET REPORT SEPTEMBER 2024

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THIS IS YOUR LUXURY MARKET REPORT



MAP OF LUXURY RESIDENTIAL MARKETS

Welcome to the Luxury Market Report, your guide to luxury real estate market data and trends for North America. Produced monthly by The Institute for Luxury Home Marketing, this report provides an in-depth look at the top residential markets across the United States and Canada. Within the individual markets, you will find established luxury benchmark prices and detailed survey of luxury active and sold properties designed to showcase current market status and recent trends. The national report illustrates a compilation of the top North American markets to review overall standards and trends.

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The Luxury Market Report is a monthly analysis provided by The Institute for Luxury Home Marketing. Luxury benchmark prices are determined by The Institute. This active and sold data has been provided by REAL Marketing, who has compiled the data through various sources, including local MLS boards, local tax records and Realtor.com. Data is deemed reliable to the best of our knowledge, but is not guaranteed.

- LUXURY REPORT EXPLAINED -

The Institute for Luxury Home Marketing has analyzed a number of metrics — including sales prices, sales volumes, number of sales, sales-price-to-list-price ratios, days on market and price-per-square-foot – to provide you a comprehensive North American Luxury Market report.

Additionally, we have further examined all of the individual luxury markets to provide both an overview and an in-depth analysis – including, where data is sufficient, a breakdown by luxury single-family homes and luxury attached homes.

It is our intention to include additional luxury markets on a continual basis. If your market is not featured, please contact us so we can implement the necessary qualification process. More in-depth reports on the luxury communities in your market are available as well.

Looking through this report, you will notice three distinct market statuses, Buyer's Market, Seller's Market, and Balanced Market. A **Buyer's Market** indicates that buyers have greater control over the price point. This market type is demonstrated by a substantial number of homes on the market and few sales, suggesting demand for residential properties is slow for that market and/or price point.

By contrast, a **Seller's Market** gives sellers greater control over the price point. Typically, this means there are few homes on the market and a generous demand, causing competition between buyers who ultimately drive sales prices higher.

A **Balanced Market** indicates that neither the buyers nor the sellers control the price point at which that property will sell and that there is neither a glut nor a lack of inventory. Typically, this type of market sees a stabilization of both the list and sold price, the length of time the property is on the market as well as the expectancy amongst homeowners in their respective communities – so long as their home is priced in accordance with the current market value.

REPORT GLOSSARY

REMAINING INVENTORY: The total number of homes available at the close of a month.

DAYS ON MARKET: Measures the number of days a home is available on the market before a purchase offer is accepted.

LUXURY BENCHMARK PRICE: The price point that marks the transition from traditional homes to luxury homes.

NEW LISTINGS: The number of homes that entered the market during the current month.

PRICE PER SQUARE FOOT: Measures the dollar amount of the home's price for an individual square foot.

SALES RATIO: Sales Ratio defines market speed and determines whether the market currently favors buyers or sellers. A Buyer's Market has a Sales Ratio of less than 12%; a Balanced Market has a ratio of 12% up to 21%; a Seller's Market has a ratio of 21% or higher. A Sales Ratio greater than 100% indicates the number of sold listings exceeds the number of listings available at the end of the month.

SP/LP RATIO: The Sales Price/List Price Ratio compares the value of the sold price to the value of the list price.



"For homeowners looking to sell this fall, it's important to recognize that location, customization, innovation, and "the experience" are driving sales in today's luxury market"



NORTH AMERICAN LUXURY REVIEW

Trends for the Fall 2024

In continuation of last month's report, we analyze the trends for the upcoming Fall 2024 season.

In general, the market remains statistically favorable to sellers despite the increase in inventory. However, buyers, especially those looking to purchase with cash, recognize that the current market offers more opportunities as well as some additional negotiation leverage.

Sales Trends

Overall, the first six months of 2024 continued to show an upward trajectory in sales for both the single-family and attached markets, with the numbers adjusting in July and August to account for the typically slower summer months.

However, of greater significance is the continued uptick in sales compared to 2023, with only June showing a decline, while July showed an unusual increase. As of the end of August, the total number of sales for 2024 has increased by 13.0% for single-family homes and 10.0% for condominiums and townhomes compared to 2023.

The increase in available inventory has certainly been a factor in creating more opportunities for buyers. Similarly, the stability of both the economy and interest rates, coupled with a strengthening stock market over the last eight months, has allowed affluent buyers to feel more confident in making property decisions.

Price Trends

Interestingly, the overall median sold price has started to decline slightly over the past eight months. While median monthly sold prices have held steady compared to the same months in 2023, this trend raises the question of whether prices are now feeling downward pressure.

Typically, increased inventory would be expected to place downward pressure on prices. However, as we've noted over the past year, this pressure has been mostly mitigated by the lack of new and

desirable inventory entering the market each month.

The decline in median monthly prices may also result from an increase in the number of sales in the lower luxury price brackets. When we look at the list prices of sold properties, a similar trend emerges, with the median list price declining each month, while the list prices for remaining inventory have seen little change.

Mortgage Rate Trends

As mortgage rates drop, there is an expectation that sales will increase significantly in September. If rates fall further in October, we may see homeowners who were previously hesitant to sell due to high mortgage rates start to put their homes on the market.

We could see a strong fall market with affluent buyers taking advantage of softening prices and lowering mortgage rates.

Preference Trends

For homeowners looking to sell this fall, it's important to recognize that location, customization, innovation, and "the experience" are driving sales in today's luxury market and are expected to remain constant regardless of external factors.

Location

Luxury buyer preferences have moved towards properties offering privacy, space, and lifestyle amenities. Proximity to nature, high-quality living, and access to exclusive services like golf courses, marinas, and private communities are top priorities, highlighting the need for spacious, multifunctional homes.

Non-urban luxury markets continue to experience a notable shift, with high-net-worth individuals increasingly investing in suburban, rural, and resort areas like beach spots, mountain retreats, and countryside getaways. These buyers prioritize privacy, tranquility, and scenic surroundings, seeking properties that offer both luxury and an escape from city life. The trend reflects a desire for balance and serenity in more remote, picturesque locations.





While these buyers seek space and tranquility, they still want access to luxury amenities like fine dining, shopping, golf courses, and cultural experiences.

Customized and Personalized Homes

Luxury buyers now demand personalized homes with custom features, from tailored layouts and materials like rare stones and hardwoods to unique spaces like wine cellars, theaters, and hobby rooms. These bespoke touches reflect individual tastes and needs.

Custom kitchens and bathrooms are top priorities for affluent buyers, often featuring state-of-the-art appliances, custom cabinetry, and spa-like bathrooms with steam showers, soaking tubs, and heated floors.

Many luxury homes also include recreation spaces such as home theaters, gyms, and bars, designed to entertain homeowners without leaving the property. These spaces are often highly customized to suit client preferences, including tennis and pickleball courts, music rooms, and wine cellars.

Modern developments are blending privacy with community living. Buyers seek secure, exclusive homes with shared spaces like gardens and lounges, allowing for social connectivity while maintaining personal retreats.

Innovation

High-end buyers expect integrated smart home systems for lighting, security, and entertainment. These features enhance convenience, security, and energy efficiency, emphasizing luxury through functionality and sustainability.

Luxury homes must balance aesthetics with functionality. Buyers demand multiple utility spaces like laundry rooms and butler's pantries. Home offices are also essential, especially for high-level executives working remotely, often requiring at least two offices.

Outdoor spaces are now as luxurious as indoor areas, featuring outdoor kitchens, heated pools, and beautifully landscaped gardens. These spaces are designed for relaxation and entertainment, with features like fire pits, bars, and dining areas enhancing the overall experience.

Health and wellness have become central to luxury living, with clients increasingly seeking

homes equipped with amenities that rival high-end gyms and spas. From private fitness centers and spa-like spaces to saltwater pools and e-workout pods, the emphasis is on creating exclusive, health-focused environments. This trend reflects a growing desire for holistic well-being, where luxury is not just about opulence but about fostering a healthy, balanced lifestyle.

Curb appeal is crucial for luxury buyers, who are willing to invest in sophisticated landscaping, lighting, and exterior finishes. High-end driveways and elegant outdoor features like uplighting add lasting visual appeal.

The ‘Experience’

While each market will be affected by its own nuances, “the experience” a home offers has become a significant factor in the decision-making process of the wealthy.

In luxury homes, “the experience” combines ambiance, comfort, and personalization to elevate daily living. It’s more than just premium materials—it’s about tailoring design, convenience, and exclusivity to the owner’s lifestyle. Key aspects include personalized spaces, integrated smart technology, wellness-focused amenities, effortless entertainment options, and exclusive features like pools and spas.

Overall, “the experience” transforms a home into a unique, luxurious environment that enhances everyday life. Equally important is preserving the essence of the natural surroundings while ensuring that all aspects of lifestyle, health, privacy, and security are seamlessly incorporated.

The 2024 luxury real estate market is defined by cutting-edge technology, personalized living spaces, and wellness-focused amenities. As buyer preferences evolve, these features are shaping modern luxury living. For sellers, staying ahead of these trends is essential to meet the changing demands of high-net-worth clients and remain competitive in the market.

Successfully navigating today’s market requires a critical, analytical approach. Understanding current realities and setting realistic expectations are key to achieving your goals. For homeowners looking to buy or sell, we recommend partnering with a Realtor who can leverage the latest trends, preferences, and demands in this fast-changing environment.

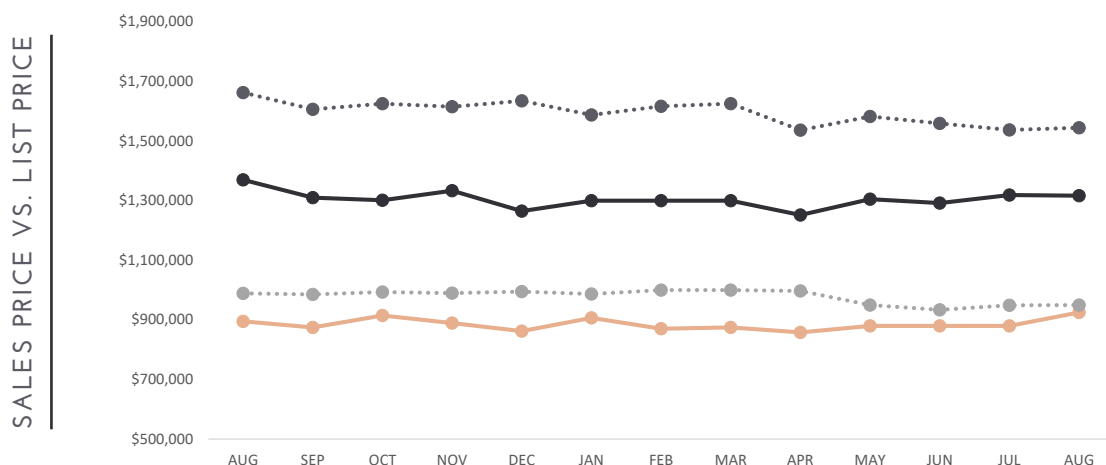
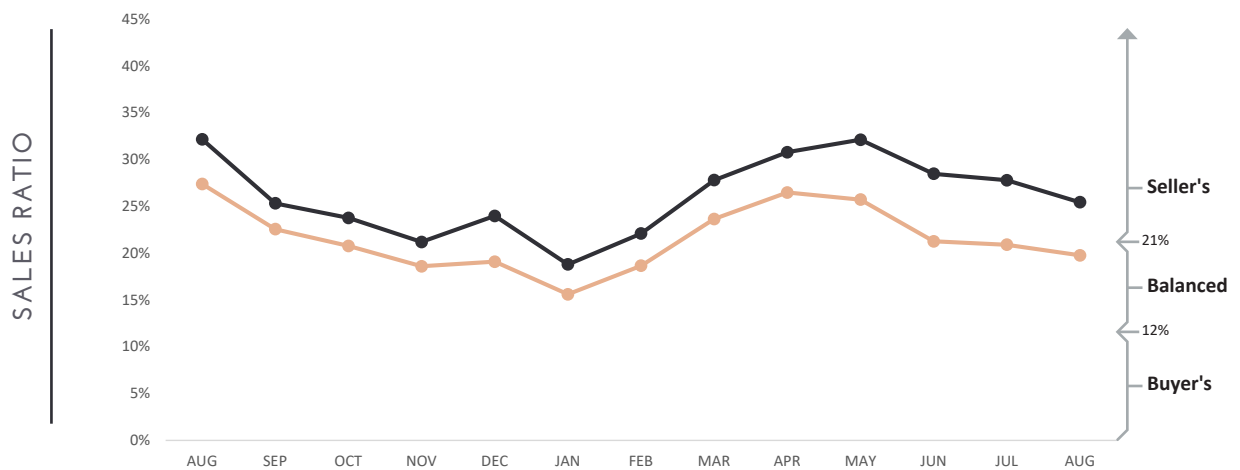
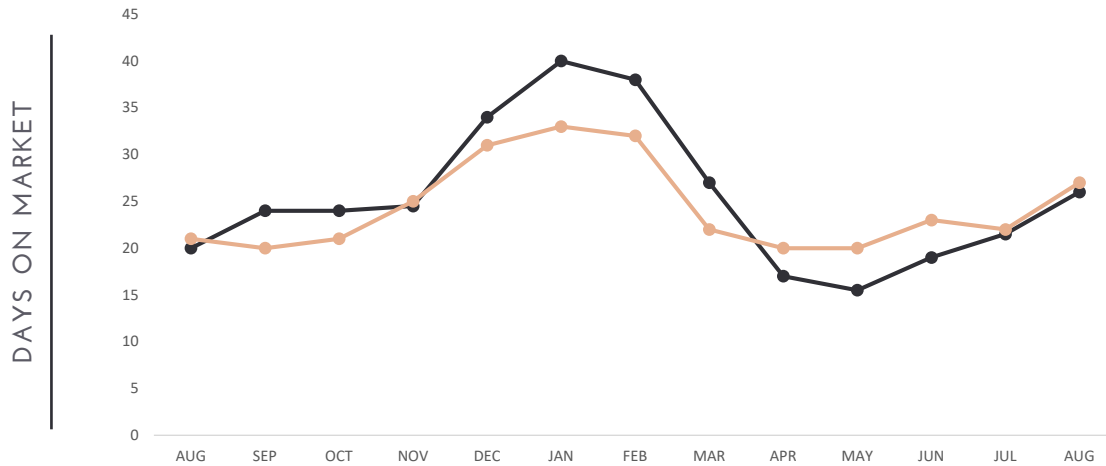


- 13-MONTH MARKET TRENDS -

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.



- LUXURY MONTHLY MARKET REVIEW -

A Review of Key Market Differences Year over Year

August 2023 | August 2024

SINGLE-FAMILY HOMES

	August 2023	August 2024		August 2023	August 2024
Median List Price	\$1,662,500	\$1,544,750	Total Inventory	56,700	73,592
Median Sale Price	\$1,370,000	\$1,316,250	New Listings	18,194	22,027
Median SP/LP Ratio	99.02%	98.43%	Total Sold	18,241	18,723
Total Sales Ratio	32.17%	25.44%	Median Days on Market	20	26
Median Price per Sq. Ft.	\$400	\$418	Average Home Size	3,222	3,203

Median prices represent properties priced above respective city benchmark prices.



SINGLE-FAMILY HOMES MARKET SUMMARY | AUGUST 2024

- Official Market Type: **Seller's Market** with a **25.44% Sales Ratio**.¹
- Homes are selling for an average of **98.43% of list price**.
- The median luxury threshold² price is **\$912,500**, and the median luxury home sales price is **\$1,316,250**.
- Markets with the Highest Median Sales Price: **Telluride** (\$5,442,500), **Paradise Valley** (\$5,125,000), **Vail** (\$4,423,000), and **Los Angeles Beach Cities** (\$4,145,000).
- Markets with the Highest Sales Ratio: **Cleveland Suburbs** (115.2%), **Howard County, MD** (101.4%), **Central Connecticut** (85.8%), and **Westchester County** (80.6%).

¹Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. 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 2023 | August 2024

ATTACHED HOMES

	August 2023	August 2024		August 2023	August 2024
Median List Price	\$989,000	\$949,800	Total Inventory	17,390	23,086
Median Sale Price	\$895,350	\$925,000	New Listings	5,831	6,553
Median SP/LP Ratio	99.17%	98.66%	Total Sold	4,765	4,564
Total Sales Ratio	27.40%	19.77%	Median Days on Market	21	27
Median Price per Sq. Ft.	\$477	\$500	Average Home Size	1,934	1,912

Median prices represent properties priced above respective city benchmark prices.



ATTACHED HOMES MARKET SUMMARY | AUGUST 2024

- Official Market Type: **Balanced Market** with a **19.77% Sales Ratio**.¹
- Attached homes are selling for an average of **98.66% of list price**.
- The median luxury threshold² price is **\$700,000**, and the median attached luxury sale price is **\$925,000**.
- Markets with the Highest Median Sales Price: **Vail** (\$3,225,000), **Telluride** (\$2,950,000), **San Francisco** (\$2,624,000), and **Maui** (\$2,500,000).
- Markets with the Highest Sales Ratio: **Fairfax County, VA** (119.5%), **Arlington & Alexandria** (112.1%), **Anne Arundel County** (101.4%), and **Howard County** (94.3%).

¹Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. 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 -

State	Market Name	SINGLE FAMILY HOMES					ATTACHED HOMES				
		List Price	Sold Price	DOM	Ratio	Market	List Price	Sold Price	DOM	Ratio	Market
AB	Calgary	\$1,099,000	\$970,000	19	37.7%	Seller's	\$775,000	\$720,085	27	26.1%	Seller's
AZ	Chandler and Gilbert	\$1,150,000	\$974,660	52	24.2%	Seller's	-	-	-	-	-
AZ	Flagstaff	\$1,450,000	\$1,600,000	78	29.3%	Seller's	-	-	-	-	-
AZ	Fountain Hills	\$2,700,000	\$2,142,213	132	21.7%	Seller's	\$719,000	\$595,000	140	28.6%	Seller's
AZ	Mesa	\$849,950	\$800,000	38	24.8%	Seller's	-	-	-	-	-
AZ	Paradise Valley	\$5,794,245	\$5,125,000	116	15.4%	Balanced	-	-	-	-	-
AZ	Phoenix	\$850,000	\$820,000	54	26.0%	Seller's	-	-	-	-	-
AZ	Scottsdale	\$2,000,000	\$1,625,000	72	19.9%	Balanced	\$897,000	\$822,500	78	19.4%	Balanced
AZ	Tucson	\$699,000	\$650,000	25	21.3%	Seller's	-	-	-	-	-
BC	Okanagan Valley	\$1,794,200	\$1,680,000	59	4.1%	Buyer's	-	-	-	-	-
BC	Vancouver	\$4,198,000	\$3,280,000	33	3.3%	Buyer's	\$1,898,000	\$1,670,000	25	5.8%	Buyer's
BC	Whistler	\$5,500,000	\$3,100,000	93	1.1%	Buyer's	\$2,550,000	\$1,935,000	60	7.2%	Buyer's
CA	Central Coast	\$3,000,000	\$2,290,000	23	20.7%	Balanced	\$1,242,500	\$1,200,000	19	27.0%	Seller's
CA	East Bay	\$2,198,500	\$1,960,000	13	75.1%	Seller's	\$1,081,400	\$1,127,500	14	68.0%	Seller's
CA	Greater Palm Springs	\$1,749,000	\$1,585,000	49	16.5%	Balanced	-	-	-	-	-
CA	Lake Tahoe	\$2,295,000	\$2,040,000	35	23.8%	Seller's	\$1,446,500	\$1,274,500	75	20.8%	Balanced
CA	Los Angeles Beach Cities	\$5,500,000	\$4,145,000	29	11.5%	Buyer's	\$1,895,000	\$1,657,500	21	31.3%	Seller's
CA	Los Angeles City	\$4,595,000	\$3,500,000	34	13.1%	Balanced	\$1,695,000	\$1,370,000	27	21.1%	Seller's
CA	Los Angeles The Valley	\$2,399,000	\$2,002,550	36	24.4%	Seller's	\$799,000	\$799,500	28	49.2%	Seller's
CA	Marin County	\$3,900,000	\$2,795,000	47	20.4%	Balanced	\$1,087,500	\$1,615,000	42	35.0%	Seller's
CA	Napa County	\$3,250,000	\$1,925,000	56	6.1%	Buyer's	-	-	-	-	-
CA	Orange County	\$2,980,000	\$2,225,000	24	32.6%	Seller's	\$1,298,000	\$1,166,000	18	45.8%	Seller's
CA	Placer County	\$1,199,000	\$1,050,000	20	30.5%	Seller's	-	-	-	-	-
CA	Sacramento	\$952,500	\$899,990	16	40.8%	Seller's	-	-	-	-	-
CA	San Diego	\$2,299,000	\$1,870,000	12	33.4%	Seller's	\$1,199,500	\$1,025,000	18	36.1%	Seller's
CA	San Francisco	\$4,447,000	\$3,247,500	14	48.1%	Seller's	\$2,850,000	\$2,624,000	44	20.7%	Balanced
CA	San Luis Obispo County	\$1,895,000	\$1,405,000	37	30.5%	Seller's	-	-	-	-	-
CA	Silicon Valley	\$4,499,000	\$3,365,000	9	64.4%	Seller's	\$1,686,500	\$1,675,000	12	59.0%	Seller's
CA	Sonoma County	\$2,445,000	\$1,800,000	47	14.9%	Balanced	\$762,490	\$1,275,000	51	33.3%	Seller's
CA	Ventura County	\$2,275,000	\$1,760,000	45	24.5%	Seller's	\$799,000	\$795,000	47	43.9%	Seller's
CO	Boulder	\$1,992,000	\$1,530,000	58	18.7%	Balanced	\$840,000	\$785,000	62	14.5%	Balanced
CO	Colorado Springs	\$945,000	\$915,000	19	23.7%	Seller's	\$575,000	\$575,000	36	29.8%	Seller's
CO	Denver	\$1,545,000	\$1,374,900	24	27.6%	Seller's	\$840,000	\$813,500	21	19.7%	Balanced
CO	Douglas County	\$1,250,000	\$1,200,000	27	19.8%	Balanced	\$591,245	\$589,950	36	20.4%	Balanced
CO	Summit County	\$2,825,000	\$2,266,000	25	8.8%	Buyer's	\$1,287,000	\$1,190,000	27	20.5%	Balanced
CO	Telluride	\$5,575,000	\$5,442,500	196	11.7%	Buyer's	\$3,295,000	\$2,950,000	100	10.4%	Buyer's
CO	Vail	\$6,925,000	\$4,423,000	41	14.4%	Balanced	\$3,460,000	\$3,225,000	32	25.6%	Seller's
CT	Central Connecticut	\$699,900	\$605,000	5	85.8%	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 -

State	Market Name	SINGLE FAMILY HOMES					ATTACHED HOMES				
		List Price	Sold Price	DOM	Ratio	Market	List Price	Sold Price	DOM	Ratio	Market
CT	Coastal Connecticut	\$2,195,000	\$1,701,000	16	46.4%	Seller's	\$1,250,000	\$734,995	17	52.8%	Seller's
DC	Washington D.C.	\$3,997,450	\$2,975,000	71	27.6%	Seller's	\$1,800,000	\$1,700,000	17	26.1%	Seller's
DE	Sussex County Coastal	\$1,499,900	\$1,295,000	9	25.0%	Seller's	\$985,000	\$967,000	11	39.0%	Seller's
FL	Boca Raton/Delray Beach	\$2,579,500	\$1,920,000	45	16.5%	Balanced	\$925,000	\$824,900	27	14.1%	Balanced
FL	Brevard County	\$825,000	\$765,000	29	22.8%	Seller's	\$740,000	\$708,000	59	8.9%	Buyer's
FL	Broward County	\$1,695,000	\$1,487,500	45	10.5%	Buyer's	\$689,000	\$582,500	64	7.2%	Buyer's
FL	Coastal Pinellas County	\$2,250,000	\$2,212,500	76	18.0%	Balanced	\$1,225,000	\$1,137,500	41	13.6%	Balanced
FL	Ft. Lauderdale	\$5,925,000	\$3,437,500	81	8.0%	Buyer's	\$2,499,000	\$2,500,000	122	4.3%	Buyer's
FL	Jacksonville Beaches	\$1,295,000	\$1,215,000	19	18.5%	Balanced	\$895,000	\$1,035,000	9	8.2%	Buyer's
FL	Lee County	\$1,449,000	\$1,250,000	74	8.1%	Buyer's	\$899,000	\$800,000	95	8.0%	Buyer's
FL	Marco Island	\$2,947,500	\$2,075,000	22	10.9%	Buyer's	\$1,698,000	\$1,397,500	79	9.9%	Buyer's
FL	Miami	\$1,825,000	\$1,410,000	40	10.7%	Buyer's	\$1,450,000	\$1,178,750	101	5.3%	Buyer's
FL	Naples	\$5,349,000	\$3,656,663	89	5.6%	Buyer's	\$2,433,500	\$2,250,000	87	10.7%	Buyer's
FL	Orlando	\$1,249,000	\$1,150,000	28	16.6%	Balanced	\$569,000	\$572,500	12	15.2%	Balanced
FL	Palm Beach Towns	\$4,015,000	\$4,037,500	78	6.8%	Buyer's	\$1,950,000	\$1,500,000	27	6.5%	Buyer's
FL	Sarasota & Beaches	\$2,550,000	\$1,677,500	125	9.6%	Buyer's	\$1,649,500	\$1,345,000	32	8.5%	Buyer's
FL	South Pinellas County	\$1,373,500	\$1,407,500	51	18.4%	Balanced	\$1,000,000	\$990,600	18	16.4%	Balanced
FL	South Walton	\$2,695,000	\$2,237,771	56	6.9%	Buyer's	\$1,295,000	\$1,272,500	84	8.7%	Buyer's
FL	Tampa	\$740,000	\$685,000	22	25.3%	Seller's	\$825,500	\$755,000	41	15.3%	Balanced
GA	Atlanta	\$1,549,999	\$1,156,500	11	26.0%	Seller's	\$700,000	\$646,250	20	15.1%	Balanced
GA	Duluth	\$1,424,000	\$1,400,000	14	19.0%	Balanced	-	-	-	-	-
HI	Island of Hawaii	\$1,995,000	\$1,575,000	40	15.3%	Balanced	\$1,697,500	\$1,145,000	35	11.3%	Buyer's
HI	Kauai	\$2,977,500	\$1,900,000	20	19.2%	Balanced	\$1,399,000	\$997,000	9	9.2%	Buyer's
HI	Maui	\$3,490,000	\$2,160,000	141	9.1%	Buyer's	\$1,895,000	\$2,500,000	175	11.8%	Buyer's
HI	Oahu	\$2,899,500	\$2,775,000	25	16.4%	Balanced	\$1,149,000	\$988,000	29	15.3%	Balanced
IA	Greater Des Moines	\$669,900	\$650,000	28	16.6%	Balanced	-	-	-	-	-
ID	Ada County	\$800,000	\$735,000	18	31.9%	Seller's	\$649,900	\$630,000	36	20.5%	Balanced
ID	Northern Idaho	\$1,725,000	\$1,662,500	74	7.3%	Buyer's	-	-	-	-	-
IL	Chicago	\$1,649,000	\$1,382,500	13	54.8%	Seller's	\$1,200,000	\$959,950	26	26.9%	Seller's
IL	DuPage County	\$1,271,000	\$935,000	9	51.4%	Seller's	\$725,000	\$650,000	7	57.1%	Seller's
IL	Lake County	\$1,259,000	\$970,000	12	39.9%	Seller's	-	-	-	-	-
IL	Will County	\$656,950	\$633,500	11	50.0%	Seller's	-	-	-	-	-
IN	Hamilton County	\$825,000	\$745,900	13	47.1%	Seller's	-	-	-	-	-
KS	Johnson County	\$816,199	\$805,000	8	30.2%	Seller's	\$639,000	\$645,000	38	31.7%	Seller's
MA	Cape Cod	\$2,495,000	\$1,775,000	31	13.7%	Balanced	\$979,450	\$865,000	43	20.3%	Balanced
MA	Greater Boston	\$3,395,000	\$2,612,500	22	32.1%	Seller's	\$2,496,500	\$1,999,000	33	18.1%	Balanced
MA	South Shore	\$1,757,500	\$1,350,000	19	41.7%	Seller's	\$949,900	\$838,500	25	38.5%	Seller's
MD	Anne Arundel County	\$1,050,000	\$930,000	8	51.9%	Seller's	\$589,375	\$565,000	5	101.4%	Seller's

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

- LUXURY MONTHLY MARKET REVIEW -

State	Market Name	SINGLE FAMILY HOMES					ATTACHED HOMES				
		List Price	Sold Price	DOM	Ratio	Market	List Price	Sold Price	DOM	Ratio	Market
MD	Baltimore City	\$950,000	\$840,000	6	52.6%	Seller's	\$659,945	\$659,900	40	37.3%	Seller's
MD	Baltimore County	\$957,500	\$990,000	14	33.1%	Seller's	\$601,690	\$570,000	4	41.7%	Seller's
MD	Frederick County	\$985,000	\$908,000	10	47.7%	Seller's	-	-	-	-	-
MD	Howard County	\$1,307,500	\$1,055,000	5	101.4%	Seller's	\$614,900	\$585,333	7	94.3%	Seller's
MD	Montgomery County	\$2,058,998	\$1,585,000	7	58.7%	Seller's	\$749,450	\$761,083	6	74.5%	Seller's
MD	Talbot County	\$2,189,000	\$1,200,000	28	19.6%	Balanced	-	-	-	-	-
MD	Worcester County	\$857,305	\$825,000	30	30.9%	Seller's	\$677,000	\$579,900	24	21.3%	Seller's
MI	Grand Traverse	\$1,200,000	\$839,505	44	18.6%	Balanced	-	-	-	-	-
MI	Livingston County	\$688,000	\$671,000	9	32.6%	Seller's	-	-	-	-	-
MI	Monroe County	\$774,999	\$625,000	5	17.2%	Balanced	-	-	-	-	-
MI	Oakland County	\$799,900	\$673,000	11	39.7%	Seller's	\$625,000	\$640,000	19	25.9%	Seller's
MI	Washtenaw County	\$889,000	\$800,000	36	34.5%	Seller's	\$659,775	\$620,000	26	18.3%	Balanced
MI	Wayne County	\$709,000	\$647,500	11	42.3%	Seller's	\$699,000	\$547,000	11	16.4%	Balanced
MN	Olmsted County	\$899,450	\$812,950	26	15.5%	Balanced	-	-	-	-	-
MN	Twin Cities	\$1,250,000	\$1,040,000	21	30.4%	Seller's	-	-	-	-	-
MO	Kansas City	\$720,958	\$675,000	9	34.1%	Seller's	-	-	-	-	-
MO	St. Louis	\$744,000	\$767,500	7	75.2%	Seller's	-	-	-	-	-
NC	Asheville	\$1,030,000	\$942,500	22	24.5%	Seller's	\$715,000	\$650,000	20	19.3%	Balanced
NC	Charlotte	\$1,162,450	\$935,000	8	41.2%	Seller's	\$640,000	\$642,600	22	31.7%	Seller's
NC	Lake Norman	\$1,300,000	\$1,100,000	15	37.3%	Seller's	\$589,900	\$570,600	70	14.8%	Balanced
NC	Raleigh-Durham	\$1,189,000	\$980,000	6	36.1%	Seller's	-	-	-	-	-
NH	Rockingham County	\$1,595,000	\$1,362,500	11	51.9%	Seller's	\$889,900	\$879,900	20	32.4%	Seller's
NJ	Bergen County	\$2,499,000	\$1,800,000	21	36.1%	Seller's	\$1,250,000	\$1,173,648	22	46.7%	Seller's
NJ	Ocean County	\$992,500	\$870,000	21	25.5%	Seller's	\$930,000	\$735,000	33	19.6%	Balanced
NM	Taos	\$1,305,000	\$900,000	68	7.8%	Buyer's	-	-	-	-	-
NV	Lake Tahoe	\$3,194,000	\$2,195,000	76	13.7%	Balanced	\$1,212,500	\$1,230,000	75	14.3%	Balanced
NV	Las Vegas	\$1,798,500	\$1,300,000	23	15.7%	Balanced	-	-	-	-	-
NV	Reno	\$1,895,000	\$1,765,368	51	14.0%	Balanced	-	-	-	-	-
NY	Dutchess & Putnam Counties	\$1,000,000	\$875,000	33	21.7%	Seller's	-	-	-	-	-
NY	Manhattan	-	-	-	-	-	-	-	-	-	-
NY	Nassau County	\$1,847,495	\$1,640,000	25	26.2%	Seller's	\$1,525,000	\$1,530,000	18	37.3%	Seller's
NY	Rockland, Orange, & Ulster	\$1,200,000	\$980,000	32	17.9%	Balanced	-	-	-	-	-
NY	Staten Island	\$1,294,500	\$1,120,000	48	20.7%	Balanced	\$635,000	\$637,500	41	32.1%	Seller's
NY	Suffolk County	\$1,900,000	\$1,250,000	32	21.1%	Seller's	\$749,995	\$635,000	22	57.1%	Seller's
NY	Westchester County	\$2,212,500	\$1,700,000	16	80.6%	Seller's	-	-	-	-	-
OH	Cincinnati	\$875,000	\$725,000	5	35.3%	Seller's	-	-	-	-	-
OH	Cleveland Suburbs	\$724,000	\$650,000	22	115.2%	Seller's	-	-	-	-	-
OH	Columbus	\$829,900	\$750,000	7	41.0%	Seller's	\$713,863	\$632,400	30	25.8%	Seller's

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- LUXURY MONTHLY MARKET REVIEW -

State	Market Name	SINGLE FAMILY HOMES					ATTACHED HOMES				
		List Price	Sold Price	DOM	Ratio	Market	List Price	Sold Price	DOM	Ratio	Market
ON	GTA - Durham	\$1,776,400	\$1,540,000	21	13.4%	Balanced	\$837,000	\$1,105,000	46	4.8%	Buyer's
ON	GTA - York	\$2,438,000	\$1,900,000	23	15.5%	Balanced	\$799,900	\$748,000	28	16.1%	Balanced
ON	Hamilton	\$1,799,900	\$1,695,000	51	9.5%	Buyer's	\$949,900	\$950,000	25	14.3%	Balanced
ON	Mississauga	\$2,898,889	\$2,662,500	50	10.2%	Buyer's	\$949,800	\$925,000	21	12.0%	Buyer's
ON	Oakville	\$2,849,000	\$2,815,000	44	12.2%	Balanced	\$1,299,900	\$1,077,500	24	27.0%	Seller's
ON	Toronto	\$3,854,000	\$3,278,750	42	13.1%	Balanced	\$1,199,999	\$1,116,000	33	8.8%	Buyer's
ON	Waterloo Region	\$1,350,000	\$1,258,500	23	21.1%	Seller's	\$765,375	\$730,000	31	10.0%	Buyer's
OR	Portland	\$1,296,000	\$1,108,018	16	24.2%	Seller's	\$697,000	\$608,330	18	16.2%	Balanced
SC	Charleston	\$1,795,000	\$1,445,000	26	26.5%	Seller's	\$1,274,000	\$950,000	17	25.8%	Seller's
SC	Hilton Head	\$1,782,000	\$1,562,000	34	25.5%	Seller's	\$1,049,500	\$1,032,500	34	12.0%	Balanced
TN	Greater Chattanooga	\$900,000	\$887,500	14	17.5%	Balanced	-	-	-	-	-
TN	Knoxville	\$939,925	\$951,600	9	26.8%	Seller's	-	-	-	-	-
TN	Nashville	\$1,650,000	\$1,400,000	23	22.2%	Seller's	\$739,025	\$653,718	16	15.9%	Balanced
TX	Austin	\$2,250,000	\$1,820,000	51	13.3%	Balanced	\$1,199,500	\$986,495	117	5.5%	Buyer's
TX	Collin County	\$735,000	\$696,000	33	26.3%	Seller's	-	-	-	-	-
TX	Dallas	\$1,250,000	\$1,075,001	29	25.0%	Seller's	\$669,450	\$680,000	23	13.2%	Balanced
TX	Denton County	\$799,990	\$785,000	29	25.8%	Seller's	-	-	-	-	-
TX	El Paso	\$668,950	\$649,000	15	11.5%	Buyer's	-	-	-	-	-
TX	Fort Worth	\$875,000	\$825,000	27	26.1%	Seller's	-	-	-	-	-
TX	Greater Tyler	\$717,250	\$590,000	24	11.0%	Buyer's	-	-	-	-	-
TX	Houston	\$975,000	\$975,000	31	20.2%	Balanced	\$622,000	\$610,000	28	17.9%	Balanced
TX	Lubbock	\$719,000	\$622,450	72	19.5%	Balanced	-	-	-	-	-
TX	San Angelo	\$674,900	\$605,000	79	8.9%	Buyer's	-	-	-	-	-
TX	San Antonio	\$799,000	\$715,000	40	15.6%	Balanced	\$685,000	\$660,000	41	1.5%	Buyer's
TX	Tarrant County	\$866,740	\$799,940	29	25.1%	Seller's	-	-	-	-	-
TX	The Woodlands & Spring	\$825,000	\$815,000	29	29.2%	Seller's	-	-	-	-	-
UT	Park City	\$4,500,000	\$3,004,250	33	14.8%	Balanced	\$2,087,500	\$2,150,000	30	23.9%	Seller's
UT	Salt Lake City	\$1,200,000	\$1,065,000	36	20.7%	Balanced	\$599,500	\$574,900	23	26.3%	Seller's
UT	Washington County	\$1,484,000	\$1,332,500	50	11.8%	Buyer's	-	-	-	-	-
VA	Arlington & Alexandria	\$2,295,000	\$2,127,500	8	35.3%	Seller's	\$1,187,000	\$990,000	10	112.1%	Seller's
VA	Fairfax County	\$2,396,500	\$1,500,000	9	46.1%	Seller's	\$794,900	\$710,000	7	119.5%	Seller's
VA	McLean & Vienna	\$2,995,000	\$2,137,500	18	28.4%	Seller's	\$1,197,000	\$1,153,000	7	53.3%	Seller's
VA	Richmond	\$812,500	\$788,000	9	42.8%	Seller's	\$581,915	\$570,580	19	34.5%	Seller's
VA	Smith Mountain Lake	\$1,544,500	\$1,025,000	56	35.7%	Seller's	-	-	-	-	-
WA	King County	\$1,999,998	\$1,727,500	6	54.6%	Seller's	\$1,295,000	\$1,097,500	13	25.8%	Seller's
WA	Seattle	\$1,995,000	\$1,742,500	7	36.9%	Seller's	1469000	1350000	21	16.6%	Balanced
WA	Spokane	\$1,125,000	\$1,034,000	26	18.9%	Balanced	-	-	-	-	-

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