



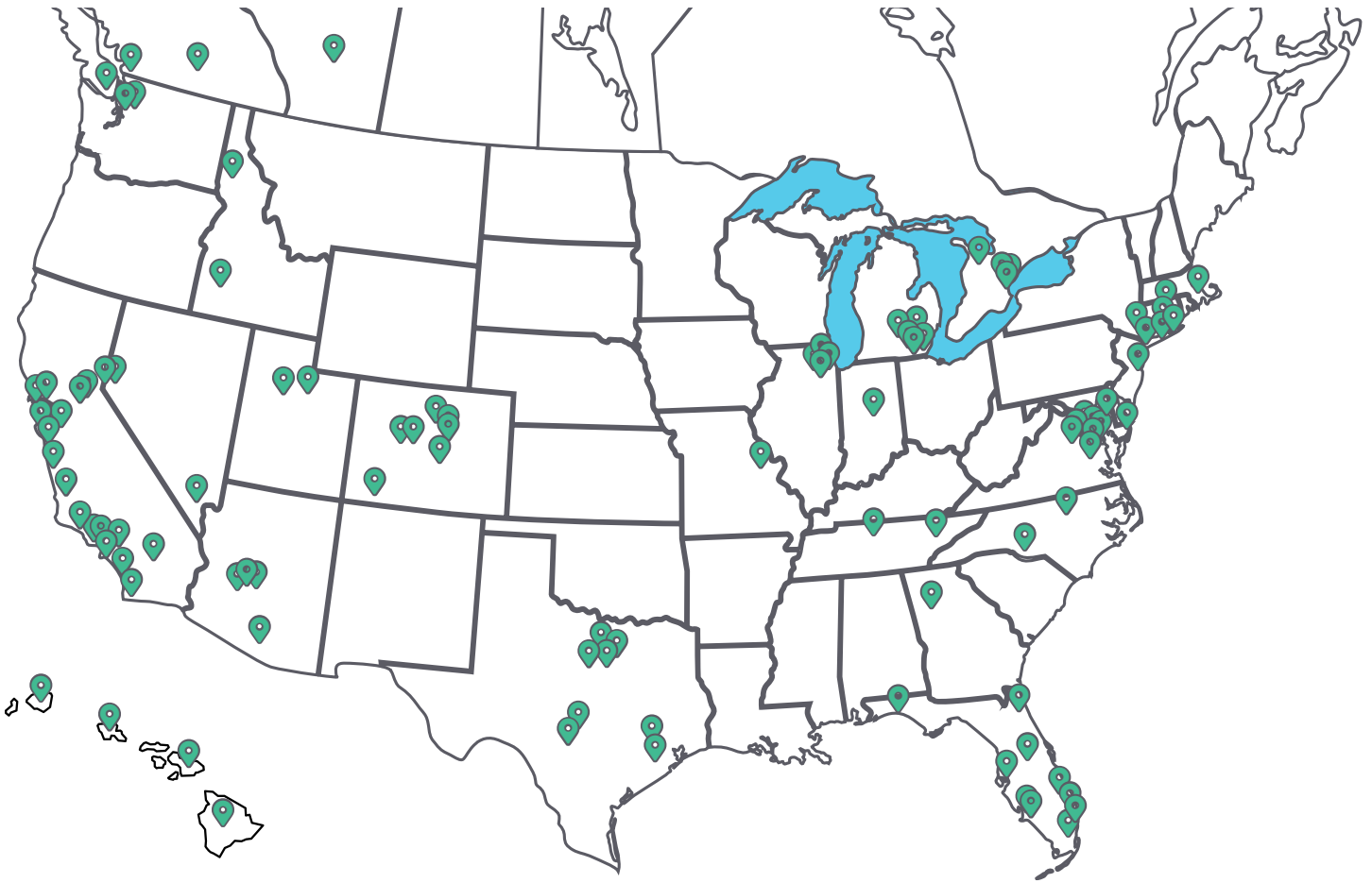
LUXURY MARKET REPORT

- November 2020 -

INSTITUTE *for*
LUXURY HOME
MARKETING®

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.

- 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.

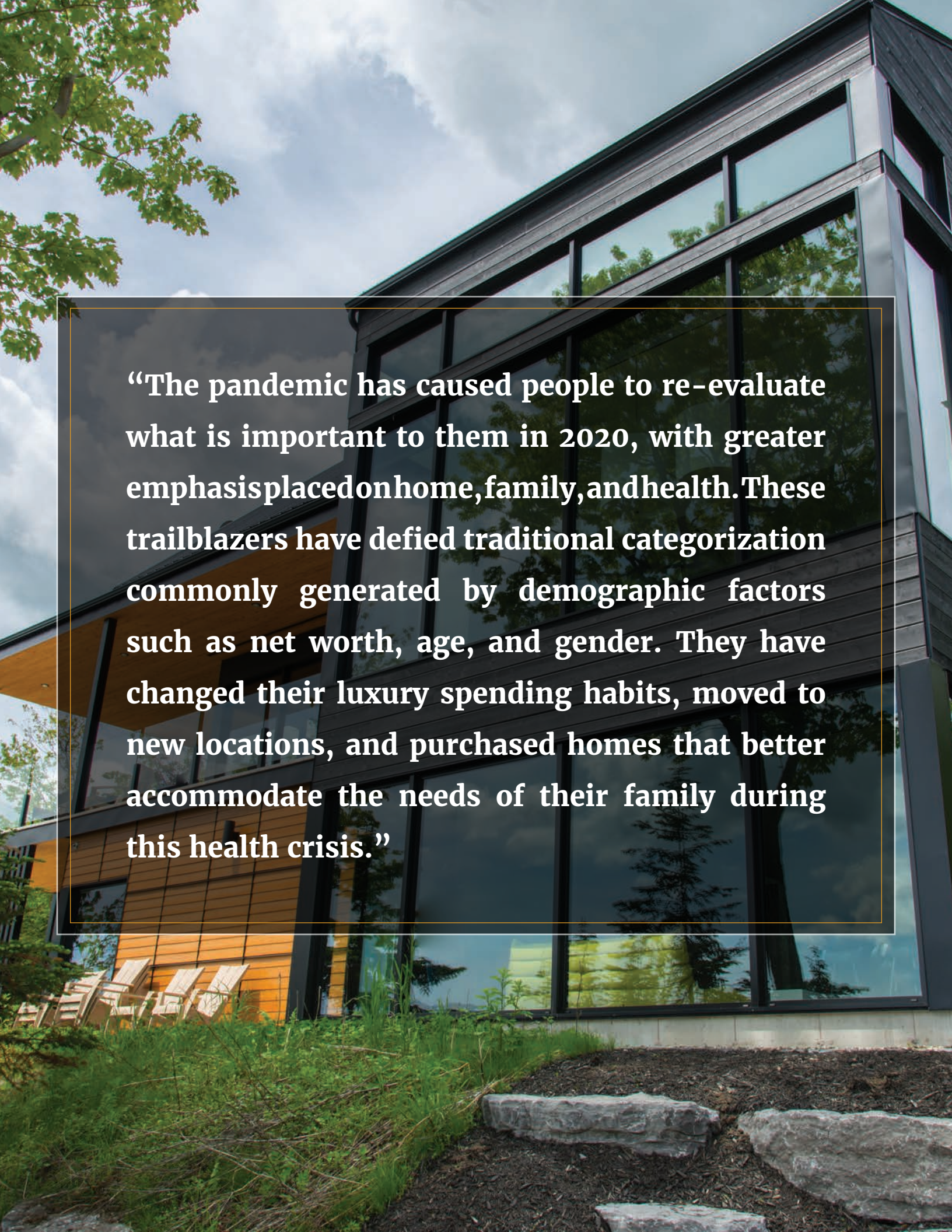
LUXURY BENCHMARK PRICE: The price point that marks the transition from traditional homes to luxury homes.

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 photograph of a modern, multi-story house with large glass windows and a wooden deck. The house is set against a cloudy sky. The text is overlaid on the image, enclosed in a thin yellow border. The text is in a bold, white, sans-serif font. The background shows a modern house with large glass windows and a wooden deck. The house is set against a cloudy sky. The text is overlaid on the image, enclosed in a thin yellow border. The text is in a bold, white, sans-serif font. The background shows a modern house with large glass windows and a wooden deck. The house is set against a cloudy sky. The text is overlaid on the image, enclosed in a thin yellow border. The text is in a bold, white, sans-serif font.

“The pandemic has caused people to re-evaluate what is important to them in 2020, with greater emphasis placed on home, family, and health. These trailblazers have defied traditional categorization commonly generated by demographic factors such as net worth, age, and gender. They have changed their luxury spending habits, moved to new locations, and purchased homes that better accommodate the needs of their family during this health crisis.”



NORTH AMERICAN LUXURY REVIEW

Emerging Wealth Demographics in an Unprecedented Market

In the recent release of their [A Look at Wealth Report](#), Coldwell Banker Global Luxury (CBGL) partnered with The Institute, a leading source for luxury real estate data and analysis, to garner clear insights and supporting data about the luxury real estate market during the first 9 months of 2020.

The analysis that The Institute provided focused on reviewing the Top 10% of the overall market and included parameters such as monthly inventory levels, median monthly sold prices, median monthly days on market, and comparisons against 2019, for both the single-family home and attached property markets.

CBGL showcased The Institute's statistics on pages 15-16 of their [report](#) and were also able to use the data provided to support its research into the unprecedented effects of the COVID-19 Pandemic on the luxury real estate market.

The findings qualified an unexpected growth in the summer and fall of 2020 through increased numbers of sales and rising price points as well as provided insight into emerging patterns and their causes. The reports notes that there were profound lifestyle changes and a realignment of priorities, which when combined with other factors such as the rise of remote working, have led to a luxury real estate boom and a migration of wealth to new markets.

This trend is still in full force with October 2020 statistics showing that inventory levels for single family homes are 25% lower and the number of sales have nearly doubled (96%) when compared to October 2019. The average sold price is still appreciating, which indicates two significant trends: that homes are selling closer to their list price and larger properties with higher price tags are still



in demand. From October 2019 to October 2020, the median sales price has jumped 4.3% and the median SP/LP ratio has increased from 96.68% to 98%.

One of the most significant findings in the CBGL report was the review of the emergence of a new wealth demographic, which Craig Hogan, VP of Luxury for Coldwell Banker, identifies in the report's opening introduction.

"2020 will be remembered as an unprecedented year. Priorities have realigned toward home, family, health, and wellness due to the pandemic," Hogan states. "But 2020 has ushered in new affluent demographics. We're calling them trailblazers because they are charting a new path forward, choosing housing locations based on family, health, or lifestyle reasons, rather than being close to their business or work."

This change in housing needs is significant as it shows an increasing redistribution of real estate wealth as from the more traditional metropolitan communities to small town hidden gems, suburbs, and popular second home destinations.

This analysis of "trailblazers" determined that their choices fall into three main subsets: Explorers, New Suburbanites, and Resorters.

The pandemic has caused people to re-evaluate what is important to them in 2020, with greater emphasis placed on home, family, and health. These trailblazers have defied traditional categorization commonly generated by demographic factors such as net worth, age, and gender. They have changed their luxury spending habits, moved to new locations, and purchased homes that better accommodate the needs of their family during this health crisis.

One of the key factors that has enabled the affluent to change their location and lifestyle so quickly and dramatically, is the rise of remote work. While this trend was already gaining momentum due to advances in technology and internet capabilities, but the arrival of the pandemic demanded a quicker acceptance as an estimated 40% of adults in the US now work from home.

The report then takes a deep dive into how the affluent's new requirements have created these three groups, identifying the significant make-up of each of these demographics.



EXPLORERS

Explorers are ready to leave the city behind. They seek new adventure in America's exurbs, far-flung suburbs and sleepy small towns where their dollar will carry them further. They are less concerned with status and are more willing to choose "hidden gem" locations — slightly more rural, non-traditional luxury markets — if it means that they can have better schools, access to open space, and a dynamic mix of shops, restaurants, and recreational facilities that allow them to center a lifestyle focused on family.

Explorers tend to be younger (under the age of 39), married with at least one young child, [less than 40% means most have a child?] and have a net worth in the \$1 to 5 million range; however, they are a diverse group and many exceptions apply. Many are business owners, or business executives or work in professions that allow them the flexibility to work from home, making it easier for them to live farther away from major metro centers.

NEW SUBURBANITES

New suburbanites are leading a revival of the suburbs. Like explorers, New suburbanites are looking for more space, which translates into private backyards, one bedroom for each child, and ample-sized, and dedicated spaces for work (like dual-home offices for both parents to work remotely). They are also in search of good schools and, in some cases, a dose of city culture with newly developed urban-style mixed-use centers with restaurants, retail, offices, and open green spaces.

Despite the fact that many new suburbanites are entrepreneurs, business owners, or senior managers who have the ability to work from home, they may still need to be within commuting distance of cities for work or business. The majority tend to be slightly older than explorers (between the ages of 39 and 54) and are married with two or more school-aged children. While net worth and disposable income vary based on location, they also tend to have a higher net worth (\$5 to \$10 million). Many own more than one home. They are more likely to make luxury purchases like sports cars, boats, art, collectibles, and health and wellness treatments.

RESORTERS

Resorters are those who are flocking to world-class vacation destinations where they can enjoy a resort lifestyle filled with fresh air, freedom and access to recreation and luxury amenities. Whether they ski, golf, or enjoy wine, resorters often choose their locations based on their life passions. They may either be permanently relocating to their favorite vacation destination or are converting an already-owned seasonal second home to a primary residence in response to the pandemic.

Because resort markets tend to have higher price points, resorters are often in a higher wealth bracket — \$10 million and over. In many cases, they are not giving up their city homes completely. The majority of them are slightly older (over the age of 54) and are married with possibly older or adult children. They often own at least two properties, including a home in a city. The majority are established business owners with middle management onsite, giving them the freedom to work remotely. They may also be at retirement age, giving them extra freedom to live anywhere they want. However, accessibility and driveability to their resort home may still be important factors for them. They are accustomed to sophisticated living and look for properties that afford them a lifestyle that matches their affluence. They place a premium on privacy and freedom as well as prioritize health and wellness. They enjoy a range of outdoor activities, including skiing, biking, hiking, boating, tennis, or golf. Because of their activity, they love their toys — cars, boats, and collectibles.

THE FUTURE

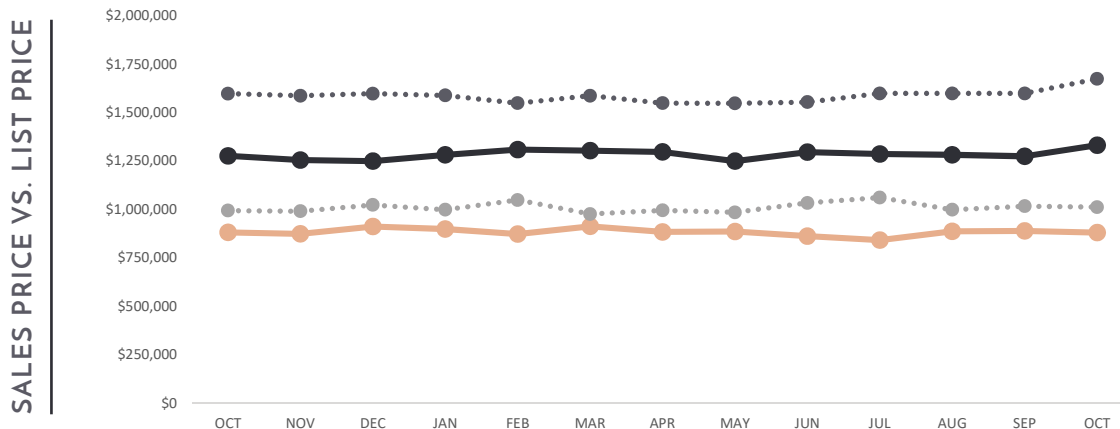
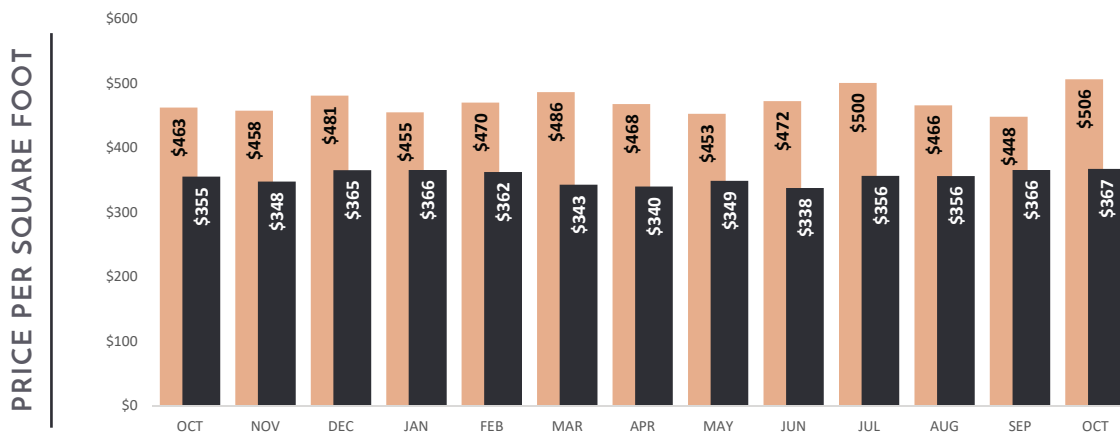
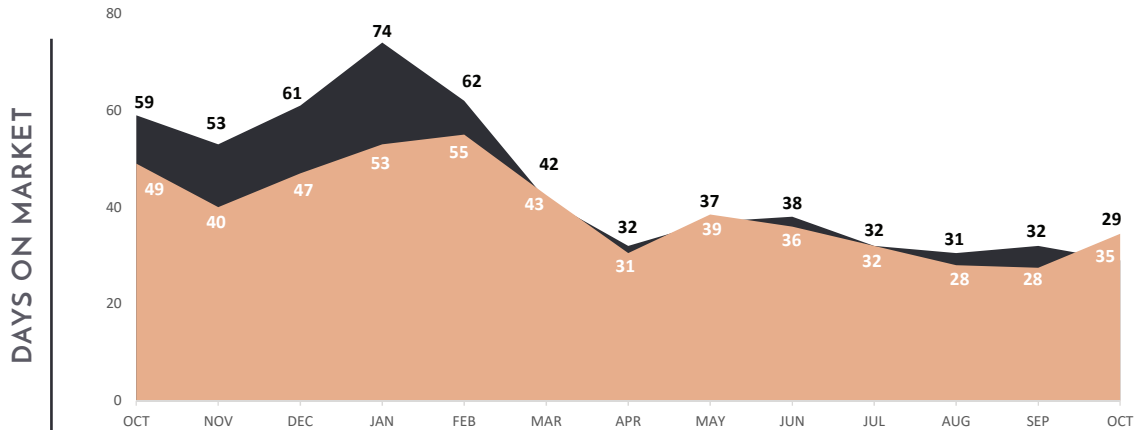
CBGL's A Look at Wealth Report importantly reminds us that while these lifestyle changes and migration trends are forming today's market trends, their permanency is yet to be affirmed. Certainly some of the trends will remain, but it is unlikely that as the pandemic becomes more manageable that there will not be a return to the metropolitan cities once again.



- 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 October 2020 and November 2020 reports are due to the addition of South Walton, FL and Denton County, TX.

- LUXURY MONTHLY MARKET REVIEW -

A Review of Key Market Differences Month Over Month

September 2020 | October 2020

SINGLE-FAMILY HOMES

	September	October		September	October
Median List Price	\$1,599,999	\$1,675,000	Total Inventory	44,864	41,913
Median Sale Price	\$1,275,600	\$1,332,500	New Listings	13,492	12,894
Median SP/LP Ratio	97.77%	98.00%	Total Sold	15,067	15,820
Total Sales Ratio	35.15%	37.74%	Median Days on Market	32	29
Median Price per Sq. Ft.	\$366	\$367	Average Home Size	3,585	3,496

Median prices represent properties priced above respective city benchmark prices.



SINGLE-FAMILY HOMES MARKET SUMMARY | OCTOBER 2020

- Official Market Type: **Seller's Market** with a **37.74% Sales Ratio**.¹
- Homes are selling for an average of **98% of list price**.
- The median luxury threshold² price is **\$900,000**, and the median luxury home sales price is **\$1,332,500**.
- Markets with the Highest Median Sales Price: **Vail** (\$3,900,000), **LA Beach Cities** (\$3,819,500), **San Francisco** (\$3,300,000), and **Santa Barbara** (\$3,250,000).
- Markets with the Highest Sales Ratio: **Denver** (120%), **East Bay** (120%), **Summit County** (117%) and **Sacramento** (111%).

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

September 2020 | October 2020

ATTACHED HOMES

	September	October		September	October
Median List Price	\$1,017,398	\$1,012,540	Total Inventory	19,715	19,549
Median Sale Price	\$889,500	\$881,250	New Listings	5,920	5,641
Median SP/LP Ratio	98.35%	98.88%	Total Sold	4,055	4,058
Total Sales Ratio	20.57%	20.76%	Median Days on Market	28	35
Median Price per Sq. Ft.	\$448	\$506	Average Home Size	2,034	2,002

Median prices represent properties priced above respective city benchmark prices.



ATTACHED HOMES MARKET SUMMARY | OCTOBER 2020

- Official Market Type: **Seller's Market** with a **20.76% Sales Ratio**.¹
- Attached homes are selling for an average of **98.88% of list price**.
- The median luxury threshold² price is **\$701,225**, and the median attached luxury sale price is **\$881,250**.
- Markets with the Highest Median Sales Price: **Island of Hawaii** (\$2,975,000), **Vail** (\$2,650,000), **Maui** (\$2,370,000), and **San Francisco** (\$2,322,500).
- Markets with the Highest Sales Ratio: **GTA-Durham** (467%), **Summit County** (120%), **Durango** (113%) and **Fairfax County** (93%).

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	\$1,190,000	\$1,043,500	554	182	126	46	Seller's
AZ	Paradise Valley	\$3,500,000	\$2,400,000	178	54	46	87	Seller's
AZ	Phoenix	\$796,000	\$652,500	448	200	394	35	Seller's
AZ	Scottsdale	\$1,999,250	\$1,400,000	564	153	213	50	Seller's
AZ	Tucson	\$795,000	\$650,000	487	147	202	9	Seller's
BC	Greater Victoria	\$1,999,900	\$1,807,500	345	94	52	39	Balanced
BC	Okanagan Valley	\$1,675,000	\$1,447,500	413	120	100	56	Seller's
BC	Vancouver	\$4,188,000	\$3,225,000	910	274	117	30	Buyer's
CA	Central Coast	\$3,425,000	\$2,195,000	230	88	33	8	Buyer's
CA	East Bay	\$2,398,000	\$1,900,001	291	166	348	9	Seller's
CA	Lake Tahoe	\$2,595,000	\$1,900,000	202	75	117	42	Seller's
CA	Los Angeles Beach Cities	\$4,950,000	\$3,819,500	471	139	105	19	Seller's
CA	Los Angeles City	\$4,299,000	\$3,025,000	1,077	364	191	23	Balanced
CA	Los Angeles The Valley	\$2,295,000	\$1,754,500	490	205	290	18	Seller's
CA	Marin County	\$3,825,000	\$2,882,500	134	37	48	22	Seller's
CA	Napa County	\$2,996,500	\$2,200,000	154	22	23	88	Buyer's
CA	Orange County	\$2,735,000	\$1,899,000	1,147	324	481	29	Seller's
CA	Palm Springs/Palm Desert	\$1,829,000	\$1,405,000	379	108	129	42	Seller's
CA	Placer County	\$1,100,000	\$929,000	183	71	121	8	Seller's
CA	Sacramento	\$835,000	\$725,000	483	259	537	7	Seller's
CA	San Diego	\$2,380,000	\$1,700,000	925	353	503	24	Seller's
CA	San Francisco	\$4,446,900	\$3,300,000	128	36	55	14	Seller's
CA	San Luis Obispo County	\$1,695,000	\$1,147,000	146	42	8	8	Buyer's
CA	Santa Barbara	\$4,250,000	\$3,250,000	199	39	71	35	Seller's
CA	Silicon Valley	\$4,391,500	\$3,065,000	286	132	188	9	Seller's
CA	Ventura County	\$2,250,000	\$1,529,000	241	68	155	39	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	Boulder	\$2,000,000	\$1,360,000	304	110	126	44	Seller's
CO	Colorado Springs	\$887,000	\$690,500	226	99	192	13	Seller's
CO	Denver	\$1,129,000	\$853,000	749	309	899	11	Seller's
CO	Douglas County	\$1,500,000	\$1,145,000	184	59	143	28	Seller's
CO	Durango	\$1,445,000	\$1,165,000	81	20	27	97	Seller's
CO	Summit County	\$1,975,000	\$1,650,000	18	7	21	21	Seller's
CO	Vail	\$5,995,000	\$3,900,000	85	19	25	37	Seller's
CT	Central Connecticut	\$663,900	\$600,000	445	132	118	31	Seller's
CT	Coastal Connecticut	\$1,900,000	\$1,507,500	1,072	266	318	68	Seller's
DC	Washington D.C.	\$3,995,000	\$2,364,000	59	15	22	25	Seller's
FL	Boca Raton/Delray Beach	\$2,375,000	\$1,850,000	441	89	68	64	Balanced
FL	Greater Fort Lauderdale	\$1,500,000	\$960,000	1,138	297	241	56	Seller's
FL	Jacksonville Beaches	\$1,492,400	\$1,200,000	211	67	79	42	Seller's
FL	Lee County	\$1,699,000	\$1,441,750	446	89	80	101	Balanced
FL	Miami	\$1,475,000	\$999,000	1,087	223	167	88	Balanced
FL	Naples	\$2,484,500	\$1,890,000	478	103	149	102	Seller's
FL	Orlando	\$1,552,500	\$1,347,500	414	82	75	66	Balanced
FL	Palm Beach Towns	\$3,299,999	\$1,950,000	243	50	47	92	Balanced
FL	Pinellas County Towns	\$1,700,000	\$1,260,000	59	17	27	8	Seller's
FL	Sarasota & Beaches	\$1,799,000	\$1,412,500	191	49	32	92	Balanced
FL	South Walton	\$2,469,500	\$1,924,913	180	38	68	45	Seller's
FL	Tampa	\$842,500	\$716,000	580	183	226	26	Seller's
GA	Atlanta	\$1,275,000	\$969,500	984	302	244	19	Seller's
HI	Island of Hawaii	\$2,850,000	\$1,497,000	143	30	22	45	Balanced
HI	Kauai	\$2,750,000	\$1,590,000	113	27	23	52	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
HI	Maui	\$3,650,000	\$2,025,000	173	28	20	107	Buyer's
HI	Oahu	\$3,300,000	\$2,425,000	207	45	24	46	Buyer's
ID	Northern	\$998,750	\$781,873	234	86	172	66	Seller's
IL	Chicago	\$1,295,000	\$1,050,000	1,342	401	440	48	Seller's
IL	DuPage County	\$1,099,000	\$940,000	483	130	135	72	Seller's
IL	Lake County	\$1,055,000	\$910,000	504	120	128	62	Seller's
IL	Will County	\$675,000	\$577,500	226	65	100	30	Seller's
IN	Hamilton County	\$825,000	\$723,536	169	63	114	8	Seller's
MA	Greater Boston	\$3,325,000	\$2,950,000	162	40	34	32	Balanced
MD	Anne Arundel County	\$999,000	\$915,000	219	67	114	10	Seller's
MD	Montgomery County	\$1,875,000	\$1,500,000	217	77	115	13	Seller's
MD	Talbot County	\$2,425,000	\$1,630,000	64	12	15	53	Seller's
MD	Worcester County	\$1,224,000	\$761,500	43	7	11	8	Seller's
MI	Livingston County	\$789,950	\$632,000	70	20	17	54	Seller's
MI	Monroe County	\$624,900	\$660,000	17	5	2	9	Buyer's
MI	Oakland County	\$817,300	\$627,450	719	249	308	30	Seller's
MI	Washtenaw County	\$810,000	\$767,000	151	25	38	17	Seller's
MI	Wayne County	\$749,900	\$636,250	259	83	74	24	Seller's
MO	St. Louis	\$699,950	\$629,500	166	53	82	29	Seller's
NC	Charlotte	\$1,149,000	\$825,000	1,078	306	373	14	Seller's
NC	Raleigh-Durham	\$769,945	\$665,435	690	197	364	2	Seller's
NJ	Ocean County	\$849,000	\$775,000	390	131	206	22	Seller's
NV	Las Vegas	\$759,000	\$645,000	1,457	474	566	25	Seller's
NV	Reno	\$1,418,942	\$1,411,667	80	31	44	97	Seller's
NY	Brooklyn	\$1,662,500	\$1,332,500	326	58	14	78	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
NY	Nassau County	\$1,810,000	\$1,382,250	1,023	219	194	49	Balanced
NY	Staten Island	\$1,300,000	\$999,000	179	44	23	89	Buyer's
NY	Suffolk County	\$1,498,500	\$1,200,000	1,134	268	300	54	Seller's
ON	GTA - Durham	\$1,694,500	\$1,250,000	178	136	114	14	Seller's
ON	GTA - York	\$2,438,000	\$1,885,000	703	327	119	21	Balanced
ON	Oakville	\$2,684,000	\$2,335,000	170	77	38	17	Seller's
ON	Toronto	\$3,599,000	\$3,075,000	513	295	136	15	Seller's
TN	Knox County	\$815,000	\$678,500	174	63	79	19	Seller's
TN	Nashville	\$1,125,000	\$1,000,000	313	103	149	8	Seller's
TX	Austin	\$1,249,990	\$875,000	438	171	377	10	Seller's
TX	Collin County	\$799,990	\$690,000	393	111	234	27	Seller's
TX	Dallas	\$1,131,200	\$902,250	625	186	208	29	Seller's
TX	Denton County	\$789,000	\$704,500	323	101	183	22	Seller's
TX	Fort Worth	\$899,000	\$782,000	488	129	216	25	Seller's
TX	Houston	\$824,900	\$725,000	1,968	556	399	28	Balanced
TX	San Antonio	\$810,000	\$736,500	367	73	108	51	Seller's
TX	The Woodlands & Spring	\$940,000	\$740,000	301	98	107	36	Seller's
UT	Park City	\$4,495,000	\$2,612,500	114	30	93	60	Seller's
UT	Salt Lake City	\$1,250,000	\$970,000	196	63	117	31	Seller's
VA	Arlington & Alexandria	\$1,874,900	\$1,684,500	87	33	30	8	Seller's
VA	Fairfax County	\$1,999,000	\$1,430,500	445	114	136	16	Seller's
VA	McLean & Vienna	\$2,499,000	\$1,587,500	222	47	44	16	Balanced
VA	Richmond	\$849,975	\$799,500	238	78	104	8	Seller's
WA	Greater Seattle	\$2,077,000	\$1,600,000	586	235	507	7	Seller's
WA	Seattle	\$1,790,000	\$1,399,000	293	130	203	7	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	\$954,900	\$835,000	98	28	11	51	Buyer's
AZ	Paradise Valley	-	-	-	-	-	-	-
AZ	Phoenix	-	-	-	-	-	-	-
AZ	Scottsdale	\$699,950	\$641,000	240	82	68	71	Seller's
AZ	Tucson	-	-	-	-	-	-	-
BC	Okanagan Valley	-	-	-	-	-	-	-
BC	Vancouver	\$1,890,000	\$1,628,500	900	317	82	28	Buyer's
BC	Victoria	\$1,272,500	\$1,249,000	22	9	7	7	Seller's
CA	Central Coast	\$992,000	\$951,500	92	56	80	12	Seller's
CA	East Bay	\$1,397,500	\$1,150,000	36	11	29	41	Seller's
CA	Lake Tahoe	\$1,699,000	\$1,400,000	278	114	77	19	Seller's
CA	Los Angeles Beach Cities	\$1,497,500	\$1,248,000	582	178	63	26	Buyer's
CA	Los Angeles City	\$710,000	\$695,000	172	80	130	18	Seller's
CA	Los Angeles The Valley	\$1,292,500	\$1,080,000	30	8	9	30	Seller's
CA	Marin County	\$1,475,000	\$1,055,000	17	6	15	32	Seller's
CA	Napa County	-	-	-	-	-	-	-
CA	Orange County	\$1,099,000	\$935,000	370	145	217	20	Seller's
CA	Palm Springs/Palm Desert	-	-	-	-	-	-	-
CA	Placer County	-	-	-	-	-	-	-
CA	Sacramento	-	-	-	-	-	-	-
CA	San Diego	\$1,150,000	\$894,500	581	238	194	17	Seller's
CA	San Francisco	\$2,749,500	\$2,322,500	206	35	28	22	Buyer's
CA	San Luis Obispo County	-	-	-	-	-	-	-
CA	Santa Barbara	\$1,735,000	\$1,453,500	38	8	12	99	Seller's
CA	Silicon Valley	\$1,481,500	\$1,380,000	160	91	107	15	Seller's
CA	Ventura County	\$707,500	\$710,000	50	15	43	33	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	Boulder	\$895,000	\$810,000	135	48	30	54	Seller's
CO	Colorado Springs	-	-	-	-	-	-	-
CO	Denver	\$719,000	\$627,000	581	222	321	17	Seller's
CO	Douglas County	\$599,000	\$605,000	19	12	11	7	Seller's
CO	Durango	\$762,500	\$710,000	8	0	9	110	Seller's
CO	Summit County	\$1,195,000	\$976,000	5	2	6	24	Seller's
CO	Vail	\$3,590,000	\$2,650,000	115	16	17	37	Buyer's
CT	Central Connecticut	-	-	-	-	-	-	-
CT	Coastal Connecticut	\$749,000	\$755,000	218	41	53	63	Seller's
DC	Washington D.C.	\$1,800,000	\$1,635,000	261	96	65	9	Seller's
FL	Boca Raton/Delray Beach	\$1,050,000	\$695,000	448	101	53	66	Buyer's
FL	Greater Fort Lauderdale	\$869,000	\$789,000	1,325	231	83	70	Buyer's
FL	Jacksonville Beaches	\$1,025,000	\$1,095,000	19	11	17	35	Seller's
FL	Lee County	\$885,000	\$700,000	303	63	39	101	Buyer's
FL	Miami	\$1,000,080	\$980,000	2,701	310	84	186	Buyer's
FL	Naples	\$2,157,500	\$2,025,000	228	60	39	81	Balanced
FL	Orlando	\$624,900	\$660,000	77	10	7	59	Buyer's
FL	Palm Beach Towns	\$1,495,000	\$1,285,000	401	88	37	99	Buyer's
FL	Pinellas County Towns	\$1,295,000	\$850,000	101	25	45	20	Seller's
FL	Sarasota & Beaches	\$1,669,500	\$1,535,000	300	70	99	79	Seller's
FL	South Walton	\$1,254,000	\$1,035,000	157	11	29	111	Balanced
FL	Tampa	\$699,900	\$615,000	139	37	38	36	Seller's
GA	Atlanta	\$659,900	\$638,500	655	195	133	26	Balanced
HI	Island of Hawaii	\$1,925,000	\$2,975,000	79	11	19	11	Seller's
HI	Kauai	\$1,350,000	\$1,300,000	86	11	5	48	Buyer's

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ATTACHED HOMES

State	Market Name	Median List Price	Median Sold Price	Inventory	New Listings	Sold	Days on Market	Market Status
HI	Maui	\$1,662,500	\$2,370,000	172	41	20	175	Buyer's
HI	Oahu	\$1,350,000	\$980,829	409	59	24	40	Buyer's
ID	Northern	-	-	-	-	-	-	-
IL	Chicago	\$1,100,000	\$926,500	1,194	287	124	51	Buyer's
IL	DuPage County	\$699,950	\$749,000	46	12	15	35	Seller's
IL	Lake County	-	-	-	-	-	-	-
IL	Will County	-	-	-	-	-	-	-
IN	Hamilton County	-	-	-	-	-	-	-
MA	Greater Boston	\$2,295,000	\$1,866,750	418	96	56	33	Buyer's
MD	Anne Arundel County	\$656,500	\$563,312	36	11	23	12	Seller's
MD	Montgomery County	\$782,450	\$671,900	178	84	78	7	Seller's
MD	Talbot County	-	-	-	-	-	-	-
MD	Worcester County	\$699,534	\$602,500	62	22	26	11	Seller's
MI	Livingston County	-	-	-	-	-	-	-
MI	Monroe County	-	-	-	-	-	-	-
MI	Oakland County	\$894,500	\$636,500	68	20	12	23	Balanced
MI	Washtenaw County	\$597,000	\$610,425	43	12	9	47	Balanced
MI	Wayne County	\$673,500	\$562,039	70	5	11	30	Balanced
MO	St. Louis	-	-	-	-	-	-	-
NC	Charlotte	\$734,500	\$586,365	209	60	44	41	Seller's
NC	Raleigh-Durham	-	-	-	-	-	-	-
NJ	Ocean County	\$689,000	\$799,000	45	8	6	105	Buyer's
NV	Las Vegas	-	-	-	-	-	-	-
NV	Reno	-	-	-	-	-	-	-
NY	Brooklyn	\$1,295,000	\$998,900	702	164	56	89	Buyer's

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ATTACHED HOMES

State	Market Name	Median List Price	Median Sold Price	Inventory	New Listings	Sold	Days on Market	Market Status
NY	Nassau County	\$1,299,000	\$1,387,500	147	39	13	113	Buyer's
NY	Staten Island	-	-	-	-	-	-	-
NY	Suffolk County	\$749,999	\$625,000	143	31	71	46	Seller's
ON	GTA - Durham	\$809,990	\$747,500	15	19	70	6	Seller's
ON	GTA - York	\$845,000	\$825,000	361	261	147	15	Seller's
ON	Oakville	\$2,589,000	\$1,170,000	25	7	6	16	Seller's
ON	Toronto	\$1,249,000	\$1,157,500	1,023	653	258	10	Seller's
TN	Knox County	-	-	-	-	-	-	-
TN	Nashville	\$864,900	\$625,000	133	47	21	10	Balanced
TX	Austin	\$857,500	\$691,638	276	82	52	34	Balanced
TX	Collin County	-	-	-	-	-	-	-
TX	Dallas	\$799,000	\$672,000	241	49	27	36	Buyer's
TX	Denton County	-	-	-	-	-	-	-
TX	Fort Worth	-	-	-	-	-	-	-
TX	Houston	\$659,450	\$660,000	202	74	22	48	Buyer's
TX	San Antonio	\$740,000	\$1,430,000	44	8	3	115	Buyer's
TX	The Woodlands & Spring	-	-	-	-	-	-	-
UT	Park City	\$3,000,000	\$1,734,000	85	12	45	28	Seller's
UT	Salt Lake City	\$675,000	\$651,000	79	18	22	67	Seller's
VA	Arlington & Alexandria	\$1,125,000	\$999,000	103	49	65	11	Seller's
VA	Fairfax County	\$759,000	\$680,890	135	68	126	6	Seller's
VA	McLean & Vienna	\$1,299,900	\$865,000	39	14	17	7	Seller's
VA	Richmond	-	-	-	-	-	-	-
WA	Greater Seattle	\$1,250,000	\$1,260,000	305	138	149	3	Seller's
WA	Seattle	\$1,429,000	\$1,398,053	171	39	22	42	Buyer's

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