

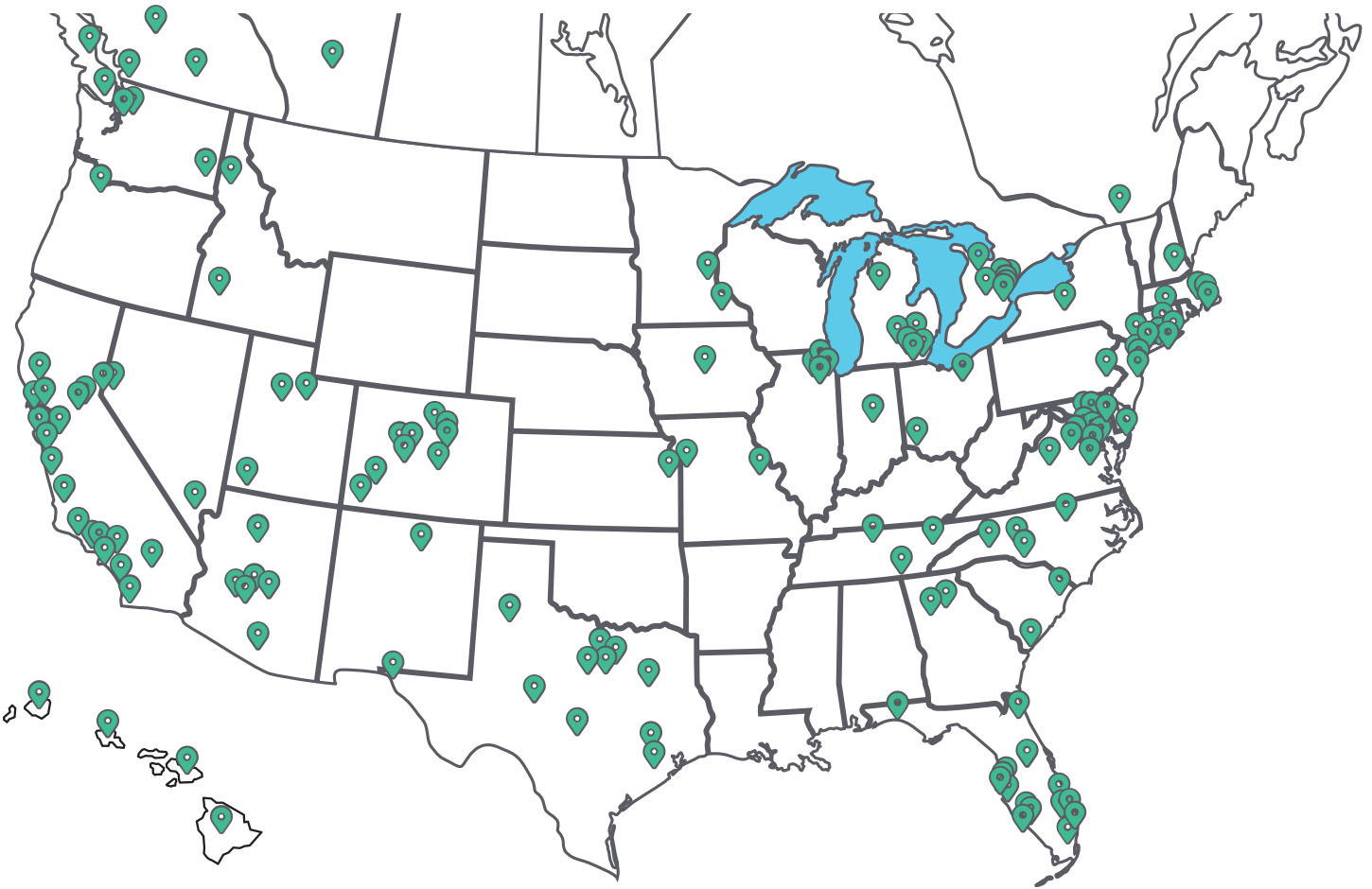


LUXURY MARKET REPORT
2024 IN REVIEW

INSTITUTE *for*
LUXURY HOME
MARKETING®

by Colibri Real Estate

THIS IS YOUR LUXURY MARKET REPORT



MAP OF LUXURY RESIDENTIAL MARKETS

KEY TERMS IN THIS REPORT

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

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

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

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

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

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

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



THE LUXURY MARKET REPORT

The Institute's **2024 Luxury Market Year in Review** gives insights into how the luxury market has performed during the year, along with reviewing the many opportunities that exist in this unique niche.


This resource will provide you with statistics and analysis for luxury single-family and attached homes for the past year, new preferences among the affluent, and interesting new trends, niche markets, as well as sources of potential opportunities in 2025!

Learn how to leverage data like this, along with many other successful techniques for breaking into the luxury market by registering for one of The Institute's Luxury Home Marketing training courses:

LuxuryHomeMarketing.com/training



The Institute for Luxury Home Marketing
Home of the CLHMS™

A photograph of a modern skyscraper with a glass facade, reflecting the city skyline at dusk. The building's structure is visible through the glass, and the city lights are visible in the background. The sky is a mix of blue and purple, indicating twilight. The text is overlaid on a semi-transparent dark rectangle in the center of the image.

"The luxury real estate market in 2024 demonstrated remarkable resilience and adaptability in the face of economic uncertainty, fluctuating interest rates, and evolving buyer demands."



NORTH AMERICAN LUXURY REVIEW

Welcome to 2025: In this review, we will break down the key events, trends, and insights from 2024, concluding with an outlook for the North American luxury real estate market in 2025.

The luxury real estate market in 2024 was marked by a series of transformative trends, with key developments shaping the high-end housing sector throughout the year.

After a challenging 2023 characterized by limited transactions and stagnation, the luxury market made a remarkable resurgence. The year saw a notable recovery, driven by factors such as economic stabilization, a rise in inventory levels, and the return of affluent buyers with renewed confidence.

First Quarter 2024: Resurgence and Optimism

The year began on a positive note, marking the start of a strong rebound, as single-family luxury homes led the way, with increased inventory and new listings compared to the previous year. This increase in available properties, coupled with rising demand, contributed to a steady rise in sales. Affluent buyers, who were less impacted by broader economic uncertainties, showed renewed interest in the market, particularly for high-value homes. The attached luxury market, while facing inventory challenges, still experienced steady price growth, signaling that well-appointed properties remained desirable.

February continued to build on this momentum, with a surge in both new inventory and sales activity. The evolving preferences of buyers, particularly younger affluent demographics such as millennials and “HENRYs” (High Earners, Not Yet Rich), had a significant influence on the market. These buyers increasingly prioritized technology-driven features and sustainable living solutions, reshaping the luxury housing landscape. The demand for move-in-ready homes with amenities aligned with their aspirational lifestyles gained traction.

The spring market saw even greater dynamism, with inventory levels continuing to climb. This

enabled buyers to explore a wider range of options, and sales showed month-over-month and year-over-year increases.

However, the variability in market conditions across regions became more evident, with some areas showing more buyer-friendly conditions while others were seller-dominated. Local insights and strategies became crucial, as trends varied significantly between different areas, property types, and price points.

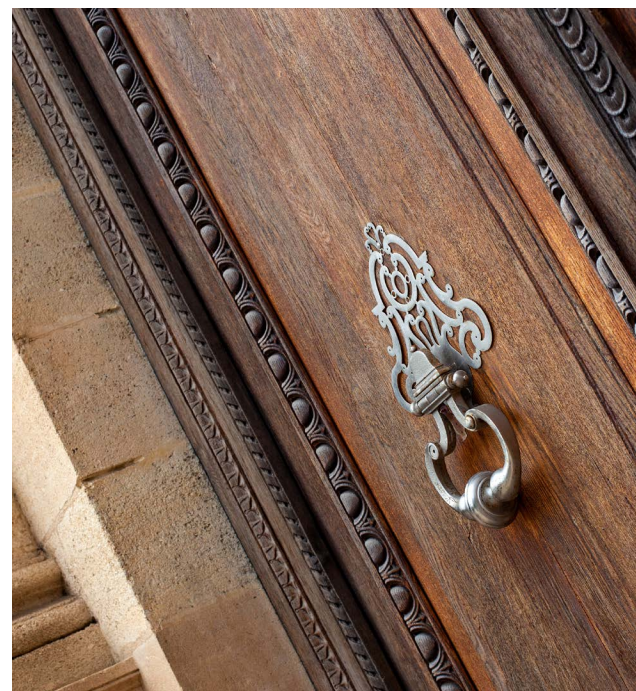
Second Quarter 2024: Resilience Amid Economic Challenges

The second quarter of 2024 witnessed continued resilience in the luxury real estate market. By April, both single-family and attached home sales had more than doubled compared to January, driven by a significant rise in inventory. The increase in new listings, combined with steady sales growth, reflected growing seller confidence. The luxury market's ability to maintain price stability, with sale-to-list ratios hovering around 99%, signaled a strong recovery.

Affluent buyers showed a growing preference for properties that aligned with their evolving lifestyle ideals, such as sustainability, cultural richness, and personalization. Luxury homes increasingly integrated eco-friendly materials, energy-efficient features, and innovative amenities, promoting social responsibility and wellness. This trend was particularly evident in the growing demand for secluded properties in prestigious locations, offering privacy, security, and expansive views.

By May, as economic challenges and high interest rates persisted, the luxury market showed remarkable adaptability. Despite these challenges, sales continued to rise, particularly in coastal areas, urban centers, and exclusive neighborhoods. Summer amenities like resort-style facilities, wellness centers, and multifunctional spaces became increasingly popular as buyers sought homes that reflected their values and provided a sanctuary from the pressures of modern life.

In June 2024, the luxury real estate market showed





signs of a slowdown. Sales volume decreased slightly, with single-family home sales declining by 1.68% and attached properties by 6.77%. This was accompanied by a moderate dip in new inventory levels. Despite these fluctuations, the market remained competitive, with stable prices and continued demand in high-end locations.

Third Quarter 2024: Inventory Shifts and Buyer Preferences

The third quarter brought significant shifts in the luxury real estate market, with inventory growth and evolving buyer preferences taking center stage. A notable development was the unexpected turnaround in sales during July, following a dip in June. The market saw an 18.99% increase in single-family home sales and a 13.30% increase in attached properties, reflecting the importance of new inventory in driving market performance. The fluctuations in sales mirrored inventory changes, underscoring the market's responsiveness to fresh listings.

Affluent buyers became increasingly discerning, seeking homes that offered exclusivity, impeccable design, sustainability, and cutting-edge amenities. Customized properties with features like wine cellars, home theaters, and gyms gained popularity, reflecting the desire for homes that catered to personal tastes and modern needs. Location also played a key role, with buyers increasingly favoring suburban, rural, and resort areas over urban centers, driven by the desire for privacy, tranquility, and scenic views.

Despite a significant rise in inventory—30-35% higher than the previous year—luxury home prices remained stable, and in some cases, even increased. The competition for high-quality properties continued to drive price stability, especially in sought-after locations. Meanwhile, the luxury market's resilience was further supported by affluent buyers who often purchased homes in cash, making them less sensitive to fluctuating mortgage rates.

As mortgage rates saw a slight reduction during September, there was renewed interest among buyers considering financing options. However, many affluent buyers continued to rely on cash purchases, insulating the luxury market from broader interest rate trends affecting the general real estate market.





Fourth Quarter 2024: A Strong Finish and Positive Outlook

The fourth quarter of 2024 concluded the year with a strong finish, driven by rising inventory, surging sales, and emerging buyer opportunities. October saw a 19.7% increase in inventory for single-family luxury homes and a 27.7% increase for attached properties, which, combined with a 21% surge in single-family home sales, presented new opportunities for buyers. Despite a slight month-over-month decline in inventory and new listings, the strong demand for high-end properties continued to fuel sales, indicating ongoing buyer enthusiasm in the luxury market.

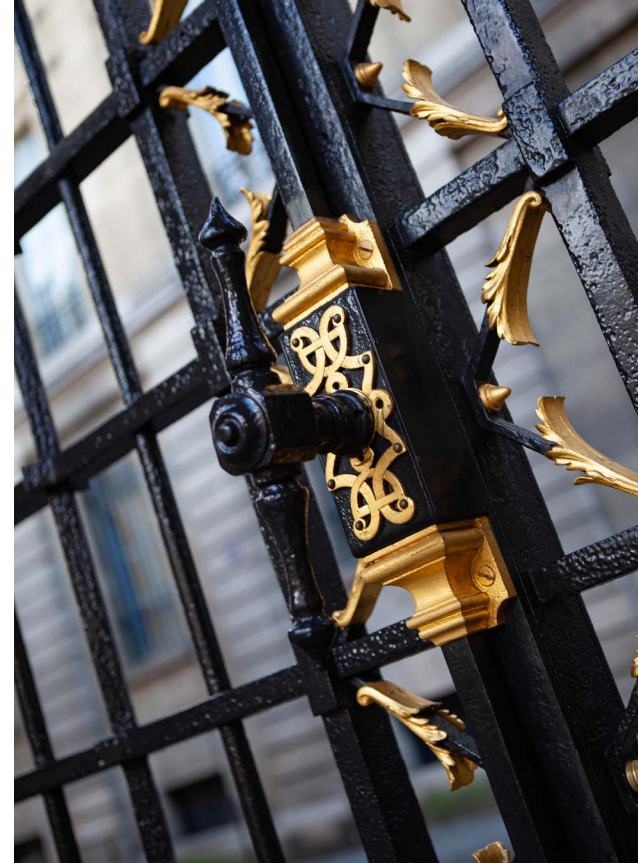
November brought a slight seasonal slowdown as the holidays approached, but the market remained resilient, with year-over-year increases in sales across all segments. Both single-family and attached homes saw sales growth, with prices holding steady despite some fluctuations in specific segments. The continued rise in new listings further supported the market, providing more options for discerning buyers seeking luxury properties that aligned with modern trends.

December marked a strong finish to the year, with notable surges in high-value transactions in affluent markets such as Manhattan, Miami, and Palm Beach. The reduction in interest rates that began in September and continued into December played a key role in boosting buyer confidence, signaling a positive outlook for 2025. While some buyers continued to hold off in hopes of further rate reductions, many took advantage of the current market conditions, eager to secure desirable properties before spring competition increased.

Key Insights and Trends from 2024

1. **Increased Inventory:** A significant rise in inventory levels throughout the year provided more options for buyers. This increase in available properties was a driving force behind the market's growth.
2. **Price Stability:** Despite growing inventory, prices remained relatively stable or even increased in highly desirable locations. This was largely due to continued demand for premium properties, particularly in sought-after regions.

3. **Shifting Buyer Demographics:** Younger affluent buyers, including millennials and HENRYs, became a more prominent force in the market. Their preferences for technology-driven features, sustainability, and personalized living spaces reshaped the luxury real estate landscape.
4. **Sustainability and Wellness:** Buyers sought properties with eco-friendly features and wellness amenities, such as home gyms and energy-efficient systems. This trend is expected to continue driving demand for sustainable luxury homes.
5. **Local Market Dynamics:** The variability in market conditions across regions underscored the importance of local insights. Some areas were heavily seller-driven, while others favored buyers, highlighting the need for tailored strategies.



Conclusion: A Year of Resilience and Adaptability

The luxury real estate market in 2024 demonstrated remarkable resilience and adaptability in the face of economic uncertainty, fluctuating interest rates, and evolving buyer demands. Throughout the year, the market experienced rising inventory, increased sales, and stable prices, driven by the demand for exclusive, customized properties that align with affluent buyers' evolving lifestyles. The influence of technology, sustainability, and wellness on buyer preferences reshaped the luxury market, while regional dynamics and tailored strategies became crucial for both buyers and sellers navigating this complex landscape.

Outlook for 2025

As we head into 2025, we expect to see a stronger market return for luxury real estate, especially if the economy, inflation and interest rates hold steady or improve.

As the luxury market moves into 2025, trends such as rising inventory, increased demand for sustainability, and a focus on lifestyle-driven properties are likely to persist. With interest rates trending downward and buyer confidence on the rise, the outlook for the luxury real estate sector remains positive, offering fresh opportunities for discerning buyers and investors.

1. **Demand Trends:** The luxury real estate market is expected to see continued growth fueled by high-net-worth buyers, particularly from sectors like tech, finance, and entrepreneurship. International demand will remain strong, with buyers from Asia, the Middle East, and Europe investing in stable markets like the U.S., Canada, and Western Europe. Properties offering unique amenities, sustainability features, and access to lifestyle experiences will remain highly sought after.
2. **Market Characteristics:** Suburban and secondary luxury markets will maintain appeal for

buyers seeking privacy and space, while limited inventory and robust demand will help stabilize pricing. Cash purchases will continue to dominate, with some buyers using creative financing strategies to secure high-end properties.

3. Technological and Design Trends: Smart home technology, AI integration, and sustainability features will become standard expectations. Buyers will favor energy-efficient designs, net-zero emissions homes, and properties certified for green building practices focused on environmental impacts such as fire and flooding. Exclusivity in architectural design and personalization will also be key differentiators.
4. Geopolitical and Economic Factors: Shifts in wealth and property taxes could influence buyer behavior, while luxury real estate will continue to serve as a hedge against inflation and a reliable asset class for global investors.
5. Marketing and Sales Shifts: The affluent will prioritize the need for global digital marketing strategies for their homes, that include virtual tours and immersive experiences to cater to international buyers. Equally recognizing that a personalized, relationship-driven sales approach will remain critical to success in this competitive market.

To succeed in this evolving market, staying informed about both macro and local trends will remain key to capitalizing on the opportunities that lie ahead. As always, we highly recommend working with a luxury property specialist during this unconventional market to ascertain what is truly happening in your local marketplace.

Navigating 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.

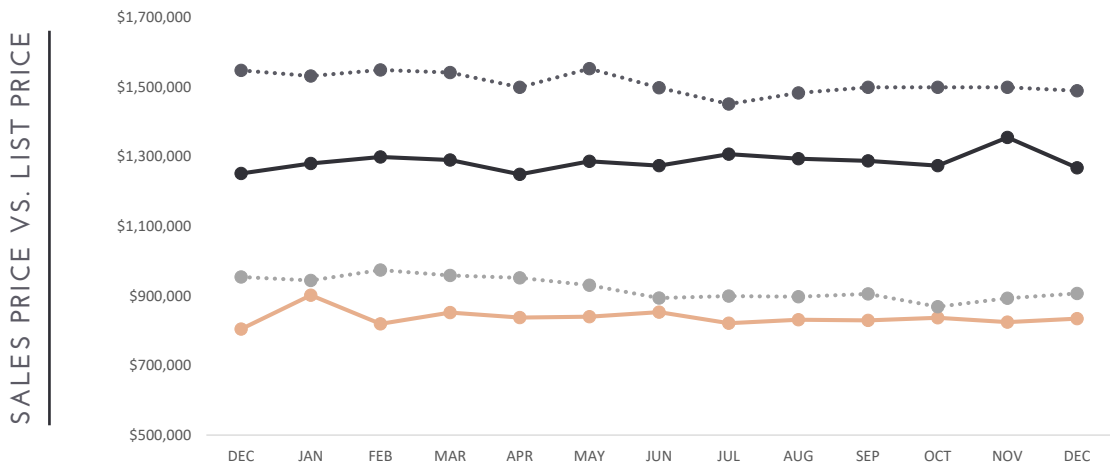
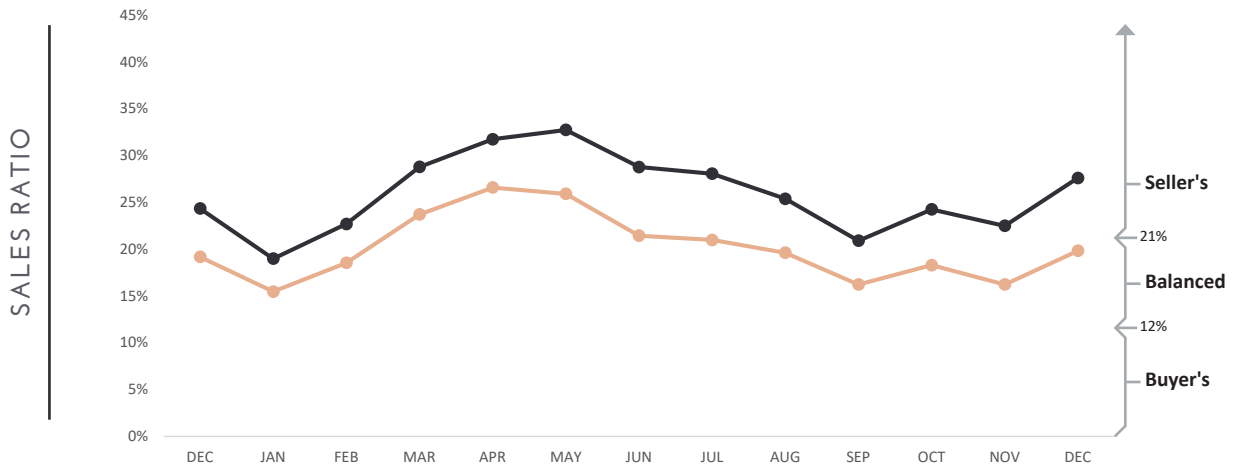
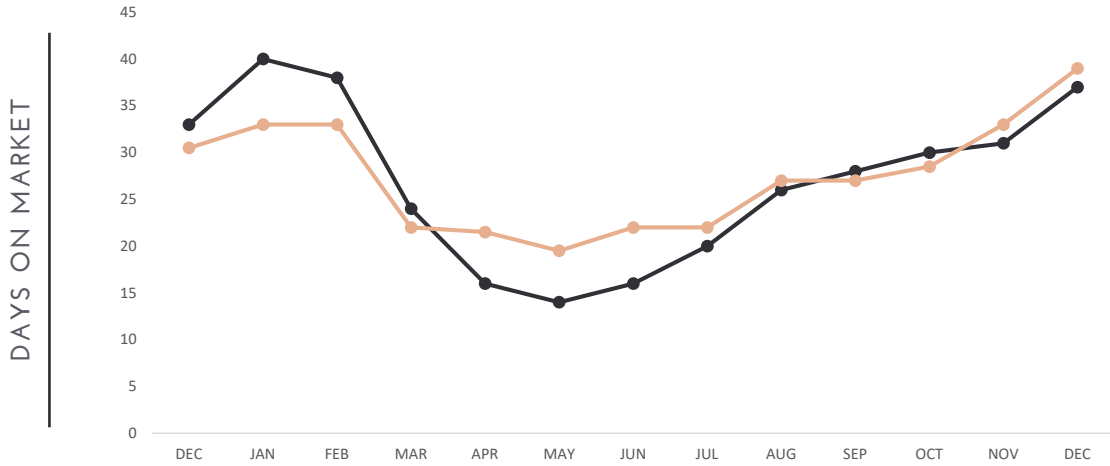


- 2024 MARKET TRENDS -

FOR THE LUXURY NORTH AMERICAN MARKET

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

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



- LUXURY MARKET REVIEW -

A Review of Key Market Differences Year over Year

2023 | 2024

SINGLE-FAMILY HOMES

| | 2023 | 2024 | | 2023 | 2024 |
|---------------------------|-------------|-------------|---------------------------|---------|---------|
| Average List Price | \$1,580,749 | \$1,520,206 | Average Monthly Inventory | 47,954 | 60,594 |
| Average Sale Price | \$1,294,646 | \$1,293,551 | Average Monthly Sales | 13,740 | 15,846 |
| Average SP/LP Ratio | 98.72% | 98.45% | Total Yearly Sold | 164,878 | 190,151 |
| Average Sales Ratio | 28.51% | 26.02% | Average Days on Market | 23 | 27 |
| Average Price per Sq. Ft. | \$393 | \$404 | Average Home Size | 3,266 | 3,222 |

Average List Price, Sale Price, SP/LP Ratio, Sales Ratio, Price Per Square Foot, Days on Market, and Home Size are based on average monthly medians. Median prices represent properties priced above respective city benchmark prices.



SINGLE-FAMILY HOMES MARKET SUMMARY | 2024

- Official Market Type: **Seller's Market** with a **26.02% Sales Ratio**.¹
- Homes are selling for an average of **98.45% of list price**.
- The median luxury threshold² price is **\$900,000**, and the average median luxury home sales price in 2024 is **\$1,293,551**.
- Markets with the Highest Average Median Sales Price: **Telluride** (\$5,390,222), **Whistler** (\$4,743,125), **Los Angeles Beach Cities** (\$3,960,080), and **Naples** (\$3,889,722).
- Markets with the Highest Average Sales Ratio: **East Bay** (98.3%), **Howard County, MD** (84.4%), **Silicon Valley** (69.3%) and **St. Louis** (68.2%).

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

- LUXURY MARKET REVIEW -

A Review of Key Market Differences Year over Year

2023 | 2024

ATTACHED HOMES

| | 2023 | 2024 | | 2023 | 2024 |
|---------------------------|-----------|-----------|---------------------------|--------|--------|
| Average List Price | \$956,146 | \$925,642 | Average Monthly Inventory | 16,632 | 22,364 |
| Average Sale Price | \$844,584 | \$846,545 | Average Monthly Sales | 4,118 | 4,540 |
| Average SP/LP Ratio | 99.07% | 98.87% | Total Yearly Sold | 49,421 | 54,474 |
| Average Sales Ratio | 24.86% | 20.26% | Average Days on Market | 22 | 27 |
| Average Price per Sq. Ft. | \$486 | \$488 | Average Home Size | 1,919 | 1,914 |

Average List Price, Sale Price, SP/LP Ratio, Sales Ratio, Price Per Square Foot, Days on Market, and Home Size are based on average monthly medians. Median prices represent properties priced above respective city benchmark prices.



ATTACHED HOMES MARKET SUMMARY | 2024

- Official Market Type: **Seller's Market** with a **20.26% Sales Ratio**.¹
- Attached homes are selling for an average of **98.87% of list price**.
- The median luxury threshold² price is **\$675,000**, and the average median attached luxury sale price in 2024 is **\$846,545**.
- Markets with the Highest Median Sales Price: **Whistler** (\$2,470,167), **San Francisco** (\$2,378,167), **Naples** (\$2,326,353), and **Telluride** (\$2,239,091).
- Markets with the Highest Sales Ratio: **Fairfax County, VA** (126.1%), **Howard County, MD** (125.8%), **Anne Arundel County, MD** (109.7%) and **Arlington & Alexandria, VA** (93.9%).

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

- 2024 LUXURY MARKET REVIEW -

| State | Market Name | SINGLE FAMILY HOMES | | | | | ATTACHED HOMES | | | | |
|-------|--------------------------|---------------------|-------------|-----|-------|----------|----------------|-------------|-----|-------|----------|
| | | List Price | Sold Price | DOM | Ratio | Market | List Price | Sold Price | DOM | Ratio | Market |
| AB | Calgary | \$1,121,475 | \$949,773 | 17 | 51.8% | Seller's | \$809,601 | \$690,757 | 21 | 38.2% | Seller's |
| AZ | Chandler and Gilbert | \$1,120,870 | \$1,021,367 | 45 | 31.5% | Seller's | - | - | - | - | - |
| AZ | Flagstaff | \$1,517,396 | \$1,418,583 | 81 | 23.3% | Seller's | - | - | - | - | - |
| AZ | Fountain Hills | \$2,649,124 | \$2,499,955 | 62 | 12.5% | Balanced | \$701,554 | \$779,841 | 65 | 30.0% | Seller's |
| AZ | Mesa | \$885,150 | \$846,510 | 49 | 30.5% | Seller's | - | - | - | - | - |
| AZ | Paradise Valley | \$5,978,964 | \$3,887,104 | 68 | 11.8% | Buyer's | - | - | - | - | - |
| AZ | Phoenix | \$886,031 | \$826,937 | 48 | 30.3% | Seller's | - | - | - | - | - |
| AZ | Scottsdale | \$2,194,204 | \$1,709,067 | 59 | 20.3% | Balanced | \$896,453 | \$805,779 | 55 | 19.5% | Balanced |
| AZ | Tucson | \$711,089 | \$659,647 | 23 | 24.1% | Seller's | - | - | - | - | - |
| BC | Okanagan Valley | \$1,784,704 | \$1,550,667 | 64 | 4.1% | Buyer's | - | - | - | - | - |
| BC | Vancouver | \$4,188,608 | \$3,309,750 | 25 | 5.5% | Buyer's | \$1,902,357 | \$1,717,733 | 18 | 8.0% | Buyer's |
| BC | Whistler | \$5,511,583 | \$4,743,125 | 79 | 1.3% | Buyer's | \$2,482,083 | \$2,470,167 | 52 | 6.8% | Buyer's |
| CA | Central Coast | \$3,009,750 | \$2,460,542 | 24 | 20.1% | Balanced | \$1,261,167 | \$1,169,917 | 18 | 30.5% | Seller's |
| CA | East Bay | \$2,255,737 | \$1,977,200 | 11 | 98.3% | Seller's | \$1,109,482 | \$1,130,708 | 13 | 84.4% | Seller's |
| CA | Greater Palm Springs | \$1,881,233 | \$1,704,750 | 41 | 18.3% | Balanced | - | - | - | - | - |
| CA | Lake Tahoe | \$2,554,787 | \$1,851,513 | 46 | 19.0% | Balanced | \$1,490,700 | \$1,457,958 | 68 | 15.6% | Balanced |
| CA | Los Angeles Beach Cities | \$5,802,958 | \$3,960,080 | 31 | 15.4% | Balanced | \$1,927,117 | \$1,680,350 | 27 | 28.6% | Seller's |
| CA | Los Angeles City | \$4,791,875 | \$3,599,639 | 29 | 13.6% | Balanced | \$1,704,990 | \$1,436,292 | 30 | 17.4% | Balanced |
| CA | Los Angeles The Valley | \$2,636,042 | \$2,097,879 | 33 | 24.5% | Seller's | \$804,161 | \$803,750 | 28 | 45.9% | Seller's |
| CA | Marin County | \$3,748,792 | \$2,974,958 | 29 | 38.7% | Seller's | \$1,241,325 | \$1,215,320 | 31 | 54.5% | Seller's |
| CA | Napa County | \$3,364,163 | \$2,253,208 | 62 | 8.4% | Buyer's | - | - | - | - | - |
| CA | Orange County | \$3,205,287 | \$2,186,105 | 23 | 38.1% | Seller's | \$1,313,049 | \$1,156,724 | 21 | 57.6% | Seller's |
| CA | Placer County | \$1,206,622 | \$1,066,328 | 21 | 31.9% | Seller's | - | - | - | - | - |
| CA | Sacramento | \$959,228 | \$904,374 | 15 | 40.0% | Seller's | - | - | - | - | - |
| CA | San Diego | \$2,416,642 | \$1,893,396 | 15 | 36.4% | Seller's | \$1,232,682 | \$1,043,458 | 14 | 40.0% | Seller's |
| CA | San Francisco | \$4,771,375 | \$3,548,792 | 15 | 47.8% | Seller's | \$2,976,792 | \$2,378,167 | 27 | 19.8% | Balanced |
| CA | San Luis Obispo County | \$1,827,667 | \$1,410,875 | 35 | 27.2% | Seller's | - | - | - | - | - |
| CA | Silicon Valley | \$4,412,792 | \$3,404,333 | 8 | 69.3% | Seller's | \$1,700,322 | \$1,642,762 | 11 | 60.3% | Seller's |
| CA | Sonoma County | \$2,457,288 | \$1,792,211 | 46 | 16.1% | Balanced | \$765,893 | \$845,171 | 31 | 27.8% | Seller's |
| CA | Ventura County | \$2,400,625 | \$1,715,792 | 52 | 26.0% | Seller's | \$773,450 | \$761,132 | 48 | 42.4% | Seller's |
| CO | Boulder | \$2,151,333 | \$1,574,437 | 55 | 21.7% | Seller's | \$943,279 | \$841,009 | 54 | 16.5% | Balanced |
| CO | Colorado Springs | \$943,776 | \$874,294 | 31 | 25.1% | Seller's | \$573,347 | \$596,649 | 23 | 25.0% | Seller's |
| CO | Denver | \$1,598,792 | \$1,366,430 | 25 | 29.0% | Seller's | \$846,074 | \$811,678 | 19 | 22.1% | Seller's |
| CO | Douglas County | \$1,279,759 | \$1,148,049 | 32 | 25.7% | Seller's | \$590,260 | \$580,991 | 27 | 32.9% | Seller's |
| CO | Summit County | \$3,045,542 | \$2,416,588 | 48 | 13.8% | Balanced | \$1,232,333 | \$1,252,443 | 39 | 17.2% | Balanced |

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

- 2024 LUXURY MARKET REVIEW -

| State | Market Name | SINGLE FAMILY HOMES | | | | | ATTACHED HOMES | | | | |
|-------|-------------------------|---------------------|-------------|-----|-------|----------|----------------|-------------|-----|-------|----------|
| | | List Price | Sold Price | DOM | Ratio | Market | List Price | Sold Price | DOM | Ratio | Market |
| CO | Telluride | \$6,297,083 | \$5,390,222 | 152 | 8.2% | Buyer's | \$2,968,333 | \$2,239,091 | 105 | 9.1% | Buyer's |
| CT | Central Connecticut | \$704,529 | \$626,760 | 12 | 59.2% | Seller's | - | - | - | - | - |
| CT | Coastal Connecticut | \$2,296,404 | \$1,759,125 | 25 | 34.4% | Seller's | \$1,031,886 | \$741,541 | 24 | 42.3% | Seller's |
| DC | Washington D.C. | \$4,115,408 | \$2,975,521 | 35 | 26.8% | Seller's | \$1,837,606 | \$1,600,131 | 15 | 23.1% | Seller's |
| DE | Sussex County | \$1,548,399 | \$1,322,887 | 15 | 24.1% | Seller's | \$984,790 | \$988,462 | 20 | 25.0% | Seller's |
| FL | Boca Raton/Delray Beach | \$2,727,249 | \$2,032,385 | 57 | 14.6% | Balanced | \$964,812 | \$805,278 | 45 | 13.4% | Balanced |
| FL | Brevard County | \$827,629 | \$777,308 | 24 | 20.5% | Balanced | \$719,349 | \$742,734 | 56 | 9.0% | Buyer's |
| FL | Broward County | \$1,724,125 | \$1,472,915 | 54 | 11.7% | Buyer's | \$693,329 | \$611,308 | 52 | 8.5% | Buyer's |
| FL | Coastal Pinellas County | \$2,139,600 | \$1,942,884 | 57 | 12.0% | Balanced | \$1,218,367 | \$1,189,025 | 54 | 12.9% | Balanced |
| FL | Ft. Lauderdale | \$5,536,083 | \$3,633,042 | 116 | 6.1% | Buyer's | \$2,484,163 | \$2,157,292 | 114 | 5.0% | Buyer's |
| FL | Jacksonville | \$823,085 | \$816,372 | 29 | 25.5% | Seller's | \$602,276 | \$629,658 | 56 | 20.8% | Balanced |
| FL | Jacksonville Beaches | \$1,263,276 | \$1,229,870 | 27 | 20.0% | Balanced | \$942,371 | \$1,055,083 | 31 | 16.0% | Balanced |
| FL | Lee County | \$1,422,617 | \$1,285,167 | 55 | 8.8% | Buyer's | \$865,194 | \$785,229 | 52 | 8.1% | Buyer's |
| FL | Marco Island | \$2,853,708 | \$2,273,375 | 92 | 10.2% | Buyer's | \$1,699,375 | \$1,713,667 | 71 | 9.8% | Buyer's |
| FL | Miami | \$1,958,537 | \$1,434,750 | 59 | 10.2% | Buyer's | \$1,488,492 | \$1,260,386 | 101 | 5.9% | Buyer's |
| FL | Naples | \$5,440,208 | \$3,889,722 | 67 | 6.9% | Buyer's | \$2,393,292 | \$2,326,353 | 63 | 10.4% | Buyer's |
| FL | Orlando | \$1,253,063 | \$1,166,552 | 36 | 17.1% | Balanced | \$562,729 | \$567,858 | 35 | 12.1% | Balanced |
| FL | Palm Beach Towns | \$4,430,208 | \$2,834,107 | 79 | 8.6% | Buyer's | \$1,987,208 | \$1,651,375 | 60 | 7.7% | Buyer's |
| FL | Sarasota & Beaches | \$2,566,791 | \$1,868,146 | 67 | 10.3% | Buyer's | \$1,647,667 | \$1,672,925 | 41 | 13.9% | Balanced |
| FL | South Pinellas County | \$1,412,196 | \$1,281,449 | 41 | 16.1% | Balanced | \$1,013,246 | \$1,013,385 | 42 | 14.4% | Balanced |
| FL | Tampa | \$748,112 | \$711,200 | 28 | 25.2% | Seller's | \$864,429 | \$772,056 | 38 | 18.4% | Balanced |
| GA | Atlanta | \$1,606,263 | \$1,199,833 | 12 | 24.8% | Seller's | \$717,093 | \$660,229 | 24 | 19.1% | Balanced |
| GA | Duluth | \$1,534,333 | \$1,332,896 | 15 | 25.0% | Seller's | - | - | - | - | - |
| HI | Island of Hawaii | \$1,988,458 | \$1,716,542 | 38 | 15.8% | Balanced | \$1,710,667 | \$1,683,615 | 22 | 20.3% | Balanced |
| HI | Kauai | \$3,175,333 | \$2,196,500 | 42 | 14.9% | Balanced | \$1,473,167 | \$1,338,500 | 29 | 15.0% | Balanced |
| HI | Maui | \$3,523,208 | \$2,151,051 | 107 | 10.4% | Buyer's | \$1,949,750 | \$1,932,864 | 130 | 10.5% | Buyer's |
| HI | Oahu | \$2,978,133 | \$2,340,625 | 20 | 15.1% | Balanced | \$1,191,000 | \$953,615 | 30 | 14.5% | Balanced |
| IA | Greater Des Moines | \$662,766 | \$630,113 | 31 | 17.5% | Balanced | - | - | - | - | - |
| ID | Ada County | \$801,886 | \$750,976 | 17 | 39.1% | Seller's | \$650,074 | \$608,616 | 24 | 26.7% | Seller's |
| ID | Northern Idaho | \$1,712,625 | \$1,359,219 | 96 | 10.4% | Buyer's | - | - | - | - | - |
| IL | Chicago | \$1,705,135 | \$1,311,251 | 18 | 44.6% | Seller's | \$1,228,783 | \$953,933 | 35 | 24.5% | Seller's |
| IL | DuPage County | \$1,296,055 | \$982,308 | 15 | 49.6% | Seller's | \$753,850 | \$702,847 | 16 | 44.1% | Seller's |
| IL | Lake County | \$1,290,916 | \$950,292 | 16 | 40.1% | Seller's | - | - | - | - | - |
| IL | Will County | \$695,717 | \$653,582 | 18 | 47.9% | Seller's | - | - | - | - | - |
| IN | Hamilton County | \$800,127 | \$769,347 | 8 | 41.9% | Seller's | - | - | - | - | - |

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- 2024 LUXURY MARKET REVIEW -

| State | Market Name | SINGLE FAMILY HOMES | | | | | ATTACHED HOMES | | | | |
|-------|---------------------|---------------------|-------------|-----|-------|----------|----------------|-------------|-----|--------|----------|
| | | List Price | Sold Price | DOM | Ratio | Market | List Price | Sold Price | DOM | Ratio | Market |
| KS | Johnson County | \$815,647 | \$827,964 | 18 | 28.0% | Seller's | \$643,937 | \$627,785 | 32 | 19.9% | Balanced |
| MA | Cape Cod | \$2,497,333 | \$1,816,364 | 43 | 16.7% | Balanced | \$1,001,588 | \$935,746 | 39 | 20.0% | Balanced |
| MA | Greater Boston | \$3,496,917 | \$2,773,583 | 36 | 21.6% | Seller's | \$2,492,542 | \$1,962,617 | 32 | 17.7% | Balanced |
| MA | South Shore | \$1,819,650 | \$1,405,707 | 22 | 40.7% | Seller's | \$906,021 | \$824,329 | 27 | 33.3% | Seller's |
| MD | Anne Arundel County | \$1,103,290 | \$935,285 | 10 | 58.2% | Seller's | \$594,688 | \$565,630 | 6 | 109.7% | Seller's |
| MD | Baltimore City | \$974,512 | \$870,313 | 10 | 58.8% | Seller's | \$664,454 | \$614,149 | 19 | 29.2% | Seller's |
| MD | Baltimore County | \$1,073,948 | \$912,764 | 10 | 32.9% | Seller's | \$608,794 | \$575,297 | 8 | 55.6% | Seller's |
| MD | Frederick County | \$940,762 | \$875,424 | 10 | 38.2% | Seller's | - | - | - | - | - |
| MD | Howard County | \$1,253,080 | \$1,059,693 | 6 | 84.4% | Seller's | \$641,963 | \$625,380 | 6 | 125.8% | Seller's |
| MD | Montgomery County | \$2,105,155 | \$1,599,604 | 10 | 57.4% | Seller's | \$815,830 | \$762,560 | 8 | 83.9% | Seller's |
| MD | Talbot County | \$2,663,666 | \$1,658,299 | 24 | 23.4% | Seller's | - | - | - | - | - |
| MD | Worcester County | \$930,451 | \$891,667 | 22 | 20.6% | Balanced | \$659,559 | \$624,429 | 33 | 22.6% | Seller's |
| MI | Grand Traverse | \$1,220,621 | \$1,042,396 | 55 | 14.8% | Balanced | - | - | - | - | - |
| MI | Livingston County | \$733,312 | \$681,958 | 22 | 30.2% | Seller's | - | - | - | - | - |
| MI | Monroe County | \$709,181 | \$605,850 | 45 | 24.0% | Seller's | - | - | - | - | - |
| MI | Oakland County | \$829,088 | \$662,531 | 12 | 40.9% | Seller's | \$652,355 | \$607,392 | 17 | 31.9% | Seller's |
| MI | Washtenaw County | \$909,533 | \$769,144 | 35 | 35.0% | Seller's | \$652,981 | \$678,056 | 42 | 20.6% | Balanced |
| MI | Wayne County | \$734,637 | \$635,646 | 11 | 47.7% | Seller's | \$699,055 | \$610,083 | 24 | 16.7% | Balanced |
| MN | Olmsted County | \$892,554 | \$798,801 | 44 | 16.8% | Balanced | - | - | - | - | - |
| MN | Twin Cities | \$1,264,279 | \$1,041,772 | 23 | 23.3% | Seller's | - | - | - | - | - |
| MO | St. Louis | \$754,771 | \$718,144 | 11 | 68.2% | Seller's | - | - | - | - | - |
| NC | Asheville | \$1,067,824 | \$915,401 | 25 | 22.2% | Seller's | 692815 | 659667 | 23 | 18.5% | Balanced |
| NC | Charlotte | \$1,218,483 | \$964,125 | 9 | 46.7% | Seller's | \$640,534 | \$636,712 | 24 | 31.8% | Seller's |
| NC | Lake Norman | \$1,311,153 | \$1,060,817 | 18 | 33.0% | Seller's | \$583,915 | \$608,456 | 37 | 31.8% | Seller's |
| NC | Raleigh-Durham | \$1,234,085 | \$954,167 | 4 | 41.1% | Seller's | - | - | - | - | - |
| NH | Rockingham County | \$1,476,113 | \$1,365,659 | 9 | 43.4% | Seller's | \$903,883 | \$917,846 | 12 | 40.8% | Seller's |
| NJ | Ocean County | \$997,237 | \$856,571 | 27 | 26.2% | Seller's | \$948,513 | \$794,629 | 41 | 24.4% | Seller's |
| NM | Taos | \$1,310,500 | \$1,046,926 | 94 | 8.4% | Buyer's | - | - | - | - | - |
| NV | Lake Tahoe | \$3,858,162 | \$2,908,542 | 105 | 15.6% | Balanced | \$1,235,042 | \$1,311,500 | 83 | 18.5% | Balanced |
| NV | Las Vegas | \$1,811,088 | \$1,425,807 | 32 | 17.1% | Balanced | - | - | - | - | - |
| NV | Reno | \$2,182,958 | \$1,633,832 | 75 | 17.7% | Balanced | - | - | - | - | - |
| NY | Staten Island | \$1,247,397 | \$1,092,896 | 57 | 17.5% | Balanced | \$646,306 | \$622,158 | 38 | 31.3% | Seller's |
| OH | Cincinnati | \$878,658 | \$729,208 | 4 | 36.1% | Seller's | - | - | - | - | - |
| OH | Cleveland Suburbs | \$767,674 | \$638,946 | 27 | 67.5% | Seller's | - | - | - | - | - |
| OH | Columbus | \$848,879 | \$743,001 | 14 | 43.2% | Seller's | \$693,384 | \$645,065 | 31 | 26.0% | Seller's |

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- 2024 LUXURY MARKET REVIEW -

| State | Market Name | SINGLE FAMILY HOMES | | | | | ATTACHED HOMES | | | | |
|-------|------------------------|---------------------|-------------|-----|-------|----------|----------------|-------------|-----|--------|----------|
| | | List Price | Sold Price | DOM | Ratio | Market | List Price | Sold Price | DOM | Ratio | Market |
| ON | GTA - Durham | \$1,786,591 | \$1,549,563 | 18 | 17.3% | Balanced | \$841,328 | \$851,075 | 22 | 24.3% | Seller's |
| ON | GTA - York | \$2,503,720 | \$1,922,792 | 17 | 21.0% | Seller's | \$803,415 | \$774,854 | 26 | 19.1% | Balanced |
| ON | Mississauga | \$2,985,416 | \$2,624,829 | 27 | 10.5% | Buyer's | \$970,786 | \$927,836 | 22 | 20.7% | Balanced |
| ON | Oakville | \$2,974,533 | \$2,402,875 | 25 | 20.3% | Balanced | \$1,282,633 | \$1,163,483 | 36 | 20.6% | Balanced |
| ON | Toronto | \$3,843,191 | \$3,172,973 | 19 | 16.7% | Balanced | 1234075 | 1125679 | 22 | 14.5% | Balanced |
| ON | Waterloo Region | \$1,424,349 | \$1,277,783 | 23 | 24.3% | Seller's | \$778,408 | \$756,183 | 25 | 16.9% | Balanced |
| OR | Portland | \$1,318,225 | \$1,126,662 | 28 | 22.9% | Seller's | \$687,283 | \$627,333 | 28 | 15.1% | Balanced |
| PA | Philadelphia | \$821,483 | \$767,153 | 17 | 27.6% | Seller's | \$755,163 | \$697,976 | 29 | 21.9% | Seller's |
| SC | Charleston | \$1,787,825 | \$1,519,786 | 23 | 28.0% | Seller's | \$1,236,542 | \$1,112,058 | 35 | 26.8% | Seller's |
| SC | Hilton Head | \$1,888,583 | \$1,618,133 | 34 | 22.8% | Seller's | \$1,060,917 | \$971,833 | 26 | 31.0% | Seller's |
| TN | Greater Chattanooga | \$923,183 | \$910,708 | 15 | 17.4% | Balanced | - | - | - | - | - |
| TN | Nashville | \$1,742,909 | \$1,404,927 | 14 | 24.9% | Seller's | \$733,109 | \$692,542 | 22 | 16.2% | Balanced |
| TX | Austin | \$2,290,083 | \$1,887,037 | 53 | 11.7% | Buyer's | \$1,184,208 | \$1,020,770 | 63 | 8.3% | Buyer's |
| TX | Collin County | \$743,545 | \$709,747 | 28 | 28.8% | Seller's | - | - | - | - | - |
| TX | Dallas | \$1,340,654 | \$1,152,883 | 20 | 28.3% | Seller's | \$700,463 | \$667,483 | 26 | 17.4% | Balanced |
| TX | Denton County | \$801,871 | \$758,436 | 31 | 26.5% | Seller's | - | - | - | - | - |
| TX | El Paso | \$650,275 | \$623,906 | 27 | 13.7% | Balanced | - | - | - | - | - |
| TX | Fort Worth | \$881,158 | \$808,879 | 27 | 28.0% | Seller's | - | - | - | - | - |
| TX | Greater Tyler | \$699,729 | \$633,944 | 43 | 11.7% | Buyer's | - | - | - | - | - |
| TX | Houston | \$980,770 | \$910,890 | 31 | 23.9% | Seller's | \$626,584 | \$603,970 | 29 | 21.7% | Seller's |
| TX | Lubbock | \$702,485 | \$637,913 | 96 | 17.8% | Balanced | - | - | - | - | - |
| TX | San Antonio | \$801,098 | \$752,212 | 53 | 16.5% | Balanced | \$690,075 | \$766,303 | 79 | 3.2% | Buyer's |
| TX | Tarrant County | \$861,982 | \$805,960 | 28 | 27.9% | Seller's | - | - | - | - | - |
| TX | The Woodlands & Spring | \$833,458 | \$770,547 | 29 | 35.4% | Seller's | - | - | - | - | - |
| UT | Park City | \$4,562,583 | \$3,580,293 | 65 | 14.4% | Balanced | \$2,203,538 | \$1,973,081 | 40 | 25.9% | Seller's |
| UT | Salt Lake City | \$1,234,199 | \$1,048,608 | 42 | 29.3% | Seller's | 609661 | 580912 | 37 | 27.4% | Seller's |
| UT | Washington County | \$1,514,992 | \$1,329,816 | 50 | 13.2% | Balanced | - | - | - | - | - |
| VA | Arlington & Alexandria | \$2,378,402 | \$1,839,259 | 11 | 41.2% | Seller's | \$1,105,904 | \$1,018,833 | 11 | 93.9% | Seller's |
| VA | Fairfax County | \$2,388,252 | \$1,504,599 | 9 | 50.6% | Seller's | 796343 | 716031 | 6 | 126.1% | Seller's |
| VA | McLean & Vienna | \$3,022,189 | \$1,979,208 | 9 | 32.7% | Seller's | \$1,293,014 | \$1,040,143 | 10 | 63.6% | Seller's |
| VA | Richmond | \$815,297 | \$799,913 | 8 | 45.7% | Seller's | \$586,605 | \$570,729 | 17 | 33.1% | Seller's |
| VA | Smith Mountain Lake | \$1,556,312 | \$1,287,867 | 31 | 29.3% | Seller's | - | - | - | - | - |
| WA | King County | \$2,102,274 | \$1,734,450 | 9 | 62.1% | Seller's | \$1,244,476 | \$1,063,114 | 13 | 33.9% | Seller's |
| WA | Seattle | \$2,046,771 | \$1,674,248 | 12 | 50.2% | Seller's | \$1,458,140 | \$1,265,979 | 20 | 21.3% | Seller's |
| WA | Spokane | \$1,115,392 | \$1,005,704 | 31 | 15.7% | Balanced | - | - | - | - | - |

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