

ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,326,995	↔
Asking Price per Square Foot	\$ 353	
Average Days on Market	143	↓
Total Inventory	24,061	
Percent of Properties with Price Decrease	36 %	
Percent Relisted (reset DOM)	9 %	
Percent Flip (price increased)	4 %	
New Listings	1,432	
Absorbed This Week	1,550	
Median House Size (sq ft)	3,692	
Median Lot Size	0.50 - 1.0 acre	
Median Age	29	

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 24061 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,326,995. These homes have been on the market for an average of 143 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 \$1,326,995.

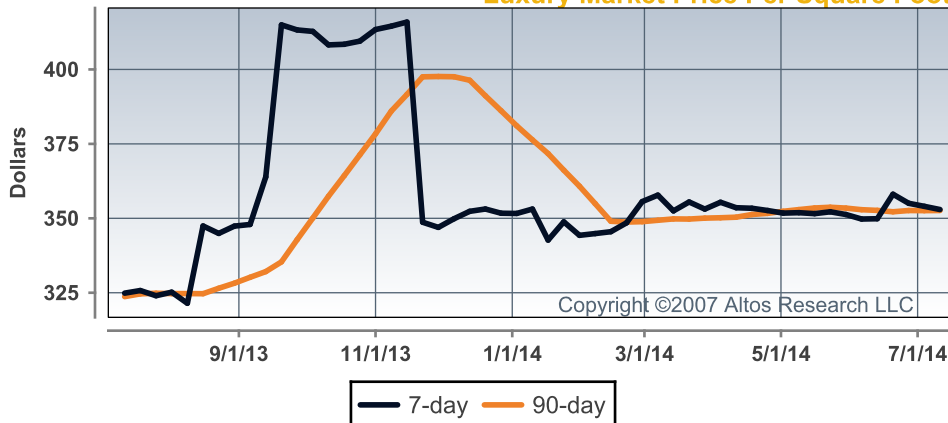
PRICE PER SQUARE FOOT

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 \$352.

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.

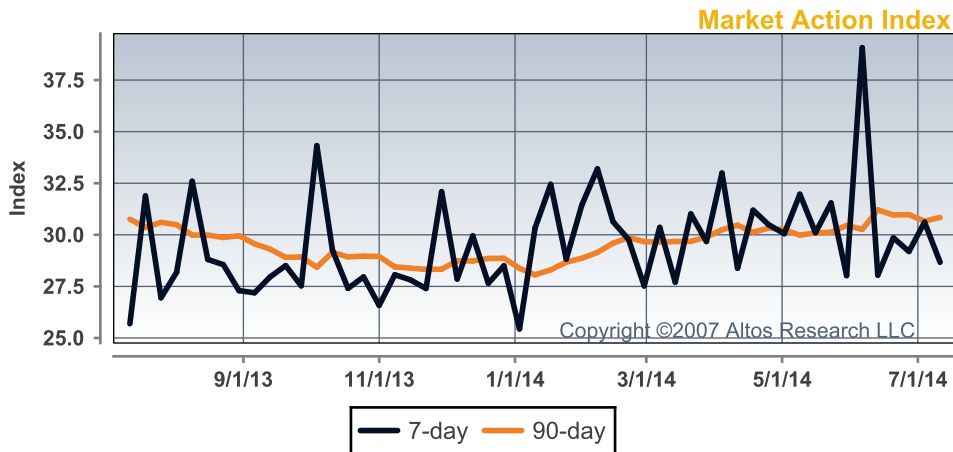
The ILHM National market is currently slightly in the Seller's Market zone (greater than 30). The Market Action Index stands at 30 which indicates that luxury demand is relatively strong but the available supply of new listings doesn't get acquired immediately.

## 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.

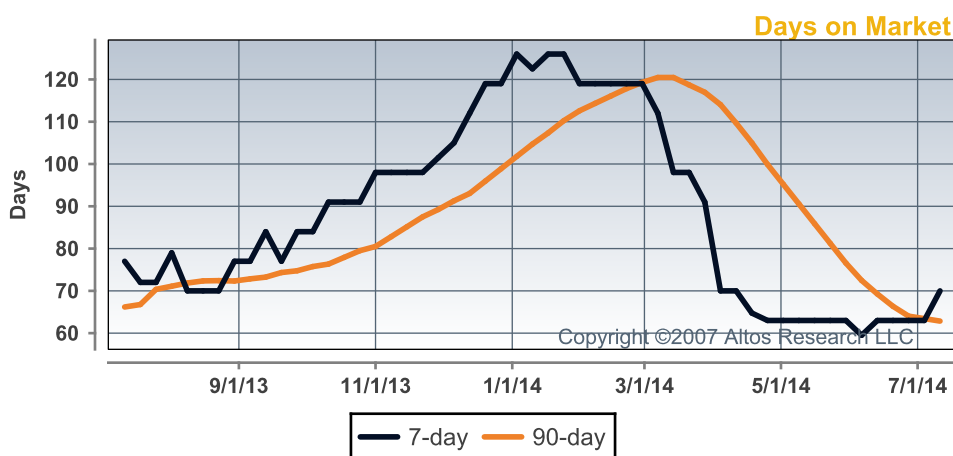
## DAYS ON MARKET (DOM)

The properties have been on the market for an average of 145 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	\$ 850,269	4,177	1066	100	89	118	↔
ILHM Austin	\$ 908,406	3,725	965	96	82	116	↔
ILHM Baltimore	\$ 902,261	4,337	244	20	13	141	↔
ILHM Boston	\$ 1,894,615	4,663	419	38	35	93	↑
ILHM Charlotte	\$ 616,738	2,566	537	33	33	113	↔
ILHM Chicago	\$ 1,449,419	4,295	978	67	40	166	↔
ILHM Cleveland	\$ 528,743	4,528	305	29	24	147	↔
ILHM Dallas	\$ 972,583	4,360	1051	113	101	101	↔
ILHM Washington	\$ 1,653,454	4,249	850	111	93	107	↔
ILHM Denver	\$ 983,520	4,577	685	76	66	149	↓
ILHM Detroit	\$ 779,667	3,812	329	45	30	161	↓
ILHM Honolulu	\$ 1,333,853	2,436	550	41	36	135	↓
ILHM Houston	\$ 1,239,777	4,035	860	62	57	114	↔
ILHM Las Vegas	\$ 384,645	2,436	436	40	38	125	↓
ILHM Los Angeles	\$ 3,008,462	3,599	976	101	90	122	↓
ILHM Miami	\$ 2,488,407	3,909	1205	63	68	207	↔
ILHM New York	\$ 4,368,314	4,634	628	22	20	258	↔
ILHM Orlando	\$ 692,781	3,140	696	60	58	142	↔
ILHM Philadelphia	\$ 1,090,177	4,099	410	28	20	178	↔
ILHM Phoenix	\$ 886,235	3,473	2900	120	168	193	↓
ILHM Portland	\$ 630,484	3,180	874	76	90	143	↑
ILHM Raleigh-Durham	\$ 486,617	2,903	848	38	36	168	↑
ILHM Sacramento/Tahoe	\$ 861,743	2,744	459	51	33	134	↓
ILHM Salt Lake	\$ 1,102,986	4,489	643	56	42	147	↓
ILHM San Diego	\$ 2,223,272	3,993	1167	115	94	125	↔
ILHM San Francisco	\$ 3,377,207	4,192	211	34	26	87	↓
ILHM Seattle	\$ 1,333,508	3,632	539	79	68	103	↓
ILHM Silicon Valley	\$ 2,421,833	3,150	337	60	57	85	↔
ILHM Tampa	\$ 607,073	2,825	1146	73	69	160	↔
ILHM Twin Cities	\$ 852,607	3,938	685	60	44	137	↔
ILHM Ventura	\$ 1,631,053	2,838	561	62	52	130	↓

## 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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