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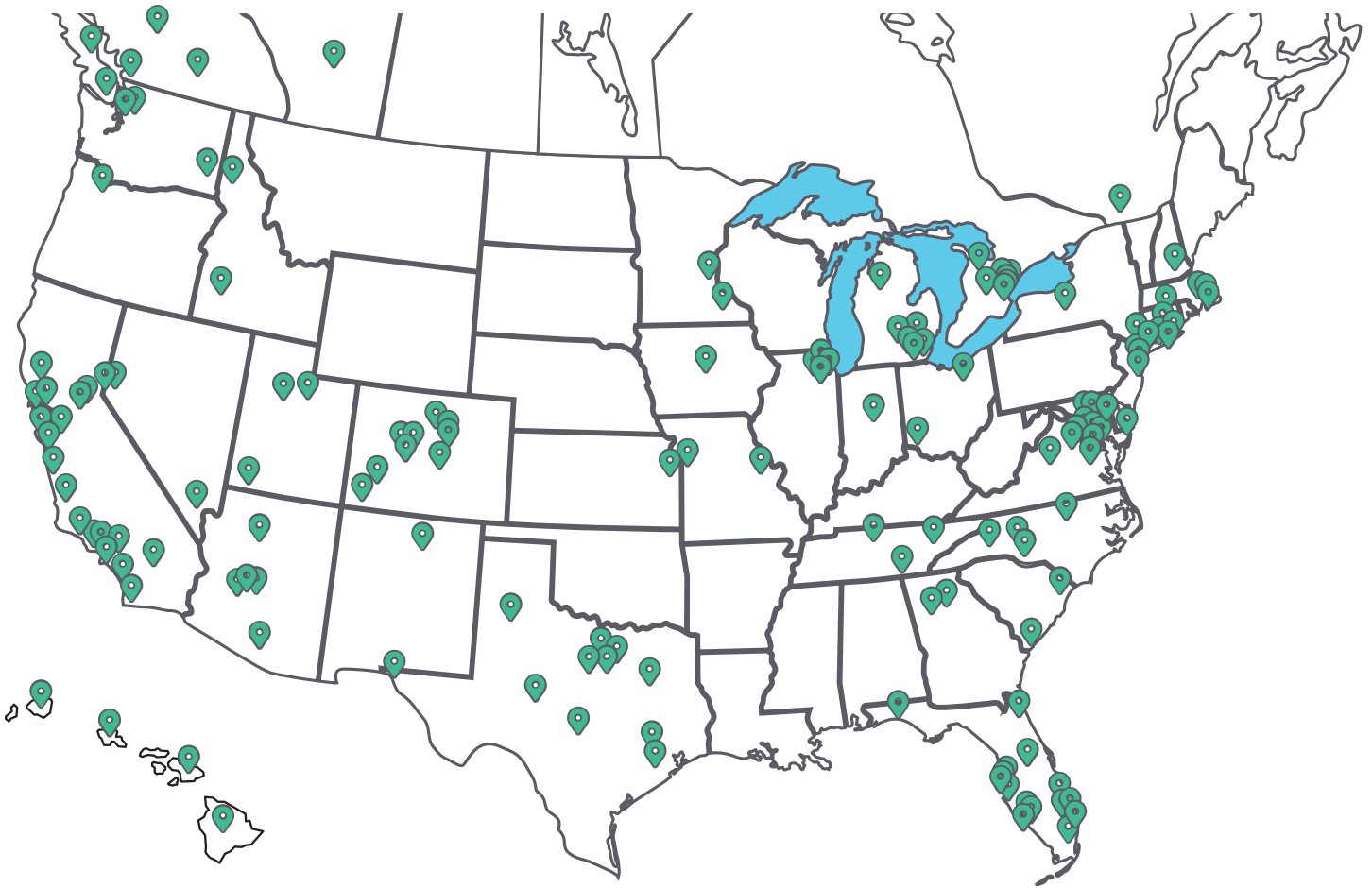
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LUXURY MARKET REPORT MARCH 2024

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. A Buyer's Market has a Sales Ratio of less than 12%; a Balanced Market has a ratio of 12% up to 21%; a Seller's Market has a ratio of 21% or higher. A Sales Ratio greater than 100% indicates the number of sold listings exceeds the number of listings available at the end of the month.

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



"The continuation of this upward trend is one that heralds the return of seller confidence and buyer demand as we enter the spring market."



NORTH AMERICAN LUXURY REVIEW

Demand for Luxury Real Estate on the Uptick

The last four months have seen a subtle change in the luxury real estate market.

While the affluent tend to be less impacted by outside influences, concerns over the financial market and economic variables did see buyers take a long pause and the market stagnate during most of 2023. Falling inventory, especially new listings entering the market and, even more specifically, a lack of home types in high demand, also resulted in a decline in the volume of sales.

In recent months, there has been a quiet optimism building as the increase in new inventory entering the market has opened more opportunities for buyers. In turn, this has resulted in an uptick in sales.

The data for February 2024 indicates there is positive movement with respect to sales. Compared to February 2023, the number of new listings entering the market increased by 41.4% for single-family homes and 46.4% for attached homes, but of more significance is that the number of sales also increased in both markets by 23.5% and 18.5%, respectively.

The reality is that except for the locations where the buying frenzy caused both price increases and continued sales growth to become unsustainable, luxury home purchases are once again seeing higher transaction levels across many markets.

The continuation of this upward trend is one that heralds the return of seller confidence and buyer demand as we enter the spring market.

Drivers of Demand

In addition to the opportunity for buyers' pent-up demand to be released, as more inventory becomes available, we are seeing other drivers start to play a significant role.

More competitive rates for mortgages and other loan types are now being offered to affluent buyers (as their wealth makes them considerably less risky to lenders), which is likely to help ignite more sales from those looking for a spring purchase.

Equally, markets that still offer more affordability or potential price growth are expected to see an uptick in demand. The growth of demand for the luxury sector in these markets is heavily driven by millennials, particularly those who can work from home.

This generation is not living in their parents' basements anymore; they are buying multimillion-dollar homes and is the generation expected to change the high-end housing market as their preferences are driven by technology and environmental requirements.

According to Coldwell Banker Global Luxury's recent Trend Report 2024, there is a new demographic about to enter the arena called 'HENRY's' (High Earners, Not Yet Rich), whose influence could be equally as significant as that of millennials on the luxury property market. They expect HENRYs to become first-time luxury homebuyers as their wealth becomes more solidified and their lifestyle requirements change due to settling down, family, or aspirations matching their new financial status.

Expectations are that we will see many fluctuations in demand, prices, and sales over the next few months. There will be a lack of consistency between markets and within markets themselves, where certain price points will see high demand and others will see very little interest.

Specific property types, as well as locations, are very much on the table when it comes to buyers' preferences too. Demand for 'move-in-ready' as well as the need to find a property that not only fulfills aspirational lifestyle choices but is amenity-rich too will be equally important for buyers in 2024.



Locations in Demand

Location has always been important to the affluent, and there is very little expectation for this to change, except perhaps in the diversity of new locations that will come to the forefront of demand this year.

The migration of high-power companies to new locations away from major metropolitan cities throughout North America during COVID is still very much a factor in attracting new affluent buyers. According to Sotheby's International Realty report, the rise of tech hubs in cities such as Houston, Miami, Phoenix, San Diego, Charlotte, Boston, and Tampa saw double-digit growth in salaries over the past year, which will certainly remain a strong enticement.

Old favorites such as key metropolises will continue to attract those whose businesses lie within, especially as more and more companies are demanding the return of not just their workforce but their senior executives too.

However, it is the continuing demand for multiple ownership of properties in rural, waterfront, and mountain locations, especially those that are less affected by climate change, that could see the most growth in 2024.

Property Types in Demand

Demand for very specific property types will also bring change to the luxury market, as the wealthy not only seek the right location but also homes with amenities that equally meet their practical needs and "must-have" requirements.

One trend that was on the uptick prior to the arrival of the pandemic was the demand for hotel-style living in private residences, and according to Coldwell Banker Global Luxury's Trend Report 2024, we should expect to see the demand for branded residences return.

They predict that these residences will dominate the high-end home market as the affluent seek not just the best white-glove service but also the opportunity to enjoy 'experiences'—and they are willing to pay top dollar.

Expect to see growth in the multi-generational home. New builds are being designed to cater to extended families, whether it be multiple master suites, separate living spaces, or even additional homes on the property.

That is not to say the trend is all about bigger. As people recognize they are happy to return to smaller footprints, particularly those heading towards metropolitan lifestyles, health and wellness are still top of mind. Instead, it is the use of space to promote physical and mental well-being that has become appreciated in an entirely new way.





Amenities in Demand

While the obvious, such as access to amenities like gyms, yoga studios, and spas, is important, it is the demand for sustainability and smart homes that is truly on the rise. Luxury homes, apartment buildings, and townhouse complexes are turning towards sustainable living options. This is not just for new builds, as many properties have gone through extensive renovations to provide for this demand.

Using smart home technology has helped to facilitate changing these environments with fully automated systems that control not just entertainment and security systems but lighting, temperature, air quality, and water conservation.

Privacy and security also remain highly important to the affluent, and there has been a notable increase in advanced security systems being implemented, as well as demand for properties that offer privacy and seclusion, whether branded residences or private homesteads.

Overall, the biggest demands in luxury real estate are often characterized by a combination of luxury lifestyle features, exclusivity, and investment potential. However, it's essential to note that these demands can vary significantly depending on regional preferences and market dynamics.

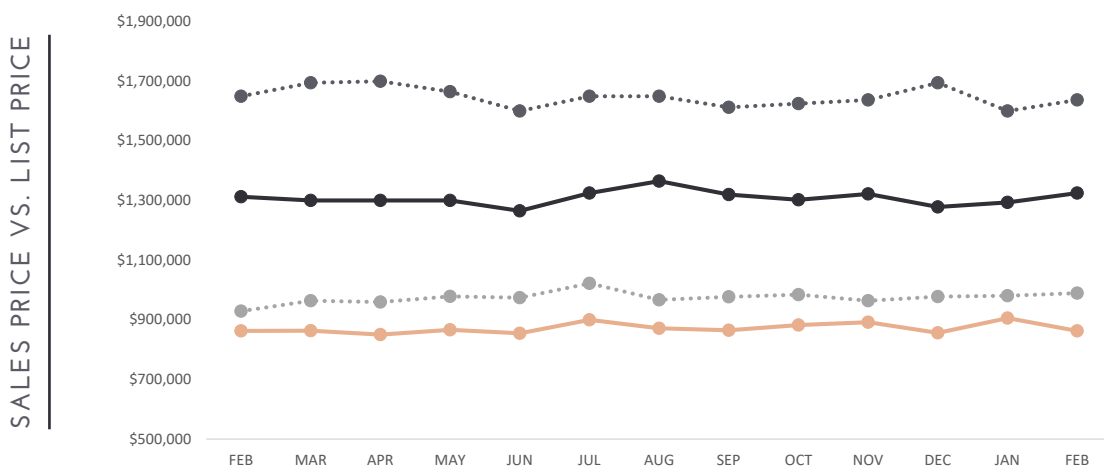
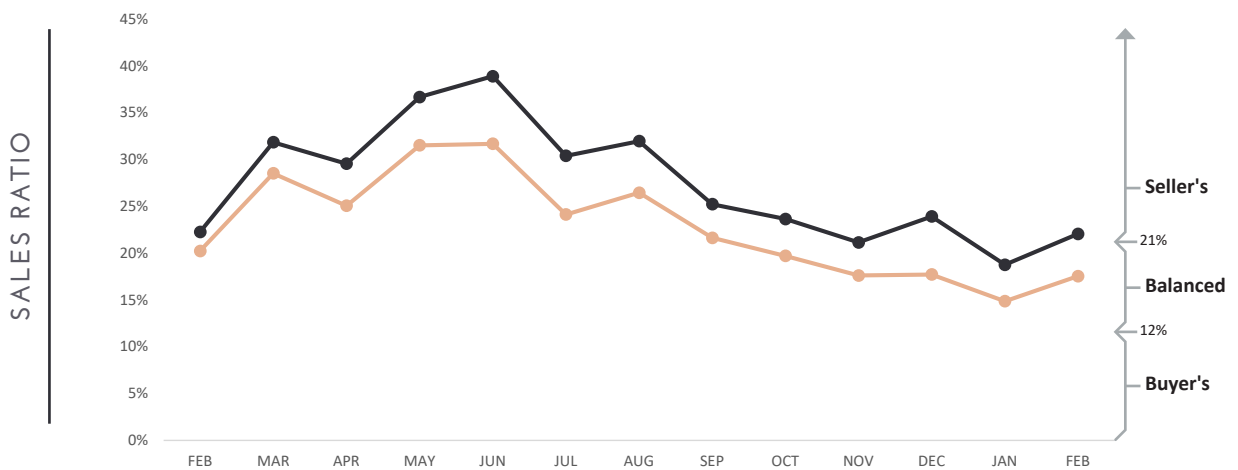
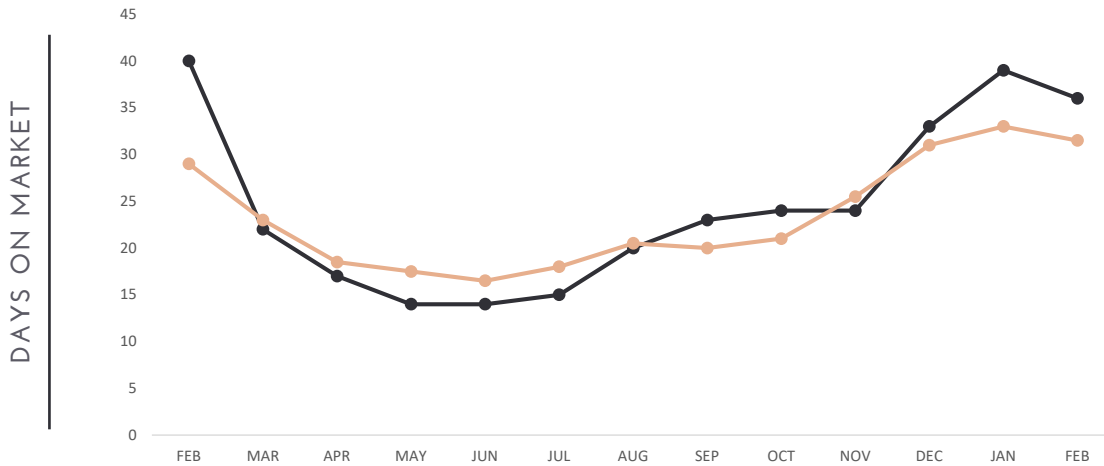
The art of selling and buying in this market needs a critical and analytical approach; understanding the realities and setting expectations accordingly will ensure that goals are achieved. For homeowners looking to buy or sell in today's market, we recommend working with a realtor who can capitalize on the preferences, trends, and demands in this dynamic and evolving environment.

- 13-MONTH MARKET TRENDS -

FOR THE LUXURY NORTH AMERICAN MARKET

Single-Family Homes
 Attached Homes
 Single-Family List Price
 Attached List Price

All data is based off median values. Median prices represent properties priced above respective city benchmark prices.



- LUXURY MONTHLY MARKET REVIEW -

A Review of Key Market Differences Year over Year

February 2023 | February 2024

SINGLE-FAMILY HOMES

	February 2023	February 2024		February 2023	February 2024
Median List Price	\$1,650,000	\$1,637,500	Total Inventory	43,183	53,795
Median Sale Price	\$1,312,500	\$1,325,000	New Listings	13,297	18,805
Median SP/LP Ratio	97.77%	98.11%	Total Sold	9,616	11,872
Total Sales Ratio	22.27%	22.07%	Median Days on Market	40	36
Median Price per Sq. Ft.	\$405	\$403	Average Home Size	3,319	3,213

Median prices represent properties priced above respective city benchmark prices.



SINGLE-FAMILY HOMES MARKET SUMMARY | FEBRUARY 2024

- Official Market Type: **Seller's Market** with a **22.07% Sales Ratio**.¹
- Homes are selling for an average of **98.11% of list price**.
- The median luxury threshold² price is **\$925,000**, and the median luxury home sales price is **\$1,325,000**.
- Markets with the Highest Median Sales Price: **Telluride** (\$5,710,000), **Vail** (\$5,000,000), **Park City** (\$4,375,000), and **Naples** (\$4,175,000).
- Markets with the Highest Sales Ratio: **East Bay** (105.1%), **St. Louis** (71.2%), **Seattle** (66.0%), and **Calgary** (63.7%).

¹Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. 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

February 2023 | February 2024

ATTACHED HOMES

	February 2023	February 2024		February 2023	February 2024
Median List Price	\$929,320	\$989,250	Total Inventory	16,359	22,351
Median Sale Price	\$862,500	\$862,500	New Listings	5,044	7,382
Median SP/LP Ratio	98.38%	98.77%	Total Sold	3,311	3,922
Total Sales Ratio	20.24%	17.55%	Median Days on Market	29	32
Median Price per Sq. Ft.	\$498	\$505	Average Home Size	1,914	1,904

Median prices represent properties priced above respective city benchmark prices.



ATTACHED HOMES MARKET SUMMARY | FEBRUARY 2024

- Official Market Type: **Balanced Market** with a **17.55% Sales Ratio**.¹
- Attached homes are selling for an average of **98.77% of list price**.
- The median luxury threshold² price is **\$700,000**, and the median attached luxury sale price is **\$989,250**.
- Markets with the Highest Median Sales Price: **Vail** (\$3,685,000), **Manhattan** (\$3,625,000), **Naples** (\$2,400,000), and **San Francisco** (\$2,375,000).
- Markets with the Highest Sales Ratio: **Howard County, MD** (207.7%), **Arlington & Alexandria** (108.5%), **Fairfax County, VA** (108.0%), and **Montgomery County, MD** (88.1%).

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 -

State	Market Name	SINGLE FAMILY HOMES					ATTACHED HOMES				
		List Price	Sold Price	DOM	Ratio	Market	List Price	Sold Price	DOM	Ratio	Market
AB	Calgary	\$1,175,000	\$938,500	14	63.7%	Seller's	\$749,999	\$667,000	14	34.7%	Seller's
AZ	Chandler and Gilbert	\$1,099,500	\$1,072,500	43	31.1%	Seller's	-	-	-	-	-
AZ	Flagstaff	\$1,637,500	\$1,230,000	122	19.7%	Balanced	-	-	-	-	-
AZ	Mesa	\$899,000	\$865,000	52	32.6%	Seller's	-	-	-	-	-
AZ	Paradise Valley	\$5,990,000	\$3,171,242	31	8.7%	Buyer's	-	-	-	-	-
AZ	Phoenix	\$931,750	\$819,750	47	29.3%	Seller's	-	-	-	-	-
AZ	Scottsdale	\$2,200,000	\$1,640,000	50	18.8%	Balanced	\$899,990	\$774,350	51	21.8%	Seller's
AZ	Tucson	\$725,000	\$650,000	27	23.7%	Seller's	-	-	-	-	-
BC	Okanagan Valley	\$1,788,000	\$1,420,000	89	3.4%	Buyer's	-	-	-	-	-
BC	Vancouver	\$4,300,000	\$3,287,500	14	7.4%	Buyer's	\$1,899,000	\$1,671,500	14	11.2%	Buyer's
BC	Victoria	\$2,500,000	\$1,950,000	25	15.9%	Balanced	\$979,000	\$926,500	20	31.4%	Seller's
BC	Whistler	\$5,599,000	\$3,050,000	58	3.4%	Buyer's	\$2,472,500	\$2,325,000	39	13.0%	Balanced
CA	Central Coast	\$2,950,000	\$2,550,000	38	12.7%	Balanced	\$1,400,000	\$1,165,000	11	35.1%	Seller's
CA	East Bay	\$2,299,000	\$1,959,500	9	105.1%	Seller's	\$1,098,000	\$1,144,000	7	85.3%	Seller's
CA	Greater Palm Springs	\$1,988,800	\$1,702,500	39	25.5%	Seller's	-	-	-	-	-
CA	Lake Tahoe	\$2,999,000	\$1,922,000	67	16.8%	Balanced	\$1,675,000	\$1,690,000	78	13.5%	Balanced
CA	Los Angeles Beach Cities	\$5,995,000	\$3,975,000	39	12.2%	Balanced	\$1,995,000	\$1,664,194	28	24.2%	Seller's
CA	Los Angeles City	\$4,950,000	\$3,425,000	24	12.4%	Balanced	\$1,775,000	\$1,399,000	31	12.1%	Balanced
CA	Los Angeles The Valley	\$2,937,500	\$2,112,500	38	25.1%	Seller's	\$808,000	\$800,000	24	49.6%	Seller's
CA	Marin County	\$3,972,500	\$2,887,500	38	21.6%	Seller's	\$1,125,000	\$940,000	94	4.8%	Buyer's
CA	Napa County	\$3,450,000	\$2,237,500	63	12.9%	Balanced	-	-	-	-	-
CA	Orange County	\$3,375,000	\$2,200,000	22	39.3%	Seller's	\$1,299,050	\$1,150,000	18	82.8%	Seller's
CA	Placer County	\$1,270,000	\$997,500	17	30.0%	Seller's	-	-	-	-	-
CA	Sacramento	\$999,000	\$925,000	16	40.5%	Seller's	-	-	-	-	-
CA	San Diego	\$2,595,000	\$1,960,000	11	45.7%	Seller's	\$1,283,206	\$1,100,000	10	56.8%	Seller's
CA	San Francisco	\$4,546,500	\$3,525,000	13	32.0%	Seller's	\$2,800,000	\$2,375,000	8	13.6%	Balanced
CA	San Luis Obispo County	\$1,799,000	\$1,450,000	44	31.4%	Seller's	-	-	-	-	-
CA	Silicon Valley	\$4,491,500	\$3,410,000	8	48.3%	Seller's	\$1,700,000	\$1,590,000	9	48.1%	Seller's
CA	Sonoma County	\$2,592,500	\$1,850,000	60	17.9%	Balanced	\$807,390	\$870,000	36	38.5%	Seller's
CA	Ventura County	\$2,595,000	\$1,775,000	45	23.8%	Seller's	\$754,900	\$754,500	46	36.0%	Seller's
CO	Boulder	\$2,250,000	\$1,604,048	46	25.4%	Seller's	\$1,099,000	\$819,000	36	24.7%	Seller's
CO	Colorado Springs	\$969,999	\$849,500	76	23.2%	Seller's	\$584,500	\$535,000	7	25.0%	Seller's
CO	Denver	\$1,699,000	\$1,357,500	24	25.9%	Seller's	\$850,000	\$790,000	9	26.5%	Seller's
CO	Douglas County	\$1,299,999	\$1,120,000	39	23.9%	Seller's	\$602,500	\$561,000	16	41.7%	Seller's
CO	Durango	\$1,550,000	\$1,485,000	184	6.4%	Buyer's	\$839,000	\$727,500	122	23.1%	Seller's
CO	Summit County	\$3,237,500	\$2,750,000	110	13.0%	Balanced	\$1,164,000	\$1,209,000	16	23.5%	Seller's
CO	Telluride	\$7,400,000	\$5,710,000	109	9.4%	Buyer's	\$2,400,000	\$1,545,000	80	29.3%	Seller's
CO	Vail	\$7,450,000	\$5,000,000	94	9.3%	Buyer's	\$3,895,000	\$3,685,000	25	25.3%	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 -

State	Market Name	SINGLE FAMILY HOMES					ATTACHED HOMES				
		List Price	Sold Price	DOM	Ratio	Market	List Price	Sold Price	DOM	Ratio	Market
CT	Central Connecticut	\$689,900	\$632,500	28	35.8%	Seller's	-	-	-	-	-
CT	Coastal Connecticut	\$2,475,000	\$1,840,000	40	16.6%	Balanced	\$1,180,000	\$680,000	50	29.5%	Seller's
DC	Washington D.C.	\$4,500,000	\$3,200,000	71	25.6%	Seller's	\$1,900,000	\$1,647,500	17	18.4%	Balanced
DE	Sussex County Coastal	\$1,595,000	\$1,397,500	30	21.1%	Seller's	\$1,012,500	\$815,000	44	15.4%	Balanced
FL	Boca Raton/Delray Beach	\$2,895,000	\$1,950,000	58	10.7%	Buyer's	\$1,050,000	\$855,000	64	11.4%	Buyer's
FL	Brevard County	\$829,900	\$783,372	24	18.5%	Balanced	\$715,000	\$690,000	120	10.4%	Buyer's
FL	Broward County	\$1,750,000	\$1,500,000	60	10.0%	Buyer's	\$699,700	\$575,000	37	7.2%	Buyer's
FL	Coastal Pinellas County West	\$2,097,000	\$1,975,000	66	10.6%	Buyer's	\$1,199,999	\$1,192,500	30	15.5%	Balanced
FL	Ft. Lauderdale	\$5,495,000	\$3,275,000	109	5.5%	Buyer's	\$2,495,000	\$2,087,500	96	6.6%	Buyer's
FL	Jacksonville Beaches	\$1,300,000	\$1,185,000	34	18.1%	Balanced	\$1,015,000	\$963,500	15	16.4%	Balanced
FL	Lee County	\$1,406,000	\$1,300,000	54	7.9%	Buyer's	\$849,000	\$760,000	42	7.6%	Buyer's
FL	Marco Island	\$2,900,000	\$2,650,000	111	8.2%	Buyer's	\$1,699,000	\$1,600,000	69	10.9%	Buyer's
FL	Miami	\$2,100,000	\$1,394,000	82	8.5%	Buyer's	\$1,539,900	\$1,250,000	110	5.0%	Buyer's
FL	Naples	\$5,300,000	\$4,175,000	66	5.9%	Buyer's	\$2,399,000	\$2,400,000	41	6.9%	Buyer's
FL	Orlando	\$1,290,000	\$1,200,000	33	14.6%	Balanced	\$565,000	\$565,000	36	12.9%	Balanced
FL	Palm Beach Towns	\$4,497,000	\$2,750,000	65	7.3%	Buyer's	\$2,125,000	\$1,400,000	46	6.1%	Buyer's
FL	Sarasota & Beaches	\$2,550,000	\$2,100,000	41	6.7%	Buyer's	\$1,687,000	\$1,650,000	13	7.8%	Buyer's
FL	South Pinellas County	\$1,549,999	\$1,300,000	45	12.7%	Balanced	\$1,000,000	\$938,000	40	15.9%	Balanced
FL	South Walton	\$2,562,500	\$2,073,350	41	8.3%	Buyer's	\$1,295,000	\$1,143,750	29	7.5%	Buyer's
FL	Tampa	\$750,000	\$695,500	41	25.3%	Seller's	\$899,500	\$660,000	23	17.7%	Balanced
GA	Atlanta	\$1,650,000	\$1,275,000	19	16.8%	Balanced	\$720,000	\$670,000	32	19.3%	Balanced
GA	Duluth	\$1,579,000	\$1,178,250	6	13.3%	Balanced	-	-	-	-	-
HI	Island of Hawaii	\$1,999,500	\$1,738,500	34	18.4%	Balanced	\$1,717,500	\$1,597,500	8	30.8%	Seller's
HI	Kauai	\$3,175,000	\$3,200,000	14	15.8%	Balanced	\$1,584,500	\$1,400,000	33	25.0%	Seller's
HI	Maui	\$3,882,000	\$2,049,608	108	13.1%	Balanced	\$1,995,000	\$1,595,000	63	8.7%	Buyer's
HI	Oahu	\$3,100,000	\$2,470,000	19	15.1%	Balanced	\$1,225,000	\$969,000	24	13.7%	Balanced
IA	Greater Des Moines	\$650,000	\$639,288	79	10.5%	Buyer's	-	-	-	-	-
ID	Ada County	\$796,950	\$739,900	26	36.7%	Seller's	\$599,900	\$650,000	85	8.3%	Buyer's
ID	Northern Idaho	\$1,750,000	\$1,493,000	141	9.8%	Buyer's	-	-	-	-	-
IL	Chicago	\$1,679,000	\$1,270,000	50	25.0%	Seller's	\$1,264,000	\$910,000	67	14.4%	Balanced
IL	DuPage County	\$1,305,338	\$937,500	39	23.7%	Seller's	\$750,000	\$1,042,500	68	19.0%	Balanced
IL	Lake County	\$1,339,041	\$1,049,000	36	31.1%	Seller's	-	-	-	-	-
IL	Will County	\$695,950	\$631,575	48	31.5%	Seller's	-	-	-	-	-
IN	Hamilton County	\$850,000	\$700,000	8	50.3%	Seller's	-	-	-	-	-
KS	Johnson County	\$829,250	\$800,000	10	17.0%	Balanced	\$634,720	\$701,478	105	8.6%	Buyer's
MA	Cape Cod	\$2,399,000	\$1,590,000	47	13.4%	Balanced	\$999,500	\$821,000	73	7.3%	Buyer's
MA	Greater Boston	\$3,869,000	\$2,787,000	47	14.9%	Balanced	\$2,597,000	\$1,989,900	43	9.9%	Buyer's
MA	South Shore	\$1,936,650	\$1,275,000	28	16.4%	Balanced	\$840,000	\$811,250	34	26.1%	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 -

State	Market Name	SINGLE FAMILY HOMES					ATTACHED HOMES				
		List Price	Sold Price	DOM	Ratio	Market	List Price	Sold Price	DOM	Ratio	Market
MD	Anne Arundel County	\$1,150,000	\$974,000	19	51.3%	Seller's	\$606,190	\$554,090	6	72.7%	Seller's
MD	Baltimore City	\$949,000	\$1,050,000	45	23.8%	Seller's	\$689,500	\$575,000	41	20.6%	Balanced
MD	Baltimore County	\$1,189,999	\$885,000	13	20.7%	Balanced	\$607,985	\$556,310	5	36.0%	Seller's
MD	Frederick County	\$898,999	\$835,000	10	34.3%	Seller's	-	-	-	-	-
MD	Howard County	\$1,199,995	\$1,075,000	5	39.1%	Seller's	\$739,990	\$620,000	5	207.7%	Seller's
MD	Montgomery County	\$2,097,500	\$1,652,500	7	35.0%	Seller's	\$973,743	\$810,000	6	88.1%	Seller's
MD	Talbot County	\$3,045,000	\$1,580,000	17	12.5%	Balanced	-	-	-	-	-
MD	Worcester County	\$950,000	\$755,000	9	17.6%	Balanced	\$634,250	\$640,000	54	14.7%	Balanced
MI	Grand Traverse	\$1,275,000	\$1,520,000	17	13.4%	Balanced	-	-	-	-	-
MI	Livingston County	\$735,000	\$689,000	19	17.5%	Balanced	-	-	-	-	-
MI	Monroe County	\$699,500	\$500,000	63	13.6%	Balanced	-	-	-	-	-
MI	Oakland County	\$849,999	\$635,500	17	35.6%	Seller's	\$689,000	\$569,000	34	22.2%	Seller's
MI	Washtenaw County	\$930,000	\$750,000	35	20.0%	Balanced	\$672,000	\$762,000	68	6.5%	Buyer's
MI	Wayne County	\$762,000	\$593,750	14	33.3%	Seller's	\$712,500	\$650,000	25	15.7%	Balanced
MN	Olmsted County	\$962,500	\$815,000	60	15.3%	Balanced	-	-	-	-	-
MN	Twin Cities	\$1,250,000	\$999,999	38	13.8%	Balanced	-	-	-	-	-
MO	Kansas City	\$699,950	\$665,750	33	19.6%	Balanced	-	-	-	-	-
MO	St. Louis	\$725,000	\$705,000	16	71.2%	Seller's	-	-	-	-	-
NC	Asheville	\$1,085,000	\$801,000	44	20.3%	Balanced	\$720,000	\$660,000	29	18.8%	Balanced
NC	Charlotte	\$1,350,000	\$930,500	6	50.7%	Seller's	\$656,950	\$622,333	33	46.2%	Seller's
NC	Lake Norman	\$1,349,000	\$1,057,500	28	28.7%	Seller's	\$599,900	\$577,400	86	57.9%	Seller's
NC	Raleigh-Durham	\$1,325,000	\$950,000	2	31.5%	Seller's	-	-	-	-	-
NH	Rockingham County	\$1,399,000	\$1,300,000	6	28.8%	Seller's	\$887,950	\$1,107,000	7	35.0%	Seller's
NJ	Bergen County	\$2,614,000	\$1,887,500	42	15.2%	Balanced	\$1,257,965	\$1,126,409	40	20.5%	Balanced
NJ	Morris County	\$1,768,000	\$1,350,000	16	22.1%	Seller's	\$782,000	\$660,000	15	44.6%	Seller's
NJ	Ocean County	\$1,125,000	\$859,950	44	19.9%	Balanced	\$975,000	\$729,900	71	18.6%	Balanced
NM	Taos	\$1,412,500	\$1,132,500	128	6.5%	Buyer's	-	-	-	-	-
NV	Lake Tahoe	\$5,598,000	\$3,475,000	248	14.3%	Balanced	\$1,207,500	\$1,207,500	128	12.5%	Balanced
NV	Las Vegas	\$1,836,900	\$1,405,000	44	21.1%	Seller's	-	-	-	-	-
NV	Reno	\$2,610,000	\$1,732,500	122	25.0%	Seller's	-	-	-	-	-
NY	Finger Lakes	-	-	-	-	-	-	-	-	-	-
NY	Manhattan	-	-	-	-	-	\$4,895,000	\$3,625,000	92	5.8%	Buyer's
NY	Nassau County	\$1,888,000	\$1,510,000	41	17.9%	Balanced	\$1,565,000	\$1,312,500	48	11.1%	Buyer's
NY	Staten Island	\$1,162,500	\$1,276,500	53	12.7%	Balanced	\$645,000	\$620,000	51	15.7%	Balanced
NY	Suffolk County	\$1,995,000	\$1,200,000	62	12.3%	Balanced	\$755,000	\$680,000	46	24.6%	Seller's
NY	Westchester County	\$2,249,000	\$1,525,180	26	24.5%	Seller's	-	-	-	-	-
OH	Cincinnati	\$884,950	\$705,000	12	23.8%	Seller's	-	-	-	-	-
OH	Cleveland Suburbs	\$899,900	\$653,850	32	20.0%	Balanced	-	-	-	-	-

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- LUXURY MONTHLY MARKET REVIEW -

State	Market Name	SINGLE FAMILY HOMES					ATTACHED HOMES				
		List Price	Sold Price	DOM	Ratio	Market	List Price	Sold Price	DOM	Ratio	Market
OH	Columbus	\$874,900	\$722,611	15	33.6%	Seller's	\$690,000	\$645,318	96	21.1%	Seller's
ON	GTA - Durham	\$1,905,900	\$1,516,000	12	26.8%	Seller's	\$849,950	\$833,400	24	36.7%	Seller's
ON	GTA - York	\$2,636,500	\$1,875,000	10	45.7%	Seller's	\$809,000	\$797,500	23	32.6%	Seller's
ON	Hamilton	\$1,891,950	\$1,737,500	31	9.4%	Buyer's	\$954,900	\$875,500	12	29.7%	Seller's
ON	Mississauga	\$3,188,944	\$2,255,000	8	15.7%	Balanced	\$999,990	\$932,500	11	35.7%	Seller's
ON	Oakville	\$3,250,000	\$2,365,000	17	37.8%	Seller's	\$1,249,500	\$990,250	27	37.5%	Seller's
ON	Toronto	\$3,895,000	\$3,097,500	8	21.5%	Seller's	\$1,235,000	\$1,150,000	16	21.5%	Seller's
ON	Waterloo Region	\$1,449,444	\$1,294,950	21	28.7%	Seller's	\$850,000	\$700,000	23	20.0%	Balanced
OR	Portland	\$1,380,000	\$1,137,500	27	18.9%	Balanced	\$695,000	\$657,000	31	12.7%	Balanced
SC	Charleston	\$1,850,000	\$1,350,000	27	25.0%	Seller's	\$1,225,000	\$877,000	26	29.9%	Seller's
SC	Hilton Head	\$2,100,000	\$1,675,000	32	18.7%	Balanced	\$1,175,000	\$900,000	14	53.8%	Seller's
TN	Greater Chattanooga	\$910,000	\$1,002,500	8	13.7%	Balanced	-	-	-	-	-
TN	Knoxville	\$909,900	\$851,500	24	38.0%	Seller's	-	-	-	-	-
TN	Nashville	\$1,850,000	\$1,442,000	11	20.8%	Balanced	\$724,900	\$699,900	53	17.7%	Balanced
TX	Austin	\$1,299,000	\$970,000	63	17.5%	Balanced	\$839,000	\$799,362	73	10.0%	Buyer's
TX	Collin County	\$739,990	\$700,000	32	32.6%	Seller's	-	-	-	-	-
TX	Dallas	\$1,398,000	\$1,115,000	20	28.7%	Seller's	\$715,000	\$645,000	18	17.4%	Balanced
TX	Denton County	\$798,880	\$758,000	46	24.0%	Seller's	-	-	-	-	-
TX	El Paso	\$625,000	\$575,914	43	16.7%	Balanced	-	-	-	-	-
TX	Fort Worth	\$850,000	\$822,500	48	24.0%	Seller's	-	-	-	-	-
TX	Greater Tyler	\$679,900	\$659,000	67	7.1%	Buyer's	-	-	-	-	-
TX	Houston	\$989,000	\$900,000	30	20.2%	Balanced	\$617,500	\$609,500	26	17.3%	Balanced
TX	Lubbock	\$700,000	\$605,000	147	24.6%	Seller's	-	-	-	-	-
TX	San Angelo	\$624,950	\$642,735	87	13.2%	Balanced	-	-	-	-	-
TX	San Antonio	\$799,000	\$750,000	76	12.6%	Balanced	\$694,900	\$750,000	72	5.9%	Buyer's
TX	The Woodlands & Spring	\$847,000	\$707,500	30	28.6%	Seller's	-	-	-	-	-
UT	Park City	\$4,900,000	\$4,375,000	148	15.4%	Balanced	\$2,175,000	\$2,285,700	46	19.0%	Balanced
UT	Salt Lake City	\$1,319,900	\$965,000	54	30.9%	Seller's	\$617,000	\$587,500	41	23.9%	Seller's
UT	Washington County	\$1,499,950	\$1,333,750	42	8.8%	Buyer's	-	-	-	-	-
VA	Arlington & Alexandria	\$2,285,000	\$1,820,000	7	35.4%	Seller's	\$1,100,000	\$990,000	6	108.5%	Seller's
VA	Fairfax County	\$2,299,900	\$1,530,000	6	33.7%	Seller's	\$788,637	\$725,000	5	108.0%	Seller's
VA	McLean & Vienna	\$2,999,950	\$1,925,000	14	22.0%	Seller's	\$1,399,999	\$920,012	3	84.6%	Seller's
VA	Richmond	\$799,963	\$799,990	11	32.7%	Seller's	\$592,380	\$557,143	14	31.8%	Seller's
VA	Smith Mountain Lake	\$1,500,000	\$1,325,000	57	17.1%	Balanced	-	-	-	-	-
WA	King County	\$2,179,900	\$1,692,500	6	61.8%	Seller's	\$1,250,000	\$1,125,000	12	44.2%	Seller's
WA	Seattle	\$2,196,500	\$1,650,000	6	66.0%	Seller's	\$1,495,000	\$1,329,000	18	28.2%	Seller's
WA	Spokane	\$1,124,848	\$1,010,000	88	7.6%	Buyer's	-	-	-	-	-

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