



ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,148,281	↔
Asking Price per Square Foot	\$ 308	
Average Days on Market	186	↓
Total Inventory	26,436	
Percent of Properties with Price Decrease	31 %	
Percent Relisted (reset DOM)	12 %	
Percent Flip (price increased)	3 %	
New Listings	1,706	
Absorbed This Week	2,043	
Median House Size (sq ft)	3,225	
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 26436 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,148,280. These homes have been on the market for an average of 186 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.

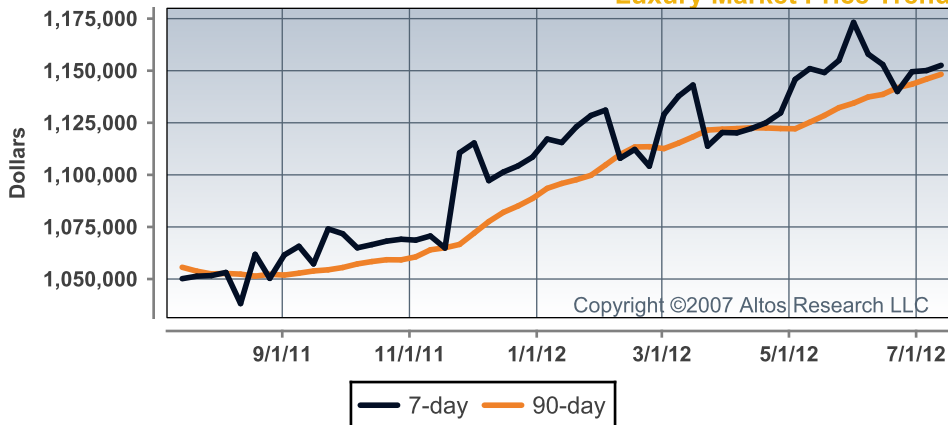
PRICE

Luxury home prices across the ILHM National sample have stayed relatively stable in recent weeks. This week median price is \$1,148,280.

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 \$335.

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.

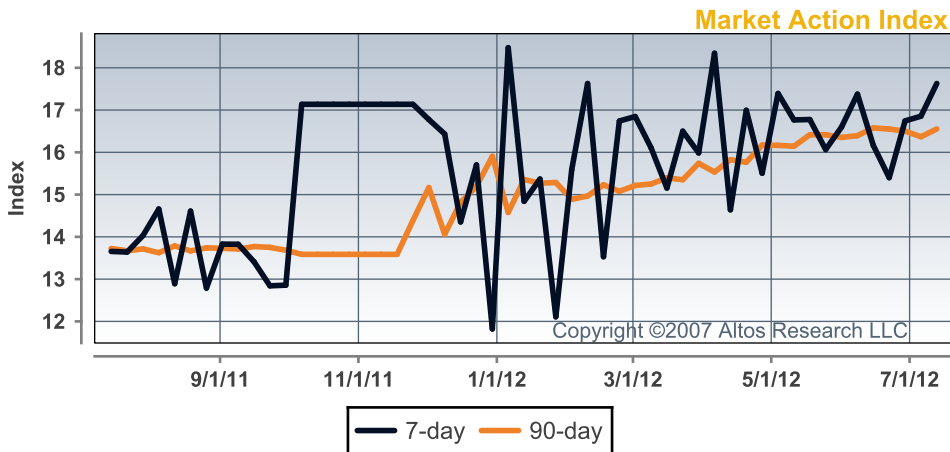
The ILHM National market is currently quite strongly in the Buyer's Market zone (below 30). The Market Action Index stands at 16. With several months of inventory available at the current sales rate, luxury buyers should find ample choice.

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.

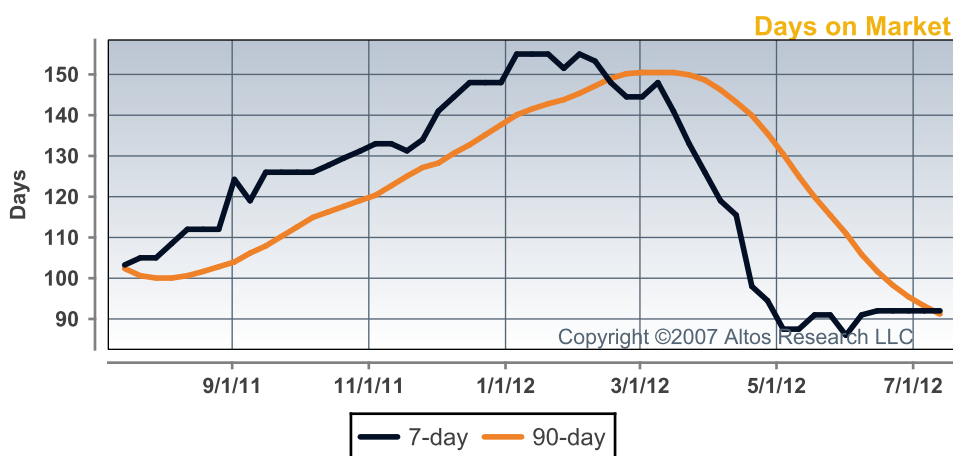
DAYS ON MARKET (DOM)

The properties have been on the market for an average of 189 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	\$ 670,902	N/A	1295	79	81	179	↔
ILHM Austin	\$ 762,749	3,665	891	82	70	147	↓
ILHM Baltimore	\$ 836,808	4,142	248	12	13	178	↔
ILHM Boston	\$ 1,500,643	4,068	519	36	38	151	↔
ILHM Charlotte	\$ 503,716	3,001	619	32	32	181	↑
ILHM Chicago	\$ 1,262,581	3,143	1201	76	68	241	↑
ILHM Cleveland	\$ 457,110	4,043	346	19	16	198	↓
ILHM Dallas	\$ 719,626	3,953	1512	131	131	170	↓
ILHM Washington	\$ 1,522,077	2,177	1180	130	123	132	↑
ILHM Denver	\$ 773,307	4,614	886	78	72	186	↓
ILHM Detroit	\$ 617,923	3,526	323	25	23	247	↑
ILHM Honolulu	\$ 1,067,823	2,228	656	41	36	186	↑
ILHM Houston	\$ 919,847	3,710	1183	71	79	162	↑
ILHM Las Vegas	\$ 367,489	2,816	272	59	69	183	↑
ILHM Los Angeles	\$ 2,153,103	3,325	1603	96	96	177	↑
ILHM Miami	\$ 1,527,364	3,280	1993	70	91	253	↓
ILHM New York	\$ 4,136,563	5,036	663	20	21	268	↓
ILHM Orlando	\$ 676,588	3,292	567	51	39	228	↓
ILHM Philadelphia	\$ 974,229	3,936	489	26	26	198	↓
ILHM Phoenix	\$ 982,651	3,965	1964	109	132	216	↔
ILHM Portland	\$ 538,115	3,090	794	54	50	211	↔
ILHM Raleigh-Durham	\$ 474,807	2,958	787	39	37	193	↑
ILHM Sacramento/Tahoe	\$ 626,468	906	543	38	40	177	↑
ILHM Salt Lake	\$ 792,237	4,337	662	48	39	197	↓
ILHM San Diego	\$ 1,693,814	3,286	1329	98	93	168	↓
ILHM San Francisco	\$ 2,270,181	3,351	273	29	29	119	↓
ILHM Seattle	\$ 920,101	3,075	1138	75	68	143	↑
ILHM Silicon Valley	\$ 2,053,949	2,928	467	57	50	111	↓
ILHM Tampa	\$ 676,297	2,897	790	39	44	222	↔
ILHM Twin Cities	\$ 723,429	3,678	716	50	48	189	↑
ILHM Ventura	\$ 1,070,802	2,464	944	48	49	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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