

ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,380,238	↔
Asking Price per Square Foot	\$ 372	
Average Days on Market	142	↓
Total Inventory	24,047	
Percent of Properties with Price Decrease	35 %	
Percent Relisted (reset DOM)	9 %	
Percent Flip (price increased)	3 %	
New Listings	1,775	
Absorbed This Week	1,932	
Median House Size (sq ft)	3,764	
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 24047 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,380,237. These homes have been on the market for an average of 142 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 \$1,380,237.

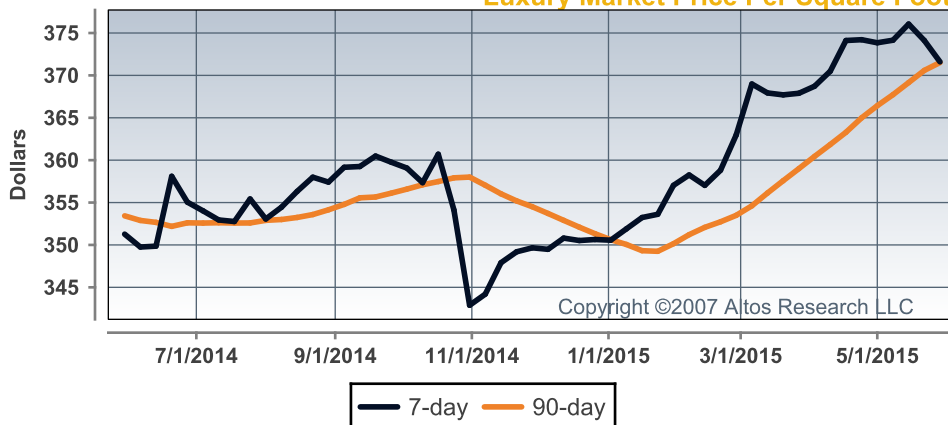
PRICE PER SQUARE FOOT

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 \$371.

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.

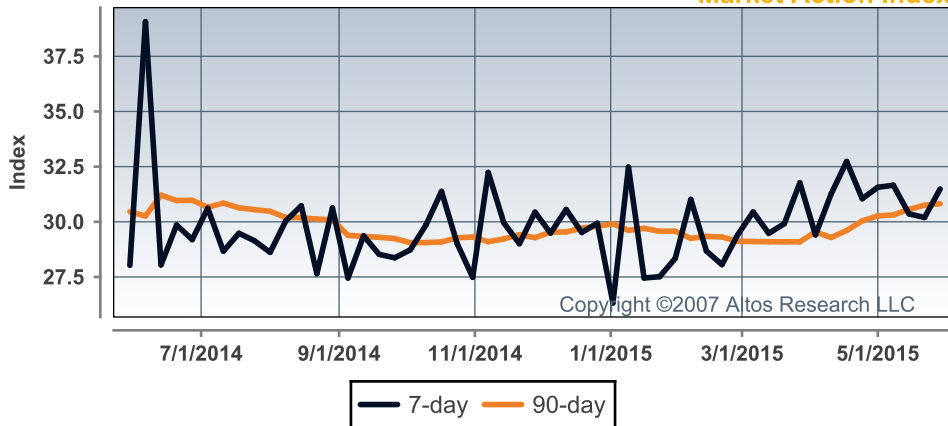
## INVENTORY

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 152 days.

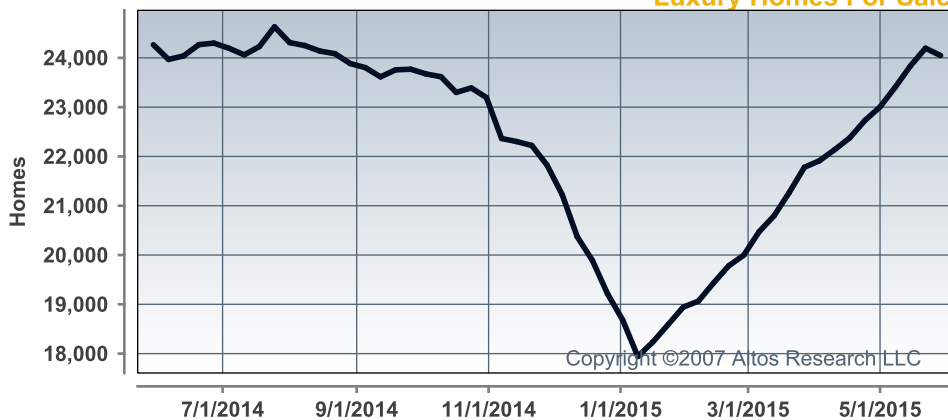
### Market Action Index



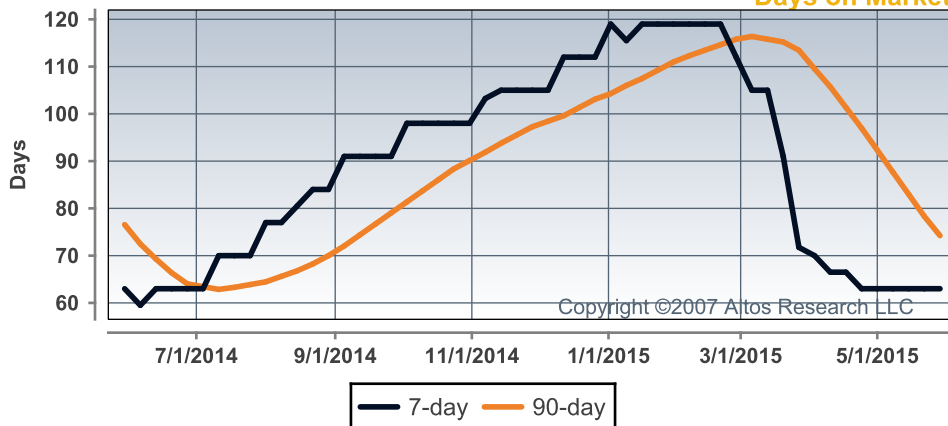
The Market Action Index (MAI) illustrates the balance between supply and demand using a statistical function of the current rate of sale versus current inventory.

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 Homes For Sale



### Days on Market



## 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	\$ 962,834	4,228	918	97	77	131	↔
ILHM Austin	\$ 931,915	3,735	925	88	68	144	↔
ILHM Baltimore	\$ 882,537	4,247	262	18	14	166	↑
ILHM Boston	\$ 2,116,431	5,005	305	45	28	151	↑
ILHM Charlotte	\$ 621,306	3,167	395	32	28	120	↑
ILHM Chicago	\$ 1,452,741	4,319	1045	63	37	197	↔
ILHM Cleveland	\$ 534,925	4,610	272	25	20	158	↔
ILHM Dallas	\$ 1,043,024	4,444	996	120	92	110	↔
ILHM Washington	\$ 1,747,930	4,546	896	112	74	130	↔
ILHM Denver	\$ 1,074,347	4,814	521	66	58	165	↑
ILHM Detroit	\$ 751,606	3,663	333	33	23	200	↓
ILHM Honolulu	\$ 1,404,204	2,488	605	38	32	164	↔
ILHM Houston	\$ 1,262,091	3,919	736	71	64	113	↑
ILHM Las Vegas	\$ 413,709	2,443	498	50	52	146	↑
ILHM Los Angeles	\$ 3,440,994	3,832	915	102	90	137	↔
ILHM Miami	\$ 2,731,981	4,102	1256	121	118	199	↑
ILHM New York	\$ 3,369,796	4,323	588	56	25	101	↔
ILHM Orlando	\$ 700,608	3,087	724	58	44	153	↓
ILHM Philadelphia	\$ 1,051,705	3,776	361	30	18	197	↑
ILHM Phoenix	\$ 998,490	3,689	3157	146	165	171	↑
ILHM Portland	\$ 749,382	3,515	542	65	58	153	↑
ILHM Raleigh-Durham	\$ 500,378	2,989	818	52	33	171	↑
ILHM Sacramento/Tahoe	\$ 916,140	2,978	375	41	30	154	↓
ILHM Salt Lake	\$ 1,258,725	4,466	575	48	41	167	↑
ILHM San Diego	\$ 2,279,550	3,882	1051	101	92	137	↔
ILHM San Francisco	\$ 3,465,267	4,022	169	29	24	101	↑
ILHM Seattle	\$ 1,362,489	3,449	454	86	73	80	↔
ILHM Silicon Valley	\$ 2,882,375	3,235	233	54	43	79	↔
ILHM Tampa	\$ 657,654	2,915	1182	72	64	167	↓
ILHM Twin Cities	\$ 805,569	3,924	742	61	42	164	↑
ILHM Ventura	\$ 1,664,589	2,875	478	59	51	128	↓

## 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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