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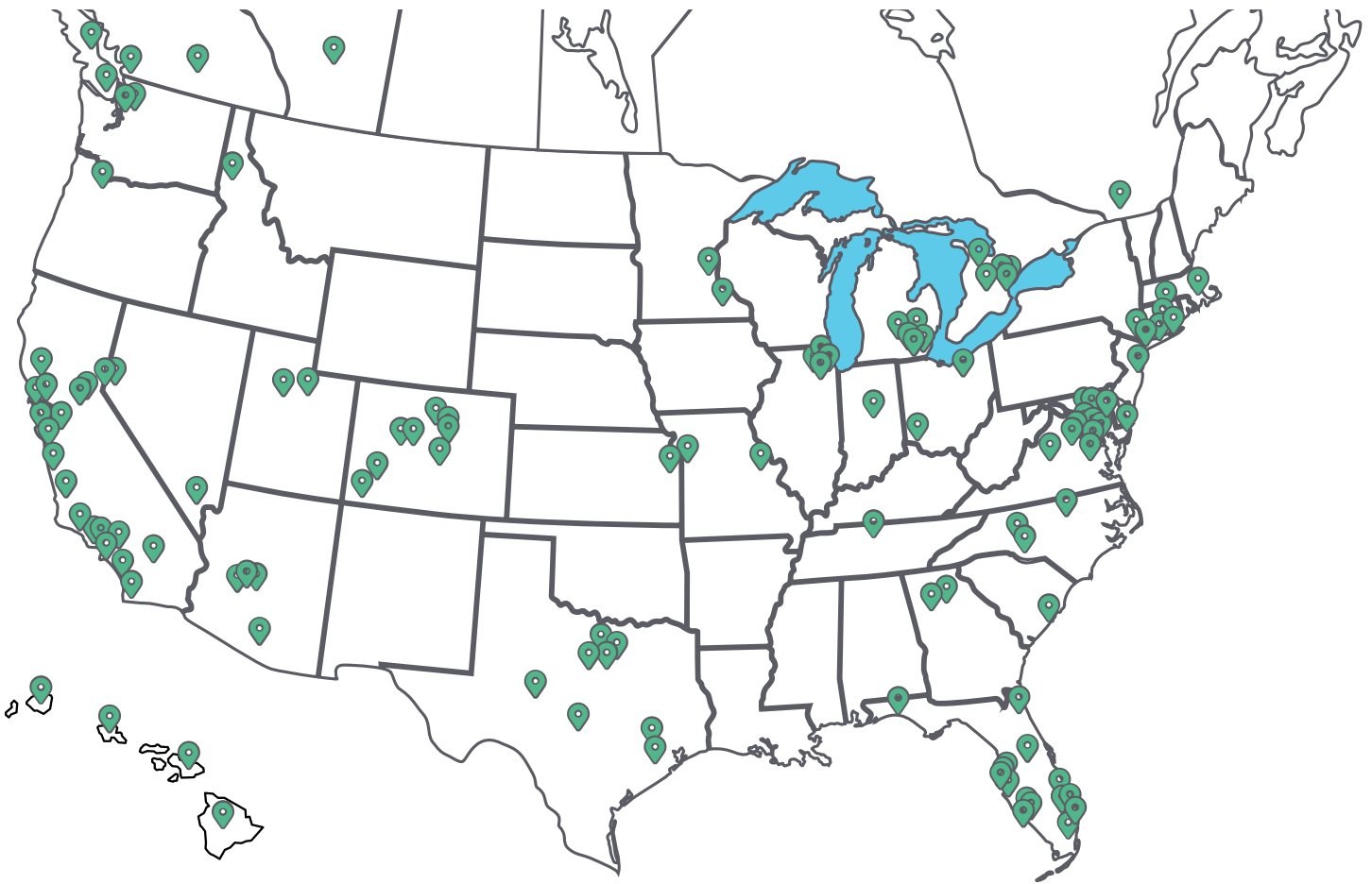
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LUXURY MARKET REPORT
JANUARY 2022

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.

- 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.

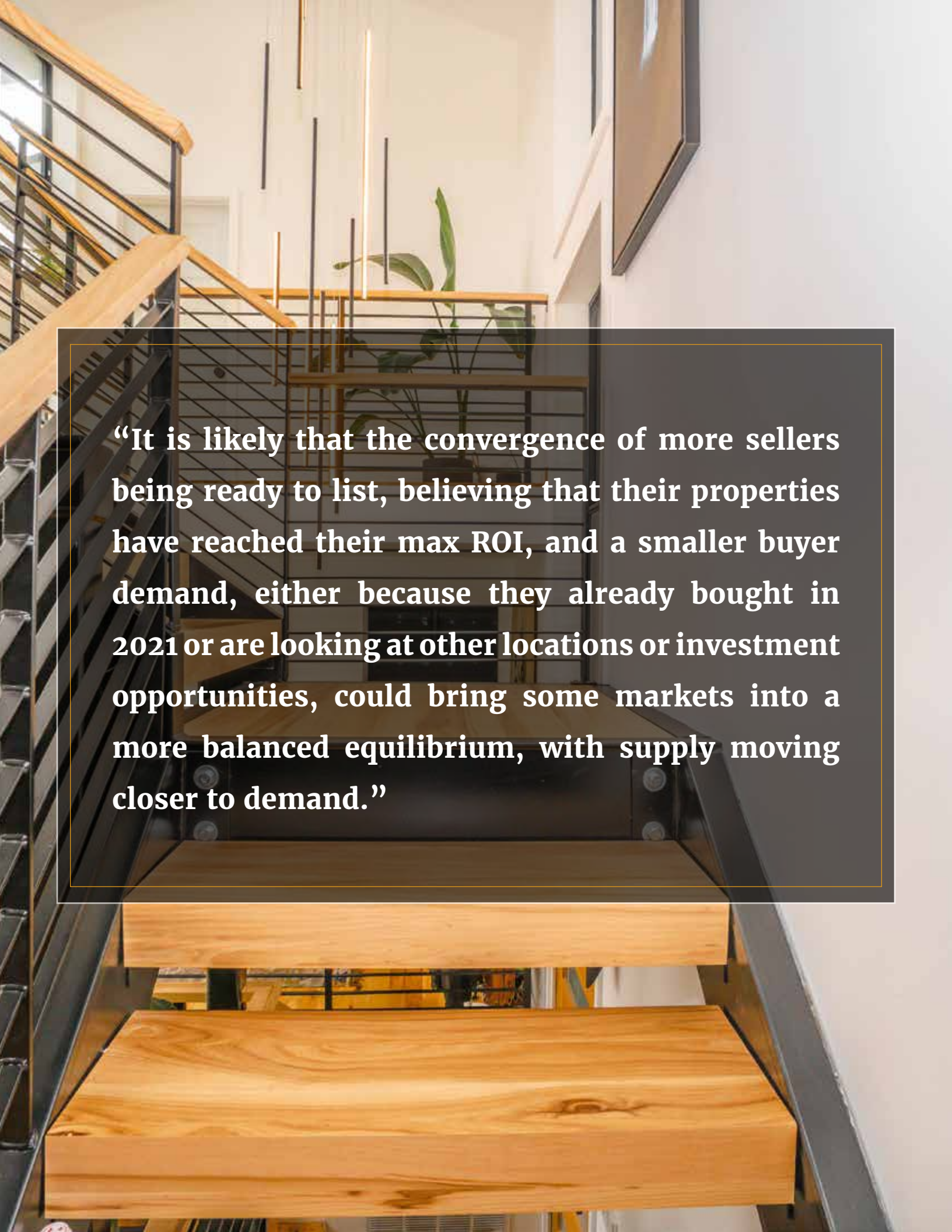
LUXURY BENCHMARK PRICE: The price point that marks the transition from traditional homes to luxury homes.

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.



“It is likely that the convergence of more sellers being ready to list, believing that their properties have reached their max ROI, and a smaller buyer demand, either because they already bought in 2021 or are looking at other locations or investment opportunities, could bring some markets into a more balanced equilibrium, with supply moving closer to demand.”



NORTH AMERICAN LUXURY REVIEW

Long-Term Trends Defining the Luxury Market in 2022

Typically, in our January market report we take the time to review what occurred during the previous year and what to expect in the upcoming year.

This year, however, we are going to review three key trends, how and why they came to be, and why they could possibly shape the luxury real estate market in 2022 and beyond.

The luxury real estate market had an outstanding year in 2021, probably one of the strongest years with historic price increases in both the single family and attached markets, and sold properties recorded numbers above 2020 despite an unprecedented decline of inventory levels.

WILL INVENTORY LEVELS INCREASE?

Inventory levels started to decrease in October/November 2020. However, what was different to typical years was that the level of sales did not decline, even in the attached market, which, during the first six to seven months of pandemic, had come close to a standstill. Equally, the level of new inventory entering the market was starting to show a serious differential against the level of sales.

The beginning of 2021 marked the start of a trend that came to affect the level of sales for the rest of the year. When the spring season arrived, the new inventory levels failed to reach typical levels and demand escalated to a frenzy. By July, the luxury market started to calm down, however as inventory levels hardly rose, sales still outpaced inventory. This trend continued and by the end of 2021, a significant number of markets have less than 50-70% inventory compared to the end of 2020.

What repercussions does this trend imply for 2022? Will we see another year of low inventory, quick sales, and increased prices? Let us look at a few changed parameters that may cool this red-hot market.

Firstly, the average price for single-family homes in the top 10% of the North American market have risen close to 25% to approximately \$1.7 million and attached properties in the top 10% have risen 15% to approximately \$1 million. Even in the luxury market, there is always a natural threshold cap, where even the affluent start to question the viability of purchasing at what may be the top of the market.

Mostly, the affluent do not NEED to buy a property, instead they are searching for a property with desirable attributes, which usually includes a good investment return potential. If not found, they will find an alternative or wait. For instance, in 2021, new luxury communities, neighborhoods, and enclaves appeared as the affluent chose to invest away from highly competitive markets.

Secondly, it is likely that the convergence of more sellers being ready to list, believing that their properties have reached their max ROI, and a smaller buyer demand, either because they already bought in 2021 or are looking at other locations or investment opportunities, could bring some markets into a more balanced equilibrium, with supply moving closer to demand.

More inventory could be self-reinforcing as sellers recognize that in order to buy a new home that they need to put themselves in a more competitive state, which often means they need to sell their home and become cash buyers.

Lastly, 2022 will see the benefit of new inventory heading into the market. Both builders and developers, now that supply lines issues for materials have eased and the trends of luxury buyer requirements have been established, are keen to complete new projects.

MIGRATION, RELOCATIONS AND EMERGING LUXURY MARKETS

One of the largest trends to unfold from the pandemic was the significant movement of individuals. The affluent, often leaders of new trends, were certainly the first to extract themselves from densely populated markets, relocating to exurban areas until they could establish the impact of COVID-19 on their lifestyles.



COVID-19 equally had an impact on the decision process for many affluent people, from expediting their plans from downsizing, migrating to another state for the weather, taxes, jobs, or a change of lifestyle, to investing in new emerging markets, which were already attracting residential and commercial opportunities.

As trends such as remote working and flexi-hours took hold in 2021, so too did the flexibility of relocating as well as the growth of second homeownership. According to a recent report — *A Look at Wealth 2021*¹ — over 70% of individuals in the US with a net worth over \$5 million now own at least two homes. It could be fair to say that this percentage might be similar in Canada, given that both countries have a 10% national rate of second home ownership.

Heading into 2022, the trend for new ownership is considered to be an integral part of the ongoing strength of the luxury real estate market.

The growth of wealth, as well as the number of new wealthy buyers entering the luxury market has continued to grow and these buyers are putting more stock in homeownership than ever before.

These new affluent will continue to underpin the market as they look to either upgrade their current home, buy additional properties, find investment opportunities, and/or divest their newfound wealth in crypto-currencies and the like, into the more stable asset of property ownership.

On the other side, are the homeowners who decided not to sell their properties during the height of the pandemic, but who are now ready to realize their equity by selling and either relocating, downsizing, or both during 2022.

Another trend important for the upcoming year is the desire for multiple ownership. The affluent who are able to work remotely are now setting up co-primary homes that allow them the flexibility of choosing to live in multiple markets that offer different lifestyles — whether that is city, countryside, mountain, lake, beach, or resort life.



Migration to emerging markets is also set to continue, as many of these smaller cities are recipients of the relocation of a major corporation or a new business center start-up. These markets are not only attracting new residents, but also providing opportunities for the affluent to set up subsidiary businesses while taking advantage of more affordable luxury properties.

HEALTH, WELLNESS, SUSTAINABILITY AND THE ENVIRONMENT

2021 saw many discussions about the state of our environment, the abuse of our health, wellness, and natural resources — which in many ways was also forced to the forefront by the pandemic.

In 2020 and 2021, luxury developers and residential and commercial builders — especially in the high-rise sector — began to recognize that individuals were no longer comfortable in small spaces or sharing common areas and there was a growing concern about the quality of control of amenities such as heating, ventilation, and air quality. Equally, it has been acknowledged that the building sector currently contributes nearly 40% of carbon emissions globally, with 70% of these in urban areas.

In 2022, the real estate industry's leadership — the Urban Land Institute, a worldwide alliance of leading real estate owners, investors, and strategic partners — has committed to providing guidance on prioritizing sustainable development and operational practices to help inform sustainable policies at all levels of government, especially local.

In a recent study by Google, 82% of shoppers said that sustainability is a bigger focus for them now than it was before the pandemic.² Growing trends amongst the wealthy, which clearly show an understanding of environmental and sustainability issues, could once again prove to be the leadership that directs luxury industries into rethinking and implementing new sustainable practices in their processes — and as with other trends if these prove to have longevity then they will filter down into other industry sectors.

In conclusion, 2022 may still prove to be an uneasy year, as the world still faces many uncertainties from the pandemic, environmentally, economically as well as politically, but there are bright spots as there is refocus on how, not just the affluent, but individuals in general are recognizing the need for social and environment change.

¹ <https://blog.coldwellbankerluxury.com/a-look-at-wealth-2021-real-estates-new-power-players/>

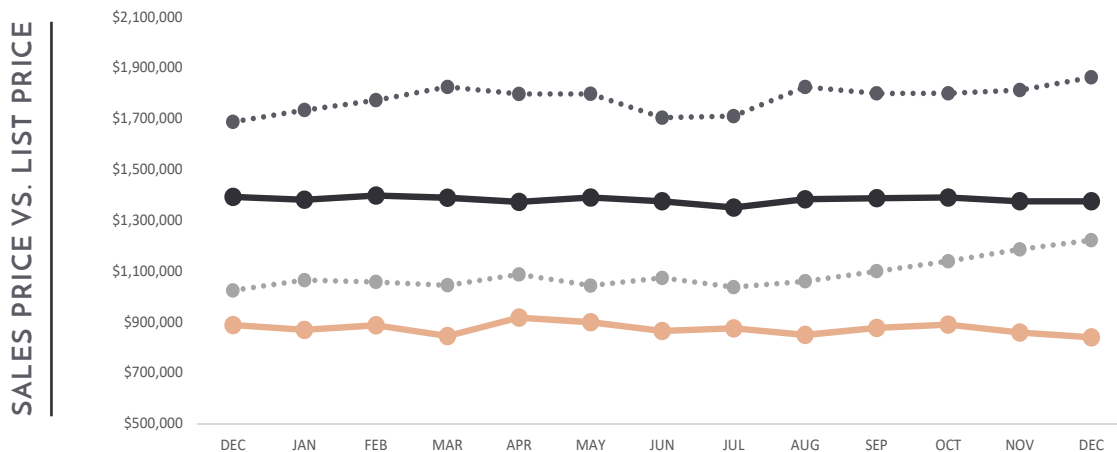
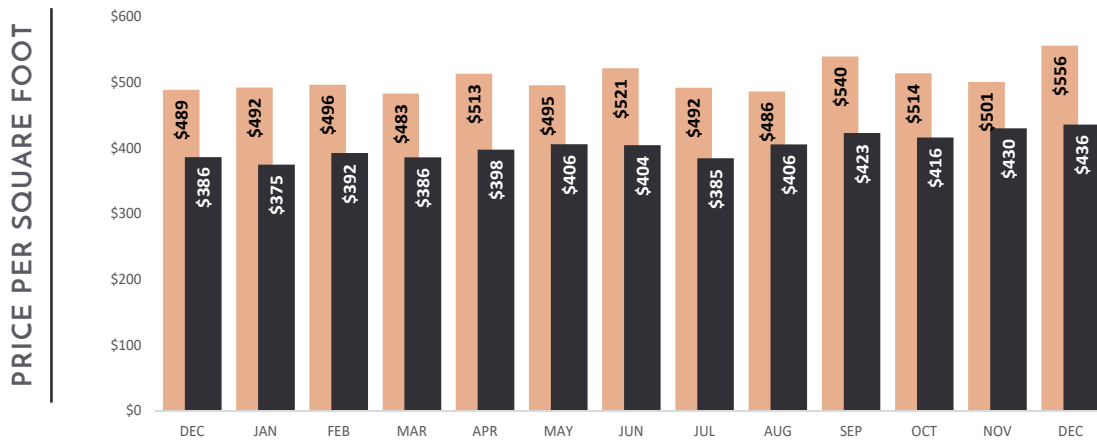
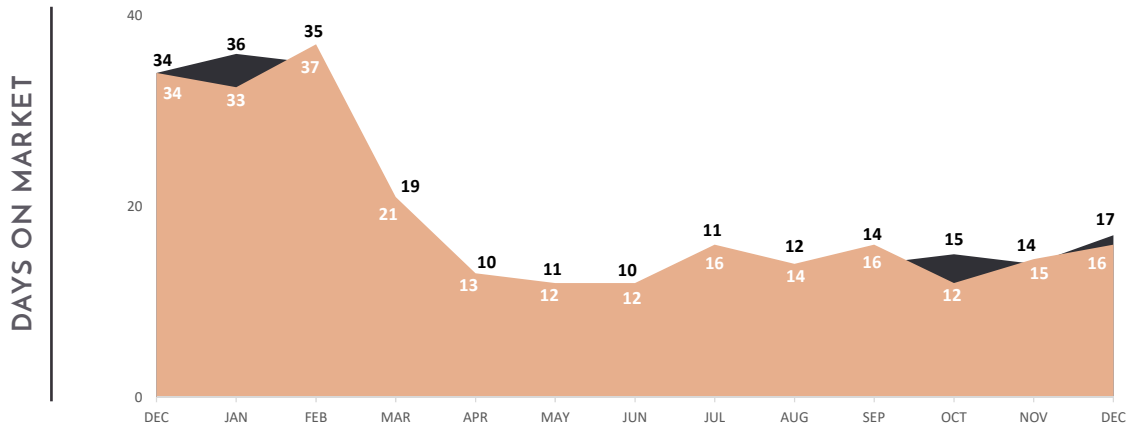
² <https://www.thinkwithgoogle.com/consumer-insights/consumer-trends/consumer-sustainability-trends/>



- 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 December 2021 and January 2022 reports are due to the addition of Telluride, CO and Lake Norman, NC.

- LUXURY MONTHLY MARKET REVIEW -

A Review of Key Market Differences Year over Year

December 2020 | December 2021

SINGLE-FAMILY HOMES

	December 2020	December 2021		December 2020	December 2021
Median List Price	\$1,687,500	\$1,862,222	Total Inventory	30,665	20,480
Median Sale Price	\$1,392,500	\$1,375,000	New Listings	5,998	5,117
Median SP/LP Ratio	97.72%	100.00%	Total Sold	12,800	15,711
Total Sales Ratio	41.74%	76.71%	Median Days on Market	34	17
Median Price per Sq. Ft.	\$386	\$436	Average Home Size	3,802	3,359

Median prices represent properties priced above respective city benchmark prices.



SINGLE-FAMILY HOMES MARKET SUMMARY | DECEMBER 2021

- Official Market Type: **Seller's Market** with a **76.71% Sales Ratio**.¹
- Homes are selling for an average of **100.00% of list price**.
- The median luxury threshold² price is **\$937,500**, and the median luxury home sales price is **\$1,375,000**.
- Markets with the Highest Median Sales Price: **Vail** (\$6,400,000), **Telluride** (\$4,325,000), **Park City** (\$3,820,000), and **Los Angeles Beach Cities** (\$3,695,000).
- Markets with the Highest Sales Ratio: **East Bay** (666%), **Waterloo Region** (529%), **Greater Seattle** (412%) and **Silicon Valley** (287%).

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

December 2020 | December 2021

ATTACHED HOMES

	December 2020	December 2021		December 2020	December 2021
Median List Price	\$1,024,495	\$1,222,000	Total Inventory	14,455	8,149
Median Sale Price	\$888,500	\$839,000	New Listings	2,841	2,176
Median SP/LP Ratio	98.71%	100.00%	Total Sold	3,741	4,848
Total Sales Ratio	25.88%	59.49%	Median Days on Market	34	16
Median Price per Sq. Ft.	\$489	\$556	Average Home Size	2,069	1,890

Median prices represent properties priced above respective city benchmark prices.



ATTACHED HOMES MARKET SUMMARY | DECEMBER 2021

- Official Market Type: **Seller's Market** with a **59.49% Sales Ratio**.¹
- Attached homes are selling for an average of **100.00% of list price**.
- The median luxury threshold² price is **\$700,000**, and the median attached luxury sale price is **\$839,900**.
- Markets with the Highest Median Sales Price: **Vail** (\$3,985,000), **Maui** (\$2,325,000), **San Francisco** (\$2,300,000), and **Greater Boston** (\$2,099,000).
- Markets with the Highest Sales Ratio: **Waterloo Region** (6100%), **Douglas County** (1100%), **GTA-Durham** (875%) and **East Bay** (558%).

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	\$1,227,500	\$1,029,000	244	84	117	42	Seller's
AZ	Paradise Valley	\$5,372,500	\$3,278,423	92	11	36	53	Seller's
AZ	Phoenix	\$849,450	\$768,500	272	82	398	35	Seller's
AZ	Scottsdale	\$2,612,889	\$1,675,000	241	77	214	32	Seller's
AZ	Tucson	\$759,950	\$650,000	388	138	298	12	Seller's
BC	Mid Vancouver Island	\$1,750,000	\$1,626,500	120	23	8	20	Buyer's
BC	Okanagan Valley	\$1,999,000	\$1,520,000	331	71	47	47	Buyer's
BC	Vancouver	\$4,698,000	\$3,550,000	787	111	94	22	Buyer's
BC	Victoria	\$2,399,900	\$2,000,005	33	11	21	21	Seller's
CA	Central Coast	\$4,050,000	\$2,385,000	73	20	79	32	Seller's
CA	East Bay	\$2,349,000	\$1,950,000	59	39	393	9	Seller's
CA	Greater Palm Springs	\$2,600,000	\$1,725,000	131	44	116	24	Seller's
CA	Lake Tahoe	\$2,982,500	\$2,000,000	68	15	53	26	Seller's
CA	Los Angeles Beach Cities	\$6,500,000	\$3,695,000	171	32	121	19	Seller's
CA	Los Angeles City	\$6,995,000	\$3,612,000	391	83	204	20	Seller's
CA	Los Angeles The Valley	\$3,289,000	\$2,015,000	181	58	191	16	Seller's
CA	Marin County	\$3,972,500	\$2,810,000	28	7	39	22	Seller's
CA	Napa County	\$3,995,000	\$2,400,000	54	3	29	83	Seller's
CA	Orange County	\$3,999,444	\$2,300,000	346	108	435	10	Seller's
CA	Placer County	\$1,294,000	\$1,040,000	82	10	65	12	Seller's
CA	Sacramento	\$930,000	\$895,000	240	39	183	10	Seller's
CA	San Diego	\$2,995,000	\$1,850,000	309	116	420	8	Seller's
CA	San Francisco	\$5,995,000	\$3,330,000	36	5	76	13	Seller's
CA	San Luis Obispo County	\$1,999,000	\$1,375,000	83	16	67	N/A	Seller's
CA	Santa Barbara	\$6,495,000	\$2,987,500	76	18	46	11	Seller's
CA	Silicon Valley	\$5,999,975	\$3,500,000	106	46	304	8	Seller's
CA	Sonoma County	\$2,295,000	\$2,000,000	81	16	49	43	Seller's
CA	Ventura County	\$2,995,000	\$1,795,000	117	33	121	36	Seller's
CO	Boulder	\$2,599,000	\$1,629,744	59	12	75	44	Seller's
CO	Colorado Springs	\$991,400	\$850,000	149	41	128	14	Seller's
CO	Denver	\$1,799,500	\$1,375,000	160	43	223	8	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	Douglas County	\$1,712,000	\$1,200,000	80	24	117	9	Seller's
CO	Durango	\$1,825,000	\$1,025,000	56	9	20	64	Seller's
CO	Summit County	\$3,799,000	\$1,600,000	17	3	11	28	Seller's
CO	Telluride	\$7,645,000	\$4,325,000	48	4	9	178	Balanced
CO	Vail	\$5,947,500	\$6,400,000	36	10	15	62	Seller's
CT	Central Connecticut	\$670,000	\$603,750	255	28	146	31	Seller's
CT	Coastal Connecticut	\$2,397,500	\$1,912,500	380	54	174	52	Seller's
DC	Washington D.C.	\$4,889,000	\$2,487,500	34	3	12	15	Seller's
DE	Sussex County Coastal	\$1,499,900	\$1,275,000	57	7	35	9	Seller's
FL	Boca Raton/Delray Beach	\$3,912,500	\$2,350,000	162	59	112	29	Seller's
FL	Coastal Pinellas County	\$2,290,000	\$1,830,000	47	14	44	10	Seller's
FL	Greater Fort Lauderdale	\$1,999,900	\$1,050,000	475	133	299	21	Seller's
FL	Jacksonville Beaches	\$1,969,500	\$1,250,000	98	31	69	15	Seller's
FL	Lee County	\$1,550,000	\$1,359,500	226	66	152	17	Seller's
FL	Marco Island	\$3,470,000	\$2,185,900	48	10	22	28	Seller's
FL	Miami	\$2,290,000	\$1,737,500	471	120	166	35	Seller's
FL	Naples	\$5,299,000	\$2,500,000	160	43	105	17	Seller's
FL	Orlando	\$1,365,000	\$1,200,000	280	75	157	18	Seller's
FL	Palm Beach Towns	\$7,495,000	\$3,640,000	103	25	46	29	Seller's
FL	Sarasota & Beaches	\$2,695,000	\$2,100,000	151	51	67	15	Seller's
FL	South Pinellas County	\$1,725,000	\$1,301,000	89	33	101	10	Seller's
FL	South Walton	\$2,699,000	\$2,200,000	141	48	79	15	Seller's
FL	Tampa	\$975,000	\$697,681	353	114	377	7	Seller's
FL	Weston	\$1,375,000	\$882,000	19	9	44	11	Seller's
GA	Atlanta	\$1,650,000	\$1,267,500	322	72	198	15	Seller's
GA	Duluth	\$950,000	\$1,510,000	7	4	11	7	Seller's
HI	Island of Hawaii	\$2,895,000	\$1,650,000	59	23	41	26	Seller's
HI	Kauai	\$3,900,000	\$2,312,500	57	14	22	44	Seller's
HI	Maui	\$3,925,000	\$2,162,500	106	30	30	82	Seller's
HI	Oahu	\$3,500,000	\$2,690,000	150	27	51	17	Seller's
ID	Northern	\$1,200,000	\$845,000	141	22	151	76	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	Chicago	\$1,554,995	\$1,300,000	372	65	295	25	Seller's
IL	DuPage County	\$1,249,000	\$935,000	195	30	91	39	Seller's
IL	Lake County	\$1,197,450	\$925,000	170	20	107	46	Seller's
IL	Will County	\$750,000	\$574,500	131	21	86	22	Seller's
IN	Hamilton County	\$970,000	\$739,900	43	20	87	4	Seller's
KS	Johnson County	\$829,377	\$803,495	141	15	104	4	Seller's
MA	Greater Boston	\$3,975,000	\$2,587,500	53	4	52	21	Seller's
MD	Anne Arundel County	\$1,100,000	\$925,000	85	28	103	6	Seller's
MD	Frederick County	\$886,995	\$899,000	42	13	23	8	Seller's
MD	Howard County	\$1,198,995	\$1,000,000	58	12	34	7	Seller's
MD	Montgomery County	\$2,300,000	\$1,625,000	60	19	105	8	Seller's
MD	Talbot County	\$3,212,500	\$2,250,000	26	3	16	16	Seller's
MD	Worcester County	\$1,173,000	\$985,000	32	6	17	28	Seller's
MI	Livingston County	\$800,000	\$639,500	53	13	20	37	Seller's
MI	Monroe County	\$749,900	\$565,000	13	4	4	79	Seller's
MI	Oakland County	\$829,700	\$637,000	439	103	279	17	Seller's
MI	Washtenaw County	\$900,000	\$715,000	97	20	38	10	Seller's
MI	Wayne County	\$796,250	\$580,000	122	30	89	17	Seller's
MN	Olmsted County	\$889,900	\$779,500	44	6	26	23	Seller's
MN	Twin Cities	\$1,295,000	\$1,049,900	329	91	171	17	Seller's
MO	Kansas City	\$655,000	\$643,845	543	84	353	6	Seller's
MO	St. Louis	\$849,950	\$630,500	66	18	78	7	Seller's
NC	Charlotte	\$1,195,000	\$954,750	213	43	268	6	Seller's
NC	Lake Norman	\$1,050,104	\$1,024,999	91	13	77	9	Seller's
NC	Raleigh-Durham	\$1,333,000	\$917,500	133	31	206	2	Seller's
NJ	Ocean County	\$977,450	\$815,000	210	48	161	22	Seller's
NV	Lake Tahoe	\$4,475,000	\$1,952,000	28	4	11	101	Seller's
NV	Las Vegas	\$825,000	\$725,000	1,022	306	670	17	Seller's
NV	Reno	\$2,369,500	\$1,755,000	42	8	29	75	Seller's
NY	Brooklyn	\$1,799,000	\$1,545,000	214	27	36	109	Balanced

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- LUXURY MONTHLY MARKET REVIEW -

SINGLE-FAMILY HOMES

State	Market Name	Median List Price	Median Sold Price	Inventory	New Listings	Sold	Days on Market	Market Status
NY	Nassau County	\$1,999,000	\$1,500,000	519	88	143	67	Seller's
NY	Staten Island	\$1,299,450	\$1,290,000	94	19	19	56	Balanced
NY	Suffolk County	\$1,850,000	\$1,300,000	614	82	182	50	Seller's
OH	Cincinnati	\$819,000	\$705,250	171	12	42	9	Seller's
OH	Cleveland Suburbs	\$855,182	\$555,000	18	1	18	29	Seller's
ON	GTA - Durham	\$2,474,950	\$1,530,000	42	34	79	7	Seller's
ON	GTA - York	\$3,198,000	\$1,946,944	167	138	208	9	Seller's
ON	Oakville	\$7,015,000	\$2,250,000	12	14	33	6	Seller's
ON	Toronto	\$3,895,000	\$2,982,500	179	57	76	13	Seller's
ON	Waterloo Region	\$1,874,444	\$1,312,385	14	16	74	7	Seller's
OR	Portland	\$1,722,500	\$1,100,000	170	33	202	10	Seller's
SC	Charleston	\$2,024,500	\$1,512,500	126	47	128	10	Seller's
TN	Nashville	\$2,750,000	\$1,400,000	118	34	219	3	Seller's
TX	Austin	\$1,075,000	\$950,000	212	84	363	8	Seller's
TX	Collin County	\$727,400	\$679,500	234	91	404	8	Seller's
TX	Dallas	\$1,472,500	\$1,150,000	120	40	151	10	Seller's
TX	Denton County	\$817,500	\$700,000	162	70	277	6	Seller's
TX	Fort Worth	\$942,023	\$785,000	287	108	277	8	Seller's
TX	Houston	\$975,000	\$880,000	894	189	377	28	Seller's
TX	San Angelo	\$745,000	\$565,000	51	0	7	59	Buyer's
TX	San Antonio	\$799,950	\$752,818	246	53	146	27	Seller's
TX	The Woodlands & Spring	\$991,680	\$776,950	122	35	130	12	Seller's
UT	Park City	\$4,950,000	\$3,820,000	71	24	40	23	Seller's
VA	Arlington & Alexandria	\$2,197,000	\$1,799,500	50	13	34	17	Seller's
VA	Charlottesville	\$1,474,500	\$1,000,000	66	7	36	17	Seller's
VA	Fairfax County	\$2,435,000	\$1,577,500	161	45	134	16	Seller's
VA	McLean & Vienna	\$3,139,000	\$2,150,000	92	26	53	11	Seller's
VA	Richmond	\$800,000	\$765,000	109	17	128	7	Seller's
WA	Greater Seattle	\$2,290,000	\$1,750,000	111	48	457	5	Seller's
WA	Seattle	\$3,050,000	\$1,699,900	45	10	105	6	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	\$782,725	\$683,750	100	19	12	32	Buyer's
AZ	Paradise Valley	-	-	-	-	-	-	-
AZ	Phoenix	-	-	-	-	-	-	-
AZ	Scottsdale	\$1,312,000	\$805,000	64	26	82	39	Seller's
AZ	Tucson	-	-	-	-	-	-	-
BC	Mid Vancouver Island	\$840,000	\$805,000	61	13	1	5	Buyer's
BC	Okanagan Valley	-	-	-	-	-	-	-
BC	Vancouver	\$2,099,950	\$1,700,000	560	107	103	29	Balanced
BC	Victoria	\$1,299,999	\$932,500	73	41	46	14	Seller's
CA	Central Coast	\$1,272,500	\$1,040,000	6	4	18	7	Seller's
CA	East Bay	\$999,498	\$1,102,500	24	13	134	10	Seller's
CA	Greater Palm Springs	-	-	-	-	-	-	-
CA	Lake Tahoe	\$1,495,000	\$1,652,990	9	0	11	28	Seller's
CA	Los Angeles Beach Cities	\$2,375,000	\$1,675,000	57	10	85	12	Seller's
CA	Los Angeles City	\$1,899,000	\$1,395,000	224	60	105	17	Seller's
CA	Los Angeles The Valley	\$854,475	\$799,500	38	18	86	16	Seller's
CA	Marin County	\$1,340,000	\$1,047,500	4	1	12	27	Seller's
CA	Napa County	-	-	-	-	-	-	-
CA	Orange County	\$1,124,945	\$1,000,000	85	55	201	8	Seller's
CA	Placer County	-	-	-	-	-	-	-
CA	Sacramento	-	-	-	-	-	-	-
CA	San Diego	\$1,499,999	\$1,042,500	91	53	190	7	Seller's
CA	San Francisco	\$3,000,000	\$2,300,000	62	9	45	25	Seller's
CA	San Luis Obispo County	-	-	-	-	-	-	-
CA	Santa Barbara	\$2,570,000	\$1,300,000	6	2	9	5	Seller's
CA	Silicon Valley	\$1,660,000	\$1,660,000	27	22	110	9	Seller's
CA	Sonoma County	\$878,382	\$760,000	5	2	10	31	Seller's
CA	Ventura County	\$879,000	\$751,000	27	9	36	16	Seller's
CO	Boulder	\$1,299,000	\$814,606	17	5	32	42	Seller's
CO	Colorado Springs	-	-	-	-	-	-	-
CO	Denver	\$1,050,000	\$912,250	87	19	52	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
CO	Douglas County	\$525,000	\$560,456	1	2	11	4	Seller's
CO	Durango	\$769,500	\$762,450	8	6	8	74	Seller's
CO	Summit County	\$2,124,000	\$1,212,500	2	1	6	9	Seller's
CO	Telluride	-	-	-	-	-	-	-
CO	Vail	\$6,525,000	\$3,985,000	45	11	16	5	Seller's
CT	Central Connecticut	-	-	-	-	-	-	-
CT	Coastal Connecticut	\$1,400,000	\$809,500	115	7	48	52	Seller's
DC	Washington D.C.	\$2,000,000	\$1,649,000	138	23	80	14	Seller's
DE	Sussex County Coastal	\$1,045,000	\$839,900	12	3	17	5	Seller's
FL	Boca Raton/Delray Beach	\$1,859,000	\$935,000	131	55	118	16	Seller's
FL	Coastal Pinellas County	\$1,489,875	\$1,000,000	62	22	40	8	Seller's
FL	Greater Fort Lauderdale	\$940,000	\$760,000	537	109	173	35	Seller's
FL	Jacksonville Beaches	\$1,197,500	\$835,000	20	6	12	49	Seller's
FL	Lee County	\$967,489	\$770,000	71	29	91	9	Seller's
FL	Marco Island	\$4,345,000	\$1,450,000	4	2	18	32	Seller's
FL	Miami	\$1,509,000	\$1,295,000	1,162	217	213	85	Balanced
FL	Naples	\$2,250,000	\$1,800,000	117	62	80	11	Seller's
FL	Orlando	\$775,000	\$545,000	65	23	26	22	Seller's
FL	Palm Beach Towns	\$1,749,000	\$1,772,500	95	25	40	15	Seller's
FL	Sarasota & Beaches	\$2,440,800	\$1,399,000	64	26	47	9	Seller's
FL	South Pinellas County	\$1,478,000	\$927,500	78	29	62	7	Seller's
FL	South Walton	\$1,289,360	\$1,225,000	120	7	19	35	Balanced
FL	Tampa	\$1,200,000	\$615,000	40	12	49	12	Seller's
FL	Weston	-	-	-	-	-	-	-
GA	Atlanta	\$750,000	\$599,938	311	72	190	24	Seller's
GA	Duluth	-	-	-	-	-	-	-
HI	Island of Hawaii	\$2,200,000	\$1,461,560	29	7	20	11	Seller's
HI	Kauai	\$1,350,000	\$1,420,516	31	5	22	26	Seller's
HI	Maui	\$2,337,500	\$2,325,000	48	26	34	68	Seller's
HI	Oahu	\$1,299,000	\$935,000	327	85	120	15	Seller's
ID	Northern	-	-	-	-	-	-	-

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ATTACHED HOMES

State	Market Name	Median List Price	Median Sold Price	Inventory	New Listings	Sold	Days on Market	Market Status
IL	Chicago	\$1,287,500	\$945,000	490	42	162	82	Seller's
IL	DuPage County	\$849,450	\$624,500	18	1	12	54	Seller's
IL	Lake County	-	-	-	-	-	-	-
IL	Will County	-	-	-	-	-	-	-
IN	Hamilton County	-	-	-	-	-	-	-
KS	Johnson County	\$615,000	\$605,867	56	8	26	8	Seller's
MA	Greater Boston	\$2,595,000	\$2,099,000	173	25	83	22	Seller's
MD	Anne Arundel County	\$557,990	\$570,000	35	22	49	6	Seller's
MD	Frederick County	-	-	-	-	-	-	-
MD	Howard County	\$694,988	\$565,000	10	7	19	8	Seller's
MD	Montgomery County	\$784,874	\$690,000	54	23	75	21	Seller's
MD	Talbot County	-	-	-	-	-	-	-
MD	Worcester County	\$749,900	\$639,900	55	12	31	36	Seller's
MI	Livingston County	-	-	-	-	-	-	-
MI	Monroe County	-	-	-	-	-	-	-
MI	Oakland County	\$845,000	\$626,450	41	17	32	6	Seller's
MI	Washtenaw County	\$650,000	\$615,000	32	3	7	39	Seller's
MI	Wayne County	\$659,965	\$607,500	70	7	8	24	Buyer's
MN	Olmsted County	-	-	-	-	-	-	-
MN	Twin Cities	-	-	-	-	-	-	-
MO	Kansas City	-	-	-	-	-	-	-
MO	St. Louis	-	-	-	-	-	-	-
NC	Charlotte	\$817,780	\$621,796	102	17	63	10	Seller's
NC	Lake Norman	\$539,900	\$627,500	5	0	4	23	Seller's
NC	Raleigh-Durham	-	-	-	-	-	-	-
NJ	Ocean County	\$729,000	\$697,500	17	4	12	13	Seller's
NV	Lake Tahoe	\$2,550,000	\$1,372,500	5	1	8	38	Seller's
NV	Las Vegas	-	-	-	-	-	-	-
NV	Reno	-	-	-	-	-	-	-
NY	Brooklyn	\$1,480,000	\$1,225,000	401	73	77	66	Balanced

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ATTACHED HOMES

State	Market Name	Median List Price	Median Sold Price	Inventory	New Listings	Sold	Days on Market	Market Status
NY	Nassau County	\$1,669,000	\$1,087,500	71	9	16	93	Seller's
NY	Staten Island	\$599,999	\$600,000	38	9	39	35	Seller's
NY	Suffolk County	\$749,000	\$598,000	67	18	50	27	Seller's
OH	Cincinnati	\$758,090	\$580,000	30	1	2	60	Buyer's
OH	Cleveland Suburbs	-	-	-	-	-	-	-
ON	GTA - Durham	\$1,275,450	\$825,000	4	6	35	6	Seller's
ON	GTA - York	\$868,950	\$755,000	36	60	113	8	Seller's
ON	Oakville	\$3,040,000	\$1,350,000	14	19	23	5	Seller's
ON	Toronto	\$1,299,500	\$1,110,001	346	194	228	18	Seller's
ON	Waterloo Region	\$949,900	\$815,000	1	11	61	7	Seller's
OR	Portland	-	-	-	-	-	-	-
SC	Charleston	\$1,222,000	\$839,900	59	16	43	27	Seller's
TN	Nashville	\$985,000	\$672,500	31	9	46	17	Seller's
TX	Austin	\$1,032,000	\$784,500	66	31	92	15	Seller's
TX	Collin County	-	-	-	-	-	-	-
TX	Dallas	\$937,500	\$718,000	94	25	55	23	Seller's
TX	Denton County	-	-	-	-	-	-	-
TX	Fort Worth	-	-	-	-	-	-	-
TX	Houston	\$639,950	\$635,000	111	32	43	24	Seller's
TX	San Angelo	-	-	-	-	-	-	-
TX	San Antonio	\$737,500	\$642,000	28	10	7	76	Seller's
TX	The Woodlands & Spring	-	-	-	-	-	-	-
UT	Park City	\$2,695,000	\$1,850,000	17	11	45	3	Seller's
VA	Arlington & Alexandria	\$1,149,000	\$960,000	51	20	62	10	Seller's
VA	Charlottesville	\$949,950	\$609,250	18	5	14	4	Seller's
VA	Fairfax County	\$783,490	\$699,990	76	33	141	8	Seller's
VA	McLean & Vienna	\$1,332,000	\$930,000	21	7	17	24	Seller's
VA	Richmond	-	-	-	-	-	-	-
WA	Greater Seattle	\$1,497,475	\$1,050,000	84	18	87	7	Seller's
WA	Seattle	\$1,773,975	\$1,239,000	62	10	21	8	Seller's

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