



ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,097,744	↔
Asking Price per Square Foot	\$ 307	
Average Days on Market	117	↓
Total Inventory	38,421	
Percent of Properties with Price Decrease	39 %	
Percent Relisted (reset DOM)	15 %	
Percent Flip (price increased)	4 %	
New Listings	1,975	
Absorbed This Week	1,667	
Median House Size (sq ft)	3,288	
Median Lot Size	0.50 - 1.0 acre	
Median Age	29	

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 38421 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,097,744. These homes have been on the market for an average of 117 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 \$1,097,744.

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 \$309.

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.

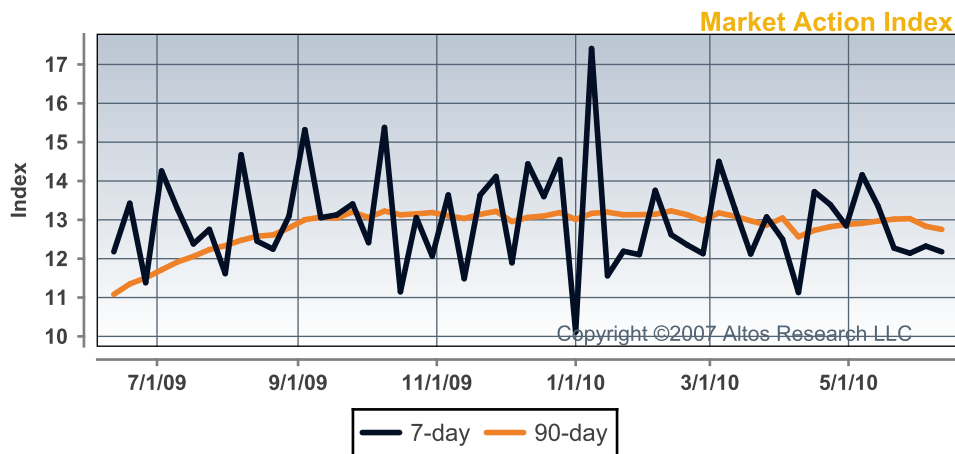
The ILHM National market is currently quite strongly in the Buyer's Market zone (below 30). The Market Action Index stands at 12. With several months of inventory available at the current sales rate, luxury buyers should find ample choice.

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.

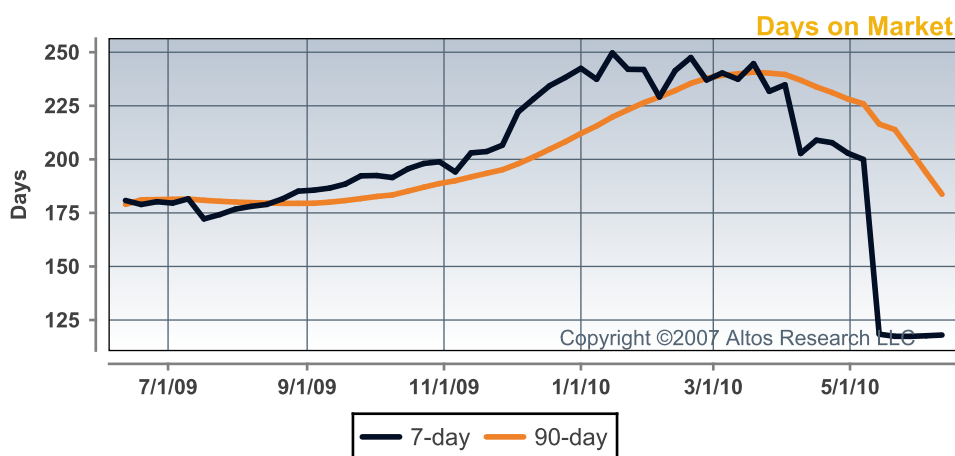
DAYS ON MARKET (DOM)

The properties have been on the market for an average of 183 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	\$ 668,862	N/A	1921	104	85	142	↓
ILHM Austin	\$ 655,935	3,346	1699	102	64	149	↔
ILHM Baltimore	\$ 948,105	3,440	306	15	11	223	↓
ILHM Boston	\$ 1,391,763	3,556	599	40	31	100	↔
ILHM Charlotte	\$ 515,921	2,880	757	32	27	214	↔
ILHM Chicago	\$ 1,341,682	3,877	1396	56	42	259	↑
ILHM Cleveland	\$ 474,133	4,215	433	23	22	128	↔
ILHM Dallas	\$ 734,131	3,852	2253	126	100	174	↔
ILHM Washington	\$ 1,494,751	5,528	1308	150	97	116	↔
ILHM Denver	\$ 664,497	3,537	1520	100	79	189	↓
ILHM Detroit	\$ 531,951	3,345	519	25	23	257	↓
ILHM Honolulu	\$ 1,208,731	2,251	730	42	38	138	↔
ILHM Houston	\$ 836,017	3,496	1560	74	62	149	↓
ILHM Las Vegas	\$ 303,416	2,228	1009	46	42	172	↑
ILHM Los Angeles	\$ 2,216,361	3,281	1712	109	87	140	↓
ILHM Miami	\$ 1,999,563	4,002	2112	58	70	307	↑
ILHM New York	\$ 3,533,962	3,806	733	22	20	248	↓
ILHM Orlando	\$ 646,789	3,011	1052	52	44	198	↓
ILHM Philadelphia	\$ 1,049,824	3,866	462	28	16	213	↓
ILHM Phoenix	\$ 980,287	3,785	3266	133	161	262	↑
ILHM Portland	\$ 578,841	3,039	1223	69	59	145	↔
ILHM Raleigh-Durham	\$ 512,575	2,847	871	39	24	189	↓
ILHM Sacramento/Tahoe	\$ 726,579	2,861	571	38	31	200	↓
ILHM Salt Lake	\$ 784,179	4,040	1124	75	68	156	↔
ILHM San Diego	\$ 1,945,159	3,696	1602	100	84	138	↓
ILHM San Francisco	\$ 1,925,516	3,160	431	35	26	82	↓
ILHM Seattle	\$ 962,425	3,068	1388	83	72	174	↔
ILHM Silicon Valley	\$ 1,793,305	2,826	708	64	51	85	↑
ILHM Tampa	\$ 677,348	2,894	1482	64	68	199	↔
ILHM Twin Cities	\$ 764,120	3,571	856	54	38	194	↓
ILHM Ventura	\$ 1,192,380	2,425	1078	66	52	141	↓

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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