



ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,122,204	↔
Asking Price per Square Foot	\$ 332	
Average Days on Market	200	↓
Total Inventory	26,537	
Percent of Properties with Price Decrease	30 %	
Percent Relisted (reset DOM)	12 %	
Percent Flip (price increased)	3 %	
New Listings	1,802	
Absorbed This Week	1,919	
Median House Size (sq ft)	3,236	
Median Lot Size	1.0 - 2.5 acres	
Median Age	28	

Altos Research Value Statistics

Market Action Index	Cold! Buyer's Market	15	↔
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THIS WEEK

The ILHM National Report this week looked at 26537 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,122,203. These homes have been on the market for an average of 200 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 \$1,122,203.

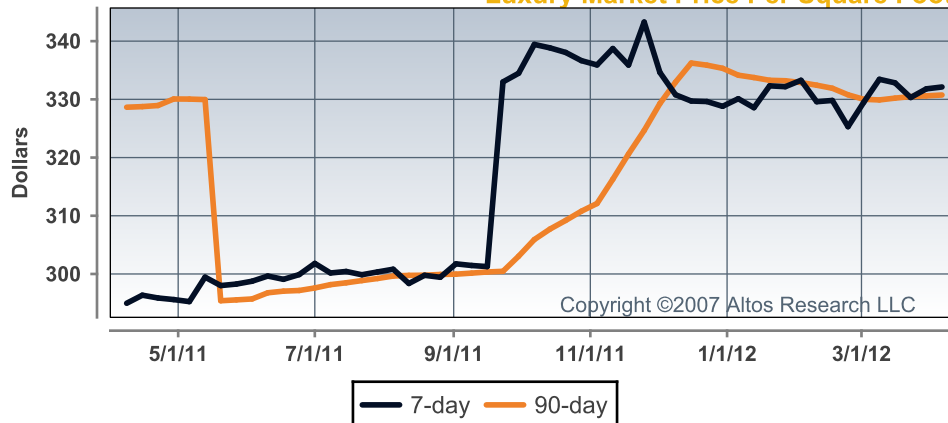
PRICE PER SQUARE FOOT

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 \$330.

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.

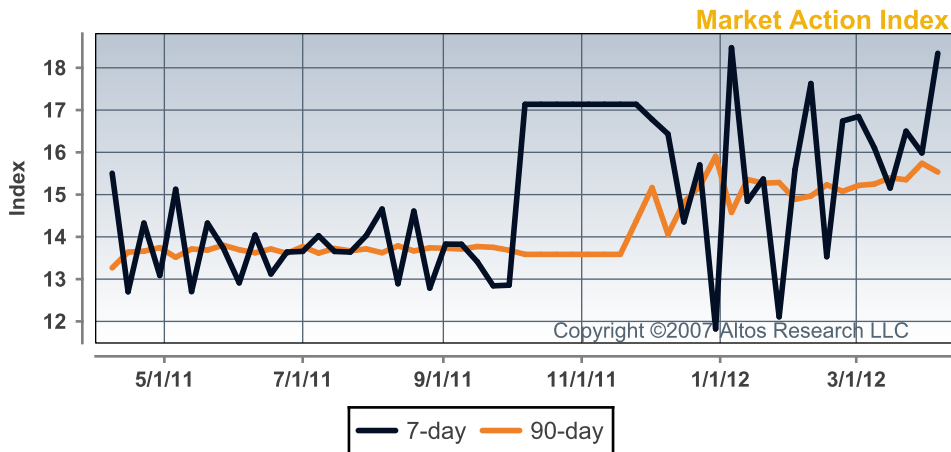
The ILHM National market is currently quite strongly in the Buyer's Market zone (below 30). The Market Action Index stands at 15. With several months of inventory available at the current sales rate, luxury buyers should find ample choice.

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.

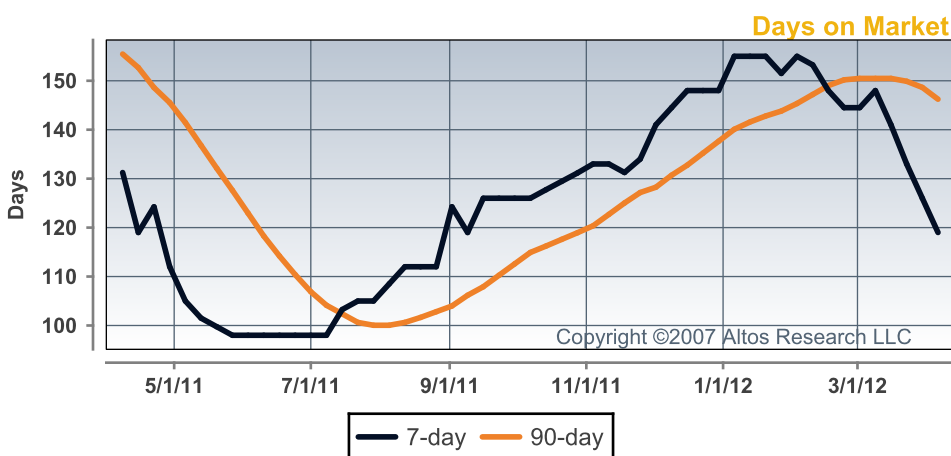
DAYS ON MARKET (DOM)

The properties have been on the market for an average of 221 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.	Absor bed	Avg. DoM	MAI Trend
ILHM Atlanta	\$ 660,158	N/A	1205	82	72	203	↑
ILHM Austin	\$ 646,462	3,249	743	72	57	176	↑
ILHM Baltimore	\$ 822,214	3,985	220	13	10	216	↑
ILHM Boston	\$ 1,383,268	3,711	336	31	18	210	↓
ILHM Charlotte	\$ 527,199	3,008	443	34	19	232	↓
ILHM Chicago	\$ 1,351,399	3,769	943	58	38	304	↑
ILHM Cleveland	\$ 441,095	4,133	348	20	15	216	↑
ILHM Dallas	\$ 724,087	3,937	1346	126	101	207	↑
ILHM Washington	\$ 1,593,285	2,354	850	74	51	185	← →
ILHM Denver	\$ 785,395	4,653	792	79	75	238	↑
ILHM Detroit	\$ 605,102	3,606	292	23	22	295	← →
ILHM Honolulu	\$ 1,072,666	2,197	664	34	32	212	← →
ILHM Houston	\$ 922,708	3,792	1047	72	49	199	↓
ILHM Las Vegas	\$ 362,234	2,504	335	30	44	225	↑
ILHM Los Angeles	\$ 2,250,405	3,339	1380	134	114	202	↓
ILHM Miami	\$ 1,623,526	3,412	2022	119	75	256	↑
ILHM New York	\$ 4,096,602	5,326	660	23	22	253	↑
ILHM Orlando	\$ 665,846	3,150	646	39	36	253	← →
ILHM Philadelphia	\$ 1,003,358	3,989	418	26	20	247	↑
ILHM Phoenix	\$ 921,629	3,840	2238	141	133	237	↑
ILHM Portland	\$ 540,489	3,140	790	48	49	242	↑
ILHM Raleigh-Durham	\$ 475,073	2,900	593	34	22	254	↓
ILHM Sacramento/Tahoe	\$ 574,423	1,621	508	31	32	188	↓
ILHM Salt Lake	\$ 801,834	4,212	630	35	38	228	↑
ILHM San Diego	\$ 1,466,120	3,025	1309	102	102	187	← →
ILHM San Francisco	\$ 1,990,682	3,218	220	25	20	172	↑
ILHM Seattle	\$ 870,121	3,057	906	70	46	184	↓
ILHM Silicon Valley	\$ 1,836,395	2,877	359	54	32	164	↑
ILHM Tampa	\$ 691,472	3,068	993	50	53	234	↑
ILHM Twin Cities	\$ 679,496	3,607	629	43	35	226	↑
ILHM Ventura	\$ 1,336,464	2,593	753	92	91	208	↓

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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