



ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,273,330	↔
Asking Price per Square Foot	\$ 324	
Average Days on Market	152	↑
Total Inventory	23,695	
Percent of Properties with Price Decrease	30 %	
Percent Relisted (reset DOM)	13 %	
Percent Flip (price increased)	5 %	
New Listings	1,432	
Absorbed This Week	1,439	
Median House Size (sq ft)	3,233	
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 23695 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,273,330. These homes have been on the market for an average of 152 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 \$1,273,330.

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.

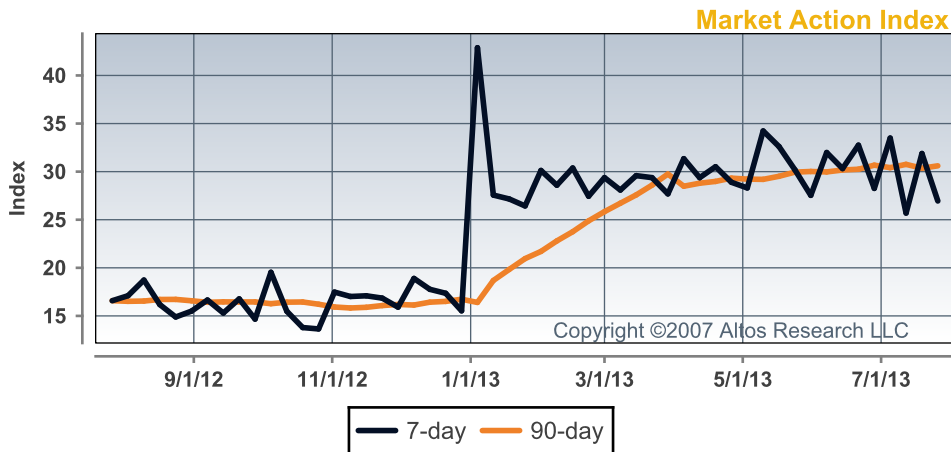
The ILHM National market is currently slightly in the Seller's Market zone (greater than 30). The Market Action Index stands at 30 which indicates that luxury demand is relatively strong but the available supply of new listings doesn't get acquired immediately.

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.

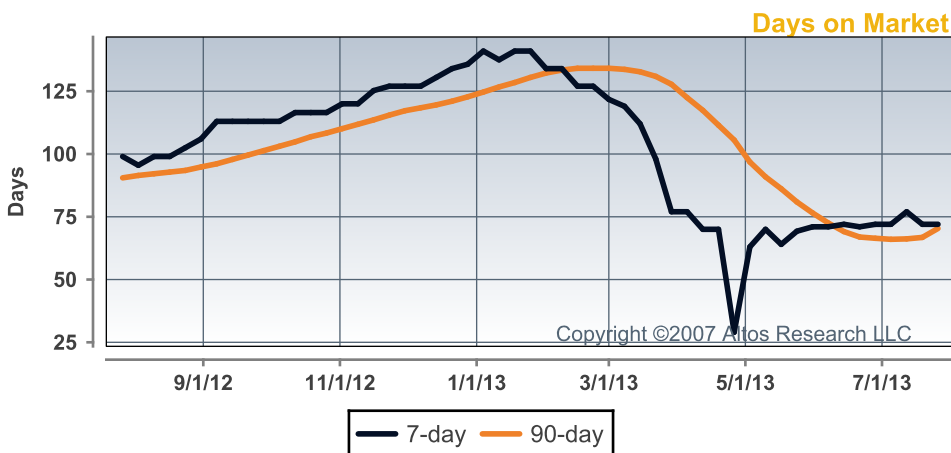
DAYS ON MARKET (DOM)

The properties have been on the market for an average of 159 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	\$ 772,045	N/A	894	78	78	128	↔
ILHM Austin	\$ 805,545	3,654	1031	111	71	111	↓
ILHM Baltimore	\$ 822,604	4,186	210	16	14	183	↓
ILHM Boston	\$ 1,564,291	4,086	538	36	44	131	↔
ILHM Charlotte	\$ 528,846	3,137	335	28	27	149	↓
ILHM Chicago	\$ 1,300,520	3,145	1171	129	93	169	↑
ILHM Cleveland	\$ 481,136	4,213	302	27	26	161	↔
ILHM Dallas	\$ 909,684	3,696	1178	109	112	138	↑
ILHM Washington	\$ 1,745,837	4,206	864	80	106	116	↔
ILHM Denver	\$ 915,141	4,359	681	74	70	170	↓
ILHM Detroit	\$ 799,819	3,652	254	25	23	189	↑
ILHM Honolulu	\$ 1,314,693	2,550	481	41	36	165	↔
ILHM Houston	\$ 1,113,364	3,911	902	62	71	133	↔
ILHM Las Vegas	\$ 285,539	2,163	722	37	39	157	↔
ILHM Los Angeles	\$ 2,728,353	3,143	1226	102	92	137	↔
ILHM Miami	\$ 1,804,985	1,302	1406	55	79	238	↓
ILHM New York	\$ 4,223,168	3,926	562	20	19	301	↔
ILHM Orlando	\$ 726,598	3,366	570	51	49	168	↔
ILHM Philadelphia	\$ 1,013,357	4,050	394	23	23	207	↔
ILHM Phoenix	\$ 1,025,504	3,673	1922	106	147	180	↔
ILHM Portland	\$ 563,113	3,095	1132	76	65	160	↑
ILHM Raleigh-Durham	\$ 491,546	2,914	831	34	39	179	↑
ILHM Sacramento/Tahoe	\$ 932,599	3,043	354	36	29	150	↓
ILHM Salt Lake	\$ 965,318	4,378	576	55	42	170	↓
ILHM San Diego	\$ 2,294,804	3,953	1054	107	89	142	↓
ILHM San Francisco	\$ 3,265,979	4,256	259	28	30	96	↔
ILHM Seattle	\$ 1,007,562	3,194	1090	90	79	117	↔
ILHM Silicon Valley	\$ 2,531,773	3,334	344	56	65	86	↑
ILHM Tampa	\$ 651,851	2,944	911	54	58	185	↔
ILHM Twin Cities	\$ 816,074	3,918	580	46	41	170	↔
ILHM Ventura	\$ 1,517,903	2,775	659	56	46	152	↓

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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