



ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,051,147	↔
Asking Price per Square Foot	\$ 296	
Average Days on Market	162	↑
Total Inventory	30,029	
Percent of Properties with Price Decrease	34 %	
Percent Relisted (reset DOM)	14 %	
Percent Flip (price increased)	3 %	
New Listings	1,874	
Absorbed This Week	1,621	
Median House Size (sq ft)	3,321	
Median Lot Size	0.50 - 1.0 acre	
Median Age	28	

Altos Research Value Statistics

Market Action Index	Cold! Buyer's Market	13	↔
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THIS WEEK

The ILHM National Report this week looked at 30029 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,051,146. These homes have been on the market for an average of 162 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.

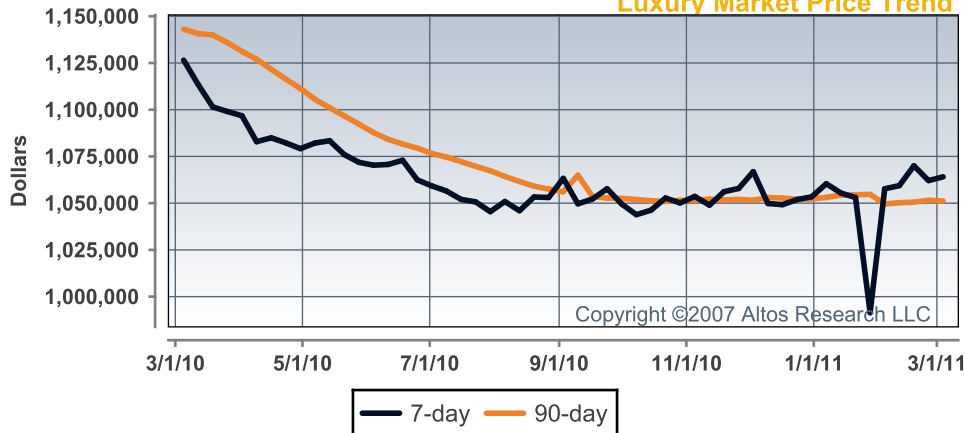
PRICE

Luxury home prices across the ILHM National sample have stayed relatively stable in recent weeks. This week median price is \$1,051,146.

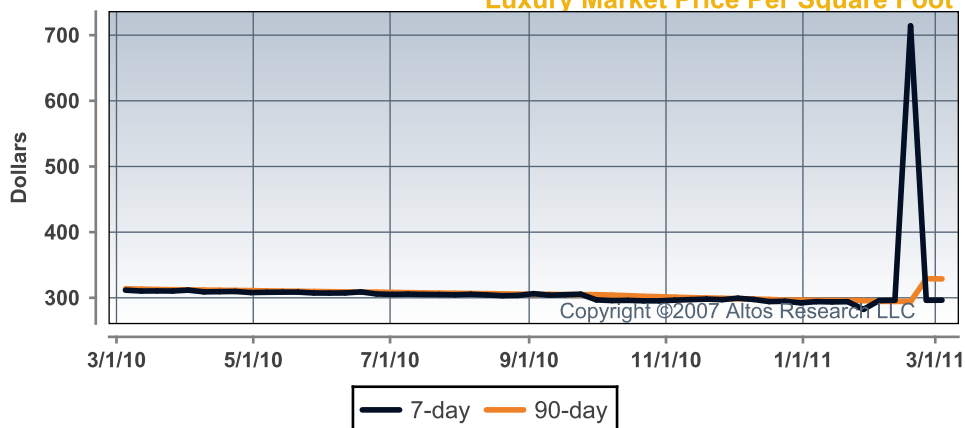
PRICE PER SQUARE FOOT

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 \$328.

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.

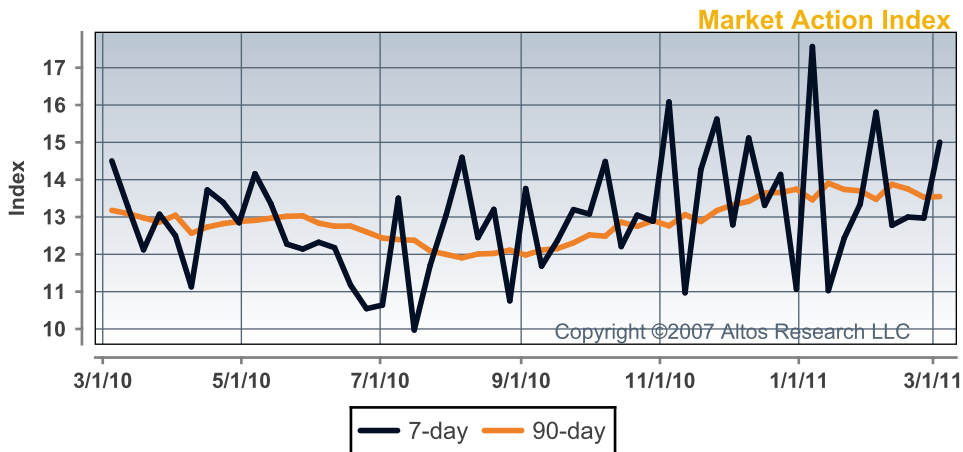
The ILHM National market is currently quite strongly in the Buyer's Market zone (below 30). The Market Action Index stands at 13. With several months of inventory available at the current sales rate, luxury buyers should find ample choice.

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.

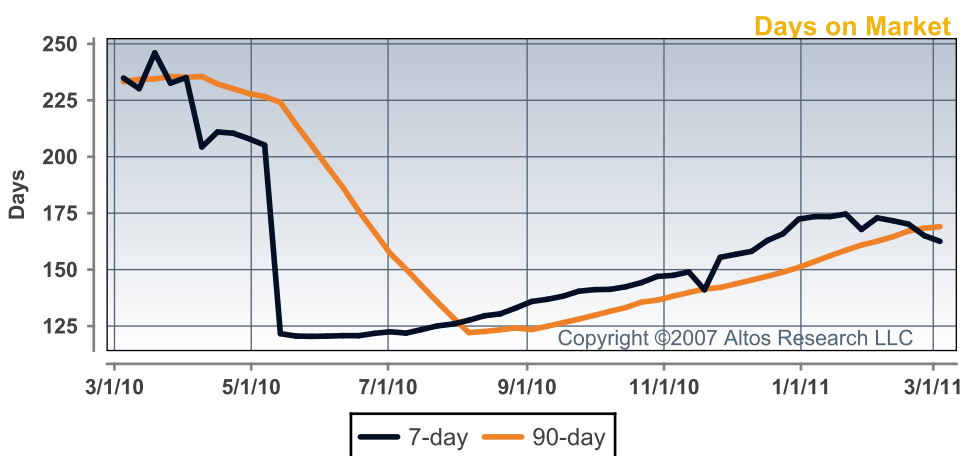
DAYS ON MARKET (DOM)

The properties have been on the market for an average of 169 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	\$ 628,717	N/A	1506	63	77	165	↑
ILHM Austin	\$ 628,964	3,274	1096	54	64	153	↓
ILHM Baltimore	\$ 987,040	5,913	259	8	10	224	↓
ILHM Boston	\$ 1,527,580	3,793	374	16	21	145	↓
ILHM Charlotte	\$ 468,872	2,854	520	19	23	195	↔
ILHM Chicago	\$ 1,414,460	6,703	1079	40	44	233	↓
ILHM Cleveland	\$ 437,085	4,064	328	13	16	153	↑
ILHM Dallas	\$ 683,338	3,606	1607	71	84	164	↓
ILHM Washington	\$ 1,477,182	4,494	863	40	49	145	↓
ILHM Denver	\$ 635,866	3,444	1187	55	73	152	↔
ILHM Detroit	\$ 569,827	3,224	393	14	22	205	↓
ILHM Honolulu	\$ 1,120,044	2,180	710	69	88	111	↔
ILHM Houston	\$ 844,253	3,310	1103	54	55	152	↓
ILHM Las Vegas	\$ 256,462	2,134	1021	43	43	150	↔
ILHM Los Angeles	\$ 2,148,188	3,073	1433	75	82	146	↔
ILHM Miami	\$ 1,872,487	3,947	1901	77	65	230	↑
ILHM New York	\$ 3,571,047	N/A	716	21	29	208	↓
ILHM Orlando	\$ 607,137	2,985	844	35	39	197	↑
ILHM Philadelphia	\$ 978,161	3,838	411	12	16	249	↔
ILHM Phoenix	\$ 874,437	3,433	2850	122	131	177	↑
ILHM Portland	\$ 523,869	3,015	1040	42	48	177	↔
ILHM Raleigh-Durham	\$ 477,840	2,842	628	23	23	195	↓
ILHM Sacramento/Tahoe	\$ 667,203	2,625	478	36	42	149	↔
ILHM Salt Lake	\$ 698,236	3,989	770	32	38	160	↑
ILHM San Diego	\$ 1,636,550	3,224	1486	87	96	142	↑
ILHM San Francisco	\$ 1,852,587	3,048	250	16	21	134	↔
ILHM Seattle	\$ 914,043	3,042	1086	48	59	148	↑
ILHM Silicon Valley	\$ 1,777,384	2,854	455	37	36	118	↓
ILHM Tampa	\$ 612,955	2,785	1410	44	53	157	↑
ILHM Twin Cities	\$ 714,124	3,594	647	32	36	175	↓
ILHM Ventura	\$ 1,068,890	2,256	952	70	65	143	↓

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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