



ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,116,431	↔
Asking Price per Square Foot	\$ 308	
Average Days on Market	202	↓
Total Inventory	37,235	
Percent of Properties with Price Decrease	36 %	
Percent Relisted (reset DOM)	16 %	
Percent Flip (price increased)	4 %	
New Listings	2,350	
Absorbed This Week	1,754	
Median House Size (sq ft)	3,299	
Median Lot Size	0.50 - 1.0 acre	
Median Age	28	

Altos Research Value Statistics

Market Action Index	Cold! Buyer's Market	12	↔
---------------------	-----------------------------	----	---

THIS WEEK

The ILHM National Report this week looked at 37235 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,116,430. These homes have been on the market for an average of 202 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.

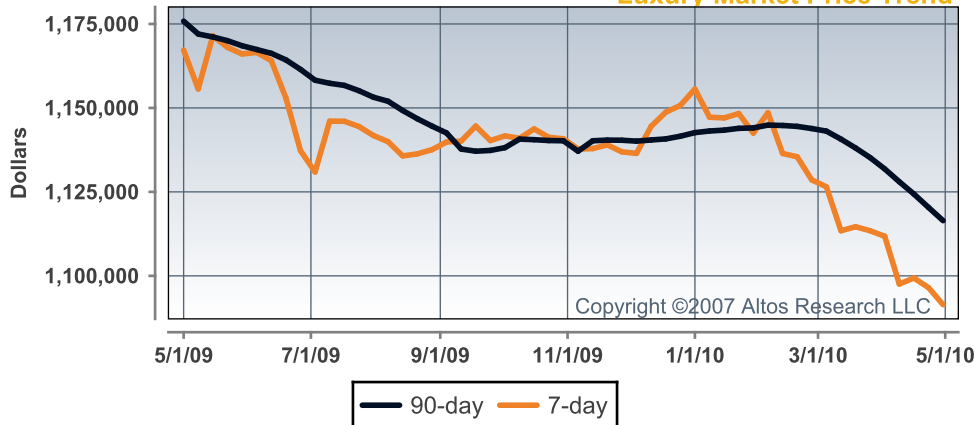
PRICE

Luxury home prices across the ILHM National sample have stayed relatively stable in recent weeks. This week median price is \$1,116,430.

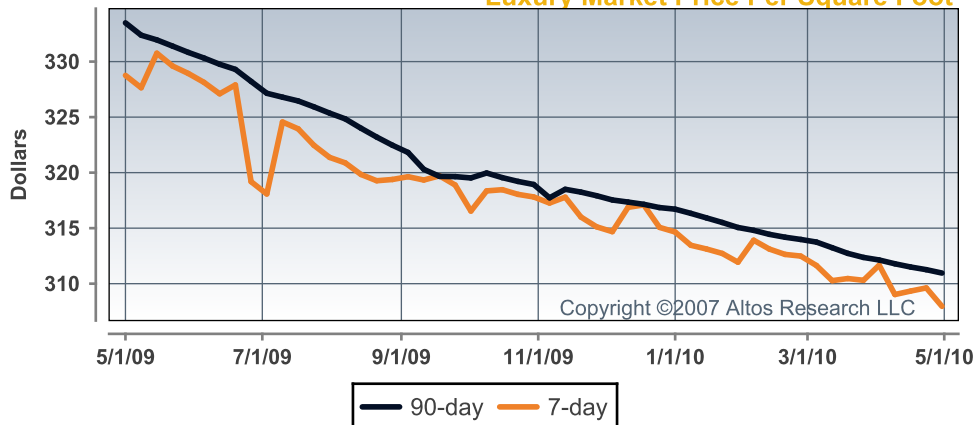
PRICE PER SQUARE FOOT

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 \$310.

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.

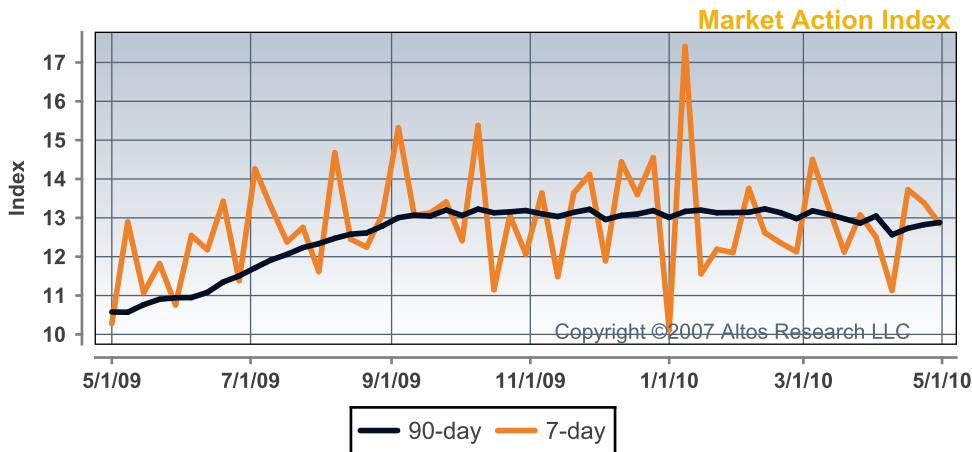
The ILHM National market is currently quite strongly in the Buyer's Market zone (below 30). The Market Action Index stands at 12. With several months of inventory available at the current sales rate, luxury buyers should find ample choice.

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.

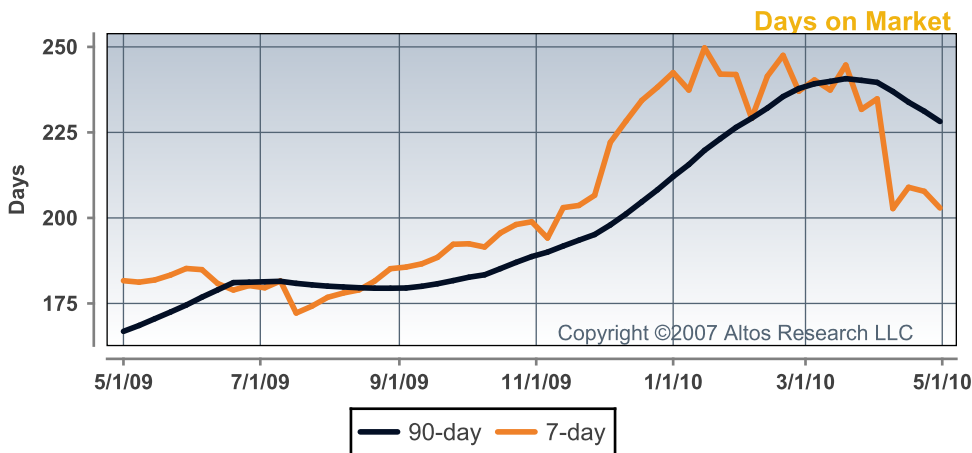
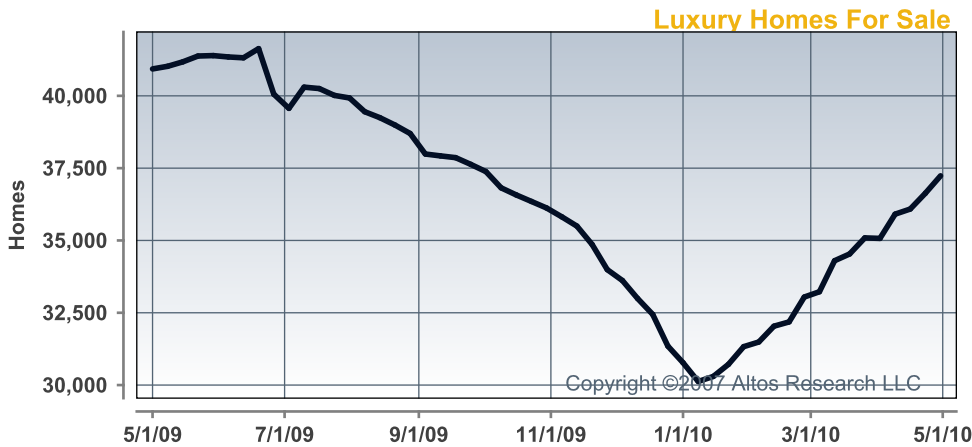
DAYS ON MARKET (DOM)

The properties have been on the market for an average of 228 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	\$ 685,546	N/A	1774	110	77	181	↓
ILHM Austin	\$ 659,349	3,318	1451	98	54	208	↓
ILHM Baltimore	\$ 966,479	3,428	283	15	11	261	↓
ILHM Boston	\$ 1,410,921	3,642	514	43	26	133	↔
ILHM Charlotte	\$ 528,318	2,898	705	37	25	275	↓
ILHM Chicago	\$ 1,352,007	3,861	1303	61	39	311	↓
ILHM Cleveland	\$ 480,925	4,254	413	25	20	165	↑
ILHM Dallas	\$ 744,476	3,853	2046	131	94	224	↓
ILHM Washington	\$ 1,574,670	5,695	989	131	80	186	↑
ILHM Denver	\$ 666,575	3,527	1410	97	78	241	↔
ILHM Detroit	\$ 546,128	3,330	525	26	23	300	↓
ILHM Honolulu	\$ 1,187,163	2,239	700	42	35	192	↔
ILHM Houston	\$ 853,618	3,553	1459	77	57	187	↑
ILHM Las Vegas	\$ 304,860	2,240	986	43	40	197	↔
ILHM Los Angeles	\$ 2,256,234	3,301	1592	111	88	181	↓
ILHM Miami	\$ 2,069,756	4,083	2166	68	68	335	↔
ILHM New York	\$ 3,553,949	3,844	714	23	21	282	↓
ILHM Orlando	\$ 644,993	2,993	1018	53	44	239	↓
ILHM Philadelphia	\$ 1,075,280	3,976	398	23	14	272	↔
ILHM Phoenix	\$ 993,200	3,802	3362	149	155	307	↔
ILHM Portland	\$ 578,213	3,042	1144	72	55	172	↔
ILHM Raleigh-Durham	\$ 519,982	2,857	765	42	21	247	↓
ILHM Sacramento/Tahoe	\$ 725,906	2,848	539	36	32	236	↔
ILHM Salt Lake	\$ 809,037	4,049	1094	71	72	190	↑
ILHM San Diego	\$ 1,974,500	3,703	1490	104	82	171	↔
ILHM San Francisco	\$ 1,968,046	3,266	361	36	20	124	↓
ILHM Seattle	\$ 956,754	3,049	1319	83	69	223	↑
ILHM Silicon Valley	\$ 1,804,653	2,832	608	60	41	130	↑
ILHM Tampa	\$ 687,760	2,891	1490	68	67	221	↔
ILHM Twin Cities	\$ 749,472	3,544	765	51	35	233	↓
ILHM Ventura	\$ 1,219,839	2,419	989	67	53	185	↔

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.

Copyright and Disclaimer

All information contained herein is computed by Altos Research LLC for ILHM based on properties currently listed for sale and available publicly. When evaluating a particular property, make sure you use comparable sales data in addition to the market trend information available in this report. The data presented in this report is accurate to the best of our knowledge, but cannot be guaranteed as such. Do not rely on this for accuracy. This report is not a recommendation to buy or to sell real estate. We recommend you work with a licensed real estate agent or broker.

www.luxuryhomemarketing.com

Copyright 2010 Altos Research LLC and The Institute for Luxury Home Marketing

Members of the Institute can find more detailed charts and data in the

"Members Only" section of our website:

www.LuxuryHomeMarketing.com