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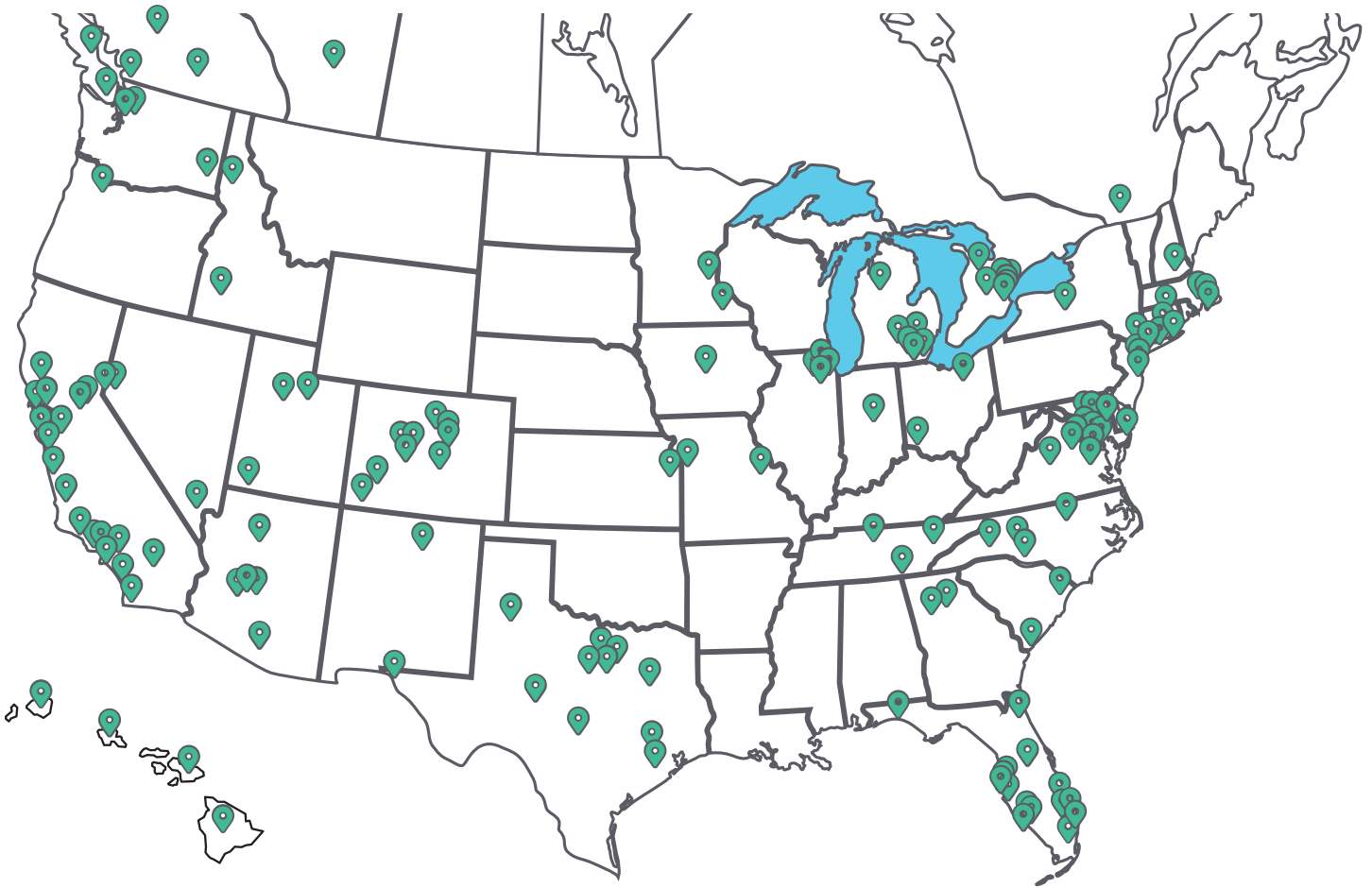
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LUXURY MARKET REPORT
DECEMBER 2023

www.LuxuryHomeMarketing.com

THIS IS YOUR LUXURY MARKET REPORT



MAP OF LUXURY RESIDENTIAL MARKETS

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

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The Luxury Market Report is a monthly analysis provided by The Institute for Luxury Home Marketing.

Luxury benchmark prices are determined by The Institute. This active and sold data has been provided by REAL Marketing, who has compiled the data through various sources, including local MLS boards, local tax records and Realtor.com. Data is deemed reliable to the best of our knowledge, but is not guaranteed.

- LUXURY REPORT EXPLAINED -

The Institute for Luxury Home Marketing has analyzed a number of metrics — including sales prices, sales volumes, number of sales, sales-price-to-list-price ratios, days on market and price-per-square-foot – to provide you a comprehensive North American Luxury Market report.

Additionally, we have further examined all of the individual luxury markets to provide both an overview and an in-depth analysis – including, where data is sufficient, a breakdown by luxury single-family homes and luxury attached homes.

It is our intention to include additional luxury markets on a continual basis. If your market is not featured, please contact us so we can implement the necessary qualification process. More in-depth reports on the luxury communities in your market are available as well.

Looking through this report, you will notice three distinct market statuses, Buyer's Market, Seller's Market, and Balanced Market. A **Buyer's Market** indicates that buyers have greater control over the price point. This market type is demonstrated by a substantial number of homes on the market and few sales, suggesting demand for residential properties is slow for that market and/or price point.

By contrast, a **Seller's Market** gives sellers greater control over the price point. Typically, this means there are few homes on the market and a generous demand, causing competition between buyers who ultimately drive sales prices higher.

A **Balanced Market** indicates that neither the buyers nor the sellers control the price point at which that property will sell and that there is neither a glut nor a lack of inventory. Typically, this type of market sees a stabilization of both the list and sold price, the length of time the property is on the market as well as the expectancy amongst homeowners in their respective communities – so long as their home is priced in accordance with the current market value.

REPORT GLOSSARY

REMAINING INVENTORY: The total number of homes available at the close of a month.

DAYS ON MARKET: Measures the number of days a home is available on the market before a purchase offer is accepted.

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

NEW LISTINGS: The number of homes that entered the market during the current month.

PRICE PER SQUARE FOOT: Measures the dollar amount of the home's price for an individual square foot.

SALES RATIO: Sales Ratio defines market speed and determines whether the market currently favors buyers or sellers. Buyer's Market = up to 14%; Balanced Market = 15 to 20%; Seller's Market = 21% plus. If >100%, sales from previous month exceed current inventory.

SP/LP RATIO: The Sales Price/List Price Ratio compares the value of the sold price to the value of the list price.

A modern dining room featuring a long, light grey table with a white top and gold legs. The table is surrounded by blue velvet chairs with gold legs. In the background, there is a staircase with a glass railing and a wall with a geometric pattern. The room is well-lit with natural light from windows and recessed ceiling lights.

"An increase in new listings has opened the door for this uptick in sold properties."



NORTH AMERICAN LUXURY REVIEW

The Glimmer of Change Grows Brighter

Last month, we reported a glimmer of hope as the luxury market, for the first time in 2023, witnessed an increase in the number of sold properties and new inventory entering the market compared to the same month in 2022. This encouraging trend continues this month.

The Numbers are Up

Compared to November 2022, the number of sales last month rose 5.1% for single-family homes and 13.7% for attached homes. This is not the only growth statistic that could show the start, albeit a slow one, of a market comeback.

The number of new listings entering the market last month also increased compared to November 2022, by 21.1% for single-family homes and 29.3% for attached properties. The rise in new inventory entering the market is equally significant as it shows a growing confidence by sellers compared to last year.

Lack of new inventory has been one of the most significant challenges to the growth of sales during most of 2023, as it created a roadblock for opportunity. This was especially significant in a market where buyers had become highly specific in their property specification preferences.

As we noted last month, an increase in new listings has opened the door for this uptick in sold properties. This would not be the outcome, especially at this time of year, if the market was moving in a downward trajectory.

Other statistical parameters are also showing growth indications. The median sold price rose year-over-year just under 2% for single-family homes and over 5.3% for attached properties. The sold-price-to-list-price ratio also increased slightly by 0.2% to 98.2% for single-family homes and 0.6% to 99.0% for attached properties.

It is important to reiterate that these are not month-over-month increases, nor should there be an expectation of growth at this time of year. However, importantly, what has happened is a much

slower rate in the slowdown of sales and new inventory than typically expected in November. This, again, is a positive indicator of seller and buyer optimism.

Interest Rates Trend Down

This turn of events has also been bolstered by the much-publicized decreases in interest rates over the last month. Not because the rate has decreased significantly, but for the first time since March 2022, there is a definite indication of a halt in the rise of mortgage costs.

So, the big question is will interest rates fall in 2024?

Fannie Mae forecasts that rates will drop from 7.6% to 7.1% during 2024. The National Association of Realtors is slightly more optimistic, with predictions of 7.5% in Quarter 1 and 6.3% in Quarter 4. The Mortgage Bankers Association predicts an even lower rate of 6.1% by the end of 2024.¹



In Canada, rates are predicted to fall even further. Currently around 7.2%, the Prime Rate is expected to drop as low as 5.95% by the end of 2024. However, much of this depends on whether the Canadian government can reach its target of a 2% inflation rate.²

As economists continue to feel optimistic that interest rate hikes are done, especially after recent rate falls and signs of slowing inflation, it will still be the right combination of factors that will ultimately control the speed of the market's recovery.

Controlling Factors

Rising inventory, lower mortgage rates, and economic stability are the factors that will see buyers and sellers return to the market. More inventory would ease the upward pressure on home prices. However, if mortgage rates drop too fast, demand is likely to surge, which would likely result in prices rebounding again.

Keith Gumbinger, Vice President at mortgage website HSH.com, shared a sentiment that many

would agree would be the best solution for controlling the market's comeback. "Better that rate reductions happen at a metered pace, incrementally improving buyer opportunities over a stretch of time, rather than all at once."

He adds that mortgage rates returning to a more "normal" upper 4% to lower 5% range would also help the housing market, but over time, so it could return to 2014–2019 levels.

However, most experts predict that a surge of inventory is unlikely because many homeowners are still "locked-in" to even lower mortgage rates and new construction has continued to decrease despite the demand for new stock.

Consumer Sentiment

Although the year-over-year increases in sales and new inventory levels indicates greater optimism by buyers and sellers comparatively, which is also certainly responsible for driving some of the market upticks, this is not to be confused with the current consumer sentiment, which remains cautious.

Overall, in even the affluent demographic, there continues to be a considered approach to buying and selling in the luxury market, with little change anticipated, especially in the first quarter of 2024. Where purchasing or selling a home is more often a "want" than a "need," the affluent are expected to continue prioritizing searching for properties that offer value for money, are move-in-ready, and match their lifestyle choices.



A little more inventory would certainly assist in their endeavors, but equally this slower market affords them the time to assess what is available against their requirements. And often they are willing to wait for the property that fulfills these goals.

A recent survey by Fannie Mae³ on consumer sentiment indicates it has not changed significantly as of the end of October 2023. The report reveals that many buyers and sellers are still on the fence. But then again, perhaps it's a little too early to expect a significant change in sentiment, given that trends typically occur before perceptions of the reality catch up.

Buy Now or Later?

Ultimately, for those looking to buy using a mortgage in the next year, there are big decisions to be made. They must choose between waiting for interest rates to decline or buying now and refinancing later, potentially avoiding a competitive spring season

All signs point to pent-up demand driving up the number of sales if new inventory continues to enter the market at a faster rate, provided the right type of properties become available.

For those not requiring a mortgage, an increase in new inventory levels could potentially provide more opportunities to secure their desired property. However, given the pent-up demand, significant price reductions are unlikely.



This is because, despite increased inventory levels, the number of homes available, especially move-in-ready homes – which is the number one requirement of many buyers – remains approximately 40% below pre-pandemic levels, according to both the National Association of Realtors and the Canadian Real Estate Association.

Get Ready for 2024 the Right Way

During this unconventional market, we highly recommend working with a luxury property specialist to gain insights into what is truly happening in your local marketplace. The art of selling and buying in this market needs a critical and analytical approach. Understanding the realities and setting realistic expectations accordingly will ensure that your goals are achieved.

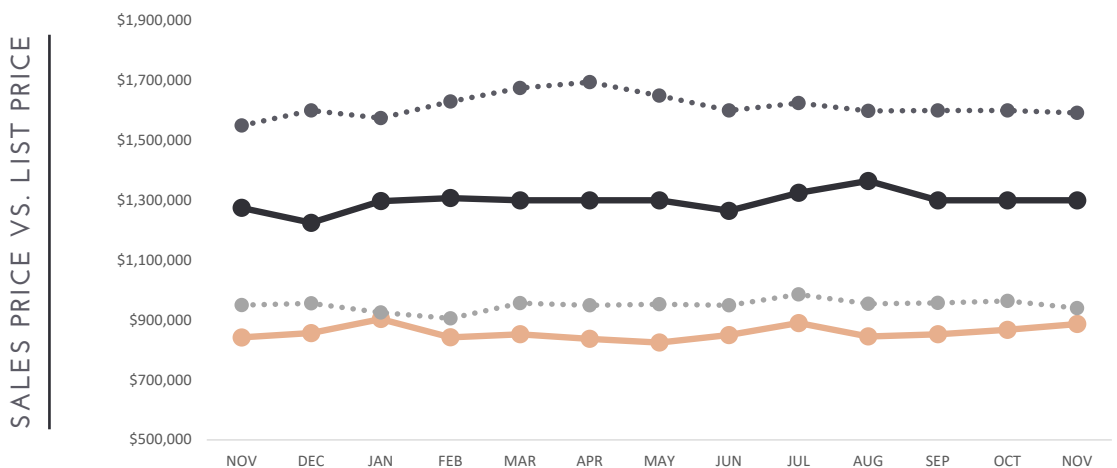
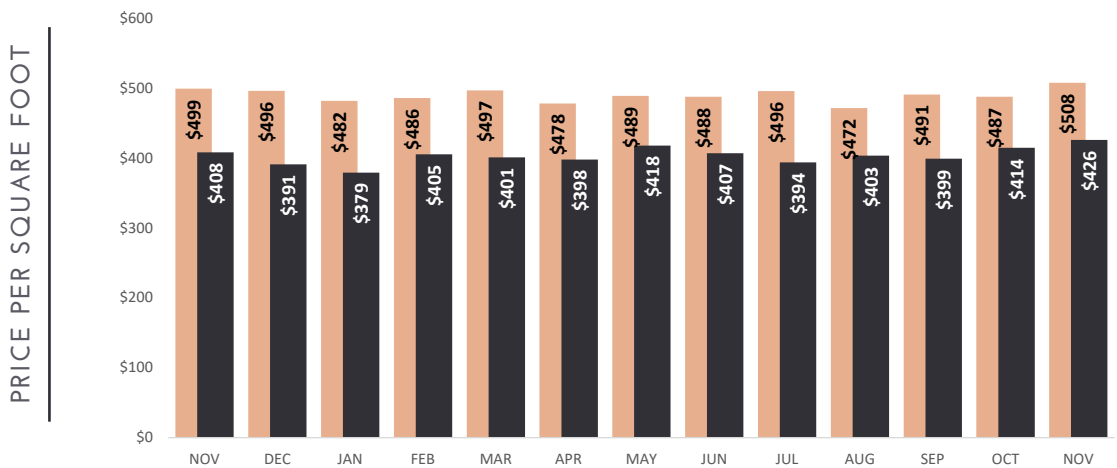
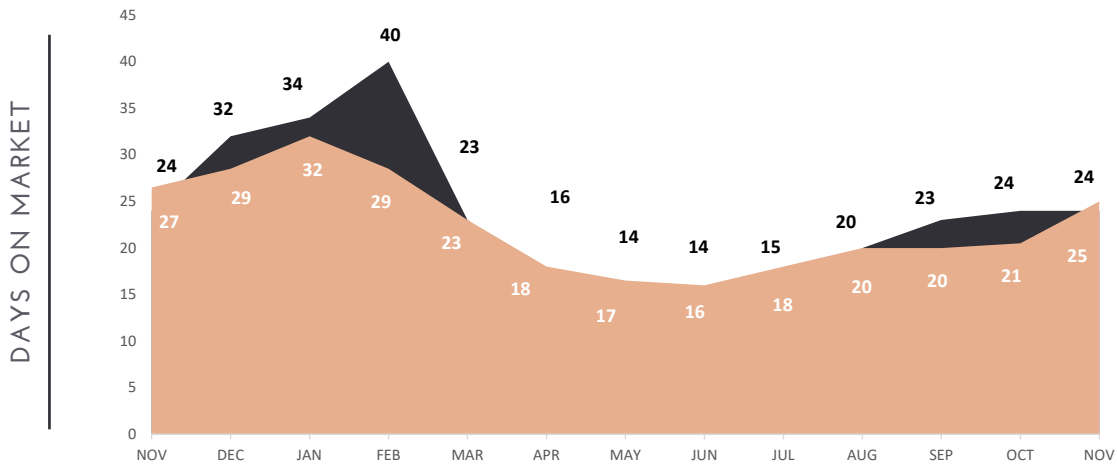
1. <https://www.businessinsider.com/personal-finance/will-mortgage-rates-go-down-in-2024#:~:text=Mortgage%20rate%20predictions%202024,-Most%20major%20forecasts&text=Fannie%20Mae%27s%20forecast%20suggests%20that,by%20the%20end%20of%202024.>
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- 13-MONTH 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 Year over Year

November 2022 | November 2023

SINGLE-FAMILY HOMES

	November 2022	November 2023		November 2022	November 2023
Median List Price	\$1,550,000	\$1,592,500	Total Inventory	51,767	58,534
Median Sale Price	\$1,275,000	\$1,300,000	New Listings	12,133	14,693
Median SP/LP Ratio	98.00%	98.19%	Total Sold	11,780	12,375
Total Sales Ratio	22.76%	21.14%	Median Days on Market	24	24
Median Price per Sq. Ft.	\$408	\$426	Average Home Size	3,270	3,261

Median prices represent properties priced above respective city benchmark prices.



SINGLE-FAMILY HOMES MARKET SUMMARY | NOVEMBER 2023

- Official Market Type: **Seller's** with a **21.14% Sales Ratio**.¹
- Homes are selling for an average of **98.19% of list price**.
- The median luxury threshold² price is **\$925,000**, and the median luxury home sales price is **\$1,300,000**.
- Markets with the Highest Median Sales Price: **Telluride** (\$5,675,000), **Vail** (\$5,400,000), **Los Angeles Beach Cities** (\$4,200,000), and **Park City, UT** (\$3,900,000).
- Markets with the Highest Sales Ratio: **East Bay, CA** (94%), **Baltimore City** (62%), **St. Louis** (61%), and **Cleveland Suburbs** (56%).

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 Year over Year

November 2022 | November 2023

ATTACHED HOMES

	November 2022	November 2023		November 2022	November 2023
Median List Price	\$950,000	\$939,850	Total Inventory	16,317	20,311
Median Sale Price	\$842,000	\$887,000	New Listings	4,418	5,711
Median SP/LP Ratio	98.40%	99.00%	Total Sold	3,328	3,784
Total Sales Ratio	20.40%	18.63%	Median Days on Market	27	25
Median Price per Sq. Ft.	\$499	\$508	Average Home Size	1,882	1,893

Median prices represent properties priced above respective city benchmark prices.



ATTACHED HOMES MARKET SUMMARY | NOVEMBER 2023

- Official Market Type: **Balanced Market** with a **18.63% Sales Ratio**.¹
- Attached homes are selling for an average of **99.00% of list price**.
- The median luxury threshold² price is **\$700,000**, and the median attached luxury sale price is **\$887,000**.
- Markets with the Highest Median Sales Price: **Vail** (\$3,000,000), **Whistler** (\$2,880,000), **Maui** (\$2,604,550), and **Ft. Lauderdale** (\$2,550,000).
- Markets with the Highest Sales Ratio: **Howard County, MD** (150%), **Rockingham County, NH** (82%), **Morris County, NJ** (75%), and **Orange County, CA** (73%).

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	\$1,135,000	\$975,950	591	287	182	32	Seller's
AZ	Chandler and Gilbert	\$1,094,000	\$1,075,000	179	67	55	46	Seller's
AZ	Flagstaff	\$1,586,000	\$1,300,000	100	28	15	90	Balanced
AZ	Mesa	\$899,500	\$840,000	191	49	40	35	Balanced
AZ	Paradise Valley	\$5,485,000	\$3,150,000	165	36	16	34	Buyer's
AZ	Phoenix	\$899,000	\$837,500	852	271	187	43	Seller's
AZ	Scottsdale	\$2,225,000	\$1,550,000	829	192	148	40	Balanced
AZ	Tucson	\$700,000	\$640,030	960	299	183	14	Balanced
BC	Mid Vancouver Island	-	-	-	-	-	-	-
BC	Okanagan Valley	\$1,798,888	\$1,602,500	983	106	30	57	Buyer's
BC	Vancouver	\$4,298,000	\$3,691,500	1179	214	56	24	Buyer's
BC	Victoria	\$2,249,000	\$2,400,000	177	47	18	36	Buyer's
BC	Whistler	\$5,800,000	\$3,250,000	59	8	3	55	Buyer's
CA	Central Coast	\$2,962,500	\$2,512,500	218	54	50	20	Seller's
CA	East Bay	\$2,200,000	\$1,903,500	267	91	252	12	Seller's
CA	Greater Palm Springs	\$1,850,000	\$1,650,000	488	153	73	35	Buyer's
CA	Lake Tahoe	\$2,491,500	\$1,800,000	184	24	30	42	Balanced
CA	Los Angeles Beach Cities	\$5,950,000	\$4,200,000	399	104	55	38	Buyer's
CA	Los Angeles City	\$4,995,000	\$3,710,000	678	177	86	34	Buyer's
CA	Los Angeles The Valley	\$2,697,000	\$2,110,000	630	208	135	28	Seller's
CA	Marin County	\$3,322,500	\$3,150,000	80	12	31	22	Seller's
CA	Napa County	\$3,895,000	\$2,495,500	123	6	4	187	Buyer's
CA	Orange County	\$3,199,900	\$2,200,000	871	257	321	21	Seller's
CA	Placer County	\$1,156,250	\$1,067,500	234	45	58	22	Seller's
CA	Sacramento	\$976,676	\$890,000	561	162	170	20	Seller's
CA	San Diego	\$2,498,389	\$1,925,000	824	275	251	15	Seller's
CA	San Francisco	\$4,750,000	\$3,500,000	113	16	53	21	Seller's
CA	San Luis Obispo County	\$1,762,500	\$1,395,000	204	44	47	40	Seller's
CA	Silicon Valley	\$4,664,432	\$3,202,500	372	138	198	9	Seller's
CA	Sonoma County	\$2,449,500	\$1,850,000	216	23	33	48	Balanced
CA	Ventura County	\$2,399,000	\$1,700,000	234	60	61	41	Seller's
CO	Aspen	-	-	-	-	-	-	-
CO	Boulder	\$2,187,000	\$1,691,000	254	45	48	77	Balanced
CO	Colorado Springs	\$942,000	\$869,000	460	65	87	21	Balanced
CO	Denver	\$1,689,000	\$1,397,500	685	136	168	24	Seller's
CO	Douglas County	\$1,325,000	\$1,172,250	350	61	68	29	Balanced
CO	Durango	\$1,495,000	\$1,249,500	105	10	24	63	Seller's
CO	Summit County	\$3,012,500	\$1,978,200	66	10	11	99	Balanced
CO	Telluride	\$5,995,000	\$5,675,000	93	8	5	211	Buyer'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	Vail	\$6,995,000	\$5,400,000	79	3	9	59	Buyer's
CT	Central Connecticut	\$695,000	\$650,000	359	80	153	8	Seller's
CT	Coastal Connecticut	\$2,399,999	\$1,700,000	457	87	137	26	Seller's
DC	Washington D.C.	\$3,500,000	\$2,884,000	53	10	14	51	Seller's
DE	Sussex County Coastal	\$1,550,000	\$1,374,186	141	28	30	5	Seller's
FL	Boca Raton/Delray Beach	\$2,777,500	\$1,725,000	604	150	61	23	Buyer's
FL	Brevard County	\$820,000	\$750,000	455	131	113	23	Seller's
FL	Broward County	\$1,749,999	\$1,500,000	753	209	78	48	Buyer's
FL	Coastal Pinellas County	\$2,195,000	\$1,885,000	151	44	18	15	Buyer's
FL	Ft. Lauderdale	\$5,295,000	\$3,550,000	223	27	9	88	Buyer's
FL	Jacksonville Beaches	\$1,322,199	\$1,275,000	384	91	67	33	Balanced
FL	Lee County	\$1,350,000	\$1,300,000	1073	289	73	41	Buyer's
FL	Marco Island	\$2,699,000	\$1,925,000	169	47	9	102	Buyer's
FL	Miami	\$1,999,999	\$1,345,000	1210	266	95	71	Buyer's
FL	Naples	\$5,497,000	\$3,349,000	510	114	19	19	Buyer's
FL	Orlando	\$1,200,000	\$1,200,000	932	245	154	15	Balanced
FL	Palm Beach Towns	\$4,274,500	\$2,990,100	354	85	23	71	Buyer's
FL	Sarasota & Beaches	\$2,700,000	\$2,000,000	502	131	37	25	Buyer's
FL	South Pinellas County	\$1,545,000	\$1,322,000	385	128	69	21	Balanced
FL	South Walton	\$2,499,900	\$2,250,000	625	96	41	51	Buyer's
FL	Tampa	\$737,000	\$700,000	1330	388	323	23	Seller's
GA	Atlanta	\$1,650,000	\$1,250,000	781	227	147	7	Balanced
GA	Duluth	\$1,592,500	\$2,250,000	18	9	1	100	Buyer's
HI	Island of Hawaii	\$1,975,000	\$1,435,500	205	35	18	48	Buyer's
HI	Kauai	\$2,750,000	\$1,850,000	75	14	9	59	Buyer's
HI	Maui	\$3,650,000	\$2,625,000	145	29	14	149	Buyer's
HI	Oahu	\$2,872,500	\$2,385,000	230	50	31	30	Buyer's
IA	Greater Des Moines	\$650,000	\$619,344	469	73	65	27	Buyer's
ID	Ada County	\$784,950	\$735,000	604	196	189	22	Seller's
ID	Northern Idaho	\$1,749,740	\$1,497,000	348	43	43	82	Buyer's
IL	Chicago	\$1,499,450	\$1,370,000	592	162	173	16	Seller's
IL	DuPage County	\$1,250,000	\$950,000	227	62	82	17	Seller's
IL	Lake County	\$1,299,000	\$890,000	250	63	74	16	Seller's
IL	Will County	\$689,900	\$590,750	263	91	98	20	Seller's
IN	Hamilton County	\$850,000	\$783,500	190	54	74	11	Seller's
KS	Johnson County	\$840,545	\$856,468	506	68	130	18	Seller's
MA	Cape Cod	\$2,354,500	\$1,800,000	166	31	35	29	Seller's
MA	Greater Boston	\$3,995,000	\$2,522,500	163	30	30	20	Balanced
MA	South Shore	\$1,850,000	\$1,400,000	59	10	25	21	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
MD	Anne Arundel County	\$1,000,000	\$926,000	180	51	83	8	Seller's
MD	Baltimore City	\$1,100,000	\$905,000	21	3	13	10	Seller's
MD	Baltimore County	\$999,747	\$952,500	135	36	34	12	Seller's
MD	Frederick County	\$887,450	\$849,990	70	17	23	8	Seller's
MD	Howard County	\$1,200,000	\$975,000	60	15	29	8	Seller's
MD	Montgomery County	\$1,999,225	\$1,515,000	184	57	65	12	Seller's
MD	Talbot County	\$2,995,000	\$1,500,000	35	7	7	5	Balanced
MD	Worcester County	\$987,450	\$1,050,000	50	13	11	13	Seller's
MI	Grand Traverse	\$1,292,500	\$909,500	74	13	12	32	Balanced
MI	Livingston County	\$750,000	\$695,000	86	17	18	46	Balanced
MI	Monroe County	\$690,000	\$710,000	27	10	3	34	Buyer's
MI	Oakland County	\$765,000	\$648,995	766	244	188	16	Seller's
MI	Washtenaw County	\$950,000	\$720,000	149	37	47	9	Seller's
MI	Wayne County	\$769,000	\$620,000	177	52	61	14	Seller's
MN	Olmsted County	\$849,900	\$814,900	73	8	19	36	Seller's
MN	Twin Cities	\$1,250,000	\$1,060,000	762	146	147	22	Balanced
MO	Kansas City	\$699,000	\$690,250	1501	210	370	19	Seller's
MO	St. Louis	\$775,000	\$655,000	106	33	65	6	Seller's
NC	Asheville	\$1,125,000	\$950,000	282	56	75	24	Seller's
NC	Charlotte	\$1,192,500	\$940,000	578	173	217	5	Seller's
NC	Lake Norman	\$1,312,500	\$964,000	198	59	61	10	Seller's
NC	Raleigh-Durham	\$1,225,000	\$989,949	510	119	183	4	Seller's
NH	Rockingham County	\$1,637,500	\$1,375,000	72	17	29	12	Seller's
NJ	Bergen County	\$2,473,000	\$1,705,000	218	48	38	27	Balanced
NJ	Hudson County	\$1,499,000	\$1,950,000	25	9	3	8	Buyer's
NJ	Morris County	\$1,700,000	\$1,297,500	111	29	40	15	Seller's
NJ	Ocean County	\$992,000	\$860,000	470	130	112	27	Seller's
NM	Taos	\$1,297,500	\$1,086,400	66	5	9	102	Buyer's
NV	Lake Tahoe	\$3,499,000	\$2,262,500	85	11	10	106	Buyer's
NV	Las Vegas	\$1,790,000	\$1,416,288	636	171	86	29	Buyer's
NV	Reno	\$2,047,500	\$1,775,000	134	12	20	61	Buyer's
NY	Finger Lakes	\$1,595,000	\$950,000	22	2	9	7	Seller's
NY	Nassau County	\$1,800,000	\$1,472,500	628	138	130	43	Balanced
NY	Staten Island	\$1,199,500	\$1,135,000	136	28	32	80	Seller's
NY	Suffolk County	\$1,975,000	\$1,270,000	915	155	133	43	Buyer's
NY	Westchester County	\$2,092,500	\$1,497,000	328	62	110	21	Seller's
OH	Cincinnati	\$845,900	\$675,050	221	40	64	5	Seller's
OH	Cleveland Suburbs	\$824,650	\$740,000	32	10	18	41	Seller's
OH	Columbus	\$849,450	\$744,950	520	141	180	14	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
ON	GTA - Durham	\$1,699,450	\$1,510,000	276	133	43	20	Balanced
ON	GTA - York	\$2,488,000	\$1,888,000	702	326	139	21	Balanced
ON	Hamilton	\$1,937,400	\$1,662,500	276	92	24	30	Buyer's
ON	Mississauga	\$2,999,900	\$2,550,000	181	57	9	20	Buyer's
ON	Oakville	\$2,999,450	\$2,305,000	166	53	23	30	Buyer's
ON	Toronto	\$3,888,000	\$3,221,500	602	232	70	20	Buyer's
ON	Waterloo Region	\$1,399,500	\$1,300,000	226	108	38	23	Balanced
OR	Portland	\$1,299,999	\$1,185,450	717	137	118	32	Balanced
SC	Charleston	\$1,800,000	\$1,485,000	531	136	118	19	Seller's
SC	Hilton Head	\$1,995,000	\$1,600,000	279	46	61	22	Seller's
SC	The Grand Strand	\$879,900	\$827,475	431	112	86	88	Balanced
TN	Greater Chattanooga	\$907,500	\$917,500	248	53	48	17	Balanced
TN	Knoxville	\$974,950	\$875,000	168	41	58	9	Seller's
TN	Nashville	\$1,799,999	\$1,253,250	856	203	179	15	Balanced
TX	Austin	\$1,246,000	\$952,750	1148	251	182	43	Balanced
TX	Collin County	\$748,000	\$702,969	1275	367	351	27	Seller's
TX	Dallas	\$1,349,000	\$1,150,000	568	177	152	18	Seller's
TX	Denton County	\$799,000	\$705,000	1131	294	251	35	Seller's
TX	El Paso	\$629,000	\$615,000	230	46	40	37	Balanced
TX	Fort Worth	\$897,450	\$792,150	1072	291	222	24	Balanced
TX	Greater Tyler	\$699,000	\$634,500	256	59	16	25	Buyer's
TX	Houston	\$949,999	\$913,500	1183	372	220	15	Balanced
TX	Lubbock	\$649,000	\$720,000	179	51	23	113	Buyer's
TX	San Angelo	\$681,250	\$580,000	58	16	12	69	Balanced
TX	San Antonio	\$791,895	\$730,000	793	175	111	36	Buyer's
TX	The Woodlands & Spring	\$799,423	\$720,000	240	78	60	16	Seller's
UT	Park City	\$4,799,000	\$3,900,000	167	15	26	80	Balanced
UT	Salt Lake City	\$1,202,950	\$1,050,000	500	100	111	38	Seller's
UT	Washington County	\$1,375,000	\$1,300,000	199	28	29	46	Buyer's
VA	Arlington & Alexandria	\$2,134,000	\$1,930,150	92	27	29	17	Seller's
VA	Charlottesville	\$1,261,450	\$1,060,000	136	27	29	5	Seller's
VA	Fairfax County	\$2,224,500	\$1,490,000	330	82	86	8	Seller's
VA	McLean & Vienna	\$2,949,900	\$1,850,000	155	35	27	10	Balanced
VA	Richmond	\$824,975	\$802,925	450	100	152	8	Seller's
VA	Smith Mountain Lake	\$1,770,000	\$1,450,000	44	11	8	6	Balanced
WA	King County	\$2,099,475	\$1,699,000	680	203	332	11	Seller's
WA	Seattle	\$2,050,000	\$1,650,000	183	57	92	9	Seller's
WA	Spokane	\$1,150,000	\$988,000	149	34	24	26	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
AB	Calgary	\$797,000	\$685,000	178	59	30	27	Balanced
AZ	Chandler and Gilbert	-	-	-	-	-	-	-
AZ	Flagstaff	-	-	-	-	-	-	-
AZ	Mesa	-	-	-	-	-	-	-
AZ	Paradise Valley	-	-	-	-	-	-	-
AZ	Phoenix	-	-	-	-	-	-	-
AZ	Scottsdale	\$852,500	\$722,969	232	62	58	36	Seller's
AZ	Tucson	-	-	-	-	-	-	-
BC	Mid Vancouver Island	-	-	-	-	-	-	-
BC	Okanagan Valley	-	-	-	-	-	-	-
BC	Vancouver	\$1,889,000	\$1,724,000	1065	285	62	27	Buyer's
BC	Victoria	\$949,800	\$935,000	191	81	37	26	Balanced
BC	Whistler	\$2,522,500	\$2,880,000	60	19	8	72	Buyer's
CA	Central Coast	\$1,199,000	\$1,220,000	48	13	9	13	Balanced
CA	East Bay	\$1,199,000	\$1,077,000	125	54	69	11	Seller's
CA	Greater Palm Springs	-	-	-	-	-	-	-
CA	Lake Tahoe	\$1,950,000	\$1,075,000	37	11	16	29	Seller's
CA	Los Angeles Beach Cities	\$1,995,000	\$1,665,000	153	47	49	27	Seller's
CA	Los Angeles City	\$1,700,000	\$1,500,000	411	117	79	25	Balanced
CA	Los Angeles The Valley	\$825,000	\$830,000	109	37	53	26	Seller's
CA	Marin County	\$1,170,000	\$1,307,500	23	4	10	30	Seller's
CA	Napa County	-	-	-	-	-	-	-
CA	Orange County	\$1,262,500	\$1,080,000	266	106	193	21	Seller's
CA	Placer County	-	-	-	-	-	-	-
CA	Sacramento	-	-	-	-	-	-	-
CA	San Diego	\$1,297,250	\$1,035,000	352	131	155	14	Seller's
CA	San Francisco	\$2,950,000	\$2,200,000	109	9	19	32	Balanced
CA	San Luis Obispo County	-	-	-	-	-	-	-
CA	Silicon Valley	\$1,711,682	\$1,600,000	90	41	58	11	Seller's
CA	Sonoma County	\$829,990	\$677,700	16	1	5	42	Seller's
CA	Ventura County	\$775,000	\$780,000	93	30	34	39	Seller's
CO	Aspen	-	-	-	-	-	-	-
CO	Boulder	\$994,250	\$845,000	80	15	22	63	Seller's
CO	Colorado Springs	\$547,445	\$576,000	40	9	11	12	Seller's
CO	Denver	\$855,000	\$820,000	184	39	37	37	Balanced
CO	Douglas County	\$576,000	\$562,000	34	14	10	39	Seller's
CO	Durango	\$795,453	\$1,022,500	30	2	4	63	Buyer's
CO	Summit County	\$1,224,500	\$1,222,500	30	12	8	15	Seller's
CO	Telluride	\$2,312,500	\$623,000	36	7	5	82	Buyer's

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ATTACHED HOMES

State	Market Name	Median List Price	Median Sold Price	Inventory	New Listings	Sold	Days on Market	Market Status
CO	Vail	\$3,625,000	\$3,000,000	76	12	8	30	Buyer's
CT	Central Connecticut	-	-	-	-	-	-	-
CT	Coastal Connecticut	\$899,000	\$698,500	122	39	46	22	Seller's
DC	Washington D.C.	\$1,995,000	\$1,600,000	240	57	49	16	Balanced
DE	Sussex County Coastal	\$1,187,450	\$959,500	30	8	7	11	Seller's
FL	Boca Raton/Delray Beach	\$1,097,000	\$727,500	456	135	52	38	Buyer's
FL	Brevard County	\$699,950	\$640,000	218	44	24	40	Buyer's
FL	Broward County	\$695,000	\$592,500	889	232	104	34	Buyer's
FL	Coastal Pinellas County	\$1,250,000	\$1,100,000	213	57	20	24	Buyer's
FL	Ft. Lauderdale	\$2,531,500	\$2,550,000	162	23	15	154	Buyer's
FL	Jacksonville Beaches	\$1,164,500	\$1,412,500	58	14	12	27	Balanced
FL	Lee County	\$850,000	\$850,000	586	137	59	13	Buyer's
FL	Marco Island	\$1,782,500	\$1,725,000	64	20	10	25	Balanced
FL	Miami	\$1,500,000	\$1,275,000	1651	305	97	81	Buyer's
FL	Naples	\$2,299,000	\$2,470,000	401	105	33	54	Buyer's
FL	Orlando	\$560,000	\$575,000	343	86	45	31	Buyer's
FL	Palm Beach Towns	\$1,885,000	\$2,085,000	351	101	33	46	Buyer's
FL	Sarasota & Beaches	\$1,497,000	\$1,294,770	348	161	105	0	Seller's
FL	South Pinellas County	\$1,049,000	\$1,215,241	357	124	67	1	Balanced
FL	South Walton	\$1,295,000	\$1,575,000	231	42	20	65	Buyer's
FL	Tampa	\$899,000	\$719,998	271	91	46	35	Balanced
GA	Atlanta	\$708,575	\$650,000	608	182	107	20	Balanced
GA	Duluth	-	-	-	-	-	-	-
HI	Island of Hawaii	\$2,425,000	\$1,242,000	42	13	8	5	Balanced
HI	Kauai	\$1,664,500	\$1,592,500	40	12	10	12	Seller's
HI	Maui	\$1,899,450	\$2,604,550	146	57	21	963	Buyer's
HI	Oahu	\$1,200,000	\$935,000	489	113	64	44	Buyer's
IA	Greater Des Moines	-	-	-	-	-	-	-
ID	Ada County	\$629,800	\$589,030	61	21	12	45	Balanced
ID	Northern Idaho	-	-	-	-	-	-	-
IL	Chicago	\$1,250,000	\$998,500	694	161	122	26	Balanced
IL	DuPage County	\$677,894	\$646,250	28	7	14	8	Seller's
IL	Lake County	-	-	-	-	-	-	-
IL	Will County	-	-	-	-	-	-	-
IN	Hamilton County	-	-	-	-	-	-	-
KS	Johnson County	\$640,962	\$649,552	158	14	31	15	Balanced
MA	Cape Cod	\$1,050,000	\$772,500	37	3	12	24	Seller's
MA	Greater Boston	\$2,399,000	\$1,903,000	373	63	59	27	Balanced
MA	South Shore	\$779,450	\$829,000	20	8	13	22	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
MD	Anne Arundel County	\$589,945	\$580,000	76	37	55	8	Seller's
MD	Baltimore City	\$690,000	\$595,000	81	11	23	12	Seller's
MD	Baltimore County	\$684,995	\$607,000	18	5	8	20	Seller's
MD	Frederick County	-	-	-	-	-	-	-
MD	Howard County	\$634,990	\$636,510	28	15	42	3	Seller's
MD	Montgomery County	\$831,735	\$759,990	80	45	53	10	Seller's
MD	Talbot County	-	-	-	-	-	-	-
MD	Worcester County	\$698,000	\$682,500	111	28	24	24	Seller's
MI	Grand Traverse	-	-	-	-	-	-	-
MI	Livingston County	-	-	-	-	-	-	-
MI	Monroe County	-	-	-	-	-	-	-
MI	Oakland County	\$663,970	\$650,000	66	23	25	18	Seller's
MI	Washtenaw County	\$685,000	\$895,000	57	6	4	24	Buyer's
MI	Wayne County	\$698,809	\$655,000	74	12	6	7	Buyer's
MN	Olmsted County	-	-	-	-	-	-	-
MN	Twin Cities	-	-	-	-	-	-	-
MO	Kansas City	-	-	-	-	-	-	-
MO	St. Louis	-	-	-	-	-	-	-
NC	Asheville	\$750,000	\$613,250	49	8	8	16	Balanced
NC	Charlotte	\$674,900	\$604,750	217	44	62	14	Seller's
NC	Lake Norman	\$594,600	\$635,000	30	7	6	4	Balanced
NC	Raleigh-Durham	-	-	-	-	-	-	-
NH	Rockingham County	\$929,900	\$1,054,190	45	12	37	4	Seller's
NJ	Bergen County	\$1,241,944	\$1,135,738	138	33	20	37	Buyer's
NJ	Hudson County	\$1,381,500	\$1,205,000	132	38	22	14	Balanced
NJ	Morris County	\$699,000	\$630,000	53	24	40	14	Seller's
NJ	Ocean County	\$990,000	\$1,029,900	59	16	29	38	Seller's
NM	Taos	-	-	-	-	-	-	-
NV	Lake Tahoe	\$1,362,000	\$2,000,000	18	4	6	44	Seller's
NV	Las Vegas	-	-	-	-	-	-	-
NV	Reno	-	-	-	-	-	-	-
NY	Finger Lakes	-	-	-	-	-	-	-
NY	Nassau County	\$1,599,000	\$1,275,000	87	18	21	45	Seller's
NY	Staten Island	\$628,000	\$612,900	93	24	24	53	Seller's
NY	Suffolk County	\$839,000	\$645,100	118	38	61	31	Seller's
NY	Westchester County	-	-	-	-	-	-	-
OH	Cincinnati	-	-	-	-	-	-	-
OH	Cleveland Suburbs	-	-	-	-	-	-	-
OH	Columbus	\$697,500	\$624,950	117	33	28	4	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
ON	GTA - Durham	\$854,900	\$862,450	38	18	8	14	Seller's
ON	GTA - York	\$815,000	\$740,000	405	184	48	22	Buyer's
ON	Hamilton	\$899,900	\$1,042,500	46	18	4	30	Buyer's
ON	Mississauga	\$978,000	\$962,500	167	86	28	36	Balanced
ON	Oakville	\$1,249,000	\$1,770,000	30	23	11	15	Seller's
ON	Toronto	\$1,229,000	\$1,155,000	1229	527	142	21	Buyer's
ON	Waterloo Region	\$754,900	\$735,000	68	22	5	38	Buyer's
OR	Portland	\$694,000	\$630,000	246	45	26	25	Buyer's
SC	Charleston	\$1,300,000	\$889,000	124	33	23	28	Balanced
SC	Hilton Head	\$1,099,500	\$885,000	32	4	10	47	Seller's
SC	The Grand Strand	\$549,900	\$535,000	298	63	37	84	Buyer's
TN	Greater Chattanooga	-	-	-	-	-	-	-
TN	Knoxville	-	-	-	-	-	-	-
TN	Nashville	\$762,000	\$717,500	287	74	42	28	Buyer's
TX	Austin	\$854,900	\$715,000	369	68	33	66	Buyer's
TX	Collin County	-	-	-	-	-	-	-
TX	Dallas	\$725,000	\$635,000	234	65	29	16	Buyer's
TX	Denton County	-	-	-	-	-	-	-
TX	El Paso	-	-	-	-	-	-	-
TX	Fort Worth	-	-	-	-	-	-	-
TX	Greater Tyler	-	-	-	-	-	-	-
TX	Houston	\$600,000	\$585,000	124	42	27	10	Seller's
TX	Lubbock	-	-	-	-	-	-	-
TX	San Angelo	-	-	-	-	-	-	-
TX	San Antonio	\$700,000	\$1,447,500	39	5	4	322	Buyer's
TX	The Woodlands & Spring	-	-	-	-	-	-	-
UT	Park City	\$1,875,000	\$1,912,500	99	22	22	46	Seller's
UT	Salt Lake City	\$629,750	\$539,000	180	54	25	31	Buyer's
UT	Washington County	-	-	-	-	-	-	-
VA	Arlington & Alexandria	\$1,000,000	\$1,050,000	85	28	41	9	Seller's
VA	Charlottesville	\$591,047	\$570,393	51	7	19	17	Seller's
VA	Fairfax County	\$794,945	\$711,600	142	57	101	7	Seller's
VA	McLean & Vienna	\$1,252,950	\$967,000	19	9	9	4	Seller's
VA	Richmond	\$598,868	\$565,973	112	33	24	9	Seller's
VA	Smith Mountain Lake	-	-	-	-	-	-	-
WA	King County	\$1,285,000	\$1,012,000	261	65	67	14	Seller's
WA	Seattle	\$1,469,000	\$1,075,000	124	26	29	21	Seller's
WA	Spokane	-	-	-	-	-	-	-

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