

ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,622,257	↔
Asking Price per Square Foot	\$ 410	
Average Days on Market	152	↓
Total Inventory	24,498	
Percent of Properties with Price Decrease	40 %	
Percent Relisted (reset DOM)	13 %	
Percent Flip (price increased)	6 %	
New Listings	1,656	
Absorbed This Week	2,200	
Median House Size (sq ft)	3,969	
Median Lot Size	1.0 - 2.5 acres	
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 24498 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,622,256. These homes have been on the market for an average of 152 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.

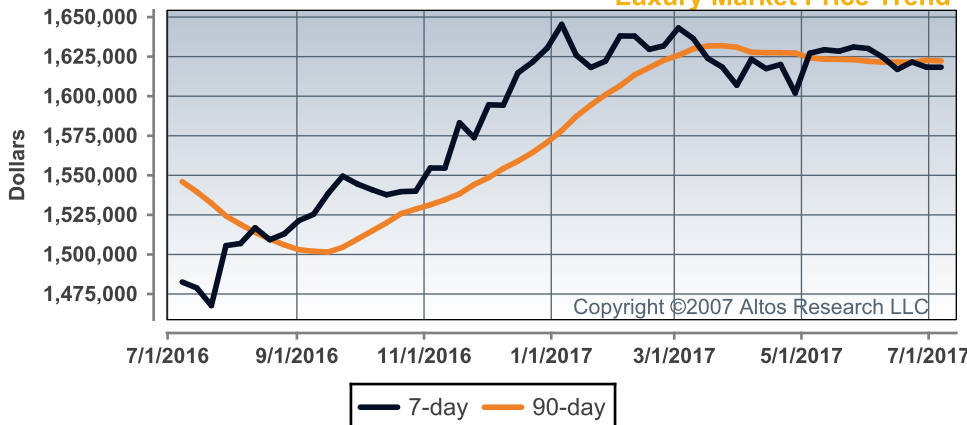
PRICE

Luxury home prices across the ILHM National sample have stayed relatively stable in recent weeks. This week median price is \$1,622,256.

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 \$412.

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.

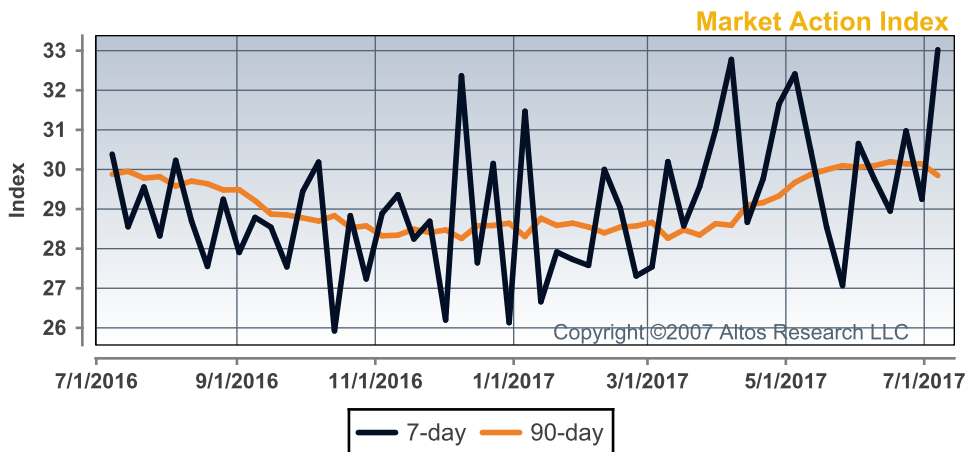
The ILHM National market is currently in the Buyer's Market zone (below 30), though not strongly so. The Market Action Index stands this week at 29 so luxury buyers should expect to find reasonable levels of selection.

## 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.

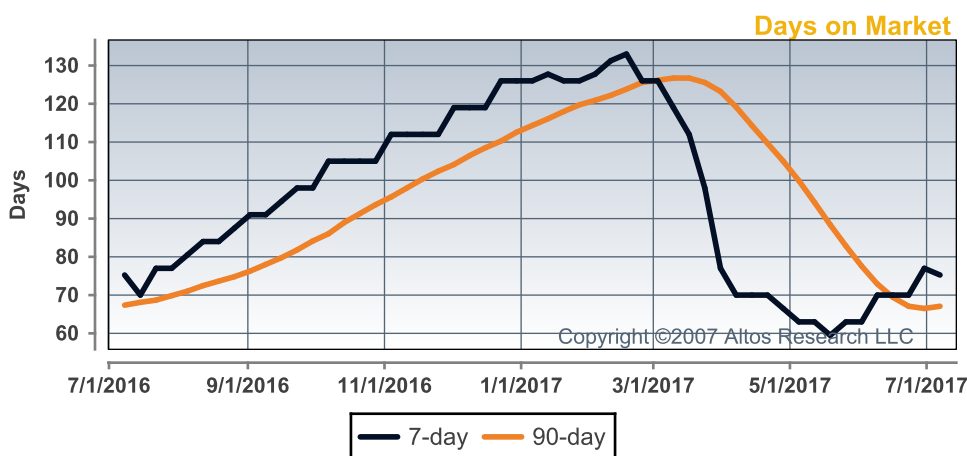
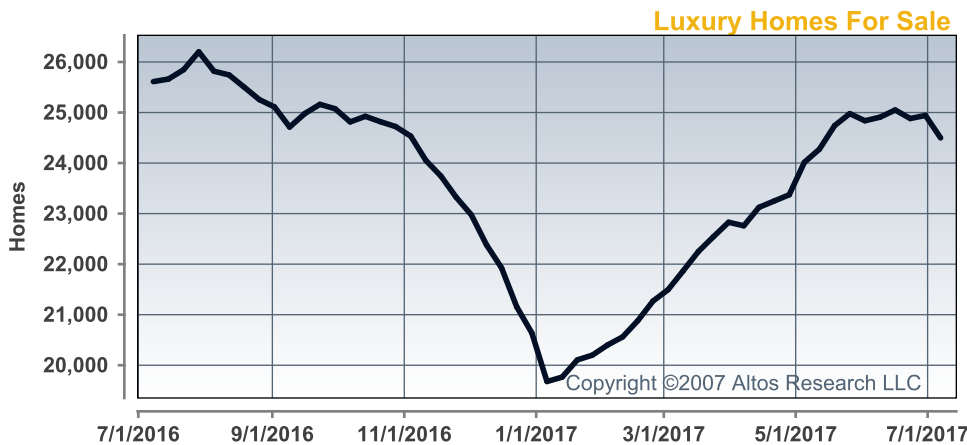
## DAYS ON MARKET (DOM)

The properties have been on the market for an average of 157 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	\$ 1,058,245	4,457	1173	93	85	122	↓
ILHM Austin	\$ 984,906	3,665	1187	106	84	126	↓
ILHM Baltimore	\$ 984,055	4,451	225	18	16	122	← →
ILHM Boston	\$ 2,071,662	4,918	400	37	30	156	↓
ILHM Charlotte	\$ 894,921	3,790	332	30	26	118	← →
ILHM Chicago	\$ 1,423,376	4,151	1466	66	53	207	← →
ILHM Cleveland	\$ 612,133	4,796	256	27	23	146	↓
ILHM Dallas	\$ 1,190,498	4,463	1339	112	99	118	← →
ILHM Washington	\$ 1,782,814	4,535	1034	98	83	142	↓
ILHM Denver	\$ 1,127,889	5,210	552	82	72	132	← →
ILHM Detroit	\$ 860,455	3,933	327	32	23	149	↓
ILHM Honolulu	\$ 1,541,626	2,515	591	43	41	165	↑
ILHM Houston	\$ 1,306,934	3,925	1069	80	65	139	↓
ILHM Las Vegas	\$ 538,225	2,348	805	59	67	154	← →
ILHM Los Angeles	\$ 4,048,814	4,044	1177	101	94	144	← →
ILHM Miami	\$ 2,833,382	3,998	1613	83	94	243	← →
ILHM New York	\$ 5,090,477	5,604	552	29	21	134	↓
ILHM Orlando	\$ 824,714	3,435	730	52	49	161	← →
ILHM Philadelphia	\$ 1,067,872	4,222	363	30	21	157	↓
ILHM Phoenix	\$ 1,122,785	3,961	2870	120	169	186	↑
ILHM Portland	\$ 887,041	3,500	514	76	54	116	↓
ILHM Raleigh-Durham	\$ 589,611	3,328	542	42	38	185	← →
ILHM Sacramento/Tahoe	\$ 911,758	2,752	354	38	29	167	↑
ILHM Salt Lake	\$ 1,856,928	5,017	647	62	50	156	↓
ILHM San Diego	\$ 2,550,862	4,133	1160	106	89	145	↑
ILHM San Francisco	\$ 3,688,399	3,888	204	28	28	87	↑
ILHM Seattle	\$ 2,076,228	3,869	369	77	62	79	← →
ILHM Silicon Valley	\$ 3,598,998	3,615	213	43	42	83	↓
ILHM Tampa	\$ 794,102	3,254	1005	65	72	184	← →
ILHM Twin Cities	\$ 915,131	4,146	713	57	48	169	← →
ILHM Ventura	\$ 1,895,797	2,847	585	58	56	123	↓

## 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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