

ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,366,879	↔
Asking Price per Square Foot	\$ 387	
Average Days on Market	155	↑
Total Inventory	24,254	
Percent of Properties with Price Decrease	40 %	
Percent Relisted (reset DOM)	12 %	
Percent Flip (price increased)	3 %	
New Listings	1,516	
Absorbed This Week	1,498	
Median House Size (sq ft)	3,705	
Median Lot Size	0.50 - 1.0 acre	
Median Age	29	

Altos Research Value Statistics

Market Action Index	Cool. Buyer's Market	28	↔
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THIS WEEK

The ILHM National Report this week looked at 24254 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,366,878. These homes have been on the market for an average of 155 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.

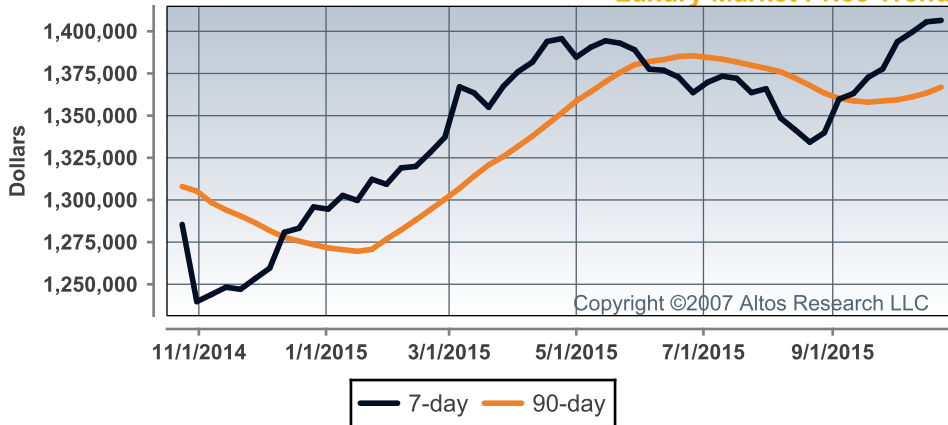
PRICE

Luxury home prices across the ILHM National sample have stayed relatively stable in recent weeks. This week median price is \$1,366,878.

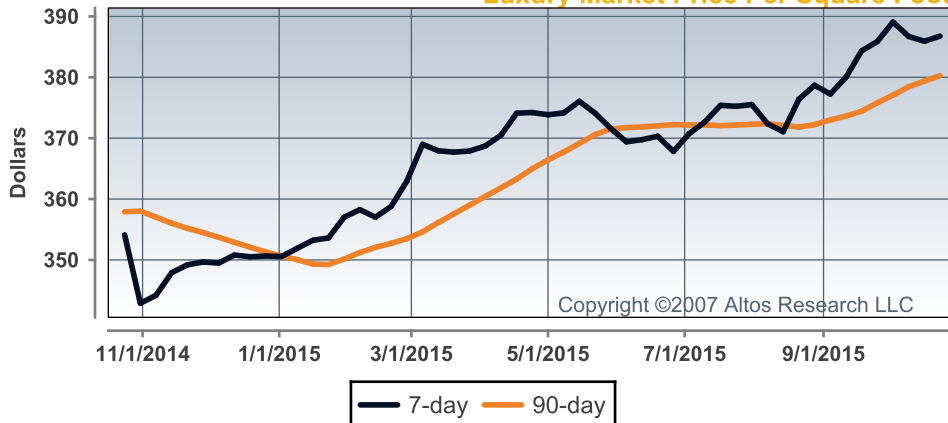
PRICE PER SQUARE FOOT

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 \$380.

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.

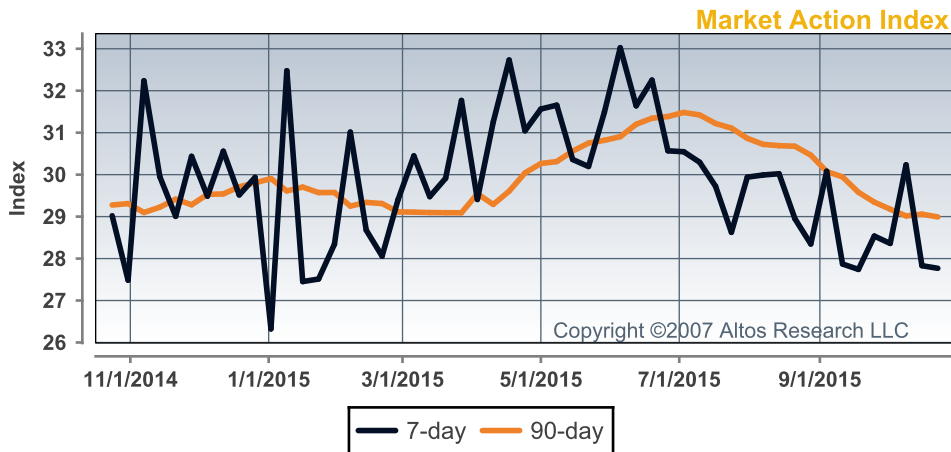
The ILHM National market is currently in the Buyer's Market zone (below 30), though not strongly so. The Market Action Index stands this week at 28 so luxury buyers should expect to find reasonable levels of selection.

## 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.

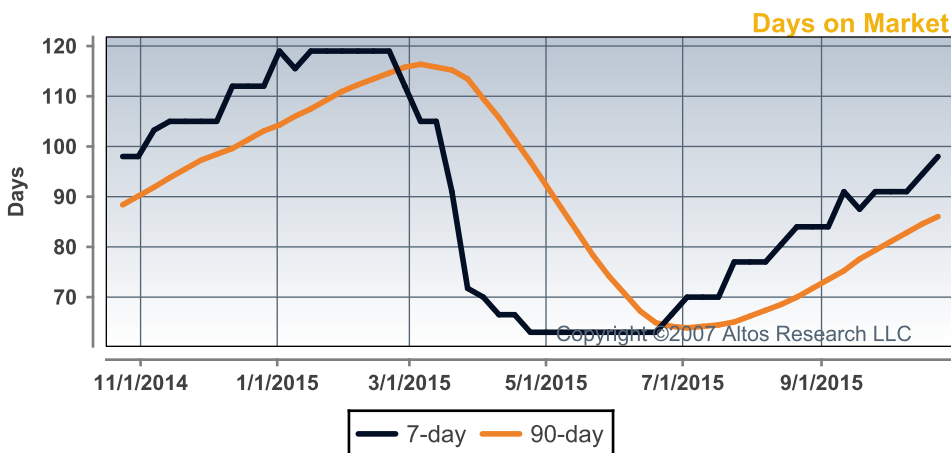
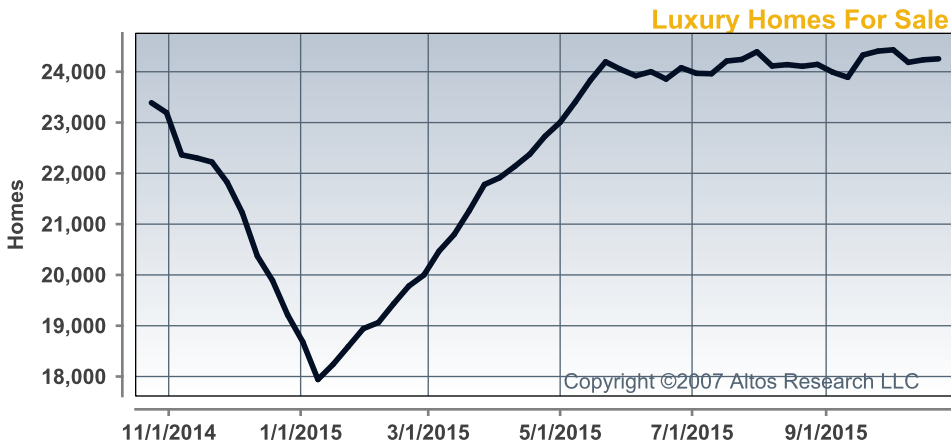
## DAYS ON MARKET (DOM)

The properties have been on the market for an average of 150 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	\$ 940,426	3,998	1085	73	78	131	↔↔
ILHM Austin	\$ 919,428	3,627	1089	66	77	145	↔↔
ILHM Baltimore	\$ 844,913	4,198	302	13	15	160	↓
ILHM Boston	\$ 1,863,792	4,633	419	29	27	148	↔↔
ILHM Charlotte	\$ 640,310	3,196	402	27	31	108	↑
ILHM Chicago	\$ 1,481,689	4,341	1198	45	52	199	↔↔
ILHM Cleveland	\$ 541,735	4,513	349	22	23	143	↔↔
ILHM Dallas	\$ 1,041,698	4,348	1166	86	90	110	↔↔
ILHM Washington	\$ 1,616,314	4,421	1095	73	73	144	↔↔
ILHM Denver	\$ 965,812	4,276	748	72	69	136	↔↔
ILHM Detroit	\$ 733,476	3,652	442	25	26	186	↔↔
ILHM Honolulu	\$ 1,540,604	2,512	642	34	39	159	↔↔
ILHM Houston	\$ 1,127,125	3,713	923	66	60	111	↓
ILHM Las Vegas	\$ 421,882	2,471	581	48	38	132	↓
ILHM Los Angeles	\$ 3,288,744	3,814	1052	89	91	135	↔↔
ILHM Miami	\$ 2,737,845	4,047	1199	75	73	223	↔↔
ILHM New York	\$ 3,357,707	5,191	618	33	28	144	↔↔
ILHM Orlando	\$ 700,767	3,060	793	43	45	151	↓
ILHM Philadelphia	\$ 1,049,866	3,770	402	18	19	187	↔↔
ILHM Phoenix	\$ 990,951	3,712	2185	140	111	178	↓
ILHM Portland	\$ 772,106	3,433	644	59	62	125	↔↔
ILHM Raleigh-Durham	\$ 519,709	3,111	792	30	35	191	↔↔
ILHM Sacramento/Tahoe	\$ 817,386	2,683	515	35	38	146	↑
ILHM Salt Lake	\$ 1,223,426	4,439	639	39	44	149	↔↔
ILHM San Diego	\$ 2,306,469	3,229	1281	90	86	130	↓
ILHM San Francisco	\$ 3,031,112	3,586	206	26	22	97	↔↔
ILHM Seattle	\$ 1,332,506	3,431	510	69	74	83	↔↔
ILHM Silicon Valley	\$ 2,778,144	3,145	295	38	38	86	↓
ILHM Tampa	\$ 669,818	2,902	1176	69	65	173	↔↔
ILHM Twin Cities	\$ 827,977	3,950	826	43	48	154	↔↔
ILHM Ventura	\$ 1,401,462	2,690	621	62	60	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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