



ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,112,320	↔
Asking Price per Square Foot	\$ 308	
Average Days on Market	199	↓
Total Inventory	37,388	
Percent of Properties with Price Decrease	37 %	
Percent Relisted (reset DOM)	16 %	
Percent Flip (price increased)	4 %	
New Listings	2,128	
Absorbed This Week	1,979	
Median House Size (sq ft)	3,296	
Median Lot Size	0.50 - 1.0 acre	
Median Age	29	

Altos Research Value Statistics

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

THIS WEEK

The ILHM National Report this week looked at 37388 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,112,320. These homes have been on the market for an average of 199 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.

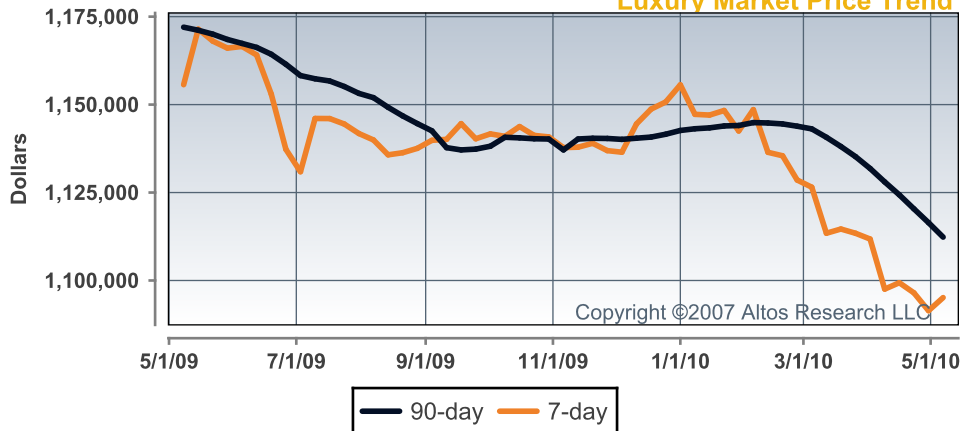
PRICE

Luxury home prices across the ILHM National sample have stayed relatively stable in recent weeks. This week median price is \$1,112,320.

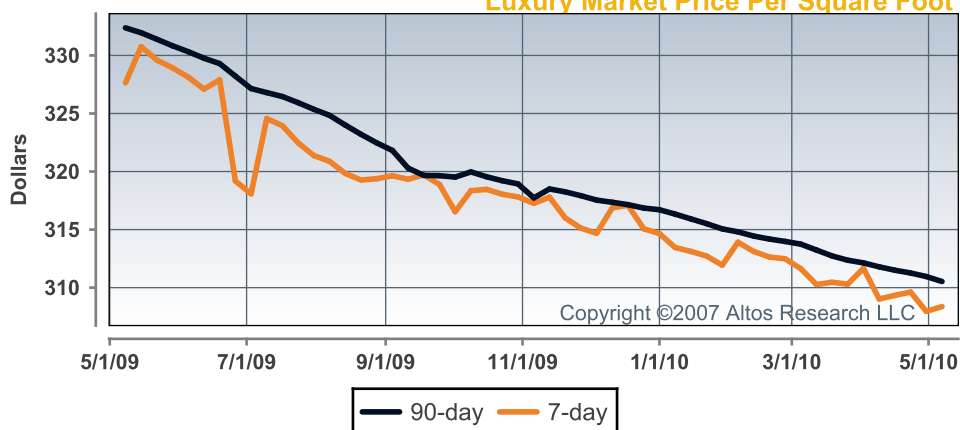
PRICE PER SQUARE FOOT

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.

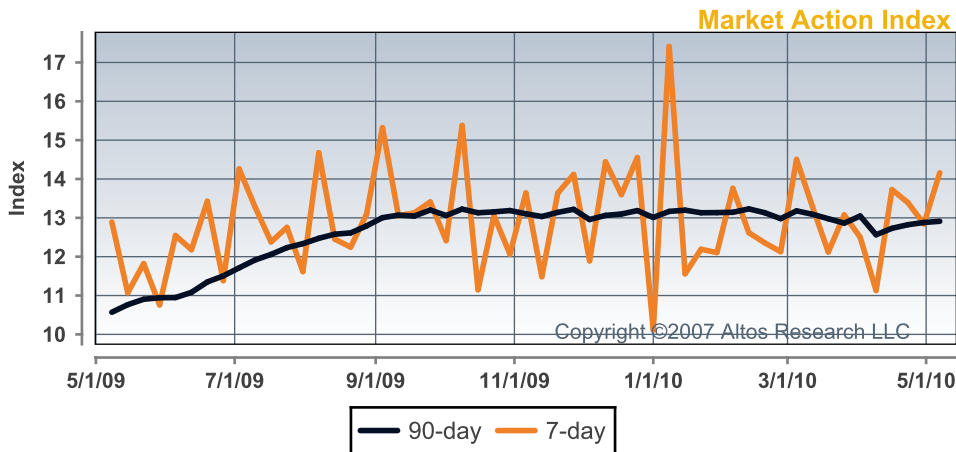
The ILHM National market is currently quite strongly in the Buyer's Market zone (below 30). The Market Action Index stands at 12. With several months of inventory available at the current sales rate, luxury buyers should find ample choice.

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.

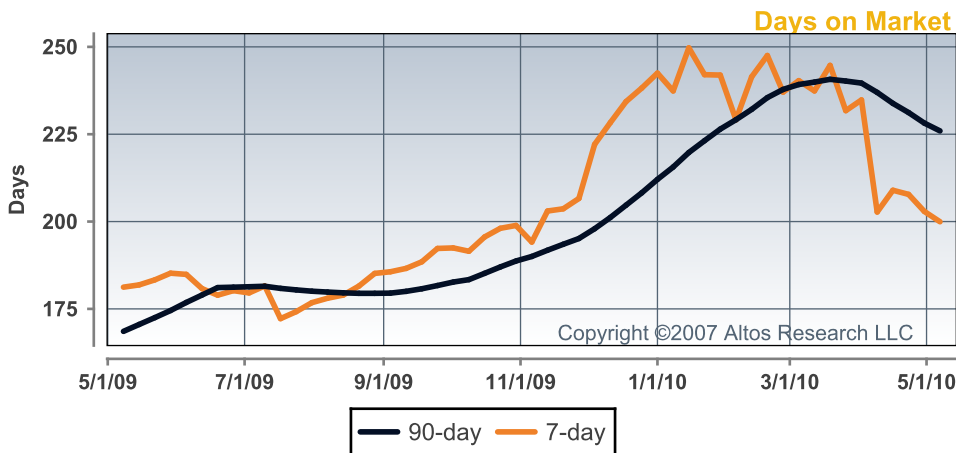
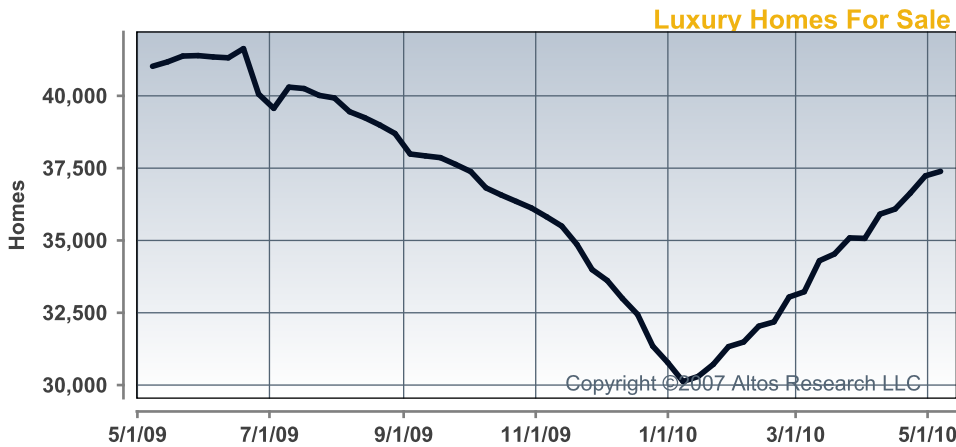
DAYS ON MARKET (DOM)

The properties have been on the market for an average of 225 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	\$ 681,884	N/A	1803	111	82	178	↓
ILHM Austin	\$ 658,015	3,321	1500	99	50	199	↓
ILHM Baltimore	\$ 964,671	3,423	288	16	11	263	↑
ILHM Boston	\$ 1,404,705	3,626	532	45	27	129	↔
ILHM Charlotte	\$ 526,519	2,892	717	37	26	274	↔
ILHM Chicago	\$ 1,347,886	3,859	1323	61	40	312	↔
ILHM Cleveland	\$ 478,425	4,238	418	26	21	160	↑
ILHM Dallas	\$ 743,442	3,853	2087	135	94	224	↔
ILHM Washington	\$ 1,563,119	5,673	1042	136	84	177	↑
ILHM Denver	\$ 664,588	3,524	1430	100	79	239	↔
ILHM Detroit	\$ 543,461	3,335	524	27	24	300	↔
ILHM Honolulu	\$ 1,186,807	2,234	708	43	35	185	↔
ILHM Houston	\$ 849,934	3,542	1479	77	57	183	↑
ILHM Las Vegas	\$ 304,511	2,237	989	45	42	196	↑
ILHM Los Angeles	\$ 2,245,273	3,292	1613	113	90	177	↔
ILHM Miami	\$ 2,056,713	4,071	2162	65	66	338	↓
ILHM New York	\$ 3,556,531	3,837	718	24	21	279	↔
ILHM Orlando	\$ 646,900	2,999	1024	55	49	235	↔
ILHM Philadelphia	\$ 1,068,267	3,952	408	25	15	268	↑
ILHM Phoenix	\$ 990,546	3,798	3353	149	158	311	↑
ILHM Portland	\$ 578,083	3,040	1160	73	57	170	↔
ILHM Raleigh-Durham	\$ 518,033	2,853	787	44	22	245	↔
ILHM Sacramento/Tahoe	\$ 726,397	2,853	543	35	32	236	↑
ILHM Salt Lake	\$ 805,187	4,040	1099	72	66	189	↑
ILHM San Diego	\$ 1,966,863	3,701	1512	105	82	168	↔
ILHM San Francisco	\$ 1,956,836	3,235	375	36	22	117	↑
ILHM Seattle	\$ 956,588	3,048	1331	84	69	221	↑
ILHM Silicon Valley	\$ 1,797,477	2,829	627	62	43	123	↑
ILHM Tampa	\$ 686,070	2,894	1488	70	72	221	↑
ILHM Twin Cities	\$ 752,390	3,550	782	53	36	233	↔
ILHM Ventura	\$ 1,210,421	2,418	1003	69	54	182	↔

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