



ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,267,720	↔
Asking Price per Square Foot	\$ 325	
Average Days on Market	161	↓
Total Inventory	23,435	
Percent of Properties with Price Decrease	26 %	
Percent Relisted (reset DOM)	10 %	
Percent Flip (price increased)	5 %	
New Listings	1,821	
Absorbed This Week	1,701	
Median House Size (sq ft)	3,279	
Median Lot Size	0.50 - 1.0 acre	
Median Age	27	

Altos Research Value Statistics

Market Action Index	Cool. Buyer's Market	29	↑
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THIS WEEK

The ILHM National Report this week looked at 23435 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,267,720. These homes have been on the market for an average of 161 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 \$1,267,720.

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 \$330.

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.

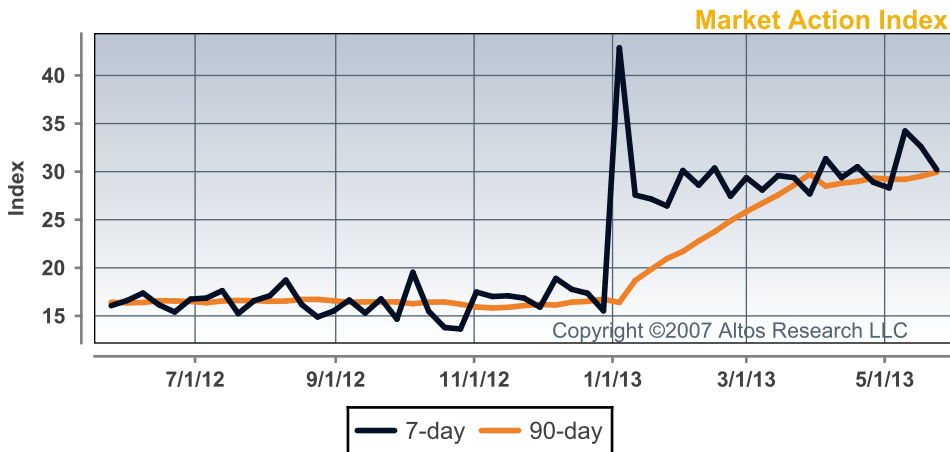
The ILHM National market is currently in the Buyer's Market zone (below 30), though not strongly so. The Market Action Index stands this week at 29 so luxury buyers should expect to find reasonable levels of selection.

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.

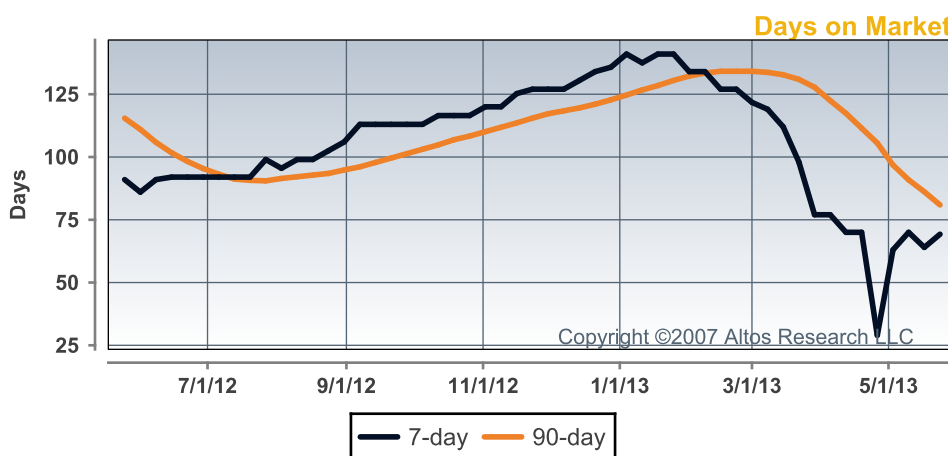
DAYS ON MARKET (DOM)

The properties have been on the market for an average of 174 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	\$ 745,435	N/A	853	84	82	144	↔
ILHM Austin	\$ 840,455	3,679	619	100	52	151	↔
ILHM Baltimore	\$ 865,270	4,464	185	16	13	183	↑
ILHM Boston	\$ 1,526,789	4,011	502	48	33	142	↑
ILHM Charlotte	\$ 524,386	3,093	315	34	30	173	↔
ILHM Chicago	\$ 1,396,427	2,924	904	51	37	221	↔
ILHM Cleveland	\$ 465,273	4,148	280	24	20	187	↑
ILHM Dallas	\$ 886,871	3,958	1153	134	110	148	↓
ILHM Washington	\$ 1,628,011	5,104	932	106	100	119	↑
ILHM Denver	\$ 962,168	2,289	631	67	62	193	↑
ILHM Detroit	\$ 720,980	3,606	219	20	17	231	↓
ILHM Honolulu	\$ 1,264,169	2,310	473	32	30	202	↑
ILHM Houston	\$ 1,072,030	3,874	922	68	62	139	↑
ILHM Las Vegas	\$ 271,374	2,124	703	35	38	155	↑
ILHM Los Angeles	\$ 2,653,255	3,192	1118	95	90	155	↔
ILHM Miami	\$ 1,750,179	2,377	1505	70	76	243	↔
ILHM New York	\$ 4,239,365	4,390	566	20	20	294	↓
ILHM Orlando	\$ 714,103	3,315	535	53	48	165	↓
ILHM Philadelphia	\$ 1,022,570	4,166	361	27	21	219	↑
ILHM Phoenix	\$ 1,004,691	3,676	2176	138	139	175	↑
ILHM Portland	\$ 550,961	3,090	1001	64	51	181	↑
ILHM Raleigh-Durham	\$ 486,501	2,920	777	46	26	187	↔
ILHM Sacramento/Tahoe	\$ 972,459	3,208	267	33	26	181	↔
ILHM Salt Lake	\$ 1,031,976	4,428	495	45	40	185	↑
ILHM San Diego	\$ 2,266,566	4,014	932	99	96	151	↑
ILHM San Francisco	\$ 2,990,512	3,783	220	36	27	100	↓
ILHM Seattle	\$ 997,180	3,211	916	83	62	133	↔
ILHM Silicon Valley	\$ 2,195,529	3,021	379	55	55	98	↑
ILHM Tampa	\$ 677,102	2,971	812	80	51	218	↔
ILHM Twin Cities	\$ 788,818	3,895	504	43	34	181	↔
ILHM Ventura	\$ 1,478,471	2,716	623	53	55	161	↑

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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