



ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,138,610	↔
Asking Price per Square Foot	\$ 349	
Average Days on Market	187	↓
Total Inventory	27,295	
Percent of Properties with Price Decrease	31 %	
Percent Relisted (reset DOM)	9 %	
Percent Flip (price increased)	3 %	
New Listings	1,908	
Absorbed This Week	1,607	
Median House Size (sq ft)	3,217	
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 27295 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,138,610. These homes have been on the market for an average of 187 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 \$1,138,610.

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 \$333.

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.

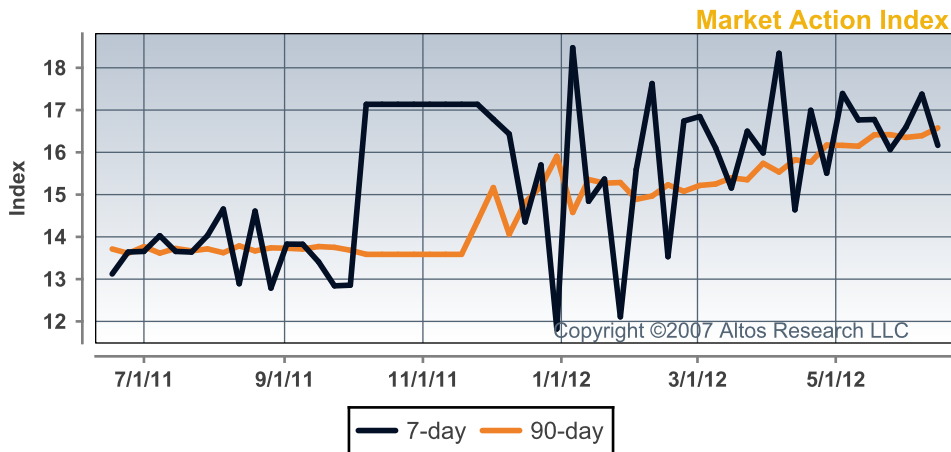
The ILHM National market is currently quite strongly in the Buyer's Market zone (below 30). The Market Action Index stands at 16. With several months of inventory available at the current sales rate, luxury buyers should find ample choice.

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.

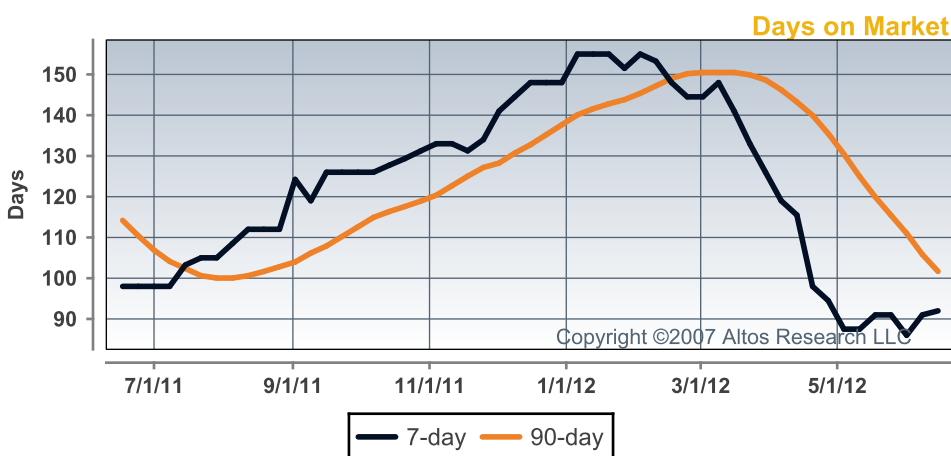
DAYS ON MARKET (DOM)

The properties have been on the market for an average of 195 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	\$ 670,105	N/A	1292	86	80	182	↓
ILHM Austin	\$ 741,317	3,612	853	79	72	151	← →
ILHM Baltimore	\$ 830,486	4,097	249	14	13	183	↓
ILHM Boston	\$ 1,479,377	3,990	515	43	37	153	↑
ILHM Charlotte	\$ 513,656	2,989	607	37	29	188	↑
ILHM Chicago	\$ 1,260,633	3,255	1182	81	64	253	↑
ILHM Cleveland	\$ 458,586	4,052	337	20	18	203	↑
ILHM Dallas	\$ 726,495	3,965	1502	137	133	176	← →
ILHM Washington	\$ 1,536,371	2,341	1127	117	95	141	← →
ILHM Denver	\$ 771,622	4,626	858	80	72	197	← →
ILHM Detroit	\$ 618,467	3,539	312	26	21	265	↓
ILHM Honolulu	\$ 1,062,924	2,190	661	40	32	197	
ILHM Houston	\$ 914,687	3,702	1188	75	76	167	↑
ILHM Las Vegas	\$ 389,471	2,550	267	25	30	214	↑
ILHM Los Angeles	\$ 2,107,648	3,321	1594	135	94	182	↓
ILHM Miami	\$ 1,535,694	3,285	2089	69	104	242	← →
ILHM New York	\$ 4,131,964	5,170	667	19	21	261	↓
ILHM Orlando	\$ 673,944	3,248	546	49	48	235	↓
ILHM Philadelphia	\$ 976,109	3,910	484	29	25	206	↓
ILHM Phoenix	\$ 973,480	3,956	2063	113	148	217	↑
ILHM Portland	\$ 535,574	3,106	771	55	48	222	↓
ILHM Raleigh-Durham	\$ 480,626	2,954	752	45	31	203	← →
ILHM Sacramento/Tahoe	\$ 611,757	739	536	34	29	181	↑
ILHM Salt Lake	\$ 798,053	4,303	631	45	40	211	← →
ILHM San Diego	\$ 1,627,208	3,182	1315	100	96	173	← →
ILHM San Francisco	\$ 2,100,531	3,236	263	30	28	135	← →
ILHM Seattle	\$ 891,108	3,042	1093	78	63	152	↑
ILHM Silicon Valley	\$ 1,967,113	2,906	442	58	50	122	← →
ILHM Tampa	\$ 672,330	2,886	808	42	48	224	← →
ILHM Twin Cities	\$ 698,652	3,608	699	50	43	198	↑
ILHM Ventura	\$ 1,040,287	2,428	942	103	44	197	← →

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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