



LUXURY MARKET REPORT
2021 IN REVIEW

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™



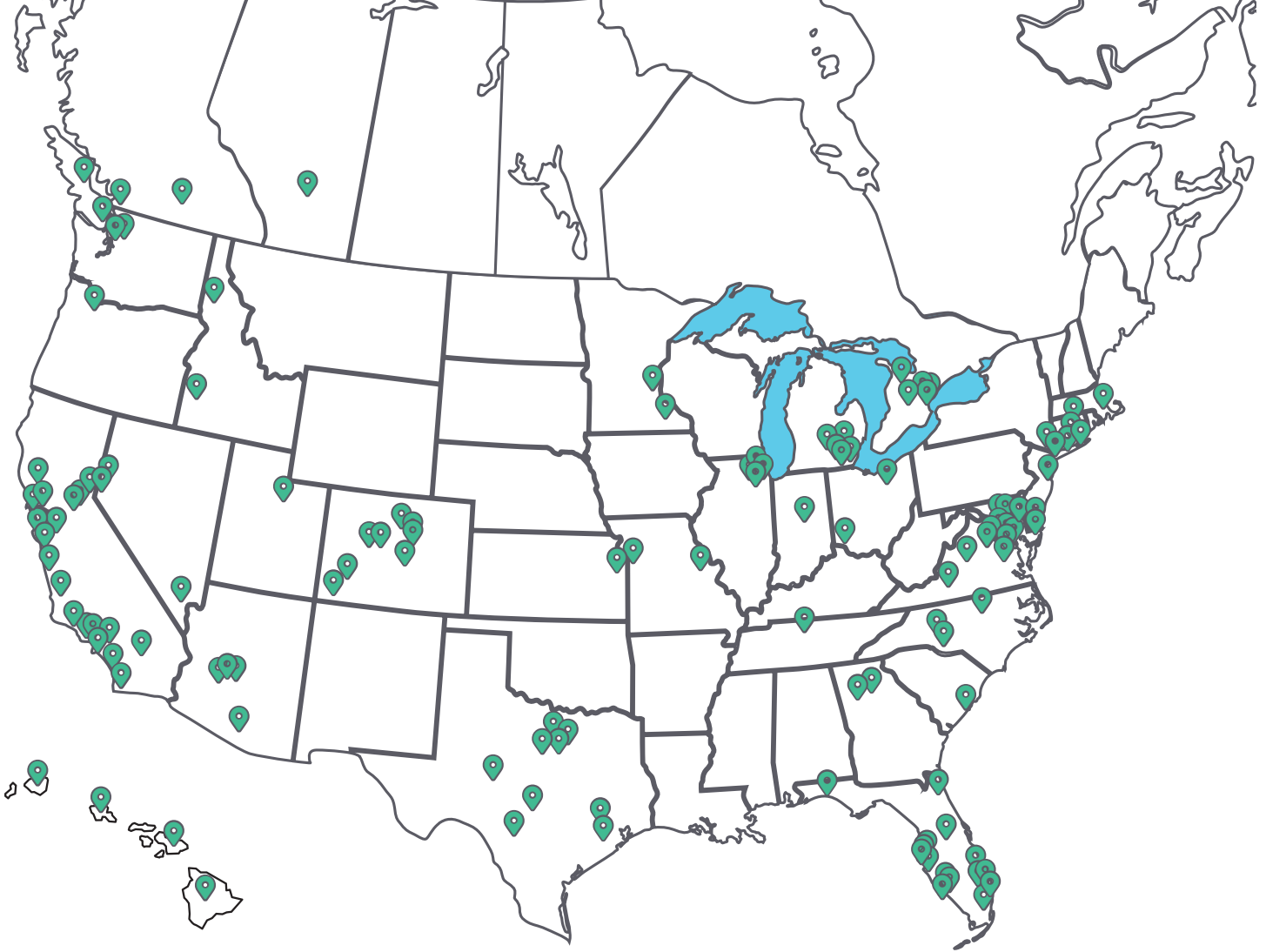
THE LUXURY MARKET REPORT

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™



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.

“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.”





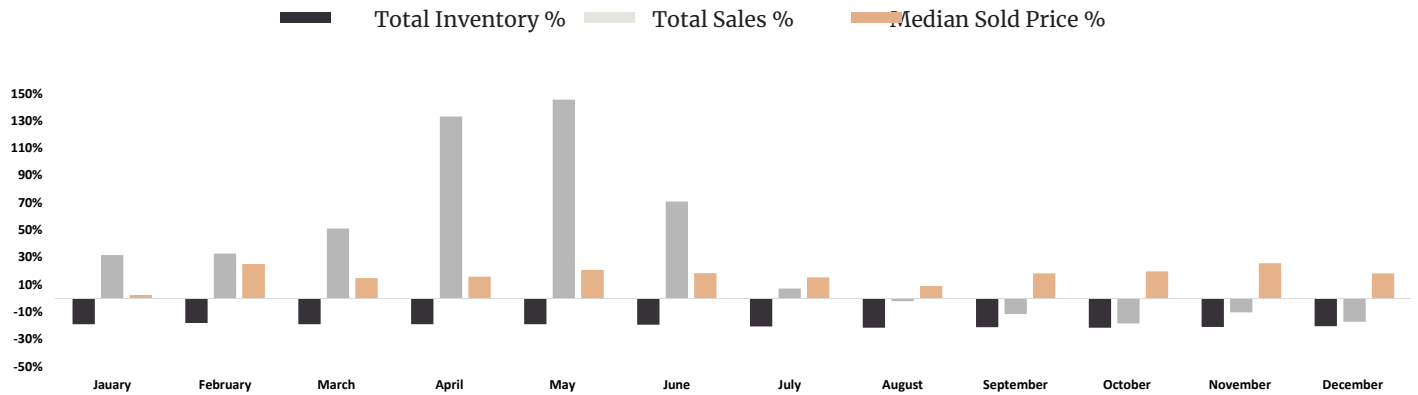
NORTH AMERICAN LUXURY REVIEW

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.

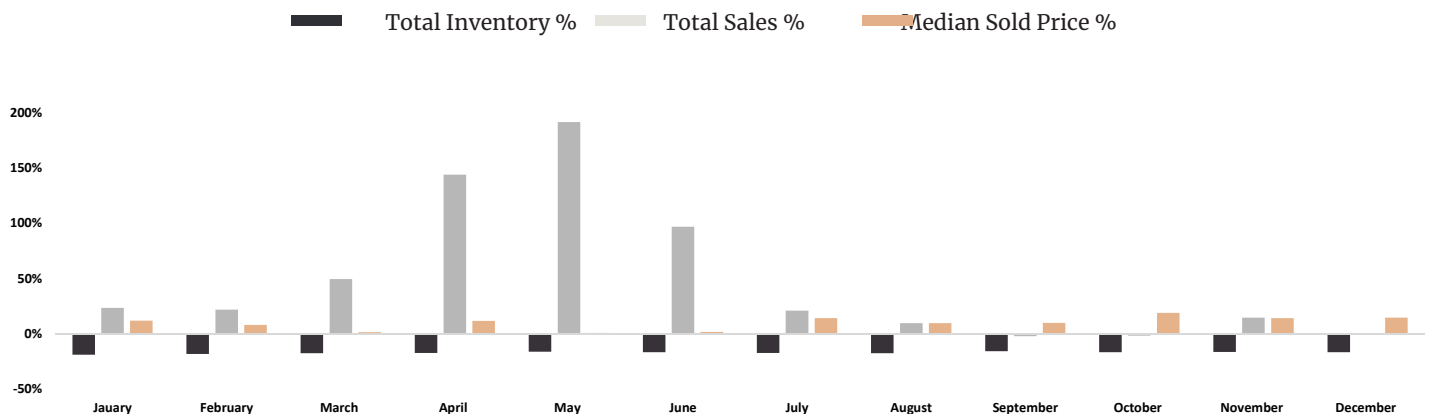
THE IMPACT OF FALLING INVENTORY LEVELS

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



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

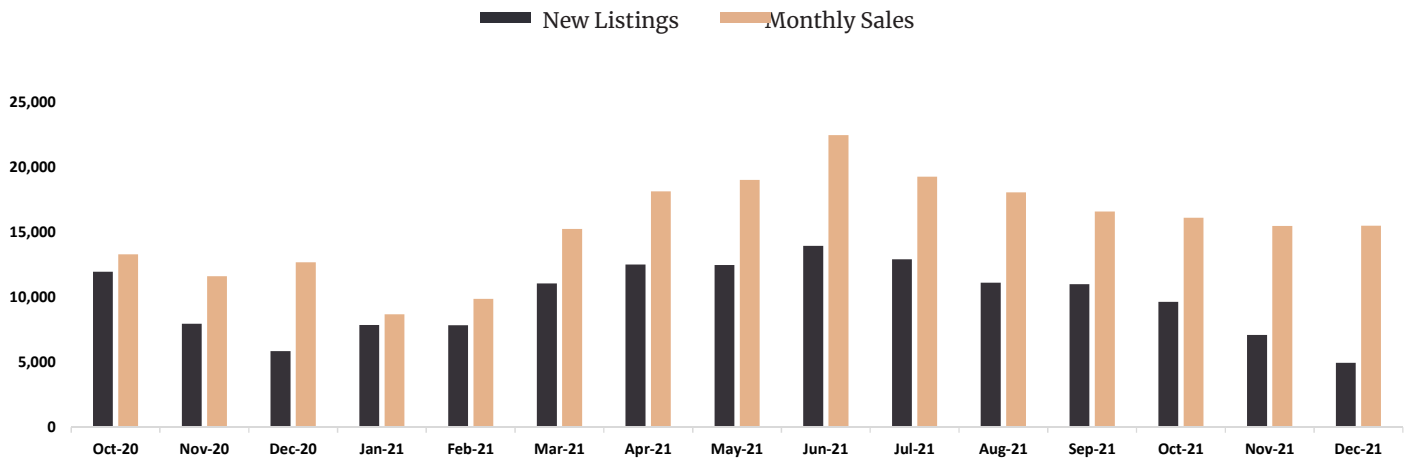
In the aggregate, sold prices for luxury single-family homes across these markets rose 17% and 10% for attached properties, while the number of sales increased by 19% and 34%, respectively, compared to 2020. However, there is more to this than meets the eye, as the impact of the lack of desirable homes 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.

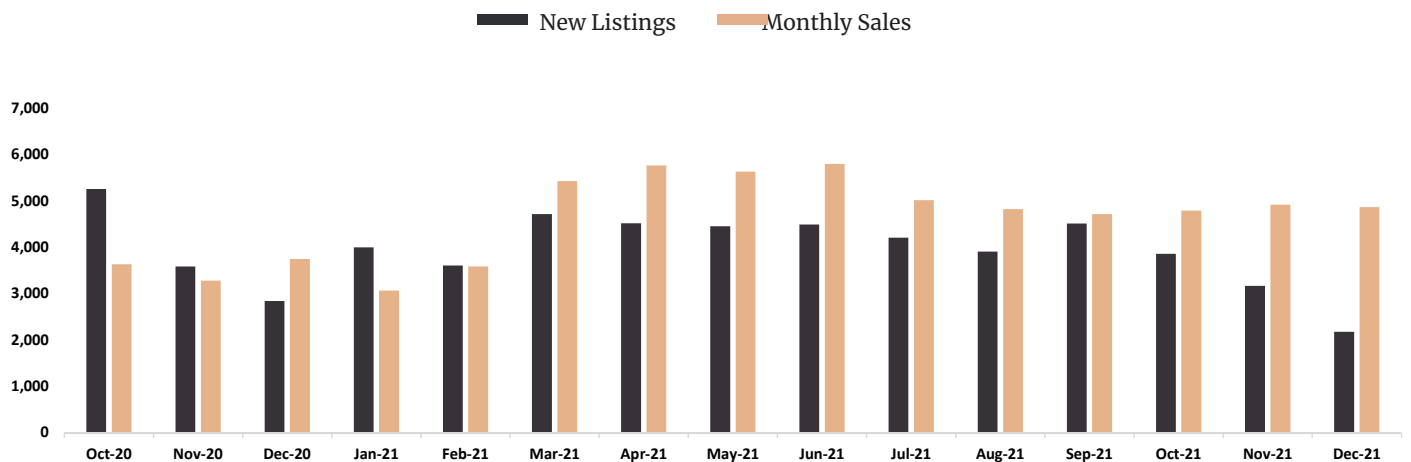
Initially, current listings and new inventory were snapped up, especially if they were single-family properties in a desirable location, move-in ready, or needed little renovation, but as we moved in the last quarter of 2020, a new trend emerged.

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 | SINGLE FAMILY



NEW LISTINGS VS. SALES | ATTACHED HOMES



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%



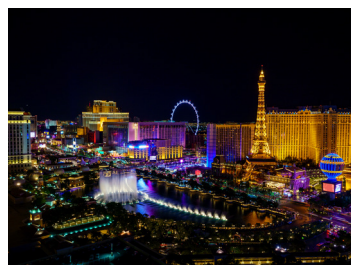
MIAMI, FL
Inventory Drop: 46%



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

Inventory Drop: 20%
Total Sales Drop: 27%



JACKSONVILLE BEACHES, FL

Inventory Drop: 28%
Total Sales Drop: 17%



TELLURIDE, CO

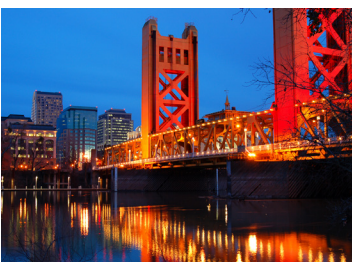
Inventory Drop: 20%
Total Sales Drop: 8%



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

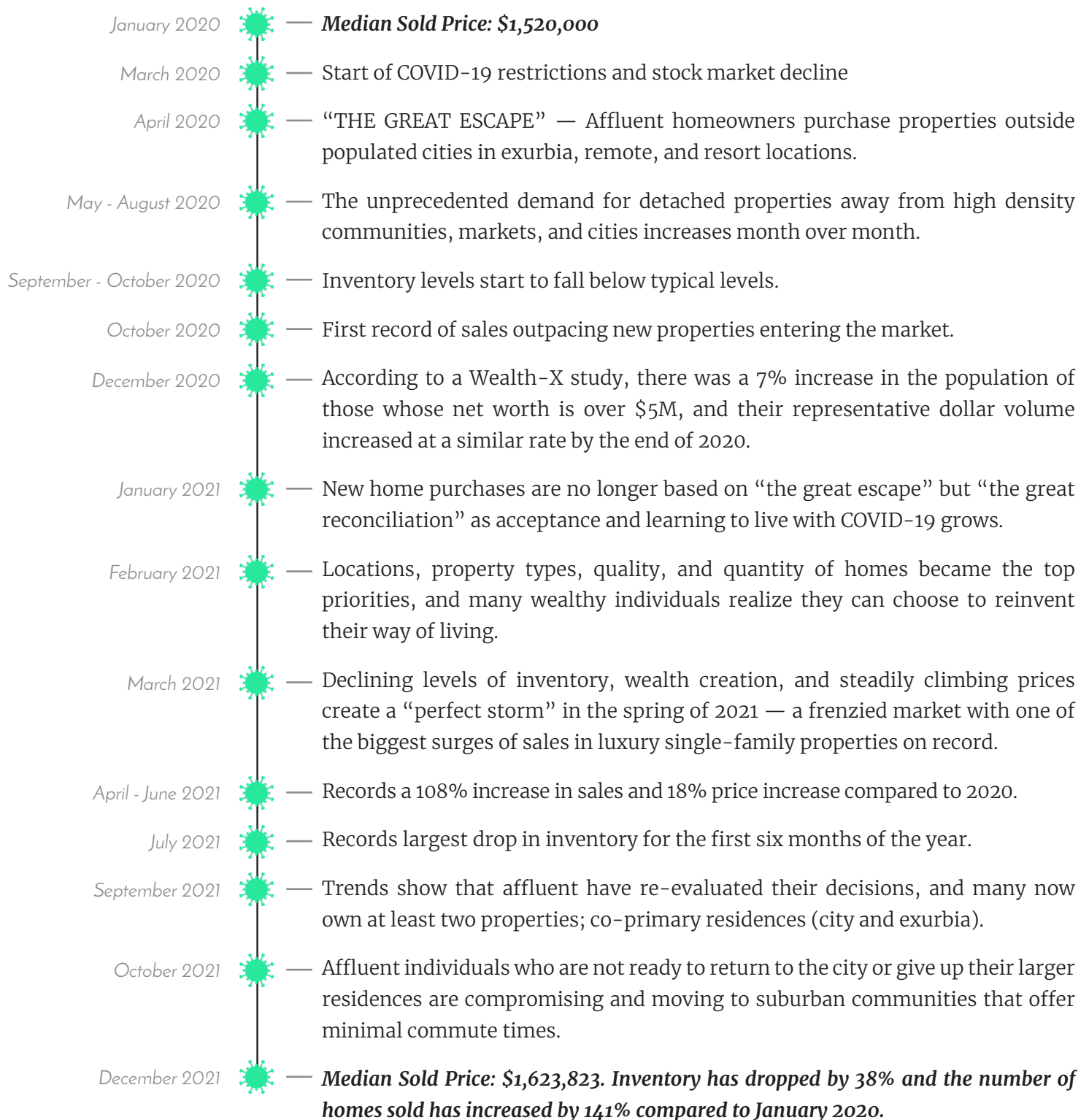
Inventory Drop: 35%
Total Sales Drop: 10%



SAN ANTONIO, TX

Inventory Drop: 28%
Total Sales Drop: 6%

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



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.

THE "COVID-19 EFFECT" ON ATTACHED HOMES





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:

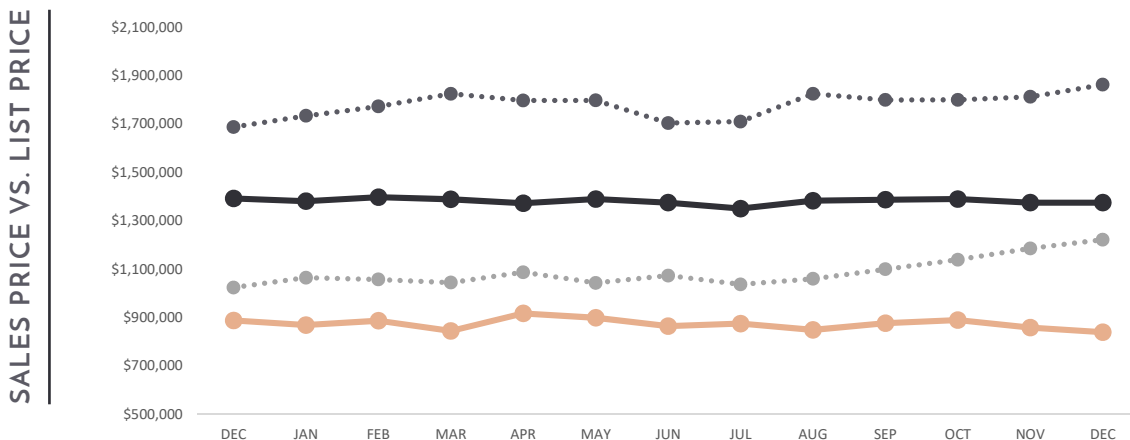
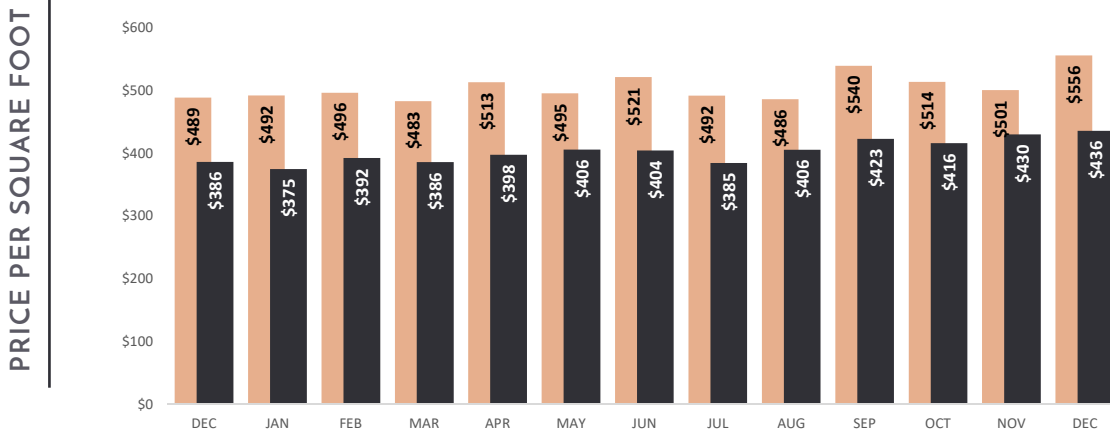
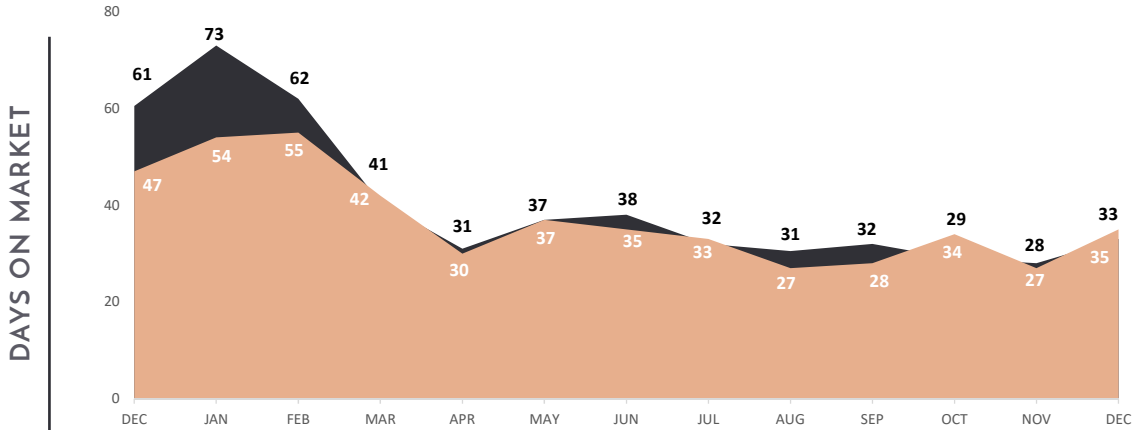
- Maximizing their current lifestyle opportunities
- Work remotely - full or part-time - or return to the city
- Live in multiple locations
- Permanently move to an exurbia, remote, or resort property
- Compromise by moving to the suburbs
- Expedite long-term plans, e.g., retirement or new opportunity

- 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.



- LUXURY MARKET REVIEW -

A Review of Key Market Differences Year over Year

2020 | 2021

SINGLE-FAMILY HOMES

	2020	2021		2020	2021
Median List Price	\$1,583,373	\$1,784,423	Median Monthly Inventory	41,602	28,278
Median Sale Price	\$1,350,609	\$1,373,689	Median Monthly Sales	10,947	10,221
Median SP/LP Ratio	97.19%	99.61%	Total Sold	111,223	194,745
Total Sales Ratio	22.88%	57.54%	Median Days on Market	43	17
Median Price per Sq. Ft.	\$357	\$399	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**.¹
- Homes are selling for an average of **99.61% of list price**.
- The median luxury threshold² 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%).

¹Sales Ratio defines market speed and market type: Buyer's < 15.5%; Balanced >= 15.5 to < 20.5%; Seller's >= 20.5% plus. If >100%, sales from previous month exceeds current inventory. ²The luxury threshold price is set by The Institute for Luxury Home Marketing.

- LUXURY MARKET REVIEW -

A Review of Key Market Differences Year over Year

2020 | 2021

ATTACHED HOMES

	2020	2021		2020	2021
Median List Price	\$1,010,319	\$1,081,707	Median Monthly Inventory	16,739	11,578
Median Sale Price	\$908,426	\$863,889	Median Monthly Sales	4,390	3,972
Median SP/LP Ratio	98.28%	99.79%	Total Sold	32,995	58,469
Total Sales Ratio	16.38%	42.86%	Median Days on Market	38	18
Median Price per Sq. Ft.	\$472	\$503	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**.¹
- Attached homes are selling for an average of **99.79% of list price**.
- The median luxury threshold² 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%).

¹Sales Ratio defines market speed and market type: Buyer's < 15.5%; Balanced >= 15.5 to < 20.5%; Seller's >= 20.5% plus. If >100%, sales from previous month exceeds current inventory. ²The luxury threshold price is set by The Institute for Luxury Home Marketing.

- 2021 LUXURY MARKET REVIEW -

SINGLE-FAMILY HOMES

State	Market Name	Median List Price	Median Sold Price	Median Monthly Inventory	Median Monthly Solds	Days on Market	Market Status
AB	Calgary	\$1,188,769	\$1,004,741	477	171	31	Sellers
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	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	\$2,653,871	\$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	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
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
CO	Denver	\$1,820,487	\$1,381,867	244	268	9	Sellers

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

- 2021 LUXURY MARKET REVIEW -

SINGLE-FAMILY HOMES

State	Market Name	Median List Price	Median Sold Price	Median Monthly Inventory	Median Monthly Solds	Days on Market	Market Status
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	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	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	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	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
ID	Ada County	\$819,148	\$747,375	236	290	6	Sellers

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- 2021 LUXURY MARKET REVIEW -

SINGLE-FAMILY HOMES

State	Market Name	Median List Price	Median Sold Price	Median Monthly Inventory	Median Monthly Solds	Days on Market	Market Status
ID	Northern	\$1,234,575	\$872,136	226	137	61	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

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

- 2021 LUXURY MARKET REVIEW -

SINGLE-FAMILY HOMES

State	Market Name	Median List Price	Median Sold Price	Median Monthly Inventory	Median Monthly Solds	Days on Market	Market Status
NY	Nassau County	\$1,979,662	\$1,537,888	775	147	57	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
OH	Cincinnati	\$819,971	\$724,188	244	73	14	Sellers
OH	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

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- 2021 LUXURY MARKET REVIEW -

ATTACHED HOMES

State	Market Name	Median List Price	Median Sold Price	Median Monthly Inventory	Median Monthly Solds	Days on Market	Market 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	-	-	-	-	-	-
BC	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	-	-	-	-	-	-
CO	Denver	\$1,011,270	\$858,849	137	67	19	Sellers

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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	-	-	-	-	-	-
CO	Vail	\$4,854,167	\$3,188,542	70	18	71	Sellers
CT	Central Connecticut	-	-	-	-	-	-
CT	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

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ID	Northern	-	-	-	-	-	-
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

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NY	Nassau County	\$1,482,200	\$1,204,200	113	18	72	Balanced
NY	Staten Island	\$603,292	\$602,108	73	24	42	Sellers
NY	Suffolk County	\$752,151	\$635,188	107	45	40	Sellers
OH	Cincinnati	\$736,750	\$662,602	27	5	50	Balanced
OH	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

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