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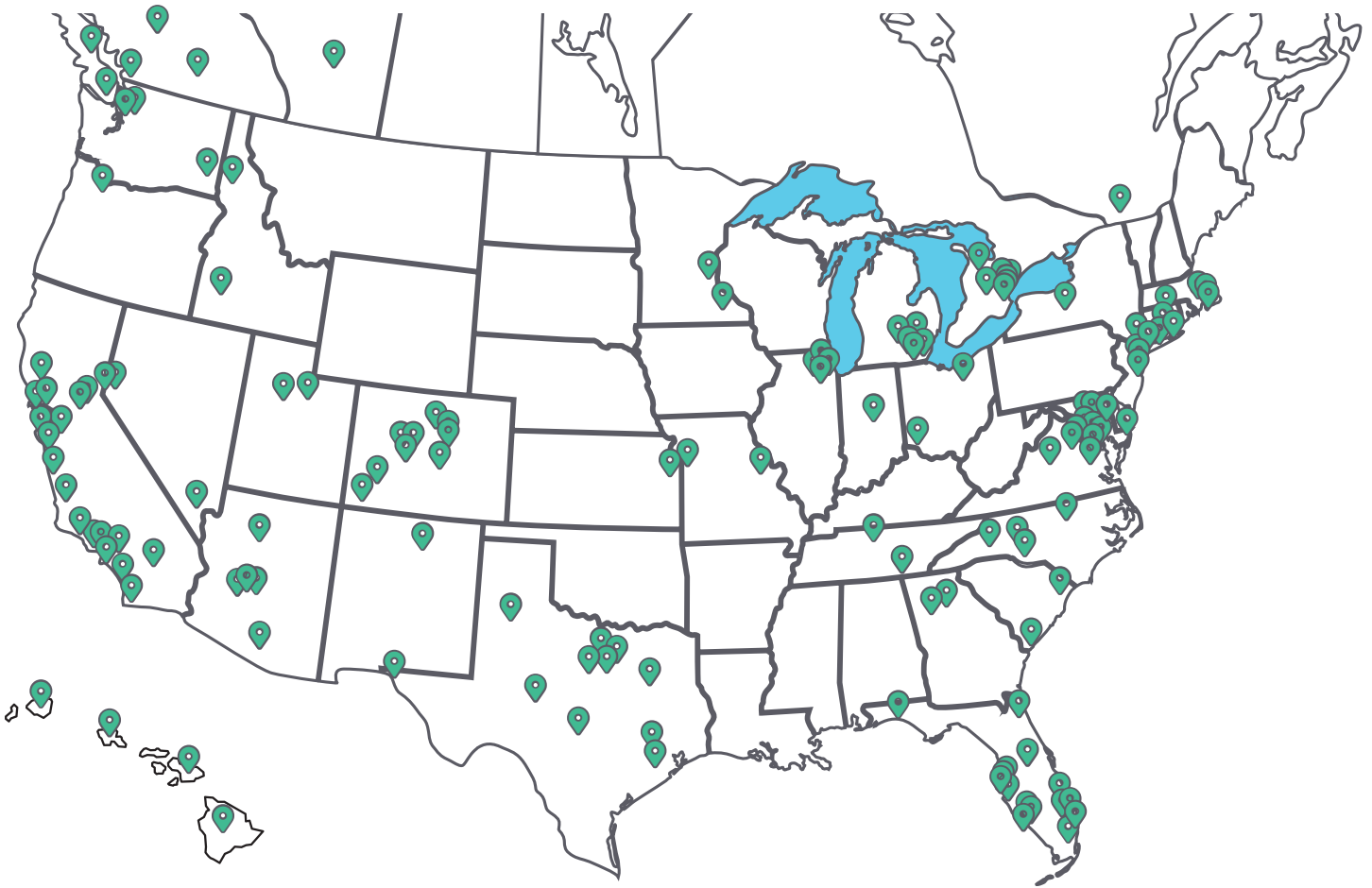


# LUXURY MARKET REPORT JUNE 2023

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# THIS IS YOUR LUXURY MARKET REPORT



MAP OF LUXURY RESIDENTIAL MARKETS

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

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

# - LUXURY REPORT EXPLAINED -

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

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

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

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

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

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

## REPORT GLOSSARY

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

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

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


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

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

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

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





**“Smart technology and wellness amenities are certainly top favorites of the affluent homeowner, but today’s buyer is also looking for the home that will fulfill their lifestyle decisions – this more than just the style of the home and/or its location, it is the experience offered by the property that will likely set it apart.”**





# NORTH AMERICAN LUXURY REVIEW

## **Luxury Trends for the Summer**

As we head into summer, what trends are set to define this season's must-haves, and are there any surprises?

Smart technology and wellness amenities are certainly top favorites of the affluent homeowner, but today's buyer is also looking for the home that will fulfil their lifestyle decisions – this more than just the style of the home and/or its location, it is the experience offered by the property that will likely set it apart.

This experience tends to encompass not only unique and spectacular features within the home and its grounds but also the property's location and surrounding amenities. Affluent buyers' expectations have shifted, becoming honed by the need to find a sense of purpose for their chosen property and its location as well the opportunity to still add their personal identity and style.

Despite lingering uncertainty outside the luxury real estate market, the steadiness of prices, sales, and inventory levels have resulted in a consistent increase in the demand for luxury properties during the first five months of 2023.

The number of luxury properties sold has risen month over month since the start of 2023, aside from January, which did see a downturn in sales. Despite the slight plateau in April, May's figures saw a 33% increase in sales for single-family homes compared to April and attached properties sales were 26% higher.

This has been assisted by the increased level of new inventory entering the market, up 22% compared to April 2022 for single-family homes and 14% for attached homes – putting inventory levels back on par with levels seen in May 2022.

While an increase in new inventory has resulted in a greater number of sales, the significant difference in percentage increase of sales versus new inventory proves that the demand for luxury properties continues, enabling the market to remain strong.

Sold Prices also indicate stability in the current market as overall, the monthly median price for both single-family and attached properties has barely shifted, but more significantly, the homes that are selling are being sold very close to their list price.

## **Strength and Comfort**

There is a focus on permanence in all aspects of the luxury real estate market with quick fads a trend of the past; expect to see quality, durability, and sustainability as the key determinants in the building, design, and refurbishment of homes for the remainder of the year.

Nature is being embraced, creating a more natural feel through layering, texturing, sustainability processes. Color neutrality with warmer palettes, and Artisan and artistic features are being blended into old and new designs to create soothing, comfortable, yet unique environments.

These elements will be at the forefront of this season's design palette, and technology will be implemented to provide efficiency but, more specifically, to create spaces and features that offer a sense of ambient wellness.



## **Color and Texture Return**

The cool greys, sharp blacks, and clean or pure whites are taking a back seat as earthy greens, soft yellows, deep reds, and gentle pinks, used for accents and contrast, are blended with more warm neutral palettes creating richer dimensions to rooms. Warm greys, creams, and browns create a sense of warmth, coziness, and real “hygge” like luxury living.

Equally, the addition of textures such as wallpaper, fabrics, and soft furnishings are replacing previously streamlined interior surfaces. Concrete, oak, and cork are some natural materials no longer just found in the details but are set to become defining hallmarks of indoor and outdoor



surfaces. “Hyper-textuality” will bring the natural world into everyday living, unprocessed and untreated, stripped of all synthetics. There also seems to be a staunch focus on high-contrast and high-pattern grains alongside overstated veining in marble, stone, and wood.

### **Blending Old and New with a Touch of Artisan**

In the transfer from modernity’s sleek lines to a space that looks ‘more lived-in,’ expect to find vintage, reused, and Artisan pieces mixed in to create a sense of eclectic character that also allows the individuality of the homeowner’s personality to shine.

The purchase of antiques, and even furniture from the 1950s, 60s, and 70s, is finding a home in today’s modern rooms and is being artfully incorporated through the addition of dramatic pops of contrasting color and textures.

Blending delicate and bold colors, soft neutrals, and warm tones achieve a natural aesthetic, making any room feel cozy and comforting. Add in handmade, Artisan artwork and craftsmanship, and the room changes to offer unique pieces of interest and culture.



### **Environmental Consciousness**

Equally important has become the investment into using products that are considered sustainable both in building the home and its interior design.

Net-zero interior design and architecture are not new; still, there is not only a growing demand from affluent homeowners but a drive that is being taken up by builders, developers, and designers. Expect to see the start of every aspect of the project, from design, construction, materials, and layout to furniture and technology, embrace this trend as we all become more environmentally conscious.

From energy-efficient equipment and features such as water purification systems and ambient heating and cooling systems, use of floor-to-ceiling windows to capture the natural light (as well

as views), saltwater pools that require less chlorine to electric car charging stations, these are just a few of the expectations of luxury buyers in today's market. Incorporating sustainable and self-maintaining gardening solutions, harvesting rainwater, and using drought-tolerant alternatives are also on the uptick.

Sustainable, recycled, and ethical are hot topics in every avenue of life, and 2023 home décor trends follow suit. Every year, we learn more about sustainable practices and what to opt for regarding the planet's health. As a result, trendy interiors look and feel different from those of the past. We'll see an increase in green materials and organic surfaces in upcoming designs, from residential to commercial.

## **Outdoor Trends**

As the warmer weather sets in, it's natural to gravitate to outdoor spaces, and the trend for blending and opening up the space between indoors and outside is still very much in vogue.

Like the indoors, expect more soft lines, welcoming spaces, and comfortable surfaces. In particular, low-lying outdoor armchairs and sofas are in high demand as they can create relaxing space and a welcoming vibe.

Color schemes are a little more dramatic this year, with shades of red, orange, and green dominating, specifically terracotta, sage green, and seafoam green, set against a rich earthy color or neutral tone background.

The post-pandemic frame of mind has filtered into everyday surroundings to capture peace, a sense of well-being, warmth, and wellness. Overall expect to see a renewal of bright, bold, and inspiring interiors. Plus, organic and sustainable design is gaining more traction. These may not be new concepts, but the passion for creating a natural and healthy space is certainly a growing trend.

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



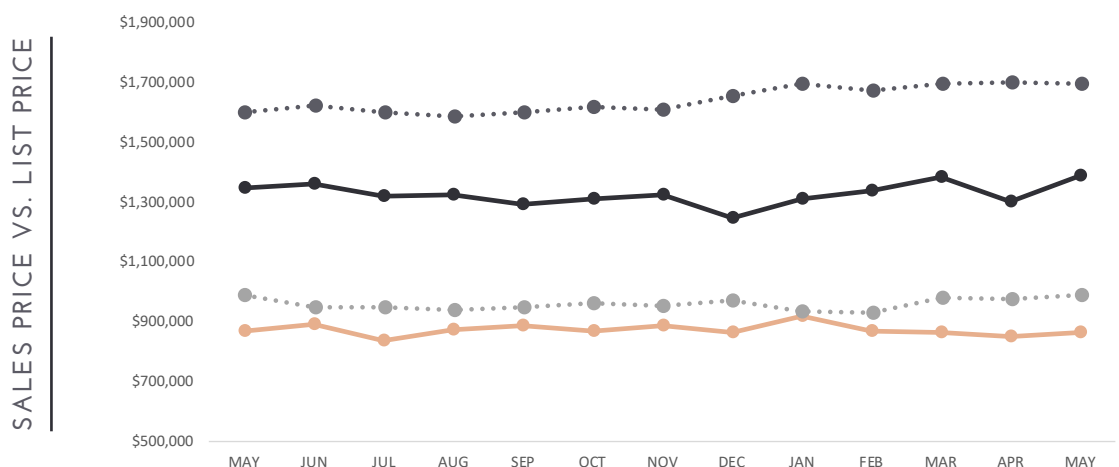
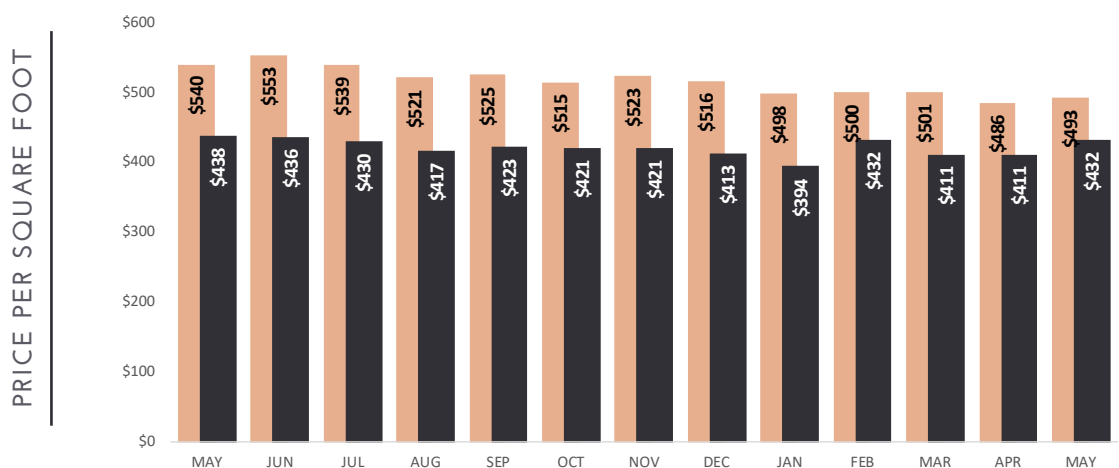
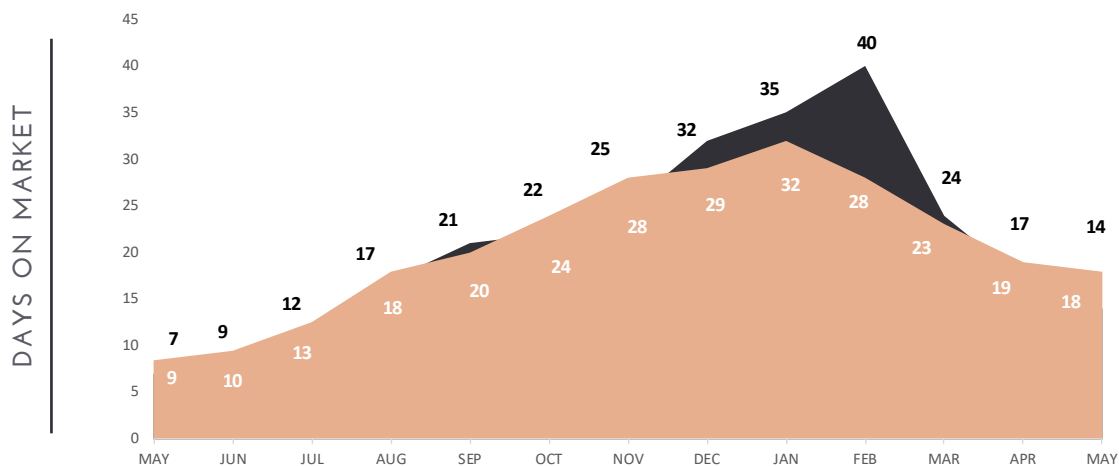


# - 13-MONTH MARKET TRENDS -

## FOR THE LUXURY NORTH AMERICAN MARKET

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

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



# - LUXURY MONTHLY MARKET REVIEW -

## A Review of Key Market Differences Year over Year

May 2022 | May 2023

### SINGLE-FAMILY HOMES

	May 2022	May 2023		May 2022	May 2023
Median List Price	\$1,598,500	\$1,694,500	Total Inventory	40,801	52,874
Median Sale Price	\$1,350,250	\$1,388,000	New Listings	21,712	21,464
Median SP/LP Ratio	100.44%	99.80%	Total Sold	25,127	19,569
Total Sales Ratio	61.58%	37.01%	Median Days on Market	7	14
Median Price per Sq. Ft.	\$438	\$432	Average Home Size	3,226	3,171

Median prices represent properties priced above respective city benchmark prices.



### SINGLE-FAMILY HOMES MARKET SUMMARY | MAY 2023

- Official Market Type: **Seller's** with a **37.01% Sales Ratio**.<sup>1</sup>
- Homes are selling for an average of **99.80% of list price**.
- The median luxury threshold<sup>2</sup> price is **\$950,000**, and the median luxury home sales price is **\$1,388,000**.
- Markets with the Highest Median Sales Price: **Aspen** (\$20,000,000), **Telluride** (\$4,995,000), **Paradise Valley** (\$4,600,000), and **Naples** (\$4,450,000).
- Markets with the Highest Sales Ratio: **East Bay, CA** (133%), **Howard County, MD** (91%), **Cleveland Suburbs, OH** (86%), and **Frederick County, MD** (86%).

<sup>1</sup>Sales Ratio defines market speed and market type: Buyer's < 15.5%; Balanced >= 15.5 to < 20.5%; Seller's >= 20.5% plus. If >100%, sales from previous month exceeds current inventory. <sup>2</sup>The luxury threshold price is set by The Institute for Luxury Home Marketing.



# - LUXURY MONTHLY MARKET REVIEW -

## A Review of Key Market Differences Year over Year

May 2022 | May 2023

### ATTACHED HOMES

	May 2022	May 2023		May 2022	May 2023
Median List Price	\$992,000	\$989,450	Total Inventory	13,047	17,320
Median Sale Price	\$871,500	\$866,250	New Listings	6,574	6,854
Median SP/LP Ratio	100.01%	99.75%	Total Sold	7,414	5,773
Total Sales Ratio	56.83%	33.33%	Median Days on Market	9	18
Median Price per Sq. Ft.	\$540	\$493	Average Home Size	1,755	1,883

Median prices represent properties priced above respective city benchmark prices.



### ATTACHED HOMES MARKET SUMMARY | MAY 2023

- Official Market Type: **Seller's Market** with a **33.33% Sales Ratio**.<sup>1</sup>
- Attached homes are selling for an average of **99.75% of list price**.
- The median luxury threshold<sup>2</sup> price is **\$700,000**, and the median attached luxury sale price is **\$866,250**.
- Markets with the Highest Median Sales Price: **Aspen** (\$4,900,000), **Ft. Lauderdale** (\$2,800,000), **Vail** (\$2,600,000), and **Park City** (\$2,265,000).
- Markets with the Highest Sales Ratio: **Howard County, MD** (212%), **Fairfax County, VA** (163%), **Arlington & Alexandria, VA** (142%), and **Montgomery County, MD** (126%).

<sup>1</sup>Sales Ratio defines market speed and market type: Buyer's < 15.5%; Balanced >= 15.5 to < 20.5%; Seller's >= 20.5% plus. If >100%, sales from previous month exceeds current inventory. <sup>2</sup>The luxury threshold price is set by The Institute for Luxury Home Marketing.

# - LUXURY MONTHLY MARKET REVIEW -

## SINGLE-FAMILY HOMES

State	Market Name	Median List Price	Median Sold Price	Inventory	New Listings	Sold	Days on Market	Market Status
AB	Calgary	\$1,180,000	\$950,000	519	408	363	15	Seller's
AZ	Chandler and Gilbert	\$1,099,500	\$1,035,000	122	51	86	35	Seller's
AZ	Flagstaff	\$1,650,000	\$1,300,000	87	31	13	36	Buyer's
AZ	Mesa	\$900,000	\$899,000	147	58	69	47	Seller's
AZ	Paradise Valley	\$6,300,000	\$4,600,000	146	35	33	58	Seller's
AZ	Phoenix	\$950,000	\$802,000	671	247	355	44	Seller's
AZ	Scottsdale	\$2,326,369	\$1,646,000	667	180	236	49	Seller's
AZ	Tucson	\$699,000	\$667,000	770	272	345	16	Seller's
BC	Mid Vancouver Island	\$1,690,000	\$1,475,000	211	113	31	36	Buyer's
BC	Okanagan Valley	\$1,749,900	\$1,510,000	944	384	102	42	Buyer's
BC	Vancouver	\$4,488,000	\$3,608,800	1013	474	133	9	Buyer's
BC	Victoria	\$2,349,500	\$1,900,000	168	114	41	28	Seller's
BC	Whistler	\$5,324,003	\$4,100,000	40	10	1	2	Buyer's
CA	Central Coast	\$2,995,000	\$2,250,000	227	86	69	11	Seller's
CA	East Bay	\$2,458,888	\$1,950,000	323	199	430	9	Seller's
CA	Greater Palm Springs	\$1,899,000	\$1,890,000	407	140	135	31	Seller's
CA	Lake Tahoe	\$2,672,000	\$1,792,500	168	79	24	46	Buyer's
CA	Los Angeles Beach Cities	\$6,195,000	\$4,184,700	363	116	59	23	Balanced
CA	Los Angeles City	\$5,245,000	\$3,423,611	636	197	102	31	Balanced
CA	Los Angeles The Valley	\$2,849,998	\$1,989,500	534	240	204	31	Seller's
CA	Marin County	\$3,395,000	\$3,010,500	107	34	65	10	Seller's
CA	Napa County	\$3,995,000	\$2,417,500	132	22	18	45	Buyer's
CA	Orange County	\$2,999,900	\$2,145,000	843	346	386	20	Seller's
CA	Placer County	\$1,198,000	\$1,047,495	245	102	116	11	Seller's
CA	Sacramento	\$1,049,000	\$900,000	568	302	322	10	Seller's
CA	San Diego	\$2,677,500	\$2,000,000	764	371	369	10	Seller's
CA	San Francisco	\$5,300,000	\$3,400,000	139	32	55	12	Seller's
CA	San Luis Obispo County	\$1,894,999	\$1,510,000	159	66	75	28	Seller's
CA	Santa Barbara	\$5,700,000	\$3,657,500	125	65	42	10	Seller's
CA	Silicon Valley	\$4,418,000	\$3,300,000	485	265	302	8	Seller's
CA	Sonoma County	\$2,497,000	\$1,800,000	266	70	66	20	Seller's
CA	Ventura County	\$2,495,000	\$1,625,000	225	88	103	53	Seller's
CO	Aspen	\$14,575,000	\$20,000,000	58	8	9	43	Balanced
CO	Boulder	\$2,300,000	\$1,606,000	289	122	80	31	Seller's
CO	Colorado Springs	\$925,000	\$846,000	428	172	147	14	Seller's
CO	Denver	\$1,714,500	\$1,376,000	694	310	305	5	Seller's
CO	Douglas County	\$1,350,000	\$1,126,206	318	137	119	8	Seller's
CO	Durango	\$1,665,000	\$1,200,000	101	44	21	61	Balanced

Median prices represent properties priced above respective city benchmark prices. Prices shown for Canadian cities are shown in Canadian Dollars.



# - LUXURY MONTHLY MARKET REVIEW -

## SINGLE-FAMILY HOMES

State	Market Name	Median List Price	Median Sold Price	Inventory	New Listings	Sold	Days on Market	Market Status
CO	Summit County	\$3,290,000	\$1,705,000	60	13	5	40	Buyer's
CO	Telluride	\$6,975,000	\$4,995,000	75	13	3	118	Buyer's
CO	Vail	\$5,875,000	\$4,194,625	67	7	6	173	Buyer's
CT	Central Connecticut	\$699,000	\$610,000	320	114	139	5	Seller's
CT	Coastal Connecticut	\$2,400,000	\$1,776,000	544	225	165	22	Seller's
DC	Washington D.C.	\$4,200,000	\$2,320,000	55	26	21	6	Seller's
DE	Sussex County Coastal	\$1,419,995	\$1,300,000	132	31	45	5	Seller's
FL	Boca Raton/Delray Beach	\$2,999,000	\$1,890,000	493	151	99	48	Balanced
FL	Brevard County	\$859,900	\$775,000	313	134	134	12	Seller's
FL	Broward County	\$1,700,000	\$1,400,000	654	212	107	50	Balanced
FL	Coastal Pinellas County	\$2,275,000	\$2,100,000	121	32	32	61	Seller's
FL	Ft. Lauderdale	\$4,975,000	\$3,500,000	185	36	21	225	Buyer's
FL	Jacksonville Beaches	\$1,400,000	\$1,150,000	347	124	103	29	Seller's
FL	Lee County	\$1,399,000	\$1,310,000	812	213	160	27	Balanced
FL	Marco Island	\$2,500,000	\$2,350,000	144	28	31	31	Seller's
FL	Miami	\$2,200,000	\$1,485,000	989	235	134	50	Buyer's
FL	Naples	\$5,645,000	\$4,450,000	441	65	67	42	Balanced
FL	Orlando	\$1,249,000	\$1,118,003	746	241	222	13	Seller's
FL	Palm Beach Towns	\$4,250,000	\$3,100,000	301	41	34	58	Buyer's
FL	Sarasota & Beaches	\$2,795,000	\$1,950,000	442	90	77	48	Balanced
FL	South Pinellas County	\$1,550,000	\$1,400,000	292	94	87	18	Seller's
FL	South Walton	\$2,500,000	\$2,100,000	471	141	61	63	Buyer's
FL	Tampa	\$785,900	\$700,000	1139	413	513	12	Seller's
GA	Atlanta	\$1,650,000	\$1,225,000	666	287	266	6	Seller's
GA	Duluth	\$1,425,000	\$1,363,000	19	9	10	13	Seller's
HI	Island of Hawaii	\$2,400,000	\$1,575,000	120	22	28	27	Seller's
HI	Kauai	\$3,250,000	\$2,285,000	53	12	10	34	Balanced
HI	Maui	\$3,925,000	\$3,244,136	150	37	29	105	Balanced
HI	Oahu	\$3,295,444	\$2,500,000	188	39	35	25	Balanced
IA	Des Moines	\$695,000	\$745,000	19	7	10	2	Seller's
ID	Ada County	\$799,999	\$778,850	681	332	258	11	Seller's
ID	Northern Idaho	\$1,699,000	\$1,425,000	475	215	55	52	Buyer's
IL	Chicago	\$1,670,000	\$1,275,000	674	351	299	8	Seller's
IL	DuPage County	\$1,259,900	\$960,000	243	112	135	8	Seller's
IL	Lake County	\$1,250,000	\$900,000	286	119	132	11	Seller's
IL	Will County	\$675,000	\$622,265	201	93	144	6	Seller's
IN	Hamilton County	\$918,000	\$785,000	165	85	135	4	Seller's
KS	Johnson County	\$846,424	\$815,000	466	87	174	3	Seller's

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# - LUXURY MONTHLY MARKET REVIEW -

## SINGLE-FAMILY HOMES

State	Market Name	Median List Price	Median Sold Price	Inventory	New Listings	Sold	Days on Market	Market Status
MA	Cape Cod	\$2,400,000	\$1,700,000	163	54	36	23	Seller's
MA	Greater Boston	\$3,000,000	\$2,467,500	187	89	48	21	Seller's
MA	South Shore	\$2,125,000	\$1,530,000	78	30	29	20	Seller's
MD	Anne Arundel County	\$1,099,000	\$880,840	173	70	114	5	Seller's
MD	Frederick County	\$887,000	\$897,505	44	18	38	7	Seller's
MD	Howard County	\$1,120,000	\$1,005,000	78	30	71	5	Seller's
MD	Montgomery County	\$1,892,500	\$1,567,500	180	101	126	6	Seller's
MD	Talbot County	\$3,345,000	\$1,460,000	44	13	6	6	Buyer's
MD	Worcester County	\$1,100,000	\$800,000	51	19	21	17	Seller's
MI	Livingston County	\$749,450	\$680,000	98	56	29	6	Seller's
MI	Monroe County	\$649,900	\$540,450	17	11	8	9	Seller's
MI	Oakland County	\$772,400	\$650,000	740	339	322	8	Seller's
MI	Washtenaw County	\$997,500	\$777,500	138	53	86	6	Seller's
MI	Wayne County	\$759,000	\$646,500	175	94	92	8	Seller's
MN	Olmsted County	\$874,900	\$851,626	89	26	22	55	Seller's
MN	Twin Cities	\$1,200,000	\$1,055,463	785	343	202	11	Seller's
MO	Kansas City	\$689,950	\$669,000	1537	323	547	4	Seller's
MO	St. Louis	\$827,450	\$632,000	100	49	85	5	Seller's
NC	Asheville	\$1,184,000	\$900,000	254	93	74	7	Seller's
NC	Charlotte	\$1,274,500	\$975,000	534	235	419	4	Seller's
NC	Lake Norman	\$1,274,450	\$1,050,000	214	92	116	9	Seller's
NC	Raleigh-Durham	\$1,151,950	\$965,000	498	162	293	3	Seller's
NJ	Bergen County	\$2,200,000	\$1,665,000	239	76	56	19	Seller's
NJ	Hudson County	\$1,499,000	\$1,861,000	23	7	11	6	Seller's
NJ	Morris County	\$1,799,000	\$1,412,500	139	61	40	19	Seller's
NJ	Ocean County	\$950,000	\$850,000	423	173	131	24	Seller's
NM	Taos	\$1,225,000	\$912,500	59	16	10	107	Balanced
NV	Lake Tahoe	\$3,785,000	\$2,853,500	110	32	12	64	Buyer's
NV	Las Vegas	\$1,750,000	\$1,485,000	566	178	122	31	Seller's
NV	Reno	\$1,794,500	\$1,689,500	98	45	28	55	Seller's
NY	Finger Lakes	\$1,799,000	\$1,500,000	27	11	8	8	Seller's
NY	Nassau County	\$1,989,500	\$1,412,500	664	247	124	32	Balanced
NY	Staten Island	\$1,270,000	\$1,160,000	159	46	22	97	Buyer's
NY	Suffolk County	\$1,943,750	\$1,225,000	752	234	121	43	Balanced
OH	Cincinnati	\$862,000	\$719,500	238	73	94	2	Seller's
OH	Cleveland Suburbs	\$775,000	\$627,550	37	15	32	11	Seller's
OH	Columbus	\$875,000	\$740,500	415	214	267	4	Seller's
ON	GTA - Durham	\$1,799,000	\$1,555,000	253	217	115	7	Seller's

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# - LUXURY MONTHLY MARKET REVIEW -

## SINGLE-FAMILY HOMES

State	Market Name	Median List Price	Median Sold Price	Inventory	New Listings	Sold	Days on Market	Market Status
ON	GTA - York	\$2,499,000	\$1,888,000	539	501	311	8	Seller's
ON	Hamilton	\$1,924,500	\$1,500,000	216	133	47	12	Seller's
ON	Mississauga	\$2,981,500	\$2,472,500	140	104	50	13	Seller's
ON	Oakville	\$3,160,000	\$2,275,044	124	123	70	6	Seller's
ON	Toronto	\$3,545,000	\$3,337,500	523	428	186	7	Seller's
ON	Waterloo Region	\$1,500,000	\$1,291,825	194	167	104	10	Seller's
OR	Portland	\$1,289,850	\$1,125,000	680	315	233	6	Seller's
QC	Montreal	-	-	-	-	-	-	-
SC	Charleston	\$1,975,000	\$1,475,000	419	183	161	14	Seller's
SC	Hilton Head	\$1,950,000	\$1,550,000	233	66	81	33	Seller's
SC	The Grand Strand	\$875,000	\$822,890	386	104	115	88	Seller's
TN	Greater Chattanooga	\$915,000	\$875,000	204	66	59	14	Seller's
TN	Knoxville	\$943,500	\$921,000	129	57	66	5	Seller's
TN	Nashville	\$1,775,000	\$1,412,500	847	329	290	5	Seller's
TX	Austin	\$1,250,000	\$965,000	1358	511	388	14	Seller's
TX	Collin County	\$765,900	\$700,000	1091	592	645	14	Seller's
TX	Dallas	\$1,384,500	\$1,052,500	434	185	210	10	Seller's
TX	Denton County	\$775,000	\$739,018	931	452	435	14	Seller's
TX	El Paso	\$625,000	\$591,575	199	41	20	14	Buyer's
TX	Fort Worth	\$909,900	\$795,000	901	394	418	15	Seller's
TX	Greater Tyler	\$699,900	\$657,500	232	90	38	24	Balanced
TX	Houston	\$1,050,000	\$895,000	1039	443	439	9	Seller's
TX	Lubbock	\$659,000	\$605,625	139	52	50	80	Seller's
TX	San Angelo	\$610,000	\$590,000	77	29	7	45	Buyer's
TX	San Antonio	\$799,000	\$725,000	701	281	188	31	Seller's
TX	The Woodlands & Spring	\$859,884	\$825,000	182	95	129	5	Seller's
UT	Park City	\$4,500,000	\$2,700,000	183	63	25	33	Buyer's
UT	Salt Lake City	\$1,199,000	\$998,500	439	215	180	20	Seller's
VA	Arlington & Alexandria	\$2,200,000	\$1,815,000	103	48	37	5	Seller's
VA	Charlottesville	\$1,262,500	\$1,052,000	140	32	47	5	Seller's
VA	Fairfax County	\$2,034,108	\$1,438,750	330	144	178	6	Seller's
VA	McLean & Vienna	\$2,598,444	\$1,824,750	150	54	59	6	Seller's
VA	Richmond	\$810,400	\$818,000	339	113	213	7	Seller's
VA	Smith Mountain Lake	\$1,800,000	\$1,177,500	36	12	4	5	Buyer's
WA	King County	\$2,161,250	\$1,637,000	827	417	525	6	Seller's
WA	Seattle	\$2,037,500	\$1,631,000	236	123	138	6	Seller's
WA	Spokane	\$1,200,000	\$1,000,000	136	81	29	18	Seller's

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# - LUXURY MONTHLY MARKET REVIEW -

## ATTACHED HOMES

State	Market Name	Median List Price	Median Sold Price	Inventory	New Listings	Sold	Days on Market	Market Status
AB	Calgary	\$799,000	\$704,000	139	93	62	19	Seller's
AZ	Chandler and Gilbert	-	-	-	-	-	-	-
AZ	Flagstaff	-	-	-	-	-	-	-
AZ	Mesa	-	-	-	-	-	-	-
AZ	Paradise Valley	-	-	-	-	-	-	-
AZ	Phoenix	-	-	-	-	-	-	-
AZ	Scottsdale	\$895,000	\$800,000	221	75	85	32	Seller's
AZ	Tucson	-	-	-	-	-	-	-
BC	Mid Vancouver Island	\$875,000	\$806,500	63	29	22	15	Seller's
BC	Okanagan Valley	-	-	-	-	-	-	-
BC	Vancouver	\$1,959,900	\$1,750,000	902	444	173	12	Balanced
BC	Victoria	\$979,900	\$986,750	153	111	68	14	Seller's
BC	Whistler	\$2,450,000	\$2,088,000	33	17	5	48	Balanced
CA	Central Coast	\$1,299,999	\$1,067,500	37	20	10	38	Seller's
CA	East Bay	\$1,097,833	\$1,175,000	97	70	115	8	Seller's
CA	Greater Palm Springs	-	-	-	-	-	-	-
CA	Lake Tahoe	\$1,747,000	\$1,965,000	34	16	8	15	Seller's
CA	Los Angeles Beach Cities	\$1,997,000	\$1,610,000	122	56	75	17	Seller's
CA	Los Angeles City	\$1,750,000	\$1,404,500	350	125	92	26	Seller's
CA	Los Angeles The Valley	\$849,000	\$800,000	92	54	89	22	Seller's
CA	Marin County	\$1,315,000	\$1,033,000	19	9	14	9	Seller's
CA	Napa County	-	-	-	-	-	-	-
CA	Orange County	\$1,250,000	\$1,125,000	276	162	251	12	Seller's
CA	Placer County	-	-	-	-	-	-	-
CA	Sacramento	-	-	-	-	-	-	-
CA	San Diego	\$1,495,000	\$1,077,500	271	157	188	8	Seller's
CA	San Francisco	\$2,600,000	\$2,250,000	126	22	34	34	Seller's
CA	San Luis Obispo County	-	-	-	-	-	-	-
CA	Santa Barbara	\$1,567,500	\$1,893,570	14	15	10	7	Seller's
CA	Silicon Valley	\$1,628,000	\$1,702,500	89	56	74	8	Seller's
CA	Sonoma County	\$783,639	\$778,224	13	4	6	29	Seller's
CA	Ventura County	\$819,000	\$760,000	85	33	50	41	Seller's
CO	Aspen	\$3,500,000	\$4,900,000	37	10	3	94	Buyer's
CO	Boulder	\$929,000	\$809,750	90	42	32	32	Seller's
CO	Colorado Springs	\$552,450	\$538,330	52	14	9	4	Balanced
CO	Denver	\$899,000	\$805,000	166	59	59	14	Seller's
CO	Douglas County	\$675,000	\$585,500	19	7	17	12	Seller's
CO	Durango	\$875,000	\$777,500	27	9	6	45	Seller's

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# - LUXURY MONTHLY MARKET REVIEW -

## ATTACHED HOMES

State	Market Name	Median List Price	Median Sold Price	Inventory	New Listings	Sold	Days on Market	Market Status
CO	Summit County	\$1,250,000	\$1,175,000	32	19	11	9	Seller's
CO	Telluride	\$2,422,500	\$2,249,000	38	10	13	125	Seller's
CO	Vail	\$3,755,000	\$2,600,000	71	10	10	4	Buyer's
CT	Central Connecticut	-	-	-	-	-	-	-
CT	Coastal Connecticut	\$1,530,000	\$660,000	130	37	49	21	Seller's
DC	Washington D.C.	\$1,850,000	\$1,626,250	231	80	80	11	Seller's
DE	Sussex County Coastal	\$1,200,000	\$923,000	24	10	7	24	Seller's
FL	Boca Raton/Delray Beach	\$1,132,000	\$833,000	316	91	111	31	Seller's
FL	Brevard County	\$719,900	\$655,000	167	53	38	33	Seller's
FL	Broward County	\$729,000	\$610,000	743	184	129	42	Balanced
FL	Coastal Pinellas County	\$1,200,000	\$1,100,000	176	64	52	20	Seller's
FL	Ft. Lauderdale	\$2,600,000	\$2,800,000	132	23	12	67	Buyer's
FL	Jacksonville Beaches	\$1,150,000	\$1,227,500	37	11	16	34	Seller's
FL	Lee County	\$850,000	\$744,500	455	103	98	21	Seller's
FL	Marco Island	\$1,699,500	\$1,527,500	66	18	18	48	Seller's
FL	Miami	\$1,534,500	\$1,262,500	1378	263	144	91	Buyer's
FL	Naples	\$2,337,500	\$2,100,000	294	73	82	28	Seller's
FL	Orlando	\$566,500	\$566,500	260	79	81	30	Seller's
FL	Palm Beach Towns	\$1,695,000	\$1,938,814	271	60	38	36	Buyer's
FL	Sarasota & Beaches	\$1,695,000	\$1,500,000	263	65	79	28	Seller's
FL	South Pinellas County	\$1,100,000	\$987,500	251	72	76	24	Seller's
FL	South Walton	\$1,600,000	\$1,193,500	201	40	24	36	Buyer's
FL	Tampa	\$977,000	\$775,000	204	85	97	6	Seller's
GA	Atlanta	\$749,673	\$604,050	530	209	155	14	Seller's
GA	Duluth	-	-	-	-	-	-	-
HI	Island of Hawaii	\$1,799,500	\$1,450,000	46	7	19	28	Seller's
HI	Kauai	\$1,737,500	\$1,425,000	38	10	9	10	Seller's
HI	Maui	\$2,047,450	\$1,562,500	82	21	24	81	Seller's
HI	Oahu	\$1,222,500	\$900,000	440	100	79	31	Balanced
IA	Des Moines	-	-	-	-	-	-	-
ID	Ada County	\$598,900	\$589,000	\$47	\$19	\$15	\$21	Seller's
ID	Northern Idaho	-	-	-	-	-	-	-
IL	Chicago	\$1,200,000	\$899,500	888	367	184	23	Balanced
IL	DuPage County	\$649,900	\$663,500	\$21	\$13	\$14	\$13	Seller's
IL	Lake County	-	-	-	-	-	-	-
IL	Will County	-	-	-	-	-	-	-
IN	Hamilton County	-	-	-	-	-	-	-
KS	Johnson County	\$635,709	\$604,975	148	39	38	7	Seller's

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# - LUXURY MONTHLY MARKET REVIEW -

## ATTACHED HOMES

State	Market Name	Median List Price	Median Sold Price	Inventory	New Listings	Sold	Days on Market	Market Status
MA	Cape Cod	\$895,000	\$952,000	31	7	10	12	Seller's
MA	Greater Boston	\$2,550,000	\$1,865,000	425	147	88	21	Balanced
MA	South Shore	\$819,900	\$799,000	11	7	9	25	Seller's
MD	Anne Arundel County	\$569,990	\$575,000	\$67	\$33	\$56	\$7	Seller's
MD	Frederick County	-	-	-	-	-	-	-
MD	Howard County	\$615,000	\$615,000	17	12	36	5	Seller's
MD	Montgomery County	\$828,253	\$749,990	\$58	\$36	\$73	\$7	Seller's
MD	Talbot County	-	-	-	-	-	-	-
MD	Worcester County	\$695,000	\$611,500	\$61	\$28	\$39	\$12	Seller's
MI	Livingston County	-	-	-	-	-	-	-
MI	Monroe County	-	-	-	-	-	-	-
MI	Oakland County	\$699,450	\$550,000	72	30	17	7	Seller's
MI	Washtenaw County	\$699,000	\$612,498	55	18	20	12	Seller's
MI	Wayne County	\$688,530	\$587,000	\$84	\$33	\$17	\$15	Balanced
MN	Olmsted County	-	-	-	-	-	-	-
MN	Twin Cities	-	-	-	-	-	-	-
MO	Kansas City	-	-	-	-	-	-	-
MO	St. Louis	-	-	-	-	-	-	-
NC	Asheville	\$804,250	\$750,000	42	5	15	7	Seller's
NC	Charlotte	\$645,770	\$610,000	194	75	82	15	Seller's
NC	Lake Norman	\$617,065	\$617,500	\$27	\$11	\$10	\$23	Seller's
NC	Raleigh-Durham	-	-	-	-	-	-	-
NJ	Bergen County	\$1,199,000	\$1,054,122	155	53	31	38	Balanced
NJ	Hudson County	\$1,430,000	\$1,325,000	133	65	37	9	Seller's
NJ	Morris County	\$679,900	\$613,250	63	40	50	16	Seller's
NJ	Ocean County	\$1,044,950	\$799,000	\$64	\$21	\$19	\$48	Seller's
NM	Taos	-	-	-	-	-	-	-
NV	Lake Tahoe	\$1,397,000	\$950,350	\$24	\$7	\$4	\$62	Balanced
NV	Las Vegas	-	-	-	-	-	-	-
NV	Reno	-	-	-	-	-	-	-
NY	Finger Lakes	-	-	-	-	-	-	-
NY	Nassau County	\$1,571,500	\$1,672,000	100	33	14	68	Buyer's
NY	Staten Island	\$609,999	\$595,000	83	31	27	40	Seller's
NY	Suffolk County	\$750,000	\$595,000	\$130	\$44	\$55	\$28	Seller's
OH	Cincinnati	-	-	-	-	-	-	-
OH	Cleveland Suburbs	-	-	-	-	-	-	-
OH	Columbus	\$673,911	\$587,666	99	30	26	34	Seller's
ON	GTA - Durham	\$839,000	\$817,000	43	46	40	7	Seller's

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# - LUXURY MONTHLY MARKET REVIEW -

## ATTACHED HOMES

State	Market Name	Median List Price	Median Sold Price	Inventory	New Listings	Sold	Days on Market	Market Status
ON	GTA - York	\$819,500	\$799,999	244	249	157	11	Seller's
ON	Hamilton	\$889,900	\$950,000	24	21	9	18	Seller's
ON	Mississauga	\$999,000	\$930,000	123	108	102	7	Seller's
ON	Oakville	\$1,439,000	\$1,027,500	27	17	12	19	Seller's
ON	Toronto	\$1,298,000	\$1,100,000	946	728	371	10	Seller's
ON	Waterloo Region	\$779,900	\$757,750	\$43	\$26	\$22	\$11	Seller's
OR	Portland	\$730,000	\$655,000	238	98	57	14	Seller's
QC	Montreal	-	-	-	-	-	-	-
SC	Charleston	\$1,179,900	\$1,025,000	91	39	49	5	Seller's
SC	Hilton Head	\$1,212,500	\$900,000	\$24	\$8	\$19	\$13	Seller's
SC	The Grand Strand	\$550,000	\$529,900	197	82	73	58	Seller's
TN	Greater Chattanooga	-	-	-	-	-	-	-
TN	Knoxville	-	-	-	-	-	-	-
TN	Nashville	\$799,900	\$687,500	202	59	64	9	Seller's
TX	Austin	\$845,000	\$800,000	\$377	\$115	\$53	\$28	Buyer's
TX	Collin County	-	-	-	-	-	-	-
TX	Dallas	\$795,999	\$650,000	\$161	\$69	\$59	\$12	Seller's
TX	Denton County	-	-	-	-	-	-	-
TX	El Paso	-	-	-	-	-	-	-
TX	Fort Worth	-	-	-	-	-	-	-
TX	Greater Tyler	-	-	-	-	-	-	-
TX	Houston	\$615,250	\$585,000	98	50	35	18	Seller's
TX	Lubbock	-	-	-	-	-	-	-
TX	San Angelo	-	-	-	-	-	-	-
TX	San Antonio	\$800,000	\$722,500	45	9	4	65	Buyer's
TX	The Woodlands & Spring	-	-	-	-	-	-	-
UT	Park City	\$1,809,000	\$2,265,000	78	16	19	36	Seller's
UT	Salt Lake City	\$649,900	\$565,000	127	55	58	15	Seller's
VA	Arlington & Alexandria	\$1,109,500	\$1,003,500	64	43	91	6	Seller's
VA	Charlottesville	\$589,000	\$582,915	47	18	19	4	Seller's
VA	Fairfax County	\$805,270	\$705,000	\$115	\$69	\$187	\$5	Seller's
VA	McLean & Vienna	\$1,190,475	\$965,000	30	10	14	7	Seller's
VA	Richmond	\$558,228	\$557,493	80	24	30	15	Seller's
VA	Smith Mountain Lake	-	-	-	-	-	-	-
WA	King County	\$1,299,500	\$1,000,000	258	120	99	14	Seller's
WA	Seattle	\$1,543,000	\$1,325,000	136	65	36	24	Seller's
WA	Spokane	-	-	-	-	-	-	-

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