

LUXURY MARKET REPORT

- September 2019 -

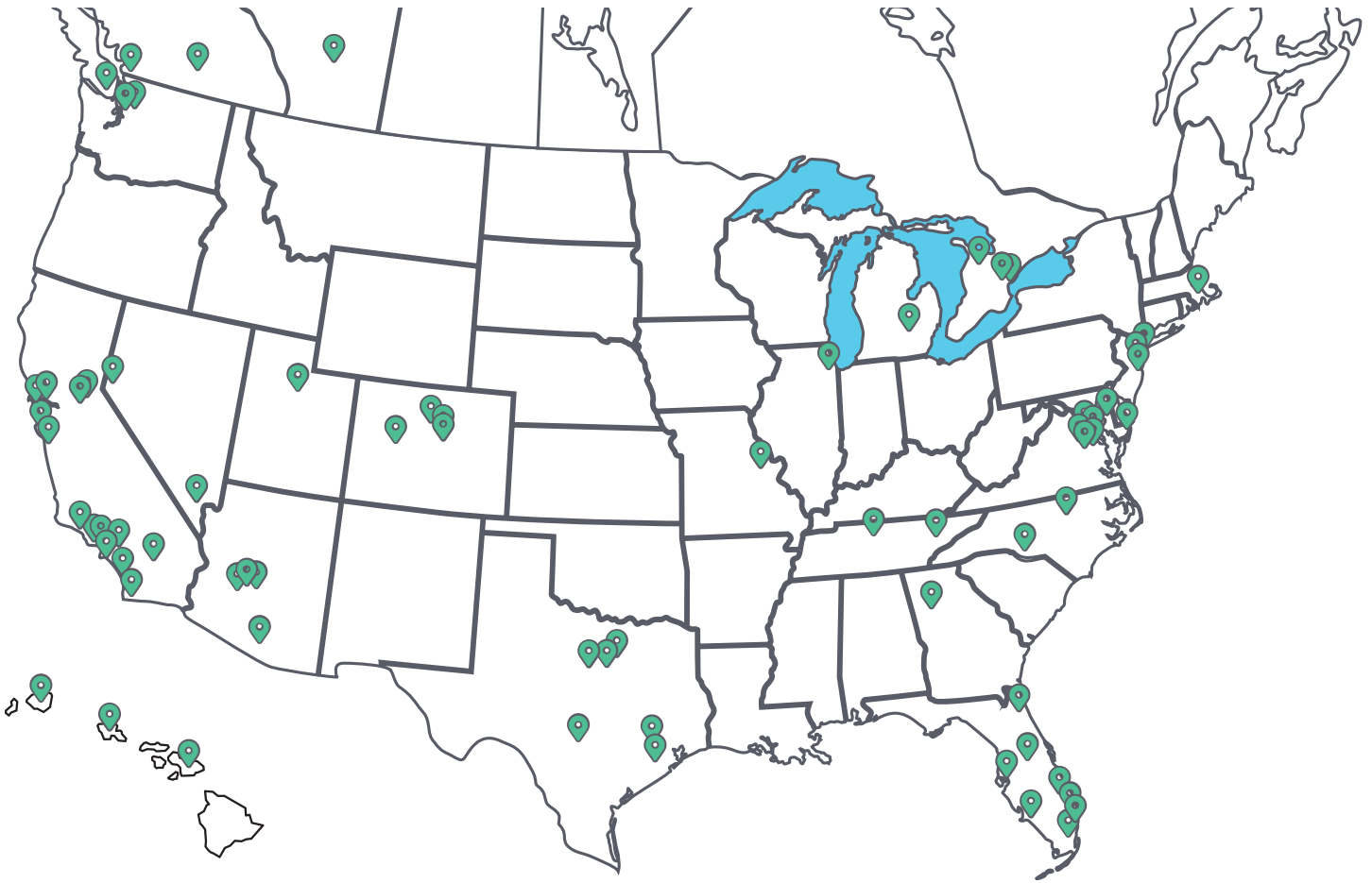


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THIS IS YOUR LUXURY MARKET REPORT



MAP OF LUXURY RESIDENTIAL MARKETS

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

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The Luxury Market Report is a monthly analysis provided by The Institute for Luxury Home Marketing. Luxury benchmark prices are determined by The Institute. This active and sold data has been 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.



“There has also been a growing trend for today's wealthy to diversify and purchase not one, but several smaller residences in various locations to further enhance their need for unparalleled experiences. This also explains why luxury buyers are downsizing and prioritizing quality over space.”



NORTH AMERICAN LUXURY REVIEW

The Changing Face of Luxury

It only seems a short few years ago that demand for large properties, mega mansions, private estates and luxury ranches were all the fashion, but the younger generation, especially millennial millionaires are shying away.

Don't be mistaken that it's about the price, that is simply not true. It's more to do with changes in lifestyle preferences and the value they can obtain for their money. These larger properties are viewed as too labor-intensive and expensive to run and manage. Instead, today's home purchase decisions are based on the experience and amenities a property affords to its owner.

For instance, Mark Cuban (TV's "Shark Tank" Investor) just bought a vacation property that is under 7,900 sq ft for \$19 million in Laguna Beach. It's a stunning, ultra-modern property, with walls that open up the outdoor space, a private pool, and ocean views. But the significant difference isn't just that it's a smaller space than you'd expect for this billionaire. Instead it's the opportunity to own a private home that has access to community amenities of a luxury hotel - including services such as concierge, room service, housekeeping, and a spa.

As Millennials (aged 23-37) become prime consumers, their numbers - as stated by Pew Research - will overtake Baby Boomers by the end of this year. We are already starting to feel the definite shift being created by their purchasing power. These affluent millennials are investing in forms of discreet wealth, preferring intangible items such as wellness and eco-friendly products rather than name brands.

This trend isn't just the jurisdiction of the young; more and more luxury condo developers are pouring their money into providing a plethora of amenities as they recognize the equal appeal from empty nesters, retirees, and baby boomers.

There has also been a growing trend for today's wealthy to diversify and purchase not one, but several smaller residences in various locations to further enhance their need for unparalleled experiences. This also explains why luxury buyers are downsizing and prioritizing quality over space.

Another aspect of this growing trend is location - buyers are looking for the benefits of a great walk score to nearby dining, shopping, and lifestyle experiences.



In looking at just some of developments entering or soon to be entering the market, these units are not limited to existing the hot markets, such as Los Angeles and New York. Luxury condominium projects are popping up all over the place fuelled by buyers wanting to diversify their portfolio and purchase a luxury residence without the higher price points and additional taxes associated with more popular locations.

[1000M](#)

Located at the edge of Grant Park on iconic Michigan Avenue in Chicago, IL, 1000M's website offers the headline "Seek Beauty" and promises to effortlessly blend city and nature for an uncompromised living experience. Said to be completed in 2021, residents can expect to enter through the private Porte-Cochere that leads to a 400-car garage and high-speed elevators to efficiently connect people to their homes. Amenities will also include a sky terrace at 800 feet (telescope included), a winter garden, wine room, and a demonstration kitchen and private dining room. Available units are now priced between \$279,000 and \$8.1M.

[The Fairweather](#)

Moving south to Raleigh, NC, The Fairweather, which has already broken ground, will offer just 45 exclusive residences priced from \$425,000 to just over \$1M. The prime location on S. West Street will offer one of the highest walk scores of any downtown residence. Homeowners here will be able to relax in the many outdoor spaces and marvel at the convenience of the fitness center, bike repair, dog wash station, and on-site garden.

[111 Murray Street](#)

New York's skyline, which is always on the forefront of luxury, now includes one of its newest addresses at 111 Murray street. Priced from \$279,000 to \$8.1M, this complex truly allows buyers to transition away from a large single-family home. Equipped with a professional demonstration kitchen for intimate dinner parties, a patisserie that can transform into a pre-dinner cocktail bar, and a 75-foot lap pool. Residents can leave behind the seldom/sometimes used spaces in their larger estates for a smaller personal space that provides a plethora of entertaining options a just a short elevator ride away.

[Mira](#)

Over on the west coast, Mira in San Francisco, CA provides several unexpected turns. As a response to the strong need for dense, affordable housing, Mira, while a luxury condominium in every right, is expected to price 40% of its units under market value for buyers making up to 100% of the median income. What is also impressive is the physical twist of the building, a nod to the traditional San Francisco bay windows that also sets each unit up as a corner unit. Mira will also include convenient first-level storefronts, bringing the neighborhood retail experience to your doorstep. Available Mira units are being offered between \$900,000 and \$3M.



[The Terminal at Katy Trail](#)

“Discover Living as an Art Form”- the tagline on The Terminal's website brilliantly summarizes one of Dallas' newest complexes, set to be completed in 2021. Comprising just 19 residences, each thoughtfully designed space is being constructed as a corner unit. Art plays a significant role in each detail, as every unit will be customized to the individual discerning buyer and their varying predilections for architecture and furnishings. As a finishing touch, each unit entrance door will be placed as far from neighbors as possible and also as close as possible to each unit's unique view. The effect gives homeowners a breathtaking grand entrance every time they walk through the door. Pricing for these units ranges from \$2.5M to \$6.6M.

[The Laurel](#)

Starting in the \$2 Millions and arriving in early 2022, The Laurel Ritten House in Philadelphia, PA offers a new living experience inspired by historic surroundings and built for the future. Its amenities, as promoted on their website, are designed to “inspire new levels of health and well-being.” In addition to the swimming pool and yoga studio, residents can be chauffeured to downtown experiences in The Laurel's private town car or host elegant gatherings at home in the 26th floor lounge. Need to get away? The Laurel offers options for access to private aviation services.

This demand to include a ‘wellness’ aspect within a new development's scope has been driven by the purchasers of luxury real estate. The affluent have recognized the need for a healthy balance that supports their holistic well-being against their hectic work schedules and the increasing harmful pollution.

Awareness and knowledge of the benefits of living in an eco-friendly environment, coupled with their financial ability and an industry ready to support the building of wellness real estate, will ensure that this segment continues to see growth.

The changing face of the real estate industry now fully recognizes the importance of including amenities that address the physical, social and mental/emotional/spiritual dimensions of its residents.

As such, it is predicted that the future lies in building master planned communities. These will be designed to provide “wellness communities” that offer a well-rounded neighborhood with real estate built for multiple generations. They will put people's well-being at the centre of the conception, design, creation and development of their home.

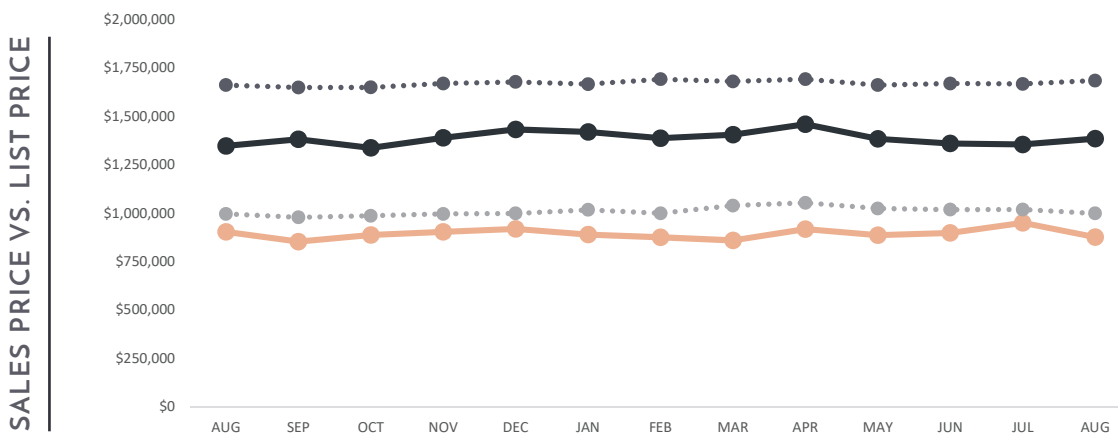
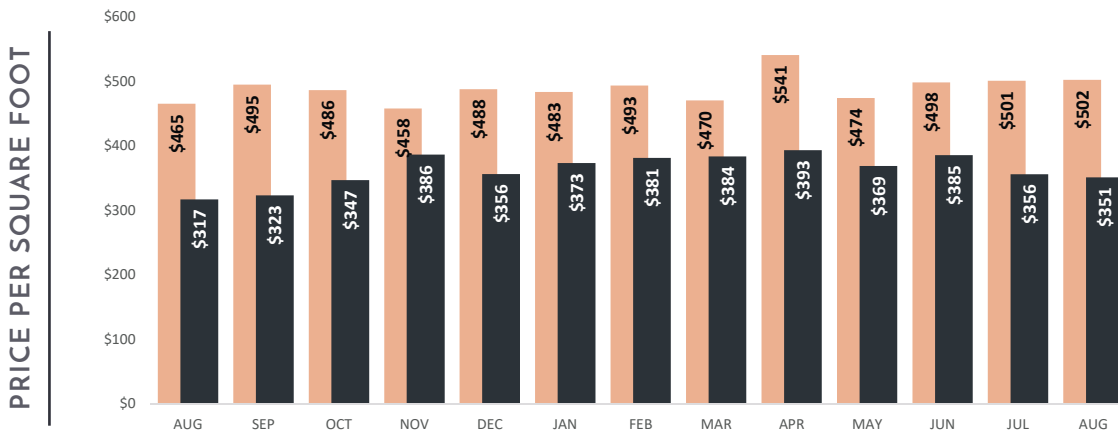
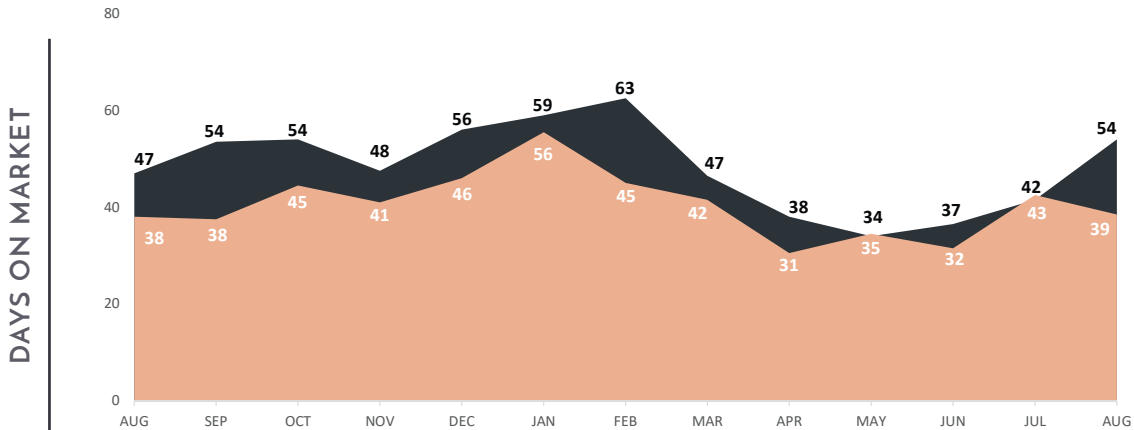
Luxury is currently the trend leader but as it grows, this will enable developers to leverage the benefits at more affordable rates - allowing them to create more affordable smart-healthy homes and neighborhoods.

- 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 Month Over Month

July 2019 | August 2019

SINGLE-FAMILY HOMES

	July	August		July	August
Median List Price	\$1,667,750	\$1,685,000	Total Inventory	49,949	46,040
Median Sale Price	\$1,355,313	\$1,385,250	New Listings	11,486	10,589
Median SP/LP Ratio	97.32%	96.91%	Total Sold	8,141	7,371
Total Sales Ratio	17.34%	16.01%	Median Days on Market	42	54
Median Price per Sq. Ft.	\$356	\$351	Average Home Size	3,614	3,681

Median prices represent properties priced above respective city benchmark prices.



SINGLE-FAMILY HOMES MARKET SUMMARY | AUGUST 2019

- Official Market Type: **Balanced Market** with a **16.01% Sales Ratio**.¹
- Homes are selling for an average of **96.91% of list price**.
- The median luxury threshold² price is **\$1,000,000**, and the median luxury home sales price is **\$1,385,250**.
- Markets with the Highest Median Sales Price: **Vail** (\$4,000,000), **LA Beach Cities** (\$3,700,000), **Vancouver** (\$3,385,000), and **Silicon Valley** (\$3,175,000).
- Markets with the Highest Sales Ratio: **San Francisco** (48%), **Sacramento** (36%), **Seattle** (35%), and **Austin** (35%).

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 Month Over Month

July 2019 | August 2019

ATTACHED HOMES

	July	August		July	August
Median List Price	\$1,019,394	\$999,400	Total Inventory	16,777	16,218
Median Sale Price	\$950,670	\$877,401	New Listings	4,192	3,881
Median SP/LP Ratio	98.35%	98.11%	Total Sold	2,502	2,408
Total Sales Ratio	14.91%	14.85%	Median Days on Market	43	39
Median Price per Sq. Ft.	\$501	\$502	Average Home Size	2,014	2,038

Median prices represent properties priced above respective city benchmark prices.



ATTACHED HOMES MARKET SUMMARY | AUGUST 2019

- Official Market Type: **Buyer's Market** with a **14.85% Sales Ratio**.¹
- Attached homes are selling for an average of **98.11% of list price**.
- The median luxury threshold² price is **\$702,450**, and the median attached luxury sale price is **\$877,401**.
- Markets with the Highest Median Sales Price: **Vail** (\$2,600,000), **San Francisco** (\$2,200,000), **Greater Boston** (\$2,000,000), and **Naples** (\$1,850,000).
- Markets with the Highest Sales Ratio: **Silicon Valley** (65%), **LA The Valley** (59%), **Fairfax County** (43%), and **Denver** (39%).

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	\$1,175,000	\$1,075,000	745	200	87	55	Buyer's
AZ	Paradise Valley	\$2,875,000	\$2,675,000	168	29	22	79	Buyer's
AZ	Phoenix	\$742,450	\$616,000	700	201	208	77	Seller's
AZ	Scottsdale	\$1,699,000	\$1,275,000	696	107	71	101	Buyer's
AZ	Tucson	\$749,950	\$651,250	611	115	96	28	Balanced
BC	Okanagan Valley	\$1,595,000	\$1,330,000	844	124	29	64	Buyer's
BC	Vancouver	\$3,999,000	\$3,585,000	1,135	214	48	60	Buyer's
BC	Victoria	\$1,819,500	\$1,487,000	462	96	58	33	Buyer's
CA	Los Angeles Beach Cities	\$4,995,000	\$3,700,000	444	112	65	35	Buyer's
CA	Los Angeles City	\$3,895,000	\$3,052,500	961	258	128	44	Buyer's
CA	Los Angeles The Valley	\$1,995,000	\$1,835,310	673	203	158	31	Seller's
CA	Marin County	\$3,750,000	\$3,000,000	171	26	24	62	Buyer's
CA	Napa County	\$3,137,500	\$2,112,500	172	24	18	106	Buyer's
CA	Orange County	\$2,435,000	\$2,012,500	1,870	397	274	55	Buyer's
CA	Palm Springs & Palm Desert	\$1,697,000	\$1,450,000	344	45	43	76	Buyer's
CA	Placer County	\$999,973	\$905,000	288	72	65	40	Seller's
CA	Sacramento	\$789,000	\$699,975	949	341	342	24	Seller's
CA	San Diego	\$2,000,000	\$1,625,000	1,478	427	265	37	Balanced
CA	San Francisco	\$3,847,500	\$3,025,000	66	26	32	23	Seller's
CA	Santa Barbara	\$3,695,000	\$2,550,000	321	69	31	25	Buyer's
CA	Silicon Valley	\$3,988,000	\$3,175,000	280	110	95	20	Seller's
CA	Ventura County	\$1,750,000	\$1,437,500	423	100	76	60	Balanced
CO	Boulder	\$1,696,000	\$1,400,000	290	89	57	64	Balanced
CO	Denver	\$950,000	\$865,000	1,305	408	422	19	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
CO	Douglas County	\$1,250,000	\$1,122,000	343	75	69	29	Balanced
CO	Vail	\$3,999,000	\$4,000,000	149	18	11	92	Buyer's
DC	Washington D.C.	\$3,245,000	\$2,655,000	46	7	14	41	Seller's
FL	Boca Raton & Delray Beach	\$2,232,300	\$1,850,000	542	68	40	150	Buyer's
FL	Coastal Pinellas County Towns	\$1,599,000	\$1,180,000	81	13	13	107	Balanced
FL	Greater Fort Lauderdale	\$1,280,000	\$929,303	1,607	285	124	87	Buyer's
FL	Jacksonville Beaches	\$1,252,500	\$1,085,000	358	58	35	83	Buyer's
FL	Miami	\$1,290,500	\$930,000	1,452	224	79	124	Buyer's
FL	Naples	\$2,122,950	\$1,412,500	642	56	42	132	Buyer's
FL	Orlando	\$1,608,000	\$1,420,457	509	64	56	85	Buyer's
FL	Palm Beach Towns	\$3,200,000	\$1,475,000	345	38	19	133	Buyer's
FL	Sarasota & Beaches	\$1,695,000	\$1,300,000	497	45	39	104	Buyer's
FL	Tampa	\$775,000	\$730,000	871	188	180	53	Balanced
GA	Atlanta	\$1,174,900	\$1,015,000	1,403	341	171	40	Buyer's
HI	Kauai	\$2,797,500	\$1,687,500	160	13	14	168	Buyer's
HI	Maui	\$3,195,000	\$2,487,500	209	26	20	189	Buyer's
HI	Oahu	\$3,250,000	\$2,300,000	265	43	23	55	Buyer's
IL	Chicago	\$1,199,000	\$1,060,000	2,188	485	305	56	Buyer's
MA	Greater Boston	\$3,475,000	\$2,489,000	119	13	25	37	Seller's
MD	Montgomery County	\$1,699,750	\$1,387,000	344	61	93	60	Seller's
MD	Talbot County	\$1,870,000	\$1,400,000	117	9	6	87	Buyer's
MD	Worcester County	\$980,950	\$925,000	68	5	3	172	Buyer's
MI	Oakland County	\$699,900	\$637,000	1,431	471	224	34	Balanced
MO	St. Louis	\$774,900	\$655,688	227	49	43	32	Balanced

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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
NC	Charlotte	\$899,000	\$799,500	1,076	238	260	44	Seller's
NC	Raleigh-Durham	\$700,000	\$665,000	1,097	227	265	3	Seller's
NJ	Ocean County	\$879,000	\$834,000	826	177	78	86	Buyer's
NV	Las Vegas	\$720,000	\$620,000	1,769	489	317	40	Balanced
NV	Reno	\$1,350,000	\$1,300,000	175	31	25	139	Buyer's
NY	Brooklyn	\$1,598,000	\$1,389,167	303	52	14	73	Buyer's
NY	Staten Island	\$1,199,500	\$970,000	210	33	16	89	Buyer's
ON	GTA - Durham	\$1,598,000	\$1,214,000	303	101	26	26	Buyer's
ON	GTA - York	\$2,299,999	\$1,767,500	849	276	76	35	Buyer's
ON	Toronto	\$3,498,888	\$2,900,000	483	159	53	35	Buyer's
TN	Knox County	\$785,000	\$725,226	276	54	39	30	Buyer's
TN	Nashville	\$1,084,000	\$940,000	340	126	115	14	Seller's
TX	Austin	\$1,050,000	\$822,500	726	202	254	22	Seller's
TX	Collin County	\$699,764	\$681,140	1,029	219	169	69	Balanced
TX	Dallas	\$995,000	\$846,375	966	218	144	40	Buyer's
TX	Fort Worth	\$869,950	\$786,250	940	206	178	30	Balanced
TX	Houston	\$829,000	\$727,500	2,219	588	320	36	Buyer's
TX	The Woodlands & Spring	\$822,500	\$737,500	542	131	82	39	Balanced
UT	Park City	\$3,250,000	\$2,150,000	309	38	27	69	Buyer's
VA	Arlington & Alexandria	\$1,996,500	\$1,770,000	94	22	21	29	Seller's
VA	Fairfax County	\$1,675,000	\$1,383,500	554	117	88	43	Balanced
VA	McLean & Vienna	\$1,899,999	\$1,605,000	240	52	30	55	Buyer's
WA	Greater Seattle	\$1,849,945	\$1,599,000	1,038	284	304	21	Seller's
WA	Seattle	\$1,765,000	\$1,475,000	307	101	108	23	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	\$799,950	\$790,000	288	85	32	82	Buyer's
AZ	Paradise Valley	-	-	-	-	-	-	-
AZ	Phoenix	-	-	-	-	-	-	-
AZ	Scottsdale	\$707,000	\$607,500	194	45	32	69	Balanced
AZ	Tucson	-	-	-	-	-	-	-
BC	Okanagan Valley	-	-	-	-	-	-	-
BC	Vancouver	\$1,888,000	\$1,680,000	809	163	59	34	Buyer's
BC	Victoria	\$899,900	\$801,001	181	58	31	28	Balanced
CA	Los Angeles Beach Cities	\$1,795,000	\$1,510,500	220	93	62	19	Seller's
CA	Los Angeles City	\$1,498,444	\$1,225,000	386	125	79	20	Balanced
CA	Los Angeles The Valley	\$699,000	\$690,000	138	65	81	25	Seller's
CA	Marin County	\$1,449,500	\$1,500,000	21	6	7	72	Seller's
CA	Napa County	-	-	-	-	-	-	-
CA	Orange County	\$998,800	\$905,000	545	155	141	30	Seller's
CA	Palm Springs & Palm Desert	-	-	-	-	-	-	-
CA	Placer County	-	-	-	-	-	-	-
CA	Sacramento	-	-	-	-	-	-	-
CA	San Diego	\$1,050,000	\$959,900	681	274	157	35	Seller's
CA	San Francisco	\$2,680,000	\$2,200,000	107	30	39	13	Seller's
CA	Santa Barbara	\$2,195,000	\$1,375,000	43	12	3	2	Buyer's
CA	Silicon Valley	\$1,432,085	\$1,380,000	113	64	73	16	Seller's
CA	Ventura County	\$764,500	\$767,500	86	35	32	41	Seller's
CO	Boulder	\$899,000	\$800,713	71	20	10	71	Buyer's
CO	Denver	\$689,000	\$625,000	616	217	239	25	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
CO	Douglas County	\$671,950	\$650,000	28	7	9	25	Seller's
CO	Vail	\$3,995,000	\$2,600,000	101	4	5	67	Buyer's
DC	Washington D.C.	\$1,849,000	\$1,637,500	150	33	34	39	Seller's
FL	Boca Raton & Delray Beach	\$979,000	\$685,000	346	66	19	140	Buyer's
FL	Coastal Pinellas County Towns	\$875,000	\$869,100	101	19	23	61	Seller's
FL	Greater Fort Lauderdale	\$875,000	\$725,000	1,177	132	53	116	Buyer's
FL	Jacksonville Beaches	\$1,070,000	\$1,000,000	53	7	9	45	Balanced
FL	Miami	\$999,999	\$880,000	2,821	310	58	163	Buyer's
FL	Naples	\$2,150,000	\$1,850,000	214	18	15	113	Buyer's
FL	Orlando	\$580,000	\$502,000	97	18	23	28	Seller's
FL	Palm Beach Towns	\$1,459,000	\$1,690,000	311	45	28	157	Buyer's
FL	Sarasota & Beaches	\$1,445,000	\$1,550,000	201	33	19	113	Buyer's
FL	Tampa	\$682,000	\$596,000	128	23	21	29	Balanced
GA	Atlanta	\$659,000	\$625,000	569	164	94	40	Balanced
HI	Kauai	\$1,395,000	\$874,802	56	8	4	287	Buyer's
HI	Maui	\$2,050,000	\$1,500,000	131	7	11	112	Buyer's
HI	Oahu	\$1,300,000	\$1,009,500	445	107	44	43	Buyer's
IL	Chicago	\$1,149,950	\$1,092,500	1,066	282	147	42	Buyer's
MA	Greater Boston	\$2,499,000	\$2,000,000	234	42	63	38	Seller's
MD	Montgomery County	\$750,000	\$680,000	153	53	57	30	Seller's
MD	Talbot County	-	-	-	-	-	-	-
MD	Worcester County	\$599,000	\$588,500	111	16	14	136	Buyer's
MI	Oakland County	\$795,000	\$659,040	69	22	12	19	Balanced
MO	St. Louis	-	-	-	-	-	-	-

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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
NC	Charlotte	\$719,450	\$660,096	122	22	38	29	Seller's
NC	Raleigh-Durham	-	-	-	-	-	-	-
NJ	Ocean County	\$629,900	\$590,000	157	23	7	69	Buyer's
NV	Las Vegas	-	-	-	-	-	-	-
NV	Reno	-	-	-	-	-	-	-
NY	Brooklyn	\$1,330,000	\$1,025,000	716	146	58	62	Buyer's
NY	Staten Island	-	-	-	-	-	-	-
ON	GTA - Durham	\$569,000	\$555,000	27	16	9	29	Seller's
ON	GTA - York	\$745,000	\$708,750	137	71	22	31	Balanced
ON	Toronto	\$1,200,000	\$1,099,500	475	271	128	15	Seller's
TN	Knox County	-	-	-	-	-	-	-
TN	Nashville	\$890,000	\$731,250	94	50	22	18	Seller's
TX	Austin	\$778,098	\$650,000	217	62	33	17	Balanced
TX	Collin County	-	-	-	-	-	-	-
TX	Dallas	\$702,747	\$597,000	206	47	22	71	Buyer's
TX	Ft. Worth	-	-	-	-	-	-	-
TX	Houston	\$649,900	\$590,000	215	80	17	74	Buyer's
TX	The Woodlands & Spring	-	-	-	-	-	-	-
UT	Park City	\$1,995,000	\$1,445,000	173	25	24	86	Buyer's
VA	Arlington & Alexandria	\$1,250,000	\$917,498	51	21	14	23	Seller's
VA	Fairfax County	\$735,000	\$650,000	187	69	81	17	Seller's
VA	McLean & Vienna	\$1,292,000	\$1,062,500	41	8	6	42	Buyer's
WA	Greater Seattle	\$1,177,475	\$929,990	206	66	62	12	Seller's
WA	Seattle	\$1,245,000	\$1,150,000	133	41	26	35	Balanced

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