

# MECHELLE NICHOLS

LUXURY MARKET REPORT

WORCESTER COUNTY
OCEAN CITY
&
SUSSEX COUNTY
COASTAL DELAWARE
JANUARY 2023











My name is Mechelle Nichols and I am the local real estate professional here on the shore! I've lived and worked on the Eastern Shore for over 40 years and I specialize in high-end luxury real estate. My specialty areas include luxury properties in Maryland and Delaware beach communities that are priced in the top ten percent of their local market. Representing buying and selling of luxury homes-leveraging the strength and reliability of the Berkshire Hathaway name while providing the special expertise for this upscale market.

As a local agent and expert in the local market, I provide all-inclusive concierge services, assisting you with all of your real estate needs. I am steadfast available to endure your happiness and satisfaction. For more information on seeking or selling properties reach me at 410-430-1575 or email me at mnichols@luxuryshoreliving.com.

Enjoy The Beach,

Mechelle Michols

Mechelle Nichols REALTOR® Your OC Luxury Real Estate Expert







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## - 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.

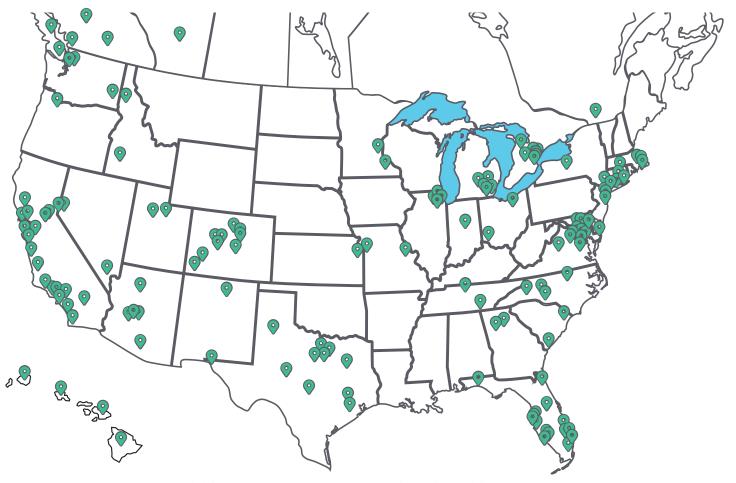
NEW LISTINGS: The number of homes that entered the market during the current month.

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

# LUXURY MARKET REPORT



MAP OF LUXURY RESIDENTIAL MARKETS

elcome to the Luxury Market Report, 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.



## A Year in Review - 2022

The best way to describe 2022 might be that it started with a 'boom' and ended with a 'fizzle' – certainly this is an apt description when looking at the declining sales each month over the last year. At the start of 2022, new inventory, especially for property types in high demand, flew off the shelf, but by the end of 2022, sales had all but stalled in comparison.

## **Predictions versus Reality**

2022 had been predicted to be a calmer year, with trusted trends, such as the spring real estate market returning with increased inventory levels, that would help plateau price increases. Demand was still predicted to be strong for luxury properties, but with the frenzy of 2021 replaced with a more discerning consideration of the property's value.

What had not been predicted was the influence of variables such as Ukraine, inflation, interest rates, and speculation about recession, which created a year of contradictions, uncertainty, and unexpected consequences.

However, despite all these mitigating factors, the overall luxury real estate market remained resistant to any dramatic or negative change and still retains its safe investment appeal to the affluent. Even though there has been a continued slowdown in sales activity in the last quarter, prices have not only remained stable in most luxury markets but at near–record levels.

Sales activity and price growth at the rate seen from March 2020 to March 2022 could not continue indefinitely, and although the slowdown may have felt dramatic compared to these last two years, the reality is that the market has returned to the more normalized pace of pre-pandemic days rather than there being a significant correction.

## **Inventory A Major Player in 2022**

Inventory levels certainly controlled much of the buying narrative during 2022. The number of sales in the first quarter of 2022 was only limited by the lack of new inventory entering the market, as the number of homes for sale hit a 20-year low.

While there was a significant increase in the listing of properties in the market in the second quarter of 2022, this only served to bring the level back up to the point that gave buyers a little respite—the result of which was an increase in the number of sales.



By the third quarter, interest rate hikes saw luxury sellers hesitate to put their homes on the market as they were unwilling to give up their low interest rates. According to Jim Egan, Morgan Stanley's U.S. housing strategist, "Over 90% of the market is fixed rate, for one. Most people have locked in their affordability."

Inventory, especially new inventory, is critical in the luxury real estate market. The lack of it helped stabilize the price and saw many markets remain more favorable to sellers. Consequently, by the end of 2022, the market had all stalled. Luxury sellers chose not to enter the market because they saw that rising inflation and interest rates were causing hesitation in buyers, and they feared they would not get the same price their neighbors had received the previous year.

## **Outside Influences Impact on the Luxury Market**

Three key influences played a significant role in the slowdown of sales.

#### Interest Rates

Luxury buyers, for the most part, are less affected by the rise in interest rates. However, the dramatic increases in 2022 saw that potential sellers chose not to list their homes, realizing that they would double their interest payments if they secured a mortgage on a new property.

#### Stock Market

Corrections in the stock market made luxury buyers more cautious – especially if they were looking to leverage their equity portfolio. The downturn saw corrections of more than 10% as the starting point that had many real estate investors hunker down and wait for stability to return.

#### Inflation

Rising inflation and constant predictions of recession also gave affluent sellers and buyers a reason to pause. With so much uncertainty and speculation, especially in the last six months of the year, as to the possible implications on the value of homes, those who did not need to sell didn't, and buyers hesitated to commit for fear of paying too much.



## **Luxury Properties Retain Their Strong Appeal**

Despite the impacts of these outside influences, buyers are still eager to invest in luxury real estate, especially if they can negotiate more favorable terms. Properties are still selling if they are priced right or hold a special appeal to a current purchaser and, most importantly, are move-in ready – a demand that is still high on the requirements for most buyers.

Cash buyers have returned during the last six months – previously, even the ultra-wealthy were taking advantage of the historically low interest rates. In today's market, sellers are keen to work with cash buyers as the transaction is less risky as it does not rely on an institution to provide funds or change their mind on pre-approved funds.

Leveraging their cash may be a short-term proposition for many affluent buyers, who, with an eye on the long-term investment potential of their luxury property, will at some time refinance, especially when interest and loan rates start to shift downward.

Real estate is still considered to be one of the safest investments as, historically, capital values have appreciated year over year, and even though the rate of return may fall compared to the last two years, expectations are that home values will continue to climb.

## A Buyer's Market, but Not Quite!

Buyers have been able to take advantage of the slower market, even though prices have not fallen to the levels that some had hoped. For the first time in two years, they have had more opportunities to buy a property without severe competition from multiple buyers and increasing prices leaving them out of the bidding game.

While there are more opportunities for price negotiation, there are even greater possibilities to include more favorable terms, such as requesting longer closing times, closing costs, or the completion of renovations within their offer, all of which were rarely seen during the last few years as fierce competition drove sales.

## Taking a Longer-Term View

Ultimately, the major lesson from 2022 has been that market corrections can shift fast, so taking a longer-term view on investing in real estate, especially luxury properties, is an important consideration.

Equally, we have seen a swing in the appreciation of a property from being another investment asset to one of major importance in people's lives. The affluent are willing to pay for a luxury property that provides for their security, safety, and overall well-being.

Properties, whether primary, secondary, or investment, are being purchased by the affluent with future requirements in mind, and if a property meets their criteria, whether interest rates are high or not, this will often have little impact on their decision.

## **Future Expectations**

As we head into a new year, we expect the luxury real estate market to remain softer than last year, but it is important to remember that we are simply returning to a more normalized market. Expect properties to stay on the market longer, prices not to drop significantly, and the affluent to make decisions based on long-term investment.

We highly recommend working with a luxury property specialist during this unconventional market to ascertain what is truly happening in your local marketplace. The art of selling and buying in this market needs a critical and analytical approach; understanding the realities and setting expectations accordingly will ensure that goals are achieved.

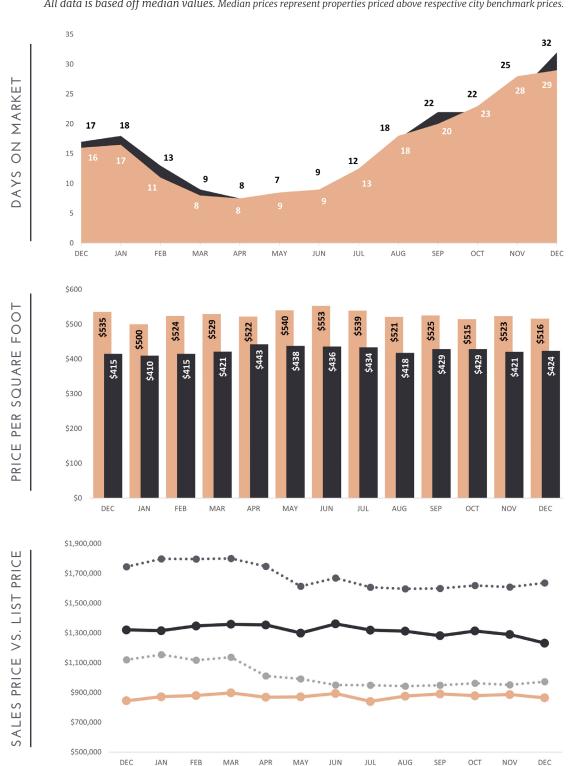


# - 13-MONTH MARKET TRENDS

## FOR THE LUXURY NORTH AMERICAN MARKET



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

December 2021 | December 2022

## SINGLE-FAMILY HOMES

	December 2021	December 2022
Median List Price	\$1,744,450	\$1,636,250
<b>Median Sale Price</b>	\$1,321,193	\$1,232,500
Median SP/LP Ratio	100.00%	97.74%
<b>Total Sales Ratio</b>	74.77%	24.20%
Median Price per Sq. Ft.	\$415	\$424

	December 2021	December 2022
Total Inventory	22,047	43,097
New Listings	5,462	7,857
Total Sold	16,485	10,431
Median Days on Market	17	32
Average Home Size	3,424	3,249

Median prices represent properties priced above respective city benchmark prices.











## SINGLE-FAMILY HOMES MARKET SUMMARY | DECEMBER 2022

- Official Market Type: Seller's Market with a 24.20% Sales Ratio.<sup>1</sup>
- Homes are selling for an average of **97.74% of list price**.
- The median luxury threshold<sup>2</sup> price is **\$950,000**, and the median luxury home sales price is **\$1,232,500**.
- Markets with the Highest Median Sales Price: **Vancouver** (\$2,500,000), **Whistler** (\$2,500,000), **Los Angeles** (\$2,500,000), and **San Francisco** (\$2,500,000).
- Markets with the Highest Sales Ratio: South Shore (72%), Hamilton County (67%),
   St. Louis (66%), and East Bay (57%).

<sup>1</sup>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

December 2021 | December 2022

## ATTACHED HOMES

	December 2021	December 2022
Median List Price	\$1,119,970	\$972,475
<b>Median Sale Price</b>	\$844,950	\$864,623
Median SP/LP Ratio	100.00%	98.12%
<b>Total Sales Ratio</b>	61.18%	19.93%
Median Price per Sq. Ft.	\$535	\$516

	December 2021	December 2022
Total Inventory	8,607	14,209
New Listings	2,363	2,948
Total Sold	5,266	2,832
Median Days on Market	16	29
Average Home Size	1,890	1,901

Median prices represent properties priced above respective city benchmark prices.











## ATTACHED HOMES MARKET SUMMARY | DECEMBER 2022

- Official Market Type: **Balanced Market** with a **19.93% Sales Ratio**.<sup>1</sup>
- Attached homes are selling for an average of **98.12% of list price**.
- The median luxury threshold<sup>2</sup> price is **\$700,000**, and the median attached luxury sale price is **\$864,623**.
- Markets with the Highest Median Sales Price: **Aspen & Vail** (\$2,000,000), **San Francisco** (\$1,950,000), **Aspen** (\$1,800,000), and **Whistler** (\$1,750,000).
- Markets with the Highest Sales Ratio: **Howard County** (208%), **Nashville** (101%), **East Bay** (99%), and **Santa Barbara** (89%).

<sup>1</sup>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.

AB         Calgary         \$1,099,900         \$945,500         346         95         90         50         Seller's           AZ         Chandler and Gilbert         \$1,050,000         \$1,050,000         161         21         42         65         Seller's           AZ         Flagstaff         \$1,650,000         \$1,550,000         61         9         13         57         Seller's           AZ         Paradise Valley         \$6,067,500         \$3,025,000         120         25         22         55         Balanced           AZ         Phoenix         \$5,60,386         \$755,000         694         141         201         59         Seller's           AZ         Tucson         \$689,013         \$659,000         816         166         207         21         Seller's           BC         Mid Vancouver Island         \$1,750,000         \$1,669,000         699         68         27         45         Buyer's           BC         Whistley         \$1,750,000         \$3,600,000         699         68         27         45         Buyer's           BC         Vancouver         \$4,680,000         \$3,400,000         799         79         25         39	State	Market Name	Median List Price	Median Sold Price	Inventory	New Listings	Sold	Days on Market	Market Status
AZ         Flagstaff         \$1,650,000         \$1,155,000         61         9         13         57         Seller's           AZ         Mesa         \$851,000         \$825,000         172         21         4,8         62         Seller's           AZ         Paradise Valley         \$6,067,500         \$3,025,000         120         25         22         55         Balanced           AZ         Phoenix         \$860,386         \$755,000         694         141         201         59         Seller's           AZ         Phoenix         \$869,013         \$650,000         836         166         207         21         Seller's           AZ         Tucson         \$689,013         \$650,000         836         166         207         21         Seller's           BC         Wid Vancouver         \$4,680,000         \$1,600,000         609         68         27         45         Buyer's           BC         Vactoria         \$2,424,500         \$2,200,000         98         19         11         43         Buyer's           BC         Victoria         \$2,424,500         \$2,200,000         37         3         3         75         Buyer's      <	AB	Calgary	\$1,099,900	\$945,500	346	95	90	50	Seller's
AZ         Mesa         \$851,000         \$825,000         172         21         4,8         62         Seller's           AZ         Paradise Valley         \$6,067,500         \$3,025,000         120         25         22         55         Balanced           AZ         Phoenix         \$860,386         \$755,000         694         141         201         59         Seller's           AZ         Phoenix         \$869,013         \$650,000         836         166         207         21         Seller's           BC         Mid Vancouver Island         \$1,750,000         \$1,660,000         609         68         27         45         Buyer's           BC         Victoria         \$2,424,500         \$2,300,000         799         79         25         39         Buyer's           BC         Wictoria         \$2,424,500         \$2,200,000         98         19         11         43         Buyer's           BC         Wistler         \$5,690,000         \$3,350,000         37         3         3         75         Buyer's           CA         Central Coast         \$2,2790,000         \$2,425,000         197         40         33         16         Balanced	AZ	Chandler and Gilbert	\$1,050,000	\$1,050,000	161	21	42	65	Seller's
AZ         Paradise Valley         \$6,067,500         \$3,025,000         120         25         22         55         Balanced           AZ         Phoenix         \$860,386         \$755,000         694         141         201         59         Seller's           AZ         Scottsdale         \$1,090,000         \$1,699,950         659         99         120         68         Balanced           AZ         Tucson         \$689,013         \$650,000         836         166         207         21         Seller's           BC         Mid Vancouver         \$1,650,000         \$1,600,000         609         68         27         45         Buyer's           BC         Victoria         \$2,424,500         \$2,200,000         98         19         11         43         Buyer's           BC         Whistler         \$5,690,000         \$3,350,000         37         3         3         75         Buyer's           CA         Central Coast         \$2,750,000         \$2,425,000         197         40         33         16         Balanced           CA         East Bay         \$2,275,000         \$1,590,000         294         94         167         24         Seller's<	AZ	Flagstaff	\$1,650,000	\$1,155,000	61	9	13	57	Seller's
AZ         Phoenix         \$860,386         \$755,000         694         141         201         59         Seller's           AZ         Scottsdale         \$1,950,000         \$1,699,950         659         99         120         68         Balanced           AZ         Tucson         \$688,013         \$650,000         836         166         207         21         Seller's           BC         Mid Vancouver         \$1,750,000         \$1,600,000         609         68         27         45         Buyer's           BC         Vancouver         \$4,680,000         \$3,400,000         799         79         25         39         Buyer's           BC         Victoria         \$2,424,500         \$2,200,000         98         19         11         43         Buyer's           BC         Whistler         \$5,690,000         \$3,350,000         37         3         3         75         Buyer's           CA         Central Coast         \$2,775,000         \$2,425,000         197         40         33         16         Balanced           CA         East Bay         \$2,227,500         \$1,99,000         371         69         56         46         Balanced	AZ	Mesa	\$851,000	\$825,000	172	21	48	62	Seller's
AZ         Scottsdale         \$1,950,000         \$1,699,950         659         99         120         68         Balanced           AZ         Tucson         \$689,013         \$650,000         836         166         207         21         Seller's           BC         Mid Vancouver Island         \$1,750,000         \$1,486,500         129         24         12         44         Buyer's           BC         Okanagan Valley         \$1,750,000         \$1,600,000         609         68         27         45         Buyer's           BC         Vancouver         \$4,680,000         \$3,400,000         799         79         25         39         Buyer's           BC         Victoria         \$2,424,500         \$3,200,000         98         19         11         43         Buyer's           BC         Whistler         \$5,690,000         \$3,350,000         37         3         3         75         Buyer's           CA         Central Coast         \$2,750,000         \$2,425,000         197         40         33         16         Balanced           CA         East Bay         \$2,847,500         \$1,900,000         294         94         167         24	AZ	Paradise Valley	\$6,067,500	\$3,025,000	120	25	22	55	Balanced
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BC         Okanagan Valley         \$1,750,000         \$1,600,000         609         68         27         45         Buyer's           BC         Vancouver         \$4,680,000         \$3,400,000         799         79         25         39         Buyer's           BC         Victoria         \$2,424,500         \$2,200,000         98         19         11         43         Buyer's           BC         Whistler         \$5,690,000         \$3,350,000         37         3         3         75         Buyer's           CA         Central Coast         \$2,750,000         \$2,425,000         197         40         33         16         Balanced           CA         East Bay         \$2,272,500         \$1,900,000         294         94         167         24         Seller's           CA         Greater Palm Springs         \$1,895,000         \$1,599,000         371         69         56         46         Balanced           CA         Lake Tahoe         \$2,272,500         \$1,400,000         128         30         25         71         Balanced           CA         Los Angeles Beach Cities         \$6,380,000         \$4,250,000         253         35         44	AZ	Tucson	\$689,013	\$650,000	836	166	207	21	Seller's
BC         Vancouver         \$4,680,000         \$3,400,000         799         79         25         39         Buyer's           BC         Victoria         \$2,424,500         \$2,200,000         98         19         11         43         Buyer's           BC         Whistler         \$5,690,000         \$3,350,000         37         3         3         75         Buyer's           CA         Central Coast         \$2,750,000         \$2,425,000         197         40         33         16         Balanced           CA         Central Palm Springs         \$1,895,000         \$1,599,000         371         69         56         46         Balanced           CA         Lake Tahoe         \$2,847,500         \$1,400,000         128         30         25         71         Balanced           CA         Los Angeles Beach Cities         \$6,380,000         \$4,250,000         253         35         44         34         Balanced           CA         Los Angeles City         \$5,895,000         \$3,812,500         499         77         76         49         Balanced           CA         Los Angeles The Valley         \$2,595,000         \$2,300,000         424         87         11 <td>ВС</td> <td>Mid Vancouver Island</td> <td>\$1,750,000</td> <td>\$1,486,500</td> <td>129</td> <td>24</td> <td>12</td> <td>44</td> <td>Buyer's</td>	ВС	Mid Vancouver Island	\$1,750,000	\$1,486,500	129	24	12	44	Buyer's
BC         Victoria         \$2,424,500         \$2,200,000         98         19         11         43         Buyer's           BC         Whistler         \$5,690,000         \$3,350,000         37         3         3         75         Buyer's           CA         Central Coast         \$2,750,000         \$2,425,000         197         40         33         16         Balanced           CA         East Bay         \$2,272,500         \$1,900,000         294         94         167         24         Seller's           CA         Greater Palm Springs         \$1,895,000         \$1,599,000         371         69         56         46         Balanced           CA         Lake Tahoe         \$2,847,500         \$1,250,000         253         35         44         34         Balanced           CA         Los Angeles Beach Cities         \$6,380,000         \$4,250,000         253         35         44         34         Balanced           CA         Los Angeles City         \$5,895,000         \$3,812,500         499         77         76         49         Balanced           CA         Los Angeles The Valley         \$2,595,000         \$2,300,000         424         87         113<	ВС	Okanagan Valley	\$1,750,000	\$1,600,000	609	68	27	45	Buyer's
BC         Whistler         \$5,690,000         \$3,350,000         37         3         3         75         Buyer's           CA         Central Coast         \$2,750,000         \$2,425,000         197         40         33         16         Balanced           CA         East Bay         \$2,272,500         \$1,900,000         294         94         167         24         Seller's           CA         Greater Palm Springs         \$1,895,000         \$1,599,000         371         69         56         46         Balanced           CA         Lake Tahoe         \$2,847,500         \$1,400,000         128         30         25         71         Balanced           CA         Los Angeles Beach Cities         \$6,380,000         \$4,250,000         253         35         44         34         Balanced           CA         Los Angeles City         \$5,895,000         \$3,812,500         499         77         76         49         Balanced           CA         Los Angeles The Valley         \$2,595,000         \$2,300,000         424         87         113         38         Seller's           CA         Marin County         \$4,297,500         \$3,350,000         72         1 <td< td=""><td>ВС</td><td>Vancouver</td><td>\$4,680,000</td><td>\$3,400,000</td><td>799</td><td>79</td><td>25</td><td>39</td><td>Buyer's</td></td<>	ВС	Vancouver	\$4,680,000	\$3,400,000	799	79	25	39	Buyer's
CA         Central Coast         \$2,750,000         \$2,425,000         197         40         33         16         Balanced           CA         East Bay         \$2,272,500         \$1,900,000         294         94         167         24         Seller's           CA         Greater Palm Springs         \$1,895,000         \$1,599,000         371         69         56         46         Balanced           CA         Lake Tahoe         \$2,847,500         \$1,400,000         128         30         25         71         Balanced           CA         Los Angeles Beach Cities         \$6,380,000         \$4,250,000         253         35         44         34         Balanced           CA         Los Angeles City         \$5,895,000         \$3,812,500         499         77         76         49         Balanced           CA         Los Angeles The Valley         \$2,595,000         \$2,300,000         424         87         113         38         Seller's           CA         Marin County         \$4,297,500         \$3,030,000         44         2         21         47         Seller's           CA         Napa County         \$3,550,000         \$3,150,000         72         1	ВС	Victoria	\$2,424,500	\$2,200,000	98	19	11	43	Buyer's
CA         East Bay         \$2,272,500         \$1,900,000         294         94         167         24         Seller's           CA         Greater Palm Springs         \$1,895,000         \$1,599,000         371         69         56         46         Balanced           CA         Lake Tahoe         \$2,847,500         \$1,400,000         128         30         25         71         Balanced           CA         Los Angeles Beach Cities         \$6,380,000         \$4,250,000         253         35         44         34         Balanced           CA         Los Angeles City         \$5,895,000         \$3,812,500         499         77         76         49         Balanced           CA         Los Angeles The Valley         \$2,595,000         \$2,300,000         424         87         113         38         Seller's           CA         Marin County         \$4,297,500         \$3,300,000         44         2         21         47         Seller's           CA         Napa County         \$3,550,000         \$3,500,000         72         1         5         148         Buyer's           CA         Orange County         \$1,164,000         \$1,098,500         202         41	ВС	Whistler	\$5,690,000	\$3,350,000	37	3	3	75	Buyer's
CA         Greater Palm Springs         \$1,895,000         \$1,599,000         371         69         56         46         Balanced           CA         Lake Tahoe         \$2,847,500         \$1,400,000         128         30         25         71         Balanced           CA         Los Angeles Beach Cities         \$6,380,000         \$4,250,000         253         35         44         34         Balanced           CA         Los Angeles City         \$5,895,000         \$3,812,500         499         77         76         49         Balanced           CA         Los Angeles The Valley         \$2,595,000         \$2,300,000         424         87         113         38         Seller's           CA         Marin County         \$4,297,500         \$3,00,000         44         2         21         47         Seller's           CA         Napa County         \$3,550,000         \$3,500,000         72         1         5         148         Buyer's           CA         Orange County         \$1,164,000         \$1,098,500         202         41         46         24         Seller's           CA         Sacramento         \$995,000         \$903,750         495         110 <t< td=""><td>CA</td><td>Central Coast</td><td>\$2,750,000</td><td>\$2,425,000</td><td>197</td><td>40</td><td>33</td><td>16</td><td>Balanced</td></t<>	CA	Central Coast	\$2,750,000	\$2,425,000	197	40	33	16	Balanced
CA         Lake Tahoe         \$2,847,500         \$1,400,000         128         30         25         71         Balanced           CA         Los Angeles Beach Cities         \$6,380,000         \$4,250,000         253         35         44         34         Balanced           CA         Los Angeles City         \$5,895,000         \$3,812,500         499         77         76         49         Balanced           CA         Los Angeles The Valley         \$2,595,000         \$2,300,000         424         87         113         38         Seller's           CA         Marin County         \$4,297,500         \$3,030,000         44         2         21         47         Seller's           CA         Napa County         \$3,550,000         \$3,500,000         72         1         5         148         Buyer's           CA         Orange County         \$2,795,000         \$2,129,990         696         116         211         32         Seller's           CA         Placer County         \$1,164,000         \$1,098,500         202         41         46         24         Seller's           CA         San Diego         \$2,296,950         \$1,825,000         624         138 <td< td=""><td>CA</td><td>East Bay</td><td>\$2,272,500</td><td>\$1,900,000</td><td>294</td><td>94</td><td>167</td><td>24</td><td>Seller's</td></td<>	CA	East Bay	\$2,272,500	\$1,900,000	294	94	167	24	Seller's
CA         Los Angeles Beach Cities         \$6,380,000         \$4,250,000         253         35         44         34         Balanced           CA         Los Angeles City         \$5,895,000         \$3,812,500         499         77         76         49         Balanced           CA         Los Angeles The Valley         \$2,595,000         \$2,300,000         424         87         113         38         Seller's           CA         Marin County         \$4,297,500         \$3,030,000         44         2         21         47         Seller's           CA         Napa County         \$3,550,000         \$3,500,000         72         1         5         148         Buyer's           CA         Orange County         \$2,795,000         \$2,129,990         696         116         211         32         Seller's           CA         Placer County         \$1,164,000         \$1,098,500         202         41         46         24         Seller's           CA         Sacramento         \$995,000         \$903,750         495         110         154         26         Seller's           CA         San Diego         \$2,296,950         \$1,825,000         624         138         1	CA	Greater Palm Springs	\$1,895,000	\$1,599,000	371	69	56	46	Balanced
CA         Los Angeles City         \$5,895,000         \$3,812,500         499         77         76         49         Balanced           CA         Los Angeles The Valley         \$2,595,000         \$2,300,000         424         87         113         38         Seller's           CA         Marin County         \$4,297,500         \$3,030,000         44         2         21         47         Seller's           CA         Napa County         \$3,550,000         \$3,500,000         72         1         5         148         Buyer's           CA         Orange County         \$2,795,000         \$2,129,990         696         116         211         32         Seller's           CA         Placer County         \$1,164,000         \$1,098,500         202         41         46         24         Seller's           CA         Sacramento         \$995,000         \$903,750         495         110         154         26         Seller's           CA         San Diego         \$2,296,950         \$1,825,000         624         138         198         19         Seller's           CA         San Francisco         \$4,150,000         \$3,325,000         64         8         32	CA	Lake Tahoe	\$2,847,500	\$1,400,000	128	30	25	71	Balanced
CA Los Angeles The Valley \$2,595,000 \$2,300,000 424 87 113 38 Seller's CA Marin County \$4,297,500 \$3,030,000 44 2 21 47 Seller's CA Napa County \$3,550,000 \$3,500,000 72 1 5 148 Buyer's CA Orange County \$2,795,000 \$2,129,990 696 116 211 32 Seller's CA Placer County \$1,164,000 \$1,098,500 202 41 46 24 Seller's CA Sacramento \$995,000 \$903,750 495 110 154 26 Seller's CA San Diego \$2,296,950 \$1,825,000 624 138 198 19 Seller's CA San Luis Obispo County \$1,750,000 \$3,325,000 64 8 32 32 Seller's CA Santa Barbara \$5,475,000 \$3,550,000 81 15 29 11 Seller's CA Silicon Valley \$4,199,944 \$3,190,908 268 69 113 24 Seller's CA Sonoma County \$2,300,000 \$1,725,000 117 28 53 75 Seller's CA Ventura County \$2,300,000 \$1,471,545 141 30 43 57 Seller's CO Boulder \$2,200,000 \$1,433,320 371 65 134 26 Seller's	CA	Los Angeles Beach Cities	\$6,380,000	\$4,250,000	253	35	44	34	Balanced
CA         Marin County         \$4,297,500         \$3,030,000         44         2         21         47         Seller's           CA         Napa County         \$3,550,000         \$3,500,000         72         1         5         148         Buyer's           CA         Orange County         \$2,795,000         \$2,129,990         696         116         211         32         Seller's           CA         Placer County         \$1,164,000         \$1,098,500         202         41         46         24         Seller's           CA         Sacramento         \$995,000         \$903,750         495         110         154         26         Seller's           CA         San Diego         \$2,296,950         \$1,825,000         624         138         198         19         Seller's           CA         San Francisco         \$4,150,000         \$3,325,000         64         8         32         32         Seller's           CA         San Luis Obispo County         \$1,750,000         \$1,545,000         146         31         41         37         Seller's           CA         Santa Barbara         \$5,475,000         \$3,150,000         81         15         29 <t< td=""><td>CA</td><td>Los Angeles City</td><td>\$5,895,000</td><td>\$3,812,500</td><td>499</td><td>77</td><td>76</td><td>49</td><td>Balanced</td></t<>	CA	Los Angeles City	\$5,895,000	\$3,812,500	499	77	76	49	Balanced
CA         Napa County         \$3,550,000         \$3,500,000         72         1         5         148         Buyer's           CA         Orange County         \$2,795,000         \$2,129,990         696         116         211         32         Seller's           CA         Placer County         \$1,164,000         \$1,098,500         202         41         46         24         Seller's           CA         Sacramento         \$995,000         \$903,750         495         110         154         26         Seller's           CA         San Diego         \$2,296,950         \$1,825,000         624         138         198         19         Seller's           CA         San Francisco         \$4,150,000         \$3,325,000         64         8         32         32         Seller's           CA         San Luis Obispo County         \$1,750,000         \$1,545,000         146         31         41         37         Seller's           CA         Santa Barbara         \$5,475,000         \$3,550,000         81         15         29         11         Seller's           CA         Silicon Valley         \$4,199,944         \$3,190,908         268         69         113	CA	Los Angeles The Valley	\$2,595,000	\$2,300,000	424	87	113	38	Seller's
CA Orange County \$2,795,000 \$2,129,990 696 116 211 32 Seller's CA Placer County \$1,164,000 \$1,098,500 202 41 46 24 Seller's CA Sacramento \$995,000 \$903,750 495 110 154 26 Seller's CA San Diego \$2,296,950 \$1,825,000 624 138 198 19 Seller's CA San Francisco \$4,150,000 \$3,325,000 64 8 32 32 Seller's CA San Luis Obispo County \$1,750,000 \$1,545,000 146 31 41 37 Seller's CA Santa Barbara \$5,475,000 \$3,550,000 81 15 29 11 Seller's CA Silicon Valley \$4,199,944 \$3,190,908 268 69 113 24 Seller's CA Sonoma County \$2,400,000 \$1,930,000 113 11 31 54 Seller's CA Ventura County \$2,300,000 \$1,725,000 177 28 53 75 Seller's CO Aspen \$14,950,000 \$10,600,000 67 8 3 92 Buyer's CO Boulder \$2,200,000 \$1,471,545 141 30 43 57 Seller's CO Colorado Springs \$899,900 \$850,000 311 71 74 24 Seller's CO Denver \$1,620,000 \$1,433,320 371 65 134 26 Seller's	CA	Marin County	\$4,297,500	\$3,030,000	44	2	21	47	Seller's
CA         Placer County         \$1,164,000         \$1,098,500         202         41         46         24         Seller's           CA         Sacramento         \$995,000         \$903,750         495         110         154         26         Seller's           CA         San Diego         \$2,296,950         \$1,825,000         624         138         198         19         Seller's           CA         San Francisco         \$4,150,000         \$3,325,000         64         8         32         32         Seller's           CA         San Luis Obispo County         \$1,750,000         \$1,545,000         146         31         41         37         Seller's           CA         Santa Barbara         \$5,475,000         \$3,550,000         81         15         29         11         Seller's           CA         Silicon Valley         \$4,199,944         \$3,190,908         268         69         113         24         Seller's           CA         Sonoma County         \$2,400,000         \$1,930,000         113         11         31         54         Seller's           CA         Ventura County         \$2,300,000         \$1,725,000         177         28         53	CA	Napa County	\$3,550,000	\$3,500,000	72	1	5	148	Buyer's
CA         Sacramento         \$995,000         \$903,750         495         110         154         26         Seller's           CA         San Diego         \$2,296,950         \$1,825,000         624         138         198         19         Seller's           CA         San Francisco         \$4,150,000         \$3,325,000         64         8         32         32         Seller's           CA         San Luis Obispo County         \$1,750,000         \$1,545,000         146         31         41         37         Seller's           CA         Santa Barbara         \$5,475,000         \$3,550,000         81         15         29         11         Seller's           CA         Silicon Valley         \$4,199,944         \$3,190,908         268         69         113         24         Seller's           CA         Sonoma County         \$2,400,000         \$1,930,000         113         11         31         54         Seller's           CA         Ventura County         \$2,300,000         \$1,725,000         177         28         53         75         Seller's           CO         Aspen         \$14,950,000         \$10,600,000         67         8         3 <t< td=""><td>CA</td><td>Orange County</td><td>\$2,795,000</td><td>\$2,129,990</td><td>696</td><td>116</td><td>211</td><td>32</td><td>Seller's</td></t<>	CA	Orange County	\$2,795,000	\$2,129,990	696	116	211	32	Seller's
CA         San Diego         \$2,296,950         \$1,825,000         624         138         198         19         Seller's           CA         San Francisco         \$4,150,000         \$3,325,000         64         8         32         32         Seller's           CA         San Luis Obispo County         \$1,750,000         \$1,545,000         146         31         41         37         Seller's           CA         Santa Barbara         \$5,475,000         \$3,550,000         81         15         29         11         Seller's           CA         Silicon Valley         \$4,199,944         \$3,190,908         268         69         113         24         Seller's           CA         Sonoma County         \$2,400,000         \$1,930,000         113         11         31         54         Seller's           CA         Ventura County         \$2,300,000         \$1,725,000         177         28         53         75         Seller's           CO         Aspen         \$14,950,000         \$10,600,000         67         8         3         92         Buyer's           CO         Boulder         \$2,200,000         \$1,471,545         141         30         43	CA	Placer County	\$1,164,000	\$1,098,500	202	41	46	24	Seller's
CA         San Francisco         \$4,150,000         \$3,325,000         64         8         32         32         Seller's           CA         San Luis Obispo County         \$1,750,000         \$1,545,000         146         31         41         37         Seller's           CA         Santa Barbara         \$5,475,000         \$3,550,000         81         15         29         11         Seller's           CA         Silicon Valley         \$4,199,944         \$3,190,908         268         69         113         24         Seller's           CA         Sonoma County         \$2,400,000         \$1,930,000         113         11         31         54         Seller's           CA         Ventura County         \$2,300,000         \$1,725,000         177         28         53         75         Seller's           CO         Aspen         \$14,950,000         \$10,600,000         67         8         3         92         Buyer's           CO         Boulder         \$2,200,000         \$1,471,545         141         30         43         57         Seller's           CO         Colorado Springs         \$899,900         \$850,000         311         71         74 <td< td=""><td>CA</td><td>Sacramento</td><td>\$995,000</td><td>\$903,750</td><td>495</td><td>110</td><td>154</td><td>26</td><td>Seller's</td></td<>	CA	Sacramento	\$995,000	\$903,750	495	110	154	26	Seller's
CA         San Luis Obispo County         \$1,750,000         \$1,545,000         146         31         41         37         Seller's           CA         Santa Barbara         \$5,475,000         \$3,550,000         81         15         29         11         Seller's           CA         Silicon Valley         \$4,199,944         \$3,190,908         268         69         113         24         Seller's           CA         Sonoma County         \$2,400,000         \$1,930,000         113         11         31         54         Seller's           CA         Ventura County         \$2,300,000         \$1,725,000         177         28         53         75         Seller's           CO         Aspen         \$14,950,000         \$10,600,000         67         8         3         92         Buyer's           CO         Boulder         \$2,200,000         \$1,471,545         141         30         43         57         Seller's           CO         Colorado Springs         \$899,900         \$850,000         311         71         74         24         Seller's           CO         Denver         \$1,620,000         \$1,433,320         371         65         134         26<	CA	San Diego	\$2,296,950	\$1,825,000	624	138	198	19	Seller's
CA Santa Barbara \$5,475,000 \$3,550,000 81 15 29 11 Seller's  CA Silicon Valley \$4,199,944 \$3,190,908 268 69 113 24 Seller's  CA Sonoma County \$2,400,000 \$1,930,000 113 11 31 54 Seller's  CA Ventura County \$2,300,000 \$1,725,000 177 28 53 75 Seller's  CO Aspen \$14,950,000 \$10,600,000 67 8 3 92 Buyer's  CO Boulder \$2,200,000 \$1,471,545 141 30 43 57 Seller's  CO Colorado Springs \$899,900 \$850,000 311 71 74 24 Seller's  CO Denver \$1,620,000 \$1,433,320 371 65 134 26 Seller's	CA	San Francisco	\$4,150,000	\$3,325,000	64	8	32	32	Seller's
CA       Silicon Valley       \$4,199,944       \$3,190,908       268       69       113       24       Seller's         CA       Sonoma County       \$2,400,000       \$1,930,000       113       11       31       54       Seller's         CA       Ventura County       \$2,300,000       \$1,725,000       177       28       53       75       Seller's         CO       Aspen       \$14,950,000       \$10,600,000       67       8       3       92       Buyer's         CO       Boulder       \$2,200,000       \$1,471,545       141       30       43       57       Seller's         CO       Colorado Springs       \$899,900       \$850,000       311       71       74       24       Seller's         CO       Denver       \$1,620,000       \$1,433,320       371       65       134       26       Seller's	CA	San Luis Obispo County	\$1,750,000	\$1,545,000	146	31	41	37	Seller's
CA       Sonoma County       \$2,400,000       \$1,930,000       113       11       31       54       Seller's         CA       Ventura County       \$2,300,000       \$1,725,000       177       28       53       75       Seller's         CO       Aspen       \$14,950,000       \$10,600,000       67       8       3       92       Buyer's         CO       Boulder       \$2,200,000       \$1,471,545       141       30       43       57       Seller's         CO       Colorado Springs       \$899,900       \$850,000       311       71       74       24       Seller's         CO       Denver       \$1,620,000       \$1,433,320       371       65       134       26       Seller's	CA	Santa Barbara	\$5,475,000	\$3,550,000	81	15	29	11	Seller's
CA       Ventura County       \$2,300,000       \$1,725,000       177       28       53       75       Seller's         CO       Aspen       \$14,950,000       \$10,600,000       67       8       3       92       Buyer's         CO       Boulder       \$2,200,000       \$1,471,545       141       30       43       57       Seller's         CO       Colorado Springs       \$899,900       \$850,000       311       71       74       24       Seller's         CO       Denver       \$1,620,000       \$1,433,320       371       65       134       26       Seller's	CA	Silicon Valley	\$4,199,944	\$3,190,908	268	69	113	24	Seller's
CO       Aspen       \$14,950,000       \$10,600,000       67       8       3       92       Buyer's         CO       Boulder       \$2,200,000       \$1,471,545       141       30       43       57       Seller's         CO       Colorado Springs       \$899,900       \$850,000       311       71       74       24       Seller's         CO       Denver       \$1,620,000       \$1,433,320       371       65       134       26       Seller's	CA	Sonoma County	\$2,400,000	\$1,930,000	113	11	31	54	Seller's
CO       Boulder       \$2,200,000       \$1,471,545       141       30       43       57       Seller's         CO       Colorado Springs       \$899,900       \$850,000       311       71       74       24       Seller's         CO       Denver       \$1,620,000       \$1,433,320       371       65       134       26       Seller's	CA	Ventura County	\$2,300,000	\$1,725,000	177	28	53	75	Seller's
CO       Colorado Springs       \$899,900       \$850,000       311       71       74       24       Seller's         CO       Denver       \$1,620,000       \$1,433,320       371       65       134       26       Seller's	CO	Aspen	\$14,950,000	\$10,600,000	67	8	3	92	Buyer's
CO Denver \$1,620,000 \$1,433,320 371 65 134 26 Seller's	CO	Boulder	\$2,200,000	\$1,471,545	141	30	43	57	Seller's
	CO	Colorado Springs	\$899,900	\$850,000	311	71	74	24	Seller's
CO Douglas County \$1,360,000 \$1,150,000 213 34 65 26 Seller's	CO	Denver	\$1,620,000	\$1,433,320	371	65	134	26	Seller's
	CO	Douglas County	\$1,360,000	\$1,150,000	213	34	65	26	Seller's

State	Market Name	Median List Price	Median Sold Price	Inventory	New Listings	Sold	Days on Market	Market Status
CO	Durango	\$1,450,000	\$1,128,500	73	11	16	97	Seller's
CO	Summit County	\$3,695,000	\$2,537,500	61	8	8	100	Buyer's
CO	Telluride	\$6,400,000	\$10,250,000	70	9	1	134	Buyer's
CO	Vail	\$5,549,500	\$4,900,000	76	6	8	121	Buyer's
СТ	Central Connecticut	\$699,900	\$607,500	292	34	128	22	Seller's
СТ	Coastal Connecticut	\$2,500,000	\$1,683,750	369	36	130	32	Seller's
DC	Washington D.C.	\$4,497,000	\$3,280,000	34	3	10	45	Seller's
DE	Sussex County Coastal	\$1,399,990	\$1,170,000	121	9	41	1	Seller's
FL	Boca Raton/Delray Beach	\$2,998,500	\$1,975,000	444	87	60	40	Buyer's
FL	Coastal Pinellas County	\$2,225,000	\$2,392,500	112	22	12	19	Buyer's
FL	Greater Fort Lauderdale	\$1,350,000	\$1,027,000	1515	290	183	39	Buyer's
FL	Jacksonville Beaches	\$1,380,000	\$1,098,537	308	65	61	37	Balanced
FL	Lee County	\$1,399,000	\$1,217,352	541	148	79	20	Buyer's
FL	Marco Island	\$2,699,900	\$2,762,500	145	29	8	45	Buyer's
FL	Miami	\$2,100,000	\$1,400,000	989	188	64	61	Buyer's
FL	Naples	\$4,999,995	\$4,537,500	349	71	48	39	Buyer's
FL	Orlando	\$1,250,000	\$1,090,000	641	156	164	28	Seller's
FL	Sarasota & Beaches	\$2,790,000	\$2,000,000	353	85	35	24	Buyer's
FL	South Pinellas County	\$1,600,000	\$1,225,000	275	43	55	36	Balanced
FL	South Walton	\$2,450,000	\$1,809,000	356	53	51	70	Buyer's
FL	Space Coast	\$850,000	\$725,000	342	93	87	22	Seller's
FL	Tampa	\$730,160	\$698,497	1218	240	307	19	Seller's
FL	Palm Beach Towns	\$3,997,000	\$2,550,000	308	50	15	57	Buyer's
FL	Weston	\$1,155,000	\$1,025,000	110	19	21	51	Balanced
GA	Atlanta	\$1,597,350	\$1,200,000	572	108	120	23	Balanced
GA	Duluth	\$1,699,500	\$1,184,500	22	5	2	14	Buyer's
HI	Island of Hawaii	\$2,335,000	\$1,427,500	135	33	24	25	Balanced
HI	Kauai	\$2,999,000	\$1,629,504	55	7	6	61	Buyer's
HI	Maui	\$3,175,000	\$2,159,500	145	36	14	92	Buyer's
HI	Oahu	\$2,999,000	\$2,285,000	203	32	33	27	Balanced
ID	Ada County	\$775,000	\$780,000	568	119	197	30	Seller's
ID	Northern Idaho	\$1,664,500	\$1,300,000	232	31	32	93	Buyer's
IL	Chicago	\$1,500,000	\$1,175,000	450	76	169	29	Seller's
IL	DuPage County	\$1,199,000	\$880,000	214	42	69	25	Seller's
IL	Lake County	\$1,200,000	\$966,421	184	20	67	36	Seller's
IL	Will County	\$647,775	\$577,684	190	47	75	22	Seller's
IN	Hamilton County	\$799,900	\$762,453	155	35	104	9	Seller's

State	Market Name	Median List Price	Median Sold Price	Inventory	New Listings	Sold	Days on Market	Market Status
KS	Johnson County	\$822,849	\$813,595	401	48	120	15	Seller's
MA	Cape Cod	\$2,500,000	\$2,120,000	93	8	24	54	Seller's
MA	Greater Boston	\$3,537,000	\$2,600,000	92	14	35	32	Seller's
MA	South Shore	\$1,750,000	\$1,562,000	36	6	26	33	Seller's
MD	Anne Arundel County	\$999,000	\$955,000	147	30	60	15	Seller's
MD	Frederick County	\$874,990	\$819,990	49	11	21	4	Seller's
MD	Howard County	\$1,099,995	\$975,000	62	9	29	6	Seller's
MD	Montgomery County	\$2,000,000	\$1,652,000	119	22	67	9	Seller's
MD	Talbot County	\$2,962,500	\$1,995,000	18	4	5	28	Seller's
MD	Worcester County	\$1,211,155	\$757,498	47	8	4	3	Buyer's
MI	Livingston County	\$699,999	\$791,500	75	10	16	20	Seller's
MI	Monroe County	\$622,400	\$707,500	18	4	2	28	Buyer's
MI	Oakland County	\$799,000	\$630,000	690	129	181	24	Seller's
MI	Washtenaw County	\$924,900	\$772,107	113	10	23	32	Balanced
MI	Wayne County	\$729,900	\$670,000	156	25	51	22	Seller's
MN	Olmsted County	\$812,400	\$702,500	60	8	14	56	Seller's
MN	Twin Cities	\$1,200,000	\$972,500	487	88	128	37	Seller's
MO	Kansas City	\$669,950	\$673,885	1263	142	312	18	Seller's
MO	St. Louis	\$794,900	\$670,000	89	21	59	13	Seller's
NC	Asheville	\$1,060,000	\$853,238	214	33	53	20	Seller's
NC	Charlotte	\$1,100,000	\$942,500	489	73	200	20	Seller's
NC	Lake Norman	\$1,150,000	\$957,981	181	35	61	16	Seller's
NC	Raleigh-Durham	\$1,125,000	\$957,500	438	76	180	1	Seller's
NJ	Bergen County	\$2,424,998	\$1,689,000	212	22	40	42	Balanced
NJ	Hudson County	\$1,558,000	\$2,300,000	20	5	3	27	Balanced
NJ	Ocean County	\$939,900	\$812,500	381	75	114	24	Seller's
NM	Taos	\$1,299,000	\$1,050,000	55	3	9	87	Balanced
NV	Lake Tahoe	\$4,395,000	\$2,470,000	74	8	7	157	Buyer's
NV	Las Vegas	\$1,699,888	\$1,512,500	623	100	60	38	Buyer's
NV	Reno	\$1,800,000	\$1,550,000	95	15	13	149	Buyer's
NY	Brooklyn	-	-	-	-	-	-	-
NY	Finger Lakes	\$1,800,000	\$1,022,500	25	3	8	8	Seller's
NY	Nassau County	\$1,800,000	\$1,499,000	541	52	94	40	Balanced
NY	Staten Island	\$1,264,950	\$1,150,000	130	17	19	78	Buyer's
NY	Suffolk County	\$1,977,500	\$1,254,000	676	67	131	63	Balanced
ОН	Cincinnati	\$854,000	\$725,000	191	23	57	9	Seller's
ОН	Cleveland Suburbs	\$744,900	\$647,500	27	11	11	23	Seller's

ON         GTA - Durham         \$1,799,899         \$1,600,000         \$140         37         \$19         \$21         Buyer's coller's coller's collection.           ON         GTA - York         \$2,652,500         \$1,850,000         282         91         87         20         Seeller's collection.           ON         Hamilton         \$2,044,999         \$1,460,000         140         29         \$1         27         Buyer's collection.           ON         Onstage and collection.         \$2,282,500,000         86         22         \$12         36         Buyer's collection.           ON         Onstage and collection.         \$3,889,000         \$3,640,000         255         \$8         39         \$29         Balanced.           ON         Waterlos Region         \$1,395,000         \$1,240,000         76         28         22         23         Seller's collection.           ON         Waterlos Region         \$1,395,000         \$1,416,875         361         80         100         30         Seller's collection.           Challeston         \$1,899,000         \$1,416,875         361         80         100         30         Seller's collection.           Chilton Head         \$2,000,000         \$1,625,000 <td< th=""><th>State</th><th>Market Name</th><th>Median List Price</th><th>Median Sold Price</th><th>Inventory</th><th>New Listings</th><th>Sold</th><th>Days on Market</th><th>Market Status</th></td<>	State	Market Name	Median List Price	Median Sold Price	Inventory	New Listings	Sold	Days on Market	Market Status
ON         Hamilton         \$2,044,999         \$1,460,000         140         29         11         27         Buyer's           ON         Mississauga         \$2,843,000         \$2,500,000         70         24         9         17         Buyer's           ON         Oxider         \$2,748,500         \$2,825,000         86         22         12         36         Buyer's           ON         Toronto         \$3,889,000         \$3,460,000         255         58         39         29         Balanced           ON         Waterloo Region         \$1,397,450         \$1,240,000         76         28         22         23         Seller's           OR         Portland         \$1,395,000         \$1,125,000         465         58         108         26         Seller's           CC         Montreal         -	ON	GTA - Durham	\$1,799,899	\$1,600,000	140	37	19	21	Buyer's
ON         Mississauga         \$2,83,000         \$2,500,000         70         \$24         9         17         Buyer's           ON         Oakville         \$2,748,500         \$2,825,000         86         \$22         12         36         Buyer's           ON         Toronto         \$3,889,000         \$3,460,000         \$25         58         39         29         Balanced           ON         Waterloo Region         \$1,397,450         \$1,240,000         76         28         22         23         Seller's           OR         Portland         \$1,395,000         \$1,125,000         465         58         108         26         Seller's           QC         Montreal         -	ON	GTA - York	\$2,652,500	\$1,850,000	282	91	87	20	Seller's
ON         Oakville         \$2,748,500         \$2,8825,000         86         22         12         36         Buyer's           ON         Toronto         \$3,889,000         \$3,460,000         255         58         39         29         Balanced           ON         Waterloo Region         \$1,397,050         \$1,240,000         76         28         22         23         Seller's           OR         Portland         \$1,395,000         \$1,125,000         465         58         108         26         Seller's           SC         Charleston         \$1,899,000         \$1,416,875         361         80         100         30         Seller's           SC         Charleston         \$1,899,000         \$1,625,000         235         23         50         34         Seller's           SC         The Grand Strand         \$859,000         \$657,145         407         65         12         171         Buyer's           SC         The Grand Strand         \$859,000         \$691,000         177         40         39         7         Seller's           TN         Rashville         \$1,699,450         \$1,350,000         578         107         160         7         <	ON	Hamilton	\$2,044,999	\$1,460,000	140	29	11	27	Buyer's
ON         Toronto         \$3,889,000         \$3,460,000         255         58         39         29         Balanced           ON         Waterloo Region         \$1,397,450         \$1,240,000         76         28         22         23         Seller's           OR         Portland         \$1,395,000         \$1,125,000         465         58         108         26         Seller's           CC         Montreal         -	ON	Mississauga	\$2,843,000	\$2,500,000	70	24	9	17	Buyer's
ON         Waterloo Region         \$1,397,450         \$1,240,000         76         28         22         23         Seller's           OR         Portland         \$1,395,000         \$1,125,000         465         58         108         26         Seller's           QC         Montreal         -	ON	Oakville	\$2,748,500	\$2,825,000	86	22	12	36	Buyer's
OR         Portland         \$1,395,000         \$1,125,000         465         58         108         26         Seller's           QC         Montreal         -         Seller's         Seller's         CC         Charleston         \$1,699,000         \$1,625,000         235         23         50         34         Seller's         Seller's         CC         TM         Greater Chattanooga         \$950,000         \$911,000         177         40         39         7         Seller's         TTM         Nashville         \$1,699,045         \$1,355,000         578         107         160         7         Seller's         TX         Austin         \$1,999,000         \$1,177,500         328         59         94         28         Seller's         TX         EN TY         Denton County         \$749,900         \$720,000	ON	Toronto	\$3,889,000	\$3,460,000	255	58	39	29	Balanced
QC         Montreal         -	ON	Waterloo Region	\$1,397,450	\$1,240,000	76	28	22	23	Seller's
SC         Charleston         \$1,899,000         \$1,416,875         361         80         100         30         Seller's           SC         Hilton Head         \$2,000,000         \$1,625,000         235         23         50         34         Seller's           SC         The Grand Strand         \$859,000         \$657,145         407         65         12         171         Buyer's           TN         Greater Chattanooga         \$950,000         \$911,000         177         40         39         7         Seller's           TN         Nashville         \$1,699,450         \$1,350,000         578         107         160         7         Seller's           TX         Austin         \$1,095,000         \$968,234         772         152         174         37         Seller's           TX         Collin County         \$749,000         \$690,000         \$108         237         403         37         Seller's           TX         Denton County         \$749,900         \$720,000         836         170         302         42         Seller's           TX         Denton County         \$749,900         \$720,000         836         170         302         42	OR	Portland	\$1,395,000	\$1,125,000	465	58	108	26	Seller's
SC         Hilton Head         \$2,000,000         \$1,625,000         235         23         50         34         Seller's           SC         The Grand Strand         \$859,000         \$657,145         407         65         12         171         Buyer's           TN         Greater Chattanooga         \$950,000         \$911,000         177         40         39         7         Seller's           TN         Nashville         \$1,699,450         \$1,350,000         578         107         160         7         Seller's           TX         Austin         \$1,095,000         \$690,000         1108         237         403         37         Seller's           TX         Collin County         \$749,900         \$690,000         1108         237         403         37         Seller's           TX         Denton County         \$749,900         \$920,000         836         170         302         42         Seller's           TX         Denton County         \$749,900         \$720,000         836         170         302         42         Seller's           TX         El Paso         \$629,975         \$600,000         158         31         19         38         <	QC	Montreal	-	-	-	-	-	-	-
SC         The Grand Strand         \$859,000         \$657,145         407         65         12         171         Buyer's           TN         Greater Chattanooga         \$950,000         \$911,000         177         40         39         7         Seller's           TN         Nashville         \$1,699,450         \$1,350,000         578         107         160         7         Seller's           TX         Austin         \$1,095,000         \$968,234         772         152         174         37         Seller's           TX         Collin County         \$749,000         \$690,000         1108         237         403         37         Seller's           TX         Dallas         \$1,399,000         \$1,177,500         328         59         94         28         Seller's           TX         Denton County         \$749,900         \$720,000         836         170         302         42         Seller's           TX         El Paso         \$629,975         \$600,000         158         31         19         38         Buyer's           TX         Fort Worth         \$849,000         \$773,750         777         161         222         34         Seller'	SC	Charleston	\$1,899,000	\$1,416,875	361	80	100	30	Seller's
TN         Greater Chattanooga         \$950,000         \$911,000         177         40         39         7         Seller's           TN         Nashville         \$1,699,450         \$1,350,000         578         107         160         7         Seller's           TX         Austin         \$1,095,000         \$968,234         772         152         174         37         Seller's           TX         Collin County         \$749,000         \$690,000         1108         237         403         37         Seller's           TX         Dallas         \$1,399,000         \$1,177,500         328         59         94         28         Seller's           TX         Denton County         \$749,900         \$720,000         836         170         302         42         Seller's           TX         Denton County         \$749,900         \$720,000         836         170         302         42         Seller's           TX         Denton County         \$749,900         \$720,000         158         31         19         38         Buyer's           TX         El Paso         \$629,975         \$600,000         158         31         19         38         Buyer's	SC	Hilton Head	\$2,000,000	\$1,625,000	235	23	50	34	Seller's
TN         Nashville         \$1,699,450         \$1,350,000         578         107         160         7         Seller's           TX         Austin         \$1,095,000         \$968,234         772         152         174         37         Seller's           TX         Collin County         \$749,000         \$690,000         1108         237         403         37         Seller's           TX         Dallas         \$1,399,000         \$1,177,500         328         59         94         28         Seller's           TX         Denton County         \$749,900         \$720,000         836         170         302         42         Seller's           TX         El Paso         \$629,975         \$600,000         158         31         19         38         Buyer's           TX         Fort Worth         \$849,000         \$773,750         777         161         222         34         Seller's           TX         Houston         \$950,000         \$870,000         985         219         229         28         Seller's           TX         Lubbock         \$625,000         \$695,000         109         31         23         81         Seller's	SC	The Grand Strand	\$859,000	\$657,145	407	65	12	171	Buyer's
TX         Austin         \$1,095,000         \$968,234         772         152         174         37         Seller's           TX         Collin County         \$749,000         \$690,000         1108         237         403         37         Seller's           TX         Dallas         \$1,399,000         \$1,177,500         328         59         94         28         Seller's           TX         Denton County         \$749,900         \$720,000         836         170         302         42         Seller's           TX         El Paso         \$629,975         \$600,000         158         31         19         38         Buyer's           TX         Fort Worth         \$849,000         \$773,750         777         161         222         34         Seller's           TX         Greater Tyler         \$765,000         \$727,500         185         41         26         15         Buyer's           TX         Houston         \$950,000         \$870,000         985         219         229         28         Seller's           TX         Lubbock         \$625,000         \$695,000         109         31         23         81         Seller's	TN	Greater Chattanooga	\$950,000	\$911,000	177	40	39	7	Seller's
TX         Collin County         \$749,000         \$690,000         1108         237         403         37         Seller's           TX         Dallas         \$1,399,000         \$1,177,500         328         59         94         28         Seller's           TX         Denton County         \$749,900         \$720,000         836         170         302         42         Seller's           TX         El Paso         \$629,975         \$600,000         158         31         19         38         Buyer's           TX         Fort Worth         \$849,000         \$773,750         777         161         222         34         Seller's           TX         Greater Tyler         \$765,000         \$870,000         985         219         229         28         Seller's           TX         Houston         \$950,000         \$870,000         985         219         229         28         Seller's           TX         Lubbock         \$655,000         \$695,000         109         31         23         81         Seller's           TX         San Angelo         \$650,000         \$500,000         53         10         3         37         Buyer's	TN	Nashville	\$1,699,450	\$1,350,000	578	107	160	7	Seller's
TX         Dallas         \$1,399,000         \$1,177,500         328         59         94         28         Seller's           TX         Denton County         \$749,900         \$720,000         836         170         302         42         Seller's           TX         El Paso         \$629,975         \$600,000         158         31         19         38         Buyer's           TX         Fort Worth         \$849,000         \$773,750         777         161         222         34         Seller's           TX         Greater Tyler         \$765,000         \$727,500         185         41         26         15         Buyer's           TX         Houston         \$950,000         \$870,000         985         219         229         28         Seller's           TX         Lubbock         \$625,000         \$695,000         109         31         23         81         Seller's           TX         San Angelo         \$655,000         \$500,000         53         10         3         37         Buyer's           TX         San Antonio         \$783,269         \$763,000         592         119         133         47         Seller's	TX	Austin	\$1,095,000	\$968,234	772	152	174	37	Seller's
TX         Denton County         \$749,900         \$720,000         836         170         302         42         Seller's           TX         El Paso         \$629,975         \$600,000         158         31         19         38         Buyer's           TX         Fort Worth         \$849,000         \$773,750         777         161         222         34         Seller's           TX         Greater Tyler         \$765,000         \$727,500         185         41         26         15         Buyer's           TX         Houston         \$950,000         \$870,000         985         219         229         28         Seller's           TX         Houston         \$950,000         \$870,000         985         219         229         28         Seller's           TX         Lubbock         \$625,000         \$695,000         109         31         23         81         Seller's           TX         San Angelo         \$650,000         \$500,000         53         10         3         37         Buyer's           TX         The Woodlands & Spring         \$799,000         \$750,000         592         119         133         47         Seller's	TX	Collin County	\$749,000	\$690,000	1108	237	403	37	Seller's
TX         El Paso         \$629,975         \$600,000         158         31         19         38         Buyer's           TX         Fort Worth         \$849,000         \$773,750         777         161         222         34         Seller's           TX         Greater Tyler         \$765,000         \$727,500         185         41         26         15         Buyer's           TX         Houston         \$950,000         \$870,000         985         219         229         28         Seller's           TX         Lubbock         \$625,000         \$695,000         109         31         23         81         Seller's           TX         San Angelo         \$650,000         \$500,000         53         10         3         37         Buyer's           TX         San Antonio         \$783,269         \$763,000         592         119         133         47         Seller's           TX         The Woodlands & Spring         \$799,000         \$750,000         168         43         69         14         Seller's           UT         Park City         \$4,900,000         \$3,577,323         159         34         19         109         Buyer's	TX	Dallas	\$1,399,000	\$1,177,500	328	59	94	28	Seller's
TX         Fort Worth         \$849,000         \$773,750         777         161         222         34         Seller's           TX         Greater Tyler         \$765,000         \$727,500         185         41         26         15         Buyer's           TX         Houston         \$950,000         \$870,000         985         219         229         28         Seller's           TX         Lubbock         \$625,000         \$695,000         109         31         23         81         Seller's           TX         San Angelo         \$650,000         \$500,000         53         10         3         37         Buyer's           TX         San Antonio         \$783,269         \$763,000         592         119         133         47         Seller's           TX         The Woodlands & Spring         \$799,000         \$750,000         168         43         69         14         Seller's           UT         Park City         \$4,900,000         \$3,577,323         159         34         19         109         Buyer's           UT         Salt Lake City         \$1,199,900         \$1,125,000         375         71         80         37         Seller's <td>TX</td> <td>Denton County</td> <td>\$749,900</td> <td>\$720,000</td> <td>836</td> <td>170</td> <td>302</td> <td>42</td> <td>Seller's</td>	TX	Denton County	\$749,900	\$720,000	836	170	302	42	Seller's
TX         Greater Tyler         \$765,000         \$727,500         185         41         26         15         Buyer's           TX         Houston         \$950,000         \$870,000         985         219         229         28         Seller's           TX         Lubbock         \$625,000         \$695,000         109         31         23         81         Seller's           TX         San Angelo         \$650,000         \$500,000         53         10         3         37         Buyer's           TX         San Antonio         \$783,269         \$763,000         592         119         133         47         Seller's           TX         The Woodlands & Spring         \$799,000         \$750,000         168         43         69         14         Seller's           UT         Park City         \$4,900,000         \$3,577,323         159         34         19         109         Buyer's           UT         Park City         \$1,199,900         \$1,125,000         375         71         80         37         Seller's           VA         Arlington & Alexandria         \$2,199,000         \$1,826,194         85         14         16         33         Bal	TX	El Paso	\$629,975	\$600,000	158	31	19	38	Buyer's
TX         Houston         \$950,000         \$870,000         985         219         229         28         Seller's           TX         Lubbock         \$625,000         \$695,000         109         31         23         81         Seller's           TX         San Angelo         \$650,000         \$500,000         53         10         3         37         Buyer's           TX         San Antonio         \$783,269         \$763,000         592         119         133         47         Seller's           TX         The Woodlands & Spring         \$799,000         \$750,000         168         43         69         14         Seller's           UT         Park City         \$4,900,000         \$3,577,323         159         34         19         109         Buyer's           UT         Salt Lake City         \$1,199,900         \$1,125,000         375         71         80         37         Seller's           VA         Arlington & Alexandria         \$2,199,000         \$1,826,194         85         14         16         33         Balanced           VA         Charlottesville         \$1,350,000         \$1,100,000         115         12         27         10	TX	Fort Worth	\$849,000	\$773,750	777	161	222	34	Seller's
TX         Lubbock         \$625,000         \$695,000         109         31         23         81         Seller's           TX         San Angelo         \$650,000         \$500,000         53         10         3         37         Buyer's           TX         San Antonio         \$783,269         \$763,000         592         119         133         47         Seller's           TX         The Woodlands & Spring         \$799,000         \$750,000         168         43         69         14         Seller's           UT         Park City         \$4,900,000         \$3,577,323         159         34         19         109         Buyer's           UT         Salt Lake City         \$1,199,900         \$1,125,000         375         71         80         37         Seller's           VA         Arlington & Alexandria         \$2,199,000         \$1,826,194         85         14         16         33         Balanced           VA         Charlottesville         \$1,350,000         \$1,100,000         115         12         27         10         Seller's           VA         McLean & Vienna         \$2,600,000         \$1,805,415         125         19         36         2	TX	Greater Tyler	\$765,000	\$727,500	185	41	26	15	Buyer's
TX         San Angelo         \$650,000         \$500,000         53         10         3         37         Buyer's           TX         San Antonio         \$783,269         \$763,000         592         119         133         47         Seller's           TX         The Woodlands & Spring         \$799,000         \$750,000         168         43         69         14         Seller's           UT         Park City         \$4,900,000         \$3,577,323         159         34         19         109         Buyer's           UT         Salt Lake City         \$1,199,900         \$1,125,000         375         71         80         37         Seller's           VA         Arlington & Alexandria         \$2,199,000         \$1,826,194         85         14         16         33         Balanced           VA         Charlottesville         \$1,350,000         \$1,100,000         115         12         27         10         Seller's           VA         Fairfax County         \$2,099,450         \$1,525,000         262         46         93         15         Seller's           VA         McLean & Vienna         \$2,600,000         \$1,805,415         125         19         36	TX	Houston	\$950,000	\$870,000	985	219	229	28	Seller's
TX         San Antonio         \$783,269         \$763,000         592         119         133         47         Seller's           TX         The Woodlands & Spring         \$799,000         \$750,000         168         43         69         14         Seller's           UT         Park City         \$4,900,000         \$3,577,323         159         34         19         109         Buyer's           UT         Salt Lake City         \$1,199,900         \$1,125,000         375         71         80         37         Seller's           VA         Arlington & Alexandria         \$2,199,000         \$1,826,194         85         14         16         33         Balanced           VA         Charlottesville         \$1,350,000         \$1,100,000         115         12         27         10         Seller's           VA         Fairfax County         \$2,099,450         \$1,525,000         262         46         93         15         Seller's           VA         McLean & Vienna         \$2,600,000         \$1,805,415         125         19         36         26         Seller's           VA         Richmond         \$796,263         \$782,788         247         30         126	TX	Lubbock	\$625,000	\$695,000	109	31	23	81	Seller's
TX The Woodlands & Spring \$799,000 \$750,000 168 43 69 14 Seller's  UT Park City \$4,900,000 \$3,577,323 159 34 19 109 Buyer's  UT Salt Lake City \$1,199,900 \$1,125,000 375 71 80 37 Seller's  VA Arlington & Alexandria \$2,199,000 \$1,826,194 85 14 16 33 Balanced  VA Charlottesville \$1,350,000 \$1,100,000 115 12 27 10 Seller's  VA Fairfax County \$2,099,450 \$1,525,000 262 46 93 15 Seller's  VA McLean & Vienna \$2,600,000 \$1,805,415 125 19 36 26 Seller's  VA Richmond \$796,263 \$782,788 247 30 126 6 Seller's  VA Smith Mountain Lake \$1,622,500 \$1,000,000 18 4 3 39 Balanced  WA King County - Greater Seattle \$1,900,000 \$1,677,500 591 118 246 20 Seller's  WA Seattle \$1,985,000 \$1,655,000 129 22 70 19 Seller's	TX	San Angelo	\$650,000	\$500,000	53	10	3	37	Buyer's
UT       Park City       \$4,900,000       \$3,577,323       159       34       19       109       Buyer's         UT       Salt Lake City       \$1,199,900       \$1,125,000       375       71       80       37       Seller's         VA       Arlington & Alexandria       \$2,199,000       \$1,826,194       85       14       16       33       Balanced         VA       Charlottesville       \$1,350,000       \$1,100,000       115       12       27       10       Seller's         VA       Fairfax County       \$2,099,450       \$1,525,000       262       46       93       15       Seller's         VA       McLean & Vienna       \$2,600,000       \$1,805,415       125       19       36       26       Seller's         VA       Richmond       \$796,263       \$782,788       247       30       126       6       Seller's         VA       Smith Mountain Lake       \$1,622,500       \$1,000,000       18       4       3       39       Balanced         WA       King County - Greater Seattle       \$1,900,000       \$1,677,500       591       118       246       20       Seller's         WA       Seattle       \$1,985,000	TX	San Antonio	\$783,269	\$763,000	592	119	133	47	Seller's
UT       Salt Lake City       \$1,199,900       \$1,125,000       375       71       80       37       Seller's         VA       Arlington & Alexandria       \$2,199,000       \$1,826,194       85       14       16       33       Balanced         VA       Charlottesville       \$1,350,000       \$1,100,000       115       12       27       10       Seller's         VA       Fairfax County       \$2,099,450       \$1,525,000       262       46       93       15       Seller's         VA       McLean & Vienna       \$2,600,000       \$1,805,415       125       19       36       26       Seller's         VA       Richmond       \$796,263       \$782,788       247       30       126       6       Seller's         VA       Smith Mountain Lake       \$1,622,500       \$1,000,000       18       4       3       39       Balanced         WA       King County - Greater Seattle       \$1,900,000       \$1,677,500       591       118       246       20       Seller's         WA       Seattle       \$1,985,000       \$1,655,000       129       22       70       19       Seller's	TX	The Woodlands & Spring	\$799,000	\$750,000	168	43	69	14	Seller's
VA       Arlington & Alexandria       \$2,199,000       \$1,826,194       85       14       16       33       Balanced         VA       Charlottesville       \$1,350,000       \$1,100,000       115       12       27       10       Seller's         VA       Fairfax County       \$2,099,450       \$1,525,000       262       46       93       15       Seller's         VA       McLean & Vienna       \$2,600,000       \$1,805,415       125       19       36       26       Seller's         VA       Richmond       \$796,263       \$782,788       247       30       126       6       Seller's         VA       Smith Mountain Lake       \$1,622,500       \$1,000,000       18       4       3       39       Balanced         WA       King County - Greater Seattle       \$1,900,000       \$1,677,500       591       118       246       20       Seller's         WA       Seattle       \$1,985,000       \$1,655,000       129       22       70       19       Seller's	UT	Park City	\$4,900,000	\$3,577,323	159	34	19	109	Buyer's
VA         Charlottesville         \$1,350,000         \$1,100,000         115         12         27         10         Seller's           VA         Fairfax County         \$2,099,450         \$1,525,000         262         46         93         15         Seller's           VA         McLean & Vienna         \$2,600,000         \$1,805,415         125         19         36         26         Seller's           VA         Richmond         \$796,263         \$782,788         247         30         126         6         Seller's           VA         Smith Mountain Lake         \$1,622,500         \$1,000,000         18         4         3         39         Balanced           WA         King County - Greater Seattle         \$1,900,000         \$1,677,500         591         118         246         20         Seller's           WA         Seattle         \$1,985,000         \$1,655,000         129         22         70         19         Seller's	UT	Salt Lake City	\$1,199,900	\$1,125,000	375	71	80	37	Seller's
VA       Fairfax County       \$2,099,450       \$1,525,000       262       46       93       15       Seller's         VA       McLean & Vienna       \$2,600,000       \$1,805,415       125       19       36       26       Seller's         VA       Richmond       \$796,263       \$782,788       247       30       126       6       Seller's         VA       Smith Mountain Lake       \$1,622,500       \$1,000,000       18       4       3       39       Balanced         WA       King County - Greater Seattle       \$1,900,000       \$1,677,500       591       118       246       20       Seller's         WA       Seattle       \$1,985,000       \$1,655,000       129       22       70       19       Seller's	VA	Arlington & Alexandria	\$2,199,000	\$1,826,194	85	14	16	33	Balanced
VA       McLean & Vienna       \$2,600,000       \$1,805,415       125       19       36       26       Seller's         VA       Richmond       \$796,263       \$782,788       247       30       126       6       Seller's         VA       Smith Mountain Lake       \$1,622,500       \$1,000,000       18       4       3       39       Balanced         WA       King County - Greater Seattle       \$1,900,000       \$1,677,500       591       118       246       20       Seller's         WA       Seattle       \$1,985,000       \$1,655,000       129       22       70       19       Seller's	VA	Charlottesville	\$1,350,000	\$1,100,000	115	12	27	10	Seller's
VA       Richmond       \$796,263       \$782,788       247       30       126       6       Seller's         VA       Smith Mountain Lake       \$1,622,500       \$1,000,000       18       4       3       39       Balanced         WA       King County - Greater Seattle       \$1,900,000       \$1,677,500       591       118       246       20       Seller's         WA       Seattle       \$1,985,000       \$1,655,000       129       22       70       19       Seller's	VA	Fairfax County	\$2,099,450	\$1,525,000	262	46	93	15	Seller's
VA       Smith Mountain Lake       \$1,622,500       \$1,000,000       18       4       3       39       Balanced         WA       King County - Greater Seattle       \$1,900,000       \$1,677,500       591       118       246       20       Seller's         WA       Seattle       \$1,985,000       \$1,655,000       129       22       70       19       Seller's	VA	McLean & Vienna	\$2,600,000	\$1,805,415	125	19	36	26	Seller's
WA       King County - Greater Seattle       \$1,900,000       \$1,677,500       591       118       246       20       Seller's         WA       Seattle       \$1,985,000       \$1,655,000       129       22       70       19       Seller's	VA	Richmond	\$796,263	\$782,788	247	30	126	6	Seller's
WA Seattle \$1,985,000 \$1,655,000 129 22 70 19 Seller's	VA	Smith Mountain Lake	\$1,622,500	\$1,000,000	18	4	3	39	Balanced
	WA	King County - Greater Seattle	\$1,900,000	\$1,677,500	591	118	246	20	Seller's
WA Spokane \$1,237,000 \$970,000 62 11 21 51 Seller's	WA	Seattle	\$1,985,000	\$1,655,000	129	22	70	19	Seller's
	WA	Spokane	\$1,237,000	\$970,000	62	11	21	51	Seller's

## ATTACHED HOMES

		Median	Median		New		Days on	Market
State	Market Name	List Price	Sold Price	Inventory	Listings	Sold	Market	Status
AB	Calgary	\$799,900	\$711,500	94	19	10	58	Buyer's
AZ	Chandler and Gilbert	-	-	-	-	-	-	-
AZ	Flagstaff	-	-	-	-	-	-	-
AZ	Mesa	-	-	-	-	-	-	-
AZ	Paradise Valley	-	-	-	-	-	-	-
AZ	Phoenix	-	-	-	-	-	-	-
AZ	Scottsdale	\$899,000	\$750,000	194	41	40	43	Balanced
AZ	Tucson	-	-	-	-	-	-	-
ВС	Mid Vancouver Island	\$824,450	\$813,000	54	20	1	41	Buyer's
ВС	Okanagan Valley	-	-	-	-	-	-	-
ВС	Vancouver	\$1,998,000	\$1,630,000	816	114	28	34	Buyer's
ВС	Victoria	\$987,450	\$837,000	94	24	19	33	Balanced
ВС	Whistler	\$2,695,500	\$3,900,000	27	9	3	11	Buyer's
CA	Central Coast	\$1,149,000	\$1,125,000	24	8	8	9	Seller's
CA	East Bay	\$1,199,000	\$1,166,188	97	38	96	14	Seller's
CA	Greater Palm Springs	-	-	-	-	-	-	-
CA	Lake Tahoe	\$1,895,000	\$1,500,000	21	4	3	25	Buyer's
CA	Los Angeles Beach Cities	\$1,890,000	\$1,825,000	131	21	37	39	Seller's
CA	Los Angeles City	\$1,949,900	\$1,448,910	255	39	42	29	Balanced
CA	Los Angeles The Valley	\$783,000	\$800,000	107	23	51	37	Seller's
CA	Marin County	\$1,145,000	\$1,192,175	20	3	8	25	Seller's
CA	Napa County	-	-	-	-	-	-	-
CA	Orange County	\$1,288,000	\$1,099,000	289	86	115	35	Seller's
CA	Placer County	-	-	-	-	-	-	-
CA	Sacramento	-	-	-	-	-	-	-
CA	San Diego	\$1,195,000	\$1,070,000	221	58	70	24	Seller's
CA	San Francisco	\$2,695,000	\$2,110,000	62	6	7	73	Buyer's
CA	San Luis Obispo County	-	-	-	-	-	-	-
CA	Santa Barbara	\$1,595,000	\$1,399,500	9	1	8	42	Seller's
CA	Silicon Valley	\$1,689,439	\$1,645,000	80	24	32	11	Seller's
CA	Sonoma County	\$980,000	\$700,000	15	3	2	27	Buyer's
CA	Ventura County	\$750,000	\$774,000	77	12	31	64	Seller's
CO	Aspen	\$4,025,000	\$17,437,500	50	12	2	199	Buyer's
CO	Boulder	\$939,795	\$858,245	48	7	20	54	Seller's
CO	Colorado Springs	\$587,000	\$669,900	46	12	8	33	Balanced
CO	Denver	\$900,000	\$965,000	129	25	23	38	Balanced
СО	Douglas County	\$559,990	\$570,000	11	3	6	8	Seller's

## ATTACHED HOMES

CO         Durango         \$793,995         \$730,000         28         4         3         55         Buyer's           CO         Summit County         \$1,500,000         \$1,175,000         27         3         5         20         Balanced           CO         Telluride         -	State	Market Name	Median List Price	Median Sold Price	Inventory	New Listings	Sold	Days on Market	Market Status
CO         Telluride         -	CO	Durango	\$793,905	\$730,000	28	4	3	55	Buyer's
CO         Vall         \$3,995,000         \$3,895,000         75         11         12         74         Balanced           CT         Central Connecticut         -	CO	Summit County	\$1,500,000	\$1,175,000	27	3	5	20	Balanced
CT         Central Connecticut         5,095,000         S717,000         147         23         44         24         Seller's           DC         Washington D.C.         \$1,995,000         \$1,857,500         162         27         34         21         Belanced           DE         Sussex County Coastal         \$949,000         \$842,500         17         3         6         7         Seller's           FL         Boca Raton/Delray Beach         \$964,950         \$797,500         340         96         48         26         Buyer's           FL         Greater Fort Lauderdale         \$850,000         \$1250,000         137         39         37         29         Seller's           FL         Jacksonville Beaches         \$1,120,000         \$1,057,500         42         10         8         57         Balanced           FL         Lee County         \$850,000         \$720,000         287         89         39         7         By Balanced           FL         Miami         \$1,469,900         \$1,100,000         1383         213         91         85         Buyer's           FL         Naples         \$2,354,000         \$2,152,500         174         57         42	CO	Telluride	-	-	-	-	-	-	-
CT         Coastal Connecticut         \$1,395,000         \$717,000         \$147         23         \$44         \$24         Seller's           DC         Washington D.C.         \$1,995,000         \$1,857,500         \$162         27         34         21         Balanced           DE         Sussex County Coastal         \$94,900         \$842,500         17         3         6         7         Seller's           FL         Boca Raton/Delray Beach         \$964,950         \$797,500         340         96         48         26         Buyer's           FL         Coastal Pinellas County         \$1,225,000         \$1,250,000         337         39         37         29         Seller's           FL         Greater Fort Lauderdale         8850,000         \$821,500         1025         204         115         28         Buyer's           FL         Jacksonville Beaches         \$1,120,000         \$1,057,500         42         10         8         57         Balanced           FL         Lee County         \$850,000         \$720,000         287         89         39         7         Buyer's           FL         Marco Island         \$1,695,000         \$1,520,000         \$1,383         2	CO	Vail	\$3,995,000	\$3,895,000	75	11	12	74	Balanced
DC         Washington D.C.         \$1,995,000         \$1,857,500         162         27         34         21         Balanced           DE         Sussex County Coastal         \$949,000         \$842,500         17         3         6         7         Seller's           PL         Boca Raton/Delray Beach         \$964,950         \$797,500         340         96         48         26         Buyer's           FL         Coastal Pinellas County         \$1,225,000         \$1,250,000         137         39         37         29         Seller's           FL         Greater Fort Lauderdale         \$850,000         \$821,500         1025         204         115         28         Buyer's           FL         Jacksonville Beaches         \$1,120,000         \$1,520,000         287         89         39         7         Buyer's           FL         Lee County         \$850,000         \$720,000         287         89         39         7         Buyer's           FL         Marco Island         \$1,695,000         \$1,520,000         1383         213         91         85         Buyer's           FL         Najes         \$2,354,000         \$2,152,500         174         57 <t< td=""><td>CT</td><td>Central Connecticut</td><td>-</td><td>-</td><td>-</td><td>-</td><td>-</td><td>-</td><td>-</td></t<>	CT	Central Connecticut	-	-	-	-	-	-	-
DE         Sussex County Coastal         \$949,000         \$842,500         17         3         6         7         Seller's           FL         Boca Raton/Delray Beach         \$964,950         \$797,500         340         96         48         26         Buyer's           FL         Coastal Pinellas County         \$1,225,000         \$1,250,000         137         39         37         29         Seller's           FL         Greater Fort Lauderdale         \$850,000         \$821,500         1025         204         115         28         Buyer's           FL         Jacksonville Beaches         \$1,120,000         \$1,520,000         42         10         8         57         Balanced           FL         Lee County         \$850,000         \$720,000         287         89         39         7         Buyer's           FL         Marco Island         \$1,695,000         \$1,100,000         1383         213         91         85         Buyer's           FL         Naples         \$2,354,000         \$2,152,500         174         57         42         20         Seller's           FL         Orlando         \$560,000         \$590,000         28         63         40	СТ	Coastal Connecticut	\$1,395,000	\$717,000	147	23	44	24	Seller's
FL         Boca Raton/Delray Beach         \$964,950         \$797,500         340         96         4.8         26         Buyer's           FL         Coastal Pinellas County         \$1,225,000         \$1,250,000         \$137         39         37         29         Seller's           FL         Greater Fort Lauderdale         \$850,000         \$821,500         1025         204         115         28         Buyer's           FL         Jacksonville Beaches         \$1,120,000         \$1,057,500         42         10         8         57         Balanced           FL         Lee County         \$890,000         \$720,000         287         89         39         7         Buyer's           FL         Marco Island         \$1,695,000         \$1,520,000         53         20         9         77         Balanced           FL         Miami         \$1,449,900         \$1,100,000         1383         213         91         85         Buyer's           FL         Orlando         \$560,000         \$590,000         208         63         40         26         Balanced           FL         Orlando         \$560,000         \$1,400,000         185         58         30 <t< td=""><td>DC</td><td>Washington D.C.</td><td>\$1,995,000</td><td>\$1,857,500</td><td>162</td><td>27</td><td>34</td><td>21</td><td>Balanced</td></t<>	DC	Washington D.C.	\$1,995,000	\$1,857,500	162	27	34	21	Balanced
FL         Coastal Pinellas County         \$1,225,000         \$1,250,000         137         39         37         29         Seller's           FL         Greater Fort Lauderdale         \$850,000         \$821,500         1025         204         115         28         Buyer's           FL         Jacksonville Beaches         \$1,120,000         \$1,057,500         42         10         8         57         Balanced           FL         Lee County         \$850,000         \$720,000         287         89         39         7         Buyer's           FL         Marco Island         \$1,695,000         \$1,520,000         53         20         9         77         Balanced           FL         Miami         \$1,449,900         \$1,100,000         1383         213         91         85         Buyer's           FL         Naples         \$2,354,000         \$2,152,500         174         57         42         20         Seller's           FL         Orlando         \$560,000         \$590,000         208         63         40         26         Balanced           FL         Sarasota & Beaches         \$1,650,000         \$1,400,000         185         58         30 <td< td=""><td>DE</td><td>Sussex County Coastal</td><td>\$949,000</td><td>\$842,500</td><td>17</td><td>3</td><td>6</td><td>7</td><td>Seller's</td></td<>	DE	Sussex County Coastal	\$949,000	\$842,500	17	3	6	7	Seller's
FL         Greater Fort Lauderdale         \$850,000         \$821,500         1025         204         115         28         Buyer's           FL         Jacksonville Beaches         \$1,120,000         \$1,057,500         42         10         8         57         Balanced           FL         Lee County         \$850,000         \$720,000         287         89         39         7         Buyer's           FL         Marco Island         \$1,695,000         \$1,520,000         53         20         9         77         Balanced           FL         Miami         \$1,449,900         \$1,100,000         1383         213         91         85         Buyer's           FL         Naples         \$2,354,000         \$2,152,500         174         57         42         20         Seller's           FL         Orlando         \$560,000         \$590,000         208         63         40         26         Balanced           FL         Sarasota & Beaches         \$1,650,000         \$1,400,000         185         58         30         17         Balanced           FL         South Pinellas County         \$1,990,000         \$890,000         217         51         55         29<	FL	Boca Raton/Delray Beach	\$964,950	\$797,500	340	96	48	26	Buyer's
FL         Jacksonville Beaches         \$1,120,000         \$1,057,500         42         10         8         57         Balanced           FL         Lee County         \$850,000         \$720,000         287         89         39         7         Buyer's           FL         Marco Island         \$1,695,000         \$1,520,000         53         20         9         77         Balanced           FL         Miami         \$1,449,900         \$1,100,000         1383         213         91         85         Buyer's           FL         Naples         \$2,354,000         \$2,152,500         174         57         42         20         Seller's           FL         Orlando         \$560,000         \$590,000         208         63         40         26         Balanced           FL         Sarasota & Beaches         \$1,650,000         \$1,400,000         185         58         30         17         Balanced           FL         South Walton         \$1,567,800         \$1,200,000         217         51         55         29         Seller's           FL         South Walton         \$1,567,800         \$1,200,000         216         42         41         100 <t< td=""><td>FL</td><td>Coastal Pinellas County</td><td>\$1,225,000</td><td>\$1,250,000</td><td>137</td><td>39</td><td>37</td><td>29</td><td>Seller's</td></t<>	FL	Coastal Pinellas County	\$1,225,000	\$1,250,000	137	39	37	29	Seller's
FL         Lee County         \$850,000         \$720,000         287         89         39         7         Buyer's           FL         Marco Island         \$1,695,000         \$1,520,000         53         20         9         77         Balanced           FL         Miami         \$1,449,900         \$1,100,000         1383         213         91         85         Buyer's           FL         Naples         \$2,354,000         \$2,152,500         174         57         42         20         Seller's           FL         Orlando         \$560,000         \$590,000         208         63         40         26         Balanced           FL         Sarasota & Beaches         \$1,650,000         \$1,400,000         185         58         30         17         Balanced           FL         South Pinellas County         \$1,090,000         \$890,000         217         51         55         29         Seller's           FL         South Walton         \$1,567,800         \$1,200,000         215         28         17         27         Buyer's           FL         Space Coast         \$724,950         \$844,900         162         42         41         100         Sel	FL	Greater Fort Lauderdale	\$850,000	\$821,500	1025	204	115	28	Buyer's
FL         Marco Island         \$1,695,000         \$1,520,000         53         20         9         77         Balanced           FL         Miami         \$1,449,900         \$1,100,000         1383         213         91         85         Buyer's           FL         Naples         \$2,354,000         \$2,152,500         174         57         42         20         Seller's           FL         Orlando         \$560,000         \$590,000         208         63         40         26         Balanced           FL         Sarasota & Beaches         \$1,650,000         \$1,400,000         185         58         30         17         Balanced           FL         South Pinellas County         \$1,090,000         \$890,000         217         51         55         29         Seller's           FL         South Walton         \$1,567,800         \$1,200,000         215         28         17         27         Buyer's           FL         Space Coast         \$724,950         \$844,900         162         42         41         100         Seller's           FL         Tampa         \$924,950         \$650,000         182         53         53         28         Seller	FL	Jacksonville Beaches	\$1,120,000	\$1,057,500	42	10	8	57	Balanced
FL         Miami         \$1,449,900         \$1,100,000         1383         213         91         85         Buyer's           FL         Naples         \$2,354,000         \$2,152,500         174         57         42         20         Seller's           FL         Orlando         \$560,000         \$599,000         208         63         40         26         Balanced           FL         Sarasota & Beaches         \$1,650,000         \$1,400,000         185         58         30         17         Balanced           FL         South Pinellas County         \$1,090,000         \$890,000         217         51         55         29         Seller's           FL         South Walton         \$1,567,800         \$1,200,000         215         28         17         27         Buyer's           FL         Space Coast         \$724,950         \$844,900         162         42         41         100         Seller's           FL         Tampa         \$924,950         \$650,000         182         53         53         28         Seller's           FL         Weston         -         -         -         -         -         -         -         -	FL	Lee County	\$850,000	\$720,000	287	89	39	7	Buyer's
FL         Naples         \$2,354,000         \$2,152,500         174         57         42         20         Seller's           FL         Orlando         \$560,000         \$599,000         208         63         40         26         Balanced           FL         Sarasota & Beaches         \$1,650,000         \$1,400,000         185         58         30         17         Balanced           FL         South Pinellas County         \$1,090,000         \$890,000         217         51         55         29         Seller's           FL         South Walton         \$1,567,800         \$1,200,000         215         28         17         27         Buyer's           FL         Space Coast         \$724,950         \$844,900         162         42         41         100         Seller's           FL         Tampa         \$924,950         \$650,000         182         53         53         28         Seller's           FL         Palm Beach Towns         \$1,799,000         \$1,750,000         295         71         23         33         Buyer's           FL         Weston         -         -         -         -         -         -         -         - <td>FL</td> <td>Marco Island</td> <td>\$1,695,000</td> <td>\$1,520,000</td> <td>53</td> <td>20</td> <td>9</td> <td>77</td> <td>Balanced</td>	FL	Marco Island	\$1,695,000	\$1,520,000	53	20	9	77	Balanced
FL         Orlando         \$560,000         \$590,000         208         63         40         26         Balanced           FL         Sarasota & Beaches         \$1,650,000         \$1,400,000         185         58         30         17         Balanced           FL         South Pinellas County         \$1,090,000         \$890,000         217         51         55         29         Seller's           FL         South Walton         \$1,567,800         \$1,200,000         215         28         17         27         Buyer's           FL         Space Coast         \$724,950         \$844,900         162         42         41         100         Seller's           FL         Tampa         \$924,950         \$650,000         182         53         53         28         Seller's           FL         Palm Beach Towns         \$1,799,000         \$1,750,000         295         71         23         33         Buyer's           FL         Weston         - </td <td>FL</td> <td>Miami</td> <td>\$1,449,900</td> <td>\$1,100,000</td> <td>1383</td> <td>213</td> <td>91</td> <td>85</td> <td>Buyer's</td>	FL	Miami	\$1,449,900	\$1,100,000	1383	213	91	85	Buyer's
FL         Sarasota & Beaches         \$1,650,000         \$1,400,000         185         58         30         17         Balanced           FL         South Pinellas County         \$1,090,000         \$890,000         217         51         55         29         Seller's           FL         South Walton         \$1,567,800         \$1,200,000         215         28         17         27         Buyer's           FL         Space Coast         \$724,950         \$844,900         162         42         41         100         Seller's           FL         Tampa         \$924,950         \$650,000         182         53         53         28         Seller's           FL         Palm Beach Towns         \$1,799,000         \$1,750,000         295         71         23         33         Buyer's           FL         Weston         - <t< td=""><td>FL</td><td>Naples</td><td>\$2,354,000</td><td>\$2,152,500</td><td>174</td><td>57</td><td>42</td><td>20</td><td>Seller's</td></t<>	FL	Naples	\$2,354,000	\$2,152,500	174	57	42	20	Seller's
FL         South Pinellas County         \$1,090,000         \$890,000         217         51         55         29         Seller's           FL         South Walton         \$1,567,800         \$1,200,000         215         28         17         27         Buyer's           FL         Space Coast         \$724,950         \$844,900         162         42         41         100         Seller's           FL         Tampa         \$924,950         \$650,000         182         53         53         28         Seller's           FL         Palm Beach Towns         \$1,799,000         \$1,750,000         295         71         23         33         Buyer's           FL         Weston         -	FL	Orlando	\$560,000	\$590,000	208	63	40	26	Balanced
FL         South Walton         \$1,567,800         \$1,200,000         215         28         17         27         Buyer's           FL         Space Coast         \$724,950         \$844,900         162         42         41         100         Seller's           FL         Tampa         \$924,950         \$650,000         182         53         53         28         Seller's           FL         Palm Beach Towns         \$1,799,000         \$1,750,000         295         71         23         33         Buyer's           FL         Weston         -	FL	Sarasota & Beaches	\$1,650,000	\$1,400,000	185	58	30	17	Balanced
FL         Space Coast         \$724,950         \$844,900         162         42         41         100         Seller's           FL         Tampa         \$924,950         \$650,000         182         53         53         28         Seller's           FL         Palm Beach Towns         \$1,799,000         \$1,750,000         295         71         23         33         Buyer's           FL         Weston         - </td <td>FL</td> <td>South Pinellas County</td> <td>\$1,090,000</td> <td>\$890,000</td> <td>217</td> <td>51</td> <td>55</td> <td>29</td> <td>Seller's</td>	FL	South Pinellas County	\$1,090,000	\$890,000	217	51	55	29	Seller's
FL         Tampa         \$924,950         \$650,000         182         53         53         28         Seller's           FL         Palm Beach Towns         \$1,799,000         \$1,750,000         295         71         23         33         Buyer's           FL         Weston         — </td <td>FL</td> <td>South Walton</td> <td>\$1,567,800</td> <td>\$1,200,000</td> <td>215</td> <td>28</td> <td>17</td> <td>27</td> <td>Buyer's</td>	FL	South Walton	\$1,567,800	\$1,200,000	215	28	17	27	Buyer's
FL         Palm Beach Towns         \$1,799,000         \$1,750,000         295         71         23         33         Buyer's           FL         Weston         -	FL	Space Coast	\$724,950	\$844,900	162	42	41	100	Seller's
FL         Weston         - </td <td>FL</td> <td>Tampa</td> <td>\$924,950</td> <td>\$650,000</td> <td>182</td> <td>53</td> <td>53</td> <td>28</td> <td>Seller's</td>	FL	Tampa	\$924,950	\$650,000	182	53	53	28	Seller's
GA         Atlanta         \$739,000         \$685,000         451         84         79         26         Balanced           GA         Duluth         -	FL	Palm Beach Towns	\$1,799,000	\$1,750,000	295	71	23	33	Buyer's
GA         Duluth         - </td <td>FL</td> <td>Weston</td> <td>_</td> <td>-</td> <td>-</td> <td></td> <td>-</td> <td>-</td> <td>-</td>	FL	Weston	_	-	-		-	-	-
HI       Island of Hawaii       \$1,750,000       \$1,570,000       63       20       11       27       Balanced         HI       Kauai       \$1,637,500       \$1,345,000       52       5       7       84       Buyer's         HI       Maui       \$2,100,000       \$1,795,000       87       22       15       77       Balanced         HI       Oahu       \$1,248,000       \$915,000       451       93       62       24       Buyer's         ID       Ada County       \$599,990       \$597,500       51       9       18       10       Seller's         ID       Northern Idaho       - <t< td=""><td>GA</td><td>Atlanta</td><td>\$739,000</td><td>\$685,000</td><td>451</td><td>84</td><td>79</td><td>26</td><td>Balanced</td></t<>	GA	Atlanta	\$739,000	\$685,000	451	84	79	26	Balanced
HI       Kauai       \$1,637,500       \$1,345,000       52       5       7       84       Buyer's         HI       Maui       \$2,100,000       \$1,795,000       87       22       15       77       Balanced         HI       Oahu       \$1,248,000       \$915,000       451       93       62       24       Buyer's         ID       Ada County       \$599,990       \$597,500       51       9       18       10       Seller's         ID       Northern Idaho       -	GA	Duluth	_	-	-		-	-	-
HI       Maui       \$2,100,000       \$1,795,000       87       22       15       77       Balanced         HI       Oahu       \$1,248,000       \$915,000       451       93       62       24       Buyer's         ID       Ada County       \$599,990       \$597,500       51       9       18       10       Seller's         ID       Northern Idaho       -	HI	Island of Hawaii	\$1,750,000	\$1,570,000	63	20	11	27	Balanced
HI       Oahu       \$1,248,000       \$915,000       451       93       62       24       Buyer's         ID       Ada County       \$599,990       \$597,500       51       9       18       10       Seller's         ID       Northern Idaho       -	HI	Kauai	\$1,637,500	\$1,345,000	52	5	7	84	Buyer's
ID       Ada County       \$599,990       \$597,500       51       9       18       10       Seller's         ID       Northern Idaho       -	HI	Maui	\$2,100,000	\$1,795,000	87	22	15	77	Balanced
ID       Northern Idaho       -	HI	Oahu	\$1,248,000	\$915,000	451	93	62	24	Buyer's
IL       Chicago       \$1,250,000       \$999,000       514       46       59       66       Buyer's         IL       DuPage County       \$844,000       \$1,036,765       16       4       4       379       Seller's         IL       Lake County       -       -       -       -       -       -       -       -         IL       Will County       -       -       -       -       -       -       -       -	ID	Ada County	\$599,990	\$597,500	51	9	18	10	Seller's
IL       DuPage County       \$844,000       \$1,036,765       16       4       4       379       Seller's         IL       Lake County       -	ID	Northern Idaho	_	-	-		-	-	-
IL Lake County – – – – – – – – – – IL Will County – – – – – – – – – – – – – – – – – – –	IL	Chicago	\$1,250,000	\$999,000	514	46	59	66	Buyer's
IL Will County	IL	DuPage County	\$844,000	\$1,036,765	16	4	4	379	Seller's
·	IL	Lake County	-	-	-	-	-	-	-
IN Hamilton County	IL	Will County	-	_	_	_	_	_	_
	IN	Hamilton County	-	-	-	-	-	-	-

## ATTACHED HOMES

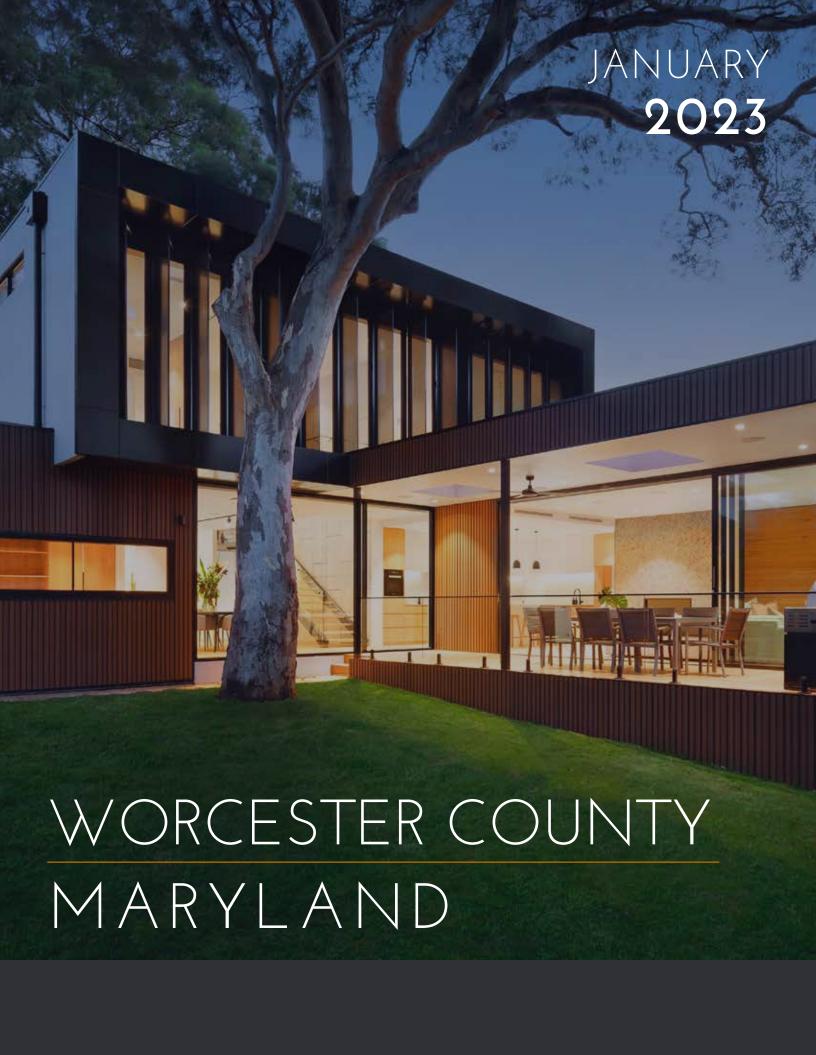
		Median	Median		New		Days on	Market
State	Market Name	List Price	Sold Price	Inventory	Listings	Sold	Market	Status
KS	Johnson County	\$595,000	\$619,820	129	10	11	15	Buyer's
MA	Cape Cod	\$762,400	\$759,900	20	3	5	17	Seller's
MA	Greater Boston	\$2,572,500	\$2,050,000	228	23	49	42	Seller's
MA	South Shore	\$825,000	\$1,146,745	15	0	9	60	Seller's
MD	Anne Arundel County	\$584,495	\$555,000	44	26	29	6	Seller's
MD	Frederick County	-	-	-	-	-	-	-
MD	Howard County	\$552,450	\$574,990	12	9	25	7	Seller's
MD	Montgomery County	\$792,495	\$787,500	72	30	40	11	Seller's
MD	Talbot County	-	-	-	-	-	-	-
MD	Worcester County	\$729,900	\$618,500	60	15	17	36	Seller's
MI	Livingston County	-	-	-	-	-	-	-
MI	Monroe County	-		-		-	-	-
MI	Oakland County	\$686,730	\$562,495	52	5	14	23	Seller's
MI	Washtenaw County	\$607,500	\$545,000	38	5	9	54	Seller's
MI	Wayne County	\$658,280	\$662,769	72	5	8	46	Buyer's
MN	Olmsted County	-	-	-	-	-	-	-
MN	Twin Cities	-	-	-	-	-	-	-
MO	Kansas City	-	-	-	-	-	_	-
MO	St. Louis	-	-	-	-	-	-	-
NC	Asheville	\$760,500	\$650,000	40	5	13	22	Seller's
NC	Charlotte	\$650,000	\$640,000	166	31	65	25	Seller's
NC	Lake Norman	\$594,500	\$640,000	22	3	7	30	Seller's
NC	Raleigh-Durham	-	-	-	-	-	-	-
NJ	Bergen County	\$1,215,960	\$1,069,518	132	21	22	80	Balanced
NJ	Hudson County	\$1,458,000	\$1,179,500	77	10	24	20	Seller's
NJ	Ocean County	\$699,450	\$600,100	18	1	3	19	Balanced
NM	Taos	-	-	-	-	-	-	-
NV	Lake Tahoe	\$1,295,000	\$1,080,000	19	2	3	86	Balanced
NV	Las Vegas	-	-	-	-	-	-	-
NV	Reno	-	-	-	-	_	-	-
NY	Brooklyn	-	-	-	-	-	-	-
NY	Finger Lakes	-	-	-	-	_	-	-
NY	Nassau County	\$1,546,944	\$2,075,000	68	13	17	66	Seller's
NY	Staten Island	\$610,000	\$590,000	95	14	23	56	Seller's
NY	Suffolk County	\$757,500	\$620,134	136	24	45	50	Seller's
ОН	Cincinnati	\$724,900	\$749,000	11	8	7	О	Seller's
ОН	Cleveland Suburbs	-	-	-	-	-	-	-

## ATTACHED HOMES

State         Market Name         Median List Price         Median Sold Price         Inventory         New Listings         Days on Market Status           ON         GTA - Durham         \$888,000         \$840,000         21         11         3         29         Buyer's           ON         GTA - York         \$789,000         \$765,000         183         74         45         26         Seller's           ON         Hamilton         \$899,900         \$855,000         21         9         5         37         Seller's           ON         Mississauga         \$999,995         \$871,000         62         23         14         26         Seller's           ON         Oakville         \$1,287,450         \$1,254,500         34         6         6         50         Balanced           ON         Toronto         \$1,268,950         \$1,150,000         546         161         104         21         Balanced           ON         Waterloo Region         \$779,900         \$746,000         37         18         12         22         Seller's           QC         Montreal         -         -         -         -         -         -         -         -         -
ON         GTA - York         \$789,000         \$765,000         183         74         45         26         Seller's           ON         Hamilton         \$899,900         \$855,000         21         9         5         37         Seller's           ON         Mississauga         \$999,995         \$871,000         62         23         14         26         Seller's           ON         Oakville         \$1,287,450         \$1,254,500         34         6         6         50         Balanced           ON         Toronto         \$1,268,950         \$1,150,000         546         161         104         21         Balanced           ON         Waterloo Region         \$779,900         \$746,000         37         18         12         22         Seller's           OR         Portland         \$775,000         \$605,000         184         26         43         34         Seller's           QC         Montreal         -         <
ON         Hamilton         \$899,900         \$855,000         21         9         5         37         Seller's           ON         Mississauga         \$999,995         \$871,000         62         23         14         26         Seller's           ON         Oakville         \$1,287,450         \$1,254,500         34         6         6         50         Balanced           ON         Toronto         \$1,268,950         \$1,150,000         546         161         104         21         Balanced           ON         Waterloo Region         \$779,900         \$746,000         37         18         12         22         Seller's           OR         Portland         \$775,000         \$605,000         184         26         43         34         Seller's           QC         Montreal         -
ON         Mississauga         \$999,995         \$871,000         62         23         14         26         Seller's           ON         Oakville         \$1,287,450         \$1,254,500         34         6         6         50         Balanced           ON         Toronto         \$1,268,950         \$1,150,000         546         161         104         21         Balanced           ON         Waterloo Region         \$779,900         \$746,000         37         18         12         22         Seller's           OR         Portland         \$775,000         \$605,000         184         26         43         34         Seller's           QC         Montreal         -
ON         Oakville         \$1,287,450         \$1,254,500         34         6         6         50         Balanced           ON         Toronto         \$1,268,950         \$1,150,000         546         161         104         21         Balanced           ON         Waterloo Region         \$779,900         \$746,000         37         18         12         22         Seller's           OR         Portland         \$775,000         \$605,000         184         26         43         34         Seller's           QC         Montreal         -
ON         Toronto         \$1,268,950         \$1,150,000         546         161         104         21         Balanced           ON         Waterloo Region         \$779,900         \$746,000         37         18         12         22         Seller's           OR         Portland         \$775,000         \$605,000         184         26         43         34         Seller's           QC         Montreal         -<
ON         Waterloo Region         \$779,900         \$746,000         37         18         12         22         Seller's           OR         Portland         \$775,000         \$605,000         184         26         43         34         Seller's           QC         Montreal         - </td
OR         Portland         \$775,000         \$605,000         184         26         43         34         Seller's           QC         Montreal         -
QC Montreal SC Charleston \$1,100,000 \$952,500 79 13 18 35 Seller's
SC Charleston \$1,100,000 \$952,500 79 13 18 35 Seller's
00 151-1 01 01 01 01 01 01 01 01 01 01 01 01 01
SC Hilton Head \$1,095,000 \$967,500 38 3 6 28 Balanced
SC The Grand Strand \$539,000 \$544,000 183 34 46 101 Seller's
TN Greater Chattanooga
TN Nashville \$699,999 \$999,000 101 25 102 0 Seller's
TX Austin \$835,000 \$707,500 231 47 32 47 Buyer's
TX Collin County
TX Dallas \$754,950 \$657,500 104 15 30 25 Seller's
TX Denton County
TX El Paso
TX Fort Worth – – – – – – – – – –
TX Greater Tyler – – – – – – – – – –
TX Houston \$625,000 \$605,000 103 19 20 41 Balanced
TX Lubbock
TX San Angelo – – – – – – – – – –
TX San Antonio \$1,075,000 \$815,000 27 2 5 41 Balanced
TX The Woodlands & Spring
UT Park City \$2,295,000 \$2,600,000 81 23 15 42 Balanced
UT Salt Lake City \$569,900 \$550,000 111 14 25 38 Seller's
VA Arlington & Alexandria \$999,450 \$975,000 68 16 32 32 Seller's
VA Charlottesville \$774,900 \$570,000 26 4 12 6 Seller's
VA Fairfax County \$799,700 \$705,000 142 41 73 27 Seller's
VA McLean & Vienna \$1,274,500 \$884,000 24 4 12 18 Seller's
VA Richmond – – – – – – – – – –
VA Smith Mountain Lake
WA King County - Greater Seattle \$1,187,500 \$1,165,000 170 28 41 28 Seller's
WA Seattle \$1,347,475 \$1,275,000 90 9 9 54 Buyer's
WA Spokane

# Www.is in each detail.

Hubert de Givenchy

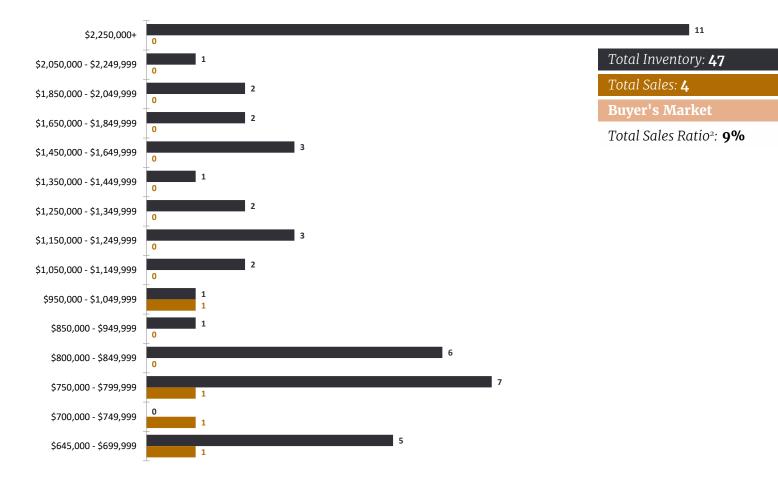


## WORCESTER COUNTY SINGLE-FAMILY HOMES

## LUXURY INVENTORY VS. SALES | DECEMBER 2022

Inventory Sales

Luxury Benchmark Price<sup>1</sup>: \$645,000



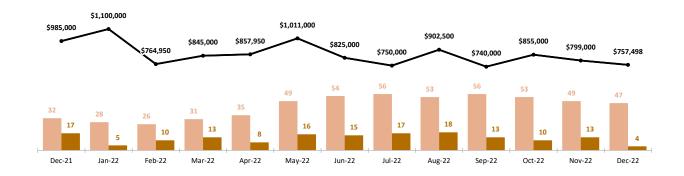
Square Feet <sup>3</sup> -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio
0 - 1,999	\$690,000	2	3	1	10	10%
2,000 - 2,499	\$954,415	3	2	1	8	13%
2,500 - 2,999	\$757,498	7	4	2	4	50%
3,000 - 3,499	NA	NA	NA	0	9	0%
3,500 - 3,999	NA	NA	NA	0	3	0%
4,000+	NA	NA	NA	0	13	0%

<sup>&</sup>lt;sup>1</sup>The luxury threshold price is set by The Institute for Luxury Home Marketing. <sup>2</sup>Sales Ratio defines market speed and market type: Buyer's < 14.5%; Balanced >= 14.5 to < 20.5%; Seller's >= 20.5% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

# WORCESTER COUNTY SINGLE-FAMILY HOMES

### 13-MONTH LUXURY MARKET TREND4





## MEDIAN DATA REVIEW | DECEMBER

TOTAL INVENTORY

Dec. 2021 Dec. 2022

32 47

VARIANCE: 47%

SALE PRICE PER SQFT.

Dec. 2021 Dec. 2022

\$303 \$34<sup>1</sup>

VARIANCE: 14%

TOTAL SOLDS

Dec. 2021 Dec. 2022

17

**VARIANCE: -76**%

SALE TO LIST PRICE RATIO

Dec. 2021 Dec. 2022

100.00% 100.11%

VARIANCE: 0%

SALES PRICE

Dec. 2021 Dec. 2022

\$985k \$757

VARIANCE: -23%

DAYS ON MARKET

Dec. 2021 Dec. 2022

28 3

VARIANCE: -89%

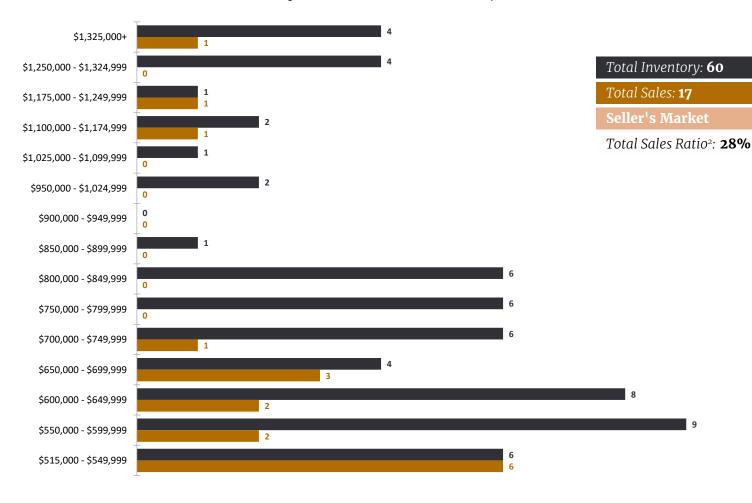
## WORCESTER COUNTY MARKET SUMMARY | DECEMBER 2022

- The Worcester County single-family luxury market is a **Buyer's Market** with a **9% Sales Ratio**.
- Homes sold for a median of **100.11% of list price** in December 2022.
- The most active price band is \$950,000-\$1,049,999, where the sales ratio is 100%.
- The median luxury sales price for single-family homes is \$757,498.
- The median days on market for December 2022 was 3 days, down from 28 in December 2021.

## LUXURY INVENTORY VS. SALES | DECEMBER 2022

Inventory Sales

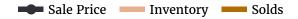
## Luxury Benchmark Price<sup>1</sup>: \$515,000

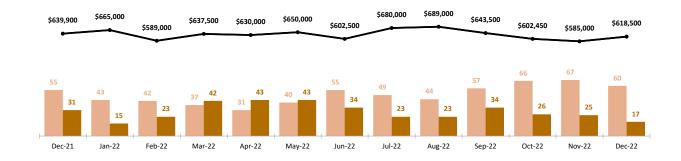


Square Feet <sup>3</sup>	Price	Beds	Baths	Sold	Inventory	Sales Ratio
-Range-	-Median Sold-	-Median Sold-	-Median Sold-	-Total-	-Total-	-Sold/Inventory-
0 - 1,499	\$560,450	3	2	8	25	32%
1,500 - 1,999	\$622,500	3	3	4	18	22%
2,000 - 2,499	\$639,000	4	4	3	7	43%
2,500 - 2,999	\$1,999,999	5	4	1	5	20%
3,000 - 3,499	NA	NA	NA	0	3	0%
3,500+	\$1,125,000	4	5	1	1	100%

<sup>&</sup>lt;sup>1</sup>The luxury threshold price is set by The Institute for Luxury Home Marketing. <sup>2</sup>Sales Ratio defines market speed and market type: Buyer's < 14.5%; Balanced >= 14.5 to < 20.5%; Seller's >= 20.5% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

#### 13-MONTH LUXURY MARKET TREND4





## MEDIAN DATA REVIEW | DECEMBER

TOTAL INVENTORY

Dec. 2021 Dec. 2022

55 60

VARIANCE: 9%

SALE PRICE PER SQFT.

Dec. 2021 Dec. 2022

\$423 \$397

VARIANCE: -6%

TOTAL SOLDS

Dec. 2021 Dec. 2022

31 17

VARIANCE: -45%

SALE TO LIST PRICE RATIO

Dec. 2021 Dec. 2022

97.95% 97.32%

VARIANCE: -1%

SALES PRICE

Dec. 2021 Dec. 2022

\$640k \$619k

VARIANCE: -3<sup>%</sup>

DAYS ON MARKET

Dec. 2021 Dec. 2022

36 36

VARIANCE: 0%

## WORCESTER COUNTY MARKET SUMMARY | DECEMBER 2022

- The Worcester County attached luxury market is a Seller's Market with a 28% Sales Ratio.
- Homes sold for a median of **97.32% of list price** in December 2022.
- The most active price band is \$515,000-\$549,999, where the sales ratio is 100%.
- The median luxury sales price for attached homes is **\$618,500**.
- The median days on market for December 2022 was **36** days, remaining the same from December 2021.

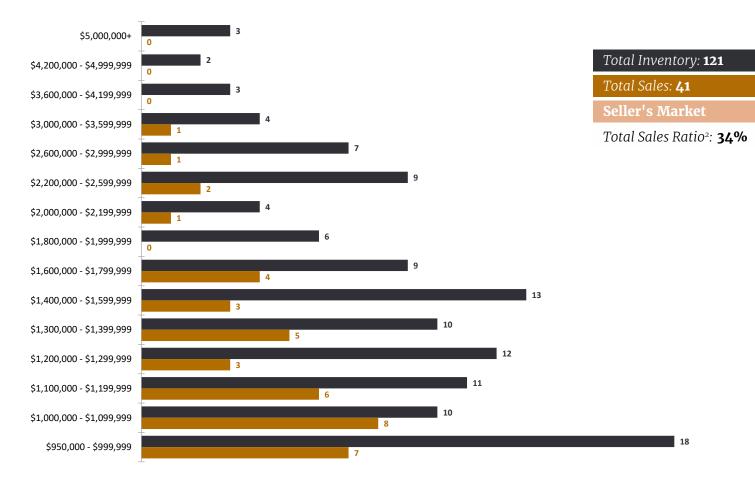


# SUSSEX COUNTY

## LUXURY INVENTORY VS. SALES | DECEMBER 2022

Inventory Sales

## Luxury Benchmark Price<sup>1</sup>: \$950,000

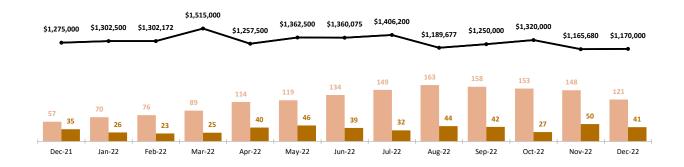


Square Feet <sup>3</sup> -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio
0 - 2,499	\$1,168,053	4	4	6	26	23%
2,500 - 2,999	\$1,107,158	4	4	11	15	73%
3,000 - 3,499	\$1,099,357	4	5	12	36	33%
3,500 - 3,999	\$1,125,000	5	6	3	11	27%
4,000 - 4,499	\$1,464,313	5	6	4	5	80%
4,500+	\$1,170,000	5	5	3	17	18%

<sup>&</sup>lt;sup>1</sup>The luxury threshold price is set by The Institute for Luxury Home Marketing. <sup>2</sup>Sales Ratio defines market speed and market type: Buyer's < 14.5%; Balanced >= 14.5 to < 20.5%; Seller's >= 20.5% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

### 13-MONTH LUXURY MARKET TREND4





## MEDIAN DATA REVIEW | DECEMBER

TOTAL INVENTORY

Dec. 2021 Dec. 2022

57 121

**VARIANCE: 112**%

SALE PRICE PER SQFT.

Dec. 2021 Dec. 2022

\$431 \$373

VARIANCE: -13%

TOTAL SOLDS

Dec. 2021 Dec. 2022

35 41

VARIANCE: 17%

SALE TO LIST PRICE RATIO

Dec. 2021 Dec. 2022

99.16% 100.00%

VARIANCE: 1%

SALES PRICE

Dec. 2021 Dec. 2022

\$1.28m \$1.17m

VARIANCE: -8%

DAYS ON MARKET

Dec. 2021 Dec. 2022

9 1

VARIANCE: -89%

## SUSSEX COUNTY MARKET SUMMARY | DECEMBER 2022

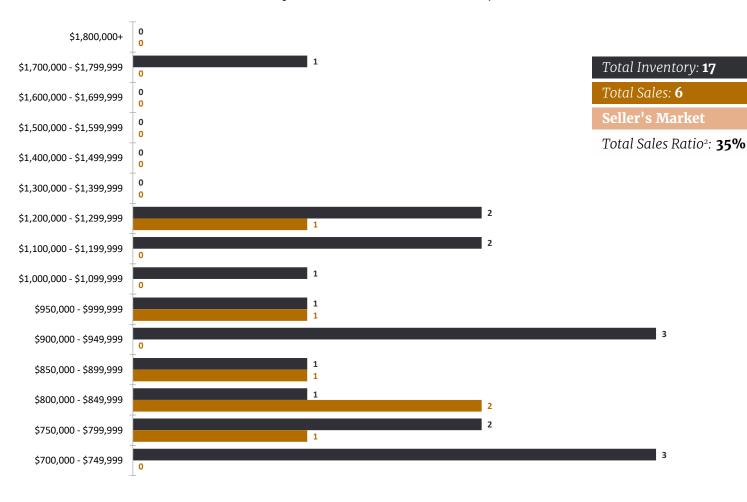
- The Sussex County single-family luxury market is a **Seller's Market** with a **34% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in December 2022.
- The most active price band is **\$1,000,000-\$1,099,999**, where the sales ratio is **80%**.
- The median luxury sales price for single-family homes is **\$1,170,000**.
- The median days on market for December 2022 was 1 days, down from 9 in December 2021.

# SUSSEX COUNTY

## LUXURY INVENTORY VS. SALES | DECEMBER 2022

Inventory Sales

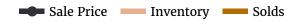
Luxury Benchmark Price<sup>1</sup>: \$700,000

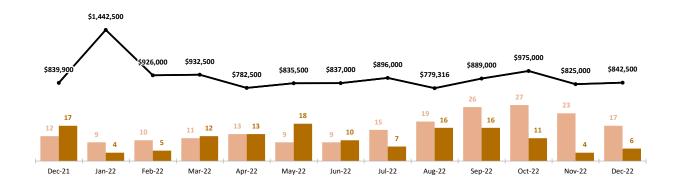


Square Feet <sup>3</sup> -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 999	NA	NA	NA	0	2	0%
1,000 - 1,499	NA	NA	NA	0	8	0%
1,500 - 1,999	\$875,000	3	4	5	1	500%
2,000 - 2,499	\$800,000	5	5	1	2	50%
2,500 - 2,999	NA	NA	NA	0	2	0%
3,000+	NA	NA	NA	0	О	NA

<sup>&</sup>lt;sup>1</sup>The luxury threshold price is set by The Institute for Luxury Home Marketing. <sup>2</sup>Sales Ratio defines market speed and market type: Buyer's < 14.5%; Balanced >= 14.5 to < 20.5%; Seller's >= 20.5% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

#### 13-MONTH LUXURY MARKET TREND4





## MEDIAN DATA REVIEW | DECEMBER

TOTAL INVENTORY

Dec. 2021 Dec. 2022

12 17

VARIANCE: 42%

SALE PRICE PER SQFT.

Dec. 2021 Dec. 2022

\$643 \$510

VARIANCE: -21%

TOTAL SOLDS

Dec. 2021 Dec. 2022

17 6

**VARIANCE:** -**65**%

SALE TO LIST PRICE RATIO

Dec. 2021 Dec. 2022

100.00% 99.25%

VARIANCE: -1%

SALES PRICE

Dec. 2021 Dec. 2022

\$840k \$843k

**VARIANCE: 0**%

DAYS ON MARKET

Dec. 2021 Dec. 2022

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VARIANCE: 40%

## SUSSEX COUNTY MARKET SUMMARY | DECEMBER 2022

- The Sussex County attached luxury market is a **Seller's Market** with a **35% Sales Ratio**.
- Homes sold for a median of **99.25% of list price** in December 2022.
- The most active price band is \$800,000-\$849,999, where the sales ratio is 200%.
- The median luxury sales price for attached homes is **\$842,500**.
- The median days on market for December 2022 was **7** days, up from **5** in December 2021.

Thank you for taking time to view this report.

For more information about this report and the services I can offer you and your luxury property, please give me a call at 410.430.1575.





PenFed Realty



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