



## ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,273,414	↔
Asking Price per Square Foot	\$ 325	
Average Days on Market	151	↓
Total Inventory	24,174	
Percent of Properties with Price Decrease	27 %	
Percent Relisted (reset DOM)	15 %	
Percent Flip (price increased)	5 %	
New Listings	2,208	
Absorbed This Week	2,203	
Median House Size (sq ft)	3,210	
Median Lot Size	0.50 - 1.0 acre	
Median Age	27	

## Altos Research Value Statistics

Market Action Index	<b>Warm Seller's Market</b>	30	↔
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## THIS WEEK

The ILHM National Report this week looked at 24174 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,273,414. These homes have been on the market for an average of 151 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 \$1,273,414.

## 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 \$324.

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.

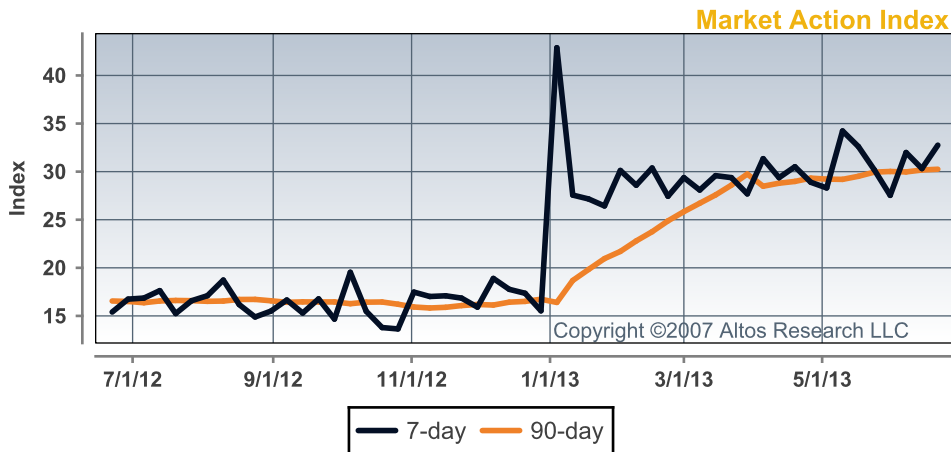
The ILHM National market is currently slightly in the Seller's Market zone (greater than 30). The Market Action Index stands at 30 which indicates that luxury demand is relatively strong but the available supply of new listings doesn't get acquired immediately.

## 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.

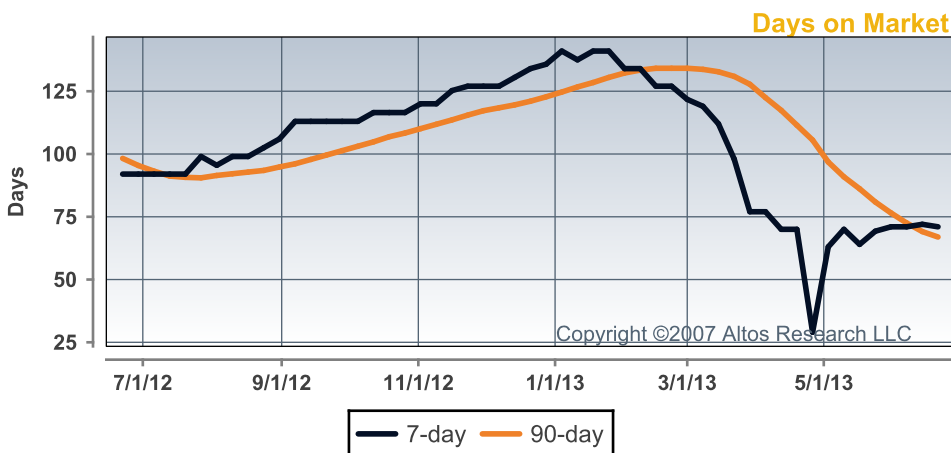
## DAYS ON MARKET (DOM)

The properties have been on the market for an average of 163 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	\$ 755,417	N/A	874	81	78	131	↓
ILHM Austin	\$ 827,623	3,666	811	107	62	124	↓
ILHM Baltimore	\$ 840,830	4,345	199	17	15	176	↑
ILHM Boston	\$ 1,500,374	3,930	549	46	36	131	← →
ILHM Charlotte	\$ 535,732	3,123	324	31	30	156	← →
ILHM Chicago	\$ 1,372,663	2,647	1021	113	48	197	← →
ILHM Cleveland	\$ 475,281	4,229	289	25	23	172	↑
ILHM Dallas	\$ 903,506	3,767	1181	121	117	142	↑
ILHM Washington	\$ 1,669,143	4,612	947	104	106	113	↑
ILHM Denver	\$ 944,645	2,928	658	73	66	182	← →
ILHM Detroit	\$ 731,031	3,560	239	24	18	209	← →
ILHM Honolulu	\$ 1,283,905	2,366	480	35	30	188	← →
ILHM Houston	\$ 1,096,399	3,888	935	65	68	131	↑
ILHM Las Vegas	\$ 282,337	2,169	724	37	38	154	← →
ILHM Los Angeles	\$ 2,726,954	3,186	1165	96	90	144	↓
ILHM Miami	\$ 1,751,131	1,659	1495	65	76	237	← →
ILHM New York	\$ 4,264,097	4,132	566	22	21	291	← →
ILHM Orlando	\$ 719,813	3,356	557	51	48	159	← →
ILHM Philadelphia	\$ 1,000,196	4,043	388	26	23	206	↑
ILHM Phoenix	\$ 1,017,394	3,682	2108	121	149	175	↑
ILHM Portland	\$ 554,650	3,080	1058	69	54	165	← →
ILHM Raleigh-Durham	\$ 493,440	2,924	834	41	32	176	↑
ILHM Sacramento/Tahoe	\$ 953,535	3,156	309	37	27	164	↓
ILHM Salt Lake	\$ 994,825	4,402	522	50	41	175	← →
ILHM San Diego	\$ 2,314,511	3,996	983	102	91	144	↓
ILHM San Francisco	\$ 3,167,657	4,065	250	35	29	92	↓
ILHM Seattle	\$ 1,009,276	3,213	1005	91	68	121	← →
ILHM Silicon Valley	\$ 2,387,949	3,237	372	56	59	92	↑
ILHM Tampa	\$ 657,670	2,918	918	70	57	187	← →
ILHM Twin Cities	\$ 797,508	3,910	546	45	36	168	← →
ILHM Ventura	\$ 1,548,010	2,783	621	49	49	155	↓

## 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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