



ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,054,829	↔
Asking Price per Square Foot	\$ 296	
Average Days on Market	134	↓
Total Inventory	32,425	
Percent of Properties with Price Decrease	34 %	
Percent Relisted (reset DOM)	13 %	
Percent Flip (price increased)	3 %	
New Listings	2,199	
Absorbed This Week	1,401	
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 32425 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,054,829. These homes have been on the market for an average of 134 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.

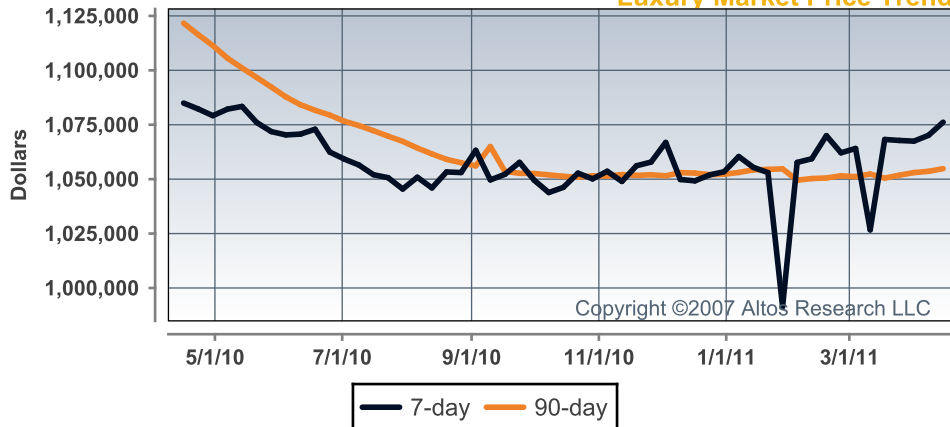
PRICE

Luxury home prices across the ILHM National sample have stayed relatively stable in recent weeks. This week median price is \$1,054,829.

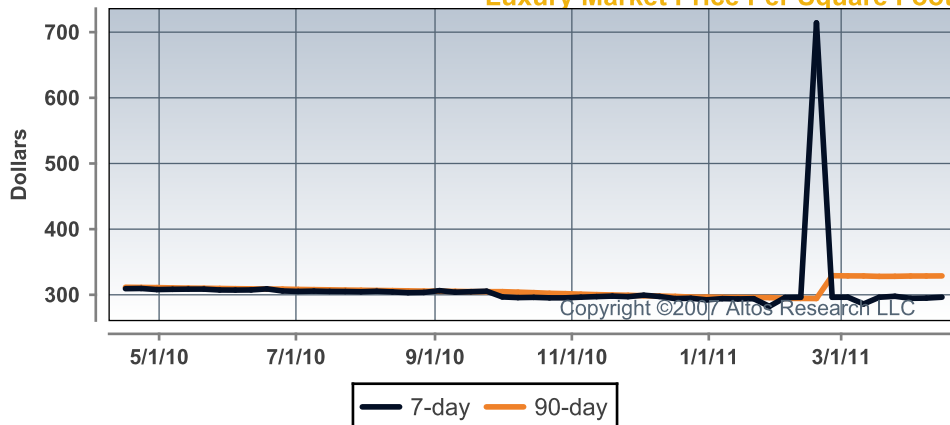
PRICE PER SQUARE FOOT

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.

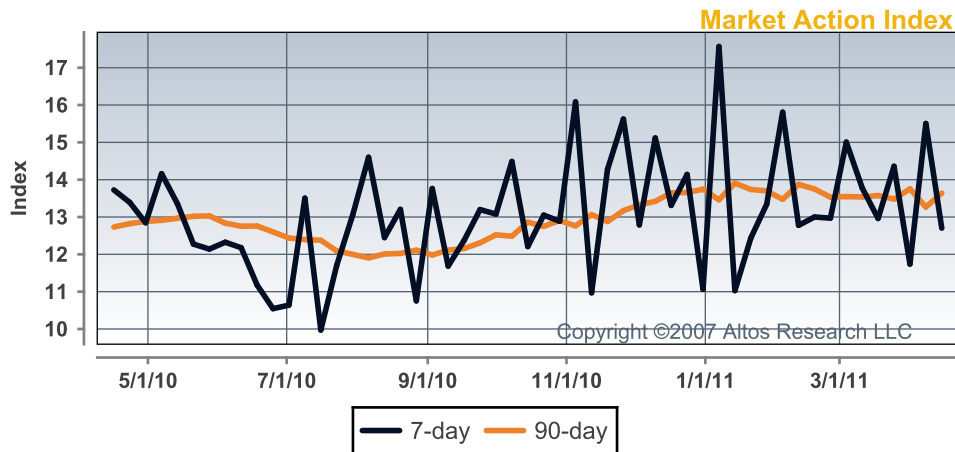
The ILHM National market is currently quite strongly in the Buyer's Market zone (below 30). The Market Action Index stands at 13. With several months of inventory available at the current sales rate, luxury buyers should find ample choice.

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.

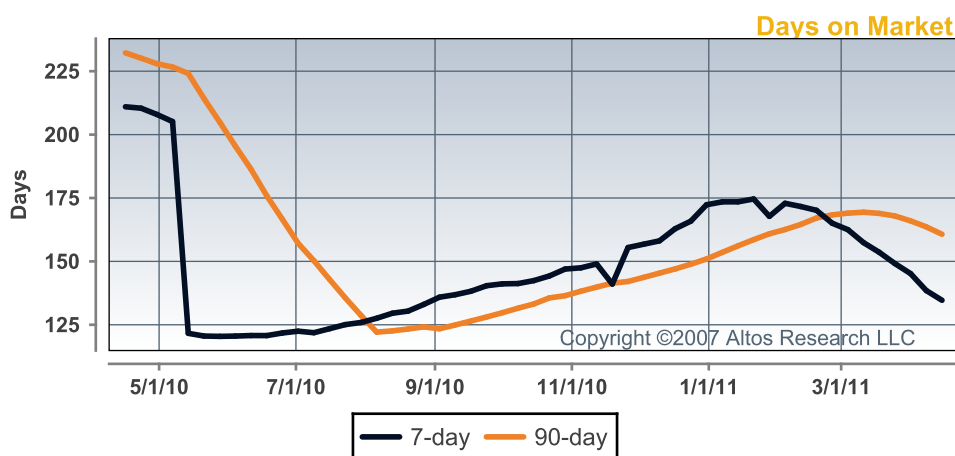
DAYS ON MARKET (DOM)

The properties have been on the market for an average of 160 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	\$ 636,344	N/A	1512	94	80	154	↔
ILHM Austin	\$ 643,161	3,284	1173	84	59	125	↓
ILHM Baltimore	\$ 984,583	5,835	264	13	10	221	↓
ILHM Boston	\$ 1,497,644	3,801	426	36	19	138	↓
ILHM Charlotte	\$ 476,523	2,886	528	26	20	187	↓
ILHM Chicago	\$ 1,378,900	6,470	1133	50	38	230	↔
ILHM Cleveland	\$ 450,613	4,121	341	21	16	141	↔
ILHM Dallas	\$ 694,646	3,604	1685	111	84	152	↔
ILHM Washington	\$ 1,475,011	4,437	945	76	48	126	↔
ILHM Denver	\$ 678,355	3,564	1214	72	79	142	↔
ILHM Detroit	\$ 567,383	3,274	362	18	22	204	↔
ILHM Honolulu	\$ 1,116,766	2,184	673	34	30	110	↓
ILHM Houston	\$ 839,685	3,279	1178	80	60	131	↑
ILHM Las Vegas	\$ 253,416	2,142	1032	46	45	154	↑
ILHM Los Angeles	\$ 2,126,398	3,061	1479	99	82	135	↓
ILHM Miami	\$ 1,919,844	3,989	1876	76	74	225	↑
ILHM New York	\$ 3,551,878	4,339	728	54	23	209	↔
ILHM Orlando	\$ 595,482	2,992	847	42	39	195	↓
ILHM Philadelphia	\$ 940,232	3,754	421	22	16	237	↑
ILHM Phoenix	\$ 881,870	3,471	2804	131	148	165	↑
ILHM Portland	\$ 525,252	3,031	1028	50	50	182	↑
ILHM Raleigh-Durham	\$ 475,748	2,836	693	39	19	189	↓
ILHM Sacramento/Tahoe	\$ 641,410	2,603	473	39	37	140	↓
ILHM Salt Lake	\$ 712,753	3,993	758	39	37	156	↓
ILHM San Diego	\$ 1,629,954	3,246	1523	106	95	134	↓
ILHM San Francisco	\$ 1,869,586	3,105	285	30	21	108	↑
ILHM Seattle	\$ 917,066	3,056	1088	71	63	143	↑
ILHM Silicon Valley	\$ 1,806,329	2,848	518	51	37	105	↑
ILHM Tampa	\$ 626,779	2,829	1371	47	57	163	↑
ILHM Twin Cities	\$ 720,280	3,592	650	35	30	181	↓
ILHM Ventura	\$ 1,036,918	2,229	997	67	55	137	↓

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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