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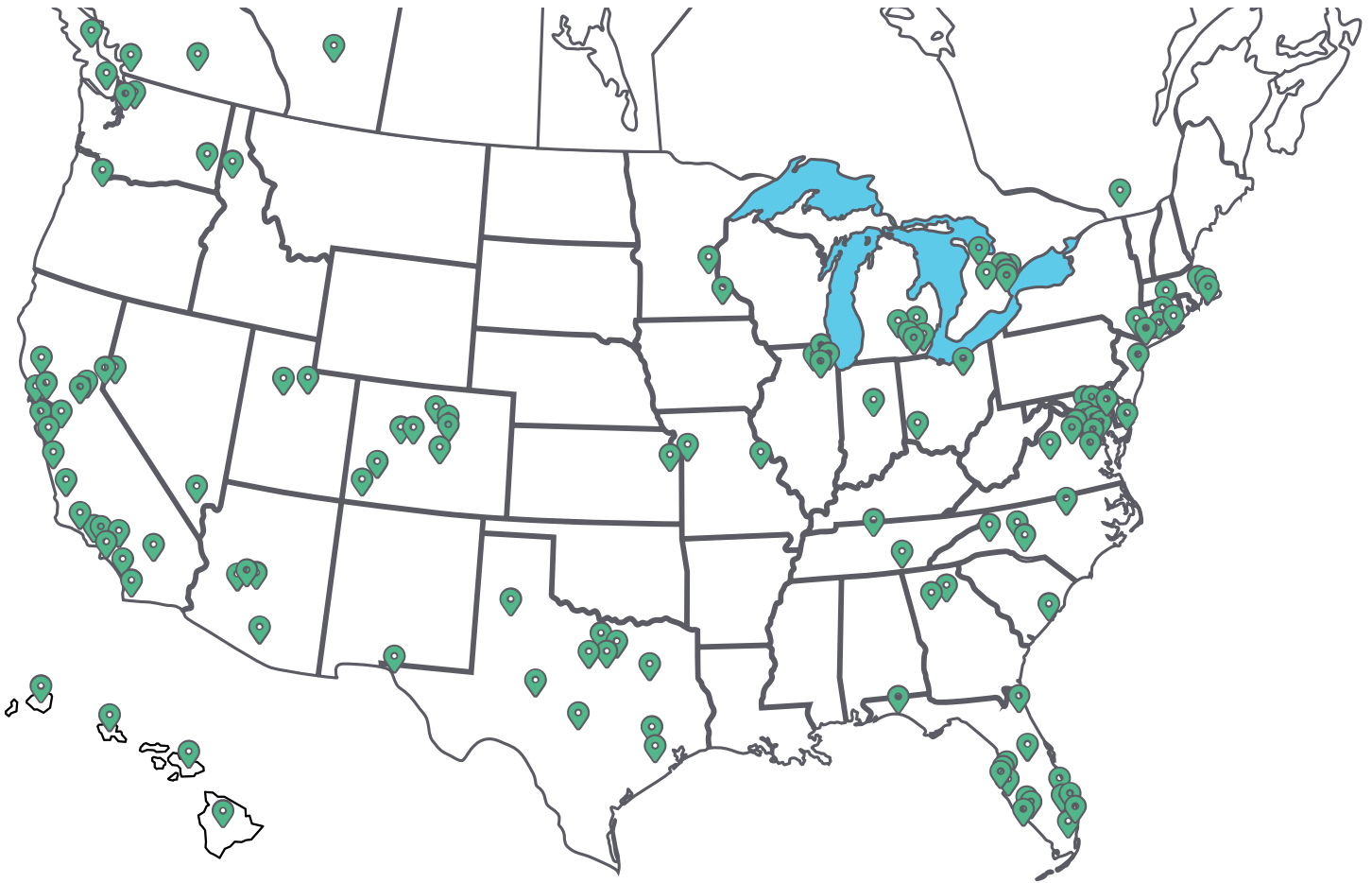


# LUXURY MARKET REPORT MARCH 2022



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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.





**“The global population of individuals with a net worth of \$5 million+ reached more than 3.6 million globally in 2021. That was an increase of 19.8% over 2020 and a notable difference from 2020, which saw only a 2.2% gain over 2019. This extraordinary wealthy population growth led to a real estate expansion like we’ve never seen before. A new map for luxury opened up new locations and multiple homeownerships in greater numbers. Home as safe haven became the rallying cry for our time.”**





# NORTH AMERICAN LUXURY REVIEW

## **Examining the Demand for Luxury Real Estate**

Over the last 18 months, the status of the real estate market, in particular the luxury sector, has been a hot topic across all news outlets, multi-media platforms, and within the industry itself.

Conversations have mainly focused on the variety of trends, with reviews covering a multitude of topics from rising prices, falling inventory levels and increases in demand to multi-faceted relocations and migrations and the growing concern about delays surrounding new builds from builders and developers.

There has been, however, one constant agreement throughout — ‘the home’ has officially become one of, if not, the most important factor in today’s decision processes with respect to how individuals choose their way of life.

For the affluent, the question of where to live, what type of property, the features, and amenities that will meet their practical needs and ‘must-have’ requirements all combine in their search for homes that offer security, as well an enhancement in the quality of today’s live, work, and play environments. Many would say that these parameters are not so very different from those that have always been the top search criteria of the wealthy.

While this is true for the most part, it is the actual sheer amount and continued increases in sales volume, diversity of locations and prices that have created some of the most exceptional circumstances in the current luxury market.

We, therefore, seek to investigate what has driven this enormous demand for luxury real estate — are these factors still in play and how will this play out in the upcoming spring market and beyond?

It has been widely recognized that the pandemic drove people, especially the affluent, to change their expectations and aspirations for their goals for homeownership and attitudes towards their lifestyle requirements. It now seems that there are two other factors that, not only played a significant part, but will probably have a longer lasting effect on the demand for luxury real estate.

In a recent report released by Coldwell Banker Global Luxury (CBGL) they shared the staggering percentage growth of global wealth in 2021 and, more significantly, the number of individuals who are now classified as high net worth (HNW) – those with over \$5 million in net worth.

CBGL commissioned Wealth-X to research the growth of wealth globally during 2021 and while their results led to an expected annual percentage increase, of more significance was the rate that it had increased. This nearly unbelievable increase had been unpredictable, even as little as three months prior to the end of 2021, until Wealth-X finally assimilated the data in January 2022.

For the most part, the growth of wealth has steadily risen over the last 10 years, but the results were truly unprecedented for 2021. The volume of wealth increased by 2.1% in 2020 compared to 2019, but in 2021, it grew a staggering 20.4% compared to 2020.

As an extension of this analysis, CBGL investigated the source of this growth. The consensus was that many of the key reasons included rebounding stock markets, new industries, businesses quick to change their distribution networks and increasing home equity. However, while these factors were all contributors to the overall growth of wealth, it was the rising number of individuals, with their increased wealth, that had the greatest impact on the increasing volume of luxury property sales during the last 12 months.

“The global population of individuals with a net worth of \$5 million+ reached more than 3.6 million globally in 2021. That was an increase of 19.8% over 2020 and a notable difference from 2020, which saw only a 2.2% gain over 2019. This extraordinary wealthy population growth led to a





real estate expansion like we've never seen before. A new map for luxury opened up new locations and multiple homeownerships in greater numbers. Home as safe haven became the rallying cry for our time" reports Michael Altneu, Vice President, Coldwell Banker Global Luxury.

The importance of the number of individuals joining the ranks of the HNW category cannot be overstated.

Wealth itself may increase the demand for more expensive properties and even shift trends within the luxury home market, but alone it would not have created the staggering spending potential that a near 20% growth in the number of HNW individuals has achieved.

As the number of wealthy increased over the last 18 months, coupled with the new lifestyle choice of 'home' being one of the most crucial requirements in an affluent's portfolio, the exponential increase in demand for luxury real estate instantly becomes clearer.

According to Wealth-X, HNW homeownership between 2019 and 2021 increased 180.1% for homes valued at \$1 – 5 million and 102.4% for homes valued above \$5 million.

In the U.S., ownership of a luxury property above \$1 million is now at 85% for HNW individuals, but even more enlightening is their propensity for multiple homeownerships; with 70% of HNW owning at least two properties, and 46% of them owning three or more.



Internationally, according to CBGL's report, during 2021 the ratio for primary versus secondary home purchases could have been as high as 2:4 — where, for every two primary homes there were four secondary homes purchased.

This new wealth factor has proven to be life-changing for the many individuals entering the HNW category during 2022. They can now afford homes that are more luxurious and/or living between multiple properties. However, of greater significance is that both these home purchase trends are expected to become long-term influences.

While extreme situations, events, and circumstances — such as the pandemic — will often create equally extreme results in the short to mid-term, it must be recognized that the growth or decline of the HNW population and by extension their wealth will be the actual long term determinant of demand in the luxury real estate market.

According to Wealth-X, the global population of HNW individuals, as well as wealth itself, is predicated to continue rising throughout the world's most influential cities over the next five years.

It should also be noted that trends over the previous five years show that despite localized or international influences that both the affluent, their wealth and by extension the luxury real estate market have remained resilient, bouncing back, or even making extraordinary gains despite their prior predicament.

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 buy or sell in today's market, we recommend working with a realtor who can capitalize on the preferences, trends, and demands in this dynamic and evolving environment.



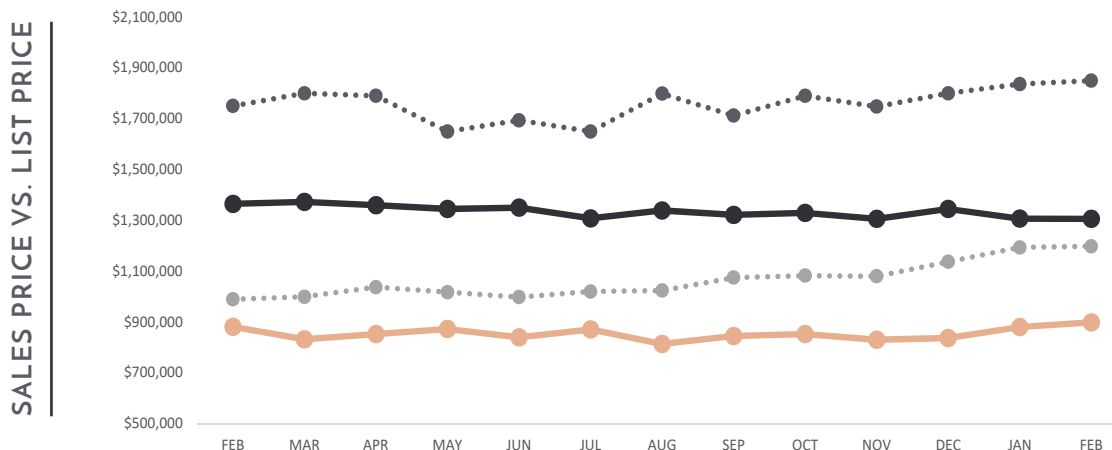
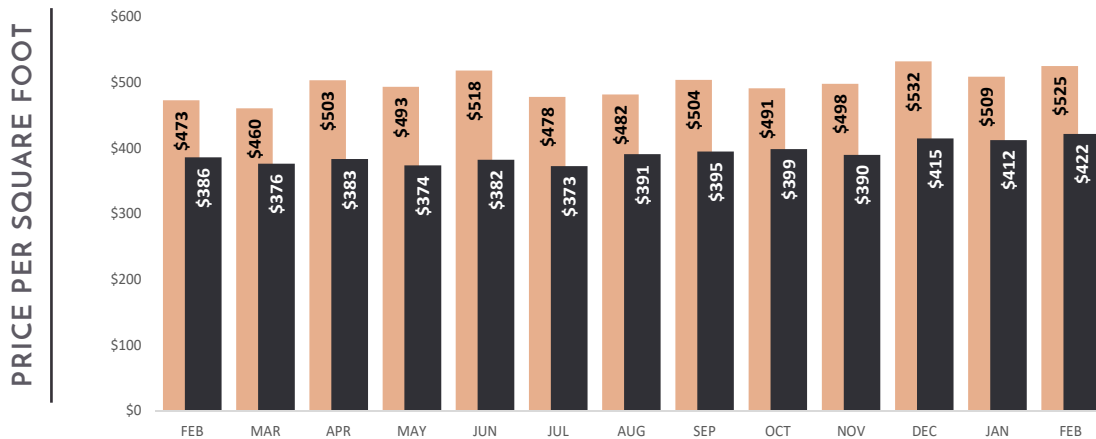
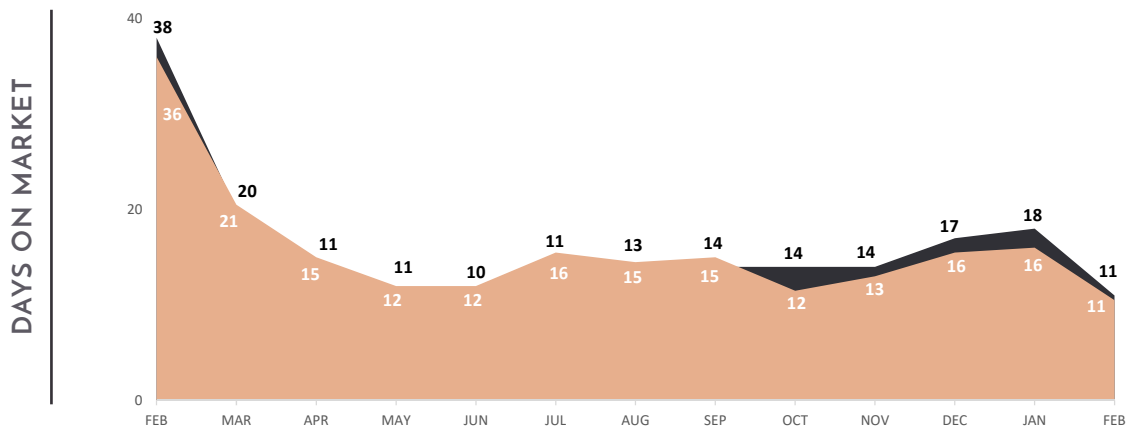


# - 13-MONTH MARKET TRENDS -

## 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 February 2022 and March 2022 reports are due to the addition of Cape Cod, MA; South Shore, MA; Asheville, NC; and Greater Tyler, TX.

# - LUXURY MONTHLY MARKET REVIEW -

## A Review of Key Market Differences Year over Year

February 2021 | February 2022

### SINGLE-FAMILY HOMES

	February 2021	February 2022		February 2021	February 2022
Median List Price	\$1,750,000	\$1,849,500	Total Inventory	26,033	20,312
Median Sale Price	\$1,365,000	\$1,306,086	New Listings	7,999	8,988
Median SP/LP Ratio	98.30%	100.00%	Total Sold	10,027	13,491
Total Sales Ratio	38.52%	66.42%	Median Days on Market	38	11
Median Price per Sq. Ft.	\$386	\$422	Average Home Size	3,689	3,238

Median prices represent properties priced above respective city benchmark prices.



### SINGLE-FAMILY HOMES MARKET SUMMARY | FEBRUARY 2022

- Official Market Type: **Seller's Market** with a **66.42% 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 **\$912,500**, and the median luxury home sales price is **\$1,306,086**.
- Markets with the Highest Median Sales Price: **Vail** (\$6,175,000), **Telluride** (\$4,450,000), **Palm Beach Towns** (\$4,300,000), and **Los Angeles City** (\$3,977,500).
- Markets with the Highest Sales Ratio: **Waterloo Region** (1494%), **GTA-Durham** (499%), **East Bay** (329%) and **Denton County** (199%).

<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

February 2021 | February 2022

### ATTACHED HOMES

	February 2021	February 2022		February 2021	February 2022
Median List Price	\$989,225	\$1,198,000	Total Inventory	12,579	8,129
Median Sale Price	\$881,000	\$898,750	New Listings	3,632	3,819
Median SP/LP Ratio	98.94%	100.00%	Total Sold	3,656	5,376
Total Sales Ratio	29.06%	66.13%	Median Days on Market	36	11
Median Price per Sq. Ft.	\$473	\$525	Average Home Size	2,024	1,886

Median prices represent properties priced above respective city benchmark prices.



### ATTACHED HOMES MARKET SUMMARY | FEBRUARY 2022

- Official Market Type: **Seller's Market** with a **66.13% 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 **\$700,000**, and the median attached luxury sale price is **\$898,750**.
- Markets with the Highest Median Sales Price: **Vail** (\$2,950,000), **San Francisco** (\$2,600,000), **Greater Boston** (\$2,295,000), and **Marco Island** (\$2,050,000).
- Markets with the Highest Sales Ratio: **GTA-Durham** (3600%), **Waterloo Region** (1633%), **Mississauga** (486%) and **GTA-York** (393%).

<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	\$1,249,500	\$931,750	362	392	362	8	Seller's
AZ	Paradise Valley	\$7,270,000	\$3,695,000	68	20	41	46	Seller's
AZ	Phoenix	\$895,000	\$773,000	202	124	379	25	Seller's
AZ	Scottsdale	\$3,029,720	\$1,675,000	218	97	215	26	Seller's
AZ	Tucson	\$850,000	\$652,500	335	116	281	7	Seller's
BC	Mid Vancouver Island	\$1,649,950	\$1,472,500	166	77	6	22	Buyer's
BC	Okanagan Valley	\$1,950,000	\$1,500,000	344	188	126	20	Seller's
BC	Vancouver	\$4,580,000	\$3,200,000	902	360	195	9	Seller's
BC	Victoria	\$2,200,000	\$2,218,500	80	52	26	6	Seller's
CA	Central Coast	\$3,850,000	\$2,500,000	91	50	67	10	Seller's
CA	East Bay	\$2,374,000	\$2,015,000	102	111	336	7	Seller's
CA	Greater Palm Springs	\$2,749,000	\$1,772,500	117	61	132	22	Seller's
CA	Lake Tahoe	\$3,145,000	\$2,103,000	57	22	38	14	Seller's
CA	Los Angeles Beach Cities	\$6,995,000	\$3,962,000	198	80	84	11	Seller's
CA	Los Angeles City	\$5,965,000	\$3,977,500	454	167	130	17	Seller's
CA	Los Angeles The Valley	\$2,900,000	\$2,005,000	200	95	138	10	Seller's
CA	Marin County	\$3,262,500	\$2,925,000	36	15	28	9	Seller's
CA	Napa County	\$4,200,000	\$1,975,000	73	22	13	72	Balanced
CA	Orange County	\$3,398,000	\$2,282,500	437	235	354	7	Seller's
CA	Placer County	\$1,295,000	\$1,050,000	129	39	47	5	Seller's
CA	Sacramento	\$949,750	\$879,500	294	83	168	6	Seller's
CA	San Diego	\$2,995,000	\$1,900,000	404	228	350	7	Seller's
CA	San Francisco	\$4,900,000	\$3,219,600	67	21	46	11	Seller's
CA	San Luis Obispo County	\$2,200,000	\$1,400,000	74	24	51	N/A	Seller's
CA	Santa Barbara	\$6,495,000	\$3,425,000	61	27	56	13	Seller's
CA	Silicon Valley	\$5,099,998	\$3,200,000	146	98	223	7	Seller's
CA	Sonoma County	\$2,600,000	\$1,765,000	127	40	37	27	Seller's
CA	Ventura County	\$3,750,000	\$1,650,000	111	40	77	21	Seller's
CO	Boulder	\$2,395,000	\$1,675,000	70	34	64	32	Seller's
CO	Colorado Springs	\$999,000	\$839,000	119	51	101	4	Seller's
CO	Denver	\$2,247,000	\$1,375,250	150	69	192	5	Seller's
CO	Douglas County	\$2,360,000	\$1,200,000	67	34	104	5	Seller's
CO	Durango	\$1,985,000	\$1,270,000	41	8	14	48	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	Summit County	\$4,375,000	N/A	21	5	0	N/A	Buyer's
CO	Telluride	\$10,150,000	\$4,450,000	39	6	9	105	Seller's
CO	Vail	\$6,499,000	\$6,175,000	43	14	16	70	Seller's
CT	Central Connecticut	\$699,000	\$579,000	201	40	85	47	Seller's
CT	Coastal Connecticut	\$2,499,500	\$1,850,000	322	98	103	60	Seller's
DC	Washington D.C.	\$5,145,000	\$2,750,000	40	17	13	6	Seller's
DE	Sussex County Coastal	\$1,394,500	\$1,302,172	76	25	23	16	Seller's
FL	Boca Raton/Delray Beach	\$4,495,000	\$2,159,000	151	62	76	27	Seller's
FL	Coastal Pinellas County	\$2,425,000	\$1,595,000	52	20	35	6	Seller's
FL	Greater Fort Lauderdale	\$2,300,000	\$1,150,000	432	177	270	20	Seller's
FL	Jacksonville Beaches	\$1,797,500	\$1,182,500	120	52	58	17	Seller's
FL	Lee County	\$1,484,950	\$1,392,500	240	105	124	9	Seller's
FL	Marco Island	\$3,570,000	\$2,390,000	40	10	21	7	Seller's
FL	Miami	\$2,300,000	\$1,797,500	473	147	110	32	Seller's
FL	Naples	\$3,600,000	\$2,775,000	189	92	62	7	Seller's
FL	Orlando	\$1,399,000	\$1,287,500	259	121	146	10	Seller's
FL	Palm Beach Towns	\$8,600,000	\$4,300,000	106	42	37	27	Seller's
FL	Sarasota & Beaches	\$3,647,000	\$2,250,000	126	42	57	4	Seller's
FL	South Pinellas County	\$2,285,000	\$1,300,000	46	20	39	6	Seller's
FL	South Walton	\$3,000,000	\$2,250,000	122	52	59	22	Seller's
FL	Tampa	\$1,042,368	\$675,000	276	128	316	6	Seller's
FL	Weston	\$1,462,500	\$992,500	14	9	26	10	Seller's
GA	Atlanta	\$1,795,000	\$1,083,250	319	139	168	5	Seller's
GA	Duluth	\$1,347,500	\$1,200,000	6	3	5	3	Seller's
HI	Island of Hawaii	\$2,372,500	\$1,485,000	60	22	31	21	Seller's
HI	Kauai	\$4,925,000	\$2,000,000	32	7	17	15	Seller's
HI	Maui	\$3,900,000	\$1,900,000	109	25	21	65	Balanced
HI	Oahu	\$3,200,000	\$2,375,000	125	38	46	16	Seller's
ID	Ada County	\$874,950	\$770,000	190	121	255	10	Seller's
ID	Northern	\$1,824,000	\$1,257,753	108	48	33	116	Seller's
IL	Chicago	\$1,600,000	\$1,235,764	358	138	178	50	Seller's
IL	DuPage County	\$1,232,000	\$1,003,250	186	66	72	63	Seller's
IL	Lake County	\$1,185,000	\$886,555	167	50	63	55	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
IL	Will County	\$744,500	\$631,500	106	27	43	9	Seller's
IN	Hamilton County	\$1,112,500	\$770,000	36	13	46	5	Seller's
KS	Johnson County	\$782,200	\$780,000	139	31	88	9	Seller's
MA	Cape Cod	\$2,500,000	\$1,980,000	99	14	23	63	Seller's
MA	Greater Boston	\$4,399,000	\$2,750,000	73	27	56	25	Seller's
MA	South Shore	\$1,875,000	\$1,550,000	28	10	11	18	Seller's
MD	Anne Arundel County	\$1,150,000	\$923,750	85	33	54	8	Seller's
MD	Frederick County	\$870,000	\$853,598	28	13	26	5	Seller's
MD	Howard County	\$1,174,990	\$1,210,000	43	8	20	8	Seller's
MD	Montgomery County	\$2,300,000	\$1,600,000	68	30	59	8	Seller's
MD	Talbot County	\$3,500,000	\$1,750,000	16	1	5	54	Seller's
MD	Worcester County	\$1,247,500	\$764,950	26	6	10	41	Seller's
MI	Livingston County	\$759,900	\$725,000	51	16	17	41	Seller's
MI	Monroe County	\$739,000	\$550,000	7	1	7	61	Seller's
MI	Oakland County	\$849,950	\$665,500	374	129	176	14	Seller's
MI	Washtenaw County	\$1,062,450	\$767,500	66	12	35	34	Seller's
MI	Wayne County	\$825,998	\$650,000	98	36	60	20	Seller's
MN	Olmsted County	\$814,800	\$725,000	45	20	15	66	Seller's
MN	Twin Cities	\$1,249,950	\$1,075,000	338	116	100	35	Seller's
MO	Kansas City	\$659,950	\$640,000	505	128	265	7	Seller's
MO	St. Louis	\$896,200	\$710,000	62	27	43	16	Seller's
NC	Asheville	\$1,299,900	\$950,000	113	20	41	37	Seller's
NC	Charlotte	\$1,416,420	\$964,576	164	56	180	3	Seller's
NC	Lake Norman	\$1,100,000	\$1,128,250	71	20	44	18	Seller's
NC	Raleigh-Durham	\$1,471,750	\$916,000	106	47	127	0	Seller's
NJ	Ocean County	\$950,000	\$802,500	202	72	94	22	Seller's
NV	Lake Tahoe	\$4,200,000	\$2,662,500	35	15	12	62	Seller's
NV	Las Vegas	\$2,000,000	\$1,300,000	333	133	110	21	Seller's
NV	Reno	\$2,300,000	\$1,512,500	33	11	16	79	Seller's
NY	Brooklyn	\$1,769,500	\$1,730,000	210	46	19	110	Buyer's
NY	Nassau County	\$1,999,000	\$1,500,000	545	136	101	55	Balanced
NY	Staten Island	\$1,350,000	\$992,000	109	31	28	48	Seller's
NY	Suffolk County	\$2,099,000	\$1,360,000	597	153	137	54	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
OH	Cincinnati	\$836,950	\$820,750	152	19	28	3	Balanced
OH	Cleveland Suburbs	\$799,363	N/A	21	6	0	N/A	Buyer's
ON	GTA - Durham	\$1,799,450	\$1,600,000	72	153	359	6	Seller's
ON	GTA - York	\$2,633,500	\$2,076,000	280	442	438	6	Seller's
ON	Mississauga	\$3,768,800	\$2,500,000	52	68	77	6	Seller's
ON	Oakville	\$4,150,000	\$2,322,500	31	28	44	5	Seller's
ON	Toronto	\$4,028,875	\$3,200,000	238	242	216	7	Seller's
ON	Waterloo Region	\$1,650,000	\$1,310,000	17	88	254	6	Seller's
OR	Portland	\$1,695,000	\$1,180,000	166	62	130	5	Seller's
TN	Greater Chattanooga	\$1,200,000	\$870,000	76	27	28	4	Seller's
TN	Nashville	\$2,349,975	\$1,400,000	124	60	179	2	Seller's
TX	Austin	\$1,324,950	\$923,000	179	107	266	5	Seller's
TX	Collin County	\$839,470	\$699,950	183	118	336	4	Seller's
TX	Dallas	\$1,637,500	\$1,060,000	110	61	125	5	Seller's
TX	Denton County	\$859,900	\$725,000	117	70	233	5	Seller's
TX	El Paso	\$652,500	\$650,000	66	21	33	13	Seller's
TX	Fort Worth	\$1,100,000	\$775,000	246	107	221	6	Seller's
TX	Greater Tyler	\$849,500	\$730,000	53	23	17	10	Seller's
TX	Houston	\$989,000	\$835,000	799	295	283	28	Seller's
TX	Lubbock	\$762,500	\$587,450	40	18	22	69	Seller's
TX	San Angelo	\$667,450	\$567,750	34	13	2	132	Buyer's
TX	San Antonio	\$826,653	\$735,000	166	41	119	28	Seller's
TX	The Woodlands & Spring	\$1,199,000	\$720,000	79	32	93	12	Seller's
UT	Park City	\$5,147,500	\$3,200,000	68	23	27	35	Seller's
UT	Salt Lake City	\$1,350,000	\$985,000	75	45	125	7	Seller's
VA	Arlington & Alexandria	\$2,199,950	\$1,725,000	36	12	32	9	Seller's
VA	Charlottesville	\$1,481,600	\$951,000	67	18	23	2	Seller's
VA	Fairfax County	\$2,387,500	\$1,413,000	150	72	100	6	Seller's
VA	McLean & Vienna	\$3,061,500	\$1,999,998	82	31	38	15	Seller's
VA	Richmond	\$799,990	\$765,847	111	36	67	5	Seller's
WA	Greater Seattle	\$2,350,000	\$1,700,000	170	132	337	5	Seller's
WA	Seattle	\$2,400,000	\$1,600,000	55	44	101	6	Seller's
WA	Spokane	\$1,312,450	\$1,100,000	36	15	15	4	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	\$835,000	\$710,000	107	51	33	22	Seller's
AZ	Paradise Valley	–	–	–	–	–	–	–
AZ	Phoenix	–	–	–	–	–	–	–
AZ	Scottsdale	\$1,400,000	\$780,000	79	43	68	18	Seller's
AZ	Tucson	–	–	–	–	–	–	–
BC	Mid Vancouver Island	\$789,900	\$788,888	41	9	8	7	Balanced
BC	Okanagan Valley	–	–	–	–	–	–	–
BC	Vancouver	\$1,999,900	\$1,850,000	642	352	216	9	Seller's
BC	Victoria	\$1,022,950	\$1,006,500	112	69	48	11	Seller's
CA	Central Coast	\$1,249,000	\$990,000	6	7	17	7	Seller's
CA	East Bay	\$1,116,938	\$1,149,715	55	43	113	7	Seller's
CA	Greater Palm Springs	–	–	–	–	–	–	–
CA	Lake Tahoe	\$1,495,000	\$1,278,000	11	6	8	7	Seller's
CA	Los Angeles Beach Cities	\$2,150,000	\$1,775,000	99	56	41	11	Seller's
CA	Los Angeles City	\$1,949,250	\$1,475,000	260	111	105	15	Seller's
CA	Los Angeles The Valley	\$889,250	\$800,000	26	18	81	8	Seller's
CA	Marin County	\$1,050,000	\$1,300,500	10	5	14	12	Seller's
CA	Napa County	–	–	–	–	–	–	–
CA	Orange County	\$1,198,000	\$1,120,000	109	97	217	6	Seller's
CA	Placer County	–	–	–	–	–	–	–
CA	Sacramento	–	–	–	–	–	–	–
CA	San Diego	\$1,357,500	\$1,027,500	142	104	170	6	Seller's
CA	San Francisco	\$2,869,000	\$2,600,000	80	33	37	11	Seller's
CA	San Luis Obispo County	–	–	–	–	–	–	–
CA	Santa Barbara	\$1,650,000	–	3	3	0	–	Buyer's
CA	Silicon Valley	\$1,857,665	\$1,643,000	39	36	118	7	Seller's
CA	Sonoma County	\$6,450,000	\$725,000	2	0	5	32	Seller's
CA	Ventura County	\$888,950	\$761,763	30	17	46	24	Seller's
CO	Boulder	\$902,660	\$917,500	20	10	40	27	Seller's
CO	Colorado Springs	–	–	–	–	–	–	–
CO	Denver	\$1,075,000	\$775,000	89	39	63	6	Seller's
CO	Douglas County	\$692,488	\$649,000	4	5	10	8	Seller's
CO	Durango	\$732,500	\$824,000	6	5	10	41	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	Summit County	–	\$1,700,000	0	0	1	6	–
CO	Telluride	–	–	–	–	–	–	–
CO	Vail	\$4,395,000	\$2,950,000	56	26	12	23	Seller's
CT	Central Connecticut	–	–	–	–	–	–	–
CT	Coastal Connecticut	\$1,450,000	\$681,397	97	20	21	35	Seller's
DC	Washington D.C.	\$2,199,000	\$1,512,500	119	36	63	8	Seller's
DE	Sussex County Coastal	\$977,000	\$926,000	10	6	5	11	Seller's
FL	Boca Raton/Delray Beach	\$1,860,000	\$875,000	91	44	83	8	Seller's
FL	Coastal Pinellas County	\$1,699,900	\$1,150,000	41	10	33	4	Seller's
FL	Greater Fort Lauderdale	\$943,700	\$852,500	494	141	178	35	Seller's
FL	Jacksonville Beaches	\$1,750,000	\$950,000	9	3	7	8	Seller's
FL	Lee County	\$918,000	\$799,000	79	46	75	5	Seller's
FL	Marco Island	\$1,700,000	\$2,050,000	5	3	2	23	Seller's
FL	Miami	\$1,500,000	\$1,325,000	891	196	220	83	Seller's
FL	Naples	\$2,225,000	\$1,825,000	84	37	69	13	Seller's
FL	Orlando	\$661,950	\$560,000	50	17	20	4	Seller's
FL	Palm Beach Towns	\$1,995,000	\$1,848,500	74	32	62	33	Seller's
FL	Sarasota & Beaches	\$2,159,000	\$1,221,500	71	34	42	11	Seller's
FL	South Pinellas County	\$1,449,000	\$850,000	43	19	75	7	Seller's
FL	South Walton	\$1,495,000	\$1,249,000	119	29	37	12	Seller's
FL	Tampa	\$1,607,450	\$685,000	42	27	47	4	Seller's
FL	Weston	–	–	–	–	–	–	–
GA	Atlanta	\$799,000	\$625,000	229	106	137	6	Seller's
GA	Duluth	–	–	–	–	–	–	–
HI	Island of Hawaii	\$2,225,000	\$1,407,500	26	15	24	7	Seller's
HI	Kauai	\$1,600,000	\$1,438,679	31	6	22	16	Seller's
HI	Maui	\$3,142,500	\$1,675,000	50	19	35	61	Seller's
HI	Oahu	\$1,269,750	\$950,000	326	92	106	15	Seller's
ID	Ada County	\$599,000	\$659,400	13	6	22	9	Seller's
ID	Northern	–	–	–	–	–	–	–
IL	Chicago	\$1,256,900	\$950,000	583	186	147	97	Seller's
IL	DuPage County	\$899,000	\$625,000	9	3	10	35	Seller's
IL	Lake County	–	–	–	–	–	–	–

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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
IL	Will County	–	–	–	–	–	–	–
IN	Hamilton County	–	–	–	–	–	–	–
KS	Johnson County	\$592,475	\$654,314	64	13	11	53	Balanced
MA	Cape Cod	\$1,100,000	\$999,000	17	5	7	18	Seller's
MA	Greater Boston	\$2,499,000	\$2,295,000	205	93	55	39	Seller's
MA	South Shore	\$1,100,495	\$1,010,000	16	1	5	75	Seller's
MD	Anne Arundel County	\$589,765	\$572,000	21	14	40	6	Seller's
MD	Frederick County	–	–	–	–	–	–	–
MD	Howard County	\$714,990	\$567,500	9	7	20	5	Seller's
MD	Montgomery County	\$810,000	\$698,000	47	23	53	7	Seller's
MD	Talbot County	–	–	–	–	–	–	–
MD	Worcester County	\$743,950	\$589,000	42	15	23	25	Seller's
MI	Livingston County	–	–	–	–	–	–	–
MI	Monroe County	–	–	–	–	–	–	–
MI	Oakland County	\$799,900	\$648,130	41	15	20	10	Seller's
MI	Washtenaw County	\$653,998	\$614,250	36	15	6	3	Balanced
MI	Wayne County	\$665,000	\$595,000	59	8	8	14	Buyer's
MN	Olmsted County	–	–	–	–	–	–	–
MN	Twin Cities	–	–	–	–	–	–	–
MO	Kansas City	–	–	–	–	–	–	–
MO	St. Louis	–	–	–	–	–	–	–
NC	Asheville	\$935,000	\$724,000	24	6	10	7	Seller's
NC	Charlotte	\$979,000	\$641,000	67	16	76	12	Seller's
NC	Lake Norman	\$520,650	\$549,000	4	1	1	4	Seller's
NC	Raleigh–Durham	–	–	–	–	–	–	–
NJ	Ocean County	\$824,495	\$739,000	12	4	5	91	Seller's
NV	Lake Tahoe	\$2,550,000	\$1,400,000	7	5	4	35	Seller's
NV	Las Vegas	–	–	–	–	–	–	–
NV	Reno	–	–	–	–	–	–	–
NY	Brooklyn	\$1,488,000	\$1,220,000	407	105	87	53	Seller's
NY	Nassau County	\$1,498,500	\$1,350,000	82	17	9	88	Buyer's
NY	Staten Island	\$599,450	\$600,000	42	18	33	36	Seller's
NY	Suffolk County	\$749,000	\$604,500	77	32	24	23	Seller'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
OH	Cincinnati	\$737,500	–	20	1	0	–	Buyer's
OH	Cleveland Suburbs	–	–	–	–	–	–	–
ON	GTA – Durham	\$1,405,945	\$880,000	2	18	72	5	Seller's
ON	GTA – York	\$824,500	\$809,300	60	163	236	7	Seller's
ON	Mississauga	\$999,440	\$994,997	42	100	204	5	Seller's
ON	Oakville	\$1,675,000	\$1,403,500	17	15	28	5	Seller's
ON	Toronto	\$1,398,888	\$1,080,000	423	453	528	7	Seller's
ON	Waterloo Region	\$799,900	\$865,000	9	51	147	6	Seller's
OR	Portland	–	–	–	–	–	–	–
TN	Greater Chattanooga	–	–	–	–	–	–	–
TN	Nashville	\$1,400,000	\$642,500	25	13	61	7	Seller's
TX	Austin	\$1,200,000	\$797,500	45	33	56	6	Seller's
TX	Collin County	–	–	–	–	–	–	–
TX	Dallas	\$1,199,900	\$662,500	71	26	56	13	Seller's
TX	Denton County	–	–	–	–	–	–	–
TX	El Paso	–	–	–	–	–	–	–
TX	Fort Worth	–	–	–	–	–	–	–
TX	Greater Tyler	–	–	–	–	–	–	–
TX	Houston	\$672,500	\$650,000	108	45	33	28	Seller's
TX	Lubbock	–	–	–	–	–	–	–
TX	San Angelo	–	–	–	–	–	–	–
TX	San Antonio	\$725,000	\$547,000	27	10	6	17	Seller's
TX	The Woodlands & Spring	–	–	–	–	–	–	–
UT	Park City	\$1,920,000	\$1,902,000	36	14	50	3	Seller's
UT	Salt Lake City	\$675,000	\$550,000	21	14	60	15	Seller's
VA	Arlington & Alexandria	\$1,050,000	\$965,000	47	22	51	5	Seller's
VA	Charlottesville	\$849,900	\$539,692	19	7	10	23	Seller's
VA	Fairfax County	\$867,995	\$675,500	62	46	102	5	Seller's
VA	McLean & Vienna	\$1,463,000	\$927,500	18	4	11	4	Seller's
VA	Richmond	–	–	–	–	–	–	–
WA	Greater Seattle	\$1,472,500	\$1,050,000	106	59	107	4	Seller's
WA	Seattle	\$1,597,450	\$1,167,500	78	34	38	4	Seller's
WA	Spokane	–	–	–	–	–	–	–

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