



ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,124,349	↔
Asking Price per Square Foot	\$ 309	
Average Days on Market	208	↓
Total Inventory	36,086	
Percent of Properties with Price Decrease	36 %	
Percent Relisted (reset DOM)	14 %	
Percent Flip (price increased)	4 %	
New Listings	2,058	
Absorbed This Week	1,852	
Median House Size (sq ft)	3,311	
Median Lot Size	0.50 - 1.0 acre	
Median Age	28	

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 36086 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,124,348. These homes have been on the market for an average of 208 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.

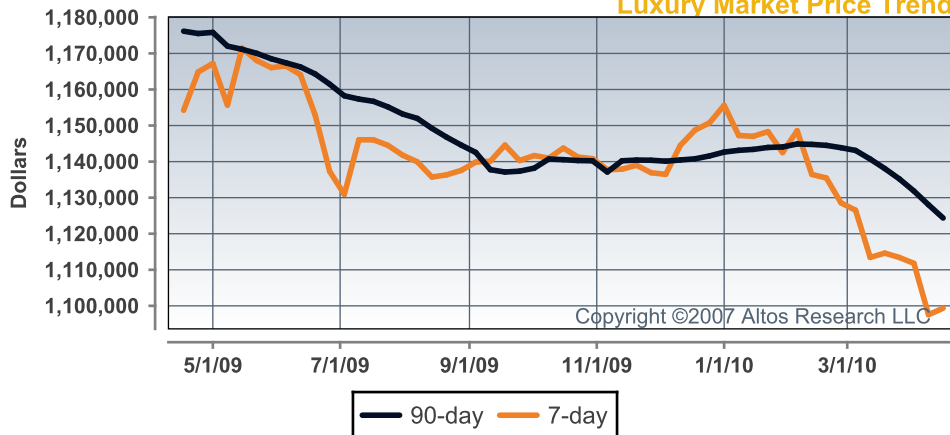
PRICE

Luxury home prices across the ILHM National sample have stayed relatively stable in recent weeks. This week median price is \$1,124,348.

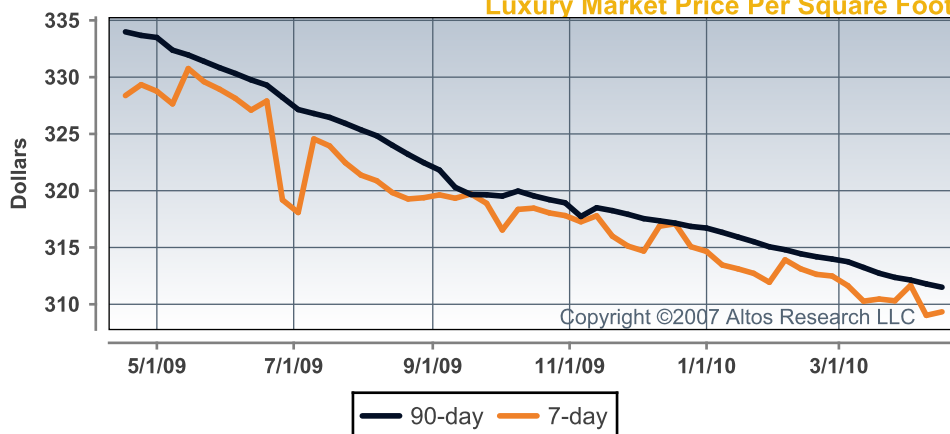
PRICE PER SQUARE FOOT

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 \$311.

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.

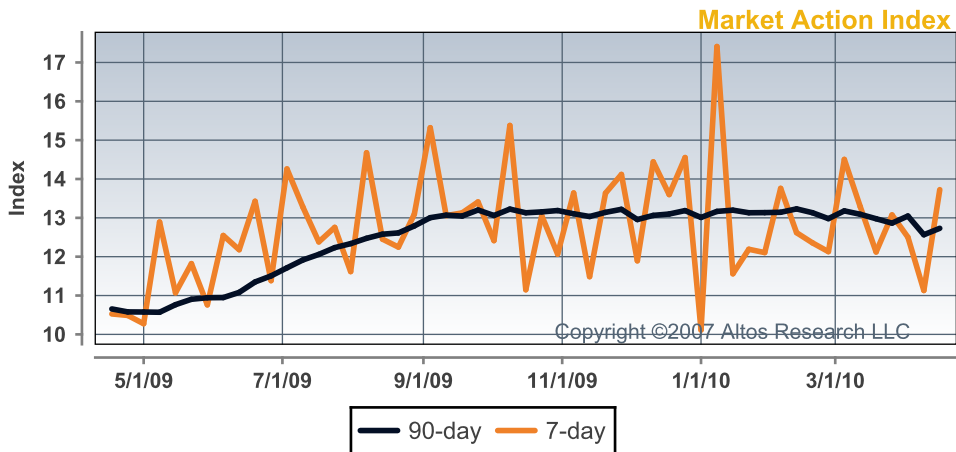
The ILHM National market is currently quite strongly in the Buyer's Market zone (below 30). The Market Action Index stands at 12. With several months of inventory available at the current sales rate, luxury buyers should find ample choice.

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.

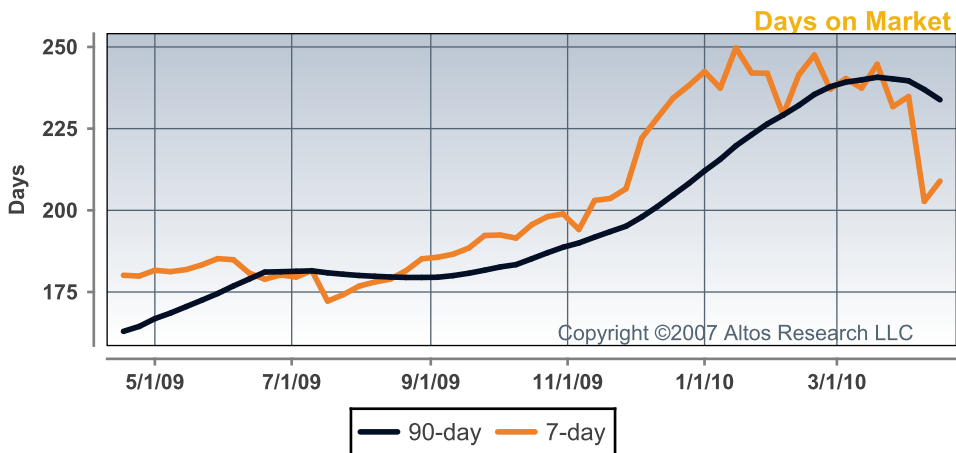
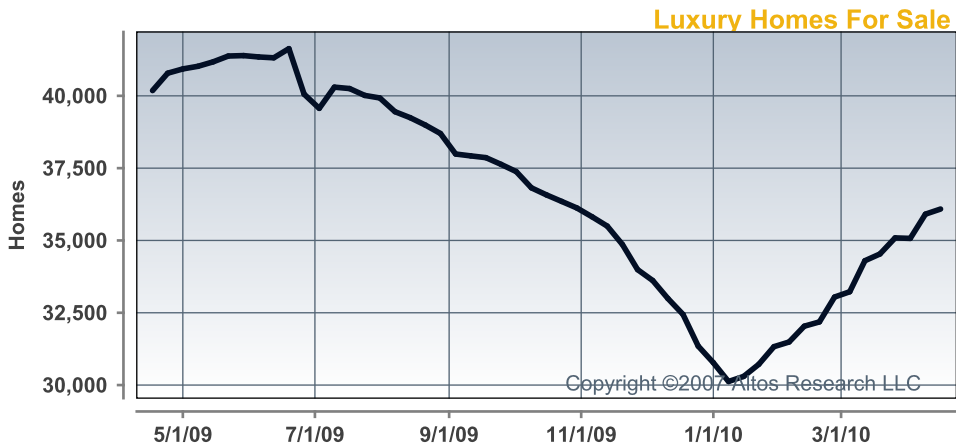
DAYS ON MARKET (DOM)

The properties have been on the market for an average of 233 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	\$ 692,685	N/A	1702	107	77	191	↓
ILHM Austin	\$ 661,299	3,317	1361	92	52	217	↓
ILHM Baltimore	\$ 969,840	3,432	275	13	10	265	↓
ILHM Boston	\$ 1,419,585	3,676	477	41	22	144	↓
ILHM Charlotte	\$ 530,889	2,907	681	37	24	277	↓
ILHM Chicago	\$ 1,359,241	3,865	1261	61	40	304	↓
ILHM Cleveland	\$ 486,054	4,290	401	25	18	175	↑
ILHM Dallas	\$ 746,187	3,859	1968	128	88	230	↓
ILHM Washington	\$ 1,591,300	5,721	914	81	66	200	↑
ILHM Denver	\$ 670,984	3,546	1372	93	75	247	↔
ILHM Detroit	\$ 549,615	3,329	526	25	23	301	↓
ILHM Honolulu	\$ 1,191,760	2,247	683	42	33	201	↔
ILHM Houston	\$ 859,951	3,578	1413	76	54	193	↔
ILHM Las Vegas	\$ 305,688	2,242	980	43	39	199	↓
ILHM Los Angeles	\$ 2,275,112	3,313	1546	107	88	190	↓
ILHM Miami	\$ 2,095,326	4,109	2168	74	68	333	↔
ILHM New York	\$ 3,570,132	3,854	707	25	20	286	↓
ILHM Orlando	\$ 643,921	2,987	1000	50	44	243	↔
ILHM Philadelphia	\$ 1,100,838	4,049	377	20	13	277	↔
ILHM Phoenix	\$ 996,203	3,812	3370	155	147	310	↓
ILHM Portland	\$ 579,005	3,050	1111	70	53	177	↑
ILHM Raleigh-Durham	\$ 523,917	2,867	724	41	21	252	↓
ILHM Sacramento/Tahoe	\$ 728,438	2,838	533	34	32	241	↑
ILHM Salt Lake	\$ 808,667	4,057	1097	72	64	191	↔
ILHM San Diego	\$ 1,988,966	3,711	1444	101	80	175	↓
ILHM San Francisco	\$ 1,975,634	3,316	331	33	19	142	↓
ILHM Seattle	\$ 961,826	3,061	1294	82	65	226	↑
ILHM Silicon Valley	\$ 1,821,604	2,845	567	57	36	144	↔
ILHM Tampa	\$ 691,226	2,890	1485	66	64	223	↑
ILHM Twin Cities	\$ 748,814	3,541	732	48	32	232	↓
ILHM Ventura	\$ 1,238,102	2,428	962	64	52	193	↔

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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