

ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,336,472	↔
Asking Price per Square Foot	\$ 350	
Average Days on Market	140	↓
Total Inventory	23,968	
Percent of Properties with Price Decrease	34 %	
Percent Relisted (reset DOM)	9 %	
Percent Flip (price increased)	5 %	
New Listings	2,710	
Absorbed This Week	3,005	
Median House Size (sq ft)	3,703	
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 23968 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,336,472. These homes have been on the market for an average of 140 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 \$1,336,472.

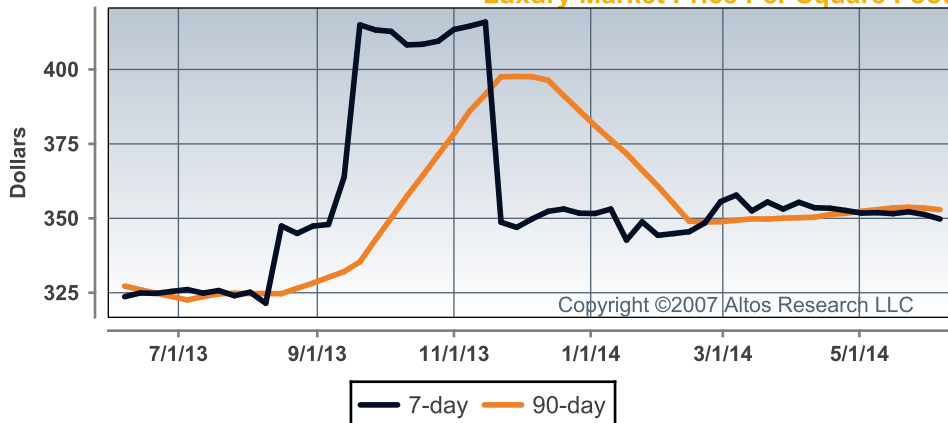
PRICE PER SQUARE FOOT

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.

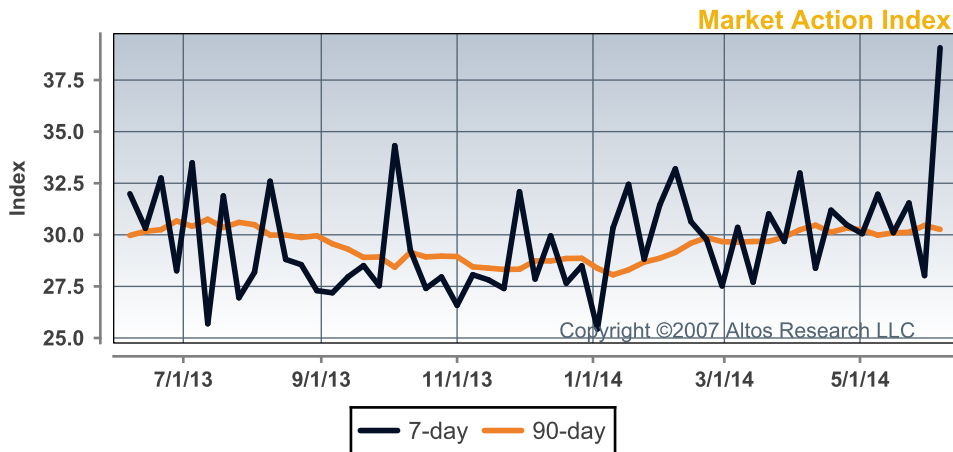
The ILHM National market is currently slightly in the Seller's Market zone (greater than 30). The Market Action Index stands at 30 which indicates that luxury demand is relatively strong but the available supply of new listings doesn't get acquired immediately.

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 153 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	\$ 856,482	4,177	994	104	83	122	↔
ILHM Austin	\$ 918,637	3,760	885	97	76	120	↑
ILHM Baltimore	\$ 908,648	4,214	207	18	12	158	↑
ILHM Boston	\$ 1,851,403	4,580	386	41	30	91	↑
ILHM Charlotte	\$ 594,609	3,075	521	42	23	111	↑
ILHM Chicago	\$ 1,486,540	4,251	847	58	36	182	↔
ILHM Cleveland	\$ 533,020	4,388	278	26	20	163	↑
ILHM Dallas	\$ 983,476	4,411	990	111	94	110	↔
ILHM Washington	\$ 1,750,511	4,430	738	105	79	119	↑
ILHM Denver	\$ 951,157	4,467	638	76	64	158	↔
ILHM Detroit	\$ 857,559	3,957	258	40	28	185	↓
ILHM Honolulu	\$ 1,382,008	2,473	528	37	31	141	↓
ILHM Houston	\$ 1,258,018	4,061	818	66	51	118	↔
ILHM Las Vegas	\$ 379,883	2,414	432	40	41	129	↓
ILHM Los Angeles	\$ 3,079,373	3,606	907	101	83	126	↔
ILHM Miami	\$ 2,491,527	3,908	1229	65	73	206	↓
ILHM New York	\$ 4,350,256	4,660	608	24	17	262	↔
ILHM Orlando	\$ 688,240	3,098	683	61	54	144	↔
ILHM Philadelphia	\$ 1,109,580	4,132	357	29	15	194	↓
ILHM Phoenix	\$ 911,084	3,527	3018	135	144	196	↑
ILHM Portland	\$ 611,218	3,155	955	67	55	153	↑
ILHM Raleigh-Durham	\$ 481,516	2,886	810	43	26	172	↑
ILHM Sacramento/Tahoe	\$ 856,431	2,753	398	46	32	143	↔
ILHM Salt Lake	\$ 1,191,782	4,569	582	48	38	159	↔
ILHM San Diego	\$ 2,223,179	4,003	1057	107	84	129	↔
ILHM San Francisco	\$ 3,773,822	4,465	168	33	23	100	↔
ILHM Seattle	\$ 1,301,932	3,632	493	75	62	112	↔
ILHM Silicon Valley	\$ 2,436,336	3,266	303	52	44	90	↔
ILHM Tampa	\$ 623,209	2,779	1112	71	62	169	↔
ILHM Twin Cities	\$ 852,690	3,952	594	54	34	156	↑
ILHM Ventura	\$ 1,666,196	2,858	502	60	50	142	↔

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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