



ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,251,520	↔
Asking Price per Square Foot	\$ 313	
Average Days on Market	178	↓
Total Inventory	22,292	
Percent of Properties with Price Decrease	24 %	
Percent Relisted (reset DOM)	11 %	
Percent Flip (price increased)	5 %	
New Listings	1,939	
Absorbed This Week	1,498	
Median House Size (sq ft)	3,431	
Median Lot Size	0.50 - 1.0 acre	
Median Age	26	

Altos Research Value Statistics

Market Action Index	Cool. Buyer's Market	28	↑
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THIS WEEK

The ILHM National Report this week looked at 22292 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,251,520. These homes have been on the market for an average of 178 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 \$1,251,520.

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 \$341.

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.

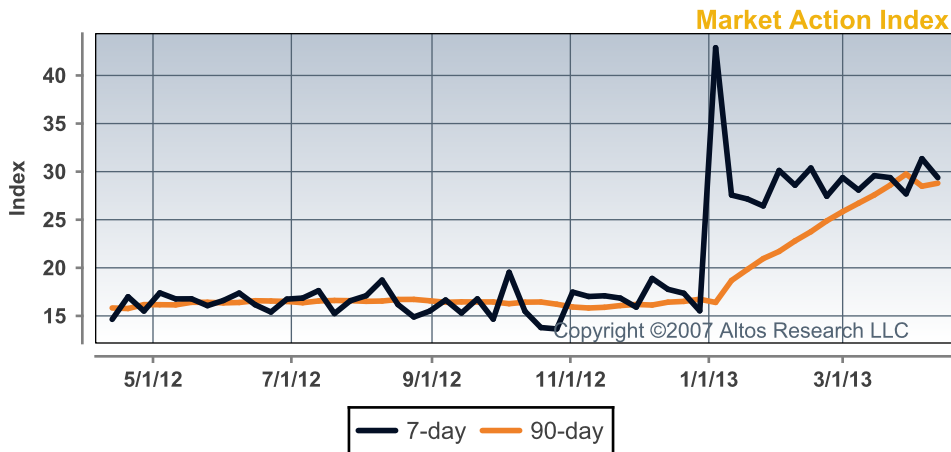
The ILHM National market is currently in the Buyer's Market zone (below 30), though not strongly so. The Market Action Index stands this week at 28 so luxury buyers should expect to find reasonable levels of selection.

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 country.

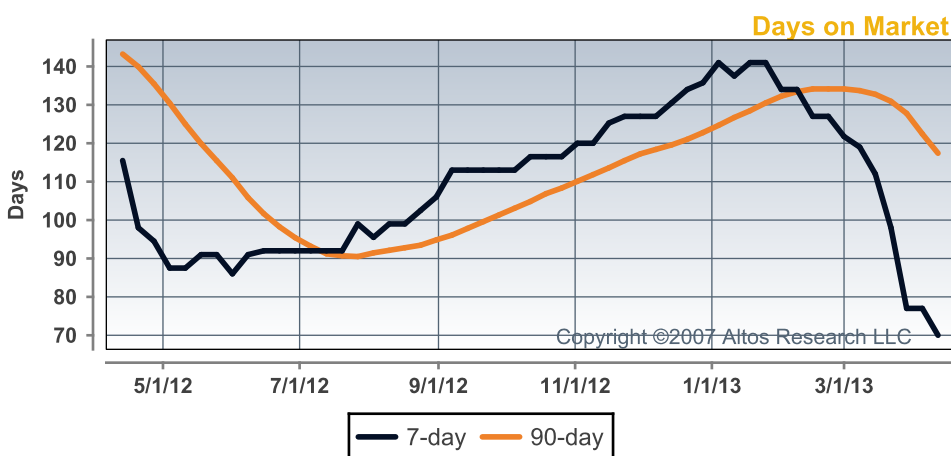
DAYS ON MARKET (DOM)

The properties have been on the market for an average of 199 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	\$ 717,522	N/A	795	74	71	173	↑
ILHM Austin	\$ 823,356	3,605	526	50	44	174	↑
ILHM Baltimore	\$ 872,286	4,682	172	12	12	213	↑
ILHM Boston	\$ 1,598,587	4,174	390	42	24	174	↑
ILHM Charlotte	\$ 507,537	3,080	287	29	25	215	↑
ILHM Chicago	\$ 1,390,942	3,452	809	47	33	256	↔
ILHM Cleveland	\$ 448,712	4,045	258	19	16	218	↑
ILHM Dallas	\$ 859,095	4,192	1010	134	119	181	↑
ILHM Washington	\$ 1,645,940	5,620	790	75	57	132	↑
ILHM Denver	\$ 935,956	3,277	603	57	55	210	↑
ILHM Detroit	\$ 693,731	3,639	204	17	17	255	↔
ILHM Honolulu	\$ 1,279,446	2,382	473	29	26	214	↔
ILHM Houston	\$ 1,009,000	3,821	852	64	45	165	↔
ILHM Las Vegas	\$ 262,269	2,107	714	36	36	158	↑
ILHM Los Angeles	\$ 2,528,841	3,163	1034	86	76	182	↑
ILHM Miami	\$ 1,795,660	3,517	1485	73	64	261	↑
ILHM New York	\$ 4,199,737	4,696	568	21	21	311	↑
ILHM Orlando	\$ 699,603	3,228	515	59	59	194	↑
ILHM Philadelphia	\$ 1,050,670	4,245	317	22	17	252	↑
ILHM Phoenix	\$ 991,350	3,689	2118	146	124	184	↑
ILHM Portland	\$ 541,523	3,102	928	48	43	213	↔
ILHM Raleigh-Durham	\$ 472,900	2,905	638	42	21	217	↓
ILHM Sacramento/Tahoe	\$ 994,389	3,157	230	26	25	206	↑
ILHM Salt Lake	\$ 1,058,248	4,488	472	35	34	212	↑
ILHM San Diego	\$ 2,207,859	3,950	855	93	88	165	↑
ILHM San Francisco	\$ 2,896,980	3,605	162	28	21	129	↑
ILHM Seattle	\$ 967,938	3,175	790	69	57	162	↑
ILHM Silicon Valley	\$ 2,156,277	3,017	296	53	34	125	↑
ILHM Tampa	\$ 719,873	3,201	659	56	43	265	↑
ILHM Twin Cities	\$ 768,665	3,815	453	37	29	213	↔
ILHM Ventura	\$ 1,309,068	2,553	619	50	47	184	↔

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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