

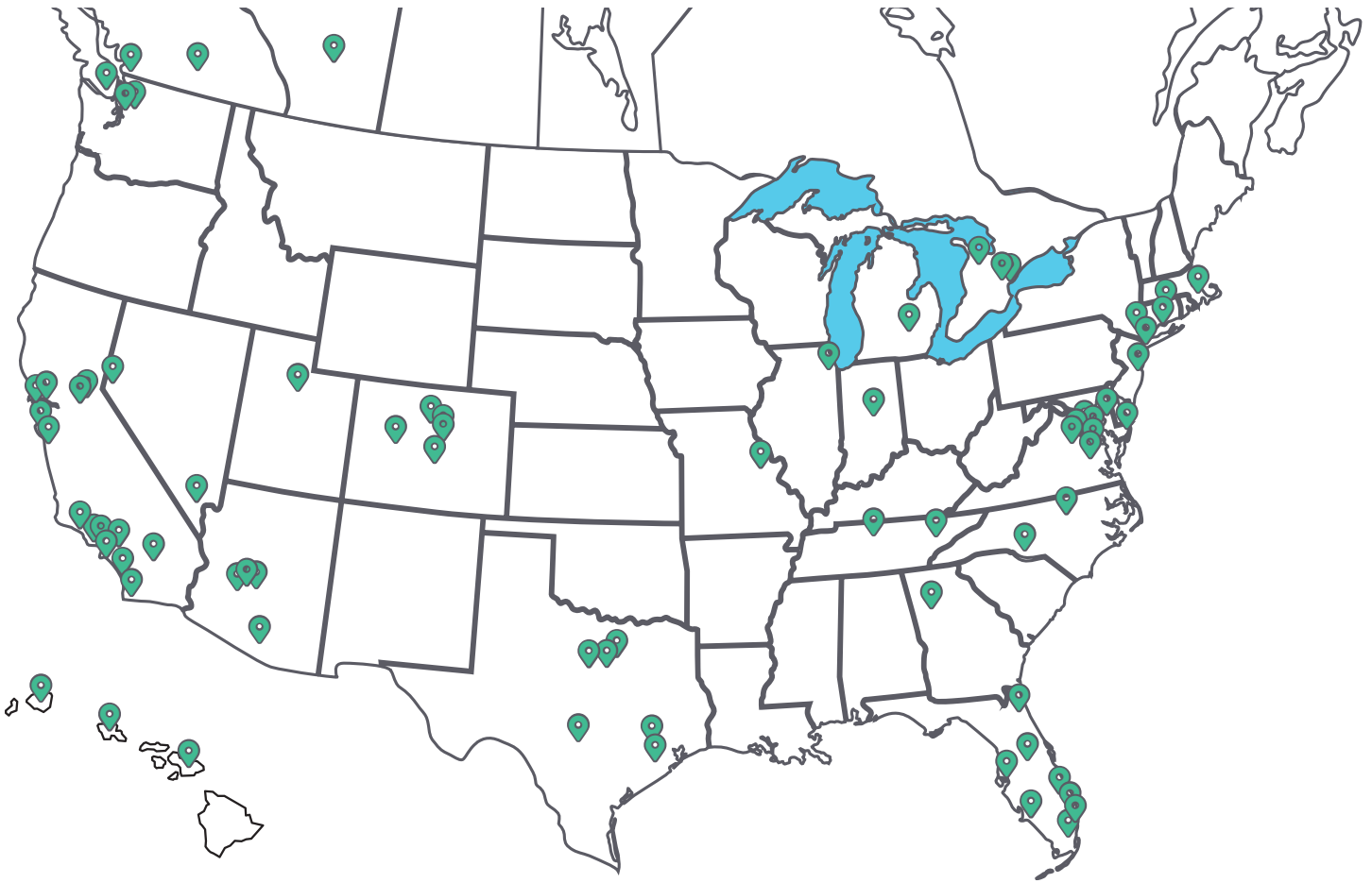
LUXURY MARKET REPORT

- December 2019 -

INSTITUTE *for*
LUXURY HOME
MARKETING®

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.

- 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.



“While each market certainly has its own nuances, an overall trend has become very apparent in the luxury market – it’s all about the finding a more ‘holistic approach to living.’ Savvy homeowners, luxury real estate professionals, developers, architects, and designers are all reporting a significant importance being placed on the infusion of a healthier cadence into our everyday working and living environments.”



NORTH AMERICAN LUXURY REVIEW

As the year draws to a close, November's statistics reveal that the luxury market remains solid, prices stable, and the median length of time, as well as the selling price to list price ratios, remain consistent. Sales are decreasing, but this is reflective of both the time of year and ultra-high-priced luxury properties selling at a slower rate than in previous years.

The luxury segment of real estate is often described as being a minor part of the whole industry, but is readily recognized as being a major influencer in creating trends and providing a barometer to changes for the industry. This month we are taking the opportunity to report on some of the key trends in 2019 that are responsible for creating and maintaining today's affluent influence.

While each market certainly has its own nuances, an overall trend has become very apparent in the luxury market – it's all about the finding a more 'holistic approach to living.' Savvy homeowners, luxury real estate professionals, developers, architects, and designers are all reporting a significant importance being placed on the infusion of a healthier cadence into our everyday working and living environments.

Luxury is now about creating a comfortable experience that affords the feeling of luxurious well-being. These trends have certainly impacted real estate across North America, and it is anticipated that their influence will be far reaching into 2020s and beyond.

Migration to New Markets

This year saw a continuation and escalation of real estate investment into 2nd and even 3rd tier markets. Cities such as Dallas, Houston, Denver, Seattle, and Las Vegas may have been on the radar in 2018, but 2019 saw communities such as Jacksonville, Charlotte, Nashville, Cincinnati, Boise, and Kansas City added as markets of growth.

A combination of affordable property values, lower taxes, new job opportunities, and a more sustainable lifestyle has resulted in a migration away from the major metropolises to these secondary markets. As reported last month this trend is now global.

The broad picture indicates that the affluent are diversifying their portfolios. They are investing in both major cities and these new markets, but with clear differences being the smaller size of the properties they are purchasing and the amenities on their list of requirements.

It must be recognized that the affluent are an integral part of the movement to these new markets, after



all they are often the instigators looking to maximize the potential revenue for their corporations, personal businesses, or start-up entrepreneurial ventures.

Luxury properties now need to be more than stopping off locations for a week here and there, they have to offer the full home experience allowing executives to live, play and work – and bring their family and pets with them too!

New Groups of Influence

This year there has been a growing acknowledgement of the power of the millennials. This group, which is anticipated to overtake baby boomers in numbers by the end of 2019, is also a generation set to inherit the greatest wealth by 2030. According to a recent report by Coldwell Banker Global Luxury, this figure is estimated at nearly \$68 trillion.

Millennials may have initially been slower to accumulate wealth and partake in homeownership than previous generations, likely due to the 2008 recession. But research now shows over 92% of millennial millionaires are homeowners who recognize that real estate is a way to build wealth. Their influence will continue to be profound and is already being translated when we look at the significant changes in the types of properties, locations, and amenities in demand.

Terms such as ‘Hipsturbia’ have joined the landscape – as downtown cores have become too expensive, they have been replicated in many suburban communities. The concept of live/work/play in a vibrant, evolving neighborhood has proven to be a success – especially amongst the millennials.

At the opposite end of the spectrum, baby boomers are also wielding their influence as life expectancy has risen by 25 years during the past century. Scientific advances in medicine and healthier lifestyles have resulted in a generation who is still independent. Research shows that a return to downtowns, even hipsturbia communities and multi-family properties, saw a significant increase in demand from this demographic. This group is selling their larger suburban properties and looking for city convenience, with walkability and amenities in easy reach.

Health & Wellness

In the midst of a world where speed and instant gratification are at a touch of a button – there has been a growing recognition for a need to find time for relaxation in a home that embodies a sense of wellness.

Consumer demand for wellness in their homes and communities has grown exponentially as well as globally in 2019. The increased attention paid to tackling today’s uniquely modern problems such as poor air, water and lighting quality, sedentary lives, unhealthy diets, stress, social isolation and loneliness, pollution, and nature-deprivation, has created powerful opportunities.

Leading builders, developers, and affluent investors in real estate recognized that this was not just a hot new trend, but a growing necessity that needed to be incorporated into both our live and work environments.

As a result, there has been an increased emphasis to build real estate that is eco-sensitive, providing environments that offer well-being, natural elements, and healthy amenities.

From custom designed homes and new condominium buildings to planned residential communities, the inclusion of wellness structurally as well as in the design, features, and amenities has fast become synonymous with the "rule rather than the exception" especially for affluent in their real estate choices.



The Natural Way – Design Impacts

In keeping with the importance of living holistically, 2019 integrated the ‘less is more attitude,’ with a shift to more multi-functional spaces. 10-car garages were transformed in shareable space for ‘toys’ for outdoor activities, gyms, and swimming pool areas were re-energized with the addition of calm spaces for meditation and yoga.

Plants became significant again with big, bold plants in homes, terraces and roof top gardens. So too did the use of big, bold colors as splashes of vibrancy on natural palates, but with a recognition to creating sense of balance. Bold was paired with neutral hues of white and grey as either statement pieces or accents.

One of the biggest nods to holistic wellness was the integration of natural woods, textures and terra cotta colors, which were added to walls and increasingly to ceilings – adding character or that ‘wow’ factor to the 2018’s mono-chromatic modern finishes.

Perhaps in appreciation to our society’s change towards gender bias, mixing masculine and feminine elements within a room to achieve a balance became a strong designer theme. Dark tones, bold designs and heavy leather were mixed with light colors, clean lines and delicate fixtures.

Trends for 2020 forecast a continuation of these trends with neutral colors moving from cooler shades to warmer tones, two-tone color palates that incorporate the yin and yang of life, and geometric patterns becoming featured on walls and ceilings, all the while maintaining a sense of balance.

The art of selling and buying in this market needs a critical and analytical approach, understanding the realities and setting expectations accordingly will ensure that goals are achieved. The most lucrative real estate niches largely depend on market trends and shifting buying interests, but there are always long-term money makers.

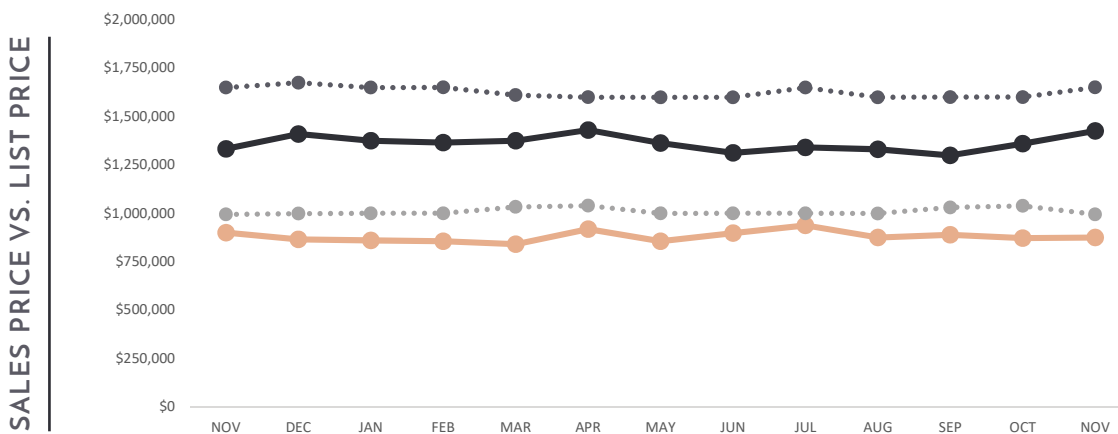
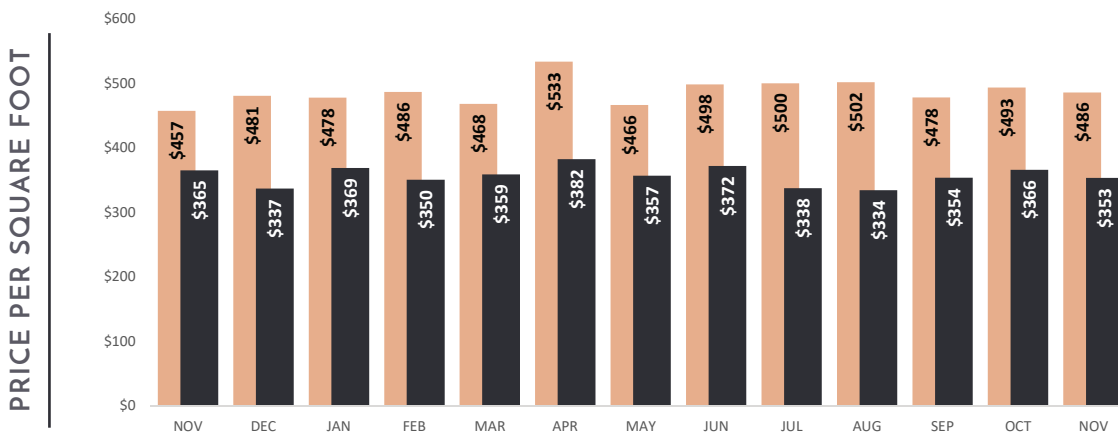
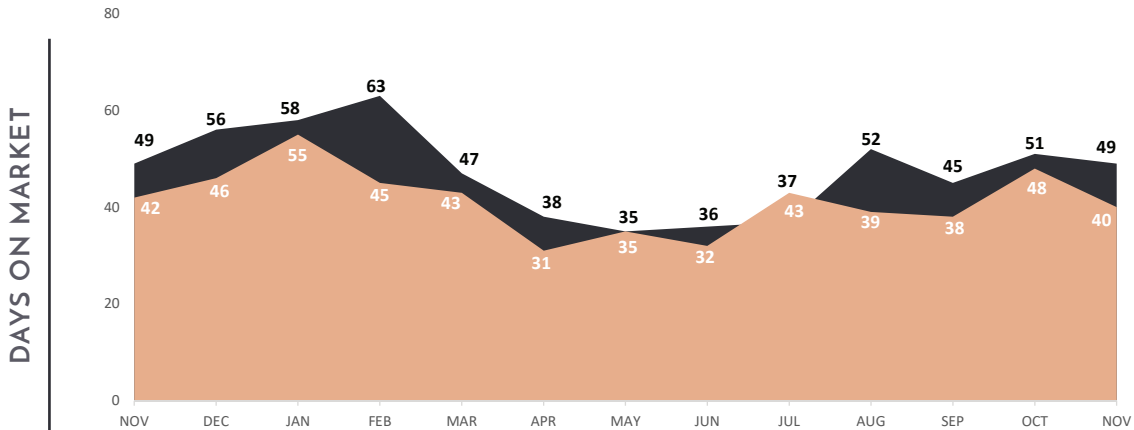
For homeowners looking to sell their luxury home in today’s market, we recommend working with a Realtor who can capitalize on the preferences of current investors. By carefully focusing on the lifestyle-specific niche your property offers and highlighting amenities in line with trends, a home can be marketed effectively to connect with the right potential buyers.

- 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 between statistics published between the November 2019 and December 2019 Luxury Market Reports are due to the addition of Colorado Springs, CO.

- LUXURY MONTHLY MARKET REVIEW -

A Review of Key Market Differences Month Over Month

October 2019 | November 2019

SINGLE-FAMILY HOMES

	October	November		October	November
Median List Price	\$1,600,000	\$1,671,900	Total Inventory	46,917	42,165
Median Sale Price	\$1,360,000	\$1,425,000	New Listings	11,230	7,550
Median SP/LP Ratio	96.76%	96.94%	Total Sold	6,888	6,237
Total Sales Ratio	14.68%	14.79%	Median Days on Market	51	49
Median Price per Sq. Ft.	\$366	\$353	Average Home Size	3,797	3,807

Median prices represent properties priced above respective city benchmark prices.



SINGLE-FAMILY HOMES MARKET SUMMARY | NOVEMBER 2019

- Official Market Type: **Buyer's Market** with a **14.79% Sales Ratio**.¹
- Homes are selling for an average of **96.94% of list price**.
- The median luxury threshold² price is **\$945,000**, and the median luxury home sales price is **\$1,425,000**.
- Markets with the Highest Median Sales Price: **LA Beach Cities** (\$3,500,000), **Vancouver** (\$3,330,000), **San Francisco** (\$3,210,000), and **Toronto** (\$3,080,000).
- Markets with the Highest Sales Ratio: **San Francisco** (59%), **Seattle** (57%), **Silicon Valley** (47%), and **Boulder** (42%).

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 Month Over Month

October 2019 | November 2019

ATTACHED HOMES

	October	November		October	November
Median List Price	\$1,038,000	\$994,500	Total Inventory	17,461	16,801
Median Sale Price	\$871,250	\$874,500	New Listings	4,808	3,599
Median SP/LP Ratio	98.22%	98.17%	Total Sold	2,544	2,228
Total Sales Ratio	14.57%	13.26%	Median Days on Market	48	40
Median Price per Sq. Ft.	\$493	\$486	Average Home Size	2,024	1,949

Median prices represent properties priced above respective city benchmark prices.



ATTACHED HOMES MARKET SUMMARY | NOVEMBER 2019

- Official Market Type: **Buyer's Market** with a **13.26% Sales Ratio**.¹
- Attached homes are selling for an average of **98.17% of list price**.
- The median luxury threshold² price is **\$685,000**, and the median attached luxury sale price is **\$874,500**.
- Markets with the Highest Median Sales Price: **Vail** (\$3,925,000), **San Francisco** (\$2,374,500), **Palm Beach Towns** (\$2,315,000), and **Greater Boston** (\$2,249,500).
- Markets with the Highest Sales Ratio: **Silicon Valley** (83%), **GTA-Durham** (57%), **Douglas County** (53%), and **Marin County** (50%).

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	\$1,199,000	\$1,105,000	599	139	55	77	Buyer's
AZ	Paradise Valley	\$2,995,000	\$2,650,000	228	49	23	128	Buyer's
AZ	Phoenix	\$749,900	\$638,000	668	173	176	56	Seller's
AZ	Scottsdale	\$1,700,000	\$1,425,000	856	166	107	77	Buyer's
AZ	Tucson	\$759,475	\$615,000	680	154	75	29	Buyer's
BC	Okanagan Valley	\$1,650,000	\$1,535,000	620	100	29	111	Buyer's
BC	Vancouver	\$3,998,400	\$3,330,000	1,088	196	55	54	Buyer's
BC	Victoria	\$1,887,500	\$1,438,500	354	69	44	39	Buyer's
CA	Los Angeles Beach Cities	\$5,295,000	\$3,500,000	367	70	66	28	Balanced
CA	Los Angeles City	\$4,324,500	\$2,877,500	888	197	112	37	Buyer's
CA	Los Angeles The Valley	\$2,127,000	\$1,825,000	530	133	119	36	Seller's
CA	Marin County	\$4,295,000	\$2,600,000	93	7	25	52	Seller's
CA	Napa County	\$3,200,000	\$1,630,000	139	12	10	98	Buyer's
CA	Orange County	\$2,589,000	\$1,750,000	1,379	204	228	51	Balanced
CA	Palm Springs & Palm Desert	\$1,849,000	\$1,500,000	508	126	42	42	Buyer's
CA	Placer County	\$997,000	\$880,000	188	32	41	43	Seller's
CA	Sacramento	\$788,500	\$710,000	684	176	243	28	Seller's
CA	San Diego	\$2,250,000	\$1,608,000	1,116	232	248	35	Seller's
CA	San Francisco	\$4,335,000	\$3,210,000	70	8	41	25	Seller's
CA	Santa Barbara	\$4,200,000	\$2,350,000	283	30	19	12	Buyer's
CA	Silicon Valley	\$3,991,500	\$3,020,000	230	42	108	15	Seller's
CA	Ventura County	\$1,800,000	\$1,615,000	355	77	55	63	Balanced
CO	Boulder	\$1,515,000	\$1,512,500	100	25	42	65	Seller's
CO	Colorado Springs	\$775,000	\$699,900	358	62	82	37	Seller's
CO	Denver	\$975,000	\$855,000	993	201	329	22	Seller's
CO	Douglas County	\$1,299,950	\$970,000	270	47	49	32	Balanced

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

- LUXURY MONTHLY MARKET REVIEW -

SINGLE-FAMILY HOMES

State	Market Name	Median List Price	Median Sold Price	Inventory	New Listings	Sold	Days on Market	Market Status
CO	Vail	\$4,995,000	\$3,067,000	120	5	2	263	Buyer's
CT	Central Connecticut	\$650,000	\$587,500	476	69	45	40	Buyer's
CT	Coastal Connecticut	\$1,690,000	\$1,447,500	1,357	101	92	102	Buyer's
DC	Washington D.C.	\$2,999,999	\$2,525,000	73	15	17	24	Seller's
FL	Boca Raton & Delray Beach	\$2,249,000	\$1,800,000	588	97	29	68	Buyer's
FL	Coastal Pinellas County Towns	\$1,699,200	\$1,425,000	84	19	9	189	Buyer's
FL	Greater Fort Lauderdale	\$1,349,000	\$950,000	1,537	221	109	93	Buyer's
FL	Jacksonville Beaches	\$1,295,000	\$1,225,000	297	31	21	74	Buyer's
FL	Miami	\$1,350,000	\$1,037,950	1,417	220	76	160	Buyer's
FL	Naples	\$2,195,000	\$1,522,500	730	114	48	65	Buyer's
FL	Orlando	\$1,599,000	\$1,360,000	463	71	50	140	Buyer's
FL	Palm Beach Towns	\$3,250,000	\$2,395,000	389	59	11	258	Buyer's
FL	Sarasota & Beaches	\$1,671,900	\$1,635,000	597	96	35	125	Buyer's
FL	Tampa	\$789,000	\$699,500	783	137	152	49	Balanced
GA	Atlanta	\$1,175,000	\$923,000	1,159	210	160	35	Buyer's
HI	Kauai	\$2,500,000	\$1,677,000	159	17	7	168	Buyer's
HI	Maui	\$3,300,000	\$2,337,500	198	35	12	134	Buyer's
HI	Oahu	\$3,100,000	\$2,940,000	270	51	21	81	Buyer's
IL	Chicago	\$1,245,000	\$1,025,000	1,557	207	186	81	Buyer's
IN	Hamilton County	\$746,000	\$700,000	268	48	51	25	Balanced
MA	Greater Boston	\$3,547,500	\$2,640,000	118	10	47	53	Seller's
MD	Montgomery County	\$1,822,000	\$1,390,000	296	42	62	28	Balanced
MD	Talbot County	\$1,775,000	\$1,667,500	105	2	8	138	Buyer's
MD	Worcester County	\$892,000	\$965,000	48	4	7	72	Buyer's
MI	Oakland County	\$739,900	\$615,000	1,033	195	134	33	Buyer's
MO	St. Louis	\$775,000	\$715,000	180	34	45	48	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
NC	Charlotte	\$899,500	\$826,250	829	157	180	41	Seller's
NC	Raleigh-Durham	\$716,540	\$649,990	988	139	199	0	Balanced
NJ	Ocean County	\$875,000	\$810,000	665	112	88	71	Buyer's
NV	Las Vegas	\$749,000	\$645,500	1,685	327	284	44	Balanced
NV	Reno	\$1,389,500	\$1,156,900	114	7	20	122	Balanced
NY	Brooklyn	\$1,588,000	\$1,300,000	277	43	17	83	Buyer's
NY	Staten Island	\$1,199,000	\$995,000	203	25	11	149	Buyer's
ON	GTA - Durham	\$1,599,900	\$1,256,250	242	52	22	44	Buyer's
ON	GTA - York	\$2,384,000	\$1,846,000	714	184	68	42	Buyer's
ON	Toronto	\$3,480,000	\$3,080,000	517	167	60	28	Buyer's
TN	Knox County	\$775,000	\$632,450	228	44	42	20	Balanced
TN	Nashville	\$1,096,000	\$949,000	330	103	81	37	Seller's
TX	Austin	\$1,100,000	\$812,500	508	135	159	17	Seller's
TX	Collin County	\$715,800	\$643,850	823	142	94	49	Buyer's
TX	Dallas	\$975,000	\$869,750	827	153	117	33	Buyer's
TX	Fort Worth	\$879,000	\$750,000	741	130	103	51	Buyer's
TX	Houston	\$819,995	\$715,000	1,912	376	225	38	Buyer's
TX	The Woodlands & Spring	\$855,000	\$718,000	445	96	58	48	Buyer's
UT	Park City	\$3,497,500	\$2,535,000	238	17	27	121	Buyer's
VA	Arlington & Alexandria	\$1,899,000	\$1,870,000	96	20	17	58	Balanced
VA	Fairfax County	\$1,700,000	\$1,500,000	469	86	62	42	Buyer's
VA	McLean & Vienna	\$1,932,500	\$1,700,000	212	40	33	54	Balanced
VA	Richmond	\$876,890	\$771,075	184	32	56	26	Seller's
WA	Greater Seattle	\$1,945,000	\$1,650,000	697	97	248	27	Seller's
WA	Seattle	\$1,850,000	\$1,534,870	187	32	107	22	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	\$845,000	\$768,750	265	67	20	59	Buyer's
AZ	Paradise Valley	-	-	-	-	-	-	-
AZ	Phoenix	-	-	-	-	-	-	-
AZ	Scottsdale	\$739,500	\$620,000	234	65	39	57	Balanced
AZ	Tucson	-	-	-	-	-	-	-
BC	Okanagan Valley	-	-	-	-	-	-	-
BC	Vancouver	\$1,888,000	\$1,599,500	737	153	60	48	Buyer's
BC	Victoria	\$819,000	\$749,950	289	57	62	24	Seller's
CA	Los Angeles Beach Cities	\$1,795,000	\$1,500,000	169	36	59	26	Seller's
CA	Los Angeles City	\$1,499,950	\$1,255,000	350	93	70	28	Balanced
CA	Los Angeles The Valley	\$699,800	\$651,000	111	44	52	32	Seller's
CA	Marin County	\$1,449,000	\$1,162,500	12	1	6	33	Seller's
CA	Napa County	-	-	-	-	-	-	-
CA	Orange County	\$1,030,000	\$935,000	413	92	101	43	Seller's
CA	Palm Springs & Palm Desert	-	-	-	-	-	-	-
CA	Placer County	-	-	-	-	-	-	-
CA	Sacramento	-	-	-	-	-	-	-
CA	San Diego	\$1,096,450	\$905,530	574	146	118	42	Balanced
CA	San Francisco	\$2,772,500	\$2,374,500	136	17	32	22	Seller's
CA	Santa Barbara	\$1,699,000	\$1,440,000	43	8	10	33	Seller's
CA	Silicon Valley	\$1,398,500	\$1,425,000	80	27	66	19	Seller's
CA	Ventura County	\$699,000	\$683,757	69	22	15	40	Seller's
CO	Boulder	\$899,850	\$865,000	51	10	6	74	Buyer's
CO	Colorado Springs	-	-	-	-	-	-	-
CO	Denver	\$672,000	\$590,000	545	128	155	30	Seller's
CO	Douglas County	\$599,600	\$565,000	21	7	11	25	Seller's

Markets with dashes do not have a significant luxury market for this report. 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
CO	Vail	\$3,995,000	\$3,925,000	103	10	7	46	Buyer's
CT	Central Connecticut	-	-	-	-	-	-	-
CT	Coastal Connecticut	\$789,000	\$665,000	261	27	29	143	Buyer's
DC	Washington D.C.	\$1,797,000	\$1,562,500	194	51	46	11	Seller's
FL	Boca Raton & Delray Beach	\$901,000	\$820,000	437	82	36	17	Buyer's
FL	Coastal Pinellas County Towns	\$994,500	\$785,000	154	28	15	73	Buyer's
FL	Greater Fort Lauderdale	\$860,000	\$754,000	1,260	191	54	109	Buyer's
FL	Jacksonville Beaches	\$989,000	\$980,000	64	5	3	82	Buyer's
FL	Miami	\$1,040,000	\$832,500	2,916	345	54	175	Buyer's
FL	Naples	\$2,198,000	\$2,200,000	284	55	9	29	Buyer's
FL	Orlando	\$654,500	\$590,672	62	9	13	90	Balanced
FL	Palm Beach Towns	\$1,472,000	\$2,315,000	392	79	18	57	Buyer's
FL	Sarasota & Beaches	\$1,387,500	\$1,075,000	268	52	26	17	Buyer's
FL	Tampa	\$654,000	\$560,000	109	25	19	119	Balanced
GA	Atlanta	\$665,450	\$587,042	612	164	73	54	Buyer's
HI	Kauai	\$1,395,000	\$1,050,000	66	11	4	7	Buyer's
HI	Maui	\$1,795,000	\$2,065,500	143	32	17	528	Buyer's
HI	Oahu	\$1,299,500	\$1,162,500	400	70	30	55	Buyer's
IL	Chicago	\$1,165,000	\$1,005,700	939	154	76	40	Buyer's
IN	Hamilton County	-	-	-	-	-	-	-
MA	Greater Boston	\$2,300,000	\$2,249,500	259	41	40	42	Balanced
MD	Montgomery County	\$785,000	\$646,000	167	47	54	19	Seller's
MD	Talbot County	-	-	-	-	-	-	-
MD	Worcester County	\$599,900	\$590,000	118	14	15	115	Buyer's
MI	Oakland County	\$699,900	\$601,500	53	10	6	37	Buyer's
MI	Oakland County	\$699,900	\$604,385	69	25	5	8	Buyer's

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- LUXURY MONTHLY MARKET REVIEW -

ATTACHED HOMES

State	Market Name	Median List Price	Median Sold Price	Inventory	New Listings	Sold	Days on Market	Market Status
NC	Charlotte	\$730,000	\$638,607	173	39	18	48	Buyer's
NC	Raleigh-Durham	-	-	-	-	-	-	-
NJ	Ocean County	\$597,000	\$739,000	152	70	10	39	Buyer's
NV	Las Vegas	-	-	-	-	-	-	-
NV	Reno	-	-	-	-	-	-	-
NY	Brooklyn	\$1,349,000	\$1,100,000	623	108	62	65	Buyer's
NY	Staten Island	-	-	-	-	-	-	-
ON	GTA - Durham	\$689,000	\$642,000	51	35	29	14	Seller's
ON	GTA - York	\$849,945	\$825,000	260	161	114	16	Seller's
ON	Toronto	\$1,299,000	\$1,160,000	591	338	194	14	Seller's
TN	Knox County	-	-	-	-	-	-	-
TN	Nashville	\$957,500	\$730,000	104	59	21	48	Balanced
TX	Austin	\$764,995	\$606,250	184	43	35	57	Balanced
TX	Collin County	-	-	-	-	-	-	-
TX	Dallas	\$774,950	\$874,500	218	46	14	37	Buyer's
TX	Ft. Worth	-	-	-	-	-	-	-
TX	Houston	\$799,000	\$650,000	367	68	28	60	Buyer's
TX	The Woodlands & Spring	-	-	-	-	-	-	-
UT	Park City	\$2,095,000	\$1,800,000	155	24	29	26	Balanced
VA	Arlington & Alexandria	\$1,200,000	\$1,075,000	57	18	27	12	Seller's
VA	Fairfax County	\$719,894	\$644,000	178	57	50	14	Seller's
VA	McLean & Vienna	\$1,287,000	\$1,550,000	36	10	2	82	Buyer's
VA	Richmond	-	-	-	-	-	-	-
WA	Greater Seattle	\$1,096,940	\$985,134	180	35	56	12	Seller's
WA	Seattle	\$1,196,500	\$1,000,000	112	13	13	13	Buyer's

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