



## ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,167,396	← →
Asking Price per Square Foot	\$ 328	
Average Days on Market	184	↑
Total Inventory	41,344	
Percent of Properties with Price Decrease	41 %	
Percent Relisted (reset DOM)	17 %	
Percent Flip (price increased)	3 %	
New Listings	1,869	
Absorbed This Week	1,912	
Median House Size (sq ft)	3,326	
Median Lot Size	0.50 - 1.0 acre	
Median Age	31	

## Altos Research Value Statistics

Market Action Index	<b>Cold! Buyer's Market</b>	10	↑
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## THIS WEEK

The ILHM National Report this week looked at 41344 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,167,395. These homes have been on the market for an average of 184 days.

The Market Action Index measures available supply relative to the current level of demand. Index value above 30 indicates conditions favor the seller.

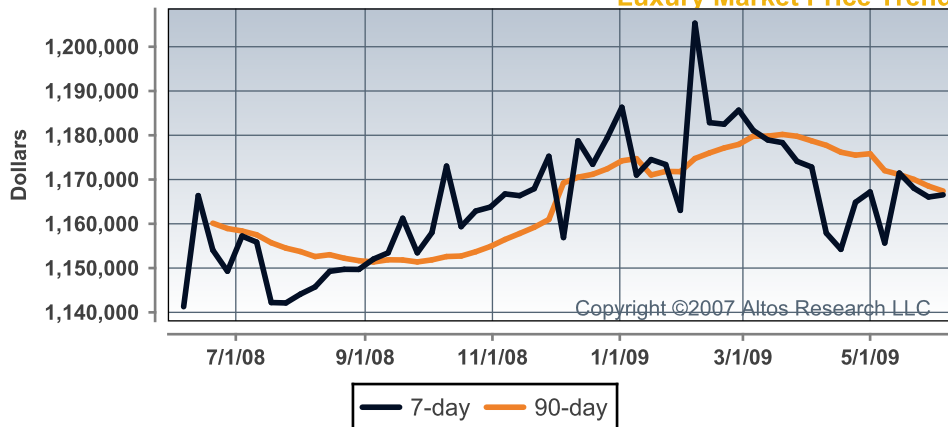
## PRICE

Luxury home prices across the ILHM National sample have stayed relatively stable in recent weeks. This week median price is \$1,167,395.

## PRICE PER SQUARE FOOT

Price per square foot gives us a view to changes in how luxury homes are valued as well as how they're being constructed. Currently median price per square foot in the luxury homes is \$330.

Luxury Market Price Trend

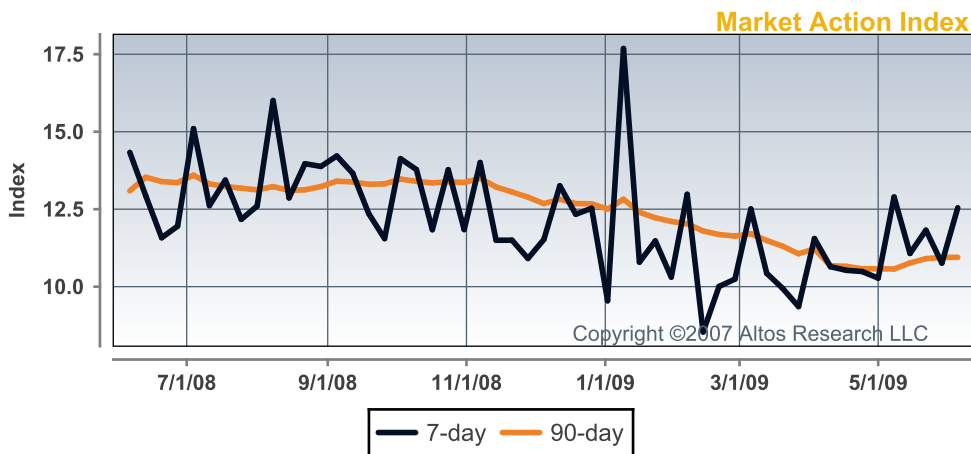


Luxury Market Price Per Square Foot



## SUPPLY AND DEMAND

Residential prices are a function of supply and demand, and market conditions can be characterized by analyzing those factors. Watch this index for sustained trends



The Market Action Index (MAI) illustrates the balance between supply and demand using a statistical function of the current rate of sale versus current inventory.

An MAI value greater than 30 typically indicates a "Seller's Market" (a.k.a. "Hot Market") because demand is high enough to quickly consume available supply. A hot market will typically cause prices to rise. MAI values below 30 indicate a "Buyer's Market" (a.k.a. "Cold Market") where the inventory of already-listed homes is sufficient to last several months at the current rate of sales. A cold market will typically cause prices to fall.

The ILHM National market is currently quite strongly in the Buyer's Market zone (below 30). The Market Action Index stands at 10. With several months of inventory available at the current sales rate, luxury buyers should find ample choice.

## INVENTORY

This chart illustrates the total number of homes in the ILHM sample each week. These are homes on the market for at least \$500,000 in the top 10 zip codes for 31 major metro markets around the county.



## DAYS ON MARKET (DOM)

The properties have been on the market for an average of 176 days.



## LUXURY BY REGION

A look at the local luxury markets around the country.

Metro Market	Luxury Price	Med. Sqft	Inven.	New List.	Absor bed	Avg. DoM	MAI Trend
ILHM Atlanta	\$ 733,232	N/A	1978	101	82	153	↑
ILHM Austin	\$ 660,896	3,325	1716	99	53	158	↓
ILHM Baltimore	\$ 999,920	3,301	325	13	12	220	↑
ILHM Boston	\$ 1,426,420	3,559	571	40	26	85	↑
ILHM Charlotte	\$ 636,480	3,198	790	36	24	206	↑
ILHM Chicago	\$ 1,501,461	3,153	1422	51	34	243	↔
ILHM Cleveland	\$ 478,204	4,252	429	23	20	184	↔
ILHM Dallas	\$ 812,701	3,961	2421	127	93	165	↔
ILHM Washington	\$ 1,486,749	5,316	1490	93	74	136	↑
ILHM Denver	\$ 812,557	3,948	1746	91	79	207	↔
ILHM Detroit	\$ 536,783	3,330	737	33	28	241	↔
ILHM Honolulu	\$ 1,174,304	2,266	918	38	38	150	↑
ILHM Houston	\$ 956,033	3,798	1654	75	62	137	↑
ILHM Las Vegas	\$ 404,530	2,416	1138	43	43	179	↑
ILHM Los Angeles	\$ 2,303,559	3,300	1736	89	83	145	↑
ILHM Miami	\$ 2,066,568	3,880	2464	64	72	248	↑
ILHM New York	\$ 3,331,066	3,642	719	21	18	135	↓
ILHM Orlando	\$ 719,486	3,032	1160	43	47	218	↑
ILHM Philadelphia	\$ 1,138,649	4,021	508	25	19	227	↑
ILHM Phoenix	\$ 1,131,846	3,773	4165	122	165	236	↑
ILHM Portland	\$ 630,071	3,176	1236	63	58	83	↓
ILHM Raleigh-Durham	\$ 577,783	3,068	762	36	24	177	↑
ILHM Sacramento/Tahoe	\$ 805,343	2,820	679	43	38	205	↑
ILHM Salt Lake	\$ 934,387	4,269	1498	56	50	128	↓
ILHM San Diego	\$ 1,950,523	3,263	1711	115	107	123	↑
ILHM San Francisco	\$ 2,029,971	3,271	433	33	23	95	↑
ILHM Seattle	\$ 1,016,307	3,215	1762	80	54	169	↓
ILHM Silicon Valley	\$ 1,712,560	2,600	849	59	48	90	↑
ILHM Tampa	\$ 712,490	2,885	1642	55	66	218	↑
ILHM Twin Cities	\$ 816,939	3,629	831	49	33	195	↑
ILHM Ventura	\$ 1,487,138	2,679	1008	52	49	169	↔

## About this report

The Institute for Luxury Home Marketing (ILHM) publishes the ILHM Luxury Homes Market Update reports measuring market conditions for luxury real estate around the country.

### Definitions

The data for this report is calculated from properties on the market in the most expensive zip codes in each region. Zip codes included meet a minimum inventory of homes for sale. The "ILHM National Luxury Composite" data is a weighted average of the data from each region. Statistic "ILHM National Luxury Composite Price" is a statistical representation of the median prices of the most expensive 10 zip codes in the regions measured in this report. Statistic "Absorbed" tracks the number of properties that have come off the market, including sales and other reasons, in the most recent week.

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