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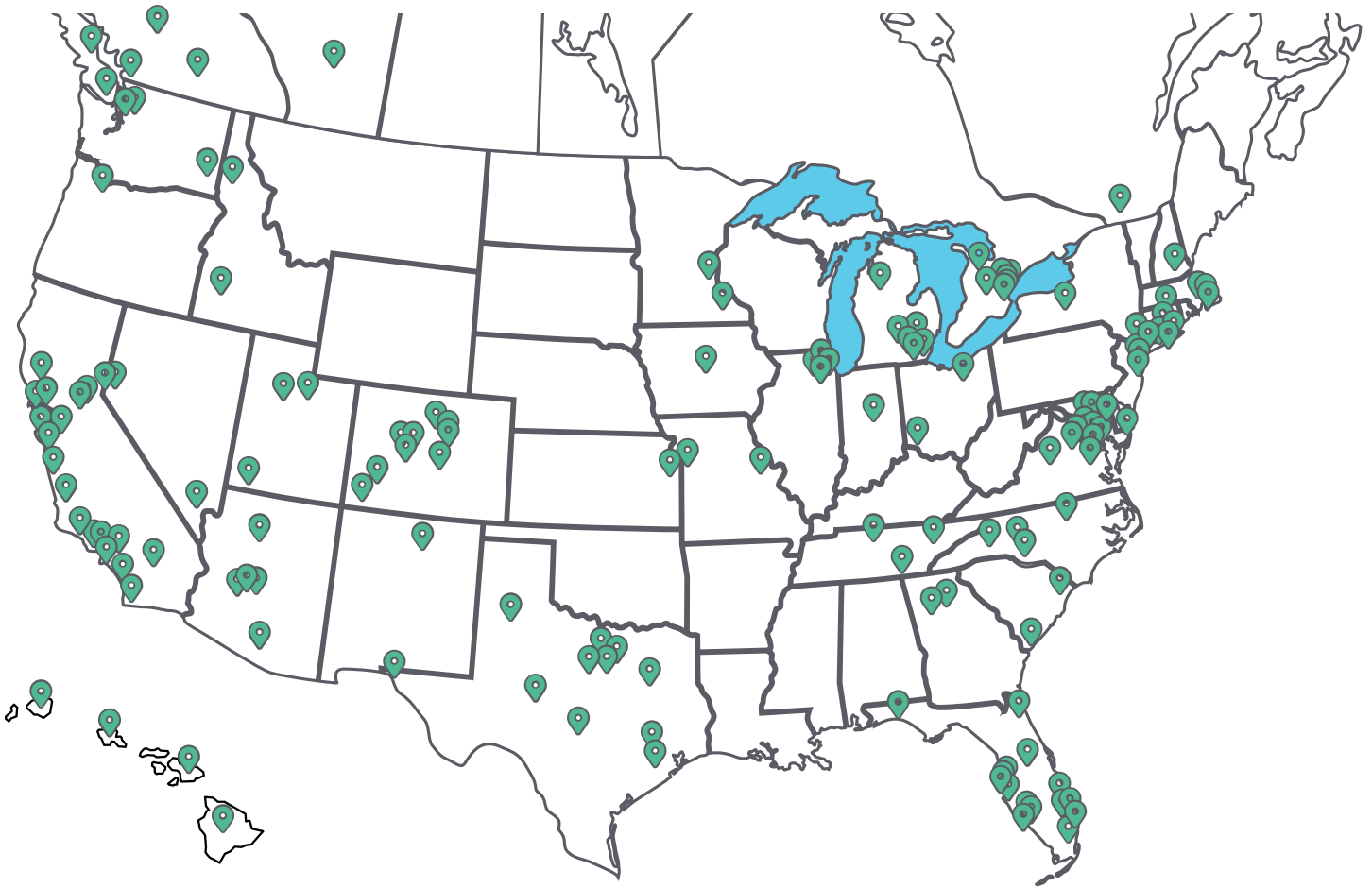


LUXURY MARKET REPORT  
FEBRUARY 2024

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[www.LuxuryHomeMarketing.com](http://www.LuxuryHomeMarketing.com)

# 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.

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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 photograph of a modern, two-story luxury house with large glass windows and balconies. In the foreground, there is a swimming pool with clear blue water. The background shows a clear blue sky and distant mountains. The text is overlaid on a dark rectangular area in the center of the image.

**"As we step into 2024, the luxury market now stands at another fascinating juncture."**



# NORTH AMERICAN LUXURY REVIEW

## **Expectations and Considerations for 2024**

To say that the high-end market has seen a dramatic growth over the last few years is probably an understatement. The recognition of its impact and undeniable influence, through emerging trends and architectural innovations, on the broader real estate landscape has been equally significant.

As we step into 2024, the luxury market now stands at another fascinating juncture.

This sector, known for its resilience and capacity to set trends, experienced a notable positive shift towards the end of 2023. After a period of stagnation driven by economic uncertainties, the market saw a resurgence in activity, marking a pivotal moment for affluent investors and luxury property enthusiasts.

The initial three quarters of 2023 were characterized by a cautious approach from both buyers and sellers, largely attributed to the unpredictable economic climate. Concerns over inflation, fluctuating interest rates, and the overall economic outlook led to a slowdown in transactions.

However, the landscape began to shift in the last quarter of the year. As indicators of economic stabilization became more apparent, confidence returned to the luxury real estate market. This confidence was mirrored in increased inventory levels and a subsequent rise in sales, surpassing figures from the same period in 2022.

### **A Market Still Evolving**

Early statistics from January 2024, based on the 155 markets researched by The Institute, suggest that this positive trend is not only continuing but has the potential to accelerate, particularly in the single-family luxury market. Indicators point to a robust spring market that could potentially outperform the previous year.

In the luxury single-family market not only are all the data parameters stronger compared to January 2022, but there is also a trending upwards compared to December 2023. Both the overall inventory level and new listings entering the market grew 15.9% and 25.4% respectively compared to

January 2023. Compared to December 2023, inventory grew 2% but more importantly, new listings by a staggering 88.9%. As a result, the single-family market saw an 18.4% increase in sales during January 2024 compared to January 2023, and the median sold price increased by 1.6%.

In the luxury attached market, data parameters saw a less positive shift, mostly due to inventory levels declining significantly. Levels fell by 24.3% compared to January 2023, but also by 9.8% from December 2023. New inventory levels were also lower by 24.5% year-over-year, although higher month-over-month by 53.6%. Despite the increase of new inventory month-over-month with inventory levels falling far lower than typical levels this resulted in a 13.8% decline in January's sales year-over-year, however, the median sold price held steady, seeing a 2.2% increase. The reason for this disparity between the attached and single-family market potentially lies in the price points. As we have often stated, the luxury real estate market tends to be the trend leader and it would seem that buyers and sellers of higher-priced homes are in the driver's seat once more.

According to a recent report from Inman, "net new listings for homes fell for those worth between \$0 and \$200,000 (-18.4%), \$400,000 to \$600,000 (-16.5%) and \$600,000 to \$1 million (-6.5%). The only price bracket to experience a boost were homes priced at \$1 million or more (+5.8%).

On the buyer side, contract signings declined for homes worth between \$0 and \$200,000 (-4.6%) and \$200,000 to \$400,000 (-6%). Meanwhile, activity from buyers shopping at the higher end of the market remained robust, with contract signings for homes worth \$400,000 to \$600,000 remained unchanged but rose for \$600,000 to \$1 million (+4.5 percent) and \$1 million or more (+11.7 percent), outperforming January 2023."

Overall, the affluent are showing strong confidence in the luxury market, with buyers and sellers ready to purchase, and while sales for attached properties have declined this is also more indicative of the lack of inventory than demand necessarily.

## **The Catalysts of Change**

Several factors contribute to this optimistic outlook for the luxury real estate market. Firstly, the economic stabilization witnessed towards the end of 2023 has played a critical role in restoring confidence among affluent buyers and sellers. This renewed confidence is expected to fuel a higher volume of transactions in the luxury market so long as inventory levels, especially new inventory, continue to increase.

Additionally, the luxury real estate market continues to evolve, with new trends and architectural developments significantly impacting buyer preferences and investment strategies. Pent-up demand for new construction and highly renovated properties that have been updated to meet modern luxury standards are certainly expected to be the big drivers of sales now and in the future.



## Positive Influences on the Luxury Market

The luxury real estate market in 2024 is set to benefit from a confluence of positive factors. A stabilized economy provides a solid foundation for growth, while technological advancements and a shift towards sustainable living are reshaping consumer expectations.

Luxury properties that offer state-of-the-art amenities, energy efficiency, and innovative design are in high demand, reflecting a broader societal shift towards sustainability and wellness.

Moreover, the luxury market is expanding beyond traditional hotspots to include emerging destinations that offer unique lifestyle opportunities. This geographical diversification is creating new investment opportunities and attracting a broader spectrum of affluent buyers, further stimulating the market.

## Potential Disruptors

Despite the promising outlook, potential disruptors could impact the luxury real estate market in 2024. Economic volatility remains a concern, with global events and policy changes capable of affecting market confidence and investment flows.

Additionally, the increasing importance of technology in real estate presents both opportunities and challenges. Rapid advancements can quickly change the landscape, potentially rendering some properties less desirable if they fail to keep pace with new trends.

Another potential disruptor is the evolving regulatory environment, particularly in relation to property taxes and ownership laws, which could impact investor sentiment and the attractiveness of certain markets.



## Considerations for the Affluent

For affluent individuals looking to buy or sell in the luxury real estate market in 2024, several considerations are paramount. Buyers should focus on properties that not only meet their immediate needs but also offer long-term value. This includes considering the potential for appreciation, the property's sustainability features, and the quality of the surrounding community.

Sellers, on the other hand, need to understand the changing preferences of affluent buyers. Emphasizing the unique features of their properties, such as advanced technological integrations, architectural significance, or exclusive amenities, can help attract discerning buyers. Additionally, leveraging digital marketing strategies to showcase properties effectively will be crucial in a market where buyers are increasingly seeking immersive and interactive viewing experiences.

## **The Role of Technology and Sustainability**

As we look towards the future, the intersection of technology and sustainability is set to play a critical role in shaping the luxury real estate market. Smart home technologies that enhance convenience, security, and energy efficiency are becoming standard expectations among affluent buyers. Similarly, sustainable design and construction practices that minimize environmental impact while maximizing comfort and health are increasingly valued.

## **Global Economic Influences**

The global economic landscape will continue to influence the luxury real estate market in 2024. Interest rates, currency fluctuations, and international trade dynamics can impact investment decisions and property values. Affluent investors and buyers must remain vigilant, adapting their strategies to navigate these global economic currents.

## **Local Market Variations**

While overarching trends point towards growth and innovation, local market conditions will vary. Factors such as local economic performance, regulatory changes, and specific demand-supply dynamics will influence market behavior in different regions. Affluent buyers and sellers must tailor their strategies to the nuances of their target markets, leveraging local insights to make informed decisions.

## **Conclusion**

As we navigate through 2024, the high-end real estate market presents a landscape of opportunity tempered by challenges. Economic stabilization, technological innovation, and a growing emphasis on sustainability are driving positive trends, while potential disruptors require careful navigation.

For affluent buyers and sellers, the year offers a chance to capitalize on these dynamics, making strategic decisions that align with long-term objectives and market realities. As the luxury real estate market continues to evolve, staying informed and adaptable will be key to success in this vibrant and complex sector.

As always, we highly recommend working with a luxury property specialist during this unconventional market to ascertain what is truly happening in your local marketplace. Navigating 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.



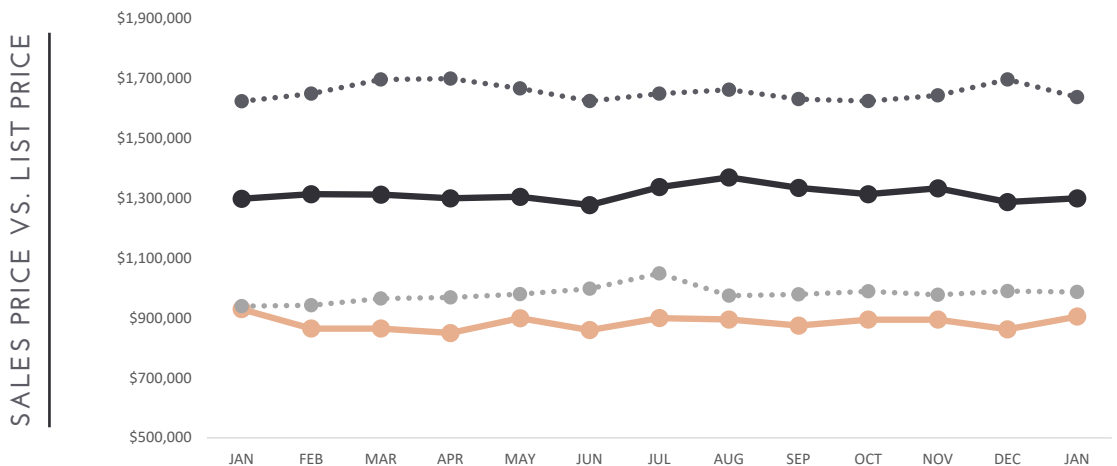
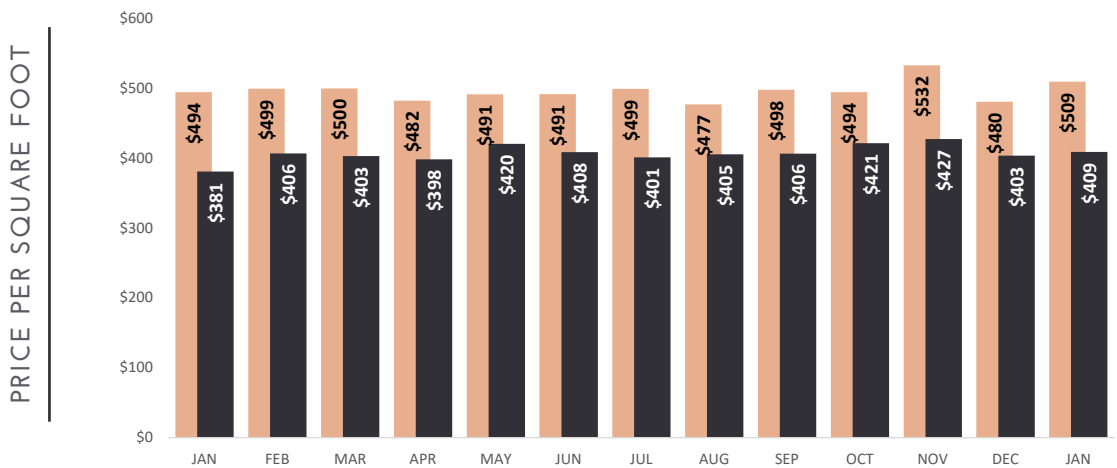
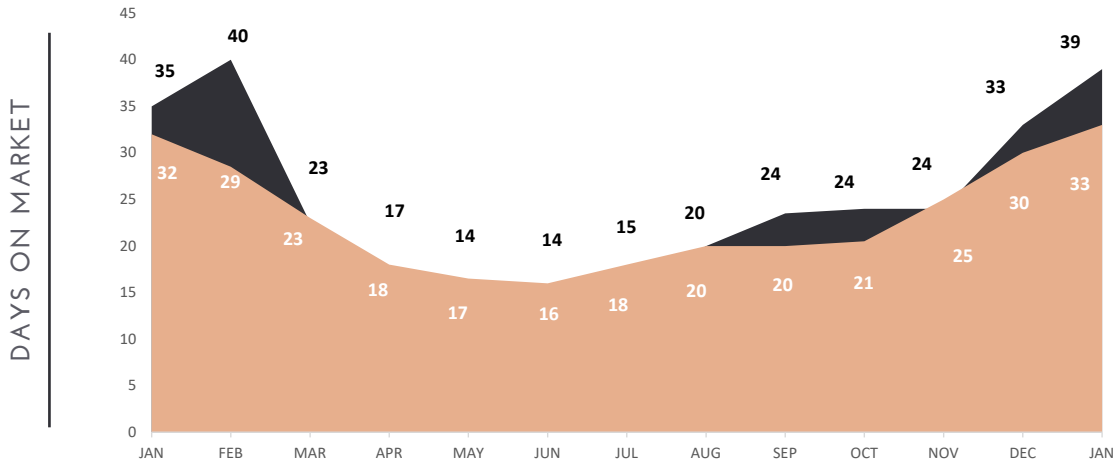


# - 13-MONTH MARKET TRENDS -

## 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

January 2023 | January 2024

### SINGLE-FAMILY HOMES

	January 2023	January 2024		January 2023	January 2024
Median List Price	\$1,624,500	\$1,638,336	Total Inventory	42,748	49,515
Median Sale Price	\$1,298,750	\$1,300,000	New Listings	13,035	16,245
Median SP/LP Ratio	97.32%	97.63%	Total Sold	7,869	9,299
Total Sales Ratio	18.41%	18.78%	Median Days on Market	35	39
Median Price per Sq. Ft.	\$381	\$409	Average Home Size	3,330	3,334

Median prices represent properties priced above respective city benchmark prices.



### SINGLE-FAMILY HOMES MARKET SUMMARY | JANUARY 2024

- Official Market Type: **Balanced Market** with a **18.78% Sales Ratio**.<sup>1</sup>
- Homes are selling for an average of **97.63% of list price**.
- The median luxury threshold<sup>2</sup> price is **\$925,000**, and the median luxury home sales price is **\$1,300,000**.
- Markets with the Highest Median Sales Price: **Telluride** (\$6,297,500), **Park City** (\$4,660,000), **Paradise Valley** (\$4,375,000), and **Los Angeles Beach Cities** (\$4,325,000).
- Markets with the Highest Sales Ratio: **East Bay** (67%), **Hamilton County** (61%), **Anne Arundel County** (51%), and **Duluth** (50%).

<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

January 2023 | January 2024

### ATTACHED HOMES

	January 2023	January 2024		January 2023	January 2024
Median List Price	\$939,900	\$987,000	Total Inventory	15,769	20,789
Median Sale Price	\$930,000	\$905,000	New Listings	5,418	7,134
Median SP/LP Ratio	98.13%	98.22%	Total Sold	2,691	3,114
Total Sales Ratio	17.07%	14.98%	Median Days on Market	32	33
Median Price per Sq. Ft.	\$494	\$509	Average Home Size	1,926	1,959

Median prices represent properties priced above respective city benchmark prices.



### ATTACHED HOMES MARKET SUMMARY | JANUARY 2024

- Official Market Type: **Buyer's Market** with a **14.98% Sales Ratio**.<sup>1</sup>
- Attached homes are selling for an average of **98.22% of list price**.
- The median luxury threshold<sup>2</sup> price is **\$700,000**, and the median attached luxury sale price is **\$905,000**.
- Markets with the Highest Median Sales Price: **Manhattan** (\$4,272,500), **Vail** (\$2,925,000), **Whistler** (\$2,634,500), and **San Francisco** (\$2,400,000).
- Markets with the Highest Sales Ratio: **Howard County** (106%), **Fairfax County** (101%), **Anne Arundel County** (76%), and **Marin County** (75%).

<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	\$1,150,000	\$959,000	407	292	179	22	Seller's
AZ	Chandler and Gilbert	\$1,150,000	\$950,000	167	68	43	40	Seller's
AZ	Flagstaff	\$1,600,000	\$1,800,000	67	21	9	99	Buyer's
AZ	Mesa	\$878,900	\$852,485	193	79	42	61	Seller's
AZ	Paradise Valley	\$5,981,200	\$4,375,000	188	54	18	75	Buyer's
AZ	Phoenix	\$899,970	\$825,000	800	313	178	52	Seller's
AZ	Scottsdale	\$2,250,000	\$1,700,000	948	322	115	64	Buyer's
AZ	Tucson	\$710,990	\$638,750	1007	413	190	25	Balanced
BC	Mid Vancouver Island	-	-	-	-	-	-	-
BC	Okanagan Valley	\$1,799,000	\$1,540,000	723	157	27	89	Buyer's
BC	Vancouver	\$4,384,000	\$3,406,500	942	299	40	50	Buyer's
BC	Victoria	\$2,498,500	\$1,793,000	126	58	14	27	Buyer's
BC	Whistler	\$5,594,500		64	4	0		Buyer's
CA	Central Coast	\$3,100,000	\$2,379,000	195	69	25	65	Buyer's
CA	East Bay	\$2,464,450	\$1,929,400	178	116	120	14	Seller's
CA	Greater Palm Springs	\$1,950,000	\$1,922,500	473	187	92	46	Balanced
CA	Lake Tahoe	\$2,762,500	\$1,642,500	138	26	31	58	Seller's
CA	Los Angeles Beach Cities	\$5,995,000	\$4,325,000	345	125	46	41	Buyer's
CA	Los Angeles City	\$4,995,000	\$3,869,300	675	289	60	30	Buyer's
CA	Los Angeles The Valley	\$2,990,000	\$2,037,500	564	273	128	43	Seller's
CA	Marin County	\$3,322,500	\$2,695,000	54	13	12	54	Seller's
CA	Napa County	\$3,250,000	\$2,662,500	82	13	10	137	Buyer's
CA	Orange County	\$3,299,000	\$2,195,649	765	316	245	30	Seller's
CA	Placer County	\$1,339,990	\$1,069,990	178	60	45	53	Seller's
CA	Sacramento	\$998,000	\$900,000	436	183	133	30	Seller's
CA	San Diego	\$2,499,900	\$1,857,500	719	342	234	27	Seller's
CA	San Francisco	\$4,995,000	\$4,096,500	73	39	32	46	Seller's
CA	San Luis Obispo County	\$1,789,000	\$1,275,000	167	45	41	27	Seller's
CA	Silicon Valley	\$4,525,000	\$3,584,000	302	199	118	12	Seller's
CA	Sonoma County	\$2,349,500	\$1,900,000	148	29	32	71	Seller's
CA	Ventura County	\$2,490,000	\$1,650,000	240	89	53	74	Seller's
CO	Aspen	-	-	-	-	-	-	-
CO	Boulder	\$2,250,000	\$1,606,700	189	56	42	91	Seller's
CO	Colorado Springs	\$949,700	\$864,928	313	70	66	54	Seller's
CO	Denver	\$1,745,000	\$1,407,114	497	181	132	54	Seller's
CO	Douglas County	\$1,345,000	\$1,124,000	257	78	73	64	Seller's
CO	Durango	\$1,550,000	\$1,116,572	83	13	12	109	Buyer's
CO	Summit County	\$3,322,500	\$2,087,550	54	7	8	119	Buyer's
CO	Telluride	\$7,400,000	\$6,297,500	87	6	8	104	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	\$7,725,000	\$4,136,296	92	7	1	316	Buyer's
CT	Central Connecticut	\$699,900	\$618,425	278	60	102	22	Seller's
CT	Coastal Connecticut	\$2,363,945	\$1,675,000	382	131	87	40	Seller's
DC	Washington D.C.	\$4,745,000	\$4,125,000	36	14	6	60	Balanced
DE	Sussex County Coastal	\$1,532,495	\$1,150,000	118	23	27	18	Seller's
FL	Boca Raton/Delray Beach	\$2,830,000	\$2,025,000	619	146	54	59	Buyer's
FL	Brevard County	-	-	-	-	-	-	-
FL	Broward County	\$1,699,000	\$1,600,000	790	263	75	62	Buyer's
FL	Coastal Pinellas County	\$2,200,000	\$1,825,000	162	53	20	48	Buyer's
FL	Ft. Lauderdale	\$5,495,000	\$4,300,000	239	42	7	221	Buyer's
FL	Jacksonville Beaches	\$1,324,398	\$1,287,500	361	124	58	40	Balanced
FL	Lee County	\$1,399,999	\$1,342,500	1276	393	85	57	Buyer's
FL	Marco Island	\$2,847,000	\$2,300,000	178	45	21	50	Buyer's
FL	Miami	\$2,100,000	\$1,725,000	1234	312	101	65	Buyer's
FL	Naples	\$5,499,000	\$3,350,000	604	146	32	62	Buyer's
FL	Orlando	\$1,242,500	\$1,175,000	898	243	108	45	Buyer's
FL	Palm Beach Towns	\$4,250,000	\$3,625,000	385	72	22	60	Buyer's
FL	Sarasota & Beaches	\$2,595,000	\$1,925,000	659	203	49	28	Buyer's
FL	South Pinellas County	\$1,544,500	\$1,420,000	412	137	59	37	Buyer's
FL	South Walton	\$2,495,000	\$2,562,500	617	115	38	36	Buyer's
FL	Tampa	\$750,000	\$700,000	1192	389	242	35	Balanced
GA	Atlanta	\$1,750,000	\$1,180,000	660	259	109	25	Balanced
GA	Duluth	\$1,150,000	\$1,500,000	10	8	5	14	Seller's
HI	Island of Hawaii	\$1,899,000	\$1,987,500	208	48	28	25	Buyer's
HI	Kauai	\$3,199,500	\$2,080,000	70	10	16	38	Seller's
HI	Maui	\$4,199,000	\$1,940,000	153	47	20	78	Buyer's
HI	Oahu	\$2,999,800	\$2,400,000	219	44	21	14	Buyer's
IA	Greater Des Moines	\$649,900	\$602,450	404	71	38	46	Buyer's
ID	Ada County	\$759,998	\$766,516	494	176	161	22	Seller's
ID	Northern Idaho	\$1,750,000	\$1,200,000	300	56	30	187	Buyer's
IL	Chicago	\$1,676,672	\$1,380,000	477	205	104	21	Seller's
IL	DuPage County	\$1,317,619	\$1,144,500	194	63	46	23	Seller's
IL	Lake County	\$1,299,900	\$900,000	195	65	55	20	Seller's
IL	Will County	\$689,000	\$665,000	199	73	75	21	Seller's
IN	Hamilton County	\$899,900	\$754,075	134	49	82	20	Seller's
KS	Johnson County	\$829,950	\$880,000	455	60	59	34	Buyer's
MA	Cape Cod	\$2,485,000	\$2,000,000	145	27	17	73	Buyer's
MA	Greater Boston	\$3,500,000	\$3,965,000	130	52	23	69	Balanced
MA	South Shore	\$2,150,000	\$1,365,000	40	15	18	30	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	\$970,000	119	32	61	20	Seller's
MD	Baltimore City	\$949,000	\$1,250,000	13	4	3	7	Seller's
MD	Baltimore County	\$1,090,000	\$878,750	113	27	22	16	Balanced
MD	Frederick County	\$884,950	\$865,000	62	16	11	28	Balanced
MD	Howard County	\$1,202,495	\$1,060,000	48	16	17	5	Seller's
MD	Montgomery County	\$2,149,500	\$1,689,000	128	44	49	31	Seller's
MD	Talbot County	\$2,795,000	\$2,212,500	39	10	8	40	Balanced
MD	Worcester County	\$962,000	\$735,000	48	15	5	10	Buyer's
MI	Grand Traverse	\$1,280,000	\$1,200,000	62	28	9	112	Buyer's
MI	Livingston County	\$749,950	\$690,000	60	12	10	83	Balanced
MI	Monroe County	\$699,500	\$670,300	24	6	4	99	Balanced
MI	Oakland County	\$799,990	\$679,900	535	218	155	19	Seller's
MI	Washtenaw County	\$1,000,000	\$787,500	107	26	22	55	Balanced
MI	Wayne County	\$779,000	\$650,000	147	43	37	20	Seller's
MN	Olmsted County	\$899,450	\$864,913	60	14	13	9	Seller's
MN	Twin Cities	\$1,274,900	\$994,125	627	176	94	40	Buyer's
MO	Kansas City	\$699,500	\$683,500	1353	214	198	30	Buyer's
MO	St. Louis	\$775,000	\$850,000	84	35	17	35	Balanced
NC	Asheville	\$1,150,000	\$918,063	202	33	48	47	Seller's
NC	Charlotte	\$1,300,000	\$980,000	444	138	161	25	Seller's
NC	Lake Norman	\$1,529,584	\$1,033,609	158	41	40	39	Seller's
NC	Raleigh-Durham	\$1,301,125	\$930,000	424	139	127	4	Seller's
NH	Rockingham County	\$1,575,000	\$1,350,000	45	14	16	26	Seller's
NJ	Bergen County	\$2,500,000	\$1,625,000	209	67	41	30	Balanced
NJ	Hudson County	-	-	-	-	-	-	-
NJ	Morris County	\$1,995,000	\$1,215,000	93	40	21	20	Seller's
NJ	Ocean County	\$995,000	\$815,000	405	158	97	31	Seller's
NM	Taos	\$1,425,000	\$900,000	59	8	7	150	Buyer's
NV	Lake Tahoe	\$4,444,000	\$2,500,000	59	7	15	138	Seller's
NV	Las Vegas	\$1,888,500	\$1,580,000	540	176	88	43	Balanced
NV	Reno	\$2,799,000	\$1,485,000	96	16	12	104	Buyer's
NY	Finger Lakes	-	-	-	-	-	-	-
NY	Manhattan	-	-	-	-	-	-	-
NY	Nassau County	\$1,799,000	\$1,600,000	526	132	109	40	Balanced
NY	Staten Island	\$1,188,000	\$1,160,000	123	31	26	60	Seller's
NY	Suffolk County	\$1,998,000	\$1,275,000	807	170	137	39	Balanced
NY	Westchester County	\$2,250,000	\$1,500,000	299	102	104	18	Seller's
OH	Cincinnati	\$894,900	\$675,000	195	46	29	6	Buyer's
OH	Cleveland Suburbs	\$899,900	\$653,500	35	5	10	30	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	Columbus	\$890,950	\$750,000	398	102	118	30	Seller's
ON	GTA - Durham	\$1,728,500	\$1,600,000	174	108	33	33	Balanced
ON	GTA - York	\$2,660,000	\$1,888,000	445	240	95	24	Seller's
ON	Hamilton	\$1,902,450	\$1,795,000	190	64	20	65	Buyer's
ON	Mississauga	\$3,289,000	\$2,850,444	107	56	16	39	Buyer's
ON	Oakville	\$3,134,500	\$2,300,000	102	64	26	28	Seller's
ON	Toronto	\$3,899,000	\$3,100,000	387	192	39	30	Buyer's
ON	Waterloo Region	\$1,419,394	\$1,267,500	160	97	39	31	Seller's
OR	Portland	\$1,349,900	\$1,055,628	543	170	78	66	Buyer's
SC	Charleston	\$1,795,000	\$1,550,000	459	150	107	18	Seller's
SC	Hilton Head	\$1,995,000	\$1,704,997	283	62	56	38	Balanced
SC	The Grand Strand	-	-	-	-	-	-	-
TN	Greater Chattanooga	\$899,000	\$945,000	217	52	29	32	Buyer's
TN	Knoxville	\$939,900	\$894,171	127	34	38	31	Seller's
TN	Nashville	\$1,800,000	\$1,300,000	740	209	143	16	Balanced
TX	Austin	\$1,295,000	\$975,000	822	229	142	63	Balanced
TX	Collin County	\$749,000	\$699,000	1049	456	305	41	Seller's
TX	Dallas	\$1,393,094	\$1,200,000	414	175	102	31	Seller's
TX	Denton County	\$799,000	\$738,250	905	359	220	43	Seller's
TX	El Paso	\$626,450	\$640,000	206	60	25	18	Buyer's
TX	Fort Worth	\$849,000	\$799,000	811	274	186	46	Seller's
TX	Greater Tyler	\$699,000	\$639,000	232	73	14	47	Buyer's
TX	Houston	\$985,000	\$900,000	1045	433	163	32	Balanced
TX	Lubbock	\$650,000	\$650,000	157	74	21	86	Buyer's
TX	San Angelo	\$649,450	\$566,250	58	17	4	68	Buyer's
TX	San Antonio	\$800,000	\$760,000	753	193	77	60	Buyer's
TX	The Woodlands & Spring	\$809,990	\$705,000	237	97	50	29	Seller's
UT	Park City	\$4,699,500	\$4,660,000	176	24	13	91	Buyer's
UT	Salt Lake City	\$1,275,995	\$1,025,000	365	110	85	84	Seller's
UT	Washington County	\$1,450,000	\$1,639,500	203	65	32	45	Balanced
VA	Arlington & Alexandria	\$2,349,500	\$1,770,000	72	29	22	29	Seller's
VA	Charlottesville	-	-	-	-	-	-	-
VA	Fairfax County	\$2,394,500	\$1,535,000	265	85	61	27	Seller's
VA	McLean & Vienna	\$2,995,000	\$1,895,000	143	42	22	23	Balanced
VA	Richmond	\$831,945	\$784,000	360	104	92	14	Seller's
VA	Smith Mountain Lake	\$1,400,000	\$1,237,500	30	5	8	29	Seller's
WA	King County	\$2,200,000	\$1,736,200	435	207	183	31	Seller's
WA	Seattle	\$2,059,000	\$1,550,000	129	70	43	40	Seller's
WA	Spokane	\$1,095,000	\$1,100,000	105	55	15	56	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
AB	Calgary	\$750,000	\$700,500	128	84	37	12	Seller's
AZ	Chandler and Gilbert	-	-	-	-	-	-	-
AZ	Flagstaff	-	-	-	-	-	-	-
AZ	Mesa	-	-	-	-	-	-	-
AZ	Paradise Valley	-	-	-	-	-	-	-
AZ	Phoenix	-	-	-	-	-	-	-
AZ	Scottsdale	\$875,000	\$835,000	274	107	53	56	Balanced
AZ	Tucson	-	-	-	-	-	-	-
BC	Mid Vancouver Island	-	-	-	-	-	-	-
BC	Okanagan Valley	-	-	-	-	-	-	-
BC	Vancouver	\$1,900,000	\$1,775,000	893	456	83	8	Buyer's
BC	Victoria	\$988,950	\$973,750	144	84	22	54	Balanced
BC	Whistler	\$2,349,500	\$2,634,500	46	13	6	16	Buyer's
CA	Central Coast	\$1,192,500	\$1,300,000	40	16	13	29	Seller's
CA	East Bay	\$1,186,500	\$1,145,000	72	47	47	26	Seller's
CA	Greater Palm Springs	-	-	-	-	-	-	-
CA	Lake Tahoe	\$1,600,000	\$1,420,000	39	2	8	37	Balanced
CA	Los Angeles Beach Cities	\$2,119,500	\$1,700,000	146	61	34	43	Seller's
CA	Los Angeles City	\$1,715,000	\$1,485,000	379	136	61	44	Balanced
CA	Los Angeles The Valley	\$819,950	\$790,000	116	61	53	40	Seller's
CA	Marin County	\$1,225,000	\$1,187,500	16	5	12	31	Seller's
CA	Napa County	-	-	-	-	-	-	-
CA	Orange County	\$1,312,500	\$1,099,000	244	132	159	32	Seller's
CA	Placer County	-	-	-	-	-	-	-
CA	Sacramento	-	-	-	-	-	-	-
CA	San Diego	\$1,299,000	\$1,010,000	318	162	131	15	Seller's
CA	San Francisco	\$2,849,000	\$2,400,000	86	29	13	45	Balanced
CA	San Luis Obispo County	-	-	-	-	-	-	-
CA	Silicon Valley	\$1,722,500	\$1,725,000	102	69	29	8	Seller's
CA	Sonoma County	\$793,293	\$1,174,995	14	3	2	46	Buyer's
CA	Ventura County	\$751,649	\$757,800	81	30	40	63	Seller's
CO	Aspen	-	-	-	-	-	-	-
CO	Boulder	\$1,130,085	\$950,000	66	10	9	100	Buyer's
CO	Colorado Springs	\$584,500	\$699,900	34	10	9	40	Seller's
CO	Denver	\$850,000	\$899,500	179	83	22	21	Buyer's
CO	Douglas County	\$599,990	\$560,000	37	15	13	35	Seller's
CO	Durango	\$839,000	\$690,000	24	6	3	113	Buyer's
CO	Summit County	\$1,142,000	\$1,175,000	30	10	7	44	Seller's
CO	Telluride	\$2,400,000		37	7	0		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
CO	Vail	\$3,910,000	\$2,925,000	76	15	12	32	Balanced
CT	Central Connecticut	-	-	-	-	-	-	-
CT	Coastal Connecticut	\$949,000	\$650,000	110	29	31	55	Seller's
DC	Washington D.C.	\$1,949,900	\$1,602,000	187	64	35	31	Balanced
DE	Sussex County Coastal	\$1,175,000	\$1,100,000	25	8	5	62	Balanced
FL	Boca Raton/Delray Beach	\$987,000	\$837,000	578	208	62	35	Buyer's
FL	Brevard County	-	-	-	-	-	-	-
FL	Broward County	\$699,900	\$639,950	1049	314	70	53	Buyer's
FL	Coastal Pinellas County	\$1,199,900	\$1,238,000	239	76	32	31	Buyer's
FL	Ft. Lauderdale	\$2,500,000	\$2,000,000	195	46	5	124	Buyer's
FL	Jacksonville Beaches	\$1,099,500	\$1,025,000	52	15	10	27	Balanced
FL	Lee County	\$849,900	\$728,000	710	228	51	34	Buyer's
FL	Marco Island	\$1,797,500	\$1,751,500	88	30	8	53	Buyer's
FL	Miami	\$1,545,000	\$1,297,500	1739	348	91	106	Buyer's
FL	Naples	\$2,350,000	\$2,050,000	511	172	34	53	Buyer's
FL	Orlando	\$560,000	\$563,000	354	104	40	41	Buyer's
FL	Palm Beach Towns	\$1,995,000	\$1,807,500	453	129	31	48	Buyer's
FL	Sarasota & Beaches	\$1,500,000	\$1,385,000	425	137	47	18	Buyer's
FL	South Pinellas County	\$1,100,000	\$1,100,000	375	116	45	42	Buyer's
FL	South Walton	\$1,300,000	\$1,100,000	227	50	21	50	Buyer's
FL	Tampa	\$899,000	\$642,500	281	81	39	38	Buyer's
GA	Atlanta	\$718,204	\$675,000	549	254	85	37	Balanced
GA	Duluth	-	-	-	-	-	-	-
HI	Island of Hawaii	\$1,899,000	\$1,269,000	55	9	7	10	Buyer's
HI	Kauai	\$1,697,000	\$1,635,000	50	23	8	45	Balanced
HI	Maui	\$1,989,000	\$2,009,625	191	42	26	68	Buyer's
HI	Oahu	\$1,200,000	\$857,000	487	121	54	31	Buyer's
IA	Greater Des Moines	-	-	-	-	-	-	-
ID	Ada County	\$623,500	\$581,390	63	17	13	20	Balanced
ID	Northern Idaho	-	-	-	-	-	-	-
IL	Chicago	\$1,250,000	\$975,000	622	264	98	81	Balanced
IL	DuPage County	\$712,450	\$835,000	20	11	9	6	Seller's
IL	Lake County	-	-	-	-	-	-	-
IL	Will County	-	-	-	-	-	-	-
IN	Hamilton County	-	-	-	-	-	-	-
KS	Johnson County	\$634,000	\$667,450	161	21	12	85	Buyer's
MA	Cape Cod	\$1,095,000	\$905,000	39	15	7	33	Balanced
MA	Greater Boston	\$2,575,000	\$2,180,000	325	140	53	58	Balanced
MA	South Shore	\$789,900	\$766,550	19	7	5	30	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
MD	Anne Arundel County	\$577,490	\$583,500	50	21	38	18	Seller's
MD	Baltimore City	\$744,500	\$602,500	72	21	12	8	Balanced
MD	Baltimore County	\$600,988	\$620,000	24	11	7	33	Seller's
MD	Frederick County	-	-	-	-	-	-	-
MD	Howard County	\$728,370	\$655,000	18	12	19	5	Seller's
MD	Montgomery County	\$837,450	\$750,000	64	35	35	10	Seller's
MD	Talbot County	-	-	-	-	-	-	-
MD	Worcester County	\$655,000	\$585,000	104	26	13	60	Buyer's
MI	Grand Traverse	-	-	-	-	-	-	-
MI	Livingston County	-	-	-	-	-	-	-
MI	Monroe County	-	-	-	-	-	-	-
MI	Oakland County	\$675,000	\$667,500	67	30	8	23	Buyer's
MI	Washtenaw County	\$689,995	\$765,000	55	11	5	23	Buyer's
MI	Wayne County	\$699,000	\$540,000	63	13	3	53	Buyer's
MN	Olmsted County	-	-	-	-	-	-	-
MN	Twin Cities	-	-	-	-	-	-	-
MO	Kansas City	-	-	-	-	-	-	-
MO	St. Louis	-	-	-	-	-	-	-
NC	Asheville	\$725,000	\$677,000	54	14	5	11	Buyer's
NC	Charlotte	\$649,900	\$630,000	197	78	55	45	Seller's
NC	Lake Norman	\$596,950	\$586,000	20	6	11	41	Seller's
NC	Raleigh-Durham	-	-	-	-	-	-	-
NH	Rockingham County	\$939,950	\$943,750	46	15	18	5	Seller's
NJ	Bergen County	\$1,250,000	\$1,067,500	105	44	22	33	Balanced
NJ	Hudson County	-	-	-	-	-	-	-
NJ	Morris County	\$777,000	\$607,500	50	24	34	20	Seller's
NJ	Ocean County	\$975,000	\$926,500	64	25	16	82	Seller's
NM	Taos	-	-	-	-	-	-	-
NV	Lake Tahoe	\$1,247,500	\$1,050,000	18	3	3	50	Balanced
NV	Las Vegas	-	-	-	-	-	-	-
NV	Reno	-	-	-	-	-	-	-
NY	Finger Lakes	-	-	-	-	-	-	-
NY	Manhattan	\$4,975,000	\$4,272,500	1985	275	138	77	Buyer's
NY	Nassau County	\$1,689,600	\$1,250,000	100	32	8	92	Buyer's
NY	Staten Island	\$638,888	\$604,000	85	24	19	21	Seller's
NY	Suffolk County	\$795,000	\$643,750	95	28	64	23	Seller's
NY	Westchester County	-	-	-	-	-	-	-
OH	Cincinnati	-	-	-	-	-	-	-
OH	Cleveland Suburbs	-	-	-	-	-	-	-

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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
OH	Columbus	\$690,950	\$649,900	118	37	20	10	Balanced
ON	GTA - Durham	\$849,900	\$810,000	27	21	6	21	Seller's
ON	GTA - York	\$828,000	\$765,000	291	170	61	43	Balanced
ON	Hamilton	\$904,995	\$837,500	34	21	6	40	Balanced
ON	Mississauga	\$999,950	\$915,786	126	71	19	20	Balanced
ON	Oakville	\$1,299,000	\$1,152,500	24	18	4	24	Balanced
ON	Toronto	\$1,229,000	\$1,150,000	867	507	106	37	Buyer's
ON	Waterloo Region	\$749,900	\$736,800	60	49	11	16	Balanced
OR	Portland	\$675,000	\$631,500	240	108	26	16	Buyer's
SC	Charleston	\$1,262,500	\$937,200	112	30	30	7	Seller's
SC	Hilton Head	\$1,175,000	\$875,000	33	12	11	17	Seller's
SC	The Grand Strand	-	-	-	-	-	-	-
TN	Greater Chattanooga	-	-	-	-	-	-	-
TN	Knoxville	-	-	-	-	-	-	-
TN	Nashville	\$707,210	\$645,000	250	80	28	38	Buyer's
TX	Austin	\$845,000	\$750,910	289	72	28	61	Buyer's
TX	Collin County	-	-	-	-	-	-	-
TX	Dallas	\$736,000	\$647,500	208	84	38	42	Balanced
TX	Denton County	-	-	-	-	-	-	-
TX	El Paso	-	-	-	-	-	-	-
TX	Fort Worth	-	-	-	-	-	-	-
TX	Greater Tyler	-	-	-	-	-	-	-
TX	Houston	\$624,500	\$557,500	106	38	18	30	Balanced
TX	Lubbock	-	-	-	-	-	-	-
TX	San Angelo	-	-	-	-	-	-	-
TX	San Antonio	\$675,000		53	14	0		Buyer's
TX	The Woodlands & Spring	-	-	-	-	-	-	-
UT	Park City	\$2,425,000	\$1,450,000	90	25	21	22	Seller's
UT	Salt Lake City	\$644,950	\$574,900	172	58	31	42	Balanced
UT	Washington County	-	-	-	-	-	-	-
VA	Arlington & Alexandria	\$1,125,000	\$975,000	45	28	31	28	Seller's
VA	Charlottesville	-	-	-	-	-	-	-
VA	Fairfax County	\$783,645	\$730,000	80	48	81	7	Seller's
VA	McLean & Vienna	\$1,327,475	\$1,060,000	12	2	8	16	Seller's
VA	Richmond	\$591,140	\$538,115	108	37	22	28	Balanced
VA	Smith Mountain Lake	-	-	-	-	-	-	-
WA	King County	\$1,282,000	\$980,000	212	90	47	19	Seller's
WA	Seattle	\$1,549,950	\$1,100,500	96	34	16	29	Balanced
WA	Spokane	-	-	-	-	-	-	-

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