



ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,095,173	↔
Asking Price per Square Foot	\$ 309	
Average Days on Market	118	↓
Total Inventory	38,351	
Percent of Properties with Price Decrease	39 %	
Percent Relisted (reset DOM)	15 %	
Percent Flip (price increased)	4 %	
New Listings	1,565	
Absorbed This Week	1,608	
Median House Size (sq ft)	3,285	
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 38351 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,095,173. These homes have been on the market for an average of 118 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 \$1,095,173.

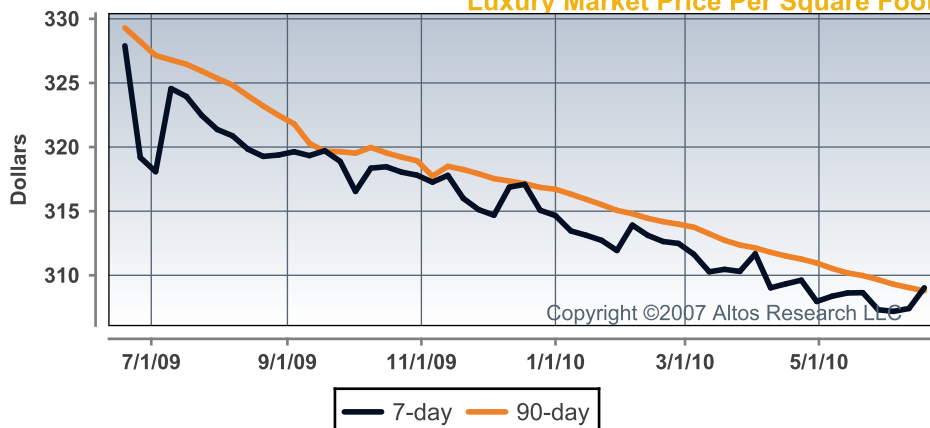
PRICE PER SQUARE FOOT

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 \$308.

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.

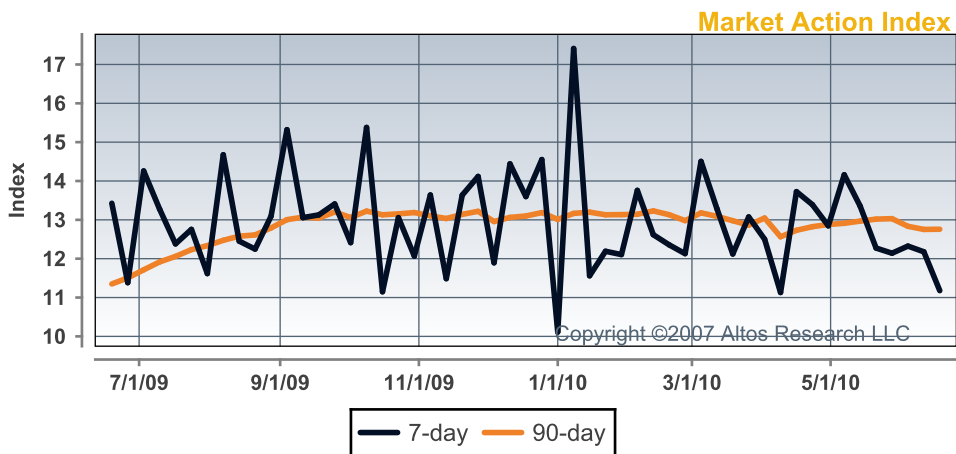
The ILHM National market is currently quite strongly in the Buyer's Market zone (below 30). The Market Action Index stands at 12. With several months of inventory available at the current sales rate, luxury buyers should find ample choice.

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.

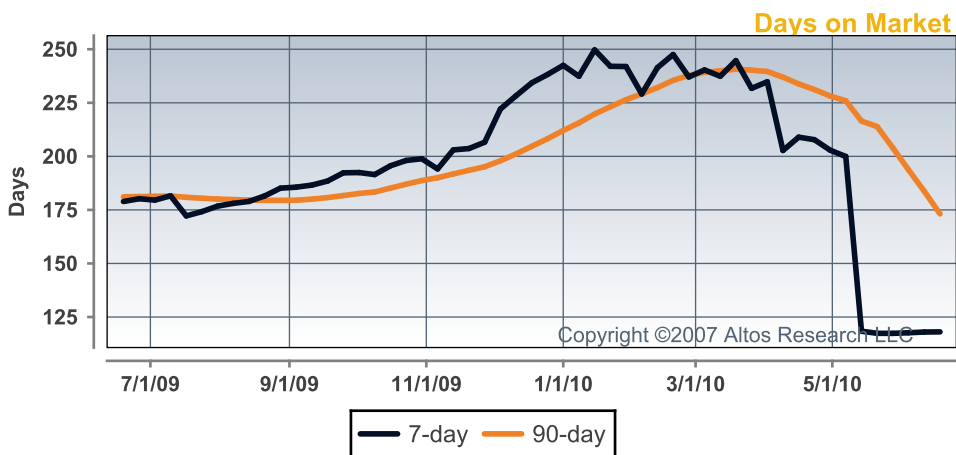
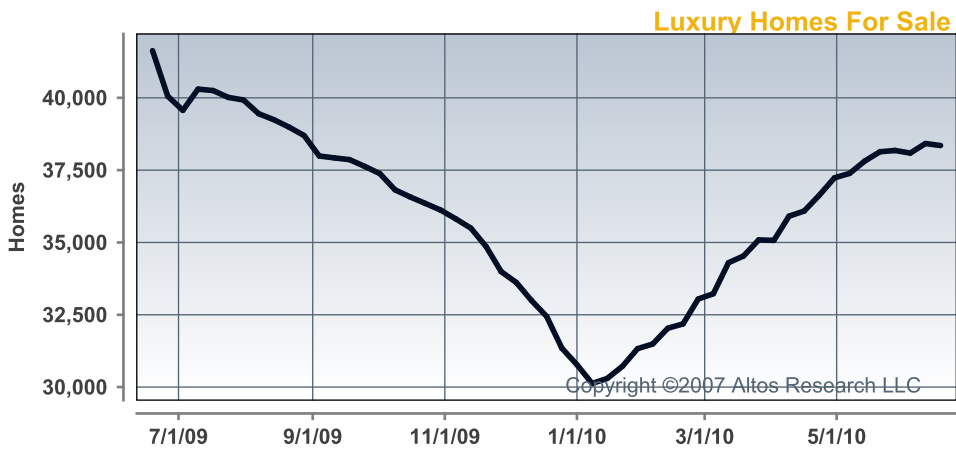
DAYS ON MARKET (DOM)

The properties have been on the market for an average of 173 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	\$ 665,638	N/A	1944	109	86	133	↓
ILHM Austin	\$ 654,351	3,353	1734	101	66	137	↔
ILHM Baltimore	\$ 944,890	3,445	312	16	10	211	↓
ILHM Boston	\$ 1,385,109	3,546	607	40	32	95	↓
ILHM Charlotte	\$ 513,281	2,880	760	32	28	200	↔
ILHM Chicago	\$ 1,347,492	3,835	1410	58	44	246	↑
ILHM Cleveland	\$ 474,052	4,218	434	22	21	124	↓
ILHM Dallas	\$ 732,943	3,852	2272	123	104	162	↔
ILHM Washington	\$ 1,473,869	5,464	1378	150	81	105	↓
ILHM Denver	\$ 664,607	3,549	1542	102	80	176	↓
ILHM Detroit	\$ 530,244	3,353	516	24	23	246	↔
ILHM Honolulu	\$ 1,213,206	2,255	734	41	38	132	↓
ILHM Houston	\$ 835,623	3,499	1572	74	63	141	↔
ILHM Las Vegas	\$ 302,436	2,227	1014	47	42	166	↔
ILHM Los Angeles	\$ 2,215,711	3,282	1732	110	88	132	↓
ILHM Miami	\$ 1,984,626	3,981	2096	58	70	287	↑
ILHM New York	\$ 3,533,788	3,802	736	23	20	242	↓
ILHM Orlando	\$ 646,804	3,012	1057	52	47	188	↓
ILHM Philadelphia	\$ 1,047,831	3,850	473	28	17	202	↓
ILHM Phoenix	\$ 978,651	3,786	3236	135	162	249	↑
ILHM Portland	\$ 578,906	3,041	1233	69	59	139	↓
ILHM Raleigh-Durham	\$ 510,872	2,846	886	38	22	179	↓
ILHM Sacramento/Tahoe	\$ 725,819	2,852	578	39	32	189	↓
ILHM Salt Lake	\$ 776,297	4,051	1129	77	67	148	↔
ILHM San Diego	\$ 1,939,976	3,692	1619	104	87	131	↓
ILHM San Francisco	\$ 1,931,067	3,149	438	35	28	77	↔
ILHM Seattle	\$ 963,470	3,075	1400	86	74	163	↔
ILHM Silicon Valley	\$ 1,792,913	2,825	719	64	53	79	↔
ILHM Tampa	\$ 674,399	2,889	1478	63	68	194	↔
ILHM Twin Cities	\$ 766,271	3,576	871	54	40	183	↔
ILHM Ventura	\$ 1,188,808	2,427	1091	65	53	134	↓

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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