



ILHM Luxury Housing Report

Sunday March 28, 2010

ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,135,209	← →
Asking Price per Square Foot	\$ 310	
Average Days on Market	231	← →
Total Inventory	35,089	
Percent of Properties with Price Decrease	35 %	
Percent Relisted (reset DOM)	14 %	
Percent Flip (price increased)	4 %	
New Listings	2,246	
Absorbed This Week	1,644	
Median House Size (sq ft)	3,334	
Median Lot Size	0.50 - 1.0 acre	
Median Age	27	

Altos Research Value Statistics

Market Action Index	Cold! Buyer's Market	12 ← →
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THIS WEEK

The ILHM National Report this week looked at 35089 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,135,209. These homes have been on the market for an average of 231 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.

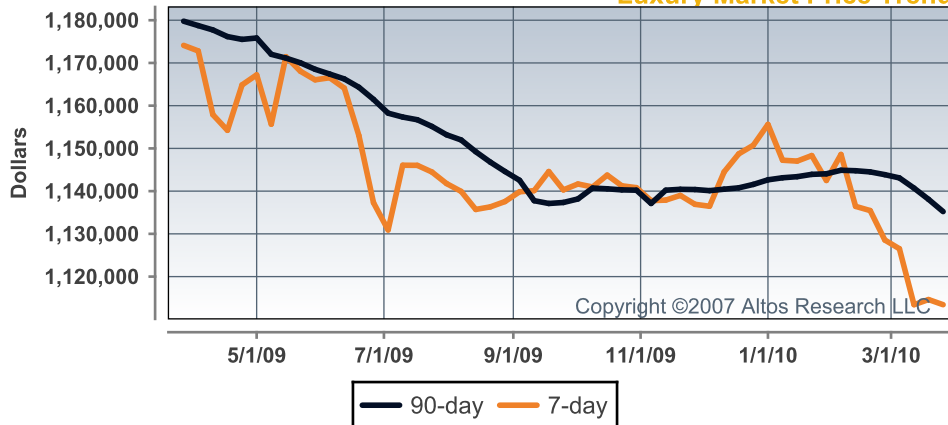
PRICE

Luxury home prices across the ILHM National sample have stayed relatively stable in recent weeks. This week median price is \$1,135,209.

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 \$312.

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.

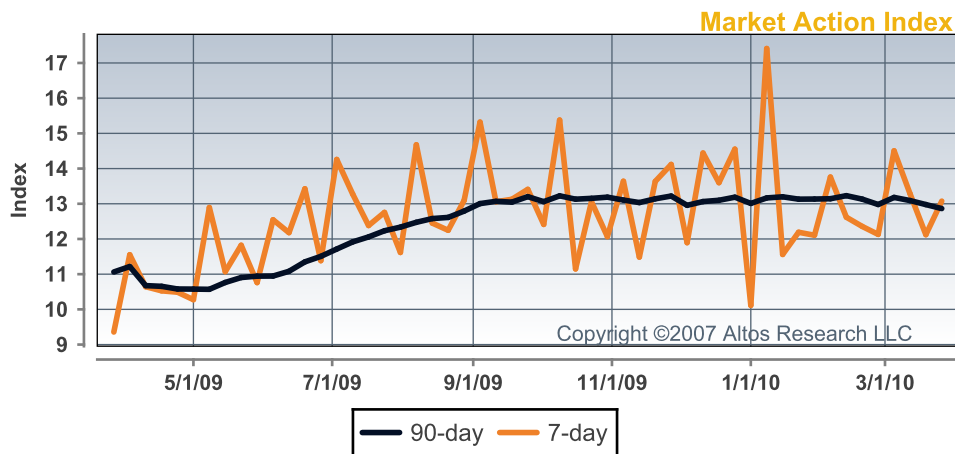
The ILHM National market is currently quite strongly in the Buyer's Market zone (below 30). The Market Action Index stands at 12. With several months of inventory available at the current sales rate, luxury buyers should find ample choice.

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.

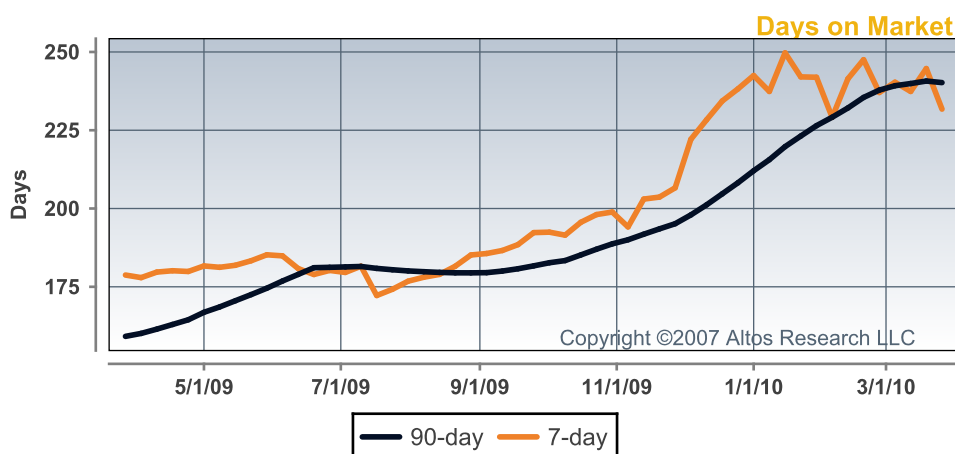
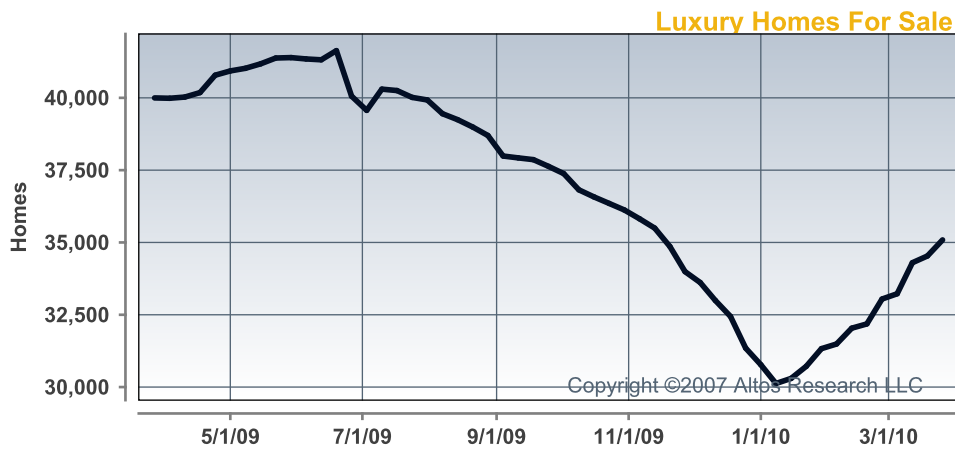
DAYS ON MARKET (DOM)

The properties have been on the market for an average of 240 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	\$ 701,309	N/A	1613	96	79	201	↓
ILHM Austin	\$ 661,127	3,315	1255	78	55	224	↓
ILHM Baltimore	\$ 969,359	3,437	267	12	11	265	↑
ILHM Boston	\$ 1,429,072	3,711	425	33	20	156	↓
ILHM Charlotte	\$ 535,182	2,930	647	32	24	278	↓
ILHM Chicago	\$ 1,369,966	3,912	1206	54	39	301	↓
ILHM Cleveland	\$ 496,663	4,351	380	22	17	185	↑
ILHM Dallas	\$ 752,397	3,864	1862	112	86	235	↓
ILHM Washington	\$ 1,583,487	5,689	883	62	63	211	↑
ILHM Denver	\$ 681,148	3,596	1324	82	72	257	↔
ILHM Detroit	\$ 562,689	3,348	529	25	24	303	↔
ILHM Honolulu	\$ 1,196,209	2,260	655	39	31	232	↔
ILHM Houston	\$ 871,304	3,621	1350	66	44	204	↓
ILHM Las Vegas	\$ 307,200	2,243	970	39	39	202	↔
ILHM Los Angeles	\$ 2,281,305	3,301	1493	99	86	198	↑
ILHM Miami	\$ 2,126,836	4,132	2153	70	65	341	↑
ILHM New York	\$ 3,576,796	3,886	693	22	21	288	↓
ILHM Orlando	\$ 642,054	2,979	980	49	41	245	↓
ILHM Philadelphia	\$ 1,132,839	4,110	359	16	13	281	↓
ILHM Phoenix	\$ 1,007,726	3,842	3327	150	142	314	↑
ILHM Portland	\$ 580,869	3,065	1061	61	47	180	↔
ILHM Raleigh-Durham	\$ 533,101	2,898	668	33	21	257	↓
ILHM Sacramento/Tahoe	\$ 729,190	2,821	529	31	34	243	↔
ILHM Salt Lake	\$ 811,349	4,084	1081	66	64	187	↑
ILHM San Diego	\$ 2,010,489	3,728	1384	92	79	182	↔
ILHM San Francisco	\$ 1,963,711	3,318	290	29	19	177	↓
ILHM Seattle	\$ 971,713	3,094	1257	74	63	222	↑
ILHM Silicon Valley	\$ 1,839,973	2,870	507	49	33	158	↓
ILHM Tampa	\$ 701,027	2,904	1477	62	62	226	↑
ILHM Twin Cities	\$ 752,492	3,547	693	40	32	228	↓
ILHM Ventura	\$ 1,278,527	2,449	925	60	51	202	↔

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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