

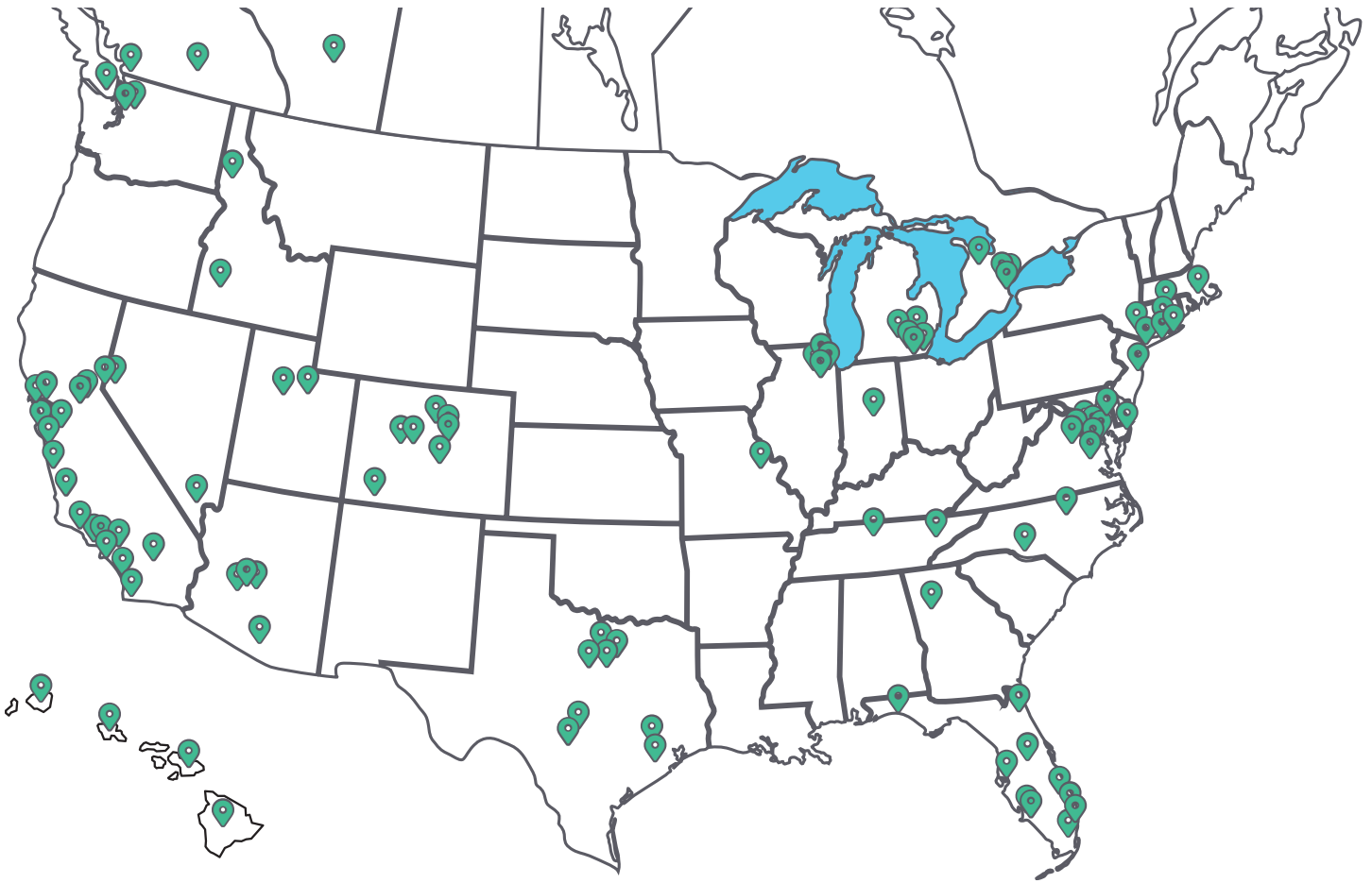
# LUXURY MARKET REPORT

- November 2020 -

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

[www.LuxuryHomeMarketing.com](http://www.LuxuryHomeMarketing.com)

# 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.

# - 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.

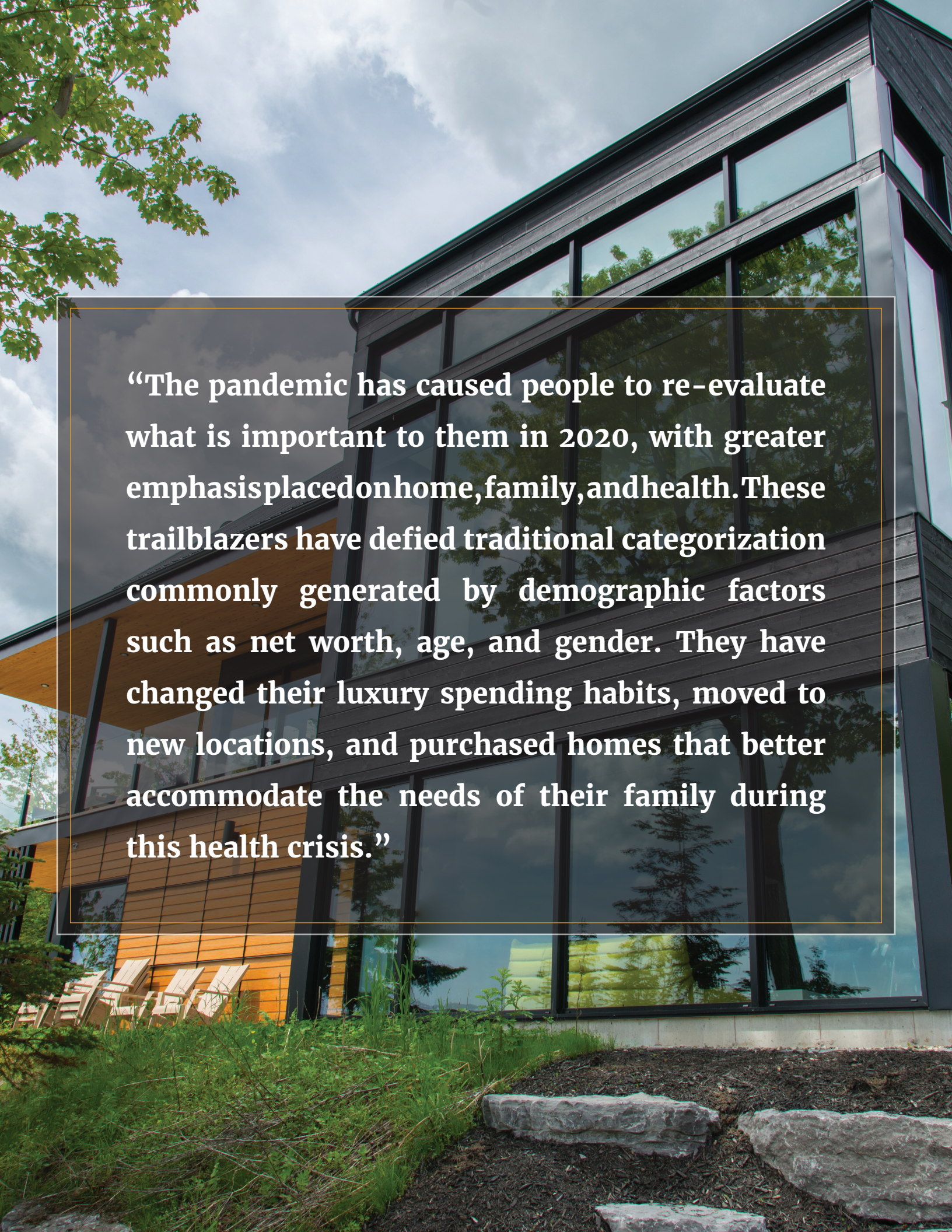
**LUXURY BENCHMARK PRICE:** The price point that marks the transition from traditional homes to luxury homes.

**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.



**“The pandemic has caused people to re-evaluate what is important to them in 2020, with greater emphasis placed on home, family, and health. These trailblazers have defied traditional categorization commonly generated by demographic factors such as net worth, age, and gender. They have changed their luxury spending habits, moved to new locations, and purchased homes that better accommodate the needs of their family during this health crisis.”**



# NORTH AMERICAN LUXURY REVIEW

## Emerging Wealth Demographics in an Unprecedented Market

In the recent release of their [A Look at Wealth Report](#), Coldwell Banker Global Luxury (CBGL) partnered with The Institute, a leading source for luxury real estate data and analysis, to garner clear insights and supporting data about the luxury real estate market during the first 9 months of 2020.

The analysis that The Institute provided focused on reviewing the Top 10% of the overall market and included parameters such as monthly inventory levels, median monthly sold prices, median monthly days on market, and comparisons against 2019, for both the single-family home and attached property markets.

CBGL showcased The Institute's statistics on pages 15-16 of their [report](#) and were also able to use the data provided to support its research into the unprecedented effects of the COVID-19 Pandemic on the luxury real estate market.

The findings qualified an unexpected growth in the summer and fall of 2020 through increased numbers of sales and rising price points as well as provided insight into emerging patterns and their causes. The reports notes that there were profound lifestyle changes and a realignment of priorities, which when combined with other factors such as the rise of remote working, have led to a luxury real estate boom and a migration of wealth to new markets.

This trend is still in full force with October 2020 statistics showing that inventory levels for single family homes are 25% lower and the number of sales have nearly doubled (96%) when compared to October 2019. The average sold price is still appreciating, which indicates two significant trends: that homes are selling closer to their list price and larger properties with higher price tags are still



in demand. From October 2019 to October 2020, the median sales price has jumped 4.3% and the median SP/LP ratio has increased from 96.68% to 98%.

One of the most significant findings in the CBGL report was the review of the emergence of a new wealth demographic, which Craig Hogan, VP of Luxury for Coldwell Banker, identifies in the report's opening introduction.

"2020 will be remembered as an unprecedented year. Priorities have realigned toward home, family, health, and wellness due to the pandemic," Hogan states. "But 2020 has ushered in new affluent demographics. We're calling them trailblazers because they are charting a new path forward, choosing housing locations based on family, health, or lifestyle reasons, rather than being close to their business or work."

This change in housing needs is significant as it shows an increasing redistribution of real estate wealth as from the more traditional metropolitan communities to small town hidden gems, suburbs, and popular second home destinations.

This analysis of "trailblazers" determined that their choices fall into three main subsets: Explorers, New Suburbanites, and Resorters.

The pandemic has caused people to re-evaluate what is important to them in 2020, with greater emphasis placed on home, family, and health. These trailblazers have defied traditional categorization commonly generated by demographic factors such as net worth, age, and gender. They have changed their luxury spending habits, moved to new locations, and purchased homes that better accommodate the needs of their family during this health crisis.

One of the key factors that has enabled the affluent to change their location and lifestyle so quickly and dramatically, is the rise of remote work. While this trend was already gaining momentum due to advances in technology and internet capabilities, but the arrival of the pandemic demanded a quicker acceptance as an estimated 40% of adults in the US now work from home.

The report then takes a deep dive into how the affluent's new requirements have created these three groups, identifying the significant make-up of each of these demographics.



## **EXPLORERS**

Explorers are ready to leave the city behind. They seek new adventure in America’s exurbs, far-flung suburbs and sleepy small towns where their dollar will carry them further. They are less concerned with status and are more willing to choose “hidden gem” locations — slightly more rural, non-traditional luxury markets — if it means that they can have better schools, access to open space, and a dynamic mix of shops, restaurants, and recreational facilities that allow them to center a lifestyle focused on family.

Explorers tend to be younger (under the age of 39), married with at least one young child, [less than 40% means most have a child?] and have a net worth in the \$1 to 5 million range; however, they are a diverse group and many exceptions apply. Many are business owners, or business executives or work in professions that allow them the flexibility to work from home, making it easier for them to live farther away from major metro centers.

## **NEW SUBURBANITES**

New suburbanites are leading a revival of the suburbs. Like explorers, New suburbanites are looking for more space, which translates into private backyards, one bedroom for each child, and ample-sized, and dedicated spaces for work (like dual-home offices for both parents to work remotely). They are also in search of good schools and, in some cases, a dose of city culture with newly developed urban-style mixed-use centers with restaurants, retail, offices, and open green spaces.

Despite the fact that many new suburbanites are entrepreneurs, business owners, or senior managers who have the ability to work from home, they may still need to be within commuting distance of cities for work or business. The majority tend to be slightly older than explorers (between the ages of 39 and 54) and are married with two or more school-aged children. While net worth and disposable income vary based on location, they also tend to have a higher net worth (\$5 to \$10 million). Many own more than one home. They are more likely to make luxury purchases like sports cars, boats, art, collectibles, and health and wellness treatments.

## RESORTERS

Resorters are those who are flocking to world-class vacation destinations where they can enjoy a resort lifestyle filled with fresh air, freedom and access to recreation and luxury amenities. Whether they ski, golf, or enjoy wine, resorters often choose their locations based on their life passions. They may either be permanently relocating to their favorite vacation destination or are converting an already-owned seasonal second home to a primary residence in response to the pandemic.

Because resort markets tend to have higher price points, resorters are often in a higher wealth bracket — \$10 million and over. In many cases, they are not giving up their city homes completely. The majority of them are slightly older (over the age of 54) and are married with possibly older or adult children. They often own at least two properties, including a home in a city. The majority are established business owners with middle management onsite, giving them the freedom to work remotely. They may also be at retirement age, giving them extra freedom to live anywhere they want. However, accessibility and driveability to their resort home may still be important factors for them. They are accustomed to sophisticated living and look for properties that afford them a lifestyle that matches their affluence. They place a premium on privacy and freedom as well as prioritize health and wellness. They enjoy a range of outdoor activities, including skiing, biking, hiking, boating, tennis, or golf. Because of their activity, they love their toys — cars, boats, and collectibles.

## THE FUTURE

CBGL's A Look at Wealth Report importantly reminds us that while these lifestyle changes and migration trends are forming today's market trends, their permanency is yet to be affirmed. Certainly some of the trends will remain, but it is unlikely that as the pandemic becomes more manageable that there will not be a return to the metropolitan cities once again.



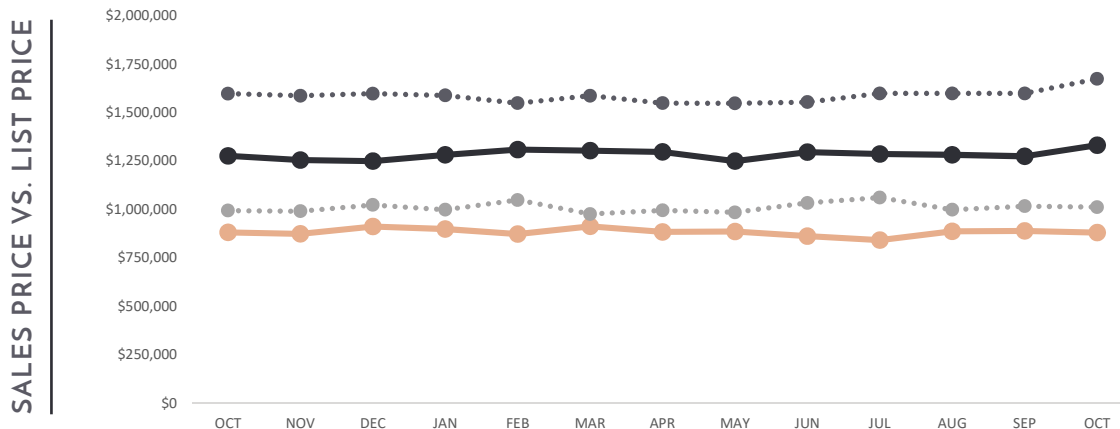
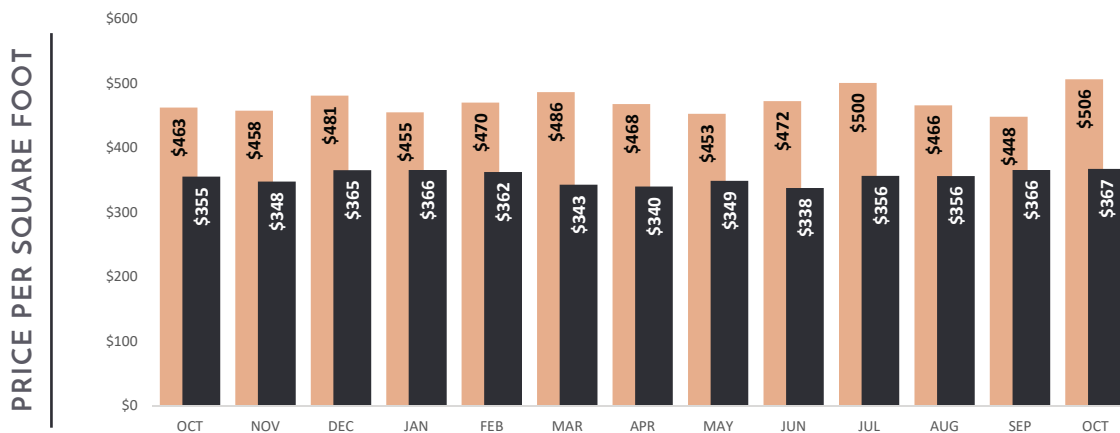
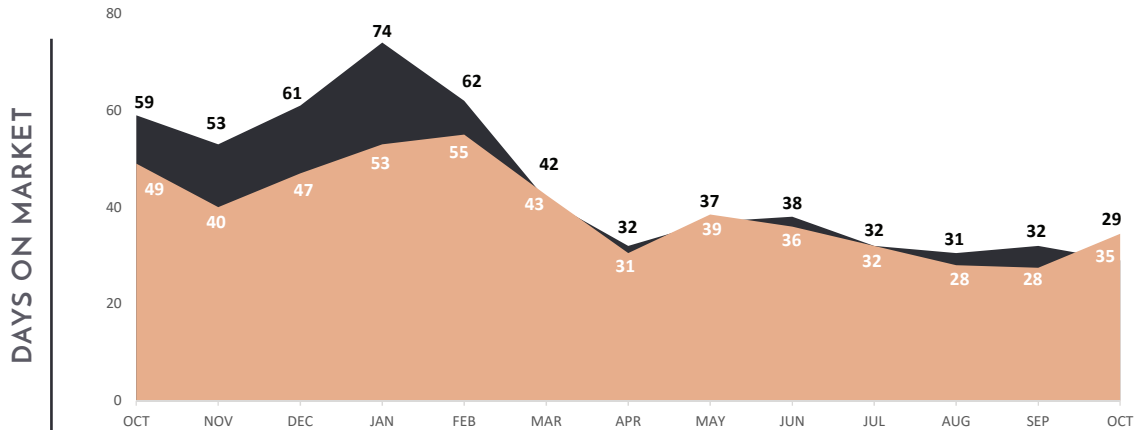


# - 13-MONTH MARKET TRENDS -

## FOR THE LUXURY NORTH AMERICAN MARKET

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

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



Discrepancies in previous month statistics between the October 2020 and November 2020 reports are due to the addition of South Walton, FL and Denton County, TX.

# - LUXURY MONTHLY MARKET REVIEW -

## A Review of Key Market Differences Month Over Month

September 2020 | October 2020

### SINGLE-FAMILY HOMES

|                          | September   | October     |                       | September | October |
|--------------------------|-------------|-------------|-----------------------|-----------|---------|
| Median List Price        | \$1,599,999 | \$1,675,000 | Total Inventory       | 44,864    | 41,913  |
| Median Sale Price        | \$1,275,600 | \$1,332,500 | New Listings          | 13,492    | 12,894  |
| Median SP/LP Ratio       | 97.77%      | 98.00%      | Total Sold            | 15,067    | 15,820  |
| Total Sales Ratio        | 35.15%      | 37.74%      | Median Days on Market | 32        | 29      |
| Median Price per Sq. Ft. | \$366       | \$367       | Average Home Size     | 3,585     | 3,496   |

Median prices represent properties priced above respective city benchmark prices.



### SINGLE-FAMILY HOMES MARKET SUMMARY | OCTOBER 2020

- Official Market Type: **Seller's Market** with a **37.74% Sales Ratio**.<sup>1</sup>
- Homes are selling for an average of **98% of list price**.
- The median luxury threshold<sup>2</sup> price is **\$900,000**, and the median luxury home sales price is **\$1,332,500**.
- Markets with the Highest Median Sales Price: **Vail** (\$3,900,000), **LA Beach Cities** (\$3,819,500), **San Francisco** (\$3,300,000), and **Santa Barbara** (\$3,250,000).
- Markets with the Highest Sales Ratio: **Denver** (120%), **East Bay** (120%), **Summit County** (117%) and **Sacramento** (111%).

<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 Month Over Month

September 2020 | October 2020

### ATTACHED HOMES

|                          | September   | October     |                       | September | October |
|--------------------------|-------------|-------------|-----------------------|-----------|---------|
| Median List Price        | \$1,017,398 | \$1,012,540 | Total Inventory       | 19,715    | 19,549  |
| Median Sale Price        | \$889,500   | \$881,250   | New Listings          | 5,920     | 5,641   |
| Median SP/LP Ratio       | 98.35%      | 98.88%      | Total Sold            | 4,055     | 4,058   |
| Total Sales Ratio        | 20.57%      | 20.76%      | Median Days on Market | 28        | 35      |
| Median Price per Sq. Ft. | \$448       | \$506       | Average Home Size     | 2,034     | 2,002   |

Median prices represent properties priced above respective city benchmark prices.



### ATTACHED HOMES MARKET SUMMARY | OCTOBER 2020

- Official Market Type: **Seller's Market** with a **20.76% Sales Ratio**.<sup>1</sup>
- Attached homes are selling for an average of **98.88% of list price**.
- The median luxury threshold<sup>2</sup> price is **\$701,225**, and the median attached luxury sale price is **\$881,250**.
- Markets with the Highest Median Sales Price: **Island of Hawaii** (\$2,975,000), **Vail** (\$2,650,000), **Maui** (\$2,370,000), and **San Francisco** (\$2,322,500).
- Markets with the Highest Sales Ratio: **GTA-Durham** (467%), **Summit County** (120%), **Durango** (113%) and **Fairfax County** (93%).

<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                  | \$1,190,000       | \$1,043,500       | 554       | 182          | 126  | 46             | Seller's      |
| AZ    | Paradise Valley          | \$3,500,000       | \$2,400,000       | 178       | 54           | 46   | 87             | Seller's      |
| AZ    | Phoenix                  | \$796,000         | \$652,500         | 448       | 200          | 394  | 35             | Seller's      |
| AZ    | Scottsdale               | \$1,999,250       | \$1,400,000       | 564       | 153          | 213  | 50             | Seller's      |
| AZ    | Tucson                   | \$795,000         | \$650,000         | 487       | 147          | 202  | 9              | Seller's      |
| BC    | Greater Victoria         | \$1,999,900       | \$1,807,500       | 345       | 94           | 52   | 39             | Balanced      |
| BC    | Okanagan Valley          | \$1,675,000       | \$1,447,500       | 413       | 120          | 100  | 56             | Seller's      |
| BC    | Vancouver                | \$4,188,000       | \$3,225,000       | 910       | 274          | 117  | 30             | Buyer's       |
| CA    | Central Coast            | \$3,425,000       | \$2,195,000       | 230       | 88           | 33   | 8              | Buyer's       |
| CA    | East Bay                 | \$2,398,000       | \$1,900,001       | 291       | 166          | 348  | 9              | Seller's      |
| CA    | Lake Tahoe               | \$2,595,000       | \$1,900,000       | 202       | 75           | 117  | 42             | Seller's      |
| CA    | Los Angeles Beach Cities | \$4,950,000       | \$3,819,500       | 471       | 139          | 105  | 19             | Seller's      |
| CA    | Los Angeles City         | \$4,299,000       | \$3,025,000       | 1,077     | 364          | 191  | 23             | Balanced      |
| CA    | Los Angeles The Valley   | \$2,295,000       | \$1,754,500       | 490       | 205          | 290  | 18             | Seller's      |
| CA    | Marin County             | \$3,825,000       | \$2,882,500       | 134       | 37           | 48   | 22             | Seller's      |
| CA    | Napa County              | \$2,996,500       | \$2,200,000       | 154       | 22           | 23   | 88             | Buyer's       |
| CA    | Orange County            | \$2,735,000       | \$1,899,000       | 1,147     | 324          | 481  | 29             | Seller's      |
| CA    | Palm Springs/Palm Desert | \$1,829,000       | \$1,405,000       | 379       | 108          | 129  | 42             | Seller's      |
| CA    | Placer County            | \$1,100,000       | \$929,000         | 183       | 71           | 121  | 8              | Seller's      |
| CA    | Sacramento               | \$835,000         | \$725,000         | 483       | 259          | 537  | 7              | Seller's      |
| CA    | San Diego                | \$2,380,000       | \$1,700,000       | 925       | 353          | 503  | 24             | Seller's      |
| CA    | San Francisco            | \$4,446,900       | \$3,300,000       | 128       | 36           | 55   | 14             | Seller's      |
| CA    | San Luis Obispo County   | \$1,695,000       | \$1,147,000       | 146       | 42           | 8    | 8              | Buyer's       |
| CA    | Santa Barbara            | \$4,250,000       | \$3,250,000       | 199       | 39           | 71   | 35             | Seller's      |
| CA    | Silicon Valley           | \$4,391,500       | \$3,065,000       | 286       | 132          | 188  | 9              | Seller's      |
| CA    | Ventura County           | \$2,250,000       | \$1,529,000       | 241       | 68           | 155  | 39             | Seller's      |

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

# - LUXURY MONTHLY MARKET REVIEW -

## SINGLE-FAMILY HOMES

| State | Market Name             | Median List Price | Median Sold Price | Inventory | New Listings | Sold | Days on Market | Market Status |
|-------|-------------------------|-------------------|-------------------|-----------|--------------|------|----------------|---------------|
| CO    | Boulder                 | \$2,000,000       | \$1,360,000       | 304       | 110          | 126  | 44             | Seller's      |
| CO    | Colorado Springs        | \$887,000         | \$690,500         | 226       | 99           | 192  | 13             | Seller's      |
| CO    | Denver                  | \$1,129,000       | \$853,000         | 749       | 309          | 899  | 11             | Seller's      |
| CO    | Douglas County          | \$1,500,000       | \$1,145,000       | 184       | 59           | 143  | 28             | Seller's      |
| CO    | Durango                 | \$1,445,000       | \$1,165,000       | 81        | 20           | 27   | 97             | Seller's      |
| CO    | Summit County           | \$1,975,000       | \$1,650,000       | 18        | 7            | 21   | 21             | Seller's      |
| CO    | Vail                    | \$5,995,000       | \$3,900,000       | 85        | 19           | 25   | 37             | Seller's      |
| CT    | Central Connecticut     | \$663,900         | \$600,000         | 445       | 132          | 118  | 31             | Seller's      |
| CT    | Coastal Connecticut     | \$1,900,000       | \$1,507,500       | 1,072     | 266          | 318  | 68             | Seller's      |
| DC    | Washington D.C.         | \$3,995,000       | \$2,364,000       | 59        | 15           | 22   | 25             | Seller's      |
| FL    | Boca Raton/Delray Beach | \$2,375,000       | \$1,850,000       | 441       | 89           | 68   | 64             | Balanced      |
| FL    | Greater Fort Lauderdale | \$1,500,000       | \$960,000         | 1,138     | 297          | 241  | 56             | Seller's      |
| FL    | Jacksonville Beaches    | \$1,492,400       | \$1,200,000       | 211       | 67           | 79   | 42             | Seller's      |
| FL    | Lee County              | \$1,699,000       | \$1,441,750       | 446       | 89           | 80   | 101            | Balanced      |
| FL    | Miami                   | \$1,475,000       | \$999,000         | 1,087     | 223          | 167  | 88             | Balanced      |
| FL    | Naples                  | \$2,484,500       | \$1,890,000       | 478       | 103          | 149  | 102            | Seller's      |
| FL    | Orlando                 | \$1,552,500       | \$1,347,500       | 414       | 82           | 75   | 66             | Balanced      |
| FL    | Palm Beach Towns        | \$3,299,999       | \$1,950,000       | 243       | 50           | 47   | 92             | Balanced      |
| FL    | Pinellas County Towns   | \$1,700,000       | \$1,260,000       | 59        | 17           | 27   | 8              | Seller's      |
| FL    | Sarasota & Beaches      | \$1,799,000       | \$1,412,500       | 191       | 49           | 32   | 92             | Balanced      |
| FL    | South Walton            | \$2,469,500       | \$1,924,913       | 180       | 38           | 68   | 45             | Seller's      |
| FL    | Tampa                   | \$842,500         | \$716,000         | 580       | 183          | 226  | 26             | Seller's      |
| GA    | Atlanta                 | \$1,275,000       | \$969,500         | 984       | 302          | 244  | 19             | Seller's      |
| HI    | Island of Hawaii        | \$2,850,000       | \$1,497,000       | 143       | 30           | 22   | 45             | Balanced      |
| HI    | Kauai                   | \$2,750,000       | \$1,590,000       | 113       | 27           | 23   | 52             | Balanced      |

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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 |
|-------|---------------------|-------------------|-------------------|-----------|--------------|------|----------------|---------------|
| HI    | Maui                | \$3,650,000       | \$2,025,000       | 173       | 28           | 20   | 107            | Buyer's       |
| HI    | Oahu                | \$3,300,000       | \$2,425,000       | 207       | 45           | 24   | 46             | Buyer's       |
| ID    | Northern            | \$998,750         | \$781,873         | 234       | 86           | 172  | 66             | Seller's      |
| IL    | Chicago             | \$1,295,000       | \$1,050,000       | 1,342     | 401          | 440  | 48             | Seller's      |
| IL    | DuPage County       | \$1,099,000       | \$940,000         | 483       | 130          | 135  | 72             | Seller's      |
| IL    | Lake County         | \$1,055,000       | \$910,000         | 504       | 120          | 128  | 62             | Seller's      |
| IL    | Will County         | \$675,000         | \$577,500         | 226       | 65           | 100  | 30             | Seller's      |
| IN    | Hamilton County     | \$825,000         | \$723,536         | 169       | 63           | 114  | 8              | Seller's      |
| MA    | Greater Boston      | \$3,325,000       | \$2,950,000       | 162       | 40           | 34   | 32             | Balanced      |
| MD    | Anne Arundel County | \$999,000         | \$915,000         | 219       | 67           | 114  | 10             | Seller's      |
| MD    | Montgomery County   | \$1,875,000       | \$1,500,000       | 217       | 77           | 115  | 13             | Seller's      |
| MD    | Talbot County       | \$2,425,000       | \$1,630,000       | 64        | 12           | 15   | 53             | Seller's      |
| MD    | Worcester County    | \$1,224,000       | \$761,500         | 43        | 7            | 11   | 8              | Seller's      |
| MI    | Livingston County   | \$789,950         | \$632,000         | 70        | 20           | 17   | 54             | Seller's      |
| MI    | Monroe County       | \$624,900         | \$660,000         | 17        | 5            | 2    | 9              | Buyer's       |
| MI    | Oakland County      | \$817,300         | \$627,450         | 719       | 249          | 308  | 30             | Seller's      |
| MI    | Washtenaw County    | \$810,000         | \$767,000         | 151       | 25           | 38   | 17             | Seller's      |
| MI    | Wayne County        | \$749,900         | \$636,250         | 259       | 83           | 74   | 24             | Seller's      |
| MO    | St. Louis           | \$699,950         | \$629,500         | 166       | 53           | 82   | 29             | Seller's      |
| NC    | Charlotte           | \$1,149,000       | \$825,000         | 1,078     | 306          | 373  | 14             | Seller's      |
| NC    | Raleigh-Durham      | \$769,945         | \$665,435         | 690       | 197          | 364  | 2              | Seller's      |
| NJ    | Ocean County        | \$849,000         | \$775,000         | 390       | 131          | 206  | 22             | Seller's      |
| NV    | Las Vegas           | \$759,000         | \$645,000         | 1,457     | 474          | 566  | 25             | Seller's      |
| NV    | Reno                | \$1,418,942       | \$1,411,667       | 80        | 31           | 44   | 97             | Seller's      |
| NY    | Brooklyn            | \$1,662,500       | \$1,332,500       | 326       | 58           | 14   | 78             | Buyer'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 |
|-------|------------------------|-------------------|-------------------|-----------|--------------|------|----------------|---------------|
| NY    | Nassau County          | \$1,810,000       | \$1,382,250       | 1,023     | 219          | 194  | 49             | Balanced      |
| NY    | Staten Island          | \$1,300,000       | \$999,000         | 179       | 44           | 23   | 89             | Buyer's       |
| NY    | Suffolk County         | \$1,498,500       | \$1,200,000       | 1,134     | 268          | 300  | 54             | Seller's      |
| ON    | GTA - Durham           | \$1,694,500       | \$1,250,000       | 178       | 136          | 114  | 14             | Seller's      |
| ON    | GTA - York             | \$2,438,000       | \$1,885,000       | 703       | 327          | 119  | 21             | Balanced      |
| ON    | Oakville               | \$2,684,000       | \$2,335,000       | 170       | 77           | 38   | 17             | Seller's      |
| ON    | Toronto                | \$3,599,000       | \$3,075,000       | 513       | 295          | 136  | 15             | Seller's      |
| TN    | Knox County            | \$815,000         | \$678,500         | 174       | 63           | 79   | 19             | Seller's      |
| TN    | Nashville              | \$1,125,000       | \$1,000,000       | 313       | 103          | 149  | 8              | Seller's      |
| TX    | Austin                 | \$1,249,990       | \$875,000         | 438       | 171          | 377  | 10             | Seller's      |
| TX    | Collin County          | \$799,990         | \$690,000         | 393       | 111          | 234  | 27             | Seller's      |
| TX    | Dallas                 | \$1,131,200       | \$902,250         | 625       | 186          | 208  | 29             | Seller's      |
| TX    | Denton County          | \$789,000         | \$704,500         | 323       | 101          | 183  | 22             | Seller's      |
| TX    | Fort Worth             | \$899,000         | \$782,000         | 488       | 129          | 216  | 25             | Seller's      |
| TX    | Houston                | \$824,900         | \$725,000         | 1,968     | 556          | 399  | 28             | Balanced      |
| TX    | San Antonio            | \$810,000         | \$736,500         | 367       | 73           | 108  | 51             | Seller's      |
| TX    | The Woodlands & Spring | \$940,000         | \$740,000         | 301       | 98           | 107  | 36             | Seller's      |
| UT    | Park City              | \$4,495,000       | \$2,612,500       | 114       | 30           | 93   | 60             | Seller's      |
| UT    | Salt Lake City         | \$1,250,000       | \$970,000         | 196       | 63           | 117  | 31             | Seller's      |
| VA    | Arlington & Alexandria | \$1,874,900       | \$1,684,500       | 87        | 33           | 30   | 8              | Seller's      |
| VA    | Fairfax County         | \$1,999,000       | \$1,430,500       | 445       | 114          | 136  | 16             | Seller's      |
| VA    | McLean & Vienna        | \$2,499,000       | \$1,587,500       | 222       | 47           | 44   | 16             | Balanced      |
| VA    | Richmond               | \$849,975         | \$799,500         | 238       | 78           | 104  | 8              | Seller's      |
| WA    | Greater Seattle        | \$2,077,000       | \$1,600,000       | 586       | 235          | 507  | 7              | Seller's      |
| WA    | Seattle                | \$1,790,000       | \$1,399,000       | 293       | 130          | 203  | 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 |
|-------|--------------------------|-------------------|-------------------|-----------|--------------|------|----------------|---------------|
| AB    | Calgary                  | \$954,900         | \$835,000         | 98        | 28           | 11   | 51             | Buyer's       |
| AZ    | Paradise Valley          | -                 | -                 | -         | -            | -    | -              | -             |
| AZ    | Phoenix                  | -                 | -                 | -         | -            | -    | -              | -             |
| AZ    | Scottsdale               | \$699,950         | \$641,000         | 240       | 82           | 68   | 71             | Seller's      |
| AZ    | Tucson                   | -                 | -                 | -         | -            | -    | -              | -             |
| BC    | Okanagan Valley          | -                 | -                 | -         | -            | -    | -              | -             |
| BC    | Vancouver                | \$1,890,000       | \$1,628,500       | 900       | 317          | 82   | 28             | Buyer's       |
| BC    | Victoria                 | \$1,272,500       | \$1,249,000       | 22        | 9            | 7    | 7              | Seller's      |
| CA    | Central Coast            | \$992,000         | \$951,500         | 92        | 56           | 80   | 12             | Seller's      |
| CA    | East Bay                 | \$1,397,500       | \$1,150,000       | 36        | 11           | 29   | 41             | Seller's      |
| CA    | Lake Tahoe               | \$1,699,000       | \$1,400,000       | 278       | 114          | 77   | 19             | Seller's      |
| CA    | Los Angeles Beach Cities | \$1,497,500       | \$1,248,000       | 582       | 178          | 63   | 26             | Buyer's       |
| CA    | Los Angeles City         | \$710,000         | \$695,000         | 172       | 80           | 130  | 18             | Seller's      |
| CA    | Los Angeles The Valley   | \$1,292,500       | \$1,080,000       | 30        | 8            | 9    | 30             | Seller's      |
| CA    | Marin County             | \$1,475,000       | \$1,055,000       | 17        | 6            | 15   | 32             | Seller's      |
| CA    | Napa County              | -                 | -                 | -         | -            | -    | -              | -             |
| CA    | Orange County            | \$1,099,000       | \$935,000         | 370       | 145          | 217  | 20             | Seller's      |
| CA    | Palm Springs/Palm Desert | -                 | -                 | -         | -            | -    | -              | -             |
| CA    | Placer County            | -                 | -                 | -         | -            | -    | -              | -             |
| CA    | Sacramento               | -                 | -                 | -         | -            | -    | -              | -             |
| CA    | San Diego                | \$1,150,000       | \$894,500         | 581       | 238          | 194  | 17             | Seller's      |
| CA    | San Francisco            | \$2,749,500       | \$2,322,500       | 206       | 35           | 28   | 22             | Buyer's       |
| CA    | San Luis Obispo County   | -                 | -                 | -         | -            | -    | -              | -             |
| CA    | Santa Barbara            | \$1,735,000       | \$1,453,500       | 38        | 8            | 12   | 99             | Seller's      |
| CA    | Silicon Valley           | \$1,481,500       | \$1,380,000       | 160       | 91           | 107  | 15             | Seller's      |
| CA    | Ventura County           | \$707,500         | \$710,000         | 50        | 15           | 43   | 33             | 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    | Boulder                 | \$895,000         | \$810,000         | 135       | 48           | 30   | 54             | Seller's      |
| CO    | Colorado Springs        | -                 | -                 | -         | -            | -    | -              | -             |
| CO    | Denver                  | \$719,000         | \$627,000         | 581       | 222          | 321  | 17             | Seller's      |
| CO    | Douglas County          | \$599,000         | \$605,000         | 19        | 12           | 11   | 7              | Seller's      |
| CO    | Durango                 | \$762,500         | \$710,000         | 8         | 0            | 9    | 110            | Seller's      |
| CO    | Summit County           | \$1,195,000       | \$976,000         | 5         | 2            | 6    | 24             | Seller's      |
| CO    | Vail                    | \$3,590,000       | \$2,650,000       | 115       | 16           | 17   | 37             | Buyer's       |
| CT    | Central Connecticut     | -                 | -                 | -         | -            | -    | -              | -             |
| CT    | Coastal Connecticut     | \$749,000         | \$755,000         | 218       | 41           | 53   | 63             | Seller's      |
| DC    | Washington D.C.         | \$1,800,000       | \$1,635,000       | 261       | 96           | 65   | 9              | Seller's      |
| FL    | Boca Raton/Delray Beach | \$1,050,000       | \$695,000         | 448       | 101          | 53   | 66             | Buyer's       |
| FL    | Greater Fort Lauderdale | \$869,000         | \$789,000         | 1,325     | 231          | 83   | 70             | Buyer's       |
| FL    | Jacksonville Beaches    | \$1,025,000       | \$1,095,000       | 19        | 11           | 17   | 35             | Seller's      |
| FL    | Lee County              | \$885,000         | \$700,000         | 303       | 63           | 39   | 101            | Buyer's       |
| FL    | Miami                   | \$1,000,080       | \$980,000         | 2,701     | 310          | 84   | 186            | Buyer's       |
| FL    | Naples                  | \$2,157,500       | \$2,025,000       | 228       | 60           | 39   | 81             | Balanced      |
| FL    | Orlando                 | \$624,900         | \$660,000         | 77        | 10           | 7    | 59             | Buyer's       |
| FL    | Palm Beach Towns        | \$1,495,000       | \$1,285,000       | 401       | 88           | 37   | 99             | Buyer's       |
| FL    | Pinellas County Towns   | \$1,295,000       | \$850,000         | 101       | 25           | 45   | 20             | Seller's      |
| FL    | Sarasota & Beaches      | \$1,669,500       | \$1,535,000       | 300       | 70           | 99   | 79             | Seller's      |
| FL    | South Walton            | \$1,254,000       | \$1,035,000       | 157       | 11           | 29   | 111            | Balanced      |
| FL    | Tampa                   | \$699,900         | \$615,000         | 139       | 37           | 38   | 36             | Seller's      |
| GA    | Atlanta                 | \$659,900         | \$638,500         | 655       | 195          | 133  | 26             | Balanced      |
| HI    | Island of Hawaii        | \$1,925,000       | \$2,975,000       | 79        | 11           | 19   | 11             | Seller's      |
| HI    | Kauai                   | \$1,350,000       | \$1,300,000       | 86        | 11           | 5    | 48             | Buyer's       |

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# - LUXURY MONTHLY MARKET REVIEW -

## ATTACHED HOMES

| State | Market Name         | Median List Price | Median Sold Price | Inventory | New Listings | Sold | Days on Market | Market Status |
|-------|---------------------|-------------------|-------------------|-----------|--------------|------|----------------|---------------|
| HI    | Maui                | \$1,662,500       | \$2,370,000       | 172       | 41           | 20   | 175            | Buyer's       |
| HI    | Oahu                | \$1,350,000       | \$980,829         | 409       | 59           | 24   | 40             | Buyer's       |
| ID    | Northern            | -                 | -                 | -         | -            | -    | -              | -             |
| IL    | Chicago             | \$1,100,000       | \$926,500         | 1,194     | 287          | 124  | 51             | Buyer's       |
| IL    | DuPage County       | \$699,950         | \$749,000         | 46        | 12           | 15   | 35             | Seller's      |
| IL    | Lake County         | -                 | -                 | -         | -            | -    | -              | -             |
| IL    | Will County         | -                 | -                 | -         | -            | -    | -              | -             |
| IN    | Hamilton County     | -                 | -                 | -         | -            | -    | -              | -             |
| MA    | Greater Boston      | \$2,295,000       | \$1,866,750       | 418       | 96           | 56   | 33             | Buyer's       |
| MD    | Anne Arundel County | \$656,500         | \$563,312         | 36        | 11           | 23   | 12             | Seller's      |
| MD    | Montgomery County   | \$782,450         | \$671,900         | 178       | 84           | 78   | 7              | Seller's      |
| MD    | Talbot County       | -                 | -                 | -         | -            | -    | -              | -             |
| MD    | Worcester County    | \$699,534         | \$602,500         | 62        | 22           | 26   | 11             | Seller's      |
| MI    | Livingston County   | -                 | -                 | -         | -            | -    | -              | -             |
| MI    | Monroe County       | -                 | -                 | -         | -            | -    | -              | -             |
| MI    | Oakland County      | \$894,500         | \$636,500         | 68        | 20           | 12   | 23             | Balanced      |
| MI    | Washtenaw County    | \$597,000         | \$610,425         | 43        | 12           | 9    | 47             | Balanced      |
| MI    | Wayne County        | \$673,500         | \$562,039         | 70        | 5            | 11   | 30             | Balanced      |
| MO    | St. Louis           | -                 | -                 | -         | -            | -    | -              | -             |
| NC    | Charlotte           | \$734,500         | \$586,365         | 209       | 60           | 44   | 41             | Seller's      |
| NC    | Raleigh-Durham      | -                 | -                 | -         | -            | -    | -              | -             |
| NJ    | Ocean County        | \$689,000         | \$799,000         | 45        | 8            | 6    | 105            | Buyer's       |
| NV    | Las Vegas           | -                 | -                 | -         | -            | -    | -              | -             |
| NV    | Reno                | -                 | -                 | -         | -            | -    | -              | -             |
| NY    | Brooklyn            | \$1,295,000       | \$998,900         | 702       | 164          | 56   | 89             | Buyer's       |

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# - LUXURY MONTHLY MARKET REVIEW -

## ATTACHED HOMES

| State | Market Name            | Median List Price | Median Sold Price | Inventory | New Listings | Sold | Days on Market | Market Status |
|-------|------------------------|-------------------|-------------------|-----------|--------------|------|----------------|---------------|
| NY    | Nassau County          | \$1,299,000       | \$1,387,500       | 147       | 39           | 13   | 113            | Buyer's       |
| NY    | Staten Island          | -                 | -                 | -         | -            | -    | -              | -             |
| NY    | Suffolk County         | \$749,999         | \$625,000         | 143       | 31           | 71   | 46             | Seller's      |
| ON    | GTA - Durham           | \$809,990         | \$747,500         | 15        | 19           | 70   | 6              | Seller's      |
| ON    | GTA - York             | \$845,000         | \$825,000         | 361       | 261          | 147  | 15             | Seller's      |
| ON    | Oakville               | \$2,589,000       | \$1,170,000       | 25        | 7            | 6    | 16             | Seller's      |
| ON    | Toronto                | \$1,249,000       | \$1,157,500       | 1,023     | 653          | 258  | 10             | Seller's      |
| TN    | Knox County            | -                 | -                 | -         | -            | -    | -              | -             |
| TN    | Nashville              | \$864,900         | \$625,000         | 133       | 47           | 21   | 10             | Balanced      |
| TX    | Austin                 | \$857,500         | \$691,638         | 276       | 82           | 52   | 34             | Balanced      |
| TX    | Collin County          | -                 | -                 | -         | -            | -    | -              | -             |
| TX    | Dallas                 | \$799,000         | \$672,000         | 241       | 49           | 27   | 36             | Buyer's       |
| TX    | Denton County          | -                 | -                 | -         | -            | -    | -              | -             |
| TX    | Fort Worth             | -                 | -                 | -         | -            | -    | -              | -             |
| TX    | Houston                | \$659,450         | \$660,000         | 202       | 74           | 22   | 48             | Buyer's       |
| TX    | San Antonio            | \$740,000         | \$1,430,000       | 44        | 8            | 3    | 115            | Buyer's       |
| TX    | The Woodlands & Spring | -                 | -                 | -         | -            | -    | -              | -             |
| UT    | Park City              | \$3,000,000       | \$1,734,000       | 85        | 12           | 45   | 28             | Seller's      |
| UT    | Salt Lake City         | \$675,000         | \$651,000         | 79        | 18           | 22   | 67             | Seller's      |
| VA    | Arlington & Alexandria | \$1,125,000       | \$999,000         | 103       | 49           | 65   | 11             | Seller's      |
| VA    | Fairfax County         | \$759,000         | \$680,890         | 135       | 68           | 126  | 6              | Seller's      |
| VA    | McLean & Vienna        | \$1,299,900       | \$865,000         | 39        | 14           | 17   | 7              | Seller's      |
| VA    | Richmond               | -                 | -                 | -         | -            | -    | -              | -             |
| WA    | Greater Seattle        | \$1,250,000       | \$1,260,000       | 305       | 138          | 149  | 3              | Seller's      |
| WA    | Seattle                | \$1,429,000       | \$1,398,053       | 171       | 39           | 22   | 42             | Buyer's       |

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