

ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,562,902	↔
Asking Price per Square Foot	\$ 396	
Average Days on Market	147	↓
Total Inventory	25,655	
Percent of Properties with Price Decrease	39 %	
Percent Relisted (reset DOM)	10 %	
Percent Flip (price increased)	3 %	
New Listings	2,071	
Absorbed This Week	2,010	
Median House Size (sq ft)	3,924	
Median Lot Size	0.50 - 1.0 acre	
Median Age	29	

Altos Research Value Statistics

Market Action Index	Cool. Buyer's Market	29	↔
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THIS WEEK

The ILHM National Report this week looked at 25655 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,562,901. These homes have been on the market for an average of 147 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.

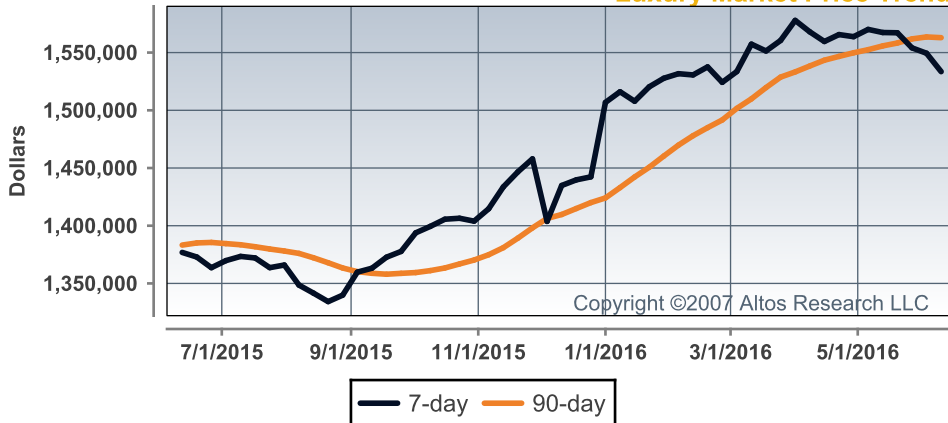
PRICE

Luxury home prices across the ILHM National sample have stayed relatively stable in recent weeks. This week median price is \$1,562,901.

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 \$400.

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.

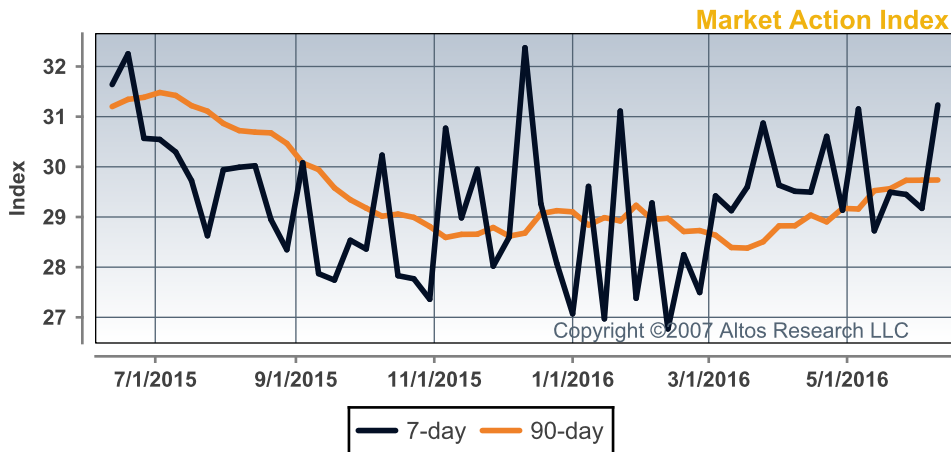
The ILHM National market is currently in the Buyer's Market zone (below 30), though not strongly so. The Market Action Index stands this week at 29 so luxury buyers should expect to find reasonable levels of selection.

## 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 country.

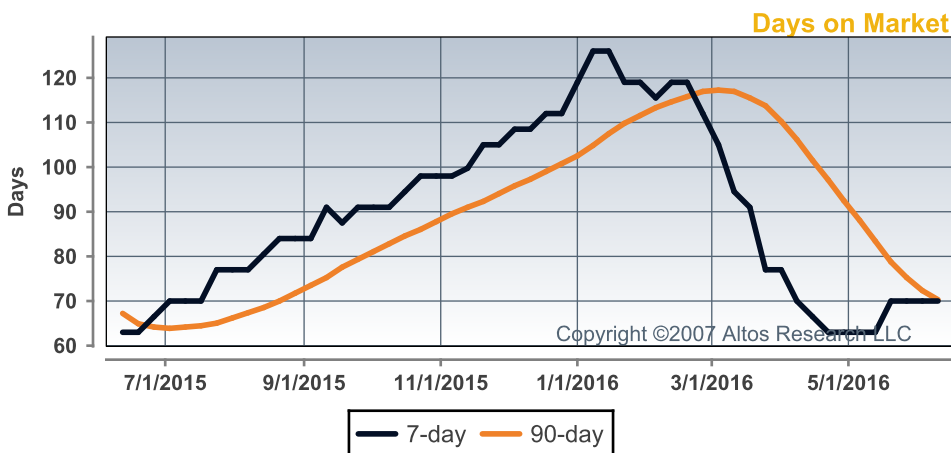
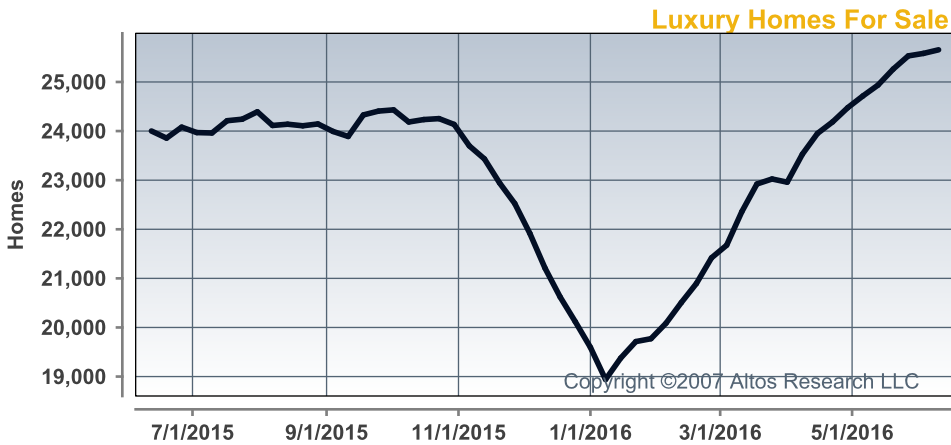
## DAYS ON MARKET (DOM)

The properties have been on the market for an average of 154 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	\$ 984,273	4,141	1049	105	82	131	↔
ILHM Austin	\$ 987,187	3,784	1063	97	80	138	↑
ILHM Baltimore	\$ 865,571	4,454	223	21	19	162	↑
ILHM Boston	\$ 1,960,825	4,769	448	46	35	136	↔
ILHM Charlotte	\$ 799,643	3,710	277	31	28	99	↓
ILHM Chicago	\$ 1,511,187	4,371	1303	66	43	203	↑
ILHM Cleveland	\$ 626,098	4,716	280	28	24	157	↔
ILHM Dallas	\$ 1,155,843	4,426	1238	116	88	118	↔
ILHM Washington	\$ 1,679,735	4,275	1032	109	85	145	↔
ILHM Denver	\$ 1,086,020	5,022	588	79	67	153	↑
ILHM Detroit	\$ 838,018	4,006	328	31	24	158	↑
ILHM Honolulu	\$ 1,566,196	2,547	646	39	35	163	↔
ILHM Houston	\$ 1,249,267	3,942	1073	80	70	126	↔
ILHM Las Vegas	\$ 474,411	2,542	624	52	44	142	↔
ILHM Los Angeles	\$ 3,840,542	3,903	1039	105	96	145	↑
ILHM Miami	\$ 2,907,440	4,095	1592	80	76	211	↓
ILHM New York	\$ 5,542,382	6,173	549	25	19	184	↑
ILHM Orlando	\$ 766,144	3,278	818	59	46	134	↔
ILHM Philadelphia	\$ 1,047,529	3,938	400	29	21	182	↔
ILHM Phoenix	\$ 1,083,241	3,873	3051	149	170	173	↔
ILHM Portland	\$ 873,298	3,559	440	62	51	126	↔
ILHM Raleigh-Durham	\$ 557,102	3,269	630	50	58	177	↑
ILHM Sacramento/Tahoe	\$ 924,996	2,963	374	39	29	164	↓
ILHM Salt Lake	\$ 1,654,402	4,841	669	51	44	144	↑
ILHM San Diego	\$ 2,338,836	3,910	1209	96	84	144	↑
ILHM San Francisco	\$ 3,767,781	3,972	190	31	24	93	↔
ILHM Seattle	\$ 1,781,845	3,855	360	74	67	89	↔
ILHM Silicon Valley	\$ 3,146,946	3,295	240	49	44	74	↑
ILHM Tampa	\$ 718,894	2,982	1249	71	66	175	↔
ILHM Twin Cities	\$ 900,062	4,092	761	58	44	165	↔
ILHM Ventura	\$ 1,849,731	2,993	514	59	53	127	↔

## 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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