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LUXURY HOME
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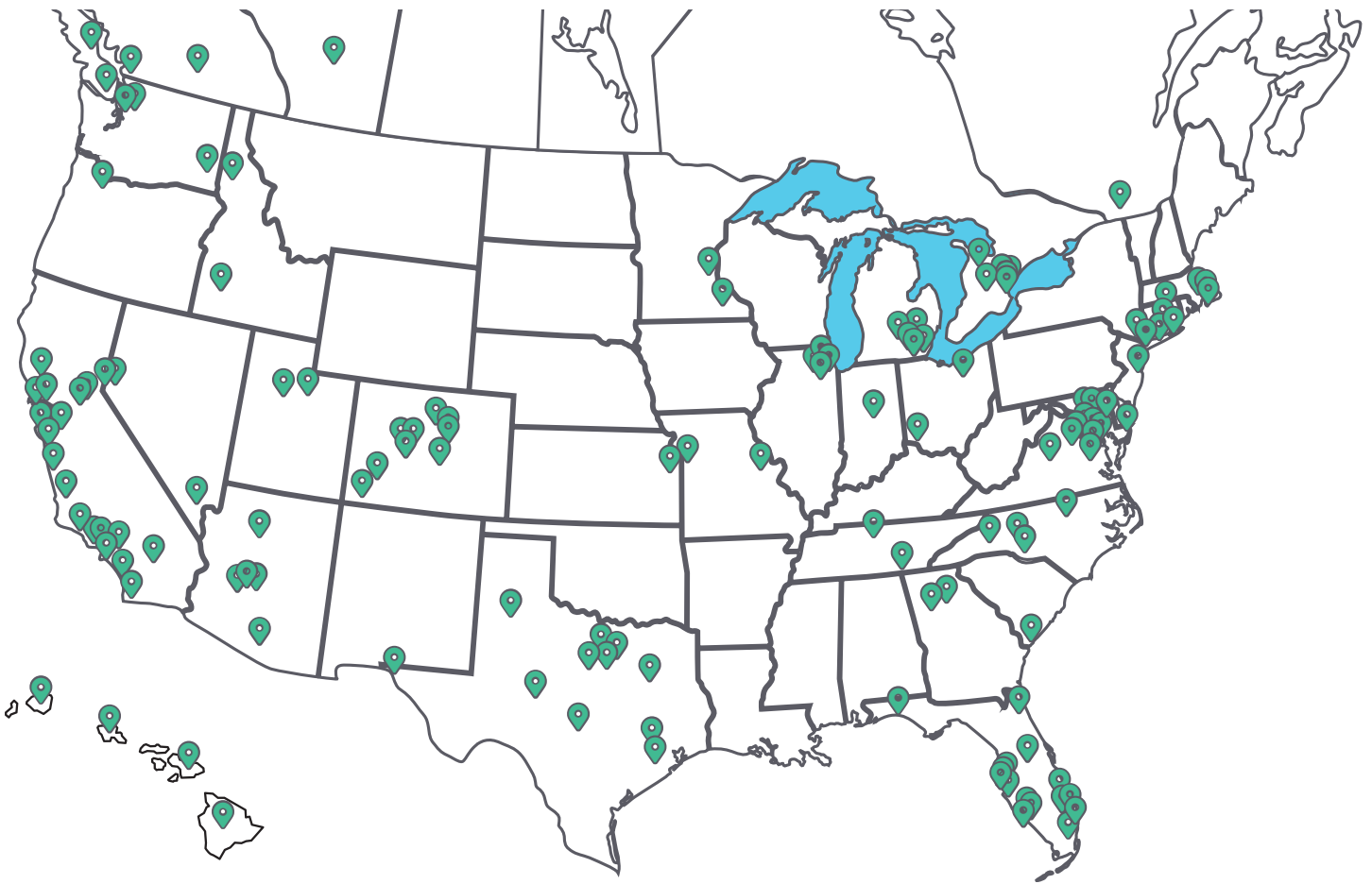
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LUXURY MARKET REPORT MAY 2022

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THIS IS YOUR LUXURY MARKET REPORT



MAP OF LUXURY RESIDENTIAL MARKETS

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

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

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

- LUXURY REPORT EXPLAINED -

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

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

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

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

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

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

REPORT GLOSSARY

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

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

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

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

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

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

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



“One trend this analysis of the global market for real estate demonstrates is that the affluent are on the move again, and North America will probably be one of the largest beneficiaries. The strength and stability of the luxury markets in Canada and the U.S. over the last two years, not to mention investment opportunities in the growth of new real estate markets and luxury developments, will drive the incentive from international buyers.”



NORTH AMERICAN LUXURY REVIEW

The Global Demand for Luxury Real Estate

The ebbs and flows of the luxury real estate market continue to be fascinating while still providing some unexpected twists and turns. At the beginning of 2022, experts had predicted a more traditional year, but reality tells a different story.

Much like actors, the players in the luxury real estate market need to have the ability to adapt to meet new expectations, as well as the demands of the audience – but equally, they must recognize that longevity and ongoing success commands a hefty price tag.

That success has now gone global – if not viral! While the ownership of luxury properties throughout the world has always been part of the affluent's portfolio, prior to the pandemic, the pace of decision-making and purchasing was so much slower, with the level of inventory far exceeding the demand.

From London to Miami, Los Angeles to Sydney, the increasing demand for luxury properties continues to be at unexpected levels while inventory availability decreases and prices increase – further compounded as more countries open up and return to some semblance of normalcy, with the return of the international buyer.

Looking back over the last two years, it has been interesting to watch how the global demand has developed and determined the impacts on the world's luxury real estate market as we move into the rest of 2022.

While it cannot be declared that the U.S. and Canada were the trendsetters in the meteoric increase in purchasing luxury properties over the last two years, the comparative statistics indicate that North America recorded the fastest growth of demand during the first year of the pandemic. Also,

demand has not only not abated, but it consistently increased, and even in April 2022, we saw a higher volume of sales compared to 2021.

At the start of the pandemic in 2020, the demand for luxury real estate took much longer to appear in other parts of the world. In Asia and Australasia, most countries initially handled the onset of the pandemic effectively, so there was little need to rush out of the city or change their current abode.

Whereas in Europe, whole cities and countries were in lockdown, so the process of buying 'escape' properties was slowed by the initial difficulty of not being able to travel.

South America saw an equally slow start in the purchase of luxury properties, as the pandemic took much longer to take hold – waiting for the cooler months of the summer in many of these sub-equator countries.

Despite the slower start outside North America, after reviewing the overall global trend during the last two years, we can see that several factors were key determinants in the growth of demand for luxury properties in 2021. Rising global wealth, increasing numbers of affluent individuals, investment return opportunities, and the growing importance of intrinsic value that a luxury property offers have all been instrumental.

We can see this global change more emphatically by looking at the numbers provided by Wealth-X for individuals with a net worth of over \$5 million through a comparison of growth from 2020 to the end of 2021.

In 2020, their global wealth grew by 2.1%, from \$61 trillion to \$62 trillion, but in 2021 it exploded with a 20.4% increase of \$12.8 trillion, equaling a growth of wealth to over \$75 trillion.

However, it is more likely that the population growth of these individuals with a net worth of over \$5 million could be the most important factor in the dramatic decrease in inventory levels. In 2020, we saw a 2.2% growth in the number of individuals with wealth of over \$5 million in net value, but in 2021 that number grew by an outstanding 19.8%.



This total increase has resulted in the introduction of over 660,000 new individuals into the high net-worth bracket, which, combined with the existing affluent looking to both diversify and add new properties to their portfolio, provides a true insight into why the demand for luxury properties skyrocketed during 2021 and into 2022.

While this growth of wealth and the individuals with this wealth undoubtedly created one of the most significant impacts on the demand for luxury real estate, what is truly fascinating is some of the unexpected diversification of where the wealthy are buying and why.

Since reopening its borders, Australia has seen a marked interest in Sydney and Melbourne's luxury real estate markets, and despite their tight foreign ownership rules, demand has been extremely high. In the past, distance and remoteness were a hindrance, but in today's world, these factors are now considered a benefit. Throw in additional tax incentives for relocating a business, and the elite start to look at the viability of moving here.

Looking to India, we see predictions for a continuation of a strong luxury real estate market. Already Delhi, Mumbai, and Goa have seen the ultra-rich invest heavily in high-end property. The widely traveled affluent are leading the charge as they have experienced living in more luxurious accommodations and are ready to spend their wealth on luxury real estate to upgrade their lifestyle in a city of their choice. While the affluent are attracted to Mumbai due to it being the commercial capital, especially for investment with well-established luxury property developers, areas such as Lutyens' Zone, Vasant Vihar, and South Delhi remain hot real estate destinations in Delhi.

Dubai has seen a resurgence in its market in the last six months. Despite all the negative press about Russian Oligarchs using it as a hiding place, Dubai recorded its best quarter since 2010, with top investors coming from the UK, France, and Italy. Europeans have dominated investment, but increasing numbers of individuals from Canada, India, and Pakistan are taking significant interest as visa reforms and economic stability have proven to be successful draws.



The great exodus from London in 2021 saw British locals moving out to the countryside and foreign investors either returning home or choosing to invest closer to home. However, the first quarter of 2022 marked a significant return of both types of affluent property buyers. One of the unexpected twists is the increased demand for properties at the very high end of the market, driven by very wealthy buyers from the U.S. and citizens of Hong Kong concerned about the long-term impacts of their city's transition to Chinese rule.

Moving away from the big city lights to the coastal and mountain retreats, such as Monaco in France, St. Moritz in Switzerland, and other similar locales that have always attracted the mega-wealthy, inventory levels for some of the most expensive properties in the world have not only been depleted but have seen unimaginable price increases. Innovative developers may ease the burden slightly in Monaco with the building of an eco-development reclaiming land from the sea and luxury development in the heart of Larvotto, offering 56 apartments with wrap-around balconies and five villas, each with a rooftop terrace, private pool, and all having Mediterranean views.

As global demand for luxury homes continues to increase, the opportunity for developers and builders holds a world of opportunity, innovation, and, of course, financial gain.

In North America, cities were high on the list for the wealthy, especially Washington D.C., New York, Los Angeles, Miami, and Honolulu, with individuals desiring a return to downtown lifestyles. And more than 10% of luxury searches were conducted by foreign buyers, according to data collected for Mansion Global by Realtor.com.

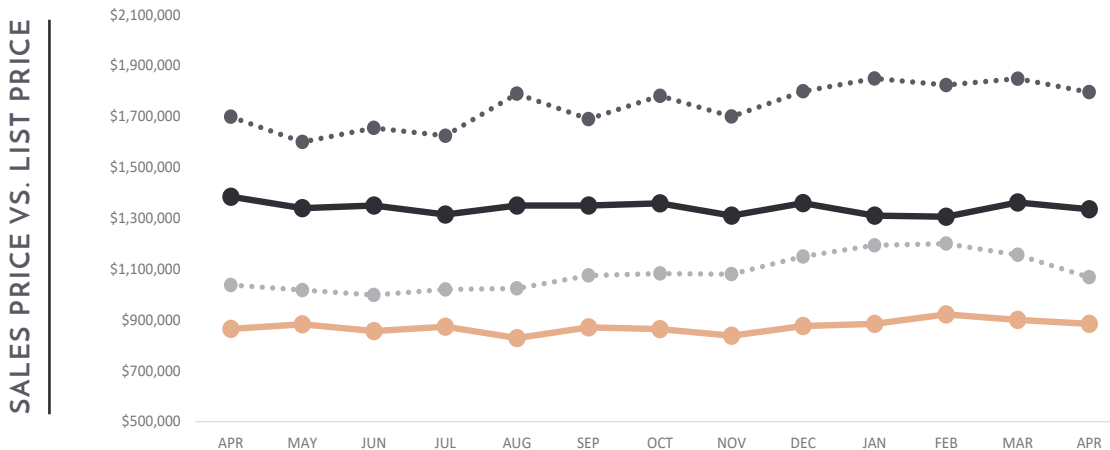
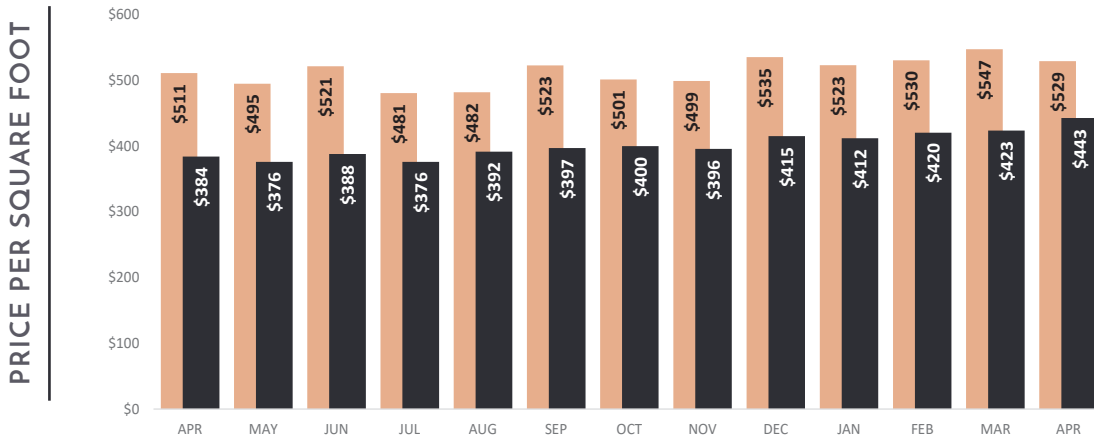
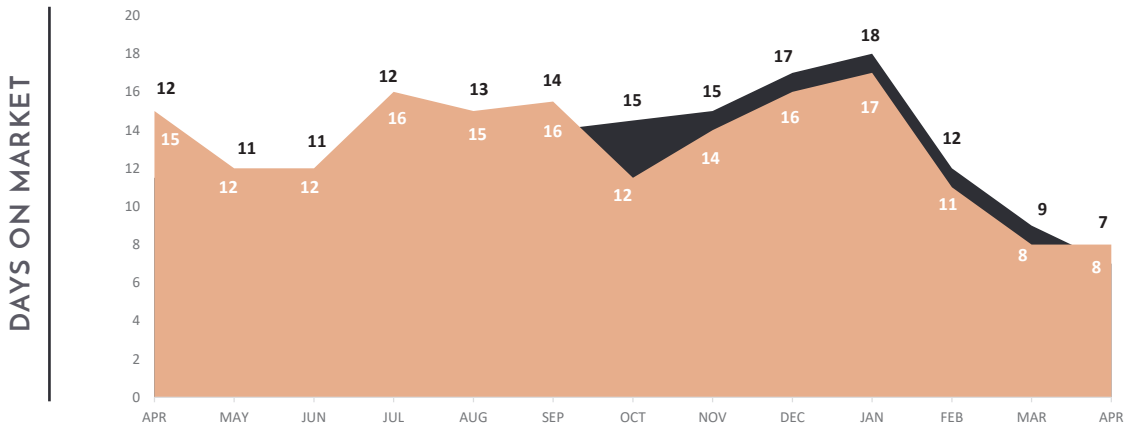
One trend this analysis of the global market for real estate demonstrates is that the affluent are on the move again, and North America will probably be one of the largest beneficiaries. The strength and stability of the luxury markets in Canada and the U.S. over the last two years, not to mention investment opportunities in the growth of new real estate markets and luxury developments, will drive the incentive from international buyers.



- 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

April 2021 | April 2022

SINGLE-FAMILY HOMES

	April 2021	April 2022		April 2021	April 2022
Median List Price	\$1,699,000	\$1,795,972	Total Inventory	29,458	28,919
Median Sale Price	\$1,385,000	\$1,335,075	New Listings	12,922	15,623
Median SP/LP Ratio	100.00%	100.83%	Total Sold	18,568	21,675
Total Sales Ratio	63.03%	74.95%	Median Days on Market	12	7
Median Price per Sq. Ft.	\$384	\$443	Average Home Size	3,673	3,133

Median prices represent properties priced above respective city benchmark prices.



SINGLE-FAMILY HOMES MARKET SUMMARY | APRIL 2022

- Official Market Type: **Seller's Market** with a **74.95% Sales Ratio**.¹
- Homes are selling for an average of **100.83% of list price**.
- The median luxury threshold² price is **\$950,000**, and the median luxury home sales price is **\$1,335,075**.
- Markets with the Highest Median Sales Price: **Aspen** (\$9,975,000), **Vail** (\$5,772,500), **Telluride** (\$5,350,029), and **Los Angeles Beach Cities** (\$4,000,000).
- Markets with the Highest Sales Ratio: **Waterloo Region** (258%), **East Bay** (211%), **Seattle** (206%) and **Hamilton Country** (175%).

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

April 2021 | April 2022

ATTACHED HOMES

	April 2021	April 2022		April 2021	April 2022
Median List Price	\$1,037,500	\$1,068,000	Total Inventory	12,273	10,186
Median Sale Price	\$865,000	\$884,500	New Listings	4,593	5,285
Median SP/LP Ratio	100.00%	100.00%	Total Sold	5,833	6,616
Total Sales Ratio	47.53%	64.95%	Median Days on Market	15	8
Median Price per Sq. Ft.	\$511	\$529	Average Home Size	1,948	1,779

Median prices represent properties priced above respective city benchmark prices.



ATTACHED HOMES MARKET SUMMARY | APRIL 2022

- Official Market Type: **Seller's Market** with a **64.95% 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 **\$884,500**.
- Markets with the Highest Median Sales Price: **Aspen** (\$3,125,000), **Vail** (\$2,650,000), **San Francisco** (\$2,300,000), and **Greater Boston** (\$2,075,000).
- Markets with the Highest Sales Ratio: **Silicon Valley** (360%), **Howard County** (300%), **Central Coast** (283%) and **Waterloo Region** (263%).

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	\$1,149,900	\$980,000	503	368	342	14	Seller's
AZ	Chandler and Gilbert	\$1,149,500	\$945,000	88	64	126	19	Seller's
AZ	Flagstaff	\$1,594,859	\$1,225,000	46	28	19	37	Seller's
AZ	Mesa	\$880,680	\$839,900	60	37	97	13	Seller's
AZ	Paradise Valley	\$6,799,000	\$3,625,000	91	31	41	17	Seller's
AZ	Phoenix	\$925,000	\$800,000	314	213	513	17	Seller's
AZ	Scottsdale	\$2,495,000	\$1,600,000	323	194	295	19	Seller's
AZ	Tucson	\$792,938	\$650,000	434	200	346	5	Seller's
BC	Mid Vancouver Island	\$1,600,000	\$1,410,000	147	109	73	10	Seller's
BC	Okanagan Valley	\$1,848,900	\$1,592,000	608	350	149	22	Seller's
BC	Vancouver	\$4,480,000	\$3,350,000	1173	499	171	9	Buyer's
BC	Victoria	\$2,599,500	\$1,925,500	87	93	62	7	Seller's
CA	Central Coast	\$3,474,500	\$2,287,500	126	67	104	8	Seller's
CA	East Bay	\$2,148,800	\$2,075,000	355	311	748	7	Seller's
CA	Greater Palm Springs	\$2,375,000	\$1,765,000	201	115	158	20	Seller's
CA	Lake Tahoe	\$2,797,000	\$1,715,000	88	48	51	7	Seller's
CA	Los Angeles Beach Cities	\$6,697,500	\$4,000,000	218	93	103	11	Seller's
CA	Los Angeles City	\$5,995,000	\$3,500,000	514	214	220	12	Seller's
CA	Los Angeles The Valley	\$2,499,000	\$2,070,000	289	179	277	10	Seller's
CA	Marin County	\$3,561,500	\$3,050,000	56	23	96	8	Seller's
CA	Napa County	\$3,995,000	\$2,000,000	98	26	35	25	Seller's
CA	Orange County	\$2,800,000	\$2,200,000	685	383	585	7	Seller's
CA	Placer County	\$1,225,000	\$1,109,000	229	81	97	7	Seller's
CA	Sacramento	\$949,995	\$875,000	504	204	285	7	Seller's
CA	San Diego	\$2,399,000	\$1,875,000	578	374	568	6	Seller's
CA	San Francisco	\$4,435,000	\$3,500,000	99	21	73	11	Seller's
CA	San Luis Obispo County	\$1,925,000	\$1,440,000	114	47	90	0	Seller's
CA	Santa Barbara	\$6,372,500	\$3,525,000	82	47	66	8	Seller's
CA	Silicon Valley	\$4,350,000	\$3,302,000	309	225	511	7	Seller's
CA	Sonoma County	\$2,395,000	\$1,750,000	193	32	63	23	Seller's
CA	Ventura County	\$2,489,000	\$1,650,000	171	102	153	12	Seller's
CO	Aspen	\$15,075,000	\$9,975,000	50	8	15	88	Seller's
CO	Boulder	\$2,315,000	\$1,555,000	106	66	141	28	Seller's
CO	Colorado Springs	\$995,000	\$884,950	221	143	182	4	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	\$1,795,000	\$1,418,000	286	209	443	4	Seller's
CO	Douglas County	\$1,699,999	\$1,228,000	153	112	181	4	Seller's
CO	Durango	\$2,072,500	\$1,136,500	46	17	22	56	Seller's
CO	Summit County	\$3,495,000	\$2,475,000	29	10	7	3	Seller's
CO	Telluride	\$9,600,000	\$5,350,029	37	4	4	150	Buyer's
CO	Vail	\$6,232,500	\$5,772,500	44	9	10	15	Seller's
CT	Central Connecticut	\$720,350	\$611,195	266	87	134	5	Seller's
CT	Coastal Connecticut	\$2,300,000	\$1,700,000	409	165	178	23	Seller's
DC	Washington D.C.	\$4,995,000	\$2,700,000	47	16	27	6	Seller's
DE	Sussex County Coastal	\$1,397,250	\$1,257,500	114	39	40	8	Seller's
FL	Boca Raton/Delray Beach	\$3,500,000	\$1,958,000	227	105	99	7	Seller's
FL	Coastal Pinellas County	\$2,500,000	\$1,700,000	61	32	32	10	Seller's
FL	Greater Fort Lauderdale	\$1,796,944	\$1,179,500	624	308	406	12	Seller's
FL	Jacksonville Beaches	\$1,424,900	\$1,200,000	165	105	133	14	Seller's
FL	Lee County	\$1,440,000	\$1,275,000	351	180	203	9	Seller's
FL	Marco Island	\$2,799,000	\$2,650,000	79	30	35	7	Seller's
FL	Miami	\$2,390,000	\$1,467,500	593	223	154	17	Seller's
FL	Naples	\$5,149,500	\$3,820,000	196	76	79	8	Seller's
FL	Orlando	\$1,375,000	\$1,155,000	355	157	231	7	Seller's
FL	Palm Beach Towns	\$4,700,000	\$2,700,000	151	61	41	26	Seller's
FL	Sarasota & Beaches	\$3,165,000	\$2,125,000	199	90	88	5	Seller's
FL	South Pinellas County	\$2,300,000	\$1,357,650	110	64	96	5	Seller's
FL	South Walton	\$2,995,000	\$2,312,500	199	87	86	7	Seller's
FL	Tampa	\$900,000	\$703,500	411	246	460	4	Seller's
FL	Weston	\$1,380,000	\$990,000	38	27	50	13	Seller's
GA	Atlanta	\$1,675,000	\$1,200,000	426	212	306	4	Seller's
GA	Duluth	\$1,850,000	\$1,280,000	11	7	11	4	Seller's
HI	Island of Hawaii	\$2,224,500	\$1,987,500	76	21	40	16	Seller's
HI	Kauai	\$3,650,000	\$1,995,000	37	13	19	10	Seller's
HI	Maui	\$3,275,000	\$2,402,500	97	25	38	76	Seller's
HI	Oahu	\$3,210,000	\$2,500,000	151	50	64	14	Seller's
ID	Ada County	\$849,900	\$753,700	414	281	400	4	Seller's
ID	Northern Idaho	\$1,798,000	\$1,400,000	209	100	69	56	Seller's
IL	Chicago	\$1,595,000	\$1,265,000	524	263	400	7	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	DuPage County	\$1,206,200	\$902,000	230	87	166	6	Seller's
IL	Lake County	\$1,199,950	\$900,000	222	89	175	8	Seller's
IL	Will County	\$749,000	\$625,000	135	56	125	7	Seller's
IN	Hamilton County	\$997,475	\$800,000	60	33	105	3	Seller's
KS	Johnson County	\$816,960	\$783,049	200	76	140	2	Seller's
MA	Cape Cod	\$2,800,000	\$2,162,500	83	31	36	19	Seller's
MA	Greater Boston	\$3,799,000	\$2,675,000	107	53	40	13	Seller's
MA	South Shore	\$1,980,000	\$1,580,000	34	19	27	18	Seller's
MD	Anne Arundel County	\$996,500	\$890,000	124	53	123	5	Seller's
MD	Frederick County	\$851,310	\$887,500	34	14	32	5	Seller's
MD	Howard County	\$1,189,990	\$1,023,000	57	33	60	5	Seller's
MD	Montgomery County	\$1,944,334	\$1,569,000	128	82	156	6	Seller's
MD	Talbot County	\$1,960,000	\$2,010,000	29	18	14	9	Seller's
MD	Worcester County	\$1,100,000	\$857,950	35	15	8	27	Seller's
MI	Livingston County	\$749,900	\$674,000	57	21	22	9	Seller's
MI	Monroe County	\$627,450	\$537,500	10	3	4	9	Seller's
MI	Oakland County	\$787,787	\$641,194	537	267	292	7	Seller's
MI	Washtenaw County	\$1,170,000	\$730,000	88	34	67	5	Seller's
MI	Wayne County	\$777,000	\$620,000	128	65	109	7	Seller's
MN	Olmsted County	\$812,450	\$787,500	54	20	24	14	Seller's
MN	Twin Cities	\$1,249,000	\$1,052,500	446	188	236	7	Seller's
MO	Kansas City	\$679,000	\$653,000	687	246	415	2	Seller's
MO	St. Louis	\$895,000	\$703,750	71	46	92	7	Seller's
NC	Asheville	\$1,087,500	\$860,000	144	52	73	6	Seller's
NC	Charlotte	\$1,299,000	\$932,053	292	156	370	3	Seller's
NC	Lake Norman	\$1,200,000	\$965,000	107	57	79	4	Seller's
NC	Raleigh-Durham	\$1,109,500	\$942,500	184	112	278	1	Seller's
NJ	Ocean County	\$925,000	\$875,000	293	124	145	14	Seller's
NV	Lake Tahoe	\$3,750,000	\$2,850,000	63	16	13	43	Balanced
NV	Las Vegas	\$1,895,000	\$1,400,000	443	211	193	10	Seller's
NV	Reno	\$2,347,500	\$1,525,000	60	30	28	52	Seller's
NY	Brooklyn	\$1,800,000	\$1,635,000	216	46	25	143	Buyer's
NY	Staten Island	\$1,294,000	\$1,041,000	134	51	34	34	Seller's
OH	Cincinnati	\$814,269	\$714,900	162	39	69	2	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
ON	GTA - Durham	\$1,688,500	\$1,600,000	188	212	189	6	Seller's
ON	GTA - York	\$2,299,000	\$2,000,800	501	465	257	8	Seller's
ON	Mississauga	\$3,324,500	\$2,475,000	92	77	52	7	Seller's
ON	Oakville	\$2,399,000	\$2,250,000	91	112	80	7	Seller's
ON	Toronto	\$3,965,000	\$3,300,000	324	270	194	7	Seller's
ON	Waterloo Region	\$1,399,900	\$1,312,500	69	118	178	7	Seller's
OR	Portland	\$1,575,000	\$950,000	279	156	97	4	Seller's
SC	Hilton Head	\$1,950,000	\$1,637,500	146	62	76	14	Seller's
TN	Greater Chattanooga	\$998,900	\$820,000	121	65	53	2	Seller's
TN	Nashville	\$2,196,500	\$1,380,050	216	128	294	3	Seller's
TX	Austin	\$1,200,000	\$998,750	393	302	485	5	Seller's
TX	Collin County	\$824,950	\$726,000	410	329	648	5	Seller's
TX	Dallas	\$1,549,000	\$1,100,000	203	142	220	5	Seller's
TX	Denton County	\$791,000	\$751,000	303	242	419	5	Seller's
TX	El Paso	\$649,000	\$609,000	89	34	38	10	Seller's
TX	Fort Worth	\$925,000	\$761,565	411	250	432	5	Seller's
TX	Greater Tyler	\$755,000	\$627,500	72	54	36	12	Seller's
TX	Houston	\$979,900	\$875,000	887	402	438	7	Seller's
TX	Lubbock	\$775,000	\$605,000	63	35	27	66	Seller's
TX	San Angelo	\$708,140	\$589,000	44	16	11	58	Seller's
TX	San Antonio	\$925,000	\$750,000	263	130	173	16	Seller's
TX	The Woodlands & Spring	\$925,000	\$742,500	135	91	148	5	Seller's
UT	Park City	\$3,875,000	\$3,500,000	73	28	30	11	Seller's
UT	Salt Lake City	\$1,199,500	\$950,000	205	134	205	6	Seller's
VA	Arlington & Alexandria	\$2,049,500	\$1,767,500	52	27	49	6	Seller's
VA	Charlottesville	\$1,399,900	\$1,080,000	93	32	43	5	Seller's
VA	Fairfax County	\$2,300,000	\$1,502,064	240	135	191	5	Seller's
VA	McLean & Vienna	\$3,100,000	\$1,750,000	111	49	61	5	Seller's
VA	Richmond	\$797,000	\$800,000	168	61	166	6	Seller's
WA	Greater Seattle	\$1,980,000	\$1,744,200	555	472	906	5	Seller's
WA	Seattle	\$1,895,000	\$1,626,000	109	85	225	5	Seller's
WA	Spokane	\$1,255,000	\$989,500	64	39	38	5	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	\$809,500	\$715,000	136	61	38	27	Seller's
AZ	Chandler and Gilbert	-	-	-	-	-	-	-
AZ	Flagstaff	-	-	-	-	-	-	-
AZ	Mesa	-	-	-	-	-	-	-
AZ	Paradise Valley	-	-	-	-	-	-	-
AZ	Phoenix	-	-	-	-	-	-	-
AZ	Scottsdale	\$875,000	\$830,000	113	74	107	22	Seller's
AZ	Tucson	-	-	-	-	-	-	-
BC	Mid Vancouver Island	\$839,000	\$817,500	43	44	32	14	Seller's
BC	Okanagan Valley	-	-	-	-	-	-	-
BC	Vancouver	\$1,998,000	\$1,750,000	850	428	191	11	Seller's
BC	Victoria	\$998,750	\$955,250	104	110	82	7	Seller's
CA	Central Coast	\$1,087,000	\$1,222,500	12	10	34	8	Seller's
CA	East Bay	\$1,099,000	\$1,150,000	105	85	251	7	Seller's
CA	Greater Palm Springs	-	-	-	-	-	-	-
CA	Lake Tahoe	\$1,350,000	\$997,500	21	11	12	8	Seller's
CA	Los Angeles Beach Cities	\$2,122,000	\$1,648,000	92	51	94	9	Seller's
CA	Los Angeles City	\$1,800,000	\$1,464,250	270	118	150	12	Seller's
CA	Los Angeles The Valley	\$793,500	\$820,000	70	45	107	8	Seller's
CA	Marin County	\$1,099,000	\$1,192,500	15	7	18	13	Seller's
CA	Napa County	-	-	-	-	-	-	-
CA	Orange County	\$1,150,000	\$1,100,000	243	195	329	6	Seller's
CA	Placer County	-	-	-	-	-	-	-
CA	Sacramento	-	-	-	-	-	-	-
CA	San Diego	\$1,425,000	\$1,000,000	185	134	296	6	Seller's
CA	San Francisco	\$2,750,000	\$2,300,000	122	34	62	12	Seller's
CA	San Luis Obispo County	-	-	-	-	-	-	-
CA	Santa Barbara	\$1,595,000	\$1,735,000	8	7	9	10	Seller's
CA	Silicon Valley	\$1,698,000	\$1,630,000	57	53	205	7	Seller's
CA	Sonoma County	\$850,000	\$683,250	11	2	6	24	Seller's
CA	Ventura County	\$750,000	\$743,500	59	35	62	12	Seller's
CO	Aspen	\$5,847,500	\$3,125,000	14	1	5	46	Seller's
CO	Boulder	\$1,025,000	\$850,000	24	15	28	33	Seller's
CO	Colorado Springs	-	-	-	-	-	-	-

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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	Denver	\$1,049,000	\$797,500	109	37	84	5	Seller's
CO	Douglas County	\$608,995	\$580,000	6	4	15	9	Seller's
CO	Durango	\$692,500	\$915,000	6	3	12	37	Seller's
CO	Summit County	\$1,100,000	\$1,637,000	8	8	6	5	Seller's
CO	Telluride	-	-	-	-	-	-	-
CO	Vail	\$3,675,000	\$2,650,000	55	4	17	9	Seller's
CT	Central Connecticut	-	-	-	-	-	-	-
CT	Coastal Connecticut	\$1,530,000	\$709,500	152	72	40	17	Seller's
DC	Washington D.C.	\$2,100,000	\$1,661,250	139	52	115	7	Seller's
DE	Sussex County Coastal	\$937,000	\$782,500	13	7	13	6	Seller's
FL	Boca Raton/Delray Beach	\$1,395,000	\$857,500	121	75	106	9	Seller's
FL	Coastal Pinellas County	\$1,385,150	\$1,260,500	53	47	44	5	Seller's
FL	Greater Fort Lauderdale	\$890,000	\$775,000	526	189	219	22	Seller's
FL	Jacksonville Beaches	\$1,095,000	\$975,000	11	8	17	13	Seller's
FL	Lee County	\$822,500	\$848,000	146	97	117	3	Seller's
FL	Marco Island	\$1,697,000	\$1,322,500	24	16	12	4	Seller's
FL	Miami	\$1,560,000	\$1,300,000	950	242	258	57	Seller's
FL	Naples	\$2,325,000	\$1,962,500	106	54	88	5	Seller's
FL	Orlando	\$615,998	\$539,500	100	48	75	4	Seller's
FL	Palm Beach Towns	\$1,995,000	\$1,500,000	119	62	80	12	Seller's
FL	Sarasota & Beaches	\$2,159,000	\$1,497,500	91	41	62	4	Seller's
FL	South Pinellas County	\$1,278,220	\$922,000	105	75	61	5	Seller's
FL	South Walton	\$1,662,800	\$1,260,000	127	33	47	6	Seller's
FL	Tampa	\$922,495	\$695,000	58	38	67		Seller's
FL	Weston	-	-	-	-	-	-	-
GA	Atlanta	\$797,600	\$619,900	296	133	197	6	Seller's
GA	Duluth	-	-	-	-	-	-	-
HI	Island of Hawaii	\$2,237,500	\$1,400,000	26	13	35	12	Seller's
HI	Kauai	\$1,662,500	\$1,277,500	28	8	16	12	Seller's
HI	Maui	\$2,199,000	\$1,650,000	59	30	55	59	Seller's
HI	Oahu	\$1,250,000	\$900,000	331	102	153	12	Seller's
ID	Ada County	\$686,400	\$606,500	37	32	37	5	Seller's
ID	Northern Idaho	-	-	-	-	-	-	-
IL	Chicago	\$1,272,500	\$933,500	506	179	270	10	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	DuPage County	\$784,400	\$607,250	14	5	14	7	Seller's
IL	Lake County	-	-	-	-	-	-	-
IL	Will County	-	-	-	-	-	-	-
IN	Hamilton County	-	-	-	-	-	-	-
KS	Johnson County	\$614,750	\$644,647	64	20	26	2	Seller's
MA	Cape Cod	\$849,000	\$849,000	21	3	7	20	Seller's
MA	Greater Boston	\$2,499,500	\$2,075,000	292	123	83	20	Seller's
MA	South Shore	\$1,188,995	\$869,000	7	2	8	40	Seller's
MD	Anne Arundel County	\$579,900	\$549,790	47	27	60	5	Seller's
MD	Frederick County	-	-	-	-	-	-	-
MD	Howard County	\$580,553	\$580,000	10	14	30	5	Seller's
MD	Montgomery County	\$749,999	\$755,000	67	61	103	6	Seller's
MD	Talbot County	-	-	-	-	-	-	-
MD	Worcester County	\$769,000	\$630,000	31	18	43	9	Seller's
MI	Livingston County	-	-	-	-	-	-	-
MI	Monroe County	-	-	-	-	-	-	-
MI	Oakland County	\$698,250	\$634,355	60	28	22	7	Seller's
MI	Washtenaw County	\$625,000	\$600,000	37	18	17	16	Seller's
MI	Wayne County	\$660,000	\$536,850	70	22	13	7	Balanced
MN	Olmsted County	-	-	-	-	-	-	-
MN	Twin Cities	-	-	-	-	-	-	-
MO	Kansas City	-	-	-	-	-	-	-
MO	St. Louis	-	-	-	-	-	-	-
NC	Asheville	\$895,000	\$941,083	27	8	13	55	Seller's
NC	Charlotte	\$768,000	\$645,000	106	58	77	6	Seller's
NC	Lake Norman	\$548,457	\$656,200	20	17	7	9	Seller's
NC	Raleigh-Durham	-	-	-	-	-	-	-
NJ	Ocean County	\$969,000	\$650,000	19	10	21	24	Seller's
NV	Lake Tahoe	\$1,485,000	\$1,250,000	16	10	8	45	Seller's
NV	Las Vegas	-	-	-	-	-	-	-
NV	Reno	-	-	-	-	-	-	-
NY	Brooklyn	\$1,450,617	\$1,267,500	418	115	72	64	Balanced
NY	Staten Island	\$654,950	\$588,888	60	29	23	20	Seller's
OH	Cincinnati	\$715,000	-	23	7	0	-	Buyer's

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- LUXURY MONTHLY MARKET REVIEW -

ATTACHED HOMES

State	Market Name	Median List Price	Median Sold Price	Inventory	New Listings	Sold	Days on Market	Market Status
ON	GTA - Durham	\$819,900	\$850,000	26	44	62	7	Seller's
ON	GTA - York	\$799,400	\$780,000	200	222	153	9	Seller's
ON	Mississauga	\$950,000	\$950,000	127	158	130	7	Seller's
ON	Oakville	\$1,299,000	\$1,222,500	53	73	42	7	Seller's
ON	Toronto	\$1,349,995	-	472	293	0	-	Buyer's
ON	Waterloo Region	\$820,000	\$815,000	48	67	126	7	Seller's
OR	Portland	-	-	-	-	-	-	-
SC	Hilton Head	\$1,097,500	\$1,058,500	26	17	16	5	Seller's
TN	Greater Chattanooga	-	-	-	-	-	-	-
TN	Nashville	\$849,900	\$600,000	40	29	75	3	Seller's
TX	Austin	\$1,200,000	\$748,000	67	47	103	5	Seller's
TX	Collin County	-	-	-	-	-	-	-
TX	Dallas	\$945,000	\$685,000	68	36	63	7	Seller's
TX	Denton County	-	-	-	-	-	-	-
TX	El Paso	-	-	-	-	-	-	-
TX	Fort Worth	-	-	-	-	-	-	-
TX	Greater Tyler	-	-	-	-	-	-	-
TX	Houston	\$650,000	\$605,000	113	60	59	16	Seller's
TX	Lubbock	-	-	-	-	-	-	-
TX	San Angelo	-	-	-	-	-	-	-
TX	San Antonio	\$573,566	\$548,250	16	5	6	15	Seller's
TX	The Woodlands & Spring	-	-	-	-	-	-	-
UT	Park City	\$1,785,000	\$1,675,000	57	31	46	6	Seller's
UT	Salt Lake City	\$585,000	\$557,275	61	60	120	5	Seller's
VA	Arlington & Alexandria	\$1,099,000	\$989,000	73	58	89	4	Seller's
VA	Charlottesville	\$959,900	\$540,000	24	15	11	3	Seller's
VA	Fairfax County	\$787,965	\$703,500	144	116	230	5	Seller's
VA	McLean & Vienna	\$1,275,000	\$918,750	27	13	22	5	Seller's
VA	Richmond	-	-	-	-	-	-	-
WA	Greater Seattle	\$1,250,000	\$1,072,500	179	88	140	5	Seller's
WA	Seattle	\$1,553,500	\$1,225,000	94	29	40	5	Seller's
WA	Spokane	-	-	-	-	-	-	-

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