



ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,082,760	↔
Asking Price per Square Foot	\$ 305	
Average Days on Market	123	↓
Total Inventory	39,064	
Percent of Properties with Price Decrease	41 %	
Percent Relisted (reset DOM)	21 %	
Percent Flip (price increased)	3 %	
New Listings	1,709	
Absorbed This Week	1,635	
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 39064 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,082,759. These homes have been on the market for an average of 123 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.

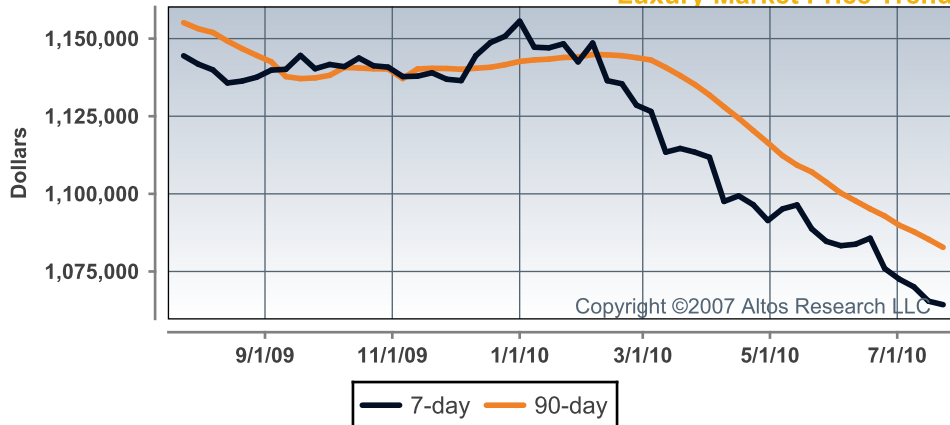
PRICE

Luxury home prices across the ILHM National sample have stayed relatively stable in recent weeks. This week median price is \$1,082,759.

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 \$307.

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.

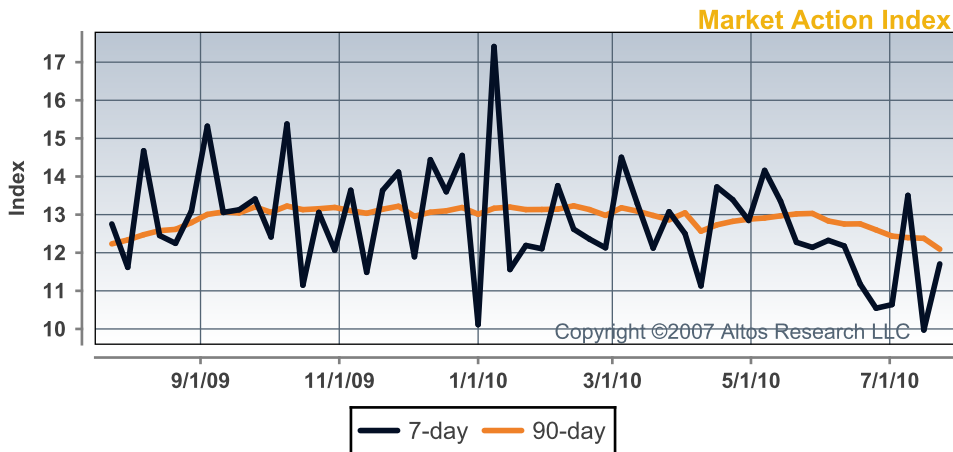
The ILHM National market is currently quite strongly in the Buyer's Market zone (below 30). The Market Action Index stands at 12. With several months of inventory available at the current sales rate, luxury buyers should find ample choice.

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.

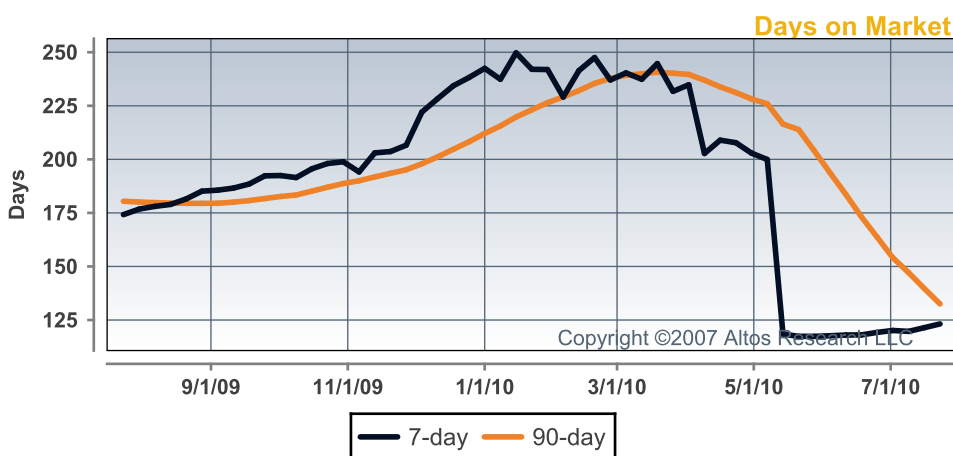
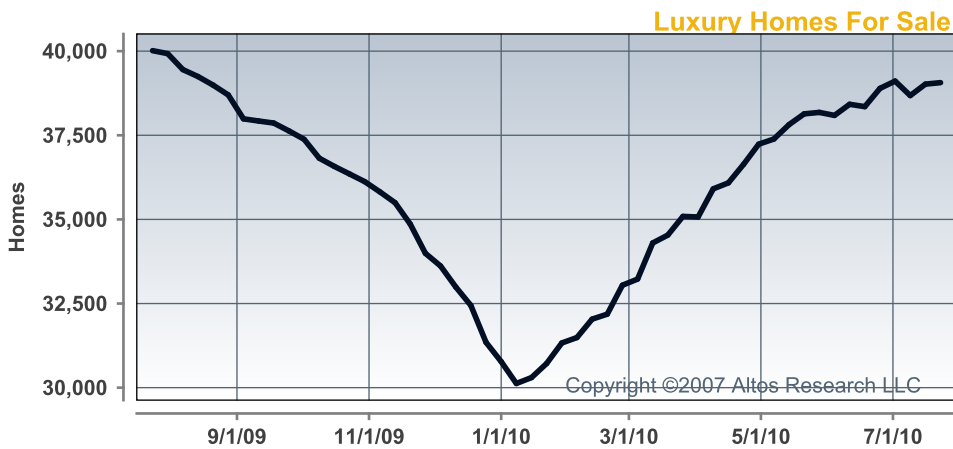
DAYS ON MARKET (DOM)

The properties have been on the market for an average of 132 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	\$ 653,591	N/A	2028	97	88	108	↔
ILHM Austin	\$ 649,099	3,380	1851	87	77	98	↑
ILHM Baltimore	\$ 934,774	3,458	337	15	11	159	↓
ILHM Boston	\$ 1,369,419	3,531	616	30	32	85	↔
ILHM Charlotte	\$ 507,037	2,907	764	26	29	142	↔
ILHM Chicago	\$ 1,364,516	3,875	1460	54	49	174	↑
ILHM Cleveland	\$ 471,197	4,229	434	20	20	110	↓
ILHM Dallas	\$ 722,377	3,844	2314	101	105	118	↔
ILHM Washington	\$ 1,352,031	5,189	1776	129	50	67	↓
ILHM Denver	\$ 644,197	3,495	1636	94	78	122	↓
ILHM Detroit	\$ 538,399	3,418	517	24	24	186	↑
ILHM Honolulu	\$ 1,248,741	2,294	747	39	38	110	↓
ILHM Houston	\$ 834,225	3,510	1554	63	72	113	↓
ILHM Las Vegas	\$ 295,646	2,231	1054	47	39	138	↓
ILHM Los Angeles	\$ 2,199,011	3,278	1829	102	87	104	↔
ILHM Miami	\$ 1,922,162	3,917	2024	54	63	240	↓
ILHM New York	\$ 3,573,018	3,838	742	20	20	220	↓
ILHM Orlando	\$ 649,607	3,022	1061	45	47	147	↔
ILHM Philadelphia	\$ 1,043,739	3,782	518	22	20	156	↔
ILHM Phoenix	\$ 957,645	3,780	3055	127	148	192	↑
ILHM Portland	\$ 575,804	3,051	1283	66	54	118	↓
ILHM Raleigh-Durham	\$ 504,964	2,837	895	29	32	130	↔
ILHM Sacramento/Tahoe	\$ 717,395	2,784	635	45	29	136	↓
ILHM Salt Lake	\$ 731,895	4,060	1190	81	64	108	↓
ILHM San Diego	\$ 1,923,595	3,656	1713	105	84	108	↓
ILHM San Francisco	\$ 1,913,966	3,057	465	34	31	66	↔
ILHM Seattle	\$ 964,467	3,096	1469	83	69	112	↓
ILHM Silicon Valley	\$ 1,777,771	2,812	767	61	55	64	↓
ILHM Tampa	\$ 658,748	2,872	1462	62	67	164	↑
ILHM Twin Cities	\$ 764,857	3,589	927	46	38	130	↓
ILHM Ventura	\$ 1,176,161	2,439	1152	60	50	109	↓

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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