

INSTITUTE *for*
LUXURY HOME
MARKETING®

by Colibri Real Estate

LUXURY MARKET REPORT
FEBRUARY 2026

www.LuxuryHomeMarketing.com



"As we step further into 2026, industry expectations point toward a market shaped by modest inventory growth, a moderation in price appreciation, and steady, though more measured, sales activity."



NORTH AMERICAN LUXURY REVIEW

WHAT TO EXPECT IN 2026

As the North American luxury real estate market moves into 2026, it does so from a position of increasing maturity. The market has continued its transition into a more deliberate phase, one defined by balance, intention, and structural drivers rather than short-term speculation or volatility.

For high-net-worth buyers, investors, and luxury real estate professionals, 2026 is shaping up to be a year where decisions are guided by long-term alignment. Lifestyle priorities, capital preservation, and generational planning are increasingly influencing how, where, and why luxury real estate transactions occur, reflecting a market that has normalized into a more intentional and disciplined environment.

INSIGHTS FROM JANUARY

January's data provides early confirmation of this stabilizing trajectory. Across key metrics, market activity closely mirrored January 2025 - a meaningful comparison given how unusually strong and seasonally atypical the start of last year proved to be. The ability to sustain similar patterns, even without a dramatic surge, reinforces the market's underlying resilience rather than signaling a slowdown.

Sales volumes showed only modest year-over-year movement. Compared to January 2024, single-family home sales declined by just 1.4%, while condos and townhomes experienced a slightly larger decrease of 6.2%. These shifts appear less reflective of weakening demand and more indicative of evolving supply conditions.

Inventory levels increased moderately, with single-family home inventory rising 5.6% and condos and townhomes up 2.0% compared to January 2025. At the same time, new inventory entering the market declined, down 3.9% for single-family homes and 8.8% for attached properties, suggesting that limited fresh supply continues to influence transaction activity.

Pricing trends remain supportive. Median sold prices for single-family homes edged down marginally by 0.8%, while attached properties posted a notable increase of 5.7%. Together, these indicators point to a market that is recalibrating rather than retreating, maintaining price stability amid shifting dynamics.

A STABILIZING MARKET SHAPED BY MACROECONOMIC REALITY

As we step further into 2026, industry expectations point toward a market shaped by modest inventory growth, a moderation in price appreciation, and steady, though more measured, sales activity.

The luxury real estate market is anticipated to experience continued, incremental growth throughout the year. Price performance is likely to normalize, with flat to slightly positive gains across most established luxury markets. While inventory levels are expected to rise gradually, improving overall balance, they are unlikely to shift conditions decisively in favor of buyers.

Interest rates remain influential, though their impact in the luxury segment is nuanced. With U.S. mortgage rates expected to stabilize in the mid-5 percent range and Canada slightly lower, borrowing costs, while well above early-2020s lows, remain manageable for many affluent buyers, who often purchase with cash or use private banking solutions. As a result, rates tend to affect timing and leverage decisions more than overall demand.

Economic fundamentals continue to provide support. Low unemployment, resilient wage growth among top earners, and relatively strong household balance sheets have preserved confidence among high-net-worth individuals. While inflation and monetary policy uncertainty remain ongoing risks, the luxury real estate market's insulation from short-term economic shocks continues to be one of its defining characteristics.

WEALTH TRANSFER AND DEMOGRAPHIC FORCES REDEFINING DEMAND

One of the most significant structural drivers likely to redefine what luxury means in 2026 may come from the ongoing Great Wealth Transfer. Trillions of dollars in assets, including a substantial share of real estate wealth, is one the move from Baby Boomers to Gen X and Millennial heirs.

These younger affluent buyers tend to prioritize utility, flexibility, and long-term value so homes are increasingly viewed as integrated lifestyle platforms rather than standalone assets. This is contributing to strong demand in the mid-luxury range, where properties balance quality, design, and functionality without excessive scale.

At the same time, younger Boomers are reshaping the market from the seller and buyer side. Many are downsizing primary residences while acquiring second or third homes that emphasize comfort, accessibility, and lifestyle amenities. Together, these demographic forces are broadening luxury demand across price points and geographies, reinforcing the market's depth and resilience.



CAPITAL FLOWS AND THE EXPANDING LUXURY SEGMENT

From an investment perspective, luxury residential real estate continues to be attractive, more so because its increasingly viewed as a stabilizing component, especially as volatility persists in equity and alternative asset markets. Industry forecasts project steady growth in the North American luxury residential market through 2026 and beyond, supported by migration trends, population growth in key regions, and sustained wealth creation.

While it is anticipated that condominiums and luxury apartments will continue to see an uptick in transaction volume, single-family estates and ultra-luxury properties are expected to experience faster growth rates. This reflects both lifestyle preferences and the enduring appeal of tangible, scarce assets in prime locations.

GEOGRAPHY: WHERE LUXURY DEMAND IS CONCENTRATING

Geographically, 2026 is expected to reinforce trends that have been building for several years. Traditional luxury hubs, such as New York, Los Angeles in the U.S. and Vancouver and Toronto in Canada, will remain resilient, particularly at the ultra-luxury level. High-end properties in these areas continue to attract domestic and international buyers seeking long-term security and global relevance.

At the same time, migration-driven growth markets are capturing an increasing share of luxury demand. Sunbelt cities and tax-advantaged states, including Florida and Texas, as well as Calgary, Ottawa and Montreal in Canada have now become magnets for wealth, entrepreneurship, and development.

Secondary lifestyle markets are also gaining prominence. Smaller metropolitan areas offering quality of life, space, and connectivity are increasingly appealing to buyers who no longer need to anchor themselves to traditional financial centers. This dispersion of demand is reshaping luxury market rankings and creating new pockets of high-end activity across North America.

PROPERTY TYPES, DESIGN, AND THE EVOLUTION OF LUXURY LIVING

In 2026, luxury buyers will invest in environments that support health, productivity, and personal expression. Wellness-centric design has moved from a differentiator to an expectation, with features such as spa-like bathrooms, dedicated fitness and recovery spaces, and advanced lighting and air-quality systems becoming increasingly standard.

Technology, meanwhile, is expected to be seamlessly integrated rather than overt. Smart systems that enhance security, efficiency, and comfort are valued, but buyers increasingly favor solutions that operate quietly in the background without dominating the aesthetic or experience of the home.



Design trends emphasize authenticity and regional character, blending modern functionality with materials and forms that reflect local culture and environment. Buyers are also favoring turnkey homes that allow immediate enjoyment over renovation projects that introduce uncertainty and delays.

Flexibility remains a defining feature. Homes that support multi-generational living, hybrid work arrangements, and evolving lifestyle needs are positioned to outperform those with rigid layouts or overly specialized spaces.

FINANCIAL STRATEGY, RISK, AND THE ROLE OF LUXURY REAL ESTATE

Financially, luxury real estate in 2026 continues to serve both lifestyle and strategic investment purposes. While higher interest rates have shifted some buyers toward cash purchases, others are using leverage strategically - particularly where financing offers tax advantages or preserves liquidity for other investments.

Risk factors remain present, including regional insurance costs, climate exposure, and regulatory changes. These considerations are increasingly factored into pricing, location selection, and long-term planning, particularly in coastal and wildfire-prone markets. As a result, buyers are more analytical, and sellers are being challenged to justify pricing through quality, condition, and location rather than market momentum alone.

LOOKING AHEAD: WHAT 2026 REPRESENTS

Taken together, 2026 is shaping up to be a defining year for the luxury real estate market, not because of dramatic swings, but because of its increasing sophistication. The market is being driven less by urgency and more by alignment with lifestyle goals, generational priorities, and long-term capital strategy.

For buyers, sellers, and advisors alike, success in 2026 will depend on understanding these deeper forces and responding not with speed, but with insight, precision, and patience.

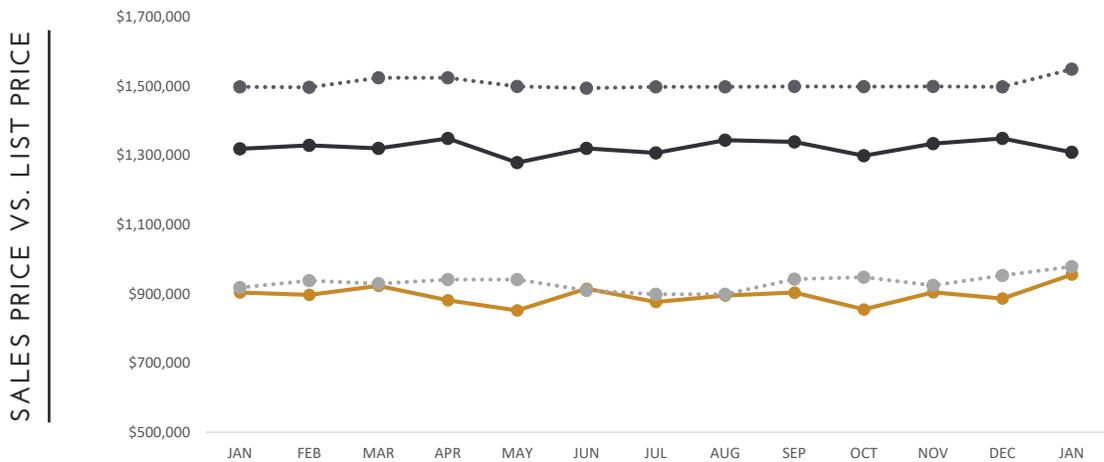
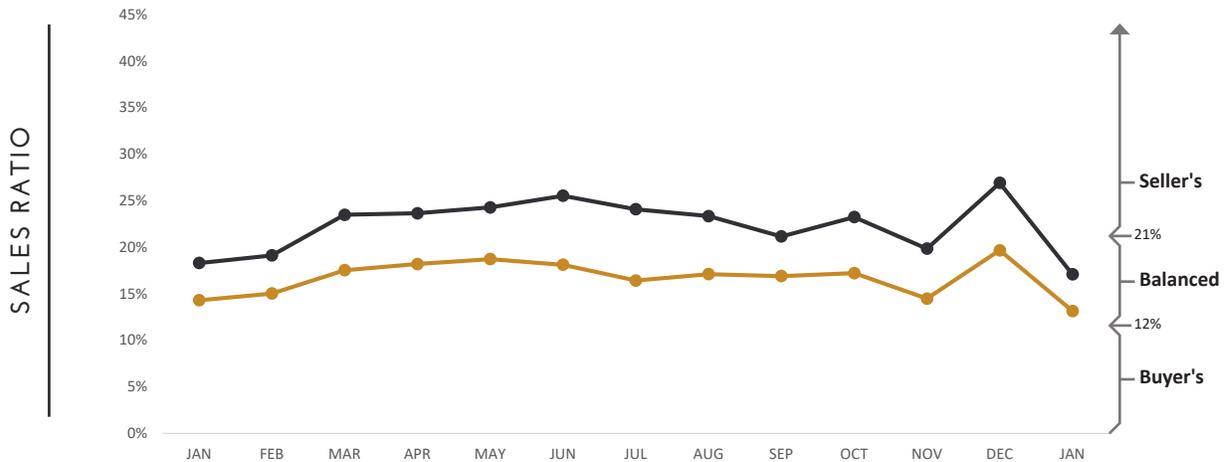


- 13-MONTH MARKET TRENDS -

FOR THE LUXURY NORTH AMERICAN MARKET

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

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



- LUXURY MONTHLY MARKET REVIEW -

A Review of Key Market Differences Year over Year

January 2025 | January 2026

SINGLE-FAMILY HOMES

	January 2025	January 2026		January 2025	January 2026
Median List Price	\$1,499,000	\$1,550,000	Total Inventory	56,982	60,193
Median Sale Price	\$1,320,000	\$1,310,000	New Listings	20,860	20,041
Median SP/LP Ratio	97.74%	97.31%	Total Sold	10,429	10,288
Total Sales Ratio	18.30%	17.09%	Median Days on Market	40	47
Median Price per Sq. Ft.	\$400	\$392	Average Home Size	3,283	3,309

Median prices represent properties priced above respective city benchmark prices.



SINGLE-FAMILY HOMES MARKET SUMMARY | JANUARY 2026

- Official Market Type: **Balanced Market** with a **17.09% Sales Ratio**.¹
- Homes are selling for an average of **97.31% of list price**.
- The median luxury threshold² price is **\$900,000**, and the median luxury home sales price is **\$1,310,000**.
- Markets with the Highest Median Sales Price: **Pitkin County** (\$12,000,000), **Paradise Valley** (\$5,547,500), **Naples** (\$4,472,500), and **Ft. Lauderdale** (\$3,950,000).
- Markets with the Highest Sales Ratio: **Lake County** (54.5%), **Morris County** (53.5%), **Anne Arundel County** (53.1%), and **Central Connecticut** (48.5%).

¹Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100%, sales from previous month exceeds current inventory. ²The luxury threshold price is set by The Institute for Luxury Home Marketing.

- LUXURY MONTHLY MARKET REVIEW -

A Review of Key Market Differences Year over Year

January 2025 | January 2026

ATTACHED HOMES

	January 2025	January 2026		January 2025	January 2026
Median List Price	\$918,250	\$978,750	Total Inventory	23,461	23,937
Median Sale Price	\$904,375	\$956,250	New Listings	8,608	7,854
Median SP/LP Ratio	98.33%	98.01%	Total Sold	3,354	3,146
Total Sales Ratio	14.30%	13.14%	Median Days on Market	36	43
Median Price per Sq. Ft.	\$485	\$535	Average Home Size	1,971	1,942

Median prices represent properties priced above respective city benchmark prices.



ATTACHED HOMES MARKET SUMMARY | JANUARY 2026

- Official Market Type: **Balanced Market** with a **13.14% Sales Ratio**.¹
- Attached homes are selling for an average of **98.01% of list price**.
- The median luxury threshold² price is **\$700,000**, and the median attached luxury sale price is **\$956,250**.
- Markets with the Highest Median Sales Price: **Pitkin County** (\$3,150,000), **San Francisco** (\$3,029,000), **Ft. Lauderdale** (\$2,750,000), and **Park City** (\$2,550,000).
- Markets with the Highest Sales Ratio: **Fairfax County** (82.7%), **Somerset County** (58.3%), **Morris County** (53.8%), and **Howard County** (51.4%).

¹Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100%, sales from previous month exceeds current inventory. ²The luxury threshold price is set by The Institute for Luxury Home Marketing.

- LUXURY MONTHLY MARKET REVIEW -

State	Market Name	SINGLE FAMILY HOMES					ATTACHED HOMES				
		List Price	Sold Price	DOM	Ratio	Market	List Price	Sold Price	DOM	Ratio	Market
AB	Calgary	\$1,050,000	\$1,010,000	21	31.1%	Seller's	\$787,500	\$735,000	36	17.9%	Balanced
AZ	Chandler and Gilbert	\$1,135,000	\$1,150,000	76	21.1%	Seller's	-	-	-	-	-
AZ	Flagstaff	\$1,750,000	\$1,185,000	77	15.7%	Balanced	-	-	-	-	-
AZ	Fountain Hills	\$2,870,000	\$2,000,000	92	8.1%	Buyer's	\$755,000	\$683,750	154	7.1%	Buyer's
AZ	Mesa	\$935,000	\$887,500	71	25.5%	Seller's	-	-	-	-	-
AZ	Paradise Valley	\$6,245,000	\$5,547,500	90	9.9%	Buyer's	-	-	-	-	-
AZ	Phoenix	\$949,750	\$800,000	58	21.8%	Seller's	-	-	-	-	-
AZ	Scottsdale	\$2,375,000	\$1,866,024	72	16.3%	Balanced	\$995,000	\$1,037,090	48	23.8%	Seller's
AZ	Tucson	\$724,995	\$649,995	47	14.4%	Balanced	-	-	-	-	-
BC	Okanagan Valley	\$1,799,999	\$1,537,650	91	3.6%	Buyer's	-	-	-	-	-
BC	Vancouver	\$3,999,000	\$3,474,900	40	7.5%	Buyer's	\$1,888,900	\$1,720,000	24	13.3%	Balanced
BC	Whistler	\$5,999,000	\$3,300,000	118	8.5%	Buyer's	\$2,309,500	\$2,007,500	21	7.4%	Buyer's
CA	Central Coast	\$2,797,000	\$2,315,000	46	15.7%	Balanced	\$1,215,000	\$1,174,500	75	25.5%	Seller's
CA	East Bay	\$2,000,000	\$2,088,000	13	35.2%	Seller's	\$1,099,000	\$1,000,000	40	23.4%	Seller's
CA	Greater Palm Springs	\$1,995,000	\$1,962,500	51	12.9%	Balanced	-	-	-	-	-
CA	Lake Tahoe	\$2,987,500	\$1,717,889	58	25.8%	Seller's	\$1,499,000	\$2,275,000	118	17.8%	Balanced
CA	Los Angeles Beach Cities	\$5,999,000	\$3,800,000	42	10.6%	Buyer's	\$1,899,900	\$1,647,500	48	11.2%	Buyer's
CA	Los Angeles City	\$5,225,000	\$3,438,000	55	8.6%	Buyer's	\$1,590,000	\$1,565,000	55	9.9%	Buyer's
CA	Los Angeles The Valley	\$2,589,000	\$2,191,173	56	17.4%	Balanced	\$799,999	\$790,000	41	16.9%	Balanced
CA	Marin County	\$3,592,500	\$2,697,375	17	44.8%	Seller's	\$1,075,000	\$1,650,000	93	35.3%	Seller's
CA	Napa County	\$3,225,000	\$2,650,000	85	7.1%	Buyer's	-	-	-	-	-
CA	Orange County	\$2,980,000	\$2,350,000	39	26.3%	Seller's	\$1,299,000	\$1,187,500	47	26.8%	Seller's
CA	Placer County	\$1,226,000	\$1,099,000	48	20.0%	Balanced	-	-	-	-	-
CA	Sacramento	\$949,988	\$901,000	40	25.8%	Seller's	-	-	-	-	-
CA	San Diego	\$2,300,000	\$1,950,000	21	26.5%	Seller's	\$1,150,000	\$1,100,000	31	21.5%	Seller's
CA	San Francisco	\$4,081,500	\$3,700,000	11	46.6%	Seller's	\$2,995,000	\$3,029,000	14	19.7%	Balanced
CA	San Luis Obispo County	\$1,898,950	\$1,277,500	64	23.6%	Seller's	-	-	-	-	-
CA	Silicon Valley	\$3,880,000	\$3,300,000	10	37.3%	Seller's	\$1,650,000	\$1,625,000	27	20.9%	Balanced
CA	Sonoma County	\$2,245,000	\$1,995,000	117	12.4%	Balanced	\$768,500	\$799,000	12	13.6%	Balanced
CA	Ventura County	\$2,250,000	\$1,777,000	84	17.2%	Balanced	\$799,000	\$770,000	81	19.5%	Balanced
CO	Boulder	\$2,400,000	\$1,825,000	80	12.8%	Balanced	\$899,000	\$842,750	98	11.1%	Buyer's
CO	Colorado Springs	\$949,999	\$824,076	65	13.7%	Balanced	\$594,944	\$571,962	35	10.3%	Buyer's
CO	Denver	\$1,550,000	\$1,335,000	73	19.9%	Balanced	\$830,000	\$775,000	76	13.3%	Balanced
CO	Douglas County	\$1,350,000	\$1,149,000	87	14.3%	Balanced	\$597,000	\$582,500	55	18.4%	Balanced
CO	Eagle County	\$5,900,000	\$3,362,500	56	8.2%	Buyer's	\$2,772,500	\$2,145,000	15	11.6%	Buyer's
CO	Pitkin County	\$15,350,000	\$12,000,000	126	6.0%	Buyer's	\$3,625,000	\$3,150,000	183	7.5%	Buyer's
CO	Summit County	\$3,400,000	\$1,990,000	151	6.2%	Buyer's	\$1,252,000	\$1,310,977	104	18.0%	Balanced

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- LUXURY MONTHLY MARKET REVIEW -

State	Market Name	SINGLE FAMILY HOMES					ATTACHED HOMES				
		List Price	Sold Price	DOM	Ratio	Market	List Price	Sold Price	DOM	Ratio	Market
CO	Telluride	\$7,247,000	\$2,450,000	581	1.1%	Buyer's	\$2,400,000	\$1,748,000	159	9.7%	Buyer's
CT	Central Connecticut	\$699,000	\$617,500	19	48.5%	Seller's	-	-	-	-	-
CT	Coastal Connecticut	\$2,400,000	\$1,675,000	35	40.0%	Seller's	\$745,000	\$705,000	19	46.5%	Seller's
DC	Washington D.C.	\$3,697,500	\$2,950,000	11	15.6%	Balanced	\$1,990,000	\$1,650,000	30	29.1%	Seller's
DE	Sussex County	\$1,495,000	\$1,522,500	41	21.3%	Seller's	\$790,000	\$1,030,000	59	14.3%	Balanced
FL	Boca Raton/Delray Beach	\$3,197,000	\$2,027,972	54	18.3%	Balanced	\$1,095,000	\$1,060,000	70	8.0%	Buyer's
FL	Brevard County	\$839,000	\$817,606	40	15.2%	Balanced	\$726,500	\$691,900	49	9.7%	Buyer's
FL	Broward County	\$1,894,900	\$1,650,000	67	10.6%	Buyer's	\$700,000	\$686,250	80	5.2%	Buyer's
FL	Charlotte County	\$999,000	\$919,750	56	5.5%	Buyer's	-	-	-	-	-
FL	Coastal Pinellas County	\$2,490,000	\$1,650,000	85	7.0%	Buyer's	\$1,225,000	\$1,165,000	58	4.4%	Buyer's
FL	Ft. Lauderdale	\$5,395,000	\$3,950,000	69	7.3%	Buyer's	\$2,750,000	\$2,750,000	42	4.8%	Buyer's
FL	Jacksonville	\$799,150	\$719,950	44	16.1%	Balanced	\$599,000	\$785,000	152	15.3%	Balanced
FL	Jacksonville Beaches	\$1,299,000	\$1,350,000	43	17.4%	Balanced	\$1,195,000	\$875,000	57	13.8%	Balanced
FL	Lee County	\$1,495,000	\$1,365,000	47	7.8%	Buyer's	\$835,000	\$920,000	48	5.0%	Buyer's
FL	Marco Island	\$2,999,999	\$1,800,000	62	5.9%	Buyer's	\$1,599,000	\$1,547,500	33	7.8%	Buyer's
FL	Miami	\$1,990,000	\$1,650,000	55	8.6%	Buyer's	\$1,527,250	\$1,382,500	79	3.8%	Buyer's
FL	Naples	\$4,795,000	\$4,472,500	65	7.0%	Buyer's	\$2,220,000	\$1,850,000	65	6.5%	Buyer's
FL	Orlando	\$1,275,000	\$1,185,000	48	12.8%	Balanced	\$590,000	\$599,750	83	10.7%	Buyer's
FL	Palm Beach Towns	\$5,500,000	\$3,575,000	52	9.6%	Buyer's	\$2,250,000	\$1,650,000	48	8.9%	Buyer's
FL	Sarasota & Beaches	\$2,750,000	\$2,065,000	35	7.1%	Buyer's	\$1,595,000	\$1,767,500	39	6.0%	Buyer's
FL	South Pinellas County	\$1,500,000	\$1,250,000	70	10.1%	Buyer's	\$1,075,000	\$1,303,000	0	29.4%	Seller's
FL	Tampa	\$750,000	\$707,198	53	14.8%	Balanced	\$809,950	\$915,000	77	10.5%	Buyer's
GA	Atlanta	\$1,650,000	\$1,325,000	34	16.2%	Balanced	\$699,000	\$639,900	43	11.4%	Buyer's
GA	Duluth	\$1,350,000	\$1,213,000	1	13.0%	Balanced	-	-	-	-	-
HI	Island of Hawaii	\$1,990,000	\$1,864,500	35	12.6%	Balanced	\$1,594,500	\$1,690,000	26	7.6%	Buyer's
HI	Kauai	\$3,335,000	\$1,975,000	112	5.0%	Buyer's	\$1,399,999	\$1,349,000	47	13.6%	Balanced
HI	Maui	\$2,897,000	\$2,327,500	205	8.4%	Buyer's	\$2,000,000	\$1,887,500	165	2.8%	Buyer's
HI	Oahu	\$2,950,000	\$2,437,500	49	10.2%	Buyer's	\$1,143,500	\$1,070,000	55	10.6%	Buyer's
IA	Greater Des Moines	\$675,000	\$639,950	53	15.5%	Balanced	-	-	-	-	-
ID	Ada County	\$824,161	\$725,000	31	26.1%	Seller's	\$660,000	\$590,000	56	15.7%	Balanced
ID	Northern Idaho	\$1,200,000	\$1,123,500	138	14.7%	Balanced	-	-	-	-	-
IL	Chicago	\$1,887,000	\$1,400,000	11	40.3%	Seller's	\$1,250,000	\$1,020,000	34	28.1%	Seller's
IL	DuPage County	\$1,422,884	\$930,000	23	31.6%	Seller's	\$735,000	\$650,000	46	33.3%	Seller's
IL	Lake County	\$1,250,000	\$1,015,000	20	54.5%	Seller's	-	-	-	-	-
IL	Will County	\$645,595	\$625,000	34	34.8%	Seller's	-	-	-	-	-
IN	Boone County	\$1,715,000	\$1,290,000	78	32.1%	Seller's	-	-	-	-	-
IN	Hamilton County	\$825,000	\$855,000	21	36.8%	Seller's	-	-	-	-	-

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

- LUXURY MONTHLY MARKET REVIEW -

State	Market Name	SINGLE FAMILY HOMES					ATTACHED HOMES				
		List Price	Sold Price	DOM	Ratio	Market	List Price	Sold Price	DOM	Ratio	Market
LA	Lafayette County	\$882,648	\$625,000	41	8.4%	Buyer's	-	-	-	-	-
MA	Cape Cod	\$2,500,000	\$2,056,250	82	20.7%	Balanced	\$1,100,000	\$962,500	70	20.0%	Balanced
MA	Greater Boston	\$3,500,000	\$2,639,000	52	28.2%	Seller's	\$2,480,000	\$2,350,000	43	21.8%	Seller's
MA	South Shore	\$1,795,000	\$1,550,000	43	32.6%	Seller's	\$917,450	\$935,000	26	27.5%	Seller's
MD	Anne Arundel County	\$1,095,789	\$950,000	27	53.1%	Seller's	\$582,240	\$564,130	10	43.3%	Seller's
MD	Baltimore City	\$895,000	\$830,000	13	33.3%	Seller's	\$689,000	\$634,500	43	29.2%	Seller's
MD	Baltimore County	\$988,747	\$877,500	21	31.1%	Seller's	\$619,000	\$560,000	30	34.9%	Seller's
MD	Frederick County	\$943,500	\$950,000	32	18.1%	Balanced	-	-	-	-	-
MD	Howard County	\$1,475,000	\$1,050,000	22	20.0%	Balanced	\$645,000	\$637,450	28	51.4%	Seller's
MD	Montgomery County	\$1,912,500	\$1,822,000	47	44.4%	Seller's	\$899,900	\$760,000	28	38.6%	Seller's
MD	Talbot County	\$2,999,000	\$1,950,000	91	10.0%	Buyer's	-	-	-	-	-
MD	Worcester County	\$925,000	\$823,750	39	8.5%	Buyer's	\$687,000	\$665,000	42	20.2%	Balanced
MI	Grand Traverse	\$1,319,500	\$845,000	109	6.4%	Buyer's	-	-	-	-	-
MI	Livingston County	\$699,950	\$673,000	31	26.4%	Seller's	-	-	-	-	-
MI	Monroe County	\$599,950	\$555,000	35	14.3%	Balanced	-	-	-	-	-
MI	Oakland County	\$829,999	\$656,500	27	26.6%	Seller's	\$647,000	\$609,940	24	27.0%	Seller's
MI	Washtenaw County	\$850,000	\$774,221	72	20.3%	Balanced	\$675,000	\$977,525	2	11.3%	Buyer's
MI	Wayne County	\$734,999	\$654,750	25	35.1%	Seller's	\$667,000	\$567,500	51	5.7%	Buyer's
MN	Olmsted County	\$899,950	\$802,877	68	13.2%	Balanced	-	-	-	-	-
MN	Twin Cities	\$1,336,900	\$980,000	38	15.4%	Balanced	-	-	-	-	-
NC	Asheville	\$979,500	\$975,000	93	12.0%	Buyer's	\$884,500	\$565,000	48	8.8%	Buyer's
NC	Charlotte	\$1,100,000	\$904,915	27	24.7%	Seller's	\$640,000	\$660,000	31	19.7%	Balanced
NC	Lake Norman	\$1,249,000	\$986,000	45	18.9%	Balanced	\$593,510	\$557,500	35	40.0%	Seller's
NC	Pitt County	\$648,700	\$604,000	84	8.9%	Buyer's	-	-	-	-	-
NC	Raleigh-Durham	\$1,225,000	\$985,000	19	23.8%	Seller's	-	-	-	-	-
NH	Rockingham County	\$1,490,000	\$1,435,000	18	37.7%	Seller's	\$962,500	\$1,250,000	51	29.6%	Seller's
NJ	Bergen County	\$2,890,000	\$1,762,500	38	30.2%	Seller's	\$1,400,000	\$1,085,000	21	19.8%	Balanced
NJ	Morris County	\$1,649,500	\$1,300,000	19	53.5%	Seller's	\$1,039,999	\$999,990	16	53.8%	Seller's
NJ	Ocean County	\$992,500	\$855,500	37	24.4%	Seller's	\$1,149,000	\$814,125	27	19.4%	Balanced
NJ	Somerset County	\$2,022,500	\$1,300,000	36	41.9%	Seller's	\$866,750	\$950,000	31	58.3%	Seller's
NV	Lake Tahoe	\$4,425,000	\$2,700,000	110	10.6%	Buyer's	\$1,171,500	\$995,000	259	12.5%	Balanced
NV	Las Vegas	\$1,754,975	\$1,402,500	53	12.9%	Balanced	-	-	-	-	-
NV	Reno	\$1,892,500	\$1,520,000	68	14.2%	Balanced	-	-	-	-	-
OH	Cincinnati	\$849,000	\$787,000	14	18.8%	Balanced	-	-	-	-	-
OH	Cleveland Suburbs	\$699,900	\$620,000	63	30.2%	Seller's	-	-	-	-	-
OH	Columbus	\$799,900	\$729,987	28	25.7%	Seller's	\$650,000	\$635,000	5	12.5%	Balanced
ON	GTA - Durham	\$1,799,000	\$1,630,000	49	6.0%	Buyer's	\$849,000	\$775,000	47	21.4%	Seller's

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

- LUXURY MONTHLY MARKET REVIEW -

State	Market Name	SINGLE FAMILY HOMES					ATTACHED HOMES				
		List Price	Sold Price	DOM	Ratio	Market	List Price	Sold Price	DOM	Ratio	Market
ON	GTA - York	\$2,384,000	\$1,865,500	44	8.1%	Buyer's	\$779,990	\$735,000	30	6.0%	Buyer's
ON	Mississauga	\$2,989,000	\$2,475,000	44	6.7%	Buyer's	\$999,000	\$920,000	19	7.2%	Buyer's
ON	Oakville	\$2,699,450	\$2,475,000	17	6.9%	Buyer's	\$1,205,000	\$1,050,000	24	14.5%	Balanced
ON	Toronto	\$3,800,000	\$3,200,000	14	6.2%	Buyer's	\$1,260,829	\$1,167,500	49	5.8%	Buyer's
ON	Waterloo Region	\$1,495,000	\$1,310,000	38	17.8%	Balanced	\$771,100	\$810,000	28	6.1%	Buyer's
OR	Portland	\$1,299,990	\$1,132,500	98	12.9%	Balanced	\$675,000	\$600,000	51	9.6%	Buyer's
PA	Philadelphia	\$739,999	\$825,000	13	39.3%	Seller's	\$775,000	\$680,000	39	21.1%	Seller's
SC	Charleston	\$1,812,500	\$1,595,000	44	23.2%	Seller's	\$1,289,000	\$1,070,000	25	28.7%	Seller's
SC	Hilton Head	\$1,899,000	\$1,765,000	54	22.7%	Seller's	\$1,160,000	\$980,000	23	29.2%	Seller's
TN	Greater Chattanooga	\$950,000	\$900,000	34	11.9%	Buyer's	-	-	-	-	-
TN	Nashville	\$1,749,900	\$1,350,000	38	19.1%	Balanced	\$749,000	\$614,500	31	7.5%	Buyer's
TX	Austin	\$2,350,000	\$1,850,000	50	12.6%	Balanced	\$1,157,500	\$1,712,500	63	5.1%	Buyer's
TX	Collin County	\$730,000	\$682,500	65	14.7%	Balanced	-	-	-	-	-
TX	Dallas	\$1,499,750	\$1,225,000	33	16.1%	Balanced	\$740,000	\$680,000	35	5.9%	Buyer's
TX	Denton County	\$785,000	\$765,000	61	14.4%	Balanced	-	-	-	-	-
TX	El Paso	\$654,950	\$645,575	35	11.3%	Buyer's	-	-	-	-	-
TX	Fort Worth	\$884,000	\$800,000	54	17.9%	Balanced	-	-	-	-	-
TX	Greater Tyler	\$699,900	\$665,000	43	6.7%	Buyer's	-	-	-	-	-
TX	Houston	\$950,000	\$910,000	55	16.0%	Balanced	\$650,000	\$607,000	50	7.6%	Buyer's
TX	Lubbock	\$697,000	\$690,000	29	12.5%	Balanced	-	-	-	-	-
TX	San Antonio	\$807,450	\$790,000	101	8.5%	Buyer's	\$725,000	\$714,500	37	3.7%	Buyer's
TX	Tarrant County	\$850,000	\$815,000	56	17.1%	Balanced	-	-	-	-	-
TX	The Woodlands & Spring	\$799,000	\$770,000	45	20.8%	Balanced	-	-	-	-	-
UT	Park City	\$5,529,000	\$3,890,500	125	11.2%	Buyer's	\$2,300,000	\$2,550,000	63	9.7%	Buyer's
UT	Salt Lake City	\$1,150,000	\$1,095,000	78	26.3%	Seller's	\$595,000	\$603,500	49	10.5%	Buyer's
UT	Washington County	\$1,495,000	\$1,303,900	71	13.4%	Balanced	-	-	-	-	-
VA	Arlington & Alexandria	\$2,475,000	\$1,740,000	37	26.8%	Seller's	\$1,150,000	\$1,095,000	42	44.9%	Seller's
VA	Fairfax County	\$2,350,000	\$1,630,000	28	29.1%	Seller's	\$795,000	\$685,000	19	82.7%	Seller's
VA	McLean & Vienna	\$2,999,500	\$2,181,608	24	24.0%	Seller's	\$1,074,990	\$1,135,500	22	38.7%	Seller's
VA	Richmond	\$819,950	\$837,500	22	32.9%	Seller's	\$577,925	\$581,975	30	28.3%	Seller's
VA	Smith Mountain Lake	\$1,686,750	\$1,090,000	36	25.0%	Seller's	-	-	-	-	-
VA	Virginia Beach	\$1,397,450	\$1,350,000	27	33.0%	Seller's	\$815,000	\$844,000	45	10.1%	Buyer's
WA	King County	\$1,995,000	\$1,749,995	39	25.2%	Seller's	\$1,200,000	\$1,093,448	42	19.4%	Balanced
WA	Seattle	\$1,945,000	\$1,750,000	49	24.3%	Seller's	\$1,299,000	\$1,092,450	49	18.6%	Balanced
WA	Spokane	\$1,150,000	\$975,000	47	10.6%	Buyer's	-	-	-	-	-
WA	Vancouver	\$1,390,000	\$1,258,000	57	12.4%	Balanced	\$782,000	\$929,249	28	12.5%	Balanced

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

- LUXURY REPORT EXPLAINED -

The Institute for Luxury Home Marketing has analyzed a number of metrics — including sales prices, sales volumes, number of sales, sales-price-to-list-price ratios, days on market and price-per-square-foot – to provide you a comprehensive North American Luxury Market report.

Additionally, we have further examined all of the individual luxury markets to provide both an overview and an in-depth analysis - including, where data is sufficient, a breakdown by luxury single-family homes and luxury attached homes.

It is our intention to include additional luxury markets on a continual basis. If your market is not featured, please contact us so we can implement the necessary qualification process. More in-depth reports on the luxury communities in your market are available as well.

Looking through this report, you will notice three distinct market statuses, Buyer's Market, Seller's Market, and Balanced Market. A **Buyer's Market** indicates that buyers have greater control over the price point. This market type is demonstrated by a substantial number of homes on the market and few sales, suggesting demand for residential properties is slow for that market and/or price point.

By contrast, a **Seller's Market** gives sellers greater control over the price point. Typically, this means there are few homes on the market and a generous demand, causing competition between buyers who ultimately drive sales prices higher.

A **Balanced Market** indicates that neither the buyers nor the sellers control the price point at which that property will sell and that there is neither a glut nor a lack of inventory. Typically, this type of market sees a stabilization of both the list and sold price, the length of time the property is on the market as well as the expectancy amongst homeowners in their respective communities – so long as their home is priced in accordance with the current market value.

REPORT GLOSSARY

REMAINING INVENTORY: The total number of homes available at the close of a month.

DAYS ON MARKET: Measures the number of days a home is available on the market before a purchase offer is accepted.

LUXURY BENCHMARK PRICE: The price point that marks the transition from traditional homes to luxury homes.

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

PRICE PER SQUARE FOOT: Measures the dollar amount of the home's price for an individual square foot.

SALES RATIO: Sales Ratio defines market speed and determines whether the market currently favors buyers or sellers. A Buyer's Market has a Sales Ratio of less than 12%; a Balanced Market has a ratio of 12% up to 21%; a Seller's Market has a ratio of 21% or higher. A Sales Ratio greater than 100% indicates the number of sold listings exceeds the number of listings available at the end of the month.

SP/LP RATIO: The Sales Price/List Price Ratio compares the value of the sold price to the value of the list price.

LUXURY RESIDENTIAL MARKETS



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

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