



ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,056,759	↔
Asking Price per Square Foot	\$ 296	
Average Days on Market	132	↓
Total Inventory	32,453	
Percent of Properties with Price Decrease	35 %	
Percent Relisted (reset DOM)	12 %	
Percent Flip (price increased)	3 %	
New Listings	1,689	
Absorbed This Week	1,674	
Median House Size (sq ft)	3,261	
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 32453 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,056,758. These homes have been on the market for an average of 132 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.

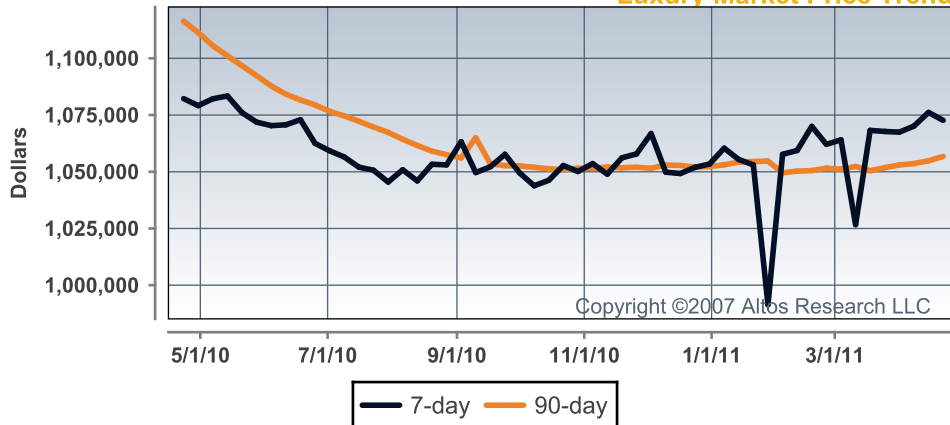
PRICE

Luxury home prices across the ILHM National sample have stayed relatively stable in recent weeks. This week median price is \$1,056,758.

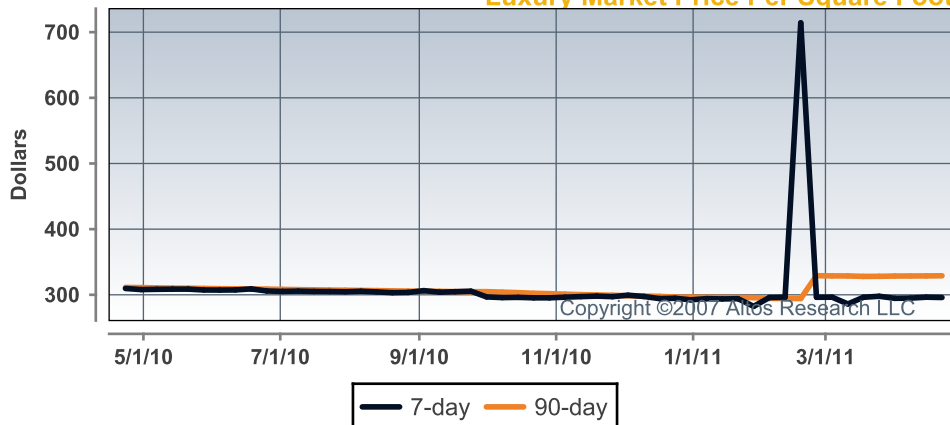
PRICE PER SQUARE FOOT

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.

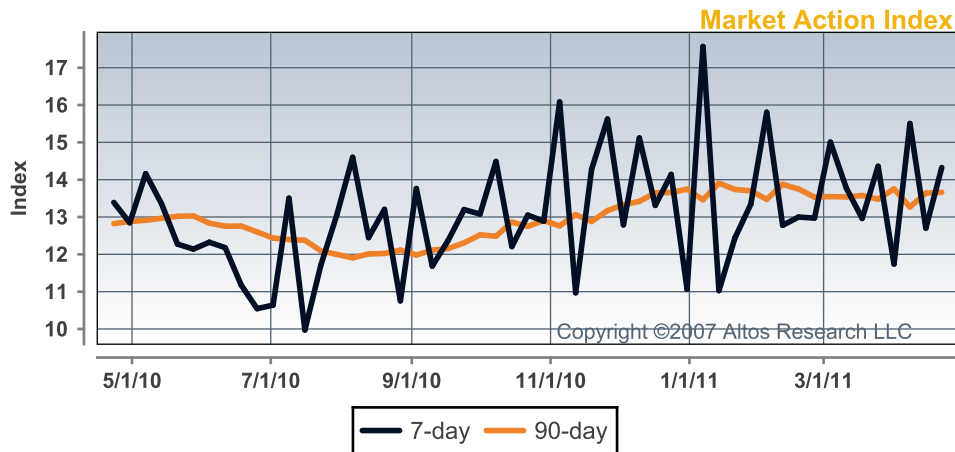
The ILHM National market is currently quite strongly in the Buyer's Market zone (below 30). The Market Action Index stands at 13. With several months of inventory available at the current sales rate, luxury buyers should find ample choice.

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.

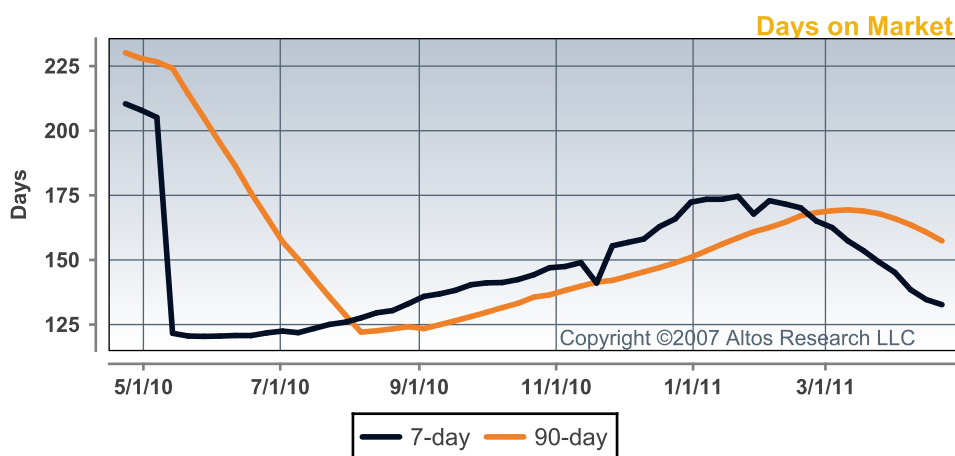
DAYS ON MARKET (DOM)

The properties have been on the market for an average of 157 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	\$ 636,772	N/A	1527	94	79	150	↓
ILHM Austin	\$ 644,033	3,281	1203	90	60	119	↔
ILHM Baltimore	\$ 982,472	5,854	268	14	10	216	↓
ILHM Boston	\$ 1,490,684	3,790	444	38	20	132	↔
ILHM Charlotte	\$ 477,685	2,897	536	28	20	183	↓
ILHM Chicago	\$ 1,376,401	6,432	1149	56	39	228	↔
ILHM Cleveland	\$ 452,170	4,125	347	22	15	137	↓
ILHM Dallas	\$ 696,146	3,600	1714	116	86	147	↔
ILHM Washington	\$ 1,470,911	4,420	974	79	50	119	↑
ILHM Denver	\$ 689,312	3,603	1225	71	78	139	↔
ILHM Detroit	\$ 568,094	3,285	361	20	21	202	↔
ILHM Honolulu	\$ 1,105,153	2,172	678	35	32	108	↓
ILHM Houston	\$ 839,140	3,273	1199	84	63	125	↑
ILHM Las Vegas	\$ 252,980	2,142	1034	49	47	153	↑
ILHM Los Angeles	\$ 2,132,904	3,063	1501	105	83	131	↔
ILHM Miami	\$ 1,929,173	3,992	1866	77	72	224	↑
ILHM New York	\$ 3,549,527	4,328	735	57	25	207	↑
ILHM Orlando	\$ 598,587	3,005	850	44	40	195	↔
ILHM Philadelphia	\$ 933,374	3,746	428	24	17	230	↑
ILHM Phoenix	\$ 885,033	3,479	2786	132	151	163	↑
ILHM Portland	\$ 524,932	3,032	1029	52	51	181	↑
ILHM Raleigh-Durham	\$ 475,503	2,836	718	42	17	184	↓
ILHM Sacramento/Tahoe	\$ 638,530	2,601	474	38	37	139	↓
ILHM Salt Lake	\$ 713,510	3,994	761	40	37	153	↓
ILHM San Diego	\$ 1,636,119	3,256	1535	107	95	132	↓
ILHM San Francisco	\$ 1,866,420	3,109	297	33	22	101	↑
ILHM Seattle	\$ 912,318	3,062	1098	74	64	138	↑
ILHM Silicon Valley	\$ 1,811,392	2,848	534	54	38	100	↑
ILHM Tampa	\$ 629,481	2,834	1361	47	57	164	↑
ILHM Twin Cities	\$ 720,995	3,592	656	37	30	180	↓
ILHM Ventura	\$ 1,035,525	2,229	1010	68	55	136	↔

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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