



ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,063,463	↔
Asking Price per Square Foot	\$ 299	
Average Days on Market	121	↓
Total Inventory	33,066	
Percent of Properties with Price Decrease	36 %	
Percent Relisted (reset DOM)	12 %	
Percent Flip (price increased)	3 %	
New Listings	2,226	
Absorbed This Week	1,521	
Median House Size (sq ft)	3,259	
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 33066 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,063,462. These homes have been on the market for an average of 121 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.

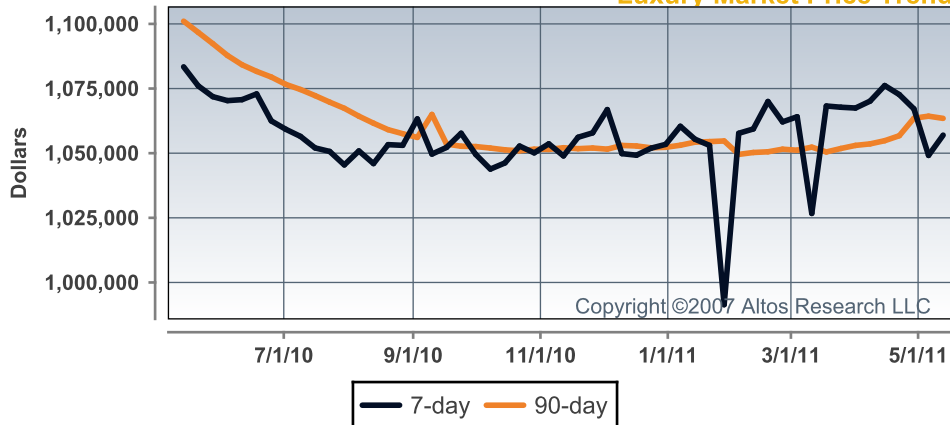
PRICE

Luxury home prices across the ILHM National sample have stayed relatively stable in recent weeks. This week median price is \$1,063,462.

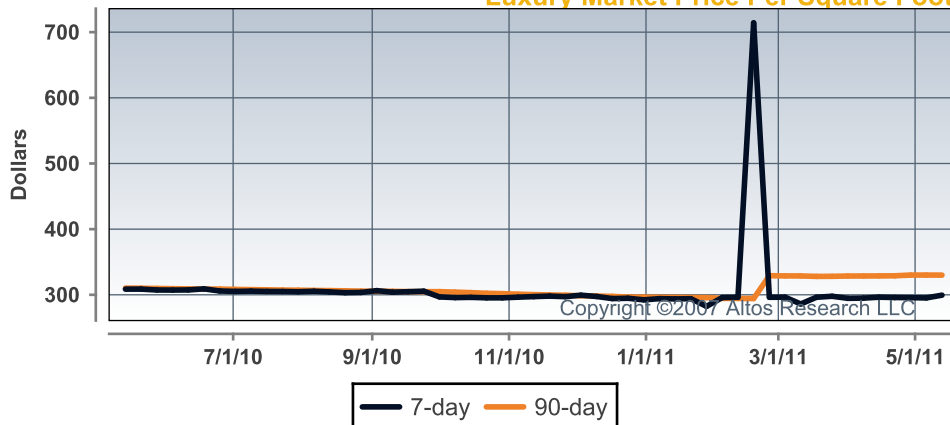
PRICE PER SQUARE FOOT

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 \$329.

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.

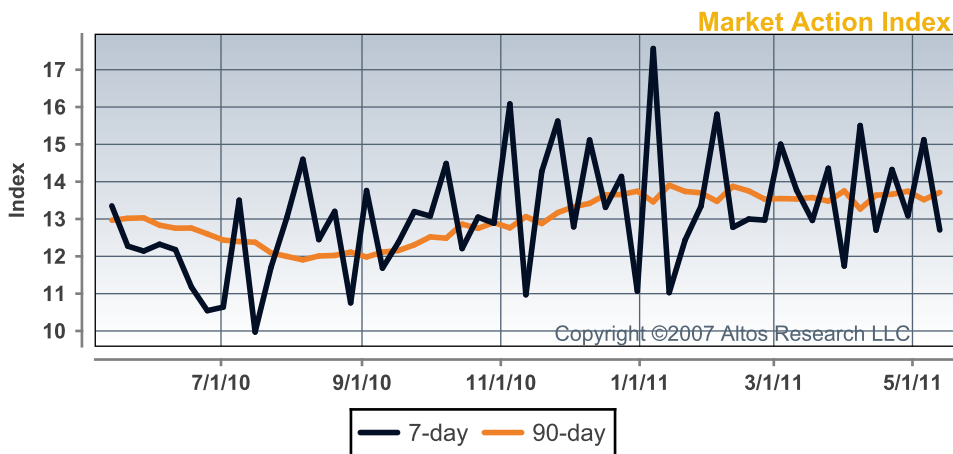
The ILHM National market is currently quite strongly in the Buyer's Market zone (below 30). The Market Action Index stands at 13. With several months of inventory available at the current sales rate, luxury buyers should find ample choice.

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.

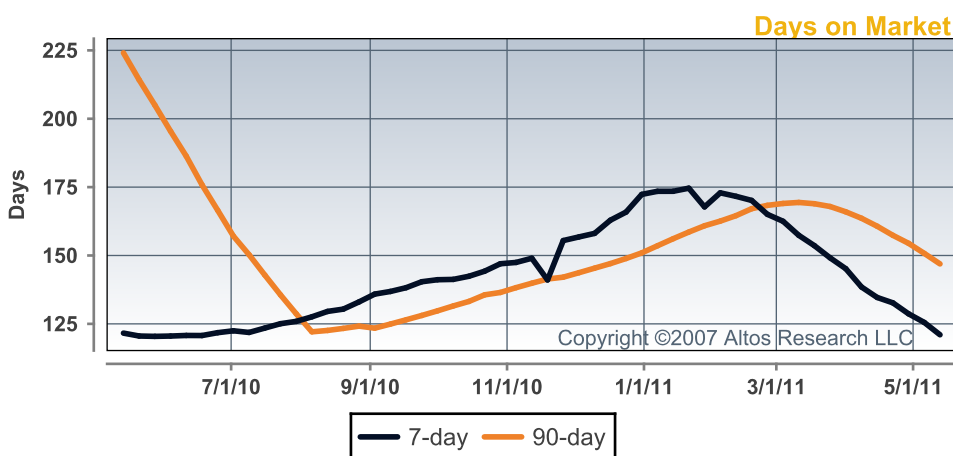
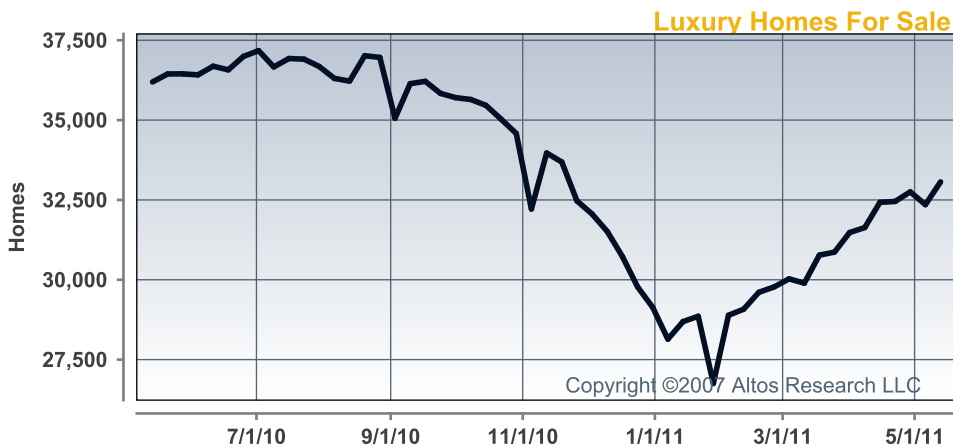
DAYS ON MARKET (DOM)

The properties have been on the market for an average of 146 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	\$ 632,031	N/A	1578	97	80	136	↓
ILHM Austin	\$ 645,026	3,272	1306	97	63	100	↓
ILHM Baltimore	\$ 971,438	5,690	284	16	10	195	↓
ILHM Boston	\$ 1,457,553	3,747	496	43	23	114	↑
ILHM Charlotte	\$ 481,235	2,913	561	28	21	163	↓
ILHM Chicago	\$ 1,367,358	6,129	1190	56	42	216	↑
ILHM Cleveland	\$ 455,977	4,125	367	24	16	121	↔
ILHM Dallas	\$ 699,888	3,595	1804	123	96	129	↑
ILHM Washington	\$ 1,453,926	4,374	1069	93	59	96	↑
ILHM Denver	\$ 703,912	3,662	1256	79	75	133	↔
ILHM Detroit	\$ 571,188	3,292	363	23	21	197	↓
ILHM Honolulu	\$ 1,086,521	2,158	697	36	30	102	↓
ILHM Houston	\$ 839,655	3,269	1259	91	70	110	↑
ILHM Las Vegas	\$ 252,246	2,144	1042	48	46	148	↑
ILHM Los Angeles	\$ 2,155,382	3,075	1553	98	84	119	↓
ILHM Miami	\$ 1,953,293	4,018	1842	57	69	220	↓
ILHM New York	\$ 3,512,452	4,256	728	58	55	205	↑
ILHM Orlando	\$ 610,341	3,057	858	42	40	191	↔
ILHM Philadelphia	\$ 922,716	3,747	452	27	18	203	↑
ILHM Phoenix	\$ 893,759	3,495	2745	125	148	159	↑
ILHM Portland	\$ 525,378	3,032	1040	55	54	171	↑
ILHM Raleigh-Durham	\$ 472,012	2,828	779	43	24	163	↓
ILHM Sacramento/Tahoe	\$ 640,595	2,603	487	30	29	135	↓
ILHM Salt Lake	\$ 716,034	4,010	768	41	39	143	↔
ILHM San Diego	\$ 1,657,960	3,301	1585	102	89	125	↓
ILHM San Francisco	\$ 1,836,117	3,061	329	35	24	81	↑
ILHM Seattle	\$ 903,453	3,060	1123	77	68	123	↑
ILHM Silicon Valley	\$ 1,839,644	2,865	571	56	42	84	↑
ILHM Tampa	\$ 637,885	2,844	1347	46	48	173	↓
ILHM Twin Cities	\$ 722,404	3,582	685	42	31	173	↔
ILHM Ventura	\$ 1,034,219	2,231	1049	61	49	131	↓

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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