

2025

LUXURY MARKET REPORT

CENTURY 21
FINE HOMES
& ESTATES®

Dear Valued Clients and Partners,

Welcome to the 2025 Luxury Market Report, presented by CENTURY 21 Fine Homes & Estates® in partnership with The Institute for Luxury Home Marketing. This edition delivers a sharp, insightful look at the forces shaping today's North American luxury landscape, highlighting the trends, metrics, and movements that matter most.

As we look toward early 2026, the market is shifting into a phase where precision drives results. Sellers who strategically align pricing, presentation, and timing with local dynamics will stand out, while long-term buyers continue to view luxury real estate as both a lifestyle investment and a powerful anchor within their portfolios.

In a climate defined by nuance, expertise becomes a true differentiator. Understanding not only where the market stands — but the motivations behind its behavior — will be essential for navigating the opportunities ahead. Our commitment to delivering clear, actionable intelligence remains unwavering, and we hope this report empowers your next steps with confidence.

Thank you for your continued trust in the CENTURY 21® brand.

INSTITUTE *for*
LUXURY HOME
MARKETING®
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CENTURY 21
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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.

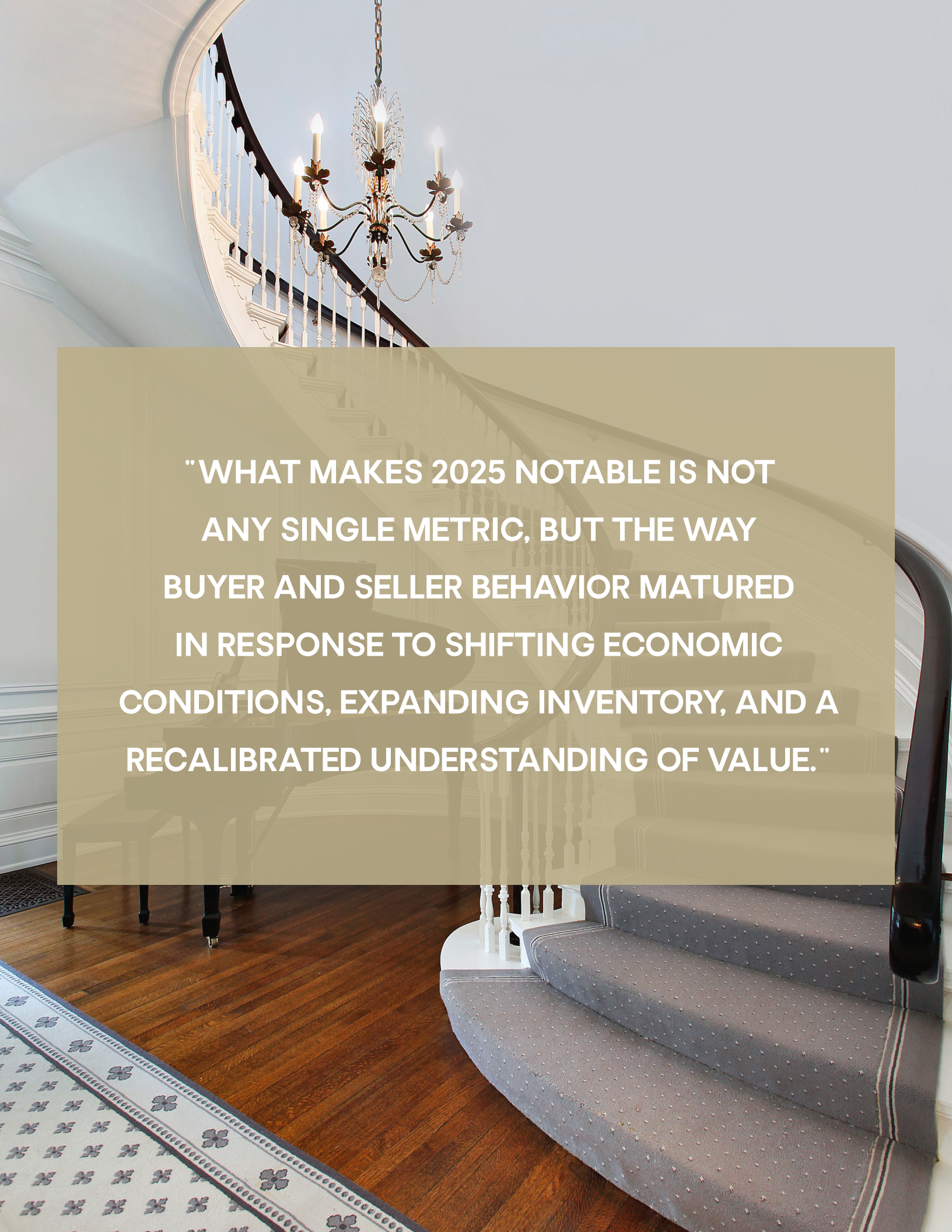
LUXURY BENCHMARK PRICE: The price point that marks the transition from traditional homes to luxury homes.

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. 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.

A photograph of a grand staircase with a chandelier and a piano. The staircase is made of wood and has a white balustrade. A chandelier with multiple lit candles hangs from the ceiling. A grand piano is visible on the left side of the staircase. The floor is made of dark wood. A patterned rug is visible in the bottom left corner. The text is overlaid on a semi-transparent yellow rectangle in the center of the image.

**"WHAT MAKES 2025 NOTABLE IS NOT
ANY SINGLE METRIC, BUT THE WAY
BUYER AND SELLER BEHAVIOR MATURED
IN RESPONSE TO SHIFTING ECONOMIC
CONDITIONS, EXPANDING INVENTORY, AND A
RECALIBRATED UNDERSTANDING OF VALUE."**



2025

LUXURY REVIEW

FROM REAWAKENING TO REFINEMENT

The story of North America's luxury real estate market in 2025 is not one of acceleration nor deceleration, but of evolution. Over the course of the year, the market moved through distinct phases: reengagement, recalibration, normalization, and ultimately, equilibrium.

What makes 2025 notable is not any single metric, but the way buyer and seller behavior matured in response to shifting economic conditions, expanding inventory, and a recalibrated understanding of value.

Rather than chasing momentum, the luxury real estate market in 2025 increasingly prioritized alignment: between price and quality, lifestyle and investment, timing and conviction.

Q1 2025: REENGAGEMENT WITH RESTRAINT

The opening quarter of 2025 marked a return of confidence, but not excess. Momentum from late 2024 carried into the market as interest rate relief restored optionality for buyers and sellers alike. Activity increased across primary and secondary markets, supported by rising inventory and renewed engagement from affluent households who had largely remained on the sidelines through much of 2023 and early 2024.

This reengagement, however, was tempered by realism. The brief hesitation that surfaced mid-quarter reflected how tightly luxury demand had become linked to broader financial sentiment. Volatility in equity markets and geopolitical uncertainty did not dismantle demand, but they did reshape behavior. Buyers paused, recalibrated, and then returned with greater discernment.

By the close of the quarter, sales volumes had recovered meaningfully, while inventory growth signaled renewed seller confidence. Sales were up 9.4% year-over-year for single-family homes and 2.4% for condominiums and townhomes, while inventory rose more than 26% across both single-family and attached segments.

Importantly, the market's response suggested structural health rather than speculative enthusiasm.



Transactions were driven by long-term intent: relocation, lifestyle upgrades, and portfolio diversification, rather than opportunistic timing.

The first quarter established the tone for the year ahead. Luxury real estate was once again in motion, but it was moving more deliberately.

Q2 2025: RECALIBRATION WITHOUT RETREAT

If the first quarter was about re-entry, the second was about recalibration. The market slowed but in a way that felt constructive rather than concerning. Activity moderated, particularly in attached luxury properties, while single-family homes continued to attract steady demand.

April's slowdown raised concerns, but May and June delivered stabilization rather than decline. By the end of Q2, single-family luxury sales rose modestly by 2.6% year over year, while attached properties declined 8.1%, revealing a growing preference for larger space, privacy, and lifestyle-driven assets.

Inventory continued to rise, nearly 30% year-over-year for single-family homes, but new listings slowed after April. This divergence was critical. The market was not being flooded; rather, it was normalizing after years of constraint, revealing that it could absorb supply without undermining value as the median sold price rose 2% for single-family homes and 3.8% for attached properties year over year.

This period highlighted a shift in how luxury participants interpreted time. Properties took longer to sell, negotiations became more analytical, and buyers demonstrated a willingness to wait for alignment rather than compromise. Sellers, meanwhile, began to test the market more strategically, often choosing to delay listings rather than adjust pricing prematurely.

External pressures, including elevated construction costs, tariffs, labor shortages, and insurance constraints began to exert a more visible influence, particularly on new development. As a result, renovation and repositioning gained prominence, reinforcing the value of existing homes in strong locations.

The second quarter underscored a critical evolution: luxury real estate was no longer responding reflexively, instead, it was adapting and absorbing uncertainty without losing cohesion.

Q3 2025: NORMALIZATION TAKES HOLD

By the third quarter, the market's recalibration had matured into stability. The period from July through September 2025 told a story of moderation, where stability met selectivity, as the market transitioned from reactive to refined, with fundamentals dictating performance.

Sales volumes strengthened, inventory growth slowed, and pricing behavior became increasingly

disciplined. Sales increased 7.5% year-over-year for single-family homes, while attached properties stabilized with a 0.5% growth. Inventory growth slowed, pricing held firm, and negotiation dynamics matured.

Buyer selectivity intensified. Quality, location, and readiness mattered more than ever, while properties that failed to meet contemporary expectations, whether in design, efficiency, or lifestyle alignment, faced longer absorption periods. At the same time, sellers demonstrated a growing understanding of value positioning, adjusting expectations in line with market realities rather than aspirational benchmarks.

The third quarter made clear that luxury real estate had entered a new phase: one defined less by cycle-driven volatility and more by informed participation on both sides of the transaction.

Q4 2025: CONFIDENCE WITHOUT EXCESS

The final quarter of the year brought clarity. Rather than closing on uncertainty, the luxury market finished 2025 with resilience and quiet confidence. Activity remained healthy, inventory continued to expand at a measured pace, and pricing discipline held across both single-family and attached segments.

Luxury sales accelerated sharply in December, with single-family transactions up 7.8% year-over-year and attached sales rising 4.1%. Month-over-month gains were even stronger, reframing November as a pause, not a peak.



From October's steady momentum, through November's seasonal recalibration, to December's resilient and unexpected surge, Q4 reinforced a central theme: the luxury market has entered a healthier, more sustainable cycle, grounded in confidence, discipline, and long-term value rather than short-term swings.

Seasonal moderation did little to disrupt underlying demand, and when activity reaccelerated toward year-end, it confirmed the market's depth rather than fragility. Buyers remained engaged well beyond traditional timelines, motivated by long-term considerations rather than short-term signals. Sellers, in turn, showed restraint, listing with intention and pricing with realism.

IN CONCLUSION

By year's end, the luxury real estate market had achieved something rare: balance without stagnation. It was neither constrained by scarcity nor pressured by oversupply. Instead, it functioned as a rational marketplace where quality assets retained liquidity and value.

Pricing trends remained constructive, with median sold prices rising year over year across both single-family and attached segments. Inventory growth proved healthy, expanding buyer choice and improving market function without destabilizing pricing. New listing activity, however, remained selective, reinforcing seller discipline around timing and positioning. While buyer behavior throughout the year revealed a decisive shift away from speculation toward long-term value, lifestyle utility, and portfolio strategy.

Regional differentiation became more pronounced. Markets with structural supply constraints and strong economic underpinnings retained seller-leaning conditions, while areas that had seen rapid expansion earlier in the decade transitioned toward balance. This re-localization of performance reinforced the importance of market-specific expertise and nuanced strategy.

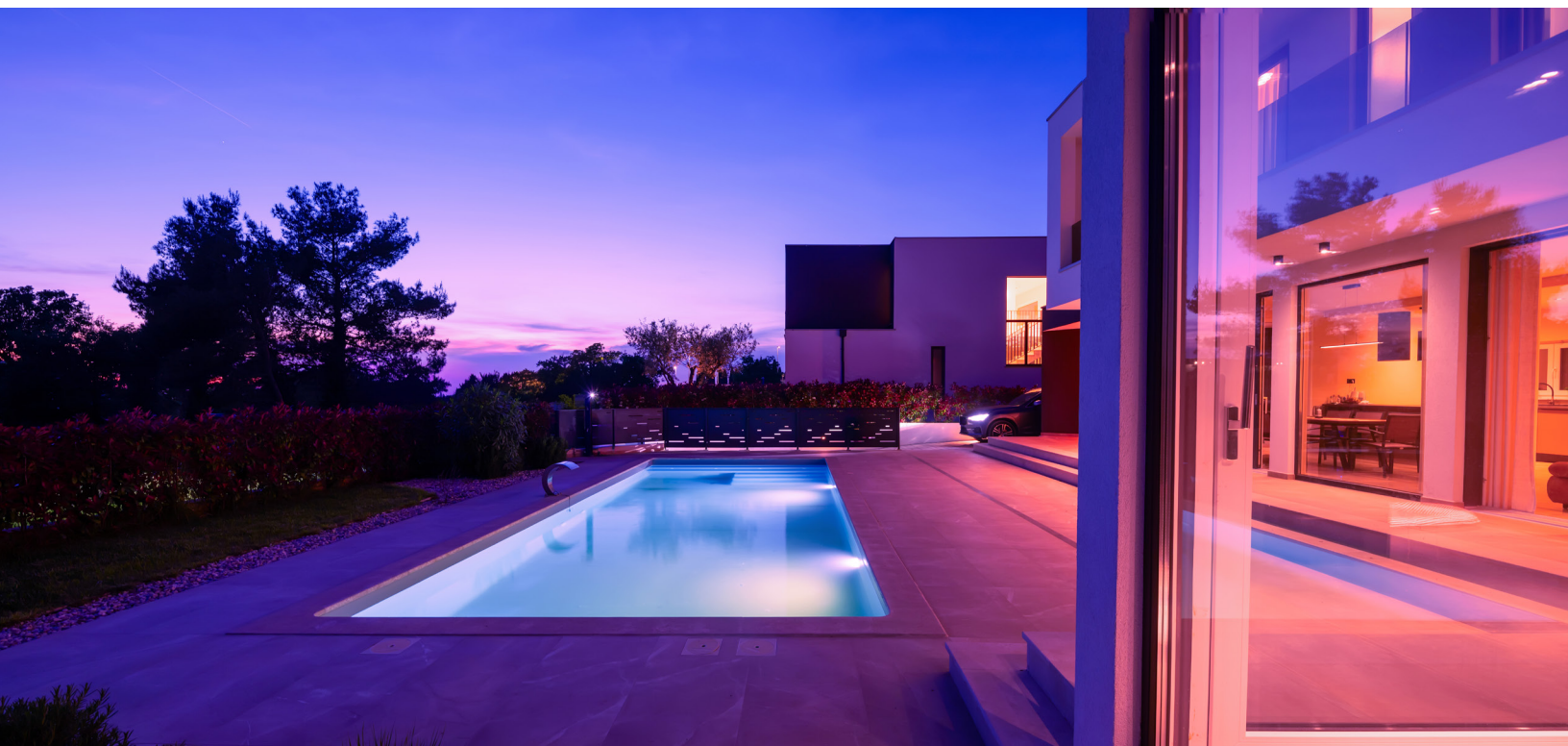
LOOKING AHEAD: THE OPENING OF 2026

As the luxury real estate market enters 2026, it does so from a position of strength. Interest rate expectations are more stable, equity markets less volatile, and buyer psychology more grounded. The conditions that defined 2025, including selectivity, strategy, and localization, are likely to persist.

Early 2026 is poised to reward precision rather than speed. Sellers who align their property's pricing, presentation, and timing with local realities should find receptive demand. Buyers, particularly those with long-term horizons, will continue to view luxury real estate as both a lifestyle asset and a stabilizing force within diversified portfolios.

Perhaps most notably, the role of expertise has never been more central. In a market defined by nuance rather than momentum, success will belong to those who understand not just where the market is, but why it behaves as it does.

In that sense, 2025 may ultimately be remembered as the year luxury real estate found its footing again – not by moving faster, but by moving smarter.

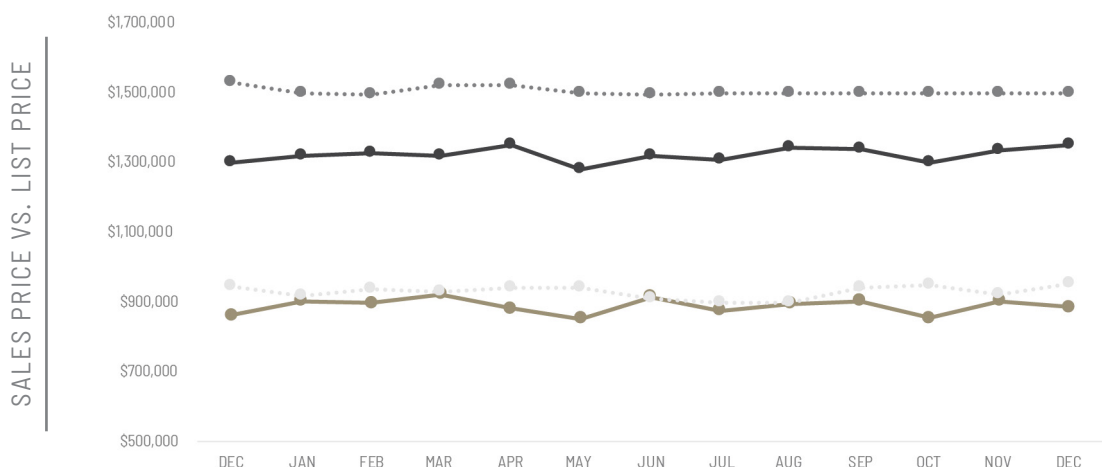
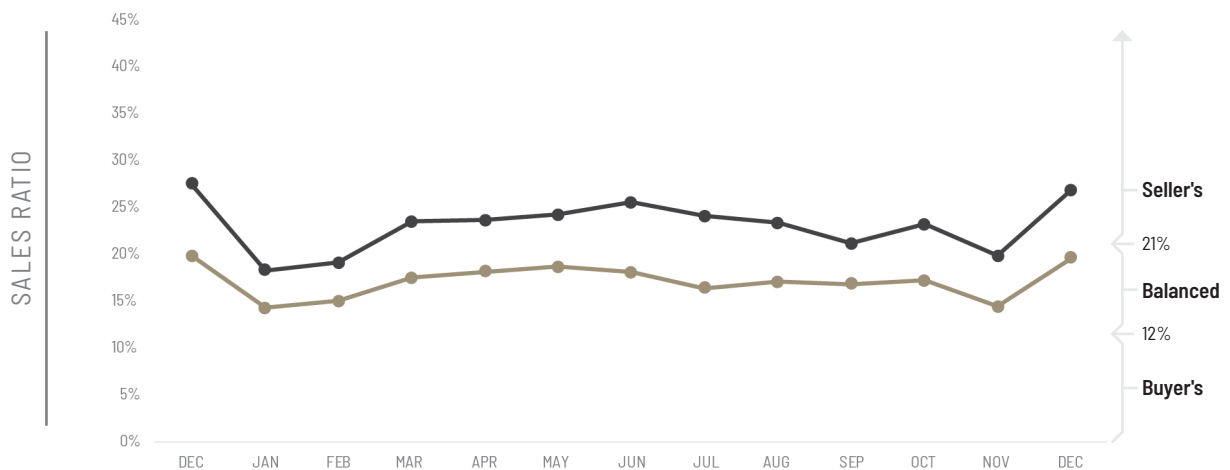
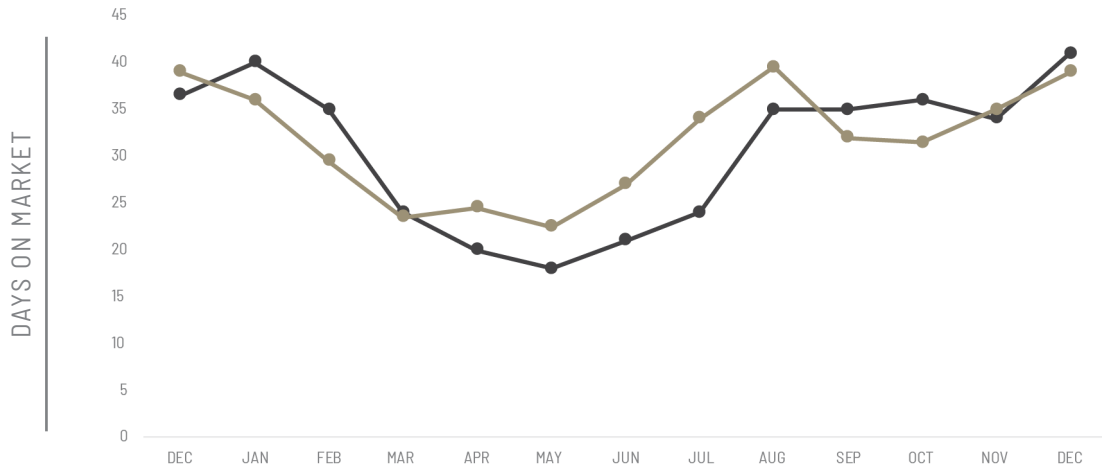


2025 MARKET TRENDS

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

2024 | 2025

SINGLE-FAMILY HOMES

	2024	2025		2024	2025
Composite List Price	\$1,502,346	\$1,503,158	Average Monthly Inventory	60,996	73,942
Composite Sale Price	\$1,305,588	\$1,325,022	Average Monthly Sales	15,983	16,923
Composite SP/LP Ratio	98.50%	98.18%	Total Sold	191,799	203,079
Composite Sales Ratio	26.05%	22.75%	Composite Days on Market	26	30
Composite Price per Sq. Ft.	\$395	\$399	Composite Home Size	3,251	3,252

Composite 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. Properties represented in this report are priced over the respective city benchmark price.



SINGLE-FAMILY HOMES MARKET SUMMARY | 2025

- Official Market Type: **Seller's Market** with a **22.75% Sales Ratio**.¹
- Homes are selling for **98.18% of list price**.
- The median luxury threshold² price is **\$900,000**, and the composite luxury home sales price is **\$1,325,022**.
- Markets with the Highest Sales Price: **Pitkin County** (\$11,146,623), **Telluride** (\$5,308,567), **Eagle County** (\$4,885,168), and **Whistler** (\$4,522,902).
- Markets with the Highest Sales Ratio: **Howard County** (65.9%), **Cleveland Suburbs** (65.3%), **Silicon Valley** (64.4%), and **East Bay** (64.2%).

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

2024 | 2025

ATTACHED HOMES

	2024	2025		2024	2025
Composite List Price	\$955,597	\$928,991	Average Monthly Inventory	22,624	26,612
Composite Sale Price	\$881,777	\$891,599	Average Monthly Sales	4,608	4,526
Composite SP/LP Ratio	98.85%	98.49%	Total Sold	55,298	54,312
Composite Sales Ratio	20.33%	16.98%	Composite Days on Market	27	31
Composite Price per Sq. Ft.	\$495	\$500	Composite Home Size	1,919	1,930

Composite 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. Properties represented in this report are priced over the respective city benchmark price.



ATTACHED HOMES MARKET SUMMARY | 2025

- Official Market Type: **Balanced Market** with a **16.98% Sales Ratio**.¹
- Attached homes are selling for **98.49% of list price**.
- The median luxury threshold² price is **\$700,000**, and the composite attached luxury sale price is **\$891,599**.
- Markets with the Highest Median Sales Price: **Pitkin County** (\$3,070,743), **Park City** (\$2,685,066), **San Francisco** (\$2,558,042), and **Whistler** (\$2,392,800).
- Markets with the Highest Sales Ratio: **Fairfax County** (91.3%), **Howard County** (87.2%), **Arlington & Alexandria** (71.3%), and **Anne Arundel County** (67.3%).

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.

2025 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	\$1,014,913	\$979,377	22	37.5%	Seller's	\$782,583	\$713,994	27	27.4%	Seller's
AZ	Chandler and Gilbert	\$1,086,890	\$1,032,208	57	25.8%	Seller's	-	-	-	-	-
AZ	Flagstaff	\$1,518,458	\$1,385,344	83	18.9%	Balanced	-	-	-	-	-
AZ	Fountain Hills	\$2,757,958	\$2,507,514	83	9.3%	Buyer's	\$705,975	\$770,229	86	16.0%	Balanced
AZ	Mesa	\$894,565	\$856,220	57	23.4%	Seller's	-	-	-	-	-
AZ	Paradise Valley	\$6,118,301	\$4,202,476	66	15.7%	Balanced	-	-	-	-	-
AZ	Phoenix	\$902,391	\$821,929	56	24.9%	Seller's	-	-	-	-	-
AZ	Scottsdale	\$2,306,158	\$1,705,199	61	20.3%	Balanced	\$928,983	\$868,333	62	18.6%	Balanced
AZ	Tucson	\$709,384	\$669,483	36	19.9%	Balanced	-	-	-	-	-
BC	Okanagan Valley	\$1,799,167	\$1,571,708	61	5.5%	Buyer's	-	-	-	-	-
BC	Vancouver	\$4,031,292	\$3,314,667	26	6.0%	Buyer's	\$1,879,058	\$1,723,879	21	9.9%	Buyer's
BC	Whistler	\$5,218,208	\$4,522,902	84	2.6%	Buyer's	\$2,436,542	\$2,392,800	46	6.0%	Buyer's
CA	Central Coast	\$2,925,250	\$2,431,652	30	18.8%	Balanced	\$1,197,917	\$1,107,066	28	22.5%	Seller's
CA	East Bay	\$2,090,673	\$1,980,108	12	64.2%	Seller's	\$1,109,880	\$1,126,042	18	39.6%	Seller's
CA	Greater Palm Springs	\$1,862,833	\$1,859,667	48	15.9%	Balanced	-	-	-	-	-
CA	Lake Tahoe	\$2,504,083	\$1,909,729	50	22.5%	Seller's	\$1,499,250	\$1,445,563	40	12.9%	Balanced
CA	Los Angeles Beach Cities	\$6,147,500	\$4,095,021	28	14.9%	Balanced	\$1,852,542	\$1,716,356	27	19.5%	Balanced
CA	Los Angeles City	\$4,932,375	\$3,709,916	31	13.7%	Balanced	\$1,620,913	\$1,482,642	33	13.6%	Balanced
CA	Los Angeles The Valley	\$2,503,583	\$2,101,221	37	19.2%	Balanced	\$834,404	\$811,125	41	27.6%	Seller's
CA	Marin County	\$3,682,142	\$3,157,333	26	35.2%	Seller's	\$1,268,625	\$1,187,688	32	42.9%	Seller's
CA	Napa County	\$3,089,729	\$2,416,963	71	7.3%	Buyer's	-	-	-	-	-
CA	Orange County	\$2,936,678	\$2,213,667	29	28.2%	Seller's	\$1,309,373	\$1,170,575	33	33.8%	Seller's
CA	Placer County	\$1,187,399	\$1,079,825	26	29.4%	Seller's	-	-	-	-	-
CA	Sacramento	\$943,791	\$907,987	20	35.0%	Seller's	-	-	-	-	-
CA	San Diego	\$2,270,750	\$1,901,693	18	28.3%	Seller's	\$1,175,024	\$1,096,471	22	29.3%	Seller's
CA	San Francisco	\$4,619,708	\$3,370,498	13	63.0%	Seller's	\$2,982,583	\$2,558,042	15	31.0%	Seller's
CA	San Luis Obispo County	\$1,812,367	\$1,451,480	44	22.8%	Seller's	-	-	-	-	-
CA	Silicon Valley	\$4,096,532	\$3,418,021	9	64.4%	Seller's	\$1,676,994	\$1,649,083	14	51.2%	Seller's
CA	Sonoma County	\$2,286,792	\$1,749,642	48	15.2%	Balanced	\$749,488	\$953,571	55	18.5%	Balanced
CA	Ventura County	\$2,245,370	\$1,728,583	57	20.5%	Balanced	\$808,409	\$759,666	59	27.0%	Seller's
CO	Boulder	\$2,154,000	\$1,638,208	54	17.9%	Balanced	\$1,046,354	\$875,300	64	18.7%	Balanced
CO	Colorado Springs	\$926,252	\$886,641	33	20.6%	Balanced	\$591,354	\$591,802	42	18.5%	Balanced
CO	Denver	\$1,510,721	\$1,368,458	30	24.6%	Seller's	\$825,617	\$806,033	31	16.0%	Balanced
CO	Douglas County	\$1,268,276	\$1,160,762	39	22.7%	Seller's	\$582,940	\$572,416	39	23.8%	Seller's
CO	Eagle County	\$5,579,167	\$4,885,168	87	9.3%	Buyer's	\$2,617,667	\$1,926,271	46	14.6%	Balanced
CO	Pitkin County	\$15,030,833	\$11,146,623	137	7.1%	Buyer's	\$3,779,625	\$3,070,743	115	7.8%	Buyer's
CO	Summit County	\$3,113,667	\$2,361,719	74	14.8%	Balanced	\$1,227,950	\$1,181,750	36	13.7%	Balanced

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

2025 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	\$6,066,167	\$5,308,567	215	5.8%	Buyer's	\$2,186,208	\$1,941,500	131	8.4%	Buyer's
CT	Central Connecticut	\$722,829	\$632,800	7	63.9%	Seller's	-	-	-	-	-
CT	Coastal Connecticut	\$2,226,208	\$1,743,083	18	40.3%	Seller's	\$917,413	\$740,850	15	47.9%	Seller's
DC	Washington D.C.	\$3,852,604	\$2,962,917	19	23.2%	Seller's	\$1,794,542	\$1,683,708	16	26.3%	Seller's
DE	Sussex County	\$1,532,246	\$1,357,107	16	24.0%	Seller's	\$790,000	\$933,909	17	12.8%	Balanced
FL	Boca Raton/Delray Beach	\$2,898,271	\$2,041,767	41	14.9%	Balanced	\$997,167	\$847,882	56	11.1%	Buyer's
FL	Brevard County	\$826,212	\$773,185	43	19.3%	Balanced	\$737,113	\$719,373	98	8.3%	Buyer's
FL	Broward County	\$1,787,066	\$1,475,625	56	11.0%	Buyer's	\$688,499	\$620,083	62	6.3%	Buyer's
FL	Charlotte County	\$999,395	\$966,872	80	9.3%	Buyer's	-	-	-	-	-
FL	Coastal Pinellas County	\$2,258,658	\$2,039,430	71	7.2%	Buyer's	\$1,249,855	\$1,181,729	42	6.9%	Buyer's
FL	Ft. Lauderdale	\$5,158,750	\$4,148,292	102	6.0%	Buyer's	\$2,597,833	\$2,182,934	100	4.2%	Buyer's
FL	Jacksonville	\$793,013	\$780,839	35	22.3%	Seller's	\$623,256	\$652,646	72	10.0%	Buyer's
FL	Jacksonville Beaches	\$1,267,490	\$1,180,135	41	18.0%	Balanced	\$1,067,162	\$1,134,405	73	10.0%	Buyer's
FL	Lee County	\$1,407,667	\$1,284,354	61	7.4%	Buyer's	\$833,433	\$825,333	67	5.3%	Buyer's
FL	Marco Island	\$2,877,579	\$2,343,542	75	9.8%	Buyer's	\$1,583,380	\$1,546,458	79	8.4%	Buyer's
FL	Miami	\$1,927,787	\$1,435,396	59	9.5%	Buyer's	\$1,491,021	\$1,388,792	90	4.5%	Buyer's
FL	Naples	\$4,981,791	\$4,016,458	92	7.2%	Buyer's	\$2,292,604	\$2,090,625	81	6.9%	Buyer's
FL	Orlando	\$1,261,337	\$1,208,782	41	16.1%	Balanced	\$573,838	\$615,396	44	10.6%	Buyer's
FL	Palm Beach Towns	\$4,958,708	\$2,821,231	70	9.9%	Buyer's	\$2,105,625	\$1,781,976	86	6.4%	Buyer's
FL	Sarasota & Beaches	\$2,475,375	\$1,818,177	61	8.3%	Buyer's	\$1,691,167	\$1,479,412	70	7.2%	Buyer's
FL	South Pinellas County	\$1,458,329	\$1,184,445	55	12.4%	Balanced	\$1,012,617	\$1,062,454	38	12.5%	Balanced
FL	Tampa	\$756,323	\$712,317	36	19.7%	Balanced	\$814,741	\$725,530	45	12.9%	Balanced
GA	Atlanta	\$1,558,575	\$1,236,708	14	25.9%	Seller's	\$702,815	\$666,642	33	14.7%	Balanced
GA	Duluth	\$1,488,000	\$1,389,813	25	18.4%	Balanced	-	-	-	-	-
HI	Island of Hawaii	\$1,872,375	\$1,543,354	46	12.7%	Balanced	\$1,638,583	\$1,622,490	66	12.6%	Balanced
HI	Kauai	\$3,203,000	\$2,255,792	48	12.4%	Balanced	\$1,441,458	\$1,283,917	40	10.3%	Buyer's
HI	Maui	\$2,821,792	\$2,137,004	117	7.8%	Buyer's	\$1,872,583	\$1,885,625	120	5.5%	Buyer's
HI	Oahu	\$3,000,079	\$2,323,771	30	14.6%	Balanced	\$1,130,167	\$1,010,490	36	14.8%	Balanced
IA	Greater Des Moines	\$675,213	\$634,148	30	19.1%	Balanced	-	-	-	-	-
ID	Ada County	\$806,909	\$764,300	18	33.5%	Seller's	\$651,962	\$626,178	20	22.1%	Seller's
ID	Northern Idaho	\$1,299,458	\$1,038,175	85	13.9%	Balanced	-	-	-	-	-
IL	Chicago	\$1,745,496	\$1,347,129	13	57.8%	Seller's	\$1,223,829	\$967,931	22	36.8%	Seller's
IL	DuPage County	\$1,296,150	\$954,018	9	50.6%	Seller's	\$759,581	\$666,183	11	41.3%	Seller's
IL	Lake County	\$1,244,611	\$956,938	18	47.5%	Seller's	-	-	-	-	-
IL	Will County	\$664,521	\$626,995	21	48.8%	Seller's	-	-	-	-	-
IN	Boone County	\$1,437,170	\$1,102,250	14	42.5%	Seller's	-	-	-	-	-
IN	Hamilton County	\$827,939	\$776,625	9	60.3%	Seller's	-	-	-	-	-

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2025 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
LA	Lafayette County	\$813,570	\$684,977	60	12.6%	Balanced	-	-	-	-	-
MA	Cape Cod	\$2,481,704	\$1,931,917	50	16.7%	Balanced	\$1,077,454	\$1,005,708	41	20.3%	Balanced
MA	Greater Boston	\$3,401,083	\$2,737,561	36	23.1%	Seller's	\$2,422,057	\$2,082,368	32	17.2%	Balanced
MA	South Shore	\$1,739,400	\$1,402,192	28	32.3%	Seller's	\$926,927	\$855,721	40	30.2%	Seller's
MD	Anne Arundel County	\$1,089,790	\$953,360	12	43.7%	Seller's	\$601,306	\$569,698	7	67.3%	Seller's
MD	Baltimore City	\$1,005,763	\$840,833	11	50.0%	Seller's	\$674,507	\$618,338	18	28.8%	Seller's
MD	Baltimore County	\$987,226	\$935,487	16	31.6%	Seller's	\$583,888	\$573,007	13	50.0%	Seller's
MD	Frederick County	\$959,625	\$915,903	11	33.3%	Seller's	-	-	-	-	-
MD	Howard County	\$1,294,065	\$1,059,820	8	65.9%	Seller's	\$620,125	\$615,527	9	87.2%	Seller's
MD	Montgomery County	\$2,020,254	\$1,630,309	11	42.6%	Seller's	\$850,674	\$754,712	9	52.6%	Seller's
MD	Talbot County	\$2,340,075	\$1,820,132	45	19.6%	Balanced	-	-	-	-	-
MD	Worcester County	\$904,162	\$803,046	26	16.7%	Balanced	\$668,450	\$653,329	49	15.3%	Balanced
MI	Grand Traverse	\$1,314,797	\$1,071,229	55	12.2%	Balanced	-	-	-	-	-
MI	Livingston County	\$727,025	\$694,492	20	36.0%	Seller's	-	-	-	-	-
MI	Monroe County	\$627,275	\$612,142	25	17.1%	Balanced	-	-	-	-	-
MI	Oakland County	\$807,380	\$673,756	13	39.3%	Seller's	\$624,934	\$595,672	19	25.0%	Seller's
MI	Washtenaw County	\$883,553	\$748,096	37	34.7%	Seller's	\$657,654	\$626,908	41	16.7%	Balanced
MI	Wayne County	\$738,929	\$646,436	10	46.4%	Seller's	\$671,846	\$581,286	12	17.8%	Balanced
MN	Olmsted County	\$904,987	\$790,283	43	18.2%	Balanced	-	-	-	-	-
MN	Twin Cities	\$1,283,692	\$1,053,293	22	25.2%	Seller's	-	-	-	-	-
NC	Asheville	\$983,575	\$885,385	32	13.9%	Balanced	\$761,478	\$663,847	41	10.0%	Buyer's
NC	Charlotte	\$1,041,162	\$982,601	12	36.7%	Seller's	\$628,239	\$630,759	30	22.3%	Seller's
NC	Lake Norman	\$1,190,968	\$1,093,857	20	25.9%	Seller's	\$580,152	\$578,912	39	25.4%	Seller's
NC	Pitt County	\$593,802	\$583,324	31	21.9%	Seller's	-	-	-	-	-
NC	Raleigh-Durham	\$1,173,083	\$970,714	5	32.5%	Seller's	-	-	-	-	-
NH	Rockingham County	\$1,485,334	\$1,410,681	18	31.9%	Seller's	\$891,750	\$908,266	8	40.7%	Seller's
NJ	Bergen County	\$2,298,454	\$1,820,729	26	29.7%	Seller's	\$1,314,728	\$1,207,305	31	32.7%	Seller's
NJ	Morris County	\$1,677,196	\$1,426,708	17	57.4%	Seller's	\$945,941	\$934,407	20	56.5%	Seller's
NJ	Ocean County	\$982,817	\$855,496	29	25.6%	Seller's	\$885,983	\$828,208	30	25.9%	Seller's
NJ	Somerset County	\$1,635,833	\$1,357,252	22	46.7%	Seller's	\$922,891	\$871,008	29	36.4%	Seller's
NV	Lake Tahoe	\$3,574,458	\$2,420,917	90	14.1%	Balanced	\$1,276,583	\$1,222,771	84	13.9%	Balanced
NV	Las Vegas	\$1,702,037	\$1,402,248	42	12.7%	Balanced	-	-	-	-	-
NV	Reno	\$2,007,042	\$1,685,720	71	17.2%	Balanced	-	-	-	-	-
OH	Cincinnati	\$846,529	\$754,085	6	37.5%	Seller's	-	-	-	-	-
OH	Cleveland Suburbs	\$770,679	\$652,829	30	65.3%	Seller's	-	-	-	-	-
OH	Columbus	\$814,157	\$747,719	13	37.8%	Seller's	\$685,214	\$650,303	21	20.4%	Balanced
ON	GTA - Durham	\$1,757,557	\$1,585,354	22	10.0%	Buyer's	\$833,387	\$855,708	29	14.3%	Balanced

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2025 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 - York	\$2,368,853	\$1,883,704	22	11.6%	Buyer's	\$792,042	\$774,505	28	11.4%	Buyer's
ON	Mississauga	\$2,890,968	\$2,484,583	33	7.8%	Buyer's	\$976,599	\$931,121	26	10.9%	Buyer's
ON	Oakville	\$2,612,137	\$2,204,708	27	11.6%	Buyer's	\$1,206,278	\$1,119,142	23	20.7%	Balanced
ON	Toronto	\$3,769,479	\$3,167,913	18	12.1%	Balanced	\$1,230,149	\$1,161,063	25	11.3%	Buyer's
ON	Waterloo Region	\$1,372,729	\$1,250,281	23	26.1%	Seller's	\$775,196	\$774,192	33	26.7%	Seller's
OR	Portland	\$1,297,821	\$1,120,482	33	20.5%	Balanced	\$688,763	\$646,613	41	14.2%	Balanced
PA	Philadelphia	\$808,633	\$750,250	20	27.3%	Seller's	\$746,125	\$693,950	27	20.6%	Balanced
SC	Charleston	\$1,769,958	\$1,500,868	36	25.3%	Seller's	\$1,209,704	\$1,075,771	37	24.6%	Seller's
SC	Hilton Head	\$1,855,272	\$1,571,917	35	20.4%	Balanced	\$1,059,325	\$1,047,917	43	26.7%	Seller's
TN	Greater Chattanooga	\$965,042	\$894,250	26	15.3%	Balanced	-	-	-	-	-
TN	Nashville	\$1,720,439	\$1,392,791	16	22.6%	Seller's	\$748,540	\$657,733	27	13.7%	Balanced
TX	Austin	\$2,405,348	\$1,879,629	49	13.0%	Balanced	\$1,151,375	\$1,098,271	73	7.8%	Buyer's
TX	Collin County	\$738,110	\$711,101	40	20.0%	Balanced	-	-	-	-	-
TX	Dallas	\$1,455,250	\$1,188,691	26	22.7%	Seller's	\$720,308	\$698,783	38	12.3%	Balanced
TX	Denton County	\$791,126	\$764,189	37	20.0%	Balanced	-	-	-	-	-
TX	El Paso	\$654,150	\$613,894	30	13.5%	Balanced	-	-	-	-	-
TX	Fort Worth	\$906,102	\$821,926	30	23.2%	Seller's	-	-	-	-	-
TX	Greater Tyler	\$697,271	\$633,693	45	11.1%	Buyer's	-	-	-	-	-
TX	Houston	\$947,617	\$940,725	35	21.6%	Seller's	\$652,838	\$636,771	34	16.5%	Balanced
TX	Lubbock	\$688,846	\$628,538	51	17.7%	Balanced	-	-	-	-	-
TX	San Antonio	\$812,053	\$756,447	68	15.0%	Balanced	\$719,267	\$640,364	146	3.7%	Buyer's
TX	Tarrant County	\$907,352	\$829,531	31	21.6%	Seller's	-	-	-	-	-
TX	The Woodlands & Spring	\$823,250	\$793,268	35	30.2%	Seller's	-	-	-	-	-
UT	Park City	\$4,891,375	\$3,563,424	46	16.6%	Balanced	\$2,353,417	\$2,685,066	21	22.3%	Seller's
UT	Salt Lake City	\$1,183,770	\$1,018,317	40	28.6%	Seller's	\$594,411	\$576,286	49	20.3%	Balanced
UT	Washington County	\$1,514,746	\$1,359,908	52	10.6%	Buyer's	-	-	-	-	-
VA	Arlington & Alexandria	\$2,379,869	\$1,847,809	15	39.3%	Seller's	\$1,082,936	\$1,046,692	11	71.3%	Seller's
VA	Fairfax County	\$2,226,053	\$1,485,678	11	46.5%	Seller's	\$774,347	\$720,339	9	91.3%	Seller's
VA	McLean & Vienna	\$2,909,312	\$1,906,025	14	34.2%	Seller's	\$1,324,433	\$1,080,931	11	53.1%	Seller's
VA	Richmond	\$828,196	\$810,055	9	41.4%	Seller's	\$585,065	\$584,735	12	34.4%	Seller's
VA	Smith Mountain Lake	\$1,452,833	\$1,371,833	16	26.1%	Seller's	-	-	-	-	-
VA	Virginia Beach	\$1,439,891	\$1,256,349	17	32.2%	Seller's	\$817,492	\$798,981	28	25.0%	Seller's
WA	King County	\$2,002,958	\$1,738,353	11	41.8%	Seller's	\$1,205,207	\$1,126,842	19	28.2%	Seller's
WA	Seattle	\$1,915,791	\$1,682,282	10	51.7%	Seller's	\$1,322,703	\$1,239,498	25	22.8%	Seller's
WA	Spokane	\$1,152,831	\$1,038,992	25	15.6%	Balanced	-	-	-	-	-
WA	Vancouver	\$1,400,515	\$1,227,366	44	14.9%	Balanced	\$850,337	\$881,939	64	9.5%	Buyer's

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