



ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,271,481	↔
Asking Price per Square Foot	\$ 324	
Average Days on Market	161	↓
Total Inventory	23,302	
Percent of Properties with Price Decrease	26 %	
Percent Relisted (reset DOM)	9 %	
Percent Flip (price increased)	5 %	
New Listings	1,808	
Absorbed This Week	1,902	
Median House Size (sq ft)	3,231	
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 23302 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,271,480. 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 \$1,271,480.

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 \$327.

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.

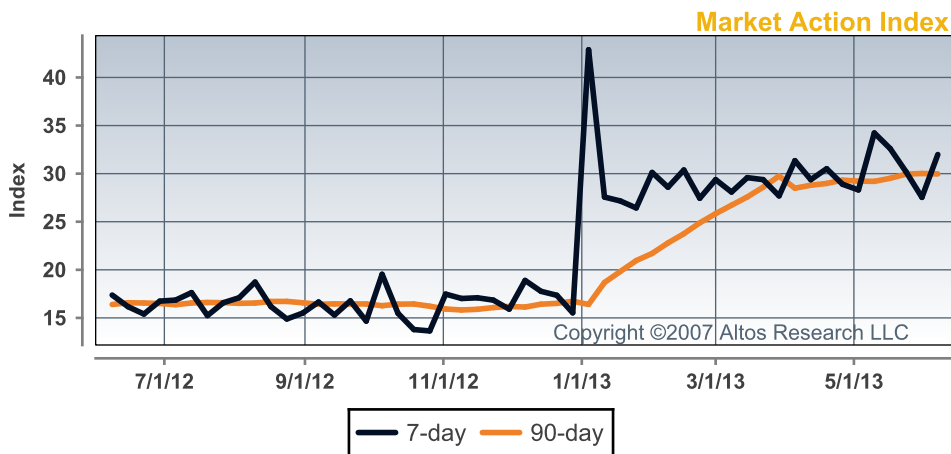
The ILHM National market is currently in the Buyer's Market zone (below 30), though not strongly so. The Market Action Index stands this week at 29 so luxury buyers should expect to find reasonable levels of selection.

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.

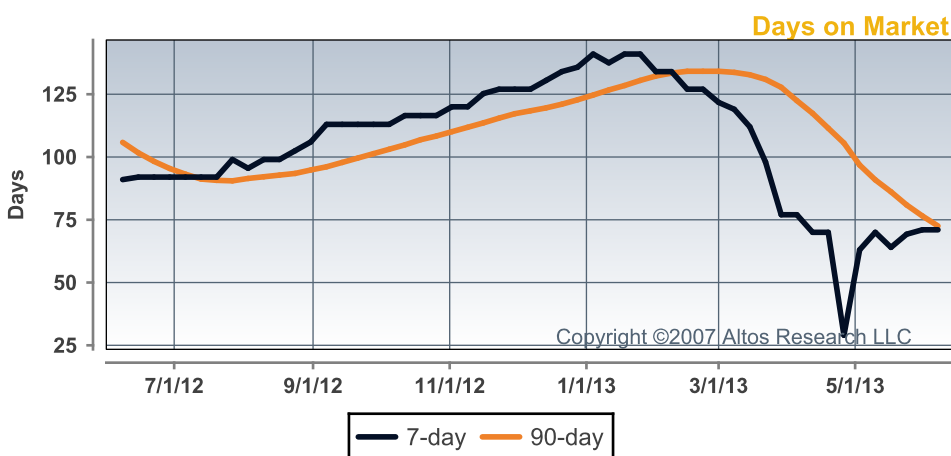
DAYS ON MARKET (DOM)

The properties have been on the market for an average of 168 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	\$ 748,783	N/A	870	82	79	136	↔
ILHM Austin	\$ 834,286	3,679	720	104	55	136	↓
ILHM Baltimore	\$ 853,435	4,403	195	16	13	178	↔
ILHM Boston	\$ 1,508,269	3,962	528	47	35	136	↑
ILHM Charlotte	\$ 529,310	3,107	321	32	29	164	↔
ILHM Chicago	\$ 1,399,806	2,746	936	54	40	213	↑
ILHM Cleveland	\$ 469,732	4,206	286	23	21	181	↑
ILHM Dallas	\$ 896,889	3,861	1167	124	116	143	↔
ILHM Washington	\$ 1,647,231	4,861	948	104	101	115	↑
ILHM Denver	\$ 953,679	2,205	644	70	63	189	↔
ILHM Detroit	\$ 722,292	3,571	228	22	18	221	↔
ILHM Honolulu	\$ 1,278,385	2,313	471	29	28	198	↔
ILHM Houston	\$ 1,090,095	3,887	938	68	63	134	↑
ILHM Las Vegas	\$ 279,134	2,158	728	38	40	154	↔
ILHM Los Angeles	\$ 2,690,878	3,192	1146	94	88	149	↔
ILHM Miami	\$ 1,749,350	2,026	1512	68	77	239	↔
ILHM New York	\$ 4,256,850	4,259	566	20	21	292	↔
ILHM Orlando	\$ 717,438	3,346	549	51	48	161	↓
ILHM Philadelphia	\$ 1,009,931	4,093	378	28	21	211	↑
ILHM Phoenix	\$ 1,011,422	3,680	2162	129	139	175	↑
ILHM Portland	\$ 553,189	3,083	1027	64	51	173	↑
ILHM Raleigh-Durham	\$ 491,567	2,926	812	45	29	181	↑
ILHM Sacramento/Tahoe	\$ 960,227	3,185	288	36	26	172	↓
ILHM Salt Lake	\$ 1,014,353	4,420	506	46	41	180	↑
ILHM San Diego	\$ 2,303,097	4,000	962	103	96	147	↑
ILHM San Francisco	\$ 3,107,181	3,936	238	36	28	96	↓
ILHM Seattle	\$ 1,003,624	3,212	961	87	66	126	↔
ILHM Silicon Valley	\$ 2,286,488	3,128	379	56	58	94	↑
ILHM Tampa	\$ 663,755	2,947	892	86	55	197	↔
ILHM Twin Cities	\$ 794,855	3,914	527	45	35	174	↔
ILHM Ventura	\$ 1,513,178	2,749	623	49	49	158	↓

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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