



ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,273,971	← →
Asking Price per Square Foot	\$ 326	
Average Days on Market	151	← →
Total Inventory	23,678	
Percent of Properties with Price Decrease	29 %	
Percent Relisted (reset DOM)	12 %	
Percent Flip (price increased)	5 %	
New Listings	2,056	
Absorbed This Week	1,976	
Median House Size (sq ft)	3,226	
Median Lot Size	0.50 - 1.0 acre	
Median Age	28	

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 23678 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,273,971. These homes have been on the market for an average of 151 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.

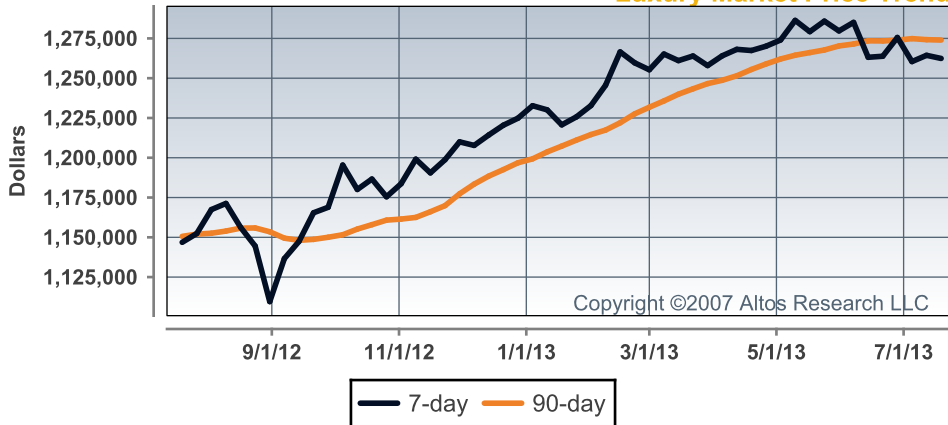
PRICE

Luxury home prices across the ILHM National sample have stayed relatively stable in recent weeks. This week median price is \$1,273,971.

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 \$324.

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.

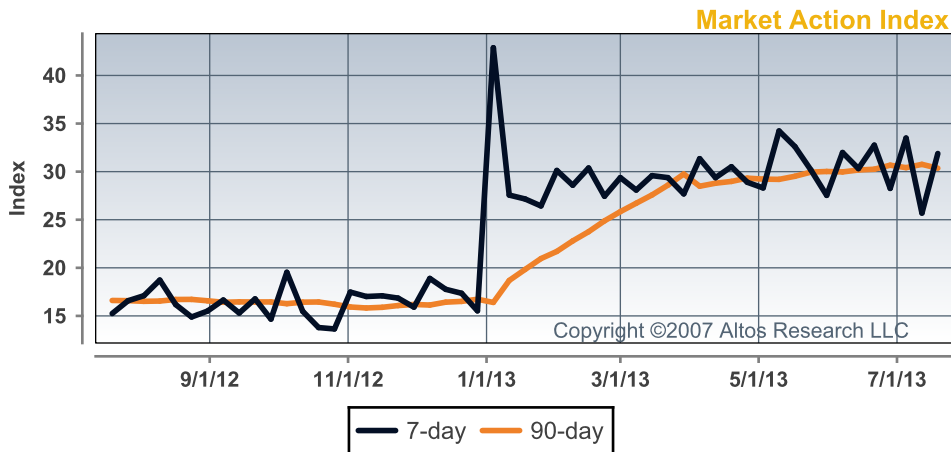
The ILHM National market is currently slightly in the Seller's Market zone (greater than 30). The Market Action Index stands at 30 which indicates that luxury demand is relatively strong but the available supply of new listings doesn't get acquired immediately.

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.

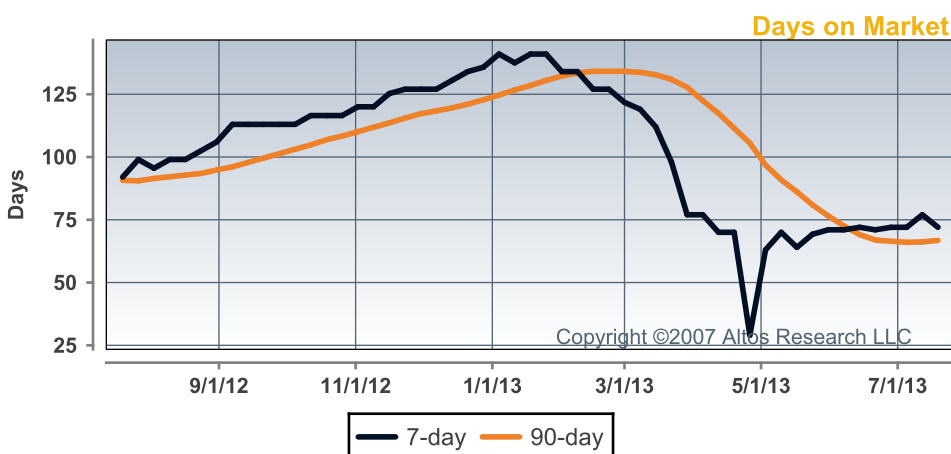
DAYS ON MARKET (DOM)

The properties have been on the market for an average of 154 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	\$ 770,316	N/A	893	80	77	123	↔
ILHM Austin	\$ 810,223	3,657	991	111	67	109	↓
ILHM Baltimore	\$ 826,353	4,200	208	16	14	175	↓
ILHM Boston	\$ 1,547,612	4,043	546	40	44	128	↔
ILHM Charlotte	\$ 531,848	3,135	334	30	27	146	↓
ILHM Chicago	\$ 1,309,493	2,996	1157	128	89	167	↑
ILHM Cleveland	\$ 481,316	4,225	300	27	24	155	↔
ILHM Dallas	\$ 908,351	3,692	1181	111	112	135	↑
ILHM Washington	\$ 1,728,078	4,229	890	88	106	113	↔
ILHM Denver	\$ 916,337	4,365	676	75	69	166	↔
ILHM Detroit	\$ 782,860	3,624	253	25	24	186	↑
ILHM Honolulu	\$ 1,311,001	2,510	477	39	36	169	↑
ILHM Houston	\$ 1,107,375	3,900	910	62	69	126	↑
ILHM Las Vegas	\$ 285,785	2,168	724	37	38	151	↔
ILHM Los Angeles	\$ 2,741,250	3,154	1217	102	89	137	↔
ILHM Miami	\$ 1,794,651	1,313	1427	59	72	234	↓
ILHM New York	\$ 4,234,614	3,939	562	19	18	287	↓
ILHM Orlando	\$ 726,106	3,366	568	50	48	157	↔
ILHM Philadelphia	\$ 1,003,329	4,028	396	24	24	199	↔
ILHM Phoenix	\$ 1,025,665	3,675	1965	108	147	175	↑
ILHM Portland	\$ 561,373	3,091	1120	74	62	149	↑
ILHM Raleigh-Durham	\$ 492,562	2,917	836	36	36	174	↑
ILHM Sacramento/Tahoe	\$ 938,571	3,073	346	36	28	150	↓
ILHM Salt Lake	\$ 967,551	4,384	564	54	41	161	↓
ILHM San Diego	\$ 2,302,950	3,962	1036	106	91	136	↓
ILHM San Francisco	\$ 3,237,394	4,218	261	29	29	92	↓
ILHM Seattle	\$ 1,009,233	3,196	1080	89	75	112	↔
ILHM Silicon Valley	\$ 2,508,088	3,318	353	58	64	85	↑
ILHM Tampa	\$ 653,718	2,936	915	56	56	181	↔
ILHM Twin Cities	\$ 812,997	3,917	574	46	41	159	↑
ILHM Ventura	\$ 1,532,462	2,790	650	58	45	146	↓

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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