

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

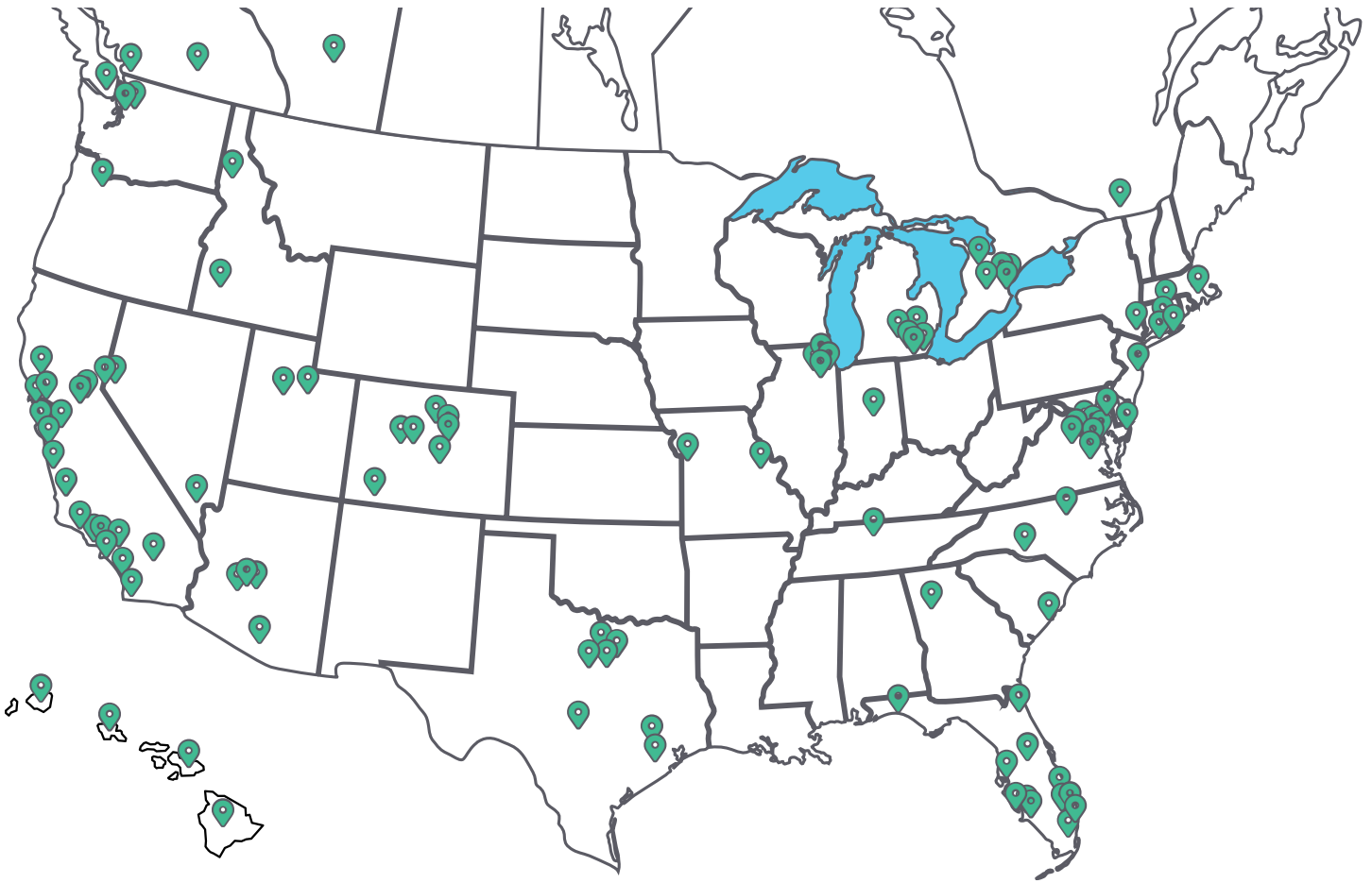
*Home of the CLHMS™*



# LUXURY MARKET REPORT AUGUST 2021

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# THIS IS YOUR LUXURY MARKET REPORT



MAP OF LUXURY RESIDENTIAL MARKETS

**W**elcome 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, light-colored building with a prominent blue-tinted window. The building is partially obscured by several tall palm trees in the foreground. The ground in the foreground is paved with grey cobblestones. The sky is blue with some light clouds. A semi-transparent dark grey box with a thin yellow border is overlaid on the middle of the image, containing white text.

**“A combination of government intervention to manage economies and assist businesses, the unexpected and significant amount of new wealth generated since the onset of COVID-19 — from both industry and the stock market, and fewer options available for travel, vacations, recreation, and other social activities has all contributed to an increase, as well as a reallocation, of disposable income. ”**



# NORTH AMERICAN LUXURY REVIEW

## **Top Trends, Designs, and Lifestyles in 2021**

This month we are taking a deeper dive into some of the top trends that are currently influencing the luxury real estate market.

It seems surreal to look back to our August 2019 report and see our findings highlighted a decrease in the demand for luxury homes, a decline in the average sales price and that people were questioning the value of homeownership.

And let's not forget the ever-strengthening trend that saw the affluent move away from larger properties to owning in a state-of-the-art, amenity-driven building, complex or home with smart, space-saving architecture – which all translates to luxury buyers choosing smaller contemporary living spaces at a lower price.

Needless to say, today we find ourselves reporting a complete reversal of these trends – luxury properties have never been more popular, prices have been driven upwards by increasing demand and decreasing inventory, and homeownership has never been more valued.

Another trend that has seen a dramatic change since August 2019 is the amount of disposable income. Two years ago, there was much speculation of a slowing global economy, which certainly put pressure on the upper-tier market, as it resulted in the affluent being more cautious of their investment into the luxury real estate market.

Today, while there are still concerns about economic shifts and uncertainty about the future especially in the travel, entertainment, and restaurant industries, the focus of the affluent has changed.

A combination of government intervention to manage economies and assist businesses, the unexpected and significant amount of new wealth generated since the onset of COVID-19 — from both industry and the stock market, and fewer options available for travel, vacations, recreation, and other social activities has all contributed to an increase, as well as a reallocation, of disposable income.

Couple these with the considerable shift in value that now determines a property's viability by its ability to provide a "safe haven," it's not difficult to see why disposable income has become a major driver of the unprecedented demand for luxury real estate.

This demand also extends to other parts of the real estate industry from renovation to development. The requirements of the affluent are triggering changes that would have been unthinkable two years ago.

It is not just the size of homes that are getting bigger, but their internal infrastructure and outdoor facilities too. As affluent buyers seek more space, they are also driving a shift in home design and amenities.

Buyers are ready to invest more into their homes than ever before and are often ready to pay top dollar for homes that are not only move-in ready, but also come equipped to match their lifestyle requirements.

Bigger homes allow for more flexibility in how living space can be divided; from providing access to the great outdoors through the installation of floor-to-ceiling windows, creating private spaces for working and learning from home, to installing multiple recreation facilities. Many have also shifted to ensuring that their homes are not just energy efficient but now have sophisticated air, water, and heating management systems.

Throughout 2020 and 2021 we have not only seen the increasing awareness of the importance of incorporating a lifestyle of 'well-being' into our homes, but also a recognition of sustainability and





environmental issues. Interior designs have moved away from man-made products towards natural woods, pure textiles, earth tones, organic stones, and reclaimed materials.

Many of these more environmentally friendly choices not only need less energy in their preparation, but in themselves produce fewer harmful emissions, all the while adding warmth, both visionally and physically, as well as a natural sophistication to the home.

More than ever we have seen people start to bond with the natural world around them – not being able to escape to other destinations has awakened the need to explore their local environments. The move away from city lifestyles into country settings, as well as the ability to work, live, and play at home, has also reignited the passion for the outdoors, as we see more affluent property owners incorporating outside spaces and flora into their way of life.

Pools, hot tubs, terraces, gardens, and recreation areas have all seen an immense growth in popularity, and those involved in providing these amenities have often struggled to keep up with the demand.

Luxury developers have recognized that these trends now have to be an important aspect of their designs in order to continue to cater to the affluent, and not just for single-family homes, but equally for luxury apartments and exclusive estates that share community spaces.

Rooftop terraces, gardens, swimming pools, and hot tubs have seen an upward trend in popularity over the last few years and become of increasing importance to those living in more populated communities. Besides being a great escape, they offer the opportunity to enjoy activities, greenery, privacy, and surrounding views.

Outdoor covered decks, whether on rooftops or within private courtyards, have also seen a rise in popularity and their ability to offer multi-flex space options. Often constructed of wood they include retractable windows and doors allowing for use in colder or hotter temperatures.

Now that remote access is the new way of life for many, there has been an increased focus on how to stay connected effectively, efficiently, and safely. Virtual reality's vast potential applications have been harnessed, with everything from employee training, to communicating and meeting virtually with colleagues and family, health care providers, online shopping, to virtual celebrations.

It is important to recognize that technology has changed almost every aspect of our lives and will continue to do so, and tech and data companies are responding by upgrading remote communication tools that prioritize security, as well as higher speed connectivity.

As we reported last month, inventory levels have been slowly increasing month over month since April, allowing markets to begin to achieve greater stability in price points as well as a more normal pace in the process of buying and selling homes. However, there are mixed expectations for the upcoming fall months, which traditionally sees an uptick in September and early October before slowing down as we approach the cooler months and winter holidays.

Some real estate professionals are expecting that traditional seasonal trends will not occur and the high demand for luxury homes will continue to remain, especially in city markets as the affluent are starting to return and looking for larger property footprints. They want their children back in school, to go back to the office, and feel they have learned how to manage COVID-19 more effectively. On the other hand, with the increasing onset of the Delta variant, other experts feel that once the winter months arrive, we will see a mass exodus back out of the city.

Buyers who waited out the highly competitive spring market are now looking at the upcoming fall market, with the expectation that unsold properties from the summer and the potential of new inventory will give them a greater advantage. But Realtors are cautioning that if travel restrictions lift, then this fall could also bring a return of overseas investors, which could fuel competition and further increase prices.

The art of selling and buying in this market needs a critical and analytical approach, understanding the realities and setting expectations accordingly will ensure that goals are achieved. For homeowners looking to sell their luxury home in today's market, we recommend working with a Realtor who can capitalize on the preferences of current investors.



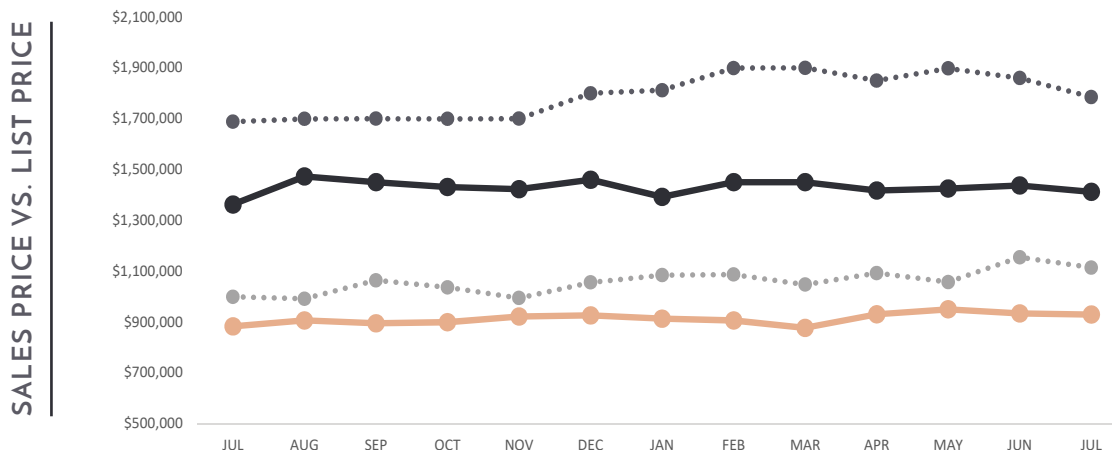
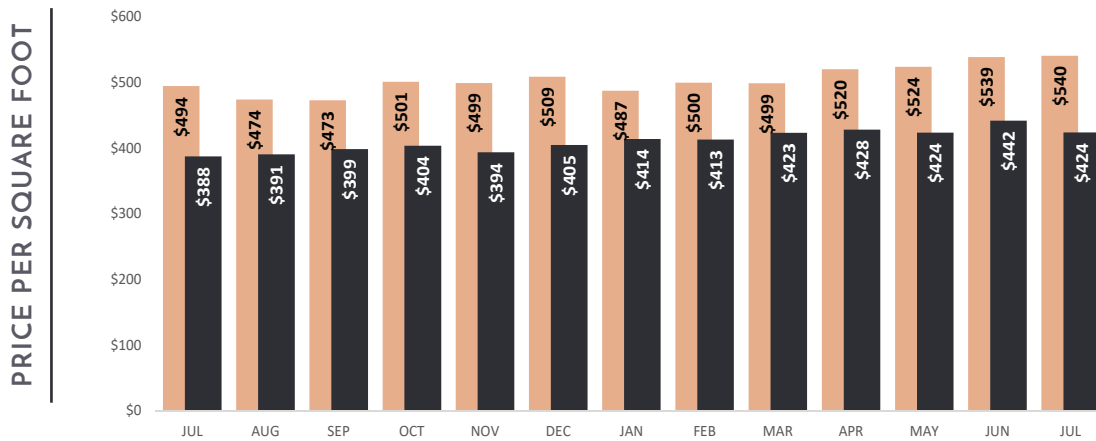
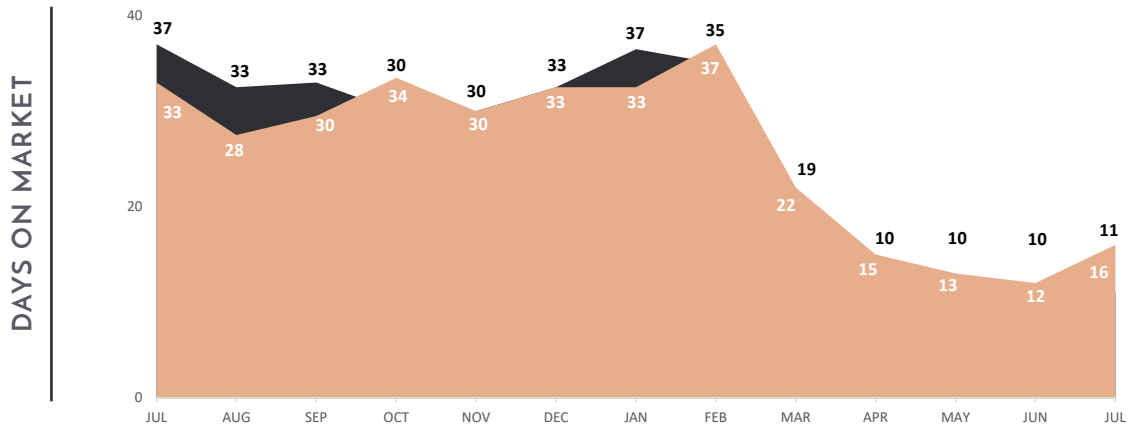


# - 13-MONTH MARKET TRENDS -

## 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 July 2021 and August 2021 reports are due to the addition of Waterloo Region, ON, Montreal, QC, and Charleston, SC.

# - LUXURY MONTHLY MARKET REVIEW -

## A Review of Key Market Differences Year over Year

July 2020 | July 2021

### SINGLE-FAMILY HOMES

|                          | July 2020   | July 2021   |                       | July 2020 | July 2021 |
|--------------------------|-------------|-------------|-----------------------|-----------|-----------|
| Median List Price        | \$1,688,000 | \$1,785,000 | Total Inventory       | 44,021    | 32,110    |
| Median Sale Price        | \$1,362,500 | \$1,412,500 | New Listings          | 13,107    | 12,599    |
| Median SP/LP Ratio       | 97.35%      | 100.00%     | Total Sold            | 12,366    | 18,959    |
| Total Sales Ratio        | 28.09%      | 59.04%      | Median Days on Market | 37        | 11        |
| Median Price per Sq. Ft. | \$388       | \$424       | Average Home Size     | 3,723     | 3,448     |

Median prices represent properties priced above respective city benchmark prices.



### SINGLE-FAMILY HOMES MARKET SUMMARY | JULY 2021

- Official Market Type: **Seller's Market** with a **59.04% Sales Ratio**.<sup>1</sup>
- Homes are selling for an average of **100.00% of list price**.
- The median luxury threshold<sup>2</sup> price is **\$1,000,000**, and the median luxury home sales price is **\$1,412,500**.
- Markets with the Highest Median Sales Price: **Los Angeles Beach Cities** (\$3,714,219), **Los Angeles City** (\$3,475,000), **San Francisco** (\$3,382,500), and **Vail** (\$3,347,500).
- Markets with the Highest Sales Ratio: **East Bay** (121%), **Placer County** (82%), **Sacramento** (78%) and **Lake Tahoe** (77%).

<sup>1</sup>Sales 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. <sup>2</sup>The 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

July 2020 | July 2021

### ATTACHED HOMES

|                          | July 2020 | July 2021   |                       | July 2020 | July 2021 |
|--------------------------|-----------|-------------|-----------------------|-----------|-----------|
| Median List Price        | \$999,250 | \$1,113,975 | Total Inventory       | 18,040    | 11,881    |
| Median Sale Price        | \$882,500 | \$929,500   | New Listings          | 5,657     | 4,160     |
| Median SP/LP Ratio       | 98.07%    | 100.00%     | Total Sold            | 3,130     | 4,993     |
| Total Sales Ratio        | 17.35%    | 41.52%      | Median Days on Market | 33        | 16        |
| Median Price per Sq. Ft. | \$494     | \$540       | Average Home Size     | 2,062     | 1,915     |

Median prices represent properties priced above respective city benchmark prices.



### ATTACHED HOMES MARKET SUMMARY | JULY 2021

- Official Market Type: **Seller's Market** with a **41.52% Sales Ratio**.<sup>1</sup>
- Attached homes are selling for an average of **100.00% of list price**.
- The median luxury threshold<sup>2</sup> price is **\$721,250**, and the median attached luxury sale price is **\$929,500**.
- Markets with the Highest Median Sales Price: **Vail** (\$2,765,000), **San Francisco** (\$2,325,000), **Island of Hawaii** (\$2,249,000), and **Maui** (\$2,120,000).
- Markets with the Highest Sales Ratio: **GTA-Durham** (137%), **Lake Tahoe** (125%), **East Bay** (83%) and **Ventura County** (80%).

<sup>1</sup>Sales 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. <sup>2</sup>The 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                  | \$1,120,000       | \$965,000         | 753       | 54           | 13   | 31             | Buyer's       |
| AZ    | Paradise Valley          | \$3,300,000       | \$2,443,000       | 179       | 34           | 33   | 92             | Balanced      |
| AZ    | Phoenix                  | \$899,900         | \$775,000         | 351       | 132          | 217  | 57             | Seller's      |
| AZ    | Scottsdale               | \$1,999,000       | \$1,485,000       | 515       | 100          | 141  | 82             | Seller's      |
| AZ    | Tucson                   | \$775,000         | \$650,000         | 505       | 116          | 184  | 38             | Seller's      |
| BC    | Okanagan Valley          | \$1,800,000       | \$1,600,000       | 438       | 118          | 60   | 92             | Buyer's       |
| BC    | Vancouver                | \$4,196,500       | \$3,225,000       | 926       | 293          | 84   | 19             | Buyer's       |
| BC    | Victoria                 | \$2,195,000       | \$2,400,000       | 119       | 46           | 15   | 22             | Buyer's       |
| CA    | Central Coast            | \$3,150,000       | \$2,350,000       | 246       | 71           | 83   | 26             | Seller's      |
| CA    | East Bay                 | \$2,477,000       | \$1,865,000       | 268       | 127          | 325  | 11             | Seller's      |
| CA    | Greater Palm Springs     | \$1,895,000       | \$1,580,000       | 292       | 58           | 63   | 85             | Seller's      |
| CA    | Lake Tahoe               | \$2,250,000       | \$2,077,500       | 107       | 50           | 82   | 41             | Seller's      |
| CA    | Los Angeles Beach Cities | \$4,995,000       | \$3,714,219       | 469       | 153          | 94   | 43             | Balanced      |
| CA    | Los Angeles City         | \$4,995,000       | \$3,475,000       | 879       | 280          | 115  | 42             | Buyer's       |
| CA    | Los Angeles The Valley   | \$2,495,000       | \$2,086,334       | 454       | 192          | 150  | 20             | Seller's      |
| CA    | Marin County             | \$3,950,000       | \$3,150,000       | 121       | 29           | 73   | 23             | Seller's      |
| CA    | Napa County              | \$3,922,500       | \$1,950,000       | 146       | 30           | 23   | 89             | Balanced      |
| CA    | Orange County            | \$2,995,000       | \$2,200,000       | 1052      | 317          | 287  | 35             | Seller's      |
| CA    | Placer County            | \$1,249,000       | \$1,050,000       | 123       | 39           | 101  | 30             | Seller's      |
| CA    | Sacramento               | \$1,071,273       | \$910,000         | 322       | 122          | 252  | 21             | Seller's      |
| CA    | San Diego                | \$2,637,000       | \$1,790,000       | 816       | 309          | 315  | 31             | Seller's      |
| CA    | San Francisco            | \$3,987,500       | \$3,382,500       | 142       | 33           | 48   | 12             | Seller's      |
| CA    | San Luis Obispo County   | \$1,650,000       | \$1,195,000       | 167       | 46           | 5    | 0              | Buyer's       |
| CA    | Santa Barbara            | \$3,950,000       | \$3,100,000       | 251       | 67           | 57   | 49             | Seller's      |
| CA    | Silicon Valley           | \$4,250,000       | \$3,285,000       | 267       | 126          | 186  | 11             | Seller's      |
| CA    | Sonoma County            | \$1,712,500       | \$1,851,052       | 164       | 40           | 47   | 61             | Seller's      |
| CA    | Ventura County           | \$2,295,000       | \$1,675,000       | 255       | 86           | 77   | 55             | Seller's      |
| CO    | Boulder                  | \$2,075,000       | \$1,599,950       | 215       | 71           | 72   | 59             | Seller's      |

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

# - LUXURY MONTHLY MARKET REVIEW -

## SINGLE-FAMILY HOMES

| State | Market Name             | Median List Price | Median Sold Price | Inventory | New Listings | Sold | Days on Market | Market Status |
|-------|-------------------------|-------------------|-------------------|-----------|--------------|------|----------------|---------------|
| CO    | Colorado Springs        | \$967,272         | \$841,250         | 228       | 72           | 88   | 15             | Seller's      |
| CO    | Denver                  | \$1,575,000       | \$1,350,000       | 567       | 175          | 240  | 18             | Seller's      |
| CO    | Douglas County          | \$1,387,500       | \$1,100,000       | 244       | 55           | 95   | 29             | Seller's      |
| CO    | Durango                 | \$1,350,000       | \$1,166,250       | 115       | 19           | 8    | 143            | Buyer's       |
| CO    | Summit County           | \$2,147,500       | \$1,592,000       | 46        | 16           | 7    | 53             | Balanced      |
| CO    | Vail                    | \$5,945,000       | \$3,347,500       | 94        | 17           | 9    | 234            | Buyer's       |
| CT    | Central Connecticut     | \$649,950         | \$615,000         | 432       | 110          | 115  | 30             | Seller's      |
| CT    | Coastal Connecticut     | \$2,099,000       | \$1,565,000       | 1115      | 274          | 255  | 55             | Seller's      |
| DC    | Washington D.C.         | \$3,297,000       | \$3,300,000       | 66        | 22           | 18   | 15             | Seller's      |
| DE    | Sussex County Coastal   | \$1,499,000       | \$1,267,500       | 195       | 52           | 42   | 82             | Seller's      |
| FL    | Boca Raton/Delray Beach | \$2,562,500       | \$2,000,000       | 442       | 88           | 69   | 86             | Balanced      |
| FL    | Greater Fort Lauderdale | \$1,499,000       | \$1,005,000       | 1175      | 244          | 151  | 86             | Buyer's       |
| FL    | Jacksonville Beaches    | \$1,299,000       | \$1,150,000       | 263       | 60           | 75   | 72             | Seller's      |
| FL    | Lee County              | \$1,662,500       | \$1,400,000       | 474       | 65           | 41   | 138            | Buyer's       |
| FL    | Miami                   | \$1,995,000       | \$1,450,000       | 859       | 156          | 69   | 227            | Buyer's       |
| FL    | Naples                  | \$3,560,000       | \$3,000,000       | 382       | 49           | 62   | 109            | Balanced      |
| FL    | Orlando                 | \$1,354,500       | \$1,100,000       | 574       | 106          | 95   | 62             | Balanced      |
| FL    | Palm Beach Towns        | \$3,895,000       | \$2,775,000       | 269       | 45           | 59   | 130            | Seller's      |
| FL    | Pinellas County West    | \$1,900,000       | \$1,690,000       | 88        | 17           | 19   | 115            | Seller's      |
| FL    | Sarasota & Beaches      | \$1,895,000       | \$1,399,000       | 282       | 47           | 69   | 82             | Seller's      |
| FL    | South Pinellas County   | \$1,329,999       | \$1,117,500       | 187       | 38           | 45   | 61             | Seller's      |
| FL    | South Walton            | \$2,215,011       | \$2,112,500       | 233       | 48           | 66   | 30             | Seller's      |
| FL    | Tampa                   | \$839,900         | \$680,000         | 609       | 158          | 269  | 33             | Seller's      |
| FL    | Weston                  | \$980,000         | \$808,975         | 95        | 21           | 22   | 36             | Seller's      |
| GA    | Atlanta                 | \$1,375,000       | \$1,190,000       | 924       | 262          | 213  | 33             | Seller's      |
| HI    | Island of Hawaii        | \$2,885,000       | \$1,675,000       | 132       | 25           | 20   | 78             | Balanced      |
| HI    | Kauai                   | \$2,675,000       | \$1,700,000       | 94        | 17           | 7    | 140            | Buyer's       |

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# - LUXURY MONTHLY MARKET REVIEW -

## SINGLE-FAMILY HOMES

| State | Market Name         | Median List Price | Median Sold Price | Inventory | New Listings | Sold | Days on Market | Market Status |
|-------|---------------------|-------------------|-------------------|-----------|--------------|------|----------------|---------------|
| HI    | Maui                | \$3,200,000       | \$1,900,000       | 166       | 22           | 8    | 198            | Buyer's       |
| HI    | Oahu                | \$2,980,000       | \$2,575,000       | 257       | 54           | 25   | 66             | Buyer's       |
| ID    | Ada County          | \$699,999         | \$694,510         | 377       | 139          | 166  | 10             | Seller's      |
| ID    | Northern Idaho      | \$975,000         | \$807,500         | 247       | 89           | 88   | 62             | Seller's      |
| IL    | Chicago             | \$1,399,000       | \$1,175,000       | 1391      | 531          | 316  | 62             | Seller's      |
| IL    | DuPage County       | \$1,079,000       | \$872,500         | 595       | 184          | 120  | 92             | Balanced      |
| IL    | Lake County         | \$999,900         | \$850,000         | 564       | 160          | 103  | 87             | Balanced      |
| IL    | Will County         | \$692,450         | \$577,000         | 304       | 109          | 94   | 32             | Seller's      |
| IN    | Hamilton County     | \$895,000         | \$742,450         | 150       | 52           | 108  | 12             | Seller's      |
| MA    | Greater Boston      | \$3,425,000       | \$2,550,000       | 158       | 54           | 33   | 31             | Balanced      |
| MD    | Anne Arundel County | \$1,100,000       | \$980,000         | 257       | 68           | 103  | 19             | Seller's      |
| MD    | Montgomery County   | \$1,895,000       | \$1,480,000       | 244       | 72           | 97   | 17             | Seller's      |
| MD    | Talbot County       | \$1,995,000       | \$1,492,500       | 69        | 9            | 24   | 62             | Seller's      |
| MD    | Worcester County    | \$1,137,500       | \$692,500         | 48        | 14           | 11   | 109            | Seller's      |
| MI    | Livingston County   | \$725,000         | \$710,000         | 97        | 29           | 22   | 44             | Seller's      |
| MI    | Monroe County       | \$642,400         | \$500,000         | 12        | 5            | 1    | 11             | Buyer's       |
| MI    | Oakland County      | \$772,450         | \$635,000         | 944       | 354          | 298  | 22             | Seller's      |
| MI    | Washtenaw County    | \$775,000         | \$761,000         | 177       | 45           | 48   | 20             | Seller's      |
| MI    | Wayne County        | \$661,498         | \$605,000         | 310       | 87           | 125  | 27             | Seller's      |
| MO    | Kansas City         | \$660,000         | \$622,500         | 954       | 276          | 311  | 19             | Seller's      |
| MO    | St. Louis           | \$729,900         | \$640,000         | 174       | 51           | 99   | 40             | Seller's      |
| NC    | Charlotte           | \$1,140,000       | \$915,714         | 629       | 199          | 257  | 24             | Seller's      |
| NC    | Raleigh-Durham      | \$999,000         | \$882,475         | 390       | 87           | 97   | 3              | Seller's      |
| NJ    | Ocean County        | \$917,000         | \$879,500         | 364       | 121          | 104  | 80             | Seller's      |
| NV    | Lake Tahoe          | \$4,450,000       | \$2,849,000       | 80        | 25           | 37   | 130            | Seller's      |
| NV    | Las Vegas           | \$850,000         | \$725,000         | 1225      | 373          | 312  | 34             | Seller's      |
| NV    | Reno                | \$1,997,500       | \$1,362,500       | 62        | 12           | 26   | 74             | 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               | \$1,688,000       | \$1,350,000       | 286       | 77           | 9    | 94             | Buyer's       |
| NY    | Nassau County          | \$1,799,000       | \$1,487,000       | 952       | 285          | 86   | 86             | Buyer's       |
| NY    | Suffolk County         | \$1,750,000       | \$1,221,500       | 1104      | 290          | 94   | 122            | Buyer's       |
| ON    | GTA - Durham           | \$1,499,999       | \$1,265,000       | 245       | 158          | 97   | 20             | Seller's      |
| ON    | GTA - York             | \$2,318,000       | \$1,820,500       | 715       | 415          | 187  | 20             | Seller's      |
| ON    | Oakville               | \$2,499,000       | \$2,525,000       | 283       | 144          | 21   | 21             | Buyer's       |
| ON    | Toronto                | \$3,498,000       | \$3,218,000       | 455       | 276          | 127  | 20             | Seller's      |
| ON    | Waterloo Region        | \$1,495,000       | \$1,317,500       | 75        | 34           | 2    | 56             | Buyer's       |
| QC    | Montreal               | \$1,799,000       | \$1,580,000       | 77        | 32           | 34   | 43             | Seller's      |
| SC    | Charleston             | \$1,575,000       | \$1,395,000       | 485       | 117          | 129  | 39             | Seller's      |
| TN    | Nashville              | \$1,369,900       | \$1,200,000       | 517       | 164          | 178  | 18             | Seller's      |
| TX    | Austin                 | \$1,375,000       | \$975,000         | 517       | 208          | 305  | 13             | Seller's      |
| TX    | Collin County          | \$742,100         | \$660,250         | 584       | 205          | 330  | 29             | Seller's      |
| TX    | Dallas                 | \$1,250,000       | \$1,070,000       | 574       | 168          | 175  | 30             | Seller's      |
| TX    | Denton County          | \$719,948         | \$687,000         | 584       | 177          | 246  | 32             | Seller's      |
| TX    | Fort Worth             | \$890,000         | \$771,150         | 697       | 211          | 297  | 30             | Seller's      |
| TX    | Houston                | \$989,000         | \$850,000         | 1787      | 540          | 335  | 31             | Balanced      |
| TX    | San Antonio            | \$819,000         | \$710,000         | 465       | 112          | 94   | 57             | Balanced      |
| TX    | The Woodlands & Spring | \$905,000         | \$675,000         | 405       | 120          | 123  | 30             | Seller's      |
| UT    | Park City              | \$3,600,000       | \$2,626,250       | 206       | 43           | 58   | 58             | Seller's      |
| UT    | Salt Lake City         | \$1,249,500       | \$993,525         | 236       | 76           | 100  | 50             | Seller's      |
| VA    | Arlington & Alexandria | \$1,842,500       | \$1,784,000       | 110       | 37           | 39   | 12             | Seller's      |
| VA    | Fairfax County         | \$1,799,998       | \$1,382,500       | 470       | 144          | 152  | 19             | Seller's      |
| VA    | McLean & Vienna        | \$2,225,000       | \$1,605,000       | 222       | 53           | 49   | 32             | Seller's      |
| VA    | Richmond               | \$863,000         | \$750,000         | 239       | 63           | 84   | 26             | Seller's      |
| WA    | Greater Seattle        | \$1,989,000       | \$1,550,000       | 588       | 259          | 422  | 8              | Seller's      |
| WA    | Seattle                | \$1,992,500       | \$1,597,500       | 172       | 81           | 130  | 8              | 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                  | \$749,900         | \$705,000         | 417       | 40           | 5    | 30             | Buyer's       |
| AZ    | Paradise Valley          | -                 | -                 | -         | -            | -    | -              | -             |
| AZ    | Phoenix                  | -                 | -                 | -         | -            | -    | -              | -             |
| AZ    | Scottsdale               | \$889,000         | \$709,500         | 163       | 35           | 34   | 74             | Balanced      |
| AZ    | Tucson                   | -                 | -                 | -         | -            | -    | -              | -             |
| BC    | Okanagan Valley          | -                 | -                 | -         | -            | -    | -              | -             |
| BC    | Vancouver                | \$1,900,000       | \$1,840,000       | 795       | 288          | 67   | 20             | Buyer's       |
| BC    | Victoria                 | \$919,999         | \$845,000         | 119       | 41           | 24   | 33             | Balanced      |
| CA    | Central Coast            | \$1,175,000       | \$972,000         | 31        | 8            | 14   | 14             | Seller's      |
| CA    | East Bay                 | \$998,475         | \$949,000         | 94        | 52           | 78   | 11             | Seller's      |
| CA    | Greater Palm Springs     | -                 | -                 | -         | -            | -    | -              | -             |
| CA    | Lake Tahoe               | \$1,295,000       | \$1,240,000       | 41        | 9            | 13   | 29             | Seller's      |
| CA    | Los Angeles Beach Cities | \$1,875,000       | \$1,570,000       | 239       | 95           | 48   | 16             | Balanced      |
| CA    | Los Angeles City         | \$1,695,000       | \$1,300,000       | 399       | 149          | 43   | 25             | Buyer's       |
| CA    | Los Angeles The Valley   | \$809,000         | \$758,250         | 83        | 44           | 44   | 23             | Seller's      |
| CA    | Marin County             | \$1,475,000       | \$1,015,000       | 13        | 3            | 10   | 22             | Seller's      |
| CA    | Napa County              | -                 | -                 | -         | -            | -    | -              | -             |
| CA    | Orange County            | \$1,200,507       | \$1,037,500       | 326       | 136          | 92   | 31             | Seller's      |
| CA    | Placer County            | -                 | -                 | -         | -            | -    | -              | -             |
| CA    | Sacramento               | -                 | -                 | -         | -            | -    | -              | -             |
| CA    | San Diego                | \$1,299,900       | \$1,009,100       | 426       | 189          | 123  | 33             | Seller's      |
| CA    | San Francisco            | \$2,825,000       | \$2,325,000       | 199       | 54           | 36   | 33             | Balanced      |
| CA    | San Luis Obispo County   | -                 | -                 | -         | -            | -    | -              | -             |
| CA    | Santa Barbara            | \$1,874,500       | \$1,500,000       | 42        | 11           | 9    | 34             | Seller's      |
| CA    | Silicon Valley           | \$1,695,000       | \$1,537,000       | 91        | 60           | 50   | 9              | Seller's      |
| CA    | Sonoma County            | \$700,000         | \$780,000         | 13        | 8            | 4    | 39             | Seller's      |
| CA    | Ventura County           | \$798,000         | \$755,000         | 41        | 21           | 33   | 46             | Seller's      |
| CO    | Boulder                  | \$862,450         | \$798,000         | 90        | 32           | 16   | 48             | Balanced      |

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# - LUXURY MONTHLY MARKET REVIEW -

## ATTACHED HOMES

| State | Market Name             | Median List Price | Median Sold Price | Inventory | New Listings | Sold | Days on Market | Market Status |
|-------|-------------------------|-------------------|-------------------|-----------|--------------|------|----------------|---------------|
| CO    | Colorado Springs        | -                 | -                 | -         | -            | -    | -              | -             |
| CO    | Denver                  | \$857,000         | \$765,000         | 450       | 173          | 135  | 14             | Seller's      |
| CO    | Douglas County          | \$524,499         | \$550,000         | 26        | 10           | 17   | 23             | Seller's      |
| CO    | Durango                 | \$775,000         | \$698,500         | 26        | 5            | 6    | 148            | Seller's      |
| CO    | Summit County           | \$1,075,000       | \$980,000         | 10        | 2            | 3    | 4              | Seller's      |
| CO    | Vail                    | \$3,425,000       | \$2,765,000       | 100       | 22           | 6    | 174            | Buyer's       |
| CT    | Central Connecticut     | -                 | -                 | -         | -            | -    | -              | -             |
| CT    | Coastal Connecticut     | \$799,000         | \$730,000         | 225       | 73           | 41   | 82             | Balanced      |
| DC    | Washington D.C.         | \$1,895,000       | \$1,495,000       | 225       | 97           | 65   | 8              | Seller's      |
| DE    | Sussex County Coastal   | \$999,000         | \$1,060,000       | 39        | 12           | 9    | 9              | Seller's      |
| FL    | Boca Raton/Delray Beach | \$1,125,000       | \$695,000         | 449       | 94           | 41   | 103            | Buyer's       |
| FL    | Greater Fort Lauderdale | \$875,000         | \$839,000         | 1251      | 198          | 73   | 120            | Buyer's       |
| FL    | Jacksonville Beaches    | \$1,175,000       | \$845,000         | 29        | 13           | 12   | 127            | Seller's      |
| FL    | Lee County              | \$829,500         | \$772,500         | 322       | 48           | 32   | 66             | Buyer's       |
| FL    | Miami                   | \$1,357,280       | \$1,337,500       | 1961      | 224          | 38   | 248            | Buyer's       |
| FL    | Naples                  | \$1,650,000       | \$1,375,000       | 364       | 63           | 53   | 70             | Buyer's       |
| FL    | Orlando                 | \$649,500         | \$605,613         | 70        | 21           | 10   | 18             | Buyer's       |
| FL    | Palm Beach Towns        | \$1,775,000       | \$1,595,000       | 333       | 47           | 26   | 96             | Buyer's       |
| FL    | Pinellas County West    | \$1,333,210       | \$981,000         | 208       | 24           | 36   | 112            | Balanced      |
| FL    | Sarasota & Beaches      | \$1,599,000       | \$1,412,500       | 190       | 31           | 22   | 51             | Buyer's       |
| FL    | South Pinellas County   | \$947,000         | \$867,000         | 134       | 33           | 30   | 95             | Seller's      |
| FL    | South Walton            | \$1,199,000       | \$1,159,500       | 117       | 26           | 31   | 57             | Seller's      |
| FL    | Tampa                   | \$770,000         | \$707,500         | 137       | 43           | 34   | 4              | Seller's      |
| FL    | Weston                  | -                 | -                 | -         | -            | -    | -              | -             |
| GA    | Atlanta                 | \$684,900         | \$566,250         | 621       | 204          | 96   | 31             | Balanced      |
| HI    | Island of Hawaii        | \$1,790,000       | \$2,249,000       | 85        | 14           | 7    | 179            | Buyer's       |
| HI    | Kauai                   | \$1,587,500       | \$1,052,500       | 66        | 12           | 4    | 57             | Buyer'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    | Maui                | \$1,850,000       | \$2,120,000       | 129       | 31           | 15   | 205            | Buyer's       |
| HI    | Oahu                | \$1,149,000       | \$900,000         | 481       | 89           | 34   | 43             | Buyer's       |
| ID    | Ada County          | \$704,950         | \$560,000         | 28        | 5            | 7    | 50             | Seller's      |
| ID    | Northern Idaho      | -                 | -                 | -         | -            | -    | -              | -             |
| IL    | Chicago             | \$1,139,000       | \$908,000         | 1192      | 445          | 127  | 73             | Buyer's       |
| IL    | DuPage County       | \$755,000         | \$670,000         | 49        | 14           | 17   | 206            | Seller's      |
| IL    | Lake County         | -                 | -                 | -         | -            | -    | -              | -             |
| IL    | Will County         | -                 | -                 | -         | -            | -    | -              | -             |
| IN    | Hamilton County     | -                 | -                 | -         | -            | -    | -              | -             |
| MA    | Greater Boston      | \$2,359,000       | \$1,888,750       | 359       | 122          | 56   | 35             | Balanced      |
| MD    | Anne Arundel County | \$748,888         | \$566,000         | 45        | 12           | 24   | 11             | Seller's      |
| MD    | Montgomery County   | \$921,060         | \$735,000         | 141       | 52           | 46   | 12             | Seller's      |
| MD    | Talbot County       | -                 | -                 | -         | -            | -    | -              | -             |
| MD    | Worcester County    | \$683,700         | \$647,500         | 64        | 10           | 26   | 80             | Seller's      |
| MI    | Livingston County   | -                 | -                 | -         | -            | -    | -              | -             |
| MI    | Monroe County       | -                 | -                 | -         | -            | -    | -              | -             |
| MI    | Oakland County      | \$798,000         | \$630,000         | 65        | 22           | 13   | 13             | Balanced      |
| MI    | Washtenaw County    | \$615,000         | \$592,395         | 33        | 8            | 7    | 13             | Seller's      |
| MI    | Wayne County        | \$679,000         | \$540,000         | 60        | 15           | 3    | 28             | Buyer's       |
| MO    | Kansas City         | -                 | -                 | -         | -            | -    | -              | -             |
| MO    | St. Louis           | -                 | -                 | -         | -            | -    | -              | -             |
| NC    | Charlotte           | \$747,400         | \$637,000         | 198       | 58           | 39   | 21             | Balanced      |
| NC    | Raleigh-Durham      | -                 | -                 | -         | -            | -    | -              | -             |
| NJ    | Ocean County        | \$709,000         | \$800,000         | 44        | 13           | 5    | 122            | Buyer's       |
| NV    | Lake Tahoe          | \$1,642,500       | \$1,451,800       | 12        | 8            | 15   | 374            | 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               | \$1,330,000       | \$1,139,000       | 567       | 164          | 28   | 99             | Buyer's       |
| NY    | Nassau County          | \$1,450,000       | \$1,584,500       | 146       | 42           | 10   | 129            | Buyer's       |
| NY    | Suffolk County         | \$735,000         | \$650,000         | 189       | 58           | 21   | 109            | Buyer's       |
| ON    | GTA - Durham           | \$815,990         | \$725,000         | 27        | 25           | 37   | 7              | Seller's      |
| ON    | GTA - York             | \$859,900         | \$850,000         | 373       | 346          | 212  | 12             | Seller's      |
| ON    | Oakville               | \$1,524,000       | \$1,128,000       | 36        | 16           | 6    | 9              | Balanced      |
| ON    | Toronto                | \$1,255,900       | \$1,145,000       | 859       | 675          | 298  | 10             | Seller's      |
| ON    | Waterloo Region        | \$779,900         | \$775,000         | 16        | 10           | 1    | 33             | Buyer's       |
| QC    | Montreal               | \$1,069,000       | \$1,055,000       | 44        | 26           | 25   | 24             | Seller's      |
| SC    | Charleston             | \$999,500         | \$882,500         | 101       | 22           | 15   | 74             | Buyer's       |
| TN    | Nashville              | \$750,000         | \$657,500         | 68        | 27           | 24   | 19             | Seller's      |
| TX    | Austin                 | \$920,000         | \$706,050         | 252       | 85           | 38   | 21             | Balanced      |
| TX    | Collin County          | -                 | -                 | -         | -            | -    | -              | -             |
| TX    | Dallas                 | \$775,000         | \$635,900         | 263       | 83           | 29   | 55             | Buyer's       |
| TX    | Denton County          | -                 | -                 | -         | -            | -    | -              | -             |
| TX    | Fort Worth             | -                 | -                 | -         | -            | -    | -              | -             |
| TX    | Houston                | \$649,900         | \$595,000         | 201       | 64           | 33   | 49             | Balanced      |
| TX    | San Antonio            | \$650,000         | \$590,000         | 61        | 11           | 5    | 67             | Buyer's       |
| TX    | The Woodlands & Spring | -                 | -                 | -         | -            | -    | -              | -             |
| UT    | Park City              | \$2,250,000       | \$1,529,000       | 117       | 22           | 17   | 138            | Buyer's       |
| UT    | Salt Lake City         | \$729,000         | N/A               | 89        | 26           | 0    | N/A            | Buyer's       |
| VA    | Arlington & Alexandria | \$1,199,000       | \$1,070,000       | 103       | 55           | 63   | 10             | Seller's      |
| VA    | Fairfax County         | \$775,000         | \$675,750         | 163       | 77           | 131  | 6              | Seller's      |
| VA    | McLean & Vienna        | \$1,255,000       | \$884,500         | 35        | 13           | 7    | 12             | Balanced      |
| VA    | Richmond               | -                 | -                 | -         | -            | -    | -              | -             |
| WA    | Greater Seattle        | \$1,199,975       | \$1,029,000       | 244       | 98           | 89   | 12             | Seller's      |
| WA    | Seattle                | \$1,489,998       | \$1,170,000       | 126       | 44           | 37   | 12             | Seller's      |

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