INSTITUTE for LUXURY HOME MARKETING

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LUXURY MARKET REPORT

FEBRUARY 2023

LUXURY MARKET REPORT



MAP OF LUXURY RESIDENTIAL MARKETS

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.

- 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.





Real Estate Cycles – Norms, Exceptions, and Expectations Shaping 2023

As we move out of two and half years of one of the most dynamic luxury real estate markets and transition into a new cycle, there is still an underlying apprehension as to what 2023 will bring, especially in the upcoming spring market.

For the most part, expert and media expectations of a recession causing major impacts on the market have quieted, and the talk is now of 'correction' rather than 'crash.'

It has long been a common belief that the real estate market is cyclical, with predictable patterns emerging both in the short term as well as over multiple years. It is contended changes are not random, and most patterns involve cyclical trends that recur both seasonally and in the long term.

However, there is also an expression "there are always exceptions to the rule," and certainly, the last three years have seen outside influences impact the speed of change and some of the expected norms in traditional cyclical periods.

Cyclical Trends

Understanding real estate cycles are important as they can provide reliable information about how and when to buy and sell, particularly when a market is moving through a transition.

Typically, the short-term real estate cycle in North America happens over the four quarters of the year, when generally the overall market sees definite and distinctive ebbs and flows. In normal years, expectations are that the winter months will see the build-up of interest by sellers to list. This is in anticipation of buyers wanting to purchase in the spring market, which is usually the most prevalent time for buying and selling.

Summer typically sees a decline in sales, and as inventory remains on the market longer, the negotiation power starts to shift to the buyer's favor. Fall sees inventory levels that have increased significantly during September create the second busiest time of year, only for inventory and sales to decline as we head toward the end of the year.

Driven by economic forces, the long-term cycle usually overlays the short-term's cyclical patterns and is responsible for providing a bigger picture of the status of the market (i.e., whether it's buyer, seller, or balanced) and the overall direction of consumer demand.

It is comprised of four main phases: Peak, Recession, Trough, and Expansion, and unlike short-term cycles, there is no exact science on when and how long each of these phases last.

Historically, these cycles will be experienced consecutively as you cannot have a sustained expansion or peak without an eventual recession and trough. How strongly each of these phases impacts the market also varies considerably.

Norms Return

Current expectations are that the market will return to more normal patterns in 2023's short-term cycle, so it's highly likely a marked uptick in properties entering the market will occur this spring.

Equally, it is anticipated that sellers will no longer expect over-asking or multiple bids; instead, their pricing will reflect an understanding that price growth has slowed with the need to counter increased costs associated with buying.

In the long-term cycle, the market has entered into the Recession Phase, an expected transition as no market can indefinitely continue in the Peak Phase of high demand and increasing prices, so it naturally finds its tipping point.

Typically, during a Recession Phase, we would see expect to see downward pressure on prices as supply exceeds demand. Our analysis of 125 markets in this report indicates that inventory levels are increasing, and so long as there isn't a corresponding uptick in sales, the spring could well see a slight correction in prices.

Exceptions and Contradictions

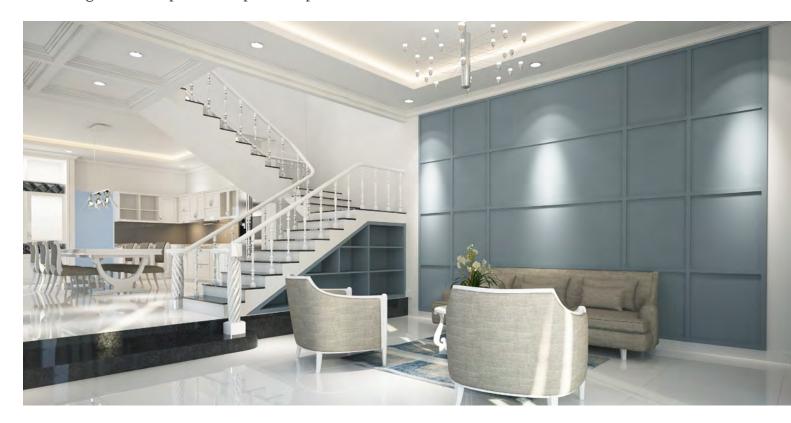
However, one of the reasons that we will probably not see a significant decrease in prices typically experienced in a Recession Phase, is that inventory levels are still below historic norms, and demand for desirable properties remains relatively stable.



National figures will likely contradict local results as we expect to see a contrast in demand between markets that offer more affordability over those where prices have grown disproportionate to the demand of buyers.

While some markets may be more affected by the downward pressure on their prices, others are still reporting increases in prices. This disparity is likely to manifest in greater demand for markets that provide an opportunity for either more affordability or potential price growth.

As stated by Dr. Lisa Sturtevant, chief economist for Bright MLS, "Prices could rise 5% or more in these more-affordable markets in 2023. On the other hand, high-cost markets where housing affordability is a challenge could be poised for price drops of 10% or more."



Equally, expect to see contradictions within the same market for different price points and the types of homes being purchased, with shifting demographic demand creating unexpected anomalies.

Indeed in 2023, it is predicted that the millennial generation will become a strong investor in the entry-level luxury real estate market, while the mass affluent will continue to increase demand for second and third home investment purchases.

Contrary to this, the very high-net-worth are looking for homes that offer more than just a luxury abode. Lifestyle has become their driver, and homes that offer unique experiences, access to adventure, and are filled with high-end amenities are more their concern than worries about higher interest rates.

Expectations

It seems, so long as present conditions remain constant, there is every reason to believe the current real estate Recession Phase will match the latest economic forecasts for North America – insomuch that expectations are for a more moderate recession lasting a relatively short time.

Previous predictions of a market "crash" have been muted to expectations of a "correction" in prices. Given that sold prices have risen on average 40% since 2019, a slight downward pressure will still see homes selling at some of the highest rates on record.

But, while the market is not expected to experience similar dramatic changes of 2020 to 2022, do not expect 2023 not to throw some of its own challenges into the mix. It is clear that many buyers will need to adjust their expectations of dramatic price decreases, and some may even face price increases in their respective markets.

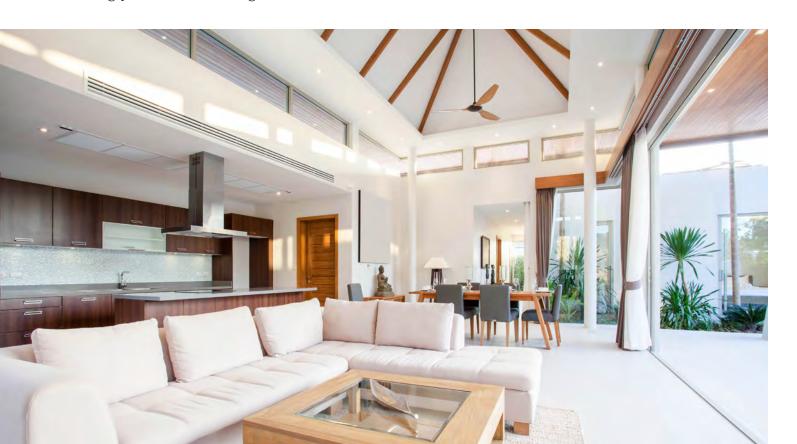
One traditional buyer expectation that will return during 2023 is 'value for money.' Expect buyers and sellers alike to take a more discretionary view about their decisions. With an eye on looking for opportunities, irrespective if these are based on investment or lifestyle, the long-term value of their next purchase will be top of mind.

Both the lack of inventory and more economic stabilization in interest rates, global GDP, and the stock market are expected to provide encouragement for those looking to sell their property in 2023.

This should result in more inventory becoming available over the next few months, and subsequently, we should see the return of the spring market providing greater opportunity for buyers.

In contrast, experts predict that fewer homes will be sold in 2023 for the first time in ten years, reasoning that it is still due to the low supply of new and existing inventory rather than lack of demand, higher prices, or the cost of purchasing a home.

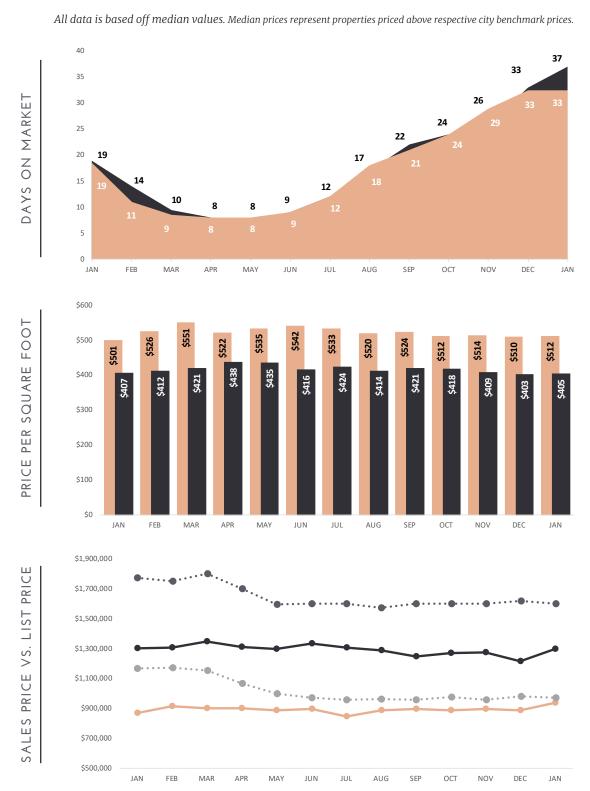
In conclusion, we highly recommend working with a luxury property specialist during this unconventional market to ascertain what is truly happening in your local marketplace. The art of selling and buying in this market needs a critical and analytical approach; understanding the realities and setting expectations accordingly will ensure that goals are achieved.



- 13-MONTH MARKET TRENDS -

FOR THE LUXURY NORTH AMERICAN MARKET





A Review of Key Market Differences Year over Year

January 2022 | January 2023

SINGLE-FAMILY HOMES

	January 2022	January 2023
Median List Price	\$1,775,000	\$1,600,000
Median Sale Price	\$1,303,500	\$1,297,500
Median SP/LP Ratio	100.00%	97.09%
Total Sales Ratio	55.15%	17.60%
Median Price per Sq. Ft.	\$407	\$405

	January 2022	January 2023
Total Inventory	20,509	43,335
New Listings	7,255	12,918
Total Sold	11,310	7,629
Median Days on Market	19	37
Average Home Size	3,469	3,275

Median prices represent properties priced above respective city benchmark prices.











SINGLE-FAMILY HOMES MARKET SUMMARY | JANUARY 2023

- Official Market Type: Balanced Market with a 17.60% Sales Ratio.¹
- Homes are selling for an average of **97.09% of list price**.
- The median luxury threshold² price is **\$950,000**, and the median luxury home sales price is **\$1,297,500**.
- Markets with the Highest Median Sales Price: Aspen (\$12,350,000), Whistler (\$5,100,000),
 Naples (\$4,550,000), and Telluride (\$4,250,000).
- Markets with the Highest Sales Ratio: **South Shore** (54%), **St. Louis** (53%), **Montgomery County, MD** (41%), and **Cleveland Suburbs** (39%).

'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. 'The luxury threshold price is set by The Institute for Luxury Home Marketing.

A Review of Key Market Differences Year over Year

January 2022 | January 2023

ATTACHED HOMES

	January 2022	January 2023
Median List Price	\$1,167,000	\$974,500
Median Sale Price	\$871,750	\$940,000
Median SP/LP Ratio	100.00%	98.13%
Total Sales Ratio	48.96%	16.74%
Median Price per Sq. Ft.	\$501	\$512

	January 2022	January 2023
Total Inventory	7,890	14,298
New Listings	3,116	4,825
Total Sold	3,863	2,393
Median Days on Market	19	33
Average Home Size	1,841	1,890

Median prices represent properties priced above respective city benchmark prices.











ATTACHED HOMES MARKET SUMMARY | JANUARY 2023

- Official Market Type: **Balanced Market** with a **16.74% Sales Ratio**.¹
- Attached homes are selling for an average of **98.13% of list price**.
- The median luxury threshold² price is **\$700,000**, and the median attached luxury sale price is **\$940,000**.
- Markets with the Highest Median Sales Price: **Aspen** (\$4,307,500), **Vail** (\$3,650,000), **San Francisco** (\$3,347,500), and **Maui** (\$2,400,000).
- Markets with the Highest Sales Ratio: **Marin County, CA** (100%), **Fairfax County, VA** (64%), **Howard County, MD** (63%), and **Waterloo Regio, ON** (63%).

'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. ²The luxury threshold price is set by The Institute for Luxury Home Marketing.

AB Calgary \$1,115,000 \$1,050,000 355 210 99 21 Seller's AZ Chandler and Gilbert \$9,90,000 \$94,0,000 172 \$9 33 \$55 Balanced AZ Flagstaff \$1,725,000 \$1,244,230 \$5 7 \$5 103 Buyer's AZ Mesa \$899,700 \$84,200,000 137 36 21 68 Balanced AZ Phoenix \$889,500 \$799,000 714 229 151 68 Seller's AZ Tucson \$695,000 \$1720,000 71 262 90 68 Buyer's AZ Tucson \$695,000 \$579,000 844 283 165 29 Balanced BC Wild Vancouver Island \$1,692,500 \$1,500,000 53 156 23 96 Buyer's BC Vancouver \$4,695,000 \$3,270,000 845 23 43 43 49	State	Market Name	Median List Price	Median Sold Price	Inventory	New Listings	Sold	Days on Market	Market Status
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CA Los Angeles Beach Cities \$5,999,000 \$3,950,000 316 117 25 46 Buyer's CA Los Angeles City \$5,995,000 \$3,652,000 623 267 63 45 Buyer's CA Los Angeles The Valley \$2,622,000 \$2,200,000 460 215 95 44 Balanced CA Marin County \$3,900,000 \$2,500,000 55 13 9 86 Balanced CA Napa County \$3,600,000 \$1,900,000 67 8 3 47 Buyer's CA Orange County \$2,880,000 \$2,307,500 695 221 196 44 Seller's CA Placer County \$1,150,000 \$98,000 203 62 34 46 Balanced CA Sacramento \$987,500 \$867,450 448 144 114 34 Seller's CA San Diego \$2,495,000 \$2,000,000 619 260 174 </td <td>CA</td> <td>Greater Palm Springs</td> <td>\$1,945,000</td> <td>\$1,747,098</td> <td>411</td> <td>153</td> <td>76</td> <td>52</td> <td>Balanced</td>	CA	Greater Palm Springs	\$1,945,000	\$1,747,098	411	153	76	52	Balanced
CA Los Angeles City \$5,995,000 \$3,652,000 623 267 63 45 Buyer's CA Los Angeles The Valley \$2,622,000 \$2,200,000 460 215 95 44 Balanced CA Marin County \$3,900,000 \$2,500,000 55 13 9 86 Balanced CA Napa County \$3,600,000 \$1,900,000 67 8 3 47 Buyer's CA Orange County \$2,880,000 \$2,307,500 695 221 196 44 Seller's CA Placer County \$1,150,000 \$980,000 203 62 34 46 Balanced CA Sacramento \$987,500 \$867,450 448 144 114 34 Seller's CA San Diego \$2,495,000 \$2,000,000 619 260 174 25 Seller's CA San Francisco \$4,290,000 \$3,100,000 94 39 15	CA	Lake Tahoe	\$2,975,000	\$1,675,000	121	16	11	17	Buyer's
CA Los Angeles The Valley \$2,622,000 \$2,200,000 460 215 95 44 Balanced CA Marin County \$3,900,000 \$2,500,000 55 13 9 86 Balanced CA Napa County \$3,600,000 \$1,900,000 67 8 3 47 Buyer's CA Orange County \$2,880,000 \$2,307,500 695 221 196 44 Seller's CA Placer County \$1,150,000 \$980,000 203 62 34 46 Balanced CA Sacramento \$987,500 \$867,450 448 144 114 34 Seller's CA San Diego \$2,495,000 \$2,000,000 619 260 174 25 Seller's CA San Francisco \$4,290,000 \$3,100,000 94 39 15 33 Balanced CA San Luis Obispo County \$1,772,500 \$1,475,000 134 28 21	CA	Los Angeles Beach Cities	\$5,999,000	\$3,950,000	316	117	25	46	Buyer's
CA Marin County \$3,900,000 \$2,500,000 55 13 9 86 Balanced CA Napa County \$3,600,000 \$1,900,000 67 8 3 47 Buyer's CA Orange County \$2,880,000 \$2,307,500 695 221 196 44 Seller's CA Placer County \$1,150,000 \$980,000 203 62 34 46 Balanced CA Sacramento \$987,500 \$867,450 448 144 114 34 Seller's CA San Diego \$2,495,000 \$2,000,000 619 260 174 25 Seller's CA San Francisco \$4,290,000 \$3,100,000 94 39 15 33 Balanced CA San Luis Obispo County \$1,772,500 \$1,475,000 134 28 21 44 Balanced CA Santa Barbara \$5,759,000 \$3,325,000 87 32 27	CA	Los Angeles City	\$5,995,000	\$3,652,000	623	267	63	45	Buyer's
CA Napa County \$3,600,000 \$1,900,000 67 8 3 47 Buyer's CA Orange County \$2,880,000 \$2,307,500 695 221 196 44 Seller's CA Placer County \$1,150,000 \$980,000 203 62 34 46 Balanced CA Sacramento \$987,500 \$867,450 448 144 114 34 Seller's CA San Diego \$2,495,000 \$2,000,000 619 260 174 25 Seller's CA San Francisco \$4,290,000 \$3,100,000 94 39 15 33 Balanced CA San Luis Obispo County \$1,772,500 \$1,475,000 134 28 21 44 Balanced CA Santa Barbara \$5,759,000 \$3,995,000 87 32 27 9 Seller's CA Solicon Valley \$4,180,000 \$3,325,000 329 174 90	CA	Los Angeles The Valley	\$2,622,000	\$2,200,000	460	215	95	44	Balanced
CA Orange County \$2,880,000 \$2,307,500 695 221 196 44 Seller's CA Placer County \$1,150,000 \$980,000 203 62 34 46 Balanced CA Sacramento \$987,500 \$867,450 448 144 114 34 Seller's CA San Diego \$2,495,000 \$2,000,000 619 260 174 25 Seller's CA San Francisco \$4,290,000 \$3,100,000 94 39 15 33 Balanced CA San Luis Obispo County \$1,772,500 \$1,475,000 134 28 21 44 Balanced CA Santa Barbara \$5,759,000 \$3,995,000 87 32 27 9 Seller's CA Silicon Valley \$4,180,000 \$3,325,000 329 174 90 31 Seller's CA Ventura County \$2,550,000 \$1,800,000 180 67 51	CA	Marin County	\$3,900,000	\$2,500,000	55	13	9	86	Balanced
CA Placer County \$1,150,000 \$980,000 203 62 34 46 Balanced CA Sacramento \$987,500 \$867,450 448 144 114 34 Seller's CA San Diego \$2,495,000 \$2,000,000 619 260 174 25 Seller's CA San Francisco \$4,290,000 \$3,100,000 94 39 15 33 Balanced CA San Luis Obispo County \$1,772,500 \$1,475,000 134 28 21 44 Balanced CA Santa Barbara \$5,759,000 \$3,995,000 87 32 27 9 Seller's CA Silicon Valley \$4,180,000 \$3,325,000 329 174 90 31 Seller's CA Sonoma County \$2,550,000 \$1,595,000 111 22 21 53 Balanced CA Ventura County \$2,199,000 \$1,800,000 180 67 51	CA	Napa County	\$3,600,000	\$1,900,000	67	8	3	47	Buyer's
CA Sacramento \$987,500 \$867,450 448 144 114 34 Seller's CA San Diego \$2,495,000 \$2,000,000 619 260 174 25 Seller's CA San Francisco \$4,290,000 \$3,100,000 94 39 15 33 Balanced CA San Luis Obispo County \$1,772,500 \$1,475,000 134 28 21 44 Balanced CA Santa Barbara \$5,759,000 \$3,995,000 87 32 27 9 Seller's CA Silicon Valley \$4,180,000 \$3,325,000 329 174 90 31 Seller's CA Sonoma County \$2,550,000 \$1,595,000 111 22 21 53 Balanced CA Ventura County \$2,199,000 \$1,800,000 180 67 51 65 Seller's CO Aspen \$14,925,000 \$12,350,000 68 6 3 <t< td=""><td>CA</td><td>Orange County</td><td>\$2,880,000</td><td>\$2,307,500</td><td>695</td><td>221</td><td>196</td><td>44</td><td>Seller's</td></t<>	CA	Orange County	\$2,880,000	\$2,307,500	695	221	196	44	Seller's
CA San Diego \$2,495,000 \$2,000,000 619 260 174 25 Seller's CA San Francisco \$4,290,000 \$3,100,000 94 39 15 33 Balanced CA San Luis Obispo County \$1,772,500 \$1,475,000 134 28 21 44 Balanced CA Santa Barbara \$5,759,000 \$3,995,000 87 32 27 9 Seller's CA Silicon Valley \$4,180,000 \$3,325,000 329 174 90 31 Seller's CA Sonoma County \$2,550,000 \$1,595,000 111 22 21 53 Balanced CA Ventura County \$2,199,000 \$1,800,000 180 67 51 65 Seller's CO Aspen \$14,925,000 \$12,350,000 68 6 3 191 Buyer's CO Boulder \$2,400,000 \$1,713,927 149 53 26 82 Balanced CO Colorado Springs \$885,000 \$885,693 320 88 73 34 Seller's CO Denver \$1,860,000 \$1,369,000 368 125 111 46 Seller's	CA	Placer County	\$1,150,000	\$980,000	203	62	34	46	Balanced
CA San Francisco \$4,290,000 \$3,100,000 94 39 15 33 Balanced CA San Luis Obispo County \$1,772,500 \$1,475,000 134 28 21 44 Balanced CA Santa Barbara \$5,759,000 \$3,995,000 87 32 27 9 Seller's CA Silicon Valley \$4,180,000 \$3,325,000 329 174 90 31 Seller's CA Sonoma County \$2,550,000 \$1,595,000 111 22 21 53 Balanced CA Ventura County \$2,199,000 \$1,800,000 180 67 51 65 Seller's CO Aspen \$14,925,000 \$12,350,000 68 6 3 191 Buyer's CO Boulder \$2,400,000 \$1,713,927 149 53 26 82 Balanced CO Colorado Springs \$885,000 \$885,693 320 88 73 <t< td=""><td>CA</td><td>Sacramento</td><td>\$987,500</td><td>\$867,450</td><td>448</td><td>144</td><td>114</td><td>34</td><td>Seller's</td></t<>	CA	Sacramento	\$987,500	\$867,450	448	144	114	34	Seller's
CA San Luis Obispo County \$1,772,500 \$1,475,000 134 28 21 44 Balanced CA Santa Barbara \$5,759,000 \$3,995,000 87 32 27 9 Seller's CA Silicon Valley \$4,180,000 \$3,325,000 329 174 90 31 Seller's CA Sonoma County \$2,550,000 \$1,595,000 111 22 21 53 Balanced CA Ventura County \$2,199,000 \$1,800,000 180 67 51 65 Seller's CO Aspen \$14,925,000 \$12,350,000 68 6 3 191 Buyer's CO Boulder \$2,400,000 \$1,713,927 149 53 26 82 Balanced CO Colorado Springs \$885,000 \$885,693 320 88 73 34 Seller's CO Denver \$1,860,000 \$1,369,000 368 125 111 46	CA	San Diego	\$2,495,000	\$2,000,000	619	260	174	25	Seller's
CA Santa Barbara \$5,759,000 \$3,995,000 87 32 27 9 Seller's CA Silicon Valley \$4,180,000 \$3,325,000 329 174 90 31 Seller's CA Sonoma County \$2,550,000 \$1,595,000 111 22 21 53 Balanced CA Ventura County \$2,199,000 \$1,800,000 180 67 51 65 Seller's CO Aspen \$14,925,000 \$12,350,000 68 6 3 191 Buyer's CO Boulder \$2,400,000 \$1,713,927 149 53 26 82 Balanced CO Colorado Springs \$885,000 \$885,693 320 88 73 34 Seller's CO Denver \$1,860,000 \$1,369,000 368 125 111 46 Seller's	CA	San Francisco	\$4,290,000	\$3,100,000	94	39	15	33	Balanced
CA Silicon Valley \$4,180,000 \$3,325,000 329 174 90 31 Seller's CA Sonoma County \$2,550,000 \$1,595,000 111 22 21 53 Balanced CA Ventura County \$2,199,000 \$1,800,000 180 67 51 65 Seller's CO Aspen \$14,925,000 \$12,350,000 68 6 3 191 Buyer's CO Boulder \$2,400,000 \$1,713,927 149 53 26 82 Balanced CO Colorado Springs \$885,693 320 88 73 34 Seller's CO Denver \$1,860,000 \$1,369,000 368 125 111 46 Seller's	CA	San Luis Obispo County	\$1,772,500	\$1,475,000	134	28	21	44	Balanced
CA Sonoma County \$2,550,000 \$1,595,000 111 22 21 53 Balanced CA Ventura County \$2,199,000 \$1,800,000 180 67 51 65 Seller's CO Aspen \$14,925,000 \$12,350,000 68 6 3 191 Buyer's CO Boulder \$2,400,000 \$1,713,927 149 53 26 82 Balanced CO Colorado Springs \$885,693 320 88 73 34 Seller's CO Denver \$1,860,000 \$1,369,000 368 125 111 46 Seller's	CA	Santa Barbara	\$5,759,000	\$3,995,000	87	32	27	9	Seller's
CA Ventura County \$2,199,000 \$1,800,000 180 67 51 65 Seller's CO Aspen \$14,925,000 \$12,350,000 68 6 3 191 Buyer's CO Boulder \$2,400,000 \$1,713,927 149 53 26 82 Balanced CO Colorado Springs \$885,000 \$885,693 320 88 73 34 Seller's CO Denver \$1,860,000 \$1,369,000 368 125 111 46 Seller's	CA	Silicon Valley	\$4,180,000	\$3,325,000	329	174	90	31	Seller's
CO Aspen \$14,925,000 \$12,350,000 68 6 3 191 Buyer's CO Boulder \$2,400,000 \$1,713,927 149 53 26 82 Balanced CO Colorado Springs \$885,693 320 88 73 34 Seller's CO Denver \$1,860,000 \$1,369,000 368 125 111 46 Seller's	CA	Sonoma County	\$2,550,000	\$1,595,000	111	22	21	53	Balanced
CO Boulder \$2,400,000 \$1,713,927 149 53 26 82 Balanced CO Colorado Springs \$885,000 \$885,693 320 88 73 34 Seller's CO Denver \$1,860,000 \$1,369,000 368 125 111 46 Seller's	CA	Ventura County	\$2,199,000	\$1,800,000	180	67	51	65	Seller's
CO Colorado Springs \$885,000 \$885,693 320 88 73 34 Seller's CO Denver \$1,860,000 \$1,369,000 368 125 111 46 Seller's	CO	Aspen	\$14,925,000	\$12,350,000	68	6	3	191	Buyer's
CO Colorado Springs \$885,000 \$885,693 320 88 73 34 Seller's CO Denver \$1,860,000 \$1,369,000 368 125 111 46 Seller's	CO	Boulder	\$2,400,000	\$1,713,927	149	53	26	82	Balanced
CO Denver \$1,860,000 \$1,369,000 368 125 111 46 Seller's	CO	Colorado Springs	\$885,000	\$885,693	320		73	34	Seller's
CO Douglas County \$1,425,000 \$1,140,525 219 67 50 51 Seller's	CO	Denver	\$1,860,000	\$1,369,000	368	125	111	46	Seller's
	CO	Douglas County	\$1,425,000	\$1,140,525	219	67	50	51	Seller's

CO Durango \$1,424,400 \$1,600,000 68 5 3 85 Buyer's CO Summit County \$3,750,000 \$2,425,000 57 7 6 69 Buyer's CO Vall \$6,50,000 \$4,450,000 77 11 6 54 Buyer's CT Contral Connecticut \$7,00,000 \$610,000 277 60 94 24 Seller's CT Coastal Connecticut \$3,590,000 \$1,825,000 400 113 69 35 Balanced DE Washington D.C. \$3,999,999 \$3,200,000 37 16 9 3 Seller's FL Boca Raton/Delray Beach \$2,995,000 \$1,932,000 488 133 62 35 Buyer's FL Boca Raton/Delray Beach \$2,995,000 \$1,625,500 120 36 10 22 Buyer's FL Greater Fort Lauderdale \$1,349,000 \$1,097,000 \$1526 404 <	State	Market Name	Median List Price	Median Sold Price	Inventory	New Listings	Sold	Days on Market	Market Status
CO Telluride \$6,250,000 \$4,124,500 75 10 3 122 Buyer's CO Vail \$5,500,000 \$4,124,500 77 11 6 54 Buyer's CT Central Connecticut \$700,000 \$610,000 277 60 94 24 Seller's CT Coastal Connecticut \$700,000 \$1,825,000 400 113 69 35 Balanced DE Sussex County Coastal \$1,449,990 \$1,440,000 118 27 35 11 Seller's EL Boca Raton/I/Delray Beach \$2,995,000 \$1,562,500 120 36 10 22 Buyer's FL Goastal Pinellas County \$2,497,000 \$1,562,500 120 36 10 22 Buyer's FL Geater Fort Lauderdale \$1,343,000 \$1,097,500 1526 404 142 44 Buyer's FL Jacksonville Beaches \$1,345,000 \$1,265,000 288	CO	Durango	\$1,424,400	\$1,600,000	68	5	3	85	Buyer's
CO Vall \$5,500,000 \$4,124,500 77 11 6 54 Buyer's CT Central Connecticut \$700,000 \$610,000 277 60 94 24 Seller's CT Coastal Connecticut \$30,900,000 \$1,885,000 400 113 69 35 Balanced DC Washington D.C. \$3,999,999 \$3,200,000 37 16 9 3 Seller's FL Boca Raton/Delray Beach \$2,995,000 \$1,440,000 118 27 35 11 Seller's FL Goeater Fort Lauderdale \$1,349,000 \$1,562,500 120 36 10 22 Buyer's FL Greater Fort Lauderdale \$1,349,000 \$1,265,000 288 76 37 43 Buyer's FL Lee County \$1,375,000 \$1,300,000 630 237 96 22 Balanced FL Maimi \$2,199,000 \$1,700,000 1025 244	CO	Summit County	\$3,750,000	\$2,425,000	57	7	6	69	Buyer's
CT Central Connecticut \$700,000 \$610,000 277 60 94 24 Seller's CT Coastal Connecticut \$2,590,000 \$1,8825,000 400 113 69 35 Balanced DC Washington D.C. \$3,999,999 \$3,200,000 37 16 9 3 Seller's DE Sussex County Coastal \$1,449,990 \$1,440,000 118 27 35 11 Seller's FL Goastal Pinellas County \$2,497,000 \$1,562,500 120 36 10 22 Buyer's FL Greater Fort Lauderdale \$1,349,000 \$1,097,500 1526 404 142 44 Buyer's FL Jacksonville Beaches \$1,435,000 \$1,300,000 630 237 96 22 Blauced FL Lee County \$1,375,000 \$1,300,000 167 47 9 16 Buyer's FL Miami \$2,199,000 \$1,700,000 1025 <t< td=""><td>CO</td><td>Telluride</td><td>\$6,250,000</td><td>\$4,250,000</td><td>75</td><td>10</td><td>3</td><td>122</td><td>Buyer's</td></t<>	CO	Telluride	\$6,250,000	\$4,250,000	75	10	3	122	Buyer's
CT Coastal Connecticut \$2,590,000 \$1,825,000 400 113 69 35 Balanced DC Washington D.C. \$3,999,999 \$3,200,000 37 16 9 3 Seller's DE Sussex County Coastal \$1,449,990 \$1,440,000 118 27 35 11 Seller's FL Boca Raton/Delray Beach \$2,997,000 \$1,952,000 488 133 62 35 Buyer's FL Coastal Pinellas County \$2,497,000 \$1,562,500 120 36 10 22 Buyer's FL Greater Fort Lauderdale \$1,349,000 \$1,097,500 1526 404 142 44 Buyer's FL Jacksonville Beaches \$1,435,000 \$1,265,000 288 76 37 43 Buyer's FL Lee County \$1,375,000 \$1,300,000 630 237 96 22 Balanced FL Marco Island \$2,490,000 \$3,500,000 162<	CO	Vail	\$5,500,000	\$4,124,500	77	11	6	54	Buyer's
DC Washington D.C. \$3,999,999 \$3,200,000 37 16 9 3 Seller's DE Sussex County Coastal \$1,449,990 \$1,440,000 118 27 35 11 Seller's FL Boca Raton/Delray Beach \$2,995,000 \$1,932,000 488 133 62 35 Buyer's FL Coastal Pinellas County \$2,497,000 \$1,097,000 1526 404 142 44 Buyer's FL Greater Fort Lauderdale \$1,349,000 \$1,265,000 288 76 37 43 Buyer's FL Lee County \$1,375,000 \$1,300,000 630 237 96 22 Balanced FL Marco Island \$2,500,000 \$1,700,000 167 47 9 16 Buyer's FL Miami \$2,199,000 \$1,700,000 1025 244 59 63 Buyer's FL Naples \$5,275,000 \$1,200,000 417 114	CT	Central Connecticut	\$700,000	\$610,000	277	60	94	24	Seller's
DE Sussex County Coastal \$1,449,990 \$1,440,000 \$118 27 35 \$1 Seller's FL Boca Raton/Delray Beach \$2,995,000 \$1,932,000 488 \$133 62 35 Buyer's FL Coastal Pinellas County \$2,497,000 \$1,562,500 \$120 36 10 \$22 Buyer's FL Greater Fort Lauderdale \$1,349,000 \$1,097,500 \$126 404 \$142 \$4 Buyer's FL Jacksonville Beaches \$1,435,000 \$1,265,000 288 76 37 \$43 Buyer's FL Lee County \$1,375,000 \$1,300,000 630 237 96 22 Balanced FL Marco Island \$2,500,000 \$3,500,000 167 47 9 16 Buyer's FL Male \$2,190,000 \$1,700,000 1025 244 59 63 Buyer's FL Orlando \$1,260,000 \$1,240,000 630 <td< td=""><td>CT</td><td>Coastal Connecticut</td><td>\$2,590,000</td><td>\$1,825,000</td><td>400</td><td>113</td><td>69</td><td>35</td><td>Balanced</td></td<>	CT	Coastal Connecticut	\$2,590,000	\$1,825,000	400	113	69	35	Balanced
FL Boca Raton/Delray Beach \$2,995,000 \$1,932,000 488 133 62 35 Buyer's FL Coastal Pinellas County \$2,497,000 \$1,562,500 120 36 10 22 Buyer's FL Greater Fort Lauderdale \$1,349,000 \$1,097,500 1526 404 142 44 Buyer's FL Jacksonville Beaches \$1,435,000 \$1,265,000 288 76 37 43 Buyer's FL Lee County \$1,375,000 \$1,300,000 630 237 96 22 Balanced FL Marco Island \$2,500,000 \$3,500,000 167 47 9 16 Buyer's FL Maren \$2,2500,000 \$1,700,000 1025 244 59 63 Buyer's FL Orlando \$1,260,000 \$1,240,000 630 162 98 34 Balanced FL Orlando \$1,260,000 \$1,264,000 419 127	DC	Washington D.C.	\$3,999,999	\$3,200,000	37	16	9	3	Seller's
FL Coastal Pinellas County \$2,497,000 \$1,562,500 120 36 10 22 Buyer's FL Greater Fort Lauderdale \$1,349,000 \$1,097,500 1526 404 142 44 Buyer's FL Jacksonville Beaches \$1,435,000 \$1,265,000 288 76 37 43 Buyer's FL Lee County \$1,375,000 \$1,300,000 630 237 96 22 Balanced FL Marco Island \$2,500,000 \$3,500,000 167 47 9 16 Buyer's FL Miami \$2,199,000 \$1,700,000 1025 244 59 63 Buyer's FL Naples \$5,275,000 \$4,550,000 417 114 41 56 Buyer's FL Orlando \$1,266,000 \$1,240,000 419 127 29 12 Buyer's FL Sarasota & Beaches \$2,250,000 \$1,232,500 283 78 42 </td <td>DE</td> <td>Sussex County Coastal</td> <td>\$1,449,990</td> <td>\$1,440,000</td> <td>118</td> <td>27</td> <td>35</td> <td>11</td> <td>Seller's</td>	DE	Sussex County Coastal	\$1,449,990	\$1,440,000	118	27	35	11	Seller's
FL Greater Fort Lauderdale \$1,349,000 \$1,097,500 1526 4,04 14,2 4,4 Buyer's FL Jacksonville Beaches \$1,435,000 \$1,265,000 288 76 37 43 Buyer's FL Lee County \$1,375,000 \$1,300,000 630 237 96 22 Balanced FL Marco Island \$2,500,000 \$3,500,000 167 47 9 16 Buyer's FL Miami \$2,199,000 \$1,700,000 1025 244 59 63 Buyer's FL Naples \$5,275,000 \$4,550,000 417 114 41 56 Buyer's FL Orlando \$1,260,000 \$1,240,000 630 162 98 34 Balanced FL Sarasota & Beaches \$2,850,000 \$2,240,000 419 127 29 12 Buyer's FL South Walton \$2,300,000 \$1,922,500 363 75 22	FL	Boca Raton/Delray Beach	\$2,995,000	\$1,932,000	488	133	62	35	Buyer's
FL Jacksonville Beaches \$1,435,000 \$1,265,000 288 76 37 43 Buyer's FL Lee County \$1,375,000 \$1,300,000 630 237 96 22 Balanced FL Marco Island \$2,500,000 \$3,500,000 167 47 9 16 Buyer's FL Miami \$2,199,000 \$1,700,000 1025 244 59 63 Buyer's FL Naples \$5,275,000 \$4,550,000 417 114 41 56 Buyer's FL Orlando \$1,260,000 \$1,240,000 630 162 98 34 Balanced FL Sarasota & Beaches \$2,850,000 \$2,240,000 419 127 29 12 Buyer's FL South Pinellas County \$1,600,000 \$1,232,500 283 78 42 49 Buyer's FL South Walton \$2,300,000 \$1,922,500 363 75 22 <t< td=""><td>FL</td><td>Coastal Pinellas County</td><td>\$2,497,000</td><td>\$1,562,500</td><td>120</td><td>36</td><td>10</td><td>22</td><td>Buyer's</td></t<>	FL	Coastal Pinellas County	\$2,497,000	\$1,562,500	120	36	10	22	Buyer's
FL Lee County \$1,375,000 \$1,300,000 630 237 96 22 Balanced FL Marco Island \$2,500,000 \$3,500,000 167 47 9 16 Buyer's FL Miami \$2,199,000 \$1,700,000 1025 244 59 63 Buyer's FL Naples \$5,275,000 \$4,550,000 417 114 41 56 Buyer's FL Orlando \$1,260,000 \$1,240,000 630 162 98 34 Balanced FL Sarasota & Beaches \$2,850,000 \$2,240,000 419 127 29 12 Buyer's FL South Pinellas County \$1,600,000 \$1,232,500 283 78 42 49 Buyer's FL South Walton \$2,300,000 \$1,922,500 363 75 22 50 Buyer's FL Space Coast \$850,000 \$735,138 329 102 56 32	FL	Greater Fort Lauderdale	\$1,349,000	\$1,097,500	1526	404	142	44	Buyer's
FL Marco Island \$2,500,000 \$3,500,000 167 47 9 16 Buyer's FL Miami \$2,199,000 \$1,700,000 1025 244 59 63 Buyer's FL Naples \$5,275,000 \$4,550,000 417 114 41 56 Buyer's FL Orlando \$1,260,000 \$1,240,000 630 162 98 34 Balanced FL Sarasota & Beaches \$2,850,000 \$2,240,000 419 127 29 12 Buyer's FL South Pinellas County \$1,600,000 \$1,232,500 283 78 42 49 Buyer's FL South Walton \$2,300,000 \$1,922,500 363 75 22 50 Buyer's FL Space Coast \$850,000 \$725,000 1110 332 257 32 Seller's FL Palm Beach Towns \$4,290,000 \$2,395,000 327 74 27 38<	FL	Jacksonville Beaches	\$1,435,000	\$1,265,000	288	76	37	43	Buyer's
FL Miami \$2,199,000 \$1,700,000 1025 244 59 63 Buyer's FL Naples \$5,275,000 \$4,550,000 417 114 41 56 Buyer's FL Orlando \$1,260,000 \$1,240,000 630 162 98 34 Balanced FL Sarasota & Beaches \$2,850,000 \$2,240,000 419 127 29 12 Buyer's FL South Pinellas County \$1,600,000 \$1,232,500 283 78 42 49 Buyer's FL South Walton \$2,300,000 \$1,922,500 363 75 22 50 Buyer's FL Space Coast \$850,000 \$735,138 329 102 56 32 Balanced FL Tampa \$750,000 \$725,000 1110 332 257 32 Seller's FL Weston \$1,225,000 \$830,000 95 23 15 43 Bala	FL	Lee County	\$1,375,000	\$1,300,000	630	237	96	22	Balanced
FL Naples \$5,275,000 \$4,550,000 417 114 41 56 Buyer's FL Orlando \$1,260,000 \$1,240,000 630 162 98 34 Balanced FL Sarasota & Beaches \$2,850,000 \$2,240,000 419 127 29 12 Buyer's FL South Pinellas County \$1,600,000 \$1,232,500 283 78 42 49 Buyer's FL South Walton \$2,300,000 \$1,922,500 363 75 22 50 Buyer's FL Space Coast \$850,000 \$735,138 329 102 56 32 Balanced FL Tampa \$750,000 \$725,000 1110 332 257 32 Seller's FL Palm Beach Towns \$4,290,000 \$2,395,000 327 74 27 38 Buyer's FL Weston \$1,225,000 \$830,000 95 23 15 43	FL	Marco Island	\$2,500,000	\$3,500,000	167	47	9	16	Buyer's
FL Orlando \$1,260,000 \$1,240,000 630 162 98 34 Balanced FL Sarasota & Beaches \$2,850,000 \$2,240,000 419 127 29 12 Buyer's FL South Pinellas County \$1,600,000 \$1,232,500 283 78 42 49 Buyer's FL South Walton \$2,300,000 \$1,922,500 363 75 22 50 Buyer's FL Space Coast \$850,000 \$735,138 329 102 56 32 Balanced FL Tampa \$750,000 \$725,000 1110 332 257 32 Seller's FL Palm Beach Towns \$4,290,000 \$2,395,000 327 74 27 38 Buyer's FL Weston \$1,225,000 \$830,000 95 23 15 43 Balanced GA Atlanta \$1,575,000 \$1,154,500 565 221 74 35	FL	Miami	\$2,199,000	\$1,700,000	1025	244	59	63	Buyer's
FL Sarasota & Beaches \$2,850,000 \$2,240,000 419 127 29 12 Buyer's FL South Pinellas County \$1,600,000 \$1,232,500 283 78 42 49 Buyer's FL South Walton \$2,300,000 \$1,922,500 363 75 22 50 Buyer's FL Space Coast \$850,000 \$735,138 329 102 56 32 Balanced FL Tampa \$750,000 \$725,000 1110 332 257 32 Seller's FL Palm Beach Towns \$4,290,000 \$2,395,000 327 74 27 38 Buyer's FL Weston \$1,225,000 \$830,000 95 23 15 43 Balanced GA Atlanta \$1,575,000 \$1,154,500 565 221 74 35 Buyer's GA Duluth \$1,649,000 \$1,292,500 19 5 2 28 <th< td=""><td>FL</td><td>Naples</td><td>\$5,275,000</td><td>\$4,550,000</td><td>417</td><td>114</td><td>41</td><td>56</td><td>Buyer's</td></th<>	FL	Naples	\$5,275,000	\$4,550,000	417	114	41	56	Buyer's
FL South Pinellas County \$1,600,000 \$1,232,500 283 78 42 49 Buyer's FL South Walton \$2,300,000 \$1,922,500 363 75 22 50 Buyer's FL Space Coast \$850,000 \$735,138 329 102 56 32 Balanced FL Tampa \$750,000 \$725,000 1110 332 257 32 Seller's FL Palm Beach Towns \$4,290,000 \$2,395,000 327 74 27 38 Buyer's FL Weston \$1,225,000 \$830,000 95 23 15 43 Balanced GA Atlanta \$1,575,000 \$1,154,500 565 221 74 35 Buyer's GA Duluth \$1,649,000 \$1,292,500 19 5 2 28 Buyer's HI Island of Hawaii \$2,197,500 \$1,439,000 132 28 18 35 Bu	FL	Orlando	\$1,260,000	\$1,240,000	630	162	98	34	Balanced
FL South Walton \$2,300,000 \$1,922,500 363 75 22 50 Buyer's FL Space Coast \$850,000 \$735,138 329 102 56 32 Balanced FL Tampa \$750,000 \$725,000 1110 332 257 32 Seller's FL Palm Beach Towns \$4,290,000 \$2,395,000 327 74 27 38 Buyer's FL Weston \$1,225,000 \$830,000 95 23 15 43 Balanced GA Atlanta \$1,575,000 \$1,154,500 565 221 74 35 Buyer's GA Duluth \$1,649,000 \$1,292,500 19 5 2 28 Buyer's HI Island of Hawaii \$2,197,500 \$1,439,000 132 28 18 35 Buyer's HI Maui \$2,787,500 \$1,775,000 52 5 3 60 Buyer's	FL	Sarasota & Beaches	\$2,850,000	\$2,240,000	419	127	29	12	Buyer's
FL Space Coast \$850,000 \$735,138 329 102 56 32 Balanced FL Tampa \$750,000 \$725,000 1110 332 257 32 Seller's FL Palm Beach Towns \$4,290,000 \$2,395,000 327 74 27 38 Buyer's FL Weston \$1,225,000 \$830,000 95 23 15 43 Balanced GA Atlanta \$1,575,000 \$1,154,500 565 221 74 35 Buyer's GA Duluth \$1,649,000 \$1,292,500 19 5 2 28 Buyer's HI Island of Hawaii \$2,197,500 \$1,439,000 132 28 18 35 Buyer's HI Kauai \$2,787,500 \$1,775,000 52 5 3 60 Buyer's HI Maui \$3,162,500 \$2,718,802 152 28 20 89 Buyer's <t< td=""><td>FL</td><td>South Pinellas County</td><td>\$1,600,000</td><td>\$1,232,500</td><td>283</td><td>78</td><td>42</td><td>49</td><td>Buyer's</td></t<>	FL	South Pinellas County	\$1,600,000	\$1,232,500	283	78	42	49	Buyer's
FL Tampa \$750,000 \$725,000 1110 332 257 32 Seller's FL Palm Beach Towns \$4,290,000 \$2,395,000 327 74 27 38 Buyer's FL Weston \$1,225,000 \$830,000 95 23 15 43 Balanced GA Atlanta \$1,575,000 \$1,154,500 565 221 74 35 Buyer's GA Duluth \$1,649,000 \$1,292,500 19 5 2 28 Buyer's HI Island of Hawaii \$2,197,500 \$1,439,000 132 28 18 35 Buyer's HI Kauai \$2,787,500 \$1,775,000 52 5 3 60 Buyer's HI Maui \$3,162,500 \$2,718,802 152 28 20 89 Buyer's HI Oahu \$3,250,000 \$23,000,000 181 36 11 62 Buyer's	FL	South Walton	\$2,300,000	\$1,922,500	363	75	22	50	Buyer's
FL Palm Beach Towns \$4,290,000 \$2,395,000 327 74 27 38 Buyer's FL Weston \$1,225,000 \$830,000 95 23 15 43 Balanced GA Atlanta \$1,575,000 \$1,154,500 565 221 74 35 Buyer's GA Duluth \$1,649,000 \$1,292,500 19 5 2 28 Buyer's HI Island of Hawaii \$2,197,500 \$1,439,000 132 28 18 35 Buyer's HI Kauai \$2,787,500 \$1,775,000 52 5 3 60 Buyer's HI Maui \$3,162,500 \$2,718,802 152 28 20 89 Buyer's HI Oahu \$3,250,000 \$2,300,000 181 36 11 62 Buyer's ID Ada County \$763,000 \$782,000 526 197 139 33 Seller's <tr< td=""><td>FL</td><td>Space Coast</td><td>\$850,000</td><td>\$735,138</td><td>329</td><td>102</td><td>56</td><td>32</td><td>Balanced</td></tr<>	FL	Space Coast	\$850,000	\$735,138	329	102	56	32	Balanced
FL Weston \$1,225,000 \$830,000 95 23 15 43 Balanced GA Atlanta \$1,575,000 \$1,154,500 565 221 74 35 Buyer's GA Duluth \$1,649,000 \$1,292,500 19 5 2 28 Buyer's HI Island of Hawaii \$2,197,500 \$1,439,000 132 28 18 35 Buyer's HI Kauai \$2,787,500 \$1,775,000 52 5 3 60 Buyer's HI Maui \$3,162,500 \$2,718,802 152 28 20 89 Buyer's HI Oahu \$3,250,000 \$2,300,000 181 36 11 62 Buyer's ID Ada County \$763,000 \$782,000 526 197 139 33 Seller's IL Chicago \$1,525,000 \$1,325,000 232 48 29 98 Buyer's	FL	Tampa	\$750,000	\$725,000	1110	332	257	32	Seller's
GA Atlanta \$1,575,000 \$1,154,500 565 221 74 35 Buyer's GA Duluth \$1,649,000 \$1,292,500 19 5 2 28 Buyer's HI Island of Hawaii \$2,197,500 \$1,439,000 132 28 18 35 Buyer's HI Kauai \$2,787,500 \$1,775,000 52 5 3 60 Buyer's HI Maui \$3,162,500 \$2,718,802 152 28 20 89 Buyer's HI Oahu \$3,250,000 \$2,300,000 181 36 11 62 Buyer's ID Ada County \$763,000 \$782,000 526 197 139 33 Seller's ID Northern Idaho \$1,750,000 \$1,325,000 232 48 29 98 Buyer's IL Chicago \$1,525,000 \$1,292,500 475 201 116 34 Seller's IL DuPage County \$1,199,000 \$950,000 207 70 49 41 Seller's IL Lake County \$1,199,000 \$1,074,000 203 74 44 22 Seller's IL Will County \$649,000 \$610,500 199 68 50 15 Seller's	FL	Palm Beach Towns	\$4,290,000	\$2,395,000	327	74	27	38	Buyer's
GA Duluth \$1,649,000 \$1,292,500 19 5 2 28 Buyer's HI Island of Hawaii \$2,197,500 \$1,439,000 132 28 18 35 Buyer's HI Kauai \$2,787,500 \$1,775,000 52 5 3 60 Buyer's HI Maui \$3,162,500 \$2,718,802 152 28 20 89 Buyer's HI Oahu \$3,250,000 \$2,300,000 181 36 11 62 Buyer's ID Ada County \$763,000 \$782,000 526 197 139 33 Seller's ID Northern Idaho \$1,750,000 \$1,325,000 232 48 29 98 Buyer's IL Chicago \$1,525,000 \$1,292,500 475 201 116 34 Seller's IL DuPage County \$1,199,000 \$950,000 207 70 49 41 Seller's	FL	Weston	\$1,225,000	\$830,000	95	23	15	43	Balanced
HI Island of Hawaii \$2,197,500 \$1,439,000 132 28 18 35 Buyer's HI Kauai \$2,787,500 \$1,775,000 52 5 3 60 Buyer's HI Maui \$3,162,500 \$2,718,802 152 28 20 89 Buyer's HI Oahu \$3,250,000 \$2,300,000 181 36 11 62 Buyer's ID Ada County \$763,000 \$782,000 526 197 139 33 Seller's ID Northern Idaho \$1,750,000 \$1,325,000 232 48 29 98 Buyer's IL Chicago \$1,525,000 \$1,292,500 475 201 116 34 Seller's IL DuPage County \$1,199,000 \$950,000 207 70 49 41 Seller's IL Lake County \$1,199,000 \$1,074,000 203 74 44 22 Seller's IL Will County \$649,000 \$610,500 199 68 50 15 Seller's	GA	Atlanta	\$1,575,000	\$1,154,500	565	221	74	35	Buyer's
HI Kauai \$2,787,500 \$1,775,000 52 5 3 60 Buyer's HI Maui \$3,162,500 \$2,718,802 152 28 20 89 Buyer's HI Oahu \$3,250,000 \$2,300,000 181 36 11 62 Buyer's ID Ada County \$763,000 \$782,000 526 197 139 33 Seller's ID Northern Idaho \$1,750,000 \$1,325,000 232 48 29 98 Buyer's IL Chicago \$1,525,000 \$1,292,500 475 201 116 34 Seller's IL DuPage County \$1,199,000 \$950,000 207 70 49 41 Seller's IL Lake County \$1,199,000 \$1,074,000 203 74 44 22 Seller's IL Will County \$649,000 \$610,500 199 68 50 15 Seller's	GA	Duluth	\$1,649,000	\$1,292,500	19	5	2	28	Buyer's
HI Maui \$3,162,500 \$2,718,802 152 28 20 89 Buyer's HI Oahu \$3,250,000 \$2,300,000 181 36 11 62 Buyer's ID Ada County \$763,000 \$782,000 526 197 139 33 Seller's ID Northern Idaho \$1,750,000 \$1,325,000 232 48 29 98 Buyer's IL Chicago \$1,525,000 \$1,292,500 475 201 116 34 Seller's IL DuPage County \$1,199,000 \$950,000 207 70 49 41 Seller's IL Lake County \$1,199,000 \$1,074,000 203 74 44 22 Seller's IL Will County \$649,000 \$610,500 199 68 50 15 Seller's	HI	Island of Hawaii	\$2,197,500	\$1,439,000	132	28	18	35	Buyer's
HI Oahu \$3,250,000 \$2,300,000 181 36 11 62 Buyer's ID Ada County \$763,000 \$782,000 526 197 139 33 Seller's ID Northern Idaho \$1,750,000 \$1,325,000 232 48 29 98 Buyer's IL Chicago \$1,525,000 \$1,292,500 475 201 116 34 Seller's IL DuPage County \$1,199,000 \$950,000 207 70 49 41 Seller's IL Lake County \$1,199,000 \$1,074,000 203 74 44 22 Seller's IL Will County \$649,000 \$610,500 199 68 50 15 Seller's	HI	Kauai	\$2,787,500	\$1,775,000	52	5	3	60	Buyer's
ID Ada County \$763,000 \$782,000 526 197 139 33 Seller's ID Northern Idaho \$1,750,000 \$1,325,000 232 48 29 98 Buyer's IL Chicago \$1,525,000 \$1,292,500 475 201 116 34 Seller's IL DuPage County \$1,199,000 \$950,000 207 70 49 41 Seller's IL Lake County \$1,199,000 \$1,074,000 203 74 44 22 Seller's IL Will County \$649,000 \$610,500 199 68 50 15 Seller's	HI	Maui	\$3,162,500	\$2,718,802	152	28	20	89	Buyer's
ID Northern Idaho \$1,750,000 \$1,325,000 232 48 29 98 Buyer's IL Chicago \$1,525,000 \$1,292,500 475 201 116 34 Seller's IL DuPage County \$1,199,000 \$950,000 207 70 49 41 Seller's IL Lake County \$1,199,000 \$1,074,000 203 74 44 22 Seller's IL Will County \$649,000 \$610,500 199 68 50 15 Seller's	HI	Oahu	\$3,250,000	\$2,300,000	181	36	11	62	Buyer's
IL Chicago \$1,525,000 \$1,292,500 475 201 116 34 Seller's IL DuPage County \$1,199,000 \$950,000 207 70 49 41 Seller's IL Lake County \$1,199,000 \$1,074,000 203 74 44 22 Seller's IL Will County \$649,000 \$610,500 199 68 50 15 Seller's	ID	Ada County	\$763,000	\$782,000	526	197	139	33	Seller's
IL DuPage County \$1,199,000 \$950,000 207 70 49 41 Seller's IL Lake County \$1,199,000 \$1,074,000 203 74 44 22 Seller's IL Will County \$649,000 \$610,500 199 68 50 15 Seller's	ID	Northern Idaho	\$1,750,000	\$1,325,000	232	48	29	98	Buyer's
IL Lake County \$1,199,000 \$1,074,000 203 74 44 22 Seller's IL Will County \$649,000 \$610,500 199 68 50 15 Seller's	IL	Chicago	\$1,525,000	\$1,292,500	475	201	116	34	Seller's
IL Will County \$649,000 \$610,500 199 68 50 15 Seller's	IL	DuPage County	\$1,199,000	\$950,000	207	70	49	41	Seller's
IL Will County \$649,000 \$610,500 199 68 50 15 Seller's	IL	Lake County	\$1,199,000	\$1,074,000	203				Seller's
	IL	Will County			199			15	Seller's
	IN	Hamilton County	\$799,900	\$748,845		38			Seller's

MA Cape Cod \$2,595,000 \$1,737,500 89 26 20 31 Seller MA Greater Boston \$3,372,500 \$2,629,500 98 42 16 26 Balant MA South Shore \$1,699,900 \$1,297,500 37 11 20 40 Seller MD Anne Arundel County \$975,000 \$930,000 14,3 38 37 8 Seller MD Frederick County \$1,100,000 \$82,8655 48 17 10 9 Balant MD Howard County \$1,100,000 \$1,024,750 83 34 27 8 Seller MD Montgomery County \$2,075,000 \$1,682,500 107 36 44 30 Seller MD Talbot County \$1,290,000 \$237,000 43 6 10 75 Seller MD Warrester County \$759,000 \$600,000 15 1 3 28 B	State	Market Name	Median List Price	Median Sold Price	Inventory	New Listings	Sold	Days on Market	Market Status
MA Greater Boston \$3,372,500 \$2,629,500 98 42 16 26 Balann MA South Shore \$1,699,900 \$1,297,500 37 11 20 40 Sellet MD Anne Arundel County \$975,000 \$393,000 143 38 37 8 Sellet MD Howard County \$1,100,000 \$1,024,750 83 34 27 8 Sellet MD Howard County \$1,00,000 \$1,682,500 107 36 44 30 Sellet MD Montgomery County \$1,260,000 \$2,175,000 15 4 5 2 Sellet MD Worcester County \$1,250,000 \$737,000 43 6 10 75 Sellet MI Mill Spyton \$600,000 15 1 3 8 Balann MI Morcester County \$795,000 \$650,000 604 161 112 31 Balan <tr< td=""><td>KS</td><td>Johnson County</td><td>\$844,325</td><td>\$845,630</td><td>429</td><td>70</td><td>76</td><td>11</td><td>Balanced</td></tr<>	KS	Johnson County	\$844,325	\$845,630	429	70	76	11	Balanced
MA South Shore \$1,699,900 \$1,297,500 37 11 20 40 Seller MD Anne Arundel County \$975,000 \$930,000 143 38 37 8 Seller MD Frederick County \$855,000 \$828,655 48 17 10 9 Balant MD Howard County \$1,100,000 \$1,024,750 83 34 27 8 Seller MD Montgomery County \$2,075,000 \$1,682,500 107 36 44 30 Seller MD Talbot County \$4,400,000 \$2,175,000 15 4 5 2 Seller MD Talbot County \$4,400,000 \$21,75,000 43 6 10 75 Seller MD Talbot County \$700,000 \$616,000 63 15 6 95 Buyer MI Warrecter County \$795,000 \$650,000 15 1 3 28 Balant<	MA	Cape Cod	\$2,595,000	\$1,737,500	89	26	20	31	Seller's
MD Anne Arundel County \$975,000 \$930,000 143 38 37 8 Seller MD Frederick County \$855,000 \$828,655 48 17 10 9 Balant MD Howard County \$1,100,000 \$1,024,750 83 34 27 8 seller MD Montgomery County \$2,075,000 \$1,682,500 107 36 44 30 Seller MD Talbot County \$4,400,000 \$2,175,000 15 4 5 2 Seller MD Worcester County \$1,250,000 \$737,000 43 6 10 75 Seller MI Morrester County \$7,000 \$616,000 63 15 6 95 Buyer MI Morrester County \$7,900 \$600,000 15 1 3 28 Balant MI Washteraw County \$978,000 \$650,000 15 1 3 28 Balant </td <td>MA</td> <td>Greater Boston</td> <td>\$3,372,500</td> <td>\$2,629,500</td> <td>98</td> <td>42</td> <td>16</td> <td>26</td> <td>Balanced</td>	MA	Greater Boston	\$3,372,500	\$2,629,500	98	42	16	26	Balanced
MD Frederick County \$855,000 \$828,655 48 17 10 9 Balanc MD Howard County \$1,100,000 \$1,024,750 83 34 27 8 Sellet MD Montgomery County \$2,075,000 \$1,682,500 107 36 44 30 Sellet MD Talbot County \$2,400,000 \$2,175,000 15 4 5 2 Sellet MD Worcester County \$1,250,000 \$737,000 43 6 10 75 Sellet MI Livingston County \$700,000 \$616,000 63 15 6 95 Buyet MI Monroe County \$599,900 \$600,000 15 1 3 28 Balanc MI Washtenaw County \$785,000 \$650,000 604 161 112 31 Balanc MI Washtenaw County \$749,000 \$816,250 63 15 8 37 Buyet	MA	South Shore	\$1,699,900	\$1,297,500	37	11	20	40	Seller's
MD Howard County \$1,100,000 \$1,024,750 83 34 27 8 Seller MD Montgomery County \$2,075,000 \$1,682,500 107 36 44 30 Seller MD Talbot County \$4,400,000 \$2,175,000 15 4 5 2 Seller MD Worcester County \$1,250,000 \$737,000 43 6 10 75 Seller MI Livingston County \$700,000 \$616,000 63 15 6 95 Buyer MI Monroe County \$599,900 \$600,000 15 1 3 28 Balan MI Washtenaw County \$785,000 \$650,000 604 161 112 31 Balan MI Washtenaw County \$749,000 \$600,500 143 43 32 25 Seller MI Washtenaw County \$774,900 \$816,250 63 15 8 37 Buyer	MD	Anne Arundel County	\$975,000	\$930,000	143	38	37	8	Seller's
MD Montgomery County \$2,075,000 \$1,682,500 107 36 44 30 Seller MD Talbot County \$4,400,000 \$2,175,000 15 4 5 2 Seller MD Worcester County \$1,250,000 \$737,000 43 6 10 75 Seller MI Livingston County \$700,000 \$616,000 63 15 6 95 Buyer MI Morroe County \$599,900 \$600,000 15 1 3 28 Balan MI Oakland County \$785,000 \$650,000 604 161 112 31 Balan MI Washtenaw County \$951,998 \$818,901 116 25 10 29 Buyer MI Wayne County \$749,000 \$600,500 143 43 32 25 Seller MN Twin Cities \$1,219,000 \$956,000 477 124 96 54 Balan	MD	Frederick County	\$855,000	\$828,655	48	17	10	9	Balanced
MD Talbot County \$4,400,000 \$2,175,000 15 \$4 \$5 \$2 Seller MD Worcester County \$1,250,000 \$737,000 \$43 \$6 \$10 75 Seller MI Livingston County \$700,000 \$616,000 \$63 \$15 \$6 95 Buyer MI Monroe County \$599,900 \$600,000 \$15 \$1 \$3 28 Balance MI Oakland County \$785,000 \$650,000 604 \$161 \$112 \$31 Balance MI Washtenaw County \$991,998 \$818,901 \$116 \$25 \$10 \$29 Buyer MI Wayne County \$749,000 \$600,500 \$143 \$43 \$32 \$25 Seller MN Olmsted County \$774,900 \$816,250 \$63 \$15 \$8 37 Buyer MN Twin Cities \$1,219,000 \$956,000 \$477 \$124 \$96 \$4	MD	Howard County	\$1,100,000	\$1,024,750	83	34	27	8	Seller's
MD Worcester County \$1,250,000 \$737,000 43 6 10 75 Seller MI Livingston County \$700,000 \$616,000 63 15 6 95 Buyer MI Monroe County \$599,900 \$600,000 15 1 3 28 Balance MI Oakland County \$785,000 \$650,000 604 161 112 31 Balance MI Washtenaw County \$951,998 \$818,901 116 25 10 29 Buyer MI Wayne County \$749,000 \$660,500 143 43 32 25 Seller MN Oinsted County \$774,900 \$816,250 63 15 8 37 Buyer MN Twin Cities \$1,219,000 \$956,000 477 124 96 54 Balance MO Kansas City \$675,000 \$685,000 1459 247 197 20 Buyer	MD	Montgomery County	\$2,075,000	\$1,682,500	107	36	44	30	Seller's
MI Livingston County \$700,000 \$616,000 63 15 6 95 Buyer MI Monroe County \$599,900 \$600,000 15 1 3 28 Balant MI Monroe County \$785,000 \$650,000 604 161 112 31 Balant MI Washtenaw County \$951,998 \$818,901 116 25 10 29 Buyer MI Wayne County \$749,000 \$600,500 143 43 32 25 Seller MN Olmsted County \$774,900 \$816,250 63 15 8 37 Buyer MN Twin Cities \$1,219,000 \$956,000 477 124 96 54 Balant MO Kansas City \$675,000 \$685,000 1459 247 197 20 Buyer MO St. Louis \$825,000 \$650,000 73 20 39 12 Seller <t< td=""><td>MD</td><td>Talbot County</td><td>\$4,400,000</td><td>\$2,175,000</td><td>15</td><td>4</td><td>5</td><td>2</td><td>Seller's</td></t<>	MD	Talbot County	\$4,400,000	\$2,175,000	15	4	5	2	Seller's
MI Monroe County \$599,900 \$600,000 15 1 3 28 Balant MI Oakland County \$785,000 \$650,000 604 161 112 31 Balant MI Washtenaw County \$951,998 \$818,901 116 25 10 29 Buyer MI Wayne County \$749,000 \$600,500 143 43 32 25 Seller MN Olmsted County \$774,900 \$816,250 63 15 8 37 Buyer MN Twin Cities \$1,219,000 \$956,000 477 124 96 54 Balant MO Kansas City \$675,000 \$685,000 1459 247 197 20 Buyer MO St. Louis \$825,000 \$650,000 73 20 39 12 Seller NC Asheville \$1,100,000 \$870,000 467 129 126 20 Seller <t< td=""><td>MD</td><td>Worcester County</td><td>\$1,250,000</td><td>\$737,000</td><td>43</td><td>6</td><td>10</td><td>75</td><td>Seller's</td></t<>	MD	Worcester County	\$1,250,000	\$737,000	43	6	10	75	Seller's
MI Oakland County \$785,000 \$650,000 604 161 112 31 Balant MI Washtenaw County \$951,998 \$818,901 116 25 10 29 Buyer MI Wayne County \$749,000 \$600,500 143 43 32 25 Seller MN Olmsted County \$774,900 \$816,250 63 15 8 37 Buyer MN Twin Cities \$1,219,000 \$956,000 477 124 96 54 Balant MO Kansas City \$675,000 \$685,000 1459 247 197 20 Buyer MO St. Louis \$825,000 \$650,000 73 20 39 12 Seller NC Asheville \$1,100,000 \$919,245 180 25 37 18 Balant NC Charlotte \$1,100,000 \$870,000 467 129 126 20 Seller <	MI	Livingston County	\$700,000	\$616,000	63	15	6	95	Buyer's
MI Washtenaw County \$951,998 \$818,901 116 25 10 29 Buyer MI Wayne County \$749,000 \$600,500 143 43 32 25 Seller MN Olmsted County \$774,900 \$816,250 63 15 8 37 Buyer MN Twin Cities \$1,219,000 \$956,000 477 124 96 54 Balanc MO Kansas City \$675,000 \$685,000 1459 247 197 20 Buyer MO St. Louis \$825,000 \$650,000 73 20 39 12 Seller NC Asheville \$1,100,000 \$919,245 180 25 37 18 Balanc NC Charlotte \$1,100,000 \$870,000 467 129 126 20 Seller NC Lake Norman \$1,076,050 \$894,490 181 47 43 33 Seller	MI	Monroe County	\$599,900	\$600,000	15	1	3	28	Balanced
MI Wayne County \$749,000 \$600,500 143 43 32 25 Seller MN Olmsted County \$774,900 \$816,250 63 15 8 37 Buyer MN Twin Cities \$1,219,000 \$956,000 477 124 96 54 Balance MO Kansas City \$675,000 \$685,000 1459 247 197 20 Buyer MO St. Louis \$825,000 \$650,000 73 20 39 12 Seller NC Asheville \$1,100,000 \$919,245 180 25 37 18 Balance NC Charlotte \$1,100,000 \$870,000 467 129 126 20 Seller NC Lake Norman \$1,076,050 \$894,490 181 47 43 33 Seller NC Raleigh-Durham \$1,149,900 \$957,000 421 109 123 0 Seller	MI	Oakland County	\$785,000	\$650,000	604	161	112	31	Balanced
MN Olmsted County \$774,900 \$816,250 63 15 8 37 Buyer MN Twin Cities \$1,219,000 \$956,000 477 124 96 54 Baland MO Kansas City \$675,000 \$685,000 1459 247 197 20 Buyer MO St. Louis \$825,000 \$650,000 73 20 39 12 Seller NC Asheville \$1,100,000 \$919,245 180 25 37 18 Baland NC Charlotte \$1,100,000 \$870,000 467 129 126 20 Seller NC Lake Norman \$1,076,050 \$894,490 181 47 43 33 Seller NC Raleigh-Durham \$1,149,900 \$957,000 421 109 123 0 Seller NJ Hudson County \$1,550,000 \$1,750,000 21 11 8 17 Seller	MI	Washtenaw County	\$951,998	\$818,901	116	25	10	29	Buyer's
MN Twin Cities \$1,219,000 \$956,000 477 124 96 54 Baland MO Kansas City \$675,000 \$685,000 1459 247 197 20 Buyer MO St. Louis \$825,000 \$650,000 73 20 39 12 Seller NC Asheville \$1,100,000 \$919,245 180 25 37 18 Baland NC Charlotte \$1,100,000 \$870,000 467 129 126 20 Seller NC Lake Norman \$1,076,050 \$894,490 181 47 43 33 Seller NC Raleigh-Durham \$1,149,900 \$957,000 421 109 123 0 Seller NJ Bergen County \$2,296,889 \$1,689,000 214 57 35 29 Baland NJ Hudson County \$1,550,000 \$1,750,000 21 11 8 17 Seller NJ Ocean County \$974,900 \$851,000 371 122 89 28 Seller NM Taos \$1,139,000 \$950,000 46 2 5 95 Buyer NV Lake Tahoe \$3,257,500 \$2,045,000 30 6 4 94 Buyer NV Las Vegas \$1,795,000 \$1,825,000 620 191 68 49 Buyer NV Reno \$1,824,750 \$1,875,000 82 9 10 96 Buyer NY Brooklyn NY Finger Lakes \$1,700,000 \$1,830,000 17 3 2 24 Buyer NY Nassau County \$1,800,042 \$1,470,051 570 125 90 43 Baland NY Nassau County \$1,800,042 \$1,470,051 570 125 90 43 Baland	MI	Wayne County	\$749,000	\$600,500	143	43	32	25	Seller's
MO Kansas City \$675,000 \$685,000 \$1459 \$247 \$197 \$20 Buyer MO St. Louis \$825,000 \$650,000 73 20 39 \$12 Seller NC Asheville \$1,100,000 \$919,245 \$180 25 37 \$18 Balance NC Charlotte \$1,100,000 \$870,000 467 \$129 \$126 20 Seller NC Lake Norman \$1,076,050 \$894,490 \$181 47 43 33 Seller NC Raleigh-Durham \$1,149,900 \$957,000 421 \$109 \$123 0 Seller NJ Bergen County \$2,296,889 \$1,689,000 \$214 57 35 29 Balance NJ Hudson County \$1,550,000 \$1,750,000 21 \$1 8 \$17 Seller NM Taos \$1,339,000 \$950,000 371 \$122 89 28 Seller <td>MN</td> <td>Olmsted County</td> <td>\$774,900</td> <td>\$816,250</td> <td>63</td> <td>15</td> <td>8</td> <td>37</td> <td>Buyer's</td>	MN	Olmsted County	\$774,900	\$816,250	63	15	8	37	Buyer's
MO St. Louis \$825,000 \$650,000 73 20 39 12 Seller NC Asheville \$1,100,000 \$919,245 180 25 37 18 Balance NC Charlotte \$1,100,000 \$870,000 467 129 126 20 Seller NC Lake Norman \$1,076,050 \$894,490 181 47 43 33 Seller NC Raleigh-Durham \$1,149,900 \$957,000 421 109 123 0 Seller NJ Bergen County \$2,296,889 \$1,689,000 214 57 35 29 Balance NJ Hudson County \$1,550,000 \$1,750,000 21 11 8 17 Seller NJ Ocean County \$974,900 \$851,000 371 122 89 28 Seller NW Taos \$1,339,000 \$950,000 46 2 5 95 Buyer <tr< td=""><td>MN</td><td>Twin Cities</td><td>\$1,219,000</td><td>\$956,000</td><td>477</td><td>124</td><td>96</td><td>54</td><td>Balanced</td></tr<>	MN	Twin Cities	\$1,219,000	\$956,000	477	124	96	54	Balanced
NC Asheville \$1,100,000 \$919,245 180 25 37 18 Balance NC Charlotte \$1,100,000 \$870,000 467 129 126 20 Seller NC Lake Norman \$1,076,050 \$894,490 181 47 43 33 Seller NC Raleigh-Durham \$1,149,900 \$957,000 421 109 123 0 Seller NJ Bergen County \$2,296,889 \$1,689,000 214 57 35 29 Balance NJ Hudson County \$1,550,000 \$1,750,000 21 11 8 17 Seller NJ Hudson County \$974,900 \$851,000 371 122 89 28 Seller NM Taos \$1,139,000 \$950,000 46 2 5 95 Buyer NV Lake Tahoe \$3,257,500 \$2,045,000 30 6 4 94 Buyer	MO	Kansas City	\$675,000	\$685,000	1459	247	197	20	Buyer's
NC Charlotte \$1,100,000 \$870,000 467 129 126 20 Seller NC Lake Norman \$1,076,050 \$894,490 181 47 43 33 Seller NC Raleigh-Durham \$1,149,900 \$957,000 421 109 123 0 Seller NJ Bergen County \$2,296,889 \$1,689,000 214 57 35 29 Balanc NJ Hudson County \$1,550,000 \$1,750,000 21 11 8 17 Seller NJ Ocean County \$974,900 \$851,000 371 122 89 28 Seller NM Taos \$1,139,000 \$950,000 46 2 5 95 Buyer NV Lake Tahoe \$3,257,500 \$2,045,000 30 6 4 94 Buyer NV Reno \$1,824,750 \$1,875,000 82 9 10 96 Buyer	MO	St. Louis	\$825,000	\$650,000	73	20	39	12	Seller's
NC Lake Norman \$1,076,050 \$894,490 181 47 43 33 Seller NC Raleigh-Durham \$1,149,900 \$957,000 421 109 123 0 Seller NJ Bergen County \$2,296,889 \$1,689,000 214 57 35 29 Baland NJ Hudson County \$1,550,000 \$1,750,000 21 11 8 17 Seller NJ Ocean County \$974,900 \$851,000 371 122 89 28 Seller NM Taos \$1,139,000 \$950,000 46 2 5 95 Buyer NV Lake Tahoe \$3,257,500 \$2,045,000 30 6 4 94 Buyer NV Las Vegas \$1,795,000 \$1,525,000 620 191 68 49 Buyer NV Reno \$1,824,750 \$1,875,000 82 9 10 96 Buyer	NC	Asheville	\$1,100,000	\$919,245	180	25	37	18	Balanced
NC Raleigh-Durham \$1,149,900 \$957,000 421 109 123 0 Seller NJ Bergen County \$2,296,889 \$1,689,000 214 57 35 29 Baland NJ Hudson County \$1,550,000 \$1,750,000 21 11 8 17 Seller NJ Ocean County \$974,900 \$851,000 371 122 89 28 Seller NM Taos \$1,139,000 \$950,000 46 2 5 95 Buyer NV Lake Tahoe \$3,257,500 \$2,045,000 30 6 4 94 Buyer NV Las Vegas \$1,795,000 \$1,525,000 620 191 68 49 Buyer NV Reno \$1,824,750 \$1,875,000 82 9 10 96 Buyer NY Bringer Lakes \$1,700,000 \$1,830,000 17 3 2 24 Buyer	NC	Charlotte	\$1,100,000	\$870,000	467	129	126	20	Seller's
NJ Bergen County \$2,296,889 \$1,689,000 214 57 35 29 Balance NJ Hudson County \$1,550,000 \$1,750,000 21 11 8 17 Seller NJ Ocean County \$974,900 \$851,000 371 122 89 28 Seller NM Taos \$1,139,000 \$950,000 46 2 5 95 Buyer NV Lake Tahoe \$3,257,500 \$2,045,000 30 6 4 94 Buyer NV Las Vegas \$1,795,000 \$1,525,000 620 191 68 49 Buyer NV Reno \$1,824,750 \$1,875,000 82 9 10 96 Buyer NY Brooklyn - <td>NC</td> <td>Lake Norman</td> <td>\$1,076,050</td> <td>\$894,490</td> <td>181</td> <td>47</td> <td>43</td> <td>33</td> <td>Seller's</td>	NC	Lake Norman	\$1,076,050	\$894,490	181	47	43	33	Seller's
NJ Hudson County \$1,550,000 \$1,750,000 21 11 8 17 Seller NJ Ocean County \$974,900 \$851,000 371 122 89 28 Seller NM Taos \$1,139,000 \$950,000 46 2 5 95 Buyer NV Lake Tahoe \$3,257,500 \$2,045,000 30 6 4 94 Buyer NV Las Vegas \$1,795,000 \$1,525,000 620 191 68 49 Buyer NV Reno \$1,824,750 \$1,875,000 82 9 10 96 Buyer NY Brooklyn -	NC	Raleigh-Durham	\$1,149,900	\$957,000	421	109	123	0	Seller's
NJ Ocean County \$974,900 \$851,000 371 122 89 28 Seller NM Taos \$1,139,000 \$950,000 46 2 5 95 Buyer NV Lake Tahoe \$3,257,500 \$2,045,000 30 6 4 94 Buyer NV Las Vegas \$1,795,000 \$1,525,000 620 191 68 49 Buyer NV Reno \$1,824,750 \$1,875,000 82 9 10 96 Buyer NY Brooklyn -	NJ	Bergen County	\$2,296,889	\$1,689,000	214	57	35	29	Balanced
NM Taos \$1,139,000 \$950,000 46 2 5 95 Buyer NV Lake Tahoe \$3,257,500 \$2,045,000 30 6 4 94 Buyer NV Las Vegas \$1,795,000 \$1,525,000 620 191 68 49 Buyer NV Reno \$1,824,750 \$1,875,000 82 9 10 96 Buyer NY Brooklyn - - - - - - - NY Finger Lakes \$1,700,000 \$1,830,000 17 3 2 24 Buyer NY Nassau County \$1,800,042 \$1,470,051 570 125 90 43 Balance	NJ	Hudson County	\$1,550,000	\$1,750,000	21	11	8	17	Seller's
NV Lake Tahoe \$3,257,500 \$2,045,000 30 6 4 94 Buyer NV Las Vegas \$1,795,000 \$1,525,000 620 191 68 49 Buyer NV Reno \$1,824,750 \$1,875,000 82 9 10 96 Buyer NY Brooklyn - - - - - - - NY Finger Lakes \$1,700,000 \$1,830,000 17 3 2 24 Buyer NY Nassau County \$1,800,042 \$1,470,051 570 125 90 43 Balance	NJ	Ocean County	\$974,900	\$851,000	371	122	89	28	Seller's
NV Las Vegas \$1,795,000 \$1,525,000 620 191 68 49 Buyer NV Reno \$1,824,750 \$1,875,000 82 9 10 96 Buyer NY Brooklyn - - - - - - - - NY Finger Lakes \$1,700,000 \$1,830,000 17 3 2 24 Buyer NY Nassau County \$1,800,042 \$1,470,051 570 125 90 43 Balance	NM	Taos	\$1,139,000	\$950,000	46	2	5	95	Buyer's
NV Reno \$1,824,750 \$1,875,000 82 9 10 96 Buyer NY Brooklyn - <td>NV</td> <td>Lake Tahoe</td> <td>\$3,257,500</td> <td>\$2,045,000</td> <td>30</td> <td>6</td> <td>4</td> <td>94</td> <td>Buyer's</td>	NV	Lake Tahoe	\$3,257,500	\$2,045,000	30	6	4	94	Buyer's
NY Brooklyn -	NV	Las Vegas	\$1,795,000	\$1,525,000	620	191	68	49	Buyer's
NY Finger Lakes \$1,700,000 \$1,830,000 17 3 2 24 Buyer NY Nassau County \$1,800,042 \$1,470,051 570 125 90 43 Balance	NV	Reno	\$1,824,750	\$1,875,000	82	9	10	96	Buyer's
NY Nassau County \$1,800,042 \$1,470,051 570 125 90 43 Baland	NY	Brooklyn	-	-	-	-	-	-	-
	NY	Finger Lakes	\$1,700,000	\$1,830,000	17	3	2	24	Buyer's
NV Staten Island \$1.276 EDD \$1.017 EDD 20 17 06 Pure	NY	Nassau County	\$1,800,042	\$1,470,051	570	125	90	43	Balanced
11v1 Olaicii 151aiiu 91,270,500 \$1,014,500 130 39 14 90 buye!	NY	Staten Island	\$1,276,500	\$1,014,500	130	39	14	96	Buyer's
NY Suffolk County \$1,950,000 \$1,300,000 713 119 103 53 Buyer	NY	Suffolk County	\$1,950,000	\$1,300,000	713	119	103	53	Buyer's
OH Cincinnati \$874,900 \$779,500 192 38 35 8 Baland	ОН	Cincinnati	\$874,900	\$779,500	192	38	35	8	Balanced
	ОН	Cleveland Suburbs	\$839,900	\$655,000	23	6		56	Seller's

ON GTA - Durham - <	State	Market Name	Median List Price	Median Sold Price	Inventory	New Listings	Sold	Days on Market	Market Status
ON Hamilton \$1,995,000 \$1,775,000 \$127 \$56 \$9 \$42 Buyer's ON Mississauga -	ON	GTA - Durham	-	-	-	-	-	-	-
ON Mississauga - <t< td=""><td>ON</td><td>GTA - York</td><td>-</td><td>-</td><td>-</td><td>-</td><td>-</td><td>-</td><td>-</td></t<>	ON	GTA - York	-	-	-	-	-	-	-
ON Oakville \$2,750,000 \$2,240,000 92 57 14 44 Balanced ON Toronto - Balanced 0 0 0 22 113 70 45 Balanced 0 0 0 22 113 70 45 Balanced 0 0 0 31,40,000 373 112 84 25 Seller's Seller's 0 0 93 68 147 Balanced 0 0 0 93 68 147 Balanced 0 0 0 93 68 147 Balanced 15 0 <td>ON</td> <td>Hamilton</td> <td>\$1,995,000</td> <td>\$1,775,000</td> <td>127</td> <td>56</td> <td>9</td> <td>42</td> <td>Buyer's</td>	ON	Hamilton	\$1,995,000	\$1,775,000	127	56	9	42	Buyer's
ON Toronto 1 0 1 0 1 1 1 2 1 1 2 1 1 2 1 2 1 1 3 1 4 Seller's 0 0 45 Balanced 0 0 45 Balanced 0 0 0 0 2 2 113 70 45 Balanced 0 0 0 0 45 80 8 138 Buyer's 8 13 Balanced 0 0 0 0 373 112 84 25 80 18 147 Balanced 8 1990,000 \$1,500,000 229 35 35 12 Balanced 17 0 0 0 93 68 147 Balanced 17 Nashville \$1,699,900 \$1,230,000 575 191 132 21 Seller's 17 X 113 22 28 12 Seller's	ON	Mississauga	-		-		-	-	-
ON Waterloo Region \$1,482,000 \$1,250,000 \$2 66 31 14 Seller's OR Portland \$1,375,000 \$1,145,000 422 113 70 45 Balanced QC Montreal \$1,995,000 \$2,252,500 \$703 \$123 \$8 \$138 Buyer's SC Charleston \$1,890,000 \$1,500,000 373 112 84 25 Seller's SC Hilton Head \$1,990,000 \$1,500,000 29 35 35 12 Balanced SC Hilton Head \$1,990,000 \$825,000 409 93 68 147 Balanced TN Greater Chattanoga \$922,500 \$930,750 158 39 28 13 Balanced TX Austin \$1,699,900 \$91,230,000 767 267 133 50 Balanced TX Austin \$1,489,000 \$990,000 767 267 133 50	ON	Oakville	\$2,750,000	\$2,240,000	92	57	14	44	Balanced
OR Portland \$1,375,000 \$1,145,000 422 113 70 45 Balanced QC QC Montreal \$1,995,000 \$2,252,500 \$703 \$123 \$8 \$138 Buyer's SC Charleston \$1,850,000 \$1,400,000 373 112 84 25 Seller's SC Hilton Head \$1,990,000 \$1,500,000 229 35 35 12 Balanced TN Greater Chattanooga \$922,500 \$930,750 158 39 28 13 Balanced TN Greater Chattanooga \$922,500 \$930,750 158 39 28 13 Balanced TN Rashville \$1,699,900 \$1230,000 575 191 132 21 Seller's TX Austin \$1,185,000 \$950,000 767 267 133 50 Balanced TX Dallas \$1,449,000 \$1,017,500 331 127 66 39	ON	Toronto			-		-	-	-
QC Montreal \$1,995,000 \$2,252,500 \$703 \$123 \$8 \$138 Buyer's SC Charleston \$1,850,000 \$1,400,000 373 112 84 25 Seller's SC Hilton Head \$1,990,000 \$1,500,000 229 35 35 12 Balanced TN Greater Chattanooga \$922,500 \$930,750 158 39 28 13 Balanced TN Nashville \$1,699,900 \$1,230,000 575 191 132 21 Seller's TX Austin \$1,185,000 \$950,000 767 267 133 50 Balanced TX Austin \$1,449,000 \$1,017,500 331 127 66 39 Balanced TX Dallas \$1,449,000 \$10,17,500 331 127 66 39 Balanced TX Denton County \$750,000 \$710,000 789 270 172 52 <	ON	Waterloo Region	\$1,482,000	\$1,250,000	82	66	31	14	Seller's
SC Charleston \$1,850,000 \$1,400,000 373 112 84 25 Seller's SC Hilton Head \$1,990,000 \$1,500,000 229 35 35 12 Balanced SC The Grand Strand \$849,900 \$825,000 409 93 68 147 Balanced TN Greater Chattanooga \$922,500 \$930,750 158 39 28 13 Balanced TN Nashville \$1,699,900 \$1,230,000 575 191 132 21 Seller's TX Austin \$1,185,000 \$950,000 767 267 133 50 Balanced TX Austin \$1,49000 \$1,017,500 331 127 66 39 Balanced TX Dallas \$1,49,000 \$1,017,500 331 127 66 39 Balanced TX Denton County \$750,000 \$710,000 789 270 172 52 <th< td=""><td>OR</td><td>Portland</td><td>\$1,375,000</td><td>\$1,145,000</td><td>422</td><td>113</td><td>70</td><td>45</td><td>Balanced</td></th<>	OR	Portland	\$1,375,000	\$1,145,000	422	113	70	45	Balanced
SC Hilton Head \$1,990,000 \$1,500,000 229 35 35 12 Balanced SC The Grand Strand \$849,900 \$825,000 409 93 68 147 Balanced TN Greater Chattanooga \$922,500 \$930,750 158 39 28 13 Balanced TN Nashville \$1,699,900 \$1,230,000 575 191 132 21 Seller's TX Austin \$1,485,000 \$950,000 767 267 133 50 Balanced TX Collin County \$749,900 \$714,975 979 329 304 44 Seller's TX Dallas \$1,449,000 \$1,017,500 331 127 66 39 Balanced TX Denton County \$750,000 \$710,000 789 270 172 52 Seller's TX Denton County \$879,000 \$801,317 181 52 22 18	QC	Montreal	\$1,995,000	\$2,252,500	\$703	\$123	\$8	\$138	Buyer's
SC The Grand Strand \$849,900 \$825,000 409 93 68 147 Balanced TN Greater Chattanooga \$922,500 \$930,750 158 39 28 13 Balanced TN Nashville \$1,699,900 \$1,230,000 575 191 132 21 Seller's TX Austin \$1,85,000 \$950,000 767 267 133 50 Balanced TX Collin County \$749,900 \$714,975 979 329 304 44 Seller's TX Dallas \$1,4449,000 \$1,017,500 331 127 66 39 Balanced TX Denton County \$750,000 \$710,000 789 270 172 52 Seller's TX El Paso \$618,800 \$614,317 181 52 22 18 Buyer's TX Fort Worth \$879,000 \$893,000 195 0 10 16 Buyer's	SC	Charleston	\$1,850,000	\$1,400,000	373	112	84	25	Seller's
TN Greater Chattanooga \$922,500 \$930,750 158 39 28 13 Balanced TN Nashville \$1,699,900 \$1,230,000 575 191 132 21 Seller's TX Austin \$1,185,000 \$950,000 767 267 133 50 Balanced TX Collin County \$749,900 \$714,975 979 329 304 44 Seller's TX Dallas \$1,449,000 \$1,017,500 331 127 66 39 Balanced TX Denton County \$750,000 \$710,000 789 270 172 52 Seller's TX El Paso \$618,800 \$614,317 181 52 22 18 Buyer's TX Fort Worth \$879,000 \$807,507 703 190 161 32 Seller's TX Houston \$975,000 \$877,250 977 341 144 39 Buyer's	SC	Hilton Head	\$1,990,000	\$1,500,000	229	35	35	12	Balanced
TN Nashville \$1,699,900 \$1,230,000 575 191 132 21 Seller's TX Austin \$1,185,000 \$950,000 767 267 133 50 Balanced TX Collin County \$749,900 \$714,975 979 329 304 44 Seller's TX Dallas \$1,449,000 \$1,017,500 331 127 66 39 Balanced TX Denton County \$750,000 \$710,000 789 270 172 52 Seller's TX El Paso \$618,800 \$614,317 181 52 22 18 Buyer's TX Fort Worth \$879,000 \$893,000 195 0 10 16 Buyer's TX Greater Tyler \$769,900 \$877,250 977 341 144 39 Buyer's TX Houston \$975,000 \$877,250 977 341 144 39 Buyer's <td>SC</td> <td>The Grand Strand</td> <td>\$849,900</td> <td>\$825,000</td> <td>409</td> <td>93</td> <td>68</td> <td>147</td> <td>Balanced</td>	SC	The Grand Strand	\$849,900	\$825,000	409	93	68	147	Balanced
TX Austin \$1,185,000 \$950,000 767 267 133 50 Balanced TX Collin County \$749,900 \$714,975 979 329 304 44 Seller's TX Dallas \$1,449,000 \$1,017,500 331 127 66 39 Balanced TX Denton County \$750,000 \$710,000 789 270 172 52 Seller's TX El Paso \$618,800 \$614,317 181 52 22 18 Buyer's TX Fort Worth \$879,000 \$807,507 703 190 161 32 Seller's TX Greater Tyler \$769,900 \$593,000 195 0 10 16 Buyer's TX Houston \$975,000 \$877,250 977 341 144 39 Buyer's TX Lubbock \$649,900 \$639,500 111 36 24 100 Seller's	TN	Greater Chattanooga	\$922,500	\$930,750	158	39	28	13	Balanced
TX Collin County \$749,900 \$714,975 979 329 304 44 Seller's TX Dallas \$1,449,000 \$1,017,500 331 127 66 39 Balanced TX Denton County \$750,000 \$710,000 789 270 172 52 Seller's TX El Paso \$618,800 \$614,317 181 52 22 18 Buyer's TX For Worth \$879,000 \$807,507 703 190 161 32 Seller's TX Greater Tyler \$769,900 \$593,000 195 0 10 16 Buyer's TX Houston \$975,000 \$877,250 977 341 144 39 Buyer's TX Lubbock \$649,900 \$639,500 111 36 24 100 Seller's TX San Angelo \$615,000 \$650,000 59 15 4 82 Buyer's	TN	Nashville	\$1,699,900	\$1,230,000	575	191	132	21	Seller's
TX Dallas \$1,449,000 \$1,017,500 331 127 66 39 Balanced TX Denton County \$750,000 \$710,000 789 270 172 52 Seller's TX El Paso \$618,800 \$614,317 181 52 22 18 Buyer's TX Fort Worth \$879,000 \$807,507 703 190 161 32 Seller's TX Greater Tyler \$769,900 \$593,000 195 0 10 16 Buyer's TX Houston \$975,000 \$877,250 977 341 144 39 Buyer's TX Lubbock \$649,900 \$639,500 111 36 24 100 Seller's TX San Angelo \$615,000 \$650,000 59 15 4 82 Buyer's TX The Woodlands & Spring \$799,900 \$747,029 552 136 71 63 Buyer's	TX	Austin	\$1,185,000	\$950,000	767	267	133	50	Balanced
TX Denton County \$750,000 \$710,000 789 270 172 52 Seller's TX El Paso \$618,800 \$614,317 181 52 22 18 Buyer's TX Fort Worth \$879,000 \$897,507 703 190 161 32 Seller's TX Greater Tyler \$769,900 \$593,000 195 0 10 16 Buyer's TX Houston \$975,000 \$877,250 977 341 144 39 Buyer's TX Lubbock \$649,900 \$639,500 111 36 24 100 Seller's TX San Angelo \$615,000 \$650,000 59 15 4 82 Buyer's TX San Angelo \$615,000 \$650,000 59 15 4 82 Buyer's TX The Woodlands & Spring \$799,900 \$800,000 149 76 57 12 Seller's	TX	Collin County	\$749,900	\$714,975	979	329	304	44	Seller's
TX El Paso \$618,800 \$614,317 181 52 22 18 Buyer's TX Fort Worth \$879,000 \$807,507 703 190 161 32 Seller's TX Greater Tyler \$769,900 \$593,000 195 0 10 16 Buyer's TX Houston \$975,000 \$877,250 977 341 144 39 Buyer's TX Lubbock \$649,900 \$639,500 111 36 24 100 Seller's TX San Angelo \$615,000 \$650,000 59 15 4 82 Buyer's TX San Antonio \$799,900 \$747,029 552 136 71 63 Buyer's TX The Woodlands & Spring \$799,000 \$800,000 149 76 57 12 Seller's UT Park City \$4,997,500 \$2,820,000 158 28 11 135 Buyer's	TX	Dallas	\$1,449,000	\$1,017,500	331	127	66	39	Balanced
TX Fort Worth \$879,000 \$807,507 703 190 161 32 Seller's TX Greater Tyler \$769,900 \$593,000 195 0 10 16 Buyer's TX Houston \$975,000 \$877,250 977 341 144 39 Buyer's TX Lubbock \$649,900 \$639,500 111 36 24 100 Seller's TX San Angelo \$615,000 \$650,000 59 15 4 82 Buyer's TX San Antonio \$799,900 \$747,029 552 136 71 63 Buyer's TX The Woodlands & Spring \$799,900 \$800,000 149 76 57 12 Seller's UT Park City \$4,997,500 \$2,820,000 158 28 11 135 Buyer's UT Salt Lake City \$1,199,000 \$1,068,500 321 90 52 76 Balanced	TX	Denton County	\$750,000	\$710,000	789	270	172	52	Seller's
TX Greater Tyler \$769,900 \$593,000 195 0 10 16 Buyer's TX Houston \$975,000 \$877,250 977 341 144 39 Buyer's TX Lubbock \$649,900 \$639,500 111 36 24 100 Seller's TX San Angelo \$615,000 \$650,000 59 15 4 82 Buyer's TX San Antonio \$799,900 \$747,029 552 136 71 63 Buyer's TX The Woodlands & Spring \$799,000 \$800,000 149 76 57 12 Seller's UT Park City \$4,997,500 \$2,820,000 158 28 11 135 Buyer's UT Salt Lake City \$1,199,000 \$1,068,500 321 90 52 76 Balanced VA Arlington & Alexandria \$2,197,000 \$1,725,000 86 35 14 34 B	TX	El Paso	\$618,800	\$614,317	181	52	22	18	Buyer's
TX Houston \$975,000 \$877,250 977 341 144 39 Buyer's TX Lubbock \$649,900 \$639,500 111 36 24 100 Seller's TX San Angelo \$615,000 \$650,000 59 15 4 82 Buyer's TX San Antonio \$799,900 \$747,029 552 136 71 63 Buyer's TX The Woodlands & Spring \$799,000 \$800,000 149 76 57 12 Seller's UT Park City \$4,997,500 \$2,820,000 158 28 11 135 Buyer's UT Salt Lake City \$1,199,000 \$1,068,500 321 90 52 76 Balanced VA Arlington & Alexandria \$2,197,000 \$1,725,000 86 35 14 34 Balanced VA Fairfax County \$2,200,000 \$1,475,000 247 76 56 16	TX	Fort Worth	\$879,000	\$807,507	703	190	161	32	Seller's
TX Lubbock \$649,900 \$639,500 111 36 24 100 Seller's TX San Angelo \$615,000 \$650,000 59 15 4 82 Buyer's TX San Antonio \$799,900 \$747,029 552 136 71 63 Buyer's TX The Woodlands & Spring \$799,000 \$800,000 149 76 57 12 Seller's UT Park City \$4,997,500 \$2,820,000 158 28 11 135 Buyer's UT Salt Lake City \$1,199,000 \$1,068,500 321 90 52 76 Balanced VA Arlington & Alexandria \$2,197,000 \$1,725,000 86 35 14 34 Balanced VA Charlottesville \$1,398,000 \$1,025,000 119 24 21 4 Balanced VA Fairfax County \$2,200,000 \$1,475,000 247 76 56 16 </td <td>TX</td> <td>Greater Tyler</td> <td>\$769,900</td> <td>\$593,000</td> <td>195</td> <td>0</td> <td>10</td> <td>16</td> <td>Buyer's</td>	TX	Greater Tyler	\$769,900	\$593,000	195	0	10	16	Buyer's
TX San Angelo \$615,000 \$650,000 59 15 4 82 Buyer's TX San Antonio \$799,900 \$747,029 552 136 71 63 Buyer's TX The Woodlands & Spring \$799,000 \$800,000 149 76 57 12 Seller's UT Park City \$4,997,500 \$2,820,000 158 28 11 135 Buyer's UT Salt Lake City \$1,199,000 \$1,068,500 321 90 52 76 Balanced VA Arlington & Alexandria \$2,197,000 \$1,725,000 86 35 14 34 Balanced VA Charlottesville \$1,398,000 \$1,025,000 119 24 21 4 Balanced VA Fairfax County \$2,200,000 \$1,475,000 247 76 56 16 Seller's VA McLean & Vienna \$2,770,000 \$2,115,000 116 37 21	TX	Houston	\$975,000	\$877,250	977	341	144	39	Buyer's
TX San Antonio \$799,900 \$747,029 552 136 71 63 Buyer's TX The Woodlands & Spring \$799,000 \$800,000 149 76 57 12 Seller's UT Park City \$4,997,500 \$2,820,000 158 28 11 135 Buyer's UT Salt Lake City \$1,199,000 \$1,068,500 321 90 52 76 Balanced VA Arlington & Alexandria \$2,197,000 \$1,725,000 86 35 14 34 Balanced VA Charlottesville \$1,398,000 \$1,025,000 119 24 21 4 Balanced VA Fairfax County \$2,200,000 \$1,475,000 247 76 56 16 Seller's VA McLean & Vienna \$2,770,000 \$2,115,000 116 37 21 40 Balanced VA Richmond \$789,950 \$783,005 268 77 80	TX	Lubbock	\$649,900	\$639,500	111	36	24	100	Seller's
TX The Woodlands & Spring \$799,000 \$800,000 149 76 57 12 Seller's UT Park City \$4,997,500 \$2,820,000 158 28 11 135 Buyer's UT Salt Lake City \$1,199,000 \$1,068,500 321 90 52 76 Balanced VA Arlington & Alexandria \$2,197,000 \$1,725,000 86 35 14 34 Balanced VA Charlottesville \$1,398,000 \$1,025,000 119 24 21 4 Balanced VA Fairfax County \$2,200,000 \$1,475,000 247 76 56 16 Seller's VA McLean & Vienna \$2,770,000 \$2,115,000 116 37 21 40 Balanced VA Richmond \$789,950 \$783,005 268 77 80 7 Seller's VA Smith Mountain Lake \$1,397,450 \$950,000 18 5 5 <td>TX</td> <td>San Angelo</td> <td>\$615,000</td> <td>\$650,000</td> <td>59</td> <td>15</td> <td>4</td> <td>82</td> <td>Buyer's</td>	TX	San Angelo	\$615,000	\$650,000	59	15	4	82	Buyer's
UT Park City \$4,997,500 \$2,820,000 158 28 11 135 Buyer's UT Salt Lake City \$1,199,000 \$1,068,500 321 90 52 76 Balanced VA Arlington & Alexandria \$2,197,000 \$1,725,000 86 35 14 34 Balanced VA Charlottesville \$1,398,000 \$1,025,000 119 24 21 4 Balanced VA Fairfax County \$2,200,000 \$1,475,000 247 76 56 16 Seller's VA McLean & Vienna \$2,770,000 \$2,115,000 116 37 21 40 Balanced VA Richmond \$789,950 \$783,005 268 77 80 7 Seller's VA Smith Mountain Lake \$1,397,450 \$950,000 18 5 5 32 Seller's WA King County - Greater Seattle \$1,999,500 \$1,699,000 567 244 165 31 Seller's WA Seattle \$1,985,500	TX	San Antonio	\$799,900	\$747,029	552	136	71	63	Buyer's
UT Salt Lake City \$1,199,000 \$1,068,500 321 90 52 76 Balanced VA Arlington & Alexandria \$2,197,000 \$1,725,000 86 35 14 34 Balanced VA Charlottesville \$1,398,000 \$1,025,000 119 24 21 4 Balanced VA Fairfax County \$2,200,000 \$1,475,000 247 76 56 16 Seller's VA McLean & Vienna \$2,770,000 \$2,115,000 116 37 21 40 Balanced VA Richmond \$789,950 \$783,005 268 77 80 7 Seller's VA Smith Mountain Lake \$1,397,450 \$950,000 18 5 5 32 Seller's WA King County - Greater Seattle \$1,999,500 \$1,699,000 567 244 165 31 Seller's WA Seattle \$1,985,500 \$1,487,000 131 59 40 21 Seller's	TX	The Woodlands & Spring	\$799,000	\$800,000	149	76	57	12	Seller's
VA Arlington & Alexandria \$2,197,000 \$1,725,000 86 35 14 34 Balanced VA Charlottesville \$1,398,000 \$1,025,000 119 24 21 4 Balanced VA Fairfax County \$2,200,000 \$1,475,000 247 76 56 16 Seller's VA McLean & Vienna \$2,770,000 \$2,115,000 116 37 21 40 Balanced VA Richmond \$789,950 \$783,005 268 77 80 7 Seller's VA Smith Mountain Lake \$1,397,450 \$950,000 18 5 5 32 Seller's WA King County - Greater Seattle \$1,999,500 \$1,699,000 567 244 165 31 Seller's WA Seattle \$1,985,500 \$1,487,000 131 59 40 21 Seller's	UT	Park City	\$4,997,500	\$2,820,000	158	28	11	135	Buyer's
VA Charlottesville \$1,398,000 \$1,025,000 119 24 21 4 Balanced VA Fairfax County \$2,200,000 \$1,475,000 247 76 56 16 Seller's VA McLean & Vienna \$2,770,000 \$2,115,000 116 37 21 40 Balanced VA Richmond \$789,950 \$783,005 268 77 80 7 Seller's VA Smith Mountain Lake \$1,397,450 \$950,000 18 5 5 32 Seller's WA King County - Greater Seattle \$1,999,500 \$1,699,000 567 244 165 31 Seller's WA Seattle \$1,985,500 \$1,487,000 131 59 40 21 Seller's	UT	Salt Lake City	\$1,199,000	\$1,068,500	321	90	52	76	Balanced
VA Fairfax County \$2,200,000 \$1,475,000 247 76 56 16 Seller's VA McLean & Vienna \$2,770,000 \$2,115,000 116 37 21 40 Balanced VA Richmond \$789,950 \$783,005 268 77 80 7 Seller's VA Smith Mountain Lake \$1,397,450 \$950,000 18 5 5 32 Seller's WA King County - Greater Seattle \$1,999,500 \$1,699,000 567 244 165 31 Seller's WA Seattle \$1,985,500 \$1,487,000 131 59 40 21 Seller's	VA	Arlington & Alexandria	\$2,197,000	\$1,725,000	86	35	14	34	Balanced
VA McLean & Vienna \$2,770,000 \$2,115,000 116 37 21 40 Balanced VA Richmond \$789,950 \$783,005 268 77 80 7 Seller's VA Smith Mountain Lake \$1,397,450 \$950,000 18 5 5 32 Seller's WA King County - Greater Seattle \$1,999,500 \$1,699,000 567 244 165 31 Seller's WA Seattle \$1,985,500 \$1,487,000 131 59 40 21 Seller's	VA	Charlottesville	\$1,398,000	\$1,025,000	119	24	21	4	Balanced
VA Richmond \$789,950 \$783,005 268 77 80 7 Seller's VA Smith Mountain Lake \$1,397,450 \$950,000 18 5 5 32 Seller's WA King County - Greater Seattle \$1,999,500 \$1,699,000 567 244 165 31 Seller's WA Seattle \$1,985,500 \$1,487,000 131 59 40 21 Seller's	VA	Fairfax County	\$2,200,000	\$1,475,000	247	76	56	16	Seller's
VA Smith Mountain Lake \$1,397,450 \$950,000 18 5 5 32 Seller's WA King County - Greater Seattle \$1,999,500 \$1,699,000 567 244 165 31 Seller's WA Seattle \$1,985,500 \$1,487,000 131 59 40 21 Seller's	VA	McLean & Vienna	\$2,770,000	\$2,115,000	116	37	21	40	Balanced
WA King County - Greater Seattle \$1,999,500 \$1,699,000 567 244 165 31 Seller's WA Seattle \$1,985,500 \$1,487,000 131 59 40 21 Seller's	VA	Richmond	\$789,950	\$783,005	268	77	80	7	Seller's
WA King County - Greater Seattle \$1,999,500 \$1,699,000 567 244 165 31 Seller's WA Seattle \$1,985,500 \$1,487,000 131 59 40 21 Seller's	VA	Smith Mountain Lake	\$1,397,450		18		5	32	Seller's
WA Seattle \$1,985,500 \$1,487,000 131 59 40 21 Seller's	WA	King County - Greater Seattle			567				
	WA	Seattle					40	21	Seller's
1,10,11,0,10,10,10,10,10,10,10,10,10,10,	WA	Spokane	\$1,175,000	\$1,023,750	59	17		7	Balanced

ATTACHED HOMES

State Market Name List Price Sold Price Inventory Listings Sold Market Status AB Calgary \$799,900 \$632,500 \$101 \$39 \$14 \$63 Buyer's AZ Chandler and Gilbert —			Median	Median		New		Days on	Market
AZ Chandler and Gilbert -	State	Market Name			Inventory		Sold		
AZ Flagstaff - - - - - - - AZ Mesa -	AB	Calgary	\$799,900	\$632,500	\$101	\$39	\$14	\$63	Buyer's
AZ Mesa - <td>AZ</td> <td>Chandler and Gilbert</td> <td>-</td> <td>-</td> <td>-</td> <td>-</td> <td>-</td> <td>-</td> <td>-</td>	AZ	Chandler and Gilbert	-	-	-	-	-	-	-
AZ Paradise Valley -	AZ	Flagstaff	-	-	-	-	-	-	-
AZ Phoenix -<	AZ	Mesa	-	-	-	-	-	-	-
AZ Scottsdale \$869,500 \$795,000 \$234, \$76 \$45 \$47 Balanced AZ Tucson -	AZ	Paradise Valley	-	-	-	-	-	-	-
AZ Tucson - - - - - - BC Mid Vancouver Island \$824,900 \$849,900 \$53 \$15 \$3 \$12 Buyer's BC Okanagan Valley - <t< td=""><td>AZ</td><td>Phoenix</td><td>-</td><td>-</td><td>-</td><td>-</td><td>-</td><td>-</td><td>-</td></t<>	AZ	Phoenix	-	-	-	-	-	-	-
BC Mid Vancouver Island \$824,900 \$849,900 \$53 \$15 \$3 \$12 Buyer's BC Okanagan Valley - <td>AZ</td> <td>Scottsdale</td> <td>\$869,500</td> <td>\$795,000</td> <td>\$234</td> <td>\$76</td> <td>\$45</td> <td>\$47</td> <td>Balanced</td>	AZ	Scottsdale	\$869,500	\$795,000	\$234	\$76	\$45	\$47	Balanced
BC Okanagan Valley -	AZ	Tucson	-	-	-	-	-	-	-
BC Vancouver \$1,988,500 \$1,689,500 \$788 \$327 \$70 \$19 Buyer's BC Victoria \$999,000 \$930,000 \$107 \$65 \$21 \$41 Balanced BC Whistler \$2,354,450 \$2,128,000 \$38 \$17 \$2 \$29 Buyer's CA Central Coast \$1,100,000 \$1,87,500 \$21 \$11 \$8 \$30 \$eller's CA East Bay \$1,160,000 \$1,000,000 \$97 \$62 \$35 \$22 \$eller's CA Greater Palm Springs -	ВС	Mid Vancouver Island	\$824,900	\$849,900	\$53	\$15	\$3	\$12	Buyer's
BC Victoria \$999,000 \$930,000 \$107 \$65 \$21 \$41 Balanced BC Whistler \$2,354,450 \$2,128,000 \$38 \$17 \$2 \$29 Buyer's CA Central Coast \$1,100,000 \$1,187,500 \$21 \$11 \$8 \$30 Seller's CA East Bay \$1,160,000 \$1,000,000 \$97 \$62 \$35 \$22 Seller's CA Greater Palm Springs - <	BC	Okanagan Valley	-	-	-	-	-	-	-
BC Whistler \$2,354,450 \$2,128,000 \$38 \$17 \$2 \$29 Buyer's CA Central Coast \$1,100,000 \$1,187,500 \$21 \$11 \$8 \$30 Seller's CA East Bay \$1,160,000 \$1,000,000 \$97 \$62 \$35 \$22 Seller's CA Greater Palm Springs - <	ВС	Vancouver	\$1,988,500	\$1,689,500	\$788	\$327	\$70	\$19	Buyer's
CA Central Coast \$1,100,000 \$1,187,500 \$21 \$11 \$8 \$30 Seller's CA East Bay \$1,160,000 \$1,000,000 \$97 \$62 \$35 \$22 Seller's CA Greater Palm Springs - <t< td=""><td>ВС</td><td>Victoria</td><td>\$999,000</td><td>\$930,000</td><td>\$107</td><td>\$65</td><td>\$21</td><td>\$41</td><td>Balanced</td></t<>	ВС	Victoria	\$999,000	\$930,000	\$107	\$65	\$21	\$41	Balanced
CA East Bay \$1,160,000 \$1,000,000 \$97 \$62 \$35 \$22 Seller's CA Greater Palm Springs - <td>BC</td> <td>Whistler</td> <td>\$2,354,450</td> <td>\$2,128,000</td> <td>\$38</td> <td>\$17</td> <td>\$2</td> <td>\$29</td> <td>Buyer's</td>	BC	Whistler	\$2,354,450	\$2,128,000	\$38	\$17	\$2	\$29	Buyer's
CA Greater Palm Springs -	CA	Central Coast	\$1,100,000	\$1,187,500	\$21	\$11	\$8	\$30	Seller's
CA Lake Tahoe \$1,912,000 \$1,610,000 \$22 \$6 \$11 \$61 Seller's CA Los Angeles Beach Cities \$1,897,000 \$1,500,000 \$126 \$40 \$27 \$43 Seller's CA Los Angeles City \$1,950,000 \$1,667,500 \$315 \$126 \$48 \$32 Balanced CA Los Angeles The Valley \$799,000 \$775,000 \$87 \$42 \$41 \$43 Seller's CA Marin County \$1,059,495 \$1,147,000 \$10 \$2 \$10 \$19 Seller's CA Napa County \$1,254,000 \$1,072,500 \$298 \$122 \$100 \$40 Seller's CA Orange County \$1,254,000 \$1,072,500 \$298 \$122 \$100 \$40 Seller's CA Placer County \$1,254,000 \$1,072,500 \$298 \$132 \$94 \$24 Seller's CA San Diego \$1,199,000 \$1,108,000 \$253	CA	East Bay	\$1,160,000	\$1,000,000	\$97	\$62	\$35	\$22	Seller's
CA Los Angeles Beach Cities \$1,897,000 \$1,500,000 \$126 \$40 \$27 \$43 Seller's CA Los Angeles City \$1,950,000 \$1,667,500 \$315 \$126 \$48 \$32 Balanced CA Los Angeles The Valley \$799,000 \$775,000 \$87 \$42 \$41 \$43 Seller's CA Marin County \$1,059,495 \$1,147,000 \$10 \$2 \$10 \$19 Seller's CA Marin County \$1,059,495 \$1,147,000 \$10 \$2 \$10 \$19 Seller's CA Napa County \$1,059,495 \$1,147,000 \$10 \$2 \$10 \$19 Seller's CA Napa County \$1,059,495 \$1,147,000 \$10 \$2 \$10 \$10 \$2 \$10 \$10 \$2 \$10 \$10 \$10 \$10 \$2 \$10 \$10 \$10 \$10 \$10 \$10 \$10 \$10 \$10 \$10 \$10	CA	Greater Palm Springs	-	-	-	-	-	-	-
CA Los Angeles City \$1,950,000 \$1,667,500 \$315 \$126 \$48 \$32 Balanced CA Los Angeles The Valley \$799,000 \$775,000 \$87 \$42 \$41 \$43 Seller's CA Marin County \$1,059,495 \$1,147,000 \$10 \$2 \$10 \$19 Seller's CA Napa County - <td>CA</td> <td>Lake Tahoe</td> <td>\$1,912,000</td> <td>\$1,610,000</td> <td>\$22</td> <td>\$6</td> <td>\$11</td> <td>\$61</td> <td>Seller's</td>	CA	Lake Tahoe	\$1,912,000	\$1,610,000	\$22	\$6	\$11	\$61	Seller's
CA Los Angeles The Valley \$799,000 \$775,000 \$87 \$42 \$41 \$43 Seller's CA Marin County \$1,059,495 \$1,147,000 \$10 \$2 \$10 \$19 Seller's CA Napa County - <t< td=""><td>CA</td><td>Los Angeles Beach Cities</td><td>\$1,897,000</td><td>\$1,500,000</td><td>\$126</td><td>\$40</td><td>\$27</td><td>\$43</td><td>Seller's</td></t<>	CA	Los Angeles Beach Cities	\$1,897,000	\$1,500,000	\$126	\$40	\$27	\$43	Seller's
CA Marin County \$1,059,495 \$1,147,000 \$10 \$2 \$10 \$19 Seller's CA Napa County -	CA	Los Angeles City	\$1,950,000	\$1,667,500	\$315	\$126	\$48	\$32	Balanced
CA Napa County - <t< td=""><td>CA</td><td>Los Angeles The Valley</td><td>\$799,000</td><td>\$775,000</td><td>\$87</td><td>\$42</td><td>\$41</td><td>\$43</td><td>Seller's</td></t<>	CA	Los Angeles The Valley	\$799,000	\$775,000	\$87	\$42	\$41	\$43	Seller's
CA Orange County \$1,254,000 \$1,072,500 \$298 \$122 \$100 \$40 Seller's CA Placer County - <td>CA</td> <td>Marin County</td> <td>\$1,059,495</td> <td>\$1,147,000</td> <td>\$10</td> <td>\$2</td> <td>\$10</td> <td>\$19</td> <td>Seller's</td>	CA	Marin County	\$1,059,495	\$1,147,000	\$10	\$2	\$10	\$19	Seller's
CA Placer County -	CA	Napa County	_	-	-	-	-	-	-
CA Sacramento - <th< td=""><td>CA</td><td>Orange County</td><td>\$1,254,000</td><td>\$1,072,500</td><td>\$298</td><td>\$122</td><td>\$100</td><td>\$40</td><td>Seller's</td></th<>	CA	Orange County	\$1,254,000	\$1,072,500	\$298	\$122	\$100	\$40	Seller's
CA San Diego \$1,199,000 \$1,108,000 \$253 \$132 \$94 \$24 Seller's CA San Francisco \$2,660,000 \$3,347,500 \$89 \$33 \$4 \$69 Buyer's CA San Luis Obispo County -	CA	Placer County	_	-	-	-	-	-	-
CA San Francisco \$2,660,000 \$3,347,500 \$89 \$33 \$4 \$69 Buyer's CA San Luis Obispo County -	CA	Sacramento	-	-	-	-	-	-	-
CA San Luis Obispo County -	CA	San Diego	\$1,199,000	\$1,108,000	\$253	\$132	\$94	\$24	Seller's
CA Santa Barbara \$1,684,500 \$1,762,500 \$12 \$9 \$4 \$5 Seller's CA Silicon Valley \$1,695,000 \$1,540,000 \$87 \$53 \$28 \$20 Seller's CA Sonoma County \$739,495 \$686,118 \$10 \$3 \$2 \$107 Balanced CA Ventura County \$810,000 \$717,500 \$66 \$28 \$16 \$70 Seller's CO Aspen \$4,047,000 \$4,307,500 \$56 \$11 \$4 \$142 Buyer's CO Boulder \$920,308 \$862,500 \$58 \$18 \$14 \$61 Seller's CO Colorado Springs \$575,000 \$580,500 \$63 \$20 \$9 \$74 Buyer's CO Denver \$875,000 \$820,000 \$132 \$38 \$23 \$58 Balanced	CA	San Francisco	\$2,660,000	\$3,347,500	\$89	\$33	\$4	\$69	Buyer's
CA Silicon Valley \$1,695,000 \$1,540,000 \$87 \$53 \$28 \$20 Seller's CA Sonoma County \$739,495 \$686,118 \$10 \$3 \$2 \$107 Balanced CA Ventura County \$810,000 \$717,500 \$66 \$28 \$16 \$70 Seller's CO Aspen \$4,047,000 \$4,307,500 \$56 \$11 \$4 \$142 Buyer's CO Boulder \$920,308 \$862,500 \$58 \$18 \$14 \$61 Seller's CO Colorado Springs \$575,000 \$580,500 \$63 \$20 \$9 \$74 Buyer's CO Denver \$875,000 \$820,000 \$132 \$38 \$23 \$58 Balanced	CA	San Luis Obispo County	-		-		-	-	-
CA Sonoma County \$739,495 \$686,118 \$10 \$3 \$2 \$107 Balanced CA Ventura County \$810,000 \$717,500 \$66 \$28 \$16 \$70 Seller's CO Aspen \$4,047,000 \$4,307,500 \$56 \$11 \$4 \$142 Buyer's CO Boulder \$920,308 \$862,500 \$58 \$18 \$14 \$61 Seller's CO Colorado Springs \$575,000 \$580,500 \$63 \$20 \$9 \$74 Buyer's CO Denver \$875,000 \$820,000 \$132 \$38 \$23 \$58 Balanced	CA	Santa Barbara	\$1,684,500	\$1,762,500	\$12	\$9	\$4	\$5	Seller's
CA Ventura County \$810,000 \$717,500 \$66 \$28 \$16 \$70 Seller's CO Aspen \$4,047,000 \$4,307,500 \$56 \$11 \$4 \$142 Buyer's CO Boulder \$920,308 \$862,500 \$58 \$18 \$14 \$61 Seller's CO Colorado Springs \$575,000 \$580,500 \$63 \$20 \$9 \$74 Buyer's CO Denver \$875,000 \$820,000 \$132 \$38 \$23 \$58 Balanced	CA	Silicon Valley	\$1,695,000	\$1,540,000	\$87	\$53	\$28	\$20	Seller's
CO Aspen \$4,047,000 \$4,307,500 \$56 \$11 \$4 \$142 Buyer's CO Boulder \$920,308 \$862,500 \$58 \$18 \$14 \$61 Seller's CO Colorado Springs \$575,000 \$580,500 \$63 \$20 \$9 \$74 Buyer's CO Denver \$875,000 \$820,000 \$132 \$38 \$23 \$58 Balanced	CA	Sonoma County	\$739,495	\$686,118	\$10	\$3	\$2	\$107	Balanced
CO Boulder \$920,308 \$862,500 \$58 \$18 \$14 \$61 Seller's CO Colorado Springs \$575,000 \$580,500 \$63 \$20 \$9 \$74 Buyer's CO Denver \$875,000 \$820,000 \$132 \$38 \$23 \$58 Balanced	CA	Ventura County	\$810,000	\$717,500	\$66	\$28	\$16	\$70	Seller's
CO Colorado Springs \$575,000 \$580,500 \$63 \$20 \$9 \$74 Buyer's CO Denver \$875,000 \$820,000 \$132 \$38 \$23 \$58 Balanced	CO	Aspen	\$4,047,000	\$4,307,500	\$56	\$11	\$4	\$142	Buyer's
CO Denver \$875,000 \$820,000 \$132 \$38 \$23 \$58 Balanced	CO	Boulder	\$920,308	\$862,500	\$58	\$18	\$14	\$61	Seller's
	CO	Colorado Springs	\$575,000	\$580,500	\$63	\$20	\$9	\$74	Buyer's
CO Douglas County \$574,745 \$550,000 \$14 \$8 \$5 \$27 Seller's	CO	Denver	\$875,000	\$820,000	\$132	\$38	\$23	\$58	Balanced
	CO	Douglas County	\$574,745	\$550,000	\$14	\$8	\$5	\$27	Seller's

ATTACHED HOMES

		Median	Median		New	_	Devis on	Market
State	Market Name	List Price	Sold Price	Inventory	Listings	Sold	Days on Market	Status
CO	Durango	\$796,453	\$870,000	\$26	\$2	\$5	\$87	Balanced
CO	Summit County	\$1,547,500	\$1,175,000	\$26	\$6	\$4	\$37	Balanced
CO	Telluride	-	-	-	-	-	-	-
CO	Vail	\$4,050,000	\$3,650,000	\$67	\$8	\$9	\$6	Buyer's
CT	Central Connecticut	-	-	-	-	-	-	-
CT	Coastal Connecticut	\$1,145,000	\$830,500	\$161	\$45	\$40	\$27	Seller's
DC	Washington D.C.	\$1,998,000	\$1,699,999	\$157	\$57	\$35	\$30	Seller's
DE	Sussex County Coastal	\$900,000	\$775,000	\$17	\$6	\$5	\$35	Seller's
FL	Boca Raton/Delray Beach	\$1,050,000	\$830,000	\$360	\$113	\$61	\$24	Balanced
FL	Coastal Pinellas County	\$1,275,000	\$1,175,000	138	45	20	34	Buyer's
FL	Greater Fort Lauderdale	\$849,000	\$860,000	1090	287	105	40	Buyer's
FL	Jacksonville Beaches	\$1,072,000	\$1,140,000	44	18	13	54	Seller's
FL	Lee County	\$845,000	\$970,000	335	125	50	21	Buyer's
FL	Marco Island	\$1,637,000	\$1,850,000	56	17	6	16	Buyer's
FL	Miami	\$1,473,300	\$1,265,000	1452	294	81	68	Buyer's
FL	Naples	\$2,249,500	\$2,195,000	234	201	137	15	Seller's
FL	Orlando	\$559,000	\$579,000	233	64	24	18	Buyer's
FL	Sarasota & Beaches	\$1,700,000	\$1,500,000	189	71	46	6	Seller's
FL	South Pinellas County	\$1,100,000	\$990,000	235	74	30	28	Buyer's
FL	South Walton	\$1,585,000	\$1,350,000	215	24	19	54	Buyer's
FL	Space Coast	\$739,000	\$824,950	169	50	24	20	Buyer's
FL	Tampa	\$924,950	\$700,000	198	69	45	14	Seller's
FL	Palm Beach Towns	\$1,799,000	\$1,375,000	319	95	22	30	Buyer's
FL	Weston	_	-	-	-	-	-	-
GA	Atlanta	\$739,000	\$638,930	455	171	68	28	Buyer's
GA	Duluth	-	-	-	-	-	-	-
HI	Island of Hawaii	\$1,595,000	\$1,262,500	72	19	10	33	Buyer's
HI	Kauai	\$1,675,000	\$1,500,000	49	9	11	36	Seller's
HI	Maui	\$1,995,000	\$2,400,000	91	25	9	52	Buyer's
HI	Oahu	\$1,250,000	\$987,500	460	118	50	25	Buyer's
ID	Ada County	\$629,900	\$599,900	42	14	16	31	Seller's
ID	Northern Idaho	_	-	-	-	-	-	-
IL	Chicago	\$1,225,000	\$976,375	693	272	74	70	Buyer's
IL	DuPage County	\$925,000	\$810,000	15	6	7	9	Seller's
IL	Lake County		-	-	-	-	-	-
IL	Will County	-	_	-	_	_	-	-
IN	Hamilton County	-	-	-	-	-	-	-

ATTACHED HOMES

KS Johnson County \$5,88,485 \$670,000 140 17 13 32 Buyer's MA Cape Cod \$7,87,900 \$823,350 18 3 4 35 Seller's MA Greater Boston \$2,499,000 \$1,850,000 275 119 41 42 Buyer's MA South Shore \$859,000 \$87,000 17 6 4 52 Seller's MD Anne Arundel County \$559,990 \$559,990 37 20 22 22 Seller's MD Howard County \$77,000 \$776,015 72 35 31 11 Seller's MD Worcester County \$738,000 \$595,000 57 14 16 28 Seller's MD Mortecounty \$738,000 \$595,000 57 14 16 28 Seller's MI Manore County \$689,500 \$595,000 51 16 1 13 Buyer's	State	Market Name	Median List Price	Median Sold Price	Inventory	New Listings	Sold	Days on Market	Market Status
MA Greater Boston \$2,499,000 \$1,850,000 275 119 41 42 Buyer's MA South Shore \$850,000 \$897,000 17 6 4 52 Seller's MD Anne Arundel County \$559,990 \$559,950 37 20 22 22 Seller's MD Frederick County \$556,990 \$577,000 19 16 12 31 Seller's MD Montgomery County \$797,000 \$776,015 72 35 31 11 Seller's MD Worcester County \$738,000 \$595,000 57 14 16 28 Seller's MI Livingston County \$738,000 \$595,000 51 16 1 13 Buyer's MI Worcester County \$738,000 \$595,000 51 16 1 13 Buyer's MI Washtenaw County \$669,500 \$959,000 51 16 1 1	KS	Johnson County	\$588,485	\$670,000	140	17	13	32	Buyer's
MA South Shore \$850,000 \$897,000 17 6 4 52 Seller's MD Anne Arundel County \$559,990 \$559,950 37 20 22 22 Seller's MD Frederick County -	MA	Cape Cod	\$787,500	\$823,250	18	3	4	35	Seller's
MD Anne Arundel County \$559,990 \$559,950 37 20 22 22 Seller's MD Frederick County -	MA	Greater Boston	\$2,499,000	\$1,850,000	275	119	41	42	Buyer's
MD Frederick County -	MA	South Shore	\$850,000	\$897,000	17	6	4	52	Seller's
MD Howard County \$554,990 \$547,500 19 16 12 31 Seller's MD Montgomery County \$797,000 \$776,015 72 35 31 11 Seller's MD Talbot County -	MD	Anne Arundel County	\$559,990	\$559,950	37	20	22	22	Seller's
MD Montgomery County \$797,000 \$776,015 72 35 31 11 Seller's MD Talbot County - - - - - - - MD Worcester County \$738,000 \$595,000 57 14 16 28 Seller's MI Worcester County -	MD	Frederick County	-	-	-	-	-	-	-
MD Talbot County -	MD	Howard County	\$554,990	\$547,500	19	16	12	31	Seller's
MD Worcester County \$738,000 \$595,000 57 14 16 28 Seller's MI Livingston County - - - - - - - MI Monroe County \$689,500 \$950,000 51 16 1 13 Buyer's MI Washtenaw County \$680,000 \$1,083,364 45 11 1 61 Buyer's MI Wayne County \$666,333 \$580,000 71 12 2 29 Buyer's MI Wayne County \$666,333 \$580,000 71 12 2 29 Buyer's MI Wayne County \$666,333 \$580,000 71 12 2 29 Buyer's MI Wayne County \$666,333 \$580,000 71 12 2 29 Buyer's MN Twin Cities - - - - - - - - - -	MD	Montgomery County	\$797,000	\$776,015	72	35	31	11	Seller's
MI Livingston County -	MD	Talbot County	-	-	-	-	-	-	-
MI Monroe County -	MD	Worcester County	\$738,000	\$595,000	57	14	16	28	Seller's
MI Oakland County \$689,500 \$950,000 51 16 1 13 Buyer's MI Washtenaw County \$660,000 \$1,083,364 45 11 1 61 Buyer's MI Wayne County \$666,333 \$580,000 71 12 2 29 Buyer's MN Olmsted County -	MI	Livingston County	-	-	-	-	-	-	-
MI Washtenaw County \$600,000 \$1,083,364 45 11 1 61 Buyer's MI Wayne County \$666,333 \$580,000 71 12 2 29 Buyer's MN Olmsted County - - - - - - - MN Twin Cities - - - - - - - MO Kansas City -	MI	Monroe County	-	-	-	-	-	-	-
MI Wayne County \$666,333 \$580,000 71 12 2 29 Buyer's MN Olmsted County - <t< td=""><td>MI</td><td>Oakland County</td><td>\$689,500</td><td>\$950,000</td><td>51</td><td>16</td><td>1</td><td>13</td><td>Buyer's</td></t<>	MI	Oakland County	\$689,500	\$950,000	51	16	1	13	Buyer's
MN Olmsted County -	MI	Washtenaw County	\$600,000	\$1,083,364	45	11	1	61	Buyer's
MN Twin Cities - - - - - - - MO Kansas City -	MI	Wayne County	\$666,333	\$580,000	71	12	2	29	Buyer's
MO Kansas City - <t< td=""><td>MN</td><td>Olmsted County</td><td>_</td><td>-</td><td>-</td><td>-</td><td>-</td><td>-</td><td>-</td></t<>	MN	Olmsted County	_	-	-	-	-	-	-
MO St. Louis -	MN	Twin Cities	-	-	-	-	-	-	-
NC Asheville \$791,650 \$575,000 38 8 7 75 Balanced NC Charlotte \$653,990 \$582,190 149 42 45 26 Seller's NC Lake Norman \$599,000 \$589,500 23 8 8 4 Seller's NC Raleigh-Durham -	MO	Kansas City	-	-	-	-	-	-	-
NC Charlotte \$653,990 \$582,190 149 42 45 26 Seller's NC Lake Norman \$599,000 \$589,500 23 8 8 4 Seller's NC Raleigh-Durham - </td <td>MO</td> <td>St. Louis</td> <td>-</td> <td>-</td> <td>-</td> <td>-</td> <td>-</td> <td>-</td> <td>-</td>	MO	St. Louis	-	-	-	-	-	-	-
NC Lake Norman \$599,000 \$589,500 23 8 8 4 Seller's NC Raleigh-Durham -	NC	Asheville	\$791,650	\$575,000	38	8	7	75	Balanced
NC Raleigh-Durham -	NC	Charlotte	\$653,990	\$582,190	149	42	45	26	Seller's
NJ Bergen County \$1,199,500 \$1,173,630 119 34 25 13 Seller's NJ Hudson County \$1,480,000 \$1,393,000 96 44 22 37 Seller's NJ Ocean County \$950,000 \$975,000 65 22 4 57 Buyer's NM Taos - <td< td=""><td>NC</td><td>Lake Norman</td><td>\$599,000</td><td>\$589,500</td><td>23</td><td>8</td><td>8</td><td>4</td><td>Seller's</td></td<>	NC	Lake Norman	\$599,000	\$589,500	23	8	8	4	Seller's
NJ Hudson County \$1,480,000 \$1,393,000 96 44 22 37 Seller's NJ Ocean County \$950,000 \$975,000 65 22 4 57 Buyer's NM Taos - <td>NC</td> <td>Raleigh-Durham</td> <td>-</td> <td>-</td> <td>-</td> <td>-</td> <td>-</td> <td>-</td> <td>-</td>	NC	Raleigh-Durham	-	-	-	-	-	-	-
NJ Ocean County \$950,000 \$975,000 65 22 4 57 Buyer's NM Taos -	NJ	Bergen County	\$1,199,500	\$1,173,630	119	34	25	13	Seller's
NM Taos - <td>NJ</td> <td>Hudson County</td> <td>\$1,480,000</td> <td>\$1,393,000</td> <td>96</td> <td>44</td> <td>22</td> <td>37</td> <td>Seller's</td>	NJ	Hudson County	\$1,480,000	\$1,393,000	96	44	22	37	Seller's
NV Lake Tahoe \$1,395,000 \$1,350,000 13 2 3 53 Seller's NV Las Vegas -	NJ	Ocean County	\$950,000	\$975,000	65	22	4	57	Buyer's
NV Las Vegas -	NM	Taos	-	-	-	-	-	-	-
NV Reno - <td>NV</td> <td>Lake Tahoe</td> <td>\$1,395,000</td> <td>\$1,350,000</td> <td>13</td> <td>2</td> <td>3</td> <td>53</td> <td>Seller's</td>	NV	Lake Tahoe	\$1,395,000	\$1,350,000	13	2	3	53	Seller's
NY Brooklyn -	NV	Las Vegas	-	-	-	-	-	-	-
NY Finger Lakes - <	NV	Reno	-	-	-	-	-	-	-
NY Nassau County \$1,629,000 \$1,089,944 68 14 10 38 Buyer's NY Staten Island \$625,000 \$605,000 94 26 12 35 Buyer's NY Suffolk County \$757,750 \$595,000 146 45 32 88 Seller's OH Cincinnati -	NY	Brooklyn	-	-	-	-	-	-	-
NY Staten Island \$625,000 \$605,000 94 26 12 35 Buyer's NY Suffolk County \$757,750 \$595,000 146 45 32 88 Seller's OH Cincinnati - <t< td=""><td>NY</td><td>Finger Lakes</td><td>-</td><td>-</td><td>-</td><td>-</td><td>-</td><td>-</td><td>-</td></t<>	NY	Finger Lakes	-	-	-	-	-	-	-
NY Suffolk County \$757,750 \$595,000 146 45 32 88 Seller's OH Cincinnati	NY	Nassau County	\$1,629,000	\$1,089,944	68	14	10	38	Buyer's
OH Cincinnati	NY	Staten Island	\$625,000	\$605,000	94	26	12	35	Buyer's
	NY	Suffolk County	\$757,750	\$595,000	146	45	32	88	Seller's
OH Cleveland Suburbs	ОН	Cincinnati	_	_	-	_	_	_	_
	ОН	Cleveland Suburbs	-	-	-	-	-	-	-

ATTACHED HOMES

State Market Name Median List Price Median Sold Price Inventory New Listings Days on Market Status ON GTA - Durham -
ON GTA - York - <th< th=""></th<>
ON Hamilton \$899,945 \$880,000 20 12 5 0 Seller's ON Mississauga -
ON Mississauga - <t< td=""></t<>
ON Oakville \$1,448,900 \$1,115,000 24 9 6 79 Seller's ON Toronto -
ON Toronto -<
ON Waterloo Region \$775,000 \$775,000 43 43 27 9 Seller's
OR Portland \$779,000 \$690,000 165 67 23 50 River's
+117,1 +-7-12 10) 01 25 J) Buyer 0
QC Montreal \$1,188,000 \$1,017,500 \$115 \$24 \$4 \$18 Buyer's
SC Charleston \$1,189,900 \$950,000 75 14 15 38 Balanced
SC Hilton Head \$1,125,000 \$1,175,000 25 3 4 131 Balanced
SC The Grand Strand \$536,450 \$510,000 170 43 43 84 Seller's
TN Greater Chattanooga
TN Nashville \$735,000 \$712,000 116 47 32 9 Seller's
TX Austin \$821,000 \$752,810 260 93 26 32 Buyer's
TX Collin County
TX Dallas \$735,000 \$689,000 105 47 22 38 Balanced
TX Denton County
TX El Paso – – – – – – – – –
TX Fort Worth
TX Greater Tyler
TX Houston \$604,950 \$560,000 96 31 12 47 Buyer's
TX Lubbock
TX San Angelo – – – – – – – – – –
TX San Antonio \$919,000 \$505,000 34 9 1 126 Buyer's
TX The Woodlands & Spring
UT Park City \$2,250,000 \$2,000,000 87 22 19 23 Seller's
UT Salt Lake City \$587,450 \$549,176 94 36 26 64 Seller's
VA Arlington & Alexandria \$1,124,000 \$969,900 69 36 23 39 Seller's
VA Charlottesville \$774,900 \$542,390 29 11 7 2 Seller's
VA Fairfax County \$799,990 \$712,995 113 58 72 28 Seller's
VA McLean & Vienna \$1,318,500 \$960,000 26 11 11 31 Seller's
VA Richmond – – – – – – – – – – –
VA Smith Mountain Lake
WA King County - Greater Seattle \$1,154,500 \$910,000 188 64 26 32 Buyer's
WA Seattle \$1,375,000 \$1,152,500 96 23 10 37 Buyer's
WA Spokane

INSTITUTE for LUXURY HOME MARKETING*