



INSTITUTE *for*
LUXURY HOME
MARKETING®

by Colibri Real Estate

LUXURY MARKET REPORT
MARCH 2026

www.LuxuryHomeMarketing.com

A grand staircase with wooden steps and ornate wrought-iron railings in a luxurious home. The staircase is the central focus, leading up to a second floor. The railings are dark green with intricate scrollwork. The walls are a warm, light beige color, and the floor is made of dark wood. There are arched doorways and windows throughout the space, and the lighting is soft and warm.

"In many ways, luxury real estate is returning to its historical role: a tangible expression of wealth, stability, and quality of life."



NORTH AMERICAN LUXURY REVIEW

NORTH AMERICAN LUXURY REAL ESTATE: A MARKET DEFINED BY INTENTION, WEALTH AND LIFESTYLE

The North American luxury real estate market continues to enter its new phase, one defined less by urgency and scarcity and more by intention, stability, and long-term wealth positioning.

While the pandemic years generated extraordinary demand and rapid price growth, recent data suggests the luxury market has entered a more measured phase. Prices are still rising, but at a slower pace, ultra-luxury transactions remain robust, and buyer demand has become more selective. Increasingly, affluent purchasers are motivated less by speculative investment and more by lifestyle priorities, long-term security, and the enduring value of owning exceptional property.

In many ways, luxury real estate is returning to its historical role: a tangible expression of wealth, stability, and quality of life.

A LARGE AND RESILIENT MARKET

North America remains one of the world's most significant luxury residential markets. According to Modor Intelligence¹ "the North America Luxury Residential Real Estate Market size was valued at USD 583.94 billion in 2025 and estimated to grow from USD 606.84 billion in 2026 to reach USD 735.48 billion by 2031, at a CAGR of 3.92% during the forecast period (2026-2031). Growing millionaire migration, tokenized ownership pilots, and a reallocation of institutional capital from offices to high-end housing are reshaping competitive dynamics."

Several structural forces continue to support demand at the high end of the market. Wealth creation among high-net-worth individuals remains strong, family wealth transfers are accelerating, and many affluent households continue to seek real estate as a stable store of value within diversified portfolios.

Unlike the broader housing market, luxury buyers are also far less sensitive to mortgage rate changes. A large share of luxury transactions is completed with cash, insulating the sector from interest-rate volatility.

¹ https://www.mordorintelligence.com/industry-reports/north-america-luxury-residential-real-estate-market?utm_source=chatgpt.com

YEAR-OVER-YEAR INSIGHTS FROM FEBRUARY

When compared with both 2024 and 2025, early 2026 shows continued resilience in the luxury real estate market, albeit at a more moderate pace.

Luxury single-family home prices increased approximately 1.1% year over year, while the attached luxury segment, including high-end condominiums, experienced a slight decline of 2.8%. However, over a two-year period luxury single-family prices have risen by roughly 3% and attached properties by 4.5%, highlighting the underlying stability, even as broader housing markets continue to adjust.

Sales activity has also remained relatively steady. Luxury single-family transactions rose 3.9% year over year, while activity in the attached segment remained largely on par with the previous year, demonstrating that affluent buyers continue to engage in the market despite broader economic uncertainty.

One of the most notable shifts occurred in 2025, when inventory levels rose significantly compared with 2024. In February alone, luxury inventory increased by more than 25%, and some markets experienced annual inventory growth of up to 40%. In early 2026, however, that momentum appears to have stabilized. February saw inventory increase by a modest 3.1% in the single-family segment, while the attached market recorded a 2.35% decline.

Importantly, the inventory growth seen over the past year was not necessarily a sign of market weakness. Rather, it represented a gradual rebalancing after several years of exceptionally constrained supply. Buyers today have more options and greater time to evaluate properties. That adjustment now appears to have reached a temporary equilibrium, as the number of new listings entering the market has also declined compared with February 2025.

For sellers and agents operating in the luxury segment, these conditions reinforce the growing importance of quality. Design, condition, location, and presentation have become critical differentiators in a more selective market. As a result, days on market for sold properties have increased, reflecting the more deliberate pace at which both buyers and sellers are choosing to engage.

MOMENTUM IN RECENT MONTHS

While year-over-year trends point to a moderating market, month-over-month activity indicates growing momentum as the year begins. Luxury single-family transactions increased 18.9% compared to January 2026, while the attached luxury segment rose 21.2% over the same period.



Seasonally, this uptick is not unexpected as the market moves toward the spring selling season. However, the increase is notable given that overall inventory has largely plateaued and the number of new listings entering the market has declined, suggesting that buyer demand remains strong despite limited fresh supply.

Pricing trends reveal a more nuanced story. The median sold price for luxury single-family homes rose 2.3% month over month, while the attached segment declined by 9.1% compared to January 2026. A closer look suggests this shift reflects the price bands currently driving activity rather than broad market changes.

In the single-family sector, continued demand for ultra-luxury properties is pushing median prices higher. Conversely, the attached market is seeing stronger activity in entry-level luxury properties, which has pulled the median price downward as a larger share of transactions occur at lower luxury price points.



THE STRENGTH OF THE ULTRA-LUXURY SEGMENT

Perhaps the most striking data point in the luxury sector is the continued strength of ultra-high-end transactions.

Sales above \$10 million remain robust across major markets, while transactions above \$20 million and even \$50 million have increased significantly in recent years. This reflects the expanding population of ultra-high-net-worth individuals globally as well as the limited supply of truly exceptional properties.

For many of these buyers, real estate purchases are less about traditional investment returns and more about long-term asset preservation and lifestyle alignment.

A SHIFT TOWARD INTENTIONAL BUYING

One of the most defining characteristics of today's luxury market is the shift toward more intentional purchasing behavior. Today's affluent buyers are more deliberate. They are taking time to evaluate properties carefully and are prioritizing homes that align closely with their lifestyle needs.

This has created a clear divide within the luxury market. Turnkey homes in prime locations continue to command strong prices and sell relatively quickly. These properties often feature contemporary design, advanced technology, wellness amenities, and seamless indoor-outdoor living.

Properties that require significant renovation or that lack modern features, however, are taking longer to sell and may require more competitive pricing.

REAL ESTATE AS LIFESTYLE INFRASTRUCTURE

Beyond investment considerations, wealthy buyers increasingly view property as a form of lifestyle infrastructure, something that supports the way they want to live rather than simply serving as a financial asset. Several key trends illustrate this shift.

First, privacy and security have become increasingly important. Gated estates, private compounds, and homes with advanced security systems are in high demand among affluent buyers seeking greater control over their personal environment.

Second, wellness has become a central design priority. Luxury homes now frequently include spa facilities, meditation rooms, fitness centers, and extensive outdoor living spaces designed to promote health and relaxation.

Third, flexibility has become essential. Many luxury buyers want homes that can accommodate remote work, extended family visits, and multi-generational living.

In this sense, luxury real estate is evolving beyond the traditional idea of a “dream home.” Instead, it is becoming a comprehensive environment designed to support a particular lifestyle.

THE BROADER PERSPECTIVE

Ultimately, luxury real estate continues to occupy a distinctive place in the global wealth landscape. For many affluent buyers, property is not simply an investment, it is a tangible expression of security, personal identity, and the way they choose to live. And in uncertain times, those qualities remain as valuable as ever.

Whether you're looking to invest, sell, or purchase locally or globally in 2025, understanding these trends and insights is a key part of making informed decisions in this evolving luxury market, and as always, we highly recommend working with a luxury property specialist to gain insights into what is truly happening in your local marketplace.

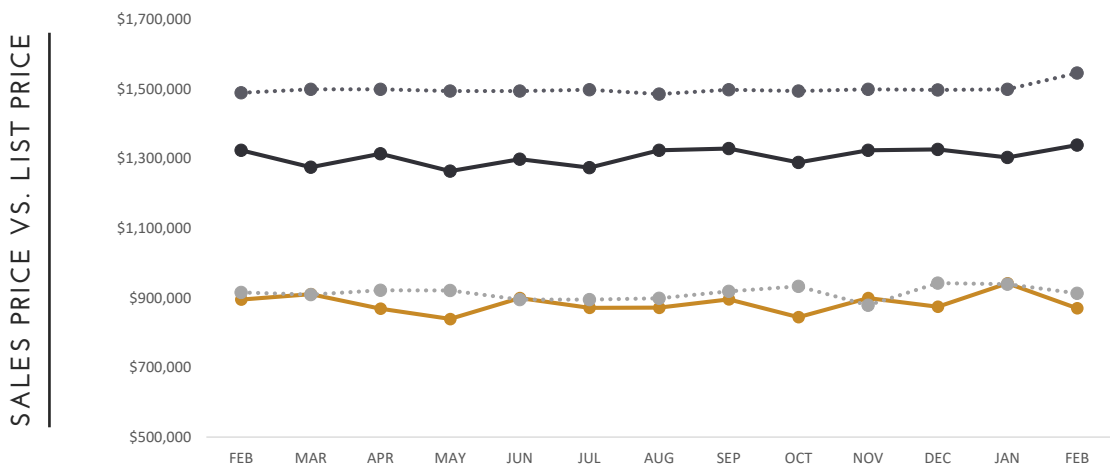
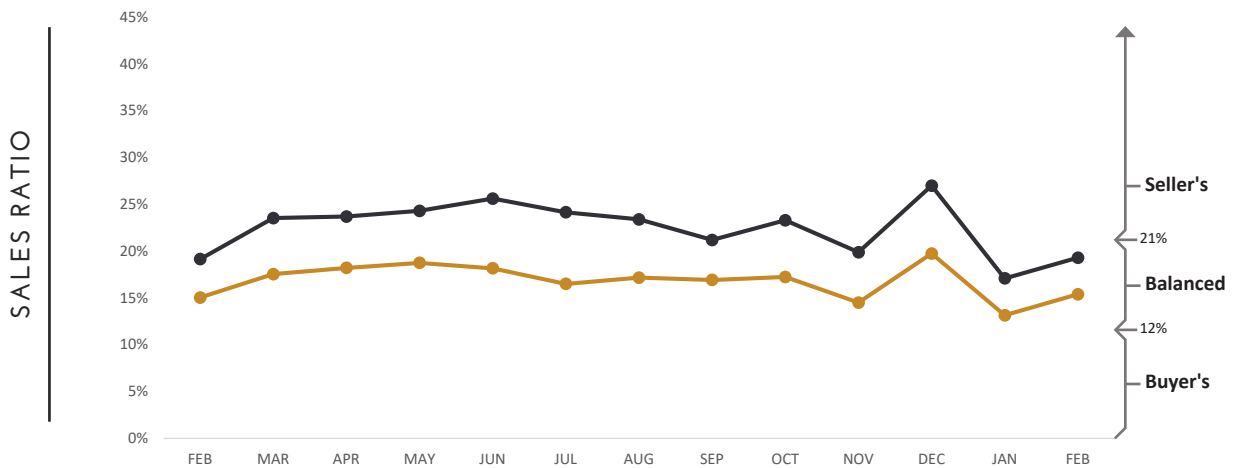
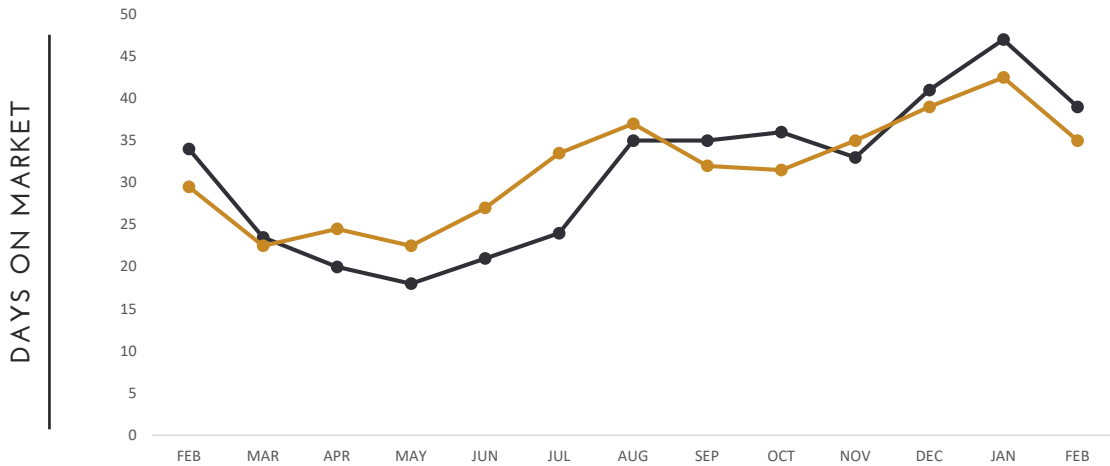


- 13-MONTH MARKET TRENDS -

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

February 2025 | February 2026

SINGLE-FAMILY HOMES

	February 2025	February 2026		February 2025	February 2026
Median List Price	\$1,490,000	\$1,547,000	Total Inventory	61,515	63,412
Median Sale Price	\$1,324,900	\$1,340,000	New Listings	20,749	20,536
Median SP/LP Ratio	98.35%	97.91%	Total Sold	11,781	12,239
Total Sales Ratio	19.15%	19.30%	Median Days on Market	34	39
Median Price per Sq. Ft.	\$386	\$395	Average Home Size	3,172	3,260

Median prices represent properties priced above respective city benchmark prices.



SINGLE-FAMILY HOMES MARKET SUMMARY | FEBRUARY 2026

- Official Market Type: **Balanced Market** with a **19.30% Sales Ratio**.¹
- Homes are selling for an average of **97.91% of list price**.
- The median luxury threshold² price is **\$900,000**, and the median luxury home sales price is **\$1,340,000**.
- Markets with the Highest Median Sales Price: **Paradise Valley** (\$5,650,000), **Ft. Lauderdale** (\$5,550,000), **Telluride** (\$5,502,634), and **Whistler** (\$4,650,000).
- Markets with the Highest Sales Ratio: **San Francisco** (100.0%), **Howard County** (63.6%), **Marin County** (55.0%), and **Silicon Valley** (53.5%).

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

February 2025 | February 2026

ATTACHED HOMES

	February 2025	February 2026		February 2025	February 2026
Median List Price	\$915,750	\$913,470	Total Inventory	25,391	24,794
Median Sale Price	\$895,600	\$870,540	New Listings	7,871	7,218
Median SP/LP Ratio	98.72%	98.32%	Total Sold	3,819	3,816
Total Sales Ratio	15.04%	15.39%	Median Days on Market	30	35
Median Price per Sq. Ft.	\$496	\$473	Average Home Size	1,945	1,917

Median prices represent properties priced above respective city benchmark prices.



ATTACHED HOMES MARKET SUMMARY | FEBRUARY 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 **\$870,540**.
- Markets with the Highest Median Sales Price: **San Francisco** (\$2,675,000), **Eagle County** (\$2,675,000), **Whistler** (\$2,200,000), and **Ft. Lauderdale** (\$2,100,000).
- Markets with the Highest Sales Ratio: **Fairfax County** (108.7%), **Morris County** (68.8%), **Arlington & Alexandria** (68.1%), and **Howard County** (65.8%).

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	\$1,067,500	\$990,000	17	35.6%	Seller's	\$799,900	\$712,000	28	31.6%	Seller's
AZ	Chandler and Gilbert	\$1,144,500	\$1,015,000	57	27.2%	Seller's	-	-	-	-	-
AZ	Flagstaff	\$1,725,000	\$1,265,000	88	14.0%	Balanced	-	-	-	-	-
AZ	Fountain Hills	\$2,890,000	\$4,075,000	89	8.5%	Buyer's	\$732,450	\$510,000	41	3.3%	Buyer's
AZ	Mesa	\$939,950	\$846,250	64	28.3%	Seller's	-	-	-	-	-
AZ	Paradise Valley	\$6,000,000	\$5,650,000	36	15.4%	Balanced	-	-	-	-	-
AZ	Phoenix	\$950,000	\$830,000	43	24.7%	Seller's	-	-	-	-	-
AZ	Scottsdale	\$2,400,000	\$1,875,000	45	20.1%	Balanced	\$966,944	\$947,500	44	16.2%	Balanced
AZ	Tucson	\$719,000	\$641,480	56	19.8%	Balanced	-	-	-	-	-
BC	Okanagan Valley	\$1,799,999	\$1,432,500	101	4.0%	Buyer's	-	-	-	-	-
BC	Vancouver	\$3,998,000	\$3,365,000	36	4.4%	Buyer's	\$1,898,000	\$1,836,500	20	9.4%	Buyer's
BC	Whistler	\$6,147,000	\$4,650,000	96	5.2%	Buyer's	\$2,347,500	\$2,200,000	25	6.5%	Buyer's
CA	Central Coast	\$2,750,000	\$2,947,500	63	16.9%	Balanced	\$1,180,000	\$1,125,000	67	20.9%	Balanced
CA	East Bay	\$1,999,888	\$2,050,000	8	47.7%	Seller's	\$1,148,000	\$1,080,000	12	28.5%	Seller's
CA	Greater Palm Springs	\$2,144,500	\$1,715,000	46	15.7%	Balanced	-	-	-	-	-
CA	Lake Tahoe	\$2,940,000	\$1,900,000	47	18.9%	Balanced	\$1,600,000	\$1,287,500	154	13.6%	Balanced
CA	Los Angeles Beach Cities	\$5,999,000	\$3,879,575	42	15.4%	Balanced	\$1,948,000	\$1,855,000	14	16.3%	Balanced
CA	Los Angeles City	\$5,250,000	\$3,650,000	23	12.6%	Balanced	\$1,625,000	\$1,590,000	35	12.6%	Balanced
CA	Los Angeles The Valley	\$2,500,000	\$1,910,000	28	18.9%	Balanced	\$799,950	\$830,000	42	24.7%	Seller's
CA	Marin County	\$3,745,000	\$3,400,000	18	55.0%	Seller's	\$1,250,000	\$1,087,000	33	40.0%	Seller's
CA	Napa County	\$3,195,000	\$1,957,500	173	6.4%	Buyer's	-	-	-	-	-
CA	Orange County	\$2,850,000	\$2,200,000	28	27.6%	Seller's	\$1,298,000	\$1,175,000	33	32.4%	Seller's
CA	Placer County	\$1,200,000	\$1,045,750	29	21.8%	Seller's	-	-	-	-	-
CA	Sacramento	\$964,900	\$920,000	17	29.0%	Seller's	-	-	-	-	-
CA	San Diego	\$2,268,500	\$1,840,000	11	32.3%	Seller's	\$1,146,950	\$1,040,000	23	26.8%	Seller's
CA	San Francisco	\$4,165,000	\$3,550,000	10	100.0%	Seller's	\$2,995,000	\$2,675,000	11	43.8%	Seller's
CA	San Luis Obispo County	\$1,862,500	\$1,401,613	47	25.4%	Seller's	-	-	-	-	-
CA	Silicon Valley	\$3,965,000	\$3,400,000	8	53.5%	Seller's	\$1,650,000	\$1,605,000	9	35.3%	Seller's
CA	Sonoma County	\$2,140,000	\$1,679,000	28	16.9%	Balanced	\$752,131	\$700,710	35	7.4%	Buyer's
CA	Ventura County	\$2,249,000	\$1,627,500	48	22.5%	Seller's	\$779,945	\$795,000	60	28.6%	Seller's
CO	Boulder	\$2,375,000	\$1,605,550	45	18.4%	Balanced	\$869,000	\$750,000	76	21.4%	Seller's
CO	Colorado Springs	\$950,000	\$849,950	55	14.7%	Balanced	\$582,444	\$570,000	21	13.0%	Balanced
CO	Denver	\$1,550,000	\$1,375,000	35	21.8%	Seller's	\$828,250	\$801,050	17	13.5%	Balanced
CO	Douglas County	\$1,300,000	\$1,125,000	79	22.0%	Seller's	\$584,500	\$550,000	49	19.2%	Balanced
CO	Eagle County	\$5,900,000	\$3,125,000	213	8.4%	Buyer's	\$2,875,000	\$2,675,000	66	13.1%	Balanced
CO	Pitkin County	-	-	-	-	-	-	-	-	-	-
CO	Summit County	\$3,695,000	\$2,460,000	54	5.8%	Buyer's	\$1,317,500	\$1,275,000	138	10.9%	Buyer's

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- LUXURY MONTHLY MARKET REVIEW -

State	Market Name	SINGLE FAMILY HOMES					ATTACHED HOMES				
		List Price	Sold Price	DOM	Ratio	Market	List Price	Sold Price	DOM	Ratio	Market
CO	Telluride	\$7,247,000	\$5,502,634	230	7.1%	Buyer's	\$2,399,500	\$1,360,000	59	8.1%	Buyer's
CT	Central Connecticut	\$679,900	\$625,000	8	35.2%	Seller's	-	-	-	-	-
CT	Coastal Connecticut	\$2,195,000	\$1,788,550	29	21.9%	Seller's	\$700,000	\$701,500	20	37.2%	Seller's
DC	Washington D.C.	\$3,695,000	\$3,175,000	32	15.4%	Balanced	\$1,995,000	\$1,585,000	7	19.3%	Balanced
DE	Sussex County	\$1,514,999	\$1,350,000	12	15.4%	Balanced	\$790,000	\$1,043,750	90	6.9%	Buyer's
FL	Boca Raton/Delray Beach	\$2,995,000	\$2,137,500	49	16.9%	Balanced	\$1,060,000	\$1,225,000	65	11.4%	Buyer's
FL	Brevard County	\$845,000	\$750,000	44	20.1%	Balanced	\$748,500	\$702,500	52	8.2%	Buyer's
FL	Broward County	\$1,849,000	\$1,475,000	66	10.1%	Buyer's	\$699,000	\$672,400	53	6.6%	Buyer's
FL	Charlotte County	\$999,999	\$1,000,000	100	6.8%	Buyer's	-	-	-	-	-
FL	Coastal Pinellas County	\$2,490,000	\$1,687,500	75	3.4%	Buyer's	\$1,200,000	\$1,100,000	61	7.2%	Buyer's
FL	Ft. Lauderdale	\$5,880,000	\$5,550,000	114	4.2%	Buyer's	\$2,688,275	\$2,100,000	113	4.2%	Buyer's
FL	Jacksonville	\$804,000	\$741,100	64	30.2%	Seller's	\$607,450	\$687,000	84	12.1%	Balanced
FL	Jacksonville Beaches	\$1,299,000	\$1,350,000	37	19.8%	Balanced	\$1,190,000	\$1,145,000	49	16.9%	Balanced
FL	Lee County	\$1,499,000	\$1,256,250	71	9.8%	Buyer's	\$829,000	\$775,000	60	7.7%	Buyer's
FL	Marco Island	\$3,000,000	\$2,225,000	45	10.9%	Buyer's	\$1,445,000	\$1,462,500	68	9.7%	Buyer's
FL	Miami	\$1,937,000	\$1,520,000	62	8.0%	Buyer's	\$1,499,500	\$1,390,000	87	4.6%	Buyer's
FL	Naples	\$4,900,000	\$3,617,500	54	7.5%	Buyer's	\$2,290,000	\$2,000,000	88	10.2%	Buyer's
FL	Orlando	\$1,300,000	\$1,150,000	51	13.4%	Balanced	\$595,000	\$550,000	83	9.3%	Buyer's
FL	Palm Beach Towns	\$5,597,500	\$4,062,500	90	11.7%	Buyer's	\$2,200,000	\$1,475,000	77	8.1%	Buyer's
FL	Sarasota & Beaches	\$2,795,000	\$2,025,000	67	8.8%	Buyer's	\$1,599,000	\$1,350,000	72	8.6%	Buyer's
FL	South Pinellas County	\$1,500,000	\$1,347,500	64	10.9%	Buyer's	\$1,099,000	\$1,574,023	0	32.5%	Seller's
FL	Tampa	\$765,000	\$700,000	49	19.5%	Balanced	\$825,000	\$731,500	30	18.0%	Balanced
GA	Atlanta	\$1,650,000	\$1,340,000	23	21.3%	Seller's	\$705,000	\$675,000	47	14.0%	Balanced
GA	Duluth	\$1,387,500	\$1,300,000	13	12.5%	Balanced	-	-	-	-	-
HI	Island of Hawaii	\$1,950,000	\$1,545,000	71	12.5%	Balanced	\$1,675,000	\$1,937,500	12	13.4%	Balanced
HI	Kauai	\$3,200,000	\$2,450,000	74	12.7%	Balanced	\$1,494,000	\$965,000	22	3.8%	Buyer's
HI	Maui	\$3,194,500	\$1,900,000	108	4.6%	Buyer's	\$1,950,000	\$1,895,000	78	6.6%	Buyer's
HI	Oahu	\$2,900,000	\$2,450,000	29	11.4%	Buyer's	\$1,131,500	\$949,000	54	11.0%	Buyer's
IA	Greater Des Moines	\$669,950	\$634,900	70	12.5%	Balanced	-	-	-	-	-
ID	Ada County	\$829,880	\$754,000	34	31.4%	Seller's	\$658,250	\$580,000	15	17.9%	Balanced
ID	Northern Idaho	\$1,233,500	\$957,500	97	13.7%	Balanced	-	-	-	-	-
IL	Chicago	\$1,900,000	\$1,362,500	20	47.7%	Seller's	\$1,250,000	\$940,000	29	34.2%	Seller's
IL	DuPage County	\$1,470,000	\$925,000	28	35.6%	Seller's	\$687,450	\$620,385	59	25.9%	Seller's
IL	Lake County	\$1,299,900	\$902,500	17	47.5%	Seller's	-	-	-	-	-
IL	Will County	\$649,690	\$625,000	36	37.6%	Seller's	-	-	-	-	-
IN	Boone County	\$1,775,000	\$884,890	11	13.8%	Balanced	-	-	-	-	-
IN	Hamilton County	\$809,371	\$757,500	19	42.6%	Seller's	-	-	-	-	-

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- LUXURY MONTHLY MARKET REVIEW -

State	Market Name	SINGLE FAMILY HOMES					ATTACHED HOMES				
		List Price	Sold Price	DOM	Ratio	Market	List Price	Sold Price	DOM	Ratio	Market
LA	Lafayette County	\$883,500	\$692,500	136	16.9%	Balanced	-	-	-	-	-
MA	Cape Cod	\$2,499,000	\$1,620,000	68	11.0%	Buyer's	\$1,115,000	-	-	0.0%	Buyer's
MA	Greater Boston	\$3,299,000	\$2,825,000	24	17.3%	Balanced	\$2,350,000	\$1,862,000	28	16.2%	Balanced
MA	South Shore	\$1,922,500	\$1,460,000	23	16.7%	Balanced	\$941,950	\$819,900	66	13.2%	Balanced
MD	Anne Arundel County	\$1,122,000	\$930,861	15	42.7%	Seller's	\$574,995	\$556,652	8	48.0%	Seller's
MD	Baltimore City	\$1,200,000	\$752,500	23	36.4%	Seller's	\$692,785	\$575,000	63	18.3%	Balanced
MD	Baltimore County	\$992,445	\$932,500	9	19.0%	Balanced	\$602,500	\$569,999	7	41.2%	Seller's
MD	Frederick County	\$969,950	\$832,430	39	35.3%	Seller's	-	-	-	-	-
MD	Howard County	\$1,497,000	\$1,118,000	8	63.6%	Seller's	\$634,950	\$540,000	10	65.8%	Seller's
MD	Montgomery County	\$1,974,995	\$1,625,000	9	48.6%	Seller's	\$884,990	\$724,320	9	31.5%	Seller's
MD	Talbot County	\$2,395,000	\$1,130,000	6	11.1%	Buyer's	-	-	-	-	-
MD	Worcester County	\$903,450	\$737,450	114	13.9%	Balanced	\$662,000	\$599,900	61	20.1%	Balanced
MI	Grand Traverse	\$1,343,500	\$865,000	59	11.2%	Buyer's	-	-	-	-	-
MI	Livingston County	\$729,000	\$645,000	59	28.8%	Seller's	-	-	-	-	-
MI	Monroe County	\$630,000	\$635,000	56	20.6%	Balanced	-	-	-	-	-
MI	Oakland County	\$849,950	\$655,000	16	27.8%	Seller's	\$634,490	\$680,345	22	15.2%	Balanced
MI	Washtenaw County	\$867,500	\$803,750	40	20.0%	Balanced	\$669,500	\$645,070	72	10.4%	Buyer's
MI	Wayne County	\$750,000	\$662,000	13	30.2%	Seller's	\$689,500	\$599,950	9	14.7%	Balanced
MN	Olmsted County	\$886,500	\$834,000	17	12.3%	Balanced	-	-	-	-	-
MN	Twin Cities	\$1,350,000	\$999,000	23	14.2%	Balanced	-	-	-	-	-
NC	Asheville	\$1,044,500	\$882,000	107	9.0%	Buyer's	\$769,000	\$610,000	107	14.3%	Balanced
NC	Charlotte	\$1,112,000	\$960,000	24	27.9%	Seller's	\$650,000	\$599,000	55	21.5%	Seller's
NC	Lake Norman	\$1,245,214	\$1,040,000	26	19.3%	Balanced	\$583,510	\$570,000	37	26.3%	Seller's
NC	Pitt County	\$599,950	\$610,000	55	16.7%	Balanced	-	-	-	-	-
NC	Raleigh-Durham	\$1,200,000	\$967,372	5	23.4%	Seller's	-	-	-	-	-
NH	Rockingham County	\$1,572,500	\$1,300,000	52	20.3%	Balanced	\$972,500	\$910,000	3	27.8%	Seller's
NJ	Bergen County	\$2,899,998	\$2,200,000	29	20.1%	Balanced	\$1,465,000	\$1,205,000	40	23.8%	Seller's
NJ	Morris County	\$1,847,500	\$1,347,500	23	34.6%	Seller's	\$883,995	\$942,500	13	68.8%	Seller's
NJ	Ocean County	\$1,049,000	\$850,000	41	20.9%	Balanced	\$1,175,000	\$870,540	35	10.5%	Buyer's
NJ	Somerset County	\$1,949,500	\$1,475,000	36	20.8%	Balanced	\$866,750	\$819,000	22	50.0%	Seller's
NV	Lake Tahoe	\$4,562,500	\$2,787,500	54	24.1%	Seller's	\$1,250,000	\$1,240,000	106	11.8%	Buyer's
NV	Las Vegas	\$1,700,000	\$1,399,999	60	13.7%	Balanced	-	-	-	-	-
NV	Reno	\$1,892,500	\$1,459,000	100	23.8%	Seller's	-	-	-	-	-
OH	Cincinnati	\$849,000	\$707,500	7	22.1%	Seller's	-	-	-	-	-
OH	Cleveland Suburbs	\$724,900	\$595,000	7	38.2%	Seller's	-	-	-	-	-
OH	Columbus	\$799,970	\$748,550	15	33.6%	Seller's	\$659,900	\$650,000	13	15.6%	Balanced
ON	GTA - Durham	\$1,775,000	\$1,465,000	39	7.5%	Buyer's	\$825,000	\$799,900	16	14.3%	Balanced

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	\$2,299,250	\$1,813,800	21	9.9%	Buyer's	\$789,000	\$725,000	23	10.2%	Buyer's
ON	Mississauga	\$2,899,900	\$3,044,444	26	7.2%	Buyer's	\$1,015,000	\$975,000	27	10.1%	Buyer's
ON	Oakville	\$2,609,000	\$2,400,000	22	6.6%	Buyer's	\$1,199,000	\$1,115,000	18	24.0%	Seller's
ON	Toronto	\$3,892,000	\$3,150,000	18	8.6%	Buyer's	\$1,255,000	\$1,125,000	22	12.0%	Balanced
ON	Waterloo Region	\$1,398,000	\$1,300,000	32	14.1%	Balanced	\$799,000	\$771,500	23	20.6%	Balanced
OR	Portland	\$1,350,000	\$1,130,000	60	18.5%	Balanced	\$699,000	\$750,000	70	12.2%	Balanced
PA	Philadelphia	\$725,000	\$740,000	18	18.9%	Balanced	\$827,000	\$687,000	45	21.5%	Seller's
SC	Charleston	\$1,862,500	\$1,552,115	37	20.8%	Balanced	\$1,207,500	\$959,250	119	18.1%	Balanced
SC	Hilton Head	-	-	-	-	-	-	-	-	-	-
TN	Greater Chattanooga	\$975,000	\$875,000	55	13.9%	Balanced	-	-	-	-	-
TN	Nashville	\$1,750,000	\$1,412,530	17	20.0%	Balanced	\$729,900	\$680,000	34	9.2%	Buyer's
TX	Austin	\$2,377,000	\$2,125,000	26	10.7%	Buyer's	\$1,182,500	\$1,100,000	82	6.6%	Buyer's
TX	Collin County	\$743,410	\$670,000	65	15.9%	Balanced	-	-	-	-	-
TX	Dallas	\$1,519,500	\$1,200,000	25	21.7%	Seller's	\$749,000	\$740,000	32	7.3%	Buyer's
TX	Denton County	\$775,272	\$754,000	52	16.4%	Balanced	-	-	-	-	-
TX	El Paso	\$649,950	\$575,000	49	11.1%	Buyer's	-	-	-	-	-
TX	Fort Worth	\$885,360	\$801,000	44	21.1%	Seller's	-	-	-	-	-
TX	Greater Tyler	\$669,900	\$610,000	47	8.8%	Buyer's	-	-	-	-	-
TX	Houston	\$989,950	\$920,000	73	18.2%	Balanced	\$667,000	\$602,323	78	12.6%	Balanced
TX	Lubbock	\$682,450	\$640,000	67	17.0%	Balanced	-	-	-	-	-
TX	San Antonio	\$820,125	\$768,803	97	12.0%	Balanced	\$717,250	\$682,500	312	1.8%	Buyer's
TX	Tarrant County	\$850,000	\$810,000	48	19.1%	Balanced	-	-	-	-	-
TX	The Woodlands & Spring	\$799,900	\$780,000	53	23.1%	Seller's	-	-	-	-	-
UT	Park City	\$5,600,000	\$3,815,500	23	14.4%	Balanced	\$2,250,000	\$1,924,700	47	12.8%	Balanced
UT	Salt Lake City	\$1,199,000	\$1,085,000	50	28.4%	Seller's	\$585,000	\$587,250	62	13.8%	Balanced
UT	Washington County	\$1,475,000	\$1,303,250	73	8.4%	Buyer's	-	-	-	-	-
VA	Arlington & Alexandria	\$2,549,000	\$2,030,000	22	49.2%	Seller's	\$1,125,000	\$1,015,000	11	68.1%	Seller's
VA	Fairfax County	\$2,329,500	\$1,519,375	6	48.2%	Seller's	\$824,750	\$700,000	6	108.7%	Seller's
VA	McLean & Vienna	\$3,165,000	\$2,258,103	6	36.4%	Seller's	\$1,063,495	\$1,127,500	15	43.8%	Seller's
VA	Richmond	\$800,000	\$800,000	11	33.5%	Seller's	\$589,885	\$600,008	12	31.3%	Seller's
VA	Smith Mountain Lake	\$1,547,000	\$1,340,000	16	22.5%	Seller's	-	-	-	-	-
VA	Virginia Beach	\$1,392,500	\$1,250,000	20	24.1%	Seller's	\$825,000	\$770,000	34	21.1%	Seller's
WA	King County	\$1,999,999	\$1,699,500	7	33.1%	Seller's	\$1,196,500	\$1,227,475	13	23.7%	Seller's
WA	Seattle	\$2,100,000	\$1,650,000	6	46.1%	Seller's	\$1,375,000	\$1,275,000	19	29.8%	Seller's
WA	Spokane	\$1,144,950	\$985,000	25	7.2%	Buyer's	-	-	-	-	-
WA	Vancouver	\$1,380,000	\$1,402,590	35	17.5%	Balanced	\$832,450	\$714,000	33	10.9%	Buyer's

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.

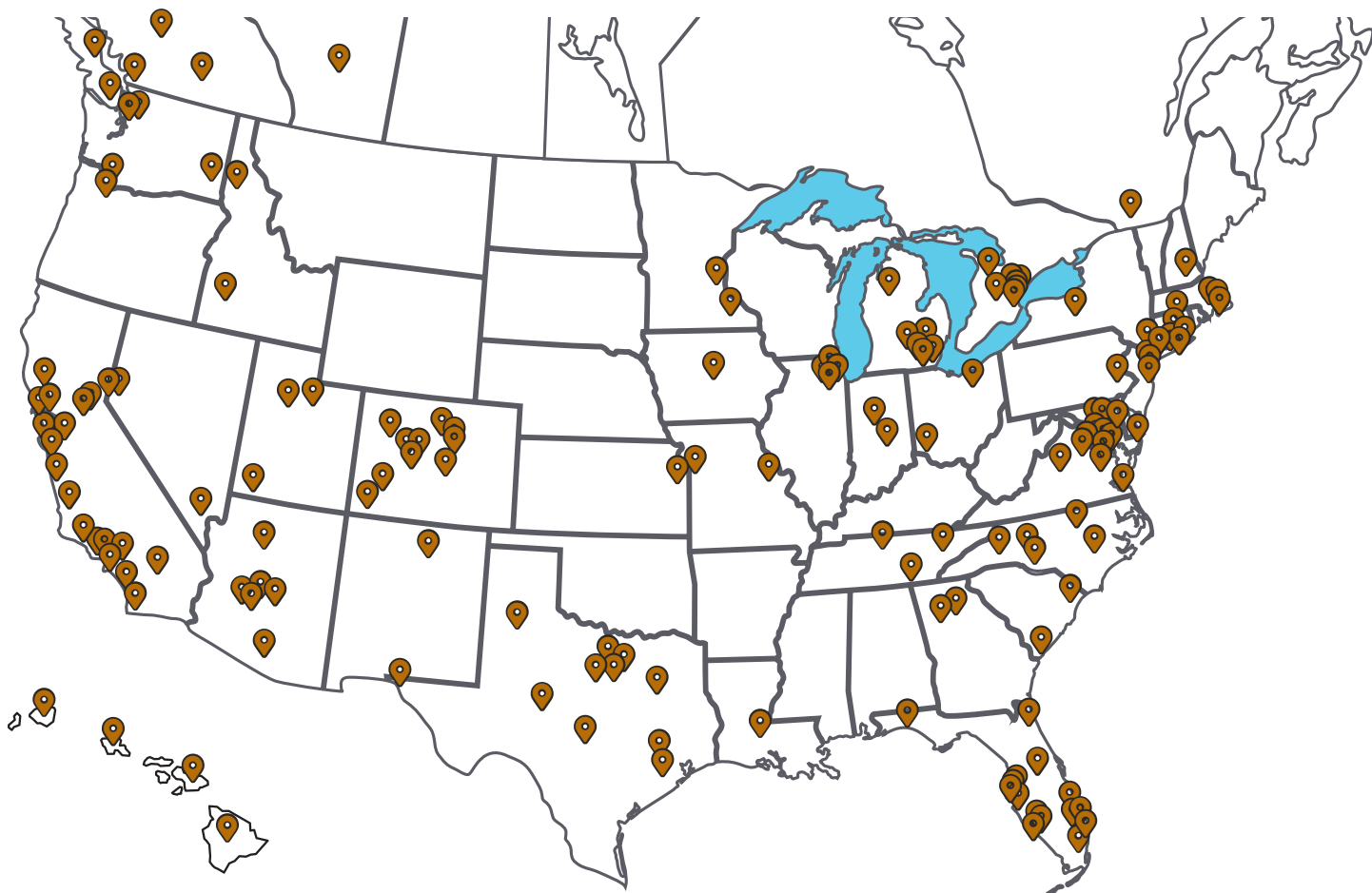
NEW LISTINGS: The number of homes that entered the market during the current month.

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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The Luxury Market Report is a monthly analysis provided by The Institute for Luxury Home Marketing.

Luxury benchmark prices are determined by The Institute. This active and sold data has been provided by REAL Marketing, who has compiled the data through various sources, including local MLS boards, local tax records and Realtor.com. Data is deemed reliable to the best of our knowledge, but is not guaranteed.

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