



ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,064,316	↔
Asking Price per Square Foot	\$ 295	
Average Days on Market	125	↓
Total Inventory	32,352	
Percent of Properties with Price Decrease	35 %	
Percent Relisted (reset DOM)	12 %	
Percent Flip (price increased)	3 %	
New Listings	1,813	
Absorbed This Week	2,217	
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 32352 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,064,316. These homes have been on the market for an average of 125 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.

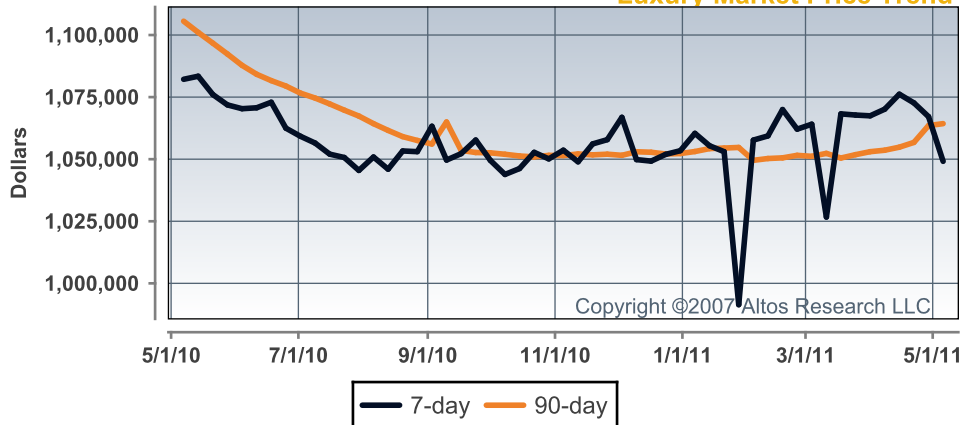
PRICE

Luxury home prices across the ILHM National sample have stayed relatively stable in recent weeks. This week median price is \$1,064,316.

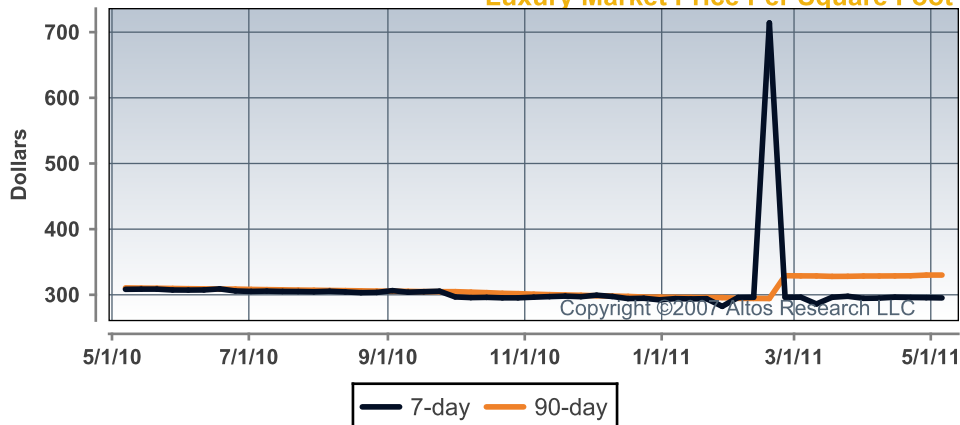
PRICE PER SQUARE FOOT

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.

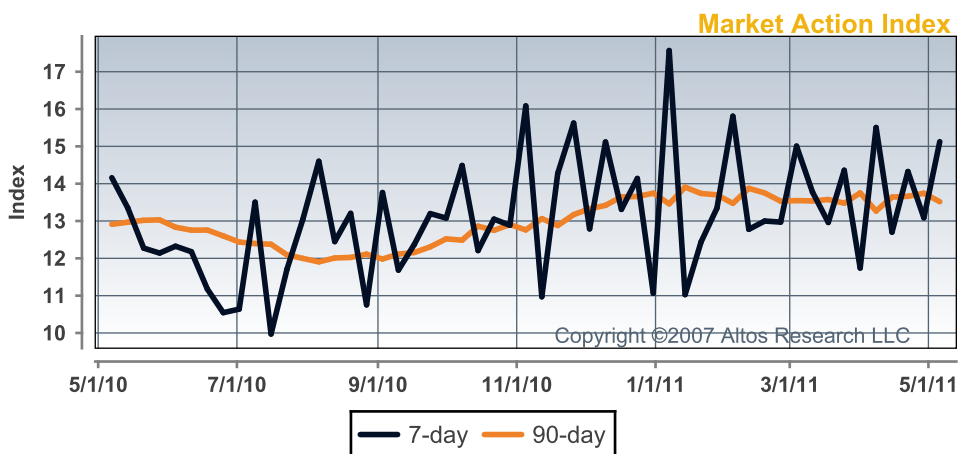
The ILHM National market is currently quite strongly in the Buyer's Market zone (below 30). The Market Action Index stands at 13. With several months of inventory available at the current sales rate, luxury buyers should find ample choice.

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.

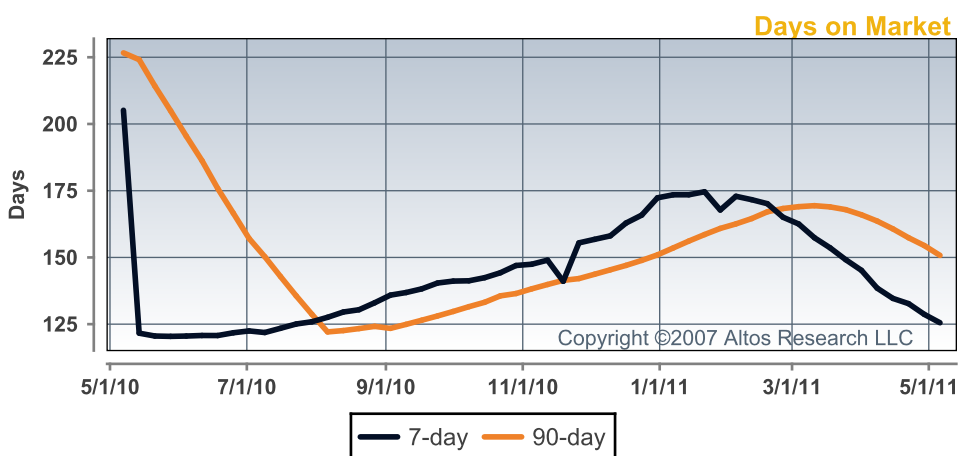
DAYS ON MARKET (DOM)

The properties have been on the market for an average of 150 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	\$ 634,762	N/A	1560	97	75	141	↓
ILHM Austin	\$ 643,550	3,275	1272	95	60	106	↔
ILHM Baltimore	\$ 975,442	5,885	278	15	10	202	↓
ILHM Boston	\$ 1,475,139	3,777	477	40	22	120	↑
ILHM Charlotte	\$ 480,433	2,909	554	29	20	170	↓
ILHM Chicago	\$ 1,369,549	6,357	1177	54	41	220	↑
ILHM Cleveland	\$ 455,121	4,128	360	23	16	127	↑
ILHM Dallas	\$ 698,349	3,596	1778	120	88	135	↑
ILHM Washington	\$ 1,461,580	4,394	1035	84	53	103	↑
ILHM Denver	\$ 703,046	3,652	1244	74	72	135	↑
ILHM Detroit	\$ 570,289	3,293	362	21	21	199	↑
ILHM Honolulu	\$ 1,093,905	2,160	690	36	31	104	↔
ILHM Houston	\$ 839,577	3,269	1237	88	66	116	↑
ILHM Las Vegas	\$ 252,669	2,143	1040	46	44	151	↑
ILHM Los Angeles	\$ 2,142,827	3,069	1539	99	80	123	↓
ILHM Miami	\$ 1,944,539	4,013	1855	62	68	221	↔
ILHM New York	\$ 3,506,152	4,302	750	60	28	205	↑
ILHM Orlando	\$ 606,247	3,039	856	42	39	192	↔
ILHM Philadelphia	\$ 924,071	3,744	444	26	18	214	↑
ILHM Phoenix	\$ 891,538	3,493	2768	124	143	161	↑
ILHM Portland	\$ 524,640	3,033	1039	56	52	176	↑
ILHM Raleigh-Durham	\$ 473,471	2,831	759	43	22	171	↓
ILHM Sacramento/Tahoe	\$ 640,227	2,598	486	30	28	136	↓
ILHM Salt Lake	\$ 714,991	4,004	767	41	37	146	↓
ILHM San Diego	\$ 1,653,520	3,293	1571	103	88	128	↓
ILHM San Francisco	\$ 1,850,049	3,081	318	34	23	87	↑
ILHM Seattle	\$ 908,263	3,064	1114	75	66	128	↑
ILHM Silicon Valley	\$ 1,831,398	2,858	557	54	42	90	↑
ILHM Tampa	\$ 636,480	2,841	1348	47	49	169	↔
ILHM Twin Cities	\$ 722,052	3,587	674	40	29	176	↔
ILHM Ventura	\$ 1,032,866	2,228	1038	65	51	133	↓

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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