



ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,053,602	↔
Asking Price per Square Foot	\$ 295	
Average Days on Market	138	↓
Total Inventory	31,636	
Percent of Properties with Price Decrease	35 %	
Percent Relisted (reset DOM)	13 %	
Percent Flip (price increased)	3 %	
New Listings	1,986	
Absorbed This Week	1,921	
Median House Size (sq ft)	3,259	
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 31636 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,053,602. These homes have been on the market for an average of 138 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 \$1,053,602.

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.

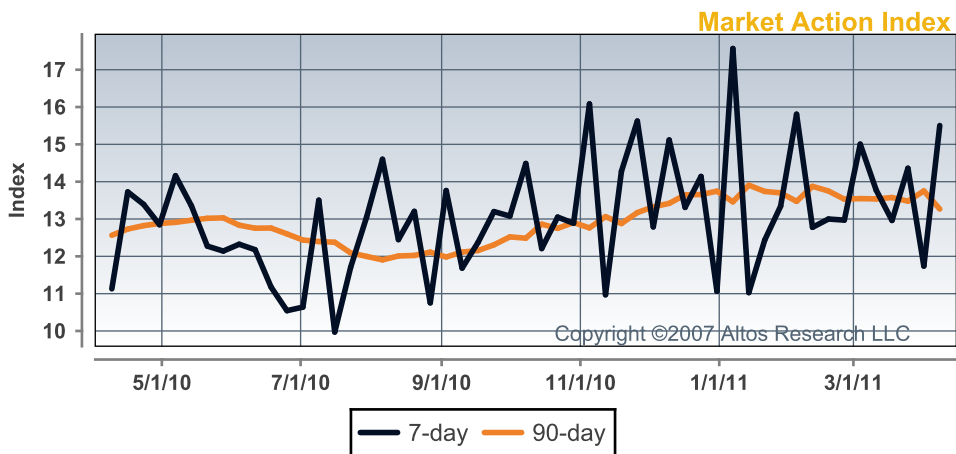
The ILHM National market is currently quite strongly in the Buyer's Market zone (below 30). The Market Action Index stands at 13. With several months of inventory available at the current sales rate, luxury buyers should find ample choice.

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.

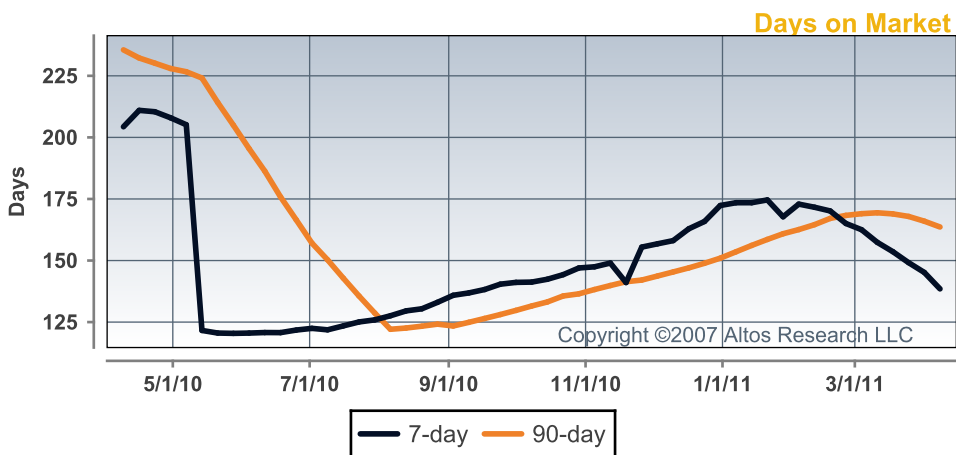
DAYS ON MARKET (DOM)

The properties have been on the market for an average of 163 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	\$ 635,504	N/A	1498	87	75	158	↓
ILHM Austin	\$ 640,206	3,284	1149	82	56	132	↓
ILHM Baltimore	\$ 983,761	5,828	260	12	10	225	↑
ILHM Boston	\$ 1,511,935	3,816	410	33	17	143	↓
ILHM Charlotte	\$ 475,652	2,878	522	25	19	191	↓
ILHM Chicago	\$ 1,381,353	6,501	1121	48	34	232	↓
ILHM Cleveland	\$ 447,750	4,110	337	21	16	146	↓
ILHM Dallas	\$ 693,527	3,610	1658	108	79	158	↓
ILHM Washington	\$ 1,479,975	4,466	916	70	47	133	↔
ILHM Denver	\$ 668,774	3,533	1202	70	69	145	↔
ILHM Detroit	\$ 565,402	3,258	366	18	21	204	↔
ILHM Honolulu	\$ 1,126,532	2,196	667	34	29	112	↓
ILHM Houston	\$ 840,137	3,283	1157	77	55	136	↓
ILHM Las Vegas	\$ 253,823	2,139	1031	47	42	154	↓
ILHM Los Angeles	\$ 2,126,885	3,063	1461	97	81	139	↔
ILHM Miami	\$ 1,909,999	3,980	1888	81	69	226	↑
ILHM New York	\$ 3,565,110	4,345	723	54	24	209	
ILHM Orlando	\$ 595,281	2,988	844	41	39	197	↓
ILHM Philadelphia	\$ 948,171	3,765	416	20	15	242	↑
ILHM Phoenix	\$ 879,605	3,464	2821	136	141	167	↑
ILHM Portland	\$ 525,363	3,030	1028	49	49	182	↔
ILHM Raleigh-Durham	\$ 475,830	2,837	673	37	20	191	↓
ILHM Sacramento/Tahoe	\$ 645,056	2,606	471	39	36	141	↓
ILHM Salt Lake	\$ 711,639	3,989	757	37	37	158	↓
ILHM San Diego	\$ 1,624,767	3,239	1512	110	91	137	↓
ILHM San Francisco	\$ 1,867,351	3,096	276	29	19	114	↓
ILHM Seattle	\$ 920,398	3,056	1081	66	59	146	↔
ILHM Silicon Valley	\$ 1,799,482	2,849	504	50	35	109	↔
ILHM Tampa	\$ 623,842	2,824	1382	51	55	162	↑
ILHM Twin Cities	\$ 720,023	3,594	645	33	29	181	↓
ILHM Ventura	\$ 1,039,119	2,231	985	66	53	139	↓

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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