



ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,050,459	← →
Asking Price per Square Foot	\$ 290	
Average Days on Market	153	← →
Total Inventory	30,480	
Percent of Properties with Price Decrease	34 %	
Percent Relisted (reset DOM)	15 %	
Percent Flip (price increased)	3 %	
New Listings	1,682	
Absorbed This Week	1,399	
Median House Size (sq ft)	3,298	
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 30480 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,050,458. These homes have been on the market for an average of 153 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.

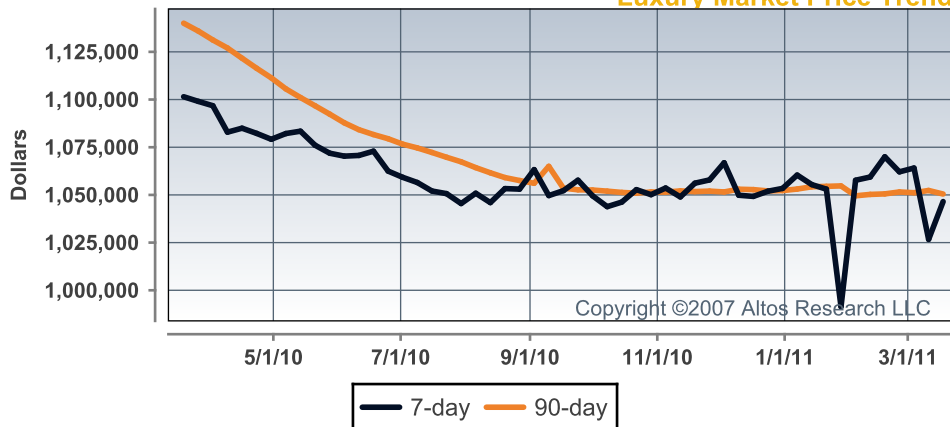
PRICE

Luxury home prices across the ILHM National sample have stayed relatively stable in recent weeks. This week median price is \$1,050,458.

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.

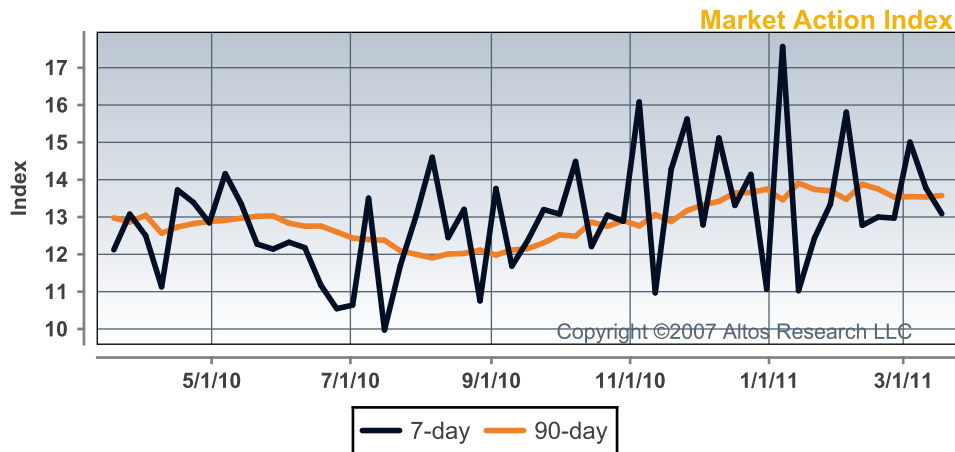
The ILHM National market is currently quite strongly in the Buyer's Market zone (below 30). The Market Action Index stands at 13. With several months of inventory available at the current sales rate, luxury buyers should find ample choice.

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.

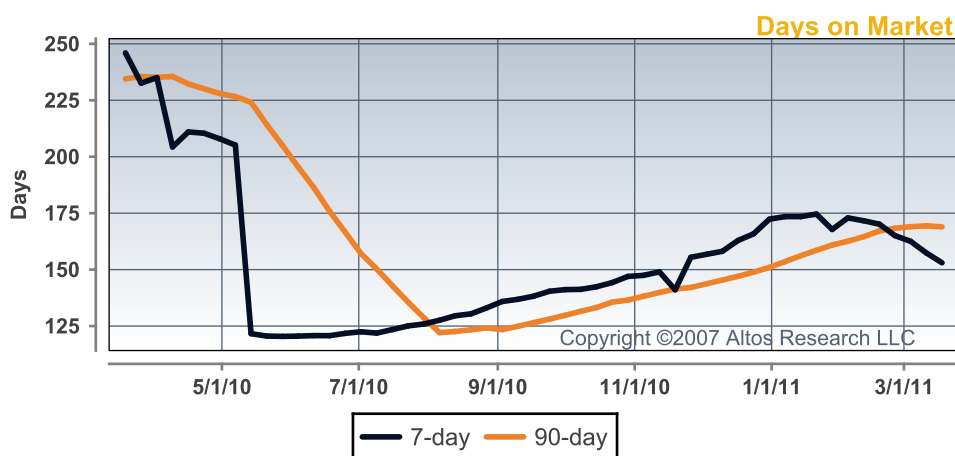
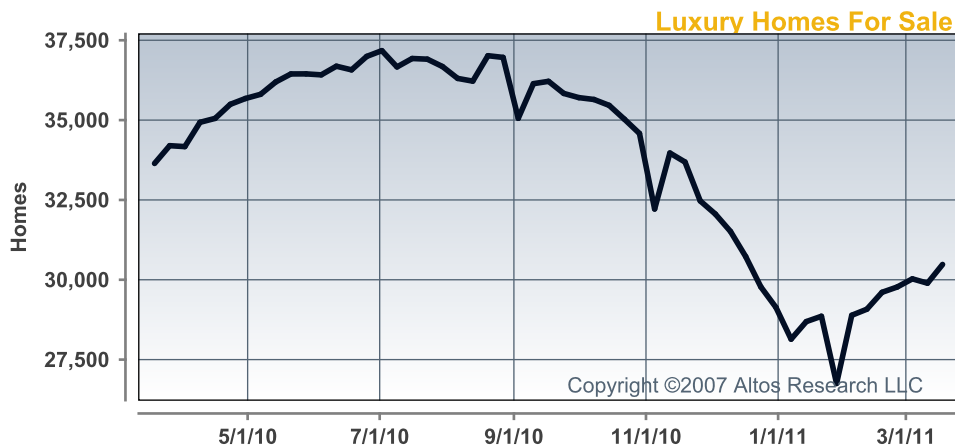
DAYS ON MARKET (DOM)

The properties have been on the market for an average of 168 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	\$ 633,217	N/A	1489	73	80	164	↑
ILHM Austin	\$ 630,991	3,279	1099	66	60	147	↓
ILHM Baltimore	\$ 984,832	5,894	258	10	10	227	↔
ILHM Boston	\$ 1,538,388	3,830	375	23	19	149	↓
ILHM Charlotte	\$ 469,441	2,855	515	19	22	194	↔
ILHM Chicago	\$ 1,403,223	6,616	1090	40	36	236	↓
ILHM Cleveland	\$ 441,318	4,079	327	16	15	154	↔
ILHM Dallas	\$ 686,825	3,616	1602	83	83	164	↔
ILHM Washington	\$ 1,481,344	4,472	865	52	48	146	↓
ILHM Denver	\$ 647,533	3,478	1183	60	72	151	↔
ILHM Detroit	\$ 569,723	3,240	379	16	23	206	↑
ILHM Honolulu	\$ 1,139,114	2,205	663	40	52	114	↓
ILHM Houston	\$ 845,026	3,300	1110	62	55	149	↓
ILHM Las Vegas	\$ 256,220	2,135	1022	43	42	152	↓
ILHM Los Angeles	\$ 2,136,522	3,063	1428	81	82	146	↔
ILHM Miami	\$ 1,888,780	3,959	1898	79	67	229	↑
ILHM New York	\$ 3,577,548	6,259	712	25	25	208	↓
ILHM Orlando	\$ 602,135	2,981	839	37	40	199	↑
ILHM Philadelphia	\$ 967,569	3,795	408	15	15	249	↓
ILHM Phoenix	\$ 875,635	3,445	2839	129	136	174	↑
ILHM Portland	\$ 523,808	3,020	1031	46	48	181	↔
ILHM Raleigh-Durham	\$ 477,733	2,842	636	28	22	196	↓
ILHM Sacramento/Tahoe	\$ 660,365	2,628	470	37	41	147	↔
ILHM Salt Lake	\$ 703,872	3,991	761	34	38	160	↔
ILHM San Diego	\$ 1,626,395	3,226	1480	95	96	142	↔
ILHM San Francisco	\$ 1,847,623	3,062	250	22	19	132	↓
ILHM Seattle	\$ 916,555	3,045	1071	55	59	150	↔
ILHM Silicon Valley	\$ 1,784,952	2,853	464	41	34	117	↓
ILHM Tampa	\$ 617,793	2,800	1396	46	53	159	↑
ILHM Twin Cities	\$ 714,209	3,590	638	34	35	176	↓
ILHM Ventura	\$ 1,059,174	2,248	953	61	54	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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