

INSTITUTE *for*
LUXURY HOME
MARKETING®

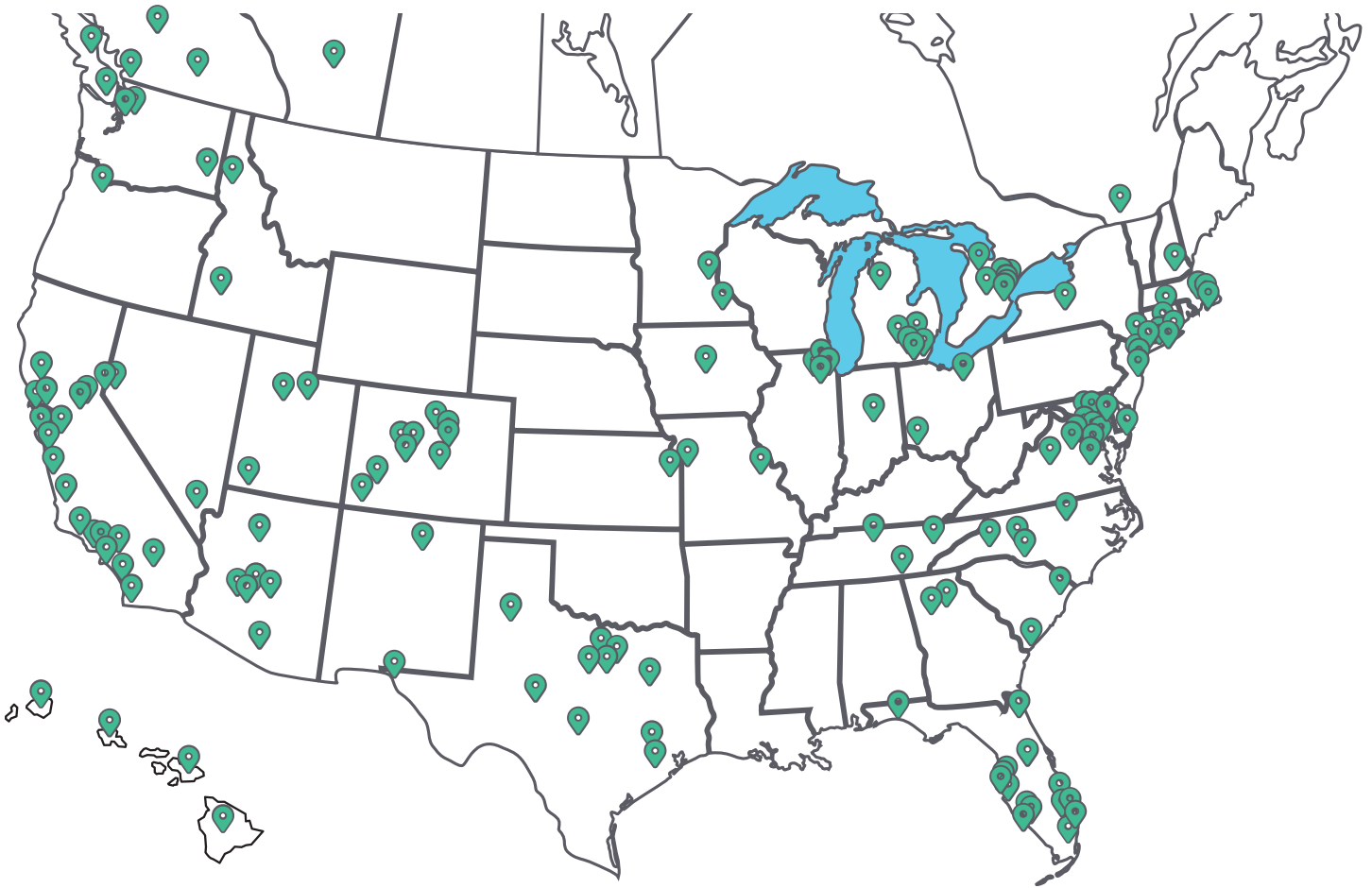
Home of the CLHMS™



LUXURY MARKET REPORT JULY 2024

www.LuxuryHomeMarketing.com

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.

Copyright © 2023 Institute for Luxury Home Marketing | www.luxuryhomemarketing.com | 214.485.3000

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. A Buyer's Market has a Sales Ratio of less than 12%; a Balanced Market has a ratio of 12% up to 21%; a Seller's Market has a ratio of 21% or higher. A Sales Ratio greater than 100% indicates the number of sold listings exceeds the number of listings available at the end of the month.

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



"The most significant trend, after a slow start to the year, is that the North American luxury real estate market has, for the most part, returned to a seller's market."



NORTH AMERICAN LUXURY REVIEW

Mid-Year Review of 2024

This month, we evaluate the luxury real estate market at the six-month mark and where it lies at the end of June 2024.

Statistical Review

The most significant trend, after a slow start to the year, is that the North American luxury real estate market has, for the most part, returned to a seller's market.

June's statistics reveal that out of the 150 single-family home markets researched by The Institute, 95 are seller markets, 32 are balanced (neither favorable to sellers nor buyers), and only 24 favor buyers. Notably, 11 of the buyer markets are either winter resorts or destinations, where real estate sales are typically weaker during the summer months.

The attached market shows an even stronger bias towards sellers. Out of the 103 reviewed, 59 are seller markets, 21 are balanced, and 23 are buyer markets. While June 2024 saw a decrease in sales compared to June 2023—approximately 1.7% for single-family homes and 6.8% for attached properties—sales have surged by 174.5% and 107.7%, respectively, since January 2024. Compared to May 2024, single-family home sales rose by 7%, although attached property sales fell by 13.8%.

Despite not expecting a continued increase in monthly sales during July and August, typically slower months in the real estate calendar, these figures indicate that the overall luxury market across North America is maintaining its strength, especially in terms of demand.

Inventory levels continued to climb, with single-family homes increasing by 34.7% compared to June 2023 and attached properties by 47.2%. More importantly, new inventory each month has also risen, with June continuing this trend with a 23.5% increase for single-family homes and 26.3% for attached properties compared to last June. These factors have been crucial in enhancing sales opportunities over the past six months, despite inventory levels still being below traditional norms.

However, low inventory remains a challenge in many luxury markets, with sellers hesitant to list their homes due to high interest rates. Buyers, in turn, have become very specific in their expectations and are willing to wait for the right property. This has resulted in a steady rather than volatile market.

Some luxury properties have faced downward pressure on prices, allowing buyers more opportunities to negotiate terms such as repairs or closing costs. Nevertheless, as of June 2024, the median sold price for single-family homes increased by 2.0%, and for attached properties by 2.9% compared to June 2023.

Price consistency indicates that the luxury market is still favorable to sellers. Despite discussions about a lack of sales, the sold price-to-list price ratio remains close to 100%. In June, single-family homes sold at an average of 99.09% of their list price, while attached properties sold at an average of 99.10%.

Considering demand, sales, and prices during the first half of 2024, the North American market has demonstrated an increasing resilience that few predicted at the start of the year.



Trends in Review

Overall, the luxury real estate market in North America remains strong due to a combination of several key factors.

Wealthy individuals and families continued to accumulate significant assets, especially during recent periods of strong financial returns from the stock market. This has led them to diversify their portfolios and preserve their wealth by investing in luxury real estate, which is often seen as a stable and lucrative long-term investment. Historically, property values in the luxury segment have appreciated significantly over time, providing a hedge against inflation and market volatility.

The increased level of new inventory entering the market has created more opportunities for buyers, and elevated mortgage rates were not a deterrent for many luxury buyers. A record number of luxury homes were bought in cash during the first half of 2024. According to Redfin's Q1 report, 46.8% of luxury homes purchased in the first three months were bought using cash.

Despite rising inventory levels, the supply of luxury homes in many markets remains below demand. There is sustained demand for luxury properties,



particularly in desirable locations such as major cities, coastal areas, and resort towns. Factors driving this demand include lifestyle choices, investment opportunities, and the appeal of exclusive amenities and communities.

Changes in lifestyle, work-from-home trends, and evolving expectations from a home continue to influence affluent buyers seeking new homes. These individuals are prioritizing homes that offer extensive amenities, larger spaces, and locations that support their desired lifestyle, with properties that have home offices, gyms, outdoor spaces, and proximity to nature being highly sought after.

Buyers have been increasingly seeking homes that can be customized to their preferences, from personalized interior design and bespoke architectural features to adaptable spaces that can change according to the owner's needs and tastes. There is also a growing demand for homes that incorporate sustainable building practices, eco-friendly features, advanced technology to enhance home automation, security, and energy efficiency, as well as dedicated wellness spaces.

When it comes to primary home locations, there seems to be a division between those moving away from populated urban areas to suburban and secondary markets and those who continue to embrace living in urban centers.

Buyers moving out of the city often seek more space, privacy, and a better quality of life while maintaining accessibility to major cities. Meanwhile, those staying in the city prioritize luxury condos and mixed-use developments that provide concierge services, high-end amenities, and convenient access to cultural and social activities.

These factors combine to create a robust and resilient luxury real estate market in North America, appealing to a broad range of buyers and investors both domestically and internationally.

Future Expectations

The luxury real estate market is expected to continue evolving and adapting to changing consumer demands, technological advancements, and economic factors.

Luxury is no longer defined solely by size or price; buyers are seeking premium properties that meet their specific requirements and are willing to pay a premium if the property checks all their boxes.

But sellers need to also recognize that although today's market, while on paper, is favorable to sellers that properties with over inflated prices are unlikely to sell.

The wealthy will continue to be driven by a desire for exclusivity and unique qualities in their new properties, as well as the need to diversify their real estate portfolios, but equally buyers are willing to wait rather than make poor investment purchases.

For those seeking their next home, it is equally important to recognize that while current purchase costs are still at some of the highest levels historically, real estate remains one of the most consistent ways to achieve a good long-term return. Moreover, property ownership provides security and a haven for their families.

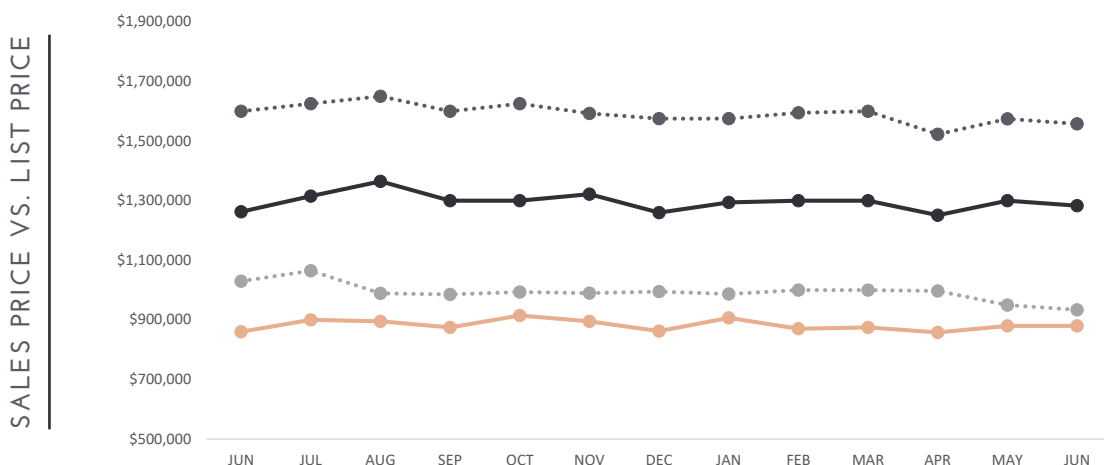
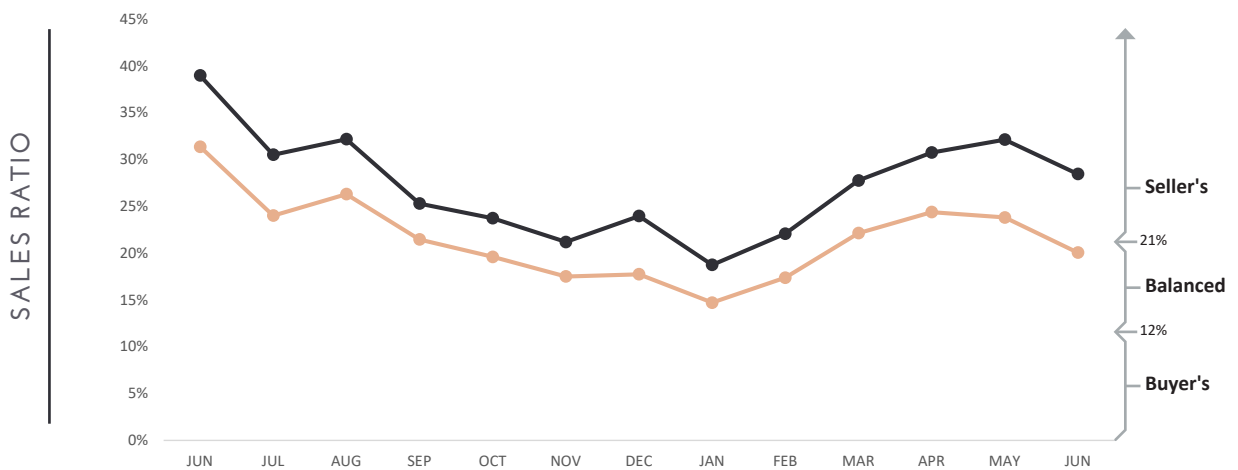
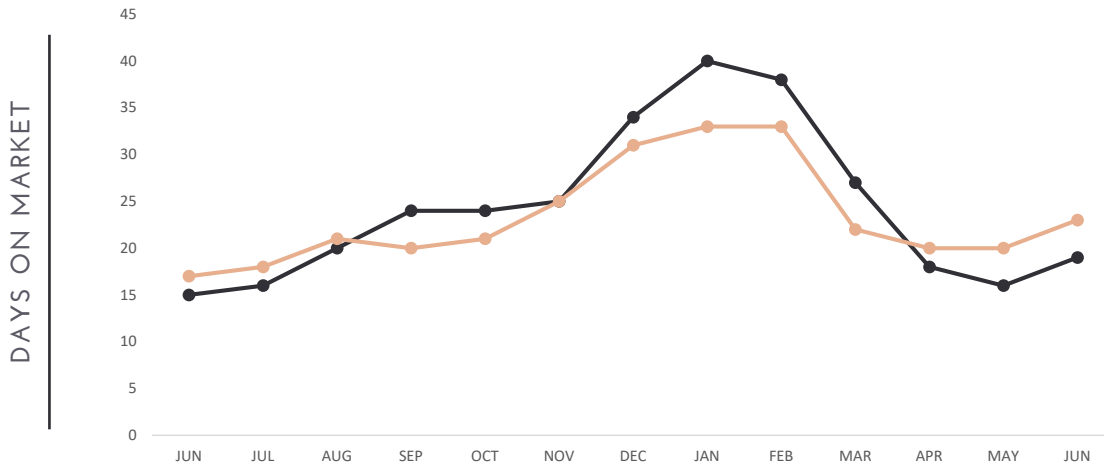


- 13-MONTH MARKET TRENDS -

FOR THE LUXURY NORTH AMERICAN MARKET

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

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



- LUXURY MONTHLY MARKET REVIEW -

A Review of Key Market Differences Year over Year

June 2023 | June 2024

SINGLE-FAMILY HOMES

	June 2023	June 2024		June 2023	June 2024
Median List Price	\$1,599,999	\$1,557,500	Total Inventory	54,934	74,002
Median Sale Price	\$1,262,500	\$1,283,003	New Listings	20,804	25,697
Median SP/LP Ratio	99.92%	99.09%	Total Sold	21,417	21,058
Total Sales Ratio	38.99%	28.46%	Median Days on Market	15	19
Median Price per Sq. Ft.	\$399	\$421	Average Home Size	3,220	3,214

Median prices represent properties priced above respective city benchmark prices.



SINGLE-FAMILY HOMES MARKET SUMMARY | JUNE 2024

- Official Market Type: **Seller's Market** with a **28.46% Sales Ratio**.¹
- Homes are selling for an average of **99.09% of list price**.
- The median luxury threshold² price is **\$912,500**, and the median luxury home sales price is **\$1,283,003**.
- Markets with the Highest Median Sales Price: **Telluride** (\$6,588,660), **Whistler** (\$6,512,500), **Paradise Valley** (\$4,100,000), and **Los Angeles Beach Cities** (\$4,095,000).
- Markets with the Highest Sales Ratio: **Howard County, MD** (108.4%), **St. Louis** (102.6%), **East Bay** (93.7%), and **Baltimore City** (84.2%).

¹Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. 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 2023 | June 2024

ATTACHED HOMES

	June 2023	June 2024		June 2023	June 2024
Median List Price	\$1,029,900	\$934,000	Total Inventory	18,031	26,211
Median Sale Price	\$860,000	\$879,900	New Listings	6,251	7,968
Median SP/LP Ratio	99.75%	99.05%	Total Sold	5,657	5,258
Total Sales Ratio	31.37%	20.06%	Median Days on Market	17	23
Median Price per Sq. Ft.	\$489	\$499	Average Home Size	1,902	1,902

Median prices represent properties priced above respective city benchmark prices.



ATTACHED HOMES MARKET SUMMARY | JUNE 2024

- Official Market Type: **Balanced Market** with a **20.06% Sales Ratio**.¹
- Attached homes are selling for an average of **99.05% of list price**.
- The median luxury threshold² price is **\$700,000**, and the median attached luxury sale price is **\$879,900**.
- Markets with the Highest Median Sales Price: **Manhattan** (\$3,575,000), **Whistler** (\$3,337,500), **Vail** (\$3,095,000), and **Island of Hawaii** (\$2,500,000).
- Markets with the Highest Sales Ratio: **Howard County, MD** (131.7%), **Fairfax County, VA** (129.5%), **Arlington & Alexandria, VA** (101.2%), and **Anne Arundel County** (91.3%).

¹Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. 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 -

State	Market Name	SINGLE FAMILY HOMES					ATTACHED HOMES				
		List Price	Sold Price	DOM	Ratio	Market	List Price	Sold Price	DOM	Ratio	Market
AB	Calgary	\$1,091,500	\$948,000	13	55.5%	Seller's	\$775,000	\$675,000	16	36.0%	Seller's
AZ	Chandler and Gilbert	\$1,150,000	\$995,000	34	39.2%	Seller's	-	-	-	-	-
AZ	Flagstaff	\$1,600,000	\$1,225,000	45	18.3%	Balanced	-	-	-	-	-
AZ	Fountain Hills	\$2,675,000	\$2,000,000	102	21.2%	Seller's	\$667,000	\$699,000	50	68.8%	Seller's
AZ	Mesa	\$889,000	\$810,000	54	33.3%	Seller's	-	-	-	-	-
AZ	Paradise Valley	\$5,945,000	\$4,100,000	112	13.7%	Balanced	-	-	-	-	-
AZ	Phoenix	\$875,000	\$799,500	49	32.2%	Seller's	-	-	-	-	-
AZ	Scottsdale	\$2,100,000	\$1,775,000	63	21.4%	Seller's	\$888,950	\$750,000	53	23.6%	Seller's
AZ	Tucson	\$695,000	\$642,670	24	26.2%	Seller's	-	-	-	-	-
BC	Okanagan Valley	\$1,785,000	\$1,470,000	42	4.8%	Buyer's	-	-	-	-	-
BC	Vancouver	\$4,100,000	\$3,450,000	16	6.8%	Buyer's	\$1,889,900	\$1,695,000	17	7.9%	Buyer's
BC	Whistler	\$5,780,000	\$6,512,500	26	2.5%	Buyer's	\$2,499,000	\$3,337,500	30	5.5%	Buyer's
CA	Central Coast	\$2,999,000	\$2,287,500	17	22.9%	Seller's	\$1,200,000	\$1,095,000	10	31.5%	Seller's
CA	East Bay	\$2,149,000	\$2,042,500	9	93.7%	Seller's	\$1,096,500	\$1,183,000	12	84.3%	Seller's
CA	Greater Palm Springs	\$1,799,000	\$1,625,000	41	16.3%	Balanced	-	-	-	-	-
CA	Lake Tahoe	\$2,350,000	\$1,723,400	11	10.7%	Buyer's	\$1,600,000	\$1,120,000	43	13.2%	Balanced
CA	Los Angeles Beach Cities	\$5,625,000	\$4,095,000	24	13.3%	Balanced	\$1,850,000	\$1,690,000	16	26.4%	Seller's
CA	Los Angeles City	\$4,800,000	\$3,500,000	23	14.6%	Balanced	\$1,668,888	\$1,425,500	21	14.3%	Balanced
CA	Los Angeles The Valley	\$2,549,000	\$2,100,000	28	23.1%	Seller's	\$799,000	\$800,000	29	55.0%	Seller's
CA	Marin County	\$3,495,000	\$2,897,500	19	54.5%	Seller's	\$1,350,000	\$1,201,000	14	81.0%	Seller's
CA	Napa County	\$3,400,000	\$2,400,000	67	10.0%	Buyer's	-	-	-	-	-
CA	Orange County	\$3,247,500	\$2,167,614	15	38.2%	Seller's	\$1,299,000	\$1,185,000	15	57.5%	Seller's
CA	Placer County	\$1,247,000	\$1,035,000	19	34.9%	Seller's	-	-	-	-	-
CA	Sacramento	\$972,700	\$908,500	11	40.2%	Seller's	-	-	-	-	-
CA	San Diego	\$2,388,800	\$1,902,500	11	33.7%	Seller's	\$1,200,000	\$1,150,000	10	34.7%	Seller's
CA	San Francisco	\$4,495,000	\$3,630,000	15	57.0%	Seller's	\$2,947,500	\$2,400,000	25	19.5%	Balanced
CA	San Luis Obispo County	\$1,895,000	\$1,402,500	32	24.4%	Seller's	-	-	-	-	-
CA	Silicon Valley	\$4,299,000	\$3,349,000	8	68.8%	Seller's	\$1,688,000	\$1,640,000	7	61.8%	Seller's
CA	Sonoma County	\$2,495,000	\$1,775,000	29	14.5%	Balanced	\$749,000	\$667,500	18	13.8%	Balanced
CA	Ventura County	\$2,300,000	\$1,762,500	50	25.6%	Seller's	\$774,500	\$752,000	40	40.1%	Seller's
CO	Boulder	\$2,100,000	\$1,600,000	43	19.2%	Balanced	\$908,764	\$805,000	42	19.0%	Balanced
CO	Colorado Springs	\$950,000	\$880,000	12	27.2%	Seller's	\$556,700	\$585,750	34	35.7%	Seller's
CO	Denver	\$1,560,000	\$1,320,000	10	29.8%	Seller's	\$836,445	\$867,500	13	17.7%	Balanced
CO	Douglas County	\$1,299,500	\$1,200,000	15	30.3%	Seller's	\$598,000	\$585,000	17	33.0%	Seller's
CO	Summit County	\$2,969,500	\$2,200,000	14	9.5%	Buyer's	\$1,200,000	\$1,220,000	27	11.4%	Buyer's
CO	Telluride	\$5,800,000	\$6,588,660	193	4.1%	Buyer's	\$3,395,000	\$1,200,000	102	5.3%	Buyer's
CO	Vail	\$7,450,000	\$3,250,000	34	11.1%	Buyer's	\$3,272,500	\$3,095,000	113	7.0%	Buyer's
CT	Central Connecticut	\$699,400	\$640,500	5	81.7%	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 -

State	Market Name	SINGLE FAMILY HOMES					ATTACHED HOMES				
		List Price	Sold Price	DOM	Ratio	Market	List Price	Sold Price	DOM	Ratio	Market
CT	Coastal Connecticut	\$2,199,900	\$1,745,000	12	44.6%	Seller's	\$849,500	\$754,500	11	50.4%	Seller's
DC	Washington D.C.	\$4,000,000	\$2,726,250	8	27.0%	Seller's	\$1,849,000	\$1,685,000	14	29.8%	Seller's
DE	Sussex County Coastal	\$1,499,900	\$1,283,003	11	22.3%	Seller's	\$950,000	\$906,000	4	37.1%	Seller's
FL	Boca Raton/Delray Beach	\$2,597,000	\$2,100,000	52	21.0%	Seller's	\$899,000	\$800,000	55	16.1%	Balanced
FL	Brevard County	\$806,000	\$754,548	22	21.1%	Seller's	\$699,888	\$776,000	57	5.9%	Buyer's
FL	Broward County	\$1,749,000	\$1,415,000	30	13.1%	Balanced	\$698,500	\$610,000	44	9.5%	Buyer's
FL	Coastal Pinellas County	\$2,137,500	\$1,837,500	52	13.5%	Balanced	\$1,250,000	\$1,250,000	48	10.9%	Buyer's
FL	Ft. Lauderdale	\$5,450,000	\$3,500,000	68	6.0%	Buyer's	\$2,495,000	\$1,962,500	68	6.0%	Buyer's
FL	Jacksonville Beaches	\$1,299,950	\$1,240,000	24	22.1%	Seller's	\$957,500	\$920,000	41	25.0%	Seller's
FL	Lee County	\$1,400,000	\$1,300,000	60	8.9%	Buyer's	\$880,000	\$785,000	44	10.2%	Buyer's
FL	Marco Island	\$2,790,000	\$3,100,000	108	13.7%	Balanced	\$1,696,500	\$1,512,500	27	11.6%	Buyer's
FL	Miami	\$1,995,000	\$1,430,000	44	13.5%	Balanced	\$1,450,000	\$1,210,000	102	6.3%	Buyer's
FL	Naples	\$5,498,500	\$3,397,500	86	8.0%	Buyer's	\$2,475,000	\$2,325,000	61	11.2%	Buyer's
FL	Orlando	\$1,250,000	\$1,225,000	22	18.4%	Balanced	\$559,000	\$599,500	25	11.4%	Buyer's
FL	Palm Beach Towns	\$4,035,000	\$1,850,000	53	11.1%	Buyer's	\$1,962,500	\$1,700,000	86	10.0%	Buyer's
FL	Sarasota & Beaches	\$2,695,000	\$1,818,750	73	12.9%	Balanced	\$1,600,000	\$1,525,000	89	10.4%	Buyer's
FL	South Pinellas County	\$1,399,000	\$1,275,000	32	17.2%	Balanced	\$999,900	\$949,000	48	10.2%	Buyer's
FL	South Walton	\$2,550,000	\$2,227,500	53	7.5%	Buyer's	\$1,250,000	\$1,177,500	46	7.2%	Buyer's
FL	Tampa	\$759,995	\$715,000	19	27.2%	Seller's	\$842,250	\$1,427,000	0	30.1%	Seller's
GA	Atlanta	\$1,499,000	\$1,250,000	8	30.0%	Seller's	\$710,000	\$650,000	19	22.5%	Seller's
GA	Duluth	\$1,625,000	\$1,424,500	7	30.0%	Seller's	-	-	-	-	-
HI	Island of Hawaii	\$2,250,000	\$1,400,000	28	16.2%	Balanced	\$1,698,000	\$2,500,000	2	10.1%	Buyer's
HI	Kauai	\$3,295,000	\$2,666,000	51	8.3%	Buyer's	\$1,397,000	\$1,387,500	57	18.2%	Balanced
HI	Maui	\$3,395,000	\$1,832,500	86	12.2%	Balanced	\$1,890,000	\$1,725,000	189	9.7%	Buyer's
HI	Oahu	\$2,950,000	\$2,512,500	17	14.4%	Balanced	\$1,200,000	\$992,500	33	17.2%	Balanced
IA	Greater Des Moines	\$668,900	\$623,000	16	22.7%	Seller's	-	-	-	-	-
ID	Ada County	\$797,700	\$745,900	11	41.4%	Seller's	\$672,950	\$561,607	7	32.3%	Seller's
ID	Northern Idaho	\$1,695,000	\$1,400,000	57	7.2%	Buyer's	-	-	-	-	-
IL	Chicago	\$1,700,000	\$1,253,750	8	57.7%	Seller's	\$1,250,000	\$937,500	18	29.9%	Seller's
IL	DuPage County	\$1,265,900	\$1,100,000	8	75.6%	Seller's	\$699,000	\$650,000	10	61.3%	Seller's
IL	Lake County	\$1,299,000	\$935,000	8	48.8%	Seller's	-	-	-	-	-
IL	Will County	\$674,900	\$668,654	8	64.2%	Seller's	-	-	-	-	-
IN	Hamilton County	\$824,995	\$786,412	5	63.6%	Seller's	-	-	-	-	-
KS	Johnson County	\$800,000	\$804,000	5	39.3%	Seller's	\$654,950	\$610,000	20	25.8%	Seller's
MA	Cape Cod	\$2,499,000	\$1,790,000	22	19.2%	Balanced	\$962,450	\$875,000	27	25.0%	Seller's
MA	Greater Boston	\$3,595,000	\$2,550,000	22	28.4%	Seller's	\$2,499,000	\$1,907,500	34	24.9%	Seller's
MA	South Shore	\$1,792,000	\$1,400,000	19	48.0%	Seller's	\$934,000	\$776,250	21	32.4%	Seller's
MD	Anne Arundel County	\$1,200,000	\$928,920	5	65.0%	Seller's	\$577,000	\$555,000	5	91.3%	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 -

State	Market Name	SINGLE FAMILY HOMES					ATTACHED HOMES				
		List Price	Sold Price	DOM	Ratio	Market	List Price	Sold Price	DOM	Ratio	Market
MD	Baltimore City	\$999,000	\$850,000	5	84.2%	Seller's	\$650,450	\$621,000	9	32.5%	Seller's
MD	Baltimore County	\$999,950	\$920,000	6	33.3%	Seller's	\$599,990	\$595,000	8	51.2%	Seller's
MD	Frederick County	\$959,900	\$906,101	8	42.4%	Seller's	-	-	-	-	-
MD	Howard County	\$1,249,990	\$1,052,500	6	108.4%	Seller's	\$599,990	\$612,668	6	131.7%	Seller's
MD	Montgomery County	\$2,011,448	\$1,625,000	7	71.0%	Seller's	\$812,000	\$740,000	6	84.7%	Seller's
MD	Talbot County	\$2,350,000	\$1,970,000	12	22.2%	Seller's	-	-	-	-	-
MD	Worcester County	\$992,000	\$922,500	34	31.3%	Seller's	\$685,000	\$558,000	23	21.2%	Seller's
MI	Grand Traverse	\$1,195,000	\$983,500	43	10.9%	Buyer's	-	-	-	-	-
MI	Livingston County	\$735,000	\$695,000	9	46.4%	Seller's	-	-	-	-	-
MI	Monroe County	\$724,950	\$567,450	31	50.0%	Seller's	-	-	-	-	-
MI	Oakland County	\$849,450	\$650,000	7	44.2%	Seller's	\$674,500	\$600,000	9	28.4%	Seller's
MI	Washtenaw County	\$914,995	\$783,333	24	38.8%	Seller's	\$625,735	\$725,000	48	20.6%	Balanced
MI	Wayne County	\$764,450	\$640,000	8	63.3%	Seller's	\$726,900	\$625,000	17	20.5%	Balanced
MN	Olmsted County	\$899,950	\$738,000	12	21.7%	Seller's	-	-	-	-	-
MN	Twin Cities	\$1,250,000	\$1,030,000	13	30.2%	Seller's	-	-	-	-	-
MO	Kansas City	\$719,900	\$680,500	5	38.1%	Seller's	-	-	-	-	-
MO	St. Louis	\$749,900	\$695,000	8	102.6%	Seller's	-	-	-	-	-
NC	Asheville	\$1,095,000	\$907,500	13	29.2%	Seller's	\$630,000	\$615,000	19	24.5%	Seller's
NC	Charlotte	\$1,200,000	\$995,000	4	55.7%	Seller's	\$633,098	\$643,500	9	32.4%	Seller's
NC	Lake Norman	\$1,282,000	\$1,100,000	9	33.2%	Seller's	\$578,545	\$647,000	14	28.8%	Seller's
NC	Raleigh-Durham	\$1,189,000	\$926,000	4	48.5%	Seller's	-	-	-	-	-
NH	Rockingham County	\$1,462,500	\$1,383,004	6	74.4%	Seller's	\$889,900	\$879,900	10	56.4%	Seller's
NJ	Bergen County	\$2,394,000	\$1,848,500	19	25.9%	Seller's	\$1,281,500	\$1,110,000	36	27.4%	Seller's
NJ	Ocean County	\$999,000	\$857,500	19	29.0%	Seller's	\$914,450	\$875,000	22	16.3%	Balanced
NM	Taos	\$1,290,000	\$900,000	38	6.9%	Buyer's	-	-	-	-	-
NV	Lake Tahoe	\$3,156,500	\$2,812,500	32	9.3%	Buyer's	\$1,199,000	\$1,925,000	27	13.2%	Balanced
NV	Las Vegas	\$1,800,000	\$1,512,500	28	17.1%	Balanced	-	-	-	-	-
NV	Reno	\$2,275,000	\$1,710,000	70	15.3%	Balanced	-	-	-	-	-
NY	Dutchess & Putnam Counties	\$999,000	\$910,000	27	18.1%	Balanced	-	-	-	-	-
NY	Manhattan	-	-	-	-	-	\$4,630,000	\$3,575,000	106	8.0%	Buyer's
NY	Nassau County	\$1,899,000	\$1,565,000	25	23.3%	Seller's	\$1,525,000	\$1,080,000	23	18.6%	Balanced
NY	Rockland, Orange, & Ulster	\$1,294,250	\$989,500	31	12.8%	Balanced	-	-	-	-	-
NY	Staten Island	\$1,250,000	\$1,136,250	29	15.5%	Balanced	\$660,000	\$638,000	28	28.7%	Seller's
NY	Suffolk County	\$1,925,000	\$1,256,500	28	17.6%	Balanced	\$817,500	\$680,000	26	43.7%	Seller's
NY	Westchester County	\$1,999,997	\$1,675,000	13	53.6%	Seller's	-	-	-	-	-
OH	Cincinnati	\$859,400	\$755,500	2	45.9%	Seller's	-	-	-	-	-
OH	Cleveland Suburbs	\$698,837	\$647,500	20	72.7%	Seller's	-	-	-	-	-
OH	Columbus	\$850,000	\$735,000	6	49.5%	Seller's	\$675,000	\$674,900	36	42.6%	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 -

State	Market Name	SINGLE FAMILY HOMES					ATTACHED HOMES				
		List Price	Sold Price	DOM	Ratio	Market	List Price	Sold Price	DOM	Ratio	Market
ON	GTA - Durham	\$1,775,000	\$1,580,000	10	14.8%	Balanced	\$860,400	\$840,000	10	16.7%	Balanced
ON	GTA - York	\$2,488,000	\$2,028,000	14	19.7%	Balanced	\$799,900	\$750,000	24	15.3%	Balanced
ON	Hamilton	\$1,799,900	\$1,600,000	21	10.9%	Buyer's	\$977,250	\$945,000	14	11.9%	Buyer's
ON	Mississauga	\$2,888,444	\$2,477,500	15	10.3%	Buyer's	\$949,999	\$941,250	22	17.4%	Balanced
ON	Oakville	\$2,980,000	\$2,197,500	15	14.2%	Balanced	\$1,288,000	\$1,299,000	46	22.0%	Seller's
ON	Toronto	\$3,695,000	\$3,335,000	12	15.4%	Balanced	\$1,199,000	\$1,104,000	15	13.1%	Balanced
ON	Waterloo Region	\$1,485,000	\$1,270,000	13	23.9%	Seller's	\$793,781	\$775,000	21	23.2%	Seller's
OR	Portland	\$1,300,000	\$1,134,300	14	26.0%	Seller's	\$675,000	\$635,000	28	14.2%	Balanced
SC	Charleston	-	-	-	-	-	-	-	-	-	-
SC	Hilton Head	\$1,899,000	\$1,437,500	36	26.6%	Seller's	\$992,000	\$1,064,500	11	39.1%	Seller's
TN	Greater Chattanooga	\$899,950	\$880,000	8	22.5%	Seller's	-	-	-	-	-
TN	Knoxville	\$950,000	\$882,450	11	44.2%	Seller's	-	-	-	-	-
TN	Nashville	\$1,699,900	\$1,404,820	9	26.0%	Seller's	\$714,930	\$739,750	13	15.7%	Balanced
TX	Austin	\$2,300,000	\$1,737,500	35	9.3%	Buyer's	\$1,185,000	\$1,049,000	46	9.1%	Buyer's
TX	Collin County	\$749,900	\$720,000	20	29.9%	Seller's	-	-	-	-	-
TX	Dallas	\$1,350,000	\$1,077,000	14	24.7%	Seller's	\$699,000	\$688,105	27	16.2%	Balanced
TX	Denton County	\$799,981	\$779,750	19	27.7%	Seller's	-	-	-	-	-
TX	El Paso	\$647,000	\$715,000	16	13.3%	Balanced	-	-	-	-	-
TX	Fort Worth	\$899,000	\$822,500	14	32.2%	Seller's	-	-	-	-	-
TX	Greater Tyler	\$695,000	\$618,375	36	11.1%	Buyer's	-	-	-	-	-
TX	Houston	\$993,986	\$921,500	32	22.6%	Seller's	\$619,790	\$609,000	27	21.7%	Seller's
TX	Lubbock	\$698,500	\$672,000	69	19.9%	Balanced	-	-	-	-	-
TX	San Angelo	\$637,450	\$622,500	89	11.1%	Buyer's	-	-	-	-	-
TX	San Antonio	\$800,000	\$751,000	44	17.3%	Balanced	\$695,000	\$650,000	138	1.4%	Buyer's
TX	Tarrant County	\$850,000	\$825,000	16	31.0%	Seller's	-	-	-	-	-
TX	The Woodlands & Spring	\$839,900	\$774,098	30	45.4%	Seller's	-	-	-	-	-
UT	Park City	\$4,324,500	\$3,054,500	19	10.2%	Buyer's	\$1,850,000	\$2,461,500	59	22.0%	Seller's
UT	Salt Lake City	\$1,225,000	\$1,050,000	27	32.3%	Seller's	\$599,000	\$578,023	41	30.2%	Seller's
UT	Washington County	\$1,557,500	\$1,237,450	95	12.6%	Balanced	-	-	-	-	-
VA	Arlington & Alexandria	\$2,395,000	\$1,657,500	8	49.5%	Seller's	\$1,112,450	\$1,050,000	6	101.2%	Seller's
VA	Fairfax County	\$2,398,000	\$1,499,944	7	63.7%	Seller's	\$773,889	\$730,000	5	129.5%	Seller's
VA	McLean & Vienna	\$2,999,000	\$2,000,000	7	42.1%	Seller's	\$1,249,000	\$956,250	5	62.1%	Seller's
VA	Richmond	\$825,000	\$816,200	7	57.0%	Seller's	\$594,039	\$587,814	15	28.2%	Seller's
VA	Smith Mountain Lake	\$1,495,000	\$1,710,000	7	16.7%	Balanced	-	-	-	-	-
WA	King County	\$1,998,400	\$1,716,550	6	55.2%	Seller's	\$1,249,975	\$1,030,993	10	32.8%	Seller's
WA	Seattle	\$1,985,000	\$1,605,000	6	41.0%	Seller's	1495000	1149000	14	16.8%	Balanced
WA	Spokane	1100000	980000	7	15.2%	Balanced	-	-	-	-	-

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

INSTITUTE *for*
LUXURY HOME
MARKETING[®]