

ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,623,343	↔
Asking Price per Square Foot	\$ 414	
Average Days on Market	155	↓
Total Inventory	24,741	
Percent of Properties with Price Decrease	37 %	
Percent Relisted (reset DOM)	12 %	
Percent Flip (price increased)	3 %	
New Listings	2,118	
Absorbed This Week	1,654	
Median House Size (sq ft)	3,917	
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 24741 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,623,343. 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 \$1,623,343.

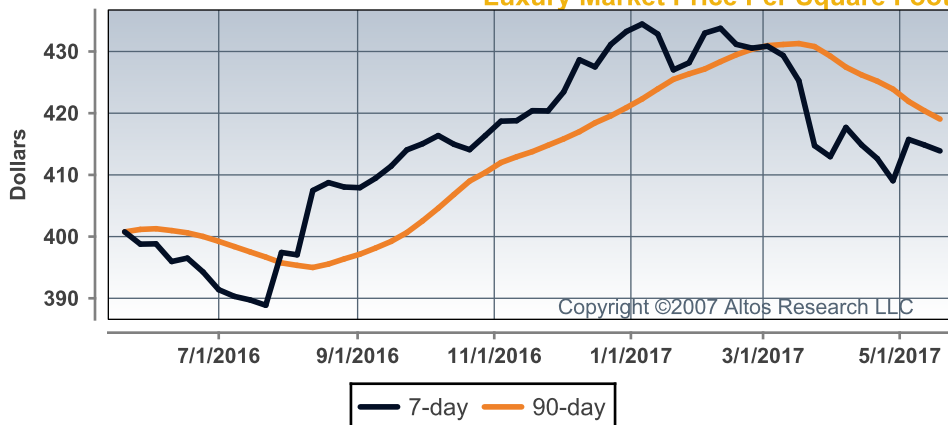
PRICE PER SQUARE FOOT

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 \$419.

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.

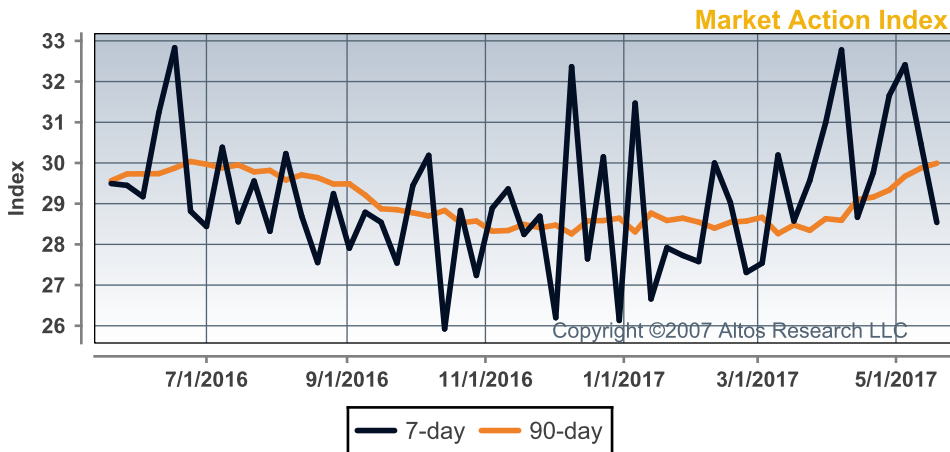
The ILHM National market is currently in the Buyer's Market zone (below 30), though not strongly so. The Market Action Index stands this week at 29 so luxury buyers should expect to find reasonable levels of selection.

## 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.

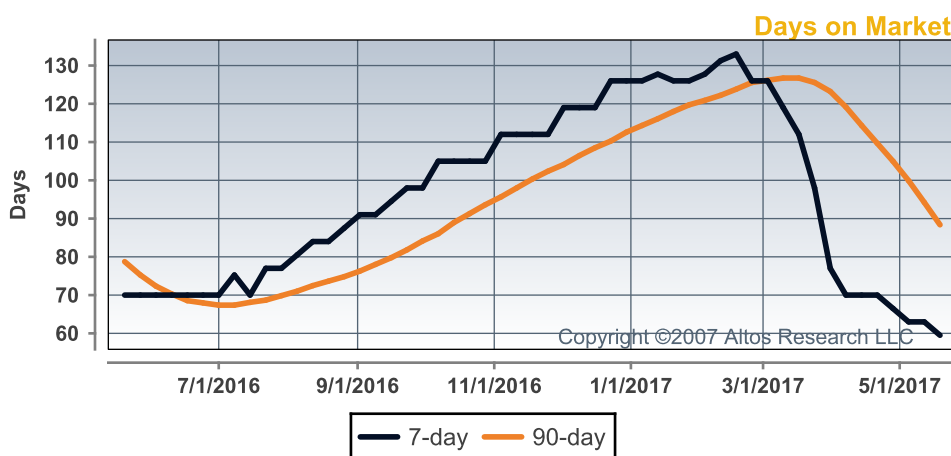
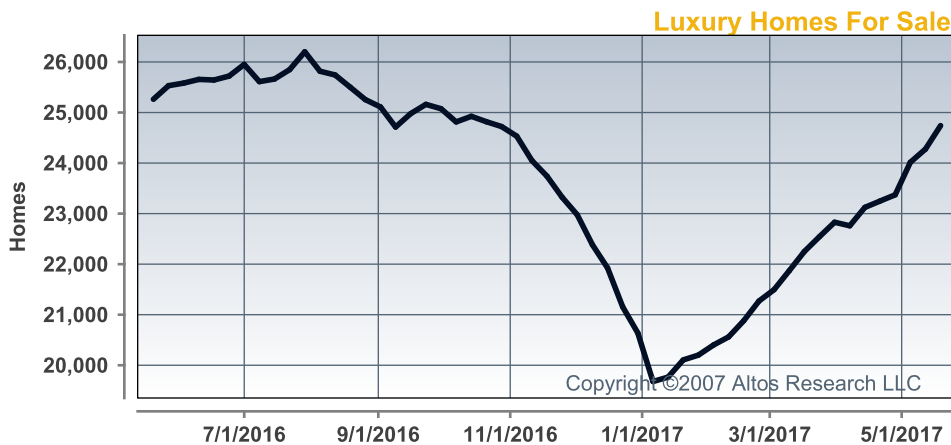
## DAYS ON MARKET (DOM)

The properties have been on the market for an average of 169 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	\$ 1,052,054	4,282	1060	104	83	131	↑
ILHM Austin	\$ 1,000,066	3,731	1031	112	84	138	↔
ILHM Baltimore	\$ 932,333	4,272	198	21	15	136	↔
ILHM Boston	\$ 2,136,507	5,053	359	39	30	173	↔
ILHM Charlotte	\$ 901,854	3,876	291	31	26	127	↓
ILHM Chicago	\$ 1,485,183	4,181	1301	74	43	228	↑
ILHM Cleveland	\$ 636,749	4,847	218	24	22	169	↑
ILHM Dallas	\$ 1,187,366	4,418	1192	118	92	131	↔
ILHM Washington	\$ 1,836,339	4,625	880	99	75	166	↑
ILHM Denver	\$ 1,129,604	5,202	472	76	65	153	↔
ILHM Detroit	\$ 891,572	4,043	278	25	20	177	↔
ILHM Honolulu	\$ 1,633,656	2,577	573	41	37	176	↑
ILHM Houston	\$ 1,286,420	3,956	946	90	68	150	↔
ILHM Las Vegas	\$ 533,743	2,349	846	59	69	146	↑
ILHM Los Angeles	\$ 3,798,801	3,922	1072	108	88	152	↔
ILHM Miami	\$ 2,860,714	3,975	1652	96	91	236	↑
ILHM New York	\$ 5,154,786	5,499	579	33	40	157	↓
ILHM Orlando	\$ 841,859	3,443	685	56	46	174	↔
ILHM Philadelphia	\$ 1,089,897	4,307	300	27	18	185	↔
ILHM Phoenix	\$ 1,113,483	3,926	3109	148	154	179	↑
ILHM Portland	\$ 921,777	3,564	400	57	48	140	↑
ILHM Raleigh-Durham	\$ 588,021	3,314	484	51	37	208	↔
ILHM Sacramento/Tahoe	\$ 954,390	2,898	297	30	25	196	↑
ILHM Salt Lake	\$ 1,929,569	4,204	607	53	53	180	↑
ILHM San Diego	\$ 2,483,386	3,987	1009	91	80	164	↔
ILHM San Francisco	\$ 3,340,975	3,595	175	30	23	99	↑
ILHM Seattle	\$ 2,075,441	3,982	282	57	48	98	↑
ILHM Silicon Valley	\$ 3,287,758	3,404	210	43	45	105	↑
ILHM Tampa	\$ 781,233	3,183	1050	69	75	186	↑
ILHM Twin Cities	\$ 929,882	4,191	658	53	44	193	↑
ILHM Ventura	\$ 1,872,134	2,902	546	64	55	135	↑

## 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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