

ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,561,409	↔
Asking Price per Square Foot	\$ 397	
Average Days on Market	145	↓
Total Inventory	25,643	
Percent of Properties with Price Decrease	40 %	
Percent Relisted (reset DOM)	11 %	
Percent Flip (price increased)	3 %	
New Listings	2,271	
Absorbed This Week	2,095	
Median House Size (sq ft)	3,931	
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 25643 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,561,409. These homes have been on the market for an average of 145 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.

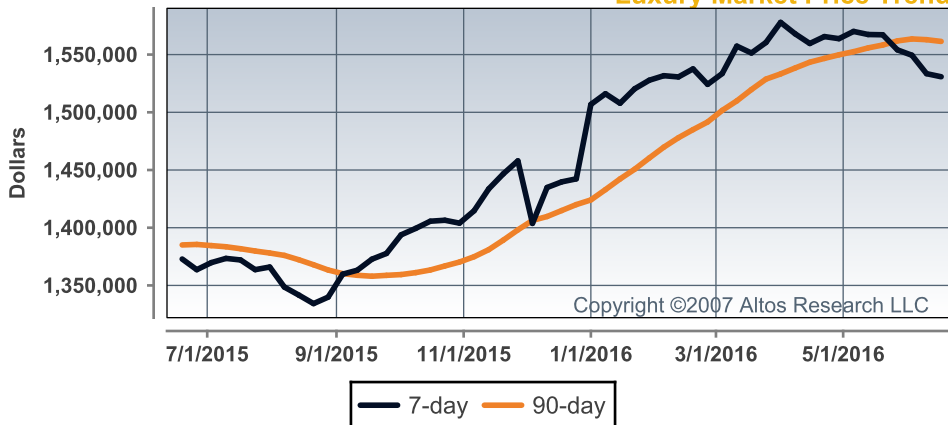
PRICE

Luxury home prices across the ILHM National sample have stayed relatively stable in recent weeks. This week median price is \$1,561,409.

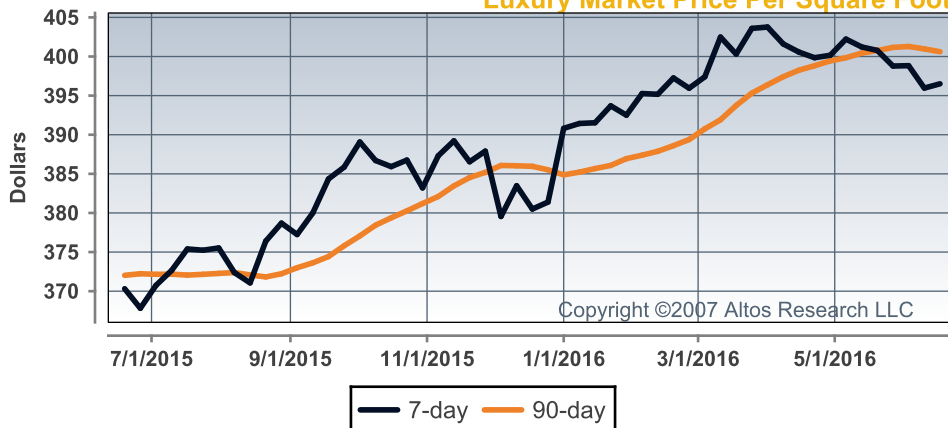
PRICE PER SQUARE FOOT

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.

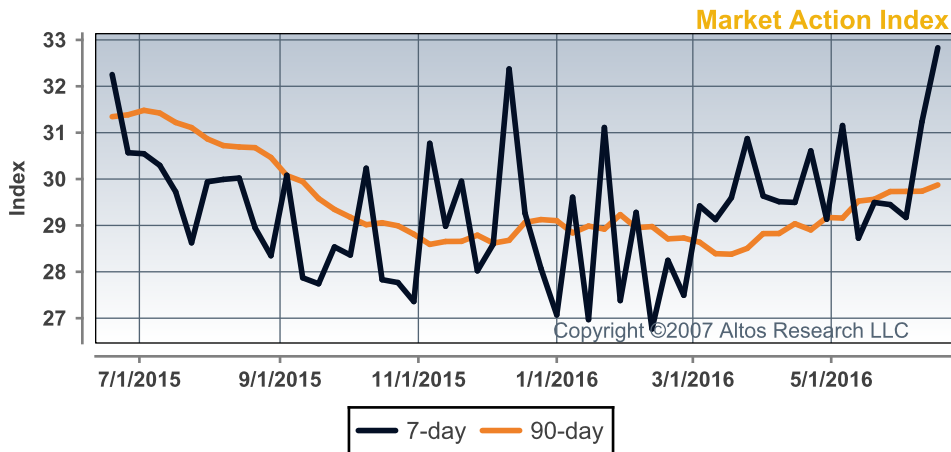
The ILHM National market is currently in the Buyer's Market zone (below 30), though not strongly so. The Market Action Index stands this week at 29 so luxury buyers should expect to find reasonable levels of selection.

## 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.

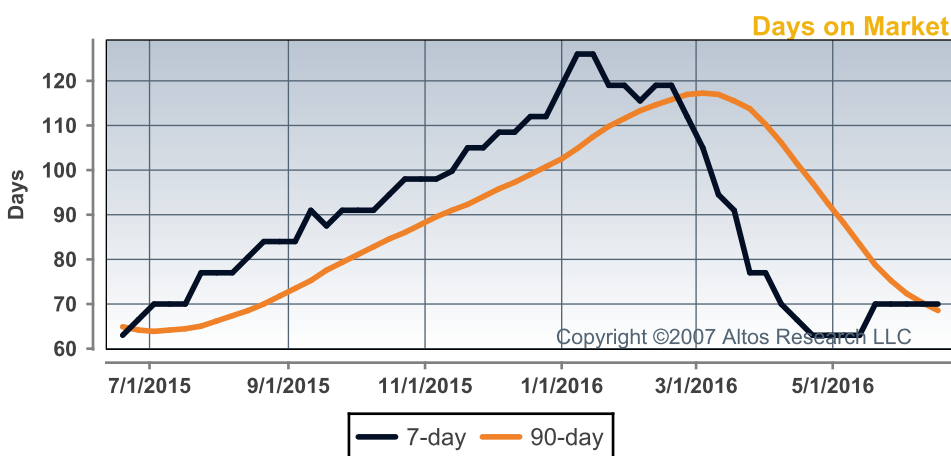
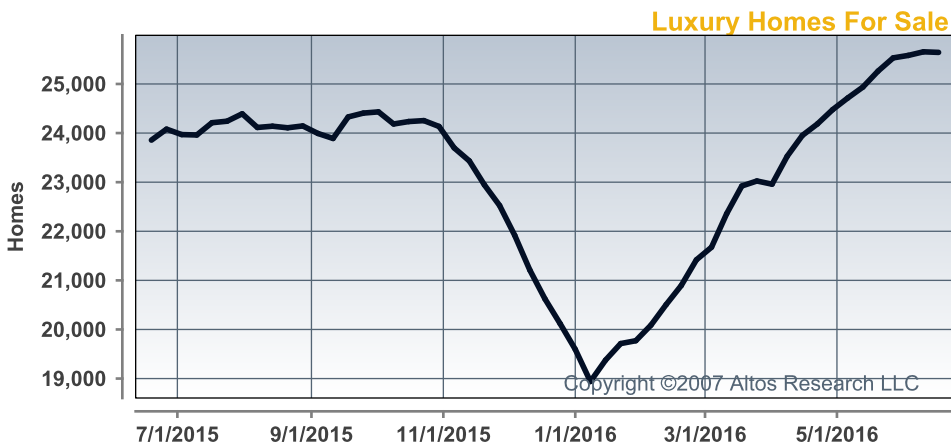
## DAYS ON MARKET (DOM)

The properties have been on the market for an average of 153 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.	Absor bed	Avg. DoM	MAI Trend
ILHM Atlanta	\$ 983,775	4,136	1069	101	81	130	↔
ILHM Austin	\$ 988,977	3,782	1079	97	82	136	↑
ILHM Baltimore	\$ 868,573	4,460	224	21	19	158	↑
ILHM Boston	\$ 1,943,657	4,759	458	44	34	135	↓
ILHM Charlotte	\$ 795,726	3,690	282	32	27	98	↓
ILHM Chicago	\$ 1,509,575	4,368	1324	65	44	201	↑
ILHM Cleveland	\$ 627,664	4,714	285	29	24	156	↓
ILHM Dallas	\$ 1,154,783	4,429	1263	115	89	117	↔
ILHM Washington	\$ 1,674,518	4,272	1055	109	86	143	↔
ILHM Denver	\$ 1,086,699	5,053	600	82	70	151	↑
ILHM Detroit	\$ 836,446	4,010	337	33	24	153	↔
ILHM Honolulu	\$ 1,565,683	2,550	648	38	36	162	↔
ILHM Houston	\$ 1,252,684	3,954	1082	80	70	126	↔
ILHM Las Vegas	\$ 474,239	2,636	637	53	44	140	↔
ILHM Los Angeles	\$ 3,833,607	3,906	1045	104	99	144	↑
ILHM Miami	\$ 2,898,049	4,097	1590	76	78	211	↓
ILHM New York	\$ 5,534,254	6,215	554	24	19	185	↔
ILHM Orlando	\$ 766,713	3,276	827	57	48	134	↔
ILHM Philadelphia	\$ 1,040,141	3,929	408	29	21	179	↑
ILHM Phoenix	\$ 1,084,466	3,875	3016	145	179	175	↑
ILHM Portland	\$ 875,641	3,563	452	63	51	123	↓
ILHM Raleigh-Durham	\$ 560,429	3,282	620	49	60	174	↑
ILHM Sacramento/Tahoe	\$ 922,400	2,953	385	41	30	159	↓
ILHM Salt Lake	\$ 1,633,670	4,805	672	53	46	144	↑
ILHM San Diego	\$ 2,341,590	3,918	1221	97	86	142	↑
ILHM San Francisco	\$ 3,746,305	3,946	196	31	25	90	↔
ILHM Seattle	\$ 1,796,989	3,863	369	75	67	88	↔
ILHM Silicon Valley	\$ 3,146,548	3,301	244	48	44	73	↔
ILHM Tampa	\$ 718,829	2,990	1252	70	67	174	↔
ILHM Twin Cities	\$ 900,844	4,103	772	57	46	163	↔
ILHM Ventura	\$ 1,878,050	3,007	519	60	54	126	↔

## 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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