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LUXURY HOME
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LUXURY MARKET REPORT FEBRUARY 2021

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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.

- 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 man with a shaved head, wearing a dark blue long-sleeved shirt and a black Marshall headset, is sitting at a white desk. He is looking down at a laptop, with his hands on the keyboard. On the desk, there is also a white mug and a smartphone. In the background, there are grey curtains and a window looking out onto a building. A semi-transparent dark grey box with a thin orange border is overlaid on the image, containing white text.

“Work/lifestyle balance may have been a trend that was cemented by the pandemic in 2020, but this initial trend has long been in the making as people recognized the need to de-stress their lives. As we move in 2021, there is an expectation that this will be one of the lasting trends and exurban, rural, and resort locations will be the beneficiaries. The pandemic is still fueling the uptick in numbers of new residents who are now ready to enjoy the perks of these lifestyles, especially given that they can work from home.”



NORTH AMERICAN LUXURY REVIEW

There is no doubt that 2020 was the year of unpredictability, from dramatic stops and starts to multiple offers on properties that had sat on the market for years, as well as significant lifestyle changes in both work, home, and play.

As we look to the trends being predicted for 2021, many experts find themselves in a quandary as the pandemic is still a major factor, and its long term effects remain somewhat of an unknown entity.

Work/lifestyle balance may have been a trend that was cemented by the pandemic in 2020, but this initial trend has long been in the making as people recognized the need to de-stress their lives. As we move in 2021, there is an expectation that this will be one of the lasting trends and exurban, rural, and resort locations will be the beneficiaries. The pandemic is still fueling the uptick in numbers of new residents who are now ready to enjoy the perks of these lifestyles, especially given that they can work from home.

Equally it is expected that the affluent will continue to realign their priorities to spend more on real estate to provide their families a sense of security, health safety, and privacy. For the wealthy this will mean that work, school, socializing, and entertainment will take place in their homes through much of 2021.

Prices for luxury properties have climbed steadily over the last few months in the majority of luxury markets across North America, even in major metropolitan cities. Another recent surprise has been the uptick in the number of sales in the attached property market.

Much of this demand has stemmed from the growth of the wealthy, both in terms of financial and

numbers, during 2020. They have been responsible for an upsurge in property purchases in exurban and rural communities, as well as larger attached properties in metropolitan markets.

For those who did sell their city property, it is speculated that there will be a return of the pied-a-terre as they buy back into their metropolitan city. These buyers are taking advantage of condo prices that did fall slightly and increased inventory levels that rose significantly during the last six to eight months of 2020.

Many experts believe that, if COVID starts to dissipate or becomes more controllable during 2021, there will be a return to the big city life, as some will miss the cultural and social aspects, and others will recognize that it is a necessary step to advance their careers or businesses.

Other experts believe that the demand for exclusive residential properties that offer larger footprints, provide more amenities such as private outdoor space, touchless technology, numerous home offices, and health perks including air and water filtration to natural and ambient lighting systems, will still be the driving force of luxury real estate in 2021. Stating that the trends of 2020 have created a complete shift in lifestyle choices that is unlikely to be reversed.

Factor in lower interest rates, low inventory levels, new wealth from sectors that benefitted from the pandemic, a millennial population that is ready to find a safe haven, and significant increase in second home buying as well as upsizing and new properties offering higher wellness standards, and you have the perfect storm for creating a continued strong buyer demand.

The bigger question lies in whether current sales levels and price increases can be sustained indefinitely. There is always a point at which prices do become too high and demand levels off, but



for communities where inventory levels are at an all-time low, this trend may well continue far into 2021. In fact, many luxury markets saw a significant decrease in inventory in January 2021. Single family available properties are down over 30% from January 2020.

Just as the pandemic had an impact on the types of property in demand, so too has it affected the design trends for 2021.

2020 was a big year for the home décor market, both inside and out, especially for those homeowners who chose not to move, but instead invest in reimagining their lifestyle spaces. Design trends for 2021 are predicted to take their cue from the collective pulse and include a range of choices based on necessity through to creating a personal refuge.

Working from home has made the importance of creating a dedicated office space the number one priority for many homeowners. As a result, the idea of a home office has evolved from finding a quiet space in the house to creating a dedicated location which not only caters for a work area but work-related storage items too.

The affluent, often with multiple requirements, with both parents and children needing space, have looked to repurpose rooms within their homes. There is also a clear focus that many are looking to reconfigure their spaces, so there is a distinct separation between work and family areas.

As the number of virtual meetings increased, so too has the desire to ensure that the environment showcased to other participants become more aesthetically pleasing. Backdrops have been redesigned to show artwork, clean lines, carefully curated furnishings and finishing, and even new methods of lighting have been introduced to create softer more flattering images on the screen.

The trend for multi-functional open concept living has now been replaced with adapting the home to create more private and quieter spaces, as we now work, exercise and entertain within the home environment. As guest bedrooms are no



longer required, often these are being converted into offices, large recreational rooms are being sub-divided to include multiple workstations for home schooling and garage space repurposed to include personal gyms.

Given the amount of time now spent in the home, design trends have swung away from more formal spaces that were a showcase for entertainment to become more informal. Softer furniture designs, more relaxed materials and textured finishings are being introduced to provide functionality and durability. Colors and tones incorporated to create calmer more welcoming spaces that invite long term stay.

One trend that has stayed the course, is the desire to bring the outdoors in and vice versa, so there is no distinction between the exterior and interior once the doors are open. In the winter months, the need for natural light has seen an increase in demand for the implementation of larger windows, and the inclusion of sliding doors ready for the warmer summer months.

Large residential developers, particularly those with luxury condominium buildings that prior to pandemic were scheduled for release, have had to rethink their strategies for 2021. The demand for wellness amenities, private and separate spaces, as well as touchless technology has meant a considerable adjustment to many plans. However, the reward has been significant as the affluent are willing to invest in properties that prioritize their demand for health, safety and mental wellness.

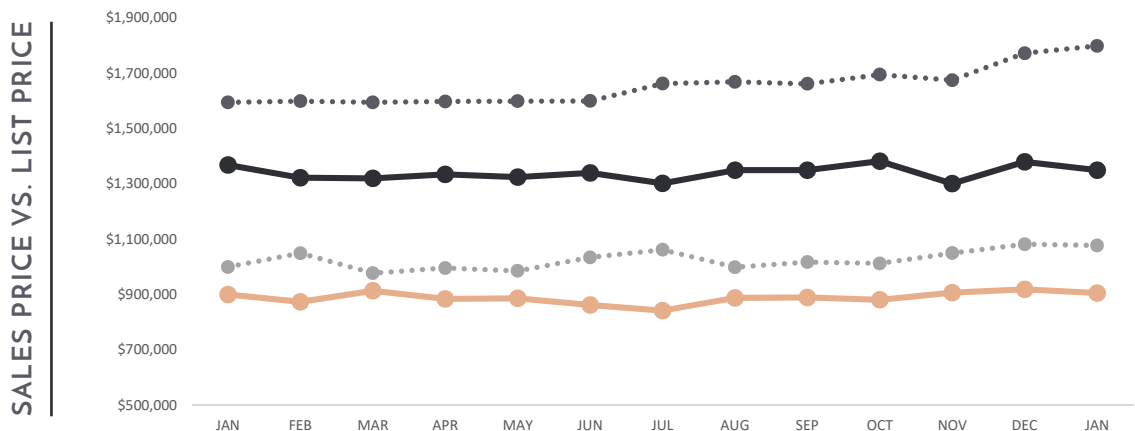
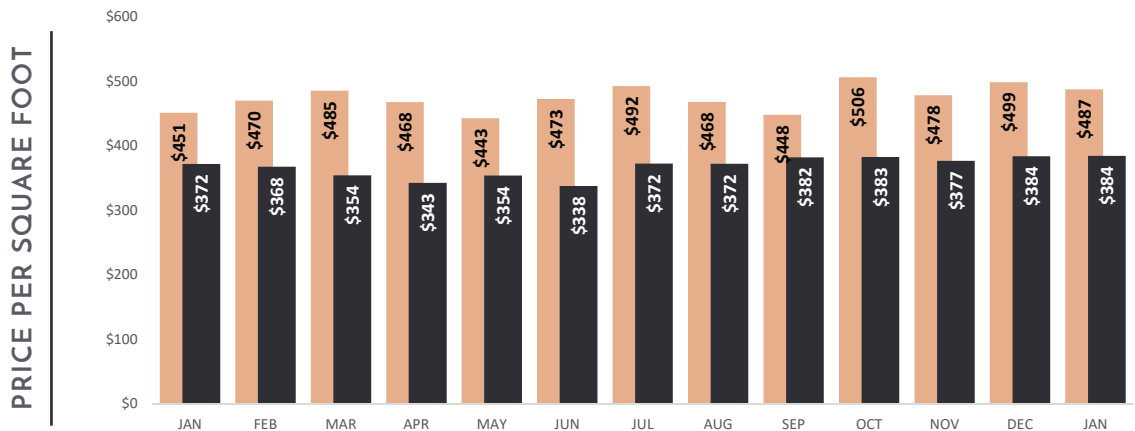
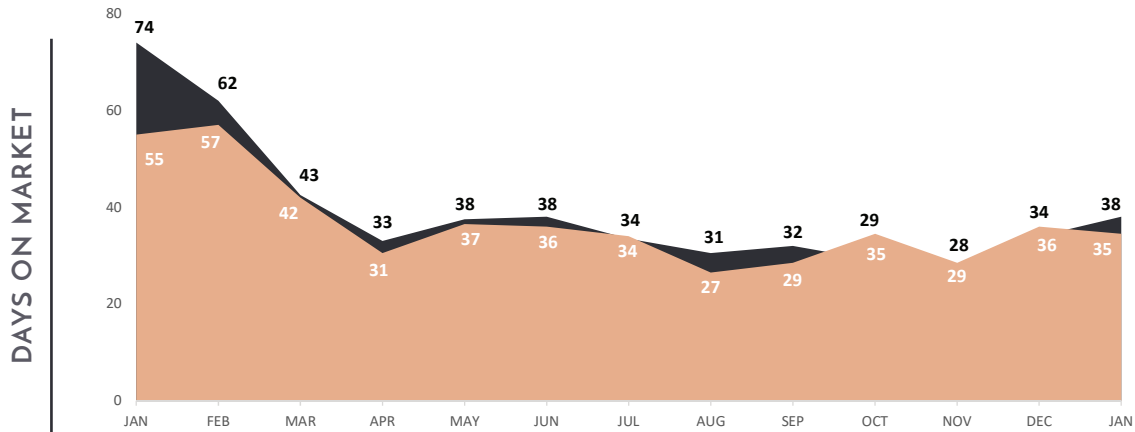


- 13-MONTH MARKET TRENDS -

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

January 2020 | January 2021

SINGLE-FAMILY HOMES

	Jan. 2020	Jan. 2021		Jan. 2020	Jan. 2021
Median List Price	\$1,595,000	\$1,799,000	Total Inventory	40,508	24,721
Median Sale Price	\$1,368,500	\$1,350,000	New Listings	11,566	7,635
Median SP/LP Ratio	96.75%	97.91%	Total Sold	5,436	9,537
Total Sales Ratio	13.42%	38.58%	Median Days on Market	74	38
Median Price per Sq. Ft.	\$372	\$384	Average Home Size	3,771	3,551

Median prices represent properties priced above respective city benchmark prices.



SINGLE-FAMILY HOMES MARKET SUMMARY | JANUARY 2021

- Official Market Type: **Seller's Market** with a **38.58% Sales Ratio**.¹
- Homes are selling for an average of **97.91% of list price**.
- The median luxury threshold² price is **\$900,000**, and the median luxury home sales price is **\$1,350,000**.
- Markets with the Highest Median Sales Price: **Vail** (\$4,988,100), **Los Angeles Beach Cities** (\$4,200,000), **Los Angeles City** (\$3,425,000), and **Vancouver** (\$3,250,000).
- Markets with the Highest Sales Ratio: **Ada County** (229%), **Austin** (181%), **East Bay** (167%) and **Sacramento** (154%).

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

January 2020 | January 2021

ATTACHED HOMES

	Jan. 2020	Jan. 2021		Jan. 2020	Jan. 2021
Median List Price	\$999,450	\$1,077,500	Total Inventory	15,864	13,533
Median Sale Price	\$900,000	\$905,500	New Listings	4,542	3,997
Median SP/LP Ratio	97.75%	98.55%	Total Sold	2,053	3,234
Total Sales Ratio	12.94%	23.90%	Median Days on Market	55	35
Median Price per Sq. Ft.	\$451	\$487	Average Home Size	2,015	2,031

Median prices represent properties priced above respective city benchmark prices.



ATTACHED HOMES MARKET SUMMARY | JANUARY 2021

- Official Market Type: **Seller's Market** with a **23.90% Sales Ratio**.¹
- Attached homes are selling for an average of **98.55% of list price**.
- The median luxury threshold² price is **\$700,000**, and the median attached luxury sale price is **\$905,500**.
- Markets with the Highest Median Sales Price: **Vail** (\$2,525,000), **San Francisco** (\$2,225,000), **Island of Hawaii** (\$2,222,500), and **Park City** (\$1,912,000).
- Markets with the Highest Sales Ratio: **GTA-Durham** (513%), **Central Coast** (260%), **GTA-York** (134%) and **Ventura County** (125%).

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	\$1,180,000	\$999,000	381	179	91	56	Seller's
AZ	Paradise Valley	\$3,997,500	\$2,425,000	114	22	26	105	Seller's
AZ	Phoenix	\$1,300,000	\$850,000	177	56	154	41	Seller's
AZ	Scottsdale	\$2,500,000	\$1,650,000	316	88	154	64	Seller's
AZ	Tucson	\$825,000	\$650,000	328	108	195	15	Seller's
BC	Greater Victoria	\$2,399,000	\$1,875,000	63	33	7	70	Buyer's
BC	Okanagan Valley	\$1,787,500	\$1,318,500	272	76	58	72	Seller's
BC	Vancouver	\$4,489,000	\$3,250,000	688	275	97	10	Buyer's
CA	Central Coast	\$3,996,500	\$2,172,500	154	42	52	15	Seller's
CA	East Bay	\$2,674,000	\$1,892,500	134	82	224	9	Seller's
CA	Lake Tahoe	\$4,041,500	\$1,650,000	30	13	13	91	Seller's
CA	Los Angeles Beach Cities	\$5,347,500	\$4,200,000	338	94	51	47	Balanced
CA	Los Angeles City	\$4,950,000	\$3,425,000	716	248	98	47	Buyer's
CA	Los Angeles The Valley	\$2,724,500	\$1,800,000	324	123	176	23	Seller's
CA	Marin County	\$3,822,500	\$2,737,500	46	8	22	34	Seller's
CA	Napa County	\$2,697,500	\$1,870,000	66	10	10	59	Balanced
CA	Orange County	\$2,999,500	\$1,800,000	787	258	338	21	Seller's
CA	Palm Springs/Palm Desert	\$2,300,000	\$1,495,000	238	62	123	53	Seller's
CA	Placer County	\$1,100,000	\$926,000	73	31	78	28	Seller's
CA	Sacramento	\$949,500	\$705,000	226	118	347	12	Seller's
CA	San Diego	\$2,995,000	\$1,700,000	518	182	296	17	Seller's
CA	San Francisco	\$4,500,000	\$3,090,000	89	30	34	18	Seller's
CA	San Luis Obispo County	\$1,865,000	\$1,260,000	97	13	29	N/A	Seller's
CA	Santa Barbara	\$4,722,500	\$3,150,000	118	31	43	36	Seller's
CA	Silicon Valley	\$4,500,000	\$3,025,000	257	114	153	12	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
CA	Ventura County	\$2,750,000	\$1,460,000	146	44	86	38	Seller's
CO	Boulder	\$2,162,500	\$1,705,850	152	35	51	69	Seller's
CO	Colorado Springs	\$1,035,000	\$780,500	96	39	74	10	Seller's
CO	Denver	\$1,500,000	\$1,094,750	316	118	238	23	Seller's
CO	Douglas County	\$1,500,000	\$1,110,000	114	39	63	23	Seller's
CO	Durango	\$1,525,000	\$1,150,000	52	15	13	93	Seller's
CO	Summit County	\$2,990,000	\$1,658,578	16	6	8	86	Seller's
CO	Vail	\$7,245,000	\$4,988,100	78	8	14	58	Balanced
CT	Central Connecticut	\$689,900	\$584,250	284	64	84	52	Seller's
CT	Coastal Connecticut	\$2,269,500	\$1,475,000	628	134	179	65	Seller's
DC	Washington D.C.	\$4,750,000	\$2,807,500	49	10	10	50	Balanced
FL	Boca Raton/Delray Beach	\$2,949,500	\$2,020,000	272	66	55	112	Balanced
FL	Coastal Pinellas Towns	\$1,599,900	\$1,790,000	35	15	13	38	Seller's
FL	Greater Fort Lauderdale	\$1,650,000	\$969,500	779	193	196	48	Seller's
FL	Jacksonville Beaches	\$1,799,000	\$1,180,000	107	29	41	38	Seller's
FL	Lee County	\$1,725,000	\$1,589,000	294	76	82	87	Seller's
FL	Miami	\$1,490,000	\$1,236,000	838	191	159	91	Balanced
FL	Naples	\$2,995,000	\$1,997,500	283	83	106	51	Seller's
FL	Orlando	\$1,697,000	\$1,350,000	289	66	51	94	Balanced
FL	Palm Beach Towns	\$4,500,000	\$3,175,000	145	33	35	73	Seller's
FL	Sarasota & Beaches	\$1,850,000	\$1,970,000	142	35	49	28	Seller's
FL	South Walton	\$2,872,500	\$2,197,500	124	24	40	24	Seller's
FL	Tampa	\$939,500	\$717,559	335	107	174	20	Seller's
GA	Atlanta	\$1,375,000	\$962,175	572	168	180	30	Seller's
HI	Island of Hawaii	\$2,900,000	\$1,595,000	109	21	31	29	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
HI	Kauai	\$2,700,000	\$2,375,000	101	12	20	66	Balanced
HI	Maui	\$4,285,000	\$2,112,000	129	17	28	115	Seller's
HI	Oahu	\$3,697,500	\$2,437,500	164	28	26	36	Balanced
ID	Ada County	\$819,900	\$750,500	48	35	110	3	Seller's
ID	Northern	\$1,250,000	\$880,000	161	57	87	75	Seller's
IL	Chicago	\$1,399,000	\$1,085,000	856	317	229	70	Seller's
IL	DuPage County	\$1,185,000	\$926,875	329	121	68	81	Balanced
IL	Lake County	\$1,199,900	\$868,500	327	92	62	94	Balanced
IL	Will County	\$759,900	\$576,785	145	40	42	40	Seller's
IN	Hamilton County	\$914,000	\$769,046	72	22	51	41	Seller's
MA	Greater Boston	\$3,495,000	\$3,042,500	71	14	24	80	Seller's
MD	Anne Arundel County	\$1,100,000	\$895,203	129	35	67	11	Seller's
MD	Montgomery County	\$2,047,500	\$1,508,000	112	40	78	11	Seller's
MD	Talbot County	\$2,425,000	\$1,455,000	40	1	10	62	Seller's
MD	Worcester County	\$1,349,000	\$1,277,500	27	5	2	40	Buyer's
MI	Livingston County	\$849,950	\$625,000	40	9	19	36	Seller's
MI	Monroe County	\$695,500	\$530,000	15	1	3	74	Balanced
MI	Oakland County	\$849,000	\$650,000	434	123	130	30	Seller's
MI	Washtenaw County	\$800,000	\$690,000	95	18	14	45	Buyer's
MI	Wayne County	\$779,000	\$607,500	187	49	40	25	Seller's
MO	St. Louis	\$850,000	\$667,500	87	18	44	13	Seller's
NC	Charlotte	\$1,100,000	\$825,000	318	96	198	13	Seller's
NC	Raleigh-Durham	\$827,450	\$700,000	370	116	266	3	Seller's
NJ	Ocean County	\$885,000	\$812,893	233	69	130	37	Seller's
NV	Las Vegas	\$956,167	\$755,000	602	178	329	32	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
NV	Reno	\$1,792,000	\$1,297,500	41	11	30	72	Seller's
NY	Brooklyn	\$1,680,000	\$1,387,500	248	46	14	55	Buyer's
NY	Nassau County	\$1,895,000	\$1,379,500	769	167	152	69	Balanced
NY	Suffolk County	\$1,599,000	\$1,100,000	890	179	171	48	Balanced
ON	GTA - Durham	\$1,897,000	\$1,234,000	92	79	127	6	Seller's
ON	GTA - York	\$2,760,000	\$1,855,000	305	234	207	17	Seller's
ON	Oakville	\$3,788,800	\$2,650,000	59	27	11	24	Balanced
ON	Toronto	\$3,650,000	\$3,052,500	251	157	66	16	Seller's
TX	Austin	\$1,950,000	\$882,000	125	57	226	7	Seller's
TX	Collin County	\$824,995	\$655,000	153	48	141	35	Seller's
TX	Dallas	\$1,177,000	\$862,450	318	98	114	49	Seller's
TX	Denton County	\$888,000	\$695,000	131	64	121	36	Seller's
TX	Fort Worth	\$1,034,658	\$771,000	232	88	152	31	Seller's
TX	Houston	\$850,000	\$755,000	1,445	483	213	42	Buyer's
TX	San Antonio	\$949,900	\$810,000	244	64	59	73	Seller's
TX	The Woodlands & Spring	\$1,050,000	\$718,536	196	51	80	27	Seller's
UT	Park City	\$4,950,000	\$3,000,000	81	19	25	63	Seller's
UT	Salt Lake City	\$1,262,500	\$1,000,000	98	26	70	55	Seller's
VA	Arlington & Alexandria	\$2,199,000	\$1,687,500	48	15	18	18	Seller's
VA	Fairfax County	\$2,499,500	\$1,532,500	240	68	82	28	Seller's
VA	McLean & Vienna	\$2,797,500	\$1,675,000	134	37	37	27	Seller's
VA	Richmond	\$875,000	\$739,720	167	45	67	30	Seller's
WA	Greater Seattle	\$2,095,000	\$1,647,500	453	102	286	12	Seller's
WA	Seattle	\$1,859,500	\$1,512,500	104	42	90	20	Seller's

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

- LUXURY MONTHLY MARKET REVIEW -

ATTACHED HOMES

State	Market Name	Median List Price	Median Sold Price	Inventory	New Listings	Sold	Days on Market	Market Status
AB	Calgary	\$930,000	\$850,000	66	18	7	27	Buyer's
AZ	Paradise Valley	–	–	–	–	–	–	–
AZ	Phoenix	–	–	–	–	–	–	–
AZ	Scottsdale	\$900,000	\$675,000	125	38	73	57	Seller's
AZ	Tucson	–	–	–	–	–	–	–
BC	Greater Victoria	\$912,450	\$1,086,900	82	35	4	25	Buyer's
BC	Okanagan Valley	–	–	–	–	–	–	–
BC	Vancouver	\$1,988,800	\$1,644,000	625	267	100	8	Balanced
CA	Central Coast	\$1,295,000	\$1,100,000	5	3	13	10	Seller's
CA	East Bay	\$1,038,440	\$965,000	66	44	66	9	Seller's
CA	Lake Tahoe	\$1,300,000	\$1,180,000	29	7	12	43	Seller's
CA	Los Angeles Beach Cities	\$1,749,000	\$1,430,000	191	77	65	18	Seller's
CA	Los Angeles City	\$1,549,500	\$1,200,000	396	136	73	45	Balanced
CA	Los Angeles The Valley	\$879,000	\$763,500	35	21	42	27	Seller's
CA	Marin County	\$1,299,000	\$966,000	11	4	7	72	Seller's
CA	Napa County	–	–	–	–	–	–	–
CA	Orange County	\$1,195,000	\$942,000	224	87	167	16	Seller's
CA	Palm Springs/Palm Desert	–	–	–	–	–	–	–
CA	Placer County	–	–	–	–	–	–	–
CA	Sacramento	–	–	–	–	–	–	–
CA	San Diego	\$1,296,000	\$879,000	289	129	147	22	Seller's
CA	San Francisco	\$2,995,000	\$2,225,000	84	33	25	66	Seller's
CA	San Luis Obispo County	–	–	–	–	–	–	–
CA	Santa Barbara	\$1,912,500	\$1,495,000	20	14	9	16	Seller's
CA	Silicon Valley	\$1,679,685	\$1,600,000	63	37	35	26	Seller's

Markets with dashes do not have a significant luxury market for this report. Median prices represent properties priced above respective city benchmark prices. Prices shown for Canadian cities are shown in Canadian Dollars.

- LUXURY MONTHLY MARKET REVIEW -

ATTACHED HOMES

State	Market Name	Median List Price	Median Sold Price	Inventory	New Listings	Sold	Days on Market	Market Status
CA	Ventura County	\$863,900	\$750,000	28	12	35	21	Seller's
CO	Boulder	\$1,065,000	\$766,000	67	14	22	82	Seller's
CO	Colorado Springs	–	–	–	–	–	–	–
CO	Denver	\$764,450	\$651,250	334	138	202	23	Seller's
CO	Douglas County	\$599,900	\$587,218	14	8	15	39	Seller's
CO	Durango	\$825,000	\$684,500	9	3	4	44	Seller's
CO	Summit County	\$1,450,000	\$1,030,000	5	1	3	5	Seller's
CO	Vail	\$3,545,000	\$2,525,000	98	10	19	82	Balanced
CT	Central Connecticut	–	–	–	–	–	–	–
CT	Coastal Connecticut	\$1,070,000	\$745,500	193	34	44	71	Seller's
DC	Washington D.C.	\$1,995,000	\$1,497,500	179	53	46	14	Seller's
FL	Boca Raton/Delray Beach	\$1,095,000	\$810,000	323	58	61	43	Balanced
FL	Coastal Pinellas Towns	\$1,009,000	\$805,000	69	20	26	15	Seller's
FL	Greater Fort Lauderdale	\$875,000	\$702,000	1,115	188	98	80	Buyer's
FL	Jacksonville Beaches	\$1,094,000	\$1,045,000	27	8	6	32	Seller's
FL	Lee County	\$889,000	\$741,250	226	49	54	57	Seller's
FL	Miami	\$1,085,000	\$881,000	2,369	366	122	233	Buyer's
FL	Naples	\$2,495,000	\$1,875,000	157	29	43	62	Seller's
FL	Orlando	\$720,000	\$577,500	49	13	8	96	Balanced
FL	Palm Beach Towns	\$1,775,000	\$1,310,063	253	44	46	175	Balanced
FL	Sarasota & Beaches	\$2,197,000	\$1,400,000	182	49	72	29	Seller's
FL	South Walton	\$1,246,140	\$1,020,000	126	14	19	8	Balanced
FL	Tampa	\$734,950	\$585,000	80	30	29	35	Seller's
GA	Atlanta	\$675,000	\$655,000	483	185	86	47	Balanced
HI	Island of Hawaii	\$1,965,000	\$2,222,500	42	8	24	42	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
HI	Kauai	\$1,550,000	\$1,205,000	67	11	15	4	Seller's
HI	Maui	\$1,850,000	\$1,800,000	115	22	15	119	Buyer's
HI	Oahu	\$1,595,000	\$995,000	304	48	27	40	Buyer's
ID	Ada County	\$695,000	\$587,000	11	1	10	1	Seller's
ID	Northern	-	-	-	-	-	-	-
IL	Chicago	\$1,155,900	\$1,011,000	869	285	98	69	Buyer's
IL	DuPage County	\$719,450	\$698,500	52	16	2	12	Buyer's
IL	Lake County	-	-	-	-	-	-	-
IL	Will County	-	-	-	-	-	-	-
IN	Hamilton County	-	-	-	-	-	-	-
MA	Greater Boston	\$2,349,000	\$1,795,000	259	73	33	55	Buyer's
MD	Anne Arundel County	\$592,500	\$528,000	24	10	23	19	Seller's
MD	Montgomery County	\$819,950	\$677,500	138	53	60	16	Seller's
MD	Talbot County	-	-	-	-	-	-	-
MD	Worcester County	\$739,450	\$623,605	56	23	18	34	Seller's
MI	Livingston County	-	-	-	-	-	-	-
MI	Monroe County	-	-	-	-	-	-	-
MI	Oakland County	\$824,495	\$575,000	58	18	9	17	Balanced
MI	Washtenaw County	\$622,450	\$575,000	40	14	13	20	Seller's
MI	Wayne County	\$664,750	\$650,000	52	8	3	58	Buyer's
MO	St. Louis	-	-	-	-	-	-	-
NC	Charlotte	\$769,000	\$600,000	133	27	39	58	Seller's
NC	Raleigh-Durham	-	-	-	-	-	-	-
NJ	Ocean County	\$689,000	\$673,000	15	1	10	61	Seller's
NV	Las Vegas	-	-	-	-	-	-	-

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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
NV	Reno	-	-	-	-	-	-	-
NY	Brooklyn	\$1,296,500	\$995,000	590	125	70	56	Buyer's
NY	Nassau County	\$1,391,500	\$1,260,000	120	21	19	103	Balanced
NY	Suffolk County	\$799,000	\$718,500	92	26	34	62	Seller's
ON	GTA - Durham	\$829,900	\$786,500	16	38	82	4	Seller's
ON	GTA - York	\$876,500	\$940,000	125	180	167	8	Seller's
ON	Oakville	\$2,319,500	\$1,212,500	26	9	2	15	Buyer's
ON	Toronto	\$1,300,000	\$1,070,000	515	366	204	13	Seller's
TX	Austin	\$983,393	\$655,700	130	42	52	35	Seller's
TX	Collin County	-	-	-	-	-	-	-
TX	Dallas	\$875,000	\$770,000	147	40	18	109	Buyer's
TX	Denton County	-	-	-	-	-	-	-
TX	Fort Worth	-	-	-	-	-	-	-
TX	Houston	\$685,500	\$565,000	150	44	19	86	Buyer's
TX	San Antonio	\$839,000	\$697,000	37	7	3	101	Buyer's
TX	The Woodlands & Spring	-	-	-	-	-	-	-
UT	Park City	\$2,450,000	\$1,912,000	85	24	28	13	Seller's
UT	Salt Lake City	\$800,000	\$599,500	41	10	22	38	Seller's
VA	Arlington & Alexandria	\$1,469,000	\$970,000	65	28	33	12	Seller's
VA	Fairfax County	\$859,990	\$685,000	99	39	94	8	Seller's
VA	McLean & Vienna	\$1,311,450	\$930,000	36	12	7	6	Balanced
VA	Richmond	-	-	-	-	-	-	-
WA	Greater Seattle	\$1,295,000	\$1,125,000	215	62	57	9	Seller's
WA	Seattle	\$1,494,000	\$1,275,000	112	30	19	77	Balanced

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