



## ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,122,522	↔
Asking Price per Square Foot	\$ 330	
Average Days on Market	200	↓
Total Inventory	26,133	
Percent of Properties with Price Decrease	30 %	
Percent Relisted (reset DOM)	11 %	
Percent Flip (price increased)	3 %	
New Listings	2,154	
Absorbed This Week	1,713	
Median House Size (sq ft)	3,226	
Median Lot Size	1.0 - 2.5 acres	
Median Age	28	

## Altos Research Value Statistics

Market Action Index	<b>Cold! Buyer's Market</b>	15	↑
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## THIS WEEK

The ILHM National Report this week looked at 26133 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,122,521. These homes have been on the market for an average of 200 days.

The Market Action Index measures available supply relative to the current level of demand. Index value above 30 indicates conditions favor the seller. See the section below for full details.

## PRICE

Luxury home prices across the ILHM National sample have stayed relatively stable in recent weeks. This week median price is \$1,122,521.

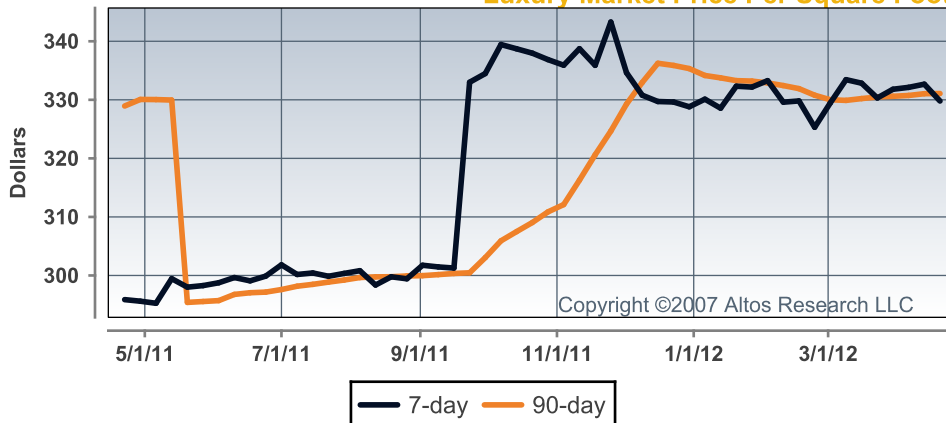
## PRICE PER SQUARE FOOT

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 \$331.

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 and an early view on coming price changes.

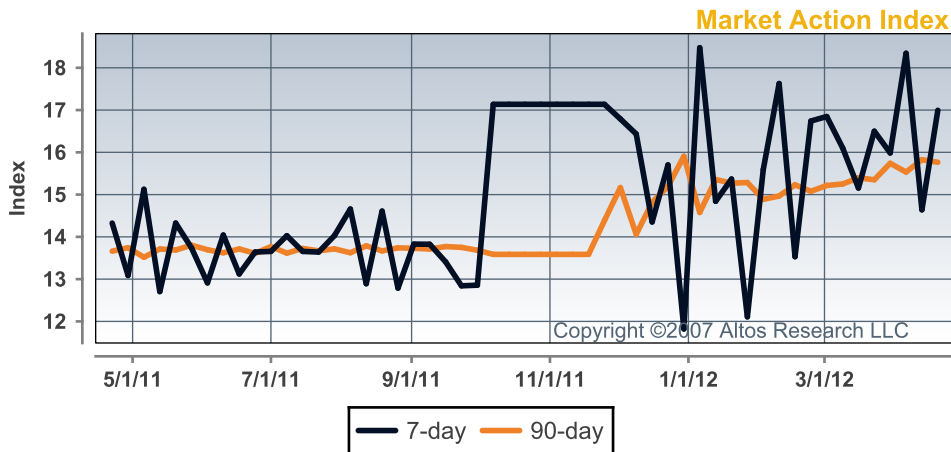
The ILHM National market is currently quite strongly in the Buyer's Market zone (below 30). The Market Action Index stands at 15. With several months of inventory available at the current sales rate, luxury buyers should find ample choice.

## 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 country.

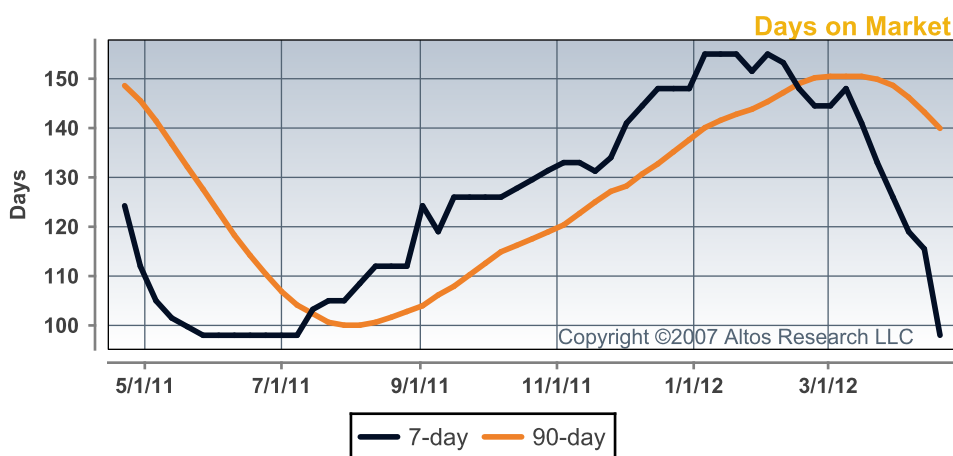
## DAYS ON MARKET (DOM)

The properties have been on the market for an average of 215 days.



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.



## 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	\$ 664,731	N/A	1221	85	77	199	↔
ILHM Austin	\$ 654,549	3,306	769	75	58	169	↔
ILHM Baltimore	\$ 824,328	4,009	227	14	11	212	↑
ILHM Boston	\$ 1,395,584	3,734	368	34	19	199	↓
ILHM Charlotte	\$ 525,673	2,993	475	36	18	223	↓
ILHM Chicago	\$ 1,340,775	3,720	983	60	40	294	↑
ILHM Cleveland	\$ 443,168	4,140	358	22	16	212	↑
ILHM Dallas	\$ 728,422	3,954	1392	132	109	200	↑
ILHM Washington	\$ 1,582,513	2,347	898	80	58	176	↑
ILHM Denver	\$ 784,595	4,652	807	64	57	230	↔
ILHM Detroit	\$ 610,522	3,611	294	24	23	294	↔
ILHM Houston	\$ 925,416	3,781	1081	75	57	192	↑
ILHM Las Vegas	\$ 374,086	2,550	314	28	34	221	↔
ILHM Los Angeles	\$ 2,236,578	3,341	1414	132	117	197	↔
ILHM Miami	\$ 1,543,367	3,290	2142	121	84	242	↑
ILHM New York	\$ 4,119,910	5,266	663	23	22	254	↑
ILHM Orlando	\$ 668,747	3,161	648	41	39	248	↔
ILHM Philadelphia	\$ 992,459	3,957	433	28	20	238	↑
ILHM Phoenix	\$ 931,295	3,863	2232	137	142	228	↑
ILHM Portland	\$ 543,063	3,145	789	51	50	241	↑
ILHM Raleigh-Durham	\$ 479,453	2,920	622	38	22	244	↓
ILHM Sacramento/Tahoe	\$ 587,758	1,340	504	29	31	187	↓
ILHM Salt Lake	\$ 807,492	4,230	624	34	38	228	↑
ILHM San Diego	\$ 1,484,597	3,034	1298	98	100	185	↔
ILHM San Francisco	\$ 2,033,522	3,219	226	25	22	169	↑
ILHM Seattle	\$ 864,004	3,046	951	74	48	178	↑
ILHM Silicon Valley	\$ 1,846,855	2,870	379	45	39	149	↑
ILHM Tampa	\$ 691,596	3,066	985	50	54	234	↑
ILHM Twin Cities	\$ 676,812	3,588	643	44	35	222	↔
ILHM Ventura	\$ 1,343,161	2,602	752	92	92	206	↓

## 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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