



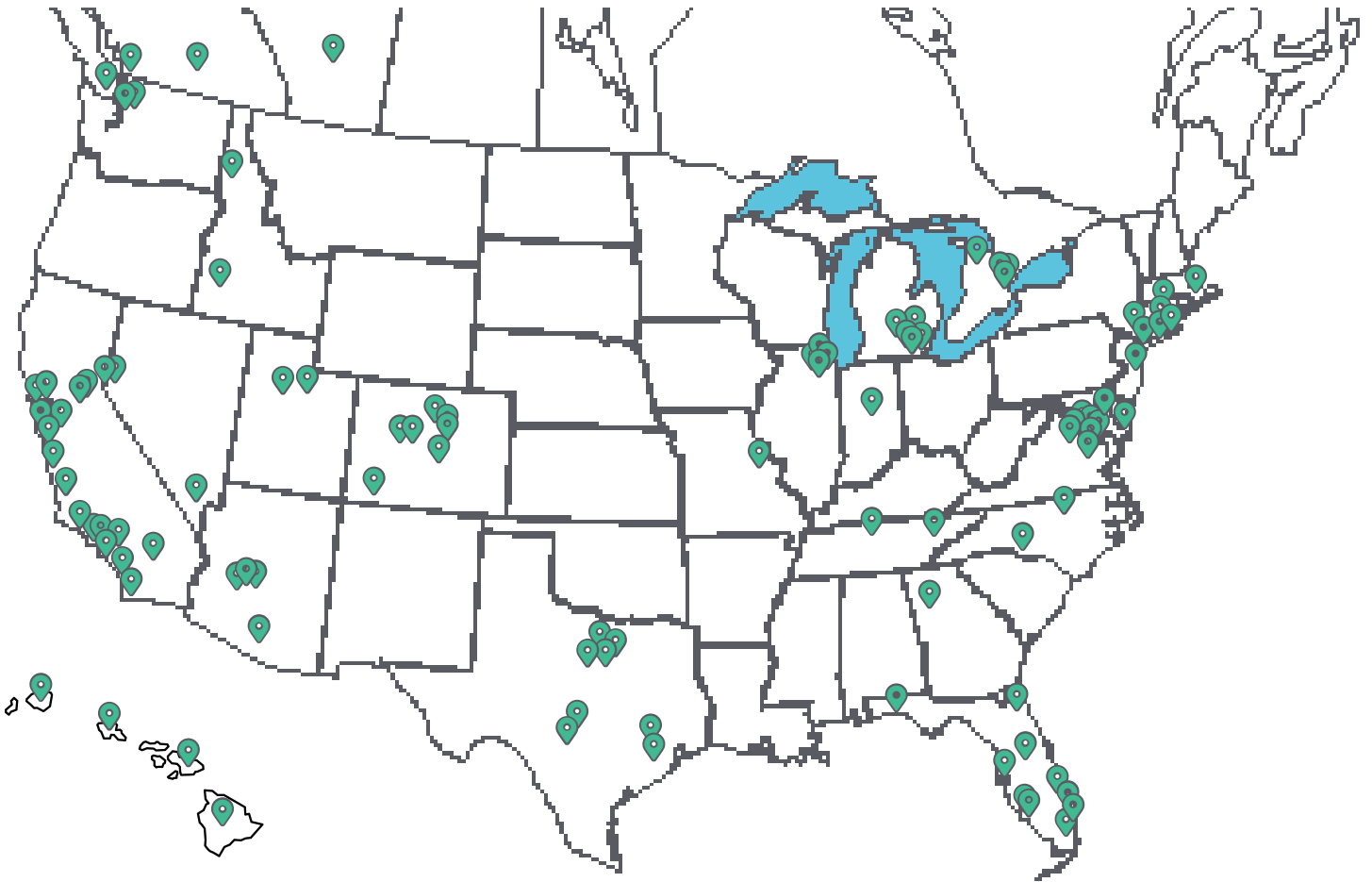
LUXURY MARKET REPORT

- January 2021 -

INSTITUTE *for*
LUXURY HOME
MARKETING®

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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.



“For those who have moved to the suburbs and beyond, moving back to the city full time is unlikely while the work from home trend remains. Many of these affluent homeowners are now making their secondary properties their primary residences for the foreseeable future.

Although it is important to understand, for cities that are not densely built up or offer communities that have larger properties with yards and green space, it is predicted that these will remain or become popular again with the affluent who are not willing or wanting to leave their metropolitan lifestyle.”



NORTH AMERICAN LUXURY REVIEW

Welcome to January 2021, where we review the previous year's market in conjunction with current market predictions for North America's (US and Canada) luxury real estate.

In a snapshot of 2020, despite the devastating effects of the coronavirus pandemic, the luxury real estate market has seen one of its strongest years since 2008. In comparison to experts' predictions in early 2020, it is remarkable how significant demands for property type, location, and amenity preferences have changed amid the pandemic.

In the early months of 2020, there was a guarded optimism in many of the luxury markets as 2019's fears of global economic slowdown, US-China political differences, and perhaps even recession, slowly abated.

Experts predicted a stronger luxury market that built on the trends of 2019 with buyers still very much in control. Statistics during the first quarter of 2020 revealed that both attached and single-family sales, as well as prices, had started to increase, bearing out these expectations.

However, by the end of the 2nd quarter, demand had rapidly changed with luxury homeowners purchasing properties in suburban and exurbia communities that afforded them privacy, security and space. This change was as immense as it was rapid – turning many locations into seller's markets.

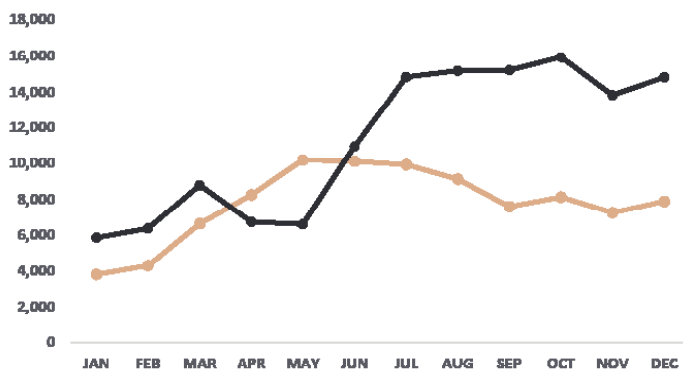
Another area that dramatically changed over the last year was the expectation that 2020 would be the year of luxury condo developments and boutique villa complexes. New developments entering the market catered to demands for modern, clean line designs, five-star service levels, and curated wellness amenities.

While it would be unfair to say that these developments have not remained popular, the coronavirus pandemic has changed not just the type of property in demand, but the location and lifestyle requirements of the wealthy, at least for the foreseeable future. In a recent analysis, there was conclusive evidence of a significant trend of buyers moving back to purchasing mega mansions, ranches, and large estates.

Attached Home Sales

2019 vs. 2020

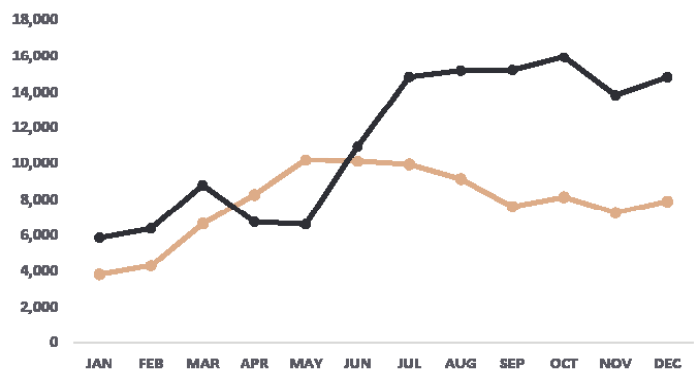
2019 2020



Single Family Home Sales

2019 vs. 2020

2019 2020



*Figures based on the 101 markets researched by The Institute for Luxury Home Marketing.

2020 was also predicted to be the year that Smart Home technology would become even more prevalent in our homes. Although it's doubtful anyone could have realized just how significant and critical mediums such as streaming, gaming, AI assistants, conference and social platforms such as Zoom and Teams, and even wireless devices would become in our lives!

Instead, it had been expected that technology controlling our household electrical, security, lawncare, how we work, cook, and play, and even gadgets that dispense pet treats, would become the most significant types of smart controls implemented into our daily lives.

One aspect of early 2020 predictions that remained somewhat close to expectations was the interior design of luxury homes. There had been a distinct move away from the more neutral white palate to embracing more warmth and laid-back luxury features. Designs and tastes had moved towards focusing on creating an atmosphere of a welcoming relaxation, rather than the more formal interiors of previous years.

Indeed, another benefactor of the pandemic has been the interior design, remodeling, and upgrading of amenities sector as home improvement became the focus of many desiring a space for sanctuary and wellbeing.

This sector also saw significant changes as homes transformed to include an office, school, restaurant, movie theater, and wellness. Amenities that had been fading from the 'must have' list were now back



with a vengeance, including swimming pools, tennis courts, and in-house screening rooms.

The luxury real estate market's initial resilience in the second quarter of the year surprised many in the industry, who had anticipated at the onset of the pandemic that the market would see a sharp downturn.

There were several significant factors that were key in preventing this; firstly the stock market rebounded very quickly, which enabled the affluent to leverage their wealth and purchase another property.

The pandemic itself drove demand – as people realized that they would be stuck in their homes, they quickly searched for properties that could provide more spacious security. Equally important was a property that afforded them the environment to embrace a new work/lifestyle balance.

Many buyers were able to use technology, as the real estate industry and its service providers adapted very quickly with online tools from as 3D tours, virtual meetings, and digital paperwork and signatures, enabling buyers to search, view, and complete transactions – sometimes even sight unseen.

Interest rates fell to all-time low, thereby affording the ability to borrow money at extremely low rates. This also enabled first time homebuyers to purchase properties, and for those sellers then to move up the ladder, thereby increasing the demand upwards.

Not only did this growing demand increase prices, but also the lack of inventory of large properties, unrenovated homes, and properties in remote locations, that previously had sat on the market for extended periods, were snatched up. In addition, inventory levels dropped as owners with larger properties started to remove them from the market, recognizing that these homes now met their new requirements.

As we moved towards the end of 2020, these trends fueled even more demand for spacious single-family homes in suburban and remote locations and the data shows in the last quarter of the year, that in many locations the number of sold properties outweighs the number of new listings.

Experts believe that the demand for exclusive residential properties outside the metropolitan areas will continue well into 2021; even with the introduction of vaccines, the pandemic is far from over.

For those who have moved to the suburbs and beyond, moving back to the city full time is unlikely while the work from home trend remains. Many of these affluent homeowners are now making their secondary properties their primary residences for the foreseeable future.

Although it is important to understand, for cities that are not densely built up or offer communities that have larger properties with yards and green space, it is predicted that these will remain or become popular again with the affluent who are not willing or wanting to leave their metropolitan lifestyle.

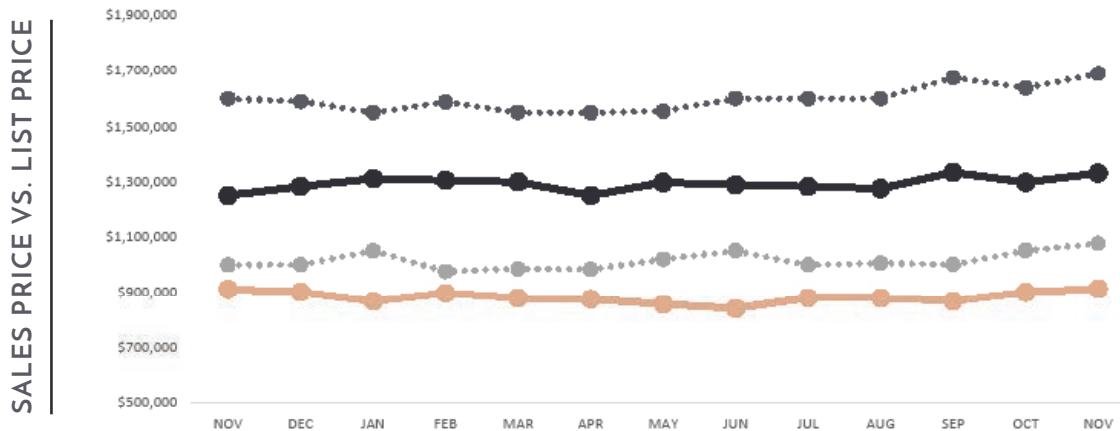
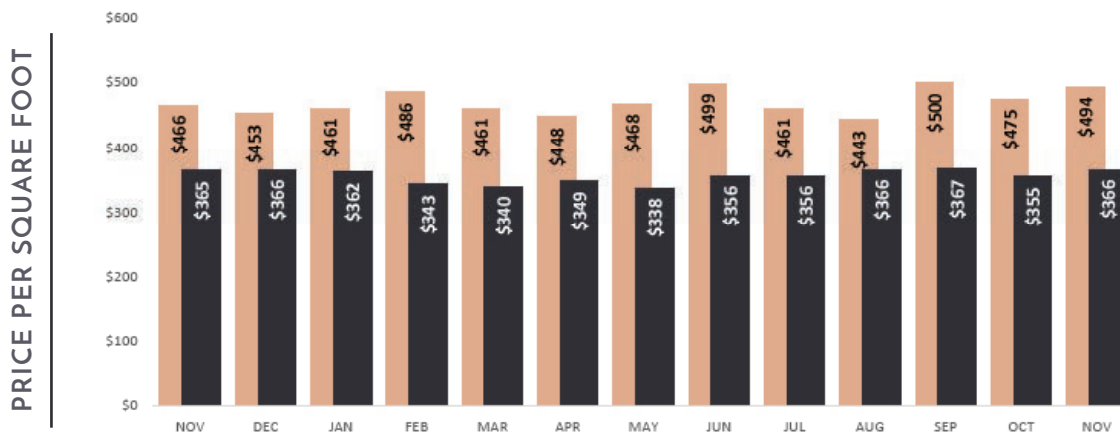
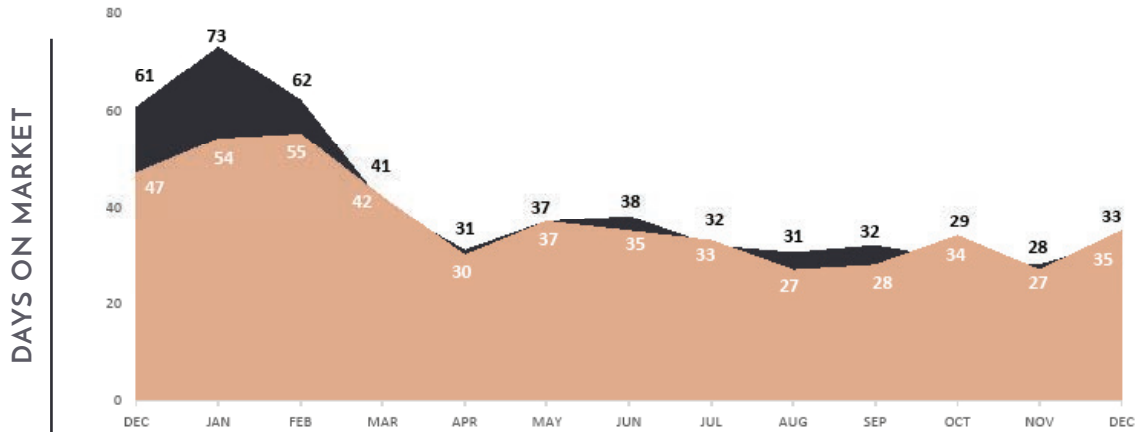
For homeowners looking to sell or buy their luxury home in today's market, we recommend working with a luxury real estate professional who can provide you with critical knowledge about your local market, maintain a high level of security and safety during the process, and who knows how to leverage technology and strategies to provide maximum exposure and assistance.



- 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

November 2020 | December 2020

SINGLE-FAMILY HOMES

	November	December		November	December
Median List Price	\$1,637,450	\$1,639,000	Total Inventory	37,115	30,275
Median Sale Price	\$1,297,000	\$1,330,000	New Listings	8,536	6,330
Median SP/LP Ratio	98.18%	97.89%	Total Sold	13,821	14,806
Total Sales Ratio	37.24%	48.91%	Median Days on Market	28	33
Median Price per Sq. Ft.	\$355	\$366	Average Home Size	3,484	3,515

Median prices represent properties priced above respective city benchmark prices.



SINGLE-FAMILY HOMES MARKET SUMMARY | DECEMBER 2020

- Official Market Type: **Seller's Market** with a **48.91% Sales Ratio**.¹
- Homes are selling for an average of **97.89% of list price**.
- The median luxury threshold² price is **\$900,000**, and the median luxury home sales price is **\$1,330,000**.
- Markets with the Highest Median Sales Price: **Vail** (\$5,600,000), **Los Angeles Beach Cities** (\$3,500,000), **San Francisco** (\$3,237,500), and **Los Angeles City** (\$3,160,018).
- Markets with the Highest Sales Ratio: **Ada County** (328%), **East Bay** (186%), **Sacramento** (163%) and **Denver** (151%).

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

October 2020 | November 2020

ATTACHED HOMES

	November	December		November	December
Median List Price	\$1,050,000	\$1,075,000	Total Inventory	17,766	15,275
Median Sale Price	\$899,057	\$912,500	New Listings	3,783	3,025
Median SP/LP Ratio	98.55%	98.53%	Total Sold	3,680	4,165
Total Sales Ratio	20.71%	27.27%	Median Days on Market	27	35
Median Price per Sq. Ft.	\$475	\$494	Average Home Size	2,008	2,043

Median prices represent properties priced above respective city benchmark prices.



ATTACHED HOMES MARKET SUMMARY | DECEMBER 2020

- Official Market Type: **Seller's Market** with a **27.27% Sales Ratio**.¹
- Attached homes are selling for an average of **98.53% of list price**.
- The median luxury threshold² price is **\$700,000**, and the median attached luxury sale price is **\$912,500**.
- Markets with the Highest Median Sales Price: **Vail** (\$2,925,000), **San Francisco** (\$2,525,000), **Park City** (\$2,050,000), and **Naples** (\$2,000,000).
- Markets with the Highest Sales Ratio: **GTA-Durham** (500%), **Ventura County** (173%), **Central Coast** (173%) and **East Bay** (139%).

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	\$1,198,000	\$1,034,000	363	78	66	56	Balanced
AZ	Paradise Valley	\$3,595,000	\$2,811,250	147	23	40	86	Seller's
AZ	Phoenix	\$870,000	\$650,000	327	112	376	38	Seller's
AZ	Scottsdale	\$2,196,750	\$1,331,500	428	86	284	59	Seller's
AZ	Tucson	\$795,000	\$650,000	390	89	187	18	Seller's
BC	Greater Victoria	\$2,140,000	\$1,750,000	64	14	13	39	Balanced
BC	Okanagan Valley	\$1,690,000	\$1,470,000	322	67	61	72	Balanced
BC	Vancouver	\$4,388,000	\$3,000,000	669	108	80	28	Buyer's
CA	Central Coast	\$3,374,500	\$2,295,000	186	54	89	23	Seller's
CA	East Bay	\$2,495,000	\$1,850,000	179	82	333	9	Seller's
CA	Lake Tahoe	\$2,891,944	\$2,087,944	148	33	78	59	Seller's
CA	Los Angeles Beach Cities	\$5,696,000	\$3,500,000	365	57	91	29	Seller's
CA	Los Angeles City	\$4,199,000	\$3,160,018	882	158	195	37	Seller's
CA	Los Angeles The Valley	\$2,499,000	\$1,733,800	398	117	250	20	Seller's
CA	Marin County	\$3,995,000	\$3,025,000	75	7	54	52	Seller's
CA	Napa County	\$3,000,000	\$2,000,000	105	10	29	56	Seller's
CA	Orange County	\$2,994,000	\$1,823,211	815	179	444	24	Seller's
CA	Palm Springs/Palm Desert	\$2,195,000	\$1,465,000	285	51	153	49	Seller's
CA	Placer County	\$1,050,000	\$935,000	119	37	109	12	Seller's
CA	Sacramento	\$899,000	\$720,750	300	115	490	8	Seller's
CA	San Diego	\$2,735,000	\$1,675,000	624	165	411	16	Seller's
CA	San Francisco	\$4,995,000	\$3,237,500	57	8	52	20	Seller's
CA	San Luis Obispo County	\$1,825,000	\$1,375,000	126	21	57		Seller's
CA	Santa Barbara	\$4,272,500	\$2,800,000	152	28	53	59	Seller's
CA	Silicon Valley	\$4,074,975	\$3,150,000	266	103	243	11	Seller's
CA	Ventura County	\$2,487,500	\$1,545,000	164	33	115	36	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	\$1,525,000	209	32	96	72	Seller's
CO	Colorado Springs	\$907,445	\$699,604	128	31	156	15	Seller's
CO	Denver	\$1,150,000	\$855,000	417	146	628	12	Seller's
CO	Douglas County	\$1,525,000	\$1,125,000	107	20	99	26	Seller's
CO	Durango	\$1,499,750	\$1,027,500	50	8	12	76	Seller's
CO	Summit County	\$2,125,000	\$1,880,000	20	8	11	72	Seller's
CO	Vail	\$6,125,000	\$5,600,000	90	14	9	439	Buyer's
CT	Central Connecticut	\$685,000	\$597,381	325	45	129	26	Seller's
CT	Coastal Connecticut	\$1,995,000	\$1,535,695	745	89	298	64	Seller's
DC	Washington D.C.	\$4,850,000	\$2,387,000	53	13	19	6	Seller's
FL	Boca Raton/Delray Beach	\$2,684,000	\$1,980,000	355	66	92	58	Seller's
FL	Coastal Pinellas Towns	\$1,595,000	\$1,572,500	45	7	28	8	Seller's
FL	Greater Fort Lauderdale	\$1,636,950	\$996,500	948	181	262	44	Seller's
FL	Jacksonville Beaches	\$1,524,500	\$1,260,000	180	26	63	42	Seller's
FL	Lee County	\$1,795,000	\$1,295,000	365	77	122	49	Seller's
FL	Miami	\$1,449,500	\$1,225,000	1,042	231	183	58	Balanced
FL	Naples	\$2,895,000	\$2,125,000	367	63	171	65	Seller's
FL	Orlando	\$1,615,000	\$1,380,000	347	42	73	54	Seller's
FL	Palm Beach Towns	\$3,497,500	\$2,975,000	226	61	82	91	Seller's
FL	Sarasota & Beaches	\$2,050,000	\$1,600,000	240	51	106	34	Seller's
FL	South Walton	\$2,595,000	\$1,875,000	155	22	51	26	Seller's
FL	Tampa	\$879,950	\$688,500	376	114	288	14	Seller's
GA	Atlanta	\$1,300,000	\$972,500	688	134	247	26	Seller's
HI	Island of Hawaii	\$2,862,500	\$1,750,000	122	23	47	36	Seller's
HI	Kauai	\$2,697,500	\$1,625,000	92	12	17	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
HI	Maui	\$3,700,000	\$2,750,000	157	17	27	74	Balanced
HI	Oahu	\$3,500,000	\$2,468,000	194	28	37	47	Balanced
ID	Ada County	\$952,450	\$727,008	58	29	190	3	Seller's
ID	Northern	\$1,249,000	\$750,000	125	40	123	69	Seller's
IL	Chicago	\$1,399,000	\$1,100,000	846	137	353	51	Seller's
IL	DuPage County	\$1,145,000	\$920,000	345	70	103	75	Seller's
IL	Lake County	\$1,170,000	\$900,000	342	52	74	62	Seller's
IL	Will County	\$699,000	\$575,000	166	29	73	34	Seller's
IN	Hamilton County	\$802,500	\$729,000	82	18	94	19	Seller's
MA	Greater Boston	\$3,349,500	\$2,952,500	74	6	42	38	Seller's
MD	Anne Arundel County	\$995,496	\$900,000	158	28	111	23	Seller's
MD	Montgomery County	\$1,986,500	\$1,550,000	142	33	99	14	Seller's
MD	Talbot County	\$2,400,000	\$1,550,000	47	7	24	26	Seller's
MD	Worcester County	\$1,195,000	\$754,000	37	3	8	36	Seller's
MI	Livingston County	\$800,000	\$742,500	47	11	14	82	Seller's
MI	Monroe County	\$649,900	\$550,000	15	3	3	169	Balanced
MI	Oakland County	\$813,400	\$635,000	579	112	235	25	Seller's
MI	Washtenaw County	\$780,500	\$800,000	116	16	35	29	Seller's
MI	Wayne County	\$757,450	\$635,000	212	25	83	31	Seller's
MO	St. Louis	\$782,750	\$690,000	106	24	69	37	Seller's
NC	Charlotte	\$999,000	\$835,000	429	90	272	15	Seller's
NC	Raleigh-Durham	\$799,000	\$675,000	456	91	353	1	Seller's
NJ	Ocean County	\$875,000	\$772,500	321	55	174	22	Seller's
NV	Las Vegas	\$795,000	\$649,000	1,122	306	583	27	Seller's
NV	Reno	\$1,899,000	\$1,200,000	51	8	41	71	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	\$1,649,500	\$1,330,000	276	33	25	83	Buyer's
NY	Nassau County	\$1,850,000	\$1,385,000	774	96	183	50	Seller's
NY	Staten Island	\$1,347,500	\$992,000	154	13	30	61	Balanced
NY	Suffolk County	\$1,595,000	\$1,187,500	922	108	284	54	Seller's
ON	GTA - Durham	\$1,899,000	\$1,260,500	99	53	71	20	Seller's
ON	GTA - York	\$2,695,000	\$1,745,000	363	131	163	32	Seller's
ON	Oakville	\$3,199,000	\$2,350,000	76	17	19	15	Seller's
ON	Toronto	\$3,572,500	\$3,135,000	270	75	62	40	Seller's
TN	Nashville	\$1,175,000	\$1,059,000	195	66	149	12	Seller's
TX	Austin	\$1,300,000	\$915,000	257	92	341	10	Seller's
TX	Collin County	\$849,450	\$697,000	244	62	242	23	Seller's
TX	Dallas	\$1,159,450	\$929,000	428	83	207	35	Seller's
TX	Denton County	\$898,500	\$711,450	199	54	174	24	Seller's
TX	Fort Worth	\$899,000	\$790,000	325	86	211	32	Seller's
TX	Houston	\$847,900	\$748,185	1,625	323	475	32	Seller's
TX	San Antonio	\$875,000	\$737,872	286	44	117	59	Seller's
TX	The Woodlands & Spring	\$905,000	\$815,000	264	61	97	32	Seller's
UT	Park City	\$4,650,000	\$2,750,000	95	37	63	27	Seller's
UT	Salt Lake City	\$1,291,150	\$1,070,754	146	34	112	48	Seller's
VA	Arlington & Alexandria	\$2,095,000	\$1,947,500	65	16	36	7	Seller's
VA	Fairfax County	\$2,296,000	\$1,495,000	296	42	121	25	Seller's
VA	McLean & Vienna	\$2,599,450	\$1,655,000	154	25	53	34	Seller's
VA	Richmond	\$854,450	\$770,000	164	29	87	11	Seller's
WA	Greater Seattle	\$1,999,500	\$1,602,500	573	124	482	11	Seller's
WA	Seattle	\$1,772,500	\$1,405,000	150	37	140	15	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	\$925,000	\$912,500	63	8	2	59	Buyer's
AZ	Paradise Valley	-	-	-	-	-	-	-
AZ	Phoenix	-	-	-	-	-	-	-
AZ	Scottsdale	\$850,000	\$646,250	185	49	100	43	Seller's
AZ	Tucson	-	-	-	-	-	-	-
BC	Greater Victoria	\$949,900	\$940,000	75	17	10	68	Buyer's
BC	Okanagan Valley	-	-	-	-	-	-	-
BC	Vancouver	\$1,988,000	\$1,580,500	643	126	62	37	Buyer's
CA	Central Coast	\$1,295,000	\$1,200,000	11	8	19	11	Seller's
CA	East Bay	\$999,995	\$951,500	64	38	89	9	Seller's
CA	Lake Tahoe	\$1,495,000	\$1,352,500	36	11	14	75	Seller's
CA	Los Angeles Beach Cities	\$1,699,000	\$1,427,825	197	46	104	15	Seller's
CA	Los Angeles City	\$1,416,500	\$1,200,000	424	78	73	40	Balanced
CA	Los Angeles The Valley	\$749,000	\$692,000	93	38	129	25	Seller's
CA	Marin County	\$1,180,000	\$1,338,500	18	1	16	53	Seller's
CA	Napa County	-	-	-	-	-	-	-
CA	Orange County	\$1,137,995	\$947,750	264	83	212	24	Seller's
CA	Palm Springs/Palm Desert	-	-	-	-	-	-	-
CA	Placer County	-	-	-	-	-	-	-
CA	Sacramento	-	-	-	-	-	-	-
CA	San Diego	\$1,200,000	\$881,000	359	111	224	26	Seller's
CA	San Francisco	\$2,885,000	\$2,525,000	96	10	27	35	Seller's
CA	San Luis Obispo County	-	-	-	-	-	-	-
CA	Santa Barbara	\$1,925,000	\$1,500,000	17	2	15	14	Seller's
CA	Silicon Valley	\$1,439,500	\$1,386,000	122	50	89	18	Seller's
CA	Ventura County	\$794,000	\$675,000	26	11	45	35	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	\$999,900	\$781,949	79	10	35	74	Seller's
CO	Colorado Springs	-	-	-	-	-	-	-
CO	Denver	\$720,000	\$637,000	357	63	263	18	Seller's
CO	Douglas County	\$575,000	\$577,000	13	3	9	4	Seller's
CO	Durango	\$750,000	\$750,000	11	3	7	327	Seller's
CO	Summit County	\$1,450,000	\$1,199,000	5	2	3	13	Seller's
CO	Vail	\$3,900,000	\$2,925,000	111	24	24	75	Seller's
CT	Central Connecticut	-	-	-	-	-	-	-
CT	Coastal Connecticut	\$1,100,000	\$685,000	208	77	55	63	Seller's
DC	Washington D.C.	\$1,895,000	\$1,549,000	216	48	67	17	Seller's
FL	Boca Raton/Delray Beach	\$1,050,000	\$830,000	414	78	78	75	Balanced
FL	Greater Fort Lauderdale	\$1,212,000	\$785,000	88	21	38	15	Seller's
FL	Jacksonville Beaches	\$870,000	\$795,000	1,229	171	131	82	Buyer's
FL	Lee County	\$1,089,000	\$1,065,000	28	5	6	46	Seller's
FL	Miami	\$849,900	\$877,500	274	56	68	78	Seller's
FL	Naples	\$1,075,000	\$925,000	2,556	300	129	242	Buyer's
FL	Orlando	\$2,495,000	\$2,000,000	200	45	63	46	Seller's
FL	Palm Beach Towns	\$750,000	\$647,750	65	16	18	16	Seller's
FL	Pinellas County Towns	\$1,515,550	\$1,425,000	371	66	46	100	Buyer's
FL	Sarasota & Beaches	\$1,572,000	\$1,123,000	202	40	38	30	Balanced
FL	South Walton	\$1,246,140	\$1,400,000	139	12	23	38	Balanced
FL	Tampa	\$689,900	\$599,000	91	11	27	62	Seller's
GA	Atlanta	\$656,450	\$599,900	542	120	101	34	Balanced
HI	Island of Hawaii	\$1,922,000	\$1,300,000	66	15	27	51	Seller's
HI	Kauai	\$1,375,000	\$1,125,000	76	10	9	115	Buyer's

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ATTACHED HOMES

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HI	Maui	\$1,645,000	\$1,500,000	174	27	37	119	Seller's
HI	Oahu	\$1,531,000	\$999,998	345	44	34	44	Buyer's
ID	Ada County	\$567,400	\$565,000	20	2	9	18	Seller's
ID	Northern	-	-	-	-	-	-	-
IL	Chicago	\$1,150,000	\$1,020,000	831	116	121	58	Buyer's
IL	DuPage County	\$754,450	\$740,000	46	7	8	45	Balanced
IL	Lake County	-	-	-	-	-	-	-
IL	Will County	-	-	-	-	-	-	-
IN	Hamilton County	-	-	-	-	-	-	-
MA	Greater Boston	\$2,295,000	\$1,860,000	285	37	70	46	Seller's
MD	Anne Arundel County	\$650,000	\$535,012	29	9	18	17	Seller's
MD	Montgomery County	\$819,450	\$663,113	130	42	82	16	Seller's
MD	Talbot County	-	-	-	-	-	-	-
MD	Worcester County	\$699,000	\$644,450	61	14	28	24	Seller's
MI	Livingston County	-	-	-	-	-	-	-
MI	Monroe County	-	-	-	-	-	-	-
MI	Oakland County	\$824,450	\$553,225	72	21	11	2	Balanced
MI	Washtenaw County	\$599,900	\$631,978	35	6	2	0	Buyer's
MI	Wayne County	\$668,000	\$816,755	61	6	7	11	Buyer's
MO	St. Louis	-	-	-	-	-	-	-
NC	Charlotte	\$712,000	\$610,000	165	35	65	26	Seller's
NC	Raleigh-Durham	-	-	-	-	-	-	-
NJ	Ocean County	\$669,000	\$699,900	29	4	17	44	Seller's
NV	Las Vegas	-	-	-	-	-	-	-
NV	Reno	-	-	-	-	-	-	-

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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	Brooklyn	\$1,299,000	\$1,115,000	581	95	98	78	Balanced
NY	Nassau County	\$1,312,000	\$1,071,250	118	12	26	65	Seller's
NY	Staten Island	-	-	-	-	-	-	-
NY	Suffolk County	\$799,000	\$619,250	105	15	54	72	Seller's
ON	GTA - Durham	\$870,400	\$750,000	12	20	60	5	Seller's
ON	GTA - York	\$779,000	\$899,900	173	125	165	18	Seller's
ON	Oakville	\$2,698,001	\$975,000	21	6	1	2	Buyer's
ON	Toronto	\$1,288,471	\$1,100,000	582	201	208	28	Seller's
TN	Nashville	\$849,950	\$624,450	98	22	32	10	Seller's
TX	Austin	\$899,000	\$667,000	184	44	80	33	Seller's
TX	Collin County	-	-	-	-	-	-	-
TX	Dallas	\$857,500	\$607,500	170	24	28	60	Balanced
TX	Denton County	-	-	-	-	-	-	-
TX	Fort Worth	-	-	-	-	-	-	-
TX	Houston	\$669,000	\$579,000	182	46	34	27	Balanced
TX	San Antonio	\$849,500	\$680,698	36	3	14	218	Seller's
TX	The Woodlands & Spring	-	-	-	-	-	-	-
UT	Park City	\$3,150,000	\$2,050,000	95	36	40	64	Seller's
UT	Salt Lake City	\$795,000	\$598,290	49	7	29	82	Seller's
VA	Arlington & Alexandria	\$1,197,450	\$980,000	74	31	67	13	Seller's
VA	Fairfax County	\$799,950	\$677,525	105	35	108	8	Seller's
VA	McLean & Vienna	\$1,348,000	\$990,000	29	2	13	16	Seller's
VA	Richmond	-	-	-	-	-	-	-
WA	Greater Seattle	\$1,250,000	\$1,025,000	218	39	91	14	Seller's
WA	Seattle	\$1,494,500	\$1,345,000	126	9	13	38	Buyer's

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