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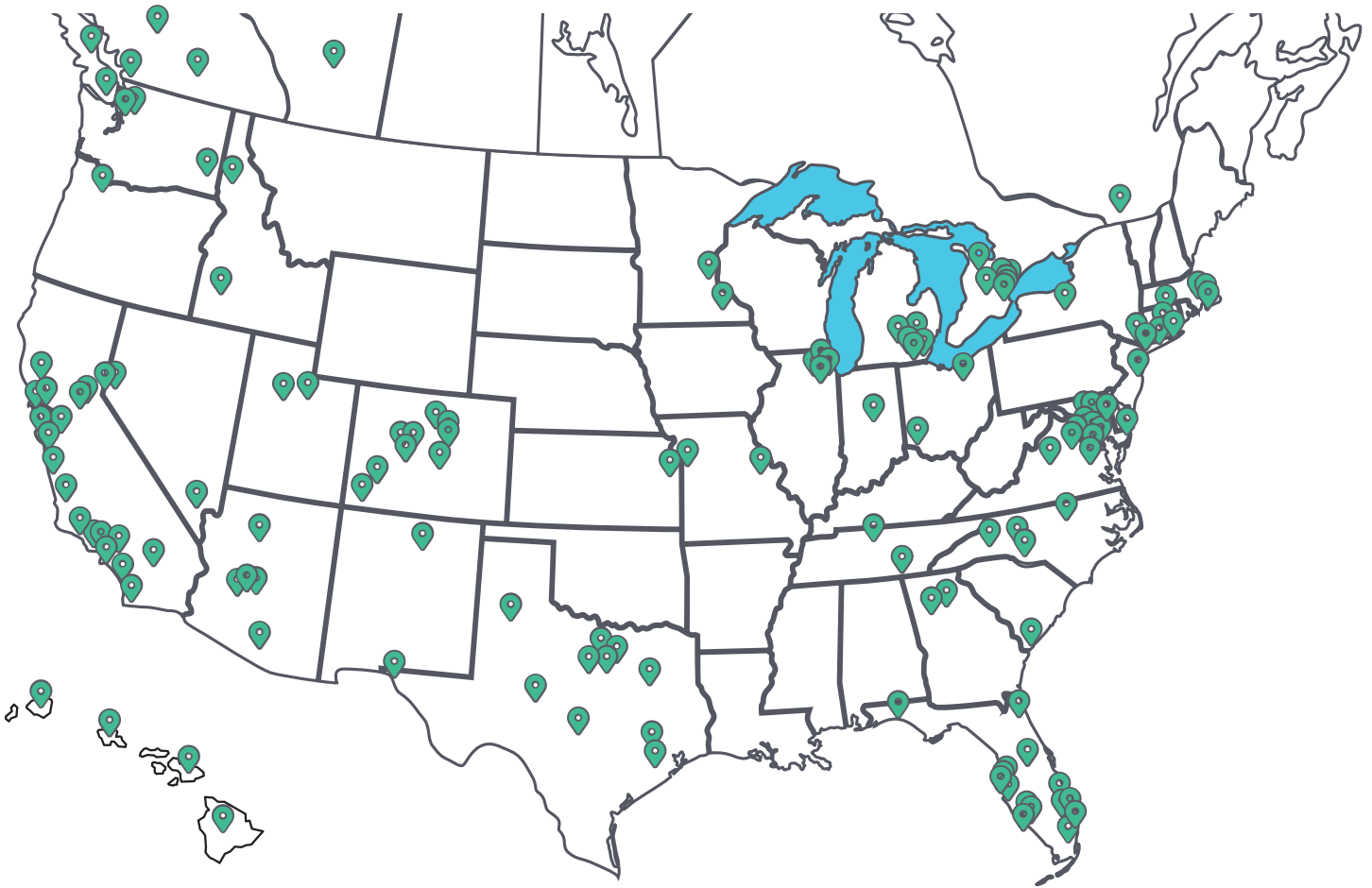


LUXURY MARKET REPORT  
OCTOBER 2022

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# THIS IS YOUR LUXURY MARKET REPORT



MAP OF LUXURY RESIDENTIAL MARKETS

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

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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.

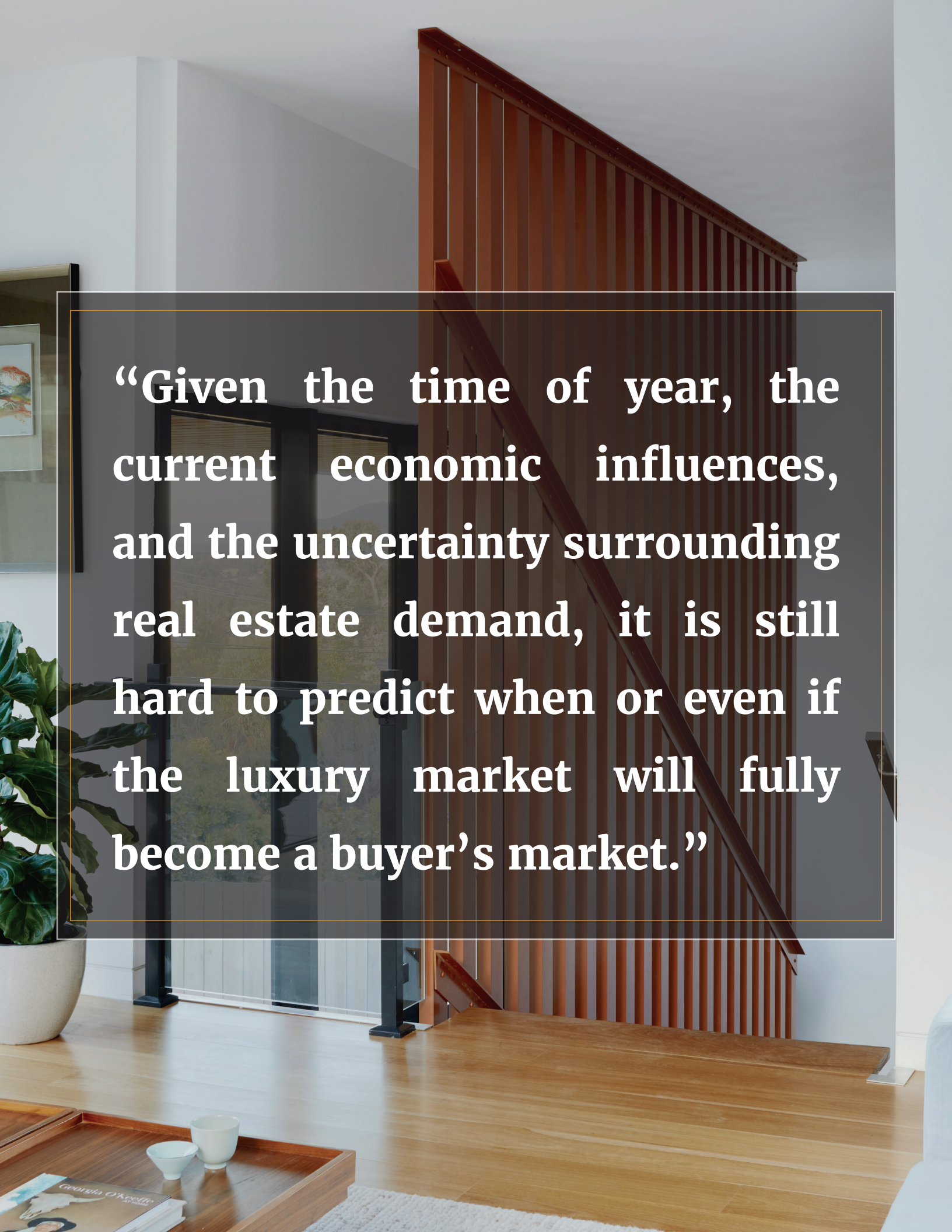
**LUXURY BENCHMARK PRICE:** The price point that marks the transition from traditional homes to luxury homes.

**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.



**“Given the time of year, the current economic influences, and the uncertainty surrounding real estate demand, it is still hard to predict when or even if the luxury market will fully become a buyer’s market.”**



# NORTH AMERICAN LUXURY REVIEW

## **Where is the Luxury Real Estate Market Headed?**

It is hard to picture that less than 12 months ago, the luxury real estate market was on a strong upward trajectory, consistently seeing demand increase, prices soar, and inventory levels fall.

Even though we realized that this trend could not continue infinitely, the speed at which the market appeared to turn in May 2022 seemed almost as dramatic as the upswing in May 2020 at the start of the pandemic.

Although the tables changed earlier this summer, with the number of homes listed for sale climbing for the first time since the start of the pandemic, there was still a feeling that while there would be a transition, it would be more gradual, eventually settling into a traditionally paced market.

Instead, what we saw over the last few months was a turmoil of differing opinions about the current status, media hype of doom and gloom, and expert contradictions about the future of the luxury real estate market.

The simple truth is that both the economy and the real estate market are in a state of unpredictable flux, when even traditional methods, such as raising interest rates, are not achieving the desired results as inflation increases. In September, U.S. inflation rose to 6.6%; in Canada, it is currently 7%.

In some locations, we see the severe impact of this increase in interest rates on the number of sales, whereas, in others, the lack of inventory is still playing heavily in the seller's favor. Some buyers are feeling the affordability squeeze because of the additional increase in the cost of borrowing. Yet, with very few sellers needing to put their homes on the market, inventory levels remain historically low, leaving even cash buyers without the negotiating power typically expected in a transitioning market.

The reality is the factors of how buyers and sellers are reacting combined with influences from outside the industry are creating conflicting messages that are resulting in strange times throughout the real estate market.

## Still a Seller's Market

It may be a surprise to discover that our analysis for September shows that many markets remain favorable to sellers for both luxury single-family and attached properties.

Last month we reported that 106 of our 140 single-family markets were still favorable to sellers. While 16 have transitioned to balanced – where the market is equally favorable to sellers as it is to buyers – 90 remain seller's markets.

In the attached market, of the 96 markets reported on by the Institute, 77 remain seller's markets.

It seems that there are still plenty of buyers – indeed, a survey by Bank of America found that the young and wealthy prefer assets like cryptocurrency, real estate, and private equity over investing in the stock market.

“Individuals ages 21 to 42 with at least \$3 million in assets have only a quarter of their portfolio in equities, compared with more than half for those who are older”, according to the study.

This is significant, especially for the future, as Baby Boomers are estimated to transfer over \$84 trillion of their wealth to Generation X and millennials between now and 2045, according to market research by Cerulli Associates.

## A Trend Toward Balanced

Coming back to the current status, it is important to realize that most luxury markets are starting or transitioning toward more favorable conditions for buyers as inventory levels steadily climb month over month.

As of September, the sales ratio, which measures the monthly sales against the remaining active listings at the end of the month for both single-family home and attached property markets, saw a further shift downwards towards the 21% threshold mark, which signifies a change from seller to a balanced market.





However, there is an anomaly in the claim that inventory levels are rising – the reality is that they are also increasing because homes are staying on the market longer. More choice has slowed the velocity of sales compared to 2021, but the lack of new inventory has equally slowed.

September's increase in new inventory is typically one of the largest of the calendar year, escalated by individuals returning from the vacation season with new plans; it kicks off the second busiest season in real estate. While the actual number of properties for sale in September 2022 rose significantly compared to September 2021, an increase of just 6% from August 2022 is well under the traditional expected norms of a 12-18% increase between these two months.

But it would be unrealistic to expect the extraordinary results of 2021, where the number of sales was greater than the remaining inventory each month. Nor should we expect to see many sales closing over the asking price and even fewer multiple offers – all typifying a directional transition toward a more balanced market.

### **Will a Buyer's Market Happen?**

Given the time of year, the current economic influences, and the uncertainty surrounding real estate demand, it is still hard to predict when or even if the luxury market will fully become a buyer's market.

September's numbers indicate an overall shift. However, as we head towards the winter months when typically, less inventory enters the market, we may see that ratio climb back up, especially if current sellers whose properties have been on the market for some time start to drop their prices further and attract more sales.

Much might also depend on whether we enter a recession. Currently, interest rates being hiked, stock markets falling, and companies scaling back their workforce are causing homebuyers to put on the brakes.

But, if we do go into a recession, interest rate hikes will be less likely as governments will look for people to start spending again to drive the economy. This will mean the cost of borrowing money will either stall at its present rate or even fall, creating more favorable conditions for purchasing real estate again.

All this speculation translates into a disconnect within the market, especially where sellers are not ready to drop their prices and buyers are looking to negotiate. But while economists and real estate experts debate the future, it is obvious that the luxury real estate market has started to go through a correction, and its overall status has shifted direction.

Those looking for investment opportunities are focusing on the newer and second home markets, which saw some of the biggest price increases during the pandemic, as indications are that prices, although not lower than September 2021, have decreased in the last six months.

Contrary to this, other markets are seeing their sellers hold off, not wanting to trade their low mortgage rates for considerably higher ones, or realizing they have missed the peak, they are simply not putting their homes up for sale. This means that inventory levels are not increasing at the expected rate, which will slow the fall of home prices for these markets.

Equally, there is still a housing shortage in many luxury markets, albeit a highly varied one depending on the location and price point. However, in certain high-demand communities, there simply isn't any inventory available because it was all snapped up during the last two years.

One thing is certain, now more than ever, it is important to work with a luxury property specialist to ascertain what is truly happening in your local marketplace. The art of selling and buying in this market needs a critical and analytical approach; understanding the realities and setting expectations accordingly will ensure that goals are achieved.



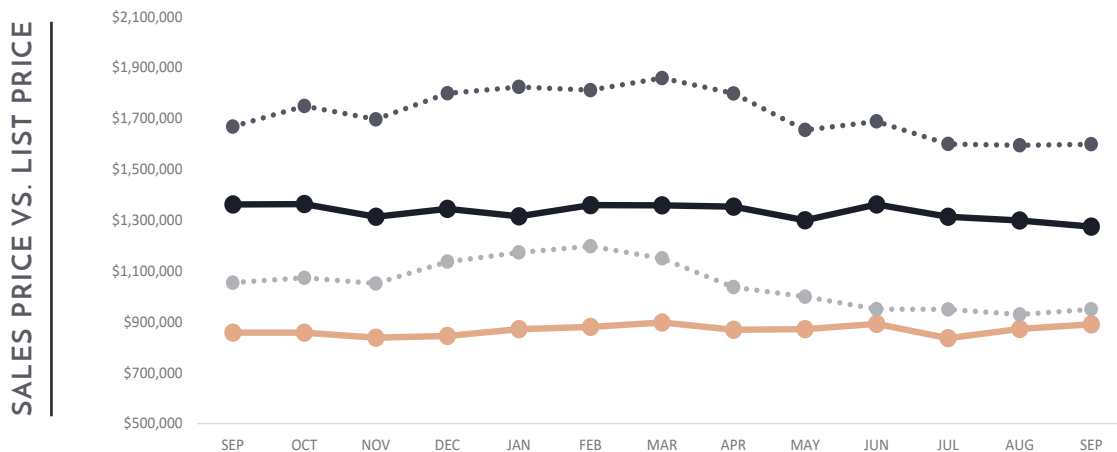
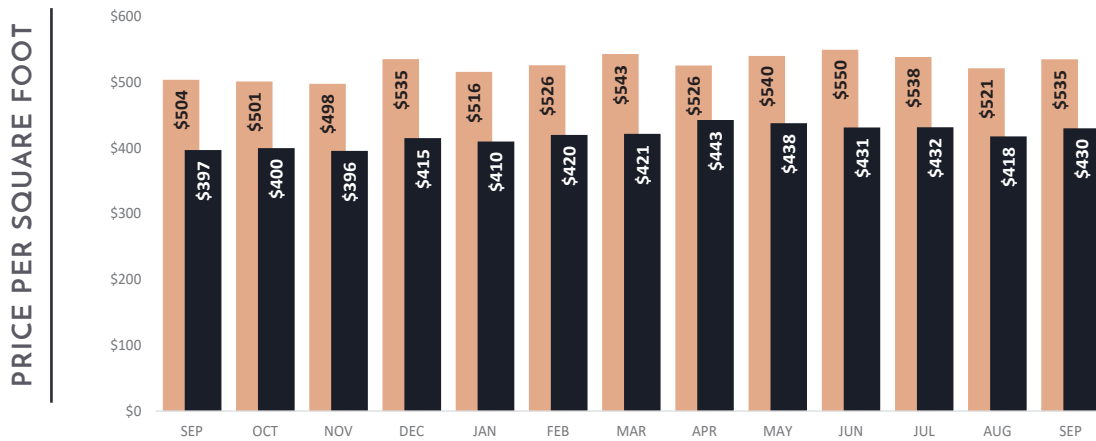
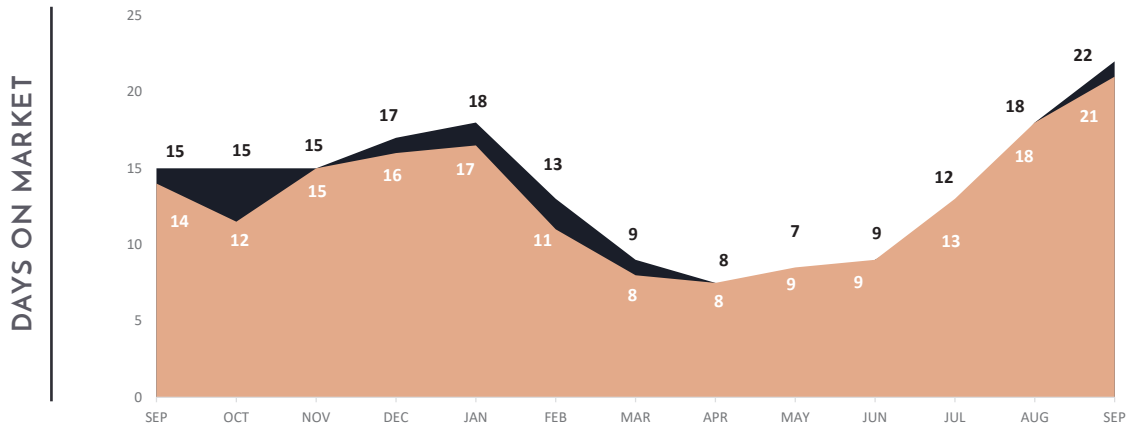


# - 13-MONTH MARKET TRENDS -

## 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

September 2021 | September 2022

### SINGLE-FAMILY HOMES

	September 2021	September 2022		September 2021	September 2022
Median List Price	\$1,668,750	\$1,599,000	Total Inventory	33,154	54,616
Median Sale Price	\$1,362,500	\$1,275,000	New Listings	11,720	18,310
Median SP/LP Ratio	100.00%	98.43%	Total Sold	17,368	15,035
Total Sales Ratio	52.39%	27.53%	Median Days on Market	15	22
Median Price per Sq. Ft.	\$397	\$430	Average Home Size	3,425	3,190

Median prices represent properties priced above respective city benchmark prices.



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

- Official Market Type: **Seller's Market** with a **27.53% Sales Ratio**.<sup>1</sup>
- Homes are selling for an average of **98.43% of list price**.
- The median luxury threshold<sup>2</sup> price is **\$925,000**, and the median luxury home sales price is **\$1,275,000**.
- Markets with the Highest Median Sales Price: **Aspen** (\$7,750,000), **Whistler** (\$5,815,000), **Vail** (\$4,500,000), and **Los Angeles Beach Cities** (\$4,260,000).
- Markets with the Highest Sales Ratio: **Cleveland Suburbs** (94%), **East Bay** (75%), **St. Louis** (62%) and **Hamilton County** (62%).

<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

September 2021 | September 2022

### ATTACHED HOMES

	September 2021	September 2022		September 2021	September 2022
Median List Price	\$1,054,750	\$949,450	Total Inventory	12,400	16,143
Median Sale Price	\$857,500	\$890,500	New Listings	4,779	5,876
Median SP/LP Ratio	100.00%	98.95%	Total Sold	5,043	4,004
Total Sales Ratio	40.67%	24.80%	Median Days on Market	14	21
Median Price per Sq. Ft.	\$504	\$535	Average Home Size	1,985	1,845

Median prices represent properties priced above respective city benchmark prices.



### ATTACHED HOMES MARKET SUMMARY | SEPTEMBER 2022

- Official Market Type: **Seller's Market** with a **24.80% Sales Ratio**.<sup>1</sup>
- Attached homes are selling for an average of **98.95% of list price**.
- The median luxury threshold<sup>2</sup> price is **\$700,000**, and the median attached luxury sale price is **\$890,500**.
- Markets with the Highest Median Sales Price: **Aspen** (\$3,637,500), **Vail** (\$3,500,000), **San Francisco** (\$2,500,000), and **Naples** (\$2,100,000).
- Markets with the Highest Sales Ratio: **Howard County** (124%), **Central Coast** (107%), **South Shore** (89%) and **Cape Cod** (89%).

<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	\$1,100,000	\$960,000	557	264	142	24	Seller's
AZ	Chandler and Gilbert	\$1,069,850	\$970,000	269	87	82	48	Seller's
AZ	Flagstaff	\$1,397,000	\$1,182,000	94	23	14	81	Buyer's
AZ	Mesa	\$847,000	\$830,000	236	71	70	42	Seller's
AZ	Paradise Valley	\$4,999,000	\$3,600,000	133	31	15	44	Buyer's
AZ	Phoenix	\$850,000	\$775,000	935	317	275	45	Seller's
AZ	Scottsdale	\$1,850,000	\$1,570,000	737	231	139	49	Balanced
AZ	Tucson	\$699,900	\$640,000	850	279	223	12	Seller's
BC	Mid Vancouver Island	\$1,599,900	\$1,440,000	199	69	15	22	Buyer's
BC	Okanagan Valley	\$1,779,500	\$1,587,500	928	243	65	41	Buyer's
BC	Vancouver	\$4,480,000	\$3,638,800	1187	312	59	17	Buyer's
BC	Victoria	\$2,299,000	\$2,067,000	136	67	27	49	Balanced
BC	Whistler	\$4,500,000	\$5,815,000	52	11	4	97	Buyer's
CA	Central Coast	\$2,755,000	\$2,600,000	245	80	72	13	Seller's
CA	East Bay	\$2,195,000	\$1,920,000	527	295	397	16	Seller's
CA	Greater Palm Springs	\$1,895,000	\$1,567,500	298	151	70	37	Seller's
CA	Lake Tahoe	\$2,495,000	\$1,697,500	194	30	38	28	Balanced
CA	Los Angeles Beach Cities	\$5,997,000	\$4,260,000	304	102	77	17	Seller's
CA	Los Angeles City	\$4,995,000	\$3,405,000	684	219	120	24	Balanced
CA	Los Angeles The Valley	\$2,458,888	\$2,100,000	507	213	140	24	Seller's
CA	Marin County	\$3,895,000	\$2,950,000	136	20	30	11	Seller's
CA	Napa County	\$4,750,000	\$2,650,000	117	16	20	20	Balanced
CA	Orange County	\$2,549,000	\$2,212,500	1031	336	370	19	Seller's
CA	Placer County	\$1,159,000	\$1,082,500	274	86	88	23	Seller's
CA	Sacramento	\$945,000	\$905,000	711	284	255	18	Seller's
CA	San Diego	\$2,099,000	\$1,850,000	1144	439	303	19	Seller's
CA	San Francisco	\$4,497,500	\$3,182,500	166	66	48	14	Seller's
CA	San Luis Obispo County	\$1,799,000	\$1,395,000	161	50	72	37	Seller's
CA	Santa Barbara	\$6,495,000	\$3,537,500	127	44	40	16	Seller's
CA	Silicon Valley	\$3,950,000	\$3,350,000	526	266	245	12	Seller's
CA	Sonoma County	\$2,500,000	\$1,625,000	225	43	47	32	Balanced
CA	Ventura County	\$2,074,000	\$1,660,000	262	70	75	38	Seller's
CO	Aspen	\$14,900,000	\$7,750,000	95	5	3	87	Buyer's
CO	Boulder	\$2,185,000	\$1,650,000	228	88	73	42	Seller's
CO	Colorado Springs	\$900,000	\$859,000	428	124	137	18	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	Denver	\$1,530,000	\$1,372,500	639	266	286	18	Seller's
CO	Douglas County	\$1,352,500	\$1,220,000	296	103	142	25	Seller's
CO	Durango	\$1,600,000	\$1,375,000	128	27	29	70	Seller's
CO	Summit County	\$3,262,500	\$2,500,000	90	17	11	25	Buyer's
CO	Telluride	\$6,475,000	\$3,100,000	82	6	10	96	Buyer's
CO	Vail	\$4,700,000	\$4,500,000	81	10	12	45	Buyer's
CT	Central Connecticut	\$699,000	\$625,000	387	103	185	7	Seller's
CT	Coastal Connecticut	\$2,199,500	\$1,695,000	590	168	175	37	Seller's
DC	Washington D.C.	\$3,995,000	\$2,655,875	51	24	10	19	Balanced
DE	Sussex County Coastal	\$1,458,000	\$1,250,000	158	34	42	14	Seller's
FL	Boca Raton/Delray Beach	\$2,590,000	\$2,125,000	449	112	62	20	Buyer's
FL	Coastal Pinellas County	\$2,399,000	\$1,940,000	88	13	12	28	Buyer's
FL	Greater Fort Lauderdale	\$1,346,500	\$1,050,000	1460	428	270	27	Balanced
FL	Jacksonville Beaches	\$1,472,125	\$1,150,000	306	96	61	26	Balanced
FL	Lee County	\$1,399,999	\$1,192,500	497	83	68	33	Buyer's
FL	Marco Island	\$2,762,500	\$2,761,500	100	18	10	85	Buyer's
FL	Miami	\$1,999,450	\$1,450,000	894	180	94	43	Buyer's
FL	Naples	\$4,900,000	\$3,600,000	245	44	18	27	Buyer's
FL	Orlando	\$1,250,000	\$1,120,000	686	176	136	22	Balanced
FL	Palm Beach Towns	\$3,450,000	\$2,010,300	235	48	26	39	Buyer's
FL	Sarasota & Beaches	\$2,872,500	\$1,895,000	252	39	43	30	Balanced
FL	South Pinellas County	\$1,599,000	\$1,225,000	251	52	54	30	Seller's
FL	South Walton	\$2,300,000	\$2,100,000	421	89	38	41	Buyer's
FL	Space Coast	\$850,000	\$749,900	323	88	105	13	Seller's
FL	Tampa	\$749,000	\$684,000	1295	351	328	21	Seller's
FL	Weston	\$1,249,000	\$960,000	113	35	32	26	Seller's
GA	Atlanta	\$1,499,000	\$1,220,000	691	270	225	16	Seller's
GA	Duluth	\$1,350,000	\$1,325,000	17	4	7	8	Seller's
HI	Island of Hawaii	\$1,900,000	\$1,630,000	113	22	20	28	Balanced
HI	Kauai	\$2,695,000	\$2,100,000	51	9	7	15	Buyer's
HI	Maui	\$2,997,000	\$2,558,000	138	30	13	100	Buyer's
HI	Oahu	\$3,130,000	\$2,300,000	195	44	37	21	Balanced
ID	Ada County	\$786,900	\$799,990	1057	361	261	12	Seller's
ID	Northern Idaho	\$1,700,000	\$1,402,000	436	90	71	76	Balanced
IL	Chicago	\$1,499,900	\$1,275,000	733	288	265	20	Seller's
IL	DuPage County	\$1,173,000	\$863,750	334	112	100	18	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	Lake County	\$1,185,000	\$912,500	284	89	120	22	Seller's
IL	Will County	\$649,900	\$615,000	247	99	119	16	Seller's
IN	Hamilton County	\$839,998	\$750,000	176	78	109	7	Seller's
KS	Johnson County	\$824,385	\$822,639	404	82	145	12	Seller's
MA	Cape Cod	\$2,497,450	\$1,800,000	118	39	45	24	Seller's
MA	Greater Boston	\$2,995,000	\$2,847,500	133	73	38	46	Seller's
MA	South Shore	\$1,822,500	\$1,425,000	72	29	41	25	Seller's
MD	Anne Arundel County	\$964,500	\$869,000	194	78	103	6	Seller's
MD	Frederick County	\$875,000	\$865,170	61	24	32	4	Seller's
MD	Howard County	\$1,134,488	\$1,085,000	110	37	53	15	Seller's
MD	Montgomery County	\$1,850,000	\$1,505,000	193	77	82	12	Seller's
MD	Talbot County	\$2,112,000	\$2,295,000	40	9	11	7	Seller's
MD	Worcester County	\$1,047,500	\$740,000	56	18	13	8	Seller's
MI	Livingston County	\$750,000	\$652,000	104	31	20	20	Balanced
MI	Monroe County	\$650,000	\$547,000	13	4	4	36	Seller's
MI	Oakland County	\$749,000	\$637,000	975	407	263	20	Seller's
MI	Washtenaw County	\$875,000	\$740,000	180	62	51	11	Seller's
MI	Wayne County	\$695,000	\$625,000	250	88	95	16	Seller's
MN	Olmsted County	\$809,900	\$750,000	83	22	16	38	Balanced
MN	Twin Cities	\$1,199,000	\$1,042,500	746	257	221	21	Seller's
MO	Kansas City	\$675,000	\$651,710	1349	313	432	7	Seller's
MO	St. Louis	\$799,950	\$649,000	124	63	77	6	Seller's
NC	Asheville	\$1,150,000	\$955,000	246	85	93	11	Seller's
NC	Charlotte	\$1,100,000	\$960,000	627	243	345	7	Seller's
NC	Lake Norman	\$1,187,500	\$1,108,930	218	76	93	6	Seller's
NC	Raleigh-Durham	\$1,086,962	\$933,139	561	155	198	4	Seller's
NJ	Ocean County	\$900,000	\$820,000	509	170	149	16	Seller's
NM	Taos	\$1,200,000	\$984,500	84	9	14	114	Balanced
NV	Lake Tahoe	\$3,500,000	\$2,950,000	136	12	13	72	Buyer's
NV	Las Vegas	\$1,599,000	\$1,288,692	807	215	86	31	Buyer's
NV	Reno	\$1,925,000	\$1,900,000	145	31	19	84	Buyer's
NY	Finger Lakes	\$1,999,000	\$866,000	31	5	8	23	Seller's
NY	Nassau County	\$1,850,000	\$1,550,000	761	175	160	30	Seller's
NY	Staten Island	\$1,279,450	\$999,000	178	40	29	53	Balanced
NY	Suffolk County	\$1,900,000	\$1,185,000	845	189	168	35	Balanced
OH	Cincinnati	\$849,900	\$770,000	238	33	59	4	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	Cleveland Suburbs	\$699,900	\$689,000	31	13	29	30	Seller's
ON	GTA - Durham	\$1,995,000	\$1,592,511	187	140	57	16	Seller's
ON	GTA - York	\$2,500,000	\$1,780,000	517	321	127	11	Seller's
ON	Hamilton	\$1,799,900	\$1,748,750	237	119	18	19	Buyer's
ON	Mississauga	\$3,049,500	\$2,705,444	120	63	10	23	Buyer's
ON	Oakville	\$2,548,800	\$2,710,000	109	71	28	14	Seller's
ON	Toronto	\$3,799,444	\$3,178,000	430	292	75	8	Balanced
ON	Waterloo Region	\$1,512,400	\$1,212,500	151	82	2	54	Buyer's
OR	Portland	\$1,300,000	\$1,100,000	645	225	201	12	Seller's
QC	Montreal	\$1,690,000	\$1,502,500	177	159	22	25	Buyer's
SC	Hilton Head	\$2,065,000	\$1,672,500	239	51	68	20	Seller's
TN	Greater Chattanooga	\$1,070,000	\$984,060	202	50	53	22	Seller's
TN	Nashville	\$1,622,500	\$1,345,000	662	256	222	11	Seller's
TX	Austin	\$1,095,000	\$999,750	1219	443	276	32	Seller's
TX	Collin County	\$749,900	\$699,599	1421	527	516	22	Seller's
TX	Dallas	\$1,299,000	\$1,135,925	435	190	146	22	Seller's
TX	Denton County	\$767,269	\$700,000	1129	375	327	21	Seller's
TX	El Paso	\$629,500	\$616,000	170	51	33	25	Balanced
TX	Fort Worth	\$849,900	\$757,000	953	343	354	20	Seller's
TX	Greater Tyler	\$799,450	\$622,500	198	69	44	22	Seller's
TX	Houston	\$974,950	\$850,000	1156	446	264	22	Seller's
TX	Lubbock	\$645,000	\$650,000	103	42	23	56	Seller's
TX	San Angelo	\$648,888	\$575,000	53	16	11	72	Balanced
TX	San Antonio	\$799,995	\$702,500	620	160	172	33	Seller's
TX	The Woodlands & Spring	\$799,945	\$737,313	214	94	122	13	Seller's
UT	Park City	\$4,590,000	\$3,882,725	181	27	28	57	Balanced
UT	Salt Lake City	\$1,158,880	\$1,027,500	491	188	144	36	Seller's
VA	Arlington & Alexandria	\$2,199,999	\$2,050,000	89	47	15	7	Balanced
VA	Charlottesville	\$1,336,975	\$1,175,000	140	38	29	6	Balanced
VA	Fairfax County	\$1,999,999	\$1,437,500	351	134	98	18	Seller's
VA	McLean & Vienna	\$2,773,975	\$1,829,943	156	54	30	20	Balanced
VA	Richmond	\$799,450	\$770,833	336	119	135	8	Seller's
VA	Smith Mountain Lake	\$1,750,000	\$1,180,000	21	6	12	21	Seller's
WA	King County - Greater Seattle	\$1,898,000	\$1,720,000	1143	560	523	15	Seller's
WA	Seattle	\$1,820,000	\$1,700,000	299	178	143	14	Seller's
WA	Spokane	\$1,095,000	\$1,010,000	148	72	39	14	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	\$750,000	\$720,000	145	44	29	46	Balanced
AZ	Chandler and Gilbert	-	-	-	-	-	-	-
AZ	Flagstaff	-	-	-	-	-	-	-
AZ	Mesa	-	-	-	-	-	-	-
AZ	Paradise Valley	-	-	-	-	-	-	-
AZ	Phoenix	-	-	-	-	-	-	-
AZ	Scottsdale	\$872,500	\$690,000	208	60	44	48	Seller's
AZ	Tucson	-	-	-	-	-	-	-
BC	Mid Vancouver Island	\$869,900	\$822,722	67	36	10	46	Buyer's
BC	Okanagan Valley	-	-	-	-	-	-	-
BC	Vancouver	\$1,998,000	\$1,787,500	1018	400	56	27	Buyer's
BC	Victoria	\$971,950	\$930,000	142	94	32	35	Seller's
BC	Whistler	\$2,518,500	\$1,917,500	40	15	2	56	Buyer's
CA	Central Coast	\$1,249,000	\$1,075,000	29	13	31	14	Seller's
CA	East Bay	\$1,100,000	\$1,072,500	155	86	102	17	Seller's
CA	Greater Palm Springs	-	-	-	-	-	-	-
CA	Lake Tahoe	\$1,850,000	\$1,846,289	29	8	8	26	Seller's
CA	Los Angeles Beach Cities	\$1,850,000	\$1,618,750	155	58	58	16	Seller's
CA	Los Angeles City	\$1,649,000	\$1,392,500	383	133	78	26	Balanced
CA	Los Angeles The Valley	\$799,000	\$785,000	144	54	64	23	Seller's
CA	Marin County	\$1,300,000	\$977,500	32	2	10	13	Seller's
CA	Napa County	-	-	-	-	-	-	-
CA	Orange County	\$1,180,000	\$1,129,995	382	164	162	25	Seller's
CA	Placer County	-	-	-	-	-	-	-
CA	Sacramento	-	-	-	-	-	-	-
CA	San Diego	\$1,124,000	\$1,031,000	413	176	156	19	Seller's
CA	San Francisco	\$2,750,000	\$2,500,000	139	34	25	33	Balanced
CA	San Luis Obispo County	-	-	-	-	-	-	-
CA	Santa Barbara	\$1,695,000	\$1,625,000	13	9	8	6	Seller's
CA	Silicon Valley	\$1,684,444	\$1,610,000	120	66	74	15	Seller's
CA	Sonoma County	\$914,500	\$744,750	20	5	10	32	Seller's
CA	Ventura County	\$750,000	\$747,000	118	50	64	25	Seller's
CO	Aspen	\$3,649,000	\$3,637,500	38	6	6	64	Balanced
CO	Boulder	\$876,950	\$955,000	74	37	40	48	Seller's
CO	Colorado Springs	\$590,156	\$602,500	44	10	18	13	Seller's

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State	Market Name	Median List Price	Median Sold Price	Inventory	New Listings	Sold	Days on Market	Market Status
CO	Denver	\$998,500	\$795,000	155	51	47	30	Seller's
CO	Douglas County	\$570,000	\$560,000	26	8	10	38	Seller's
CO	Durango	\$793,905	\$720,000	21	3	7	82	Seller's
CO	Summit County	\$1,495,000	\$1,150,000	33	8	12	15	Seller's
CO	Telluride	-	-	-	-	-	-	-
CO	Vail	\$4,074,500	\$3,500,000	64	11	15	1	Seller's
CT	Central Connecticut	-	-	-	-	-	-	-
CT	Coastal Connecticut	\$1,385,000	\$795,000	186	44	59	28	Seller's
DC	Washington D.C.	\$1,846,995	\$1,584,000	246	127	41	10	Balanced
DE	Sussex County Coastal	\$949,450	\$889,000	26	11	16	12	Seller's
FL	Boca Raton/Delray Beach	\$872,500	\$735,000	270	73	61	14	Seller's
FL	Coastal Pinellas County	\$1,369,000	\$988,150	100	29	24	25	Seller's
FL	Greater Fort Lauderdale	\$849,000	\$780,000	888	186	152	33	Balanced
FL	Jacksonville Beaches	\$1,197,000	\$937,500	34	6	8	47	Seller's
FL	Lee County	\$850,000	\$795,000	228	53	37	29	Balanced
FL	Marco Island	\$1,697,000	\$1,225,000	34	6	4	16	Buyer's
FL	Miami	\$1,399,250	\$1,250,000	1280	250	111	53	Buyer's
FL	Naples	\$2,300,000	\$2,100,000	143	42	29	11	Balanced
FL	Orlando	\$564,950	\$549,950	204	59	44	14	Seller's
FL	Palm Beach Towns	\$1,750,000	\$1,650,000	224	71	24	21	Buyer's
FL	Sarasota & Beaches	\$1,700,000	\$1,360,000	125	35	35	14	Seller's
FL	South Pinellas County	\$1,077,500	\$932,500	178	40	36	17	Balanced
FL	South Walton	\$1,543,800	\$1,150,000	236	51	50	13	Seller's
FL	Space Coast	\$788,650	\$685,000	134	27	29	28	Seller's
FL	Tampa	\$829,000	\$675,000	207	63	53	13	Seller's
FL	Weston	-	-	-	-	-	-	-
GA	Atlanta	\$715,000	\$649,500	487	180	152	18	Seller's
GA	Duluth	-	-	-	-	-	-	-
HI	Island of Hawaii	\$1,475,000	\$1,342,500	52	16	14	21	Seller's
HI	Kauai	\$1,574,500	\$1,289,000	44	8	11	14	Seller's
HI	Maui	\$2,195,000	\$1,900,000	61	10	21	75	Seller's
HI	Oahu	\$1,190,000	\$900,000	391	96	107	23	Seller's
ID	Ada County	\$650,000	\$660,000	69	34	18	18	Seller's
ID	Northern Idaho	-	-	-	-	-	-	-
IL	Chicago	\$1,200,000	\$930,000	892	303	151	30	Balanced
IL	DuPage County	\$925,000	\$775,000	21	10	10	18	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
IL	Lake County	-	-	-	-	-	-	-
IL	Will County	-	-	-	-	-	-	-
IN	Hamilton County	-	-	-	-	-	-	-
KS	Johnson County	\$594,610	\$598,520	122	16	24	3	Balanced
MA	Cape Cod	\$1,147,000	\$1,025,025	18	9	16	22	Seller's
MA	Greater Boston	\$2,412,500	\$1,900,000	368	195	45	34	Buyer's
MA	South Shore	\$830,000	\$810,000	19	8	17	21	Seller's
MD	Anne Arundel County	\$580,000	\$555,740	57	23	45	11	Seller's
MD	Frederick County	-	-	-	-	-	-	-
MD	Howard County	\$599,990	\$582,500	42	30	52	6	Seller's
MD	Montgomery County	\$799,990	\$737,950	117	67	60	12	Seller's
MD	Talbot County	-	-	-	-	-	-	-
MD	Worcester County	\$699,500	\$643,500	57	29	34	7	Seller's
MI	Livingston County	-	-	-	-	-	-	-
MI	Monroe County	-	-	-	-	-	-	-
MI	Oakland County	\$639,900	\$617,731	80	27	27	25	Seller's
MI	Washtenaw County	\$635,000	\$617,700	57	17	9	12	Balanced
MI	Wayne County	\$649,900	\$572,170	97	24	8	55	Buyer's
MN	Olmsted County	-	-	-	-	-	-	-
MN	Twin Cities	-	-	-	-	-	-	-
MO	Kansas City	-	-	-	-	-	-	-
MO	St. Louis	-	-	-	-	-	-	-
NC	Asheville	\$809,500	\$740,500	32	10	16	13	Seller's
NC	Charlotte	\$660,000	\$605,000	179	59	67	8	Seller's
NC	Lake Norman	\$591,534	\$595,000	27	9	8	7	Seller's
NC	Raleigh-Durham	-	-	-	-	-	-	-
NJ	Ocean County	\$912,000	\$750,000	60	19	18	25	Seller's
NM	Taos	-	-	-	-	-	-	-
NV	Lake Tahoe	\$1,250,000	\$1,200,000	33	5	5	50	Balanced
NV	Las Vegas	-	-	-	-	-	-	-
NV	Reno	-	-	-	-	-	-	-
NY	Finger Lakes	-	-	-	-	-	-	-
NY	Nassau County	\$1,667,500	\$1,550,000	80	22	13	30	Balanced
NY	Staten Island	\$639,999	\$642,500	101	33	30	33	Seller's
NY	Suffolk County	\$797,000	\$650,000	138	37	60	28	Seller's
OH	Cincinnati	\$674,900	-	17	1	0	-	Buyer's

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State	Market Name	Median List Price	Median Sold Price	Inventory	New Listings	Sold	Days on Market	Market Status
OH	Cleveland Suburbs	-	-	-	-	-	-	-
ON	GTA - Durham	\$847,900	\$825,000	35	28	5	7	Buyer's
ON	GTA - York	\$799,000	\$782,500	273	180	71	21	Seller's
ON	Hamilton	\$887,400	\$925,000	22	20	4	7	Balanced
ON	Mississauga	\$972,500	\$918,000	136	85	35	26	Seller's
ON	Oakville	\$1,379,000	\$1,222,500	32	20	8	19	Seller's
ON	Toronto	\$1,248,000	\$1,145,000	775	526	190	17	Seller's
ON	Waterloo Region	\$799,950	\$735,000	48	36	5	65	Buyer's
OR	Portland	\$719,000	\$620,000	255	105	56	26	Seller's
QC	Montreal	\$1,325,000	\$1,062,500	57	32	8	48	Buyer's
SC	Hilton Head	\$1,045,000	\$892,000	41	5	12	41	Seller's
TN	Greater Chattanooga	-	-	-	-	-	-	-
TN	Nashville	\$749,750	\$600,000	116	41	53	14	Seller's
TX	Austin	\$857,500	\$820,000	284	107	53	19	Balanced
TX	Collin County	-	-	-	-	-	-	-
TX	Dallas	\$750,000	\$639,680	129	54	42	10	Seller's
TX	Denton County	-	-	-	-	-	-	-
TX	El Paso	-	-	-	-	-	-	-
TX	Fort Worth	-	-	-	-	-	-	-
TX	Greater Tyler	-	-	-	-	-	-	-
TX	Houston	\$627,000	\$610,000	142	54	28	18	Balanced
TX	Lubbock	-	-	-	-	-	-	-
TX	San Angelo	-	-	-	-	-	-	-
TX	San Antonio	\$795,000	\$765,000	29	5	3	160	Buyer's
TX	The Woodlands & Spring	-	-	-	-	-	-	-
UT	Park City	\$2,150,000	\$2,100,000	77	14	33	43	Seller's
UT	Salt Lake City	\$594,780	\$559,900	174	61	47	32	Seller's
VA	Arlington & Alexandria	\$949,950	\$980,000	130	82	42	14	Seller's
VA	Charlottesville	\$774,900	\$686,700	32	6	5	8	Balanced
VA	Fairfax County	\$775,000	\$705,000	232	123	152	13	Seller's
VA	McLean & Vienna	\$1,192,975	\$987,500	34	14	12	9	Seller's
VA	Richmond	-	-	-	-	-	-	-
VA	Smith Mountain Lake	-	-	-	-	-	-	-
WA	King County - Greater Seattle	\$1,099,900	\$975,000	277	110	89	14	Seller's
WA	Seattle	\$1,395,000	\$1,472,500	145	57	22	14	Balanced
WA	Spokane	-	-	-	-	-	-	-

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