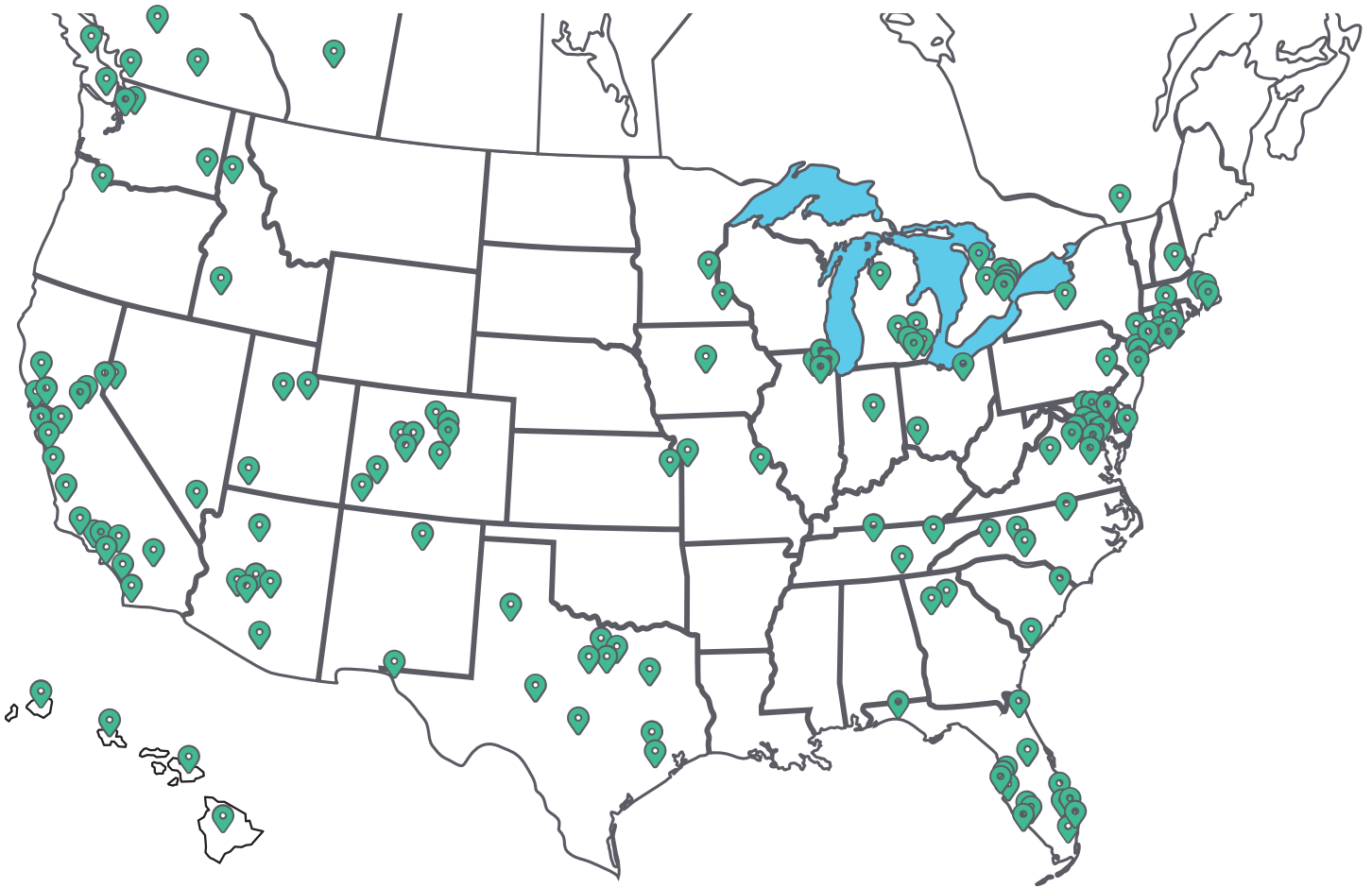




LUXURY MARKET REPORT  
2024 IN REVIEW

INSTITUTE *for*  
LUXURY HOME  
MARKETING®  
by Colibri Real Estate

# THIS IS YOUR LUXURY MARKET REPORT



MAP OF LUXURY RESIDENTIAL MARKETS

## KEY TERMS IN THIS REPORT

**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.



# THE LUXURY MARKET REPORT

The Institute's **2024 Luxury Market Year in Review** gives insights into how the luxury market has performed during the year, along with reviewing the many opportunities that exist in this unique niche.


This resource will provide you with statistics and analysis for luxury single-family and attached homes for the past year, new preferences among the affluent, and interesting new trends, niche markets, as well as sources of potential opportunities in 2025!

Learn how to leverage data like this, along with many other successful techniques for breaking into the luxury market by registering for one of The Institute's Luxury Home Marketing training courses:

[LuxuryHomeMarketing.com/training](https://LuxuryHomeMarketing.com/training)



*The Institute for Luxury Home Marketing*  
*Home of the CLHMS™*



**"The luxury real estate market in 2024 demonstrated remarkable resilience and adaptability in the face of economic uncertainty, fluctuating interest rates, and evolving buyer demands."**



# NORTH AMERICAN LUXURY REVIEW

**Welcome to 2025: In this review, we will break down the key events, trends, and insights from 2024, concluding with an outlook for the North American luxury real estate market in 2025.**

The luxury real estate market in 2024 was marked by a series of transformative trends, with key developments shaping the high-end housing sector throughout the year.

After a challenging 2023 characterized by limited transactions and stagnation, the luxury market made a remarkable resurgence. The year saw a notable recovery, driven by factors such as economic stabilization, a rise in inventory levels, and the return of affluent buyers with renewed confidence.

## **First Quarter 2024: Resurgence and Optimism**

The year began on a positive note, marking the start of a strong rebound, as single-family luxury homes led the way, with increased inventory and new listings compared to the previous year. This increase in available properties, coupled with rising demand, contributed to a steady rise in sales. Affluent buyers, who were less impacted by broader economic uncertainties, showed renewed interest in the market, particularly for high-value homes. The attached luxury market, while facing inventory challenges, still experienced steady price growth, signaling that well-appointed properties remained desirable.

February continued to build on this momentum, with a surge in both new inventory and sales activity. The evolving preferences of buyers, particularly younger affluent demographics such as millennials and “HENRYs” (High Earners, Not Yet Rich), had a significant influence on the market. These buyers increasingly prioritized technology-driven features and sustainable living solutions, reshaping the luxury housing landscape. The demand for move-in-ready homes with amenities aligned with their aspirational lifestyles gained traction.

The spring market saw even greater dynamism, with inventory levels continuing to climb. This

enabled buyers to explore a wider range of options, and sales showed month-over-month and year-over-year increases.

However, the variability in market conditions across regions became more evident, with some areas showing more buyer-friendly conditions while others were seller-dominated. Local insights and strategies became crucial, as trends varied significantly between different areas, property types, and price points.

## **Second Quarter 2024: Resilience Amid Economic Challenges**

The second quarter of 2024 witnessed continued resilience in the luxury real estate market. By April, both single-family and attached home sales had more than doubled compared to January, driven by a significant rise in inventory. The increase in new listings, combined with steady sales growth, reflected growing seller confidence. The luxury market's ability to maintain price stability, with sale-to-list ratios hovering around 99%, signaled a strong recovery.

Affluent buyers showed a growing preference for properties that aligned with their evolving lifestyle ideals, such as sustainability, cultural richness, and personalization. Luxury homes increasingly integrated eco-friendly materials, energy-efficient features, and innovative amenities, promoting social responsibility and wellness. This trend was particularly evident in the growing demand for secluded properties in prestigious locations, offering privacy, security, and expansive views.

By May, as economic challenges and high interest rates persisted, the luxury market showed remarkable adaptability. Despite these challenges, sales continued to rise, particularly in coastal areas, urban centers, and exclusive neighborhoods. Summer amenities like resort-style facilities, wellness centers, and multifunctional spaces became increasingly popular as buyers sought homes that reflected their values and provided a sanctuary from the pressures of modern life.

In June 2024, the luxury real estate market showed





signs of a slowdown. Sales volume decreased slightly, with single-family home sales declining by 1.68% and attached properties by 6.77%. This was accompanied by a moderate dip in new inventory levels. Despite these fluctuations, the market remained competitive, with stable prices and continued demand in high-end locations.

### **Third Quarter 2024: Inventory Shifts and Buyer Preferences**

The third quarter brought significant shifts in the luxury real estate market, with inventory growth and evolving buyer preferences taking center stage. A notable development was the unexpected turnaround in sales during July, following a dip in June. The market saw an 18.99% increase in single-family home sales and a 13.30% increase in attached properties, reflecting the importance of new inventory in driving market performance. The fluctuations in sales mirrored inventory changes, underscoring the market's responsiveness to fresh listings.

Affluent buyers became increasingly discerning, seeking homes that offered exclusivity, impeccable design, sustainability, and cutting-edge amenities. Customized properties with features like wine cellars, home theaters, and gyms gained popularity, reflecting the desire for homes that catered to personal tastes and modern needs. Location also played a key role, with buyers increasingly favoring suburban, rural, and resort areas over urban centers, driven by the desire for privacy, tranquility, and scenic views.

Despite a significant rise in inventory—30-35% higher than the previous year—luxury home prices remained stable, and in some cases, even increased. The competition for high-quality properties continued to drive price stability, especially in sought-after locations. Meanwhile, the luxury market's resilience was further supported by affluent buyers who often purchased homes in cash, making them less sensitive to fluctuating mortgage rates.

As mortgage rates saw a slight reduction during September, there was renewed interest among buyers considering financing options. However, many affluent buyers continued to rely on cash purchases, insulating the luxury market from broader interest rate trends affecting the general real estate market.





## **Fourth Quarter 2024: A Strong Finish and Positive Outlook**

The fourth quarter of 2024 concluded the year with a strong finish, driven by rising inventory, surging sales, and emerging buyer opportunities. October saw a 19.7% increase in inventory for single-family luxury homes and a 27.7% increase for attached properties, which, combined with a 21% surge in single-family home sales, presented new opportunities for buyers. Despite a slight month-over-month decline in inventory and new listings, the strong demand for high-end properties continued to fuel sales, indicating ongoing buyer enthusiasm in the luxury market.

November brought a slight seasonal slowdown as the holidays approached, but the market remained resilient, with year-over-year increases in sales across all segments. Both single-family and attached homes saw sales growth, with prices holding steady despite some fluctuations in specific segments. The continued rise in new listings further supported the market, providing more options for discerning buyers seeking luxury properties that aligned with modern trends.

December marked a strong finish to the year, with notable surges in high-value transactions in affluent markets such as Manhattan, Miami, and Palm Beach. The reduction in interest rates that began in September and continued into December played a key role in boosting buyer confidence, signaling a positive outlook for 2025. While some buyers continued to hold off in hopes of further rate reductions, many took advantage of the current market conditions, eager to secure desirable properties before spring competition increased.

### **Key Insights and Trends from 2024**

1. **Increased Inventory:** A significant rise in inventory levels throughout the year provided more options for buyers. This increase in available properties was a driving force behind the market's growth.
2. **Price Stability:** Despite growing inventory, prices remained relatively stable or even increased in highly desirable locations. This was largely due to continued demand for premium properties, particularly in sought-after regions.



3. **Shifting Buyer Demographics:** Younger affluent buyers, including millennials and HENRYs, became a more prominent force in the market. Their preferences for technology-driven features, sustainability, and personalized living spaces reshaped the luxury real estate landscape.
4. **Sustainability and Wellness:** Buyers sought properties with eco-friendly features and wellness amenities, such as home gyms and energy-efficient systems. This trend is expected to continue driving demand for sustainable luxury homes.
5. **Local Market Dynamics:** The variability in market conditions across regions underscored the importance of local insights. Some areas were heavily seller-driven, while others favored buyers, highlighting the need for tailored strategies.



## **Conclusion: A Year of Resilience and Adaptability**

The luxury real estate market in 2024 demonstrated remarkable resilience and adaptability in the face of economic uncertainty, fluctuating interest rates, and evolving buyer demands. Throughout the year, the market experienced rising inventory, increased sales, and stable prices, driven by the demand for exclusive, customized properties that align with affluent buyers' evolving lifestyles. The influence of technology, sustainability, and wellness on buyer preferences reshaped the luxury market, while regional dynamics and tailored strategies became crucial for both buyers and sellers navigating this complex landscape.

## **Outlook for 2025**

As we head into 2025, we expect to see a stronger market return for luxury real estate, especially if the economy, inflation and interest rates hold steady or improve.

As the luxury market moves into 2025, trends such as rising inventory, increased demand for sustainability, and a focus on lifestyle-driven properties are likely to persist. With interest rates trending downward and buyer confidence on the rise, the outlook for the luxury real estate sector remains positive, offering fresh opportunities for discerning buyers and investors.

1. **Demand Trends:** The luxury real estate market is expected to see continued growth fueled by high-net-worth buyers, particularly from sectors like tech, finance, and entrepreneurship. International demand will remain strong, with buyers from Asia, the Middle East, and Europe investing in stable markets like the U.S., Canada, and Western Europe. Properties offering unique amenities, sustainability features, and access to lifestyle experiences will remain highly sought after.
2. **Market Characteristics:** Suburban and secondary luxury markets will maintain appeal for

buyers seeking privacy and space, while limited inventory and robust demand will help stabilize pricing. Cash purchases will continue to dominate, with some buyers using creative financing strategies to secure high-end properties.

3. **Technological and Design Trends:** Smart home technology, AI integration, and sustainability features will become standard expectations. Buyers will favor energy-efficient designs, net-zero emissions homes, and properties certified for green building practices focused on environmental impacts such as fire and flooding. Exclusivity in architectural design and personalization will also be key differentiators.
4. **Geopolitical and Economic Factors:** Shifts in wealth and property taxes could influence buyer behavior, while luxury real estate will continue to serve as a hedge against inflation and a reliable asset class for global investors.
5. **Marketing and Sales Shifts:** The affluent will prioritize the need for global digital marketing strategies for their homes, that include virtual tours and immersive experiences to cater to international buyers. Equally recognizing that a personalized, relationship-driven sales approach will remain critical to success in this competitive market.

To succeed in this evolving market, staying informed about both macro and local trends will remain key to capitalizing on the opportunities that lie ahead. As always, we highly recommend working with a luxury property specialist during this unconventional market to ascertain what is truly happening in your local marketplace.

Navigating 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.

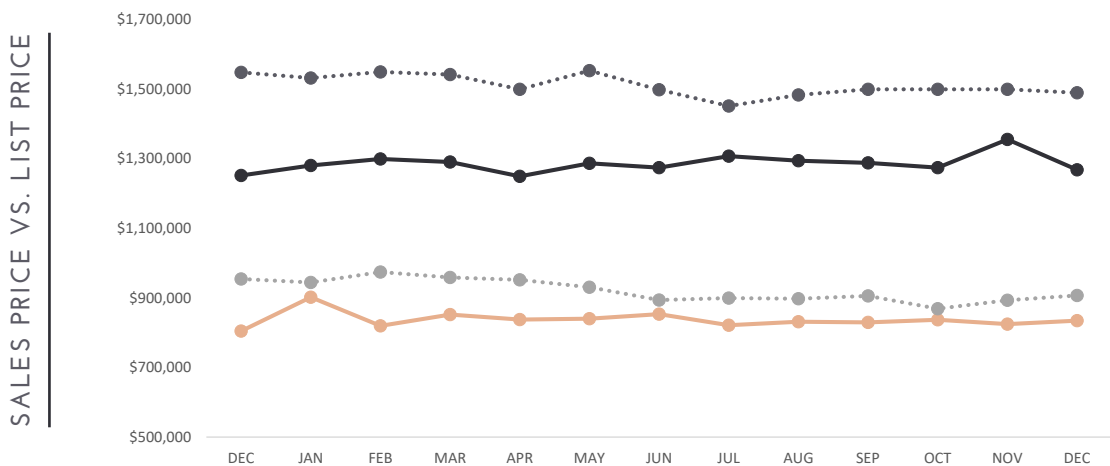
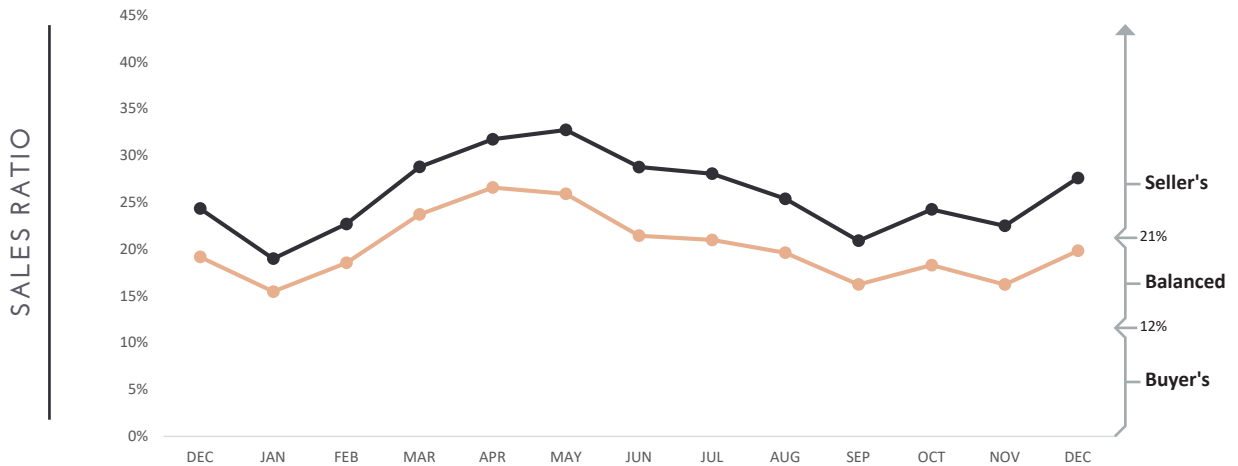
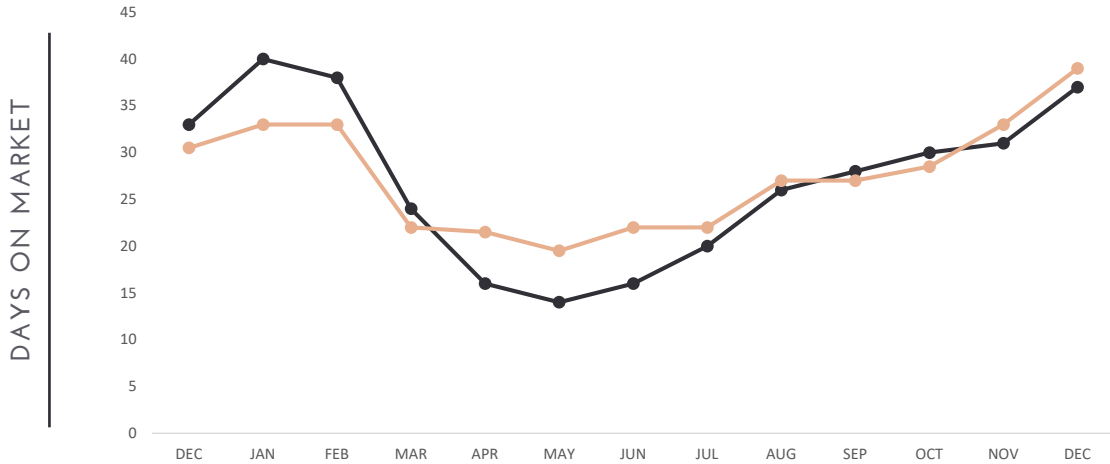


# - 2024 MARKET TRENDS -

## 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 MARKET REVIEW -

## A Review of Key Market Differences Year over Year

2023 | 2024

### SINGLE-FAMILY HOMES

	2023	2024		2023	2024
Average List Price	\$1,580,749	\$1,520,206	Average Monthly Inventory	47,954	60,594
Average Sale Price	\$1,294,646	\$1,293,551	Average Monthly Sales	13,740	15,846
Average SP/LP Ratio	98.72%	98.45%	Total Yearly Sold	164,878	190,151
Average Sales Ratio	28.51%	26.02%	Average Days on Market	23	27
Average Price per Sq. Ft.	\$393	\$404	Average Home Size	3,266	3,222

Average List Price, Sale Price, SP/LP Ratio, Sales Ratio, Price Per Square Foot, Days on Market, and Home Size are based on average monthly medians. Median prices represent properties priced above respective city benchmark prices.



### SINGLE-FAMILY HOMES MARKET SUMMARY | 2024

- Official Market Type: **Seller's Market** with a **26.02% Sales Ratio**.<sup>1</sup>
- Homes are selling for an average of **98.45% of list price**.
- The median luxury threshold<sup>2</sup> price is **\$900,000**, and the average median luxury home sales price in 2024 is **\$1,293,551**.
- Markets with the Highest Average Median Sales Price: **Telluride** (\$5,390,222), **Whistler** (\$4,743,125), **Los Angeles Beach Cities** (\$3,960,080), and **Naples** (\$3,889,722).
- Markets with the Highest Average Sales Ratio: **East Bay** (98.3%), **Howard County, MD** (84.4%), **Silicon Valley** (69.3%) and **St. Louis** (68.2%).

<sup>1</sup>Sales 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. <sup>2</sup>The luxury threshold price is set by The Institute for Luxury Home Marketing.

# - LUXURY MARKET REVIEW -

## A Review of Key Market Differences Year over Year

2023 | 2024

### ATTACHED HOMES

	2023	2024		2023	2024
Average List Price	\$956,146	\$925,642	Average Monthly Inventory	16,632	22,364
Average Sale Price	\$844,584	\$846,545	Average Monthly Sales	4,118	4,540
Average SP/LP Ratio	99.07%	98.87%	Total Yearly Sold	49,421	54,474
Average Sales Ratio	24.86%	20.26%	Average Days on Market	22	27
Average Price per Sq. Ft.	\$486	\$488	Average Home Size	1,919	1,914

Average List Price, Sale Price, SP/LP Ratio, Sales Ratio, Price Per Square Foot, Days on Market, and Home Size are based on average monthly medians. Median prices represent properties priced above respective city benchmark prices.



### ATTACHED HOMES MARKET SUMMARY | 2024

- Official Market Type: **Seller's Market** with a **20.26% Sales Ratio**.<sup>1</sup>
- Attached homes are selling for an average of **98.87% of list price**.
- The median luxury threshold<sup>2</sup> price is **\$675,000**, and the average median attached luxury sale price in 2024 is **\$846,545**.
- Markets with the Highest Median Sales Price: **Whistler** (\$2,470,167), **San Francisco** (\$2,378,167), **Naples** (\$2,326,353), and **Telluride** (\$2,239,091).
- Markets with the Highest Sales Ratio: **Fairfax County, VA** (126.1%), **Howard County, MD** (125.8%), **Anne Arundel County, MD** (109.7%) and **Arlington & Alexandria, VA** (93.9%).

<sup>1</sup>Sales 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. <sup>2</sup>The luxury threshold price is set by The Institute for Luxury Home Marketing.

# - 2024 LUXURY 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	\$1,121,475	\$949,773	17	51.8%	Seller's	\$809,601	\$690,757	21	38.2%	Seller's
AZ	Chandler and Gilbert	\$1,120,870	\$1,021,367	45	31.5%	Seller's	-	-	-	-	-
AZ	Flagstaff	\$1,517,396	\$1,418,583	81	23.3%	Seller's	-	-	-	-	-
AZ	Fountain Hills	\$2,649,124	\$2,499,955	62	12.5%	Balanced	\$701,554	\$779,841	65	30.0%	Seller's
AZ	Mesa	\$885,150	\$846,510	49	30.5%	Seller's	-	-	-	-	-
AZ	Paradise Valley	\$5,978,964	\$3,887,104	68	11.8%	Buyer's	-	-	-	-	-
AZ	Phoenix	\$886,031	\$826,937	48	30.3%	Seller's	-	-	-	-	-
AZ	Scottsdale	\$2,194,204	\$1,709,067	59	20.3%	Balanced	\$896,453	\$805,779	55	19.5%	Balanced
AZ	Tucson	\$711,089	\$659,647	23	24.1%	Seller's	-	-	-	-	-
BC	Okanagan Valley	\$1,784,704	\$1,550,667	64	4.1%	Buyer's	-	-	-	-	-
BC	Vancouver	\$4,188,608	\$3,309,750	25	5.5%	Buyer's	\$1,902,357	\$1,717,733	18	8.0%	Buyer's
BC	Whistler	\$5,511,583	\$4,743,125	79	1.3%	Buyer's	\$2,482,083	\$2,470,167	52	6.8%	Buyer's
CA	Central Coast	\$3,009,750	\$2,460,542	24	20.1%	Balanced	\$1,261,167	\$1,169,917	18	30.5%	Seller's
CA	East Bay	\$2,255,737	\$1,977,200	11	98.3%	Seller's	\$1,109,482	\$1,130,708	13	84.4%	Seller's
CA	Greater Palm Springs	\$1,881,233	\$1,704,750	41	18.3%	Balanced	-	-	-	-	-
CA	Lake Tahoe	\$2,554,787	\$1,851,513	46	19.0%	Balanced	\$1,490,700	\$1,457,958	68	15.6%	Balanced
CA	Los Angeles Beach Cities	\$5,802,958	\$3,960,080	31	15.4%	Balanced	\$1,927,117	\$1,680,350	27	28.6%	Seller's
CA	Los Angeles City	\$4,791,875	\$3,599,639	29	13.6%	Balanced	\$1,704,990	\$1,436,292	30	17.4%	Balanced
CA	Los Angeles The Valley	\$2,636,042	\$2,097,879	33	24.5%	Seller's	\$804,161	\$803,750	28	45.9%	Seller's
CA	Marin County	\$3,748,792	\$2,974,958	29	38.7%	Seller's	\$1,241,325	\$1,215,320	31	54.5%	Seller's
CA	Napa County	\$3,364,163	\$2,253,208	62	8.4%	Buyer's	-	-	-	-	-
CA	Orange County	\$3,205,287	\$2,186,105	23	38.1%	Seller's	\$1,313,049	\$1,156,724	21	57.6%	Seller's
CA	Placer County	\$1,206,622	\$1,066,328	21	31.9%	Seller's	-	-	-	-	-
CA	Sacramento	\$959,228	\$904,374	15	40.0%	Seller's	-	-	-	-	-
CA	San Diego	\$2,416,642	\$1,893,396	15	36.4%	Seller's	\$1,232,682	\$1,043,458	14	40.0%	Seller's
CA	San Francisco	\$4,771,375	\$3,548,792	15	47.8%	Seller's	\$2,976,792	\$2,378,167	27	19.8%	Balanced
CA	San Luis Obispo County	\$1,827,667	\$1,410,875	35	27.2%	Seller's	-	-	-	-	-
CA	Silicon Valley	\$4,412,792	\$3,404,333	8	69.3%	Seller's	\$1,700,322	\$1,642,762	11	60.3%	Seller's
CA	Sonoma County	\$2,457,288	\$1,792,211	46	16.1%	Balanced	\$765,893	\$845,171	31	27.8%	Seller's
CA	Ventura County	\$2,400,625	\$1,715,792	52	26.0%	Seller's	\$773,450	\$761,132	48	42.4%	Seller's
CO	Boulder	\$2,151,333	\$1,574,437	55	21.7%	Seller's	\$943,279	\$841,009	54	16.5%	Balanced
CO	Colorado Springs	\$943,776	\$874,294	31	25.1%	Seller's	\$573,347	\$596,649	23	25.0%	Seller's
CO	Denver	\$1,598,792	\$1,366,430	25	29.0%	Seller's	\$846,074	\$811,678	19	22.1%	Seller's
CO	Douglas County	\$1,279,759	\$1,148,049	32	25.7%	Seller's	\$590,260	\$580,991	27	32.9%	Seller's
CO	Summit County	\$3,045,542	\$2,416,588	48	13.8%	Balanced	\$1,232,333	\$1,252,443	39	17.2%	Balanced

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

# - 2024 LUXURY MARKET REVIEW -

State	Market Name	SINGLE FAMILY HOMES					ATTACHED HOMES				
		List Price	Sold Price	DOM	Ratio	Market	List Price	Sold Price	DOM	Ratio	Market
CO	Telluride	\$6,297,083	\$5,390,222	152	8.2%	Buyer's	\$2,968,333	\$2,239,091	105	9.1%	Buyer's
CT	Central Connecticut	\$704,529	\$626,760	12	59.2%	Seller's	-	-	-	-	-
CT	Coastal Connecticut	\$2,296,404	\$1,759,125	25	34.4%	Seller's	\$1,031,886	\$741,541	24	42.3%	Seller's
DC	Washington D.C.	\$4,115,408	\$2,975,521	35	26.8%	Seller's	\$1,837,606	\$1,600,131	15	23.1%	Seller's
DE	Sussex County	\$1,548,399	\$1,322,887	15	24.1%	Seller's	\$984,790	\$988,462	20	25.0%	Seller's
FL	Boca Raton/Delray Beach	\$2,727,249	\$2,032,385	57	14.6%	Balanced	\$964,812	\$805,278	45	13.4%	Balanced
FL	Brevard County	\$827,629	\$777,308	24	20.5%	Balanced	\$719,349	\$742,734	56	9.0%	Buyer's
FL	Broward County	\$1,724,125	\$1,472,915	54	11.7%	Buyer's	\$693,329	\$611,308	52	8.5%	Buyer's
FL	Coastal Pinellas County	\$2,139,600	\$1,942,884	57	12.0%	Balanced	\$1,218,367	\$1,189,025	54	12.9%	Balanced
FL	Ft. Lauderdale	\$5,536,083	\$3,633,042	116	6.1%	Buyer's	\$2,484,163	\$2,157,292	114	5.0%	Buyer's
FL	Jacksonville	\$823,085	\$816,372	29	25.5%	Seller's	\$602,276	\$629,658	56	20.8%	Balanced
FL	Jacksonville Beaches	\$1,263,276	\$1,229,870	27	20.0%	Balanced	\$942,371	\$1,055,083	31	16.0%	Balanced
FL	Lee County	\$1,422,617	\$1,285,167	55	8.8%	Buyer's	\$865,194	\$785,229	52	8.1%	Buyer's
FL	Marco Island	\$2,853,708	\$2,273,375	92	10.2%	Buyer's	\$1,699,375	\$1,713,667	71	9.8%	Buyer's
FL	Miami	\$1,958,537	\$1,434,750	59	10.2%	Buyer's	\$1,488,492	\$1,260,386	101	5.9%	Buyer's
FL	Naples	\$5,440,208	\$3,889,722	67	6.9%	Buyer's	\$2,393,292	\$2,326,353	63	10.4%	Buyer's
FL	Orlando	\$1,253,063	\$1,166,552	36	17.1%	Balanced	\$562,729	\$567,858	35	12.1%	Balanced
FL	Palm Beach Towns	\$4,430,208	\$2,834,107	79	8.6%	Buyer's	\$1,987,208	\$1,651,375	60	7.7%	Buyer's
FL	Sarasota & Beaches	\$2,566,791	\$1,868,146	67	10.3%	Buyer's	\$1,647,667	\$1,672,925	41	13.9%	Balanced
FL	South Pinellas County	\$1,412,196	\$1,281,449	41	16.1%	Balanced	\$1,013,246	\$1,013,385	42	14.4%	Balanced
FL	Tampa	\$748,112	\$711,200	28	25.2%	Seller's	\$864,429	\$772,056	38	18.4%	Balanced
GA	Atlanta	\$1,606,263	\$1,199,833	12	24.8%	Seller's	\$717,093	\$660,229	24	19.1%	Balanced
GA	Duluth	\$1,534,333	\$1,332,896	15	25.0%	Seller's	-	-	-	-	-
HI	Island of Hawaii	\$1,988,458	\$1,716,542	38	15.8%	Balanced	\$1,710,667	\$1,683,615	22	20.3%	Balanced
HI	Kauai	\$3,175,333	\$2,196,500	42	14.9%	Balanced	\$1,473,167	\$1,338,500	29	15.0%	Balanced
HI	Maui	\$3,523,208	\$2,151,051	107	10.4%	Buyer's	\$1,949,750	\$1,932,864	130	10.5%	Buyer's
HI	Oahu	\$2,978,133	\$2,340,625	20	15.1%	Balanced	\$1,191,000	\$953,615	30	14.5%	Balanced
IA	Greater Des Moines	\$662,766	\$630,113	31	17.5%	Balanced	-	-	-	-	-
ID	Ada County	\$801,886	\$750,976	17	39.1%	Seller's	\$650,074	\$608,616	24	26.7%	Seller's
ID	Northern Idaho	\$1,712,625	\$1,359,219	96	10.4%	Buyer's	-	-	-	-	-
IL	Chicago	\$1,705,135	\$1,311,251	18	44.6%	Seller's	\$1,228,783	\$953,933	35	24.5%	Seller's
IL	DuPage County	\$1,296,055	\$982,308	15	49.6%	Seller's	\$753,850	\$702,847	16	44.1%	Seller's
IL	Lake County	\$1,290,916	\$950,292	16	40.1%	Seller's	-	-	-	-	-
IL	Will County	\$695,717	\$653,582	18	47.9%	Seller's	-	-	-	-	-
IN	Hamilton County	\$800,127	\$769,347	8	41.9%	Seller's	-	-	-	-	-

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# - 2024 LUXURY MARKET REVIEW -

State	Market Name	SINGLE FAMILY HOMES					ATTACHED HOMES				
		List Price	Sold Price	DOM	Ratio	Market	List Price	Sold Price	DOM	Ratio	Market
KS	Johnson County	\$815,647	\$827,964	18	28.0%	Seller's	\$643,937	\$627,785	32	19.9%	Balanced
MA	Cape Cod	\$2,497,333	\$1,816,364	43	16.7%	Balanced	\$1,001,588	\$935,746	39	20.0%	Balanced
MA	Greater Boston	\$3,496,917	\$2,773,583	36	21.6%	Seller's	\$2,492,542	\$1,962,617	32	17.7%	Balanced
MA	South Shore	\$1,819,650	\$1,405,707	22	40.7%	Seller's	\$906,021	\$824,329	27	33.3%	Seller's
MD	Anne Arundel County	\$1,103,290	\$935,285	10	58.2%	Seller's	\$594,688	\$565,630	6	109.7%	Seller's
MD	Baltimore City	\$974,512	\$870,313	10	58.8%	Seller's	\$664,454	\$614,149	19	29.2%	Seller's
MD	Baltimore County	\$1,073,948	\$912,764	10	32.9%	Seller's	\$608,794	\$575,297	8	55.6%	Seller's
MD	Frederick County	\$940,762	\$875,424	10	38.2%	Seller's	-	-	-	-	-
MD	Howard County	\$1,253,080	\$1,059,693	6	84.4%	Seller's	\$641,963	\$625,380	6	125.8%	Seller's
MD	Montgomery County	\$2,105,155	\$1,599,604	10	57.4%	Seller's	\$815,830	\$762,560	8	83.9%	Seller's
MD	Talbot County	\$2,663,666	\$1,658,299	24	23.4%	Seller's	-	-	-	-	-
MD	Worcester County	\$930,451	\$891,667	22	20.6%	Balanced	\$659,559	\$624,429	33	22.6%	Seller's
MI	Grand Traverse	\$1,220,621	\$1,042,396	55	14.8%	Balanced	-	-	-	-	-
MI	Livingston County	\$733,312	\$681,958	22	30.2%	Seller's	-	-	-	-	-
MI	Monroe County	\$709,181	\$605,850	45	24.0%	Seller's	-	-	-	-	-
MI	Oakland County	\$829,088	\$662,531	12	40.9%	Seller's	\$652,355	\$607,392	17	31.9%	Seller's
MI	Washtenaw County	\$909,533	\$769,144	35	35.0%	Seller's	\$652,981	\$678,056	42	20.6%	Balanced
MI	Wayne County	\$734,637	\$635,646	11	47.7%	Seller's	\$699,055	\$610,083	24	16.7%	Balanced
MN	Olmsted County	\$892,554	\$798,801	44	16.8%	Balanced	-	-	-	-	-
MN	Twin Cities	\$1,264,279	\$1,041,772	23	23.3%	Seller's	-	-	-	-	-
MO	St. Louis	\$754,771	\$718,144	11	68.2%	Seller's	-	-	-	-	-
NC	Asheville	\$1,067,824	\$915,401	25	22.2%	Seller's	692815	659667	23	18.5%	Balanced
NC	Charlotte	\$1,218,483	\$964,125	9	46.7%	Seller's	\$640,534	\$636,712	24	31.8%	Seller's
NC	Lake Norman	\$1,311,153	\$1,060,817	18	33.0%	Seller's	\$583,915	\$608,456	37	31.8%	Seller's
NC	Raleigh-Durham	\$1,234,085	\$954,167	4	41.1%	Seller's	-	-	-	-	-
NH	Rockingham County	\$1,476,113	\$1,365,659	9	43.4%	Seller's	\$903,883	\$917,846	12	40.8%	Seller's
NJ	Ocean County	\$997,237	\$856,571	27	26.2%	Seller's	\$948,513	\$794,629	41	24.4%	Seller's
NM	Taos	\$1,310,500	\$1,046,926	94	8.4%	Buyer's	-	-	-	-	-
NV	Lake Tahoe	\$3,858,162	\$2,908,542	105	15.6%	Balanced	\$1,235,042	\$1,311,500	83	18.5%	Balanced
NV	Las Vegas	\$1,811,088	\$1,425,807	32	17.1%	Balanced	-	-	-	-	-
NV	Reno	\$2,182,958	\$1,633,832	75	17.7%	Balanced	-	-	-	-	-
NY	Staten Island	\$1,247,397	\$1,092,896	57	17.5%	Balanced	\$646,306	\$622,158	38	31.3%	Seller's
OH	Cincinnati	\$878,658	\$729,208	4	36.1%	Seller's	-	-	-	-	-
OH	Cleveland Suburbs	\$767,674	\$638,946	27	67.5%	Seller's	-	-	-	-	-
OH	Columbus	\$848,879	\$743,001	14	43.2%	Seller's	\$693,384	\$645,065	31	26.0%	Seller's

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# - 2024 LUXURY 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	\$1,786,591	\$1,549,563	18	17.3%	Balanced	\$841,328	\$851,075	22	24.3%	Seller's
ON	GTA - York	\$2,503,720	\$1,922,792	17	21.0%	Seller's	\$803,415	\$774,854	26	19.1%	Balanced
ON	Mississauga	\$2,985,416	\$2,624,829	27	10.5%	Buyer's	\$970,786	\$927,836	22	20.7%	Balanced
ON	Oakville	\$2,974,533	\$2,402,875	25	20.3%	Balanced	\$1,282,633	\$1,163,483	36	20.6%	Balanced
ON	Toronto	\$3,843,191	\$3,172,973	19	16.7%	Balanced	1234075	1125679	22	14.5%	Balanced
ON	Waterloo Region	\$1,424,349	\$1,277,783	23	24.3%	Seller's	\$778,408	\$756,183	25	16.9%	Balanced
OR	Portland	\$1,318,225	\$1,126,662	28	22.9%	Seller's	\$687,283	\$627,333	28	15.1%	Balanced
PA	Philadelphia	\$821,483	\$767,153	17	27.6%	Seller's	\$755,163	\$697,976	29	21.9%	Seller's
SC	Charleston	\$1,787,825	\$1,519,786	23	28.0%	Seller's	\$1,236,542	\$1,112,058	35	26.8%	Seller's
SC	Hilton Head	\$1,888,583	\$1,618,133	34	22.8%	Seller's	\$1,060,917	\$971,833	26	31.0%	Seller's
TN	Greater Chattanooga	\$923,183	\$910,708	15	17.4%	Balanced	-	-	-	-	-
TN	Nashville	\$1,742,909	\$1,404,927	14	24.9%	Seller's	\$733,109	\$692,542	22	16.2%	Balanced
TX	Austin	\$2,290,083	\$1,887,037	53	11.7%	Buyer's	\$1,184,208	\$1,020,770	63	8.3%	Buyer's
TX	Collin County	\$743,545	\$709,747	28	28.8%	Seller's	-	-	-	-	-
TX	Dallas	\$1,340,654	\$1,152,883	20	28.3%	Seller's	\$700,463	\$667,483	26	17.4%	Balanced
TX	Denton County	\$801,871	\$758,436	31	26.5%	Seller's	-	-	-	-	-
TX	El Paso	\$650,275	\$623,906	27	13.7%	Balanced	-	-	-	-	-
TX	Fort Worth	\$881,158	\$808,879	27	28.0%	Seller's	-	-	-	-	-
TX	Greater Tyler	\$699,729	\$633,944	43	11.7%	Buyer's	-	-	-	-	-
TX	Houston	\$980,770	\$910,890	31	23.9%	Seller's	\$626,584	\$603,970	29	21.7%	Seller's
TX	Lubbock	\$702,485	\$637,913	96	17.8%	Balanced	-	-	-	-	-
TX	San Antonio	\$801,098	\$752,212	53	16.5%	Balanced	\$690,075	\$766,303	79	3.2%	Buyer's
TX	Tarrant County	\$861,982	\$805,960	28	27.9%	Seller's	-	-	-	-	-
TX	The Woodlands & Spring	\$833,458	\$770,547	29	35.4%	Seller's	-	-	-	-	-
UT	Park City	\$4,562,583	\$3,580,293	65	14.4%	Balanced	\$2,203,538	\$1,973,081	40	25.9%	Seller's
UT	Salt Lake City	\$1,234,199	\$1,048,608	42	29.3%	Seller's	609661	580912	37	27.4%	Seller's
UT	Washington County	\$1,514,992	\$1,329,816	50	13.2%	Balanced	-	-	-	-	-
VA	Arlington & Alexandria	\$2,378,402	\$1,839,259	11	41.2%	Seller's	\$1,105,904	\$1,018,833	11	93.9%	Seller's
VA	Fairfax County	\$2,388,252	\$1,504,599	9	50.6%	Seller's	796343	716031	6	126.1%	Seller's
VA	McLean & Vienna	\$3,022,189	\$1,979,208	9	32.7%	Seller's	\$1,293,014	\$1,040,143	10	63.6%	Seller's
VA	Richmond	\$815,297	\$799,913	8	45.7%	Seller's	\$586,605	\$570,729	17	33.1%	Seller's
VA	Smith Mountain Lake	\$1,556,312	\$1,287,867	31	29.3%	Seller's	-	-	-	-	-
WA	King County	\$2,102,274	\$1,734,450	9	62.1%	Seller's	\$1,244,476	\$1,063,114	13	33.9%	Seller's
WA	Seattle	\$2,046,771	\$1,674,248	12	50.2%	Seller's	\$1,458,140	\$1,265,979	20	21.3%	Seller's
WA	Spokane	\$1,115,392	\$1,005,704	31	15.7%	Balanced	-	-	-	-	-

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