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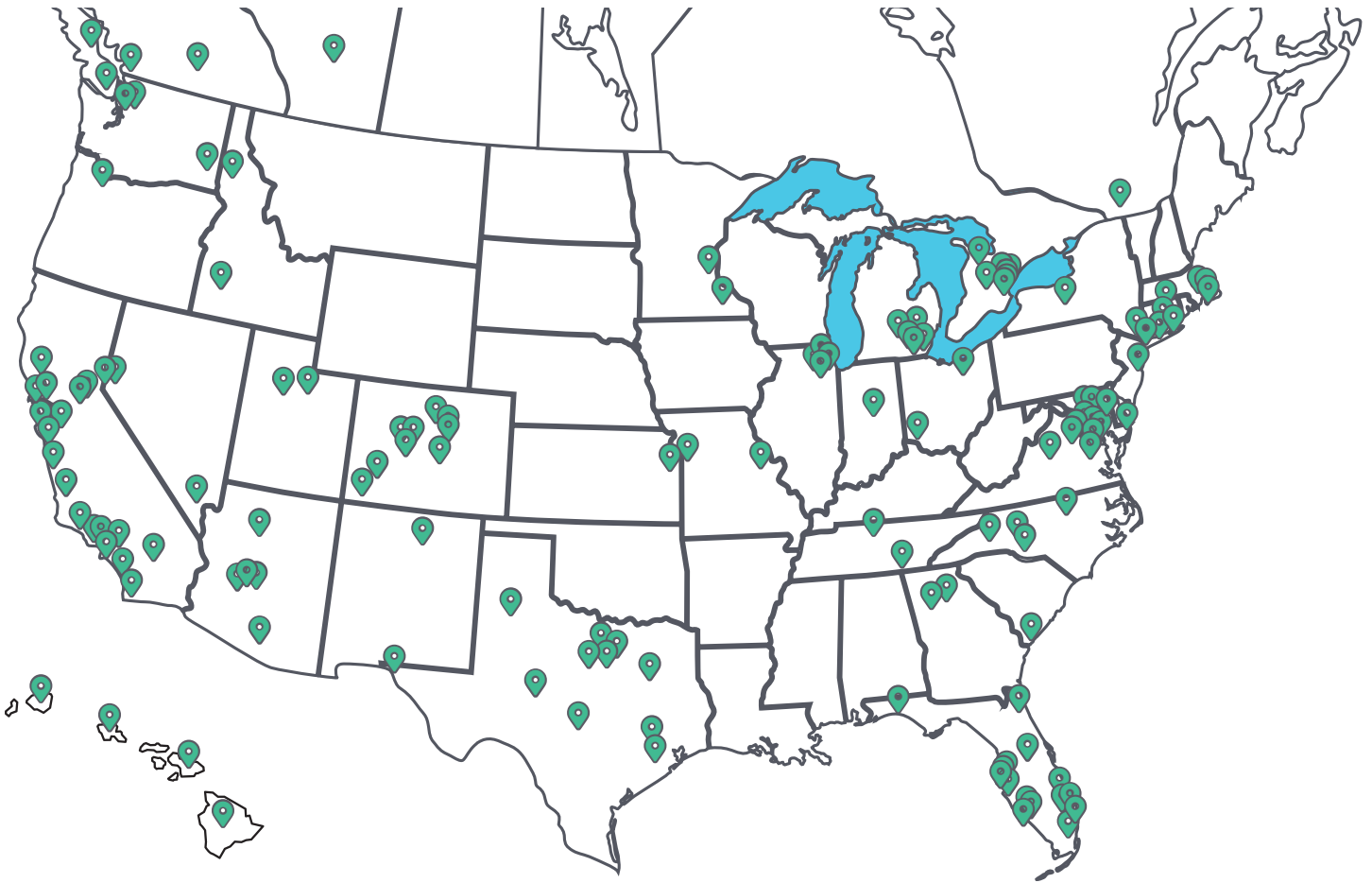
LUXURY MARKET REPORT AUGUST 2022



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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.

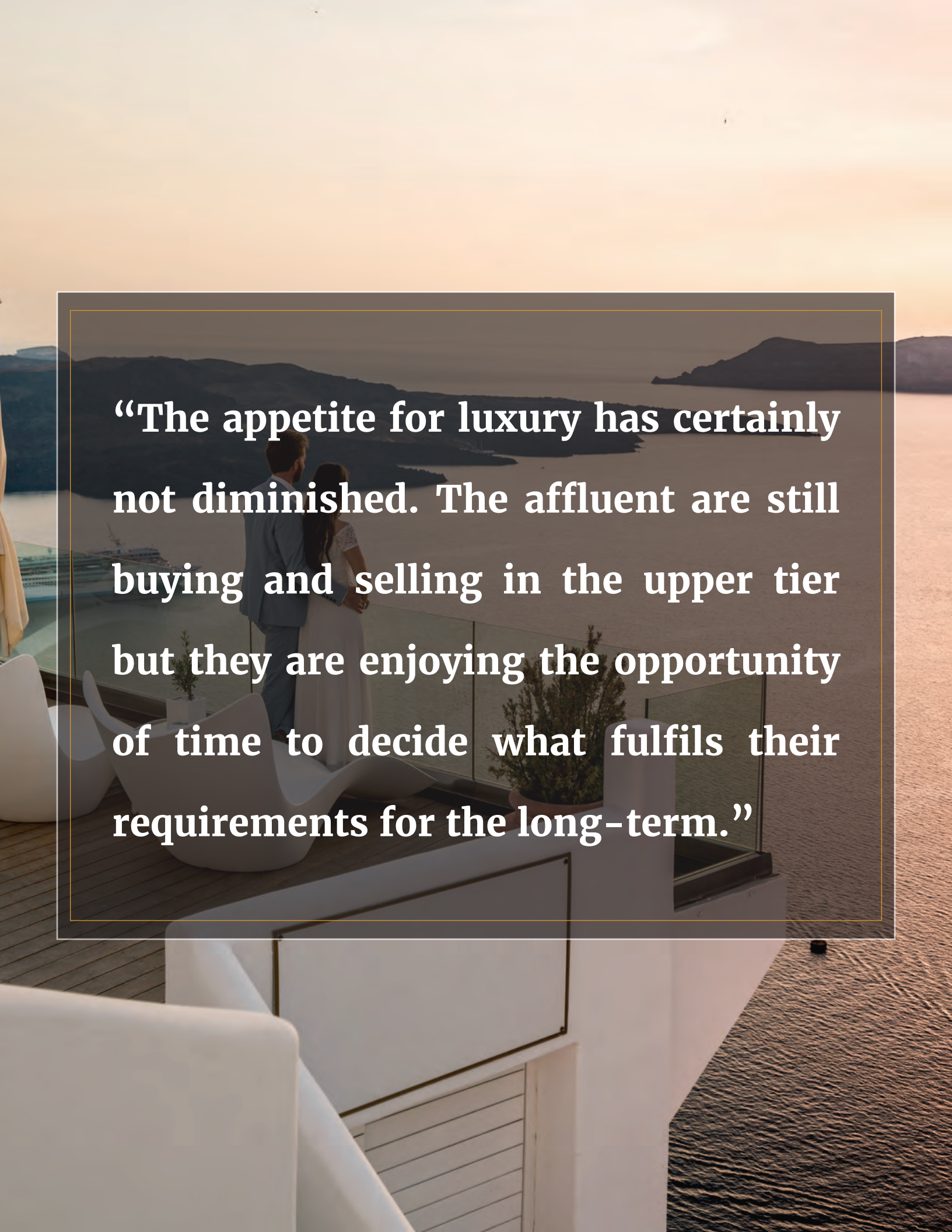
LUXURY BENCHMARK PRICE: The price point that marks the transition from traditional homes to luxury homes.

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.

A couple in formal attire stands on a modern yacht deck, looking out at a vast body of water under a sunset sky. The deck features white lounge chairs and a glass railing. The background shows distant hills and a large ship on the water.

“The appetite for luxury has certainly not diminished. The affluent are still buying and selling in the upper tier but they are enjoying the opportunity of time to decide what fulfils their requirements for the long-term.”



NORTH AMERICAN LUXURY REVIEW

Summer Trends of 2022

This summer several trends are making waves in the luxury real estate market: from staycations and finding new luxury locales to collecting art, implementing high-tech innovations and the eco-friendly refurbishing of homes.

Although the market is showing definite signs of slowing down and returning to a more normalized level of inventory and sales, the appetite for luxury has certainly not diminished. The affluent are still buying and selling in the upper tier but they are enjoying the opportunity of time to decide what fulfills their requirements for the long-term.

LONGER TERM PLANS

One significant trend emerging is just that “the long-term”. The feeling that we will remain in an unsettled economy, real estate market prices have reached their peak, together with a change in attitude towards a property’s value being more intrinsic sees decisions and plans made for the long-term.

While statistics show the market has slowed, in terms of the number of sales, many real estate professionals believe given the uptick on real estate websites and requests for virtual tours over the last month that the affluent are taking the summer to formulate their plans.

This demand is driven by the pent-up demand from buyers who previously struggled to buy in a market where prices escalated too fast and/or were not interested in getting into a bidding war. The market has swung in their favor, affording them the time and opportunity to find preferred homes to meet their future needs.

Despite rates rising, they are still currently at historic lows, although above the rock bottom levels, we saw a year ago, and for those wanting to purchase their forever home or second home, locking into long-term financing is a great option.

DEMAND RISES FOR LUXURY SECOND HOMES

We have also seen a rise in the demand for second homes over the last year – according to the Coldwell Banker Global Luxury Report 2022.

“Today, the number of affluent individuals with a net worth \$5 million+ who own two or more properties is over 70% in the U.S. Second homes in mountain, lake or beach settings were sought-after as places for leisure, but some savvy investors also chose to ride the price upswing of condos in major cities.”

This trend is growing stronger, for several reasons. Firstly, as many of the affluent are not committed to one specific location for work anymore, they are often searching for properties that allow them a diametrically opposite lifestyle to the one in their current abode.

For those looking for a second property to use as a traditional vacation home, the opportunity to rent these homes has appreciated both in terms of a financial return but also because even the affluent are staying closer to home for their vacations. Travel chaos and taking time to be with family have become a great motivator not to fly abroad.

Lastly, there has been an uptick in co-ownership, that affords second homeowners the opportunity to own and enjoy a luxury property without the full responsibility and associated costs.

LUXURY AMENITIES IN THIS SUMMER

Despite escalating prices, it seems that buying a fixer-upper is still not on the radar of the affluent, they might have the money and the time if they own another property, but they simply do not want the hassle.

Properties that come with all the amenities are still checking their boxes and this isn't only for attributes such as high-end furnishings and fittings, great layouts, extra office space, work out rooms and fabulous outdoor space, the demand is escalating for literally move-in-ready.





In today's market move-in-ready represents homes that can be purchased fully furnished including all the furniture, curtains, kitchen equipment, the China, silverware and even the artwork on the wall. Homes being prepared for sale with this in mind are attracting a lot of attention.

Of course, pools and outdoor play areas are on trend for the summer too, but also the requirement for space to house their collection of toys, from boats to bicycles.

Secondary homes on properties have also shown a definite increase in demand. Whether it's a guest house, suite over the garage or pool house, each of these provides extra space to either house additional family or be repurposed for personal use such as a private office, workout room or quiet refuge.

HOME DESIGN

While the affluent are not looking to engage in full renovations, they are forever setting new trends in what's new and in vogue.

Even as we learn to live with COVID-19, the days of opulent parties and dinners have still not returned in force. This has led to a demand for less glitter and sparkle and a desire for the home to feel like a place of refuge and comfort.

As we move further in 2022, the need for simplicity, clean lines and quality materials is driving design towards a more transitional contemporary palate with softer but luxurious furnishings. Colors focus on bringing in the light, with walls and cabinetry mostly in whites and greys.

To offset this, and in acknowledgement of sustainability and eco-friendly trends, greenery, reclaimed and refurbished materials are adding texture and depth.

In addition, lots of windows and ideally floor to ceiling windows that open out to large balconies or back yards, screening rooms, fire pits, fire pits or fire features, pools and water features, pizza ovens, outdoor kitchens – modern but flexible for all kinds of lifestyles – have become incredibly popular this summer.

TECHNOLOGY IS KEY

Technology within the home is now a standard requirement for affluent homes, but the trend that has become key this summer is the use of technology to search for a home.

As the affluent chose to find properties away from their current locale, using the internet to search for homes has become increasingly more important. Searches are not always focused on location first either, there might be several destinations that an affluent buyer may find of interest.

Access to technology that provides comparisons by location, amenities, lifestyle, home styles as well as price points has proven instrumental in helping affluent buyers make informed decisions. The affluent often do not need to buy, instead they want to buy, so properties for sale need to have an excellent online presence.

High-quality images, video footage, and an attention-grabbing presentation are all musts for sellers looking to attain the maximum exposure for their property.

CUSTOM HOMES

While renovations are not on the affluent's radar, they are still buying land to build their dream home.

This part of the market has seen its challenges, especially during the height of the pandemic and is still experiencing slow supply chains and labor shortages, but for those who purchased land their goal is often a long-term decision.

While prices are likely to fluctuate from initial estimates, the trend for custom homeowners is to pull out the stops and include all the upgrades, amenities and unique features from the start of the project.

Custom homes are no longer just a beautiful home, they are being designed to create an experience from the moment you walk through the door.

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.

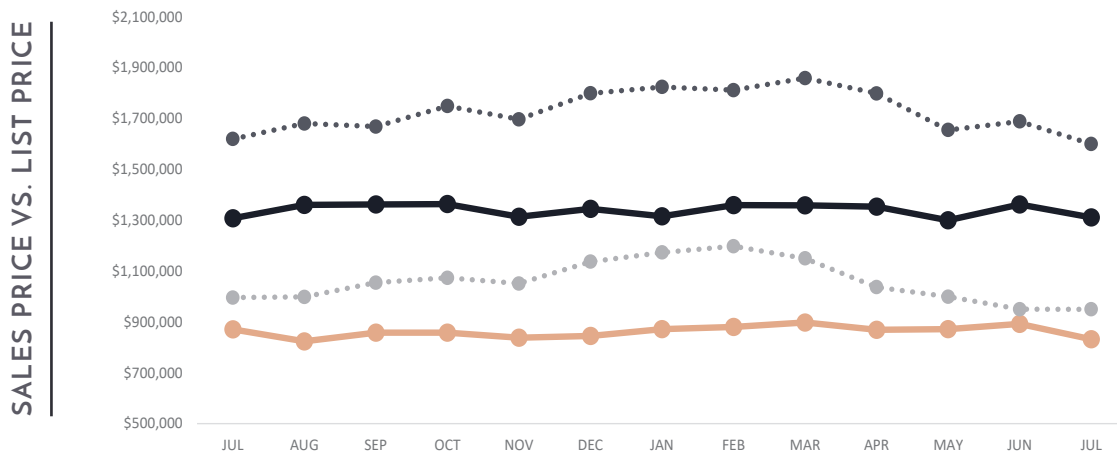
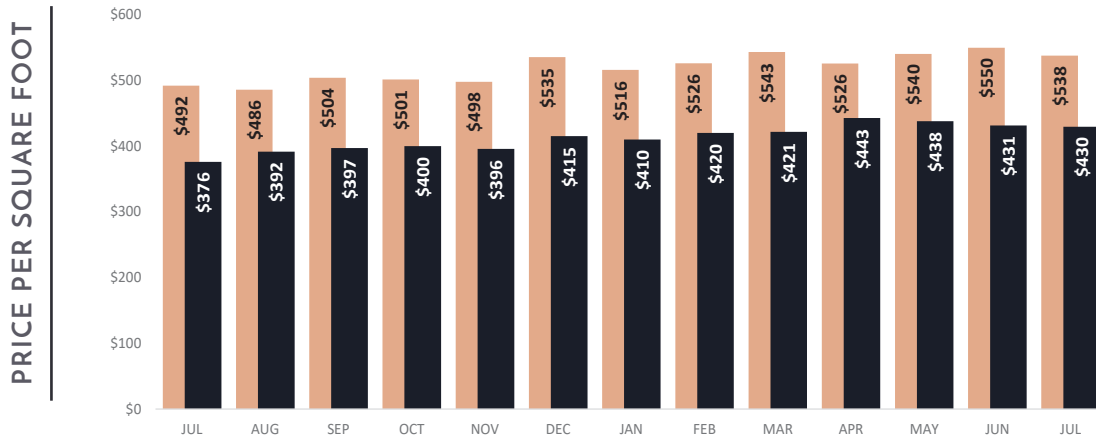
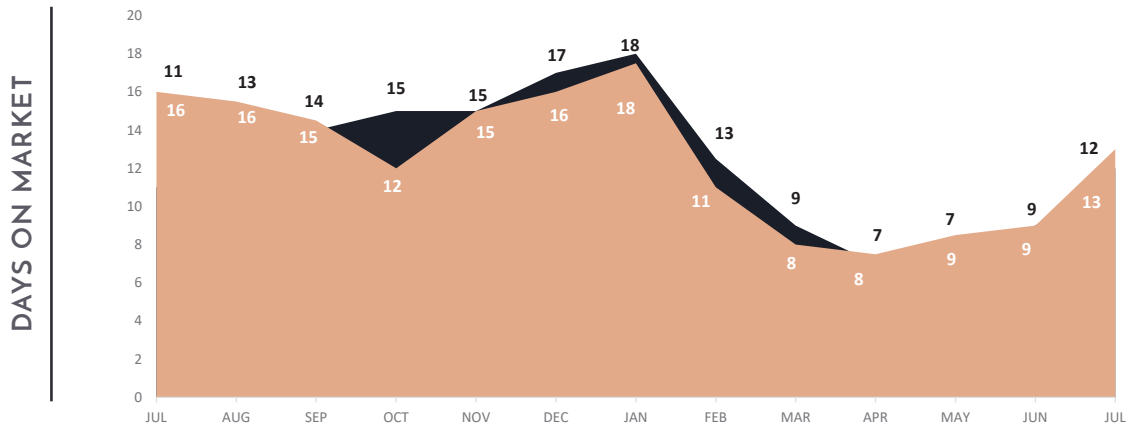


- 13-MONTH MARKET TRENDS -

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.



Discrepancies in previous month statistics between the July 2022 and August 2022 reports are due to the addition of Taos, NM and Montreal, QC.

- LUXURY MONTHLY MARKET REVIEW -

A Review of Key Market Differences Year over Year

July 2021 | July 2022

SINGLE-FAMILY HOMES

	July 2021	July 2022		July 2021	July 2022
Median List Price	\$1,619,750	\$1,599,950	Total Inventory	35,932	53,300
Median Sale Price	\$1,307,500	\$1,311,000	New Listings	13,591	19,944
Median SP/LP Ratio	80.72%	81.94%	Total Sold	20,102	17,927
Total Sales Ratio	55.94%	33.63%	Median Days on Market	11	12
Median Price per Sq. Ft.	\$376	\$430	Average Home Size	3,541	3,150

Median prices represent properties priced above respective city benchmark prices.



SINGLE-FAMILY HOMES MARKET SUMMARY | JULY 2022

- Official Market Type: **Seller's Market** with a **33.63% Sales Ratio**.¹
- Homes are selling for an average of **81.94% of list price**.
- The median luxury threshold² price is **\$912,500**, and the median luxury home sales price is **\$1,311,000**.
- Markets with the Highest Median Sales Price: **Aspen** (\$7,495,000), **Naples** (\$5,700,000), **Paradise Valley** (\$4,347,500), and **Marco Island** (\$4,300,000).
- Markets with the Highest Sales Ratio: **St. Louis** (101%), **Hamilton County** (97%), **Frederick County** (86%) and **Howard County** (77%).

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

July 2021 | July 2022

ATTACHED HOMES

	July 2021	July 2022		July 2021	July 2022
Median List Price	\$995,975	\$949,450	Total Inventory	12,606	15,303
Median Sale Price	\$871,250	\$832,375	New Listings	4,412	5,641
Median SP/LP Ratio	87.48%	87.67%	Total Sold	5,262	4,417
Total Sales Ratio	41.74%	28.86%	Median Days on Market	16	13
Median Price per Sq. Ft.	\$492	\$538	Average Home Size	1,911	1,786

Median prices represent properties priced above respective city benchmark prices.



ATTACHED HOMES MARKET SUMMARY | JULY 2022

- Official Market Type: **Seller's Market** with a **28.86% Sales Ratio**.¹
- Attached homes are selling for an average of **87.67% of list price**.
- The median luxury threshold² price is **\$700,000**, and the median attached luxury sale price is **\$832,375**.
- Markets with the Highest Median Sales Price: **Aspen** (\$5,500,000), **Vail** (\$4,100,000), **San Francisco** (\$2,325,000), and **Naples** (\$2,005,500).
- Markets with the Highest Sales Ratio: **Howard County** (139%), **Anne Arundel County** (106%), **Marin County** (100%) and **Waterloo County** (82%).

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	\$1,098,000	\$936,070	585	264	162	21	Seller's
AZ	Chandler and Gilbert	\$999,999	\$979,000	277	118	83	30	Seller's
AZ	Flagstaff	\$1,493,500	\$1,192,500	92	28	24	56	Seller's
AZ	Mesa	\$850,000	\$837,000	226	104	56	29	Seller's
AZ	Paradise Valley	\$4,687,180	\$4,347,500	102	24	10	65	Buyer's
AZ	Phoenix	\$850,000	\$793,750	964	383	260	33	Seller's
AZ	Scottsdale	\$1,875,000	\$1,615,600	639	191	143	37	Seller's
AZ	Tucson	\$724,995	\$655,000	715	257	273	7	Seller's
BC	Mid Vancouver Island	\$1,599,900	\$1,399,000	238	109	26	24	Buyer's
BC	Okanagan Valley	\$1,750,000	\$1,632,500	971	279	56	43	Buyer's
BC	Vancouver	\$4,380,000	\$3,400,000	1212	257	57	12	Buyer's
BC	Victoria	\$2,499,900	\$2,100,000	145	68	19	24	Buyer's
CA	Central Coast	\$2,895,000	\$2,175,000	243	69	60	14	Seller's
CA	East Bay	\$2,089,500	\$1,900,000	652	420	436	12	Seller's
CA	Greater Palm Springs	\$1,815,000	\$1,562,500	239	89	82	29	Seller's
CA	Lake Tahoe	\$2,200,000	\$1,709,000	219	84	53	17	Seller's
CA	Los Angeles Beach Cities	\$5,995,000	\$4,200,000	289	72	84	12	Seller's
CA	Los Angeles City	\$5,412,500	\$3,508,000	660	227	130	19	Balanced
CA	Los Angeles The Valley	\$2,495,000	\$2,040,000	479	225	183	14	Seller's
CA	Marin County	\$3,342,000	\$2,850,000	104	24	55	10	Seller's
CA	Napa County	\$4,072,500	\$2,100,000	108	11	19	29	Balanced
CA	Orange County	\$2,699,000	\$2,107,500	1095	399	370	13	Seller's
CA	Placer County	\$1,199,000	\$1,000,000	257	108	100	12	Seller's
CA	Sacramento	\$958,000	\$898,327	671	296	339	11	Seller's
CA	San Diego	\$2,199,900	\$1,920,000	1023	448	354	10	Seller's
CA	San Francisco	\$4,180,000	\$3,287,500	107	38	63	14	Seller's
CA	San Luis Obispo County	\$1,792,000	\$1,300,000	176	47	70		Seller's
CA	Santa Barbara	\$5,675,000	\$2,787,500	140	50	32	17	Seller's
CA	Silicon Valley	\$3,799,500	\$3,350,000	490	246	253	11	Seller's
CA	Sonoma County	\$2,250,000	\$1,756,250	199	36	54	36	Seller's
CA	Ventura County	\$2,099,500	\$1,695,000	272	92	101	20	Seller's
CO	Aspen	\$14,925,000	\$7,495,000	100	22	7	121	Buyer's
CO	Colorado Springs	\$929,000	\$900,000	486	188	174	11	Seller's
CO	Denver	\$1,499,000	\$1,350,000	599	267	316	6	Seller's
CO	Douglas County	\$1,349,900	\$1,226,500	302	133	136	10	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	Durango	\$1,699,000	\$1,425,000	115	24	23	79	Balanced
CO	Summit County	\$3,250,000	\$1,772,710	83	28	10	13	Buyer's
CO	Telluride	\$5,800,000	\$4,100,000	89	20	3	77	Buyer's
CO	Vail	\$5,195,000	\$4,212,500	95	27	6	20	Buyer's
CT	Central Connecticut	\$694,950	\$612,500	412	109	246	6	Seller's
CT	Coastal Connecticut	\$2,200,000	\$1,695,000	596	177	267	21	Seller's
DC	Washington D.C.	\$4,495,000	\$2,743,750	56	15	18	7	Seller's
DE	Sussex County Coastal	\$1,399,900	\$1,406,200	149	42	32	17	Seller's
FL	Boca Raton/Delray Beach	\$2,795,000	\$1,900,000	443	138	85	11	Balanced
FL	Coastal Pinellas County	\$2,336,500	\$1,850,000	82	24	20	15	Seller's
FL	Greater Fort Lauderdale	\$1,350,000	\$1,093,138	1337	544	343	13	Seller's
FL	Jacksonville Beaches	\$1,375,000	\$1,110,000	292	124	103	15	Seller's
FL	Lee County	\$1,399,000	\$1,300,000	538	134	99	14	Balanced
FL	Marco Island	\$2,647,500	\$4,300,000	102	17	5	70	Buyer's
FL	Miami	\$2,125,000	\$1,550,000	866	231	119	23	Buyer's
FL	Naples	\$4,995,000	\$5,700,000	246	43	33	39	Buyer's
FL	Orlando	\$1,225,000	\$1,143,898	705	244	210	7	Seller's
FL	Palm Beach Towns	\$3,250,000	\$2,200,000	220	56	29	23	Buyer's
FL	Sarasota & Beaches	\$2,950,000	\$2,025,000	291	84	70	11	Seller's
FL	South Pinellas County	\$1,597,000	\$1,437,500	234	94	58	9	Seller's
FL	South Walton	\$2,370,000	\$2,050,000	398	91	57	15	Buyer's
FL	Space Coast	\$849,450	\$737,500	324	135	130	7	Seller's
FL	Tampa	\$750,000	\$675,000	1160	547	499	6	Seller's
FL	Weston	\$1,200,000	\$1,052,000	113	58	58	9	Seller's
GA	Atlanta	\$1,485,000	\$1,200,000	699	275	263	6	Seller's
GA	Duluth	\$1,650,000	\$1,375,000	22	11	5	10	Seller's
HI	Island of Hawaii	\$1,997,500	\$1,405,500	122	21	15	15	Buyer's
HI	Kauai	\$2,800,000	\$2,812,000	47	9	7	5	Buyer's
HI	Maui	\$2,947,500	\$2,000,000	132	22	27	69	Balanced
HI	Oahu	\$3,180,000	\$2,287,000	187	53	48	12	Seller's
ID	Ada County	\$794,950	\$778,000	1002	421	323	11	Seller's
ID	Northern Idaho	\$1,600,000	\$1,308,000	503	181	53	57	Buyer's
IL	Chicago	\$1,499,000	\$1,210,423	716	270	346	8	Seller's
IL	DuPage County	\$1,189,000	\$917,000	335	127	160	8	Seller's
IL	Lake County	\$1,150,000	\$873,000	292	97	150	8	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	Will County	\$700,000	\$624,950	225	96	166	10	Seller's
IN	Hamilton County	\$849,175	\$750,000	144	55	140	4	Seller's
KS	Johnson County	\$804,307	\$808,718	357	100	177	3	Seller's
MA	Cape Cod	\$2,395,000	\$1,810,000	132	34	29	20	Seller's
MA	Greater Boston	\$3,269,500	\$2,700,000	102	25	71	21	Seller's
MA	South Shore	\$1,699,950	\$1,399,000	74	28	39	15	Seller's
MD	Anne Arundel County	\$977,500	\$922,500	188	71	129	5	Seller's
MD	Frederick County	\$850,000	\$830,130	56	27	48	7	Seller's
MD	Howard County	\$1,174,236	\$1,018,750	94	41	72	6	Seller's
MD	Montgomery County	\$1,938,667	\$1,545,000	189	64	132	7	Seller's
MD	Talbot County	\$2,447,500	\$1,722,500	38	2	12	8	Seller's
MD	Worcester County	\$934,950	\$750,000	56	19	17	9	Seller's
MI	Livingston County	\$782,500	\$695,000	108	28	35	9	Seller's
MI	Monroe County	\$657,900	\$592,500	16	5	6	14	Seller's
MI	Oakland County	\$729,000	\$637,000	943	403	365	8	Seller's
MI	Washtenaw County	\$854,950	\$740,000	168	54	69	6	Seller's
MI	Wayne County	\$695,000	\$642,000	231	83	108	9	Seller's
MN	Olmsted County	\$849,900	\$785,145	74	12	18	19	Seller's
MN	Twin Cities	\$1,237,500	\$996,683	732	244	280	10	Seller's
MO	Kansas City	\$669,900	\$675,000	1311	320	527	4	Seller's
MO	St. Louis	\$825,000	\$718,500	107	51	108	6	Seller's
NC	Asheville	\$994,800	\$838,193	229	80	64	8	Seller's
NC	Charlotte	\$1,124,950	\$975,000	602	240	365	4	Seller's
NC	Lake Norman	\$1,140,000	\$1,050,000	198	71	94	5	Seller's
NC	Raleigh-Durham	\$950,000	\$905,000	367	164	241	4	Seller's
NJ	Ocean County	\$899,950	\$808,500	471	159	140	13	Seller's
NM	Taos	\$1,195,000	\$890,000	83	21	7	102	Buyer's
NV	Lake Tahoe	\$3,500,000	\$2,628,500	168	36	14	72	Buyer's
NV	Las Vegas	\$1,615,000	\$1,300,000	821	265	97	21	Buyer's
NV	Reno	\$1,950,000	\$1,772,500	134	32	20	49	Buyer's
NY	Finger Lakes	\$2,099,500	\$1,314,000	34	9	7	13	Balanced
NY	Nassau County	\$1,880,000	\$1,450,000	775	190	181	23	Seller's
NY	Staten Island	\$1,250,000	\$1,250,000	186	57	38	39	Balanced
NY	Suffolk County	\$1,799,000	\$1,201,000	928	227	158	21	Balanced
OH	Cincinnati	\$849,950	\$750,000	184	49	105	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	\$1,749,000	\$1,555,000	211	136	46	14	Seller's
ON	GTA - York	\$2,375,000	\$1,880,000	563	327	137	13	Seller's
ON	Hamilton	\$1,839,500	\$1,510,000	254	121	27	23	Buyer's
ON	Mississauga	\$2,950,000	\$2,310,000	137	64	26	18	Balanced
ON	Oakville	\$2,514,900	\$2,400,000	132	82	33	17	Seller's
ON	Toronto	\$3,799,444	\$3,100,000	420	178	54	20	Buyer's
ON	Waterloo Region	\$1,474,000	\$1,300,000	166	103	49	12	Seller's
OR	Portland	\$1,350,000	\$1,075,000	615	248	283	6	Seller's
QC	Montreal	\$1,999,000	\$1,600,000	363	87	16	39	Buyer's
SC	Hilton Head	\$2,095,000	\$1,349,000	243	58	55	12	Seller's
TN	Greater Chattanooga	\$965,000	\$824,000	180	49	43	4	Seller's
TN	Nashville	\$1,699,900	\$1,355,500	653	246	220	4	Seller's
TX	Austin	\$1,098,222	\$995,000	1242	586	354	9	Seller's
TX	Collin County	\$749,000	\$717,786	1445	681	627	11	Seller's
TX	Dallas	\$1,300,000	\$1,004,001	450	209	186	11	Seller's
TX	Denton County	\$775,786	\$750,000	1101	508	425	9	Seller's
TX	El Paso	\$610,800	\$583,000	154	53	29	15	Balanced
TX	Fort Worth	\$825,000	\$800,000	970	393	465	8	Seller's
TX	Greater Tyler	\$737,500	\$611,500	148	77	48	9	Seller's
TX	Houston	\$979,000	\$880,000	1149	439	333	9	Seller's
TX	Lubbock	\$652,500	\$599,950	88	34	28	50	Seller's
TX	San Angelo	\$650,000	\$594,950	51	27	16	68	Seller's
TX	San Antonio	\$799,070	\$717,515	636	262	191	16	Seller's
TX	The Woodlands & Spring	\$809,000	\$741,000	213	119	162	7	Seller's
UT	Park City	\$4,250,000	\$3,075,000	202	57	16	7	Buyer's
UT	Salt Lake City	\$1,132,096	\$979,000	469	210	157	21	Seller's
VA	Arlington & Alexandria	\$2,250,000	\$1,850,000	77	32	49	6	Seller's
VA	Charlottesville	\$1,300,000	\$1,019,000	144	22	44	6	Seller's
VA	Fairfax County	\$1,999,900	\$1,500,000	346	113	152	7	Seller's
VA	McLean & Vienna	\$2,750,000	\$1,850,000	147	31	61	6	Seller's
VA	Richmond	\$799,900	\$790,153	291	110	197	6	Seller's
VA	Smith Mountain Lake	\$1,750,000	\$1,325,000	33	9	8	4	Seller's
WA	King County - Greater Seattle	\$1,970,000	\$1,695,000	1014	543	538	6	Seller's
WA	Seattle	\$1,893,217	\$1,715,000	254	140	167	6	Seller's
WA	Spokane	\$1,150,000	\$987,500	135	62	46	9	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 -

ATTACHED HOMES

State	Market Name	Median List Price	Median Sold Price	Inventory	New Listings	Sold	Days on Market	Market Status
AB	Calgary	\$775,000	\$685,000	173	65	23	32	Buyer's
AZ	Chandler and Gilbert	-	-	-	-	-	-	-
AZ	Flagstaff	-	-	-	-	-	-	-
AZ	Mesa	-	-	-	-	-	-	-
AZ	Paradise Valley	-	-	-	-	-	-	-
AZ	Phoenix	-	-	-	-	-	-	-
AZ	Scottsdale	\$827,000	\$799,500	202	66	44	28	Seller's
AZ	Tucson	-	-	-	-	-	-	-
BC	Mid Vancouver Island	\$842,000	\$757,000	76	35	8	35	Buyer's
BC	Okanagan Valley	-	-	-	-	-	-	-
BC	Vancouver	\$1,989,800	\$1,685,450	999	271	70	15	Buyer's
BC	Victoria	\$997,500	\$950,000	132	77	33	16	Seller's
CA	Central Coast	\$1,275,000	\$1,041,944	29	17	16	7	Seller's
CA	East Bay	\$1,070,000	\$1,040,000	184	114	123	12	Seller's
CA	Greater Palm Springs	-	-	-	-	-	-	-
CA	Lake Tahoe	\$1,850,000	\$1,712,500	25	9	6	24	Seller's
CA	Los Angeles Beach Cities	\$1,875,000	\$1,600,000	167	71	74	11	Seller's
CA	Los Angeles City	\$1,650,000	\$1,343,500	339	138	103	12	Seller's
CA	Los Angeles The Valley	\$792,450	\$814,750	142	85	96	16	Seller's
CA	Marin County	\$1,300,000	\$1,237,000	25	7	25	23	Seller's
CA	Napa County	-	-	-	-	-	-	-
CA	Orange County	\$1,180,000	\$1,132,500	421	187	190	12	Seller's
CA	Placer County	-	-	-	-	-	-	-
CA	Sacramento	-	-	-	-	-	-	-
CA	San Diego	\$1,100,000	\$1,044,750	366	203	190	10	Seller's
CA	San Francisco	\$2,837,500	\$2,325,000	108	25	30	21	Seller's
CA	San Luis Obispo County	-	-	-	-	-	-	-
CA	Santa Barbara	\$1,590,000	\$1,525,000	11	9	9	10	Seller's
CA	Silicon Valley	\$1,649,980	\$1,600,000	131	68	83	10	Seller's
CA	Sonoma County	\$1,100,000	\$687,500	15	4	6	31	Seller's
CA	Ventura County	\$750,000	\$799,998	109	47	77	18	Seller's
CO	Aspen	\$4,495,000	\$5,500,000	35	10	1	58	Buyer's
CO	Colorado Springs	-	-	-	-	-	-	-
CO	Denver	\$965,000	\$828,750	151	56	54	13	Seller's
CO	Douglas County	\$560,000	\$544,995	23	14	10	5	Seller's

Markets with dashes do not have a significant luxury market for this report. Median prices represent properties priced above respective city benchmark prices. Prices shown for Canadian cities are shown in Canadian Dollars.

- 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	Durango	\$793,905	\$757,500	20	3	12	61	Seller's
CO	Summit County	\$1,159,500	\$1,718,000	34	11	5	9	Buyer's
CO	Telluride	-	-	-	-	-	-	-
CO	Vail	\$3,997,000	\$4,100,000	70	15	5	7	Buyer's
CT	Central Connecticut	-	-	-	-	-	-	-
CT	Coastal Connecticut	\$1,450,000	\$769,694	186	50	59	23	Seller's
DC	Washington D.C.	\$1,995,000	\$1,625,000	166	49	59	9	Seller's
DE	Sussex County Coastal	\$1,050,000	\$896,000	15	10	7	20	Seller's
FL	Boca Raton/Delray Beach	\$935,000	\$762,500	241	87	60	13	Seller's
FL	Coastal Pinellas County	\$1,443,950	\$1,290,000	98	41	35	10	Seller's
FL	Greater Fort Lauderdale	\$849,950	\$775,000	810	231	168	27	Balanced
FL	Jacksonville Beaches	\$949,900	\$1,275,000	31	12	9	9	Seller's
FL	Lee County	\$825,000	\$769,500	216	54	63	9	Seller's
FL	Marco Island	\$1,699,500	\$1,350,000	36	7	5	8	Buyer's
FL	Miami	\$1,480,000	\$1,275,000	1255	285	97	50	Buyer's
FL	Naples	\$2,300,000	\$2,005,500	140	28	22	16	Balanced
FL	Orlando	\$565,000	\$565,000	203	74	45	8	Seller's
FL	Palm Beach Towns	\$1,975,000	\$1,775,000	181	44	21	38	Buyer's
FL	Sarasota & Beaches	\$1,821,100	\$1,220,000	126	30	42	6	Seller's
FL	South Pinellas County	\$1,175,000	\$1,104,500	173	58	40	11	Seller's
FL	South Walton	\$1,579,800	\$1,150,000	202	44	33	17	Balanced
FL	Space Coast	\$759,900	\$669,500	151	51	34	22	Seller's
FL	Tampa	\$750,000	\$700,000	165	72	60	8	Seller's
FL	Weston	-	-	-	-	-	-	-
GA	Atlanta	\$743,545	\$656,000	465	204	159	8	Seller's
GA	Duluth	-	-	-	-	-	-	-
HI	Island of Hawaii	\$1,530,000	\$1,550,000	55	21	19	12	Seller's
HI	Kauai	\$1,592,500	\$1,322,500	40	12	14	7	Seller's
HI	Maui	\$1,999,000	\$1,600,000	83	17	21	74	Seller's
HI	Oahu	\$1,150,000	\$924,500	405	101	108	15	Seller's
ID	Ada County	\$634,894	\$625,000	60	23	21	23	Seller's
ID	Northern Idaho	-	-	-	-	-	-	-
IL	Chicago	\$1,226,000	\$930,000	803	275	177	16	Seller's
IL	DuPage County	\$799,000	\$689,000	25	8	18	11	Seller's
IL	Lake County	-	-	-	-	-	-	-

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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	Will County	-	-	-	-	-	-	-
IN	Hamilton County	-	-	-	-	-	-	-
KS	Johnson County	\$596,475	\$725,000	102	24	27	2	Seller's
MA	Cape Cod	\$790,000	\$815,000	28	8	9	19	Seller's
MA	Greater Boston	\$2,399,500	\$1,875,000	296	63	77	20	Seller's
MA	South Shore	\$849,900	\$800,000	17	13	13	37	Seller's
MD	Anne Arundel County	\$564,990	\$579,250	62	34	66	6	Seller's
MD	Frederick County	-	-	-	-	-	-	-
MD	Howard County	\$589,945	\$560,640	28	20	39	5	Seller's
MD	Montgomery County	\$755,000	\$749,900	115	53	71	6	Seller's
MD	Talbot County	-	-	-	-	-	-	-
MD	Worcester County	\$635,000	\$680,000	49	18	23	9	Seller's
MI	Livingston County	-	-	-	-	-	-	-
MI	Monroe County	-	-	-	-	-	-	-
MI	Oakland County	\$749,000	\$585,000	69	28	30	7	Seller's
MI	Washtenaw County	\$584,950	\$774,000	54	23	24	12	Seller's
MI	Wayne County	\$628,400	\$609,697	98	17	11	19	Buyer's
MN	Olmsted County	-	-	-	-	-	-	-
MN	Twin Cities	-	-	-	-	-	-	-
MO	Kansas City	-	-	-	-	-	-	-
MO	St. Louis	-	-	-	-	-	-	-
NC	Asheville	\$804,250	\$807,500	30	7	14	19	Seller's
NC	Charlotte	\$665,718	\$624,950	177	42	78	7	Seller's
NC	Lake Norman	\$639,000	\$555,000	17	4	7	4	Seller's
NC	Raleigh-Durham	-	-	-	-	-	-	-
NJ	Ocean County	\$849,000	\$836,000	45	19	14	22	Seller's
NM	Taos	-	-	-	-	-	-	-
NV	Lake Tahoe	\$1,409,500	\$1,237,500	30	12	3	44	Buyer's
NV	Las Vegas	-	-	-	-	-	-	-
NV	Reno	-	-	-	-	-	-	-
NY	Finger Lakes	-	-	-	-	-	-	-
NY	Nassau County	\$1,375,000	\$1,640,000	95	15	19	39	Balanced
NY	Staten Island	\$639,000	\$625,000	91	20	38	31	Seller's
NY	Suffolk County	\$759,450	\$669,500	176	56	53	25	Seller's
OH	Cincinnati	\$699,000	\$665,000	17	6	10	22	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
ON	GTA - Durham	\$847,900	\$820,000	39	25	5	14	Buyer's
ON	GTA - York	\$799,000	\$760,000	330	217	63	19	Balanced
ON	Hamilton	\$884,450	\$845,000	16	19	11	9	Seller's
ON	Mississauga	\$949,000	\$893,000	140	96	33	22	Seller's
ON	Oakville	\$1,344,000	\$1,347,500	25	19	8	6	Seller's
ON	Toronto	\$1,250,000	\$1,075,000	777	419	190	17	Seller's
ON	Waterloo Region	\$775,000	\$750,000	50	40	41	14	Seller's
OR	Portland	\$735,000	\$625,000	235	94	75	12	Seller's
QC	Montreal	\$1,325,000	\$1,257,500	13	3	10	20	Seller's
SC	Hilton Head	\$999,000	\$927,500	49	9	8	12	Balanced
TN	Greater Chattanooga	-	-	-	-	-	-	-
TN	Nashville	\$754,950	\$631,000	128	73	58	3	Seller's
TX	Austin	\$849,999	\$770,000	260	112	78	11	Seller's
TX	Collin County	-	-	-	-	-	-	-
TX	Dallas	\$749,000	\$635,000	117	53	44	10	Seller's
TX	Denton County	-	-	-	-	-	-	-
TX	El Paso	-	-	-	-	-	-	-
TX	Fort Worth	-	-	-	-	-	-	-
TX	Greater Tyler	-	-	-	-	-	-	-
TX	Houston	\$625,000	\$616,000	137	63	32	17	Seller's
TX	Lubbock	-	-	-	-	-	-	-
TX	San Angelo	-	-	-	-	-	-	-
TX	San Antonio	\$625,000	\$564,500	32	3	4	21	Buyer's
TX	The Woodlands & Spring	-	-	-	-	-	-	-
UT	Park City	\$1,850,000	\$1,725,000	102	24	19	2	Balanced
UT	Salt Lake City	\$620,000	\$525,000	147	62	60	21	Seller's
VA	Arlington & Alexandria	\$1,059,000	\$965,000	87	43	48	9	Seller's
VA	Charlottesville	\$634,450	\$550,000	28	5	9	21	Seller's
VA	Fairfax County	\$757,550	\$710,000	234	131	162	7	Seller's
VA	McLean & Vienna	\$1,139,999	\$1,001,700	37	13	20	5	Seller's
VA	Richmond	-	-	-	-	-	-	-
VA	Smith Mountain Lake	-	-	-	-	-	-	-
WA	King County - Greater Seattle	\$1,150,000	\$950,000	275	100	100	6	Seller's
WA	Seattle	\$1,425,000	\$1,025,000	131	41	24	7	Balanced
WA	Spokane	-	-	-	-	-	-	-

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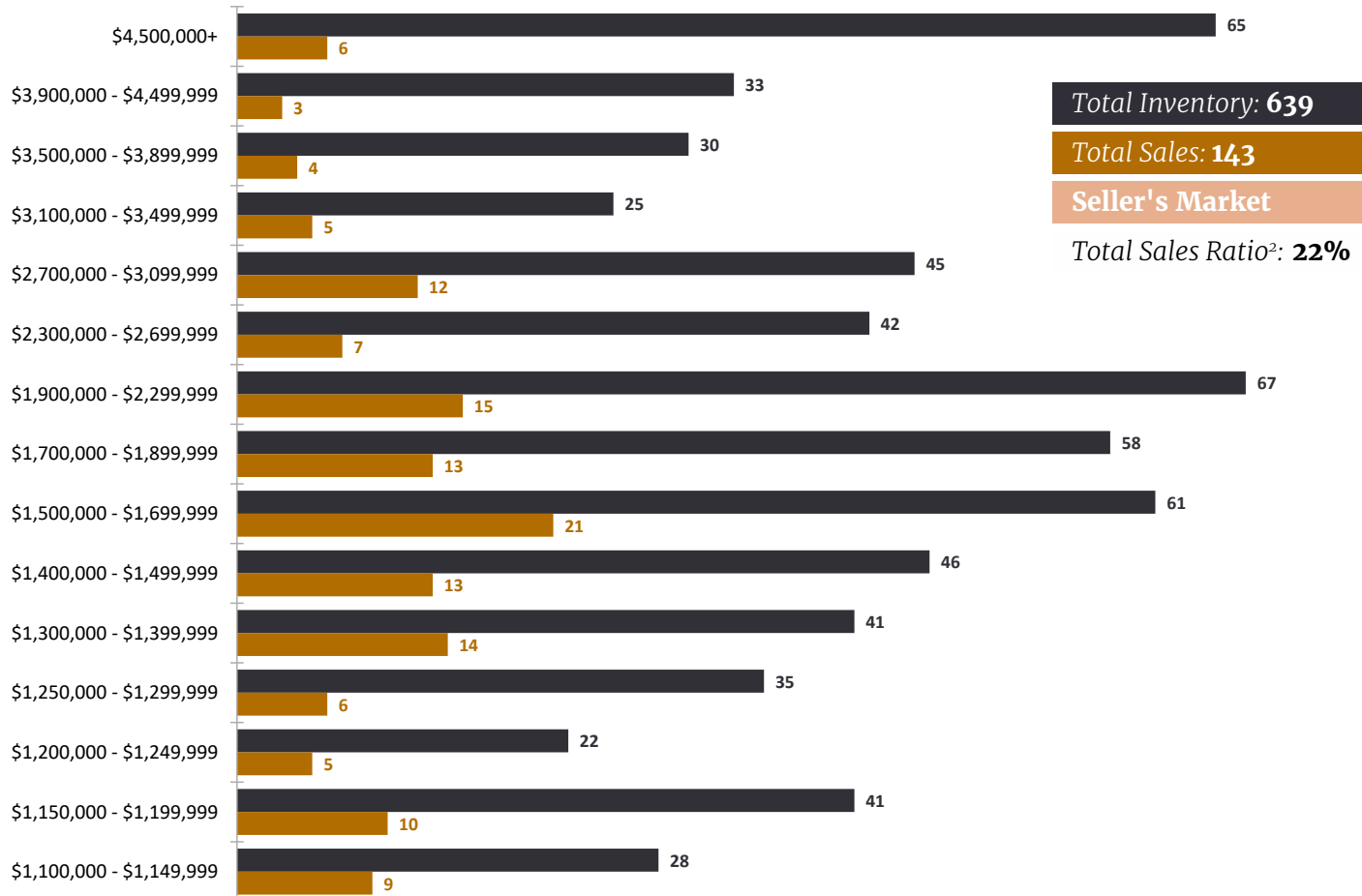
AUGUST
2022

SCOTTSDALE --- ARIZONA

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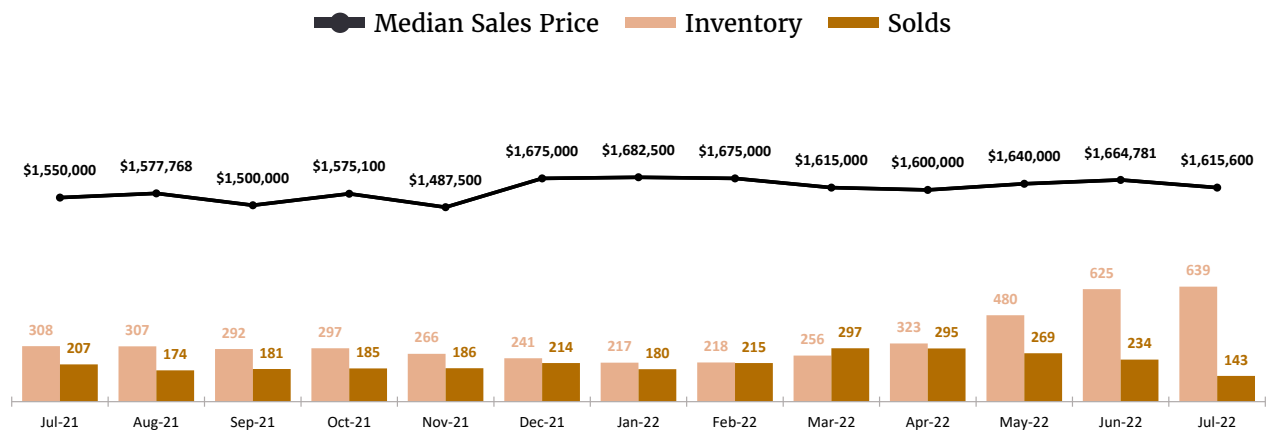
LUXURY INVENTORY VS. SALES | JULY 2022

Inventory Sales

Luxury Benchmark Price¹: **\$1,100,000**

Square Feet ³	Price	Beds	Baths	Sold	Inventory	Sales Ratio
-Range-	-Median Sold-	-Median Sold-	-Median Sold-	-Total-	-Total-	-Sold/Inventory-
0 - 3,499	\$1,362,500	4	3	81	266	30%
3,500 - 4,499	\$1,950,000	4	4	33	185	18%
4,500 - 5,499	\$2,737,500	4	5	16	88	18%
5,500 - 6,499	\$2,650,000	5	6	6	42	14%
6,500 - 7,499	\$5,700,000	6	7	2	27	7%
7,500+	\$5,575,000	5	7	5	31	16%

¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ² Sales Ratio defines market speed and market type: Buyer's < 14.5%; Balanced >= 14.5 to < 20.5%; Seller's >= 20.5% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

13-MONTH LUXURY MARKET TREND⁴

MEDIAN DATA REVIEW | JULY

TOTAL INVENTORY

Jul. 2021 Jul. 2022

308 639

VARIANCE: 107%

TOTAL SOLD

Jul. 2021 Jul. 2022

207 143

VARIANCE: -31%

SALES PRICE

Jul. 2021 Jul. 2022

\$1.55m \$1.62m

VARIANCE: 4%

SALE PRICE PER SQFT.

Jul. 2021 Jul. 2022

\$410 \$491

VARIANCE: 20%

SALE TO LIST PRICE RATIO

Jul. 2021 Jul. 2022

100.00% 98.25%

VARIANCE: -2%

DAYS ON MARKET

Jul. 2021 Jul. 2022

33 37

VARIANCE: 12%

SCOTTSDALE MARKET SUMMARY | JULY 2022

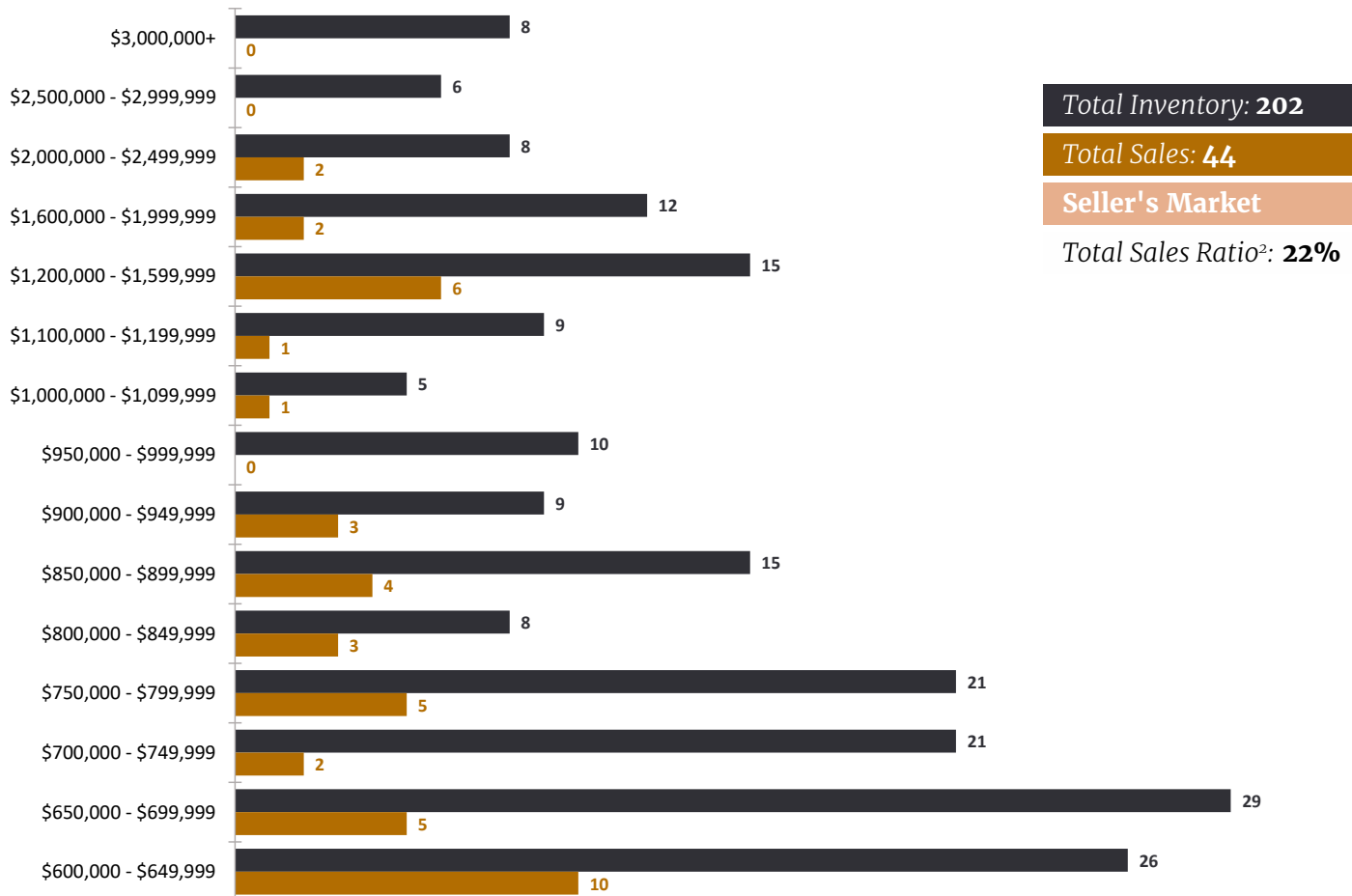
- The Scottsdale single-family luxury market is a **Seller's Market** with a **22% Sales Ratio**.
- Homes sold for a median of **98.25% of list price** in July 2022.
- The most active price band is **\$1,500,000-\$1,699,999**, where the sales ratio is **34%**.
- The median luxury sales price for single-family homes is **\$1,615,600**.
- The median days on market for July 2022 was **37** days, up from **33** in July 2021.

³Square foot table does not account for listings and sells where square foot data is not disclosed.

⁴Data reported includes Active and Sold properties and does not include Pending properties.

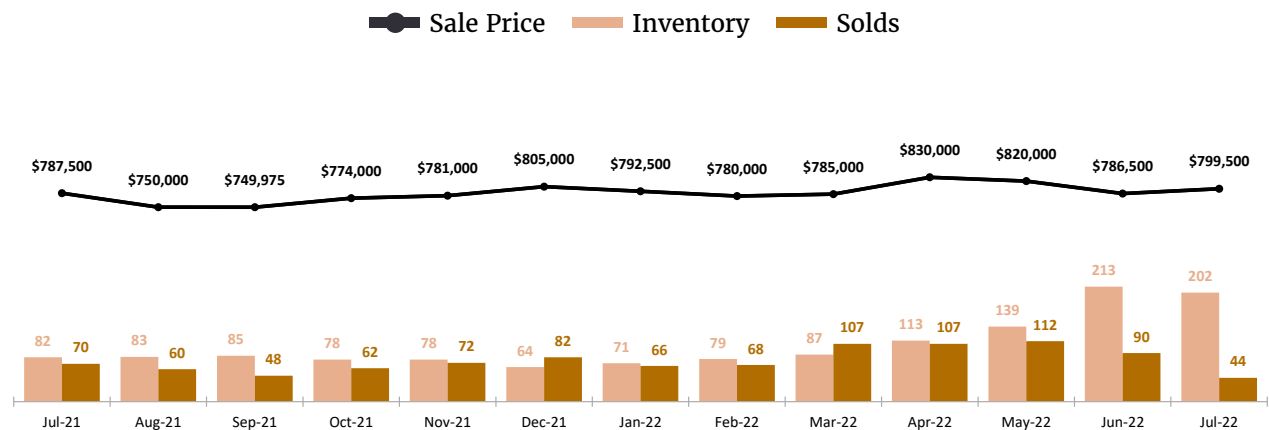
LUXURY INVENTORY VS. SALES | JULY 2022

Inventory Sales

Luxury Benchmark Price¹: **\$600,000**

Square Feet ³	Price	Beds	Baths	Sold	Inventory	Sales Ratio
-Range-	-Median Sold-	-Median Sold-	-Median Sold-	-Total-	-Total-	-Sold/Inventory-
0 - 1,499	\$639,000	2	2	7	49	14%
1,500 - 1,999	\$646,250	3	2	12	69	17%
2,000 - 2,499	\$850,000	2	3	19	57	33%
2,500 - 2,999	\$1,785,500	3	4	5	13	38%
3,000 - 3,499	\$1,200,000	3	3	1	10	10%
3,500+	NA	NA	NA	0	4	0%

¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ² Sales Ratio defines market speed and market type: Buyer's < 14.5%; Balanced >= 14.5 to < 20.5%; Seller's >= 20.5% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

13-MONTH LUXURY MARKET TREND⁴

MEDIAN DATA REVIEW | JULY

TOTAL INVENTORY

Jul. 2021 Jul. 2022
82 202

VARIANCE: **146%**

TOTAL SOLDs

Jul. 2021 Jul. 2022
70 44

VARIANCE: **-37%**

SALES PRICE

Jul. 2021 Jul. 2022
\$788k \$800k

VARIANCE: **2%**

SALE PRICE PER SQFT.

Jul. 2021 Jul. 2022
\$425 \$418

VARIANCE: **-2%**

SALE TO LIST PRICE RATIO

Jul. 2021 Jul. 2022
99.55% 99.12%

VARIANCE: **0%**

DAYS ON MARKET

Jul. 2021 Jul. 2022
34 28

VARIANCE: **-18%**

SCOTTSDALE MARKET SUMMARY | JULY 2022

- The Scottsdale attached luxury market is a **Seller's Market** with a **22% Sales Ratio**.
- Homes sold for a median of **99.12% of list price** in July 2022.
- The most active price band is **\$1,200,000-\$1,599,999**, where the sales ratio is **40%**.
- The median luxury sales price for attached homes is **\$799,500**.
- The median days on market for July 2022 was **28** days, down from **34** in July 2021.

³Square foot table does not account for listings and solds where square foot data is not disclosed.

⁴Data reported includes Active and Sold properties and does not include Pending properties.

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2022

A photograph of a modern, two-story house with large glass windows and a large tree in the foreground. The house has a dark exterior with light-colored horizontal slats. The interior is visible through the glass, showing a dining area with a table and chairs. The tree is a large, mature tree with a thick trunk and dense foliage. The house is set on a green lawn.

PARADISE VALLEY

ARIZONA

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LUXURY INVENTORY VS. SALES | JULY 2022

Inventory Sales

Luxury Benchmark Price¹: **\$1,700,000**



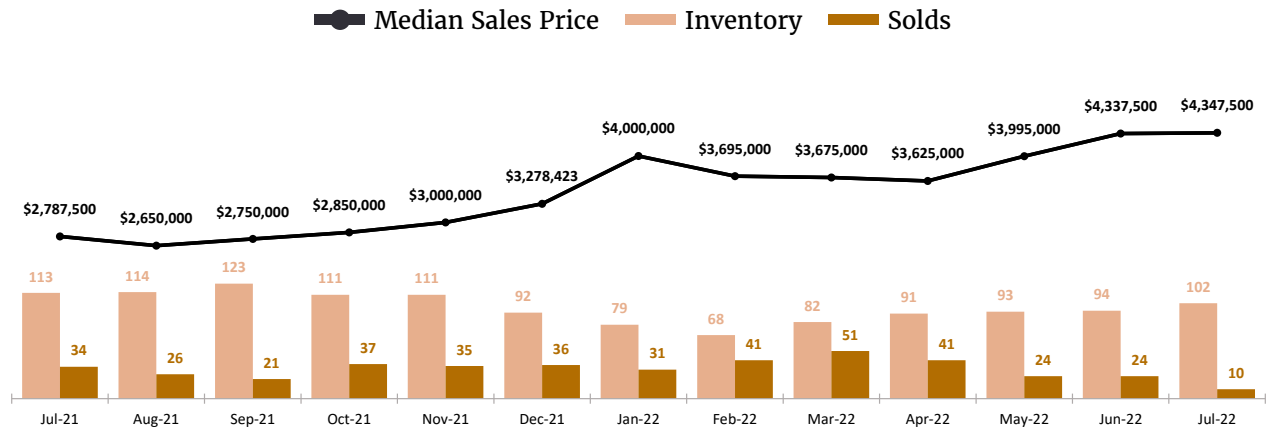
Square Feet ³	Price	Beds	Baths	Sold	Inventory	Sales Ratio
-Range-	-Median Sold-	-Median Sold-	-Median Sold-	-Total-	-Total-	-Sold/Inventory-
0 - 3,999	\$5,260,000	3	4	1	16	6%
4,000 - 4,999	\$2,375,000	4	4	1	16	6%
5,000 - 5,999	\$3,250,000	6	6	4	15	27%
6,000 - 6,999	\$6,287,500	5	6	2	14	14%
7,000 - 7,999	\$5,200,000	6	7	1	11	9%
8,000+	\$9,300,000	6	7	1	30	3%

¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ² Sales Ratio defines market speed and market type: Buyer's < 14.5%; Balanced >= 14.5 to < 20.5%; Seller's >= 20.5% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

PARADISE VALLEY

SINGLE-FAMILY HOMES

13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA REVIEW | JULY

TOTAL INVENTORY

Jul. 2021 Jul. 2022

113 102

VARIANCE: -10%

TOTAL SOLD

Jul. 2021 Jul. 2022

34 10

VARIANCE: -71%

SALES PRICE

Jul. 2021 Jul. 2022

\$2.79m \$4.35m

VARIANCE: 56%

SALE PRICE PER SQFT.

Jul. 2021 Jul. 2022

\$565 \$699

VARIANCE: 24%

SALE TO LIST PRICE RATIO

Jul. 2021 Jul. 2022

99.07% 95.72%

VARIANCE: -3%

DAYS ON MARKET

Jul. 2021 Jul. 2022

60 65

VARIANCE: 8%

PARADISE VALLEY MARKET SUMMARY | JULY 2022

- The Paradise Valley single-family luxury market is a **Buyer's Market** with a **10% Sales Ratio**.
- Homes sold for a median of **95.72% of list price** in July 2022.
- The most active price band is **\$3,000,000-\$3,499,999**, where the sales ratio is **100%**.
- The median luxury sales price for single-family homes is **\$4,347,500**.
- The median days on market for July 2022 was **65** days, up from **60** in July 2021.

³Square foot table does not account for listings and sells where square foot data is not disclosed.

⁴Data reported includes Active and Sold properties and does not include Pending properties.