

ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,363,355	← →
Asking Price per Square Foot	\$ 379	
Average Days on Market	149	↑
Total Inventory	24,145	
Percent of Properties with Price Decrease	40 %	
Percent Relisted (reset DOM)	11 %	
Percent Flip (price increased)	4 %	
New Listings	1,575	
Absorbed This Week	1,550	
Median House Size (sq ft)	3,747	
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 24145 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,363,355. These homes have been on the market for an average of 149 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.

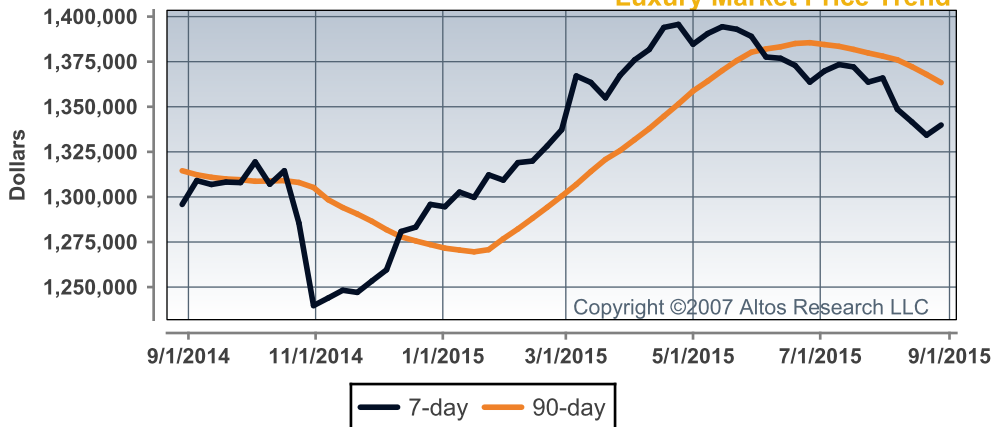
PRICE

Luxury home prices across the ILHM National sample have stayed relatively stable in recent weeks. This week median price is \$1,363,355.

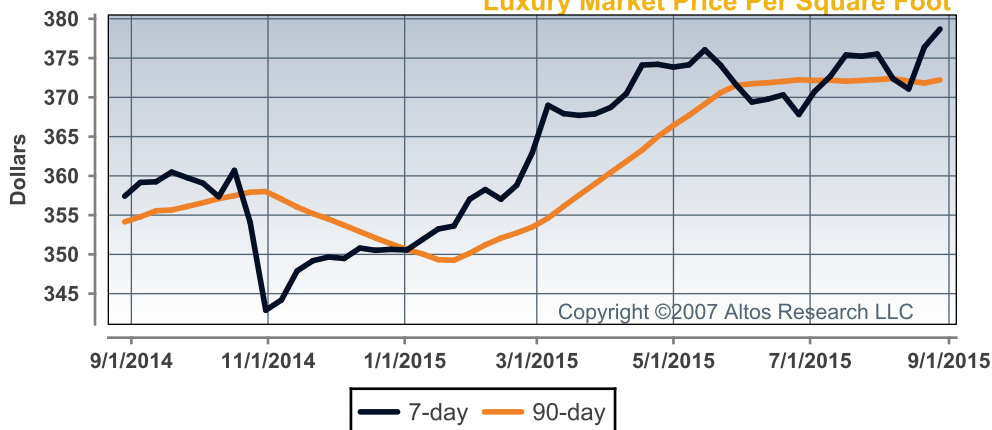
PRICE PER SQUARE FOOT

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 \$372.

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.

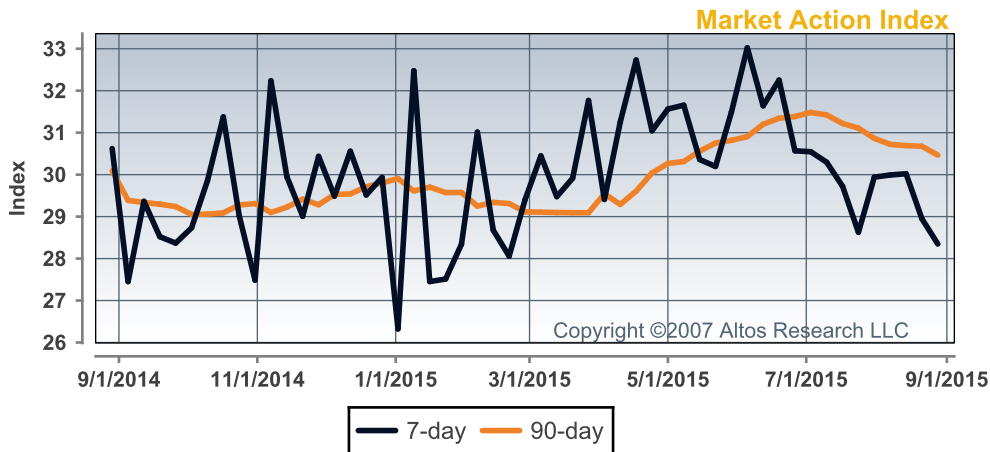
The ILHM National market is currently slightly in the Seller's Market zone (greater than 30). The Market Action Index stands at 30 which indicates that luxury demand is relatively strong but the available supply of new listings doesn't get acquired immediately.

## 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.

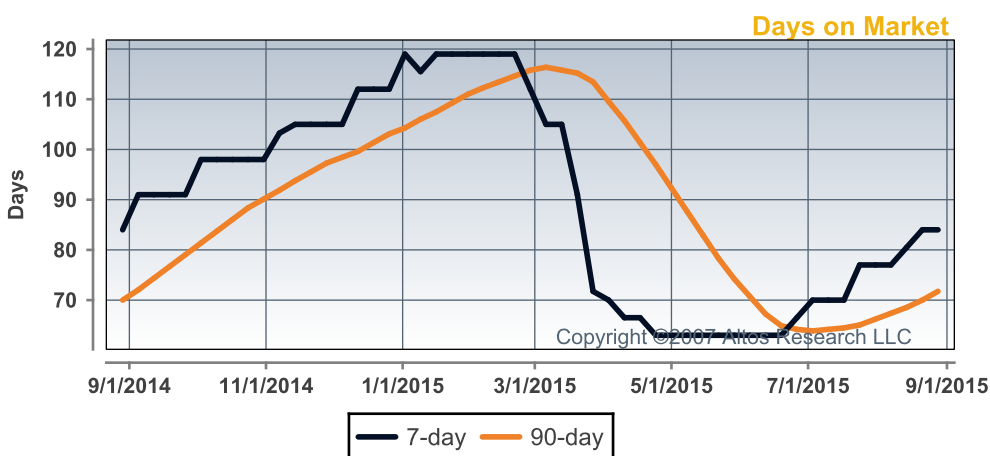
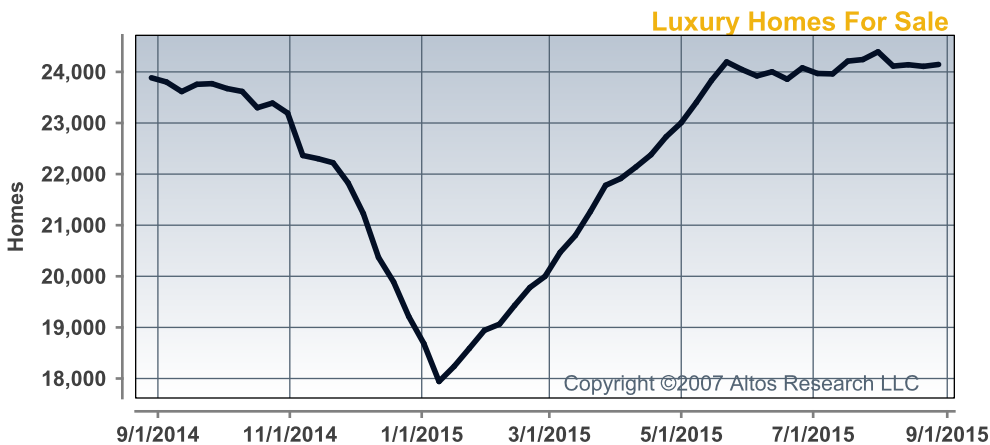
## DAYS ON MARKET (DOM)

The properties have been on the market for an average of 142 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	\$ 942,845	4,062	1076	83	77	125	↓
ILHM Austin	\$ 920,704	3,634	1111	88	80	131	↔
ILHM Baltimore	\$ 853,063	4,294	312	19	17	149	↓
ILHM Boston	\$ 1,933,956	4,712	431	30	30	127	↓
ILHM Charlotte	\$ 635,152	3,247	423	28	28	106	↔
ILHM Chicago	\$ 1,428,373	4,273	1265	56	54	180	↑
ILHM Cleveland	\$ 540,870	4,478	342	24	20	135	↓
ILHM Dallas	\$ 1,048,206	4,424	1170	103	104	100	↔
ILHM Washington	\$ 1,612,431	4,320	1096	80	86	123	↓
ILHM Denver	\$ 1,009,169	4,400	691	78	65	138	↓
ILHM Detroit	\$ 743,287	3,636	431	34	29	175	↔
ILHM Honolulu	\$ 1,480,615	2,494	654	40	40	152	↔
ILHM Houston	\$ 1,204,944	3,781	843	79	65	110	↓
ILHM Las Vegas	\$ 386,306	2,440	520	55	42	141	↓
ILHM Los Angeles	\$ 3,337,863	3,827	1036	97	93	126	↔
ILHM Miami	\$ 2,735,325	4,061	1197	86	91	213	↓
ILHM New York	\$ 3,179,900	4,948	580	27	31	135	↓
ILHM Orlando	\$ 696,140	3,048	788	53	50	145	↔
ILHM Philadelphia	\$ 1,073,619	3,836	433	16	22	167	↓
ILHM Phoenix	\$ 995,553	3,735	2250	102	156	179	↔
ILHM Portland	\$ 771,351	3,463	608	71	66	128	↔
ILHM Raleigh-Durham	\$ 523,888	3,127	845	34	41	171	↔
ILHM Sacramento/Tahoe	\$ 835,895	2,748	496	39	35	137	↑
ILHM Salt Lake	\$ 1,231,621	4,403	649	47	46	148	↓
ILHM San Diego	\$ 2,310,474	3,743	1217	102	93	122	↔
ILHM San Francisco	\$ 3,190,371	3,792	190	22	22	97	↓
ILHM Seattle	\$ 1,340,828	3,424	540	82	80	73	↔
ILHM Silicon Valley	\$ 2,761,807	3,076	293	42	43	77	↓
ILHM Tampa	\$ 676,189	2,922	1163	64	64	169	↔
ILHM Twin Cities	\$ 794,845	3,920	862	56	55	142	↔
ILHM Ventura	\$ 1,521,982	2,842	569	65	56	116	↔

## 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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