

THE \$10M+ NATIONAL  
LUXURY REPORT

COMPASS

# ULTRA-LUXURY 2022









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# “Scarcity commands a premium. There is always a market for the best.”

Steven Shane, Compass – Aspen

The Luxury Division at Compass proudly presents this year’s Ultra-Luxury Report, carefully compiled to encapsulate comprehensive data for the past four years with a priority of accuracy. Over 50 markets were analyzed, exploring residential sales since 2019 priced at \$10 million and above.

2022 was another strong year for ultra-luxury real estate, with a seemingly insatiable appetite for legacy properties. Nationally, there was \$30 billion in sales volume of homes priced at \$10 million and above, soaring 96.07% compared to before the pandemic (2019).<sup>1</sup> With respect to transaction volume, 1810 homes priced at \$10 million and above across 56 markets traded in 2022, representing a 105.4% increase compared to 2019.<sup>2</sup> Compass - Hamptons agent Lori Schiaffino summarizes the basis of these gains, which were greatly distributed across the country, “Inventory was depleted during the pandemic and product has not yet caught up to demand.”

The impact of rising interest rates has not been felt in the ultra-luxury market, primarily because the high-net-worth individuals purchasing these properties are generally not reliant on financing. Compass - Westport agent Hyleri Katzenberg explains, “The most affluent and liquid buyers feel comfortable bidding up and taking higher risk in their offers.” Last year’s flourishing Los Angeles ultra-high end market especially well-illustrates this consideration, where sales of homes over \$30 million were up an astonishing 30% year over year, and homes over \$40 million (including two sales over \$100 million) were up nearly 24%.<sup>3</sup> Compass - Beverly Hills agent Sally Forster Jones corroborates, “Prices in the ultra-luxury market last year were far above pre-pandemic numbers, realizing a substantial increase in value.”

Looking ahead, Compass ultra-luxury specialists anticipate continued strong demand in 2023. Liz Hogan of Compass - Miami notes, “We are still seeing an unprecedented level of relocations to Florida from high tax states.” Broward County saw especially robust ultra-luxury sales in 2022, with a 528.7% increase in sales volume compared to 2019.<sup>4</sup> The best indicator of likely 2023 performance may ultimately be signed contracts for sales in the final quarter of 2022: In Manhattan, there were 44 signed contracts in Q4 on homes over \$10 million, with an average contract price of \$18.3 million. This is approximately one third the amount of contracts signed in Q4 2021, and nearly \$2 million above 2021’s average contract price of \$16.6 million.<sup>5</sup>

Ian Slater of Compass - Manhattan pulls back the curtain on buyer sentiment in this tight and competitive ultra-luxury market: “Lack of inventory has caused my buyers to seek exclusive or pre-market inventory, and I am actively working to find homeowners who may be willing to sell.”

As we emerge from the extraordinary events and market shifts over these past years, Compass - Greenwich agent Shelly Tretter Lynch eloquently underscores, “Luxury never goes away.” The Luxury Division at Compass shares in this sentiment as we navigate the ultra-luxury market with you.

<sup>1</sup> Source: Aggregate MLS and public data as reported in The 2022 Ultra-Luxury Report by Compass

<sup>2</sup> Source: Aggregate MLS and public data as reported in The 2022 Ultra-Luxury Report by Compass

<sup>3</sup> Source: CLAW MLS

<sup>4</sup> Source: Beaches MLS

<sup>5</sup> Source: ACRIS, REBNY/RLS



FEATURED LISTING



15975 Alcima Ave, Pacific Palisades

Price Upon Request

Cindy Ambuehl | Principal / Luxury Estate Director of Cindy Ambuehl Group

M: 818.489.0282 | DRE 01821934

\$44.5M

Highest Listing-represented  
Compass Regional Sale, 2022  
Represented by Chris Cortazzo

\$70.4M

Highest Buyer-represented  
Compass Regional Sale 2022  
Represented by Tomer Fridman

GREATER  
LOS ANGELES

CALIFORNIA



# “There is still a surplus of viable buyers for this product in LA.”

“The \$10 million-plus price point is of extreme importance as we reflect on the 5.5% LA Mansion Tax set to go into effect on April 1st, leaving sellers questioning listing price and creating timeline motivations for transactions to occur. Still, the market remains strong. We have a deficit of marquee inventory at \$10 million and above, which, to me, indicates that the luxury market will remain strong through 2023 as there is still a surplus of viable buyers for this product in LA.”

Tomer Fridman

“‘Perspective’ is the word of the year for 2022, as prices in the ultra-luxury market last year were still far above 2019’s pre-pandemic numbers. These homes have realized a substantial increase in value.”

Sally Forster Jones

## \$10M+ SALES 4-YEAR SNAPSHOT

	2019	YoY % Δ	2020	YoY % Δ	2021	YoY % Δ	2022
<b>Sales</b>	130	21.54%	158	89.24%	299	-18.73%	243
<b>Total Sales Volume</b>	\$2.62B	-0.84%	\$2.6B	91.73%	\$4.99B	-8.16%	\$4.58B

## 243

\$10M+ Sales, 2022

## \$4.58B

Total \$10M+ Sales Volume, 2022

Source: CLAW MLS, regions include Greater LA, Beverly Hills, Westside, Santa Monica, Malibu, Hollywood, South Bay, based on residential property sales, Single Family, condo/Co-Op, 01/01/19-12/31/19 & 01/01/20-12/31/20 & 01/01/21-12/31/21 & 01/01/22-12/31/22.

FEATURED LISTING



49155 Highway 1, Big Sur  
Price Upon Request

Jonathan Spencer | Realtor® | M: 831.238.7420 | DRE 01916757

# CARMEL & PEBBLE BEACH

CALIFORNIA

\$26M

Highest Listing-represented  
Compass Regional Sale, 2022  
Represented by Jonathan Spencer

\$14.93M

Highest Buyer-represented  
Compass Regional Sale 2022  
Represented by Bambace Peterson Team



# “Q1 of 2023 is gaining momentum for an excellent year.”

“The oceanfront markets in Carmel Highlands, Carmel by the Sea, and Pebble Beach saw a meteoric increase in average price per SqFt and a decrease in average DOM from 2020 to 2022.

Over the past six months, the overall market normalized after two years of feverish price appreciation.

The affluent know that oceanfront real estate within these areas has historically been an excellent hedge in a downward market and outperforms all other residential real estate locations during a bull market. A recent increase in total offers and buyer activity within the oceanfront market show that Q4 of 2022 was the bottom of this current cycle and Q1 of 2023 is gaining momentum for an excellent year.”

Jonathan Spencer

“70% of the ultra-luxury sales occurred in the first half of the year, but then the market ran out of inventory. Homes on the water and Pebble Beach golf course, especially those that are turn-key and ready for enjoyment, are still selling rapidly. The demand for “new” is really strong. For example, a new build not in a prime on the water or golf course location, but with views, just closed at the end of the year for \$28M.”

Mark Peterson

“Carmel, Pebble Beach and Big Sur is a place of understated elegance with overstated natural beauty. It resonates with luxury buyers looking for a lifestyle where they can remain un-assuming and under the radar. The biggest transaction this year was a \$40M off-market sale to one of the most famous Hollywood celebrities. California coastal real estate continues to be desired and is a great multi-generational asset that is scarce and increasing in value. Our area is just starting to come into its own and the values will remain strong.”

Dana Bambace

## \$10M+ SALES 4-YEAR SNAPSHOT

	2019	YoY % Δ	2020	YoY % Δ	2021	YoY % Δ	2022
<b>Sales</b>	7	71.43%	12	58.33%	19	5.26%	20
<b>Total Sales Volume</b>	\$123.56M	54.23%	\$190.56	57.64%	\$300.41M	11.98%	\$336.39M

## 20

\$10M+ Sales, 2022

## \$336.39M

Total \$10M+  
Sales Volume, 2022

Source: MLS Listings Inc, regions include all Monterey County, which consists of Pebble Beach, Carmel, Carmel-by-the-Sea, Carmel Valley, and Big Sur, property types include Single Family Homes priced at \$10 million-plus, 01/01/2020 - 12/31/22

FEATURED LISTING



395 Hampton Road, Piedmont  
Price Upon Request

Sarah Abel | REALTOR® | M: 415.990.7654 | DRE 00928803  
Julie Gardner | REALTOR® | M: 510.326.0840 | DRE 01431765

\$12M

Highest Listing-represented  
Compass Regional Sales, 2022  
Represented by  
Sarah Abel & Julie Gardner | Dana Green

EAST BAY

CALIFORNIA

\$9.28M

Highest Buyer-represented Compass  
Regional Sale, 2022  
Represented by Robert Farrar



“Once the Fed introduced a spike in the interest rates in 2022, the markets encountered strong headwinds and began to decline, both in volume and price increases. By the end of the fourth quarter, year-over-year prices had turned negative and the buyers had almost evaporated with multiple offers coming to a standstill. However, by the beginning of 2023, buyers have begun to reappear in the market and real estate prices have begun to inch back up. Admittedly, the high-end continues to outperform the low-end as those buyers generally don’t finance their real estate purchases. However, a change in the Fed’s policies can invigorate both the real estate and the stock markets and this seems to be the most likely scenario going into 2023.”

Joujou Chawla

“As affluent buyers tend to be less affected by interest rates, the lack of qualified buyers at the higher end might be attributed to a lack of consumer confidence caused by the dramatic drop in the stock market, especially as it pertains to tech stock which fueled many of these high-end purchases in the East Bay. We are hopeful that 2023 will find more balance, resulting in more demand for these luxury properties which should be considered as tangible investments in one’s portfolio.”

Sarah Abel & Julie Gardner

## \$10M+ SALES 4-YEAR SNAPSHOT

# 2

\$10M+ Sales, 2022

	2019	YoY % Δ	2020	YoY % Δ	2021	YoY % Δ	2022
<b>Sales</b>	0	N/A	0	N/A	1	N/A	2
<b>Total Sales Volume</b>	\$0	N/A	\$0	N/A	\$11.5M	108.67%	\$24M

# \$24M

Total \$10M+  
Sales Volume, 2022

Source: Paragon MLS including Contra Costa and Alameda County residential sales 01/01/2019 - 12/31/2022.  
Compass did not represent a transaction over \$10M on the buy-side in this region.

FEATURED LISTING



**27 Bellevue Avenue, Belvedere**  
Price Upon Request

Bill Smith | Luxury Property Specialist | M: 415.902.4456 | DRE 01229913  
Ann Aylwin | Luxury Property Specialist | M: 415.902.3909 | DRE 01960821

**\$19.5M**

Highest Listing-represented  
Compass Regional Sale, 2022  
Represented by Bill Smith & Ann Aylwin

**MARIN COUNTY**

**CALIFORNIA**

**\$19.5M**

Highest Buyer-represented  
Compass Regional Sale 2022  
Represented by Svetlana Istrati



# “2022 was simply a rebalancing of an overpressured market.”

“A long and dramatic ascent in luxury real estate topped out with unrelenting demand and irrational overbidding which peaked in the spring. Then came the Fed, soaring inflation, continued selloff in the stock market, and the relocation of many tech executives to outside the Bay Area. 2022 was simply a rebalancing of an overpressured market, not similar to the meltdown of 2008.”

Joan Kermath

## \$10M+ SALES 4-YEAR SNAPSHOT

	2019	YoY % Δ	2020	YoY % Δ	2021	YoY % Δ	2022
<b>Sales</b>	5	0.00%	5	340.00%	22	-22.73%	17
<b>Total Sales Volume</b>	\$58.94M	5.18%	\$62M	430.14%	\$328.69M	-33.28%	\$219.31M

# 17

\$10M+ Sales, 2022

# \$219.31M

Total \$10M+  
Sales Volume, 2022

Source: NorCal MLS Alliance, regions include Marin County, based on residential property sales.  
Types: Single Family Home, Land. 01/01/19-12/31/19, 01/01/20-12/31/20, 01/01/21-12/31/21, 01/01/22-12/31/22.

FEATURED LISTING



6 Midsummer, Newport Coast  
Price Upon Request

Rex McKown | REALTOR® | M: 949.689.5018 | DRE 01275953  
Marcy Weinstein | REALTOR® | M: 949.689.3550 | DRE 01094198

ORANGE  
COUNTY

CALIFORNIA

\$23M

Highest Listing-represented  
Compass Regional Sale, 2022  
Represented by  
Janelle File & Brandon Goethals

\$33M

Highest Buyer-represented  
Compass Regional Sale 2022  
Represented by  
Samantha Nugent & Todd Davis



“2022 began in a frantic seller’s market. Although the market cooled in summer, prices in the luxury segment held due to low inventory. 2023 prices remain at a nearly all-time high and I expect them to hold for the first two quarters.”

Rex McKown

## \$10M+ SALES 4-YEAR SNAPSHOT

	2019	YoY % Δ	2020	YoY % Δ	2021	YoY % Δ	2022
<b>Sales</b>	54	12.96%	61	65.57%	101	6.93%	108
<b>Total Sales Volume</b>	\$856.75M	11.56%	\$955.80M	102.00%	\$1.93B	-14.63%	\$1.64B

## 108

\$10M+ Sales, 2022

## \$1.64B

Total \$10M+  
Sales Volume, 2022

Source: San Diego MLS and CRMLS. Based on residential property sales,  
01/01/19-12/31/19 & 01/01/20-12/31/20 & 01/01/21-12/31/21 & 01/01/22-12/31/22.

FEATURED LISTING



53804 Ross Avenue, The Madison Club, La Quinta  
Price Upon Request

Ginger Glass | Broker/Agent/Attorney | M: 310.927.9307 | DRE 01478465

\$18M

Highest Listing-represented  
Compass Regional Sale, 2022  
Represented by Ginger Glass

\$12.75M

Highest Buyer-represented  
Compass Regional Sale, 2022  
Represented by John Nelson and Cat Moe

GREATER  
PALM SPRINGS

CALIFORNIA



“The Palm Springs luxury market continues to flourish from 2022 into 2023. People from across the globe are purchasing luxury estates to enjoy the lifestyle our desert has to offer. No longer dubbed as the retirement mecca, buyers are younger and taking advantage of all its amenities, including golf, pickleball, tennis, concerts, fine dining, fine arts, and a small airport with private jet access.”

Valery Neuman

## \$10M+ SALES 4-YEAR SNAPSHOT

14

\$10M+ Sales, 2022

	2019	YoY % Δ	2020	YoY % Δ	2021	YoY % Δ	2022
<b>Sales</b>	2	250.00%	7	14.29%	8	75.00%	14
<b>Total Sales Volume</b>	\$45.22M	152.35%	\$114.13M	-16.51%	\$95.29M	117.69%	\$207.43M

**\$207.43M**

Total \$10M+  
Sales Volume, 2022

Black Knight Regions include, Palm Springs, Palm Desert, Rancho Mirage, La Quinta, Indian Wells,  
Use Code: 1001, 8000, 8001, Based on residential property sales, Single Family Homes, Condos,  
Townhouse, Land, 01/01/19-12/31/19 & 01/01/20-12/31/20 & 01/01/21-12/31/21 & 01/01/22-12/31/22.

FEATURED LISTING



El Camino Del Teatro, La Jolla  
Price Upon Request

Ross Clark | REALTOR® | M: 858.442.2643 | DRE 01830849  
Brett Dickinson | REALTOR® | M: 858.204.6226 | DRE 01714678

\$21.8M

Highest Listing-represented  
Compass Regional Sale, 2022  
Represented by Ross Clark & Brett Dickinson

SAN DIEGO

CALIFORNIA

\$16.5M

Highest Buyer-represented  
Compass Regional Sale 2022  
Represented by Andrew Canter



# “The inventory of truly outstanding properties is limited.”

“Buyer demand in the San Diego luxury market was unprecedented between late 2020 and June 2022, and there is still demand here in early 2023. The inventory of truly outstanding properties is limited, and are selling when sellers are willing to accommodate buyers who have grown cautious and in search of a price point which will stand the test of time.”

Caren Kelley

“There were 38 \$10 million-plus sales in 2022 with an average closed price of just over \$13 million, down slightly from 2021. We believe the luxury segment will continue to be very active in San Diego where our lack of inventory drives the market.”

Marc Lotzof

“Though our market is normalizing, appropriately priced ultra-luxury homes in phenomenal locations will continue to sell. With our booming tech and bioscience industries, coastal markets such as La Jolla and Del Mar are hotter than ever and will remain so throughout 2023.”

Ross Clark & Brett Dickinson

## \$10M+ SALES 4-YEAR SNAPSHOT

# 38

\$10M+ Sales, 2022

	2019	YoY % Δ	2020	YoY % Δ	2021	YoY % Δ	2022
<b>Sales</b>	10	150.00%	25	68.00%	42	-9.52%	38
<b>Total Sales Volume</b>	\$150.1M	145.5%	\$368.45M	60.9%	\$592.92M	-13.32%	\$513.97M

# \$513.97M

Total \$10M+  
Sales Volume, 2022

FEATURED LISTING



3450 Washington Street, San Francisco  
Price Upn Request

Antoine Crumeyrolle | REALTOR® | M: 415.279.5869 | DRE 01395566

\$34.5M

Highest Listing-represented  
Compass Regional Sale, 2022  
Represented by Neal Ward

\$16.5M

Highest Buyer-represented  
Compass Regional Sale 2022  
Represented by Nina Hatvany

SAN  
FRANCISCO

CALIFORNIA



# “Although the market has slowed significantly, ultra-luxury buyers are still active and looking for the right opportunity to buy.”

“2022 started strong, riding the coattails of 2021, which saw the most robust luxury market of all time here in San Francisco. But in the latter half of the year, the market shifted dramatically, with only five sales over \$10 million versus 10 in the first half. Interestingly, the top four ultra-luxury sales of 2022 were all off-market listings, the highest of which was a listing of ours on the Gold Coast, 2790 Broadway, which was the second-highest sale in San Francisco history.\* The takeaway is that although the market has slowed significantly, ultra-luxury buyers are still active and looking for the right opportunity to buy.”

Neal Ward

“Despite economic uncertainty, the ultra-luxury market here remains robust and homes renovated to the highest standards continue to fetch record prices. However, we are certainly seeing fewer trades overall and anticipate the slowdown in volume and dip in prices to continue through 2023.”

Nina Hatvany

“Similar to the perpetual demand for the finest masterpieces, the rarest classic sports cars, and the most beautiful vintage watches, there is always demand for ultra-luxury properties. Prices may fluctuate a bit in accordance with the market and economic forecasts, but don’t believe the nay-sayers. Over the span of my 38-year career, ultra-luxury estate properties have been fabulous investments that have enhanced the quality of life for my friends and clients and have also been an excellent hedge against more volatile investments.”

Steve Mavromihalis

## \$10M+ SALES 4-YEAR SNAPSHOT

	2019	YoY % Δ	2020	YoY % Δ	2021	YoY % Δ	2022
<b>Sales</b>	11	27.27%	14	100.00%	28	-46.43%	15
<b>Total Sales Volume</b>	\$164.7M	29.08%	\$212.6M	95.86%	\$416.4M	-48.32%	\$215.2M

## 15

\$10M+ Sales, 2022

## \$215.2M

Total \$10M+  
Sales Volume, 2022

Source: NorCal MLS Alliance data, regions include Northern California, based on residential property sales (house, condo, co-op, townhouse), 01/01/19-12/31/19 & 01/01/20-12/31/20 & 01/01/21-12/31/21 & 01/01/22-12/31/22.

\*Source: “San Francisco’s most expensive residential sales of 2022,” The Real Deal, December 27, 2022.





FEATURED LISTING

**3345 Padaro Lane, Carpinteria**  
Price Upon Request

The Morehart Group | REALTORS® | M: 805.452.7985  
DRE 00828316 / 01130349 / 01319565 / 02025980

# SANTA BARBARA & MONTECITO

CALIFORNIA

**\$11.99M**

Highest Listing-represented  
Compass Regional Sale, 2022  
Represented by  
Haden Homes Luxury Property Group

**\$11.12M**

Highest Buyer-represented  
Compass Regional Sale 2022  
Represented by The Ebbin Group



# “An insatiable buyer appetite might best describe the current ultra-luxury market conditions in Montecito/Santa Barbara.”

“An insatiable buyer appetite might best describe the current ultra-luxury market conditions in Montecito/Santa Barbara. Demand for this Michelin Five-Star American version of the Riviera is here to stay, and buyers want more items on the menu! 2022 demonstrated a 100% increase in sales of \$10 million-plus homes compared to 2019. If more properties had been available, they would have sold; neither the ‘waitlist’ nor prices are diminishing.”

Paul Suding & Bridget Murphy

“With Prince Harry and Meghan Markle taking up residence, the opening of Rosewood Miramar Hotel, and a large number of people wanting to retreat from city life for more relaxed living conditions, Montecito/Santa Barbara has been discovered as a world-class destination. While the market has decelerated from the high-flying days of 2021 and the first half of 2022, there is a shortage of inventory here and we anticipate similar demand for properties over \$10 million in 2023, albeit at a slower pace.”

Luke Ebbin/The Ebbin Group

## \$10M+ SALES 4-YEAR SNAPSHOT

# 47

\$10M+ Sales, 2022

	2019	YoY % Δ	2020	YoY % Δ	2021	YoY % Δ	2022
<b>Sales</b>	23	-8.70%	21	166.67%	56	-16.07%	47
<b>Total Sales Volume</b>	\$397.89M	2.73%	\$408.75M	132.35%	\$949.71M	-8.04%	\$873.34M

# \$873.34M

Total \$10M+  
Sales Volume, 2022

Source: Santa Barbara MLS, Regions include Santa Barbara & Montecito, Districts: '05 - CARPINTERIA-SUMMERLAND', '10 - MONTECITO', '15 - SB/EAST OF STATE', '20 - SB/WEST OF STATE', '25 - HOPE RANCH', '30 - SB/GOL SOUTH', '35 - SB/GOL NORTH', based on search parameters: Property Type Residential Sales; Status of 'Closed'; Price: \$10,000,000+; Primary Listing: 'Yes', 01/01/19-12/31/19 & 01/01/20-12/31/20 & 01/01/21-12/31/21 & 01/01/22-12/31/22

FEATURED LISTING



329 Albion Avenue, Woodside  
Price Upon Request

Helen Miller | Realtor® | M: 650.400.3426 | DRE 01142061  
Brad Miller | Realtor® | M: 650.400.1317 | DRE 00917768

# SILICON VALLEY & PENINSULA

CALIFORNIA

\$32.2M

Highest Listing-represented  
Compass Regional Sale, 2022  
Represented by Mary & Brent Gullixson  
and Neal Ward

\$29.4M

Highest Buyer-represented  
Compass Regional Sale 2022  
Represented by Mary Gullixson



“Most of the purchases we see at the high end are ‘want’ purchases. The buyer wants the property but doesn’t need it.”

“Like most of the market, the high-end took a bit of a pause through the summer and into the end of the year. However, that doesn’t mean there weren’t buyers out there. There were, and there still are plenty of people looking to secure a luxury home with the resources to do so. Most of the purchases we see at the high end are ‘want’ purchases. The buyer wants the property but doesn’t need it. Conversely, a lot of high-end sellers don’t need to sell. 2022 saw a swing slightly in favor of buyers, but how long that will last is the big question.”

Alicia Sanguinetti & Andrew Greenman, Sanguinetti | Greenman Group

## \$10M+ SALES 4-YEAR SNAPSHOT

152

\$10M+ Sales, 2022

	2019	YoY % Δ	2020	YoY % Δ	2021	YoY % Δ	2022
<b>Sales</b>	64	59.38%	102	76.47%	180	-15.56%	152
<b>Total Sales Volume</b>	\$991.43M	51.36%	\$1.5B	74.31%	\$2.61B	-18.63%	\$2.19B

**\$2.19B**

Total \$10M+  
Sales Volume, 2022

Source: NorCal MLS Alliance System. Regions include San Mateo County and Santa Clara County. Based on residential property sales.  
Types: Single Family Home, Condo, Land. 01/01/19-12/31/19, 01/01/20-12/31/20, 01/01/21-12/31/21, 01/01/22-12/31/22.



FEATURED LISTING



2900 + 2910 Spring Mountain Road, St. Helena  
Price Upon Request

Nick Muccitelli | Realtor® | M: 818.620.6954 | DRE 02137193

\$34M

Highest Listing-represented  
Compass Regional Sale, 2022  
Represented by Steve Mavromihalis,  
Damian Archbold, and Nick Muccitelli

WINE COUNTRY

CALIFORNIA

\$34M

Highest Buyer-represented  
Compass Regional Sale 2022  
Represented by Damian Archbold and  
Nick Muccitelli



# “The market for income producing luxury assets remains extremely active.”

“Despite the general downturn in the real estate market, the market for income producing luxury assets remains extremely active. As seen with the rare opportunity of Seven Stones, a fully permitted winery on a beautiful estate, there is continued interest both nationally and internationally from buyers seeking properties of extraordinary caliber. The volatility of other investments has driven investors to seek income producing hard assets such as real estate and has fueled a thriving local market. Our pool of private and public winery and vineyard listings and active buyers in Napa is very active; we’re expecting this activity to remain throughout the year.”

Damian Archbold

## \$10M+ SALES 4-YEAR SNAPSHOT

# 14

\$10M+ Sales, 2022

	2019	YoY % Δ	2020	YoY % Δ	2021	YoY % Δ	2022
<b>Sales</b>	6	50.00%	9	-11.11%	8	75.00%	14
<b>Total Sales Volume</b>	\$93.92M	17.17%	\$110.05M	0.32%	\$110.4M	73.19%	\$191.19M

# \$191.19M

Total \$10M+  
Sales Volume, 2022

Source: BAREIS MLS and Broker Metrics, regions include Sonoma and Napa Counties, based on Residential property sales 01/01/19-12/31/19 & 01/01/20-12/31/20 & 01/01/21-12/31/21 & 01/01/22-12/31/22.



FEATURED LISTING



720 W Lake Boulevard, Tahoe City  
Price Upon Request

Sally Gardner - Tahoe Estates Group | REALTOR®  
M: 530.308.8011 | DRE 1154939

**\$10M**

Highest Listing-represented  
Compass Regional Sale, 2022  
Represented by  
Jamison Blair - Team Blair Tahoe

**\$41.25M**

Highest Buyer-represented  
Compass Regional Sale 2022  
Represented by  
Sally Gardner - Tahoe Estates Group

**LAKE TAHOE**

**CALIFORNIA/NEVADA**



# “While many buyers have been fearful in these unprecedented times, others became opportunistic.”

“2022 saw the waning moments of a global pandemic and the unyielding seller’s market that followed. Stock market volatility and rising mortgage rates have since added to the chaos and dramatic shift in the buyer’s favor. While many have been fearful in these unprecedented times, others became opportunistic. Those of the ultra-wealthy that showed patience during the surging market have now capitalized on reduced competition and strength of cash offers. A world-class destination with a scarcity of land has preserved Lake Tahoe as an alluring investment.”

Mark Salmon

“Supply of Tahoe lakefront properties is very limited with fewer than a dozen listings over \$10 million currently available. Waterfront estates not subject to coastal concerns are coveted by high-net-worth cash buyers for their private beaches and tax advantages afforded on the Nevada side. The large Sierra snowpack elevates the Lake levels, offering better boating conditions for summer.”

Lexi Cerretti

## \$10M+ SALES 4-YEAR SNAPSHOT

	2019	YoY % Δ	2020	YoY % Δ	2021	YoY % Δ	2022
<b>Sales</b>	9	77.78%	16	100.00%	32	-34.38%	21
<b>Total Sales Volume</b>	\$141.45M	86.46%	\$263.75M	100.13%	\$530.83M	-41.3%	\$311.63M

## 21

\$10M+ Sales, 2022

## \$311.63M

Total \$10M+  
Sales Volume, 2022

Source: Tahoe Sierra MLS, Incline Village MLS, Northern Nevada Regional MLS (east shore) , South Tahoe MLS - all Single Family sales \$10+M, based on residential property sales, 01/01/19-12/31/19 & 01/01/20-12/31/20 & 01/01/21-12/31/21 & 01/01/22-12/31/22.



FEATURED LISTING

**730 S Galena Street, Aspen**  
Price Upon Request

Steven Shane | Broker Associate | M: 970.948.6005

**\$50M**

Highest Listing-represented  
Compass Regional Sale, 2022  
Represented by Steven Shane

**ASPEN**

**COLORADO**

**\$42.92M**

Highest Buyer-represented  
Compass Regional Sale 2022  
Represented by Steven Shane



“In 2020, noted Aspen appraiser Randy Gold estimated there were 60 billionaires who owned property in the valley; today there are at least 100.”

“In 2020, noted Aspen appraiser Randy Gold estimated there were 60 billionaires who owned property in the valley; today there are at least 100. With strict limits on development in Aspen resulting in few superior luxury properties, these buyers will pay head-spinning numbers for the very best, often purchasing off-market homes. The exodus from cities during the pandemic served to magnify the interest in these properties, with increased demand continuing today: in 2019, the highest residential sale was \$23 million, and there were 10 sales over \$15 million, representing 14% of Aspen’s sales, while 2022 saw 30 sales over \$30 million, and \$15 million-plus sales represented 46% of Aspen’s sales.”

BJ Adams

“While mortgage rates and stock market volatility have caused a lack of urgency amongst buyers, special properties continue to sell at incredibly high prices. This will continue as high-net-worth individuals seek to own trophy properties seen as appreciating assets in which they can safely invest.”

Sam Augustine

“In 2022, I represented a buyer on a \$30 million sale and sold the same home for \$50 million seven weeks later. Whether a ski-in, ski-out Aspen Mountain home or an oceanfront estate in Palm Beach, scarcity commands a premium and there is always a market for the best.”

Steven Shane

“In 2019, only 29 properties over \$10 million sold in Aspen/Snowmass. In 2021/2022, 195 ultra-luxury sales occurred in our market - a notable uptick. With only 80 properties available, limited choice should propel 2023 into our third-best year on record.”

Doug Leibinger

## \$10M+ SALES 4-YEAR SNAPSHOT

	2019	YoY % Δ	2020	YoY % Δ	2021	YoY % Δ	2022
<b>Sales</b>	29	248.28%	101	-6.93%	94	-20.21%	75
<b>Total Sales Volume</b>	\$445.79M	261.90%	\$1.61B	10.47%	\$1.78B	-10.31%	\$1.59B

75

\$10M+ Sales, 2022

\$1.59B

Total \$10M+  
Sales Volume, 2022

Source: AGMLS, regions include Aspen, Snowmass, Woody Creek, Snowmass Village, Basalt, Carbondale, Redstone, based on Single Family Home, Condo, Townhouse, Land. 01/01/19-12/31/19 & 01/01/20-12/31/20 & 01/01/21-12/31/21 & 01/01/22-12/31/22.

FEATURED LISTING



**333 Bellevue Drive, Boulder**  
Price Upon Request

Patrick Brown | Realtor® | M: 303.242.6012 | 40032925  
Hunter Jorgensen | Realtor® | M 303.888.8893 | 100088487

**\$10M**

Highest Listing-represented  
Compass Regional Sale, 2022  
Represented by Steve Remmert

**BOULDER**

**COLORADO**

**\$10M**

Highest Buyer-represented  
Compass Regional Sale 2022  
Represented by Tricia Dessel



“In the last three years, I have seen ultra-luxury buyers from California and New York, along with parts of Texas and Illinois, surface in search of a greater quality of life. Our challenge here has become one of inventory. The demand exists but due to a variety of constraints, we have a very limited supply. Price thresholds are constantly being tested and consistently being accepted by the market. Our little mountain college town is no longer a secret, it now sits squarely on the radar for ultra-luxury.”

Steve Remmert

“Boulder is a smaller market with just over 100,000 residents, yet we continue to see extraordinary demand with buyers relocating from California, New York, Chicago, and international cities. 2021 was an unparalleled year in the Boulder market, and 2022 was very similar.”

Zach Zeldner

“The ultra-luxury market has evolved as people prioritize quality of life; something Boulder has always offered. Clients in the highest price points are drawn to risk-off investments like real estate in historically stable markets. Boulder offers these clients the ability to have the best of both which has led to the development and expansion of the ultra-luxury segment.”

Patrick Brown

## \$10M+ SALES 4-YEAR SNAPSHOT

3

\$10M+ Sales, 2022

	2019	YoY % Δ	2020	YoY % Δ	2021	YoY % Δ	2022
<b>Sales</b>	0	N/A	4	-100.00%	0	N/A	3
<b>Total Sales Volume</b>	\$0	N/A	\$53.86M	-100.00%	\$0	N/A	\$34.94M

**\$34.94M**

Total \$10M+  
Sales Volume, 2022

Source: MLS System: IRES MLS, Regions include Boulder County, all property types included Residential-Detached, Attached Dwelling, Income Property, Lease: Office/Industrial/Retail, Sale: Commercial/Industrial, Vacant Land/Lots, Farm and Ranch. 01/01/19-12/31/19 & 01/01/20-12/31/20 & 01/01/21-12/31/21 & 01/01/22-12/31/22

FEATURED LISTING



22 E Baron Way, Silverthorne  
Price Upon Request

Karen Seitz | Broker Associate | M: 406.570.3823

\$3M

Highest Listing-represented  
Compass Regional Sale, 2022  
Represented by Karen Seitz

BRECKENRIDGE

COLORADO

\$3.63M

Highest Buyer-represented  
Compass Regional Sale 2022  
Represented by Tanya Delahoz



“Breckenridge is an exclusive alpine getaway that offers luxury real estate buyers a rural paradise in the majestic Rocky Mountains of Colorado. It continues to be an attractive location for those seeking to indulge themselves with unrivaled recreational activities, superior ski slopes, breathtaking sights and wellness within nature. Luxury buyers have seen record equity growth over the last three years, benefitting from the dollar stretching farther here than in Vail or Aspen.”

Karen Seitz

## \$10M+ SALES 4-YEAR SNAPSHOT

1

\$10M+ Sales, 2022

	2019	YoY % Δ	2020	YoY % Δ	2021	YoY % Δ	2022
<b>Sales</b>	1	-100.00%	0	N/A	2	-50.00%	1
<b>Total Sales Volume</b>	\$10.10M	-100.00%	\$0	N/A	\$32M	-61.88%	\$12.2M

**\$12.2M**

Total \$10M+  
Sales Volume, 2022

Source: MLS. Region: Summit County. Types: Single Family Home, Land.  
01/01/19-12/31/19 & 01/01/20-12/31/20 & 01/01/21-12/31/21 & 01/01/22-12/31/22  
Compass did not represent a transaction over \$10M on the list-side or on the buy-side in this region.

FEATURED LISTING



1154 S Grapevine Road, Golden  
Price Upon Request

Brittany Morgan | Real Estate Broker | M: 720.984.3989 | FA.100029297

\$9M

Highest Listing-represented  
Compass Regional Sale, 2022  
Represented by Eric Grauberger

DENVER

COLORADO

\$5.75M

Highest Buyer-represented  
Compass Regional Sale 2022  
Represented by Jeff Hendley



“Since 2021, Denver has attracted enormous wealth as buyers from California, Texas, and New York have flooded the market, bringing with them the liquidity and funds to push our ultra-luxury market to never-before-seen levels. While the overall market has cooled, there are more in-market high-end buyers than ever before.”

Jeff Hendley

## \$10M+ SALES 4-YEAR SNAPSHOT

	2019	YoY % Δ	2020	YoY % Δ	2021	YoY % Δ	2022
<b>Sales</b>	2	-100.00%	0	N/A	4	-75.00%	1
<b>Total Sales Volume</b>	\$22.37M	-100.00%	\$0	N/A	\$48.57M	-73.24%	\$13M

1

\$10M+ Sales, 2022

**\$13M**

Total \$10M+  
Sales Volume, 2022

Source: REColorado for Adams, Arapahoe, Broomfield, Denver, Douglas and Jefferson Counties, 01/01/19-12/31/19 & 01/01/20-12/31/20 & 01/01/21-12/31/21 & 01/01/22-12/31/22, Single Family, Condo and Townhome, >\$10,000,000 closed price  
Compass did not represent a transaction over \$10M on the buy-side or the list-side in this region.



FEATURED LISTING



**2063 Homestead Court, Steamboat Springs**  
Price Upon Request

Cheryl Foote | Founding Agent, Steamboat Springs | Broker Associate  
M: 970.846.6444 | FA.040001388

# STEAMBOAT SPRINGS

COLORADO

**\$4.25M**

Highest Listing-represented  
Compass Regional Sale, 2022  
Represented by Cheryl Foote

**\$3.65M**

Highest Buyer-represented  
Compass Regional Sale 2022  
Represented by Cheryl Foote



“The luxury market is driven by lifestyle and Steamboat has what the people want. Steamboat has always been a genuine western town with a world class ski resort, but a dramatic overhaul of the base area coupled with significant future resort expansion and second gondola has drastically increased its appeal. Steamboat has seen a substantial increase in demand for luxury properties this past year, and our market does not seem to be cooling off. As the appeal of Colorado mountain towns continues to rise, demand for luxury real estate combined with the lack of inventory will continue to drive the market in 2023. We are still very much in a seller’s market and this does not appear to be changing anytime soon.”

Cheryl Foote

## \$10M+ SALES 4-YEAR SNAPSHOT

3

\$10M+ Sales, 2022

	2019	YoY % Δ	2020	YoY % Δ	2021	YoY % Δ	2022
<b>Sales</b>	2	-50.00%	1	400.00%	5	-40.00%	3
<b>Total Sales Volume</b>	\$21.75M	-42.99%	\$12.4M	516.13%	\$76.4M	-16.39%	\$63.88M

**\$63.88M**

Total \$10M+  
Sales Volume, 2022

Source: REcolorado-Steamboat Springs. Region: Steamboat Springs. Types: Single Family Home, Land.  
01/01/19-12/31/19 & 01/01/20-12/31/20 & 01/01/21-12/31/21 & 01/01/22-12/31/22  
Compass did not represent a transaction over \$10M on the buy-side or the list-side in this region.

FEATURED LISTING



465-475 Benchmark Drive, Mountain Village  
Price Upon Request

Bill Fandel | Principal | M: 970.708.4141 | FA40010785

\$17.1M

Highest Listing-represented  
Compass Regional Sale, 2022  
Represented by Bill Fandel & Ana Bowling

TELLURIDE

COLORADO

\$32M

Highest Buyer-represented  
Compass Regional Sale 2022  
Represented by Bill Fandel



“The Telluride ultra-luxury market remained robust through 2022, with a 40% increase in the number of closed sales for properties priced \$10 million to \$32 million\*. Sophisticated clientele remain willing to commit to acquiring prime assets in the most scenic, supply-constrained settings. Looking ahead, I think transactional volume will remain decidedly lower from the fevered pace we saw during the pandemic. A dearth of high-quality properties continues to slow sales volume, while pricing continues to stabilize for all but the rarest of offerings.”

Bill Fandel

“With the average sales price for the Telluride market increasing 26% in 2021\*\*, we continue to see strong demand for exceptional properties and high-quality homes despite the rise in interest rates. Large farm and ranch properties are in high demand with extremely limited inventory and more and more investors are using land as a safe harbor for their assets.”

Jim Lucarelli

## \$10M+ SALES 4-YEAR SNAPSHOT

# 14

\$10M+ Sales, 2022

	2019	YoY % Δ	2020	YoY % Δ	2021	YoY % Δ	2022
<b>Sales</b>	2	0.00%	2	450.00%	11	27.27%	14
<b>Total Sales Volume</b>	\$29M	-15.69%	\$24.45M	707.43%	\$197.41M	1.16%	\$199.7M

# \$199.7M

Total \$10M+  
Sales Volume, 2022

Source: TELMLS, Regions include Telluride. Based on residential property sales, 01/01/19-12/31/19 & 01/01/20-12/31/20 & 01/01/21-12/31/21 & 01/01/22-12/31/22

\*Source : Telluride MLS and Telluride Consulting

\*\*Source : Telluride Consulting's Market Sales Reports for San Miguel County



FEATURED LISTING



1538 Spring Hill Lane, Vail  
Price Upon Request

Tye Stockton & Patrick Barrett | Founding Partner, Vail | M: 970.471.2557 | FA40039340

# VAIL & BEAVER CREEK

COLORADO

\$30.87M

Highest Listing-represented  
Compass Regional Sale, 2022  
Represented by Tye Stockton

\$11.2M

Highest Buyer-represented  
Compass Regional Sale 2022  
Represented by Tye Stockton



“Buyer demand for the exceptional lifestyle Vail and Beaver Creek offer have pushed values to new highs. A beautifully remodeled ski-in, ski-out residence in Beaver Creek sold for \$15.445 million within the past month, along with a residence in Vail for \$20.5 million. Thus, Vail and Beaver Creek resorts continue to set records in the ultra-luxury market despite current economic conditions.”

Benjamin Finn

“Higher interest rates and inflation fears can actually push luxury buyers to invest in rare, hard-to-find homes in markets such as Vail with a scarcity of inventory. 2023 should only bolster this argument to own a safe haven in areas that offer a quality lifestyle for families and more stable prices during volatile markets.”

Tye Stockton

“The Vail Valley will continue to be a highly desirable location in 2023 and beyond. In 2022, the number of \$10 million-plus properties listed for sale was down 22% from 2021, but the limited inventory and a high demand allowed average prices to increase by 6%\*. While buyers continue to seek luxury properties in Vail and Beaver Creek, many are waiting for the right property. In this market, it’s likely that sales of \$10 million-plus homes will be slow until we see inventory increase.”

Brad Cohn

## \$10M+ SALES 4-YEAR SNAPSHOT

# 21

\$10M+ Sales, 2022

	2019	YoY % Δ	2020	YoY % Δ	2021	YoY % Δ	2022
<b>Sales</b>	11	100.00%	22	22.73%	27	-22.22%	21
<b>Total Sales Volume</b>	\$161.39M	113.10%	\$343.94M	17.18%	\$403.03M	-13.00%	\$350.63M

# \$350.63M

Total \$10M+  
Sales Volume, 2022

Data Source: VBRMLS. Regions: Vail, Avon, Beaver Creek, Edwards, Gypsum. Based on search for Single Family Home, Condo, Duplex, Townhouse, Land. 01/01/19-12/31/19 & 01/01/20-12/31/20 & 01/01/21-12/31/21 & 01/01/22-12/31/22

\*Source: Broker Metrics via the Vail MLS



FEATURED LISTING



16 Hurlingham Drive, Greenwich  
Price Upon Request

Shelly Tretter Lynch | Licensed Real Estate Salesperson | M: 203.550.8508

\$17.61M

Highest Listing-represented  
Compass Regional Sale, 2022  
Represented by Brian Milton

GREENWICH

CONNECTICUT

\$17.61M

Highest Buyer-represented  
Compass Regional Sale 2022  
Represented by Yashmin Lloyds



“I anticipate an aggressive, challenging spring market where strategy, momentum and motivation will be key factors for buyers’ success.”

“The 2022 Greenwich market was extremely competitive, with continued high demand and limited inventory. A pool of luxury buyers from our main feeder markets (New York, Florida, the UK) who actively look and are ready to move quickly fed this demand. I anticipate an aggressive, challenging spring market where strategy, momentum and motivation will be key factors for buyers’ success.”

Yashmin Lloyds

“Luxury never goes away. The dollar volume may reduce in a down market, but buyers looking over \$10 million still want the very best. When interest rates were historically low, prices just kept going up and sellers reaped the reward for renovating or building at the pinnacle of quality. With interest rates now rising, it may take longer to sell these properties but for the buyer who wants a certain lifestyle, these purchases still happen.”

Shelly Tretter Lynch

“In recent years, Greenwich has clearly re-established itself as one of the premier luxury and ultra-luxury real estate markets in the country. Demand for this caliber of properties remains incredibly high, while supply remains incredibly low. This will push prices even higher in 2023, which is further evidence to the fact that real estate is hyperlocal.”

Kevin Sneddon

## \$10M+ SALES 4-YEAR SNAPSHOT

9

\$10M+ Sales, 2022

	2019	YoY % Δ	2020	YoY % Δ	2021	YoY % Δ	2022
<b>Sales</b>	7	114.29%	15	0.00%	15	-40.00%	9
<b>Total Sales Volume</b>	\$90.29M	140.78%	\$217.4M	25.17%	\$272.12M	-59.85%	\$109.24M

**\$109.24M**

Total \$10M+  
Sales Volume, 2022

Source: Greenwich FlexMLS, Regions include: Greater Greenwich, Based on residential property sales, 01/01/19-12/31/19 & 01/01/20-12/31/20 & 01/01/21-12/31/21 & 01/01/22-12/31/22/01/01/2019-12/31/2022.

FEATURED LISTING



2 Owenoke Park, Westport  
Price Upon Request

Deirdre Andreoli | Licensed Real Estate Broker | M: 203.856.7479

FAIRFIELD  
COUNTY

CONNECTICUT

\$10.8M

Highest Listing-represented  
Compass Regional Sale, 2022  
Represented by Brian Milton

\$10.8M

Highest Buyer-represented  
Compass Regional Sale 2022  
Represented by Brian Milton



# “The most affluent and liquid buyers feel comfortable bidding up and taking higher risk in their offers.”

“While we keep hearing the market is shifting in favor of buyers, in Fairfield County we’re still experiencing very low inventory and very high demand. Cash is king and the most affluent and liquid buyers feel comfortable bidding up and taking higher risk in their offers; that said, the Fairfield County high-end market is largely dependent on Wall Street, and year-end bonuses will be a strong indicator of residential sales in the near future.”

Hyleri Katzenberg

“The ultra-luxury market in Fairfield County remains robust and we anticipate this market activity continuing in 2023. The key factors are the unprecedented low supply of luxury homes to meet the needs of the luxury buyers from California, New York, New Jersey and within Fairfield County towns. Private exclusive listings are highly sought after, often closing at record-breaking sale prices.”

Karen Scott

“Even though there is low inventory across the board in Fairfield County, the high end market seems poised for additional expansion in 2023. We are starting the year with 21 active listings above \$10 million, with an average list price just over \$19 million\*. This is significantly higher than the average \$11 million to \$14 million sales prices for the past four years.”

Deirdre Andreoli

## \$10M+ SALES 4-YEAR SNAPSHOT

# 3

\$10M+ Sales, 2022

	2019	YoY % Δ	2020	YoY % Δ	2021	YoY % Δ	2022
<b>Sales</b>	2	100.00%	4	-50.00%	2	50.00%	3
<b>Total Sales Volume</b>	\$20.1M	197.76%	\$59.85M	-65.08%	\$20.9M	57.89%	\$33M

# \$33M

Total \$10M+  
Sales Volume, 2022

Source: SmartMLS, Regions include Fairfield County, excluding Greenwich. Based on residential property sales, 01/01/19-12/31/19 & 01/01/20-12/31/20 & 01/01/21-12/31/21 & 01/01/22-12/31/22 1/1/2019-12/31/2022

\*Source: SmartMLS

FEATURED LISTING



4640 Cathedral Ave NW, Washington  
Price Upon Request

Lee Arrowood | Realtor® | M: 202.251.3175

\$7.99M

Highest Listing-represented  
Compass Regional Sale, 2022  
Represented by  
Leslie Friedson & Svetlana Danshes

\$10M

Highest Buyer-represented  
Compass Regional Sale 2022  
Represented by Andre Perez

D.C., MARYLAND  
& VIRGINIA

DMV



# “Luxury real estate is a preferred asset class for the top 1% as a safe haven against inflation.”

“Demand for luxury homes in the Capital Region will remain strong as we enter 2023, along with low inventory. We have clients in the \$25 million-plus range who are challenged with identifying opportunities in this tight market. Though the Capital enjoys a strong international presence, our buyers continue to be predominantly local, and luxury real estate is a preferred asset class for the top 1% as a safe haven against inflation.”

Mark McFadden

“Despite the slowdown in the activity of showings on listings, the DC luxury condo market has not really slowed down very much. We put a \$4.3 million unit on the market and it sold in five days.”

Patrick Chauvin

## \$10M+ SALES 4-YEAR SNAPSHOT

	2019	YoY % Δ	2020	YoY % Δ	2021	YoY % Δ	2022
<b>Sales</b>	0	N/A	10	10.00%	11	0.00%	11
<b>Total Sales Volume</b>	\$0	N/A	\$177.90M	-4.22%	\$170.39M	-14.50%	\$145.68M

# 11

\$10M+ Sales, 2022

# \$145.68M

Total \$10M+  
Sales Volume, 2022

Source: Bright MLS, DC/Maryland/Virginia (DMV), Based on residential property sales, 01/01/19-12/31/19 & 01/01/20-12/31/20 & 01/01/21-12/31/21 & 01/01/22-12/31/22.  
Compass did not represent a transaction over \$10M on the list-side in this region.



FEATURED LISTING



140 Arvida Parkway, Coral Gables  
Price Upon Request

Liz Hogan | VP Luxury Sales | M: 305.804.9700

\$32.4M

Highest Listing-represented  
Compass Regional Sale, 2022  
Represented by Chad Carroll

MIAMI DADE

FLORIDA

\$31.75M

Highest Buyer-represented  
Compass Regional Sale 2022  
Represented by Andy Rotondaro



# “The market will stabilize, but not decline.”

“The South Florida luxury market should remain solid going into 2023. We are still seeing an unprecedented level of relocations to the area from high-tax states across the country. The general consensus is that the market will stabilize but not decline.”

Liz Hogan

“South Florida bucked the national trend and our luxury market remained strong—with steady demand from continued individual and corporate relocations. We experienced another banner year in the \$10 million-plus market despite global economic challenges and rising interest rates. Transaction volume slowed but pricing for luxury homes continued to break records due to a lack of turnkey inventory.”

Chad Carroll

## \$10M+ SALES 4-YEAR SNAPSHOT

	2019	YoY % Δ	2020	YoY % Δ	2021	YoY % Δ	2022
<b>Sales</b>	45	71.11%	77	198.70%	230	-34.35%	151
<b>Total Sales Volume</b>	\$707.24M	78.64%	\$1.26B	203.13%	\$3.83B	-30.96%	\$2.64B

## 151

\$10M+ Sales, 2022

## \$2.64B

Total \$10M+  
Sales Volume, 2022

Source: Miami Dade MLS, Regions include Miami Dade. Based on residential property sales, 01/01/19-12/31/19 & 01/01/20-12/31/20 & 01/01/21-12/31/21 & 01/01/22-12/31/22



FEATURED LISTING



331 S Roscoe Boulevard, Ponte Vedra Beach

Price Upon Request

Sally Sergeant | Real Estate Advisor | M: 904.631.4283

Amanda Byrd | Real Estate Advisor | M: 904.962.2528

NORTH  
FLORIDA

FLORIDA

\$4.75M

Highest Listing-represented  
Compass Regional Sale, 2022  
Represented by  
Natalie Bryant & Suzanne Schinsing

\$8.5M

Highest Buyer-represented  
Compass Regional Sale 2022  
Represented by Laura Bishop & Kim Bright



“To illustrate just how hot our local luxury market is, this fall we secured a luxury listing and it went under contract before even hitting the market. Unfortunately at the start of the year, this particular contract fell apart. So we relisted the home and by the end of the day, we were in contract again and this time, the sale closed in twenty days. The demand has been seemingly without limit.”

Natalie Bryant

## \$10M+ SALES 4-YEAR SNAPSHOT

# 4

\$10M+ Sales, 2022

	2019	YoY % Δ	2020	YoY % Δ	2021	YoY % Δ	2022
<b>Sales</b>	0	N/A	0	N/A	1	300.00%	4
<b>Total Sales Volume</b>	\$0	N/A	\$0	N/A	\$10.01M	365.93%	\$46.62M

# \$46.62M

Total \$10M+  
Sales Volume, 2022

Source: FlexMLS for the NEFAR. Based on residential property sales,  
01/01/19-12/31/19 & 01/01/20-12/31/20 & 01/01/21-12/31/21 & 01/01/22-12/31/22.  
Compass did not represent a transaction over \$10M on the buy-side or the list-side in this region.

FEATURED LISTING



3504 E County Highway 30A, Santa Rosa Beach  
Price Upon Request

Spears Group | Global Real Estate Advisors | M: 850.710.2114

\$18.25M

Highest Listing-represented  
Compass Regional Sale, 2022  
Represented by Jonathan Spears

PANHANDLE

FLORIDA

\$8.4M

Highest Buyer-represented  
Compass Regional Sale 2022  
Represented by Jonathan Spears



“Despite a multitude of economic headwinds this past year, North Florida real estate has proved to be an immensely valuable asset class. Activity going into 2023 remains consistent and consumer demand for high-quality inventory is at an all-time high.”

Jonathan Spears

## \$10M+ SALES 4-YEAR SNAPSHOT

	2019	YoY % Δ	2020	YoY % Δ	2021	YoY % Δ	2022
<b>Sales</b>	0	N/A	7	471.43%	40	-27.50%	29
<b>Total Sales Volume</b>	\$0	N/A	\$92.76M	517.73%	\$573.01M	-25.12%	\$429.05M

29

\$10M+ Sales, 2022

**\$429.05M**

Total \$10M+  
Sales Volume, 2022

Source: ECAR- MLS. Regions include Walton County, Hardee County, Highlands County, Hillsborough County, Manatee County, Pasco County, Pinellas County, Polk County. Based on search of Condominium, Attached Single Unit, Detached Single Family. 01/01/19-12/31/19 & 01/01/20-12/31/20 & 01/01/21-12/31/21 & 01/01/22-12/31/22. Compass did not represent a transaction over \$10M on the buy-side in this region.

FEATURED LISTING



225 Wells Road, Palm Beach  
Price Upon Request

Elizabeth DeWoody | Principal & Founding Agent of  
Palm Beach Advisory at Compass | M: 561.308.0931

# PALM BEACH COUNTY

FLORIDA

\$48.5M

Highest Listing-represented  
Compass Regional Sale, 2022  
Represented by  
Chris Deitz & Jonathan Duerr

\$22.5M

Highest Buyer-represented  
Compass Regional Sale 2022  
Represented by  
Tom Hughes & Jeremy Browne



“There is a ‘new normal’ in Palm Beach. More residents are living here full-time as the demographic is younger, families are moving their children to local schools and moving their businesses to downtown West Palm Beach, recently dubbed ‘the Wall Street of the South.’ Palm Beach Island saw over \$1.8 billion total single-family home sales in 2022, up 211% from 2019 (pre-pandemic) with a median sales price of \$13 million, more than double the \$5 million of 2019.\*”

Elizabeth DeWoody

“The market conditions were stagnant from October 2022 to December 2022. Within the first three weeks of January 2023, \$200 million has gone under contract, which was a direct result of the market coiling with demand. Inventory is still low for new homes and there is a big demand for this real estate.”

Chris Deitz

## \$10M+ SALES 4-YEAR SNAPSHOT

	2019	YoY % Δ	2020	YoY % Δ	2021	YoY % Δ	2022
<b>Sales</b>	52	36.54%	71	112.68%	151	-29.14%	107
<b>Total Sales Volume</b>	\$789.08M	44.19%	\$1.14B	163.74%	\$3B	-36.78%	\$1.9B

# 107

\$10M+ Sales, 2022

# \$1.9B

Total \$10M+  
Sales Volume, 2022

\*Source: Beaches MLS. Region includes all of Palm Beach County. Based on single family homes, condo, townhomes.  
01/01/19-12/31/19 & 01/01/20-12/31/20 & 01/01/21-12/31/21 & 01/01/22-12/31/22

\*Source: Palm Beach MLS, Beaches MLS, Palm Beach County Property Appraiser website”



FEATURED LISTING



6199 54th Street S, St. Petersburg  
Price Upon Request

Tammy Campbell McNelis | Licensed Real Estate Salesperson | M: 727.455.2351

\$12M

Highest Listing-represented  
Compass Regional Sale, 2022  
Represented by Jeff Shelton

TAMPA BAY

\$12.3M

Highest Buyer-represented  
Compass Regional Sale 2022  
Represented by Heidi Odio & Kerry Lather

FLORIDA



“Greater Tampa Bay’s ultra-luxury housing market saw continued gains in 2022. There were eight sales over \$10 million, eclipsing the previous year’s mark, and we are already seeing strong demand in 2023. Forbes ranked Tampa as the number one city to live in 2023 and we are expecting another banner year.\*”

Jeff Shelton

## \$10M+ SALES 4-YEAR SNAPSHOT

	2019	YoY % Δ	2020	YoY % Δ	2021	YoY % Δ	2022
<b>Sales</b>	3	-100.00%	0	N/A	7	14.29%	8
<b>Total Sales Volume</b>	\$37.50M	-100.00%	\$0	N/A	\$100.07M	-.12%	\$99.95M

8

\$10M+ Sales, 2022

**\$99.95M**

Total \$10M+  
Sales Volume, 2022

\*Source: MLS Stellar. Regions include: Hardee County, Highlands County, Hillsborough County, Manatee County, Pasco County, Pinellas County, Polk County, Based on Single Family Homes, 01/01/19-12/31/19 & 01/01/20-12/31/20 & 01/01/21-12/31/21 & 01/01/22-12/31/22

\* Forbes, Best Places To Live In Florida In 2023, Josh Patoka

FEATURED LISTING



**6474 Deacon Circle, Windermere**  
Price Upon Request

Toni Marie Cafferty | Real Estate Advisor | M: 904.449.2184

CENTRAL  
FLORIDA

FLORIDA

\$3M

Highest Listing-represented  
Compass Regional Sale, 2022  
Represented by  
Brian Rotenberger & Steven Luppert

\$3.5M

Highest Buyer-represented  
Compass Regional Sale 2022  
Represented by Toni Marie Cafferty



# “Interest rates have not affected this segment as much as conventional real estate.”

“Orlando’s ultra-luxury market is strong and growing to be one of the most robust segments in our market. Interest rates have not affected this segment as much as conventional real estate. For 2023, I expect our ultra-luxury market to hit 10 sales.”

Matt McKee

“The luxury real estate market in Orlando experienced immense growth in 2022, driven by tourism, population growth, and a robust job market. Ultra-luxury properties in Orlando include grand lakefront homes, modern villas, and lavish condos located in prestigious gated communities or golf resorts.”

Chase Tate

“2022 was a record year for Central Florida’s ultra-luxury market by offering the lifestyle sought after by high-net-worth families and individuals. Orange County is leading this growth, with miles upon miles of sparkling lake waters for boating and “the lake life,” and in modern, new construction homes rivaling those in California and New York in terms of technology, security, and style.”

Toni Marie Cafferty

## \$10M+ SALES 4-YEAR SNAPSHOT

# 6

\$10M+ Sales, 2022

	2019	YoY % Δ	2020	YoY % Δ	2021	YoY % Δ	2022
<b>Sales</b>	0	N/A	0	N/A	4	50.00%	6
<b>Total Sales Volume</b>	\$0	N/A	\$0	N/A	\$45.15M	73.85%	\$78.49M

# \$78.49M

Total \$10M+  
Sales Volume, 2022

“Source: Stellar MLS. Regions include Orange, Seminole, Osceola Counties Florida. Based on residential property sales, 01/01/19-12/31/19 & 01/01/20-12/31/20 & 01/01/21-12/31/21 & 01/01/22-12/31/22”  
Compass did not represent a transaction over \$10M on the buy-side or the list-side in this region.

FEATURED LISTING



632 2nd Key Drive, Fort Lauderdale  
Price Upon Request

Tim Elmes | Global Luxury Property Specialist | M: 954.300.9898

# BROWARD COUNTY

FLORIDA

\$28.5M

Highest Listing-represented  
Compass Regional Sale, 2022  
Represented by Tim Elmes

\$32.5M

Highest Buyer-represented  
Compass Regional Sale 2022  
Represented by  
Lourdes Maestres & Nicole Alvarez



“The demand for ultra-luxury waterfront homes with direct ocean access will continue in 2023. Our clientele continues to migrate from Southern California, Chicago, Michigan, and the Northeast.”

Liz Caldwell

“Although lower in volume, the ultra-luxury market in Fort Lauderdale continues to be extremely strong price-wise. Just over a year ago a listing sold for \$16.5 million; this exact same property closed for \$19.5 million this month as land value.\* An almost \$3 million increase in a year right at the time people were seeing a ‘drop’ in the market.”

Tim Elmes

## \$10M+ SALES 4-YEAR SNAPSHOT

# 29

\$10M+ Sales, 2022

	2019	YoY % Δ	2020	YoY % Δ	2021	YoY % Δ	2022
<b>Sales</b>	5	160.00%	13	107.69%	27	7.41%	29
<b>Total Sales Volume</b>	\$66.52M	174.36%	\$182.5M	131.62%	\$422.72M	-1.06%	\$418.22M

# \$418.22M

Total \$10M+  
Sales Volume, 2022

\*Source: Beaches MLS, Regions included South Florida Broward County include, Ft Lauderdale, Hillsboro Beach, Based on residential property sales, Single Family homes and condos, 01/01/2019-12/31/2019. Beaches MLS Regions included South Florida Broward County include, Ft Lauderdale, Hillsboro Beach and SW RanchesBased on residential property sales, Single Family homes and condos, 01/01/2020-12/31/2020. Beaches MLS Regions included South Florida Broward County include, Ft Lauderdale, Hillsboro Beach, Based on residential property sales, Single Family homes and condos, 01/01/2021-12/31/2021. Beaches MLS Regions included South Florida Broward County include, Ft Lauderdale, Hillsboro Beach, Based on residential property sales, Single Family homes and condos, 01/01/2022-12/31/2022. 01/01/19-12/31/19 & 01/01/20-12/31/20 & 01/01/21-12/31/21 & 01/01/22-12/31/22.

\*Source: MLS and BCPA\*



FEATURED LISTING



3692 Nelson's Walk, Naples  
Price Upon Request

Michael Dekic | Real Estate Advisor | M: 239.682.5574

# SOUTHWEST FLORIDA

FLORIDA

## \$19M

Highest Listing-represented  
Compass Regional Sale, 2022  
Represented by  
Eric Manring & Tyler Manring

## \$9.5M

Highest Buyer-represented  
Compass Regional Sale 2022  
Represented by Agnes and Tatyana Team



“Buyers in this category can afford to move forward with buying decisions that they have been planning for years.”

“The stock market and interest rate volatility will have an impact on this sector in 2023. That being said, it will not be impacted as much as lower price points as the buyers in this category can afford to move forward with buying decisions that they have been planning for years, and want Florida weather, quality of life, tax advantages and freedoms found here.”

Joe Belz

“The Naples luxury market shows no sign of dipping in our projections. Since the devastation of hurricane Ian, there are many teardowns that will all be redeveloped. Within the next 18-36 months, our luxury market will have new condos and homes that will exceed the \$10 million figure, leading the top 1% to Naples.”

Dennis Bowers

“The luxury market has seen an increase in inventory and added days on market. As a result of hurricane Ian we anticipate an increase in sales especially with damaged properties. There will be a considerable amount of redevelopment.”

Yasmin Saad

## \$10M+ SALES 4-YEAR SNAPSHOT

	2019	YoY % Δ	2020	YoY % Δ	2021	YoY % Δ	2022
<b>Sales</b>	22	9.09%	24	166.67%	64	18.75%	76
<b>Total Sales Volume</b>	\$325.96M	9.72%	\$357.64M	195.69%	\$1.06B	14.73%	\$1.21B

76

\$10M+ Sales, 2022

\$1.21B

Total \$10M+  
Sales Volume, 2022

“Source: Tableau and MLS, Regions include South Florida. Based on residential property sales, 01/01/19-12/31/19 & 01/01/20-12/31/20 & 01/01/21-12/31/21 & 01/01/22-12/31/22”  
Compass did not represent a transaction over \$10M on the buy-side in this region.



FEATURED LISTING



831 Mt Paran Road NW, Atlanta  
Price Upon Request

Brandi Hunter-Lewis | Realtor® | M: 404.840.0001

GREATER  
ATLANTA

GEORGIA

\$5.42M

Highest Listing-represented  
Compass Regional Sale, 2022  
Represented by Louise M Hammer

\$9M

Highest Buyer-represented  
Compass Regional Sale 2022  
Represented by Brandi Hunter-Lewis



“In 2022, ultra-luxury sales in Greater Atlanta were slightly less robust than anticipated but continue to benefit from strong migration patterns from other parts of the country. It is my opinion that Greater Atlanta’s ultra-luxury sales and in particular ultra-luxury new construction sales will outperform the broader market in 2023. Luxury buyers place a premium on our real estate market, banking on its predictable, long-term growth opportunities.”

Nicholas Brown

“The Atlanta ultra-luxury market thrived in 2022, being recently recognized by NAR as the top real estate market to watch in 2023\*. The market stabilized, yet we anticipate the luxury market will still perform.”

Brandi Hunter-Lewis

## \$10M+ SALES 4-YEAR SNAPSHOT

# 10

\$10M+ Sales, 2022

	2019	YoY % Δ	2020	YoY % Δ	2021	YoY % Δ	2022
<b>Sales</b>	2	-50.00%	1	100.00%	2	400.00%	10
<b>Total Sales Volume</b>	\$25.35M	-40.82%	\$15M	122.73%	\$33.41M	244.13%	\$114.98M

# \$114.98M

Total \$10M+  
Sales Volume, 2022

\*Source: FMLS/GMLS, Based on residential property sales.

01/01/19-12/31/19 & 01/01/20-12/31/20 & 01/01/21-12/31/21 & 01/01/22-12/31/22

\*REALTOR® Magazine Real Estate News, 10 Housing Markets Expected to Lead the Nation in 2023, Melissa Dittmann Tracey”

Compass did not represent a transaction over \$10M on the buy-side or the list-side in this region.

FEATURED LISTING



4819 Kahala Avenue, Unit C, Honolulu  
Price Upon Request

Anne Hogan Perry | Realtor Broker | M: 808.286.6474

# BIG ISLAND, KAUAI, OAHU & MAUI

HAWAII

\$28.5M

Highest Listing-represented  
Compass Regional Sale, 2022  
Represented by Dennis Rush

\$31.5M

Highest Buyer-represented  
Compass Regional Sale, 2022  
Represented by Roni Marley



# “Luxury real estate in Maui continues to be a combination of exquisite natural beauty, exclusivity, and our laid-back lifestyle.”

“Luxury real estate in Maui continues to be a combination of exquisite natural beauty, exclusivity, and our laid-back lifestyle. 2022 was another big year with the second-highest number of \$10 million-plus sales ever. 2023 started with a record-breaking \$32 million-plus oceanfront sale listed by a Compass agent - in escrow within a month and sold close to asking, indicating that there is still strong demand for quality\*. Buyers are perhaps more cautious now than the past two years, with many taking a longer-term view and opting to build on our dwindling supply of usable land.”

Jessica Baker

“Demand for high-end, luxury homes on Hawaii Island continued to exceed available properties in 2022 and early indicators show this continuing in the first half of 2023. The market frenzy experienced here in 2021 depleted inventory in general, especially for multi-million dollar resort residential properties along the celebrated Kona-Kohala Coast. Despite new record pricing in 2022, we saw multiple offers on properties with most sales closing above asking price. The influx of high-net-worth clients, primarily from the mainland’s West Coast, is being driven not only by our year-round ideal weather, but the safety, privacy and tranquility found here. Hawaii Island (aka the Big Island) provides a peaceful sanctuary with abundant natural beauty, free from the stress of mainland living – the perfect gathering place to connect with family and friends.”

Tom Loratta & Tony L. Pinkert

“It is no surprise that affluent buyers are seeking to call Hawai‘i home with its conservation-zoned lands, pristine waterfalls, clean air, and endless opportunities for outdoor recreation. Kaua‘i in particular has become a prime destination for the ultra-luxury market—the ability to work remotely, paired with its laid-back lifestyle has created high demand.”

Roni Marley

## \$10M+ SALES 4-YEAR SNAPSHOT

	2019	YoY % Δ	2020	YoY % Δ	2021	YoY % Δ	2022
<b>Sales</b>	22	13.64%	25	236.00%	84	-24.00%	64
<b>Total Sales Volume</b>	\$305.61M	33.40%	\$407.67M	268.99%	\$1.50B	-33.20%	\$1B

## 64

\$10M+ Sales, 2022

## \$1B

Total \$10M+  
Sales Volume, 2022

Source: Big Island of Hawaii & Kauai: Hawaii Information Services, Maui: Realtors Association of Maui MLS, Oahu: HI Central MLS.  
Based on residential property sales, 01/01/19-12/31/19 & 01/01/20-12/31/20 & 01/01/21-12/31/21 & 01/01/22-12/31/22.  
\*Compass Search™

FEATURED LISTING



455 N Bigwood Drive, Ketchum

Price Upon Request

Linda Badell | Associate Broker | M: 208.720.6040

Lauren Jones | Agent | M: 512.534.6571

\$21.85M

Highest Listing-represented  
Compass Regional Sale, 2022  
Represented by  
Linda Badell and Lauren Jones

\$6.89M

Highest Buyer-represented  
Compass Regional Sale 2022  
Represented by Evan Wyman

SUN VALLEY

IDAHO



# “The real estate market in Sun Valley over the past two years broke all historical records.”

“The real estate market in Sun Valley over the past two years broke all historical records. The start of 2022 saw the same voracious demand, but the inventory was not there to support it with new listings down 27% versus what we saw in January 2021. With that said, reported sales exceeded \$895 million in the Wood River Valley. Los Angeles County, King County, Washington, and Orange County, California continued to be the contributors for largest adjusted gross income gained in Blaine County in 2022\*. High-end buyers sought out turn-key homes where minimal updates were needed, ideally targeting new construction. The cost of construction and supply chain issues delayed many new construction projects throughout the valley. As we begin the new year, there are signs of hope that fresh inventory is coming to the market for those that have been searching for their primary or secondary home in the Sun Valley area.”

Melissa Tindall

“In the past few years, the Sun Valley area has seen a big increase in ultra-high-end sales over \$10 million. Voted America’s best ski resort for three straight years\*\*, Sun Valley real estate remains significantly less expensive than resort towns in other nearby states.”

Evan Wyman

## \$10M+ SALES 4-YEAR SNAPSHOT

# 4

\$10M+ Sales, 2022

	2019	YoY % Δ	2020	YoY % Δ	2021	YoY % Δ	2022
<b>Sales</b>	1	200.00%	3	33.34%	4	0%	4
<b>Total Sales Volume</b>	\$14.5M	189.31%	\$41.95M	30.87%	\$54.9M	18.03%	\$64.8M

# \$64.8M

Total \$10M+  
Sales Volume, 2022

\*Source: FLEXmls, Region: Sun Valley, Based on search for Single Family Home, Townhouse, Condo, Land, 01/01/19-12/31/19 & 01/01/20-12/31/20 & 01/01/21-12/31/21 & 01/01/22-12/31/22

\*Source: Flexmls, Blaine County, Single Family Home, Condo, Townhouse, and Land, 01/01/19-12/31/19 & 01/01/20-12/31/20 & 01/01/21-12/31/21 & 01/01/22-12/31/22

\*\*Source: skimog.com”

Compass did not represent a transaction over \$10M on the buy-side in this region.

FEATURED LISTING



3 W Burton Place, Chicago  
Price Upon Request

Katherine Malkin | Broker Associate | M: 312.576.5200

# CHICAGO & THE NORTH SHORE

ILLINOIS

**\$7.09M**

Highest Listing-represented  
Compass Regional Sale, 2022  
Represented by  
Lori Baker and Alissa McNicholas

**\$7.09M**

Highest Buyer-represented  
Compass Regional Sale 2022  
Represented by  
Lori Baker and Alissa McNicholas



# “Stock market volatility, increasing interest rates and political instability has not made a big difference in these buyers’ actions.”

“Luxury buyers continue to look for location, quality and timing that works for them. Stock market volatility, increasing interest rates and political instability has not made a big difference in these buyers’ actions. Going forward, I expect to see prices softening slightly in the high-end as supply outweighs demand, but do expect to see strong pricing hold steady for lakefront properties and newer construction homes with exceptional quality.”

Joanne Hudson

“The ultra high-end luxury market in Chicago is robust and remains one of the country’s best-kept secrets. With exceptional opportunities in luxury condominiums, cooperatives, and single-family homes, the city’s inventory rivals properties found in other world-class cities, and for a fraction of the price. For high-net-worth individuals looking to maximize their purchasing power without compromising their lifestyle, Chicago offers it all: culture, arts, sports, entertainment, educational and recreational opportunities - the perfect equation for those who want it all.”

Brad Lippitz

## \$10M+ SALES 4-YEAR SNAPSHOT

	2019	YoY % Δ	2020	YoY % Δ	2021	YoY % Δ	2022
<b>Sales</b>	3	-66.67%	1	200.00%	3	200.00%	9
<b>Total Sales Volume</b>	\$42.52M	-72.02%	\$11.9M	268.07%	\$43.8M	184.28%	\$124.52M

# 9

\$10M+ Sales, 2022

# \$124.52M

Total \$10M+  
Sales Volume, 2022

Source: MLS System (MRED), Region Chicago & North Shore, Single Family Home, Condo, Land.  
01/01/19-12/31/19 & 01/01/20-12/31/20 & 01/01/21-12/31/21 & 01/01/22-12/31/22

Compass did not represent a transaction over \$10M on the buy-side or the list-side in this region.



FEATURED LISTING



317 S Park Avenue, Hinsdale  
Price Upon Request

Kris Berger | Licensed Real Estate Broker | M: 630.975.0088  
Juli Konroyd | Licensed Real Estate Broker | M: 630.272.9840

\$4M

Highest Listing-represented  
Compass Regional Sale, 2022  
Represented by Colleen Wilcox

\$4.65M

Highest Buyer-represented  
Compass Regional Sale 2022  
Represented by Julie Sutton

GREATER  
ILLINOIS

ILLINOIS



# “Luxury sales of \$5 million-plus increased 189% from 2019 to 2022, with prices increasing close to 20%.”

“In the city of Chicago and surrounding communities, luxury sales of \$5 million-plus increased 189% from 2019 to 2022, with prices increasing close to 20%. Because our market didn’t have the erratic Covid price swings that many other areas did, we expect the market to flatten slightly with housing slowing down, but without a huge decrease in prices. Chicago’s downtown and the North Shore are prime locations for exquisite lakefront homes, lavish yachts, and fabulous views. Conversely, the suburbs of the city remain desirable for those wanting a private retreat with acreage, room for horses, helipads and pickleball courts.”

Heidi Seagren

“While 2019 was a tough year for the western suburbs, the first half of 2022 had homes selling within one month and off-market sales were very popular. However, the second half of the year saw sales hit a screeching halt once mortgage rates soured. As a result, many high-end luxury sellers were looking to relocate south where the market was not as heavily impacted. Seeing homes in those markets receive multiple offers and sell for higher than asking did not help convince them to agree on a price improvement. That, coupled with having nowhere to go, made for a rather stagnant market at the end of the year. Moving into 2023, buyers who weren’t successful in late 2022 are intent on making a purchase this year, and those who can’t are looking to new construction in order to get every amenity they want, including modern finishes, full technological integration, and open floor plans.”

Kris Berger

“Early 2023 supply is the lowest since 2012, and with continued pent-up buyer demand, we anticipate a very robust seller’s market for Q1 and Q2. Despite various macro-economic factors, buyer demand in Hinsdale is historically very consistent, driven by our local amenities and convenient access to Chicago and two major airports. Additionally, with a lack of newer luxury homes for sale, we continue to see a surge in new construction to fulfill this need. However, given that the cost to build is nearly three times what it was 10 years ago, we expect the demand for existing homes to increase even more, ideally raising home prices across the board.”

Julie Sutton

## \$10M+ SALES 4-YEAR SNAPSHOT

# 1

\$10M+ Sales, 2022

	2019	YoY % Δ	2020	YoY % Δ	2021	YoY % Δ	2022
<b>Sales</b>	1	-100.00%	0	N/A	0	N/A	1
<b>Total Sales Volume</b>	\$20M	-100.00%	\$0	N/A	\$0	N/A	\$12.93M

# \$12.93M

Total \$10M+  
Sales Volume, 2022

Source: MLS data, Cross Property (Res). Regions include Dupage, Grundy, Kane, Kankakee, Kendall, Lake, Mc Henry, and Will county, 01/01/19-12/31/19 & 01/01/20-12/31/20 & 01/01/21-12/31/21 & 01/01/22-12/31/22.

\*Source: Infosparks from MRED, Regions include Chicago, Based on residential, single family home sales over \$5 million, 01/01/19-12/31/19 & 01/01/20-12/31/20 & 01/01/21-12/31/21 & 01/01/22-12/31/22”

Compass did not represent a transaction over \$10M on the buy-side or the list-side in this region.

FEATURED LISTING



1894 Rhettisbury Street, Carmel  
Price Upon Request

Jennil Salazar-Scott | Licensed Real Estate Broker | M: 317.610.6252

\$8.69M

Highest Listing-represented  
Compass Regional Sale, 2022  
Represented by Carrie Holle

INDIANAPOLIS

INDIANA

\$8.69M

Highest Buyer-represented  
Compass Regional Sale 2022  
Represented by Carrie Holle



“Indianapolis is remarkably insulated from significant market fluctuations, and the low inventory and continued demand will continue to push prices upward.”

“The Indianapolis market continued to see a large migration of buyers from the west coast, New York, and the Chicago area in 2022. The cost of living, safety, exceptional school systems, and easy living attracted luxury buyers, especially to the northern suburbs. The local ultra-luxury market has increased by 40% since 2020\*. Contributing factors were increased building costs, scarcity of inventory and land, and buyer demand. As we head into 2023, we anticipate prices to continue to rise in this sector. Indianapolis is remarkably insulated from significant market fluctuations, and the low inventory and continued demand will continue to push prices upward.”

Carrie Holle

## \$10M+ SALES 4-YEAR SNAPSHOT

1

\$10M+ Sales, 2022

	2019	YoY % Δ	2020	YoY % Δ	2021	YoY % Δ	2022
<b>Sales</b>	0	N/A	0	N/A	1	0%	1
<b>Total Sales Volume</b>	\$0	N/A	\$0	N/A	\$12.35M	17.41%	\$14.5M

**\$14.5M**

Total \$10M+  
Sales Volume, 2022

\*Source: MIBOR connectBLC system, Regions Include Metropolitan Indianapolis Area consisting of the 16 central Indiana counties of Bartholomew, Boone, Brown, Decatur, Hamilton, Hancock, Hendricks, Jackson, Jennings, Johnson, Madison, Marion, Montgomery, Morgan, Putnam, and Shelby, Based on residential property sales, 01/01/19-12/31/19 & 01/01/20-12/31/20 & 01/01/21-12/31/21 & 01/01/22-12/31/22. \*Source: MIBOR, Regions include Metropolitan Indianapolis, Based on residential, single family home sales, 01/01/19-12/31/19 & 01/01/20-12/31/20 & 01/01/21-12/31/21 & 01/01/22-12/31/22" Compass did not represent a transaction over \$10M on the buy-side or the list-side in this region.



FEATURED LISTING



108 Cotchpicut Road, North Chatham  
Price Upon Request

Brian Dougherty | Licensed Real Estate Broker | M: 617.217.1842  
Nick Robert | Licensed Real Estate Broker | M: 978.500.1462

\$8M

Highest Listing-represented  
Compass Regional Sale, 2022  
Represented by Brian Doherty

\$18.5M

Highest Buyer-represented  
Compass Regional Sale 2022  
Represented by Bernie Klotz

CAPE COD &  
ISLANDS

MASSACHUSETTS



# “The supply and demand imbalance still favors sellers.”

“After a record-breaking year for \$10 million-plus properties in 2021, we saw a pull back in 2022 primarily due to a lack of inventory. However, transactions still were markedly higher than pre-covid levels. While we don’t expect interest rates to be a factor on the upper end of the market as most buyers are cash buyers, the continued political and economic uncertainty seems to have high-end buyers taking pause at the outset of 2023. The supply and demand imbalance still favors sellers with only four properties priced over \$10 million actively for sale on all of Cape Cod.”

Chris Rhinesmith

## \$10M+ SALES 4-YEAR SNAPSHOT

8

\$10M+ Sales, 2022

	2019	YoY % Δ	2020	YoY % Δ	2021	YoY % Δ	2022
<b>Sales</b>	2	100.00%	4	175.00%	11	-27.27%	8
<b>Total Sales Volume</b>	\$33.35M	67.17%	\$55.75M	146.73%	\$137.55M	-38.39%	\$84.75M

**\$84.75M**

Total \$10M+  
Sales Volume, 2022

Source: Cape Cod and Islands MLS Service. Regions include Cape Cod, Nantucket & Martha's Vineyard.  
Based on Single Family Homes. 01/01/19-12/31/19 & 01/01/20-12/31/20 & 01/01/21-12/31/21 & 01/01/22-12/31/22  
Compass did not represent a transaction over \$10M on the list-side in this region.

FEATURED LISTING



**1 Charles Street S, Unit PH1B Boston**  
Price Upon Request

Daniela Cafaro | Associate Broker | M: 617.797.0056

GREATER  
BOSTON

MASSACHUSETTS

**\$10.5M**

Highest Listing-represented  
Compass Regional Sale, 2022  
Represented by Allison Mazer

**\$14.8M**

Highest Buyer-represented  
Compass Regional Sale 2022  
Represented by Brian Dougherty



# “Realistic pricing remains key for sellers in 2023.”

“Boston offers an attractive place to live, work, and play. The ultra-luxury market saw a surge of activity in 2022 with a spike in both inventory (20%) and sales (130%) compared to 2019\*. The majority of high-end sales occurred in Boston, the directly surrounding towns of Brookline and Cambridge, and Wellesley and Weston, highlighting the importance of accessibility to the city. We also saw many \$10 million-plus trades transact off-market, making it increasingly important to work with a local agent who has their ear to the ground. We have yet to see rising interest rates affect the luxury market as most buyers pay with cash or have the ability to get lower rates through private banking or portfolio lending. Looking ahead, realistic pricing remains key for sellers in 2023. We expect demand to remain consistent for luxury properties in these sought-after neighborhoods.”

Hilary Maddox

“To achieve strong results in Greater Boston throughout 2022, we had to adapt and adjust strategies to contend with market uncertainty caused by global events. Challenges in the first half of the year, like the ongoing pandemic, the war in Ukraine, and midterm elections seemed to run straight into third and fourth quarters of staggering inflation, volatile stock markets, and rapidly rising mortgage rates.”

Brian Dougherty

“The upper end of the luxury market has seen increased activity in terms of velocity of sales and further price appreciation. Buyers and investors with capital understand that a blip in the Boston market, which typically never causes downward pressure on prices of more than 10% and usually only for a brief period of time, is an opportunity that they only see once every 10 years or so. They are savvy enough investors to seize the opportunity when it arises.”

Megan Kopman

## \$10M+ SALES 4-YEAR SNAPSHOT

	2019	YoY % Δ	2020	YoY % Δ	2021	YoY % Δ	2022
<b>Sales</b>	14	35.71%	19	57.90%	30	-30.00%	21
<b>Total Sales Volume</b>	\$209.70M	32.17%	\$277.15M	47.54%	\$408.91M	-33.11%	\$273.51M

# 21

\$10M+ Sales, 2022

# \$273.51M

Total \$10M+  
Sales Volume, 2022

Source: MLSPIN. Regions include Greater Boston. Based on Single Family, Condo, Multi-Family, Land. 01/01/19-12/31/19 & 01/01/20-12/31/20 & 01/01/21-12/31/21 & 01/01/22-12/31/22.

\*Source: MLS. Regions include all MA counties except for the Cape and Islands. Based on residential, single family home, condo, townhouse, and land sales, 01/01/19-12/31/19 & 01/01/20-12/31/20 & 01/01/21-12/31/21 & 01/01/22-12/31/22

FEATURED LISTING



8808 First Avenue, Stone Harbor  
Price Upon Request

Nicholas Giuffre | Licensed Real Estate Salesperson | M: 609.224.3837

# CENTRAL JERSEY & JERSEY SHORE

NEW JERSEY

\$12M

Highest Listing-represented  
Compass Regional Sale, 2022  
Represented by Nicholas Giuffre

\$10M

Highest Buyer-represented  
Compass Regional Sale 2022  
Represented by David Gorelick



“The central New Jersey coastal market remained hot over the last three years as high-end secondary homes became a focus for New York City buyers seeking a safe escape. Waterfront homes and those nearby to beaches experienced unprecedented price appreciation and seemingly insatiable demand, reshaping some coastal markets for the foreseeable future.”

Bill Kilbride

“In this past year, there were four \$10 million-plus sales on Seven Mile Island / Avalon & Stone Harbor including a record-setting 110’ X 110’ beachfront land sale for \$21 million, two bayfront properties, and one beachfront property. Currently, there are five \$10 million-plus properties available including four on the beach, two located in the “High Dunes,” and one bayfront new construction. Historically, the high-end market is less impacted by interest rates and economic downturns, and this seems likely to remain going forward.”

Roger J. Soens, III

“The luxury market in Margate and Longport has escalated greatly this year, with beachfront and bayfront properties among the most desirable in South Jersey’s market. We found that as the demand heightened, the supply lessened, resulting in more opportunities to work with potential buyers and sellers privately.”

Linda Novelli

## \$10M+ SALES 4-YEAR SNAPSHOT

# 3

\$10M+ Sales, 2022

	2019	YoY % Δ	2020	YoY % Δ	2021	YoY % Δ	2022
<b>Sales</b>	N/A	N/A	0	N/A	2	50.00%	3
<b>Total Sales Volume</b>	N/A	N/A	\$0	N/A	\$26.34M	36.46%	\$35.95M

# \$35.95M

Total \$10M+  
Sales Volume, 2022

Source: BrokerMetrics, Regions include Ocean, Monmouth, Atlantic and Cape May Counties, Based on residential property sales, 01/01/20-12/31/20 & 01/01/21-12/31/21 & 01/01/22-12/31/22.



FEATURED LISTING



7 Hemlock Drive, Alpine  
Price Upon Request

Diane Cookson | Licensed Real Estate Salesperson | M: 201.788.6667  
Christina Labarbiera | Licensed Real Estate Salesperson | M: 201.248.4558

\$12.59M

Highest Listing-represented  
Compass Regional Sale, 2022  
Represented by Jennifer Donovan

\$12M

Highest Buyer-represented  
Compass Regional Sale 2022  
Represented by Sharon Kurtz

NORTH  
NEW JERSEY

NEW JERSEY



# “The second half of 2022 gave an already exhausted market a moment to pause.”

“With the rise in rates, and the pause on the real estate market in the later portion of 2022, it is the transverse for the ultra-wealthy. These high-end buyers are still active in the luxury market, making cash purchases and others with financing. The luxury high-end market in North Jersey experienced some notable high-end sales, more so than in previous years.”

Diane Cookson

“The supply/demand disequilibrium pushed prices to unprecedented levels with multiple offers on multi-million dollar homes within days of listing, however rising interest rates in the second half of 2022 gave an already exhausted market a moment to pause. Going into 2023, inventory is still historically low and the luxury buyers are still waiting for the perfect home to come on the market. Given these unique conditions and the overall increase in wealth in the buying community, we suspect there will be solid support in the luxury market in 2023.”

Mary Premtaj

## \$10M+ SALES 4-YEAR SNAPSHOT

	2019	YoY % Δ	2020	YoY % Δ	2021	YoY % Δ	2022
<b>Sales</b>	0	N/A	0	N/A	1	0.00%	1
<b>Total Sales Volume</b>	\$0	N/A	\$0	N/A	\$12.595M	-4.72%	\$12M

# 1

\$10M+ Sales, 2022

# \$12M

Total \$10M+  
Sales Volume, 2022

\*Source: NJMLS, GSMLS, HCMLS, MOMLS, Regions include Northern New Jersey, Based on residential property sales, 01/01/19-12/31/19 & 01/01/20-12/31/20 & 01/01/21-12/31/21 & 01/01/22-12/31/22.

FEATURED LISTING



1 Montague Terrace, Brooklyn Heights  
Price Upon Request

Caryl Berenato | Licensed Associate Broker | M: 917.804.7367

BROOKLYN

NEW YORK

\$7.9M

Highest Listing-represented  
Compass Regional Sale, 2022  
Represented by  
Christine Blackburn and Lior Barak

\$18.3M

Highest Buyer-represented  
Compass Regional Sale 2022  
Represented by  
Scott Hustis & Mark Jovanovic



“In 2022, luxury townhouse sales in Brooklyn continued apace. Most notably, homes that had brand new, high-quality renovations conducted by talented architects found buyers quickly. Brooklyn’s 19th-century townhouses, when beautifully restored, are both aesthetically pleasing and sustainable, and savvy buyers know this.”

Libby Ryan

“When a home is that special or a diamond in the rough, the real luxury buyers come out as they understand and know what quality is.”

Scott Hustis & Mark Jovanovic

## \$10M+ SALES 4-YEAR SNAPSHOT

# 13

\$10M+ Sales, 2022

	2019	YoY % Δ	2020	YoY % Δ	2021	YoY % Δ	2022
<b>Sales</b>	0	N/A	4	-25.00%	3	333.33%	13
<b>Total Sales Volume</b>	\$0	N/A	\$68.48M	-48.75%	\$35.1M	385.38%	\$170.37M

# \$170.37M

Total \$10M+  
Sales Volume, 2022

Source: Acris, Regions include Brooklyn NY, Based on Single family homes, coops and condos,  
01/01/19-12/31/19 & 01/01/20-12/31/20 & 01/01/21-12/31/21 & 01/01/22-12/31/22.  
Compass did not represent a transaction over \$10M on the list-side in this region.



FEATURED LISTING

**201 Lily Pond Lane, East Hampton**

Price Upon Request

Ed Petrie | Licensed Real Estate Salesperson | M: 516.885.9365

James Petrie | Licensed Real Estate Salesperson | M: 631.830.2084

Charles Forsman | Licensed Real Estate Salesperson | M: 917.208.2480

**\$46.5M**

Highest Listing-represented  
Compass Regional Sale, 2022  
Represented by Chris Coleman

**THE HAMPTONS**

**NEW YORK**

**\$84.5M**

Highest Buyer-represented  
Compass Regional Sale 2022  
Represented by Ed Petire, Petrie Team



“Inventory was depleted during the pandemic and product has not yet caught up to demand. Given rising interest rates, geo-political uncertainty, and the fact that the pandemic frenzy has waned, many cash buyers are in a ‘wait and see’ mode expecting that prices will adjust. With this, there will be a disconnect in 2023 between buyers and sellers related to pricing. Much of this price sensitivity correlates to older homes as there remains an undersupply of new construction with a higher demand for move-in-ready properties.”

Lori Schiaffino

“The luxury real estate market in the Hamptons has experienced a slight decrease in demand during the latter half of 2022. Economic factors have contributed to a more measured approach among buyers, leading to a longer decision-making process. Despite challenges, the ultra-luxury market remains strong and we continue to observe robust demand for high-end properties. With inventory levels remaining low, we anticipate that the ultra-luxury market will continue to perform well in 2023.”

James Petrie and Charles Forsman

“Regardless of the economic conditions, the high-end market in the Hamptons remains consistent. There is always demand for exceptional properties here, and there is no discount trade. In some instances, buyers have owned a Hamptons luxury property for 20 or 30 years, and they are purchasing the house next door to develop a compound that can be passed down through the generations.”

Chris Coleman

## \$10M+ SALES 4-YEAR SNAPSHOT

98

\$10M+ Sales, 2022

	2019	YoY % Δ	2020	YoY % Δ	2021	YoY % Δ	2022
<b>Sales</b>	46	121.74%	102	36.27%	139	-29.50%	98
<b>Total Sales Volume</b>	\$807.68M	143.42%	\$1.96B	42.68%	\$2.8B	-34.08%	\$1.84B

**\$1.84B**

Total \$10M+  
Sales Volume, 2022

Source: EELI & LIRR, Regions include The Hamptons (Westhampton, Southampton, Bridgehampton, Sag Harbor, East Hampton, and Montauk). Based on residential property sales and land, 01/01/19-12/31/19 & 01/01/20-12/31/20 & 01/01/21-12/31/21 & 01/01/22-12/31/22.

FEATURED LISTING



1175 Country Route 27A, Ancram  
Price Upon Request

Dan Kessler | Licensed Real Estate Salesperson | M: 917.455.5191

\$18.5M

Highest Listing-represented  
Compass Regional Sale, 2022  
Represented by  
Candace Anderson & Byron Anderson

HUDSON VALLEY

NEW YORK

\$18.5M

Highest Buyer-represented  
Compass Regional Sale 2022  
Represented by  
Candace Anderson & Byron Anderson



“In 2022, I, along with my mother and colleague, Candy Anderson, represented the buyer and seller of an \$18.5M sale that represents the highest ever recorded sale in the mid Hudson Valley region. With little supply but close proximity to Manhattan, buyers at the luxury end of the market continue to look to our area as a quieter, more private, but equally as attractive alternative to the Hamptons. Large acreage estates that provide peace and privacy are always in demand.”

Byron Anderson

“We have seen a tremendous interest in the luxury market in our area with high-net-worth individuals seeking properties. Given our rural setting and many large acreage properties protected by conservation easements, we have never had many listings to offer. When one becomes available, buyers pay attention. There has not been a slow down here in the high-end. Our area consists of multi-generation family properties with very little desire to turn over.”

Candy Anderson

“We have seen the highest increase of inventory in the ultra-luxury market in our area over the last few years, including numerous large land sales where buyers planned to build their own luxury homes or make large improvements due to lack of inventory. In general, our area has grown significantly since before the pandemic. As we begin 2023, the luxury market looks to be strong, especially given our distance from NYC and the increase in full-time residents.”

Carey Whalen

## \$10M+ SALES 4-YEAR SNAPSHOT

# 3

\$10M+ Sales, 2022

	2019	YoY % Δ	2020	YoY % Δ	2021	YoY % Δ	2022
<b>Sales</b>	0	N/A	3	-100%	0	N/A	3
<b>Total Sales Volume</b>	\$0	N/A	\$37.05M	-100%	\$0	N/A	\$40.5M

# \$40.5M

Total \$10M+  
Sales Volume, 2022

Source: MidHudMLS- SF, COL,DUT, GREENE, ULS, 1/1/2019-12/31/2022 pulled on 2/2/2023



FEATURED LISTING



**40 Piping Rock Road, Locust Valley**  
Price Upon Request

Lindsey Barnett | Licensed Real Estate Salesperson | M: 516.972.4261

**\$8.25M**

Highest Listing-represented  
Compass Regional Sale, 2022  
Represented by Margaret Trautmann

**LONG ISLAND**

**NEW YORK**

**\$12.45M**

Highest Buyer-represented  
Compass Regional Sale 2022  
Represented by Fran Mazer



“In other segments of the market, lack of supply has contributed to lower transactional volumes. That is not the case in The North Shore luxury market where inventory of listings \$10 million-plus rose in 2022. This trend looks to continue into 2023, although the market for the time being is somewhat stuck, with sellers clinging to historic high valuations and buyers hesitant to commit given the uncertainty.”

Traci Conway Clinton

“On the Gold Coast of Long Island’s North Shore, two recent sales which stand out are Cashelmara and the Woolworth Mansion/Winfield Hall. Both estates offer a glimpse of the Roaring 20s-Gatsby lifestyle, and their respective buyers truly respected the architecture, attention to detail, and narrative. Prominent sale prices of iconic homes such as these will stand tall for generations to come.”

Margaret Trautmann

“Though there has been an upheaval with financial investments, real estate is and has always been a solid investment for this ultra-luxury market. This is the third consecutive year that the number of buyers in this market is greater than the available inventory. Global wealth grew 13% last year. As total wealth grows, the number of high- and ultra-high-net-worth individuals also climbs, making this a perfect time to be a seller in this marketplace.”

Fran Mazer

## \$10M+ SALES 4-YEAR SNAPSHOT

# 2

\$10M+ Sales, 2022

	2019	YoY % Δ	2020	YoY % Δ	2021	YoY % Δ	2022
<b>Sales</b>	1	100.00%	2	150.00%	5	-60.00%	2
<b>Total Sales Volume</b>	\$10.4M	133.65%	\$24.3M	318.11%	\$101.6M	-74.75%	\$25.65M

# \$25.65M

Total \$10M+  
Sales Volume, 2022

Source: OneKey MLS, Regions include Nassau & Suffolk Counties (excl Hamptons), Based on Single Family property sales, 01/01/19-12/31/19 & 01/01/20-12/31/20 & 01/01/21-12/31/21 & 01/01/22-12/31/22  
Compass did not represent a transaction over \$10M on the list-side in this region.

FEATURED LISTING



**30 Park Place,  
Unit PH81, TriBeCa**  
Price Upon Request

Leonard Steinberg | Licensed Real Estate Salesperson | M: 917.385.0565 | LS@compass.com  
Herve Senequier | Licensed Real Estate Salesperson | M: 646.780.7594 | HS@compass.com

**\$56M**

Highest Listing-represented  
Compass Regional Sale, 2022  
Represented by Richard Steinberg

**MANHATTAN**

**NEW YORK**

**\$70.5M**

Highest Buyer-represented  
Compass Regional Sale 2022  
Represented by Jason Haber



# “Lack of inventory has caused a sense north of \$10 million that the market is very tight.”

“The majority of the ‘finest’ properties in Manhattan north of \$10 million sold during the boom times of 2021 and 2022, and there was very little new development across the city. Remarkably, even as the market has slowed down on the lower end due to interest rates, this lack of inventory has caused a sense north of \$10 million that the market is very tight.”

Ian Slater

“While the \$10 million-plus market slowed significantly between July and October, contract activity rose in November and December, especially in the \$20 million-plus market, evidence that the ultra-wealthy who seize opportunity in volatile times usually end up winning in the long term. We saw this in 2009, as well as 2018-2020. The first half of 2023 will provide opportunities for the least risk averse of ultra-wealthy buyers, and sellers will need to be realistic with their pricing to get sold.”

Tony Sargent

## \$10M+ SALES 4-YEAR SNAPSHOT

# 343

\$10M+ Sales, 2022

	2019	YoY % Δ	2020	YoY % Δ	2021	YoY % Δ	2022
<b>Sales</b>	260	-46.15%	140	132.86%	326	5.21%	343
<b>Total Sales Volume</b>	\$5.14B	-43.03%	\$2.93B	115.22%	\$6.31B	-4.75%	\$6.01B

# \$6.01B

Total \$10M+  
Sales Volume, 2022

Source: ACRIIS, REBNY/RLS, Regions include Manhattan. Based on single family homes, coops and condos, 01/01/19-12/31/19 & 01/01/20-12/31/20 & 01/01/21-12/31/21 & 01/01/22-12/31/22.

FEATURED LISTING



30 Morris Lane, Scarsdale

Price Upon Request

Heather Harrison | Licensed Real Estate Salesperson | M: 917.299.7490

Zachary Harrison | Licensed Associate Real Estate Broker | M: 917.299.7832

\$8.5M

Highest Listing-represented  
Compass Regional Sale, 2022  
Represented by David Turner

\$10.25M

Highest Buyer-represented  
Compass Regional Sale 2022  
Represented by Kevin Sneddon

WESTCHESTER  
COUNTY

NEW YORK



“High-net-worth buyers have the cash at hand such that higher mortgage rates are not a major driver. These buyers are looking at luxury real estate as a hedge against inflation, and a place they can enjoy. According to OneKey MLS, there were three more sales over \$10 million in 2022 than in 2019 and 2020 combined. I expect Westchester’s high-end luxury market to stay strong.”

Heather Harrison and Zach Harrison

“The most desirable assets in the ultra-luxury space must offer some sort of unique quality that cannot be replicated or only comes around every so often. This is what compels buyers at this level to pull the trigger. One example is a \$20 million deal I transacted on in 2022: A buyer looking for a unique, prewar home with privacy. You have to go find these... but when you do, you are likely to succeed.”

Brian Milton

“The ultra-luxury segment recorded another very strong year in Westchester County and the greater Hudson Valley. In 2022, six properties sold for \$10 million or more including a near record sale of \$24 million in Pound Ridge. All of the sales included a water element; two with direct frontage on the Hudson River and two on Long Island Sound. Ultra-luxury appears poised for a strong 2023 as wealthy buyers continue to seek private compounds and move cash and resources into hard assets such as real estate.”

David Turner

## \$10M+ SALES 4-YEAR SNAPSHOT

# 3

\$10M+ Sales, 2022

	2019	YoY % Δ	2020	YoY % Δ	2021	YoY % Δ	2022
<b>Sales</b>	0	N/A	0	N/A	4	-25.00%	3
<b>Total Sales Volume</b>	\$0	N/A	\$0	N/A	\$46.3M	3.17%	\$47.77M

# \$47.77M

Total \$10M+  
Sales Volume, 2022

Source: OKMLS, Regions include: Westchester County, Single Family, Sold, 01/01/19-12/31/19 & 01/01/20-12/31/20 & 01/01/21-12/31/21 & 01/01/22-12/31/22.  
Compass did not represent a transaction over \$10M on the list-side in this region.



FEATURED LISTING



980 Providence Road, Newtown Square  
Price Upon Request

Lavinia Smerconish | Licensed Real Estate Salesperson | M: 610.547.6637

# PHILADELPHIA & SUBURBAN PHILADELPHIA

PENNSYLVANIA

\$5.6M

Highest Listing-represented  
Compass Regional Sale, 2022  
Represented by Meghan Chorin

\$9.26M

Highest Buyer-represented  
Compass Regional Sale 2022  
Represented by Lavinia Smerconish



“The buyer demand for ultra-luxury listings in Philadelphia is much lower than the increasing inventory which is why having a robust and unique marketing strategy is just as critical as the pricing. In 2022, there were only 18 closed deals over \$3 million and 82 active listings, proving the importance of positioning our listings in the marketplace.\*”

Kristen Foote

## \$10M+ SALES 4-YEAR SNAPSHOT

0

\$10M+ Sales, 2022

	2019	YoY % Δ	2020	YoY % Δ	2021	YoY % Δ	2022
<b>Sales</b>	0	N/A	0	N/A	1	-100.00%	0
<b>Total Sales Volume</b>	\$0	N/A	\$0	N/A	\$11.5M	-100.00%	\$0

\$0B

Total \$10M+  
Sales Volume, 2022

Source: Bright MLS, Regions include Philadelphia, Bucks, Montgomery, Chester & Delaware Counties. Based on residential property sales, 01/01/19-12/31/19 & 01/01/20-12/31/20 & 01/01/21-12/31/21 & 01/01/22-12/31/22

\*Source: BrightMLS, Regions include: Philadelphia/Center City Region (19103, 19106, 19107, 19102, 19130, 19146). Properties Included - Condos/Single Family/Townhomes. Compass did not represent a transaction over \$10M on the buy-side or the list-side in this region.

FEATURED LISTING



1776 Corn Neck Road, Block Island  
Price Upon Request

Rosemary Tobin | Sales Associate | M: 401.741.1825

\$17.7M

Highest Listing-represented  
Compass Regional Sale, 2022  
Represented by Lori Joyal

COASTAL

RHODE ISLAND

\$11M

Highest Buyer-represented  
Compass Regional Sale 2022  
Represented by Eric Kirton



“Juxtaposed with limited inventory and an ever-increasing demand, record-breaking transactions are likely in our future.”

“The luxury market will see a continued broadening consumer base in coastal Rhode Island as it is a beautiful destination for discretionary spending. Juxtaposed with limited inventory and an ever-increasing demand, record-breaking transactions are likely in our future. The barrier to entry is still perceived as more affordable in comparison to the Hamptons. Watch Hill and Newport are the premier luxury seaside enclaves offering exclusivity. The past two years saw a personal, internal reckoning and allowed a refocus on what is intrinsically important, in all real estate price points. Real estate remains an excellent return on investment while allowing the consumers to thoroughly enjoy and appreciate the asset.”

Lori Joyal

## \$10M+ SALES 4-YEAR SNAPSHOT

3

\$10M+ Sales, 2022

	2019	YoY % Δ	2020	YoY % Δ	2021	YoY % Δ	2022
<b>Sales</b>	1	300.00%	4	125.00%	9	-66.67	3
<b>Total Sales Volume</b>	\$17.6M	177.10%	\$48.77M	229.10%	\$160.47M	-72.77%	\$43.70M

**\$43.70M**

Total \$10M+  
Sales Volume, 2022

Source: Rhode Island Statewide MLS, regions include all of Rhode Island (Bristol, Kent, Newport, Providence, and Washington Counties), based on single-family, multifamily, condominium, and vacant land. 01/01/19-12/31/19 & 01/01/20-12/31/20 & 01/01/21-12/31/21 & 01/01/22-12/31/22

FEATURED LISTING



9225 Liza Court, Brentwood  
Price Upon Request

Lacey Newman | Affiliate Broker | M: 615.779.8445

\$9.29M

Highest Listing-represented  
Compass Regional Sale, 2022  
Represented by Erin Krueger

NASHVILLE

TENNESSEE

\$5.44M

Highest Buyer-represented  
Compass Regional Sale 2022  
Represented by Brian Cournoyer



“Nashville is continuing to attract ultra-luxury buyers from all over due to lower taxes, a cosmopolitan lifestyle, cultural diversity, and a multitude of industry hubs.”

“The Greater Nashville area is continuing to attract ultra-luxury buyers from all over the country, due to lower taxes, a cosmopolitan lifestyle, cultural diversity, and a multitude of industry hubs, despite inflated interest rates. I predict this will continue to climb for several years to come as Nashville continues to grow in popularity. Luxury properties have been my main focus as a REALTOR® - which is why I know that it doesn’t take long for buyers to see that Nashville is just a wonderful place to live.”

Rebecca Norris DiNapoli

## \$10M+ SALES 4-YEAR SNAPSHOT

0

\$10M+ Sales, 2022

	2019	YoY % Δ	2020	YoY % Δ	2021	YoY % Δ	2022
<b>Sales</b>	1	-100.00%	0	N/A	9	-100.00%	0
<b>Total Sales Volume</b>	\$27.5M	-100.00%	\$0	N/A	\$129.31M	-100.00%	0

\$0M

Total \$10M+  
Sales Volume, 2022

Source: Compass.com and RealTracs MLS, Regions include Middle Tennessee, including Davidson County, Williamson County, and Rutherford County, based on all sales (residential and land) 01/01/19-12/31/19 & 01/01/20-12/31/20 & 01/01/21-12/31/21 & 01/01/22-12/31/22. \*Photo is of a similar build by the same builder. Compass does not represent, warrant or guarantee that this property will look the same. All photography is from the builder's portfolio and not the actual proposed residence. All details including home design, specifications and price are prospective and will vary based on your specified design plan and finishes. Compass did not represent a transaction over \$10M on the buy-side or the list-side in this region.

FEATURED LISTING



12400 Cedar Street, Austin  
Price Upon Request

Gary Dolch, Austin Luxury Group | Realtor® | M: 512.656.5627  
Michelle Dolch, Austin Luxury Group | Broker Associate | M: 512.663.3554

\$7.75M

Highest Listing-represented  
Compass Regional Sale, 2022  
Represented by Monica Fabbio

AUSTIN

TEXAS

\$11.99M

Highest Buyer-represented  
Compass Regional Sale 2022  
Represented by  
Gary Dolch & Michelle Dolch



# “Luxury buyers have permanently transformed the Austin real estate landscape.”

“The ultra-luxury buyer in Austin, oftentimes coming from California or New York, usually seeks waterfront or scenic properties with land and privacy. With our limited supply, these buyers find it prudent to claim their stake in a city projected to double in size by 2050. Typically flush with cash from sales of luxury properties in higher priced markets and from recent net worth increases in the US, (~19% YOY in Q121), these luxury buyers have permanently transformed the Austin real estate landscape. While a \$6 million sale was noteworthy in 2019, price ceilings continued to be shattered in 2021. The public was awed with the announcement of the highest sale known to date, a Lake Austin estate listed at \$38.9 million\*. In the ongoing frenzy of early 2022, I had a buyer going after a \$70 million listing on the private market. However, the extremely generous offer was declined because the seller struggled to find a new home. Now in 2023, I believe luxury sellers and buyers will have an opportunity to find their place in Austin as many sit on their hands contemplating their next moves.”

Monica Fabbio

“2022 continued to be a banner year for the high-end luxury market in Austin with most transactions occurring off-market. Things are picking up as we head into Q1 and Q2 of 2023. Austin remains a high-demand destination for those who seek both more space and more favorable tax situations, with buyers coming from California, NY, Canada, Chicago, Boston, Georgia and even Europe. Plus, interest rate fluctuations do not tend to inhibit the ability of luxury buyers to purchase these luxury properties. Several of my clients bought \$10 million-plus homes in various areas of Austin with lakefront, gated communities being of importance to them, and also 50-500-acre ranch properties in our beautiful Hill Country. Space continues to be a driving factor for those who can afford it. I believe that Austin will continue to be a destination of choice for many luxury buyers in the years to come.”

Dara Allen

“Austin’s ultra-luxury market is booming, with properties featuring incredible design and architecture, state-of-the-art amenities and breathtaking views of the city, lakes and surrounding Hill Country. The city’s strong economy and job market make it an attractive place to invest. The variety of ultra-luxury properties available in Austin means there’s something for every taste and lifestyle.”

Gary & Michelle Dolch

## \$10M+ SALES 4-YEAR SNAPSHOT

# 5

\$10M+ Sales, 2022

	2019	YoY % Δ	2020	YoY % Δ	2021	YoY % Δ	2022
<b>Sales</b>	0	N/A	0	N/A	4	25.00%	5
<b>Total Sales Volume</b>	\$0	N/A	\$0	N/A	\$43.63M	28.24%	\$55.95M

# \$55.95M

Total \$10M+  
Sales Volume, 2022

Source: ACTRIS MLS, entire coverage area, residential + land with improvement sq ft >1. 01/01/19-12/31/19 & 01/01/20-12/31/20 & 01/01/21-12/31/21 & 01/01/22-12/31/22.

\*Sources: Federal Reserve (Data: 1Q21, Pub: Aug 21), Bureau of Economic Analysis (BEA), John Burns Real Estate Consulting, LLC tabulations of Bureau of Labor Statistics, Bureau of Labor Statistics, Jan 2021, John Burns Real Estate Consulting, LLC (Data Jan-21, Pub Mar-21), Freddie Mac fred.stlouisfed.org. Compass did not represent a transaction over \$10M on the list-side in this region.

FEATURED LISTING



3851 Potomac Avenue, Dallas  
Price Upon Request

Amy Detwiler | Licensed Real Estate Broker | M: 214.536.8680

# DALLAS-FORT WORTH

TEXAS

## \$20M

Highest Listing-represented  
Compass Regional Sale, 2022  
Represented by Michelle Wood

## \$14.65M

Highest Buyer-represented  
Compass Regional Sale 2022  
Represented by  
Meredith Ferrell and Burton Rhodes



# “More than 56% of our production was in private sales.”

“Our team had another record-breaking year in 2022, growing our 2021 volume by 11%. More than 56% of our production was in private sales, including seven properties sold at over \$10 million. Despite the weakening global economy, we expect the Dallas luxury market to remain strong in 2023. Overall activity will likely normalize after the brisk volume seen during the previous two years, but limited inventory will keep the market in balance. While a significant portion of Dallas real estate sales is attributed to local buyers, the city’s pro-business economy continues to attract new residents from across the country. With economic uncertainty expected to persist this year, it will be more important than ever for homes to be well-priced and prepared to be best in show.”

Amy Detwiler & Michelle Wood

“As we roll into 2023, low inventory persists and closed prices seem very comparable to 2021. Average days on market has seen a shift, but 30-45 days on market is still strong. I believe we are stabilizing and heading into a more “normal” real estate market, unlike the last 18 months. What a ride!”

Becky Frey

“The DFW ultra-luxury market continues to see a shortage of inventory as out-of-town buyers flock to the market while competing against local buyers looking for luxury living.”

Jonathan Rosen

## \$10M+ SALES 4-YEAR SNAPSHOT

	2019	YoY % Δ	2020	YoY % Δ	2021	YoY % Δ	2022
<b>Sales</b>	0	N/A	10	-40.00%	6	83.33%	11
<b>Total Sales Volume</b>	\$0	N/A	\$164.45M	-41.46%	\$96.28M	51.43%	\$145.79M

# 11

\$10M+ Sales, 2022

# \$145.79M

Total \$10M+ Sales Volume, 2022

Source: Tableau. Regions include Great Dallas Fort Worth - Dallas County, Denton County, Collin County and Tarrant County. All Single Family sales \$10M+, based on residential property sales. 01/01/19-12/31/19 & 01/01/20-12/31/20 & 01/01/21-12/31/21 & 01/01/22-12/31/22.

FEATURED LISTING



1000 Kirby Drive, Houston  
Price Upon Request

Mike Mahlstedt | Sales Agent | M: 713.435.9126  
Laura Sweeney | Sales Agent | M: 713.503.0700

**\$13.25M**

Highest Listing-represented  
Compass Regional Sale, 2022  
Represented by Laura Sweeney

**HOUSTON**

**TEXAS**

**\$9.35M**

Highest Buyer-represented  
Compass Regional Sale 2022  
Represented by Jacqueline Kneese



# “I expect 2023 to exceed 2022 in luxury sales.”

“The ultra-luxury market is gaining momentum in Houston. In 2022, Houston had four sales on the MLS over \$10 million with the top sale over the \$20 million mark. Several other sales occurred over \$10 million off-market, including several as Compass Private Exclusive listings. There are now 11 active listings on the MLS over \$10 million and a larger number of off-market options over that threshold. I have recently listed three properties in the River Oaks neighborhood as Compass Private Exclusive listings exceeding \$10 million, which are seeing a lot of interest from strong buyers. The Houston economy is steadily improving, with more C-level positions being rewarded during robust merger activity. Houston has maintained its reputation as ‘the world’s energy capital’, not just in hydrocarbon production but in renewables. Similarly, the nation’s largest medical complex is booming which is located in the heart of Houston. Compass is the most active firm in this price point by far. Based on early activity during the first month of the year, I expect 2023 to exceed 2022 in luxury sales.”\*

Mike Mahlstedt

“Ultra-luxury buyers are moving into Houston at a faster rate than ever before and the real estate we have to offer almost always exceeds their expectations. Cash buyers are a dominant force and as more companies choose to relocate to Houston, we expect this trend to continue. From the well-manicured estates of River Oaks, Tanglewood, and Memorial to the luxurious high-rise developments in the Galleria, Houston continues to attract discerning buyers from around the world. We have adapted our marketing efforts to focus on social media to spotlight Houston’s most acclaimed builders, architects, and designers.”

Dee Dee Guggenheim Howes

“The Houston luxury market had a strong 2022. Inventory was low and well priced properties sold. There was some leveling off late in the year, but overall, it remained solid. I predict this will continue throughout 2023.”

Laura Sweeney

## \$10M+ SALES 4-YEAR SNAPSHOT

	2019	YoY % Δ	2020	YoY % Δ	2021	YoY % Δ	2022
<b>Sales</b>	1	-100.00%	0	N/A	0	N/A	1
<b>Total Sales Volume</b>	\$10M	-100.00%	\$0	N/A	\$0	N/A	\$13.25M

# 1

\$10M+ Sales, 2022

# \$13.25M

Total \$10M+ Sales Volume, 2022

\*Source: HAR MLS, based on all Single Family, Condo, Townhome, and Land properties sold in Houston between 1/1/2022-12/31/2022. Compass did not represent a transaction over \$10M on the buy-side in this region.

FEATURED LISTING



9563 NE 1st Street, Bellevue  
Price Upon Request

Haleh Clapp | Licensed Real Estate Broker | M: 310.430.8672

GREATER  
SEATTLE

WASHINGTON

\$23M

Highest Listing-represented  
Compass Regional Sale, 2022  
Represented by  
Tere Foster & Moya Skillman

\$18M

Highest Buyer-represented  
Compass Regional Sale 2022  
Represented by Haleh Clapp



# “Individuals who are liquid and prepared to buy with cash are almost always the winners.”

“Ultra-luxury homes in our market are rare, with very little inventory and infrequent turnover. When these do become available, it is a highly competitive buying environment. Those individuals who are liquid and prepared to buy with cash are almost always the winners in capturing these once in a lifetime opportunities.”

Haleh Clapp

“The ultra luxury market in 2022 finished strong. Waterfront properties comprise the majority of the ultra-high-end and there is less and less inventory every year regardless of the overall market conditions. Waterfront remains the rarest of the rare.”

Tere Foster

## \$10M+ SALES 4-YEAR SNAPSHOT

	2019	YoY % Δ	2020	YoY % Δ	2021	YoY % Δ	2022
<b>Sales</b>	11	45.45%	16	68.75%	27	-25.93%	20
<b>Total Sales Volume</b>	\$180.3M	67.92%	\$302.76M	20.37%	\$364.41M	-27.99%	\$262.4M

## 20

\$10M+ Sales, 2022

## \$262.4M

Total \$10M+  
Sales Volume, 2022

Source: NWMLS. Regions include Greater Seattle. Based on residential property sales, Single Family & Condo.  
01/01/19-12/31/19 & 01/01/20-12/31/20 & 01/01/21-12/31/21 & 01/01/22-12/31/22

FEATURED LISTING



7165 Jensen Canyon Road, Teton Village  
Price Upon Request

Graham-Faupel-Mendenhall & Associates  
Licensed Associate Real Estate Broker | M: 307.690.0204

\$55M

Highest Listing-represented  
Compass Regional Sale, 2022  
Represented by  
Graham-Faupel-Mendenhall & Associates

\$25M

Highest Buyer-represented  
Compass Regional Sale 2022  
Represented by Graham-Faupel-Mendenhall  
& Associates

JACKSON

WYOMING



# “Buyers are scrutinizing numbers, and they need reasons to buy in.”

“The panic Covid buying during the last three years is over and that ‘pie in the sky’ pricing is no longer feasible. Buyers are scrutinizing numbers, and they need reasons to buy in. It’s more important than ever to have a trusted real estate expert – many high-end listings have been pulled off the market or sellers are waiting until the peak selling season to launch, making quality inventory tight.”

Christy Gillespie

“In 2020 and 2021, the luxury market saw four times the number of transactions over \$10 million properties over prior years\*. In 2022, the number of transactions has returned to more traditional levels but demand remains strong. 2022 also recorded two of the top five residential sales in history. Reduced inventories contribute to the reduction along with the current economic and political factors.”

Matt Faupel

“As the Fed continues disincentivizing the market, those sensitive to interest rates will hold back while the higher price point market will continue to transact at a consistent pace. The last 24 months saw an explosion in luxury home sales. I expect this to revert back to pre-pandemic pace, but buyers that find that unique home they desire won’t hesitate to pay record-breaking prices.”

Mack Mendenhall

## \$10M+ SALES 4-YEAR SNAPSHOT

# 17

\$10M+ Sales, 2022

	2019	YoY % Δ	2020	YoY % Δ	2021	YoY % Δ	2022
<b>Sales</b>	7	328.57%	30	43.33%	43	-60.47%	17
<b>Total Sales Volume</b>	\$114.85M	316.09%	\$477.88M	56.11%	\$746M	-64.48%	\$265M

# \$265M

Total \$10M+  
Sales Volume, 2022

Source: Teton Board of Realtors MLS. Regions include Jackson. Based on residential property sales, 01/01/19-12/31/19 & 01/01/20-12/31/20 & 01/01/21-12/31/21 & 01/01/22-12/31/22.

\*MLS system or Data Source mls & office database Regions Included in Search Jackson Hole, Teton MLS areas 1-10 Types of properties included (i.e. Single Family Home, Condo, Townhouse, Land) all.



Cover Property

**1859 Bel Air Road, Los Angeles, CA**

**Sally Forster Jones Group**

Sally Forster Jones | Licensed R.E. Broker Associate | 310.579.2200 | [sally.jones@compass.com](mailto:sally.jones@compass.com) | DRE 00558939

Levik Stephan | Licensed Associate R.E. Agent | 310.717.6806 | [levik.stephan@compass.com](mailto:levik.stephan@compass.com) | DRE 01416201

Anita Stephan | Licensed R.E. Broker Associate | 424.333.6824 | [anita.stephan@compass.com](mailto:anita.stephan@compass.com) | DRE 01493467

**The Fridman Group**

Tomer Fridman | Licensed Associate R.E. Agent | 310.919.1038 | [tomer.fridman@compass.com](mailto:tomer.fridman@compass.com) | DRE 00558939

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