

ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,344,443	↔
Asking Price per Square Foot	\$ 352	
Average Days on Market	144	↓
Total Inventory	24,077	
Percent of Properties with Price Decrease	32 %	
Percent Relisted (reset DOM)	8 %	
Percent Flip (price increased)	5 %	
New Listings	2,225	
Absorbed This Week	1,886	
Median House Size (sq ft)	3,707	
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 24077 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,344,443. These homes have been on the market for an average of 144 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 \$1,344,443.

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



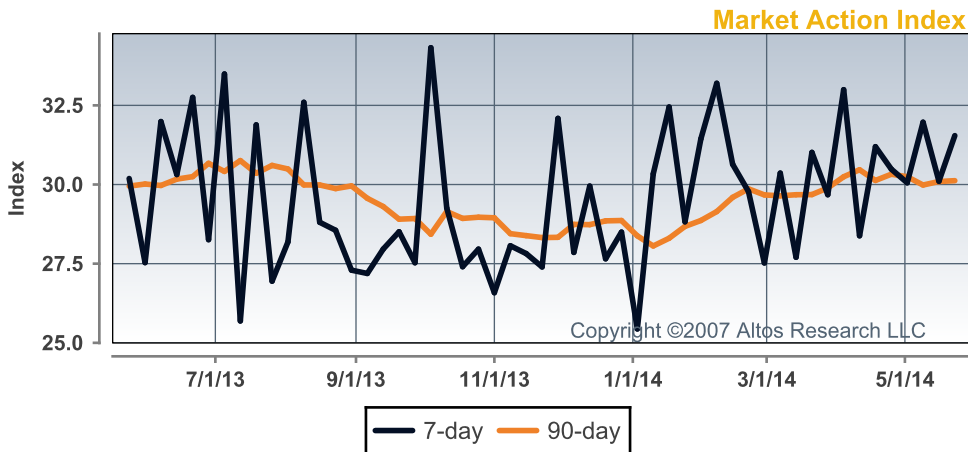
Luxury Market Price Per Square Foot



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.

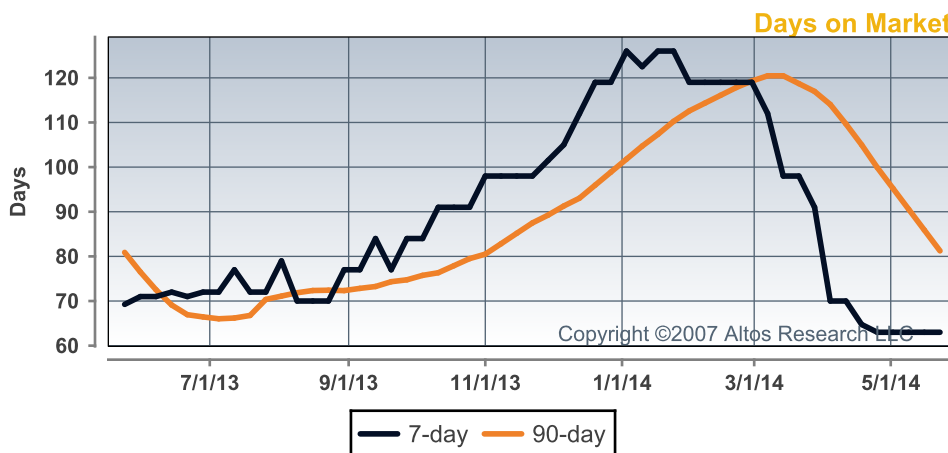
INVENTORY

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 158 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	\$ 850,873	4,148	953	103	80	126	↔
ILHM Austin	\$ 911,481	3,750	843	93	73	124	↑
ILHM Baltimore	\$ 901,540	4,182	192	17	11	170	↑
ILHM Boston	\$ 1,845,200	4,579	364	40	26	92	↔
ILHM Charlotte	\$ 590,976	3,117	483	42	23	113	↓
ILHM Chicago	\$ 1,494,288	4,245	802	56	33	192	↔
ILHM Cleveland	\$ 527,912	4,326	265	24	18	172	↑
ILHM Dallas	\$ 985,946	4,434	952	113	91	116	↑
ILHM Washington	\$ 1,802,182	4,510	692	96	74	129	↑
ILHM Denver	\$ 935,051	4,402	615	73	63	163	↑
ILHM Detroit	\$ 880,296	3,990	236	33	30	194	↓
ILHM Honolulu	\$ 1,415,381	2,495	516	35	31	143	↓
ILHM Houston	\$ 1,253,745	4,079	787	63	48	122	↔
ILHM Las Vegas	\$ 374,477	2,394	431	40	39	130	↓
ILHM Los Angeles	\$ 3,134,918	3,632	872	96	81	129	↔
ILHM Miami	\$ 2,489,980	3,910	1245	70	64	205	↓
ILHM New York	\$ 4,359,801	4,682	595	25	18	265	↑
ILHM Orlando	\$ 686,899	3,083	668	62	53	146	↔
ILHM Philadelphia	\$ 1,125,407	4,157	326	28	16	208	↓
ILHM Phoenix	\$ 920,793	3,549	3011	146	144	197	↑
ILHM Portland	\$ 611,391	3,161	930	64	51	158	↑
ILHM Raleigh-Durham	\$ 479,500	2,882	774	46	24	177	↔
ILHM Sacramento/Tahoe	\$ 859,440	2,763	381	44	32	148	↔
ILHM Salt Lake	\$ 1,227,748	4,607	560	46	37	163	↔
ILHM San Diego	\$ 2,216,902	3,995	1010	103	83	132	↑
ILHM San Francisco	\$ 4,002,532	4,636	147	27	22	107	↔
ILHM Seattle	\$ 1,301,685	3,642	466	71	58	119	↔
ILHM Silicon Valley	\$ 2,452,174	3,309	281	52	40	95	↔
ILHM Tampa	\$ 627,019	2,775	1099	69	62	171	↔
ILHM Twin Cities	\$ 848,465	3,963	556	48	32	163	↑
ILHM Ventura	\$ 1,659,289	2,856	482	56	49	147	↔

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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