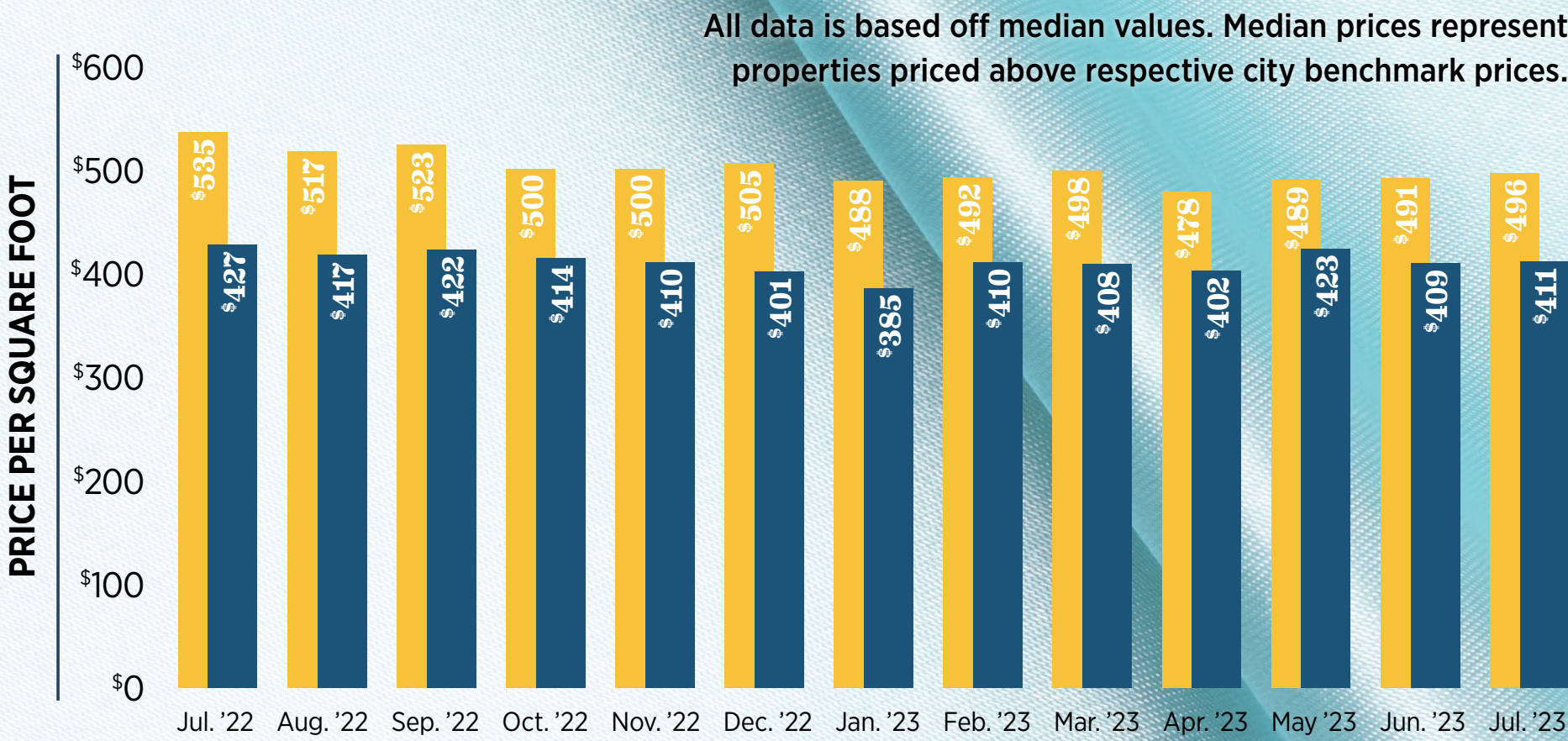
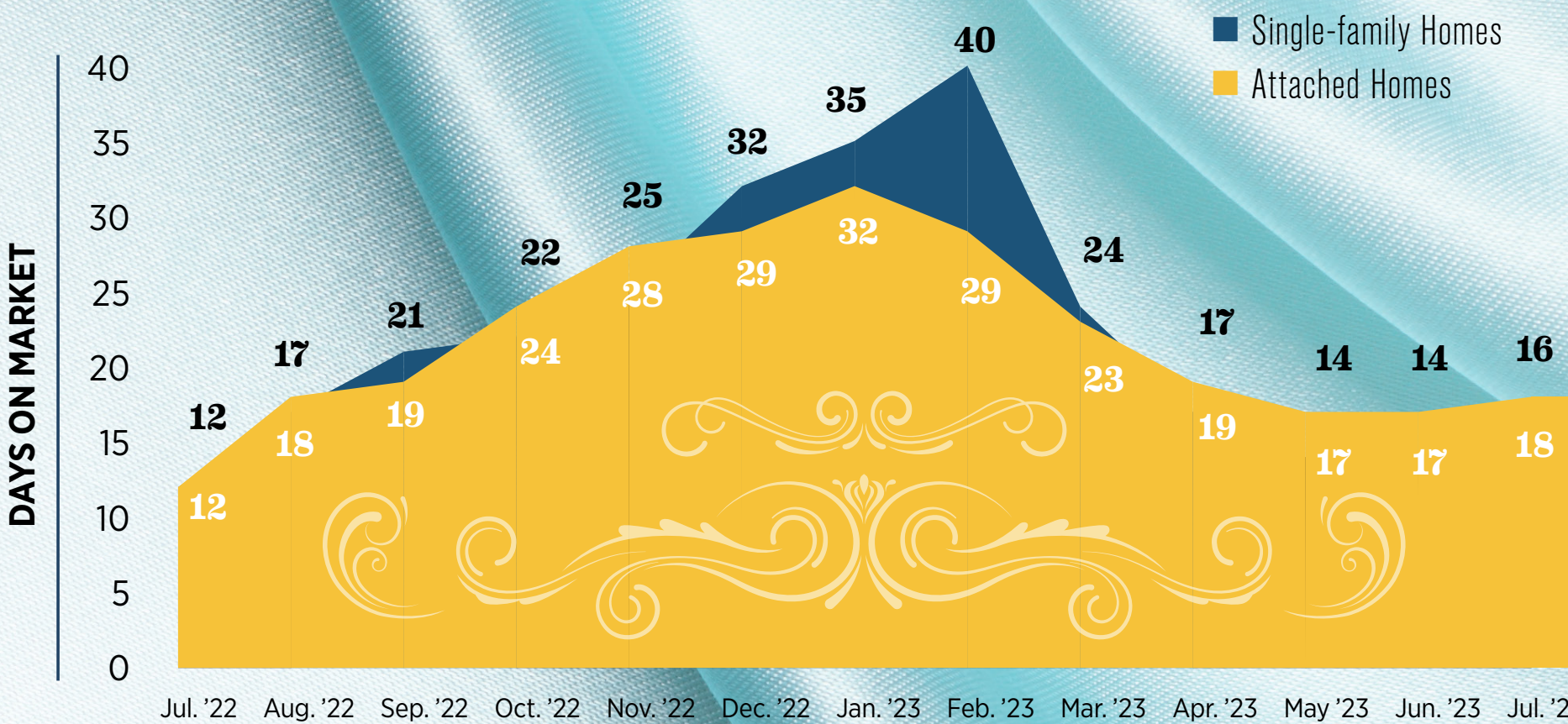




THE LUXURY MARKET *report*

Source: Institute for Luxury Home Marketing

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.

LUXURY MONTHLY MARKET REVIEW

A Review of Key Market Differences Year over Year: July 2022–July 2023
Median prices represent properties priced above respective city benchmark prices.

SINGLE-FAMILY HOMES

Markets with the Highest Sales Ratio:

East Bay, CA — **119***

Howard County, MD — **100***

Hamilton County, IN — **90***

St. Louis, MO — **89***

Markets with the Highest Median Sales Price:

Aspen, CO — **\$10,635,000**

Vail, CO — **\$6,490,000**

Telluride, CO — **\$6,100,000**

Whistler, CO — **\$4,500,000**

| | JULY 2022 | JULY 2023 |
|-----------------------------|-------------|-------------|
| Median List Price (LP) | \$1,548,500 | \$1,649,500 |
| Median Sale Price (SP) | \$1,309,000 | \$1,331,389 |
| Median SP/LP Ratio | 100.00* | 99.43* |
| Total Sales Ratio | 34.14* | 30.13* |
| Median Price per Sq. Ft. | \$427 | \$411 |
| Total Inventory | 54,919 | 57,289 |
| New Listings | 20,330 | 18,704 |
| Total Sold | 18,751 | 17,263 |
| Median Days on Market | 12 | 16 |
| Average Home Size (Sq. Ft.) | 3,222 | 3,248 |

1,626
New Listings

1,488
Total Sold

\$22,389
Med. Sale Price

4
Days on Market

4.01%
Sales Ratio

ATTACHED HOMES

Markets with the Highest Sales Ratio:

Howard County, MD — **140***

Montgomery County, MD — **113***

Fairfax County, VA — **107***

Anne Arundel County, MD — **89***

Markets with the Highest Median Sales Price:

Vail, CO — **\$2,525,000**

Palm Beach Towns, CA — **\$2,506,000**

San Francisco, CA — **\$2,400,000**

Telluride, CO — **\$2,400,000**

| | JULY 2022 | JULY 2023 |
|-----------------------------|-----------|-----------|
| Median List Price (LP) | \$935,000 | \$995,000 |
| Median Sale Price (SP) | \$828,750 | \$878,250 |
| Median SP/LP Ratio | 100.00* | 99.96* |
| Total Sales Ratio | 29.50* | 25.23* |
| Median Price per Sq. Ft. | \$535 | \$496 |
| Total Inventory | 16,073 | 18,003 |
| New Listings | 5,900 | 6,167 |
| Total Sold | 4,742 | 4,543 |
| Median Days on Market | 12 | 18 |
| Average Home Size (Sq. Ft.) | 1,811 | 1,893 |

267
New Listings

199
Total Sold

\$49,500
Med. Sale Price

6
Days on Market

4.27%
Sales Ratio

For more monthly data on the luxury home market, visit luxuryhome.marketing.com.