



## ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,258,953	↔
Asking Price per Square Foot	\$ 323	
Average Days on Market	97	↓
Total Inventory	23,367	
Percent of Properties with Price Decrease	24 %	
Percent Relisted (reset DOM)	11 %	
Percent Flip (price increased)	5 %	
New Listings	2,349	
Absorbed This Week	1,537	
Median House Size (sq ft)	3,371	
Median Lot Size	0.50 - 1.0 acre	
Median Age	26	

## Altos Research Value Statistics

Market Action Index	Cool. Buyer's Market	29	↔
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## THIS WEEK

The ILHM National Report this week looked at 23367 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,258,953. These homes have been on the market for an average of 97 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 \$1,258,953.

## 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 \$337.

### 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.

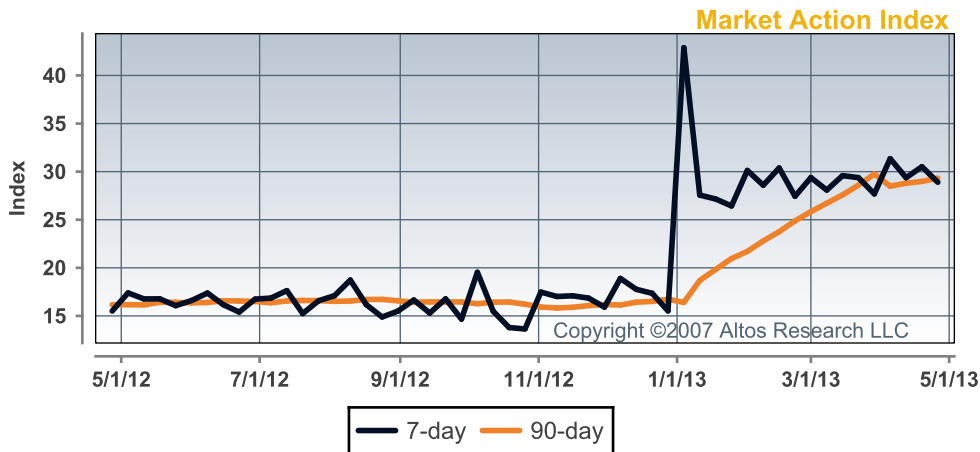
The ILHM National market is currently in the Buyer's Market zone (below 30), though not strongly so. The Market Action Index stands this week at 29 so luxury buyers should expect to find reasonable levels of selection.

## 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.

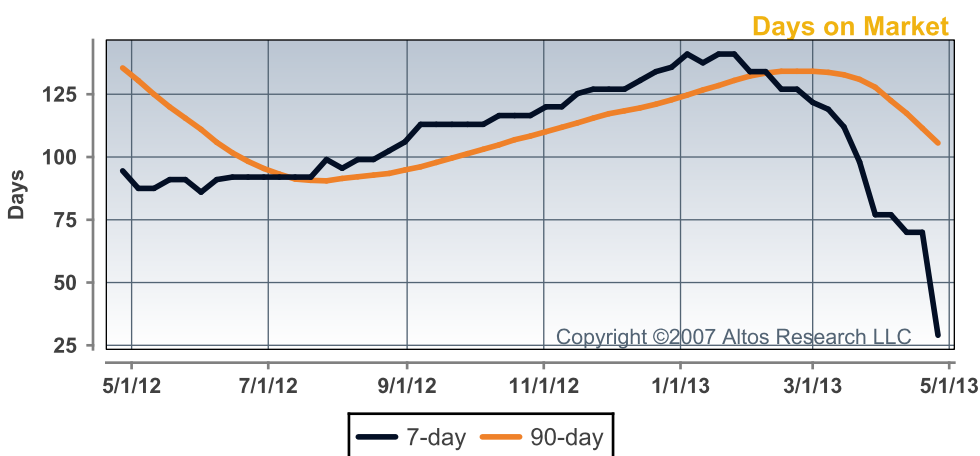
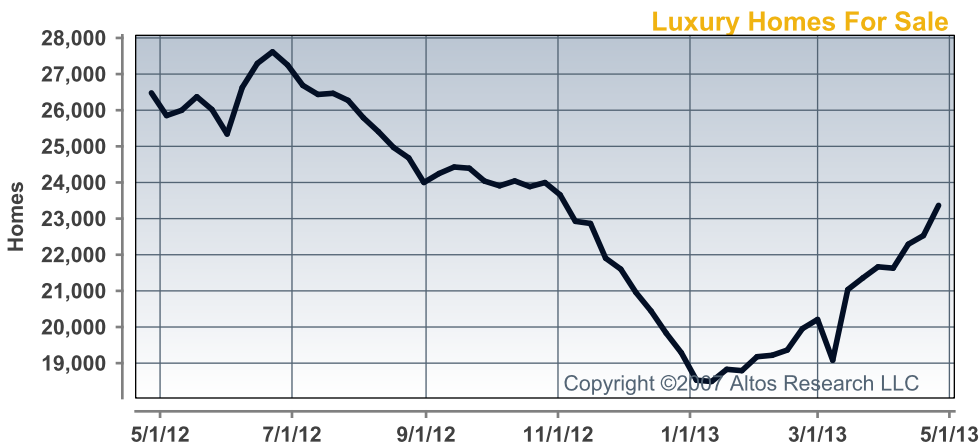
## DAYS ON MARKET (DOM)

The properties have been on the market for an average of 193 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	\$ 726,158	N/A	815	81	76	166	↔
ILHM Austin	\$ 833,495	3,647	536	54	48	169	↔
ILHM Baltimore	\$ 870,875	4,621	174	12	12	204	↑
ILHM Boston	\$ 1,569,523	4,121	430	48	27	162	↔
ILHM Charlotte	\$ 514,723	3,081	295	32	28	201	↑
ILHM Chicago	\$ 1,396,559	3,284	840	49	34	247	↓
ILHM Cleveland	\$ 457,019	4,072	266	21	17	211	↓
ILHM Dallas	\$ 875,691	4,136	1036	149	131	170	↔
ILHM Washington	\$ 1,632,009	5,560	844	89	62	130	↑
ILHM Denver	\$ 952,315	2,460	609	61	57	208	↔
ILHM Detroit	\$ 701,052	3,637	207	19	17	251	↓
ILHM Honolulu	\$ 1,273,977	2,355	475	29	29	211	↔
ILHM Houston	\$ 1,032,717	3,849	883	66	52	158	↔
ILHM Las Vegas	\$ 264,346	2,109	712	36	34	160	↔
ILHM Los Angeles	\$ 2,579,171	3,177	1063	93	85	173	↔
ILHM Miami	\$ 1,769,727	3,119	1501	76	74	256	↔
ILHM New York	\$ 4,197,657	4,609	568	22	22	310	↓
ILHM Orlando	\$ 706,131	3,261	524	60	52	188	↓
ILHM Philadelphia	\$ 1,045,390	4,224	333	26	18	245	↓
ILHM Phoenix	\$ 994,136	3,680	2151	146	130	182	↓
ILHM Portland	\$ 546,433	3,100	946	53	45	209	↓
ILHM Raleigh-Durham	\$ 477,179	2,907	685	47	22	210	↓
ILHM Sacramento/Tahoe	\$ 989,589	3,190	237	28	24	200	↓
ILHM Salt Lake	\$ 1,061,991	4,468	478	39	36	208	↔
ILHM San Diego	\$ 2,232,044	3,993	882	95	89	164	↔
ILHM San Francisco	\$ 2,923,439	3,637	177	31	23	119	↑
ILHM Seattle	\$ 982,460	3,195	828	78	59	154	↓
ILHM Silicon Valley	\$ 2,131,665	2,973	333	55	37	115	↓
ILHM Tampa	\$ 705,772	3,131	702	67	45	251	↓
ILHM Twin Cities	\$ 776,916	3,849	469	39	31	208	↓
ILHM Ventura	\$ 1,369,139	2,597	626	54	49	180	↔

## 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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