



ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,120,361	↔
Asking Price per Square Foot	\$ 310	
Average Days on Market	207	↓
Total Inventory	36,635	
Percent of Properties with Price Decrease	37 %	
Percent Relisted (reset DOM)	14 %	
Percent Flip (price increased)	4 %	
New Listings	2,336	
Absorbed This Week	1,789	
Median House Size (sq ft)	3,304	
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 36635 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,120,360. These homes have been on the market for an average of 207 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 \$1,120,360.

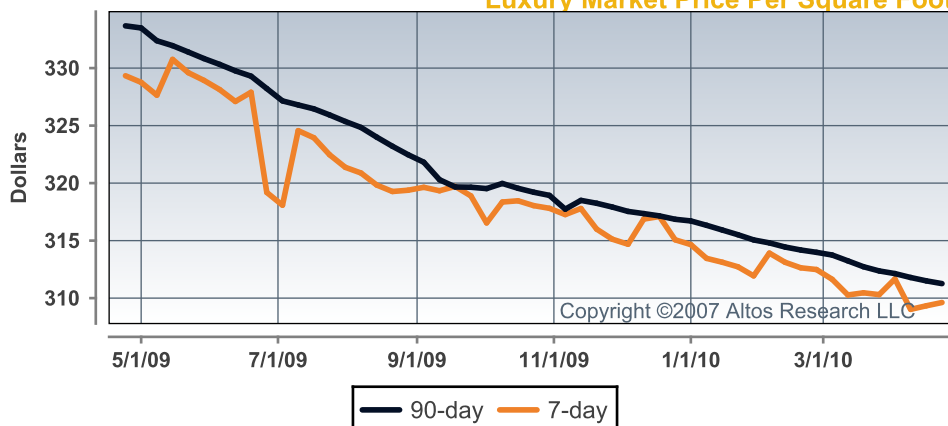
PRICE PER SQUARE FOOT

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.

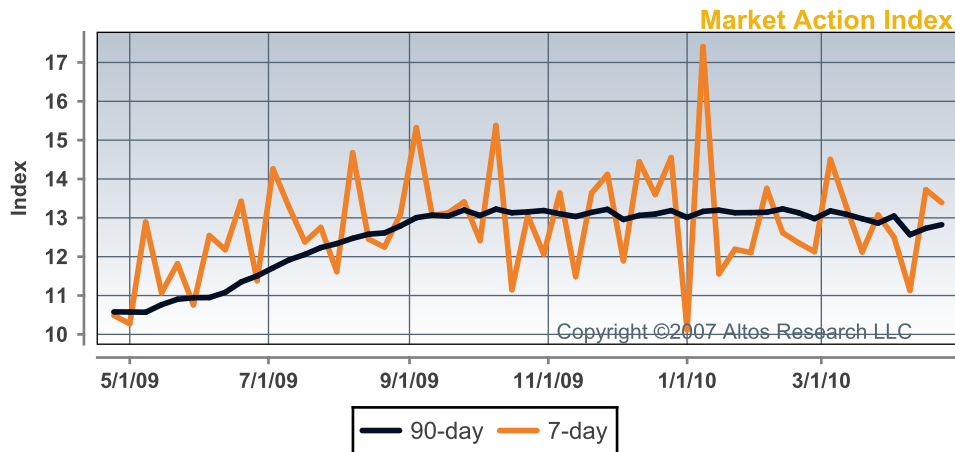
The ILHM National market is currently quite strongly in the Buyer's Market zone (below 30). The Market Action Index stands at 12. With several months of inventory available at the current sales rate, luxury buyers should find ample choice.

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.

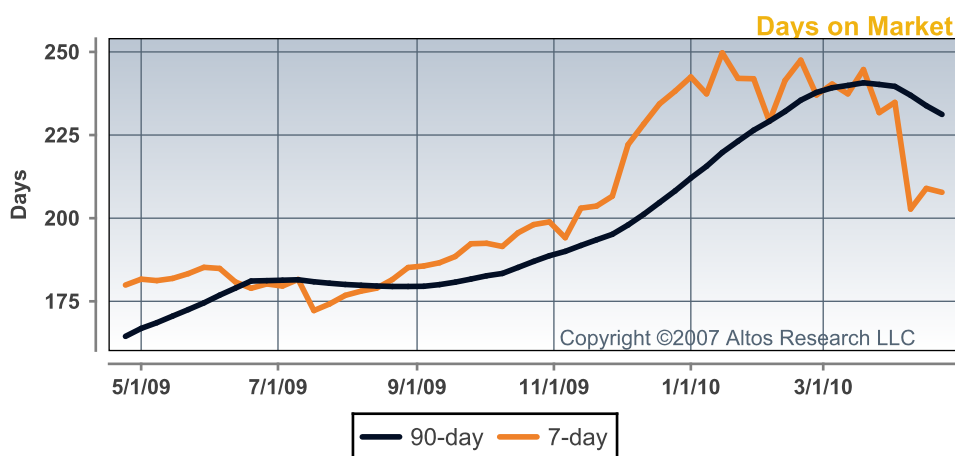
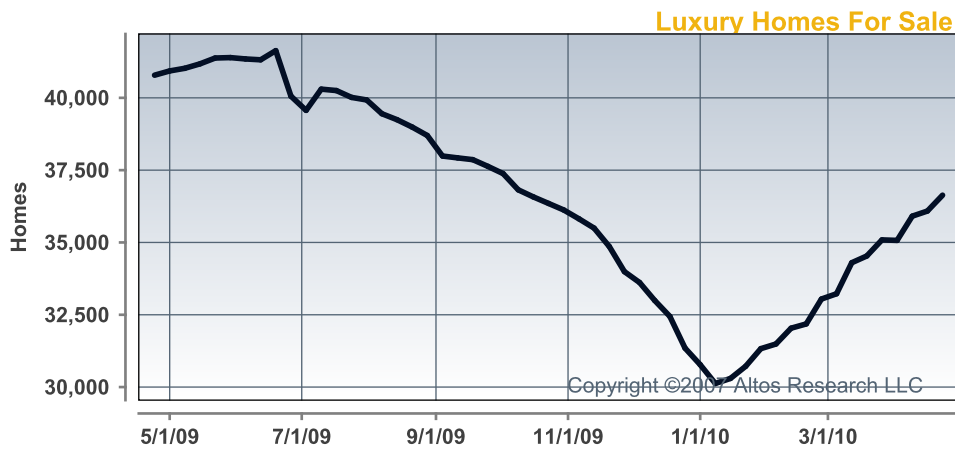
DAYS ON MARKET (DOM)

The properties have been on the market for an average of 231 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	\$ 688,623	N/A	1740	111	77	187	↓
ILHM Austin	\$ 659,795	3,315	1407	98	52	212	↓
ILHM Baltimore	\$ 968,204	3,431	279	14	11	263	↓
ILHM Boston	\$ 1,416,390	3,658	496	43	24	139	↔
ILHM Charlotte	\$ 529,850	2,902	693	37	25	276	↓
ILHM Chicago	\$ 1,355,870	3,862	1282	63	40	311	↓
ILHM Cleveland	\$ 483,243	4,270	408	26	19	170	↑
ILHM Dallas	\$ 745,493	3,856	2009	133	91	227	↔
ILHM Washington	\$ 1,588,598	5,716	937	89	68	194	↑
ILHM Denver	\$ 669,129	3,533	1391	95	77	245	↔
ILHM Detroit	\$ 547,752	3,326	526	25	23	301	↓
ILHM Honolulu	\$ 1,188,309	2,242	692	42	33	196	↔
ILHM Houston	\$ 856,015	3,563	1439	78	52	189	↑
ILHM Las Vegas	\$ 305,489	2,241	982	43	41	197	↔
ILHM Los Angeles	\$ 2,263,259	3,307	1569	112	89	185	↓
ILHM Miami	\$ 2,082,976	4,096	2169	72	69	333	↔
ILHM New York	\$ 3,557,720	3,852	712	25	20	284	↓
ILHM Orlando	\$ 644,621	2,991	1009	52	45	241	↑
ILHM Philadelphia	\$ 1,086,686	4,015	388	23	13	274	↔
ILHM Phoenix	\$ 995,511	3,806	3367	151	154	309	↔
ILHM Portland	\$ 578,255	3,045	1128	72	55	174	↑
ILHM Raleigh-Durham	\$ 521,813	2,860	744	41	21	252	↓
ILHM Sacramento/Tahoe	\$ 726,915	2,842	535	35	32	238	↔
ILHM Salt Lake	\$ 807,889	4,053	1097	72	70	191	↑
ILHM San Diego	\$ 1,982,099	3,706	1467	102	81	173	↔
ILHM San Francisco	\$ 1,971,363	3,288	346	35	19	133	↓
ILHM Seattle	\$ 958,352	3,055	1307	84	69	225	↑
ILHM Silicon Valley	\$ 1,814,922	2,839	589	59	38	137	↑
ILHM Tampa	\$ 690,094	2,890	1488	67	66	222	↑
ILHM Twin Cities	\$ 748,112	3,543	748	51	34	233	↔
ILHM Ventura	\$ 1,229,727	2,423	975	66	53	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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