

ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,343,988	↔
Asking Price per Square Foot	\$ 352	
Average Days on Market	146	↓
Total Inventory	23,596	
Percent of Properties with Price Decrease	32 %	
Percent Relisted (reset DOM)	8 %	
Percent Flip (price increased)	4 %	
New Listings	2,176	
Absorbed This Week	1,596	
Median House Size (sq ft)	3,706	
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 23596 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,343,987. These homes have been on the market for an average of 146 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 \$1,343,987.

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 \$353.

Luxury Market Price Trend



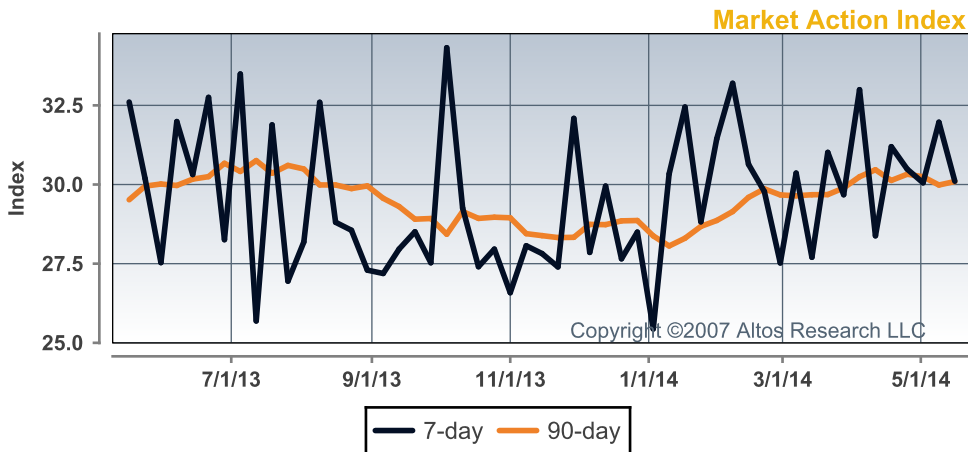
Luxury Market Price Per Square Foot



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.

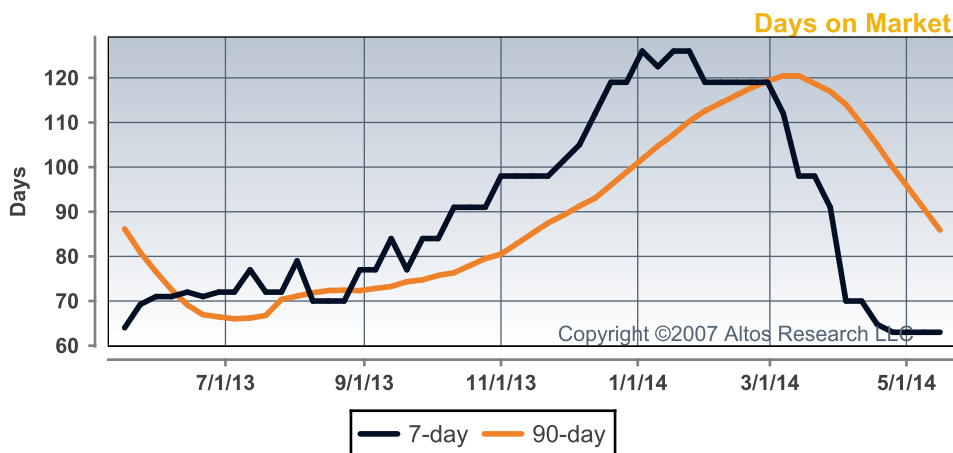
An MAI value greater than 30 typically indicates a "Seller's Market" (a.k.a. "Hot Market") because demand is high enough to quickly consume available supply. A hot market will typically cause prices to rise. MAI values below 30 indicate a "Buyer's Market" (a.k.a. "Cold Market") where the inventory of 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 160 days.



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	\$ 849,489	4,147	930	99	78	128	↔
ILHM Austin	\$ 903,491	3,734	824	88	69	127	↑
ILHM Baltimore	\$ 897,758	4,168	186	16	11	175	↑
ILHM Boston	\$ 1,854,400	4,588	350	36	25	94	↑
ILHM Charlotte	\$ 587,071	3,138	464	40	21	115	↓
ILHM Chicago	\$ 1,501,869	4,243	778	54	33	197	↔
ILHM Cleveland	\$ 524,397	4,297	260	23	17	177	↑
ILHM Dallas	\$ 984,753	4,442	931	108	88	119	↑
ILHM Washington	\$ 1,827,783	4,540	670	91	70	135	↑
ILHM Denver	\$ 925,175	4,371	605	71	62	164	↑
ILHM Detroit	\$ 883,061	3,982	235	32	30	201	↔
ILHM Honolulu	\$ 1,433,989	2,511	513	35	30	143	↓
ILHM Houston	\$ 1,248,271	4,082	772	61	47	124	↔
ILHM Las Vegas	\$ 371,526	2,380	429	41	42	131	↔
ILHM Los Angeles	\$ 3,155,608	3,641	856	96	80	131	↔
ILHM Miami	\$ 2,494,395	3,935	1196	68	57	205	↓
ILHM New York	\$ 4,371,655	4,695	588	24	18	268	↑
ILHM Orlando	\$ 686,042	3,075	660	61	52	148	↔
ILHM Philadelphia	\$ 1,130,869	4,161	308	25	14	215	↓
ILHM Phoenix	\$ 922,804	3,550	3009	148	144	198	↑
ILHM Portland	\$ 610,872	3,156	916	62	50	160	↑
ILHM Raleigh-Durham	\$ 477,896	2,883	752	44	23	180	↔
ILHM Sacramento/Tahoe	\$ 864,784	2,771	372	42	31	150	↑
ILHM Salt Lake	\$ 1,247,489	4,627	550	46	36	165	↔
ILHM San Diego	\$ 2,210,957	3,977	989	100	85	134	↑
ILHM San Francisco	\$ 4,074,520	4,672	142	25	21	110	↔
ILHM Seattle	\$ 1,292,665	3,635	453	70	55	122	↔
ILHM Silicon Valley	\$ 2,454,295	3,321	269	48	39	99	↑
ILHM Tampa	\$ 628,402	2,774	1092	69	62	172	↔
ILHM Twin Cities	\$ 841,964	3,964	540	45	32	167	↑
ILHM Ventura	\$ 1,652,225	2,841	474	56	48	149	↔

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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