



ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,062,616	↔
Asking Price per Square Foot	\$ 300	
Average Days on Market	114	↓
Total Inventory	33,425	
Percent of Properties with Price Decrease	37 %	
Percent Relisted (reset DOM)	11 %	
Percent Flip (price increased)	3 %	
New Listings	1,978	
Absorbed This Week	1,808	
Median House Size (sq ft)	3,307	
Median Lot Size	0.50 - 1.0 acre	
Median Age	29	

Altos Research Value Statistics

Market Action Index	Cold! Buyer's Market	13	↔
---------------------	-----------------------------	----	---

THIS WEEK

The ILHM National Report this week looked at 33425 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,062,616. These homes have been on the market for an average of 114 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.

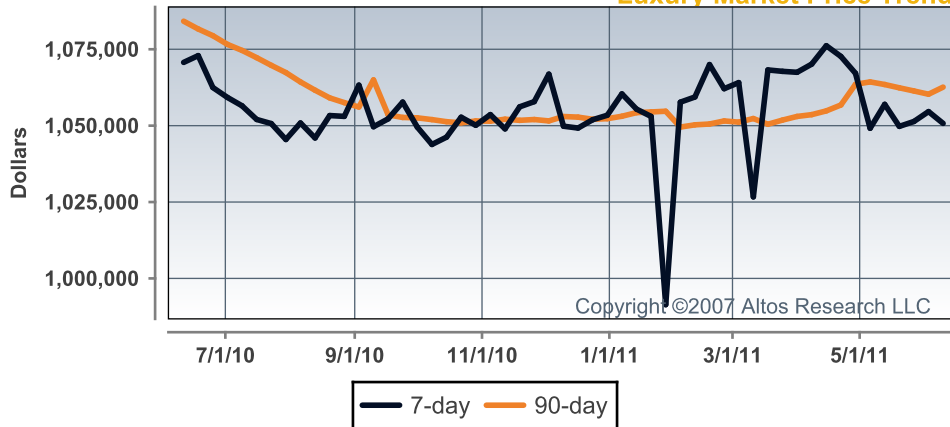
PRICE

Luxury home prices across the ILHM National sample have stayed relatively stable in recent weeks. This week median price is \$1,062,616.

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 \$296.

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.

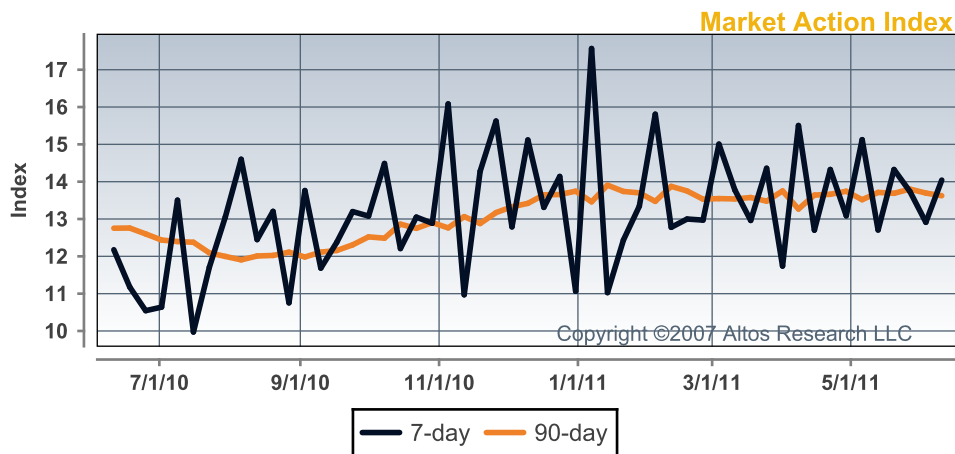
The ILHM National market is currently quite strongly in the Buyer's Market zone (below 30). The Market Action Index stands at 13. With several months of inventory available at the current sales rate, luxury buyers should find ample choice.

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.

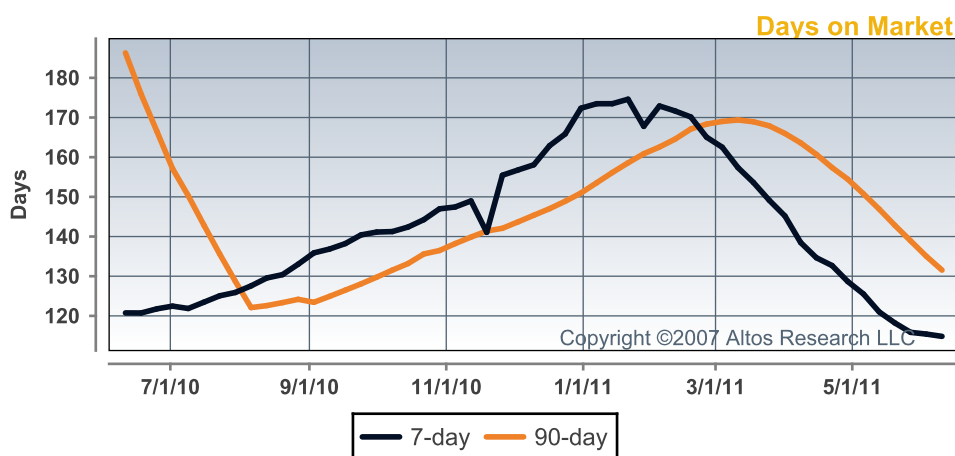
DAYS ON MARKET (DOM)

The properties have been on the market for an average of 131 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	\$ 620,428	N/A	1656	95	80	117	↓
ILHM Austin	\$ 648,905	3,363	1423	91	67	83	↓
ILHM Baltimore	\$ 950,781	4,954	312	18	10	160	↓
ILHM Boston	\$ 1,405,379	3,658	573	43	27	85	↓
ILHM Charlotte	\$ 484,956	2,944	586	29	24	135	↑
ILHM Chicago	\$ 1,360,197	5,418	1231	58	48	194	↑
ILHM Cleveland	\$ 452,034	4,104	400	25	18	98	↔
ILHM Dallas	\$ 702,094	3,793	1911	121	97	105	↓
ILHM Washington	\$ 1,437,271	4,327	1201	98	69	69	↑
ILHM Denver	\$ 701,581	3,698	1329	87	78	119	↔
ILHM Detroit	\$ 569,796	3,520	381	27	20	181	↓
ILHM Honolulu	\$ 1,066,881	2,159	724	35	31	97	↔
ILHM Houston	\$ 840,476	3,525	1310	89	79	93	↑
ILHM Las Vegas	\$ 249,793	2,174	1051	50	50	137	↑
ILHM Los Angeles	\$ 2,199,448	3,256	1629	103	79	103	↓
ILHM Miami	\$ 1,952,876	4,148	1781	49	63	219	↓
ILHM New York	\$ 3,512,980	4,281	682	60	50	196	↓
ILHM Orlando	\$ 627,728	3,120	865	41	40	179	↔
ILHM Philadelphia	\$ 917,073	3,728	491	27	19	167	↓
ILHM Phoenix	\$ 900,309	3,772	2617	116	154	158	↑
ILHM Portland	\$ 527,689	3,027	1050	57	53	152	↔
ILHM Raleigh-Durham	\$ 470,013	2,826	840	39	26	134	↓
ILHM Sacramento/Tahoe	\$ 632,516	2,650	511	38	29	127	↓
ILHM Salt Lake	\$ 711,126	4,051	778	45	41	134	↔
ILHM San Diego	\$ 1,673,240	3,457	1653	105	89	111	↓
ILHM San Francisco	\$ 1,822,981	3,029	363	32	27	64	↔
ILHM Seattle	\$ 903,920	3,072	1166	78	69	102	↔
ILHM Silicon Valley	\$ 1,855,258	2,891	614	56	46	68	↔
ILHM Tampa	\$ 636,427	2,842	1351	44	45	184	↓
ILHM Twin Cities	\$ 718,057	3,574	726	46	34	152	↑
ILHM Ventura	\$ 1,042,154	2,309	1081	56	51	123	↔

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.

Copyright and Disclaimer

All information contained herein is computed by Altos Research LLC for ILHM based on properties currently listed for sale and available publicly. When evaluating a particular property, make sure you use comparable sales data in addition to the market trend information available in this report. The data presented in this report is accurate to the best of our knowledge, but cannot be guaranteed as such. Do not rely on this for accuracy. This report is not a recommendation to buy or to sell real estate. We recommend you work with a licensed real estate agent or broker.

www.luxuryhomemarketing.com

Copyright 2010 Altos Research LLC and The Institute for Luxury Home Marketing

Members of the Institute can find more detailed charts and data in the

"Members Only" section of our website:

www.LuxuryHomeMarketing.com