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LUXURY HOME
MARKETING®

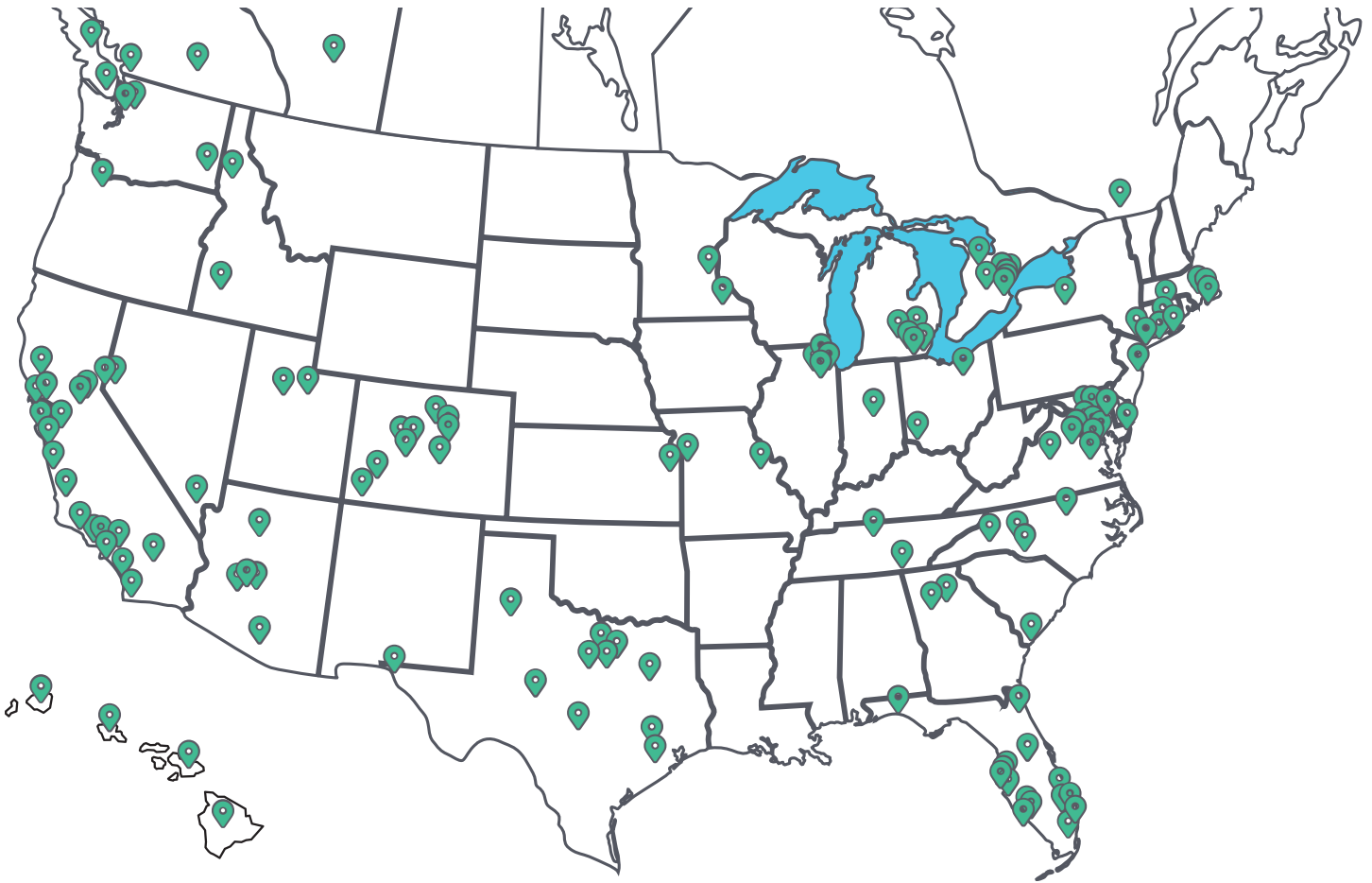
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LUXURY MARKET REPORT JULY 2022

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THIS IS YOUR LUXURY MARKET REPORT



MAP OF LUXURY RESIDENTIAL MARKETS

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

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

- LUXURY REPORT EXPLAINED -

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

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

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

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

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

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

REPORT GLOSSARY

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

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


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

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

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

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

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



“In short, despite increasing inventory levels and the slowing of sales transactions, experts are very clear that buyers waiting for prices to plummet to pre-COVID levels are unlikely to witness a nosedive any time soon.”



NORTH AMERICAN LUXURY REVIEW

Luxury Real Estate Remains A Seller's Market

Before we head too far into the summer, we look back at the last six months to understand how the luxury real estate market has changed and review new trends emerging that will impact buyer decisions as we move through the rest of the year.

Historically, the start of 2022 saw one of the strongest markets for luxury real estate. Demand for luxury properties outpaced new properties listed for sale, and inventory levels were at an all-time low in most of North America's luxury markets. Prices continued to escalate, reaching new heights as sellers received multiple bids, over-asking prices, and contracts without contingencies.

Experts predicted, including the Institute, that the market would slow in 2022. However, there didn't seem to be any obvious signs, even in March, that the demand for luxury properties would change as dramatically as it did and in such a relatively short period of time. Certainly, no one anticipated the dramatic upswing of inventory levels in May, which set the media alight with predictions of a real estate bubble burst.

In hindsight, a perfect storm was brewing at the end of March. A combination of a naturally slowing market was suddenly fueled by changes and an almost instant reaction to outside forces that included interest rate increases, inflation, supply chain issues and stock market volatility.

By the end of March, inventory levels started to climb as those looking to sell recognized that market prices were close to their highest point. There was also an expectation that more homes would be listed in the spring season – typically the busiest period for most of North America's markets – which, in turn, would allow sellers more breathing space in which to find a new home for themselves and not have to worry about escalating prices.

Equally, sellers recognized that interest rate hikes would start to play a large factor for both themselves and potential buyers. By selling in late March and April, they looked to get ahead of the changes in borrowing by securing lower mortgage rates and completing both their sale and new purchase before rates rose again.

Inventory increases of 19.7% for single-family homes, mostly made up of a 19.4% rise in new listings entering the market, clearly reflect this influx in April. March's sales ratio of 83.7%, which represents the sale of over 8.3 properties for every ten homes listed, fell by 8.8% to 74.9%.

While the number of new listings in April 2022 comparatively outpaced the numbers in April 2021, the number of sold properties increased proportionately by 7.2%. This is important to recognize, as it confirms that as more inventory entered the market, it helped the flow of sales and appeased the pent-up demand.

Less dramatic, the attached property market in April saw very little change in the amount of new inventory entering the market compared to March 2022. Inventory levels did increase, but as a result of fewer sales, which may have been a reaction to the first interest rate hike.

May saw the most significant rise of inventory levels in the single-family category, causing the first wave of media frenzy as new listings entering the market increased by 35.7%, which, in turn, drove up inventory levels by 35.8%.

The sales ratio dropped by 12.5% to 62.5% compared to April 2022, but sales increased by 13.2%. Again, this affirms that increasing inventory and steadier price levels allowed more buyers the opportunity to purchase homes.

Like the single-family market, the attached property market saw significant increases in both its inventory level in May and the number of new properties listed for sale; with a 25.4% increase, the number of homes for sale made up 20.8% of new listings.

This increase of listings in the attached property market drove the sales ratio down to 56.3%, but sales increased by 8.8% as buyers rushed to purchase before further mortgage rate hikes came into effect in May.



June's inventory levels have nearly doubled compared to March 2022 as well as June 2021 for single-family homes and are up 66% and 54%, respectively, for attached properties. Although this may initially seem to bode a negative concern, the reality is that inventory levels remain far below 10-year historical norms seen prior to the pandemic.

Indeed, the pace of inventory entering the market has started to fall in both the single-family and attached property markets. June saw a decrease in the inventory percentage increase to 31.2% compared to May 2022 for single-family properties that included only a 19.6% increase of new listings and a 19.7% increase for attached property levels with only 13.5% new listings.

Increasing inventory levels have resulted in a declining sales ratio – this represents the number of properties sold against listings entering the market – which has fallen below 50% for the first time in two years to 45.06% for single-family homes and 41.34% for attached properties.

However, these percentages are still far above the 20.5% transition point, which represents that luxury real estate is still very much a seller's market. Of the 140 markets researched, 121 remain seller's markets.

In short, despite increasing inventory levels and the slowing of sales transactions, experts are very clear that buyers waiting for prices to plummet to pre-COVID levels are unlikely to witness a nosedive any time soon.

Popular price points, especially in metropolitan areas, are still seeing a slight upward trajectory, with only the newer boomtowns that benefited from the mass exodus from cities starting to see impatient sellers decrease their listing prices.

Although interest rates and inflation are slowing the pace of real estate, there has been a significant influx of former and new residents entering many of the more established metropolitan markets over the last year. The rental market flooded, causing rental prices to soar. With the cooling of the residential resale market, many renters have started to buy despite rising interest rates, weighing up the costs in favor of homeownership.



Supply is still low for luxury properties comparatively, which also gives potential buyers the opportunity to see their new property appreciate in value, especially as more people continue to return and fuel the demand further in the months to come.

Whether the move is to older established metros or to newer hubs where major corporations have relocated their headquarters, these cities' real estate markets are forecast to withstand the increases in interest rates and inflation.

Over the last two years, we saw new markets emerge as the population shifted – whether it was in the bid to escape urban living, to avoid taxes, to explore a change of lifestyle, or to simply relocate to leverage more affordability – current predications are now hinging more on how economic factors will affect their real estate values.

Sellers will certainly lose some of their edge given that the sales ratio has fallen 50% since March, but inventory levels of highly desirable properties are predicated to remain tight, especially as recent buyers are unlikely to want to sell quickly nor give up the great rates they secured and locked-in prior to March 2022.

The summer and fall of 2022 are likely to see a very unsettled picture with regard to inventory levels, prices, and sales. Those looking at real estate as an investment expect a slower and bumpier ride compared to the last two years.

Homeowners looking for their next home then recognize that costs to purchase will be much higher (mainly due to increased mortgage rates), but that over the long-term real estate offers one of the most consistent ways to see a good return, but more importantly, ownership provides security and a safe haven for your family.

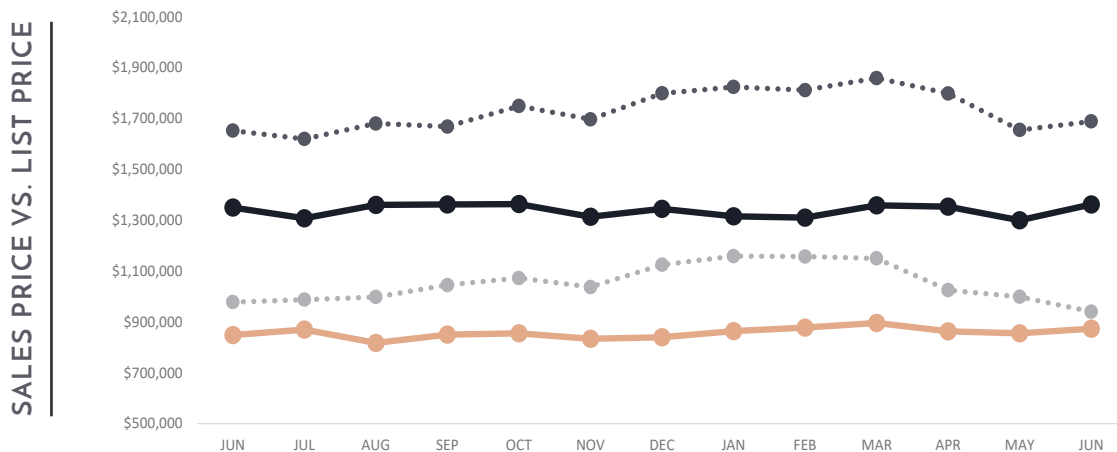
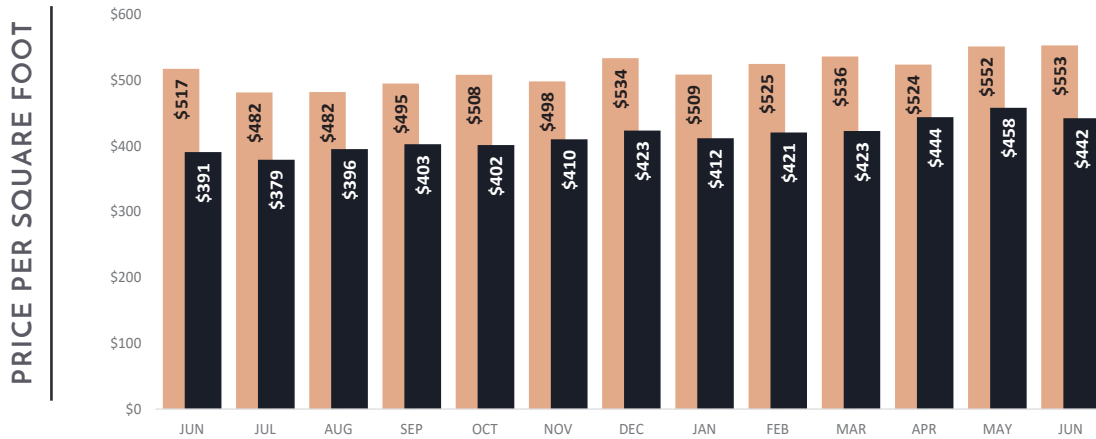
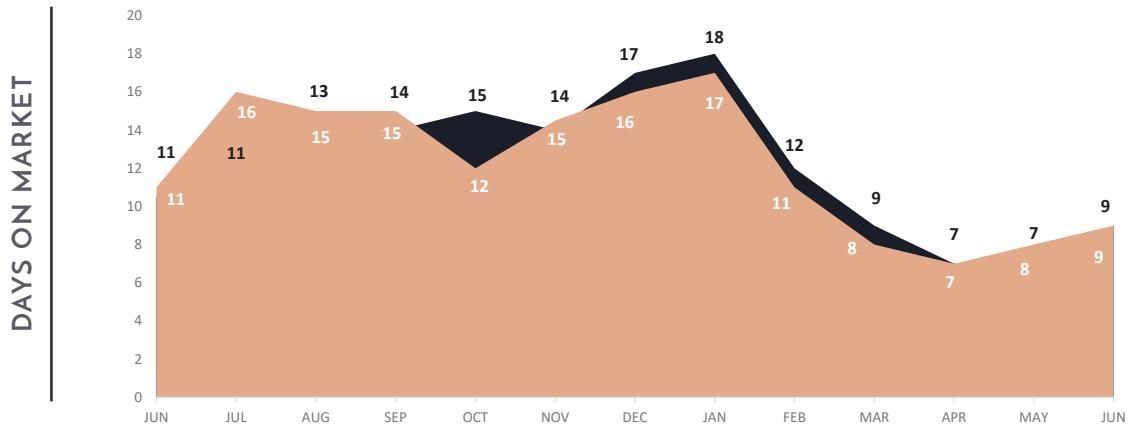


- 13-MONTH MARKET TRENDS -

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 June 2022 and July 2022 reports are due to the addition of Finger Lakes, NY.

- LUXURY MONTHLY MARKET REVIEW -

A Review of Key Market Differences Year over Year

June 2021 | June 2022

SINGLE-FAMILY HOMES

	June 2021	June 2022		June 2021	June 2022
Median List Price	\$1,652,450	\$1,688,888	Total Inventory	34,807	51,544
Median Sale Price	\$1,350,000	\$1,362,500	New Listings	14,653	25,354
Median SP/LP Ratio	81.70%	80.67%	Total Sold	23,185	23,227
Total Sales Ratio	66.61%	45.06%	Median Days on Market	11	9
Median Price per Sq. Ft.	\$391	\$442	Average Home Size	3,538	3,199

Median prices represent properties priced above respective city benchmark prices.



SINGLE-FAMILY HOMES MARKET SUMMARY | JUNE 2022

- Official Market Type: **Seller's Market** with a **42.06% Sales Ratio**.¹
- Homes are selling for an average of **80.67% of list price**.
- The median luxury threshold² price is **\$900,000**, and the median luxury home sales price is **\$1,362,500**.
- Markets with the Highest Median Sales Price: **Aspen** (\$11,400,000), **Telluride** (\$4,350,000), **Paradise Valley** (\$4,337,500), and **Naples** (\$4,325,000).
- Markets with the Highest Sales Ratio: **St. Louis** (136%), **Hamilton County** (123%), **Richmond** (116%) and **Will County** (106%).

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

- LUXURY MONTHLY MARKET REVIEW -

A Review of Key Market Differences Year over Year

June 2021 | June 2022

ATTACHED HOMES

	June 2021	June 2022		June 2021	June 2022
Median List Price	\$978,250	\$940,700	Total Inventory	12,428	15,303
Median Sale Price	\$848,000	\$873,475	New Listings	4,686	7,251
Median SP/LP Ratio	86.69%	92.85%	Total Sold	6,019	6,339
Total Sales Ratio	48.43%	41.42%	Median Days on Market	11	9
Median Price per Sq. Ft.	\$517	\$553	Average Home Size	1,964	1,808

Median prices represent properties priced above respective city benchmark prices.



ATTACHED HOMES MARKET SUMMARY | JUNE 2022

- Official Market Type: **Seller's Market** with a **41.42% Sales Ratio**.¹
- Attached homes are selling for an average of **92.85% of list price**.
- The median luxury threshold² price is **\$700,000**, and the median attached luxury sale price is **\$873,475**.
- Markets with the Highest Median Sales Price: **Aspen** (\$5,200,000), **Vail** (\$3,302,500), **San Francisco** (\$2,350,000), and **Naples** (\$2,350,000).
- Markets with the Highest Sales Ratio: **Nashville** (142%), **Anne Arundel County** (130%), **DuPage County** (123%) and **Howard County** (119%).

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

- LUXURY MONTHLY MARKET REVIEW -

SINGLE-FAMILY HOMES

State	Market Name	Median List Price	Median Sold Price	Inventory	New Listings	Sold	Days on Market	Market Status
AB	Calgary	\$1,100,000	\$995,750	610	364	258	14	Seller's
AZ	Chandler and Gilbert	\$999,000	\$990,000	266	151	129	28	Seller's
AZ	Flagstaff	\$1,472,500	\$1,695,000	94	45	25	46	Seller's
AZ	Mesa	\$845,450	\$840,000	206	113	103	24	Seller's
AZ	Paradise Valley	\$4,995,000	\$4,337,500	94	30	24	53	Seller's
AZ	Phoenix	\$862,500	\$800,000	900	489	397	26	Seller's
AZ	Scottsdale	\$1,995,000	\$1,664,781	625	272	234	29	Seller's
AZ	Tucson	\$748,994	\$659,000	692	324	336	5	Seller's
BC	Mid Vancouver Island	\$1,650,000	\$1,499,000	205	111	29	14	Buyer's
BC	Okanagan Valley	\$1,750,000	\$1,605,000	979	410	88	32	Buyer's
BC	Vancouver	\$4,380,000	\$3,310,000	1249	371	87	11	Buyer's
BC	Victoria	\$2,500,000	\$1,875,000	139	82	35	11	Seller's
CA	Central Coast	\$2,895,000	\$2,322,000	269	125	78	12	Seller's
CA	East Bay	\$2,024,500	\$1,975,000	652	463	613	10	Seller's
CA	Greater Palm Springs	\$1,895,000	\$1,677,500	254	120	116	23	Seller's
CA	Lake Tahoe	\$2,275,000	\$1,555,000	169	74	52	8	Seller's
CA	Los Angeles Beach Cities	\$5,995,000	\$3,975,000	303	105	90	10	Seller's
CA	Los Angeles City	\$5,642,500	\$3,412,500	642	253	180	14	Seller's
CA	Los Angeles The Valley	\$2,499,000	\$2,052,000	442	266	257	12	Seller's
CA	Marin County	\$3,499,500	\$3,000,000	98	35	81	9	Seller's
CA	Napa County	\$3,799,000	\$2,419,500	103	29	26	52	Seller's
CA	Orange County	\$2,688,000	\$2,200,000	1057	492	475	9	Seller's
CA	Placer County	\$1,180,000	\$1,075,000	305	74	89	12	Seller's
CA	Sacramento	\$948,944	\$920,000	870	256	254	8	Seller's
CA	San Diego	\$2,150,000	\$1,855,000	1018	560	474	7	Seller's
CA	San Francisco	\$4,250,000	\$3,050,000	108	35	89	9	Seller's
CA	San Luis Obispo County	\$1,700,000	\$1,500,000	191	67	95	16	Seller's
CA	Santa Barbara	\$5,197,500	\$3,495,000	128	71	66	10	Seller's
CA	Silicon Valley	\$3,798,000	\$3,480,000	608	380	360	9	Seller's
CA	Sonoma County	\$2,325,000	\$1,775,000	205	50	87	28	Seller's
CA	Ventura County	\$2,099,000	\$1,800,000	261	137	139	23	Seller's
CO	Aspen	\$13,950,000	\$11,400,000	89	34	7	280	Buyer's
CO	Boulder	\$1,947,500	\$1,515,000	262	159	141	31	Seller's
CO	Colorado Springs	\$950,000	\$840,000	447	259	209	5	Seller's
CO	Denver	\$1,525,000	\$1,385,000	582	355	444	4	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	Douglas County	\$1,349,900	\$1,200,000	299	179	152	5	Seller's
CO	Durango	\$1,710,000	\$1,362,500	114	40	12	60	Buyer's
CO	Summit County	\$3,222,500	\$2,100,000	68	28	8	10	Buyer's
CO	Telluride	\$6,395,000	\$4,350,000	75	26	10	230	Buyer's
CO	Vail	\$5,295,000	\$3,401,000	91	37	7	3	Buyer's
CT	Central Connecticut	\$697,250	\$626,200	396	173	275	6	Seller's
CT	Coastal Connecticut	\$2,195,000	\$1,750,000	606	251	304	19	Seller's
DC	Washington	\$4,888,000	\$3,435,000	55	19	30	6	Seller's
DE	Sussex County Coastal	\$1,399,990	\$1,360,075	134	42	39	6	Seller's
FL	Boca Raton/Delray Beach	\$2,950,000	\$2,071,000	428	178	119	13	Seller's
FL	Coastal Pinellas County	\$1,999,000	\$2,895,000	101	48	19	10	Balanced
FL	Greater Fort Lauderdale	\$1,399,999	\$1,100,000	1154	574	414	13	Seller's
FL	Jacksonville Beaches	\$1,289,000	\$1,190,000	255	128	134	19	Seller's
FL	Lee County	\$1,399,000	\$1,300,000	571	234	161	8	Seller's
FL	Marco Island	\$2,775,000	\$2,425,000	113	31	16	29	Buyer's
FL	Miami	\$1,999,999	\$1,600,000	883	321	167	23	Balanced
FL	Naples	\$4,990,000	\$4,325,000	261	68	40	14	Balanced
FL	Orlando	\$1,240,000	\$1,126,500	664	324	250	7	Seller's
FL	Palm Beach Towns	\$3,125,000	\$3,500,000	221	74	61	21	Seller's
FL	Sarasota & Beaches	\$2,925,000	\$1,936,250	286	111	66	6	Seller's
FL	South Pinellas County	\$1,699,000	\$1,325,000	215	117	77	5	Seller's
FL	South Walton	\$2,422,500	\$2,515,000	380	148	78	15	Balanced
FL	Space Coast	\$850,000	\$750,000	287	138	157	5	Seller's
FL	Tampa	\$799,700	\$675,000	936	558	606	5	Seller's
FL	Weston	\$1,289,950	\$1,000,025	98	65	58	9	Seller's
GA	Atlanta	\$1,500,000	\$1,200,000	670	352	352	5	Seller's
GA	Duluth	\$1,749,000	\$1,482,500	21	13	12	9	Seller's
HI	Island of Hawaii	\$2,100,000	\$1,600,000	121	43	28	9	Seller's
HI	Kauai	\$3,275,000	\$2,100,000	42	11	15	6	Seller's
HI	Maui	\$2,798,000	\$2,500,000	133	41	29	94	Seller's
HI	Oahu	\$3,180,000	\$2,375,000	181	64	56	12	Seller's
ID	Ada County	\$795,000	\$768,700	929	546	387	6	Seller's
ID	Northern Idaho	\$1,597,000	\$1,410,000	390	183	51	40	Buyer's
IL	Chicago	\$1,499,000	\$1,278,500	739	346	522	7	Seller's
IL	DuPage County	\$1,189,000	\$950,000	338	152	213	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
IL	Lake County	\$1,150,000	\$925,000	323	136	213	10	Seller's
IL	Will County	\$700,000	\$625,000	219	108	232	6	Seller's
IN	Hamilton County	\$848,788	\$753,730	146	103	180	4	Seller's
KS	Johnson County	\$802,480	\$815,000	318	102	203	2	Seller's
MA	Cape Cod	\$2,250,000	\$1,642,500	131	49	42	14	Seller's
MA	Greater Boston	\$3,125,000	\$2,500,000	124	52	84	14	Seller's
MA	South Shore	\$1,792,500	\$1,400,000	74	38	53	16	Seller's
MD	Anne Arundel County	\$992,400	\$950,000	192	105	150	5	Seller's
MD	Frederick County	\$850,000	\$881,973	53	41	44	5	Seller's
MD	Howard County	\$1,149,990	\$1,008,000	91	65	94	5	Seller's
MD	Montgomery County	\$1,944,334	\$1,510,000	196	115	177	6	Seller's
MD	Talbot County	\$2,495,000	\$2,592,500	39	6	12	6	Seller's
MD	Worcester County	\$949,450	\$825,000	54	18	15	9	Seller's
MI	Livingston County	\$794,000	\$679,900	111	64	39	7	Seller's
MI	Monroe County	\$629,900	\$560,000	17	6	7	10	Seller's
MI	Oakland County	\$725,000	\$645,000	874	441	443	7	Seller's
MI	Washtenaw County	\$862,500	\$765,000	158	82	95	6	Seller's
MI	Wayne County	\$697,000	\$663,000	224	136	142	8	Seller's
MN	Olmsted County	\$799,900	\$764,000	79	27	40	11	Seller's
MN	Twin Cities	\$1,249,000	\$1,035,000	714	309	360	6	Seller's
MO	Kansas City	\$675,000	\$650,000	1113	367	597	3	Seller's
MO	St. Louis	\$849,900	\$705,500	103	51	140	5	Seller's
NC	Asheville	\$1,100,000	\$897,500	208	87	108	4	Seller's
NC	Charlotte	\$1,150,000	\$915,000	546	294	495	3	Seller's
NC	Lake Norman	\$1,100,000	\$1,075,000	195	88	117	4	Seller's
NC	Raleigh-Durham	\$1,044,561	\$935,500	410	220	340	2	Seller's
NJ	Ocean County	\$909,900	\$820,000	464	200	192	12	Seller's
NV	Lake Tahoe	\$3,770,000	\$2,762,500	152	47	12	46	Buyer's
NV	Las Vegas	\$1,688,888	\$1,399,999	779	335	147	13	Balanced
NV	Reno	\$1,965,000	\$1,652,500	121	47	34	49	Seller's
NY	Finger Lakes	\$2,099,500	\$1,775,000	34	13	7	10	Balanced
NY	Nassau County	\$1,822,500	\$1,513,511	802	263	174	27	Seller's
NY	Staten Island	\$1,250,000	\$1,055,000	169	60	38	30	Seller's
NY	Suffolk County	\$1,750,000	\$1,205,000	957	324	205	23	Seller's
OH	Cincinnati	\$865,000	\$685,000	201	49	89	2	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
ON	GTA - Durham	\$1,699,250	\$1,561,500	256	224	106	8	Seller's
ON	GTA - York	\$2,280,000	\$1,817,500	601	415	164	12	Seller's
ON	Hamilton	\$1,849,900	\$1,567,950	249	176	50	10	Balanced
ON	Mississauga	\$2,899,900	\$2,560,250	157	104	34	15	Seller's
ON	Oakville	\$2,475,000	\$2,400,000	137	106	41	15	Seller's
ON	Toronto	\$3,850,000	\$3,200,000	461	313	127	8	Seller's
ON	Waterloo Region	\$1,450,000	\$1,250,000	174	164	97	8	Seller's
OR	Portland	\$1,350,000	\$1,100,500	579	308	327	5	Seller's
SC	Hilton Head	\$1,999,999	\$1,608,000	229	64	88	6	Seller's
TN	Greater Chattanooga	\$996,950	\$805,000	172	72	65	4	Seller's
TN	Nashville	\$1,728,400	\$1,336,000	558	303	343	3	Seller's
TX	Austin	\$1,100,000	\$1,000,000	1039	653	451	6	Seller's
TX	Collin County	\$764,900	\$735,000	1403	893	796	7	Seller's
TX	Dallas	\$1,375,000	\$1,100,000	413	251	259	6	Seller's
TX	Denton County	\$780,000	\$725,000	966	606	477	6	Seller's
TX	El Paso	\$619,000	\$610,000	138	58	48	8	Seller's
TX	Fort Worth	\$815,000	\$770,525	966	556	489	6	Seller's
TX	Greater Tyler	\$712,450	\$600,000	164	84	43	10	Seller's
TX	Houston	\$975,000	\$850,000	1084	474	453	8	Seller's
TX	Lubbock	\$662,500	\$565,000	80	41	42	48	Seller's
TX	San Angelo	\$695,000	\$585,000	47	20	15	48	Seller's
TX	San Antonio	\$799,000	\$735,000	509	252	207	18	Seller's
TX	The Woodlands & Spring	\$849,950	\$750,000	204	129	194	6	Seller's
UT	Park City	\$4,325,000	\$3,235,000	184	84	31	20	Balanced
UT	Salt Lake City	\$1,125,000	\$1,007,000	448	264	155	10	Seller's
VA	Arlington & Alexandria	\$2,249,000	\$1,807,000	81	40	52	6	Seller's
VA	Charlottesville	\$1,295,000	\$1,025,000	145	44	67	5	Seller's
VA	Fairfax County	\$2,095,000	\$1,500,000	347	153	213	6	Seller's
VA	McLean & Vienna	\$2,899,000	\$1,855,000	154	49	76	6	Seller's
VA	Richmond	\$799,950	\$789,000	217	90	251	7	Seller's
VA	Smith Mountain Lake	\$1,823,250	\$1,255,000	36	13	13	5	Seller's
WA	Greater Seattle	\$1,850,000	\$1,711,500	1213	819	766	5	Seller's
WA	Seattle	\$1,877,500	\$1,680,000	250	194	227	5	Seller's
WA	Spokane	\$1,000,000	\$986,500	115	66	48	6	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	\$799,900	\$690,000	166	53	31	31	Balanced
AZ	Chandler and Gilbert	-	-	-	-	-	-	-
AZ	Flagstaff	-	-	-	-	-	-	-
AZ	Mesa	-	-	-	-	-	-	-
AZ	Paradise Valley	-	-	-	-	-	-	-
AZ	Phoenix	-	-	-	-	-	-	-
AZ	Scottsdale	\$915,000	\$786,500	213	107	90	33	Seller's
AZ	Tucson	-	-	-	-	-	-	-
BC	Mid Vancouver Island	\$799,900	\$854,450	56	44	16	15	Seller's
BC	Okanagan Valley	-	-	-	-	-	-	-
BC	Vancouver	\$1,988,888	\$1,699,000	991	365	111	11	Buyer's
BC	Victoria	\$1,000,000	\$895,000	116	98	73	13	Seller's
CA	Central Coast	\$1,240,000	\$1,100,000	36	22	19	9	Seller's
CA	East Bay	\$1,098,500	\$1,128,000	202	155	168	9	Seller's
CA	Greater Palm Springs	-	-	-	-	-	-	-
CA	Lake Tahoe	\$1,699,000	\$1,207,500	199	99	85	6	Seller's
CA	Los Angeles Beach Cities	\$1,995,000	\$1,700,000	154	79	89	9	Seller's
CA	Los Angeles City	\$1,681,500	\$1,550,000	342	132	112	13	Seller's
CA	Los Angeles The Valley	\$796,500	\$802,100	122	66	117	11	Seller's
CA	Marin County	\$1,280,000	\$1,151,000	18	7	17	12	Seller's
CA	Napa County	-	-	-	-	-	-	-
CA	Orange County	\$1,249,000	\$1,050,000	402	237	275	7	Seller's
CA	Placer County	-	-	-	-	-	-	-
CA	Sacramento	-	-	-	-	-	-	-
CA	San Diego	\$1,197,000	\$1,100,000	346	222	229	7	Seller's
CA	San Francisco	\$2,595,000	\$2,350,000	119	18	39	15	Seller's
CA	San Luis Obispo County	-	-	-	-	-	-	-
CA	Santa Barbara	\$1,447,500	\$1,500,000	16	14	16	9	Seller's
CA	Silicon Valley	\$1,648,000	\$1,590,000	150	91	110	8	Seller's
CA	Sonoma County	\$875,000	\$750,000	15	6	6	26	Seller's
CA	Ventura County	\$750,000	\$757,500	110	57	77	21	Seller's
CO	Aspen	\$4,672,500	\$5,200,000	28	15	6	79	Seller's
CO	Boulder	\$866,950	\$892,500	86	61	44	43	Seller's
CO	Colorado Springs	-	-	-	-	-	-	-
CO	Denver	\$950,000	\$800,000	153	80	69	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
CO	Douglas County	\$557,500	\$595,000	20	18	23	6	Seller's
CO	Durango	\$1,050,000	\$735,000	15	10	9	38	Seller's
CO	Summit County	\$1,450,000	\$1,225,000	31	13	8	5	Seller's
CO	Telluride	-	-	-	-	-	-	-
CO	Vail	\$3,762,500	\$3,302,500	68	12	18	15	Seller's
CT	Central Connecticut	-	-	-	-	-	-	-
CT	Coastal Connecticut	\$1,195,000	\$777,500	184	59	61	23	Seller's
DC	Washington	\$1,800,000	\$1,546,100	183	84	99	7	Seller's
DE	Sussex County Coastal	\$839,000	\$837,000	9	6	10	5	Seller's
FL	Boca Raton/Delray Beach	\$997,000	\$724,000	216	99	99	8	Seller's
FL	Coastal Pinellas County	\$1,300,000	\$1,100,000	83	36	41	7	Seller's
FL	Greater Fort Lauderdale	\$859,000	\$750,000	751	285	240	15	Seller's
FL	Jacksonville Beaches	\$972,450	\$1,200,000	30	20	15	9	Seller's
FL	Lee County	\$824,900	\$800,000	211	71	129	7	Seller's
FL	Marco Island	\$1,749,000	\$1,265,000	35	14	15	16	Seller's
FL	Miami	\$1,480,000	\$1,197,500	1187	318	206	44	Balanced
FL	Naples	\$2,150,000	\$2,350,000	154	50	70	11	Seller's
FL	Orlando	\$574,950	\$567,500	186	87	62	5	Seller's
FL	Palm Beach Towns	\$1,800,000	\$1,349,500	173	55	50	15	Seller's
FL	Sarasota & Beaches	\$1,860,000	\$1,550,000	135	54	51	5	Seller's
FL	South Pinellas County	\$1,050,000	\$900,000	162	66	57	5	Seller's
FL	South Walton	\$1,585,000	\$1,350,000	187	55	41	6	Seller's
FL	Space Coast	\$774,900	\$664,900	115	58	57	34	Seller's
FL	Tampa	\$799,900	\$712,500	149	102	76	4	Seller's
FL	Weston	-	-	-	-	-	-	-
GA	Atlanta	\$739,900	\$660,000	409	215	209	7	Seller's
GA	Duluth	-	-	-	-	-	-	-
HI	Island of Hawaii	\$1,612,500	\$1,640,000	50	19	30	7	Seller's
HI	Kauai	\$2,200,000	\$1,252,500	35	7	15	11	Seller's
HI	Maui	\$2,000,000	\$1,812,500	89	29	42	71	Seller's
HI	Oahu	\$1,199,000	\$925,000	363	107	148	12	Seller's
ID	Ada County	\$617,450	\$634,944	54	28	24	7	Seller's
ID	Northern Idaho	-	-	-	-	-	-	-
IL	Chicago	\$1,200,000	\$950,000	843	346	292	10	Seller's
IL	DuPage County	\$931,500	\$660,000	22	14	27	6	Seller'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
IL	Lake County	-	-	-	-	-	-	-
IL	Will County	-	-	-	-	-	-	-
IN	Hamilton County	-	-	-	-	-	-	-
KS	Johnson County	\$614,500	\$672,123	89	30	30	2	Seller's
MA	Cape Cod	\$850,000	\$1,205,000	28	8	4	9	Buyer's
MA	Greater Boston	\$2,275,000	\$2,050,000	333	120	150	18	Seller's
MA	South Shore	\$862,450	\$832,500	12	6	10	19	Seller's
MD	Anne Arundel County	\$575,990	\$565,000	47	32	61	5	Seller's
MD	Frederick County	-	-	-	-	-	-	-
MD	Howard County	\$618,340	\$590,000	31	30	37	5	Seller's
MD	Montgomery County	\$759,900	\$775,000	116	73	100	7	Seller's
MD	Talbot County	-	-	-	-	-	-	-
MD	Worcester County	\$635,000	\$602,500	55	24	34	5	Seller's
MI	Livingston County	-	-	-	-	-	-	-
MI	Monroe County	-	-	-	-	-	-	-
MI	Oakland County	\$697,000	\$587,000	70	33	25	10	Seller's
MI	Washtenaw County	\$635,995	\$599,000	47	21	11	6	Seller's
MI	Wayne County	\$634,500	\$657,500	102	27	12	8	Buyer's
MN	Olmsted County	-	-	-	-	-	-	-
MN	Twin Cities	-	-	-	-	-	-	-
MO	Kansas City	-	-	-	-	-	-	-
MO	St. Louis	-	-	-	-	-	-	-
NC	Asheville	\$860,000	\$670,000	31	6	15	4	Seller's
NC	Charlotte	\$690,000	\$610,000	176	88	105	5	Seller's
NC	Lake Norman	\$630,000	\$605,000	19	17	12	4	Seller's
NC	Raleigh-Durham	-	-	-	-	-	-	-
NJ	Ocean County	\$849,900	\$940,000	47	21	21	12	Seller's
NV	Lake Tahoe	\$1,297,000	\$1,262,500	26	9	10	52	Seller's
NV	Las Vegas	-	-	-	-	-	-	-
NV	Reno	-	-	-	-	-	-	-
NY	Finger Lakes	-	-	-	-	-	-	-
NY	Nassau County	\$1,499,000	\$1,350,000	96	28	23	36	Seller's
NY	Staten Island	\$639,500	\$609,000	98	38	42	22	Seller's
NY	Suffolk County	\$709,000	\$594,500	160	62	54	20	Seller's
OH	Cincinnati	\$732,500	\$744,950	20	3	12	18	Seller's

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State	Market Name	Median List Price	Median Sold Price	Inventory	New Listings	Sold	Days on Market	Market Status
ON	GTA - Durham	\$824,450	\$810,000	38	37	25	13	Seller's
ON	GTA - York	\$799,000	\$740,000	323	240	85	15	Seller's
ON	Hamilton	\$875,000	\$907,500	19	19	13	13	Seller's
ON	Mississauga	\$949,900	\$902,500	155	112	48	11	Seller's
ON	Oakville	\$1,325,000	\$1,216,500	67	65	36	14	Seller's
ON	Toronto	\$1,249,450	\$1,152,500	926	627	244	11	Seller's
ON	Waterloo Region	\$799,000	\$745,000	59	68	67	10	Seller's
OR	Portland	\$699,000	\$600,000	229	96	86	7	Seller's
SC	Hilton Head	\$999,000	\$994,000	45	17	19	8	Seller's
TN	Greater Chattanooga	-	-	-	-	-	-	-
TN	Nashville	\$812,450	\$704,000	74	54	105	1	Seller's
TX	Austin	\$829,000	\$776,000	219	126	80	6	Seller's
TX	Collin County	-	-	-	-	-	-	-
TX	Dallas	\$850,000	\$650,000	111	59	63	8	Seller's
TX	Denton County	-	-	-	-	-	-	-
TX	El Paso	-	-	-	-	-	-	-
TX	Fort Worth	-	-	-	-	-	-	-
TX	Greater Tyler	-	-	-	-	-	-	-
TX	Houston	\$632,450	\$575,000	146	74	40	12	Seller's
TX	Lubbock	-	-	-	-	-	-	-
TX	San Angelo	-	-	-	-	-	-	-
TX	San Antonio	\$682,500	\$610,000	34	9	7	13	Balanced
TX	The Woodlands & Spring	-	-	-	-	-	-	-
UT	Park City	\$1,699,500	\$1,585,000	108	49	32	4	Seller's
UT	Salt Lake City	\$575,000	\$525,000	165	101	103	12	Seller's
VA	Arlington & Alexandria	\$974,450	\$975,000	100	73	80	6	Seller's
VA	Charlottesville	\$679,900	\$615,000	30	13	8	7	Seller's
VA	Fairfax County	\$747,400	\$695,000	230	164	230	6	Seller's
VA	McLean & Vienna	\$1,208,500	\$1,000,301	34	21	16	6	Seller's
VA	Richmond	-	-	-	-	-	-	-
VA	Smith Mountain Lake	-	-	-	-	-	-	-
WA	Greater Seattle	\$1,162,990	\$1,000,000	279	139	129	5	Seller's
WA	Seattle	\$1,434,500	\$1,124,440	120	47	32	5	Seller's
WA	Spokane	-	-	-	-	-	-	-

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