

INSTITUTE for LUXURY HOME MARKETING\*

Home of the CLHMS<sup>TM</sup>

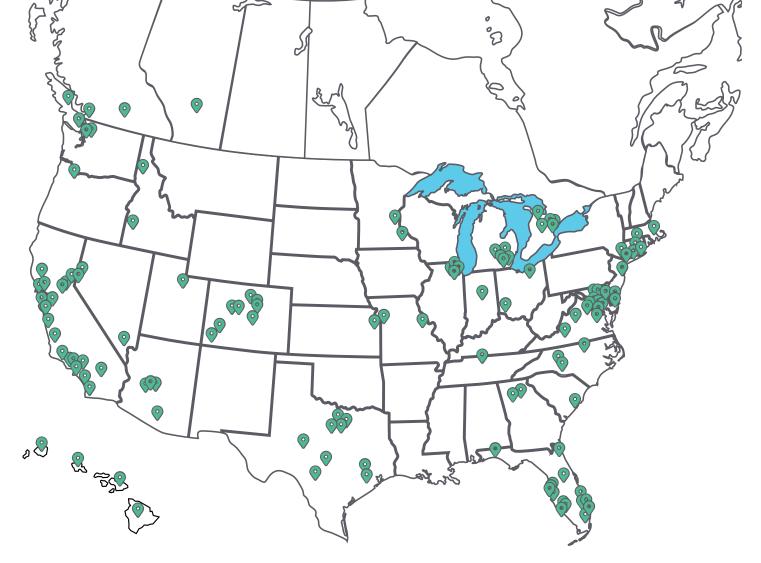


The Institute's **2021 Luxury Market Year in Review** gives insights into how the luxury market has performed during the year, along with reviewing the many opportunities that exist in this unique niche.

This resource will provide you with statistics and analysis for luxury single-family and attached homes for the past year, new preferences among the affluent, and interesting new trends, niche markets, as well as sources of potential opportunities in 2022!



The Institute for Luxury Home Marketing Home of the  $CLHMS^{TM}$ 



Map of Luxury Residential Markets

#### **KEY TERMS IN THIS REPORT**

- REMAINING INVENTORY: The total number of homes available at the close of a month.
- DAYS ON MARKET: The number of days a home is available on the market before a purchase contract 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 home's sales price for an individual square foot.
- **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**: Compares the value of the sold price to the value of the list price.



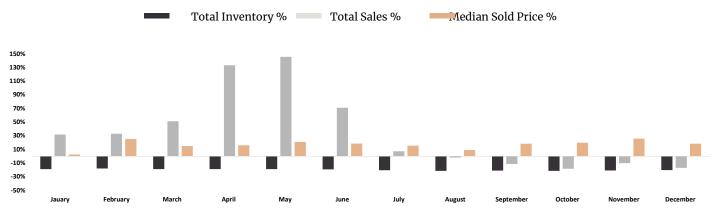


Welcome to our review of the most important insights from 2021 and the significant trends forecasted to impact the luxury real estate market in 2022 for the United States and Canada.

#### THE IMPACT OF FALLING INVENTORY LEVELS

The 2021 luxury real estate market was one of the strongest years for luxury home sales as all indicators aligned: from an all-time high demand and sales outpacing an already strong 2020 to prices surging at unprecedented rates and new listings dropping to historic lows.

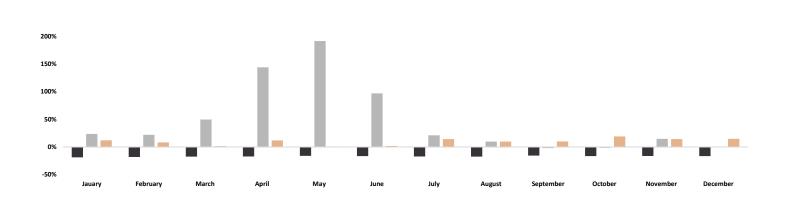
#### SINGLE -FAMILY LUXURY MARKET COMPARISON | PERCENTAGE CHANGE 2020 vs. 2021



#### ATTACHED LUXURY MARKET COMPARISON | PERCENTAGE CHANGE 2020 vs. 2021

Median Sold Price %

Total Inventory % Total Sales %



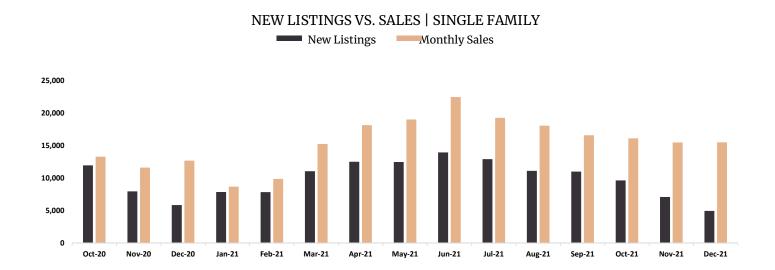
We reviewed the top 10% of single family and attached properties across 124 markets in North America.

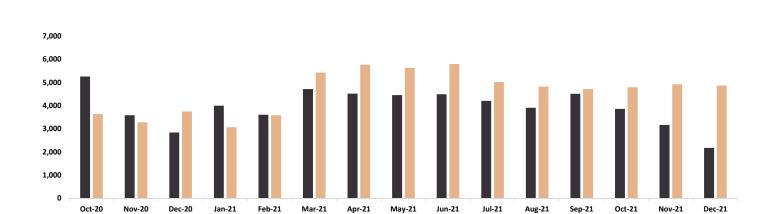
In the aggregate, sold prices for luxury single-family homes across these markets rose 17% and 10% for attached properties, while the number of sales increased by 19% and 34%, respectively, compared to 2020. However, there is more to this than meets the eye, as the impact of the lack of desirable homes caused multiple ripples that were felt across the entire North American luxury real estate market.

Pre-COVID, the luxury real estate market typically expected to see between 6-12 months of available inventory, and sales would take longer to close, creating a steady stream of purchasable homes. Since the onslaught of the pandemic, larger luxurious properties offering key amenities such as space, privacy, and security became the prime demand and often sold in days, rather than weeks or months.

Initially, current listings and new inventory were snapped up, especially if they were single-family properties in a desirable location, move-in ready, or needed little renovation, but as we moved in the last quarter of 2020, a new trend emerged.

The level of new inventory entering the market for single-family homes gradually fell, and as of October 2020, for the first time since we began reporting, the Institute saw more sales than new listings in the same month. This trend did not change in 2021 — even in the spring market that typically brings an uptick in new inventory, the numbers for single-family homes, in particular, were far short of previous years' quantities.





NEW LISTINGS VS. SALES | ATTACHED HOMES

Monthly Sales

New Listings

This created one of the most frenzied spring markets on record and saw not just single-family homes, but also a drop in the level of attached properties available for sale. Luxury real estate agents found themselves without listings for their affluent buyers, and the situation created unprecedented reactions:

- multiple-offer situations
- · creative purchase agreements
- routine over-asking price offers
- virtual buying decisions

Despite a less-frenzied summer and fall season, the level of all available luxury homes continued to drop, as fewer new properties were added to an already depleted supply. By the end of 2021, the level of inventory across 124 luxury markets dropped by approximately 20% for single-family homes and 17% for attached properties compared to the end of 2020.

New listings for the year dropped 15% for single-family homes and 23% for attached properties and some markets, as depicted below, saw their inventory levels drop as much as 40-55% at the end of 2021 compared to levels at the end of 2020.



ADA COUNTY, ID Inventory Drop: 55%



PARADISE VALLEY, AZ Inventory Drop: 40%



**DENTON COUNTY, TX**Inventory Drop: 35%



MIAMI, FL Inventory Drop: 46%



KAUAI, HI Inventory Drop: 42%



EAST BAY, CA
Inventory Drop: 30%



LAS VEGAS, NV Inventory Drop: 30%



YORK, ON Inventory Drop: 30%

While there is obviously still inventory available in the luxury market, our research shows that these properties continue to remain on the market for one or more of these reasons:

- require major renovation
- fewer desirable locations
- · simply overpriced

Although the market may catch up to overpriced properties, real estate professionals are convincing sellers with properties needing renovations that a turnkey property is a requirement in this competitive luxury market.

#### IS DECLINING INVENTORY THE WHOLE STORY?

While the market as a whole saw an extraordinary increase in the number of properties sold as well as price increases, of greater significance it has been identified that 24% of the markets in this report experienced a drop in the number of properties sold compared to 2020! However, this development was not caused by a decrease in demand but directly related to a lack of available homes for sale – and more specifically for property types that matched the criteria for most buyers.

Resorts and smaller markets, which typically carry lower inventory levels, were some of the biggest impacted by this drop in sales. These markets experienced a 4% - 56% decrease in the number of properties sold by the end of 2021, compared to 2020, due to the lack of **desirable** inventory.



VAIL, CO Inventory Drop: 37% Total Sales Drop: 56%



PARK CITY, UT Inventory Drop: 26% Total Sales Drop: 49%



LAKE TAHOE, CA Inventory Drop: 15% Total Sales Drop: 37%



LAKE TAHOE, NV Inventory Drop: 11% Total Sales Drop: 32%



SMITH MOUNTAIN LAKE, VA JACKSONVILLE BEACHES, FL Inventory Drop: 20% Total Sales Drop: 27%



Inventory Drop: 28% Total Sales Drop: 17%



TELLURIDE, CO Inventory Drop: 20% Total Sales Drop: 8%



RENO, NV Inventory Drop: 66% Total Sales Drop: 4%

Attractively priced larger markets such as Sacramento, CA, Ada County, ID, Denton County, TX, and San Antonio, TX, did not escape this dilemma either, seeing their luxury sales fall as much as 6% - 25% due to low inventory, compared to the total number of sales in 2020.



SACRAMENTO, CA Inventory Drop: 36% Total Sales Drop: 25%



ADA COUNTY, ID Inventory Drop: 55% Total Sales Drop: 13%



**DENTON COUNTY, TX** Inventory Drop: 35% Total Sales Drop: 10%



SAN ANTONIO,TX Inventory Drop: 28% Total Sales Drop: 6%

# THE "COVID-19 EFFECT" ON SINGLE-FAMILY HOMES

January 2020	<b>*</b> -	– Median Sold Price: \$1,520,000
March 2020	<b>*</b> -	– Start of COVID-19 restrictions and stock market decline
April 2020	* -	- "THE GREAT ESCAPE" — Affluent homeowners purchase properties outside populated cities in exurbia, remote, and resort locations.
May - August 2020	* -	The unprecedented demand for detached properties away from high density communities, markets, and cities increases month over month.
September - October 2020	-	<ul> <li>Inventory levels start to fall below typical levels.</li> </ul>
October 2020	-	First record of sales outpacing new properties entering the market.
December 2020	-	According to a Wealth-X study, there was a 7% increase in the population of those whose net worth is over \$5M, and their representative dollar volume increased at a similar rate by the end of 2020.
January 2021	* -	New home purchases are no longer based on "the great escape" but "the great reconciliation" as acceptance and learning to live with COVID-19 grows.
February 2021	-	<ul> <li>Locations, property types, quality, and quantity of homes became the top priorities, and many wealthy individuals realize they can choose to reinvent their way of living.</li> </ul>
March 2021	-	<ul> <li>Declining levels of inventory, wealth creation, and steadily climbing prices create a "perfect storm" in the spring of 2021 — a frenzied market with one of the biggest surges of sales in luxury single-family properties on record.</li> </ul>
April - June 2021	-	Records a 108% increase in sales and 18% price increase compared to 2020.
July 2021	-	- Records largest drop in inventory for the first six months of the year.
September 2021		Trends show that affluent have re-evaluated their decisions, and many now own at least two properties; co-primary residences (city and exurbia).
October 2021	-	<ul> <li>Affluent individuals who are not ready to return to the city or give up their larger residences are compromising and moving to suburban communities that offer minimal commute times.</li> </ul>
December 2021	<b>*</b> -	Median Sold Price: \$1,623,823. Inventory has dropped by 38% and the number of

As we end 2021 and enter 2022, the luxury single family market remains depleted in its inventory, but there is a silver lining and a high probability that sellers are now ready to come back to the market.

homes sold has increased by 141% compared to January 2020.

# THE "COVID-19 EFFECT" ON

# ATTACHED HOMES

January 2020	# -	Median Sold Price \$933,125
March 2020	-	Start of COVID-19 restrictions and stock market decline
April 2020	* -	The pandemic decreases for demand for attached properties, especially in metropolitan and densely inhabited areas.
May - September 2020	<b>*</b> -	Brownstones, townhomes, and properties with direct street access to their front door fared better in the attached market.
October 2020	* -	Sales begin to uptick in numbers for condominiums, apartments, and co-ops as savvy investors recognize less competition and lowered price opportunities.
December 2020	<b>*</b> –	Prices had fallen by as much as 10% below 2019 prices in some major cities.
March 2021	* -	The arrival of the vaccine bolsters confidence in returning to metropolitan cities and living in more densely populated communities.
April 2021	* -	The spring market rebounds with growing sales, increasing prices, and falling inventory levels:
		<ul> <li>Many city dwellers returned, and with increased capital, chose to upscale to larger and more spacious apartments.</li> <li>New potential for ownership, especially for the younger generation.</li> <li>Investors seized opportunities to buy long term and vacation rentals.</li> </ul>
May - October 2021	<u>*</u> –	Five parameters enabled growth:
		<ul> <li>Inventory levels were substantially higher than the previous 5 years</li> <li>Prices had either fallen or remained the same.</li> <li>Prices were comparatively more affordable due to other market price increases.</li> <li>Sellers were open to negotiation.</li> <li>Mortgage rates were at an all-time low.</li> </ul>
September 2021	<b>*</b> -	Trends showed that the affluent became more comfortable with the idea of living in the city again; either due to having the vaccine or just understanding the necessary precautions, they looked to purchase rather than rent.
November 2021	-	Sales in the attached market had rebounded and prices were once again back to normal levels, with some markets showing slightly higher than comparable 2019 prices — which in itself was an extraordinarily strong year for the metropolitan condo market.
December 2021	* -	Median Sold Price: \$986,500. Inventory has dropped by 48% and the number of homes sold has increased by 108% compared to January 2020.







#### **GROWTH POTENTIAL IN 2022**

While 2021 will probably remain one of the strongest luxury real estate markets on record in terms of sales and price increases, the projections for 2022 show a platform of stability for continued growth and opportunity.

Even though the luxury market has settled into an easier pace, overall inventory levels still remain imbalanced against the number of buyers entering into many affluent markets, thereby keeping demand high and preventing price levels from dropping.

Despite the current buying trend among the affluent, many have still not realized their real estate decisions. Whether this was related to COVID-19, their professional, family, and/or work commitments, or simply that they have not determined their final residential requirements, this provides the potential for continued growth.

On the other hand, experts anticipate that 2022 still holds some metaphoric cards of unpredictability, including what happens in terms of inventory levels and economic factors, which could challenge how growth occurs in 2022.

However, here are some key trends predicted to have a significant bearing on the luxury market during this year:

#### 1. Migration

Migration patterns will retain their diversity across North America as both the affluent and businesses alike still reconcile their long-term plans. A perfect example of this migration is to the Sun Belt region, which is currently experiencing a major demographic shift, and impacts on the supply and demand of their residential and commercial real estate.

#### 2. Relocation

The affluent's decisions to relocate are always varied, but with the current fluidity of the long-term plans, these are the top influencers:

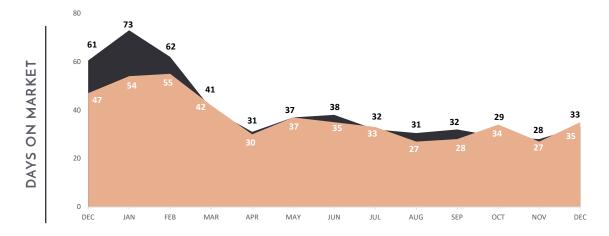
- · Maximizing their current lifestyle opportunities
- · Work remotely full or part-time or return to the city
- Live in multiple locations
- · Permanently move to an exurbia, remote, or resort property
- · Compromise by moving to the suburbs
- · Expedite long-term plans, e.g., retirement or new opportunity

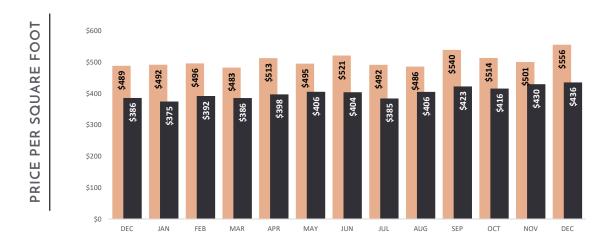
# - 2021 MARKET TRENDS -

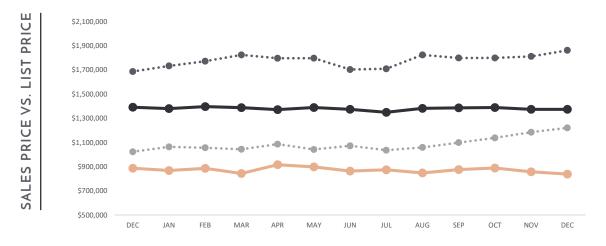
#### FOR THE LUXURY NORTH AMERICAN MARKET

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.







#### A Review of Key Market Differences Year over Year

2020 | 2021

#### SINGLE-FAMILY HOMES

	2020	2021
Median List Price	\$1,583,373	\$1,784,423
Median Sale Price	\$1,350,609	\$1,373,689
Median SP/LP Ratio	97.19%	99.61%
<b>Total Sales Ratio</b>	22.88%	57.54%
Median Price per Sq. Ft.	\$357	\$399

	2020	2021
Median Monthly Inventory	41,602	28,278
Median Monthly Sales	10,947	10,221
Total Sold	111,223	194,745
Median Days on Market	43	17
Average Home Size	3,800	3,504

Median prices represent properties priced above respective city benchmark prices.











#### **SINGLE-FAMILY HOMES MARKET SUMMARY | 2021**

- Official Market Type: Seller's Market with a 57.54% Sales Ratio.<sup>1</sup>
- Homes are selling for an average of **99.61% of list price**.
- The median luxury threshold<sup>2</sup> price is \$937,500, and the median luxury home sales price in 2021 is \$1,373,689.
- Markets with the Highest Median Sales Price: **Vail** (\$4,391,995), **Telluride** (\$3,946,750), **Los Angeles Beach Cities** (\$3,871,329), and **Los Angeles City** (\$3,537,210).
- Markets with the Highest Sales Ratio: **East Bay** (295%), **Seattle** (155%), **Silicon Valley** (145%) and **Greater Seattle** (144%).

'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.

#### A Review of Key Market Differences Year over Year

2020 | 2021

#### **ATTACHED HOMES**

	2020	2021
Median List Price	\$1,010,319	\$1,081,707
<b>Median Sale Price</b>	\$908,426	\$863,889
Median SP/LP Ratio	98.28%	99.79%
<b>Total Sales Ratio</b>	16.38%	42.86%
Median Price per Sq. Ft.	\$472	\$503

	2020	2021
Median Monthly Inventory	16,739	11,578
Median Monthly Sales	4,390	3,972
Total Sold	32,995	58,469
Median Days on Market	38	18
Average Home Size	2,094	1,958

Median prices represent properties priced above respective city benchmark prices.











#### ATTACHED HOMES MARKET SUMMARY | 2021

- Official Market Type: **Seller's Market** with a **42.86% Sales Ratio**.<sup>1</sup>
- Attached homes are selling for an average of **99.79% of list price**.
- The median luxury threshold<sup>2</sup> price is \$700,000, and the median attached luxury sale price is \$863,889.
- Markets with the Highest Median Sales Price: **Vail** (\$3,188,542), **San Francisco** (\$2,406,588), **Park City** (\$2,108,815), and **Greater Boston** (\$1,981,238).
- Markets with the Highest Sales Ratio: **GTA-Durham** (361%), **Douglas County** (260%), **Oakville** (250%) and **Central Coast** (246%).

'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.

State         Market Value         ListParte         Inventory         Monthly Solids         Soliter         Status           AB         Calgary         \$1,188,769         \$1,004,741         477         171         31         Sellers           AZ         Paradise Valley         \$2,4714,792         \$2,908,075         110         40         61         Sellers           AZ         Phoenix         \$964,619         \$778,038         274         309         30         Sellers           AZ         Phoenix         \$964,619         \$778,038         274         309         30         Sellers           AZ         Phoenix         \$964,619         \$778,038         274         309         30         Sellers           AZ         Tucson         \$780,229         \$656,968         371         28         22         Sellers           BC         Mid Vancouver         \$4,482,260         \$3,5321,158         983         136         17         Buges           BC         Vancouver         \$4,482,260         \$3,321,158         983         136         17         Buges           CA         Central Coast         \$3,668,000         \$2,381,833         149         85         16         <	State	Market Name	Median List Price	Median	Median Monthly	Median	Days on	Market
AZ         Paradise Valley         \$4,714,792         \$2,908,075         110         40         61         Sellers           AZ         Phoenix         \$964,619         \$778,038         274         309         30         Sellers           AZ         Scottsdale         \$2,431,218         \$1,592,489         298         212         38         Sellers           AZ         Tucson         \$780,229         \$656,968         371         28         22         Sellers           BC         Mid Vancouver Island         \$1,701,662         \$1,503,583         71         28         22         Sellers           BC         Okanagan Valley         \$2,002,037         \$1,579,257         385         83         36         Sellers           BC         Victoria         \$2,470,141         \$1,964,770         68         35         20         Sellers           CA         Central Coast         \$3,668,000         \$2,381,833         149         85         16         Sellers           CA         East Bay         \$2,419,537         \$1,914,142         176         521         8         Sellers           CA         Garater Palm Springs         \$2,652,857         \$1,769,250         146         114	State			Sold Price	Inventory 4.77	Monthly Solds	Market 31	Status Sellers
AZ         Phoenix         \$964,619         \$778,038         274         309         30         Sellers           AZ         Scottsdale         \$2,431,218         \$1,592,489         298         212         38         Sellers           AZ         Tucson         \$780,229         \$656,968         371         258         8         Sellers           BC         Mid Vancouver         \$1,701,662         \$1,593,583         71         28         22         Sellers           BC         Okanagan Valley         \$2,002,037         \$1,579,257         385         83         36         Sellers           BC         Vancouver         \$4,482,260         \$3,321,158         983         136         17         Buyers           BC         Victoria         \$2,470,141         \$1,964,770         68         35         20         Sellers           CA         Central Coast         \$3,668,000         \$2,381,833         149         85         16         Sellers           CA         Ceast Bay         \$2,419,373         \$1,914,142         176         521         8         Sellers           CA         East Bay         \$2,62,387         \$1,914,142         176         521         8								
AZ         Scottsdale         \$2,431,218         \$1,592,489         298         212         38         Sellers           AZ         Tucson         \$780,229         \$656,968         371         258         8         Sellers           BC         Mid Vancouver Island         \$1,701,662         \$1,593,583         71         28         22         Sellers           BC         Okanagan Valley         \$2,002,037         \$1,579,257         385         83         36         Sellers           BC         Vancouver         \$4,482,260         \$3,321,158         983         136         17         Buyers           BC         Victoria         \$2,470,141         \$1,964,770         68         35         20         Sellers           CA         Central Coast         \$3,668,000         \$2,381,833         149         85         16         Sellers           CA         Geater Palm Springs         \$2,653,871         \$1,679,250         146         114         33         Sellers           CA         Lake Tahoe         \$2,562,250         \$1,718,612         69         43         25         Sellers           CA         Lake Tahoe         \$2,562,250         \$1,718,612         69         43<		•						
AZ         Tucson         \$780,229         \$656,968         371         258         8         Sellers           BC         Mid Vancouver Island         \$1,701,662         \$1,503,583         71         28         22         Sellers           BC         Okanagan Valley         \$2,002,037         \$1,579,257         385         83         36         Sellers           BC         Vancouver         \$4,482,260         \$3,321,158         983         136         17         Buyers           BC         Victoria         \$2,470,141         \$1,964,770         68         35         20         Sellers           CA         Central Coast         \$3,668,000         \$2,381,833         149         85         16         Sellers           CA         East Bay         \$2,419,537         \$1,914,142         176         521         8         Sellers           CA         Greater Palm Springs         \$2,2653,871         \$1,679,250         146         114         33         Sellers           CA         Lake Tahoe         \$2,562,250         \$1,718,612         69         43         25         Sellers           CA         Los Angeles City         \$5,643,000         \$3,537,210         642         <			·					
BC         Mid Vancouver Island         \$1,701,662         \$1,503,583         71         28         22         Sellers           BC         Okanagan Valley         \$2,002,037         \$1,579,257         385         83         36         Sellers           BC         Vancouver         \$4,482,260         \$3,321,158         983         136         17         Buyers           BC         Victoria         \$2,470,141         \$1,964,770         68         35         20         Sellers           CA         Central Coast         \$3,668,000         \$2,381,833         149         85         16         Sellers           CA         East Bay         \$2,419,537         \$1,914,142         176         521         8         Sellers           CA         Greater Palm Springs         \$2,653,871         \$1,679,250         146         114         33         Sellers           CA         Lake Tahoe         \$2,562,250         \$1,718,612         69         43         25         Sellers           CA         Los Angeles Beach Cities         \$5,542,125         \$3,871,329         324         113         23         Sellers           CA         Los Angeles City         \$5,443,000         \$3,552,207,167								
BC         Okanagan Valley         \$2,002,037         \$1,579,257         385         83         36         Sellers           BC         Vancouver         \$4,482,260         \$3,321,158         983         136         17         Buyers           BC         Victoria         \$2,470,141         \$1,964,770         68         35         20         Sellers           CA         Central Coast         \$3,668,000         \$2,381,833         149         85         16         Sellers           CA         East Bay         \$2,419,537         \$1,914,142         176         521         8         Sellers           CA         Greater Palm Springs         \$2,653,871         \$1,679,250         146         114         33         Sellers           CA         Lake Tahoe         \$2,562,250         \$1,718,612         69         43         25         Sellers           CA         Los Angeles Beach Cities         \$5,542,125         \$3,871,329         324         113         23         Sellers           CA         Los Angeles City         \$5,443,000         \$3,537,210         642         172         27         Sellers           CA         Los Angeles The Valley         \$3,098,542         65			, ,					
BC         Vancouver         \$4,482,260         \$3,321,158         983         136         17         Buyers           BC         Victoria         \$2,470,141         \$1,964,770         68         35         20         Sellers           CA         Central Coast         \$3,668,000         \$2,381,833         149         85         16         Sellers           CA         Central Coast         \$3,668,000         \$2,381,833         149         85         16         Sellers           CA         Central Coast         \$3,668,000         \$2,381,833         149         85         16         Sellers           CA         Central Coast         \$3,668,000         \$2,381,142         176         521         8         Sellers           CA         Cast Bay         \$2,419,537         \$1,914,142         176         521         8         Sellers           CA         Cast Bay         \$2,491,537         \$1,18,142         176         521         8         Sellers           CA         Los Angeles Chites         \$5,542,125         \$3,871,329         324         113         23         Sellers           CA         Los Angeles The Valley         \$3,058,624         \$2,087,167         276								
BC         Victoria         \$2,470,141         \$1,964,770         68         35         20         Sellers           CA         Central Coast         \$3,668,000         \$2,381,833         149         85         16         Sellers           CA         East Bay         \$2,419,537         \$1,914,142         176         521         8         Sellers           CA         Greater Palm Springs         \$2,653,871         \$1,679,250         146         114         33         Sellers           CA         Lake Tahoe         \$2,562,250         \$1,718,612         69         43         25         Sellers           CA         Los Angeles Beach Cities         \$5,542,125         \$3,871,329         324         113         23         Sellers           CA         Los Angeles City         \$5,443,000         \$3,537,210         642         172         27         Sellers           CA         Los Angeles The Valley         \$3,058,624         \$2,087,167         276         208         15         Sellers           CA         Marin County         \$3,687,500         \$2,294,252         88         18         56         Balanced           CA         Napa County         \$3,687,500         \$2,246,431							_	
CA         Central Coast         \$3,668,000         \$2,381,833         149         85         16         Sellers           CA         East Bay         \$2,419,537         \$1,914,142         176         521         8         Sellers           CA         Greater Palm Springs         \$2,653,871         \$1,679,250         146         114         33         Sellers           CA         Lake Tahoe         \$2,562,250         \$1,718,612         69         43         25         Sellers           CA         Los Angeles Beach Cities         \$5,542,125         \$3,871,329         324         113         23         Sellers           CA         Los Angeles City         \$5,443,000         \$3,537,210         642         172         27         Sellers           CA         Los Angeles The Valley         \$3,058,624         \$2,087,167         276         208         15         Sellers           CA         Marin County         \$3,922,583         \$3,908,542         65         46         15         Sellers           CA         Marin County         \$3,687,500         \$2,294,252         88         18         56         Balanced           CA         Orange County         \$3,137,954         \$1,054,917 <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td>-</td>								-
CA         East Bay         \$2,419,537         \$1,914,142         176         521         8         Sellers           CA         Greater Palm Springs         \$2,653,871         \$1,679,250         146         114         33         Sellers           CA         Lake Tahoe         \$2,562,250         \$1,718,612         69         43         25         Sellers           CA         Los Angeles Beach Cities         \$5,542,125         \$3,871,329         324         113         23         Sellers           CA         Los Angeles City         \$5,443,000         \$3,537,210         642         172         27         Sellers           CA         Los Angeles The Valley         \$3,058,624         \$2,087,167         276         208         15         Sellers           CA         Marin County         \$3,922,583         \$3,098,542         65         46         15         Sellers           CA         Marin County         \$3,687,500         \$2,294,252         88         18         56         Balanced           CA         Orange County         \$3,512,402         \$2,246,431         551         438         13         Sellers           CA         Placer County         \$1,317,954         \$1,054,917 <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>								
CA         Greater Palm Springs         \$2,653,871         \$1,679,250         146         114         33         Sellers           CA         Lake Tahoe         \$2,562,250         \$1,718,612         69         43         25         Sellers           CA         Los Angeles Beach Cities         \$5,542,125         \$3,871,329         324         113         23         Sellers           CA         Los Angeles City         \$5,443,000         \$3,537,210         642         172         27         Sellers           CA         Los Angeles The Valley         \$3,058,624         \$2,087,167         276         208         15         Sellers           CA         Marin County         \$3,992,583         \$3,098,542         65         46         15         Sellers           CA         Marin County         \$3,687,500         \$2,294,252         88         18         56         Balanced           CA         Orange County         \$3,512,402         \$2,246,431         551         438         13         Sellers           CA         Placer County         \$1,317,954         \$1,054,917         120         79         10         Sellers           CA         San Diego         \$2,939,287         \$1,843,177 </td <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>								
CA         Lake Tahoe         \$2,562,250         \$1,718,612         69         43         25         Sellers           CA         Los Angeles Beach Cities         \$5,542,125         \$3,871,329         324         113         23         Sellers           CA         Los Angeles City         \$5,443,000         \$3,537,210         642         172         27         Sellers           CA         Los Angeles The Valley         \$3,058,624         \$2,087,167         276         208         15         Sellers           CA         Marin County         \$3,922,583         \$3,098,542         65         46         15         Sellers           CA         Marin County         \$3,687,500         \$2,294,252         88         18         56         Balanced           CA         Orange County         \$3,512,402         \$2,246,431         551         438         13         Sellers           CA         Placer County         \$1,317,954         \$1,054,917         120         79         10         Sellers           CA         Sacramento         \$1,052,608         \$905,782         321         233         8         Sellers           CA         San Diego         \$2,939,287         \$1,843,177         <		•						
CA         Los Angeles Beach Cities         \$5,542,125         \$3,871,329         324         113         23         Sellers           CA         Los Angeles City         \$5,443,000         \$3,537,210         642         172         27         Sellers           CA         Los Angeles The Valley         \$3,058,624         \$2,087,167         276         208         15         Sellers           CA         Marin County         \$3,922,583         \$3,098,542         65         46         15         Sellers           CA         Marin County         \$3,687,500         \$2,294,252         88         18         56         Balanced           CA         Orange County         \$3,512,402         \$2,246,431         551         438         13         Sellers           CA         Placer County         \$1,317,954         \$1,054,917         120         79         10         Sellers           CA         Sacramento         \$1,052,608         \$905,782         321         233         8         Sellers           CA         San Diego         \$2,939,287         \$1,843,177         499         437         10         Sellers           CA         San Francisco         \$5,023,875         \$3,394,053		- 0						
CA         Los Angeles City         \$5,443,000         \$3,537,210         642         172         27         Sellers           CA         Los Angeles The Valley         \$3,058,624         \$2,087,167         276         208         15         Sellers           CA         Marin County         \$3,922,583         \$3,098,542         65         46         15         Sellers           CA         Napa County         \$3,687,500         \$2,294,252         88         18         56         Balanced           CA         Orange County         \$3,512,402         \$2,246,431         551         438         13         Sellers           CA         Placer County         \$1,317,954         \$1,054,917         120         79         10         Sellers           CA         Sacramento         \$1,052,608         \$905,782         321         233         8         Sellers           CA         San Diego         \$2,939,287         \$1,843,177         499         437         10         Sellers           CA         San Francisco         \$5,023,875         \$3,394,053         86         85         12         Sellers           CA         Santa Barbara         \$5,757,500         \$3,415,364         107 <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>								
CA         Los Angeles The Valley         \$3,058,624         \$2,087,167         276         208         15         Sellers           CA         Marin County         \$3,922,583         \$3,098,542         65         46         15         Sellers           CA         Napa County         \$3,687,500         \$2,294,252         88         18         56         Balanced           CA         Orange County         \$3,512,402         \$2,2246,431         551         438         13         Sellers           CA         Placer County         \$1,317,954         \$1,054,917         120         79         10         Sellers           CA         Placer County         \$1,052,608         \$905,782         321         233         8         Sellers           CA         San Diego         \$2,939,287         \$1,843,177         499         437         10         Sellers           CA         San Francisco         \$5,023,875         \$3,394,053         86         85         12         Sellers           CA         San Luis Obispo County         \$1,987,210         \$1,391,208         108         66         41         Sellers           CA         Santa Barbara         \$5,757,500         \$3,415,364         <								
CA       Marin County       \$3,922,583       \$3,098,542       65       46       15       Sellers         CA       Napa County       \$3,687,500       \$2,294,252       88       18       56       Balanced         CA       Orange County       \$3,512,402       \$2,246,431       551       438       13       Sellers         CA       Placer County       \$1,317,954       \$1,054,917       120       79       10       Sellers         CA       Sacramento       \$1,052,608       \$905,782       321       233       8       Sellers         CA       San Diego       \$2,939,287       \$1,843,177       499       437       10       Sellers         CA       San Francisco       \$5,023,875       \$3,394,053       86       85       12       Sellers         CA       San Luis Obispo County       \$1,987,210       \$1,391,208       108       66       41       Sellers         CA       Santa Barbara       \$5,757,500       \$3,415,364       107       64       14       Sellers         CA       Silicon Valley       \$5,493,055       \$3,326,542       242       352       8       Sellers         CA       Sonoma County       \$2,367,208		-						
CA       Napa County       \$3,687,500       \$2,294,252       88       18       56       Balanced         CA       Orange County       \$3,512,402       \$2,246,431       551       438       13       Sellers         CA       Placer County       \$1,317,954       \$1,054,917       120       79       10       Sellers         CA       Sacramento       \$1,052,608       \$905,782       321       233       8       Sellers         CA       San Diego       \$2,939,287       \$1,843,177       499       437       10       Sellers         CA       San Francisco       \$5,023,875       \$3,394,053       86       85       12       Sellers         CA       San Luis Obispo County       \$1,987,210       \$1,391,208       108       66       41       Sellers         CA       Santa Barbara       \$5,757,500       \$3,415,364       107       64       14       Sellers         CA       Silicon Valley       \$5,493,055       \$3,326,542       242       352       8       Sellers         CA       Sonoma County       \$2,367,208       \$1,746,563       177       70       34       Sellers         CO       Boulder       \$2,310,958 <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>								
CA         Orange County         \$3,512,402         \$2,246,431         551         438         13         Sellers           CA         Placer County         \$1,317,954         \$1,054,917         120         79         10         Sellers           CA         Sacramento         \$1,052,608         \$905,782         321         233         8         Sellers           CA         San Diego         \$2,939,287         \$1,843,177         499         437         10         Sellers           CA         San Francisco         \$5,023,875         \$3,394,053         86         85         12         Sellers           CA         San Luis Obispo County         \$1,987,210         \$1,391,208         108         66         41         Sellers           CA         Santa Barbara         \$5,757,500         \$3,415,364         107         64         14         Sellers           CA         Silicon Valley         \$5,493,055         \$3,326,542         242         352         8         Sellers           CA         Sonoma County         \$2,367,208         \$1,746,563         177         70         34         Sellers           CA         Ventura County         \$2,813,583         \$1,726,292         151 </td <td></td> <td>-</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>		-						
CA         Placer County         \$1,317,954         \$1,054,917         120         79         10         Sellers           CA         Sacramento         \$1,052,608         \$905,782         321         233         8         Sellers           CA         San Diego         \$2,939,287         \$1,843,177         499         437         10         Sellers           CA         San Francisco         \$5,023,875         \$3,394,053         86         85         12         Sellers           CA         San Luis Obispo County         \$1,987,210         \$1,391,208         108         66         41         Sellers           CA         Santa Barbara         \$5,757,500         \$3,415,364         107         64         14         Sellers           CA         Silicon Valley         \$5,493,055         \$3,326,542         242         352         8         Sellers           CA         Sonoma County         \$2,367,208         \$1,746,563         177         70         34         Sellers           CO         Boulder         \$2,310,958         \$1,656,425         126         95         45         Sellers           CO         Colorado Springs         \$1,134,966         \$871,766         148		•				438		
CA       Sacramento       \$1,052,608       \$905,782       321       233       8       Sellers         CA       San Diego       \$2,939,287       \$1,843,177       499       437       10       Sellers         CA       San Francisco       \$5,023,875       \$3,394,053       86       85       12       Sellers         CA       San Luis Obispo County       \$1,987,210       \$1,391,208       108       66       41       Sellers         CA       Santa Barbara       \$5,757,500       \$3,415,364       107       64       14       Sellers         CA       Silicon Valley       \$5,493,055       \$3,326,542       242       352       8       Sellers         CA       Sonoma County       \$2,367,208       \$1,746,563       177       70       34       Sellers         CA       Ventura County       \$2,813,583       \$1,726,292       151       107       28       Sellers         CO       Boulder       \$2,310,958       \$1,656,425       126       95       45       Sellers         CO       Colorado Springs       \$1,134,966       \$871,766       148       109       8       Sellers	CA							Sellers
CA       San Diego       \$2,939,287       \$1,843,177       499       437       10       Sellers         CA       San Francisco       \$5,023,875       \$3,394,053       86       85       12       Sellers         CA       San Luis Obispo County       \$1,987,210       \$1,391,208       108       66       41       Sellers         CA       Santa Barbara       \$5,757,500       \$3,415,364       107       64       14       Sellers         CA       Silicon Valley       \$5,493,055       \$3,326,542       242       352       8       Sellers         CA       Sonoma County       \$2,367,208       \$1,746,563       177       70       34       Sellers         CA       Ventura County       \$2,813,583       \$1,726,292       151       107       28       Sellers         CO       Boulder       \$2,310,958       \$1,656,425       126       95       45       Sellers         CO       Colorado Springs       \$1,134,966       \$871,766       148       109       8       Sellers	CA	Sacramento		\$905,782	321		8	Sellers
CA       San Francisco       \$5,023,875       \$3,394,053       86       85       12       Sellers         CA       San Luis Obispo County       \$1,987,210       \$1,391,208       108       66       41       Sellers         CA       Santa Barbara       \$5,757,500       \$3,415,364       107       64       14       Sellers         CA       Silicon Valley       \$5,493,055       \$3,326,542       242       352       8       Sellers         CA       Sonoma County       \$2,367,208       \$1,746,563       177       70       34       Sellers         CA       Ventura County       \$2,813,583       \$1,726,292       151       107       28       Sellers         CO       Boulder       \$2,310,958       \$1,656,425       126       95       45       Sellers         CO       Colorado Springs       \$1,134,966       \$871,766       148       109       8       Sellers	CA	San Diego	\$2,939,287		499	437	10	Sellers
CA       Santa Barbara       \$5,757,500       \$3,415,364       107       64       14       Sellers         CA       Silicon Valley       \$5,493,055       \$3,326,542       242       352       8       Sellers         CA       Sonoma County       \$2,367,208       \$1,746,563       177       70       34       Sellers         CA       Ventura County       \$2,813,583       \$1,726,292       151       107       28       Sellers         CO       Boulder       \$2,310,958       \$1,656,425       126       95       45       Sellers         CO       Colorado Springs       \$1,134,966       \$871,766       148       109       8       Sellers	CA	San Francisco	\$5,023,875		86		12	Sellers
CA       Silicon Valley       \$5,493,055       \$3,326,542       242       352       8       Sellers         CA       Sonoma County       \$2,367,208       \$1,746,563       177       70       34       Sellers         CA       Ventura County       \$2,813,583       \$1,726,292       151       107       28       Sellers         CO       Boulder       \$2,310,958       \$1,656,425       126       95       45       Sellers         CO       Colorado Springs       \$1,134,966       \$871,766       148       109       8       Sellers	CA	San Luis Obispo County	\$1,987,210	\$1,391,208	108	66	41	Sellers
CA       Sonoma County       \$2,367,208       \$1,746,563       177       70       34       Sellers         CA       Ventura County       \$2,813,583       \$1,726,292       151       107       28       Sellers         CO       Boulder       \$2,310,958       \$1,656,425       126       95       45       Sellers         CO       Colorado Springs       \$1,134,966       \$871,766       148       109       8       Sellers	CA	Santa Barbara	\$5,757,500	\$3,415,364	107	64	14	Sellers
CA       Ventura County       \$2,813,583       \$1,726,292       151       107       28       Sellers         CO       Boulder       \$2,310,958       \$1,656,425       126       95       45       Sellers         CO       Colorado Springs       \$1,134,966       \$871,766       148       109       8       Sellers	CA	Silicon Valley	\$5,493,055	\$3,326,542	242	352	8	Sellers
CO Boulder \$2,310,958 \$1,656,425 126 95 45 Sellers CO Colorado Springs \$1,134,966 \$871,766 148 109 8 Sellers	CA	Sonoma County	\$2,367,208	\$1,746,563	177	70	34	Sellers
CO Colorado Springs \$1,134,966 \$871,766 148 109 8 Sellers	CA	Ventura County	\$2,813,583	\$1,726,292	151	107	28	Sellers
CO Colorado Springs \$1,134,966 \$871,766 148 109 8 Sellers	CO	Boulder	\$2,310,958	\$1,656,425	126	95	45	Sellers
CO Denver \$1,820,487 \$1,381,867 244 268 9 Sellers	CO	Colorado Springs		\$871,766	148	109	8	Sellers
	CO	Denver	\$1,820,487	\$1,381,867	244	268	9	Sellers

CO         Douglas County         \$1,785,335         \$1,217,548         103         116         8         Sellers           CO         Durango         \$1,774,958         \$1,169,304         67         20         81         Sellers           CO         Summit County         \$3,287,583         \$1,881,965         23         12         25         Sellers           CO         Telluride         \$4,935,000         \$3,946,750         62         10         180         Balanced           CO         Vall         \$64,418,333         \$4,391,995         59         16         72         Sellers           CT         Central Connecticut         \$568,583         \$1723,979         614         219         49         Sellers           CT         Coastal Connecticut         \$2,368,583         \$1,723,979         614         219         49         Sellers           CT         Coastal Connecticut         \$2,368,583         \$1,723,979         614         219         49         Sellers           CT         Coastal Connecticut         \$2,368,583         \$1,723,979         614         219         49         Sellers           EL         Coastal Connecticut         \$4,400         813         861 <th>Ctata</th> <th>Market Name</th> <th>Median</th> <th>Median</th> <th>Median Monthly</th> <th>Median</th> <th>Days on</th> <th>Market</th>	Ctata	Market Name	Median	Median	Median Monthly	Median	Days on	Market
CO         Durango         \$1,774,958         \$1,169,304         67         20         \$1         Sellers           CO         Summit County         \$3,287,583         \$1,881,965         23         12         25         Sellers           CO         Telluride         \$4,935,000         \$3,946,750         62         10         180         Balanced           CO         Vail         \$6,418,333         \$4,391,995         59         16         72         Sellers           CT         Central Connecticut         \$680,583         \$603,913         326         149         25         Sellers           CT         Coastal Connecticut         \$2,368,583         \$1,723,979         614         219         49         Sellers           DC         Washington D.C.         \$4,576,167         \$2,718,604         49         17         16         Sellers           DE         Sussex County Coastal         \$1,437,440         \$1,406,833         77         36         15         Sellers           FL         Boca Raton/Delray Beach         \$3,258,916         \$2,005,617         229         87         40         Sellers           FL         Coastal Pinellas County         \$2,151,250         \$1,807,250	State		List Price	Sold Price	Inventory	Monthly Solds	Market	Sellers
CO         Summit County         \$3,287,583         \$1,881,965         23         12         25         Sellers           CO         Telluride         \$4,935,000         \$3,946,750         62         10         180         Balanced           CO         Vail         \$6,418,333         \$4,391,995         59         16         72         Sellers           CT         Central Connecticut         \$680,583         \$603,913         326         149         25         Sellers           CT         Coastal Connecticut         \$2,368,583         \$1,723,979         614         219         49         Sellers           DC         Washington D.C.         \$4,576,467         \$2,718,604         49         17         16         Sellers           DE         Sussex County Coastal         \$1,437,440         \$1,406,833         77         36         15         Sellers           FL         Boca Raton/Delray Beach         \$3,258,916         \$2,005,617         229         87         40         Sellers           FL         Coastal Pinellas County         \$2,165,806         \$1,107,958         631         288         27         Sellers           FL         Greater Fort Lauderdale         \$1,785,806         \$		9						
CO         Telluride         \$4,935,000         \$3,946,750         62         10         180         Balanced           CO         Vail         \$6,418,333         \$4,391,995         59         16         72         Sellers           CT         Central Connecticut         \$680,583         \$603,913         326         149         25         Sellers           CT         Coastal Connecticut         \$2,368,583         \$1,723,979         614         219         49         Sellers           DC         Washington D.C.         \$4,576,167         \$2,718,604         49         17         16         Sellers           DE         Sussex County Coastal         \$1,437,440         \$1,406,833         77         36         15         Sellers           FL         Boca Raton/Delray Beach         \$3,258,916         \$2,005,617         229         87         40         Sellers           FL         Greater Fort Lauderdale         \$1,78,806         \$1,607,958         631         288         27         Sellers           FL         Jacksonville Beaches         \$1,617,112         \$1,228,083         121         78         26         Sellers           FL         Jace County         \$1,626,282         \$1,375					•			
CO         Vail         \$6,418,333         \$4,391,995         59         16         72         Sellers           CT         Central Connecticut         \$680,583         \$603,913         326         149         25         Sellers           CT         Coastal Connecticut         \$2,368,583         \$1,723,979         614         219         49         Sellers           DC         Washington D.C.         \$4,576,167         \$2,718,604         49         17         16         Sellers           DE         Sussex County Coastal         \$1,437,440         \$1,406,833         77         36         15         Sellers           FL         Boca Raton/Delray Beach         \$3,258,916         \$2,005,617         229         87         40         Sellers           FL         Greater Fort Lauderdale         \$1,785,806         \$1,807,250         52         23         16         Sellers           FL         Greater Fort Lauderdale         \$1,785,806         \$1,107,958         631         288         27         Sellers           FL         Jacksonville Beaches         \$1,617,112         \$1,222,8083         121         78         26         Sellers           FL         Marco Island         \$2,760,125		•						
CT         Central Connecticut         \$680,583         \$603,913         326         149         25         Sellers           CT         Coastal Connecticut         \$2,368,583         \$1,723,979         614         219         49         Sellers           DC         Washington D.C.         \$4,576,167         \$2,718,604         49         17         16         Sellers           DE         Sussex County Coastal         \$1,437,440         \$1,406,833         77         36         15         Sellers           FL         Boca Raton/Delray Beach         \$3,258,916         \$2,005,617         229         87         40         Sellers           FL         Greater Fort Lauderdale         \$1,785,806         \$1,107,958         631         288         27         Sellers           FL         Jacksonville Beaches         \$1,617,112         \$1,228,083         121         78         26         Sellers           FL         Lee County         \$1,626,282         \$1,375,077         248         116         29         Sellers           FL         Marco Island         \$2,760,125         \$2,163,617         69         21         31         Sellers           FL         Miami         \$2,087,708         \$1								
CT         Coastal Connecticut         \$2,368,583         \$1,723,979         614         219         49         Sellers           DC         Washington D.C.         \$4,576,167         \$2,718,604         49         17         16         Sellers           DE         Sussex County Coastal         \$1,437,440         \$1,406,833         77         36         15         Sellers           FL         Boca Raton/Delray Beach         \$3,258,916         \$2,005,617         229         87         40         Sellers           FL         Coastal Pinellas County         \$2,151,250         \$1,807,250         52         23         16         Sellers           FL         Greater Fort Lauderdale         \$1,785,806         \$1,107,958         631         288         27         Sellers           FL         Jacksonville Beaches         \$1,617,112         \$1,228,083         121         78         26         Sellers           FL         Lee County         \$1,626,282         \$1,375,077         248         116         29         Sellers           FL         Marco Island         \$2,760,125         \$2,163,617         69         21         31         Sellers           FL         Maimi         \$2,087,708								
DC         Washington D.C.         \$4,576,167         \$2,718,604         49         17         16         Sellers           DE         Sussex County Coastal         \$1,437,440         \$1,406,833         77         36         15         Sellers           FL         Boca Raton/Delray Beach         \$3,258,916         \$2,005,617         229         87         40         Sellers           FL         Goastal Pinellas County         \$2,151,250         \$1,807,250         52         23         16         Sellers           FL         Greater Fort Lauderdale         \$1,785,806         \$1,107,958         631         288         27         Sellers           FL         Jacksonville Beaches         \$1,617,112         \$1,228,083         121         78         26         Sellers           FL         Jacksonville Beaches         \$1,617,112         \$1,228,083         121         78         26         Sellers           FL         Jacksonville Beaches         \$1,617,112         \$1,228,083         121         78         26         Sellers           FL         Marco Island         \$2,760,125         \$2,163,617         69         21         31         Sellers           FL         Miami         \$2,086,629								
DE         Sussex County Coastal         \$1,437,440         \$1,406,833         77         36         15         Sellers           FL         Boca Raton/Delray Beach         \$3,258,916         \$2,005,617         229         87         40         Sellers           FL         Coastal Pinellas County         \$2,151,250         \$1,807,250         52         23         16         Sellers           FL         Greater Fort Lauderdale         \$1,785,806         \$1,107,958         631         288         27         Sellers           FL         Jacksonville Beaches         \$1,617,112         \$1,228,083         121         78         26         Sellers           FL         Lee County         \$1,626,282         \$1,375,077         248         116         29         Sellers           FL         Marco Island         \$2,760,125         \$2,163,617         69         21         31         Sellers           FL         Miami         \$2,087,708         \$1,671,082         540         145         62         Sellers           FL         Naples         \$4,629,188         \$2,866,208         164         81         39         Sellers           FL         Orlando         \$1,385,538         \$1,183,171								
FL         Boca Raton/Delray Beach         \$3,258,916         \$2,005,617         229         87         40         Sellers           FL         Coastal Pinellas County         \$2,151,250         \$1,807,250         52         23         16         Sellers           FL         Greater Fort Lauderdale         \$1,785,806         \$1,107,958         631         288         27         Sellers           FL         Jacksonville Beaches         \$1,617,112         \$1,228,083         121         78         26         Sellers           FL         Lee County         \$1,626,282         \$1,375,077         248         116         29         Sellers           FL         Marco Island         \$2,760,125         \$2,163,617         69         21         31         Sellers           FL         Miami         \$2,087,708         \$1,671,082         540         145         62         Sellers           FL         Naples         \$4,629,188         \$2,866,208         164         81         39         Sellers           FL         Orlando         \$1,385,538         \$1,183,171         336         157         32         Sellers           FL         Palm Beach Towns         \$4,868,958         \$2,984,924		_						
FL         Coastal Pinellas County         \$2,151,250         \$1,807,250         52         23         16         Sellers           FL         Greater Fort Lauderdale         \$1,785,806         \$1,107,958         631         288         27         Sellers           FL         Jacksonville Beaches         \$1,617,112         \$1,228,083         121         78         26         Sellers           FL         Lee County         \$1,626,282         \$1,375,077         248         116         29         Sellers           FL         Marco Island         \$2,760,125         \$2,163,617         69         21         31         Sellers           FL         Miami         \$2,087,708         \$1,671,082         540         145         62         Sellers           FL         Naples         \$4,629,188         \$2,866,208         164         81         39         Sellers           FL         Orlando         \$1,385,538         \$1,183,171         336         157         32         Sellers           FL         Palm Beach Towns         \$4,868,958         \$2,984,924         124         51         38         Sellers           FL         Sarasota & Beaches         \$2,519,000         \$1,921,417		,				-	_	
FL         Greater Fort Lauderdale         \$1,785,806         \$1,107,958         631         288         27         Sellers           FL         Jacksonville Beaches         \$1,617,112         \$1,228,083         121         78         26         Sellers           FL         Lee County         \$1,626,282         \$1,375,077         248         116         29         Sellers           FL         Marco Island         \$2,760,125         \$2,163,617         69         21         31         Sellers           FL         Miami         \$2,087,708         \$1,671,082         540         145         62         Sellers           FL         Naples         \$4,629,188         \$2,866,208         164         81         39         Sellers           FL         Orlando         \$1,385,538         \$1,183,171         336         157         32         Sellers           FL         Orlando         \$1,385,538         \$1,183,171         336         157         32         Sellers           FL         Palm Beach Towns         \$4,868,958         \$2,984,924         124         51         38         Sellers           FL         Sarasota & Beaches         \$2,519,000         \$1,921,417         125								
FL         Jacksonville Beaches         \$1,617,112         \$1,228,083         121         78         26         Sellers           FL         Lee County         \$1,626,282         \$1,375,077         248         116         29         Sellers           FL         Marco Island         \$2,760,125         \$2,163,617         69         21         31         Sellers           FL         Miami         \$2,087,708         \$1,671,082         540         145         62         Sellers           FL         Naples         \$4,629,188         \$2,866,208         164         81         39         Sellers           FL         Orlando         \$1,385,538         \$1,183,171         336         157         32         Sellers           FL         Palm Beach Towns         \$4,868,958         \$2,984,924         124         51         38         Sellers           FL         Sarasota & Beaches         \$2,519,000         \$1,921,417         125         70         14         Sellers           FL         South Pinellas County         \$1,552,042         \$1,266,736         122         70         9         Sellers           FL         South Walton         \$2,680,208         \$2,074,417         146		•						
FL         Lee County         \$1,626,282         \$1,375,077         248         116         29         Sellers           FL         Marco Island         \$2,760,125         \$2,163,617         69         21         31         Sellers           FL         Miami         \$2,087,708         \$1,671,082         540         145         62         Sellers           FL         Naples         \$4,629,188         \$2,866,208         164         81         39         Sellers           FL         Orlando         \$1,385,538         \$1,183,171         336         157         32         Sellers           FL         Palm Beach Towns         \$4,868,958         \$2,984,924         124         51         38         Sellers           FL         Sarasota & Beaches         \$2,519,000         \$1,921,417         125         70         14         Sellers           FL         South Pinellas County         \$1,552,042         \$1,266,736         122         70         9         Sellers           FL         South Walton         \$2,680,208         \$2,074,417         146         69         18         Sellers           FL         Tampa         \$923,987         \$689,659         376         326								
FL         Marco Island         \$2,760,125         \$2,163,617         69         21         31         Sellers           FL         Miami         \$2,087,708         \$1,671,082         540         145         62         Sellers           FL         Naples         \$4,629,188         \$2,866,208         164         81         39         Sellers           FL         Orlando         \$1,385,538         \$1,183,171         336         157         32         Sellers           FL         Palm Beach Towns         \$4,868,958         \$2,984,924         124         51         38         Sellers           FL         Sarasota & Beaches         \$2,519,000         \$1,921,417         125         70         14         Sellers           FL         South Pinellas County         \$1,552,042         \$1,266,736         122         70         9         Sellers           FL         South Walton         \$2,680,208         \$2,074,417         146         69         18         Sellers           FL         Tampa         \$923,987         \$689,659         376         326         10         Sellers           FL         Weston         \$1,389,938         \$917,344         44         40								
FL         Miami         \$2,087,708         \$1,671,082         540         145         62         Sellers           FL         Naples         \$4,629,188         \$2,866,208         164         81         39         Sellers           FL         Orlando         \$1,385,538         \$1,183,171         336         157         32         Sellers           FL         Palm Beach Towns         \$4,868,958         \$2,984,924         124         51         38         Sellers           FL         Sarasota & Beaches         \$2,519,000         \$1,921,417         125         70         14         Sellers           FL         South Pinellas County         \$1,552,042         \$1,266,736         122         70         9         Sellers           FL         South Walton         \$2,680,208         \$2,074,417         146         69         18         Sellers           FL         Tampa         \$923,987         \$689,659         376         326         10         Sellers           FL         Weston         \$1,389,938         \$917,344         44         40         18         Sellers           GA         Atlanta         \$1,526,208         \$1,182,292         494         227 <t< td=""><td></td><td>•</td><td></td><td></td><td></td><td></td><td></td><td></td></t<>		•						
FL       Naples       \$4,629,188       \$2,866,208       164       81       39       Sellers         FL       Orlando       \$1,385,538       \$1,183,171       336       157       32       Sellers         FL       Palm Beach Towns       \$4,868,958       \$2,984,924       124       51       38       Sellers         FL       Sarasota & Beaches       \$2,519,000       \$1,921,417       125       70       14       Sellers         FL       South Pinellas County       \$1,552,042       \$1,266,736       122       70       9       Sellers         FL       South Walton       \$2,680,208       \$2,074,417       146       69       18       Sellers         FL       Tampa       \$923,987       \$689,659       376       326       10       Sellers         FL       Weston       \$1,389,938       \$917,344       44       40       18       Sellers         FL       Weston       \$1,389,938       \$1,182,292       494       227       15       Sellers         GA       Duluth       \$1,395,538       \$1,268,491       24       11       11       Sellers         HI       Kauai       \$2,975,292       \$1,997,375       <					•			
FL         Orlando         \$1,385,538         \$1,183,171         336         157         32         Sellers           FL         Palm Beach Towns         \$4,868,958         \$2,984,924         124         51         38         Sellers           FL         Sarasota & Beaches         \$2,519,000         \$1,921,417         125         70         14         Sellers           FL         South Pinellas County         \$1,552,042         \$1,266,736         122         70         9         Sellers           FL         South Walton         \$2,680,208         \$2,074,417         146         69         18         Sellers           FL         Tampa         \$923,987         \$689,659         376         326         10         Sellers           FL         Weston         \$1,389,938         \$917,344         44         40         18         Sellers           GA         Atlanta         \$1,526,208         \$1,182,292         494         227         15         Sellers           GA         Duluth         \$1,395,538         \$1,268,491         24         11         11         Sellers           HI         Kauai         \$2,975,292         \$1,997,375         67         20         4								
FL       Palm Beach Towns       \$4,868,958       \$2,984,924       124       51       38       Sellers         FL       Sarasota & Beaches       \$2,519,000       \$1,921,417       125       70       14       Sellers         FL       South Pinellas County       \$1,552,042       \$1,266,736       122       70       9       Sellers         FL       South Walton       \$2,680,208       \$2,074,417       146       69       18       Sellers         FL       Tampa       \$923,987       \$689,659       376       326       10       Sellers         FL       Weston       \$1,389,938       \$917,344       44       40       18       Sellers         FL       Weston       \$1,389,938       \$917,344       44       40       18       Sellers         GA       Atlanta       \$1,526,208       \$1,182,292       494       227       15       Sellers         GA       Duluth       \$1,395,538       \$1,268,491       24       11       11       Sellers         HI       Kauai       \$2,975,292       \$1,997,375       67       20       43       Sellers         HI       Maui       \$3,997,083       \$2,589,583       11 </td <td></td> <td>-</td> <td></td> <td></td> <td>·</td> <td></td> <td></td> <td></td>		-			·			
FL         Sarasota & Beaches         \$2,519,000         \$1,921,417         125         70         14         Sellers           FL         South Pinellas County         \$1,552,042         \$1,266,736         122         70         9         Sellers           FL         South Walton         \$2,680,208         \$2,074,417         146         69         18         Sellers           FL         Tampa         \$923,987         \$689,659         376         326         10         Sellers           FL         Weston         \$1,389,938         \$917,344         44         40         18         Sellers           GA         Atlanta         \$1,526,208         \$1,182,292         494         227         15         Sellers           GA         Duluth         \$1,395,538         \$1,268,491         24         11         11         Sellers           HI         Island of Hawaii         \$2,571,667         \$1,830,125         70         32         29         Sellers           HI         Maui         \$3,997,083         \$2,589,583         11         34         103         Sellers           HI         Oahu         \$3,473,583         \$2,463,542         166         54         23 <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>								
FL         South Pinellas County         \$1,552,042         \$1,266,736         122         70         9         Sellers           FL         South Walton         \$2,680,208         \$2,074,417         146         69         18         Sellers           FL         Tampa         \$923,987         \$689,659         376         326         10         Sellers           FL         Weston         \$1,389,938         \$917,344         44         40         18         Sellers           GA         Atlanta         \$1,526,208         \$1,182,292         494         227         15         Sellers           GA         Duluth         \$1,395,538         \$1,268,491         24         11         11         Sellers           HI         Island of Hawaii         \$2,571,667         \$1,830,125         70         32         29         Sellers           HI         Kauai         \$2,975,292         \$1,997,375         67         20         43         Sellers           HI         Maui         \$3,997,083         \$2,589,583         111         34         103         Sellers           HI         Oahu         \$3,473,583         \$2,463,542         166         54         23 <td< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></td<>								
FL         South Walton         \$2,680,208         \$2,074,417         146         69         18         Sellers           FL         Tampa         \$923,987         \$689,659         376         326         10         Sellers           FL         Weston         \$1,389,938         \$917,344         44         40         18         Sellers           GA         Atlanta         \$1,526,208         \$1,182,292         494         227         15         Sellers           GA         Duluth         \$1,395,538         \$1,268,491         24         11         11         Sellers           HI         Island of Hawaii         \$2,571,667         \$1,830,125         70         32         29         Sellers           HI         Kauai         \$2,975,292         \$1,997,375         67         20         43         Sellers           HI         Maui         \$3,997,083         \$2,589,583         111         34         103         Sellers           HI         Oahu         \$3,473,583         \$2,463,542         166         54         23         Sellers		South Pinellas County						
FL         Tampa         \$923,987         \$689,659         376         326         10         Sellers           FL         Weston         \$1,389,938         \$917,344         44         40         18         Sellers           GA         Atlanta         \$1,526,208         \$1,182,292         494         227         15         Sellers           GA         Duluth         \$1,395,538         \$1,268,491         24         11         11         Sellers           HI         Island of Hawaii         \$2,571,667         \$1,830,125         70         32         29         Sellers           HI         Kauai         \$2,975,292         \$1,997,375         67         20         43         Sellers           HI         Maui         \$3,997,083         \$2,589,583         111         34         103         Sellers           HI         Oahu         \$3,473,583         \$2,463,542         166         54         23         Sellers		•						
FL       Weston       \$1,389,938       \$917,344       44       40       18       Sellers         GA       Atlanta       \$1,526,208       \$1,182,292       494       227       15       Sellers         GA       Duluth       \$1,395,538       \$1,268,491       24       11       11       Sellers         HI       Island of Hawaii       \$2,571,667       \$1,830,125       70       32       29       Sellers         HI       Kauai       \$2,975,292       \$1,997,375       67       20       43       Sellers         HI       Maui       \$3,997,083       \$2,589,583       111       34       103       Sellers         HI       Oahu       \$3,473,583       \$2,463,542       166       54       23       Sellers	FL	Tampa					10	Sellers
GA       Atlanta       \$1,526,208       \$1,182,292       494       227       15       Sellers         GA       Duluth       \$1,395,538       \$1,268,491       24       11       11       Sellers         HI       Island of Hawaii       \$2,571,667       \$1,830,125       70       32       29       Sellers         HI       Kauai       \$2,975,292       \$1,997,375       67       20       43       Sellers         HI       Maui       \$3,997,083       \$2,589,583       111       34       103       Sellers         HI       Oahu       \$3,473,583       \$2,463,542       166       54       23       Sellers	FL	-		·				
GA       Duluth       \$1,395,538       \$1,268,491       24       11       11       Sellers         HI       Island of Hawaii       \$2,571,667       \$1,830,125       70       32       29       Sellers         HI       Kauai       \$2,975,292       \$1,997,375       67       20       43       Sellers         HI       Maui       \$3,997,083       \$2,589,583       111       34       103       Sellers         HI       Oahu       \$3,473,583       \$2,463,542       166       54       23       Sellers	GA	Atlanta					15	Sellers
HI       Island of Hawaii       \$2,571,667       \$1,830,125       70       32       29       Sellers         HI       Kauai       \$2,975,292       \$1,997,375       67       20       43       Sellers         HI       Maui       \$3,997,083       \$2,589,583       111       34       103       Sellers         HI       Oahu       \$3,473,583       \$2,463,542       166       54       23       Sellers	GA	Duluth				11	11	Sellers
HI       Kauai       \$2,975,292       \$1,997,375       67       20       43       Sellers         HI       Maui       \$3,997,083       \$2,589,583       111       34       103       Sellers         HI       Oahu       \$3,473,583       \$2,463,542       166       54       23       Sellers	HI	Island of Hawaii				32	29	Sellers
HI       Maui       \$3,997,083       \$2,589,583       111       34       103       Sellers         HI       Oahu       \$3,473,583       \$2,463,542       166       54       23       Sellers	HI	Kauai			67	20	43	Sellers
HI Oahu \$3,473,583 \$2,463,542 166 54 23 Sellers								
	HI	Oahu			166			Sellers
, , , , , , , , , , , , , , , , , , , ,	ID	Ada County	\$819,148	\$747,375	236	290	6	Sellers

State	Market Name	Median List Price	Median Sold Price	Median Monthly	Median Monthly Solds	Days on Market	Market
ID	Northern	\$1,234,575	\$872,136	Inventory 226	137	61	Status Sellers
IL	Chicago	\$1,503,737	\$1,222,418	764	332	34	Sellers
IL	DuPage County	\$1,201,104	\$939,640	311	123	42	Sellers
IL	Lake County	\$1,176,211	\$894,646	303	121	48	Sellers
IL	Will County	\$752,465	\$593,764	171	108	16	Sellers
IN	Hamilton County	\$1,016,575	\$759,059	64	88	11	Sellers
KS	Johnson County	\$827,633	\$815,932	297	115	15	Sellers
MA	Greater Boston	\$3,649,919	\$2,666,302	94	44	30	Sellers
MD	Anne Arundel County	\$1,099,316	\$926,166	136	100	9	Sellers
MD	Frederick County	\$898,907	\$876,445	54	21	6	Sellers
MD	Howard County	\$1,056,795	\$997,202	111	53	8	Sellers
MD	Montgomery County	\$2,059,196	\$1,554,509	122	115	7	Sellers
MD	Talbot County	\$2,928,125	\$1,615,189	38	13	40	Sellers
MD	Worcester County	\$1,210,066	\$893,621	38	15	23	Sellers
MI	Livingston County	\$792,183	\$708,875	57	24	24	Sellers
MI	Monroe County	\$700,800	\$581,925	14	4	75	Sellers
MI	Oakland County	\$833,917	\$638,465	548	300	16	Sellers
MI	Washtenaw County	\$910,933	\$732,124	114	43	17	Sellers
MI	Wayne County	\$753,452	\$619,305	173	93	15	Sellers
MN	Olmsted County	\$818,616	\$728,216	64	18	35	Sellers
MN	Twin Cities	\$1,164,000	\$1,020,160	549	202	20	Sellers
MO	Kansas City	\$723,547	\$648,747	493	312	11	Sellers
MO	St. Louis	\$858,183	\$680,835	100	82	15	Sellers
NC	Charlotte	\$1,204,125	\$955,879	288	274	7	Sellers
NC	Lake Norman	\$1,031,463	\$1,013,403	197	78	7	Sellers
NC	Raleigh-Durham	\$1,132,249	\$933,125	190	166	3	Sellers
NJ	Ocean County	\$942,606	\$836,329	257	134	23	Sellers
NV	Lake Tahoe	\$4,173,000	\$2,659,542	47	15	85	Sellers
NV	Las Vegas	\$1,976,449	\$1,427,698	348	126	22	Sellers
NV	Reno	\$2,205,100	\$1,677,407	49	29	58	Sellers
NY	Brooklyn	\$1,739,917	\$1,457,291	305	28	78	Buyers

State	Markat Name	Median List Price	Median	Median Monthly	Median	Days on	Market
NY	Market Name Nassau County	\$1,979,662	Sold Price \$1,537,888	Inventory 775	Monthly Solds 147	Market 57	Status Balanced
NY	Staten Island	\$1,237,185	\$1,087,667	124	23	59	Balanced
NY	Suffolk County	\$1,769,000	\$1,317,208	777	162	53	Sellers
ОН	Cincinnati	\$819,971	\$724,188	244	73	14	Sellers
ОН	Cleveland Suburbs	\$724,105	\$630,994	56	23	30	Sellers
ON	GTA - Durham	\$2,015,596	\$1,545,539	83	98	9	Sellers
ON	GTA - York	\$2,731,799	\$1,892,729	391	299	10	Sellers
ON	Oakville	\$3,754,840	\$2,575,492	54	25	17	Sellers
ON	Toronto	\$3,791,125	\$3,122,292	287	153	10	Sellers
ON	Waterloo Region	\$1,567,058	\$1,287,656	70	75	11	Sellers
OR	Portland	\$1,420,250	\$1,133,042	356	227	10	Sellers
SC	Charleston	\$1,908,063	\$1,558,937	245	123	12	Sellers
TN	Nashville	\$2,048,620	\$1,327,043	186	204	5	Sellers
TX	Austin	\$1,273,670	\$944,396	287	370	6	Sellers
TX	Collin County	\$796,621	\$683,970	276	389	8	Sellers
TX	Dallas	\$1,355,094	\$1,066,523	226	157	18	Sellers
TX	Denton County	\$817,250	\$711,343	206	263	9	Sellers
TX	Fort Worth	\$1,008,814	\$797,938	299	287	10	Sellers
TX	Houston	\$977,121	\$873,588	1,198	347	25	Sellers
TX	San Angelo	\$710,875	\$618,350	40	9	74	Sellers
TX	San Antonio	\$859,061	\$735,686	235	122	36	Sellers
TX	The Woodlands & Spring	\$1,055,315	\$748,783	167	130	13	Sellers
UT	Park City	\$4,966,083	\$3,161,124	78	41	17	Sellers
VA	Arlington & Alexandria	\$2,110,454	\$1,770,438	66	36	11	Sellers
VA	Charlottesville	\$1,220,208	\$1,041,854	126	33	17	Sellers
VA	Fairfax County	\$2,324,487	\$1,509,198	259	152	10	Sellers
VA	McLean & Vienna	\$2,837,283	\$1,805,837	132	59	12	Sellers
VA	Richmond	\$837,714	\$771,408	156	114	10	Sellers
VA	Smith Mountain Lake	\$1,366,477	\$1,177,621	26	11	12	Sellers
WA	Greater Seattle	\$1,964,875	\$1,652,104	503	723	6	Sellers
WA	Seattle	\$2,163,542	\$1,692,617	104	161	8	Sellers



#### ATTACHED HOMES

04-1-	25	Median	Median	Median Monthly	Median	Days on	Market
State	Market Name	List Price	Sold Price	Inventory	Monthly Solds		Status
AB	Calgary	\$757,205	\$716,567	153	21	46	Buyers
AZ	Paradise Valley	-	-	-	_	_	_
AZ	Phoenix	_		-	-	-	-
AZ	Scottsdale	\$987,839	\$754,581	91	75	36	Sellers
AZ	Tucson	_	-	-	-	_	-
ВС	Mid Vancouver Island	\$848,312	\$785,717	26	10	28	Sellers
BC	Okanagan Valley	-	-	-	-	-	-
BC	Vancouver	\$2,028,008	\$1,719,050	691	127	14	Balanced
BC	Victoria	\$1,052,787	\$885,319	109	51	16	Sellers
CA	Central Coast	\$1,198,083	\$1,065,938	9	22	11	Sellers
CA	East Bay	\$1,043,432	\$1,040,833	74	147	8	Sellers
CA	Greater Palm Springs	-	-	-	-	-	-
CA	Lake Tahoe	\$1,818,208	\$1,222,521	19	12	38	Sellers
CA	Los Angeles Beach Cities	\$1,907,833	\$1,623,917	142	78	14	Sellers
CA	Los Angeles City	\$1,755,227	\$1,392,750	349	87	25	Sellers
CA	Los Angeles The Valley	\$835,612	\$790,222	47	76	15	Sellers
CA	Marin County	\$1,360,875	\$1,120,909	13	12	29	Sellers
CA	Napa County	-	-	_	_	_	-
CA	Orange County	\$1,270,740	\$1,035,646	127	207	10	Sellers
CA	Placer County	_	_	_	_	_	-
CA	Sacramento	-	-	-	_	-	-
CA	San Diego	\$1,452,125	\$1,037,982	203	185	13	Sellers
CA	San Francisco	\$2,871,292	\$2,406,588	102	42	21	Sellers
CA	San Luis Obispo County	_	_	_	_	_	_
CA	Santa Barbara	\$2,106,500	\$1,532,182	12	11	18	Sellers
CA	Silicon Valley	\$1,691,229	\$1,607,389	56	100	10	Sellers
CA	Sonoma County	\$770,983	\$773,958	10	7	38	Sellers
CA	Ventura County	\$861,278	\$742,271	23	40	22	Sellers
CO	Boulder	\$1,115,771	\$844,074	47	35	55	Sellers
CO	Colorado Springs	_	_	-	_	_	_
СО	Denver	\$1,011,270	\$858,849	137	67	19	Sellers
		, , ,	- , .,	_,	•		

#### ATTACHED HOMES

State	Market Name	Median List Price	Median Sold Price	Median Monthly Inventory	Median Monthly Solds	Days on Market	Market Status
CO	Douglas County	\$589,482	\$551,061	3	8	9	Sellers
CO	Durango	\$862,452	\$720,217	8	8	70	Sellers
CO	Summit County	\$1,703,364	\$1,189,148	3	5	12	Sellers
CO	Telluride	-	-	-	-	_	_
СО	Vail	\$4,854,167	\$3,188,542	70	18	71	Sellers
СТ	Central Connecticut	_	-	-	_	_	_
СТ	Coastal Connecticut	\$1,168,299	\$730,629	165	46	64	Sellers
DC	Washington D.C.	\$1,946,479	\$1,571,646	184	81	10	Sellers
DE	Sussex County Coastal	\$1,089,954	\$874,867	19	12	10	Sellers
FL	Boca Raton/Delray Beach	\$1,446,125	\$832,167	201	95	27	Sellers
FL	Coastal Pinellas County	\$1,435,004	\$1,129,875	92	47	12	Sellers
FL	Greater Fort Lauderdale	\$912,458	\$787,167	756	165	54	Sellers
FL	Jacksonville Beaches	\$1,246,542	\$954,256	22	14	24	Sellers
FL	Lee County	\$912,945	\$777,908	108	80	23	Sellers
FL	Marco Island	\$1,907,792	\$1,521,250	19	10	45	Sellers
FL	Miami	\$1,411,930	\$1,290,402	1392	166	148	Buyers
FL	Naples	\$2,199,458	\$1,600,979	117	80	27	Sellers
FL	Orlando	\$811,875	\$632,024	63	23	29	Sellers
FL	Palm Beach Towns	\$1,791,719	\$1,516,089	146	57	56	Sellers
FL	Sarasota & Beaches	\$2,036,317	\$1,535,710	104	63	15	Sellers
FL	South Pinellas County	\$1,206,938	\$903,213	88	47	12	Sellers
FL	South Walton	\$1,270,012	\$1,231,958	135	32	17	Sellers
FL	Tampa	\$963,740	\$632,446	63	49	13	Sellers
FL	Weston	-	-	-	-	_	_
GA	Atlanta	\$700,552	\$610,300	448	159	25	Sellers
GA	Duluth	-	-	-	-	_	_
HI	Island of Hawaii	\$2,503,417	\$1,501,797	30	22	16	Sellers
HI	Kauai	\$2,353,292	\$1,315,428	41	17	25	Sellers
HI	Maui	\$2,412,292	\$1,865,771	53	39	93	Sellers
HI	Oahu	\$1,366,917	\$930,083	322	101	18	Sellers
ID	Ada County	\$635,100	\$601,244	18	21	8	Sellers

#### ATTACHED HOMES

0	25 1	Median	Median	Median Monthly	Median	Days on	Market
State	Market Name	List Price	Sold Price	Inventory	Monthly Solds	Market	Status
ID	Northern	_	-	-	_	_	- 11
IL	Chicago	\$1,178,992	\$947,368	808	188	50	Sellers
IL	DuPage County	\$739,613	\$678,208	43	14	47	Sellers
IL	Lake County	-	-	-	-	-	-
IL	Will County	-	-	-	-	-	-
IN	Hamilton County	-	-	-	-	-	-
KS	Johnson County	\$612,286	\$630,672	64	21	11	Sellers
MA	Greater Boston	\$2,583,979	\$1,981,238	284	79	33	Sellers
MD	Anne Arundel County	\$575,902	\$549,396	38	45	8	Sellers
MD	Frederick County	-	-	-	-	_	-
MD	Howard County	\$600,138	\$569,646	38	32	8	Sellers
MD	Montgomery County	\$794,109	\$728,456	117	87	11	Sellers
MD	Talbot County	-	-	-	_	_	-
MD	Worcester County	\$730,875	\$643,596	59	37	20	Sellers
MI	Livingston County	-	-	-	_	_	_
MI	Monroe County	_	_	_	_	_	_
MI	Oakland County	\$813,925	\$633,259	56	19	24	Sellers
MI	Washtenaw County	\$673,566	\$587,367	42	10	28	Sellers
MI	Wayne County	\$671,693	\$627,523	61	9	28	Buyers
MN	Olmsted County	_	_	-	_	_	_
MN	Twin Cities	-	-	-	-	_	_
MO	Kansas City	_	-	-	_	_	_
MO	St. Louis	-	-	-	-	_	-
NC	Charlotte	\$771,672	\$609,472	137	60	24	Sellers
NC	Lake Norman	\$665,840	\$684,681	10	5	18	Sellers
NC	Raleigh-Durham	_	_	_	_	_	_
NJ	Ocean County	\$792,858	\$717,354	18	11	41	Sellers
NV	Lake Tahoe	\$1,925,142	\$1,201,579	6	6	52	Sellers
NV	Las Vegas	_	-	_	-	_	_
NV	Reno	_	_	_	_	_	_
NY	Brooklyn	\$1,412,532	\$1,181,083	463	65	58	Buyers
111	Diodityii	Y1,412,J32	91,101,003	400	0)	٥ر	Dayers

#### ATTACHED HOMES

Chaha	Maybot Name	Median	Median	Median Monthly	Median	Days on	Market
State NY	Market Name Nassau County	List Price \$1,482,200	Sold Price \$1,204,200	Inventory 113	Monthly Solds 18	Market 72	Status Balanced
NY	Staten Island	\$603,292	\$602,108	73	24	42	Sellers
NY	Suffolk County	\$752,151	\$635,188	107	45	40	Sellers
ОН	Cincinnati	\$736,750	\$662,602	27	5	50	Balanced
ОН	Cleveland Suburbs	-	-	-	_	_	_
ON	GTA - Durham	\$1,187,075	\$811,750	5	18	6	Sellers
ON	GTA - York	\$807,399	\$767,283	102	125	10	Sellers
ON	Oakville	\$1,868,741	\$1,169,875	15	37	7	Sellers
ON	Toronto	\$1,309,937	\$1,121,292	545	308	11	Sellers
ON	Waterloo Region	\$901,583	\$766,213	21	45	7	Sellers
OR	Portland	-	-	-	-	-	-
SC	Charleston	\$1,037,333	\$960,803	90	35	17	Sellers
TN	Nashville	\$889,983	\$665,863	77	48	16	Sellers
TX	Austin	\$928,334	\$767,617	98	81	15	Sellers
TX	Collin County	-	-	-	-	-	-
TX	Dallas	\$912,098	\$668,761	134	43	36	Sellers
TX	Denton County	-	-	-	-	-	_
TX	Fort Worth	_	_	-	-	_	-
TX	Houston	\$660,942	\$606,776	155	36	30	Sellers
TX	San Angelo	_	_	_	_	_	-
TX	San Antonio	\$722,787	\$717,402	34	5	127	Buyers
TX	The Woodlands & Spring	-	-	_	-	-	-
UT	Park City	\$2,510,792	\$2,018,815	50	35	16	Sellers
VA	Arlington & Alexandria	\$1,173,609	\$996,059	79	67	8	Sellers
VA	Charlottesville	\$815,674	\$604,617	21	6	32	Sellers
VA	Fairfax County	\$781,399	\$695,167	142	160	7	Sellers
VA	McLean & Vienna	\$1,246,379	\$920,864	35	18	8	Sellers
VA	Richmond	-	-	-	-	-	-
VA	Smith Mountain Lake	-	-	-	-	-	_
WA	Greater Seattle	\$1,228,558	\$1,011,938	198	122	7	Sellers
WA	Seattle	\$1,536,646	\$1,251,563	107	28	30	Sellers

### INSTITUTE for LUXURY HOME MARKETING\*