



ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,137,373	↔
Asking Price per Square Foot	\$ 340	
Average Days on Market	188	↓
Total Inventory	26,628	
Percent of Properties with Price Decrease	31 %	
Percent Relisted (reset DOM)	9 %	
Percent Flip (price increased)	3 %	
New Listings	1,636	
Absorbed This Week	1,805	
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	↔
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THIS WEEK

The ILHM National Report this week looked at 26628 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,137,373. These homes have been on the market for an average of 188 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 \$1,137,373.

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 \$332.

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.

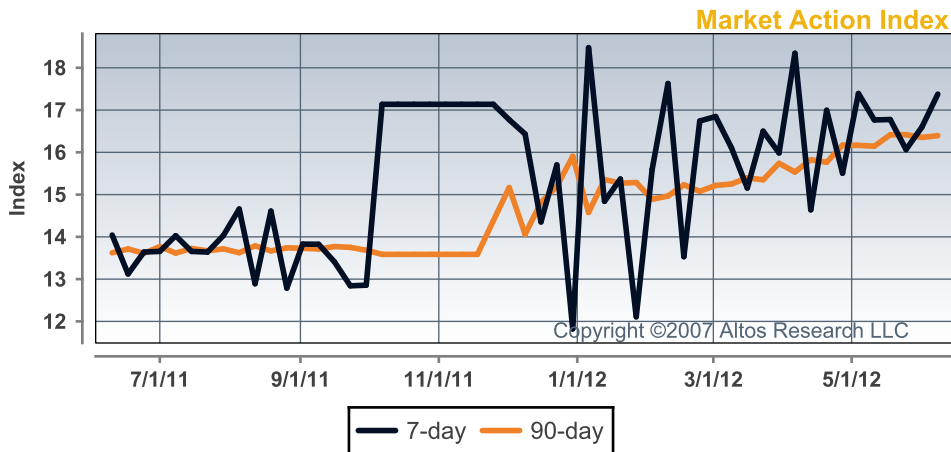
The ILHM National market is currently quite strongly in the Buyer's Market zone (below 30). The Market Action Index stands at 16. With several months of inventory available at the current sales rate, luxury buyers should find ample choice.

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.

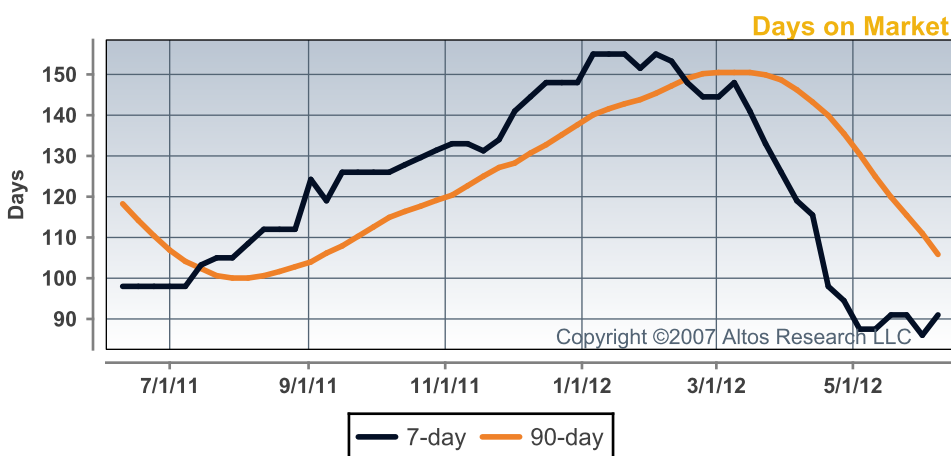
DAYS ON MARKET (DOM)

The properties have been on the market for an average of 197 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	\$ 670,282	N/A	1286	87	80	183	↓
ILHM Austin	\$ 730,806	3,589	845	82	71	153	← →
ILHM Baltimore	\$ 829,237	4,079	248	15	13	187	← →
ILHM Boston	\$ 1,471,428	3,969	508	45	37	155	↑
ILHM Charlotte	\$ 514,258	2,983	598	40	26	191	↑
ILHM Chicago	\$ 1,264,117	3,292	1171	82	60	257	↑
ILHM Cleveland	\$ 458,346	4,060	336	20	17	206	↑
ILHM Dallas	\$ 727,534	3,964	1499	138	132	178	← →
ILHM Washington	\$ 1,541,749	2,329	1104	115	91	144	← →
ILHM Denver	\$ 772,208	4,627	851	78	72	201	← →
ILHM Detroit	\$ 618,140	3,558	308	27	22	270	↓
ILHM Honolulu	\$ 1,063,534	2,178	661	32	32	201	
ILHM Houston	\$ 915,982	3,707	1189	79	68	169	↑
ILHM Las Vegas	\$ 387,280	2,557	272	25	31	215	↑
ILHM Los Angeles	\$ 2,147,109	3,335	1552	131	91	184	← →
ILHM Miami	\$ 1,527,548	3,274	2125	70	102	239	← →
ILHM New York	\$ 4,129,433	5,184	669	21	21	260	← →
ILHM Orlando	\$ 668,169	3,224	576	51	49	239	↓
ILHM Philadelphia	\$ 980,752	3,915	480	31	25	209	← →
ILHM Phoenix	\$ 968,603	3,948	2094	115	143	217	↑
ILHM Portland	\$ 535,938	3,112	763	58	51	224	← →
ILHM Raleigh-Durham	\$ 482,461	2,956	738	47	30	207	↓
ILHM Sacramento/Tahoe	\$ 612,094	733	531	35	28	183	← →
ILHM Salt Lake	\$ 799,759	4,291	626	45	40	215	↑
ILHM San Diego	\$ 1,609,396	3,160	1311	101	95	175	← →
ILHM San Francisco	\$ 2,073,163	3,217	260	31	28	140	↑
ILHM Seattle	\$ 884,642	3,041	1081	77	59	154	↑
ILHM Silicon Valley	\$ 1,953,095	2,904	434	57	50	126	↑
ILHM Tampa	\$ 671,284	2,884	814	42	48	224	← →
ILHM Twin Cities	\$ 695,351	3,602	692	47	42	202	← →
ILHM Ventura	\$ 1,145,867	2,489	883	99	40	198	↓

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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