

ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,341,027	↔
Asking Price per Square Foot	\$ 351	
Average Days on Market	145	↓
Total Inventory	24,266	
Percent of Properties with Price Decrease	33 %	
Percent Relisted (reset DOM)	8 %	
Percent Flip (price increased)	5 %	
New Listings	1,641	
Absorbed This Week	1,461	
Median House Size (sq ft)	3,706	
Median Lot Size	0.50 - 1.0 acre	
Median Age	28	

Altos Research Value Statistics

Market Action Index	Warm Seller's Market	30	↔
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THIS WEEK

The ILHM National Report this week looked at 24266 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,341,026. These homes have been on the market for an average of 145 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 \$1,341,026.

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 \$353.

Luxury Market Price Trend



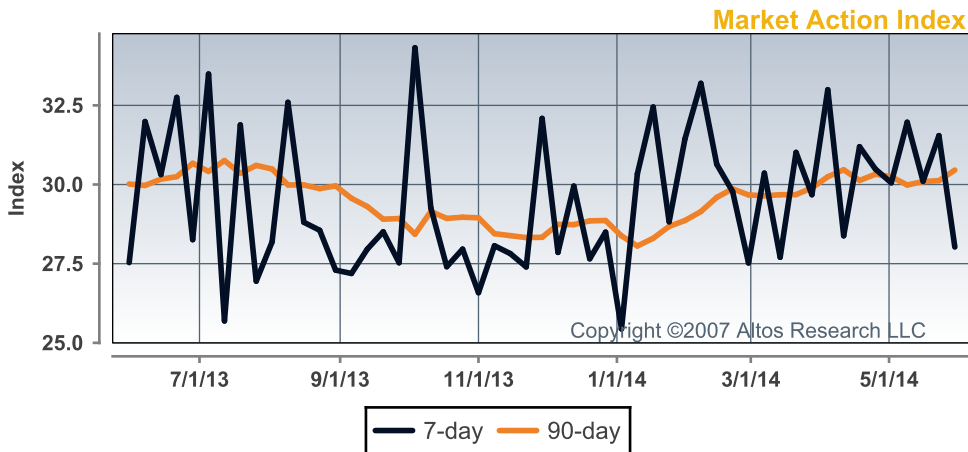
Luxury Market Price Per Square Foot



## 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.

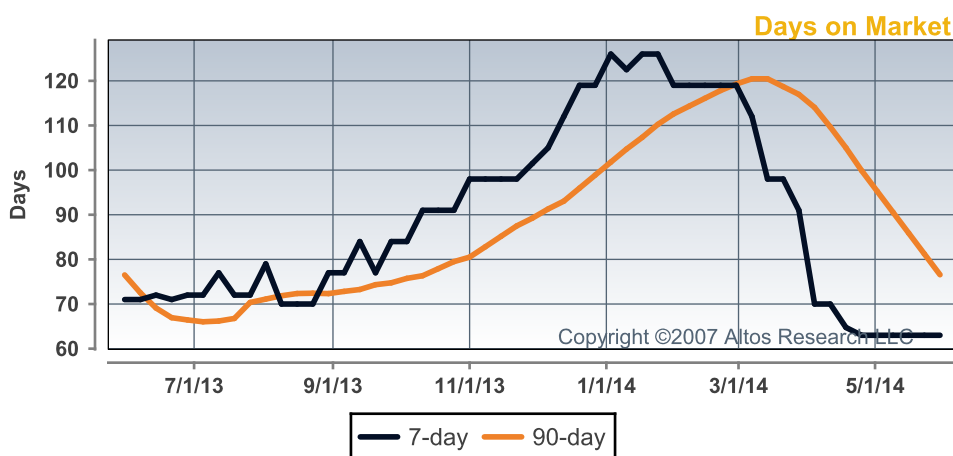
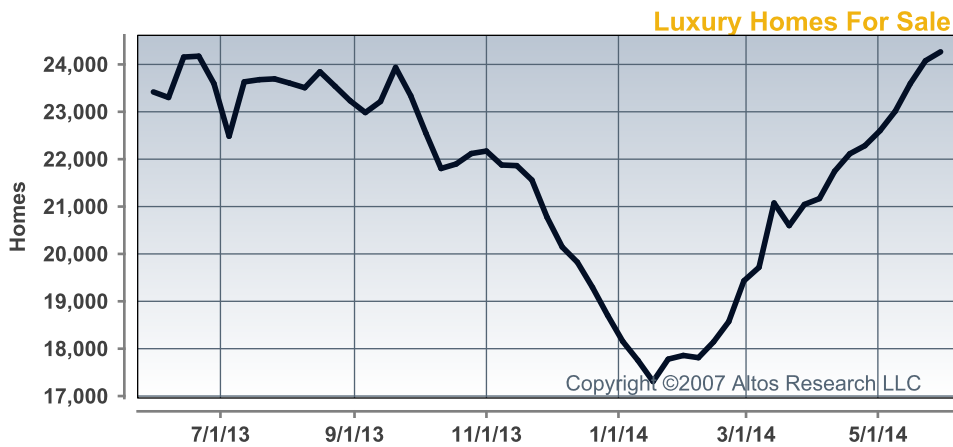
An MAI value greater than 30 typically indicates a "Seller's Market" (a.k.a. "Hot Market") because demand is high enough to quickly consume available supply. A hot market will typically cause prices to rise. MAI values below 30 indicate a "Buyer's Market" (a.k.a. "Cold Market") where the inventory of 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 155 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	\$ 853,982	4,164	973	105	85	123	↔
ILHM Austin	\$ 917,439	3,759	864	96	75	122	↑
ILHM Baltimore	\$ 905,660	4,192	199	18	12	164	↑
ILHM Boston	\$ 1,844,609	4,574	376	42	30	91	↑
ILHM Charlotte	\$ 593,473	3,096	502	43	24	112	↔
ILHM Chicago	\$ 1,490,120	4,249	825	58	35	187	↔
ILHM Cleveland	\$ 531,009	4,356	272	25	19	167	↑
ILHM Dallas	\$ 985,275	4,421	972	114	94	113	↔
ILHM Washington	\$ 1,775,424	4,472	713	99	78	124	↑
ILHM Denver	\$ 942,531	4,434	626	76	65	160	↑
ILHM Detroit	\$ 871,410	3,983	246	38	28	190	↔
ILHM Honolulu	\$ 1,400,528	2,487	524	39	33	142	↓
ILHM Houston	\$ 1,255,474	4,066	802	66	50	120	↔
ILHM Las Vegas	\$ 377,193	2,403	432	42	40	129	↓
ILHM Los Angeles	\$ 3,106,156	3,619	889	100	83	127	↔
ILHM Miami	\$ 2,491,847	3,908	1238	65	70	205	↓
ILHM New York	\$ 4,350,127	4,673	602	26	18	263	↔
ILHM Orlando	\$ 687,256	3,089	676	62	55	145	↔
ILHM Philadelphia	\$ 1,116,813	4,147	341	29	15	201	↓
ILHM Phoenix	\$ 916,066	3,540	3013	143	150	197	↑
ILHM Portland	\$ 611,207	3,160	942	68	56	155	↑
ILHM Raleigh-Durham	\$ 480,374	2,884	793	46	26	174	↑
ILHM Sacramento/Tahoe	\$ 857,348	2,758	389	45	33	145	↔
ILHM Salt Lake	\$ 1,212,573	4,591	571	49	38	161	↔
ILHM San Diego	\$ 2,221,538	4,002	1034	106	82	131	↔
ILHM San Francisco	\$ 3,890,510	4,553	158	33	22	103	↔
ILHM Seattle	\$ 1,300,948	3,638	480	75	61	115	↔
ILHM Silicon Valley	\$ 2,436,303	3,272	295	55	42	92	↓
ILHM Tampa	\$ 626,091	2,780	1104	71	65	170	↑
ILHM Twin Cities	\$ 851,824	3,957	574	52	34	159	↑
ILHM Ventura	\$ 1,664,864	2,862	492	59	49	145	↓

## 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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