

ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,338,800	← →
Asking Price per Square Foot	\$ 353	
Average Days on Market	153	↓
Total Inventory	22,284	
Percent of Properties with Price Decrease	30 %	
Percent Relisted (reset DOM)	8 %	
Percent Flip (price increased)	4 %	
New Listings	1,741	
Absorbed This Week	1,556	
Median House Size (sq ft)	3,692	
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 22284 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,338,799. These homes have been on the market for an average of 153 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 \$1,338,799.

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 \$351.

Luxury Market Price Trend

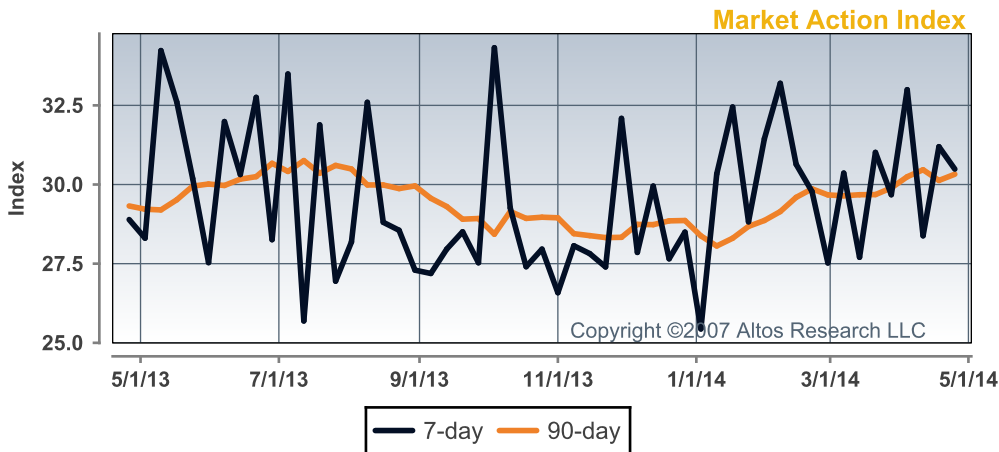


Luxury Market Price Per Square Foot



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.



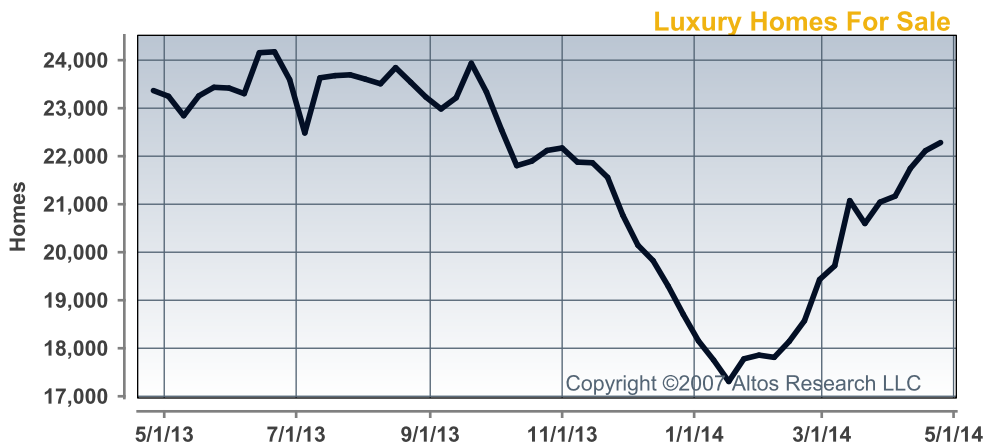
The Market Action Index (MAI) illustrates the balance between supply and demand using a statistical function of the current rate of sale versus current inventory.

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.

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.

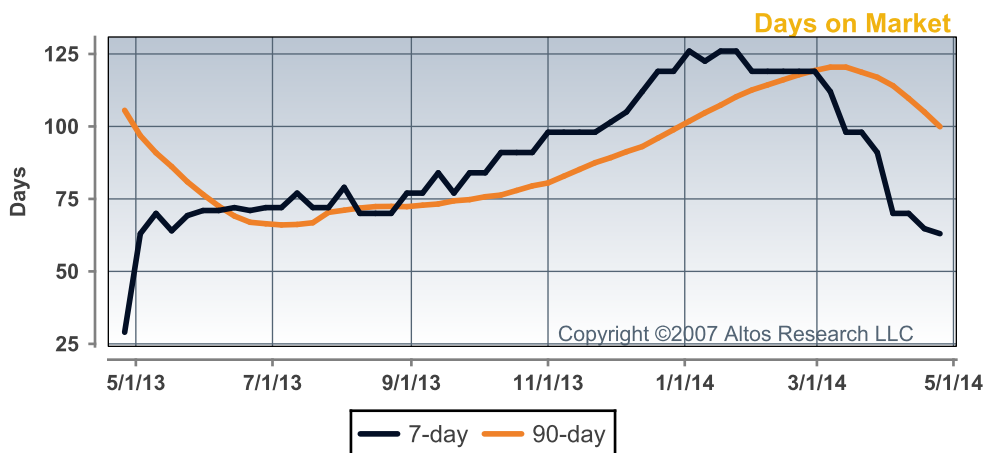
INVENTORY

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 county.



DAYS ON MARKET (DOM)

The properties have been on the market for an average of 167 days.



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	\$ 839,087	4,137	870	92	75	133	↑
ILHM Austin	\$ 865,915	3,672	767	78	59	135	↔
ILHM Baltimore	\$ 883,481	4,136	171	12	9	187	↓
ILHM Boston	\$ 1,859,804	4,584	318	33	21	96	↔
ILHM Charlotte	\$ 572,318	2,628	400	40	20	122	↓
ILHM Chicago	\$ 1,502,285	4,250	724	46	31	208	↔
ILHM Cleveland	\$ 517,352	4,254	249	19	15	190	↑
ILHM Dallas	\$ 982,754	4,460	875	102	81	128	↑
ILHM Washington	\$ 1,884,533	4,593	610	75	53	150	↑
ILHM Denver	\$ 899,753	4,294	579	64	58	169	↑
ILHM Detroit	\$ 865,700	3,901	233	25	33	214	↑
ILHM Honolulu	\$ 1,461,775	2,544	480	33	28	148	↓
ILHM Houston	\$ 1,229,016	4,063	729	60	43	131	↔
ILHM Las Vegas	\$ 361,838	2,356	436	40	44	132	↑
ILHM Los Angeles	\$ 3,224,536	3,706	813	92	80	136	↓
ILHM Miami	\$ 2,502,435	3,944	1044	58	54	204	↓
ILHM New York	\$ 4,374,919	4,738	569	22	16	275	↓
ILHM Orlando	\$ 684,423	3,068	631	58	48	153	↔
ILHM Philadelphia	\$ 1,172,851	4,214	268	18	12	232	↓
ILHM Phoenix	\$ 932,770	3,567	2969	160	130	202	↑
ILHM Portland	\$ 609,690	3,151	880	57	47	167	↔
ILHM Raleigh-Durham	\$ 473,752	2,888	689	41	22	189	↓
ILHM Sacramento/Tahoe	\$ 867,731	2,786	359	35	30	155	↔
ILHM Salt Lake	\$ 1,280,743	4,649	524	41	34	172	↔
ILHM San Diego	\$ 2,194,751	3,915	937	96	76	139	↑
ILHM San Francisco	\$ 4,151,694	4,696	132	23	20	115	↑
ILHM Seattle	\$ 1,292,852	3,610	419	59	52	133	↑
ILHM Silicon Valley	\$ 2,429,099	3,298	248	45	38	107	↑
ILHM Tampa	\$ 630,178	2,781	1062	69	58	175	↑
ILHM Twin Cities	\$ 824,787	3,951	502	39	27	173	↓
ILHM Ventura	\$ 1,623,504	2,821	454	52	49	154	↑

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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