



## ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,255,475	↔
Asking Price per Square Foot	\$ 314	
Average Days on Market	176	↓
Total Inventory	22,531	
Percent of Properties with Price Decrease	24 %	
Percent Relisted (reset DOM)	11 %	
Percent Flip (price increased)	5 %	
New Listings	1,945	
Absorbed This Week	1,636	
Median House Size (sq ft)	3,400	
Median Lot Size	0.50 - 1.0 acre	
Median Age	26	

## Altos Research Value Statistics

Market Action Index	Cool. Buyer's Market	28	↔
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## THIS WEEK

The ILHM National Report this week looked at 22531 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,255,475. These homes have been on the market for an average of 176 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 \$1,255,475.

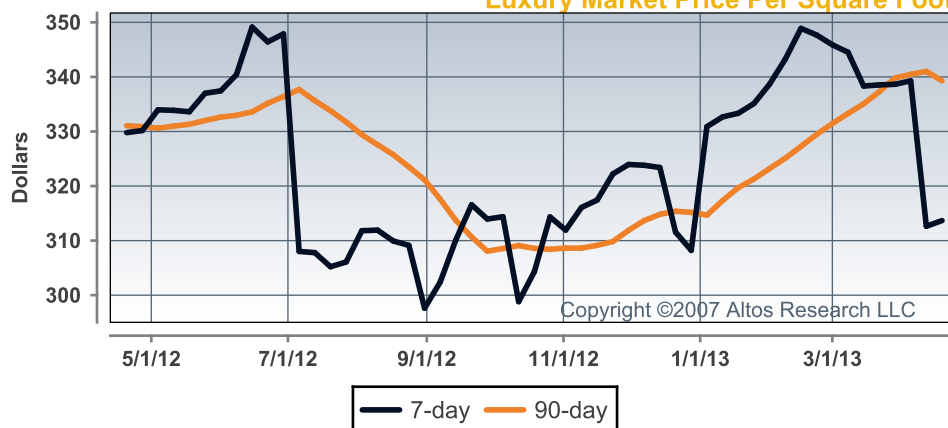
## PRICE PER SQUARE FOOT

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 \$339.

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.

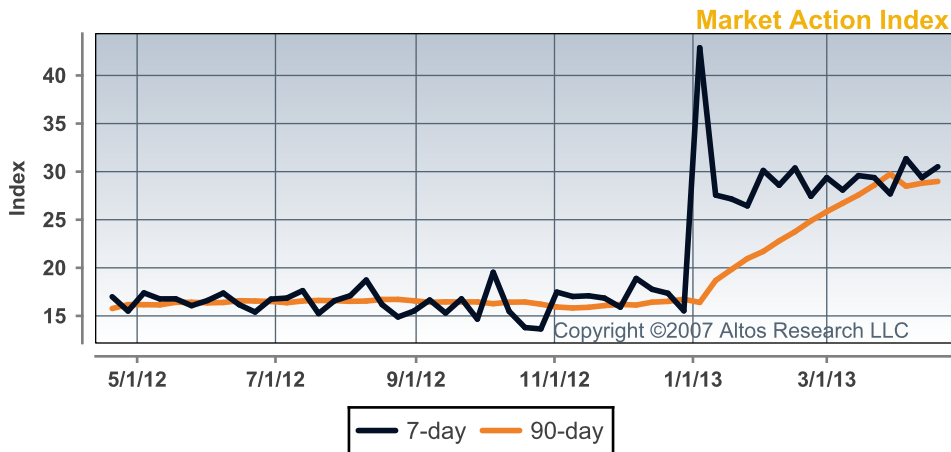
The ILHM National market is currently in the Buyer's Market zone (below 30), though not strongly so. The Market Action Index stands this week at 28 so luxury buyers should expect to find reasonable levels of selection.

## 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.

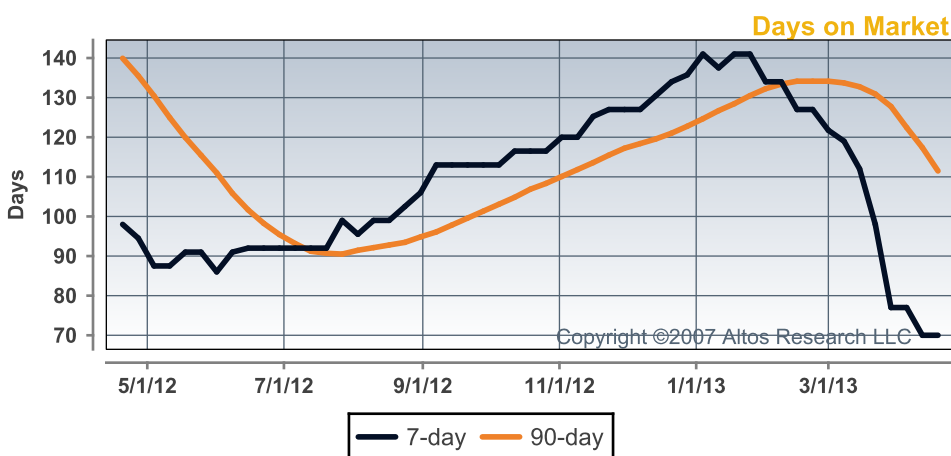
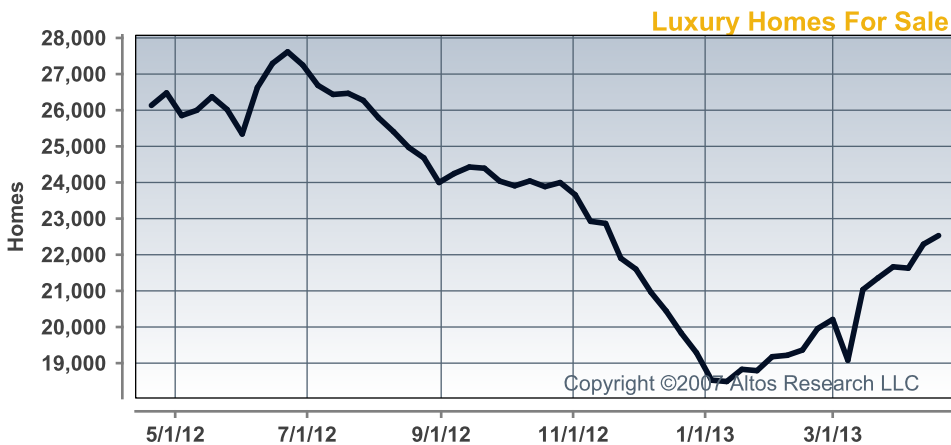
## DAYS ON MARKET (DOM)

The properties have been on the market for an average of 196 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.	Absorbed	Avg. DoM	MAI Trend
ILHM Atlanta	\$ 721,967	N/A	805	78	72	169	↑
ILHM Austin	\$ 829,450	3,626	532	52	47	172	↑
ILHM Baltimore	\$ 872,793	4,658	173	12	11	209	↑
ILHM Boston	\$ 1,584,672	4,145	410	44	26	168	↑
ILHM Charlotte	\$ 511,594	3,082	291	30	26	208	↑
ILHM Chicago	\$ 1,394,459	3,366	825	48	32	252	↓
ILHM Cleveland	\$ 452,548	4,052	262	21	17	215	↔
ILHM Dallas	\$ 867,489	4,165	1022	142	127	175	↑
ILHM Washington	\$ 1,638,912	5,582	815	82	59	132	↑
ILHM Denver	\$ 943,550	2,867	606	59	56	209	↑
ILHM Detroit	\$ 696,078	3,637	205	17	16	253	↓
ILHM Honolulu	\$ 1,277,151	2,370	474	30	28	212	↔
ILHM Houston	\$ 1,021,564	3,837	869	65	48	161	↔
ILHM Las Vegas	\$ 263,339	2,106	712	35	35	160	↔
ILHM Los Angeles	\$ 2,551,639	3,170	1047	89	82	177	↑
ILHM Miami	\$ 1,780,778	3,315	1497	68	63	258	↓
ILHM New York	\$ 4,200,827	4,651	568	21	21	310	↔
ILHM Orlando	\$ 703,444	3,246	515	59	60	189	↑
ILHM Philadelphia	\$ 1,048,823	4,233	325	25	18	248	↔
ILHM Phoenix	\$ 992,860	3,685	2135	142	125	183	↔
ILHM Portland	\$ 544,122	3,102	937	50	43	211	↓
ILHM Raleigh-Durham	\$ 475,213	2,908	660	43	21	214	↓
ILHM Sacramento/Tahoe	\$ 993,795	3,176	233	27	24	203	↓
ILHM Salt Lake	\$ 1,061,345	4,479	476	37	33	210	↑
ILHM San Diego	\$ 2,220,217	3,972	867	94	90	165	↑
ILHM San Francisco	\$ 2,913,499	3,623	169	28	22	123	↑
ILHM Seattle	\$ 976,261	3,187	808	74	57	158	↔
ILHM Silicon Valley	\$ 2,142,373	2,991	314	54	37	119	↔
ILHM Tampa	\$ 712,435	3,168	680	63	42	258	↔
ILHM Twin Cities	\$ 772,851	3,833	461	38	30	211	↔
ILHM Ventura	\$ 1,339,563	2,573	622	52	49	182	↔

## 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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