

ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,341,950	↔
Asking Price per Square Foot	\$ 352	
Average Days on Market	151	↓
Total Inventory	22,601	
Percent of Properties with Price Decrease	31 %	
Percent Relisted (reset DOM)	8 %	
Percent Flip (price increased)	4 %	
New Listings	2,012	
Absorbed This Week	1,625	
Median House Size (sq ft)	3,698	
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 22601 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,341,950. 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 \$1,341,950.

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 \$352.

Luxury Market Price Trend



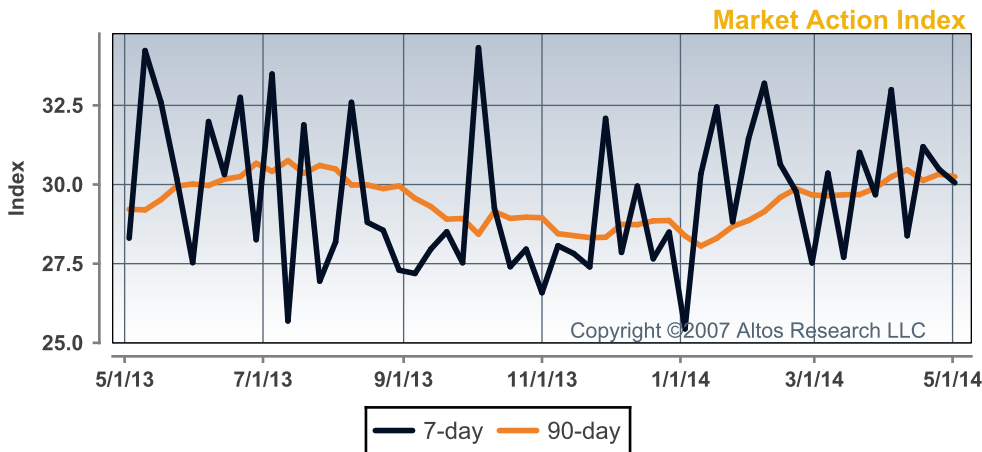
Luxury Market Price Per Square Foot



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.

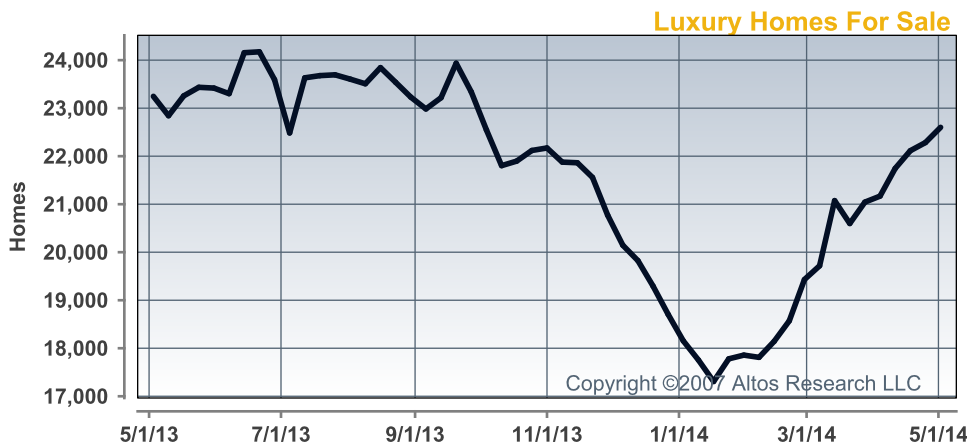


The Market Action Index (MAI) illustrates the balance between supply and demand using a statistical function of the current rate of sale versus current inventory.

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.

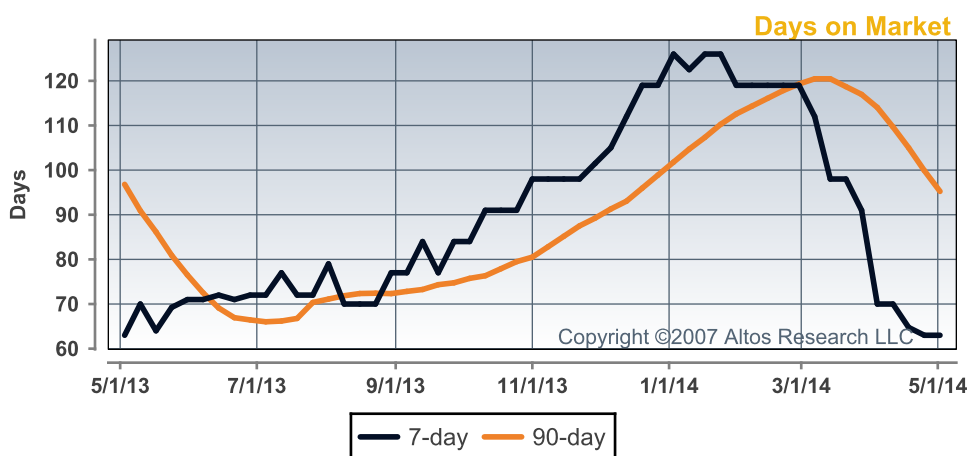
INVENTORY

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 165 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	\$ 842,692	4,142	888	94	76	131	↔
ILHM Austin	\$ 881,154	3,695	785	81	63	132	↔
ILHM Baltimore	\$ 888,638	4,148	175	12	9	184	↓
ILHM Boston	\$ 1,857,328	4,578	329	33	23	95	↑
ILHM Charlotte	\$ 577,821	2,892	421	42	20	119	↓
ILHM Chicago	\$ 1,504,305	4,247	739	46	32	205	↔
ILHM Cleveland	\$ 520,288	4,263	252	20	16	185	↑
ILHM Dallas	\$ 984,096	4,459	892	102	84	125	↑
ILHM Washington	\$ 1,870,507	4,584	633	79	56	146	↑
ILHM Denver	\$ 907,345	4,320	587	66	58	168	↔
ILHM Detroit	\$ 875,607	3,947	231	28	28	211	↑
ILHM Honolulu	\$ 1,453,099	2,529	491	34	28	146	↓
ILHM Houston	\$ 1,234,796	4,069	744	60	45	128	↔
ILHM Las Vegas	\$ 365,107	2,361	433	41	44	132	↑
ILHM Los Angeles	\$ 3,214,432	3,682	825	92	80	135	↔
ILHM Miami	\$ 2,502,069	3,947	1091	61	56	205	↓
ILHM New York	\$ 4,383,027	4,730	576	23	16	273	↓
ILHM Orlando	\$ 685,028	3,072	640	59	48	151	↓
ILHM Philadelphia	\$ 1,159,862	4,187	278	19	13	228	↓
ILHM Phoenix	\$ 928,767	3,559	2990	153	134	200	↑
ILHM Portland	\$ 610,389	3,151	890	58	47	164	↔
ILHM Raleigh-Durham	\$ 475,133	2,885	710	43	21	185	↔
ILHM Sacramento/Tahoe	\$ 867,979	2,785	364	36	31	153	↑
ILHM Salt Lake	\$ 1,276,057	4,646	532	42	35	170	↓
ILHM San Diego	\$ 2,200,645	3,939	955	96	79	137	↑
ILHM San Francisco	\$ 4,164,123	4,700	134	22	20	114	↔
ILHM Seattle	\$ 1,289,993	3,619	427	62	54	130	↑
ILHM Silicon Valley	\$ 2,441,681	3,312	253	44	39	105	↑
ILHM Tampa	\$ 631,876	2,781	1072	69	59	174	↔
ILHM Twin Cities	\$ 830,743	3,956	514	40	29	172	↓
ILHM Ventura	\$ 1,634,297	2,831	459	54	49	153	↔

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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