



## ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,334,086	↔
Asking Price per Square Foot	\$ 355	
Average Days on Market	159	↓
Total Inventory	21,168	
Percent of Properties with Price Decrease	30 %	
Percent Relisted (reset DOM)	10 %	
Percent Flip (price increased)	4 %	
New Listings	1,887	
Absorbed This Week	1,764	
Median House Size (sq ft)	3,688	
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 21168 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,334,086. These homes have been on the market for an average of 159 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 \$1,334,086.

## 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 \$350.

Luxury Market Price Trend



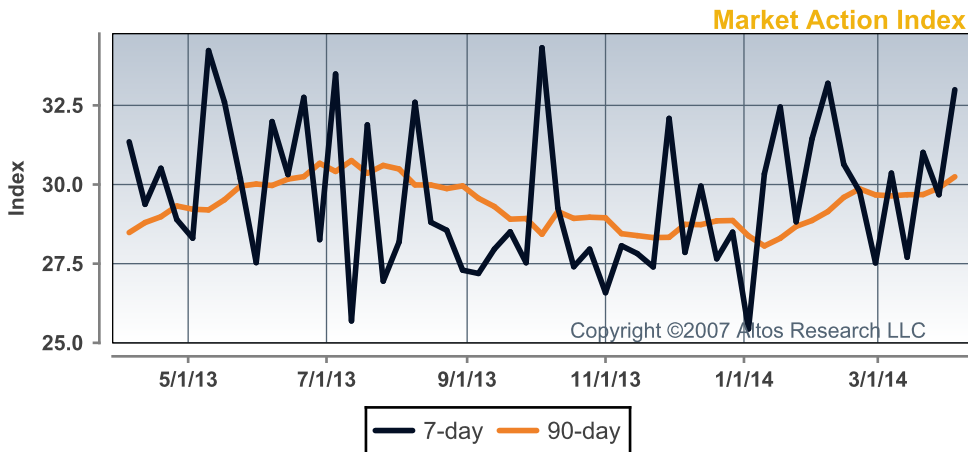
Luxury Market Price Per Square Foot



## 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.



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.

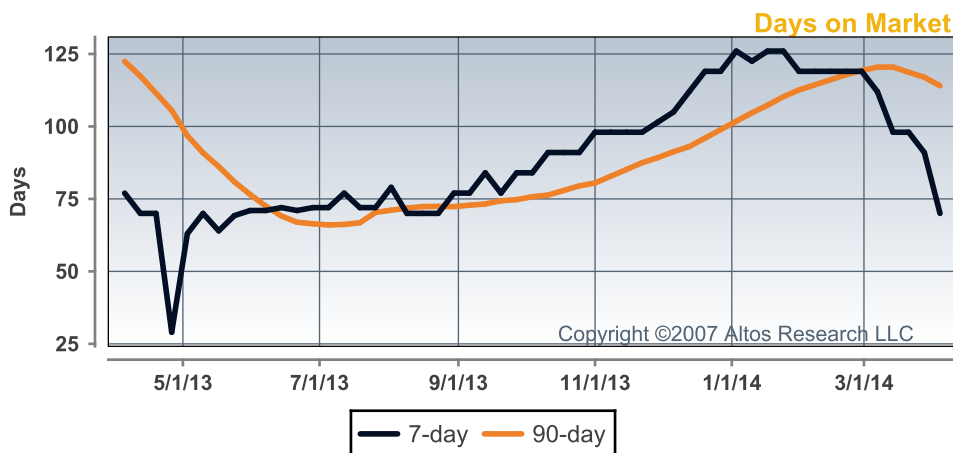
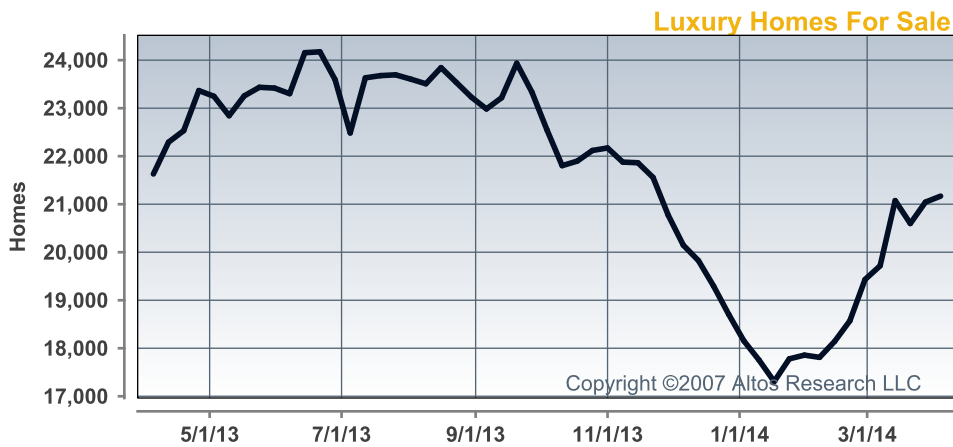
An MAI value greater than 30 typically indicates a "Seller's Market" (a.k.a. "Hot Market") because demand is high enough to quickly consume available supply. A hot market will typically cause prices to rise. MAI values below 30 indicate a "Buyer's Market" (a.k.a. "Cold Market") where the inventory of already-listed homes is sufficient to last several months at the current rate of sales. A cold market will typically cause prices to fall.

## 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 173 days.



## 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	\$ 824,711	4,097	825	79	71	136	↑
ILHM Austin	\$ 833,840	3,619	712	67	56	142	↔
ILHM Baltimore	\$ 866,232	4,169	165	9	10	192	↔
ILHM Boston	\$ 1,883,946	4,614	281	27	18	102	↓
ILHM Charlotte	\$ 562,416	2,574	340	36	19	131	↓
ILHM Chicago	\$ 1,486,557	4,254	687	37	30	216	↓
ILHM Cleveland	\$ 506,232	4,243	240	15	14	204	↔
ILHM Dallas	\$ 980,244	4,462	822	87	73	137	↔
ILHM Washington	\$ 1,933,473	4,606	554	56	47	163	↔
ILHM Denver	\$ 872,892	4,195	563	60	56	170	↑
ILHM Detroit	\$ 810,203	3,711	256	20	24	220	↑
ILHM Honolulu	\$ 1,503,287	2,591	462	31	27	151	↔
ILHM Houston	\$ 1,222,777	4,041	686	52	40	137	↓
ILHM Las Vegas	\$ 354,246	2,328	445	37	40	132	↑
ILHM Los Angeles	\$ 3,227,054	3,770	776	82	76	142	↓
ILHM Miami	\$ 2,536,161	3,992	945	55	59	204	↔
ILHM New York	\$ 4,368,608	4,804	548	23	20	279	↔
ILHM Orlando	\$ 682,031	3,063	602	53	42	156	↑
ILHM Philadelphia	\$ 1,218,022	4,309	245	13	11	243	↓
ILHM Phoenix	\$ 948,927	3,595	2858	170	119	210	↑
ILHM Portland	\$ 609,615	3,152	851	51	44	173	↓
ILHM Raleigh-Durham	\$ 470,148	2,887	634	36	21	198	↓
ILHM Sacramento/Tahoe	\$ 868,810	2,774	346	30	28	158	↑
ILHM Salt Lake	\$ 1,286,093	4,681	512	34	35	176	↑
ILHM San Diego	\$ 2,204,772	3,874	872	81	64	145	↓
ILHM San Francisco	\$ 4,106,755	4,759	124	21	18	121	↑
ILHM Seattle	\$ 1,279,573	3,573	401	50	46	142	↑
ILHM Silicon Valley	\$ 2,418,075	3,290	222	41	31	119	↓
ILHM Tampa	\$ 623,093	2,780	1032	68	57	177	↑
ILHM Twin Cities	\$ 817,872	3,966	469	37	31	178	↑
ILHM Ventura	\$ 1,603,035	2,788	449	46	48	157	↔

## 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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