



ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,059,923	↔
Asking Price per Square Foot	\$ 300	
Average Days on Market	115	↓
Total Inventory	33,325	
Percent of Properties with Price Decrease	38 %	
Percent Relisted (reset DOM)	11 %	
Percent Flip (price increased)	3 %	
New Listings	1,618	
Absorbed This Week	1,664	
Median House Size (sq ft)	3,289	
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 33325 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,059,923. These homes have been on the market for an average of 115 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 \$1,059,923.

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.

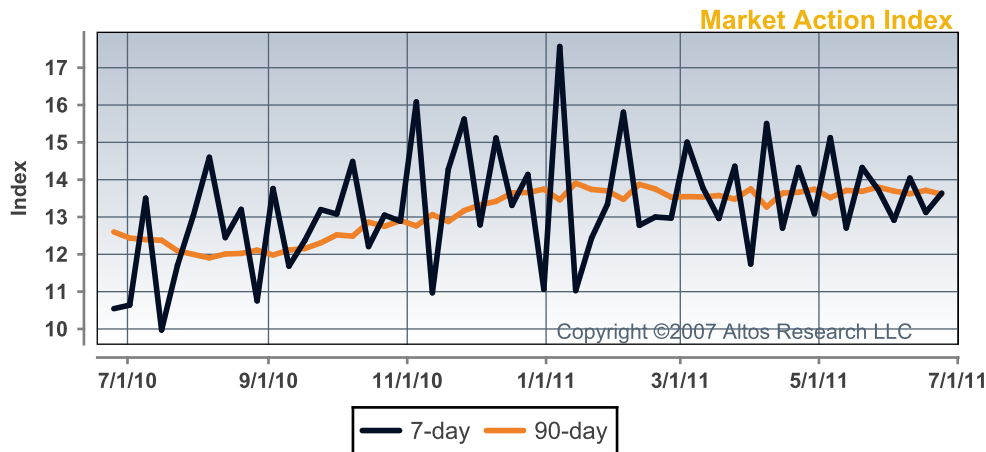
The ILHM National market is currently quite strongly in the Buyer's Market zone (below 30). The Market Action Index stands at 13. With several months of inventory available at the current sales rate, luxury buyers should find ample choice.

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.

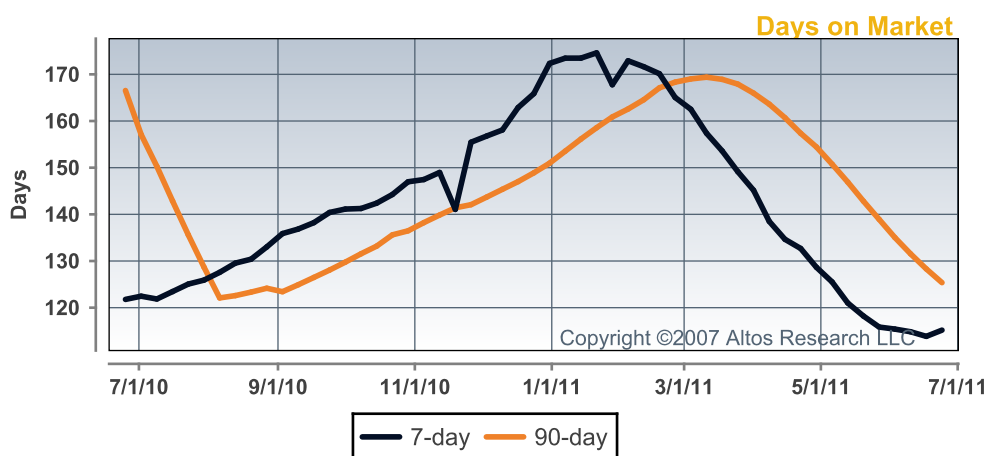
DAYS ON MARKET (DOM)

The properties have been on the market for an average of 125 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	\$ 618,763	N/A	1678	94	84	110	↔
ILHM Austin	\$ 647,533	3,356	1472	92	70	79	↓
ILHM Baltimore	\$ 937,530	4,596	327	18	11	143	↓
ILHM Boston	\$ 1,401,228	3,655	595	40	30	78	↔
ILHM Charlotte	\$ 488,233	2,960	591	28	26	122	↑
ILHM Chicago	\$ 1,356,967	5,004	1254	59	48	181	↔
ILHM Cleveland	\$ 446,096	4,070	414	24	18	90	↓
ILHM Dallas	\$ 700,919	3,794	1954	117	97	97	↓
ILHM Washington	\$ 1,435,879	4,312	1249	99	76	63	↑
ILHM Denver	\$ 699,732	3,711	1364	91	81	112	↔
ILHM Detroit	\$ 565,499	3,511	395	29	21	167	↓
ILHM Honolulu	\$ 1,058,812	2,160	736	37	32	97	↔
ILHM Houston	\$ 843,013	3,533	1329	88	78	89	↓
ILHM Las Vegas	\$ 249,208	2,171	1057	53	50	131	↔
ILHM Los Angeles	\$ 2,215,025	3,272	1680	105	78	98	↓
ILHM Miami	\$ 1,950,782	4,140	1751	50	65	220	↔
ILHM New York	\$ 3,500,588	4,278	654	37	51	191	↑
ILHM Orlando	\$ 635,850	3,141	862	41	42	173	↑
ILHM Philadelphia	\$ 919,306	3,710	502	25	20	148	↔
ILHM Phoenix	\$ 901,019	3,774	2530	115	161	157	↑
ILHM Portland	\$ 527,829	3,019	1065	60	52	141	↓
ILHM Raleigh-Durham	\$ 472,834	2,833	855	34	30	123	↑
ILHM Sacramento/Tahoe	\$ 632,042	2,629	527	40	31	119	↔
ILHM Salt Lake	\$ 709,961	4,081	790	48	41	128	↓
ILHM San Diego	\$ 1,676,862	3,469	1689	105	85	106	↓
ILHM San Francisco	\$ 1,826,630	3,017	372	32	27	65	↓
ILHM Seattle	\$ 901,244	3,072	1188	82	71	95	↔
ILHM Silicon Valley	\$ 1,849,589	2,907	632	57	48	63	↔
ILHM Tampa	\$ 635,796	2,839	1363	46	42	190	↓
ILHM Twin Cities	\$ 715,101	3,579	754	48	34	137	↓
ILHM Ventura	\$ 1,041,379	2,320	1096	60	50	121	↓

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