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LUXURY HOME
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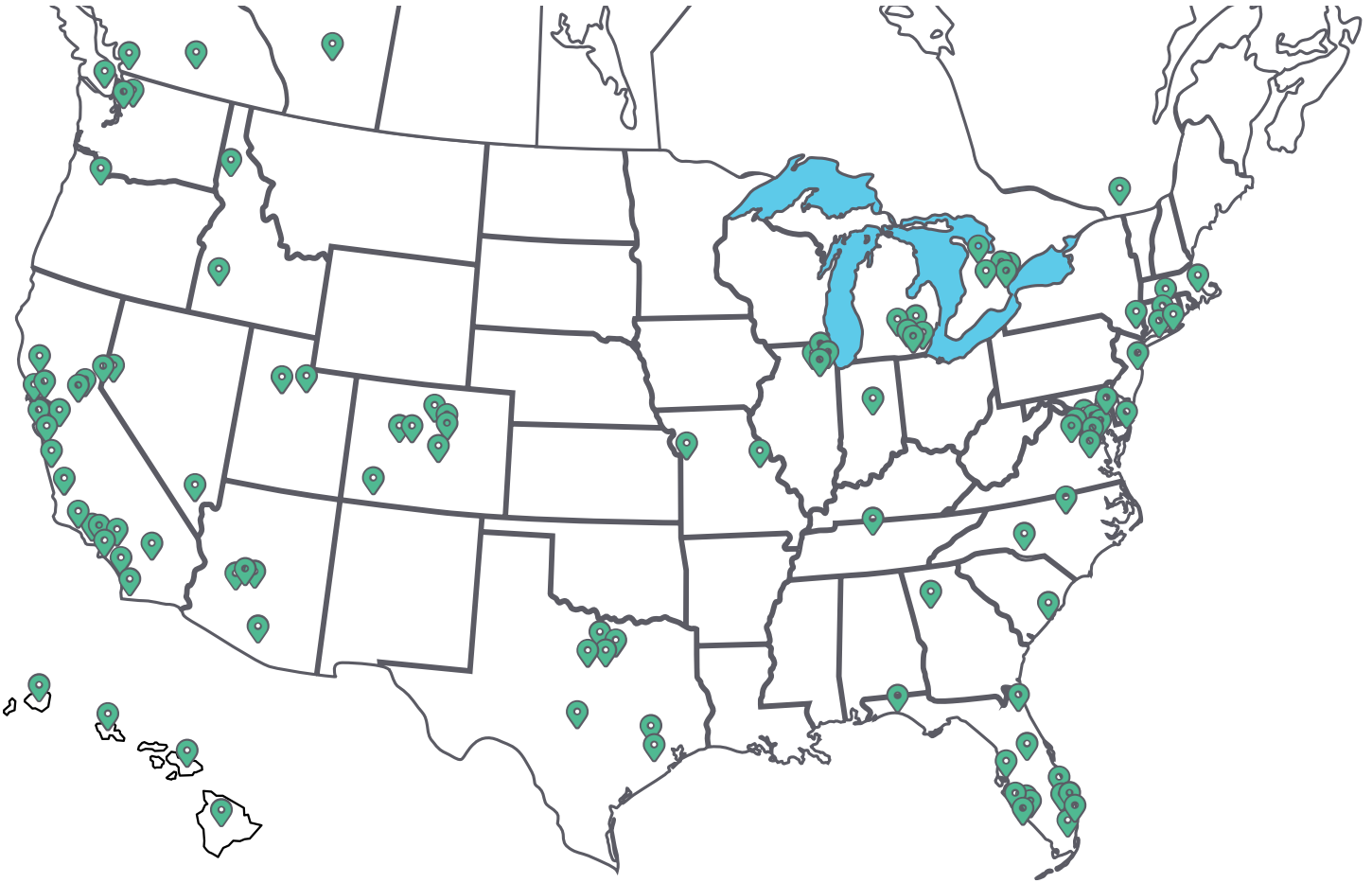
Home of the CLHMS™



LUXURY MARKET REPORT SEPTEMBER 2021

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 compiled by various sources, including local MLS boards, local tax records and Realtor.com. Data is deemed reliable to the best of our knowledge, but is not guaranteed.

- LUXURY REPORT EXPLAINED -

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

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

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

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

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

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

REPORT GLOSSARY

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

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

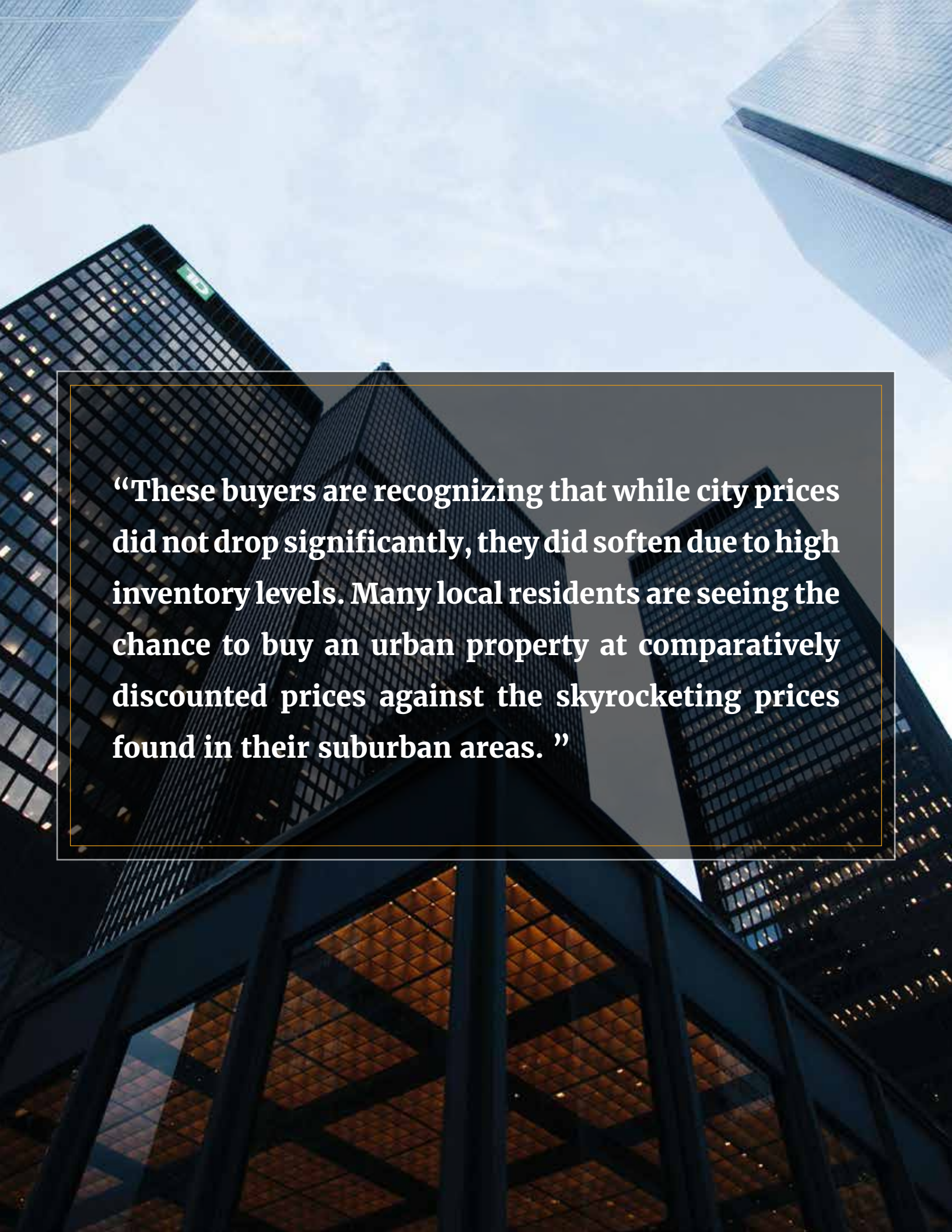
LUXURY BENCHMARK PRICE: The price point that marks the transition from traditional homes to luxury homes.

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

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

SALES RATIO: Sales Ratio defines market speed and determines whether the market currently favors buyers or sellers. Buyer's Market = up to 14%; Balanced Market = 15 to 20%; Seller's Market = 21% plus. If >100%, sales from previous month exceed current inventory.

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

A low-angle, upward-looking photograph of several modern skyscrapers against a bright, slightly cloudy sky. The buildings are dark with many windows, some of which are illuminated from within. The perspective creates a sense of height and scale. A semi-transparent dark grey rectangular box with a thin orange border is centered over the middle of the image, containing white text.

“These buyers are recognizing that while city prices did not drop significantly, they did soften due to high inventory levels. Many local residents are seeing the chance to buy an urban property at comparatively discounted prices against the skyrocketing prices found in their suburban areas. ”



NORTH AMERICAN LUXURY REVIEW

Future Trends Homeowners and Investors Should Consider

Over the last few months, the luxury real estate market has experienced the return of a more normal pace of doing business for those looking to buy and sell their homes. Initial trends also indicate a moderation in the levels of sales and price increases.

However, while the frenzy may have settled, it is important to note that prices are still trending upwards because an inventory shortage remains the dominating factor affecting current market dynamics.

During the previous 18 months, an extraordinary demand from buyers prioritizing single-family homes with large square footage, extra rooms, outdoor space, and privacy above all else, had been the dominant trend.

In the last 6 months, demand for attached properties, especially condos which stalled in 2020, started to see an uptick, as buyers realized that greater inventory levels and more reasonable pricing had opened the door of opportunity.

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

Return to Urban Living

An increasing numbers of buyers are starting to return to the larger metropolitan cities for multiple reasons, whether it's simply missing the lifestyle to looking for a potential investment opportunity.

These buyers are recognizing that while city prices did not drop significantly, they did soften due to high inventory levels. Many local residents are seeing the chance to buy an urban property at comparatively discounted prices against the skyrocketing prices found in their suburban areas.

This door may close soon, as also in the mix are foreign investors (now that travel restrictions are easing) and first-time buyers who are heading to urban markets looking for the opportunity to purchase a larger property at more affordable prices.

Experts are predicting that city markets may see stronger returns on investment than their suburban counterparts, which are already reporting a slowdown in the acceleration of their price increases.

Emerging City Neighborhoods

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

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

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

Opportunity in Compromise

In highly popular luxury markets with little to no inventory, compromise might be the only option. However, it could ultimately be the right one. Opting to purchase a condo or fixer-upper rather than a turnkey property may provide buyers other opportunities worth considering.

Firstly, less popular properties come without the added pressure of feeling desperate to purchase sight unseen or enter into a bidding war. Secondly, the longer a property is on the market the more likely the seller will be open to negotiation.

But more importantly, even for highly affluent buyers, getting a foothold in their preferred market despite the property not being ideal, allows them to keep up with price appreciation as well as giving them the advantage of purchasing the property they really want, once it comes on the market.

Home Field Advantage

Two of the pandemic's effects on the luxury real estate market have been the purchase of properties





sight unseen and multiple-offer situations. Unfortunately, this has created a negative trend; where desperate buyers have often felt the need to make extraordinary offers in order to secure the property, only to terminate the sale when the house proves not to meet their requirements.

While there are usually back-up offers, this still impacts the seller's timeline and budget, especially if they are already in negotiations for a new property that may be proving equally popular.

This can give a local buyer the home field advantage, especially if there is a multiple-offer situation. Sellers are recognizing that local residents not only know the surrounding community and where they want to live, but given their proximity will have had the time to view the property prior to making an offer.

A buyer who has seen the property in person and who is able to move quickly will almost always be more appealing to a seller.

New Priorities

In 2020 and early 2021, the priority was to purchase larger homes offering more space, privacy and safety – and the value on fulfilling these requirements often superseded the cost factor.

However as we enter into the latter part of 2021, and mainly as a result of the historic rise in property values over the last 12 months, many affluent are now starting to reprioritize their purchases with a keen eye on market stability and potential returns.

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

The answer may lie in the reviewing the sales data for the last 6 months, which reveals that luxury mid-sized homes ranging from 5,000 to 10,000 square feet are proving to be in the greatest demand. While people want extra space, they do not want to be overwhelmed. Equally land and privacy are still important, but as things return to normal the shift back to living closer to amenities and locations closer to work may become the main priority for some once more.

Time to Diversify

On the opposite side, the opportunity to work from home, or anywhere, will still play a significant part in the choices of the wealthy. Now that remote working is mainstream, there has been an increasing focus on investing in real estate that aligns with people's lifestyle choices.

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

Demand is predicted to drive more development in resort and vacation markets, so properties in a well-established second markets will only see an upward pressure on their values.

Growth of Cryptocurrency Buying

One of the hottest topics currently is the immense wealth being generated in the cryptocurrency market; despite its ups and downs!

As a result, there has been an increase in the number of sellers and developers who are making their properties available to crypto-buyers. For holders of cryptocurrency, looking to diversify their portfolio, real estate's stability and long-term growth potential is proving to be an asset of choice.

The volatility of cryptocurrency has long been its biggest challenge for those looking to divest funds out of this digital currency. Equally, how sales are handled using cryptocurrency have not been standardized in the real estate industry yet, so working closely with a broker and an attorney in the negotiation and preparation of the contract is of the utmost importance.

Ultimately as different options emerge, including borrowing against the value of crypto currency and the ability to do direct trades within this digital world, we can be assured that crypto-buyers who have generated immense wealth are going to have a major influence on the luxury real estate market.

The art of selling and buying in this market needs a critical and analytical approach, understanding the realities and setting expectations accordingly will ensure that goals are achieved. For homeowners looking to buy or sell in today's market, we recommend working with a Realtor who can capitalize on the preferences, trends and demands in this dynamic and evolving environment.

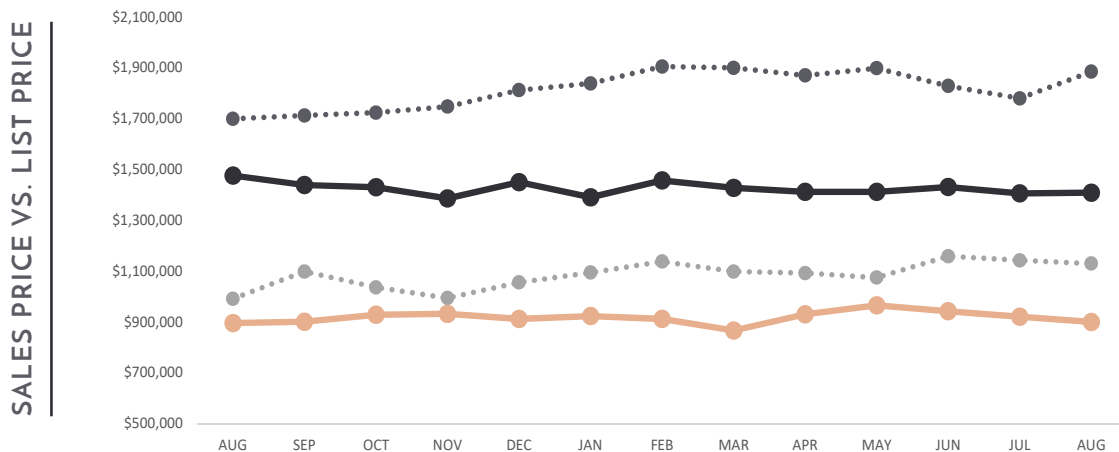
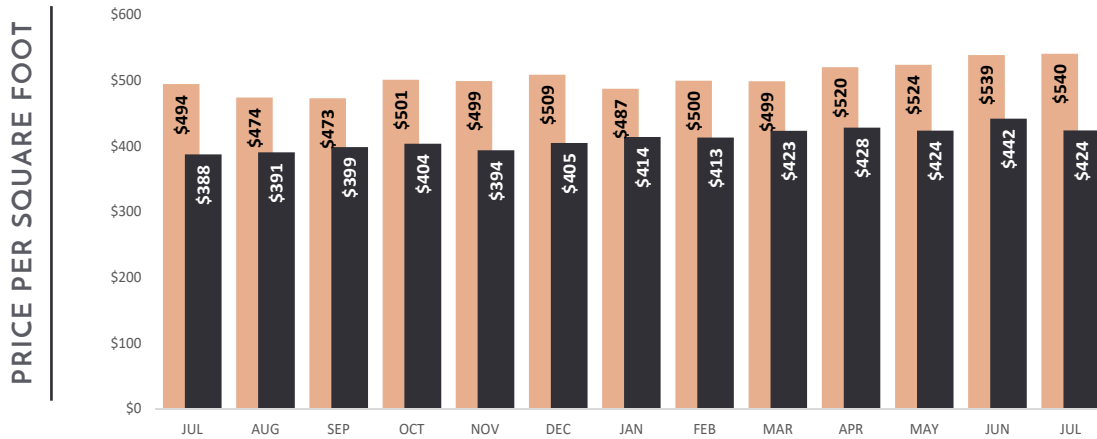
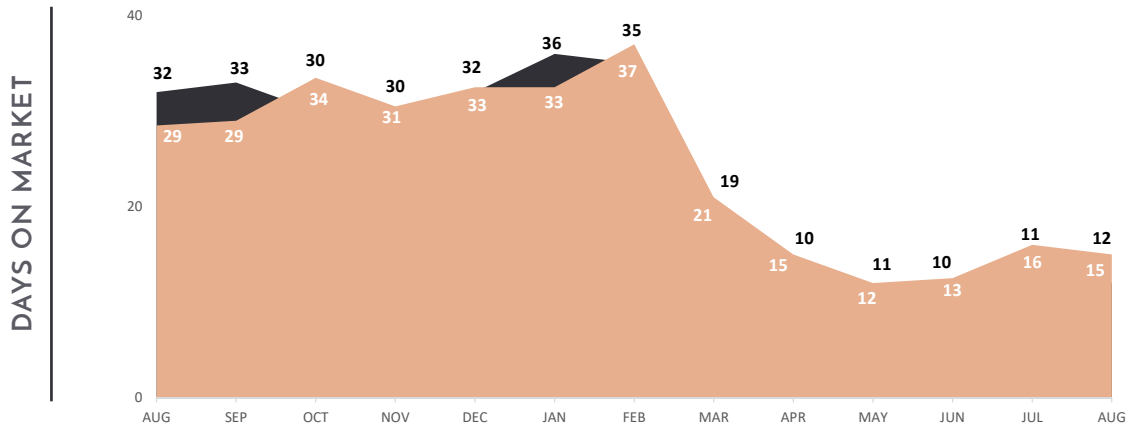


- 13-MONTH MARKET TRENDS -

FOR THE LUXURY NORTH AMERICAN MARKET

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

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



Discrepancies in previous month statistics between the August 2021 and September 2021 reports are due to the addition of Marco Island, FL.

- LUXURY MONTHLY MARKET REVIEW -

A Review of Key Market Differences Year over Year

August 2020 | August 2021

SINGLE-FAMILY HOMES

	August 2020	August 2021		August 2020	August 2021
Median List Price	\$1,699,250	\$1,884,750	Total Inventory	42,716	30,684
Median Sale Price	\$1,476,250	\$1,408,750	New Listings	12,524	11,000
Median SP/LP Ratio	97.67%	100.00%	Total Sold	12,821	17,926
Total Sales Ratio	30.01%	58.42%	Median Days on Market	32	12
Median Price per Sq. Ft.	\$382	\$439	Average Home Size	3,739	3,406

Median prices represent properties priced above respective city benchmark prices.



SINGLE-FAMILY HOMES MARKET SUMMARY | AUGUST 2021

- Official Market Type: **Seller's Market** with a **58.42% Sales Ratio**.¹
- Homes are selling for an average of **100.00% of list price**.
- The median luxury threshold² price is **\$1,000,000**, and the median luxury home sales price is **\$1,408,750**.
- Markets with the Highest Median Sales Price: **Los Angeles Beach Cities** (\$3,663,125), **Los Angeles City** (\$3,600,000), **Vail** (\$3,500,000), and **Palm Beach Towns** (\$3,300,000).
- Markets with the Highest Sales Ratio: **Lake Tahoe, NV** (160%), **East Bay** (137%), **Lake Tahoe, CA** (82%) and **Sacramento** (82%).

¹Sales Ratio defines market speed and market type: Buyer's < 15.5%; Balanced >= 15.5 to < 20.5%; Seller's >= 20.5% plus. If >100%, sales from previous month exceeds current inventory. ²The luxury threshold price is set by The Institute for Luxury Home Marketing.

- LUXURY MONTHLY MARKET REVIEW -

A Review of Key Market Differences Year over Year

August 2020 | August 2021

ATTACHED HOMES

	August 2020	August 2021		August 2020	August 2021
Median List Price	\$991,500	\$1,130,235	Total Inventory	17,803	11,624
Median Sale Price	\$896,228	\$900,000	New Listings	5,328	3,887
Median SP/LP Ratio	98.40%	100.00%	Total Sold	3,314	4,745
Total Sales Ratio	18.61%	40.82%	Median Days on Market	29	15
Median Price per Sq. Ft.	\$474	\$535	Average Home Size	2,048	1,971

Median prices represent properties priced above respective city benchmark prices.



ATTACHED HOMES MARKET SUMMARY | AUGUST 2021

- Official Market Type: **Seller's Market** with a **40.82% Sales Ratio**.¹
- Attached homes are selling for an average of **100.00% of list price**.
- The median luxury threshold² price is **\$721,250**, and the median attached luxury sale price is **\$900,000**.
- Markets with the Highest Median Sales Price: **Vail** (\$2,650,000), **San Francisco** (\$2,421,500), **Maui** (\$2,205,000), and **Naples** (\$2,030,000).
- Markets with the Highest Sales Ratio: **Victoria** (141%), **GTA-Durham** (132%), **East Bay** (101%) and **Ocean County** (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	\$1,195,000	\$1,024,500	647	204	96	37	Buyer's
AZ	Paradise Valley	\$3,350,000	\$2,337,500	175	36	20	137	Buyer's
AZ	Phoenix	\$945,000	\$725,000	355	158	173	49	Seller's
AZ	Scottsdale	\$1,995,000	\$1,472,500	511	152	128	88	Seller's
AZ	Tucson	\$795,000	\$645,000	498	135	165	24	Seller's
BC	Okanagan Valley	\$1,790,000	\$1,752,500	428	91	54	76	Buyer's
BC	Vancouver	\$4,190,000	\$3,285,000	992	313	86	23	Buyer's
BC	Victoria	\$2,499,000	\$1,887,500	122	46	28	23	Seller's
CA	Central Coast	\$3,200,000	\$2,650,000	249	56	26	6	Buyer's
CA	East Bay	\$2,498,500	\$1,860,000	242	125	331	9	Seller's
CA	Greater Palm Springs	\$1,899,000	\$1,700,000	306	91	100	70	Seller's
CA	Lake Tahoe	\$2,247,500	\$1,860,000	112	52	92	21	Seller's
CA	Los Angeles Beach Cities	\$5,274,500	\$3,663,125	460	145	104	40	Seller's
CA	Los Angeles City	\$4,995,000	\$3,600,000	943	290	101	28	Buyer's
CA	Los Angeles The Valley	\$2,599,475	\$2,000,000	454	170	189	20	Seller's
CA	Marin County	\$4,199,000	\$3,085,000	129	34	73	39	Seller's
CA	Napa County	\$3,725,000	\$2,265,000	140	19	27	78	Balanced
CA	Orange County	\$2,998,000	\$2,293,500	987	301	352	39	Seller's
CA	Placer County	\$1,149,857	\$1,044,500	142	60	82	22	Seller's
CA	Sacramento	\$1,040,000	\$930,000	315	139	257	15	Seller's
CA	San Diego	\$2,857,500	\$1,812,500	746	270	318	28	Seller's
CA	San Francisco	\$3,995,000	\$3,300,000	125	22	43	24	Seller's
CA	San Luis Obispo County	\$1,699,500	\$1,899,950	159	35	6	N/A	Buyer's
CA	Santa Barbara	\$4,175,000	\$2,700,000	253	68	61	20	Seller's
CA	Silicon Valley	\$4,384,000	\$3,210,000	268	120	166	11	Seller's
CA	Sonoma County	\$1,699,000	\$1,700,000	145	37	59	41	Seller's
CA	Ventura County	\$2,490,000	\$1,699,000	253	73	82	44	Seller's
CO	Boulder	\$2,158,000	\$1,550,000	195	47	77	51	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	Colorado Springs	\$997,000	\$850,000	202	52	101	25	Seller's
CO	Denver	\$1,635,000	\$1,306,432	511	166	205	18	Seller's
CO	Douglas County	\$1,395,000	\$1,150,000	207	51	83	23	Seller's
CO	Durango	\$1,499,000	\$1,075,000	96	10	22	90	Seller's
CO	Summit County	\$1,995,000	\$1,637,500	26	8	12	53	Seller's
CO	Vail	\$6,775,000	\$3,500,000	76	17	15	49	Balanced
CT	Central	\$649,900	\$582,500	417	99	143	24	Seller's
CT	Coastal Connecticut	\$2,137,000	\$1,562,625	1,048	219	326	70	Seller's
DC	Washington D.C.	\$3,395,000	\$2,900,000	61	12	13	61	Seller's
DE	Sussex County Coastal	\$1,499,000	\$1,550,000	187	44	52	74	Seller's
FL	Boca Raton/Delray Beach	\$2,525,000	\$1,794,950	434	87	58	86	Buyer's
FL	Greater Fort Lauderdale	\$1,499,950	\$1,042,450	1,110	220	194	57	Balanced
FL	Jacksonville Beaches	\$1,345,000	\$1,175,000	225	53	67	48	Seller's
FL	Lee County	\$1,697,000	\$1,280,000	462	70	56	146	Buyer's
FL	Marco Island	\$2,425,000	\$2,045,000	74	12	10	143	Buyer's
FL	Miami	\$1,992,500	\$1,512,500	864	170	82	152	Buyer's
FL	Naples	\$3,599,900	\$3,257,000	367	46	52	114	Buyer's
FL	Orlando	\$1,303,856	\$1,077,500	593	128	90	43	Balanced
FL	Palm Beach Towns	\$3,850,000	\$3,300,000	251	34	45	132	Balanced
FL	Pinellas County West	\$1,990,000	\$1,801,000	81	20	21	47	Seller's
FL	Sarasota & Beaches	\$1,995,000	\$1,955,000	263	54	72	69	Seller's
FL	South Pinellas County	\$1,250,000	\$1,250,000	185	51	53	48	Seller's
FL	South Walton	\$2,149,000	\$1,812,500	231	54	54	82	Seller's
FL	Tampa	\$849,000	\$677,250	571	165	276	26	Seller's
FL	Weston	\$995,000	\$850,000	94	16	17	34	Balanced
GA	Atlanta	\$1,400,000	\$1,125,000	862	263	195	29	Seller's
HI	Island of Hawaii	\$2,547,500	\$1,600,000	130	29	18	31	Buyer's
HI	Kauai	\$2,699,000	\$1,941,000	91	21	12	14	Buyer'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
HI	Maui	\$3,300,000	\$2,275,000	161	35	21	190	Buyer's
HI	Oahu	\$2,987,500	\$2,360,000	234	39	30	75	Buyer's
ID	Ada County	\$725,000	\$689,900	361	157	176	12	Seller's
ID	Northern	\$1,050,000	\$895,000	237	84	119	66	Seller's
IL	Chicago	\$1,399,999	\$1,135,000	1,207	448	431	61	Seller's
IL	DuPage County	\$1,099,000	\$930,000	515	145	155	81	Seller's
IL	Lake County	\$999,999	\$871,500	531	159	109	75	Balanced
IL	Will County	\$690,000	\$582,500	229	67	94	41	Seller's
IN	Hamilton County	\$865,000	\$725,000	157	41	83	18	Seller's
MA	Greater Boston	\$3,395,000	\$2,350,008	133	30	41	35	Seller's
MD	Anne Arundel County	\$1,150,000	\$952,500	225	56	100	26	Seller's
MD	Montgomery County	\$1,896,500	\$1,585,000	222	70	99	17	Seller's
MD	Talbot County	\$2,450,000	\$1,747,500	59	16	20	62	Seller's
MD	Worcester County	\$1,262,500	\$815,500	44	10	10	46	Seller's
MI	Livingston County	\$742,000	\$690,000	87	22	30	23	Seller's
MI	Monroe County	\$584,900	\$622,500	13	3	2	8	Balanced
MI	Oakland County	\$775,000	\$636,500	797	287	292	32	Seller's
MI	Washtenaw County	\$799,900	\$725,000	169	38	47	26	Seller's
MI	Wayne County	\$695,000	\$594,500	285	78	102	27	Seller's
MO	Kansas City	\$665,000	\$634,975	859	207	294	33	Seller's
MO	St. Louis	\$755,000	\$696,000	162	51	72	40	Seller's
NC	Charlotte	\$1,197,000	\$1,000,000	538	140	257	20	Seller's
NC	Raleigh-Durham	\$995,000	\$883,500	379	72	134	9	Seller's
NJ	Ocean County	\$1,110,000	\$849,000	712	254	295	15	Seller's
NV	Lake Tahoe	\$4,662,500	\$2,925,000	30	12	48	84	Seller's
NV	Las Vegas	\$854,450	\$720,000	1,262	384	330	40	Seller's
NV	Reno	\$1,997,500	\$1,298,000	52	15	23	91	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
NY	Brooklyn	\$1,669,000	\$1,672,500	291	66	4	232	Buyer's
NY	Nassau County	\$1,789,999	\$1,545,000	1,079	233	117	81	Buyer's
NY	Suffolk County	\$1,750,000	\$1,202,500	1,118	265	80	99	Buyer's
ON	GTA - Durham	\$1,600,000	\$1,260,000	213	135	112	16	Seller's
ON	GTA - York	\$2,387,000	\$1,800,000	737	399	176	20	Seller's
ON	Oakville	\$2,498,000	\$2,395,000	318	107	45	22	Buyer's
ON	Toronto	\$3,577,500	\$3,250,000	450	257	122	16	Seller's
ON	Waterloo Region	\$1,465,000	\$1,330,000	97	39	17	26	Balanced
OR	Portland	\$1,225,000	\$1,100,000	549	182	171	18	Seller's
QC	Montreal	\$1,775,000	\$1,702,500	89	32	18	21	Balanced
TN	Nashville	\$1,387,450	\$1,300,000	494	152	171	10	Seller's
TX	Austin	\$1,345,000	\$988,500	479	175	304	16	Seller's
TX	Collin County	\$750,000	\$682,000	547	165	279	29	Seller's
TX	Dallas	\$1,299,000	\$1,075,000	555	157	148	32	Seller's
TX	Denton County	\$737,900	\$713,500	509	138	197	23	Seller's
TX	Fort Worth	\$899,000	\$800,000	630	166	261	23	Seller's
TX	Houston	\$975,000	\$911,250	1,780	497	274	25	Balanced
TX	San Antonio	\$839,000	\$735,000	424	96	83	55	Balanced
TX	The Woodlands & Spring	\$976,650	\$746,250	350	98	98	25	Seller's
UT	Park City	\$3,495,000	\$2,800,000	200	40	64	50	Seller's
UT	Salt Lake City	\$1,249,000	\$950,000	268	99	91	57	Seller's
VA	Arlington & Alexandria	\$1,891,000	\$1,640,000	92	26	35	10	Seller's
VA	Fairfax County	\$1,795,000	\$1,480,000	456	129	131	20	Seller's
VA	McLean & Vienna	\$2,359,000	\$1,685,000	213	58	55	21	Seller's
VA	Richmond	\$895,000	\$789,000	209	57	107	19	Seller's
WA	Greater Seattle	\$1,999,250	\$1,562,000	632	272	473	8	Seller's
WA	Seattle	\$1,995,900	\$1,650,000	207	104	134	7	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	\$788,000	\$705,000	161	40	11	87	Buyer's
AZ	Paradise Valley	–	–	–	–	–	–	–
AZ	Phoenix	–	–	–	–	–	–	–
AZ	Scottsdale	\$899,000	\$810,000	164	41	35	121	Seller's
AZ	Tucson	–	–	–	–	–	–	–
BC	Okanagan Valley	–	–	–	–	–	–	–
BC	Vancouver	\$1,980,000	\$1,675,350	745	294	98	22	Buyer's
BC	Victoria	\$849,000	\$859,900	29	24	41	35	Seller's
CA	Central Coast	\$1,250,000	\$1,250,000	32	7	5	13	Balanced
CA	East Bay	\$998,000	\$965,000	82	46	83	12	Seller's
CA	Greater Palm Springs	–	–	–	–	–	–	–
CA	Lake Tahoe	\$1,207,500	\$1,250,000	38	12	21	42	Seller's
CA	Los Angeles Beach Cities	\$1,897,000	\$1,600,000	234	83	51	19	Seller's
CA	Los Angeles City	\$1,695,000	\$1,400,000	451	158	53	30	Buyer's
CA	Los Angeles The Valley	\$829,000	\$758,950	93	43	40	12	Seller's
CA	Marin County	\$1,475,000	\$1,055,000	17	6	15	32	Seller's
CA	Napa County	–	–	–	–	–	–	–
CA	Orange County	\$1,199,999	\$1,030,000	586	224	107	28	Balanced
CA	Placer County	–	–	–	–	–	–	–
CA	Sacramento	–	–	–	–	–	–	–
CA	San Diego	\$1,295,000	\$1,082,500	428	172	142	34	Seller's
CA	San Francisco	\$2,695,000	\$2,421,500	193	42	27	20	Buyer's
CA	San Luis Obispo County	–	–	–	–	–	–	–
CA	Santa Barbara	\$1,797,500	\$1,525,000	38	7	9	21	Seller's
CA	Silicon Valley	\$1,604,000	\$1,565,000	91	43	47	8	Seller's
CA	Sonoma County	\$732,000	\$720,000	14	4	3	25	Seller's
CA	Ventura County	\$812,000	\$754,000	40	15	26	32	Seller's
CO	Boulder	\$882,000	\$785,000	87	29	27	52	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	Colorado Springs	–	–	–	–	–	–	–
CO	Denver	\$868,800	\$885,000	412	122	101	12	Seller's
CO	Douglas County	\$564,900	\$570,000	15	8	13	4	Seller's
CO	Durango	\$775,000	\$720,000	20	3	7	120	Seller's
CO	Summit County	\$985,000	\$1,125,000	8	3	4	18	Seller's
CO	Vail	\$3,495,000	\$2,650,000	116	32	11	126	Buyer's
CT	Central	–	–	–	–	–	–	–
CT	Coastal Connecticut	\$869,500	\$720,000	222	62	55	74	Seller's
DC	Washington D.C.	\$1,895,000	\$1,500,000	213	66	55	8	Seller's
DE	Sussex County Coastal	\$1,049,999	\$875,000	41	11	9	14	Seller's
FL	Boca Raton/Delray Beach	\$1,075,000	\$672,500	445	69	36	61	Buyer's
FL	Greater Fort Lauderdale	\$869,000	\$705,000	1,281	205	60	143	Buyer's
FL	Jacksonville Beaches	\$1,199,444	\$940,000	29	10	19	34	Seller's
FL	Lee County	\$877,000	\$805,000	310	33	31	40	Buyer's
FL	Marco Island	\$1,495,000	\$1,352,500	47	7	4	78	Buyer's
FL	Miami	\$1,350,000	\$1,050,000	1,917	195	43	347	Buyer's
FL	Naples	\$1,650,000	\$2,030,000	373	100	116	3	Seller's
FL	Orlando	\$660,750	\$733,000	72	10	8	71	Buyer's
FL	Palm Beach Towns	\$1,689,000	\$1,355,000	319	45	29	127	Buyer's
FL	Pinellas County West	\$1,300,000	\$1,331,250	203	51	56	39	Seller's
FL	Sarasota & Beaches	\$1,650,000	\$1,320,000	177	23	26	89	Buyer's
FL	South Pinellas County	\$939,000	\$942,500	129	35	40	49	Seller's
FL	South Walton	\$1,250,000	\$1,145,000	181	90	24	6	Buyer's
FL	Tampa	\$726,450	\$669,990	138	37	43	16	Seller's
FL	Weston	–	–	–	–	–	–	–
GA	Atlanta	\$664,900	\$607,500	647	220	100	29	Balanced
HI	Island of Hawaii	\$1,795,000	\$1,950,000	89	15	11	45	Buyer's
HI	Kauai	\$1,537,500	\$1,029,000	72	11	1	0	Buyer's

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HI	Maui	\$1,864,500	\$2,205,000	140	38	31	408	Seller's
HI	Oahu	\$1,155,000	\$879,000	480	85	39	40	Buyer's
ID	Ada County	\$579,900	\$555,900	35	16	9	20	Seller's
ID	Northern	–	–	–	–	–	–	–
IL	Chicago	\$1,140,000	\$897,000	1,134	380	162	70	Buyer's
IL	DuPage County	\$731,700	\$675,000	54	23	15	27	Seller's
IL	Lake County	–	–	–	–	–	–	–
IL	Will County	–	–	–	–	–	–	–
IN	Hamilton County	–	–	–	–	–	–	–
MA	Greater Boston	\$2,295,000	\$1,850,000	334	84	57	25	Balanced
MD	Anne Arundel County	\$712,250	\$565,000	38	17	28	14	Seller's
MD	Montgomery County	\$899,000	\$750,000	130	38	67	8	Seller's
MD	Talbot County	–	–	–	–	–	–	–
MD	Worcester County	\$749,890	\$610,000	55	19	27	54	Seller's
MI	Livingston County	–	–	–	–	–	–	–
MI	Monroe County	–	–	–	–	–	–	–
MI	Oakland County	\$888,899	\$596,250	56	25	20	23	Seller's
MI	Washtenaw County	\$623,500	\$520,000	38	8	3	12	Buyer's
MI	Wayne County	\$641,950	\$551,442	70	18	8	29	Buyer's
MO	Kansas City	–	–	–	–	–	–	–
MO	St. Louis	–	–	–	–	–	–	–
NC	Charlotte	\$729,450	\$552,768	218	60	38	23	Balanced
NC	Raleigh–Durham	–	–	–	–	–	–	–
NJ	Ocean County	\$579,900	\$585,000	9	3	9	11	Seller's
NV	Lake Tahoe	\$1,420,000	\$1,237,500	8	5	4	104	Seller's
NV	Las Vegas	–	–	–	–	–	–	–
NV	Reno	–	–	–	–	–	–	–

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NY	Brooklyn	\$1,349,000	\$1,325,000	573	157	31	190	Buyer's
NY	Nassau County	\$1,360,407	\$1,175,000	145	25	15	210	Buyer's
NY	Suffolk County	\$775,000	\$610,000	167	38	25	37	Buyer's
ON	GTA - Durham	\$829,990	\$730,200	25	25	33	8	Seller's
ON	GTA - York	\$874,500	\$864,444	374	355	238	10	Seller's
ON	Oakville	\$1,399,000	\$1,145,000	55	23	5	20	Buyer's
ON	Toronto	\$1,244,900	\$1,144,500	903	627	262	11	Seller's
ON	Waterloo Region	\$794,900	\$772,000	17	4	3	13	Balanced
OR	Portland	-	-	-	-	-	-	-
QC	Montreal	\$883,500	\$951,000	20	12	19	38	Seller's
TN	Nashville	\$679,950	\$660,000	82	26	13	21	Balanced
TX	Austin	\$899,900	\$685,000	241	58	32	19	Buyer's
TX	Collin County	-	-	-	-	-	-	-
TX	Dallas	\$769,000	\$618,050	251	46	26	40	Buyer's
TX	Denton County	-	-	-	-	-	-	-
TX	Fort Worth	-	-	-	-	-	-	-
TX	Houston	\$649,900	\$620,000	191	53	19	42	Buyer's
TX	San Antonio	\$659,000	\$1,110,000	47	9	1	53	Buyer's
TX	The Woodlands & Spring	-	-	-	-	-	-	-
UT	Park City	\$2,297,500	\$1,824,500	130	26	26	32	Balanced
UT	Salt Lake City	\$768,400	\$599,200	83	16	18	42	Seller's
VA	Arlington & Alexandria	\$1,189,500	\$979,600	98	38	62	8	Seller's
VA	Fairfax County	\$775,000	\$663,000	147	62	114	6	Seller's
VA	McLean & Vienna	\$1,199,495	\$895,575	38	10	6	12	Balanced
VA	Richmond	-	-	-	-	-	-	-
WA	Greater Seattle	\$1,238,800	\$998,820	267	98	81	12	Seller's
WA	Seattle	\$1,475,000	\$1,111,000	151	48	25	12	Balanced

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