



ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,125,275	← →
Asking Price per Square Foot	\$ 334	
Average Days on Market	190	↓
Total Inventory	25,998	
Percent of Properties with Price Decrease	30 %	
Percent Relisted (reset DOM)	9 %	
Percent Flip (price increased)	3 %	
New Listings	1,787	
Absorbed This Week	1,630	
Median House Size (sq ft)	3,219	
Median Lot Size	1.0 - 2.5 acres	
Median Age	28	

Altos Research Value Statistics

Market Action Index	Cold! Buyer's Market	16	← →
---------------------	-----------------------------	----	-----

THIS WEEK

The ILHM National Report this week looked at 25998 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,125,274. These homes have been on the market for an average of 190 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 \$1,125,274.

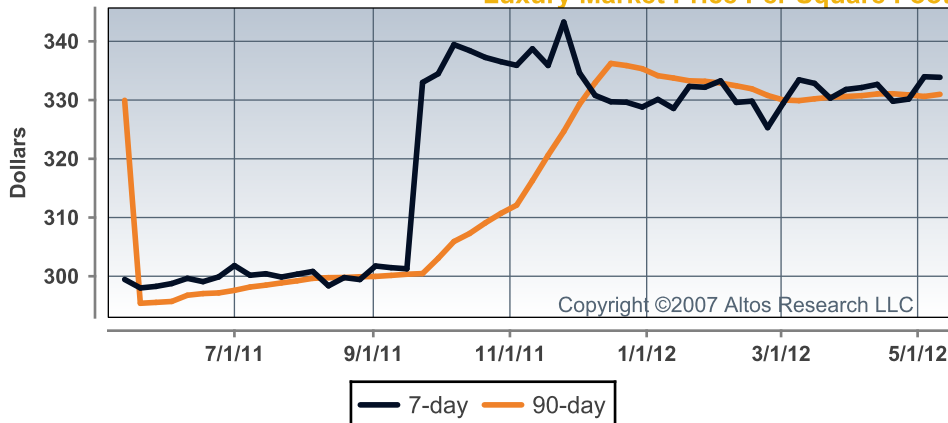
PRICE PER SQUARE FOOT

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.

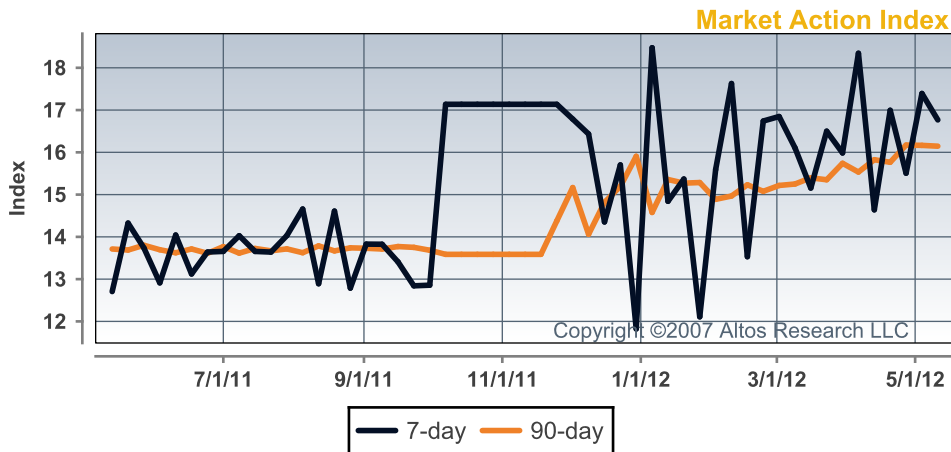
The ILHM National market is currently quite strongly in the Buyer's Market zone (below 30). The Market Action Index stands at 16. With several months of inventory available at the current sales rate, luxury buyers should find ample choice.

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.

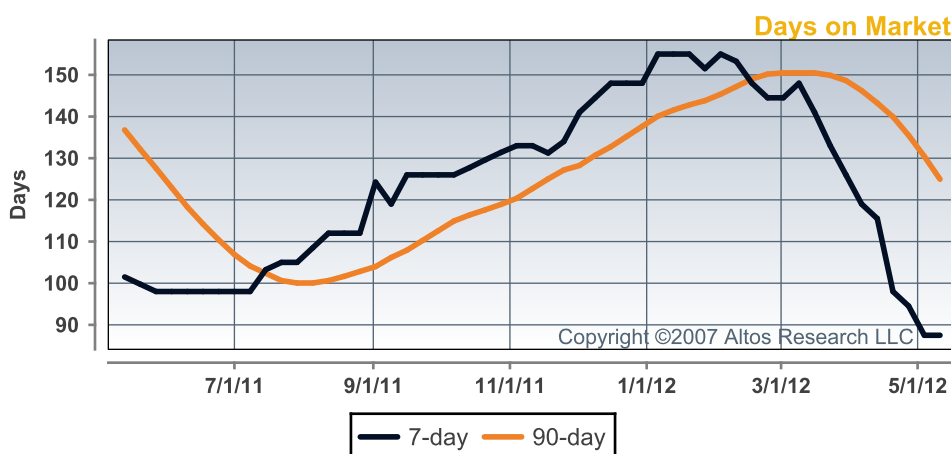
DAYS ON MARKET (DOM)

The properties have been on the market for an average of 206 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	\$ 666,893	N/A	1256	89	80	191	↔
ILHM Austin	\$ 687,639	3,446	795	80	64	160	↔
ILHM Baltimore	\$ 822,570	4,031	238	15	12	201	↑
ILHM Boston	\$ 1,408,528	3,787	420	42	24	183	↔
ILHM Charlotte	\$ 520,717	2,973	533	40	21	208	↓
ILHM Chicago	\$ 1,318,639	3,586	1044	64	44	278	↑
ILHM Cleveland	\$ 453,057	4,058	322	19	14	217	↔
ILHM Dallas	\$ 731,277	3,966	1454	141	123	189	↑
ILHM Washington	\$ 1,563,529	2,341	994	101	68	161	↑
ILHM Denver	\$ 776,722	4,639	826	75	66	218	↑
ILHM Detroit	\$ 616,286	3,594	298	26	23	288	↔
ILHM Houston	\$ 923,611	3,744	1136	79	62	181	↔
ILHM Las Vegas	\$ 380,872	2,576	296	27	32	219	↓
ILHM Los Angeles	\$ 2,227,262	3,361	1452	133	119	190	↑
ILHM Miami	\$ 1,461,215	3,179	2241	81	92	225	↑
ILHM New York	\$ 4,130,320	5,285	667	21	20	257	↓
ILHM Orlando	\$ 666,040	3,186	667	59	57	247	↑
ILHM Philadelphia	\$ 989,262	3,931	454	31	24	225	↑
ILHM Phoenix	\$ 948,604	3,902	2188	126	143	216	↑
ILHM Portland	\$ 545,924	3,140	793	55	53	235	↑
ILHM Raleigh-Durham	\$ 484,803	2,946	663	40	27	228	↑
ILHM Sacramento/Tahoe	\$ 608,033	908	504	31	27	185	↓
ILHM Salt Lake	\$ 809,533	4,260	617	38	39	224	↑
ILHM San Diego	\$ 1,527,887	3,070	1292	99	95	181	↔
ILHM San Francisco	\$ 2,012,701	3,156	243	30	24	158	↑
ILHM Seattle	\$ 861,457	3,034	1021	75	52	166	↑
ILHM Silicon Valley	\$ 1,872,982	2,869	400	51	44	141	↑
ILHM Tampa	\$ 685,709	3,027	941	48	55	232	↑
ILHM Twin Cities	\$ 682,574	3,580	664	45	40	214	↔
ILHM Ventura	\$ 1,351,573	2,609	758	95	91	203	↔

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