



## ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,274,864	↔
Asking Price per Square Foot	\$ 326	
Average Days on Market	151	↓
Total Inventory	22,484	
Percent of Properties with Price Decrease	27 %	
Percent Relisted (reset DOM)	13 %	
Percent Flip (price increased)	5 %	
New Listings	2,179	
Absorbed This Week	2,085	
Median House Size (sq ft)	3,197	
Median Lot Size	0.50 - 1.0 acre	
Median Age	28	

## 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 22484 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,274,863. 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 \$1,274,863.

## 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 \$322.

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.

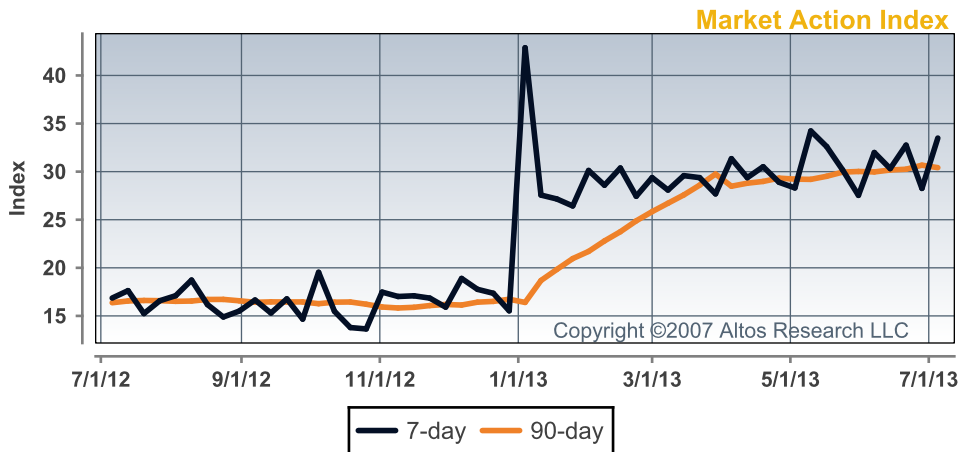
The ILHM National market is currently slightly in the Seller's Market zone (greater than 30). The Market Action Index stands at 30 which indicates that luxury demand is relatively strong but the available supply of new listings doesn't get acquired immediately.

## 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 county.

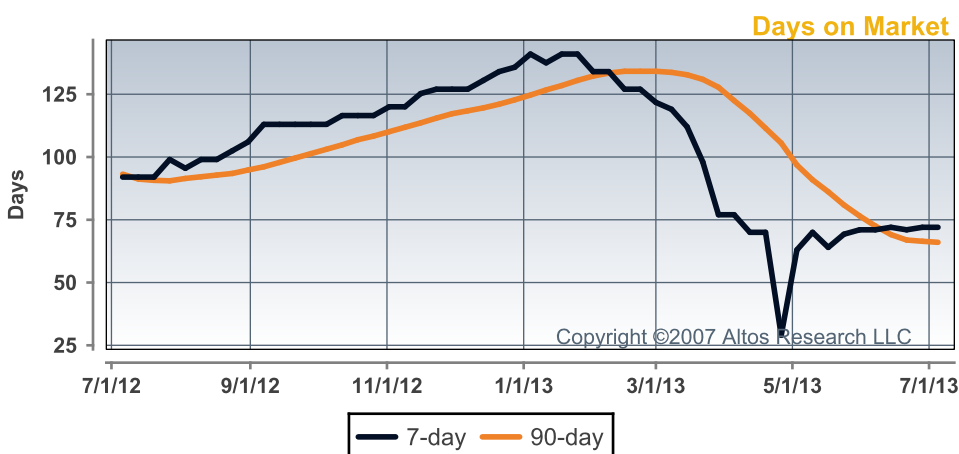
## DAYS ON MARKET (DOM)

The properties have been on the market for an average of 158 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	\$ 762,829	N/A	886	83	76	127	↓
ILHM Austin	\$ 820,829	3,669	898	109	66	116	↓
ILHM Baltimore	\$ 832,736	4,261	204	17	14	175	← →
ILHM Boston	\$ 1,521,935	3,976	550	44	43	128	↓
ILHM Charlotte	\$ 535,327	3,131	329	31	28	149	↓
ILHM Chicago	\$ 1,333,893	2,701	1120	130	87	180	↑
ILHM Cleveland	\$ 478,081	4,227	295	26	23	163	↑
ILHM Dallas	\$ 904,460	3,656	1193	118	114	138	↑
ILHM Washington	\$ 1,692,914	4,395	937	103	106	112	↑
ILHM Denver	\$ 936,120	3,659	671	76	69	176	↑
ILHM Detroit	\$ 754,335	3,587	248	26	22	198	↑
ILHM Honolulu	\$ 1,293,610	2,424	480	39	36	178	↑
ILHM Houston	\$ 1,099,328	3,886	929	64	69	127	↑
ILHM Las Vegas	\$ 284,261	2,174	724	37	37	152	← →
ILHM Los Angeles	\$ 2,749,950	3,178	1189	100	92	140	← →
ILHM Miami	\$ 1,779,687	1,310	1463	61	77	235	← →
ILHM New York	\$ 4,253,006	3,987	570	20	19	290	↓
ILHM Orlando	\$ 722,830	3,361	565	51	48	158	← →
ILHM Philadelphia	\$ 1,002,918	4,029	396	26	23	202	↑
ILHM Phoenix	\$ 1,021,762	3,678	2058	116	148	175	↑
ILHM Portland	\$ 558,205	3,084	1091	74	57	157	← →
ILHM Raleigh-Durham	\$ 494,051	2,919	845	38	34	175	↑
ILHM Sacramento/Tahoe	\$ 941,957	3,114	329	37	27	156	↓
ILHM Salt Lake	\$ 977,646	4,382	541	51	41	168	↓
ILHM San Diego	\$ 2,316,112	3,981	1008	100	90	139	↓
ILHM San Francisco	\$ 3,192,825	4,113	259	33	29	91	↓
ILHM Seattle	\$ 1,012,787	3,208	1051	95	70	117	← →
ILHM Silicon Valley	\$ 2,442,084	3,275	365	57	61	88	↑
ILHM Tampa	\$ 655,343	2,917	919	59	58	184	← →
ILHM Twin Cities	\$ 806,398	3,919	563	45	39	163	← →
ILHM Ventura	\$ 1,561,473	2,799	627	52	46	152	↓

## 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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