



ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,063,530	↔
Asking Price per Square Foot	\$ 296	
Average Days on Market	128	↓
Total Inventory	32,753	
Percent of Properties with Price Decrease	35 %	
Percent Relisted (reset DOM)	12 %	
Percent Flip (price increased)	3 %	
New Listings	1,780	
Absorbed This Week	1,471	
Median House Size (sq ft)	3,270	
Median Lot Size	0.50 - 1.0 acre	
Median Age	29	

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 32753 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,063,530. These homes have been on the market for an average of 128 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 \$1,063,530.

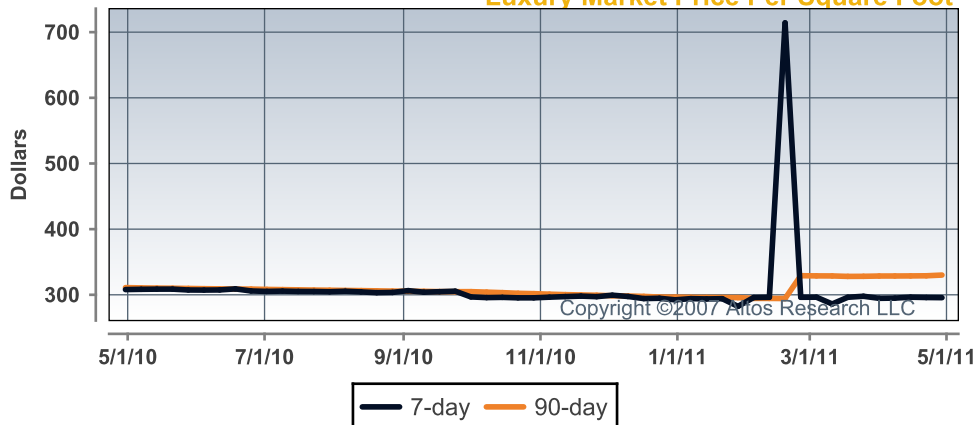
PRICE PER SQUARE FOOT

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 \$330.

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.

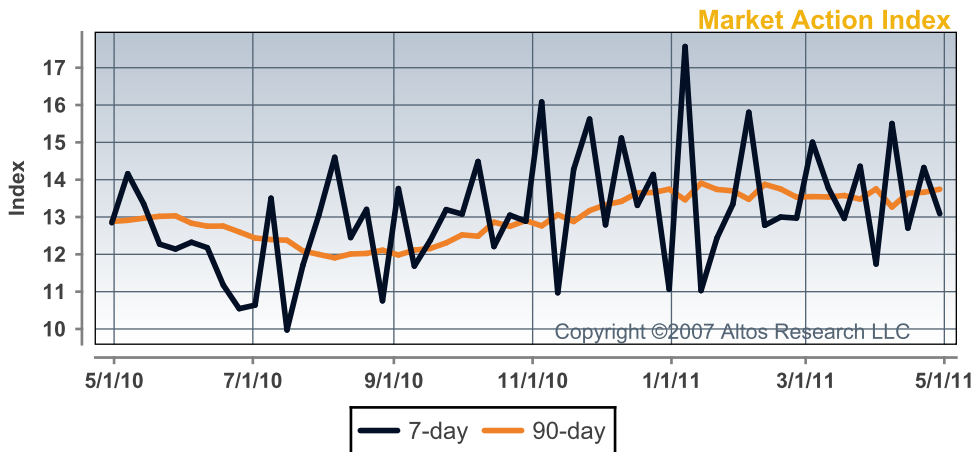
The ILHM National market is currently quite strongly in the Buyer's Market zone (below 30). The Market Action Index stands at 13. With several months of inventory available at the current sales rate, luxury buyers should find ample choice.

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.

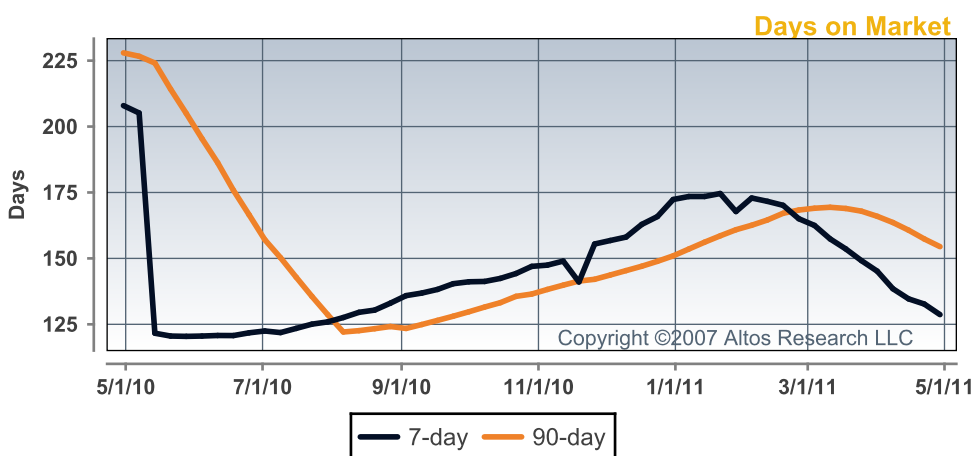
DAYS ON MARKET (DOM)

The properties have been on the market for an average of 154 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	\$ 636,251	N/A	1538	93	82	146	↓
ILHM Austin	\$ 643,710	3,278	1237	94	60	113	↓
ILHM Baltimore	\$ 979,081	5,874	273	15	10	209	↓
ILHM Boston	\$ 1,484,787	3,787	460	38	22	126	↑
ILHM Charlotte	\$ 479,338	2,906	545	28	20	178	↓
ILHM Chicago	\$ 1,373,037	6,394	1165	55	40	224	↑
ILHM Cleveland	\$ 453,660	4,128	354	23	16	132	↔
ILHM Dallas	\$ 697,194	3,598	1747	118	86	141	↔
ILHM Washington	\$ 1,468,484	4,413	1004	82	53	111	↑
ILHM Denver	\$ 703,236	3,646	1234	72	81	136	↔
ILHM Detroit	\$ 570,635	3,294	362	21	20	201	↔
ILHM Honolulu	\$ 1,099,307	2,166	683	35	32	106	↔
ILHM Houston	\$ 840,359	3,272	1215	82	67	120	↑
ILHM Las Vegas	\$ 252,862	2,143	1038	48	44	152	↑
ILHM Los Angeles	\$ 2,136,628	3,069	1519	101	83	127	↓
ILHM Miami	\$ 1,933,310	4,007	1861	75	71	223	↑
ILHM New York	\$ 3,517,197	4,314	744	57	22	206	↑
ILHM Orlando	\$ 602,045	3,023	853	44	41	194	↔
ILHM Philadelphia	\$ 928,002	3,745	435	25	17	223	↑
ILHM Phoenix	\$ 888,489	3,485	2786	136	142	162	↑
ILHM Portland	\$ 524,615	3,033	1034	56	51	179	↔
ILHM Raleigh-Durham	\$ 474,815	2,834	739	43	22	178	↓
ILHM Sacramento/Tahoe	\$ 641,234	2,599	484	39	29	138	↓
ILHM Salt Lake	\$ 714,002	3,997	763	41	38	149	↓
ILHM San Diego	\$ 1,649,157	3,279	1556	110	88	130	↓
ILHM San Francisco	\$ 1,860,071	3,106	307	33	23	93	↑
ILHM Seattle	\$ 910,807	3,065	1104	72	66	133	↑
ILHM Silicon Valley	\$ 1,822,258	2,855	545	52	41	95	↑
ILHM Tampa	\$ 633,129	2,840	1348	48	60	166	↑
ILHM Twin Cities	\$ 721,202	3,589	664	40	32	178	↓
ILHM Ventura	\$ 1,031,769	2,226	1026	69	53	134	↓

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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