

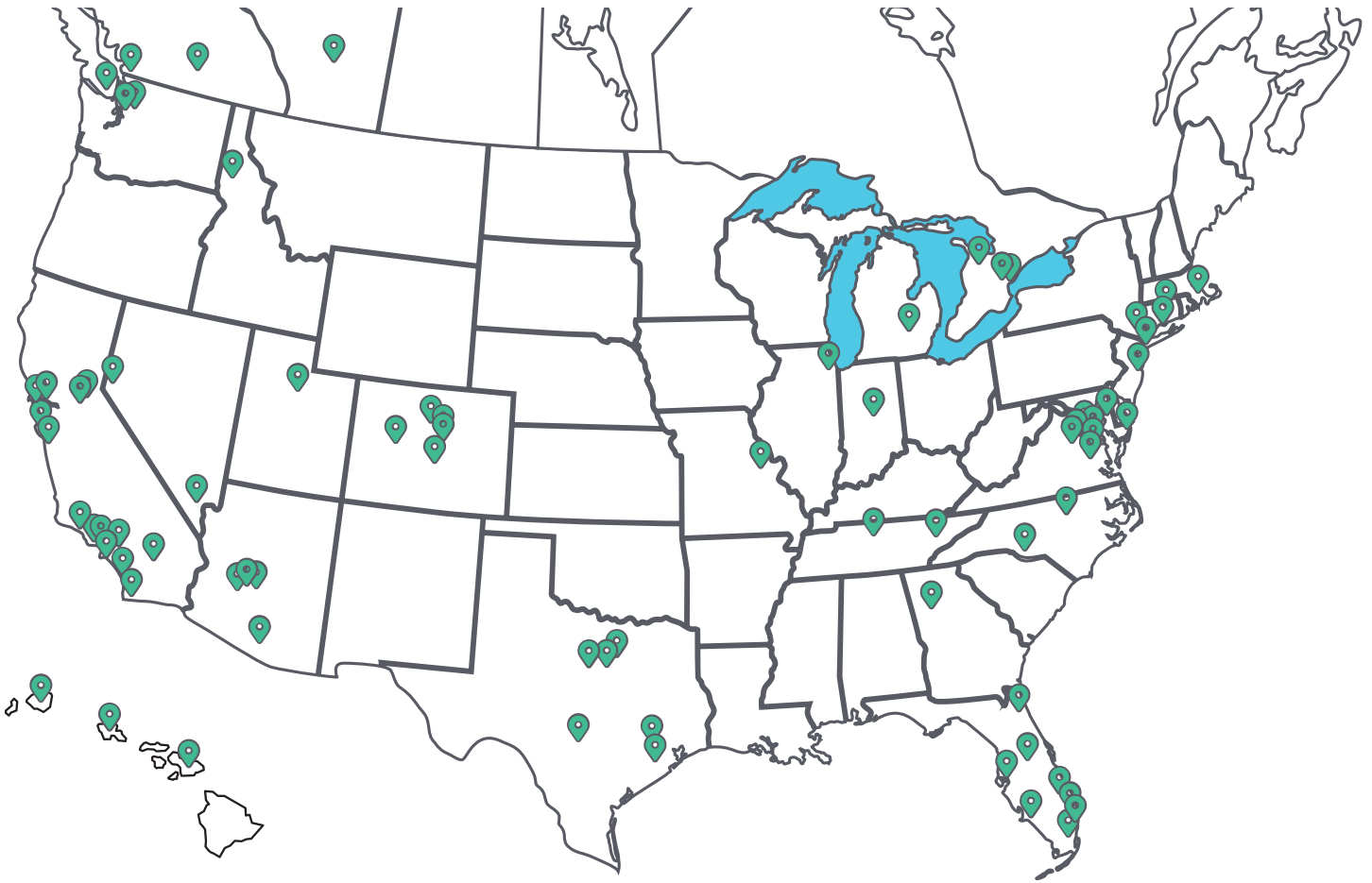
LUXURY MARKET REPORT

- January 2020 -

INSTITUTE *for*
LUXURY HOME
MARKETING®

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THIS IS YOUR LUXURY MARKET REPORT



MAP OF LUXURY RESIDENTIAL MARKETS

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

- 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.



“Interestingly, the increase in sales in the US and Canada drove from within, and Realtors are reporting a substantial growth of North American buyers rather than international purchasers [...] The statistics also show that ultra-high-net worth US buyers are either downsizing, especially if they live in high income tax states, or relocating to more affordable states such as Florida, Nevada, Nashville, Texas, Wyoming, and Washington.”

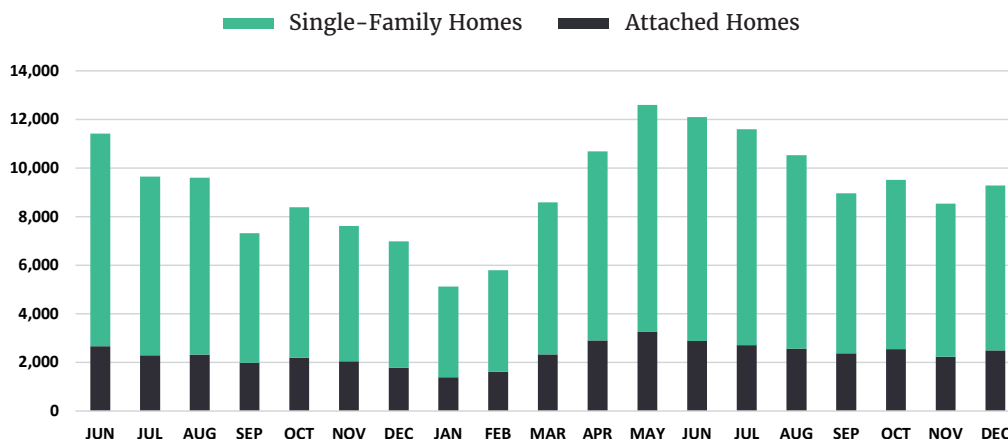


NORTH AMERICAN LUXURY REVIEW

Welcome to 2020 and our review of the previous year, 2019, in conjunction with the current luxury market in North America (US and Canada).

In a snapshot of 2019, despite pessimism at start of the year, the last quarter showcased a strengthening, with an upswing in the luxury market for sales in both the single family and condo markets. There has also been a slight trending upwards in both the listing price and sold price as we look at the whole North American Market*, which reflects a feeling of confidence in the market.

Home Sales in the North American Luxury Market June 2018 - December 2019



According to reports from many luxury real estate professionals, the significant increase in number of properties bought at the end of 2019 versus 2018 is reflective of an early 2019 holding pattern. Many of early 2019's prospective luxury buyers held off while waiting to see how prices would react to new tax regulations and other policy changes. Buyer confidence returned in late spring and compared to 2018, above average sales were reported in the final quarter of 2019.

In January 2019, this report showcased a very minute difference in the number of sales compared to end of the



previous year 2017, making this upswing in sales at the end of 2019 significant. Many forecasts are predicting, if all major outside influences remaining consistent, that the market will continue to strengthen as we head towards spring.

Interestingly, the increase in sales in the US and Canada drove from within and Realtors are reporting a substantial growth of North American buyers rather than international purchasers. The rising cost of luxury homes could be one deterrent, but it's more likely that affordability and improving economic conditions in Europe are attracting these foreign investors. Equally, it seems that US buyers are also attracted to Europe and Canada as the exchange rate has become more favorable, boosting their purchasing power.



The statistics also show that ultra-high-net worth US buyers are either downsizing, especially if they live in high income tax states, or relocating to more affordable states such as Florida, Nevada, Nashville, Texas, Wyoming, and Washington. This may well represent some of the upswing in the numbers of recent sales.

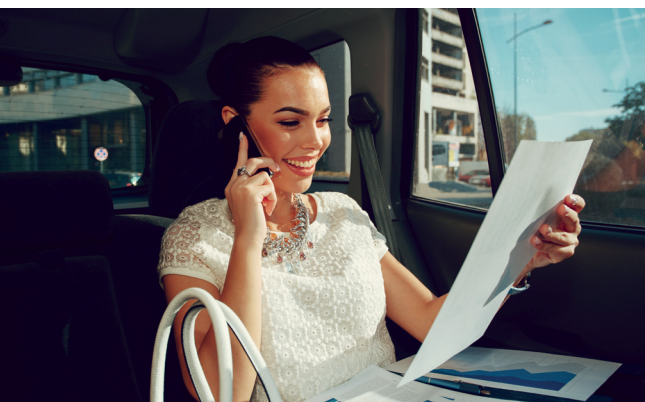


Other influencers affecting the increase in sales are that many homeowners are now diversifying their wealth, owning several properties rather than a single mega mansion. In addition, there have been an increasing number of home purchases taking place in smaller cities, reflecting the rising number of people relocating from major metropolises. Their property equity wealth or ability to pay high rental costs have afforded them the opportunity to purchase luxury properties in these secondary cities throughout North America.



The final influencer of these numbers could well lie in the vacation or second home property market. Many towns and communities, who have a heavy reliance on tourism or recreation, reported increasing sales during 2019. This market has noticed a demographic shift with buyer's trending towards the younger generation. Young families looking for more than just a quick break, but rather a second home for upwards of a couple of months, are increasingly mobile due to today's decentralized nature of work and not needing to be in the office 5 days a week.

Other prospective buyers have an eye towards investment - purchasing a vacation home with a view to renting it out either long-term or through vacation rental sites. These investors' ultimate goal is to have the rental income pay off the mortgage so that they can live there full-time in the future.



Understanding how this wealth has been generated and by whom will be key to understanding both today's requirements and future expectations of the type of real estate that will be in demand.

Predictions for Canada in 2020 show that economic growth for most of the major cities will be moderate, although long-term trends remain favorable for the housing market. 2019



A collection cities predicted to have rapid home price appreciation.

*From Left to Right. Top Row: Las Vegas, NV; Colorado Springs, CO; Raleigh, NC; Dallas TX.
Bottom Row: Fort Worth, TX; St. Petersburg, FL; Tampa, FL; Columbus, OH.*

was seen a year of resilience with sales numbers climbing and home prices remaining strong. The Canadian Real Estate Association (CREA) estimated that there would be an 8.9% increase in the number of homes sold over 2019, with average prices increasing by 6.2%.

The Canadian housing market in 2020 is also supported by strong immigration numbers, which many believe will sustain the demand for housing in popular markets. CREA predicts that the Bank of Canada will be unlikely to increase interest rates which will help drive demand for financing. However, the new regulations and measures set in 2019 to obtain a mortgage will help control demand to prevent the dramatic increases in property prices seen in past years.

While no one can predict with absolute certainty the years ahead, Canada’s strong labor market and demand for housing coupled with low interest rates suggest that the housing market is looking strong for 2020.

The US housing market is in a similar situation, having a strong job market and favorable mortgage rates. However, major concerns lie at the lower end of the market where there are simply not enough homes being built. This in combination with homeowners moving at a slower rate, has created a bottleneck.

The National Association of Realtors (NAR) predicts that sales will be held back due to lack of supply only increasing by 4%, whereas new sales are expected to increase by 11%. In sync with our reporting that secondary markets are seeing an upswing in numbers of people relocating, NAR predicts that home price appreciation will outpace the rest of the country for the next 5 years in communities such as Las Vegas (NV), Fort Collins and Colorado Springs (CO), Dallas/Fort Worth (TX), Columbus (OH), Ogden (UT), Raleigh/Durham and Charlotte (NC), Charleston (SC) and Tampa/St Petersburg (FL).

For the next generation as well as Baby Boomers, 2019 was notable for the realization that wealth is not seen in terms of materialistic items but rather “time, rarity, and experiences.” Today’s fast pace of life is being driven by technology and global expansion, fueled by considerable financial investment, making today’s wealthy realize the necessity of finding a lifestyle balance between work and play in 2020. Predictions indicate that finding this “balance” will be the leading driver of choices in location and property types.

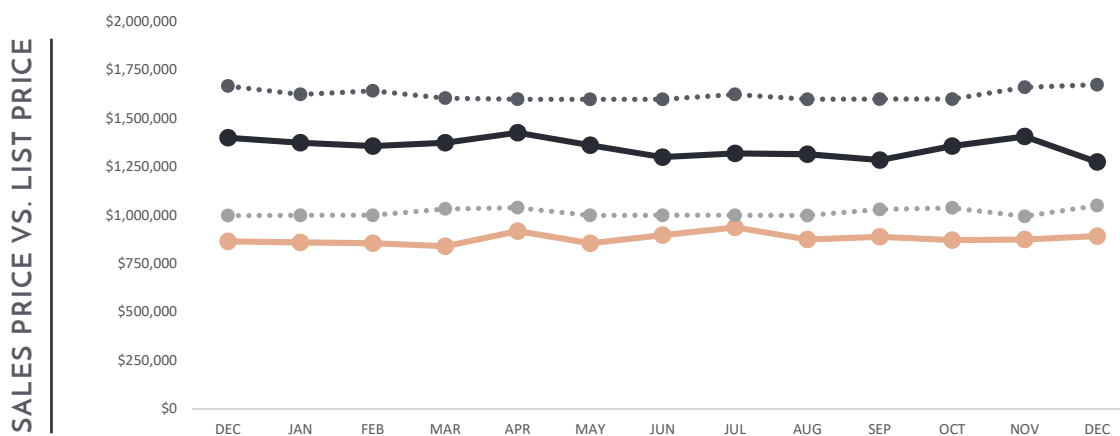
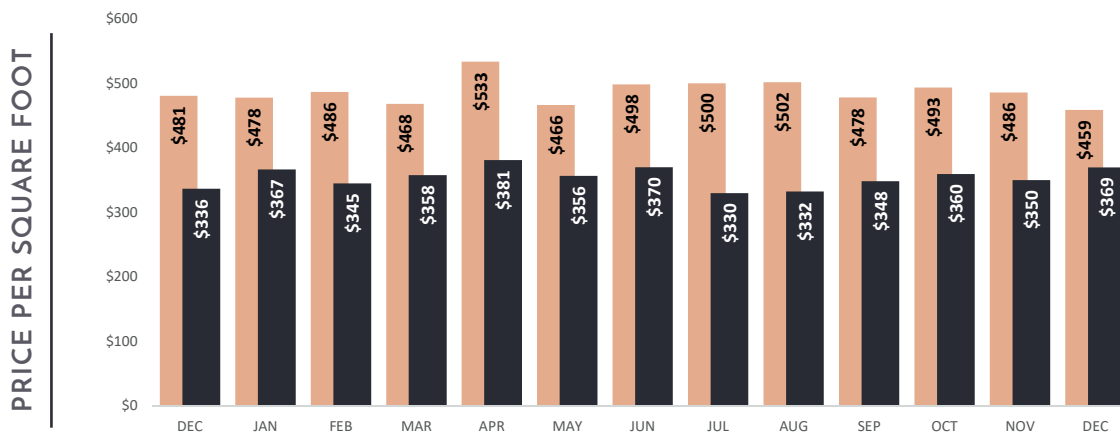
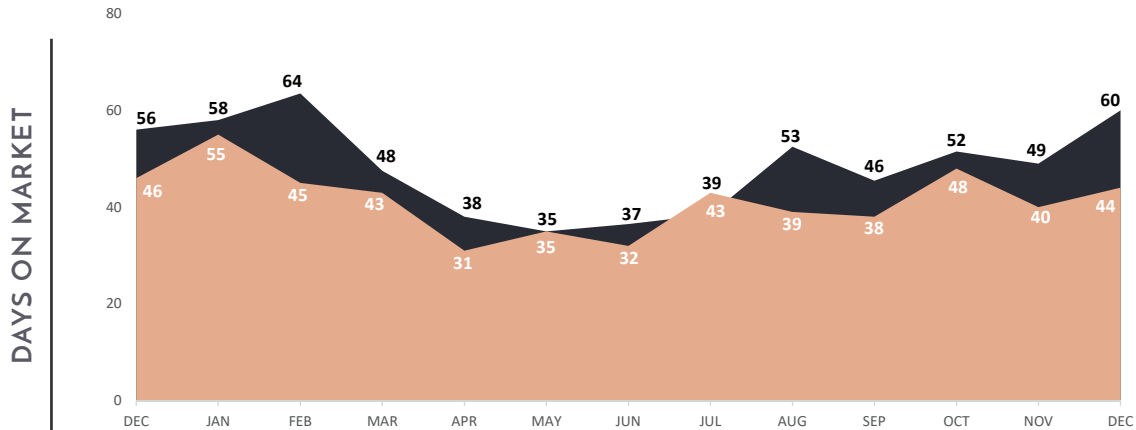
**Figures based on the 78 markets researched by The Institute for Luxury Home Marketing.*



- 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 December 2019 and January 2020 Luxury Market Reports are due to the addition of Northern Idaho.

- LUXURY MONTHLY MARKET REVIEW -

A Review of Key Market Differences Month Over Month

November 2019 | December 2019

SINGLE-FAMILY HOMES

	November	December		November	December
Median List Price	\$1,660,950	\$1,674,425	Total Inventory	42,273	35,080
Median Sale Price	\$1,407,500	\$1,275,000	New Listings	7,562	4,890
Median SP/LP Ratio	96.92%	96.87%	Total Sold	6,302	6,790
Total Sales Ratio	14.91%	19.36%	Median Days on Market	49	60
Median Price per Sq. Ft.	\$350	\$369	Average Home Size	3,806	3,741

Median prices represent properties priced above respective city benchmark prices.



SINGLE-FAMILY HOMES MARKET SUMMARY | DECEMBER 2019

- Official Market Type: **Balanced Market** with a **19.36% Sales Ratio**.¹
- Homes are selling for an average of **96.87% of list price**.
- The median luxury threshold² price is **\$942,500**, and the median luxury home sales price is **\$1,275,000**.
- Markets with the Highest Median Sales Price: **LA Beach Cities** (\$3,966,252), **Vancouver** (\$3,600,000), **Vail** (\$3,559,810), and **Marin County** (\$3,250,000).
- Markets with the Highest Sales Ratio: **San Francisco** (106%), **Silicon Valley** (71%), **Seattle** (66%), and **Northern Idaho** (61%).

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

November 2019 | December 2019

ATTACHED HOMES

	November	December		November	December
Median List Price	\$994,500	\$1,050,000	Total Inventory	16,801	14,913
Median Sale Price	\$874,500	\$892,225	New Listings	3,599	2,527
Median SP/LP Ratio	98.17%	98.08%	Total Sold	2,228	2,490
Total Sales Ratio	13.26%	16.70%	Median Days on Market	40	44
Median Price per Sq. Ft.	\$486	\$459	Average Home Size	1,949	1,999

Median prices represent properties priced above respective city benchmark prices.



ATTACHED HOMES MARKET SUMMARY | DECEMBER 2019

- Official Market Type: **Balanced Market** with a **16.70% Sales Ratio**.¹
- Attached homes are selling for an average of **98.08% of list price**.
- The median luxury threshold² price is **\$685,000**, and the median attached luxury sale price is **\$892,225**.
- Markets with the Highest Median Sales Price: **Vail** (\$2,424,000), **San Francisco** (\$2,300,000), **Greater Boston** (\$1,942,500), and **Naples** (\$1,825,000).
- Markets with the Highest Sales Ratio: **Silicon Valley** (104%), **Arlington & Alexandria** (86%), **Marin County** (85%), and **Nashville** (69%).

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	\$1,195,000	\$1,100,000	465	81	43	103	Buyer's
AZ	Paradise Valley	\$2,999,000	\$2,450,000	207	19	21	92	Buyer's
AZ	Phoenix	\$765,000	\$644,000	604	97	204	57	Seller's
AZ	Scottsdale	\$1,749,000	\$1,330,000	837	98	113	88	Buyer's
AZ	Tucson	\$769,950	\$632,500	598	84	105	52	Balanced
BC	Okanagan Valley	\$1,588,000	\$1,130,000	175	11	3	169	Buyer's
BC	Vancouver	\$4,280,000	\$3,600,000	844	91	39	81	Buyer's
BC	Victoria	\$1,887,500	\$1,417,500	278	34	36	55	Buyer's
CA	Los Angeles Beach Cities	\$5,295,000	\$3,966,252	297	36	56	41	Balanced
CA	Los Angeles City	\$4,595,000	\$2,800,000	703	90	123	46	Balanced
CA	Los Angeles The Valley	\$2,200,000	\$1,875,000	409	91	137	50	Seller's
CA	Marin County	\$4,522,500	\$3,250,000	60	1	21	100	Seller's
CA	Napa County	\$2,925,000	\$1,957,500	100	4	14	84	Buyer's
CA	Orange County	\$2,650,000	\$1,800,000	1,116	137	265	60	Seller's
CA	Palm Springs & Palm Desert	\$1,850,000	\$1,300,000	472	67	51	69	Buyer's
CA	Placer County	\$975,000	\$982,450	144	26	42	34	Seller's
CA	Sacramento	\$799,000	\$690,000	491	95	225	34	Seller's
CA	San Diego	\$2,395,000	\$1,610,000	820	162	237	43	Seller's
CA	San Francisco	\$4,990,000	\$3,200,000	33	7	35	18	Seller's
CA	Santa Barbara	\$3,997,500	\$2,800,000	222	17	45	78	Balanced
CA	Silicon Valley	\$4,495,000	\$3,150,000	125	25	89	27	Seller's
CA	Ventura County	\$1,899,000	\$1,399,000	314	66	57	91	Balanced
CO	Boulder	\$1,890,000	\$1,220,078	131	25	48	77	Seller's
CO	Colorado Springs	\$775,000	\$655,000	265	38	77	48	Seller's
CO	Denver	\$990,900	\$822,500	753	142	320	32	Seller's
CO	Douglas County	\$1,349,000	\$1,035,500	217	20	34	69	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	\$5,072,500	\$3,559,810	116	9	7	154	Buyer's
CT	Central Connecticut	\$649,500	\$577,500	377	27	46	77	Buyer's
CT	Coastal Connecticut	\$1,700,000	\$1,500,000	1,104	58	104	126	Buyer's
DC	Washington D.C.	\$3,324,500	\$2,325,000	54	8	11	11	Balanced
FL	Boca Raton & Delray Beach	\$2,249,000	\$1,660,000	558	49	34	135	Buyer's
FL	Coastal Pinellas County Towns	\$1,698,900	\$1,877,500	83	14	14	22	Balanced
FL	Greater Fort Lauderdale	\$1,350,000	\$930,000	1,484	205	168	84	Buyer's
FL	Jacksonville Beaches	\$1,289,000	\$1,155,000	285	27	27	77	Buyer's
FL	Miami	\$1,350,000	\$1,050,000	1,386	191	111	132	Buyer's
FL	Naples	\$2,185,000	\$1,597,500	726	83	78	98	Buyer's
FL	Orlando	\$1,599,900	\$1,355,000	446	60	46	80	Buyer's
FL	Palm Beach Towns	\$3,292,500	\$1,590,000	400	55	15	61	Buyer's
FL	Sarasota & Beaches	\$1,649,950	\$1,640,000	604	71	43	94	Buyer's
FL	Tampa	\$799,000	\$680,000	704	103	157	60	Seller's
GA	Atlanta	\$1,200,000	\$1,020,000	988	144	174	41	Balanced
HI	Kauai	\$2,600,000	\$1,100,000	128	20	3	294	Buyer's
HI	Maui	\$3,400,000	\$2,257,500	220	47	18	164	Buyer's
HI	Oahu	\$3,200,000	\$2,317,938	238	28	16	51	Buyer's
ID	Northern Idaho	\$998,400	\$715,000	74	12	45	170	Seller's
IL	Chicago	\$1,250,000	\$1,076,125	1,318	157	199	117	Balanced
IN	Hamilton County	\$777,495	\$709,771	246	37	54	24	Seller's
MA	Greater Boston	\$3,820,000	\$2,625,000	84	1	18	64	Seller's
MD	Montgomery County	\$1,880,000	\$1,400,000	222	36	58	53	Seller's
MD	Talbot County	\$1,775,000	\$1,070,000	85	4	6	30	Buyer's
MD	Worcester County	\$912,000	\$1,780,000	46	4	2	267	Buyer's
MI	Oakland County	\$739,000	\$653,200	891	111	114	37	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
MO	St. Louis	\$789,250	\$720,000	130	11	45	52	Seller's
NC	Charlotte	\$924,500	\$802,000	692	80	195	40	Seller's
NC	Raleigh-Durham	\$709,950	\$674,384	836	98	248	0	Seller's
NJ	Ocean County	\$897,000	\$747,000	557	58	72	72	Buyer's
NV	Las Vegas	\$769,995	\$607,750	1,367	255	304	49	Seller's
NV	Reno	\$1,390,498	\$1,165,024	104	11	18	135	Balanced
NY	Brooklyn	\$1,599,000	\$1,315,000	231	32	18	86	Buyer's
NY	Staten Island	\$1,225,000	\$1,092,500	152	15	16	98	Buyer's
ON	GTA - Durham	\$1,699,500	\$1,250,000	160	26	16	58	Buyer's
ON	GTA - York	\$2,484,000	\$1,750,000	450	79	41	53	Buyer's
ON	Toronto	\$3,550,000	\$3,075,000	293	47	48	47	Balanced
TN	Knox County	\$799,950	\$633,261	204	25	46	72	Seller's
TN	Nashville	\$1,045,000	\$875,000	267	65	101	7	Seller's
TX	Austin	\$1,025,000	\$864,500	411	90	200	29	Seller's
TX	Collin County	\$719,846	\$656,725	644	88	152	71	Seller's
TX	Dallas	\$975,000	\$944,000	599	87	155	62	Seller's
TX	Fort Worth	\$895,000	\$745,000	588	95	151	65	Seller's
TX	Houston	\$849,694	\$777,638	1,752	285	332	37	Balanced
TX	The Woodlands & Spring	\$875,000	\$650,000	403	57	68	36	Balanced
UT	Park City	\$3,500,000	\$2,395,000	251	38	21	188	Buyer's
VA	Arlington & Alexandria	\$1,898,000	\$1,675,000	77	9	19	28	Seller's
VA	Fairfax County	\$1,797,000	\$1,476,203	382	67	82	38	Seller's
VA	McLean & Vienna	\$2,099,900	\$1,675,000	187	41	39	38	Balanced
VA	Richmond	\$811,500	\$850,000	194	31	51	24	Seller's
WA	Greater Seattle	\$2,000,000	\$1,624,975	474	55	260	38	Seller's
WA	Seattle	\$1,812,500	\$1,577,500	128	20	84	27	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	\$849,000	\$830,000	199	36	15	66	Buyer's
AZ	Paradise Valley	-	-	-	-	-	-	-
AZ	Phoenix	-	-	-	-	-	-	-
AZ	Scottsdale	\$758,000	\$752,500	225	47	38	57	Balanced
AZ	Tucson	-	-	-	-	-	-	-
BC	Okanagan Valley	-	-	-	-	-	-	-
BC	Vancouver	\$1,859,000	\$1,625,000	608	112	35	43	Buyer's
BC	Victoria	\$828,900	\$765,000	230	51	34	43	Buyer's
CA	Los Angeles Beach Cities	\$1,795,000	\$1,400,000	133	33	47	27	Seller's
CA	Los Angeles City	\$1,590,000	\$1,300,000	265	47	77	34	Seller's
CA	Los Angeles The Valley	\$744,000	\$687,000	85	23	57	37	Seller's
CA	Marin County	\$1,295,000	\$1,240,000	7	3	6	53	Seller's
CA	Napa County	-	-	-	-	-	-	-
CA	Orange County	\$1,049,900	\$936,000	337	67	144	32	Seller's
CA	Palm Springs & Palm Desert	-	-	-	-	-	-	-
CA	Placer County	-	-	-	-	-	-	-
CA	Sacramento	-	-	-	-	-	-	-
CA	San Diego	\$1,149,500	\$877,000	444	119	136	45	Seller's
CA	San Francisco	\$2,850,000	\$2,300,000	85	10	26	41	Seller's
CA	Santa Barbara	\$1,850,000	\$1,337,500	39	7	4	56	Buyer's
CA	Silicon Valley	\$1,437,000	\$1,405,004	48	16	50	15	Seller's
CA	Ventura County	\$748,900	\$755,000	51	7	15	60	Seller's
CO	Boulder	\$966,500	\$892,225	48	8	12	148	Seller's
CO	Colorado Springs	-	-	-	-	-	-	-
CO	Denver	\$689,000	\$676,550	423	89	198	32	Seller's
CO	Douglas County	\$588,050	\$707,000	16	0	10	100	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	\$3,774,500	\$2,424,000	110	19	9	160	Buyer's
CT	Central Connecticut	-	-	-	-	-	-	-
CT	Coastal Connecticut	\$799,000	\$718,000	211	13	33	114	Balanced
DC	Washington D.C.	\$1,837,000	\$1,700,000	130	28	51	13	Seller's
FL	Boca Raton & Delray Beach	\$934,500	\$835,000	436	78	61	44	Buyer's
FL	Coastal Pinellas County Towns	\$975,000	\$780,000	154	20	20	48	Buyer's
FL	Greater Fort Lauderdale	\$870,000	\$787,500	1,277	182	64	135	Buyer's
FL	Jacksonville Beaches	\$1,147,500	\$940,000	42	6	7	44	Balanced
FL	Miami	\$1,050,000	\$1,070,000	2,925	328	87	154	Buyer's
FL	Naples	\$2,195,000	\$1,825,000	288	32	21	38	Buyer's
FL	Orlando	\$699,000	\$625,000	53	8	12	40	Seller's
FL	Palm Beach Towns	\$1,595,000	\$1,200,000	413	64	27	77	Buyer's
FL	Sarasota & Beaches	\$1,380,000	\$966,347	275	53	54	1	Balanced
FL	Tampa	\$785,000	\$642,500	117	33	30	67	Seller's
GA	Atlanta	\$675,000	\$611,500	564	115	92	34	Balanced
HI	Kauai	\$1,459,000	\$1,225,000	84	12	9	42	Buyer's
HI	Maui	\$1,800,000	\$1,725,000	149	24	12	191	Buyer's
HI	Oahu	\$1,298,000	\$1,360,000	393	67	52	53	Buyer's
ID	Northern Idaho	-	-	-	-	-	-	-
IL	Chicago	\$1,189,500	\$950,000	810	106	87	80	Buyer's
IN	Hamilton County	-	-	-	-	-	-	-
MA	Greater Boston	\$2,537,500	\$1,942,500	194	25	70	44	Seller's
MD	Montgomery County	\$792,445	\$683,250	128	22	68	19	Seller's
MD	Talbot County	-	-	-	-	-	-	-
MD	Worcester County	\$619,450	\$615,750	106	6	6	227	Buyer's
MI	Oakland County	\$789,500	\$581,000	50	7	5	27	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
MO	St. Louis	-	-	-	-	-	-	-
NC	Charlotte	\$759,900	\$697,075	177	21	26	26	Buyer's
NC	Raleigh-Durham	-	-	-	-	-	-	-
NJ	Ocean County	\$612,450	\$591,000	108	9	12	47	Buyer's
NV	Las Vegas	-	-	-	-	-	-	-
NV	Reno	-	-	-	-	-	-	-
NY	Brooklyn	\$1,325,000	\$1,202,500	547	94	78	77	Buyer's
NY	Staten Island	-	-	-	-	-	-	-
ON	GTA - Durham	\$669,495	\$640,000	30	18	18	21	Seller's
ON	GTA - York	\$879,900	\$830,500	157	79	78	18	Seller's
ON	Toronto	\$1,338,888	\$1,125,000	383	143	107	19	Seller's
TN	Knox County	-	-	-	-	-	-	-
TN	Nashville	\$1,112,500	\$699,900	80	40	55	0	Seller's
TX	Austin	\$813,020	\$593,000	157	35	39	52	Seller's
TX	Collin County	-	-	-	-	-	-	-
TX	Dallas	\$780,000	\$700,000	173	19	25	75	Buyer's
TX	Ft. Worth	-	-	-	-	-	-	-
TX	Houston	\$799,000	\$617,500	353	51	33	57	Buyer's
TX	The Woodlands and Spring	-	-	-	-	-	-	-
UT	Park City	\$1,998,000	\$1,723,750	170	23	38	22	Seller's
VA	Arlington & Alexandria	\$1,199,000	\$910,000	43	12	37	23	Seller's
VA	Fairfax County	\$729,453	\$695,000	140	39	71	12	Seller's
VA	McLean & Vienna	\$1,349,000	\$915,000	29	5	15	20	Seller's
VA	Richmond	-	-	-	-	-	-	-
WA	Greater Seattle	\$1,100,000	\$1,002,495	128	12	54	32	Seller's
WA	Seattle	\$1,214,998	\$1,015,000	86	4	23	44	Seller's

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