

INSTITUTE *for* LUXURY HOME MARKETING®
by Colibri Real Estate

LUXURY MARKET REPORT
NOVEMBER 2026

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As the luxury market enters the final quarter of 2026, October's figures do not yet suggest a fundamental change in direction. The year-over-year decline in sales across both single-family and attached properties warrants attention, but seasonal context, previous-year anomalies and relatively stable pricing provide important perspective.



NORTH AMERICAN LUXURY REVIEW

BEYOND THE NUMBERS: UNDERSTANDING THE LUXURY MARKET'S CHANGING DYNAMICS

October's luxury real estate figures initially seem to suggest a change in market momentum. For the first time in 2026, year-over-year sales activity in the North American luxury single-family market has fallen below the same month in 2025. Attached properties have also recorded a decline, continuing a pattern started in September.

However, looking beyond the headline numbers reveals a more nuanced picture.

As the market moves into the final quarter of the year, distinguishing between a genuine shift in buyer demand and the natural ebb and flow of seasonal activity becomes increasingly important. With economic uncertainty, political developments and regional differences influencing purchasing decisions, understanding what is happening beneath the surface is essential to interpreting market performance.

OCTOBER'S NUMBERS: A CLOSER LOOK

The single-family luxury market recorded an 8.37% year-over-year decline in sales in October, the first negative comparison against 2025 seen so far this year. New listings also fell, declining 2.5%, while overall inventory increased by a modest 2.1%. Despite fewer transactions, pricing remained remarkably stable, with the median sold price edging up just under 0.4%.

At first glance, the combination of fewer sales and higher inventory could suggest that buyer activity is losing momentum. However, the month-over-month picture offers another perspective.

Sales declined 5.9% compared with September in 2026, but October 2025 recorded an unusual 6.1% increase in transactions over the previous month. This makes the year-over-year comparison particularly challenging. Rather than indicating a sudden weakening in demand, October 2026 may simply be returning to a more typical seasonal pattern, in which transaction volumes gradually decrease as we progress towards the end of the year.

Inventory trends provide further context. Although the year-over-year comparison shows a modest increase, the month-over-month trend reveals a decline in both overall inventory and new listings entering the market. This suggests that sellers, too, are beginning to follow customary seasonal patterns, withdrawing or postponing listings as the year draws to a close.

The attached property market presents a similar picture, although with some notable differences. Sales declined 10.3% compared with October 2025, while new listings fell 8.62% and inventory decreased 3.3%. The more limited availability of properties provides some context for the lower transaction volume. More interestingly, the median sold price increased by 8.0%, suggesting that properties continuing to transact may be concentrated in more desirable or higher-value segments of the attached market.

A decline in sales accompanied by rising median prices does not necessarily indicate weakening demand. It may instead reflect a market in which buyers remain selective, with well-positioned properties continuing to attract interest while less compelling opportunities take longer to secure a buyer.



Month over month, attached sales declined just 1.3% compared with September, a much more moderate adjustment than the year-over-year figure might suggest. October 2025 also recorded an unusual 1.7% increase in transactions, reinforcing the need to consider the previous year's activity when assessing current performance.

Taken together, October's figures suggest a market adjusting to seasonal conditions rather than experiencing a significant change in trajectory. Stable pricing and the broader inventory patterns indicate that the luxury market is maintaining a relatively steady position as it enters the final months of 2026.

THE IMPORTANCE OF LOOKING BEYOND THE NUMBERS

One of the most important considerations when interpreting luxury market performance is the distinction between year-over-year comparisons and actual market momentum.

A single month can be influenced by transaction timing, unusual activity in the previous year's corresponding period, changes in new listings and the natural seasonality of buyer and seller behaviour. Without considering these influences, it is easy to mistake a statistical variation for a fundamental market shift.

This is particularly relevant in luxury real estate, where transaction volumes are naturally lower than in

the broader housing market and a relatively small number of high-value sales can influence monthly results. Consequently, changes in transaction numbers do not always provide a complete picture of demand, particularly when pricing remains stable or increases.

For those in the luxury arena, the more meaningful question is not simply whether sales are increasing or decreasing, but what is happening within the properties and price segments that continue to attract buyers. Understanding the distinction between overall market activity and the performance of the most desirable properties remains critical.

THE U.S. MARKET: POLITICAL UNCERTAINTY AND BUYER CONFIDENCE

The November midterm elections introduce another consideration for U.S. luxury real estate, particularly around buyer confidence and financial market performance.

Historically, major elections can create a temporary pause in high-value purchasing decisions as affluent buyers wait for greater political and economic clarity. However, research from Cushman & Wakefield suggests that midterm election results alone rarely produce a significant change in private property market returns.

For luxury real estate, the more important influence is likely to be the performance of financial markets. Affluent buyers are often less dependent on traditional mortgage financing, with investment portfolios, business interests and accumulated wealth playing a significant role in purchasing decisions. Consequently, market stability and wealth creation can have a meaningful influence on their willingness to commit capital to real estate.



While political uncertainty may influence the timing of a purchase, it does not necessarily diminish the underlying motivation or financial capacity to buy. Localized changes to property taxes and zoning regulations may ultimately have a more direct impact on individual luxury markets.

CANADA'S LUXURY MARKET: AN INCREASINGLY REGIONAL PICTURE

Canada's luxury market is demonstrating a growing divergence between traditional metropolitan centres and smaller, mid-sized markets.

RE/MAX Canada's Fall/Winter 2026 Spotlight on Luxury Report highlights this shift, with seven of the 13 markets surveyed recording year-over-year sales growth during the first nine months of 2026. Burlington led with a 26.3% increase, followed by St. John's at 21% and Calgary at 20.6%.

In contrast, Greater Vancouver recorded a 17% decline in luxury sales, while the Greater Toronto Area fell 9.4%. However, the highest price segments in these markets are

proving more resilient. GTA sales above $7.5 million increased 17.6%, demonstrating that demand at the ultra-luxury level can behave quite differently from the broader market.

These differences reinforce how regional economic conditions, local wealth and buyer confidence are shaping purchasing decisions. Rather than experiencing a uniform national slowdown, Canada is seeing demand redistribute across markets and price segments.

LOOKING AHEAD: A STEADY MARKET, BUT AN INCREASINGLY SELECTIVE ONE

As the luxury market enters the final quarter of 2026, October's figures do not yet suggest a fundamental change in direction. The year-over-year decline in sales across both single-family and attached properties warrants attention, but seasonal context, previous-year anomalies and relatively stable pricing provide important perspective.

What is becoming increasingly apparent is that luxury real estate is operating within a more selective environment. Buyers have the financial resources to act, but economic confidence, property desirability, regional opportunity and the perceived value of an individual home are playing an increasingly important role in determining when and where they choose to purchase.

This places greater emphasis on understanding the nuances within local markets, recognizing which price segments are maintaining momentum and distinguishing between broader market statistics and the opportunities presented by individual properties.

The coming months will provide a clearer indication of whether October represents simply a seasonal adjustment or the beginning of a more sustained moderation in activity. For now, the evidence points towards a market that remains steady, with no clear indication of a widespread downward trajectory.

In a market where demand is increasingly influenced by location, wealth, confidence and the quality of the property itself, understanding what is happening beneath the surface is more valuable than ever.



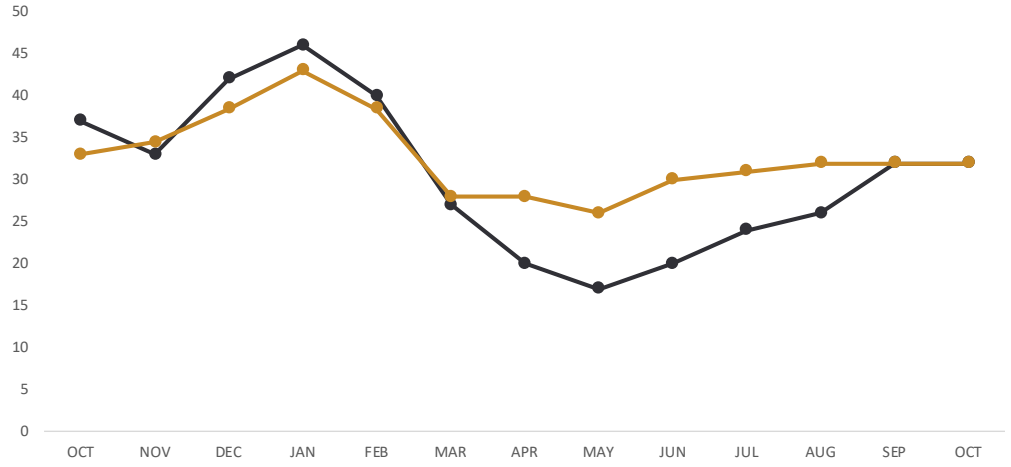
- 13-MONTH MARKET TRENDS -

FOR THE LUXURY NORTH AMERICAN MARKET

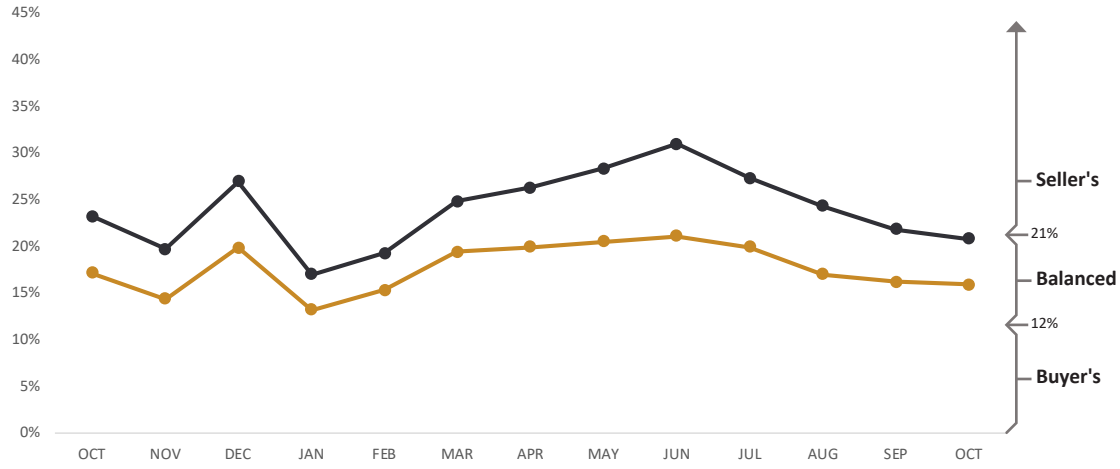
Single-Family Homes | Attached Homes | Single-Family List Price | Attached List Price

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

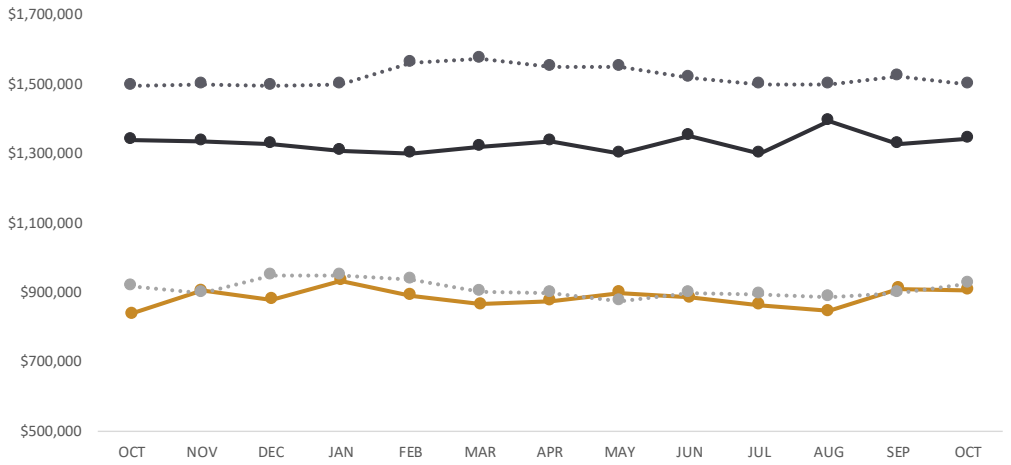
DAYS ON MARKET



SALES RATIO



SALES PRICE VS. LIST PRICE



- LUXURY MONTHLY MARKET REVIEW -

A Review of Key Market Differences Year over Year

October 2025 | October 2026

SINGLE-FAMILY HOMES

	October 2025	October 2026
Median List Price	**$1,495,000**	**$1,499,900**
Median Sale Price	**$1,340,000**	**$1,345,000**
Median SP/LP Ratio	**97.75%**	**97.88%**
Total Sales Ratio	**23.21%**	**20.84%**
Median Price per Sq. Ft.	**$399**	**$400**

	October 2025	October 2026
Total Inventory	**74,854**	**76,379**
New Listings	**22,051**	**21,492**
Total Sold	**17,370**	**15,916**
Median Days on Market	**37**	**32**
Average Home Size	**3,351**	**3,317**

Median prices represent properties priced above respective city benchmark prices.



SINGLE-FAMILY HOMES MARKET SUMMARY | OCTOBER 2026

- Official Market Type: **Seller's Market** with a **20.84% Sales Ratio.**[1]
- Homes are selling for an average of **97.88% of list price.**
- The median luxury threshold[2] price is **$912,500**, and the median luxury home sales price is **$1,345,000.**
- Markets with the Highest Median Sales Price: **Telluride** ($7,100,000), **Silicon Valley** ($5,984,000), **Paradise Valley** ($5,575,000), and **Park City** ($4,685,000).
- Markets with the Highest Sales Ratio: **San Francisco** (162.6%), **Marin County** (78.8%), **East Bay** (62.5%), and **Baltimore City** (59.1%).

[1]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. [2]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

October 2025 | October 2026

ATTACHED HOMES

	October 2025	October 2026
Median List Price	**$920,000**	**$925,000**
Median Sale Price	**$840,000**	**$907,500**
Median SP/LP Ratio	**98.33%**	**98.06%**
Total Sales Ratio	**17.19%**	**15.94%**
Median Price per Sq. Ft.	**$486**	**$515**

	October 2025	October 2026
Total Inventory	**26,417**	**25,545**
New Listings	**7,694**	**7,031**
Total Sold	**4,542**	**4,073**
Median Days on Market	**33**	**32**
Average Home Size	**1,936**	**1,946**

Median prices represent properties priced above respective city benchmark prices.



ATTACHED HOMES MARKET SUMMARY | OCTOBER 2026

- Official Market Type: **Balanced Market** with a **16.18% Sales Ratio.**[1]
- Attached homes are selling for an average of **98.06% of list price.**
- The median luxury threshold[2] price is **$700,000**, and the median attached luxury sale price is **$907,500.**
- Markets with the Highest Median Sales Price: **Whistler** ($2,725,000), **San Francisco** ($2,678,500), **Ft. Lauderdale** ($2,300,000), and **Eagle County** ($2,175,000).
- Markets with the Highest Sales Ratio: **San Francisco** (90.7%), **Silicon Valley** (54.6%), **Marin County** (51.5%), and **South Shore** (48.9%).

[1]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. [2]The luxury threshold price is set by The Institute for Luxury Home Marketing.

- LUXURY MONTHLY MARKET REVIEW -

		SINGLE FAMILY HOMES					ATTACHED HOMES				
State	Market Name	List Price	Sold Price	DOM	Ratio	Market	List Price	Sold Price	DOM	Ratio	Market
AB	Calgary	$1,549,900	$1,500,000	23	28.4%	Seller's	$877,000	$907,500	34	23.7%	Seller's
AZ	Chandler and Gilbert	$1,150,000	$1,057,500	45	17.6%	Balanced	-	-	-	-	-
AZ	Flagstaff	$1,595,000	$1,488,922	85	18.3%	Balanced	-	-	-	-	-
AZ	Fountain Hills	$2,789,000	$1,900,000	113	7.5%	Buyer's	$675,000	$719,000	7	4.0%	Buyer's
AZ	Mesa	$879,950	$880,000	63	23.0%	Seller's	-	-	-	-	-
AZ	Paradise Valley	$6,497,000	$5,575,000	52	9.3%	Buyer's	-	-	-	-	-
AZ	Phoenix	$899,000	$880,000	51	21.3%	Seller's	-	-	-	-	-
AZ	Scottsdale	$2,350,000	$1,809,875	43	21.1%	Seller's	$940,000	$842,500	42	11.2%	Buyer's
AZ	Tucson	$699,000	$704,000	37	13.6%	Balanced	-	-	-	-	-
BC	Vancouver	$3,880,000	$3,100,000	40	7.9%	Buyer's	$1,878,000	$1,690,000	24	11.6%	Buyer's
BC	Whistler	$5,924,500	$4,320,000	135	5.7%	Buyer's	$2,199,000	$2,725,000	14	9.8%	Buyer's
CA	Central Coast	$2,685,000	$2,302,095	28	21.6%	Seller's	$1,050,000	$1,045,000	20	27.3%	Seller's
CA	East Bay	$2,100,000	$2,020,000	13	62.5%	Seller's	$1,098,888	$1,063,875	14	32.2%	Seller's
CA	El Dorado County	$1,772,500	$1,600,000	58	14.4%	Balanced	-	-	-	-	-
CA	Greater Palm Springs	$1,895,000	$1,700,000	47	12.1%	Balanced	-	-	-	-	-
CA	Lake Tahoe	$2,572,000	$1,755,000	52	33.3%	Seller's	$1,650,000	$2,000,000	119	6.7%	Buyer's
CA	Los Angeles Beach Cities	$5,995,000	$4,450,000	32	17.5%	Balanced	$1,760,000	$1,800,000	32	22.7%	Seller's
CA	Los Angeles City	$4,795,000	$3,625,000	24	11.2%	Buyer's	$1,555,000	$1,527,500	41	13.5%	Balanced
CA	Los Angeles The Valley	$2,500,000	$2,051,250	38	14.6%	Balanced	$799,000	$790,000	43	18.4%	Balanced
CA	Marin County	$3,872,500	$3,200,000	11	78.8%	Seller's	$1,324,000	$1,210,750	22	51.5%	Seller's
CA	Napa County	$3,074,500	$3,025,000	146	9.8%	Buyer's	-	-	-	-	-
CA	Orange County	$2,777,500	$2,244,500	32	28.1%	Seller's	$1,198,944	$1,227,500	29	23.8%	Seller's
CA	Placer County	$1,248,000	$1,085,000	36	26.8%	Seller's	-	-	-	-	-
CA	Sacramento	$959,000	$945,000	20	28.7%	Seller's	-	-	-	-	-
CA	San Diego	$2,300,000	$1,978,000	15	30.0%	Seller's	$1,150,000	$1,098,645	28	24.3%	Seller's
CA	San Francisco	$4,200,000	$3,829,000	11	162.6%	Seller's	$2,625,000	$2,678,500	11	90.7%	Seller's
CA	San Luis Obispo County	$1,700,000	$1,345,000	30	15.8%	Balanced	-	-	-	-	-
CA	Silicon Valley	$6,550,000	$5,984,000	8	56.6%	Seller's	$1,848,444	$1,680,000	14	54.6%	Seller's
CA	Sonoma County	$2,395,000	$1,766,750	48	22.2%	Seller's	$780,384	$755,000	94	25.0%	Seller's
CA	Ventura County	$2,199,000	$1,695,000	55	22.8%	Seller's	$754,000	$747,000	58	21.7%	Seller's
CO	Boulder	$2,150,000	$1,615,000	68	19.8%	Balanced	$849,000	$961,500	48	11.0%	Buyer's
CO	Colorado Springs	$915,000	$895,000	49	15.9%	Balanced	$569,444	$645,000	24	16.2%	Balanced
CO	Denver	$1,495,000	$1,375,000	21	22.3%	Seller's	$829,950	$855,000	35	15.8%	Balanced
CO	Douglas County	$1,300,000	$1,250,000	51	15.3%	Balanced	$560,438	$559,250	17	11.5%	Buyer's
CO	Eagle County	$5,272,500	$4,350,000	73	13.5%	Balanced	$2,370,000	$2,175,000	54	17.7%	Balanced
CO	Summit County	$2,995,000	$2,424,500	73	15.7%	Balanced	$1,295,000	$1,187,500	73	16.7%	Balanced
CO	Telluride	$5,392,500	$7,100,000	373	2.7%	Buyer's	$1,847,500	$1,260,000	80	16.7%	Balanced
CT	Central Connecticut	$675,000	$625,000	7	57.6%	Seller's	-	-	-	-	-

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- LUXURY MONTHLY MARKET REVIEW -

		SINGLE FAMILY HOMES					ATTACHED HOMES				
State	Market Name	List Price	Sold Price	DOM	Ratio	Market	List Price	Sold Price	DOM	Ratio	Market
CT	Coastal Connecticut	$2,195,000	$1,910,000	22	26.6%	Seller's	$784,450	$727,909	23	36.2%	Seller's
DC	Washington D.C.	$3,945,000	$3,000,000	9	16.9%	Balanced	$1,795,000	$1,677,000	9	20.5%	Balanced
DE	Sussex County	$1,795,000	$1,624,995	12	20.6%	Balanced	$991,500	$981,250	22	39.3%	Seller's
FL	Boca Raton/Delray Beach	$3,100,000	$1,912,500	47	18.3%	Balanced	$1,049,000	$805,000	26	12.2%	Balanced
FL	Brevard County	$875,000	$744,000	38	20.6%	Balanced	$799,900	$672,500	78	9.4%	Buyer's
FL	Broward County	$1,875,000	$1,470,858	59	13.9%	Balanced	$690,000	$595,000	54	7.0%	Buyer's
FL	Charlotte County	$1,000,000	$955,000	48	7.0%	Buyer's	-	-	-	-	-
FL	Coastal Pinellas County	$2,462,500	$1,935,000	49	9.9%	Buyer's	$1,335,600	$1,056,250	82	6.7%	Buyer's
FL	Ft. Lauderdale	$5,495,000	$3,975,000	109	6.6%	Buyer's	$2,795,000	$2,300,000	136	4.0%	Buyer's
FL	Indian River County	$2,305,500	$1,836,900	61	10.9%	Buyer's	-	-	-	-	-
FL	Jacksonville	$847,000	$850,000	20	23.7%	Seller's	$625,000	$527,600	85	11.9%	Buyer's
FL	Jacksonville Beaches	$1,450,450	$1,400,000	49	22.3%	Seller's	$1,049,500	$1,485,000	92	11.3%	Buyer's
FL	Lee County	$1,495,000	$1,400,000	52	10.0%	Buyer's	$875,000	$720,000	53	6.1%	Buyer's
FL	Marco Island	$3,199,500	$2,942,500	26	8.6%	Buyer's	$1,550,000	$1,565,000	74	6.3%	Buyer's
FL	Miami	$1,900,000	$1,500,000	44	16.5%	Balanced	$1,500,000	$1,380,000	101	6.4%	Buyer's
FL	Naples	$4,624,500	$4,100,000	93	9.0%	Buyer's	$2,425,000	$1,895,000	69	5.9%	Buyer's
FL	Orlando	$1,335,000	$1,152,750	56	13.5%	Balanced	$580,000	$591,073	69	9.6%	Buyer's
FL	Palm Beach Towns	$5,950,000	$2,275,000	59	13.4%	Balanced	$2,299,500	$1,512,500	102	6.7%	Buyer's
FL	Sarasota & Beaches	$2,800,000	$1,595,000	75	11.0%	Buyer's	$1,908,500	$1,450,000	79	13.2%	Balanced
FL	South Pinellas County	$1,485,000	$1,303,500	60	13.5%	Balanced	$1,190,000	$1,075,000	156	8.1%	Buyer's
FL	Tampa	$795,000	$735,000	47	18.5%	Balanced	$875,000	$760,000	41	15.8%	Balanced
GA	Atlanta	$1,499,000	$1,335,000	15	20.1%	Balanced	$699,900	$662,000	44	12.2%	Balanced
GA	Duluth	$1,290,000	$2,277,000	30	16.1%	Balanced	-	-	-	-	-
HI	Island of Hawaii	$1,799,000	$1,745,000	38	6.6%	Buyer's	$1,463,700	$2,080,000	63	6.0%	Buyer's
HI	Kauai	$2,980,000	$1,800,000	25	11.0%	Buyer's	$1,299,000	$1,320,000	41	10.6%	Buyer's
HI	Maui	$2,895,000	$2,275,000	136	8.0%	Buyer's	$1,895,000	$2,001,250	264	8.5%	Buyer's
HI	Oahu	$2,900,000	$2,247,500	18	12.0%	Balanced	$1,199,944	$1,100,000	54	8.9%	Buyer's
IA	Greater Des Moines	$660,000	$652,000	18	16.2%	Balanced	-	-	-	-	-
ID	Ada County	$814,990	$768,000	13	30.4%	Seller's	$620,000	$650,000	23	24.3%	Seller's
ID	Northern Idaho	$1,326,000	$1,050,000	89	19.4%	Balanced	-	-	-	-	-
IL	Chicago	$1,795,000	$1,376,500	12	56.3%	Seller's	$1,249,900	$972,500	10	46.1%	Seller's
IL	DuPage County	$1,264,900	$1,075,000	11	41.7%	Seller's	$749,495	$680,000	12	40.6%	Seller's
IL	Lake County	$1,224,500	$1,020,000	12	45.5%	Seller's	-	-	-	-	-
IL	Will County	$675,000	$650,000	19	40.3%	Seller's	-	-	-	-	-
IN	Boone County	$1,497,450	$1,293,814	3	27.3%	Seller's	-	-	-	-	-
IN	Hamilton County	$830,000	$817,063	10	43.7%	Seller's	-	-	-	-	-
KY	Lexington	$1,000,000	$964,446	15	28.8%	Seller's	-	-	-	-	-
LA	Baton Rouge	$975,000	$875,000	47	10.5%	Buyer's	-	-	-	-	-

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- LUXURY MONTHLY MARKET REVIEW -

		SINGLE FAMILY HOMES					ATTACHED HOMES				
State	Market Name	List Price	Sold Price	DOM	Ratio	Market	List Price	Sold Price	DOM	Ratio	Market
LA	Lafayette County	$795,000	$832,500	60	16.4%	Balanced	-	-	-	-	-
LA	New Orleans	$1,062,500	$944,500	22	16.0%	Balanced	$748,000	$850,000	47	10.2%	Buyer's
MA	Cape Cod	$2,400,000	$1,925,000	37	23.8%	Seller's	$1,115,000	$1,250,000	31	33.3%	Seller's
MA	Greater Boston	$3,425,000	$2,900,000	23	12.3%	Balanced	$2,395,000	$2,100,000	25	18.3%	Balanced
MA	South Shore	$1,647,500	$1,450,000	35	31.5%	Seller's	$967,850	$923,000	28	48.9%	Seller's
MD	Anne Arundel County	$1,119,000	$945,750	12	33.0%	Seller's	$582,900	$578,500	14	32.3%	Seller's
MD	Baltimore City	$843,750	$915,000	6	59.1%	Seller's	$649,000	$620,000	15	25.4%	Seller's
MD	Baltimore County	$978,493	$952,500	13	27.5%	Seller's	$622,500	$580,000	18	32.8%	Seller's
MD	Frederick County	$949,000	$864,781	24	23.7%	Seller's	-	-	-	-	-
MD	Howard County	$1,221,124	$957,500	6	39.2%	Seller's	$599,990	$575,750	22	41.0%	Seller's
MD	Montgomery County	$1,976,500	$1,570,000	13	33.8%	Seller's	$819,000	$775,000	18	29.3%	Seller's
MD	Prince George's County	$899,814	$832,500	30	11.9%	Buyer's	$577,036	$549,000	20	29.0%	Seller's
MD	Talbot County	$2,375,000	$1,625,000	18	9.6%	Buyer's	-	-	-	-	-
MD	Worcester County	$925,000	$832,500	18	12.8%	Balanced	$699,450	$589,900	28	17.9%	Balanced
ME	Cumberland County	$1,714,950	$1,625,000	12	36.2%	Seller's	-	-	-	-	-
ME	York County	$1,649,000	$1,423,000	26	14.1%	Balanced	-	-	-	-	-
MI	Grand Traverse County	$1,495,000	$1,182,690	64	15.1%	Balanced	-	-	-	-	-
MI	Livingston County	$724,900	$674,899	13	24.8%	Seller's	-	-	-	-	-
MI	Monroe County	$699,900	$577,500	52	25.5%	Seller's	-	-	-	-	-
MI	Oakland County	$787,750	$675,000	17	27.2%	Seller's	$599,999	$716,000	13	16.8%	Balanced
MI	Washtenaw County	$825,000	$800,000	45	21.5%	Seller's	$730,285	$777,000	89	16.7%	Balanced
MI	Wayne County	$697,000	$707,500	10	35.2%	Seller's	$624,500	$633,995	22	31.8%	Seller's
MN	Olmsted County	$874,900	$739,983	33	16.0%	Balanced	-	-	-	-	-
MN	Twin Cities	$1,295,000	$1,150,000	22	24.7%	Seller's	-	-	-	-	-
NC	Asheville	$1,050,000	$917,000	41	11.9%	Buyer's	$750,000	$664,500	69	8.0%	Buyer's
NC	Charlotte	$1,112,332	$985,000	23	25.7%	Seller's	$639,000	$698,199	62	18.6%	Balanced
NC	Lake Norman	$1,199,900	$1,065,125	38	24.1%	Seller's	$599,900	$545,000	80	27.7%	Seller's
NC	New Hanover County	$1,550,000	$1,300,000	46	27.6%	Seller's	$1,025,000	$1,820,000	84	21.5%	Seller's
NC	Pitt County	$637,950	$582,500	15	22.2%	Seller's	-	-	-	-	-
NC	Raleigh-Durham	$1,195,000	$981,000	6	24.4%	Seller's	-	-	-	-	-
NH	Rockingham County	$1,500,000	$1,308,200	10	30.6%	Seller's	$976,603	$1,106,250	13	26.8%	Seller's
NJ	Bergen County	$2,324,000	$1,737,500	23	29.8%	Seller's	$1,370,000	$1,257,500	23	31.1%	Seller's
NJ	Morris County	$1,637,500	$1,306,250	17	48.8%	Seller's	$925,000	$999,900	15	44.0%	Seller's
NJ	Ocean County	$969,000	$860,000	30	28.7%	Seller's	$800,000	$837,000	14	23.2%	Seller's
NJ	Somerset County	$1,625,000	$1,435,000	32	23.0%	Seller's	$839,000	$842,500	37	30.8%	Seller's
NV	Henderson	$2,198,750	$1,269,000	55	10.3%	Buyer's	-	-	-	-	-
NV	Lake Tahoe	$3,995,000	$4,000,000	71	21.8%	Seller's	$1,100,000	$1,053,000	99	42.9%	Seller's
NV	Las Vegas	$1,775,000	$1,362,500	51	9.8%	Buyer's	-	-	-	-	-

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

- LUXURY MONTHLY MARKET REVIEW -

		SINGLE FAMILY HOMES					ATTACHED HOMES				
State	Market Name	List Price	Sold Price	DOM	Ratio	Market	List Price	Sold Price	DOM	Ratio	Market
NV	Reno	$1,747,450	$1,467,500	43	29.3%	Seller's	-	-	-	-	-
OH	Cincinnati	$750,000	$800,000	3	32.5%	Seller's	-	-	-	-	-
OH	Cleveland Suburbs	$734,450	$725,000	26	36.2%	Seller's	-	-	-	-	-
OH	Columbus	$799,900	$760,000	13	28.0%	Seller's	$669,716	$657,500	6	19.8%	Balanced
ON	GTA - Durham	$1,800,000	$1,469,000	23	6.5%	Buyer's	$812,394	$806,250	32	11.1%	Buyer's
ON	GTA - York	$2,399,000	$1,701,000	25	13.9%	Balanced	$779,000	$729,000	25	8.3%	Buyer's
ON	Mississauga	$2,899,999	$2,692,500	27	8.1%	Buyer's	$999,000	$1,035,000	21	8.0%	Buyer's
ON	Toronto	$3,899,000	$3,255,000	20	13.4%	Balanced	$1,225,000	$1,300,000	22	12.5%	Balanced
ON	Waterloo Region	$1,499,900	$1,267,500	21	19.7%	Balanced	$769,000	$755,000	41	26.8%	Seller's
OR	Portland	$1,299,999	$1,170,000	20	18.0%	Balanced	$699,000	$625,000	58	12.1%	Balanced
PA	Philadelphia	$799,999	$800,000	15	25.7%	Seller's	$754,900	$690,944	32	21.3%	Seller's
PA	Pittsburgh	$1,100,000	$997,150	26	24.5%	Seller's	$749,450	$648,500	24	16.7%	Balanced
SC	Charleston	$1,850,000	$1,600,000	33	27.2%	Seller's	$1,395,000	$1,230,000	48	23.5%	Seller's
TN	Greater Chattanooga	$975,000	$885,000	33	15.1%	Balanced	-	-	-	-	-
TN	Nashville	$1,800,000	$1,475,108	20	18.6%	Balanced	$746,900	$700,000	18	13.0%	Balanced
TX	Austin	$2,395,000	$1,900,000	34	16.3%	Balanced	$1,200,000	$1,217,500	24	7.8%	Buyer's
TX	Collin County	$745,000	$699,900	55	14.6%	Balanced	-	-	-	-	-
TX	Dallas	$1,499,000	$1,210,000	27	19.5%	Balanced	$750,000	$690,000	32	10.7%	Buyer's
TX	Denton County	$786,368	$750,000	53	12.8%	Balanced	-	-	-	-	-
TX	El Paso	$640,000	$704,745	18	18.0%	Balanced	-	-	-	-	-
TX	Fort Worth	$899,000	$832,500	48	19.1%	Balanced	-	-	-	-	-
TX	Greater Tyler	$684,700	$599,000	54	9.3%	Buyer's	-	-	-	-	-
TX	Houston	$950,000	$940,000	44	19.7%	Balanced	$639,475	$640,000	61	13.8%	Balanced
TX	Lubbock	$722,000	$723,600	65	20.3%	Balanced	-	-	-	-	-
TX	San Antonio	$800,000	$777,000	92	11.2%	Buyer's	$699,900	$707,000	93	10.9%	Buyer's
TX	Tarrant County	$894,450	$792,500	50	19.1%	Balanced	-	-	-	-	-
TX	The Woodlands & Spring	$807,500	$842,500	49	18.2%	Balanced	-	-	-	-	-
UT	Park City	$4,977,500	$4,685,000	50	19.2%	Balanced	$2,875,000	$2,100,000	70	12.0%	Buyer's
VA	Arlington & Alexandria	$2,199,950	$2,220,000	8	35.2%	Seller's	$1,035,000	$1,195,000	8	40.0%	Seller's
VA	Fairfax County	$1,999,999	$1,510,000	9	34.1%	Seller's	$749,900	$707,500	9	34.9%	Seller's
VA	McLean & Vienna	$2,850,000	$1,760,000	9	22.2%	Seller's	$1,140,000	$1,050,000	7	24.6%	Seller's
VA	Richmond	$836,000	$849,950	8	27.8%	Seller's	$598,360	$600,003	7	22.4%	Seller's
VA	Smith Mountain Lake	$1,425,000	$1,374,950	42	19.3%	Balanced	-	-	-	-	-
WA	King County	$1,899,900	$1,700,000	14	24.2%	Seller's	$1,195,000	$1,145,000	22	14.6%	Balanced
WA	Seattle	$2,094,225	$1,724,500	7	42.1%	Seller's	$1,345,000	$1,174,500	34	11.2%	Buyer's
WA	Spokane	$1,127,500	$960,000	21	16.5%	Balanced	-	-	-	-	-
WA	Vancouver	$1,432,450	$1,210,000	35	15.4%	Balanced	$829,000	$682,924	81	13.3%	Balanced

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

- 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.

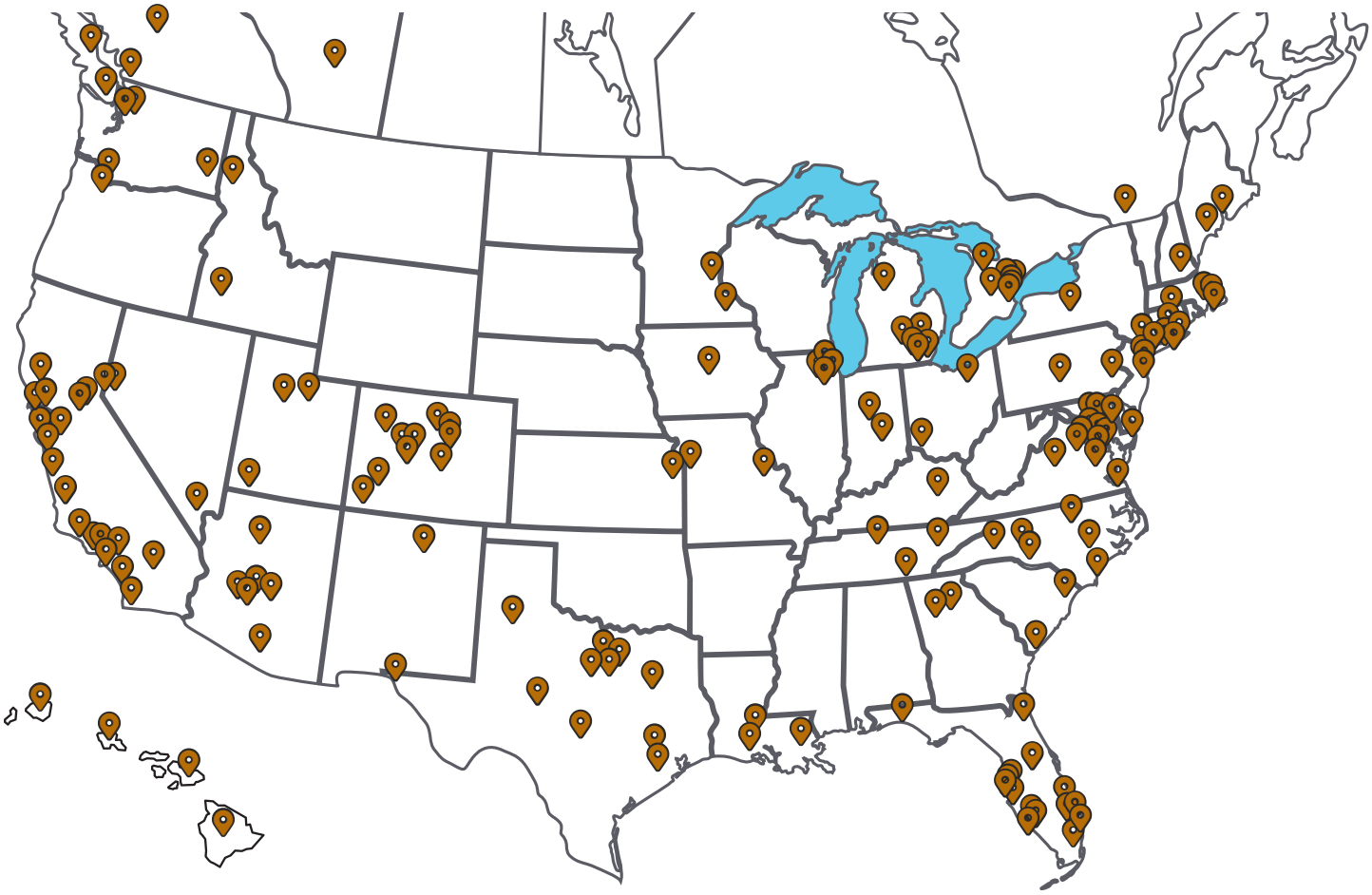
NEW LISTINGS: The number of homes that entered the market during the current month.

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.

LUXURY RESIDENTIAL MARKETS



The Luxury Market Report is 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.

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