



ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,089,878	↔
Asking Price per Square Foot	\$ 305	
Average Days on Market	120	↓
Total Inventory	39,110	
Percent of Properties with Price Decrease	40 %	
Percent Relisted (reset DOM)	15 %	
Percent Flip (price increased)	4 %	
New Listings	1,702	
Absorbed This Week	1,485	
Median House Size (sq ft)	3,284	
Median Lot Size	0.50 - 1.0 acre	
Median Age	30	

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 39110 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,089,878. These homes have been on the market for an average of 120 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 \$1,089,878.

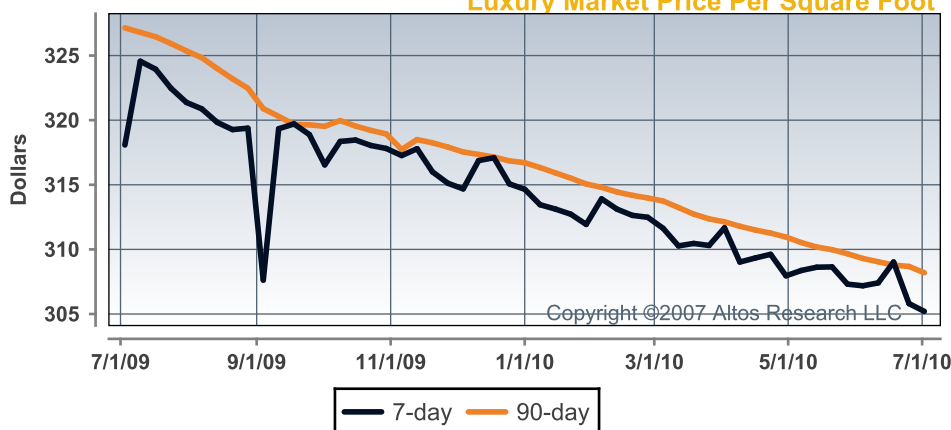
PRICE PER SQUARE FOOT

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.

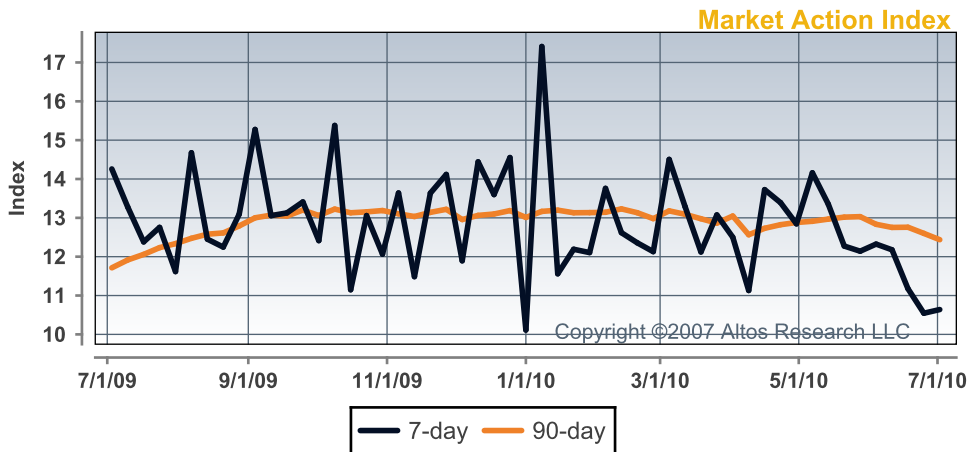
The ILHM National market is currently quite strongly in the Buyer's Market zone (below 30). The Market Action Index stands at 12. With several months of inventory available at the current sales rate, luxury buyers should find ample choice.

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.

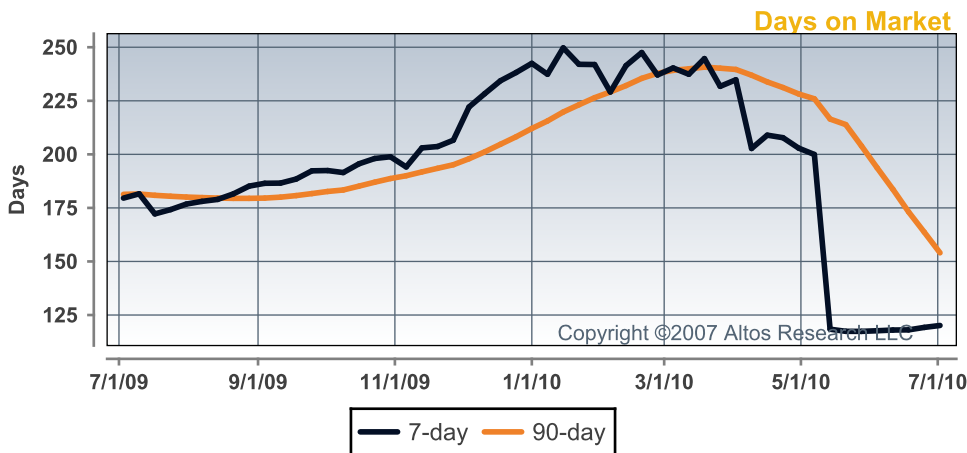
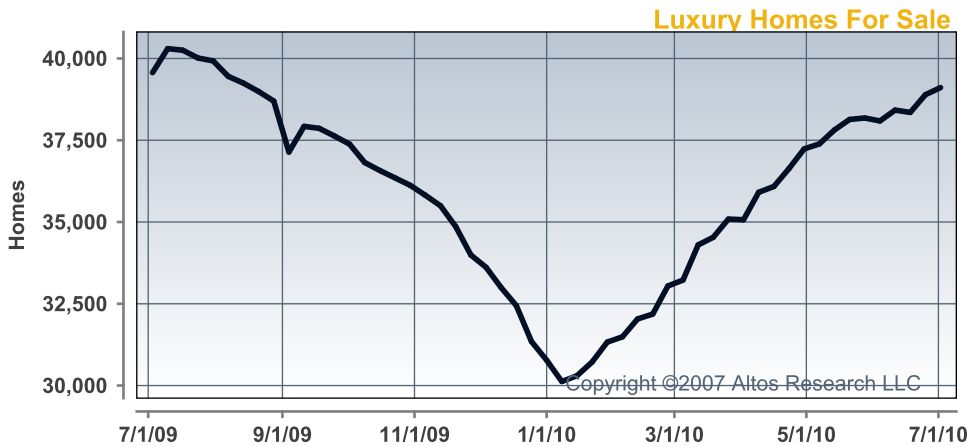
DAYS ON MARKET (DOM)

The properties have been on the market for an average of 154 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	\$ 659,790	N/A	1986	108	85	118	↓
ILHM Austin	\$ 652,567	3,365	1799	99	64	116	↓
ILHM Baltimore	\$ 940,874	3,447	322	16	10	188	↓
ILHM Boston	\$ 1,375,348	3,534	621	38	30	87	↓
ILHM Charlotte	\$ 510,640	2,885	767	32	28	173	↔
ILHM Chicago	\$ 1,353,812	3,855	1440	61	45	219	↑
ILHM Cleveland	\$ 471,822	4,219	435	21	21	114	↓
ILHM Dallas	\$ 729,652	3,850	2303	118	103	139	↔
ILHM Washington	\$ 1,418,847	5,341	1535	148	67	81	↓
ILHM Denver	\$ 657,696	3,532	1584	104	83	152	↓
ILHM Detroit	\$ 534,263	3,384	515	24	24	221	↑
ILHM Honolulu	\$ 1,225,542	2,267	742	40	37	120	↓
ILHM Houston	\$ 835,210	3,501	1569	71	70	126	↑
ILHM Las Vegas	\$ 300,173	2,229	1029	50	42	152	↔
ILHM Los Angeles	\$ 2,207,712	3,277	1776	111	86	116	↓
ILHM Miami	\$ 1,954,410	3,940	2060	57	70	269	↑
ILHM New York	\$ 3,549,349	3,824	740	22	20	232	↓
ILHM Orlando	\$ 649,564	3,017	1061	48	47	170	↓
ILHM Philadelphia	\$ 1,044,541	3,821	496	27	17	179	↓
ILHM Phoenix	\$ 973,389	3,786	3168	131	162	224	↑
ILHM Portland	\$ 578,239	3,045	1249	66	59	128	↓
ILHM Raleigh-Durham	\$ 508,819	2,847	896	34	31	154	↔
ILHM Sacramento/Tahoe	\$ 726,122	2,833	595	41	32	166	↔
ILHM Salt Lake	\$ 760,593	4,064	1144	75	65	130	↓
ILHM San Diego	\$ 1,932,869	3,679	1655	104	87	121	↓
ILHM San Francisco	\$ 1,930,958	3,118	452	36	29	68	↓
ILHM Seattle	\$ 963,112	3,082	1424	86	72	143	↓
ILHM Silicon Valley	\$ 1,790,382	2,826	742	66	54	67	↔
ILHM Tampa	\$ 665,994	2,882	1474	64	66	181	↓
ILHM Twin Cities	\$ 766,937	3,586	898	53	38	161	↓
ILHM Ventura	\$ 1,180,783	2,430	1117	64	51	121	↓

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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