



ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,145,962	↔
Asking Price per Square Foot	\$ 308	
Average Days on Market	185	↓
Total Inventory	26,687	
Percent of Properties with Price Decrease	31 %	
Percent Relisted (reset DOM)	12 %	
Percent Flip (price increased)	3 %	
New Listings	1,683	
Absorbed This Week	2,211	
Median House Size (sq ft)	3,230	
Median Lot Size	2.5 - 5.0 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 26687 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,145,962. These homes have been on the market for an average of 185 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.

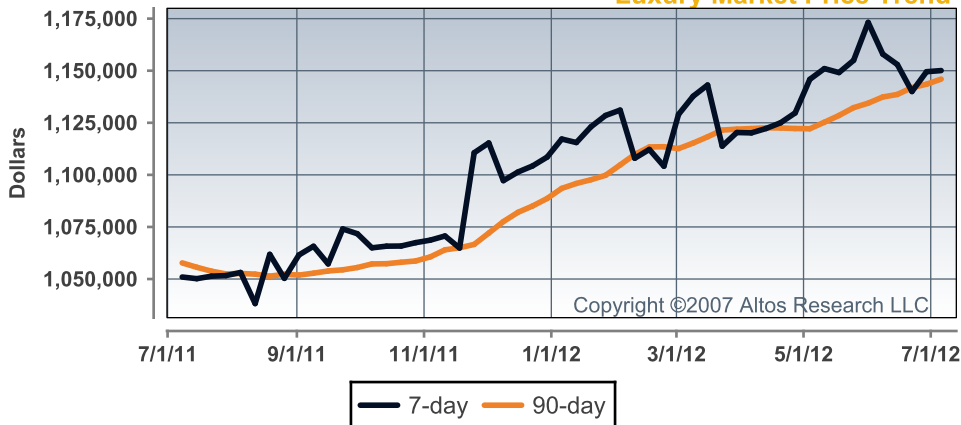
PRICE

Luxury home prices across the ILHM National sample have stayed relatively stable in recent weeks. This week median price is \$1,145,962.

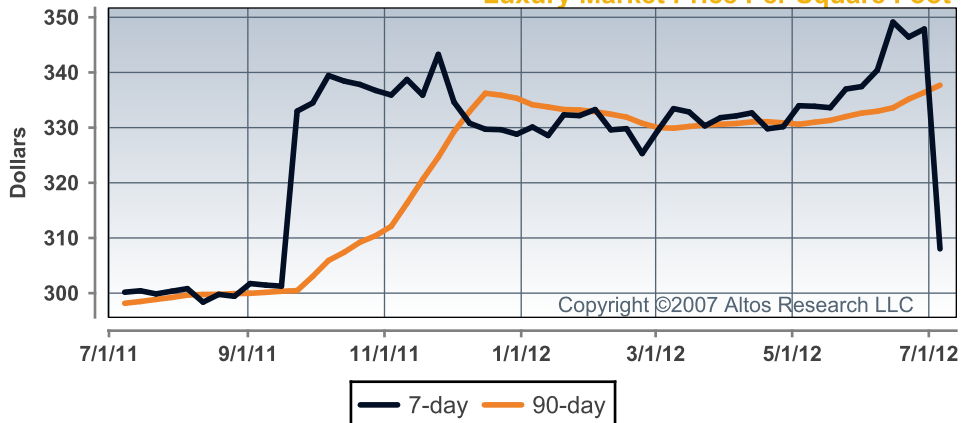
PRICE PER SQUARE FOOT

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 \$337.

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.

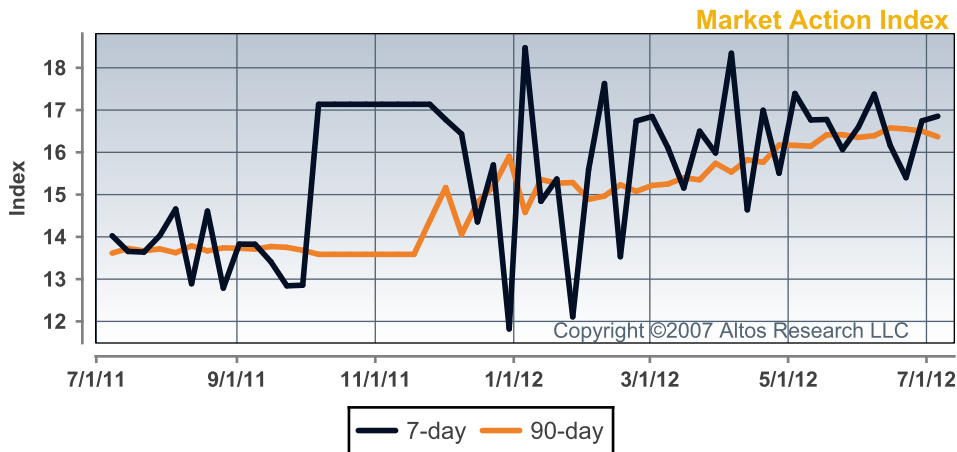
The ILHM National market is currently quite strongly in the Buyer's Market zone (below 30). The Market Action Index stands at 16. With several months of inventory available at the current sales rate, luxury buyers should find ample choice.

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.

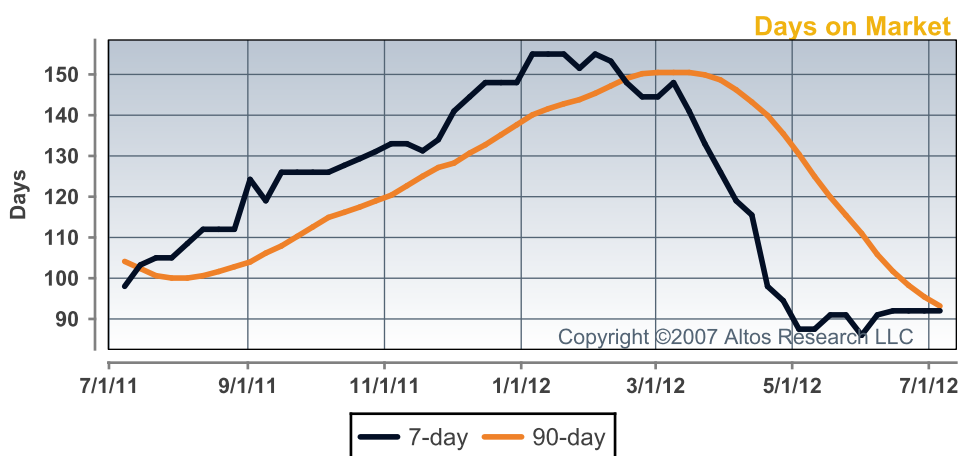
DAYS ON MARKET (DOM)

The properties have been on the market for an average of 191 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	\$ 671,426	N/A	1296	80	79	179	↔
ILHM Austin	\$ 759,891	3,659	879	81	71	147	↓
ILHM Baltimore	\$ 834,603	4,129	249	12	13	178	↓
ILHM Boston	\$ 1,498,919	4,054	521	37	37	150	↔
ILHM Charlotte	\$ 506,773	2,997	620	34	31	182	↑
ILHM Chicago	\$ 1,261,949	3,173	1199	75	66	244	↑
ILHM Cleveland	\$ 459,407	4,047	344	20	16	199	↓
ILHM Dallas	\$ 721,742	3,959	1512	134	131	172	↓
ILHM Washington	\$ 1,524,579	2,375	1172	107	98	136	↔
ILHM Denver	\$ 772,265	4,619	880	77	70	189	↓
ILHM Detroit	\$ 615,810	3,526	321	26	23	252	↑
ILHM Honolulu	\$ 1,063,846	2,216	656	37	32	188	↑
ILHM Houston	\$ 918,266	3,704	1191	74	71	163	↔
ILHM Las Vegas	\$ 381,619	2,808	286	58	52	194	↑
ILHM Los Angeles	\$ 2,142,681	3,324	1603	98	97	178	↑
ILHM Miami	\$ 1,532,109	3,284	2014	72	94	251	↓
ILHM New York	\$ 4,140,587	5,076	664	20	21	266	↓
ILHM Orlando	\$ 676,549	3,284	557	49	42	230	↓
ILHM Philadelphia	\$ 973,702	3,929	489	27	26	199	↓
ILHM Phoenix	\$ 982,218	3,965	1984	108	136	217	↑
ILHM Portland	\$ 536,949	3,089	789	54	48	214	↓
ILHM Raleigh-Durham	\$ 476,257	2,958	784	41	33	194	↑
ILHM Sacramento/Tahoe	\$ 619,640	853	545	38	40	178	↑
ILHM Salt Lake	\$ 794,806	4,331	653	46	38	200	↓
ILHM San Diego	\$ 1,680,482	3,256	1324	99	96	169	↔
ILHM San Francisco	\$ 2,217,878	3,306	273	31	28	122	↓
ILHM Seattle	\$ 913,664	3,064	1130	79	64	144	↑
ILHM Silicon Valley	\$ 2,031,705	2,917	461	58	50	113	↓
ILHM Tampa	\$ 675,921	2,894	795	40	44	222	↔
ILHM Twin Cities	\$ 716,943	3,655	714	50	45	190	↑
ILHM Ventura	\$ 1,064,258	2,454	945	48	47	194	↑

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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