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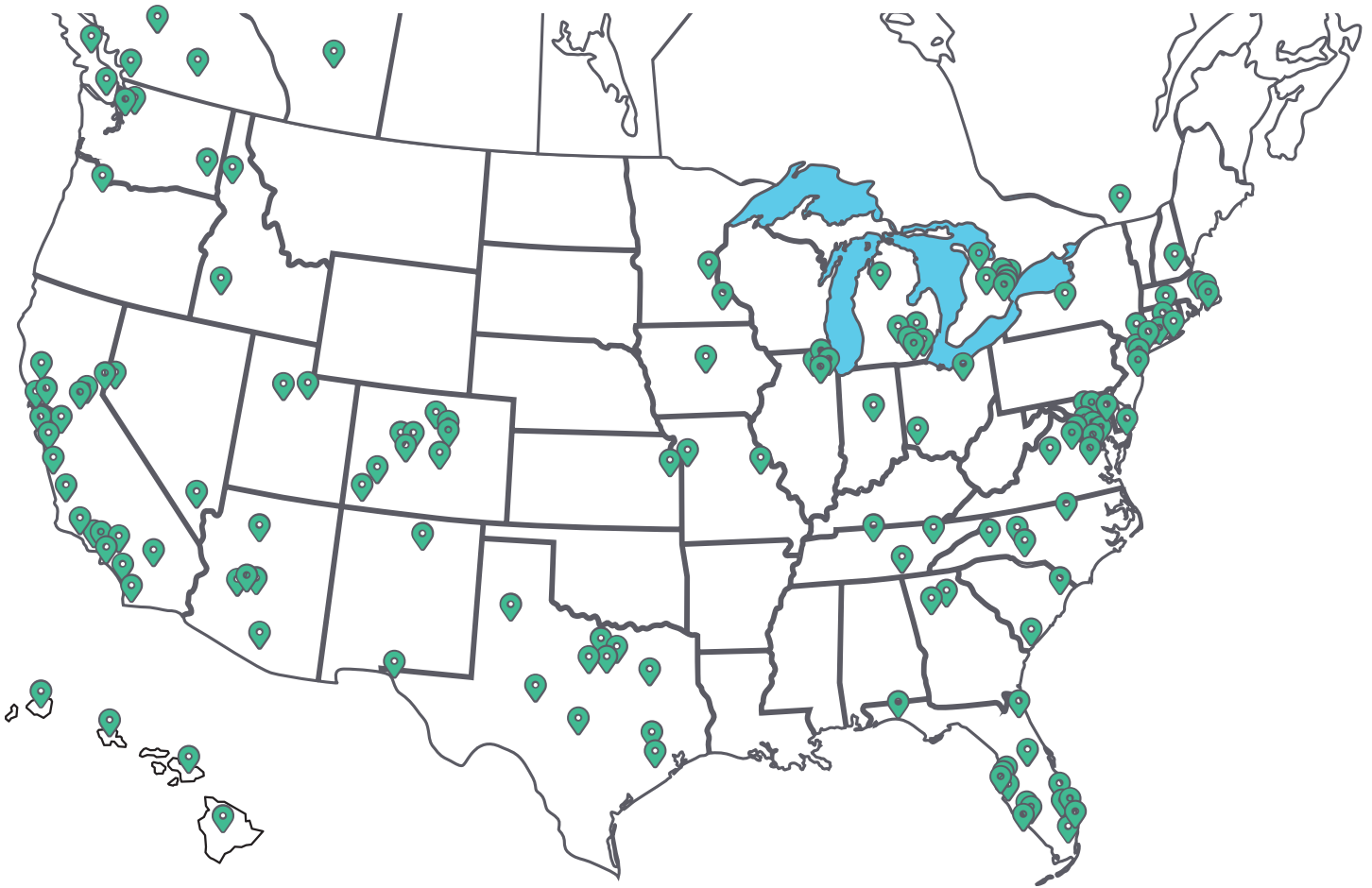


# LUXURY MARKET REPORT SEPTEMBER 2023

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# 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.

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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.



A close-up photograph of a person's hand touching a tablet screen. The screen displays a user interface titled "HOME v" at the top. Below the title are several circular icons representing different smart home functions: ON Hall, OFF Living room, ON Bedroom, ON Bathrooms, OFF Hall, Smart Kitchen, Smart Bedroom, Thermostats, Heater Living room, Heater Living room, Motion sensors, Broadcast, Speaker, Webcam, and Webcam. A finger is pointing at one of the icons, likely demonstrating the ease of use of the system.





# NORTH AMERICAN LUXURY REVIEW

## Trends for the Fall/Winter

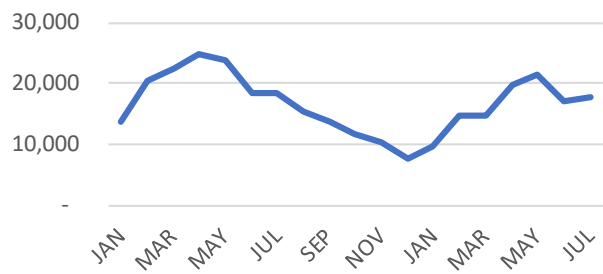
In a continuation of last month’s report, we take a deeper dive into the upcoming trends for the rest of 2023 and early 2024, especially as the market has seemingly settled into a new norm.

In general, the market remains statistically favorable to sellers mainly due to the continued lack of inventory. However, buyers, especially those looking to purchase with cash, recognize that the current market does now offer more opportunity as well as some additional negotiation leverage.

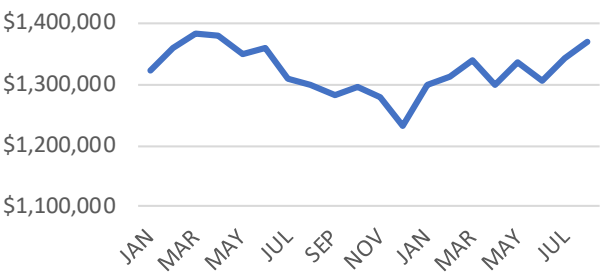
Despite the significant drop of demand and sales in the latter part of 2022, the first eight months of 2023 showed an upward trajectory for both home prices as well as sales for single family homes. Attached home prices saw more variation, but the volume of sales also increased.

Month-over-month between January and June, sales increased. While they dipped in July, typically a slower month as people escape for vacation, August’s figures show an uptick in demand.

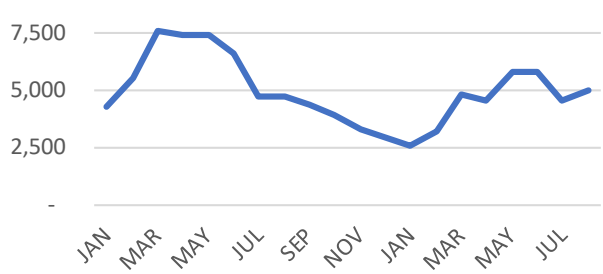
SFR Sold



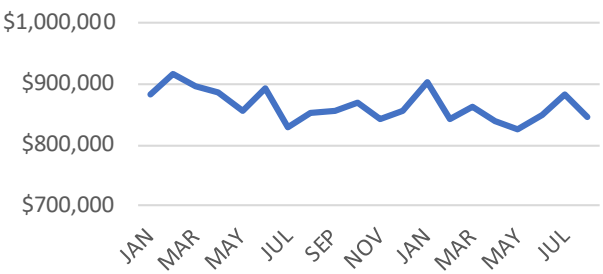
SFR Sold \$



Condo Sold



Condo Sold \$



Although sales and prices have not returned to the same heights as the first quarter of 2022, which was probably the top of the market in terms of price and demand, the current trajectory signifies a steady demand for luxury properties. This bodes well for the upcoming fall/winter market, especially when compared to the same period in 2022.

## **Pricing Trends**

Experts are predicting that home prices will continue to rise, at least during the rest of 2023, but notably at a considerably more moderate pace.

Pricing is still being controlled by lower-than-average inventory levels, which itself has become a major driver of the market's status. While it's predicted that interest rates are likely to fall, albeit not until late 2024, it still seems unlikely that prices will decline as higher demand will offset any negative increases in inventory levels.

Most analysts and economists predict, according to a report from Norada Real Estate Investments, that over the next five years, prices will remain either flat or will only experience a modest decline. Paired with more robust lending standards, no one anticipates a similar price crash to the one that occurred in 2008.

## **Demand Trends**

The trend of luxury property pricing has always varied by location and price point. However, over the last four years, many have become accustomed to performance trends being based on national averages.

While key influencers such as interest rates, inflation, and economic uncertainty remain, other parameters of a more local significance are starting to play a role in how demand is diversifying.

Long and short-term outside influences, including but not limited to relocation, immigration, economics, supply types, buyer intentions, and local mortgage and rental rates are all variables that now need to be considered, moving forward into the last quarter of the year.

Some firmly established markets are seeing a surge in demand as their affluent buyers take advantage of softening prices, while other markets have a higher demographic percentage who are more affected by increasing mortgage rates, resulting in lower demand.

Immigration, as well as relocation, is also increasing demand in some luxury markets, especially if homes prices did not see the same upswing in value during the last four years, especially if their local economy is now flourishing.

Equally, prices continue to correct themselves in those markets that saw a tremendous upswing of demand during 2020–2022, as they also continue to adjust to match a normalizing level of demand.

## **The 'Experience' Trend**

While each market will be affected by its own nuances, equally the 'experience' a home offers has become a significant factor in the decision-making process of the wealthy.



No matter who we talk to, savvy homeowners, luxury real estate professionals, developers, architects, and designers, they are all putting their emphasis on defining the experience as part of their luxury marketing message.

The general message is that luxury is about the design, the location of the property and the property's ability to offer a unique experience. For instance, keeping the essence of the natural surroundings while ensuring that all aspects of their lifestyle, health, privacy, and security are part of the package.

## Design Trends

In the past, luxury properties were designed primarily for functionality, even if they were mansions or estate homes. But, as we move towards 2024, expect to see more architectural emphasis on properties designed to promote wellness and well-being, including such trends as:

- 1. Biophilic Design:** This is an approach to architecture that seeks to connect its occupants closer to nature by incorporating things like natural lighting and ventilation, natural landscape features, and other elements for creating a more productive and healthier built environment for people.
- 2. Passive Design:** This reflects a philosophy of life and how the relationship with the environment should develop with the primary objective of using available resources and maximizing energy savings.
- 3. Sustainability Designs:** Green architecture and environmentally conscious living are architectural trends that will prevail, offering sustainable solutions such as carbon neutral homes by using natural materials, including recycled resources.
- 4. Green Design:** Properties with extensive green spaces, including private gardens, rooftop gardens, and outdoor relaxation areas, remain desirable for health-conscious buyers.

Interior design will continue to move in the direction of sustainability in a time when environmental awareness is crucial. To lessen the carbon footprint, the emphasis is on using recycled materials, promoting energy-efficient designs, and using locally sourced furniture and decor.



Some of the key trends in interior design for 2023/2024 include:

- 1. Natural Lighting and Air Quality:** Design features that maximize natural light and ventilation are in demand, as they contribute to better indoor air quality and overall well-being.
- 2. Noise Exclusion Design:** More architectural projects are focused on using materials and distributions that minimize noise inside the building, which is a critical expectation in luxury apartments.
- 3. Wellness Amenities:** Luxury real estate developers are incorporating wellness amenities such as spa facilities, meditation gardens, yoga studios, and fitness centers within their properties.
- 4. Multifunctional Space:** Open and integrated space that allows for multipurpose functions are not new, but new designs are creating opportunities to close and open these spaces as needed, using artistic but automated partitions as an example.

## Smart Home Trends

Luxury homeowners are investing in smart home technology as it improves the quality of their lifestyle by creating healthier environments, controlling daily routines, and providing security and safety when at home or even at a distance.

Some of the key trends in smart home technology for 2023/2024 include:

- 1. Voice control:** The use of voice assistants like Amazon Alexa and Google Assistant to control various smart devices has been growing and is expected to continue, along with improved voice recognition technology in kitchen appliances.
- 2. Smart appliances:** More appliances, such as refrigerators, washing machines, and ovens, are becoming smart and interconnected, allowing for remote monitoring and control.
- 3. Energy efficiency:** Smart home devices designed to increase energy efficiency, such as smart thermostats, LED lighting, and energy monitoring systems, are becoming more popular as people seek to reduce energy consumption and lower utility bills.
- 4. Security and surveillance:** Demand for smart security systems, including video doorbells, smart locks, and home monitoring cameras, are on the rise as people prioritize home security.
- 5. Home automation:** Integrating various smart devices into a central automation system for convenience and efficiency is a growing trend, especially by tech-savvy homeowners. This includes controlling lighting, heating, cooling, and entertainment systems through a single interface.
- 6. Health and wellness:** Smart home technology is increasingly being used to monitor health and well-being, including fitness trackers, sleep monitors, and air quality sensors.

For homeowners looking for their next home, it is still important to recognize that although costs to purchase will be much higher currently, over the long-term, real estate offers one of the most consistent ways to see a good return. More importantly, ownership provides security and a haven for their family.

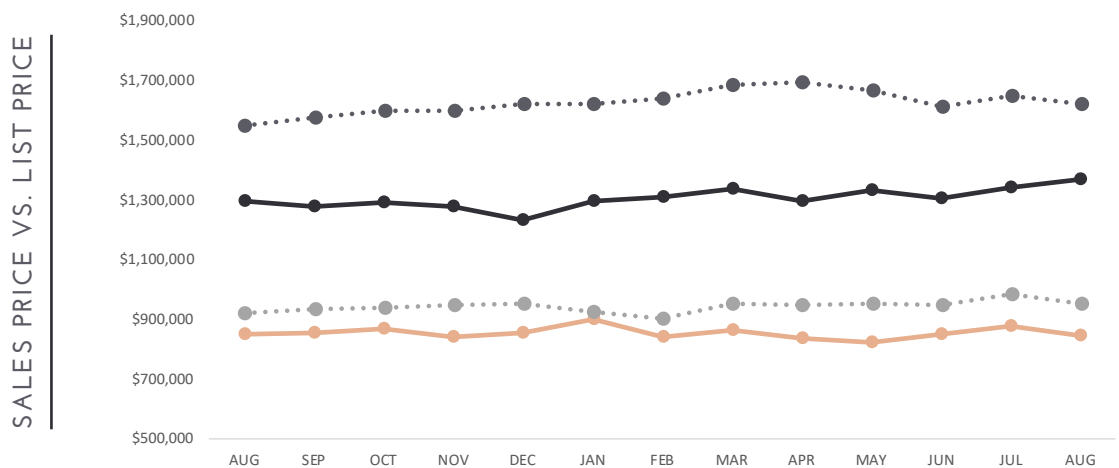
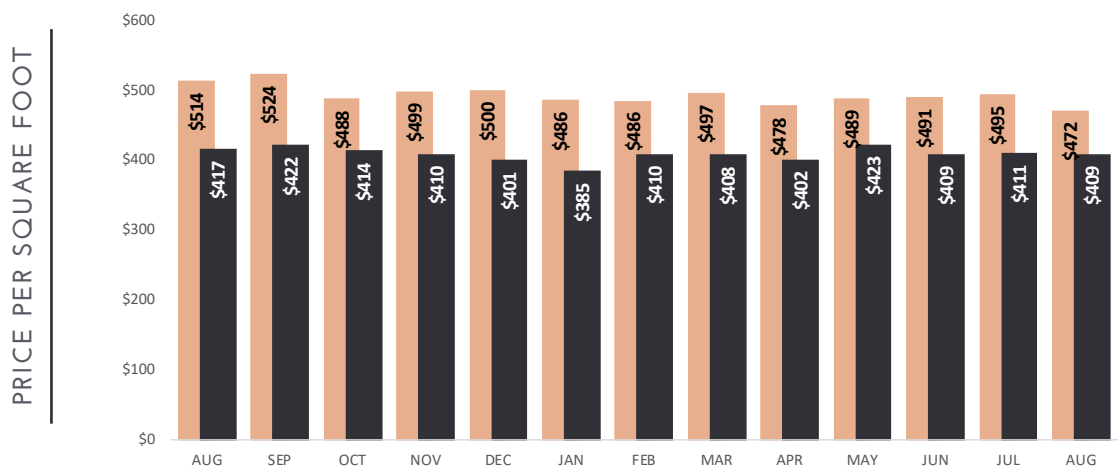
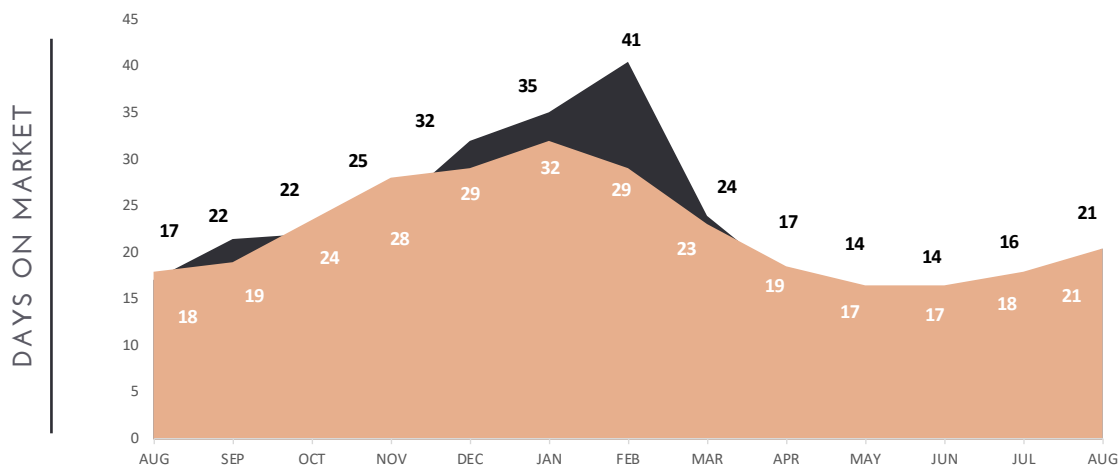


# - 13-MONTH MARKET TRENDS -

## 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.



# - LUXURY MONTHLY MARKET REVIEW -

## A Review of Key Market Differences Year over Year

August 2022 | August 2023

### SINGLE-FAMILY HOMES

	August 2022	August 2023		August 2022	August 2023
Median List Price	\$1,550,000	\$1,624,995	Total Inventory	52,927	57,101
Median Sale Price	\$1,299,500	\$1,370,000	New Listings	16,906	18,404
Median SP/LP Ratio	99.58%	99.08%	Total Sold	18,575	17,811
Total Sales Ratio	35.10%	31.19%	Median Days on Market	17	21
Median Price per Sq. Ft.	\$417	\$409	Average Home Size	3,215	3,179

Median prices represent properties priced above respective city benchmark prices.



### SINGLE-FAMILY HOMES MARKET SUMMARY | AUGUST 2023

- Official Market Type: **Seller's** with a **31.19% Sales Ratio**.<sup>1</sup>
- Homes are selling for an average of **99.08% of list price**.
- The median luxury threshold<sup>2</sup> price is **\$900,000**, and the median luxury home sales price is **\$1,370,000**.
- Markets with the Highest Median Sales Price: **Aspen** (\$13,400,000), **Telluride** (\$7,500,000), **Vail** (\$5,375,000), and **Los Angeles Beach Cities** (\$4,608,500).
- Markets with the Highest Sales Ratio: **Cleveland Suburbs** (131%), **Baltimore City** (124%), **East Bay, CA** (103%), and **Howard County, MD** (90%).

<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 Year over Year

August 2022 | August 2023

### ATTACHED HOMES

	August 2022	August 2023		August 2022	August 2023
Median List Price	\$922,725	\$954,450	Total Inventory	15,253	18,299
Median Sale Price	\$851,500	\$845,250	New Listings	5,013	6,153
Median SP/LP Ratio	99.01%	99.21%	Total Sold	4,791	5,045
Total Sales Ratio	31.41%	27.57%	Median Days on Market	18	21
Median Price per Sq. Ft.	\$514	\$472	Average Home Size	1,853	1,892

Median prices represent properties priced above respective city benchmark prices.



### ATTACHED HOMES MARKET SUMMARY | AUGUST 2023

- Official Market Type: **Seller's Market** with a **27.57% Sales Ratio**.<sup>1</sup>
- Attached homes are selling for an average of **99.21% of list price**.
- The median luxury threshold<sup>2</sup> price is **\$700,000**, and the median attached luxury sale price is **\$845,250**.
- Markets with the Highest Median Sales Price: **Aspen** (\$5,250,000), **Vail** (\$3,465,000), **San Francisco** (\$2,472,500), and **Whistler** (\$2,450,000).
- Markets with the Highest Sales Ratio: **Howard County, MD** (141%), **McLean & Vienna, VA** (113%), **Montgomery County, MD** (107%), and **Fairfax County, VA** (106%).

<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	\$1,148,000	\$950,000	652	370	251	18	Seller's
AZ	Chandler and Gilbert	\$1,100,000	\$964,750	121	52	64	30	Seller's
AZ	Flagstaff	\$1,599,990	\$1,470,000	103	34	27	47	Seller's
AZ	Mesa	\$870,445	\$800,000	136	53	62	36	Seller's
AZ	Paradise Valley	\$5,950,000	\$4,050,000	111	26	18	58	Balanced
AZ	Phoenix	\$899,000	\$810,000	627	234	277	39	Seller's
AZ	Scottsdale	\$2,250,000	\$1,650,000	567	162	167	55	Seller's
AZ	Tucson	\$695,000	\$648,950	760	244	234	14	Seller's
BC	Mid Vancouver Island	\$1,696,500	\$1,460,000	224	83	29	42	Buyer's
BC	Okanagan Valley	\$1,750,000	\$1,515,000	1081	236	57	52	Buyer's
BC	Vancouver	\$4,188,000	\$3,588,000	1110	272	59	16	Buyer's
BC	Victoria	\$2,499,000	\$2,150,000	209	85	27	23	Buyer's
BC	Whistler	\$5,980,000	\$3,337,000	57	17	2	13	Buyer's
CA	Central Coast	\$2,882,500	\$2,210,000	258	108	64	13	Seller's
CA	East Bay	\$2,300,000	\$1,950,000	312	158	321	11	Seller's
CA	Greater Palm Springs	\$1,778,000	\$1,595,000	293	75	89	36	Seller's
CA	Lake Tahoe	\$2,397,000	\$1,662,500	230	68	72	17	Seller's
CA	Los Angeles Beach Cities	\$5,890,000	\$4,608,500	382	97	78	29	Balanced
CA	Los Angeles City	\$5,299,000	\$3,500,000	629	164	110	26	Balanced
CA	Los Angeles The Valley	\$2,750,000	\$2,075,000	592	201	184	32	Seller's
CA	Marin County	\$3,700,000	\$3,050,000	102	22	23	30	Seller's
CA	Napa County	\$3,825,000	\$2,400,000	139	21	14	25	Buyer's
CA	Orange County	\$2,950,000	\$2,211,250	951	332	448	24	Seller's
CA	Placer County	\$1,198,940	\$1,069,919	244	97	95	21	Seller's
CA	Sacramento	\$979,775	\$900,000	612	289	304	17	Seller's
CA	San Diego	\$2,599,000	\$1,820,000	830	351	413	12	Seller's
CA	San Francisco	\$4,499,500	\$3,400,000	116	39	37	17	Seller's
CA	San Luis Obispo County	\$1,795,000	\$1,417,500	209	57	56	43	Seller's
CA	Silicon Valley	\$4,250,000	\$3,355,417	423	218	270	9	Seller's
CA	Sonoma County	\$2,495,000	\$1,930,000	283	41	52	47	Balanced
CA	Ventura County	\$2,437,500	\$1,850,000	266	95	93	44	Seller's
CO	Aspen	\$18,000,000	\$13,400,000	93	11	9	85	Buyer's
CO	Boulder	\$2,150,000	\$1,595,000	304	89	65	45	Seller's
CO	Colorado Springs	\$905,000	\$881,550	503	157	131	19	Seller's
CO	Denver	\$1,695,000	\$1,459,500	807	291	260	17	Seller's
CO	Douglas County	\$1,299,900	\$1,075,000	415	142	118	16	Seller's
CO	Durango	\$1,390,000	\$1,200,000	123	28	27	51	Seller's
CO	Summit County	\$3,250,000	\$2,279,292	85	16	14	71	Balanced
CO	Telluride	\$6,600,000	\$7,500,000	107	8	9	191	Buyer'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	Vail	\$5,950,000	\$5,375,000	101	17	13	120	Buyer's
CT	Central Connecticut	\$697,000	\$620,000	373	120	247	5	Seller's
CT	Coastal Connecticut	\$2,270,000	\$1,675,000	484	111	230	24	Seller's
DC	Washington D.C.	\$4,407,500	\$2,300,000	42	5	14	24	Seller's
DE	Sussex County Coastal	\$1,495,000	\$1,400,000	129	28	32	33	Seller's
FL	Boca Raton/Delray Beach	\$2,850,000	\$2,212,500	479	131	80	32	Balanced
FL	Brevard County	\$849,625	\$800,000	406	157	121	15	Seller's
FL	Broward County	\$1,737,000	\$1,445,500	654	187	113	38	Balanced
FL	Coastal Pinellas County	\$2,200,000	\$2,125,000	98	25	19	33	Balanced
FL	Ft. Lauderdale	\$4,750,000	\$3,790,500	171	46	16	93	Buyer's
FL	Jacksonville Beaches	\$1,299,000	\$1,250,000	370	99	87	26	Seller's
FL	Lee County	\$1,399,900	\$1,227,500	739	145	100	40	Buyer's
FL	Marco Island	\$2,549,000	\$2,525,000	121	17	13	73	Buyer's
FL	Miami	\$1,997,000	\$1,587,500	1037	272	118	52	Buyer's
FL	Naples	\$5,262,500	\$3,650,000	358	52	37	71	Buyer's
FL	Orlando	\$1,249,000	\$1,162,500	828	226	204	18	Seller's
FL	Palm Beach Towns	\$3,954,500	\$1,724,500	258	44	21	116	Buyer's
FL	Sarasota & Beaches	\$2,850,000	\$1,972,500	400	63	68	70	Balanced
FL	South Pinellas County	\$1,500,000	\$1,300,000	266	86	87	19	Seller's
FL	South Walton	\$2,392,500	\$2,200,000	546	111	51	61	Buyer's
FL	Tampa	\$749,990	\$698,000	1198	423	471	18	Seller's
GA	Atlanta	\$1,650,000	\$1,185,000	703	259	231	9	Seller's
GA	Duluth	\$1,675,000	\$1,525,000	16	7	5	7	Seller's
HI	Island of Hawaii	\$1,989,000	\$1,587,500	161	39	38	34	Seller's
HI	Kauai	\$2,494,000	\$1,995,000	43	6	5	52	Buyer's
HI	Maui	\$3,950,000	\$2,275,000	113	11	17	129	Balanced
HI	Oahu	\$2,899,000	\$2,675,000	199	62	43	17	Seller's
IA	Greater Des Moines	\$658,000	\$620,000	493	104	99	15	Balanced
ID	Ada County	\$783,051	\$770,000	718	280	253	19	Seller's
ID	Northern Idaho	\$1,685,000	\$1,475,000	545	150	73	86	Buyer's
IL	Chicago	\$1,390,000	\$1,075,000	671	200	130	36	Balanced
IL	DuPage County	\$1,200,000	\$1,000,000	276	121	145	9	Seller's
IL	Lake County	\$1,272,450	\$905,000	296	110	151	11	Seller's
IL	Will County	\$679,000	\$615,000	257	117	151	9	Seller's
IN	Hamilton County	\$865,000	\$761,230	175	82	129	6	Seller's
KS	Johnson County	\$849,950	\$861,250	493	76	158	6	Seller's
MA	Cape Cod	\$2,675,000	\$1,850,000	167	38	30	43	Balanced
MA	Greater Boston	\$3,495,000	\$2,575,000	118	27	54	22	Seller's
MA	South Shore	\$1,799,999	\$1,500,000	85	25	47	20	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
MD	Anne Arundel County	\$1,043,500	\$915,000	204	87	91	6	Seller's
MD	Baltimore City	\$750,000	\$785,000	17	7	21	5	Seller's
MD	Baltimore County	\$1,150,000	\$975,000	145	48	49	12	Seller's
MD	Frederick County	\$885,000	\$825,000	54	16	22	5	Seller's
MD	Howard County	\$1,197,500	\$1,034,000	62	21	56	6	Seller's
MD	Montgomery County	\$2,000,000	\$1,610,500	160	60	110	7	Seller's
MD	Talbot County	\$2,999,000	\$1,601,000	43	8	11	12	Seller's
MD	Worcester County	\$1,100,000	\$812,450	55	28	24	7	Seller's
MI	Grand Traverse	\$1,195,000	\$885,000	85	26	18	30	Seller's
MI	Livingston County	\$750,000	\$695,000	111	43	27	21	Seller's
MI	Monroe County	\$661,950	\$600,000	30	9	5	23	Balanced
MI	Oakland County	\$770,000	\$627,500	816	319	364	9	Seller's
MI	Washtenaw County	\$995,000	\$770,000	182	79	55	15	Seller's
MI	Wayne County	\$750,000	\$625,000	177	74	115	10	Seller's
MN	Olmsted County	\$829,900	\$773,500	85	23	24	28	Seller's
MN	Twin Cities	\$1,199,000	\$1,050,000	828	256	293	16	Seller's
MO	Kansas City	\$699,900	\$670,950	1510	287	494	8	Seller's
MO	St. Louis	\$876,426	\$656,000	135	55	106	5	Seller's
NC	Asheville	\$1,099,000	\$907,000	283	84	79	21	Seller's
NC	Charlotte	\$1,239,900	\$965,000	567	195	340	6	Seller's
NC	Lake Norman	\$1,249,000	\$1,150,000	223	77	95	11	Seller's
NC	Raleigh-Durham	\$1,195,000	\$942,500	475	152	240	3	Seller's
NH	Rockingham County	\$1,922,500	\$1,365,000	62	22	25	12	Seller's
NJ	Bergen County	\$2,395,000	\$1,700,000	247	54	97	20	Seller's
NJ	Hudson County	\$1,500,000	\$1,499,500	23	9	8	21	Seller's
NJ	Morris County	\$1,599,000	\$1,300,000	139	38	73	14	Seller's
NJ	Ocean County	\$975,000	\$799,500	496	169	132	20	Seller's
NM	Taos	\$1,260,000	\$1,115,763	81	14	8	93	Buyer's
NV	Lake Tahoe	\$3,600,000	\$2,765,000	147	27	28	80	Balanced
NV	Las Vegas	\$1,795,000	\$1,379,905	610	208	138	30	Seller's
NV	Reno	\$1,997,000	\$1,729,500	156	40	26	73	Balanced
NY	Finger Lakes	\$1,595,000	\$1,712,500	31	17	18	8	Seller's
NY	Nassau County	\$1,800,000	\$1,580,000	680	179	217	25	Seller's
NY	Staten Island	\$1,199,000	\$1,090,000	156	47	33	74	Seller's
NY	Suffolk County	\$1,897,000	\$1,220,000	980	238	192	25	Balanced
OH	Cincinnati	-	-	-	-	-	-	-
OH	Cleveland Suburbs	\$829,000	\$675,000	36	12	47	25	Seller's
OH	Columbus	\$874,900	\$742,500	505	193	322	7	Seller's
ON	GTA - Durham	\$1,700,000	\$1,585,000	281	170	56	18	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
ON	GTA - York	\$2,489,444	\$1,875,000	640	350	165	15	Seller's
ON	Hamilton	\$1,949,450	\$1,520,000	254	114	27	28	Buyer's
ON	Mississauga	\$2,927,940	\$2,605,000	160	75	22	39	Buyer's
ON	Oakville	\$2,880,880	\$2,440,000	157	83	35	20	Seller's
ON	Toronto	\$3,864,950	\$3,307,500	440	208	56	20	Buyer's
ON	Waterloo Region	\$1,399,900	\$1,235,500	202	105	52	12	Seller's
OR	Portland	\$1,289,000	\$1,125,000	831	258	225	17	Seller's
SC	Charleston	\$1,825,000	\$1,410,000	443	151	136	16	Seller's
SC	Hilton Head	\$1,980,000	\$1,575,000	246	53	63	31	Seller's
SC	The Grand Strand	\$859,500	\$820,000	378	95	99	84	Seller's
TN	Greater Chattanooga	\$950,000	\$849,000	238	76	50	8	Seller's
TN	Knoxville	\$950,000	\$875,000	160	46	67	5	Seller's
TN	Nashville	\$1,782,500	\$1,375,000	878	232	235	10	Seller's
TX	Austin	\$1,199,000	\$972,000	1388	405	311	35	Seller's
TX	Collin County	\$749,498	\$718,683	1392	575	589	18	Seller's
TX	Dallas	\$1,345,000	\$1,075,000	511	193	167	24	Seller's
TX	Denton County	\$790,144	\$735,000	1174	399	423	23	Seller's
TX	El Paso	\$619,500	\$575,000	222	53	37	9	Balanced
TX	Fort Worth	\$874,900	\$820,000	1041	352	378	20	Seller's
TX	Greater Tyler	\$699,000	\$630,000	242	92	39	29	Balanced
TX	Houston	\$980,000	\$900,000	1141	421	333	12	Seller's
TX	Lubbock	\$632,450	\$726,000	178	68	29	83	Balanced
TX	San Angelo	\$630,000	\$599,900	77	24	11	72	Buyer's
TX	San Antonio	\$797,235	\$750,000	792	231	160	35	Balanced
TX	The Woodlands & Spring	\$850,000	\$799,000	221	110	117	9	Seller's
UT	Park City	\$4,400,000	\$3,720,000	244	46	27	35	Buyer's
UT	Salt Lake City	\$1,194,950	\$1,027,250	534	179	164	32	Seller's
VA	Arlington & Alexandria	\$2,172,000	\$1,868,750	92	38	37	22	Seller's
VA	Charlottesville	\$1,319,513	\$1,135,000	118	35	55	7	Seller's
VA	Fairfax County	\$2,099,450	\$1,422,705	306	106	186	8	Seller's
VA	McLean & Vienna	\$2,598,000	\$1,799,450	133	43	58	9	Seller's
VA	Richmond	\$806,000	\$789,406	369	116	186	8	Seller's
VA	Smith Mountain Lake	\$1,849,900	\$1,130,000	41	14	7	4	Balanced
WA	King County	\$2,031,706	\$1,700,000	916	397	532	7	Seller's
WA	Seattle	\$2,092,500	\$1,780,000	230	87	105	7	Seller's
WA	Spokane	\$1,142,500	\$1,055,500	182	61	38	16	Balanced

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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	\$795,000	\$672,000	163	74	50	22	Seller's
AZ	Chandler and Gilbert	-	-	-	-	-	-	-
AZ	Flagstaff	-	-	-	-	-	-	-
AZ	Mesa	-	-	-	-	-	-	-
AZ	Paradise Valley	-	-	-	-	-	-	-
AZ	Phoenix	-	-	-	-	-	-	-
AZ	Scottsdale	\$837,000	\$759,278	182	62	64	41	Seller's
AZ	Tucson	-	-	-	-	-	-	-
BC	Mid Vancouver Island	\$849,000	\$799,000	77	28	17	30	Seller's
BC	Okanagan Valley	-	-	-	-	-	-	-
BC	Vancouver	\$1,945,000	\$1,698,500	995	304	94	13	Buyer's
BC	Victoria	\$949,900	\$930,000	159	74	31	16	Balanced
BC	Whistler	\$2,649,000	\$2,450,000	56	10	5	15	Buyer's
CA	Central Coast	\$1,300,000	\$1,287,500	49	20	16	8	Seller's
CA	East Bay	\$1,128,944	\$1,100,000	116	72	114	12	Seller's
CA	Greater Palm Springs	-	-	-	-	-	-	-
CA	Lake Tahoe	\$1,541,500	\$1,050,000	48	15	12	31	Seller's
CA	Los Angeles Beach Cities	\$1,895,000	\$1,605,000	141	44	70	20	Seller's
CA	Los Angeles City	\$1,795,000	\$1,550,000	383	129	79	23	Balanced
CA	Los Angeles The Valley	\$826,000	\$810,000	126	65	72	26	Seller's
CA	Marin County	\$1,285,000	\$1,338,000	22	7	16	16	Seller's
CA	Napa County	-	-	-	-	-	-	-
CA	Orange County	\$1,250,000	\$1,100,000	310	160	255	15	Seller's
CA	Placer County	-	-	-	-	-	-	-
CA	Sacramento	-	-	-	-	-	-	-
CA	San Diego	\$1,284,500	\$1,072,500	328	183	222	10	Seller's
CA	San Francisco	\$2,695,000	\$2,472,500	98	14	12	34	Buyer's
CA	San Luis Obispo County	-	-	-	-	-	-	-
CA	Silicon Valley	\$1,664,000	\$1,600,000	92	67	75	8	Seller's
CA	Sonoma County	\$779,995	\$700,000	18	12	9	17	Seller's
CA	Ventura County	\$824,500	\$757,450	98	33	52	43	Seller's
CO	Aspen	\$3,495,000	\$5,250,000	45	7	7	71	Balanced
CO	Boulder	\$926,950	\$895,350	88	28	33	84	Seller's
CO	Colorado Springs	\$564,995	\$565,000	42	15	11	27	Seller's
CO	Denver	\$895,000	\$756,250	183	58	44	22	Seller's
CO	Douglas County	\$575,000	\$620,000	23	12	14	27	Seller's
CO	Durango	\$829,000	\$820,000	31	6	17	60	Seller's
CO	Summit County	\$1,170,000	\$1,705,000	26	9	4	39	Balanced
CO	Telluride	\$2,872,500	\$1,416,000	34	10	14	68	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	Vail	\$4,047,500	\$3,465,000	110	24	24	37	Seller's
CT	Central Connecticut	-	-	-	-	-	-	-
CT	Coastal Connecticut	\$1,145,000	\$754,000	114	31	74	37	Seller's
DC	Washington D.C.	\$1,998,950	\$1,500,000	214	60	53	19	Seller's
DE	Sussex County Coastal	\$1,064,500	\$755,140	20	7	7	17	Seller's
FL	Boca Raton/Delray Beach	\$1,067,500	\$675,000	326	91	77	35	Seller's
FL	Brevard County	\$739,950	\$670,000	188	49	32	42	Balanced
FL	Broward County	\$699,000	\$582,500	739	181	98	29	Buyer's
FL	Coastal Pinellas County	\$1,292,500	\$1,020,000	158	37	26	55	Balanced
FL	Ft. Lauderdale	\$2,600,000	\$1,995,000	137	16	7	23	Buyer's
FL	Jacksonville Beaches	\$1,100,000	\$1,185,000	44	13	14	28	Seller's
FL	Lee County	\$849,000	\$1,075,000	415	72	75	24	Balanced
FL	Marco Island	\$1,649,500	\$1,905,000	50	10	8	50	Balanced
FL	Miami	\$1,464,972	\$1,275,000	1401	305	116	89	Buyer's
FL	Naples	\$2,392,500	\$2,025,000	220	34	32	38	Buyer's
FL	Orlando	\$553,000	\$568,500	284	84	56	21	Balanced
FL	Palm Beach Towns	\$1,750,000	\$1,625,750	224	50	26	18	Buyer's
FL	Sarasota & Beaches	\$1,595,000	\$1,500,000	263	54	29	70	Buyer's
FL	South Pinellas County	\$1,085,000	\$1,045,535	270	110	71	0	Seller's
FL	South Walton	\$1,400,000	\$1,275,000	215	34	22	19	Buyer's
FL	Tampa	\$975,000	\$735,000	255	84	87	7	Seller's
GA	Atlanta	\$747,432	\$620,000	544	202	169	15	Seller's
GA	Duluth	-	-	-	-	-	-	-
HI	Island of Hawaii	\$2,800,000	\$1,475,000	25	9	17	8	Seller's
HI	Kauai	\$1,787,500	\$1,237,500	18	6	6	24	Seller's
HI	Maui	\$1,999,450	\$1,850,000	86	16	27	94	Seller's
HI	Oahu	\$1,209,000	\$965,000	432	87	84	25	Balanced
IA	Greater Des Moines	-	-	-	-	-	-	-
ID	Ada County	\$699,000	\$615,000	69	17	17	17	Seller's
ID	Northern Idaho	-	-	-	-	-	-	-
IL	Chicago	\$1,199,950	\$950,000	814	252	184	29	Seller's
IL	DuPage County	\$760,000	\$652,069	29	15	21	6	Seller's
IL	Lake County	-	-	-	-	-	-	-
IL	Will County	-	-	-	-	-	-	-
IN	Hamilton County	-	-	-	-	-	-	-
KS	Johnson County	\$629,900	\$681,749	156	18	26	3	Balanced
MA	Cape Cod	\$995,000	\$848,000	41	17	18	16	Seller's
MA	Greater Boston	\$2,499,000	\$2,250,000	368	82	73	34	Balanced
MA	South Shore	\$759,450	\$842,500	20	10	13	19	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
MD	Anne Arundel County	\$575,000	\$580,000	73	40	69	5	Seller's
MD	Baltimore City	\$649,999	\$650,000	88	20	24	18	Seller's
MD	Baltimore County	\$599,000	\$565,000	27	12	10	7	Seller's
MD	Frederick County	-	-	-	-	-	-	-
MD	Howard County	\$650,000	\$630,510	29	25	41	5	Seller's
MD	Montgomery County	\$797,000	\$775,000	72	42	77	7	Seller's
MD	Talbot County	-	-	-	-	-	-	-
MD	Worcester County	\$675,000	\$625,000	84	40	29	20	Seller's
MI	Grand Traverse	-	-	-	-	-	-	-
MI	Livingston County	-	-	-	-	-	-	-
MI	Monroe County	-	-	-	-	-	-	-
MI	Oakland County	\$659,000	\$642,500	73	26	26	18	Seller's
MI	Washtenaw County	\$725,000	\$645,000	47	13	7	27	Buyer's
MI	Wayne County	\$662,229	\$714,900	80	14	15	36	Balanced
MN	Olmsted County	-	-	-	-	-	-	-
MN	Twin Cities	-	-	-	-	-	-	-
MO	Kansas City	-	-	-	-	-	-	-
MO	St. Louis	-	-	-	-	-	-	-
NC	Asheville	\$798,900	\$632,500	52	8	8	19	Balanced
NC	Charlotte	\$649,900	\$628,250	205	75	110	21	Seller's
NC	Lake Norman	\$619,950	\$629,300	30	8	12	46	Seller's
NC	Raleigh-Durham	-	-	-	-	-	-	-
NH	Rockingham County	\$893,150	\$925,000	44	14	25	6	Seller's
NJ	Bergen County	\$1,199,000	\$1,146,994	159	41	37	67	Seller's
NJ	Hudson County	\$1,364,500	\$1,295,000	112	37	39	12	Seller's
NJ	Morris County	\$669,500	\$689,900	52	28	55	17	Seller's
NJ	Ocean County	\$959,000	\$679,000	79	31	15	16	Balanced
NM	Taos	-	-	-	-	-	-	-
NV	Lake Tahoe	\$1,299,450	\$1,200,000	22	10	11	42	Seller's
NV	Las Vegas	-	-	-	-	-	-	-
NV	Reno	-	-	-	-	-	-	-
NY	Finger Lakes	-	-	-	-	-	-	-
NY	Nassau County	\$1,499,000	\$1,160,000	91	30	21	32	Seller's
NY	Staten Island	\$618,800	\$617,500	101	34	32	33	Seller's
NY	Suffolk County	\$739,000	\$615,000	126	41	75	21	Seller's
OH	Cincinnati	-	-	-	-	-	-	-
OH	Cleveland Suburbs	-	-	-	-	-	-	-
OH	Columbus	\$712,450	\$689,778	114	35	36	9	Seller's
ON	GTA - Durham	\$799,900	\$837,000	39	26	11	23	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
ON	GTA - York	\$799,999	\$749,000	337	222	78	16	Seller's
ON	Hamilton	\$944,995	\$907,500	36	19	12	17	Seller's
ON	Mississauga	\$989,000	\$925,000	155	116	42	14	Seller's
ON	Oakville	\$1,381,944	\$1,200,000	56	45	31	14	Seller's
ON	Toronto	\$1,199,999	\$1,168,000	999	537	189	16	Balanced
ON	Waterloo Region	\$766,425	\$790,000	48	29	14	13	Seller's
OR	Portland	\$699,450	\$630,000	266	90	51	20	Balanced
SC	Charleston	\$1,200,000	\$1,159,615	91	32	29	6	Seller's
SC	Hilton Head	\$999,500	\$1,065,000	36	9	12	26	Seller's
SC	The Grand Strand	\$531,200	\$520,000	228	84	75	63	Seller's
TN	Greater Chattanooga	-	-	-	-	-	-	-
TN	Knoxville	-	-	-	-	-	-	-
TN	Nashville	\$720,000	\$629,900	247	69	102	5	Seller's
TX	Austin	\$849,000	\$694,045	400	106	48	36	Buyer's
TX	Collin County	-	-	-	-	-	-	-
TX	Dallas	\$725,000	\$750,000	173	57	42	23	Seller's
TX	Denton County	-	-	-	-	-	-	-
TX	El Paso	-	-	-	-	-	-	-
TX	Fort Worth	-	-	-	-	-	-	-
TX	Greater Tyler	-	-	-	-	-	-	-
TX	Houston	\$630,000	\$609,000	125	64	29	9	Seller's
TX	Lubbock	-	-	-	-	-	-	-
TX	San Angelo	-	-	-	-	-	-	-
TX	San Antonio	\$725,000	\$637,500	41	5	4	61	Buyer's
TX	The Woodlands & Spring	-	-	-	-	-	-	-
UT	Park City	\$1,895,000	\$1,800,000	98	33	27	32	Seller's
UT	Salt Lake City	\$654,900	\$587,500	164	69	55	29	Seller's
VA	Arlington & Alexandria	\$1,092,900	\$1,015,000	79	45	53	7	Seller's
VA	Charlottesville	\$639,900	\$556,130	45	15	13	1	Seller's
VA	Fairfax County	\$786,245	\$714,900	146	78	155	6	Seller's
VA	McLean & Vienna	\$1,050,000	\$1,085,000	23	8	26	27	Seller's
VA	Richmond	\$593,180	\$567,570	84	29	34	9	Seller's
VA	Smith Mountain Lake	-	-	-	-	-	-	-
WA	King County	\$1,186,700	\$1,119,500	296	104	106	9	Seller's
WA	Seattle	\$1,299,900	\$1,387,000	145	43	35	17	Seller's
WA	Spokane	-	-	-	-	-	-	-

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