



ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,058,511	↔
Asking Price per Square Foot	\$ 302	
Average Days on Market	112	↓
Total Inventory	32,386	
Percent of Properties with Price Decrease	38 %	
Percent Relisted (reset DOM)	11 %	
Percent Flip (price increased)	3 %	
New Listings	1,696	
Absorbed This Week	2,090	
Median House Size (sq ft)	3,281	
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 32386 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,058,511. These homes have been on the market for an average of 112 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 \$1,058,511.

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.

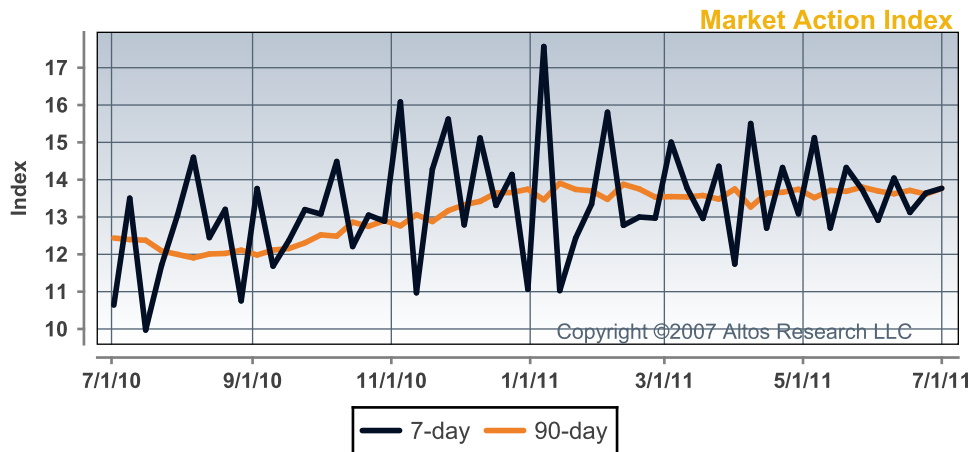
The ILHM National market is currently quite strongly in the Buyer's Market zone (below 30). The Market Action Index stands at 13. With several months of inventory available at the current sales rate, luxury buyers should find ample choice.

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.

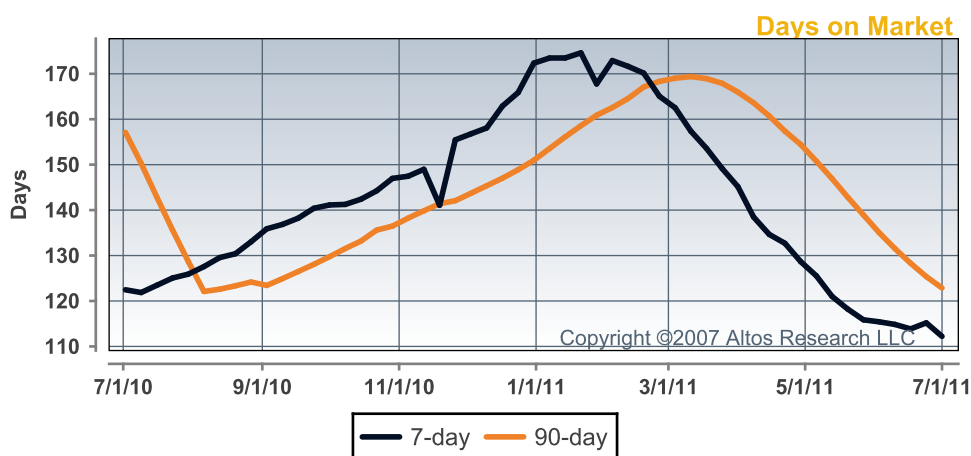
DAYS ON MARKET (DOM)

The properties have been on the market for an average of 122 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	\$ 617,404	N/A	1681	89	86	106	↑
ILHM Austin	\$ 646,195	3,354	1488	88	72	78	← →
ILHM Baltimore	\$ 929,857	4,427	333	18	12	136	← →
ILHM Boston	\$ 1,399,623	3,666	600	37	32	77	↑
ILHM Charlotte	\$ 489,763	2,961	591	27	27	116	↑
ILHM Chicago	\$ 1,354,343	4,803	1263	58	50	175	← →
ILHM Cleveland	\$ 442,789	4,053	418	22	18	90	↓
ILHM Dallas	\$ 699,075	3,798	1970	113	97	94	↓
ILHM Washington	\$ 1,436,406	4,309	1264	92	78	62	↑
ILHM Denver	\$ 697,204	3,717	1381	92	82	109	← →
ILHM Detroit	\$ 564,602	3,503	402	28	21	159	↓
ILHM Honolulu	\$ 1,057,120	2,165	740	36	33	97	← →
ILHM Houston	\$ 844,734	3,542	1333	83	79	88	← →
ILHM Las Vegas	\$ 248,720	2,169	1060	53	49	129	← →
ILHM Los Angeles	\$ 2,221,558	3,284	1705	106	81	97	↓
ILHM Miami	\$ 1,951,965	4,133	1738	51	64	219	← →
ILHM New York	\$ 3,507,066	4,282	638	35	50	189	↑
ILHM Orlando	\$ 640,210	3,148	860	40	43	169	↑
ILHM Philadelphia	\$ 920,373	3,703	506	24	20	141	← →
ILHM Phoenix	\$ 899,892	3,776	2482	113	161	156	↑
ILHM Portland	\$ 527,503	3,014	1076	63	52	135	↓
ILHM Raleigh-Durham	\$ 473,936	2,837	857	34	32	118	↑
ILHM Sacramento/Tahoe	\$ 630,320	2,622	537	41	31	115	↓
ILHM Salt Lake	\$ 707,708	4,089	796	49	42	125	← →
ILHM San Diego	\$ 1,676,964	3,473	1704	105	90	104	← →
ILHM San Francisco	\$ 1,824,400	3,020	375	31	28	66	↓
ILHM Seattle	\$ 901,391	3,075	1193	79	74	92	↑
ILHM Silicon Valley	\$ 1,850,482	2,916	639	57	49	62	← →
ILHM Tampa	\$ 633,438	2,833	1376	58	41	191	↓
ILHM Twin Cities	\$ 713,385	3,588	768	49	35	130	↓
ILHM Ventura	\$ 1,041,490	2,330	1101	59	52	120	← →

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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