



ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,061,157	↔
Asking Price per Square Foot	\$ 299	
Average Days on Market	113	↓
Total Inventory	33,465	
Percent of Properties with Price Decrease	37 %	
Percent Relisted (reset DOM)	11 %	
Percent Flip (price increased)	3 %	
New Listings	1,613	
Absorbed This Week	1,568	
Median House Size (sq ft)	3,298	
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 33465 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,061,156. These homes have been on the market for an average of 113 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.

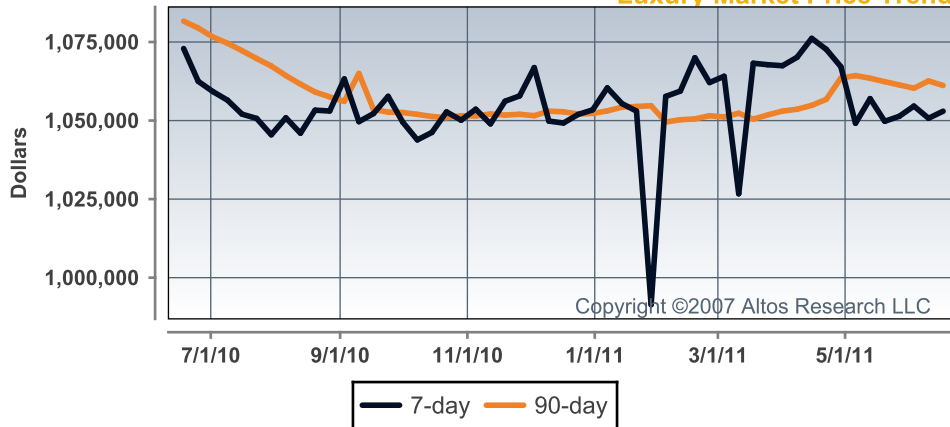
PRICE

Luxury home prices across the ILHM National sample have stayed relatively stable in recent weeks. This week median price is \$1,061,156.

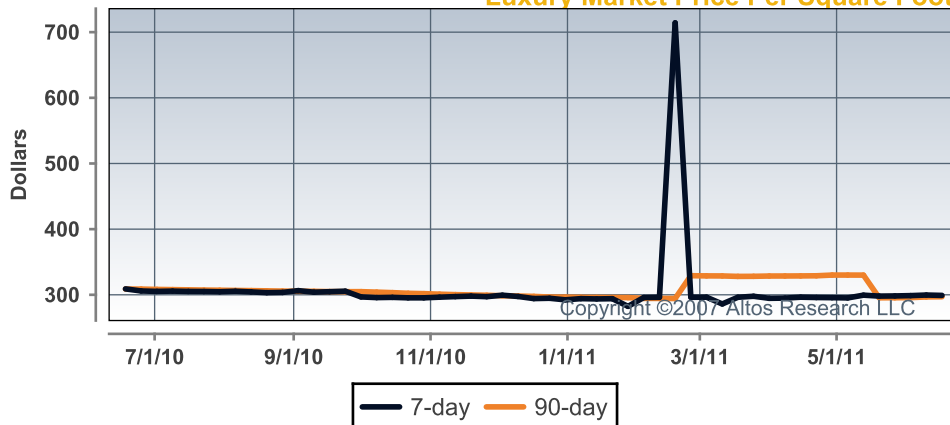
PRICE PER SQUARE FOOT

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 \$297.

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.

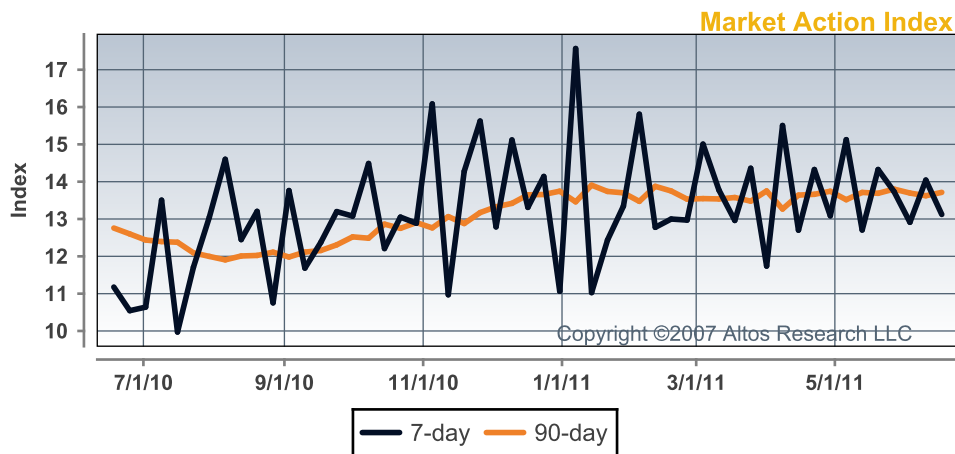
The ILHM National market is currently quite strongly in the Buyer's Market zone (below 30). The Market Action Index stands at 13. With several months of inventory available at the current sales rate, luxury buyers should find ample choice.

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.

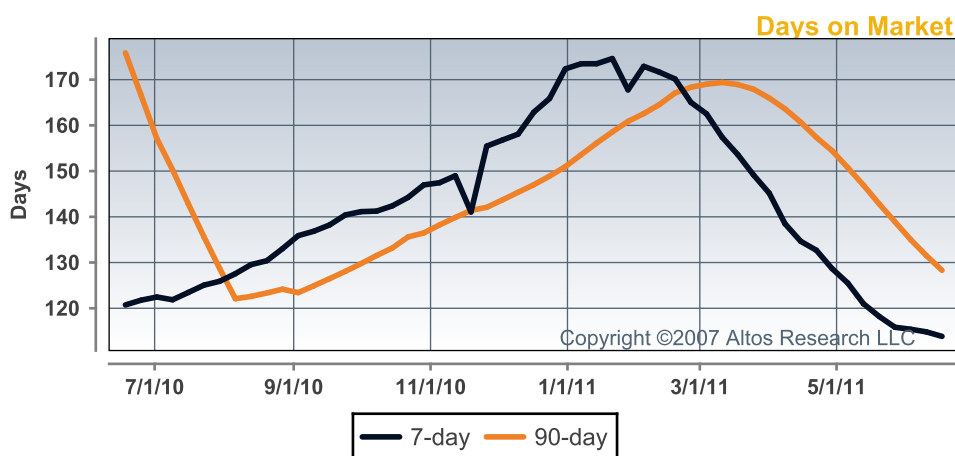
DAYS ON MARKET (DOM)

The properties have been on the market for an average of 128 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	\$ 619,912	N/A	1668	95	83	113	↔
ILHM Austin	\$ 648,778	3,359	1448	92	68	80	↓
ILHM Baltimore	\$ 944,890	4,779	319	18	10	152	↓
ILHM Boston	\$ 1,404,197	3,656	585	42	29	81	↔
ILHM Charlotte	\$ 486,098	2,952	589	28	25	128	↑
ILHM Chicago	\$ 1,358,349	5,208	1243	59	47	188	↔
ILHM Cleveland	\$ 449,095	4,088	408	26	18	93	↔
ILHM Dallas	\$ 701,669	3,794	1934	119	96	100	↓
ILHM Washington	\$ 1,436,897	4,316	1226	97	73	65	↑
ILHM Denver	\$ 700,538	3,704	1346	90	81	115	↔
ILHM Detroit	\$ 567,448	3,517	387	27	21	174	↔
ILHM Honolulu	\$ 1,062,613	2,158	730	37	31	96	↔
ILHM Houston	\$ 842,235	3,529	1319	89	81	90	↑
ILHM Las Vegas	\$ 249,532	2,173	1054	52	49	134	↑
ILHM Los Angeles	\$ 2,207,776	3,267	1654	106	81	100	↓
ILHM Miami	\$ 1,952,932	4,145	1765	51	66	220	↔
ILHM New York	\$ 3,494,084	4,281	668	37	51	193	↔
ILHM Orlando	\$ 631,825	3,132	864	41	42	177	↑
ILHM Philadelphia	\$ 917,553	3,715	498	26	19	156	↓
ILHM Phoenix	\$ 900,179	3,772	2576	117	158	157	↑
ILHM Portland	\$ 527,804	3,023	1057	60	54	146	↔
ILHM Raleigh-Durham	\$ 471,522	2,830	850	38	28	127	↓
ILHM Sacramento/Tahoe	\$ 632,860	2,638	518	38	31	122	↑
ILHM Salt Lake	\$ 710,889	4,068	783	46	41	131	↔
ILHM San Diego	\$ 1,675,948	3,465	1670	105	88	109	↓
ILHM San Francisco	\$ 1,825,038	3,023	367	32	28	65	↓
ILHM Seattle	\$ 903,366	3,075	1177	81	71	98	↑
ILHM Silicon Valley	\$ 1,852,113	2,900	623	56	48	66	↔
ILHM Tampa	\$ 636,108	2,840	1356	46	44	187	↓
ILHM Twin Cities	\$ 715,483	3,572	739	48	34	145	↔
ILHM Ventura	\$ 1,042,097	2,314	1087	60	52	122	↔

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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