



ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,062,379	↔
Asking Price per Square Foot	\$ 298	
Average Days on Market	118	↓
Total Inventory	33,099	
Percent of Properties with Price Decrease	36 %	
Percent Relisted (reset DOM)	12 %	
Percent Flip (price increased)	3 %	
New Listings	1,758	
Absorbed This Week	1,726	
Median House Size (sq ft)	3,334	
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 33099 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,062,378. These homes have been on the market for an average of 118 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.

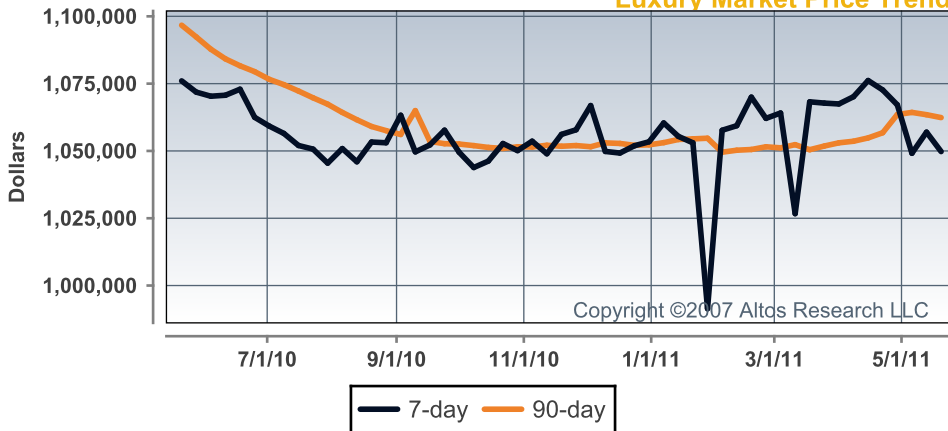
PRICE

Luxury home prices across the ILHM National sample have stayed relatively stable in recent weeks. This week median price is \$1,062,378.

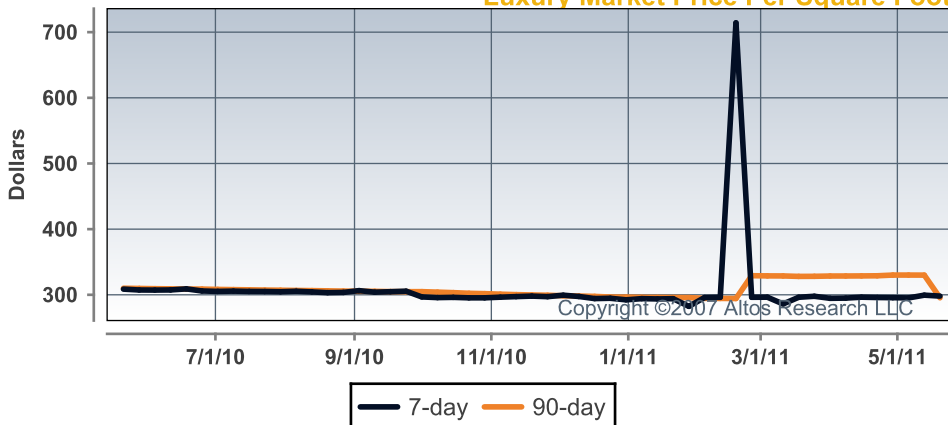
PRICE PER SQUARE FOOT

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 \$295.

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.

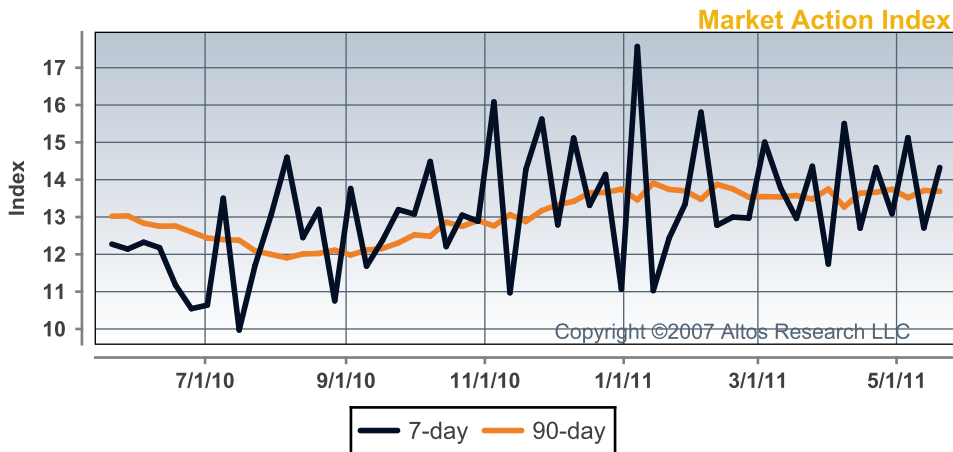
The ILHM National market is currently quite strongly in the Buyer's Market zone (below 30). The Market Action Index stands at 13. With several months of inventory available at the current sales rate, luxury buyers should find ample choice.

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.

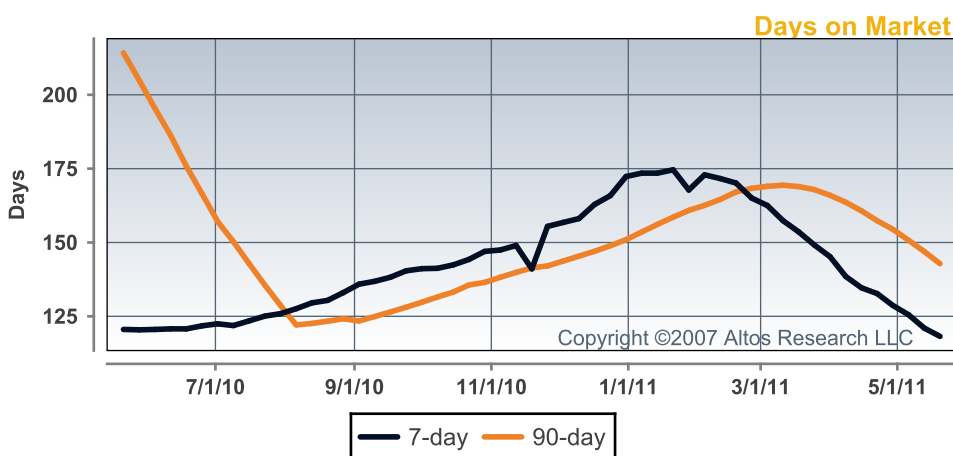
DAYS ON MARKET (DOM)

The properties have been on the market for an average of 142 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	\$ 629,043	N/A	1600	100	79	131	↓
ILHM Austin	\$ 645,561	3,365	1338	95	64	95	↓
ILHM Baltimore	\$ 967,137	5,548	291	16	10	187	↔
ILHM Boston	\$ 1,440,809	3,718	518	45	23	107	↔
ILHM Charlotte	\$ 482,472	2,919	570	30	22	156	↔
ILHM Chicago	\$ 1,367,417	6,069	1202	55	43	211	↑
ILHM Cleveland	\$ 456,323	4,121	376	25	17	116	↑
ILHM Dallas	\$ 701,291	3,795	1834	126	97	122	↑
ILHM Washington	\$ 1,447,821	4,358	1103	95	61	89	↑
ILHM Denver	\$ 702,663	3,669	1274	84	74	130	↔
ILHM Detroit	\$ 570,266	3,531	366	24	20	195	↔
ILHM Honolulu	\$ 1,080,353	2,156	705	36	30	101	↓
ILHM Houston	\$ 839,310	3,522	1272	87	74	105	↑
ILHM Las Vegas	\$ 251,723	2,177	1046	51	46	146	↔
ILHM Los Angeles	\$ 2,166,279	3,221	1570	102	85	114	↓
ILHM Miami	\$ 1,955,022	4,129	1826	52	67	219	↓
ILHM New York	\$ 3,513,844	4,266	717	69	54	202	↑
ILHM Orlando	\$ 613,921	3,071	861	43	40	189	↔
ILHM Philadelphia	\$ 921,713	3,750	463	29	18	192	↔
ILHM Phoenix	\$ 896,752	3,766	2719	125	151	158	↑
ILHM Portland	\$ 526,302	3,032	1039	53	54	167	↑
ILHM Raleigh-Durham	\$ 470,515	2,825	795	42	25	156	↑
ILHM Sacramento/Tahoe	\$ 641,328	2,677	490	31	28	134	↓
ILHM Salt Lake	\$ 714,162	4,017	770	41	39	141	↔
ILHM San Diego	\$ 1,659,632	3,441	1601	105	89	122	↓
ILHM San Francisco	\$ 1,828,936	3,073	339	35	26	75	↑
ILHM Seattle	\$ 902,112	3,057	1133	77	68	117	↑
ILHM Silicon Valley	\$ 1,846,709	2,869	580	53	44	79	↑
ILHM Tampa	\$ 637,398	2,844	1349	47	47	175	↓
ILHM Twin Cities	\$ 722,643	3,584	695	41	32	169	↔
ILHM Ventura	\$ 1,035,557	2,291	1062	66	51	129	↓

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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