



## ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,246,587	↔
Asking Price per Square Foot	\$ 339	
Average Days on Market	184	↓
Total Inventory	21,666	
Percent of Properties with Price Decrease	23 %	
Percent Relisted (reset DOM)	14 %	
Percent Flip (price increased)	5 %	
New Listings	1,656	
Absorbed This Week	1,336	
Median House Size (sq ft)	3,457	
Median Lot Size	0.50 - 1.0 acre	
Median Age	26	

## 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 21666 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,246,586. These homes have been on the market for an average of 184 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.

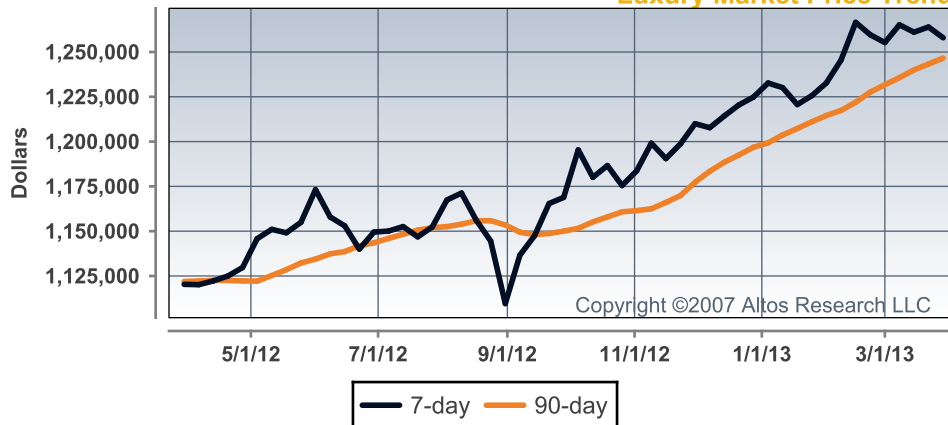
## PRICE

Luxury home prices across the ILHM National sample have stayed relatively stable in recent weeks. This week median price is \$1,246,586.

## 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 \$339.

### 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.

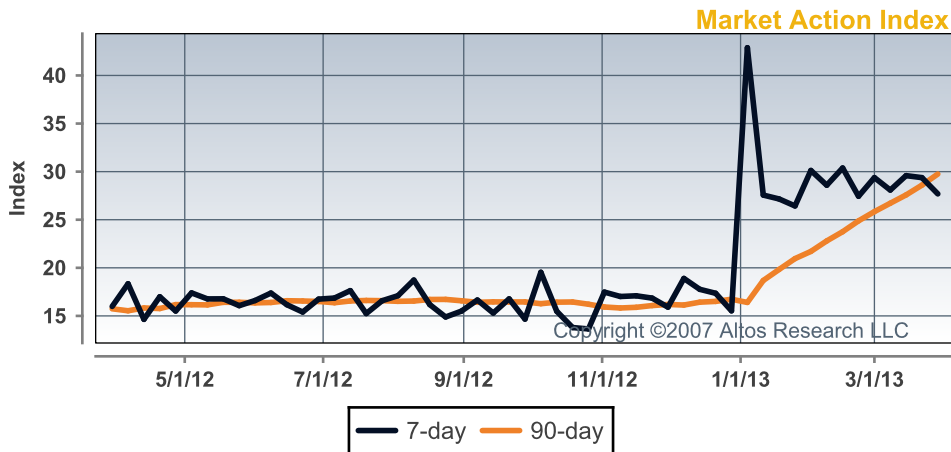
The ILHM National market is currently in the Buyer's Market zone (below 30), though not strongly so. The Market Action Index stands this week at 29 so luxury buyers should expect to find reasonable levels of selection.

## 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 county.

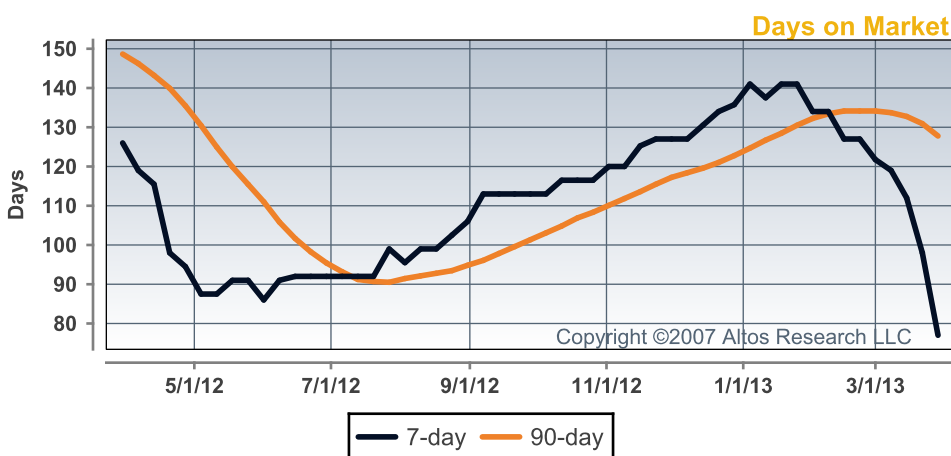
## DAYS ON MARKET (DOM)

The properties have been on the market for an average of 204 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	\$ 704,107	N/A	780	67	71	179	↑
ILHM Austin	\$ 815,746	3,572	512	42	43	178	↑
ILHM Baltimore	\$ 872,532	4,715	171	10	10	220	↑
ILHM Boston	\$ 1,638,062	4,212	353	36	22	185	↑
ILHM Charlotte	\$ 501,973	3,091	279	26	24	223	↑
ILHM Chicago	\$ 1,387,567	3,446	781	43	30	264	↑
ILHM Cleveland	\$ 444,597	4,046	253	17	15	221	↑
ILHM Dallas	\$ 843,666	4,157	991	114	103	187	↑
ILHM Washington	\$ 1,654,244	5,679	749	69	56	135	↑
ILHM Denver	\$ 925,806	4,111	598	52	54	211	↑
ILHM Detroit	\$ 684,198	3,633	205	15	18	255	↑
ILHM Honolulu	\$ 1,277,378	2,373	470	29	28	219	↑
ILHM Houston	\$ 984,872	3,793	816	58	44	170	↑
ILHM Las Vegas	\$ 259,943	2,110	717	35	33	156	↑
ILHM Los Angeles	\$ 2,486,752	3,158	1010	81	75	190	↑
ILHM Miami	\$ 1,864,844	3,626	1446	68	64	268	↑
ILHM New York	\$ 4,179,619	4,672	569	18	19	311	↑
ILHM Orlando	\$ 693,747	3,204	515	54	56	203	↑
ILHM Philadelphia	\$ 1,054,938	4,244	308	20	17	258	↑
ILHM Phoenix	\$ 985,699	3,692	2084	138	116	186	↑
ILHM Portland	\$ 538,217	3,098	916	45	44	217	↑
ILHM Raleigh-Durham	\$ 468,451	2,906	596	36	20	226	↑
ILHM Sacramento/Tahoe	\$ 978,842	3,112	231	23	26	210	↑
ILHM Salt Lake	\$ 1,048,257	4,500	470	31	32	214	↑
ILHM San Diego	\$ 2,208,902	3,924	822	85	80	165	↑
ILHM San Francisco	\$ 2,973,398	3,604	148	24	19	137	↑
ILHM Seattle	\$ 961,555	3,159	769	60	54	169	↑
ILHM Silicon Valley	\$ 2,200,925	3,107	259	48	32	139	↑
ILHM Tampa	\$ 730,359	3,243	631	39	40	276	↑
ILHM Twin Cities	\$ 764,765	3,796	441	32	28	217	↑
ILHM Ventura	\$ 1,261,883	2,515	610	48	46	189	↑

## 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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