



ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,270,269	↔
Asking Price per Square Foot	\$ 324	
Average Days on Market	160	↓
Total Inventory	23,419	
Percent of Properties with Price Decrease	26 %	
Percent Relisted (reset DOM)	9 %	
Percent Flip (price increased)	5 %	
New Listings	1,341	
Absorbed This Week	1,359	
Median House Size (sq ft)	3,255	
Median Lot Size	0.50 - 1.0 acre	
Median Age	27	

Altos Research Value Statistics

Market Action Index	Warm Seller's Market	30	↑
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THIS WEEK

The ILHM National Report this week looked at 23419 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,270,269. These homes have been on the market for an average of 160 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 \$1,270,269.

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 \$328.

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.

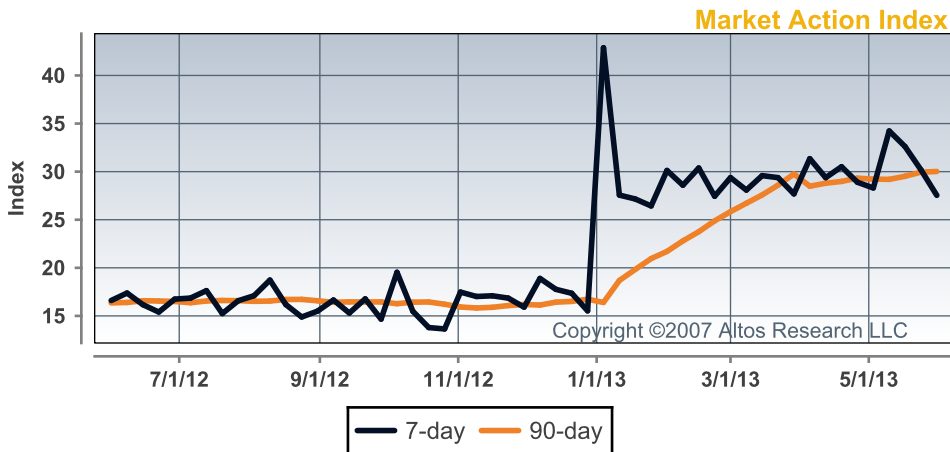
The ILHM National market is currently slightly in the Seller's Market zone (greater than 30). The Market Action Index stands at 30 which indicates that luxury demand is relatively strong but the available supply of new listings doesn't get acquired immediately.

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.

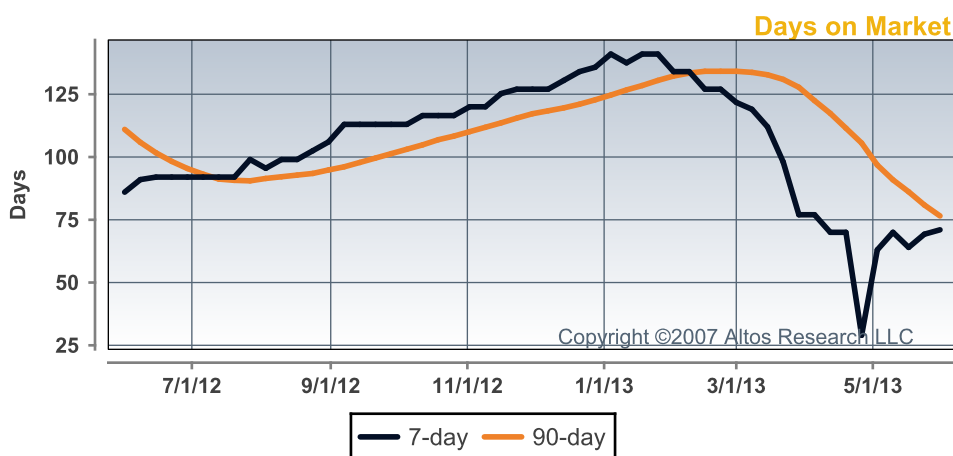
DAYS ON MARKET (DOM)

The properties have been on the market for an average of 171 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	\$ 746,786	N/A	861	85	81	140	↔
ILHM Austin	\$ 838,144	3,683	670	104	55	144	↓
ILHM Baltimore	\$ 859,714	4,422	188	16	14	180	↔
ILHM Boston	\$ 1,516,428	3,989	516	50	36	139	↑
ILHM Charlotte	\$ 525,953	3,098	318	32	29	168	↔
ILHM Chicago	\$ 1,398,194	2,836	918	52	39	217	↑
ILHM Cleveland	\$ 467,350	4,178	284	25	21	184	↑
ILHM Dallas	\$ 893,807	3,912	1160	123	115	145	↓
ILHM Washington	\$ 1,636,537	4,988	940	108	101	117	↑
ILHM Denver	\$ 958,065	2,229	637	69	62	191	↔
ILHM Detroit	\$ 720,617	3,589	223	21	18	226	↓
ILHM Honolulu	\$ 1,270,154	2,315	471	29	30	199	↑
ILHM Houston	\$ 1,082,626	3,887	926	68	64	137	↑
ILHM Las Vegas	\$ 273,032	2,128	699	35	38	155	↑
ILHM Los Angeles	\$ 2,673,584	3,194	1131	95	88	152	↔
ILHM Miami	\$ 1,751,742	2,192	1499	69	77	241	↔
ILHM New York	\$ 4,242,626	4,316	566	21	21	293	↔
ILHM Orlando	\$ 716,751	3,334	539	52	48	163	↓
ILHM Philadelphia	\$ 1,017,880	4,134	370	28	20	215	↑
ILHM Phoenix	\$ 1,008,013	3,679	2171	134	140	175	↑
ILHM Portland	\$ 552,113	3,086	1013	64	53	177	↑
ILHM Raleigh-Durham	\$ 489,693	2,927	796	46	28	184	↑
ILHM Sacramento/Tahoe	\$ 965,144	3,192	276	35	26	176	↓
ILHM Salt Lake	\$ 1,022,498	4,423	500	47	42	182	↑
ILHM San Diego	\$ 2,278,296	4,009	943	103	91	150	↔
ILHM San Francisco	\$ 3,051,157	3,857	229	37	28	97	↔
ILHM Seattle	\$ 1,001,678	3,213	941	90	65	130	↔
ILHM Silicon Valley	\$ 2,241,270	3,069	381	57	56	96	↑
ILHM Tampa	\$ 669,135	2,937	841	82	53	209	↔
ILHM Twin Cities	\$ 790,886	3,901	514	45	34	177	↔
ILHM Ventura	\$ 1,493,531	2,731	624	50	49	159	↓

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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