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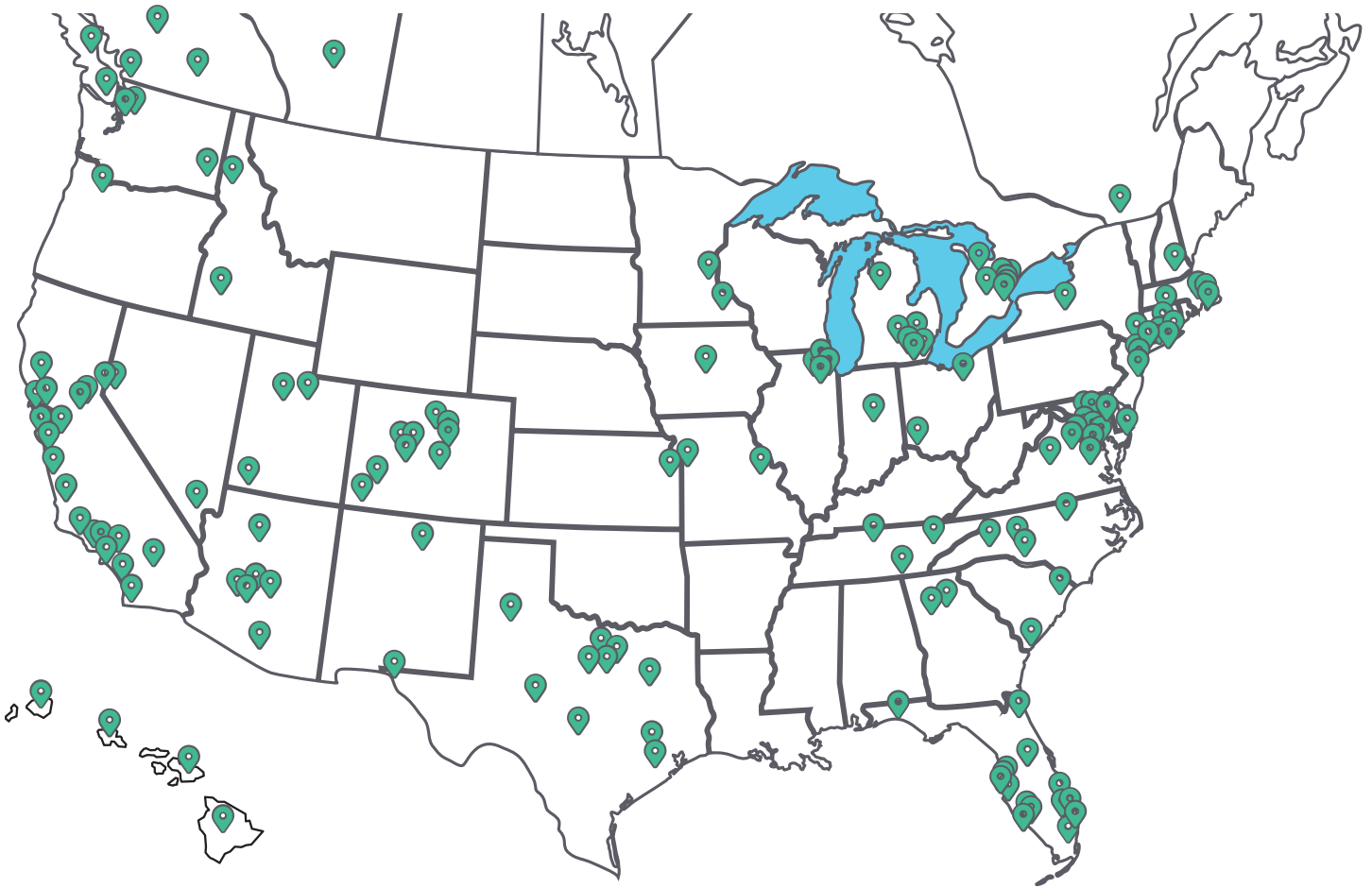


# LUXURY MARKET REPORT AUGUST 2024

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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. 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.





**"By the end of July, the overall growth in the volume of sales in 2024 stood at 14.82% for single-family homes and 11.35% for attached homes compared to the same period in 2023."**





# NORTH AMERICAN LUXURY REVIEW

## **Market Drivers and Nuances**

In our analysis of the North American real estate landscape in 2024, we continue to delve into the trends that are shaping this dynamic and ever-evolving market segment.

As global conditions shift and consumer preferences evolve, the importance of comprehending past, present, and future market trends cannot be overstated, as they provide critical insights into emerging trends, shifting consumer preferences, and the underlying market dynamics.

Overall, the luxury real estate market in 2024 has shown growth compared to 2023, with a strong demand for homes in prime locations, unique features and high-end amenities driving affluent buyer decision-making in most areas.

### **Market Analytics**

In a surprising development, the number of sales in July exceeded expectations, particularly given the decline in sales from May to June 2024.

After a year of growth in sales compared to 2023, June saw an unexpected downturn, with sales for single-family homes falling by 1.68% and attached properties by 6.77%. However, the luxury market rebounded in July, with sales increasing by 18.99% for single-family homes and 13.30% for attached homes compared to July 2023.

By the end of July, the overall growth in the volume of sales in 2024 stood at 14.82% for single-family homes and 11.35% for attached homes compared to the same period in 2023.

This rebound is significant for two reasons. First, it demonstrates that the overall market trend is still upward in terms of sales volume compared to 2023, with June's decline being an anomaly rather than the start of a new trend. Second, it highlights the critical role of new inventory in driving the luxury market. The fluctuations in sales closely correlate with the availability of new listings, indicating that fresh inventory is a key factor in market performance.

## Impacts of New Inventory

From January to May, a steady increase in new listings each month corresponded with a rise in sales. However, in June, new listings fell by 7.62% for single-family homes and by 11.21% for attached homes compared to May, leading to a 5.60% and 7.29% decrease in sales, respectively.

July, typically a slower month for real estate as people take vacations, saw an unexpected increase in both new inventory and sales. Although sales numbers did not rise above June's levels, the percentage decrease was far smaller than in previous years. To put this into context, in July 2022, sales volume declined by 22.71% compared to June, and in July 2023, it declined by 18.27%. In contrast, July 2024 saw only a 0.25% decline compared to June, and an 8.99% decline compared to May 2024, a much stronger month.

The common thread here is the amount of new inventory entering the market. In July 2022, new inventory fell by 20.35%, in 2023 by 14.45%, but in 2024 it only fell by 7.03% compared to June, which helped to sustain sales levels.



## The Right Inventory

Another important factor is the type of inventory entering the market. It is not just about increasing the number of available properties; today's affluent buyers are more discerning than ever. They are less likely to feel pressured to purchase a home that doesn't meet their exacting standards.

Luxury properties must embody exclusivity, offer innovative amenities, support sustainable living, and display impeccable craftsmanship. They must cater to those who seek not just a home, but an elevated living experience. Whether it's a luxurious penthouse with iconic cityscape views, a private enclave with dedicated amenities, or a sprawling estate in a serene countryside setting, the appeal of luxury real estate lies in the lifestyle it represents.

If a property fails to meet these high standards, it is likely to remain on the market until the seller recognizes the need for adjustments.

## Price Stability

In a typical market, an increase in inventory would exert downward pressure on prices. While this is happening in some markets, the overall trend in Canada and the U.S. shows that luxury median





sold prices are continuing to rise slightly. Since January 2024, the median sold price for the top 10% of the market has risen close to 2%.

Despite 30–35% year-over-year increases in inventory levels; luxury properties are still relatively depleted from a historical perspective. Coupled with growing demand from an increasing number of wealthy buyers, who are willing to pay a premium for the right property, it is not surprising that prices are holding steady or even increasing in some markets.

In highly desirable areas, when supply has increased, any downward pressure on prices has been mitigated by the rapid absorption of properties by eager buyers, sometimes leading to fierce competition.

As of July 2024, the sold price to listing price ratio remains close to asking, at 98.78% for single-family homes and 98.98% for attached properties.

A recent report from Zillow, which analyzes the top 5% of 50 U.S. real estate markets, notes that luxury home values have increased by 3.9% year-over-year. Remarkably, for the first time, the increase in home values in the ultra-wealthy segment is outpacing the traditional market, with a 0.7% higher increase in luxury home values compared to the overall market.

## **Looking Ahead**

The unexpected rise in new inventory and sales in July indicates a strong confidence among both sellers and buyers in the state of the luxury market. However, if inventory continues to grow while sales slow, downward pressure on prices is likely, particularly for properties that have been on the market longer than expected.

Expect elevated prices and higher interest rates to continue influencing buyers' decisions and delaying transactions. Although, a significant change in one or both factors could quickly alter the market, with any increase in inventory levels likely to be swiftly absorbed, potentially driving prices up again.

Economic and stock market fluctuations could also lead to more cautious behavior among affluent buyers and sellers. In the U.S., the upcoming election is likely to cause a slowdown in the market as the country waits for the outcome.



Now more than ever, it is crucial for sellers and their real estate professionals to understand the preferences of luxury homebuyers. This includes being an expert in luxury demand and supply variances, understanding changing environmental and social influences, and anticipating buyers' evolving lifestyle and technology requirements.

## **In Conclusion**

Members of The Institute have observed a growing trend among affluent clients: expecting their realtors to bring innovation and advanced strategies to the table, especially with the rise of AI in the real estate industry. Moreover, affluent buyers are seeking realtors with deep expertise in identifying properties that offer a blend of luxury and convenience—homes located in prime areas that are rich in amenities and cater to their lifestyle needs.

While the cost of purchasing a home remains comparatively high, real estate remains one of the most reliable long-term investments. Over time, property ownership has consistently provided strong returns, making it a wise financial decision. Beyond the financial benefits, homeownership offers something even more valuable: a sense of security and a personal sanctuary for families. In uncertain times, owning a home provides stability and peace of mind, ensuring a safe and comforting environment for loved ones.



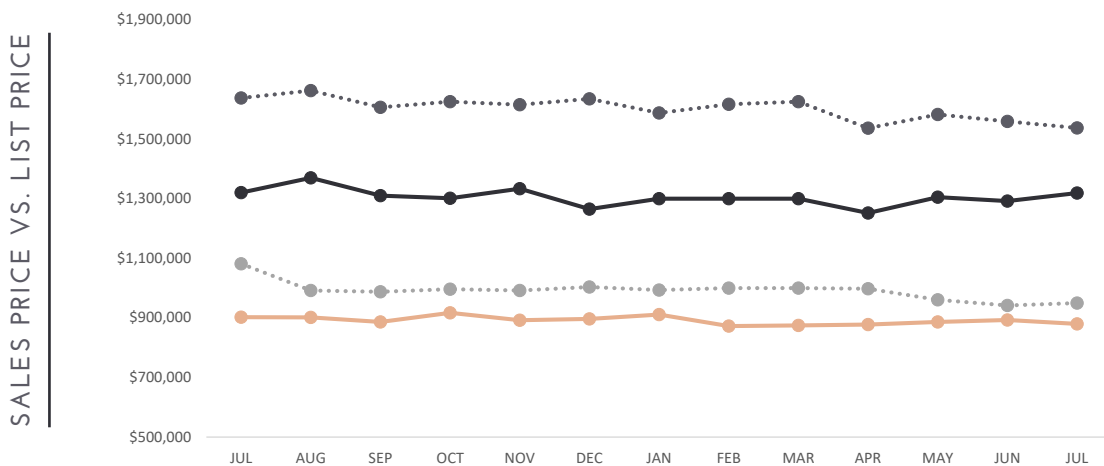
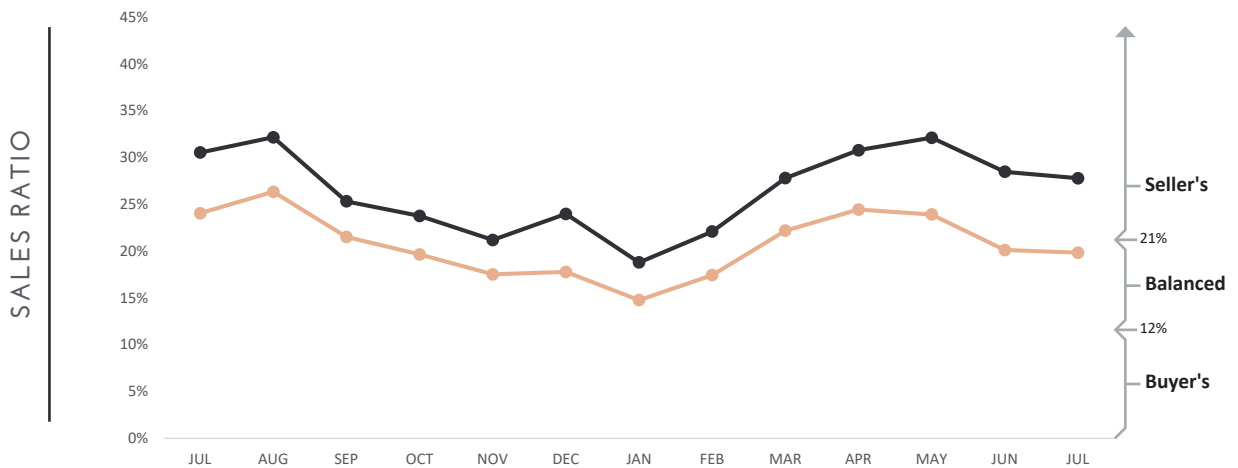
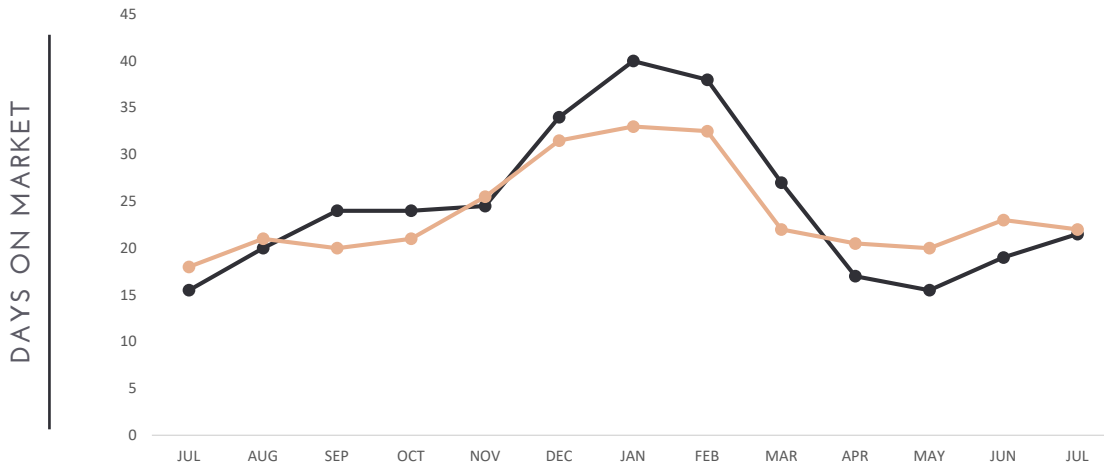


# - 13-MONTH MARKET TRENDS -

## 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

July 2023 | July 2024

### SINGLE-FAMILY HOMES

	July 2023	July 2024		July 2023	July 2024
Median List Price	\$1,637,500	\$1,537,500	Total Inventory	57,028	74,539
Median Sale Price	\$1,320,000	\$1,318,750	New Listings	18,424	23,289
Median SP/LP Ratio	99.51%	98.78%	Total Sold	17,417	20,725
Total Sales Ratio	30.54%	27.80%	Median Days on Market	16	22
Median Price per Sq. Ft.	\$393	\$419	Average Home Size	3,279	3,176

Median prices represent properties priced above respective city benchmark prices.



### SINGLE-FAMILY HOMES MARKET SUMMARY | JULY 2024

- Official Market Type: **Seller's Market** with a **27.80% Sales Ratio**.<sup>1</sup>
- Homes are selling for an average of **98.78% of list price**.
- The median luxury threshold<sup>2</sup> price is **\$912,500**, and the median luxury home sales price is **\$1,318,750**.
- Markets with the Highest Median Sales Price: **Vail** (\$4,490,000), **Los Angeles Beach Cities** (\$3,962,500), **Los Angeles City** (\$3,650,000), and **Paradise Valley** (\$3,554,000).
- Markets with the Highest Sales Ratio: **Baltimore City** (94.4%), **Howard County, MD** (88.2%), **East Bay** (86.8%), and **Central Connecticut** (81.1%).

<sup>1</sup>Sales 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. <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

July 2023 | July 2024

### ATTACHED HOMES

	July 2023	July 2024		July 2023	July 2024
Median List Price	\$1,081,750	\$949,500	Total Inventory	18,786	25,797
Median Sale Price	\$902,475	\$880,000	New Listings	5,992	7,509
Median SP/LP Ratio	99.90%	98.89%	Total Sold	4,518	5,119
Total Sales Ratio	24.05%	19.84%	Median Days on Market	18	22
Median Price per Sq. Ft.	\$500	\$484	Average Home Size	1,905	1,901

Median prices represent properties priced above respective city benchmark prices.



### ATTACHED HOMES MARKET SUMMARY | JULY 2024

- Official Market Type: **Balanced Market** with a **19.84% Sales Ratio**.<sup>1</sup>
- Attached homes are selling for an average of **98.89% of list price**.
- The median luxury threshold<sup>2</sup> price is **\$700,000**, and the median attached luxury sale price is **\$880,000**.
- Markets with the Highest Median Sales Price: **Manhattan** (\$4,050,000), **Telluride** (\$3,350,000), **Whistler** (\$3,150,000), and **Ft. Lauderdale** (\$2,937,500).
- Markets with the Highest Sales Ratio: **Fairfax County, VA** (121.9%), **Montgomery County, MD** (104.7%), **Howard County, MD** (104.7%), and **Anne Arundel County** (104.2%).

<sup>1</sup>Sales 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. <sup>2</sup>The 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	\$1,079,950	\$935,000	17	42.3%	Seller's	\$750,000	\$699,500	14	32.3%	Seller's
AZ	Chandler and Gilbert	\$1,162,450	\$990,000	41	35.9%	Seller's	-	-	-	-	-
AZ	Flagstaff	\$1,450,000	\$1,397,500	75	24.3%	Seller's	-	-	-	-	-
AZ	Fountain Hills	\$2,725,000	\$2,635,000	82	25.0%	Seller's	\$734,450	-	-	0.0%	Buyer's
AZ	Mesa	\$924,950	\$832,500	50	33.7%	Seller's	-	-	-	-	-
AZ	Paradise Valley	\$5,785,623	\$3,554,000	56	9.5%	Buyer's	-	-	-	-	-
AZ	Phoenix	\$870,000	\$823,995	52	32.4%	Seller's	-	-	-	-	-
AZ	Scottsdale	\$2,000,000	\$1,700,000	62	24.4%	Seller's	\$899,000	\$800,000	56	24.6%	Seller's
AZ	Tucson	\$695,000	\$644,852	27	29.5%	Seller's	-	-	-	-	-
BC	Okanagan Valley	\$1,784,250	\$1,600,000	50	4.1%	Buyer's	-	-	-	-	-
BC	Vancouver	\$4,180,000	\$3,199,000	28	4.5%	Buyer's	\$1,890,000	\$1,705,000	18	6.3%	Buyer's
BC	Whistler	\$5,865,000	\$3,232,500	114	2.3%	Buyer's	\$2,469,000	\$3,150,000	10	4.1%	Buyer's
CA	Central Coast	\$3,147,500	\$2,325,000	15	19.1%	Balanced	\$1,199,000	\$1,200,000	12	28.8%	Seller's
CA	East Bay	\$2,099,500	\$2,000,000	11	86.8%	Seller's	\$1,086,000	\$1,147,500	14	73.7%	Seller's
CA	Greater Palm Springs	\$1,795,000	\$1,650,000	49	17.6%	Balanced	-	-	-	-	-
CA	Lake Tahoe	\$2,399,450	\$1,837,500	18	19.3%	Balanced	\$1,595,000	\$1,342,500	66	30.2%	Seller's
CA	Los Angeles Beach Cities	\$5,822,500	\$3,962,500	26	13.5%	Balanced	\$1,885,000	\$1,665,000	29	28.9%	Seller's
CA	Los Angeles City	\$4,600,000	\$3,650,000	32	12.9%	Balanced	\$1,700,000	\$1,425,000	31	17.0%	Balanced
CA	Los Angeles The Valley	\$2,499,000	\$2,172,000	31	26.8%	Seller's	\$799,000	\$820,000	29	52.7%	Seller's
CA	Marin County	\$3,950,000	\$2,950,000	31	47.5%	Seller's	\$1,265,000	\$1,276,350	15	73.7%	Seller's
CA	Napa County	\$3,172,500	\$2,200,000	25	6.4%	Buyer's	-	-	-	-	-
CA	Orange County	\$2,995,000	\$2,157,500	19	33.2%	Seller's	\$1,325,000	\$1,176,444	18	54.1%	Seller's
CA	Placer County	\$1,185,000	\$1,150,000	13	30.8%	Seller's	-	-	-	-	-
CA	Sacramento	\$957,000	\$900,000	13	43.1%	Seller's	-	-	-	-	-
CA	San Diego	\$2,349,000	\$1,950,000	12	36.0%	Seller's	\$1,199,000	\$1,062,500	12	37.7%	Seller's
CA	San Francisco	\$4,322,500	\$3,482,500	13	53.1%	Seller's	\$2,900,000	\$2,342,500	40	21.8%	Seller's
CA	San Luis Obispo County	\$1,895,000	\$1,441,000	20	38.0%	Seller's	-	-	-	-	-
CA	Silicon Valley	\$4,300,000	\$3,400,000	9	67.4%	Seller's	\$1,686,500	\$1,592,250	13	46.5%	Seller's
CA	Sonoma County	\$2,495,000	\$1,500,000	38	16.7%	Balanced	\$777,098	\$784,000	35	30.8%	Seller's
CA	Ventura County	\$2,295,000	\$1,672,500	50	27.9%	Seller's	\$775,000	\$756,048	41	53.4%	Seller's
CO	Boulder	\$2,000,000	\$1,500,000	51	21.4%	Seller's	\$897,000	\$800,000	41	17.0%	Balanced
CO	Colorado Springs	\$944,500	\$885,000	13	28.2%	Seller's	\$633,388	\$620,000	14	30.3%	Seller's
CO	Denver	\$1,550,000	\$1,336,200	17	26.3%	Seller's	\$827,450	\$782,500	19	21.3%	Seller's
CO	Douglas County	\$1,275,000	\$1,180,000	16	23.7%	Seller's	\$585,000	\$547,000	20	29.2%	Seller's
CO	Summit County	\$2,897,500	\$2,350,000	16	8.8%	Buyer's	\$1,212,500	\$1,300,000	19	14.4%	Balanced
CO	Telluride	\$5,750,000	\$2,400,000	69	5.9%	Buyer's	\$2,995,000	\$3,350,000	81	7.7%	Buyer's
CO	Vail	\$7,122,500	\$4,490,000	97	7.7%	Buyer's	\$3,395,000	\$2,815,000	89	9.6%	Buyer's
CT	Central Connecticut	\$699,900	\$635,000	5	81.1%	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	\$2,237,000	\$1,725,000	12	48.0%	Seller's	\$998,000	\$712,500	11	42.2%	Seller's
DC	Washington D.C.	\$3,997,450	\$2,495,000	10	33.9%	Seller's	\$1,800,000	\$1,667,500	16	28.2%	Seller's
DE	Sussex County Coastal	\$1,525,000	\$1,400,000	18	17.8%	Balanced	\$999,990	\$977,105	18	48.6%	Seller's
FL	Boca Raton/Delray Beach	\$2,550,000	\$2,140,623	47	16.0%	Balanced	\$950,000	\$722,500	62	14.1%	Balanced
FL	Brevard County	\$799,948	\$780,000	22	21.2%	Seller's	\$745,000	\$745,562	50	12.8%	Balanced
FL	Broward County	\$1,720,000	\$1,495,000	47	12.8%	Balanced	\$698,000	\$605,000	47	8.4%	Buyer's
FL	Coastal Pinellas County	\$2,150,000	\$1,900,000	57	9.1%	Buyer's	\$1,235,000	\$1,175,000	91	10.4%	Buyer's
FL	Ft. Lauderdale	\$5,650,000	\$3,500,000	117	7.1%	Buyer's	\$2,499,000	\$2,937,500	82	4.4%	Buyer's
FL	Jacksonville Beaches	\$1,286,025	\$1,264,228	35	23.3%	Seller's	\$942,450	\$1,000,000	40	7.4%	Buyer's
FL	Lee County	\$1,400,000	\$1,266,000	79	7.7%	Buyer's	\$899,000	\$750,000	80	7.6%	Buyer's
FL	Marco Island	\$2,750,000	\$2,210,000	63	11.0%	Buyer's	\$1,698,500	\$1,240,000	78	9.2%	Buyer's
FL	Miami	\$1,862,500	\$1,345,000	53	11.9%	Buyer's	\$1,400,000	\$1,200,000	110	6.6%	Buyer's
FL	Naples	\$5,450,000	\$3,475,000	55	6.6%	Buyer's	\$2,477,500	\$1,900,000	72	8.3%	Buyer's
FL	Orlando	\$1,250,000	\$1,100,000	22	18.5%	Balanced	\$559,900	\$580,000	47	13.1%	Balanced
FL	Palm Beach Towns	\$4,035,000	\$2,557,500	49	13.1%	Balanced	\$1,900,000	\$1,592,500	22	11.1%	Buyer's
FL	Sarasota & Beaches	\$2,550,000	\$1,800,000	94	9.7%	Buyer's	\$1,639,500	\$1,425,000	111	11.9%	Buyer's
FL	South Pinellas County	\$1,395,000	\$1,190,000	49	15.2%	Balanced	\$1,012,450	\$962,018	62	15.6%	Balanced
FL	South Walton	\$2,675,000	\$1,925,000	53	7.4%	Buyer's	\$1,275,000	\$1,325,000	71	5.2%	Buyer's
FL	Tampa	\$749,900	\$700,000	22	26.0%	Seller's	\$849,999	\$755,675	19	17.6%	Balanced
GA	Atlanta	\$1,452,000	\$1,225,000	7	25.7%	Seller's	\$700,000	\$661,500	18	19.3%	Balanced
GA	Duluth	\$1,550,000	\$1,187,500	5	34.1%	Seller's	-	-	-	-	-
HI	Island of Hawaii	\$2,187,500	\$1,548,000	23	25.2%	Seller's	\$1,675,000	\$1,492,500	7	19.3%	Balanced
HI	Kauai	\$3,479,500	\$1,812,500	52	19.4%	Balanced	\$1,399,000	\$1,500,000	11	13.0%	Balanced
HI	Maui	\$3,347,500	\$1,819,000	88	6.9%	Buyer's	\$1,850,000	\$2,100,000	161	9.1%	Buyer's
HI	Oahu	\$2,900,000	\$2,500,000	19	16.7%	Balanced	\$1,150,000	\$1,050,000	31	13.1%	Balanced
IA	Greater Des Moines	\$674,900	\$632,580	15	20.0%	Balanced	-	-	-	-	-
ID	Ada County	\$799,000	\$769,950	16	38.9%	Seller's	\$649,900	\$585,950	8	34.9%	Seller's
ID	Northern Idaho	\$1,750,000	\$1,312,500	71	12.8%	Balanced	-	-	-	-	-
IL	Chicago	\$1,675,000	\$1,308,000	11	58.7%	Seller's	\$1,199,900	\$923,250	22	24.2%	Seller's
IL	DuPage County	\$1,299,450	\$910,000	7	68.0%	Seller's	\$699,000	\$734,900	5	63.3%	Seller's
IL	Lake County	\$1,250,000	\$960,000	11	47.9%	Seller's	-	-	-	-	-
IL	Will County	\$649,900	\$624,250	8	64.0%	Seller's	-	-	-	-	-
IN	Hamilton County	\$850,000	\$824,900	5	66.5%	Seller's	-	-	-	-	-
KS	Johnson County	\$820,000	\$825,000	11	34.0%	Seller's	\$654,950	\$631,803	3	23.9%	Seller's
MA	Cape Cod	\$2,499,000	\$2,000,000	38	16.8%	Balanced	\$899,450	\$1,279,500	33	17.2%	Balanced
MA	Greater Boston	\$3,450,000	\$2,700,000	20	26.4%	Seller's	\$2,490,000	\$1,805,000	30	22.7%	Seller's
MA	South Shore	\$1,680,000	\$1,537,500	18	42.7%	Seller's	\$916,500	\$826,000	21	36.1%	Seller's
MD	Anne Arundel County	\$1,074,500	\$965,000	6	48.2%	Seller's	\$589,375	\$560,000	4	104.2%	Seller's

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# - 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	\$899,472	\$800,000	13	94.4%	Seller's	\$669,000	\$610,125	9	37.0%	Seller's
MD	Baltimore County	\$989,000	\$900,000	5	39.8%	Seller's	\$603,390	\$553,250	5	45.7%	Seller's
MD	Frederick County	\$969,810	\$841,000	8	48.9%	Seller's	-	-	-	-	-
MD	Howard County	\$1,249,000	\$1,075,000	6	88.2%	Seller's	\$639,900	\$610,000	7	104.7%	Seller's
MD	Montgomery County	\$1,995,000	\$1,597,500	9	69.3%	Seller's	\$803,563	\$739,000	6	104.7%	Seller's
MD	Talbot County	\$2,322,500	\$1,750,000	18	20.4%	Balanced	-	-	-	-	-
MD	Worcester County	\$1,007,000	\$750,000	18	19.1%	Balanced	\$675,000	\$597,750	31	37.2%	Seller's
MI	Grand Traverse	\$1,197,500	\$1,242,500	42	16.9%	Balanced	-	-	-	-	-
MI	Livingston County	\$725,000	\$662,500	14	32.3%	Seller's	-	-	-	-	-
MI	Monroe County	\$722,375	\$665,000	20	26.7%	Seller's	-	-	-	-	-
MI	Oakland County	\$820,990	\$667,500	9	43.9%	Seller's	\$661,995	\$593,500	11	35.4%	Seller's
MI	Washtenaw County	\$897,000	\$830,000	36	44.6%	Seller's	\$618,697	\$810,000	30	21.5%	Seller's
MI	Wayne County	\$700,000	\$673,500	9	55.6%	Seller's	\$699,950	\$655,000	9	23.6%	Seller's
MN	Olmsted County	\$899,000	\$730,000	17	20.0%	Balanced	-	-	-	-	-
MN	Twin Cities	\$1,250,000	\$1,100,000	14	27.5%	Seller's	-	-	-	-	-
MO	Kansas City	\$730,000	\$675,000	9	36.6%	Seller's	-	-	-	-	-
MO	St. Louis	\$749,900	\$740,000	5	69.0%	Seller's	-	-	-	-	-
NC	Asheville	\$1,100,000	\$959,000	16	23.0%	Seller's	\$689,750	\$617,500	43	28.0%	Seller's
NC	Charlotte	\$1,200,000	\$948,500	5	49.3%	Seller's	\$642,900	\$637,000	16	32.8%	Seller's
NC	Lake Norman	\$1,290,000	\$990,887	6	36.6%	Seller's	\$589,900	\$635,000	19	36.4%	Seller's
NC	Raleigh-Durham	\$1,177,500	\$950,000	6	43.4%	Seller's	-	-	-	-	-
NH	Rockingham County	\$1,450,000	\$1,325,000	11	56.6%	Seller's	\$899,900	\$971,900	4	38.2%	Seller's
NJ	Bergen County	\$2,495,000	\$1,657,000	19	34.3%	Seller's	\$1,258,000	\$1,213,026	34	44.4%	Seller's
NJ	Ocean County	\$997,000	\$825,500	23	33.5%	Seller's	\$949,000	\$880,000	22	20.4%	Balanced
NM	Taos	\$1,299,000	\$899,000	66	10.4%	Buyer's	-	-	-	-	-
NV	Lake Tahoe	\$3,425,000	\$2,390,000	48	24.1%	Seller's	\$1,199,000	\$1,300,000	56	9.5%	Buyer's
NV	Las Vegas	\$1,798,250	\$1,466,000	25	19.1%	Balanced	-	-	-	-	-
NV	Reno	\$1,995,000	\$1,550,000	54	17.3%	Balanced	-	-	-	-	-
NY	Dutchess & Putnam Counties	\$995,000	\$899,000	31	18.3%	Balanced	-	-	-	-	-
NY	Manhattan	-	-	-	-	-	\$4,750,000	\$4,050,000	43	7.5%	Buyer's
NY	Nassau County	\$1,875,000	\$1,500,000	25	25.5%	Seller's	\$1,465,000	\$1,150,000	20	17.8%	Balanced
NY	Rockland, Orange, & Ulster	\$1,290,000	\$999,000	24	16.6%	Balanced	-	-	-	-	-
NY	Staten Island	\$1,247,300	\$1,112,500	50	21.3%	Seller's	\$669,000	\$644,500	23	41.0%	Seller's
NY	Suffolk County	\$1,850,000	\$1,157,750	26	16.0%	Balanced	\$795,000	\$700,000	24	44.4%	Seller's
NY	Westchester County	\$2,162,500	\$1,650,000	13	66.3%	Seller's	-	-	-	-	-
OH	Cincinnati	\$837,500	\$760,000	2	48.7%	Seller's	-	-	-	-	-
OH	Cleveland Suburbs	\$698,000	\$652,500	12	76.4%	Seller's	-	-	-	-	-
OH	Columbus	\$849,900	\$753,000	8	45.1%	Seller's	\$687,000	\$644,000	14	26.0%	Seller's

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# - 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	\$1,790,000	\$1,530,000	20	17.5%	Balanced	\$839,000	\$822,000	22	13.7%	Balanced
ON	GTA - York	\$2,399,945	\$1,965,000	16	14.8%	Balanced	\$800,000	\$809,500	21	16.3%	Balanced
ON	Hamilton	\$1,799,900	\$1,745,000	36	9.6%	Buyer's	\$989,950	\$865,000	11	12.5%	Balanced
ON	Mississauga	\$2,869,999	\$2,557,500	25	9.3%	Buyer's	\$950,000	\$937,500	18	14.3%	Balanced
ON	Oakville	\$2,749,500	\$2,292,500	31	14.7%	Balanced	\$1,349,000	\$1,255,000	31	24.3%	Seller's
ON	Toronto	\$3,798,888	\$3,125,000	26	12.9%	Balanced	\$1,199,998	\$1,150,000	21	13.5%	Balanced
ON	Waterloo Region	\$1,399,450	\$1,349,250	20	19.3%	Balanced	\$759,900	\$790,000	28	18.3%	Balanced
OR	Portland	\$1,300,000	\$1,109,000	13	23.5%	Seller's	\$699,000	\$603,500	32	15.1%	Balanced
SC	Charleston	\$1,799,000	\$1,718,000	25	28.9%	Seller's	\$1,249,000	\$1,090,000	41	28.2%	Seller's
SC	Hilton Head	\$1,825,000	\$1,508,626	35	24.7%	Seller's	\$1,050,000	\$879,000	50	26.5%	Seller's
TN	Greater Chattanooga	\$949,250	\$878,000	9	19.3%	Balanced	-	-	-	-	-
TN	Knoxville	\$949,950	\$974,000	7	38.6%	Seller's	-	-	-	-	-
TN	Nashville	\$1,697,000	\$1,442,250	16	24.3%	Seller's	\$725,000	\$665,000	12	18.0%	Balanced
TX	Austin	\$2,250,000	\$1,762,500	41	11.6%	Buyer's	\$1,225,000	\$1,012,500	62	7.7%	Buyer's
TX	Collin County	\$749,250	\$720,000	22	27.3%	Seller's	-	-	-	-	-
TX	Dallas	\$1,250,000	\$1,100,000	23	31.7%	Seller's	\$676,450	\$672,000	34	14.7%	Balanced
TX	Denton County	\$809,995	\$770,000	21	26.6%	Seller's	-	-	-	-	-
TX	El Paso	\$654,000	\$655,000	29	15.1%	Balanced	-	-	-	-	-
TX	Fort Worth	\$915,000	\$785,000	18	28.9%	Seller's	-	-	-	-	-
TX	Greater Tyler	\$695,000	\$670,000	37	10.6%	Buyer's	-	-	-	-	-
TX	Houston	\$985,000	\$864,927	32	26.9%	Seller's	\$617,340	\$630,000	35	17.6%	Balanced
TX	Lubbock	\$715,000	\$630,000	94	20.1%	Balanced	-	-	-	-	-
TX	San Angelo	\$622,500	\$564,200	103	11.1%	Buyer's	-	-	-	-	-
TX	San Antonio	\$799,997	\$718,000	33	17.1%	Balanced	\$697,000	\$774,838	73	5.9%	Buyer's
TX	Tarrant County	\$899,945	\$787,478	19	28.1%	Seller's	-	-	-	-	-
TX	The Woodlands & Spring	\$849,950	\$731,000	31	44.0%	Seller's	-	-	-	-	-
UT	Park City	\$4,550,000	\$3,400,000	21	15.4%	Balanced	\$1,897,450	\$1,740,000	59	22.9%	Seller's
UT	Salt Lake City	\$1,200,000	\$1,066,250	31	35.4%	Seller's	\$589,900	\$585,000	29	23.8%	Seller's
UT	Washington County	\$1,500,000	\$1,412,500	49	18.6%	Balanced	-	-	-	-	-
VA	Arlington & Alexandria	\$2,364,500	\$1,800,000	6	50.0%	Seller's	\$1,125,000	\$1,047,500	10	92.1%	Seller's
VA	Fairfax County	\$2,399,000	\$1,550,000	7	58.3%	Seller's	\$768,000	\$710,000	6	121.9%	Seller's
VA	McLean & Vienna	\$2,999,900	\$1,932,500	8	40.5%	Seller's	\$1,165,000	\$1,000,000	11	39.4%	Seller's
VA	Richmond	\$814,113	\$775,000	7	45.6%	Seller's	\$599,000	\$578,415	9	38.6%	Seller's
VA	Smith Mountain Lake	\$1,695,000	\$1,251,500	22	29.8%	Seller's	-	-	-	-	-
WA	King County	\$1,999,000	\$1,773,150	6	59.5%	Seller's	\$1,195,000	\$1,045,000	8	33.1%	Seller's
WA	Seattle	\$1,967,500	\$1,697,500	7	44.4%	Seller's	1499875	1497500	12	19.0%	Balanced
WA	Spokane	1100000	959950	22	20.9%	Balanced	-	-	-	-	-

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