

ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,509,758	↔
Asking Price per Square Foot	\$ 409	
Average Days on Market	151	↑
Total Inventory	25,501	
Percent of Properties with Price Decrease	41 %	
Percent Relisted (reset DOM)	12 %	
Percent Flip (price increased)	3 %	
New Listings	1,302	
Absorbed This Week	1,533	
Median House Size (sq ft)	3,866	
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 25501 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,509,757. These homes have been on the market for an average of 151 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.

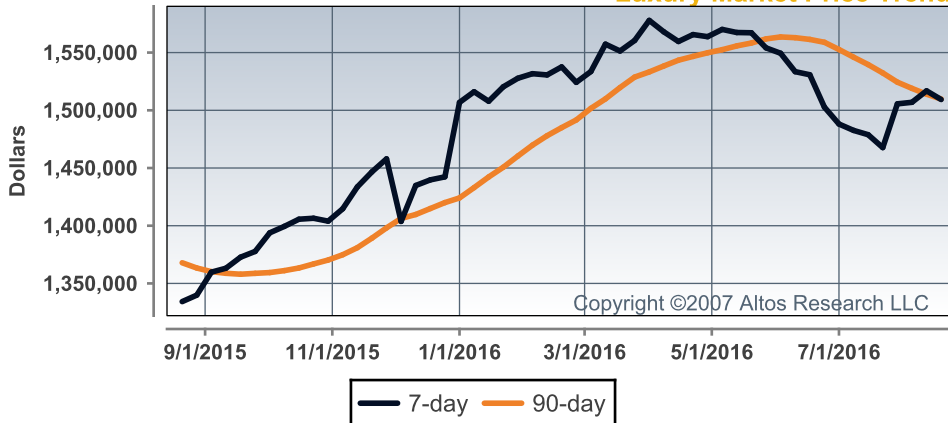
PRICE

Luxury home prices across the ILHM National sample have stayed relatively stable in recent weeks. This week median price is \$1,509,757.

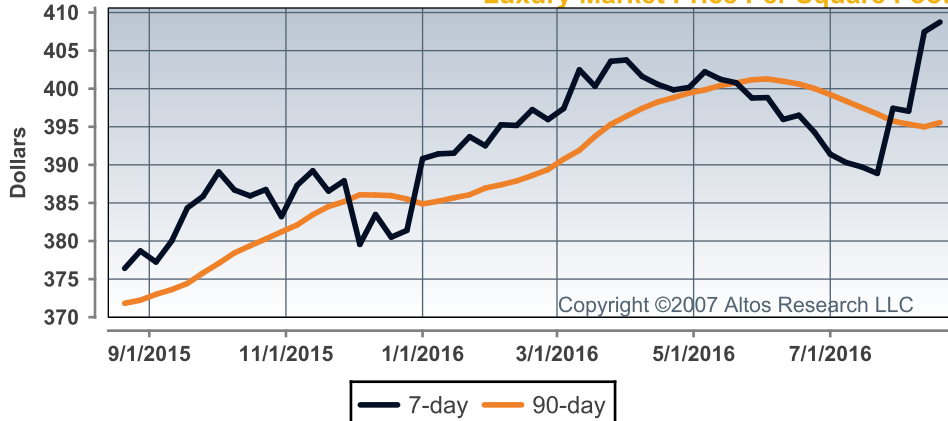
PRICE PER SQUARE FOOT

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 \$395.

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.

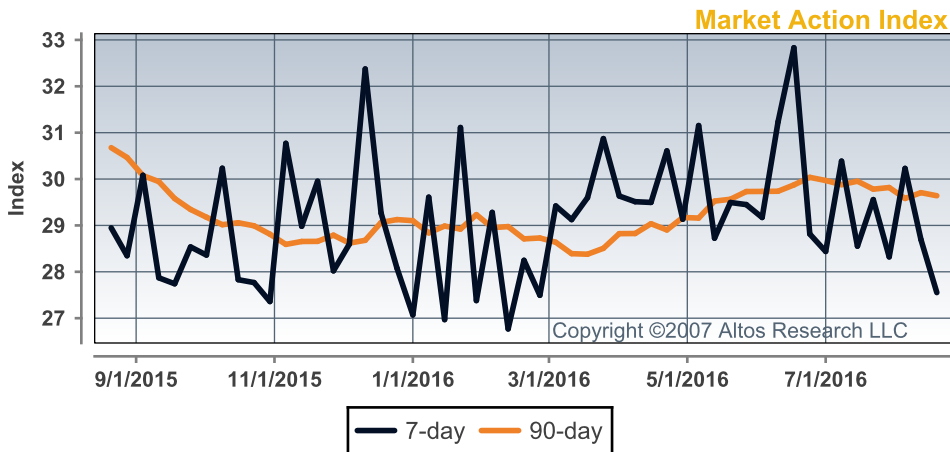
The ILHM National market is currently in the Buyer's Market zone (below 30), though not strongly so. The Market Action Index stands this week at 29 so luxury buyers should expect to find reasonable levels of selection.

## 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.

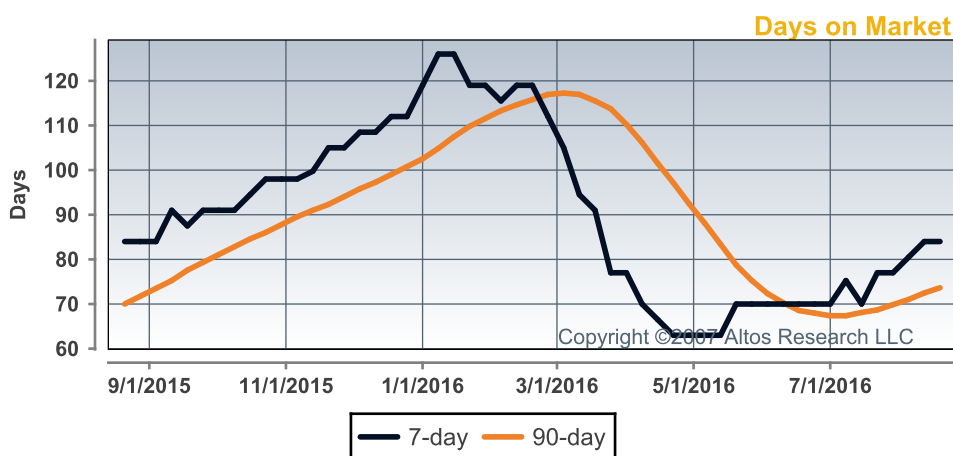
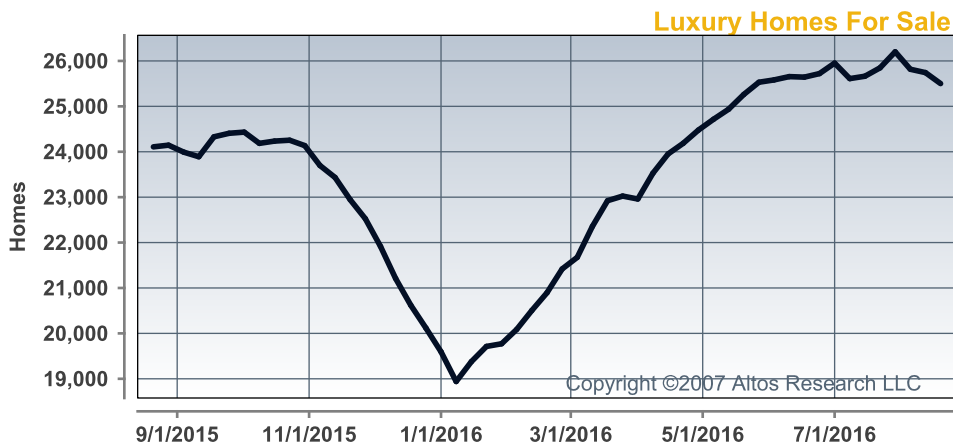
## DAYS ON MARKET (DOM)

The properties have been on the market for an average of 147 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	\$ 952,047	4,048	1190	94	91	126	↔
ILHM Austin	\$ 947,465	3,681	1188	90	84	132	↔
ILHM Baltimore	\$ 860,755	4,287	252	18	18	152	↔
ILHM Boston	\$ 1,857,062	4,643	475	28	31	143	↓
ILHM Charlotte	\$ 761,740	3,569	303	24	24	101	↓
ILHM Chicago	\$ 1,469,899	4,302	1435	56	53	189	↔
ILHM Cleveland	\$ 607,461	4,572	324	26	23	151	↓
ILHM Dallas	\$ 1,111,977	4,353	1391	101	96	118	↔
ILHM Washington	\$ 1,656,125	4,372	1082	72	84	153	↔
ILHM Denver	\$ 1,040,936	5,055	709	92	78	132	↓
ILHM Detroit	\$ 804,479	3,922	408	34	25	131	↓
ILHM Honolulu	\$ 1,537,283	2,543	673	41	38	155	↔
ILHM Houston	\$ 1,221,647	3,942	1114	69	68	133	↓
ILHM Las Vegas	\$ 467,132	2,370	808	60	48	119	↓
ILHM Los Angeles	\$ 3,646,522	3,848	1054	108	110	143	↑
ILHM Miami	\$ 2,834,611	4,077	1516	54	81	206	↔
ILHM New York	\$ 5,283,796	5,738	592	57	40	140	↔
ILHM Orlando	\$ 772,251	3,271	862	46	48	137	↔
ILHM Philadelphia	\$ 1,017,215	3,922	411	22	25	168	↔
ILHM Phoenix	\$ 1,066,725	3,867	2510	109	174	186	↑
ILHM Portland	\$ 860,818	3,569	590	72	59	104	↓
ILHM Raleigh-Durham	\$ 565,465	3,279	627	35	39	168	↔
ILHM Sacramento/Tahoe	\$ 871,619	2,782	474	41	34	134	↓
ILHM Salt Lake	\$ 1,522,938	4,308	779	66	46	137	↓
ILHM San Diego	\$ 2,330,637	3,911	1348	94	83	136	↓
ILHM San Francisco	\$ 3,478,985	3,695	216	22	25	93	↔
ILHM Seattle	\$ 1,844,015	3,871	463	76	73	80	↔
ILHM Silicon Valley	\$ 3,128,981	3,409	263	38	38	71	↓
ILHM Tampa	\$ 719,739	3,083	1233	68	71	175	↔
ILHM Twin Cities	\$ 865,599	4,037	880	54	49	156	↑
ILHM Ventura	\$ 1,879,466	2,933	580	58	54	121	↔

## 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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