



ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,057,626	↔
Asking Price per Square Foot	\$ 300	
Average Days on Market	113	↓
Total Inventory	32,581	
Percent of Properties with Price Decrease	38 %	
Percent Relisted (reset DOM)	11 %	
Percent Flip (price increased)	3 %	
New Listings	1,310	
Absorbed This Week	1,701	
Median House Size (sq ft)	3,275	
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 32581 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,057,625. 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 \$1,057,625.

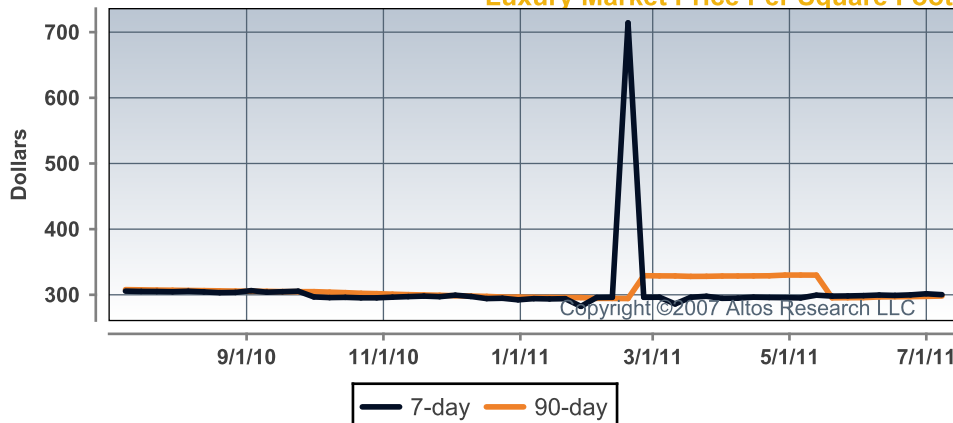
PRICE PER SQUARE FOOT

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 \$298.

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.

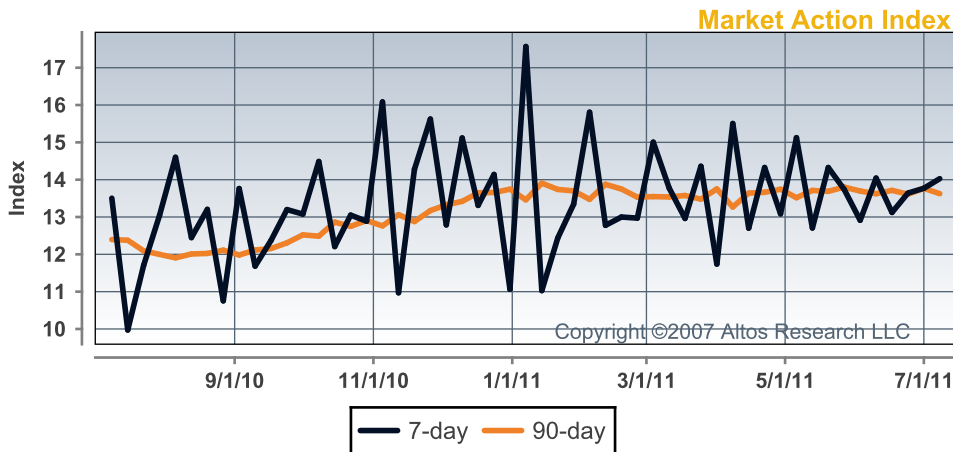
The ILHM National market is currently quite strongly in the Buyer's Market zone (below 30). The Market Action Index stands at 13. With several months of inventory available at the current sales rate, luxury buyers should find ample choice.

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.

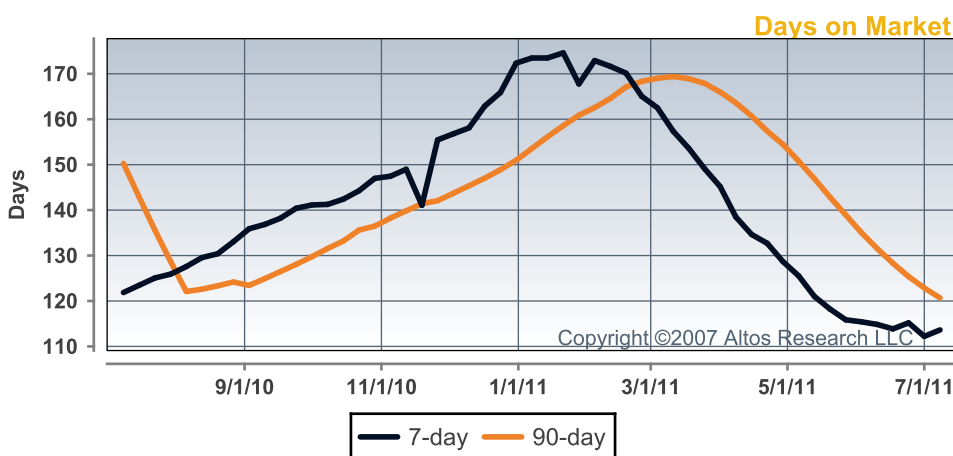
DAYS ON MARKET (DOM)

The properties have been on the market for an average of 120 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	\$ 615,883	N/A	1684	88	84	105	↔
ILHM Austin	\$ 644,427	3,350	1503	86	72	79	↔
ILHM Baltimore	\$ 921,571	4,228	338	17	12	131	↑
ILHM Boston	\$ 1,402,926	3,681	603	34	32	77	↑
ILHM Charlotte	\$ 492,048	2,966	591	26	26	112	↑
ILHM Chicago	\$ 1,350,383	4,605	1272	57	48	168	↓
ILHM Cleveland	\$ 439,648	4,044	422	23	18	89	↓
ILHM Dallas	\$ 696,579	3,803	1982	109	97	93	↓
ILHM Washington	\$ 1,438,025	4,323	1272	88	80	63	↑
ILHM Denver	\$ 695,257	3,718	1400	93	74	106	↓
ILHM Detroit	\$ 562,498	3,492	408	28	22	152	↔
ILHM Honolulu	\$ 1,055,854	2,171	747	39	32	98	↔
ILHM Houston	\$ 845,196	3,545	1332	79	80	88	↔
ILHM Las Vegas	\$ 247,952	2,168	1066	53	47	127	↓
ILHM Los Angeles	\$ 2,235,061	3,298	1720	99	84	96	↔
ILHM Miami	\$ 1,950,203	4,124	1729	52	61	219	↔
ILHM New York	\$ 3,476,216	4,278	624	35	50	188	↔
ILHM Orlando	\$ 641,672	3,152	858	40	42	166	↑
ILHM Philadelphia	\$ 923,061	3,706	509	24	21	135	↑
ILHM Phoenix	\$ 897,327	3,775	2442	115	156	156	↑
ILHM Portland	\$ 527,641	3,012	1088	63	51	129	↓
ILHM Raleigh-Durham	\$ 474,193	2,841	855	32	33	114	↑
ILHM Sacramento/Tahoe	\$ 629,291	2,602	550	42	29	111	↓
ILHM Salt Lake	\$ 705,008	4,094	803	49	42	123	↔
ILHM San Diego	\$ 1,674,642	3,474	1726	106	84	103	↓
ILHM San Francisco	\$ 1,819,826	3,013	379	31	27	68	↓
ILHM Seattle	\$ 904,982	3,081	1198	78	74	91	↑
ILHM Silicon Valley	\$ 1,851,132	2,924	644	55	50	61	↔
ILHM Tampa	\$ 646,927	2,913	1309	60	75	186	↓
ILHM Twin Cities	\$ 712,267	3,594	779	47	36	122	↔
ILHM Ventura	\$ 1,041,104	2,340	1106	60	54	118	↑

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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