

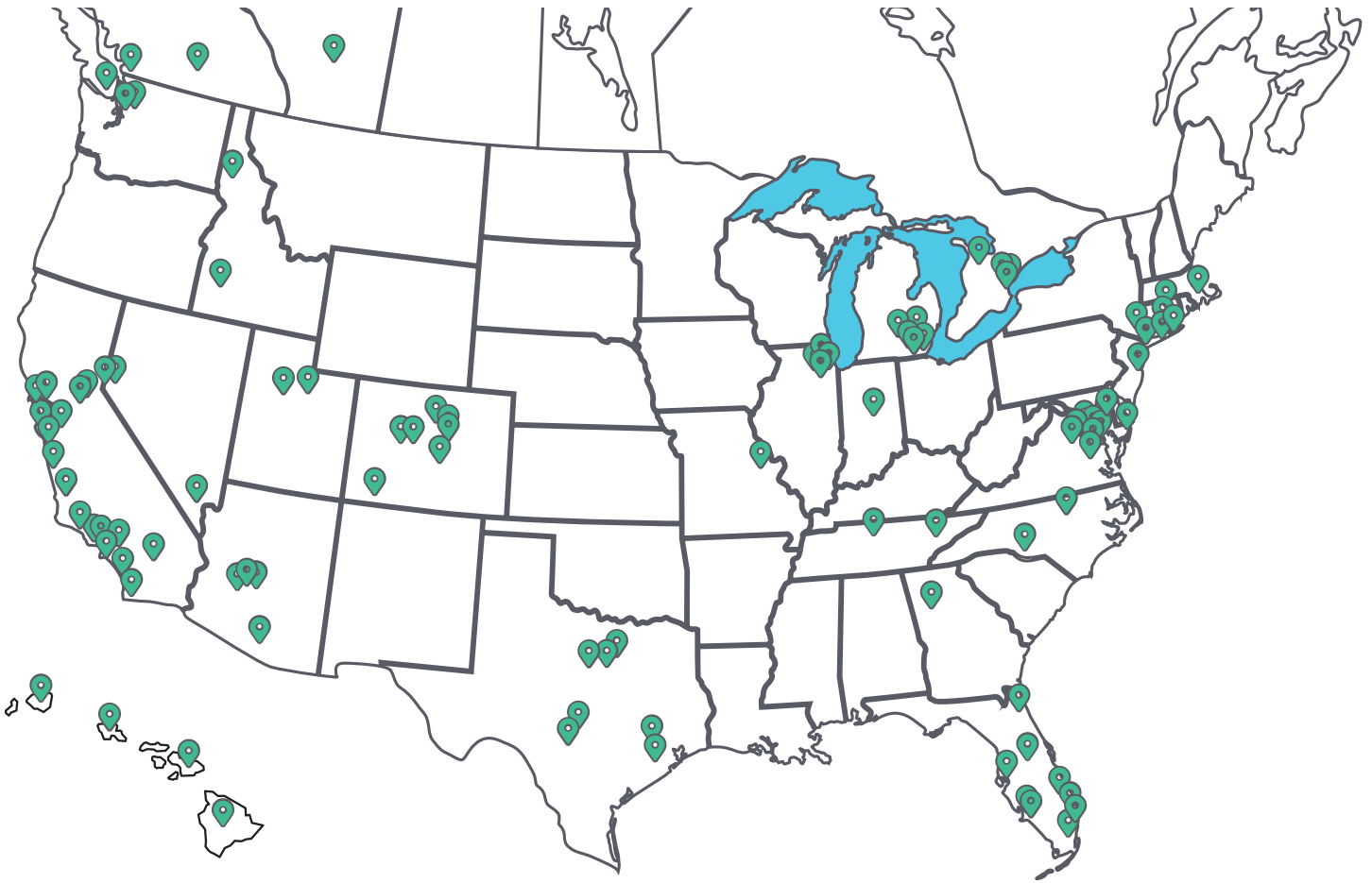
# LUXURY MARKET REPORT

- October 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.

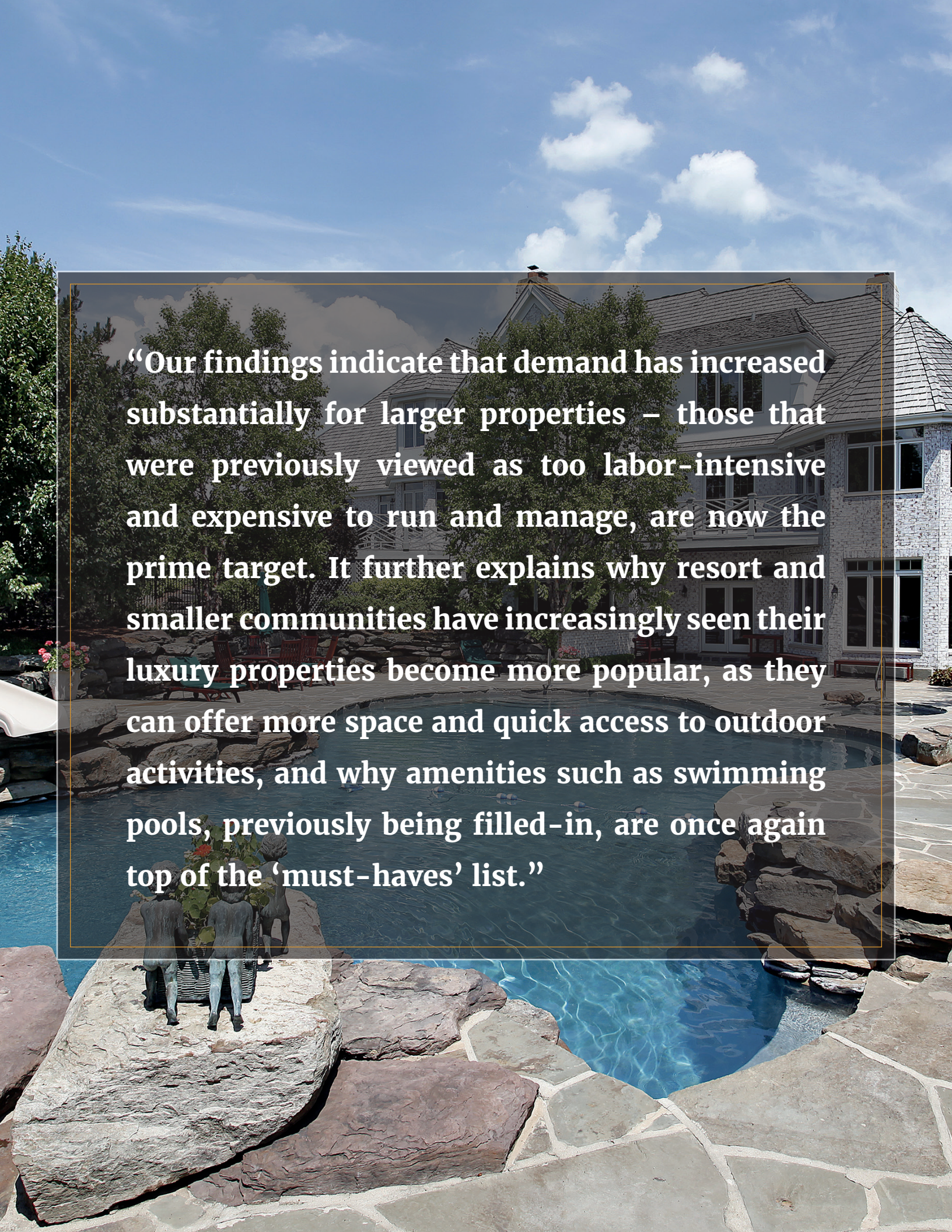
**LUXURY BENCHMARK PRICE:** The price point that marks the transition from traditional homes to luxury homes.

**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.



**“Our findings indicate that demand has increased substantially for larger properties – those that were previously viewed as too labor-intensive and expensive to run and manage, are now the prime target. It further explains why resort and smaller communities have increasingly seen their luxury properties become more popular, as they can offer more space and quick access to outdoor activities, and why amenities such as swimming pools, previously being filled-in, are once again top of the ‘must-haves’ list.”**



# NORTH AMERICAN LUXURY REVIEW

## Fall Changes

Last month, the Luxury Market Report reviewed how the affluent's changing demands has affected their real estate choices not just in terms of property size and amenities, but also the location of their primary residence.

The luxury real estate industry now fully recognizes the significance of these key requirements as well as the importance of addressing the physical, social, and mental/emotional/spiritual dimensions of their affluent buyers.

These changes in demand are not only reflected in the Institute's on-going analysis of the luxury real estate market, but also corroborated by 'on the ground' intel from our members in communities throughout North America.

In today's luxury market, home purchase decisions are now being based on the experiences, features, and amenities that enable their owners to enjoy a luxurious lifestyle from within the boundaries of their property and offer quick access to recreational spaces.

Our findings indicate that demand has increased substantially for larger properties – those that were previously viewed as too labor-intensive and expensive to run and manage, are now the prime target. It further explains why resort and smaller communities have increasingly seen their luxury properties become more popular, as they can offer more space and quick access to outdoor activities, and why amenities such as swimming pools, previously being filled-in, are once again top of the 'must-haves' list.

Redfin just announced their third quarter findings on the luxury market, reporting a 41.5% spike in sales year-over-year and a 6.8% price raise for the third quarter. It should be noted that Redfin



defines luxury as the Top 5% of the market and bases their finding on 49 of the most populous metro areas in the US.

In review of the Institute's statistical data, which is based on findings that are more in line with luxury being the Top 10% of the market and analyzes over 95 luxury markets in North America, sales of luxury homes rose 62% and shows a price rise of 5% in the third quarter of 2020, compared to the same period in 2019.

Our market summary for September 2020, shows that the single-family market for the whole of North America is officially a seller's market, where demand is greater than supply.

In the US, East Bay, CA had the highest percentage of luxury sales when compared to their current inventory, with Sacramento, CA and Denver, CO following closely. Redfin's statistics show a 86.1% rise in the number of sales in Sacramento and 60.9% in Oakland (located in East Bay) in the last quarter compared to 2020. These statistics show a marked change in location popularity as these metro areas are significantly less densely populated and for the most part offer single family homes for better value for money prices.

In Canada, the luxury market also remained strong throughout the pandemic, with its two most recognized markets – Toronto and Vancouver – recording an increased interest from move-up buyers, versus international investment. Travel into Canada is very restricted, which has likely been a strong factor in the lower number of foreign buyers.

Less dense markets, such as Hamilton, Muskoka, Durham and The Kawarthas in Ontario, and the Okanagan region and Whistler in British Columbia are seeing increased interest in their luxury markets. As remote work is increasingly common, these destinations can offer larger and more private spaces with quick access to nature.

Real Estate experts, on both sides of the border, concur that the combination of being able to work remotely, accessibility of low mortgage rates, the quick return of a strong stock market, as well as an existing high level of inventory for larger properties for sale has enabled the affluent to swiftly make lifestyle choice changes over the last 6 months. These impacts may well have long lasting effects.

## REMOTE WORKING

Many predict that remote working will become part of our society's norm, so moving back to the city may not become a priority once the pandemic is under control. Working remotely was already



a growing trend, but with the onset of the pandemic the acceptance level from business owners and employees is at an all-time high; especially as productivity levels have mostly increased.

For instance, Dropbox, a San-Francisco based company, just recently announced that it will make working remotely a standard practice, extending its mandatory work at home policy through to June 2021.

## **MORTGAGE RATES**

Mortgage rates have dropped to record lows and there is even a question as to whether they will eventually drop to 0%? Most economists think that this is unlikely to happen in North America, although in Denmark, Jyske Bank began offering a 10-year fixed rate mortgage at negative 0.5% in 2019!

More importantly, these low interest rates have created the opportunity for the affluent to easily access credit or refinance to make their new home purchases, without having to use funds from any other sources. When interest rates change, there are real-world effects on the ways people can plan their future finances.

Low mortgage rates spurred long-time fence-sitters to jump into the market, Realtor.com Chief Economist Danielle Hale says. But she acknowledges the housing boom is uneven.

"Among a lot of key homebuyer demographics, high-income folks, we haven't seen the same level of job losses that we have among lower-income workers," she said in a recent interview with Investor's Business Daily (IBD). "So that has helped the market from a homebuyer perspective."

Demographics are a factor too as more millennials — the nation's largest adult generation — are starting families and driving demand for single-family homes. And the leading edge of Generation Z, an even larger cohort that straddles young adults and adolescents, is just starting to buy homes.

## **STRONG STOCK MARKET**

Accumulated wealth from the strong stock market is also helping to drive confidence in buying new homes. For many, there has been a shift in the balance of financial investment towards investing in lifestyle and family.

While real estate has been traditionally seen as a financial investment, the pandemic has resulted in real estate choices becoming more based on the intrinsic value; that of finding a great home offering space, security and privacy, rather than a property providing a great return on investment.

Turning back to the stock market, analysts are forecasting that in the foreseeable future real estate stocks should continue thrive. According to IBD one of the best-performing real estate stocks is D.R. Horton, the largest homebuilder by volume in the US, whose stock is up more than 45% so far this year.

In a recent interview between IBD and the luxury homebuilder Toll Brothers, CEO Douglas Yearley shared that their signed contracts soared 76% in June, jumped 31% in July, and August deposits were trending even better than July. Yearley explained a key reason behind Toll Brother's success is the resilience of its target demographic, college-educated professionals, where many are working from home and will continue to do so, and also statistically less likely to become unemployed.

## **INVENTORY LEVELS**

When New York City, one of the most recognized wealthy cities, became an epicenter in this pandemic, the cast was set for change. The continued exodus of the affluent from key metropolitan cities since March 2020 and their search for properties that offer a safer haven has become one of the key reasons why great estates and large luxury properties have reclaimed their popularity.

Interestingly, the majority of these large homes, whose traditionally more remote locations had deterred buyers in proceeding years, creating increasingly higher and higher levels of inventory.

However, their immediate accessibility and availability, coupled with changing demands, actually led the luxury real estate market back from its significant "pause" in late March and early April, and continued helped fuel its momentum during the last six months.

As we move forward into the last quarter of 2020, it is important to recognize that many of these shifts we are seeing will continue to be impacted by how long the pandemic remains a major influence.

Some changes have merely been sped up, such as working remotely and online purchasing. Others are habits that will become more resilient to change once they have been learned, for instance e-learning and telehealth, once considered inferior products, their necessity has helped in their transition very effectively. While items such as a luxury vacation might currently be replaced by new toys or exotic objects, in the long run once travel is more accessible, these substitutions will not last.



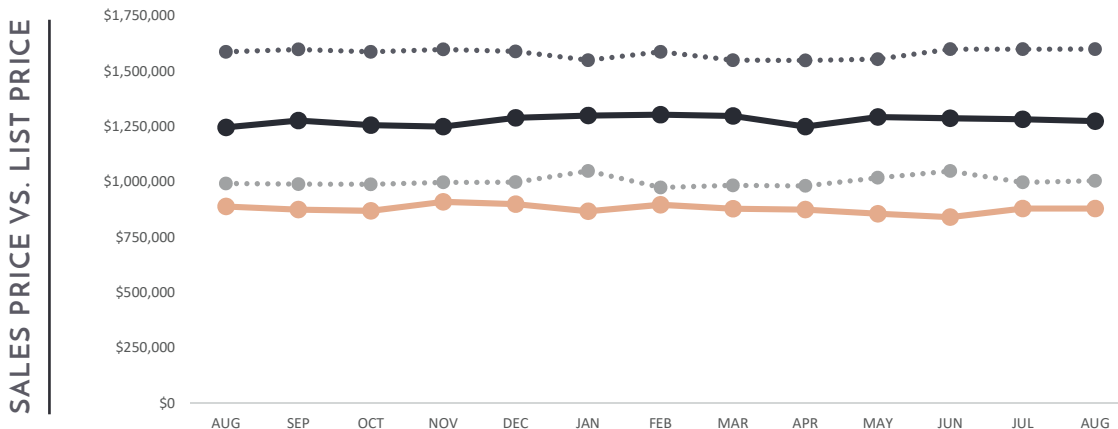
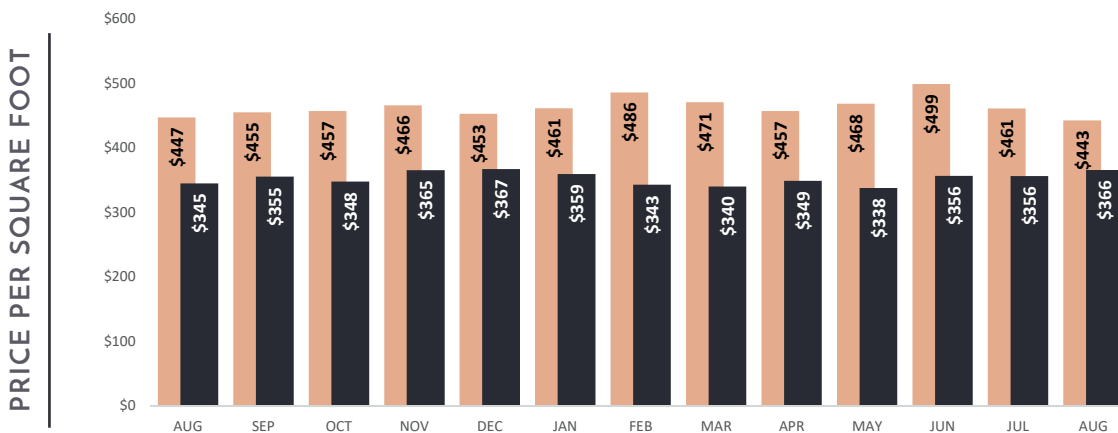
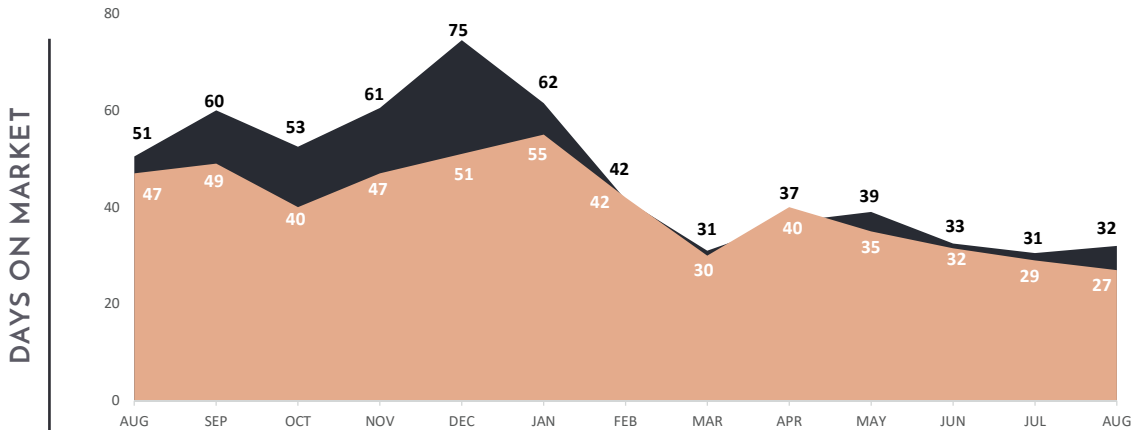


# - 13-MONTH MARKET TRENDS -

## 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 September 2020 and October 2020 reports are due to the addition of Livingston County, MI, Monroe County, Washtenaw County, MI, and Wayne County, MI.

# - LUXURY MONTHLY MARKET REVIEW -

## A Review of Key Market Differences Month Over Month

August 2020 | September 2020

### SINGLE-FAMILY HOMES

	August	September		August	September
Median List Price	\$1,600,000	\$1,599,999	Total Inventory	44,305	42,238
Median Sale Price	\$1,282,600	\$1,275,000	New Listings	13,392	13,343
Median SP/LP Ratio	97.79%	97.77%	Total Sold	14,818	14,822
Total Sales Ratio	33.45%	35.09%	Median Days on Market	31	32
Median Price per Sq. Ft.	\$356	\$366	Average Home Size	3,526	3,554

Median prices represent properties priced above respective city benchmark prices.



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

- Official Market Type: **Seller's Market** with a **35.09% Sales Ratio**.<sup>1</sup>
- Homes are selling for an average of **97.77% of list price**.
- The median luxury threshold<sup>2</sup> price is **\$900,000**, and the median luxury home sales price is **\$1,275,000**.
- Markets with the Highest Median Sales Price: **Vail** (\$3,837,500), **LA - Beach Cities** (\$3,575,000), **Vancouver** (\$3,293,500), and **Silicon Valley** (\$3,192,500).
- Markets with the Highest Sales Ratio: **East Bay** (126%), **Sacramento** (120%), **Denver** (92%) and **Colorado Springs** (84%).

<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

August 2020 | September 2020

### ATTACHED HOMES

	August	September		August	September
Median List Price	\$998,000	\$1,005,000	Total Inventory	19,021	19,539
Median Sale Price	\$880,000	\$880,000	New Listings	5,625	5,902
Median SP/LP Ratio	98.23%	98.35%	Total Sold	3,717	4,034
Total Sales Ratio	19.54%	20.65%	Median Days on Market	29	27
Median Price per Sq. Ft.	\$461	\$443	Average Home Size	1,974	2,010

Median prices represent properties priced above respective city benchmark prices.



### ATTACHED HOMES MARKET SUMMARY | SEPTEMBER 2020

- Official Market Type: **Seller's Market** with a **20.65% Sales Ratio**.<sup>1</sup>
- Attached homes are selling for an average of **98.35% of list price**.
- The median luxury threshold<sup>2</sup> price is **\$700,000**, and the median attached luxury sale price is **\$880,000**.
- Markets with the Highest Median Sales Price: **Vail** (\$2,822,500), **Naples** (\$2,195,000), **San Francisco** (\$2,150,000), and **Greater Boston** (\$1,888,000).
- Markets with the Highest Sales Ratio: **Douglas County** (313%), **Greater Victoria** (253%), **GTA-Durham** (222%), and **Summit County** (175%).

<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	\$1,169,000	\$1,017,500	611	207	102	51	Balanced
AZ	Paradise Valley	\$3,637,500	\$2,450,000	162	28	31	80	Balanced
AZ	Phoenix	\$800,000	\$661,421	457	200	377	40	Seller's
AZ	Scottsdale	\$1,995,000	\$1,325,000	598	201	198	68	Seller's
AZ	Tucson	\$799,000	\$649,000	488	136	173	17	Seller's
BC	Greater Victoria	\$2,100,000	\$1,850,000	205	59	64	32	Seller's
BC	Okanagan Valley	\$1,599,950	\$1,481,000	466	143	101	59	Seller's
BC	Vancouver	\$4,199,000	\$3,293,500	955	287	98	21	Buyer's
CA	Central Coast	\$3,250,000	\$2,495,000	227	61	25	29	Buyer's
CA	East Bay	\$2,495,000	\$1,927,500	256	144	322	8	Seller's
CA	Lake Tahoe	\$2,595,000	\$2,260,000	227	92	88	33	Seller's
CA	Los Angeles Beach Cities	\$5,250,000	\$3,575,000	464	132	109	33	Seller's
CA	Los Angeles City	\$4,299,000	\$2,900,000	1,074	341	192	22	Balanced
CA	Los Angeles The Valley	\$2,282,500	\$1,850,000	438	167	257	22	Seller's
CA	Marin County	\$3,995,000	\$2,950,000	148	38	67	17	Seller's
CA	Napa County	\$3,249,000	\$2,160,000	150	32	31	75	Balanced
CA	Orange County	\$2,795,000	\$1,905,000	1,121	354	476	22	Seller's
CA	Palm Springs/Palm Desert	\$1,799,500	\$1,450,000	366	108	119	41	Seller's
CA	Placer County	\$995,000	\$975,000	185	87	103	11	Seller's
CA	Sacramento	\$825,000	\$725,000	464	221	557	8	Seller's
CA	San Diego	\$2,591,500	\$1,630,000	810	319	502	22	Seller's
CA	San Francisco	\$4,442,500	\$3,177,500	152	43	44	11	Seller's
CA	San Luis Obispo County	\$1,675,000	\$1,275,000	155	37	6	0	Buyer's
CA	Santa Barbara	\$4,295,000	\$3,075,000	235	65	88	39	Seller's
CA	Silicon Valley	\$4,224,500	\$3,192,500	290	143	202	11	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
CA	Ventura County	\$2,249,000	\$1,475,000	255	79	134	43	Seller's
CO	Boulder	\$2,100,000	\$1,275,000	201	63	77	50	Seller's
CO	Colorado Springs	\$850,000	\$685,000	243	71	203	17	Seller's
CO	Denver	\$1,150,000	\$841,000	812	315	743	11	Seller's
CO	Douglas County	\$1,420,000	\$1,050,000	203	65	95	32	Seller's
CO	Durango	\$1,475,000	\$1,200,000	89	15	27	134	Seller's
CO	Summit County	\$2,062,500	\$2,380,000	22	8	13	72	Seller's
CO	Vail	\$6,900,000	\$3,837,500	75	17	30	73	Seller's
CT	Central Connecticut	\$670,000	\$590,000	403	116	122	36	Seller's
CT	Coastal Connecticut	\$1,895,000	\$1,475,000	1,132	324	346	67	Seller's
DC	Washington D.C.	\$4,395,000	\$2,300,000	59	14	11	18	Balanced
FL	Boca Raton/Delray Beach	\$2,495,000	\$1,800,000	449	90	71	59	Balanced
FL	Coastal Pinellas Towns	\$1,939,450	\$1,350,000	60	18	25	24	Seller's
FL	Greater Fort Lauderdale	\$1,450,000	\$1,025,000	1,134	265	259	47	Seller's
FL	Jacksonville Beaches	\$1,490,000	\$1,085,000	204	50	60	70	Seller's
FL	Lee County	\$1,725,000	\$1,275,000	438	77	61	106	Buyer's
FL	Miami	\$1,450,000	\$948,825	1,129	257	189	94	Balanced
FL	Naples	\$2,299,000	\$1,790,000	513	115	82	127	Balanced
FL	Orlando	\$1,544,500	\$1,354,900	428	81	76	97	Balanced
FL	Palm Beach Towns	\$3,650,000	\$2,450,000	252	45	38	140	Balanced
FL	Sarasota & Beaches	\$1,662,000	\$2,095,000	178	31	31	38	Balanced
FL	Tampa	\$845,000	\$685,000	560	175	239	31	Seller's
GA	Atlanta	\$1,249,900	\$950,000	999	317	293	32	Seller's
HI	Island of Hawaii	\$2,800,000	\$2,025,000	141	31	28	48	Balanced
HI	Kauai	\$2,647,500	\$1,710,000	106	22	10	41	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
HI	Maui	\$3,495,000	\$1,999,999	173	31	15	127	Buyer's
HI	Oahu	\$3,200,000	\$2,900,000	209	40	27	23	Buyer's
ID	Northern	\$997,000	\$755,000	244	84	199	63	Seller's
IL	Chicago	\$1,298,000	\$1,080,000	1,647	602	415	50	Seller's
IL	DuPage County	\$1,099,000	\$927,500	514	182	126	69	Seller's
IL	Lake County	\$1,022,500	\$858,750	522	131	102	60	Balanced
IL	Will County	\$685,250	\$576,823	224	65	98	39	Seller's
IN	Hamilton County	\$849,425	\$683,250	158	50	104	23	Seller's
MA	Greater Boston	\$3,247,500	\$2,485,000	174	66	32	31	Balanced
MD	Anne Arundel County	\$1,050,000	\$947,500	231	65	116	27	Seller's
MD	Montgomery County	\$1,897,000	\$1,494,000	218	63	112	17	Seller's
MD	Talbot County	\$2,467,500	\$1,475,000	68	24	28	96	Seller's
MD	Worcester County	\$1,237,000	\$760,000	46	9	9	16	Balanced
MI	Livingston County	\$769,500	\$796,950	81	25	26	35	Seller's
MI	Monroe County	\$687,450	\$552,450	14	3	2	5	Buyer's
MI	Oakland County	\$799,000	\$620,000	841	307	269	22	Seller's
MI	Washtenaw County	\$799,950	\$752,000	180	53	40	14	Seller's
MI	Wayne County	\$700,000	\$625,500	304	89	70	22	Seller's
MO	St. Louis	\$721,990	\$628,000	183	65	68	39	Seller's
NC	Charlotte	\$1,095,000	\$820,000	570	149	369	19	Seller's
NC	Raleigh-Durham	\$753,071	\$645,000	740	188	365	3	Seller's
NJ	Ocean County	\$849,900	\$810,000	455	179	176	37	Seller's
NV	Las Vegas	\$749,900	\$650,000	1,544	554	529	24	Seller's
NV	Reno	\$1,435,000	\$1,260,000	78	26	47	69	Seller's
NY	Brooklyn	\$1,649,999	\$1,175,000	315	66	7	94	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	\$1,775,000	\$1,575,000	1,021	238	168	69	Balanced
NY	Staten Island	\$1,299,000	\$941,500	193	45	16	72	Buyer's
NY	Suffolk County	\$1,599,000	\$1,185,000	1,171	295	242	74	Balanced
ON	GTA - Durham	\$1,599,999	\$1,300,000	167	122	95	17	Seller's
ON	GTA - York	\$2,450,000	\$1,830,393	679	398	194	19	Seller's
ON	Oakville	\$2,498,900	\$2,000,000	352	124	25	14	Buyer's
ON	Toronto	\$3,780,000	\$3,000,000	438	289	131	12	Seller's
TN	Knox County	\$799,900	\$674,500	157	41	74	26	Seller's
TN	Nashville	\$1,049,500	\$915,000	336	107	139	13	Seller's
TX	Austin	\$1,249,000	\$897,500	492	173	336	13	Seller's
TX	Collin County	\$749,995	\$670,000	469	149	245	28	Seller's
TX	Dallas	\$1,119,500	\$887,500	670	209	188	26	Seller's
TX	Fort Worth	\$899,000	\$773,500	555	144	232	31	Seller's
TX	Houston	\$839,900	\$742,500	1,882	499	370	30	Balanced
TX	San Antonio	\$829,929	\$771,000	401	87	102	58	Seller's
TX	The Woodlands & Spring	\$939,875	\$699,450	314	95	102	26	Seller's
UT	Park City	\$4,000,000	\$2,585,000	152	39	105	47	Seller's
UT	Salt Lake City	\$1,250,000	\$937,500	271	89	108	33	Seller's
VA	Arlington & Alexandria	\$1,895,000	\$1,850,000	87	30	41	23	Seller's
VA	Fairfax County	\$1,962,500	\$1,510,000	446	145	145	21	Seller's
VA	McLean & Vienna	\$2,490,000	\$1,750,000	229	82	53	40	Seller's
VA	Richmond	\$859,450	\$772,500	230	82	84	18	Seller's
WA	Greater Seattle	\$2,000,000	\$1,650,000	675	279	483	7	Seller's
WA	Seattle	\$1,699,500	\$1,550,000	329	160	198	7	Seller's

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

# - LUXURY MONTHLY MARKET REVIEW -

## ATTACHED HOMES

State	Market Name	Median List Price	Median Sold Price	Inventory	New Listings	Sold	Days on Market	Market Status
AB	Calgary	\$849,450	\$827,500	284	101	34	35	Buyer's
AZ	Paradise Valley	-	-	-	-	-	-	-
AZ	Phoenix	-	-	-	-	-	-	-
AZ	Scottsdale	\$717,500	\$640,000	234	62	64	49	Seller's
AZ	Tucson	-	-	-	-	-	-	-
BC	Okanagan Valley	-	-	-	-	-	-	-
BC	Vancouver	\$1,880,000	\$1,700,000	915	363	103	18	Buyer's
BC	Victoria	\$1,119,000	\$1,225,000	29	11	5	16	Balanced
CA	Central Coast	\$1,029,795	\$975,000	80	42	107	9	Seller's
CA	East Bay	\$1,434,500	\$1,265,000	34	11	29	64	Seller's
CA	Lake Tahoe	\$1,710,000	\$1,385,000	253	86	87	27	Seller's
CA	Los Angeles Beach Cities	\$1,468,800	\$1,208,780	579	198	68	28	Buyer's
CA	Los Angeles City	\$714,499	\$679,500	144	83	132	13	Seller's
CA	Los Angeles The Valley	\$1,250,000	\$1,460,000	23	12	11	30	Seller's
CA	Marin County	\$1,475,000	\$1,055,000	17	6	15	32	Seller's
CA	Napa County	-	-	-	-	-	-	-
CA	Orange County	\$1,120,932	\$950,000	404	164	202	25	Seller's
CA	Palm Springs/Palm Desert	-	-	-	-	-	-	-
CA	Placer County	-	-	-	-	-	-	-
CA	Sacramento	-	-	-	-	-	-	-
CA	San Diego	\$1,174,900	\$852,500	515	209	240	19	Seller's
CA	San Francisco	\$2,697,500	\$2,150,000	236	49	41	32	Balanced
CA	San Luis Obispo County	-	-	-	-	-	-	-
CA	Santa Barbara	\$1,725,000	\$1,712,500	39	17	16	11	Seller's
CA	Silicon Valley	\$1,454,950	\$1,414,375	156	77	96	11	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
CA	Ventura County	\$717,500	\$707,450	52	30	36	43	Seller's
CO	Boulder	\$878,500	\$785,000	86	34	25	62	Seller's
CO	Colorado Springs	-	-	-	-	-	-	-
CO	Denver	\$725,000	\$642,000	566	181	257	14	Seller's
CO	Douglas County	\$657,538	\$565,000	8	4	25	9	Seller's
CO	Durango	\$775,000	\$701,950	15	1	10	77	Seller's
CO	Summit County	\$1,098,750	\$969,000	4	2	7	35	Seller's
CO	Vail	\$3,495,000	\$2,822,500	113	20	24	34	Seller's
CT	Central Connecticut	-	-	-	-	-	-	-
CT	Coastal Connecticut	\$789,500	\$620,000	248	70	56	63	Seller's
DC	Washington D.C.	\$1,857,500	\$1,500,000	252	100	51	21	Balanced
FL	Boca Raton/Delray Beach	\$1,100,000	\$740,000	440	79	47	99	Buyer's
FL	Coastal Pinellas Towns	\$1,099,000	\$750,000	107	22	46	35	Seller's
FL	Greater Fort Lauderdale	\$869,000	\$732,500	1,310	218	62	104	Buyer's
FL	Jacksonville Beaches	\$945,000	\$1,190,000	21	7	11	37	Seller's
FL	Lee County	\$874,500	\$731,250	316	72	40	147	Buyer's
FL	Miami	\$1,005,000	\$1,170,000	2,728	334	76	234	Buyer's
FL	Naples	\$2,100,000	\$2,195,000	237	41	49	18	Balanced
FL	Orlando	\$660,750	\$695,000	81	21	3	21	Buyer's
FL	Palm Beach Towns	\$1,497,000	\$1,425,000	376	83	35	163	Buyer's
FL	Sarasota & Beaches	\$1,695,000	\$1,350,000	307	69	93	132	Seller's
FL	Tampa	\$832,000	\$618,000	147	39	37	27	Seller's
GA	Atlanta	\$665,000	\$616,000	661	203	103	29	Balanced
HI	Island of Hawaii	\$1,899,500	\$1,480,000	82	8	9	50	Buyer's
HI	Kauai	\$1,355,000	\$925,004	86	11	8	21	Buyer's

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## ATTACHED HOMES

State	Market Name	Median List Price	Median Sold Price	Inventory	New Listings	Sold	Days on Market	Market Status
HI	Maui	\$1,728,888	\$1,475,000	151	26	9	107	Buyer's
HI	Oahu	\$1,349,000	\$1,417,500	409	71	30	30	Buyer's
ID	Northern	-	-	-	-	-	-	-
IL	Chicago	\$1,099,450	\$935,000	1,372	451	115	25	Buyer's
IL	DuPage County	\$725,000	\$635,000	53	14	13	163	Seller's
IL	Lake County	-	-	-	-	-	-	-
IL	Will County	-	-	-	-	-	-	-
IN	Hamilton County	-	-	-	-	-	-	-
MA	Greater Boston	\$2,299,000	\$1,888,000	430	172	52	34	Buyer's
MD	Anne Arundel County	\$697,250	\$600,500	40	13	22	8	Seller's
MD	Montgomery County	\$799,900	\$668,000	159	62	79	12	Seller's
MD	Talbot County	-	-	-	-	-	-	-
MD	Worcester County	\$749,895	\$625,000	56	16	20	37	Seller's
MI	Livingston County	-	-	-	-	-	-	-
MI	Monroe County	-	-	-	-	-	-	-
MI	Oakland County	\$799,000	\$705,000	68	22	13	21	Balanced
MI	Washtenaw County	\$625,000	\$616,095	39	12	11	14	Seller's
MI	Wayne County	\$646,950	\$595,000	78	12	5	23	Buyer's
MO	St. Louis	-	-	-	-	-	-	-
NC	Charlotte	\$728,330	\$615,000	188	36	45	17	Seller's
NC	Raleigh-Durham	-	-	-	-	-	-	-
NJ	Ocean County	\$709,000	\$577,500	53	17	10	53	Balanced
NV	Las Vegas	-	-	-	-	-	-	-
NV	Reno	-	-	-	-	-	-	-
NY	Brooklyn	\$1,295,000	\$1,090,000	675	158	43	112	Buyer's

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## ATTACHED HOMES

State	Market Name	Median List Price	Median Sold Price	Inventory	New Listings	Sold	Days on Market	Market Status
NY	Nassau County	\$1,360,407	\$1,199,000	147	29	16	48	Buyer's
NY	Staten Island	-	-	-	-	-	-	-
NY	Suffolk County	\$768,250	\$610,000	166	51	37	95	Seller's
ON	GTA - Durham	\$799,000	\$727,000	23	27	51	5	Seller's
ON	GTA - York	\$949,900	\$880,000	211	258	207	11	Seller's
ON	Oakville	\$1,439,000	\$1,090,000	60	17	4	19	Buyer's
ON	Toronto	\$1,200,000	\$1,150,000	901	675	307	9	Seller's
TN	Knox County	-	-	-	-	-	-	-
TN	Nashville	\$799,900	\$652,000	125	49	28	25	Seller's
TX	Austin	\$850,000	\$663,500	269	65	58	25	Seller's
TX	Collin County	-	-	-	-	-	-	-
TX	Dallas	\$799,000	\$658,000	251	57	34	36	Buyer's
TX	Fort Worth	-	-	-	-	-	-	-
TX	Houston	\$808,250	\$643,270	400	102	32	62	Buyer's
TX	San Antonio	\$715,000	\$609,125	44	7	2	27	Buyer's
TX	The Woodlands & Spring	-	-	-	-	-	-	-
UT	Park City	\$2,922,500	\$1,677,000	110	28	57	49	Seller's
UT	Salt Lake City	\$699,500	\$550,000	104	35	21	17	Balanced
VA	Arlington & Alexandria	\$1,219,450	\$999,000	90	37	57	8	Seller's
VA	Fairfax County	\$750,000	\$660,000	144	70	146	6	Seller's
VA	McLean & Vienna	\$1,297,450	\$1,151,000	32	6	4	17	Buyer's
VA	Richmond	-	-	-	-	-	-	-
WA	Greater Seattle	\$1,204,975	\$1,020,000	330	118	93	13	Seller's
WA	Seattle	\$1,427,000	\$1,402,610	176	52	25	14	Buyer's

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