

ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,336,221	↔
Asking Price per Square Foot	\$ 330	
Average Days on Market	142	↓
Total Inventory	14,297	
Percent of Properties with Price Decrease	35 %	
Percent Relisted (reset DOM)	9 %	
Percent Flip (price increased)	5 %	
New Listings	1,000	
Absorbed This Week	857	
Median House Size (sq ft)	3,699	
Median Lot Size	0.50 - 1.0 acre	
Median Age	28	

Altos Research Value Statistics

Market Action Index	Warm Seller's Market	31	↑
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THIS WEEK

The ILHM National Report this week looked at 14297 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,336,221. These homes have been on the market for an average of 142 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.

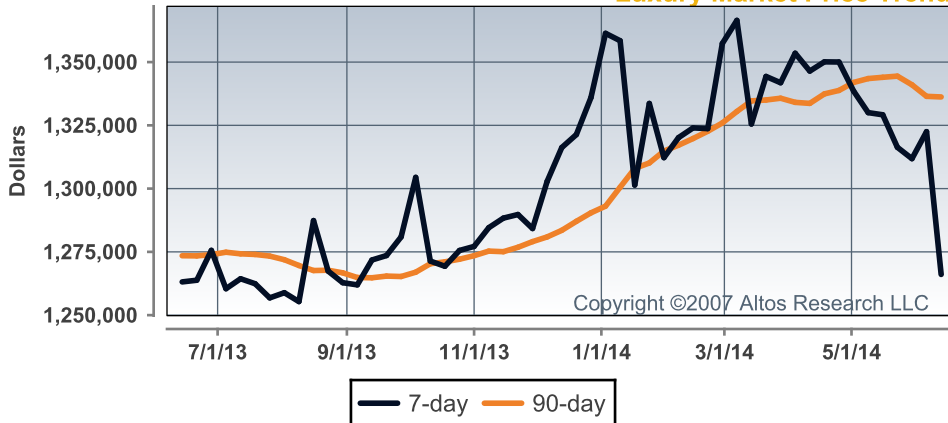
PRICE

Luxury home prices across the ILHM National sample have stayed relatively stable in recent weeks. This week median price is \$1,336,221.

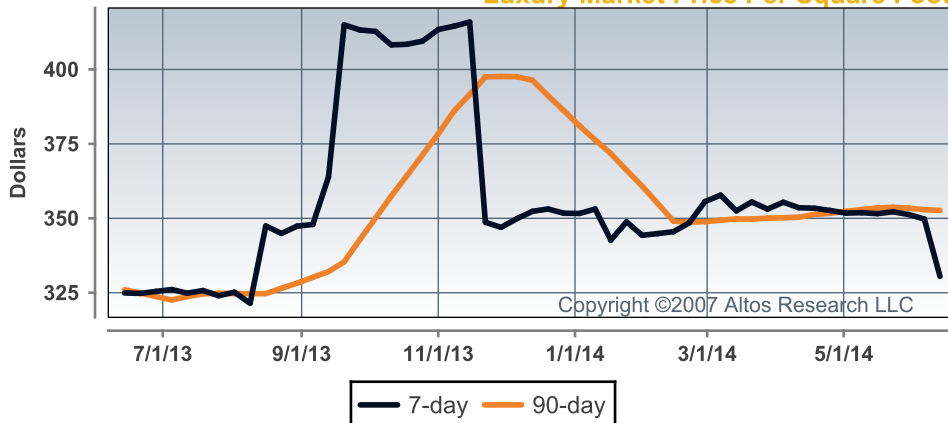
PRICE PER SQUARE FOOT

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.

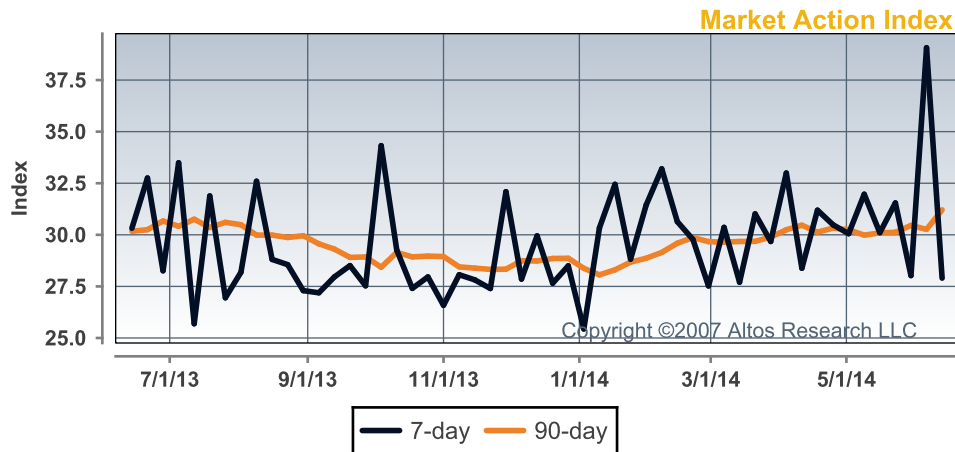
The ILHM National market is currently slightly in the Seller's Market zone (greater than 30). The Market Action Index stands at 31 which indicates that luxury demand is relatively strong but the available supply of new listings doesn't get acquired immediately.

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.

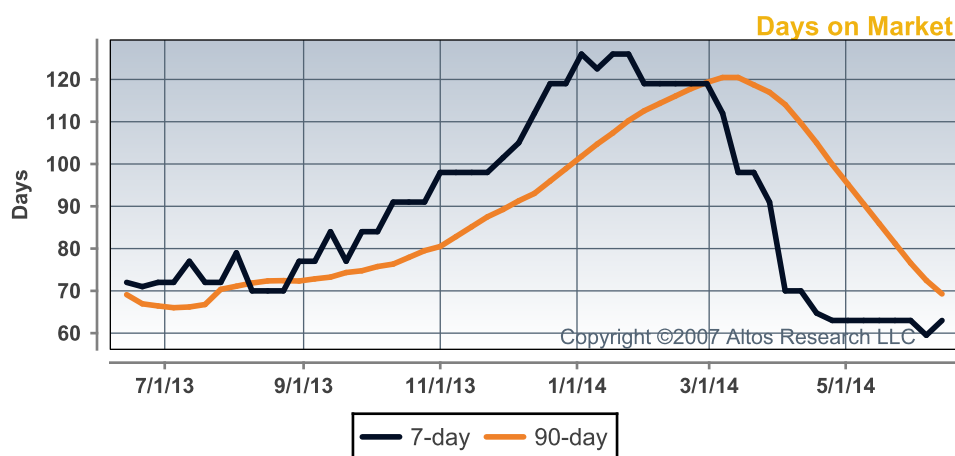
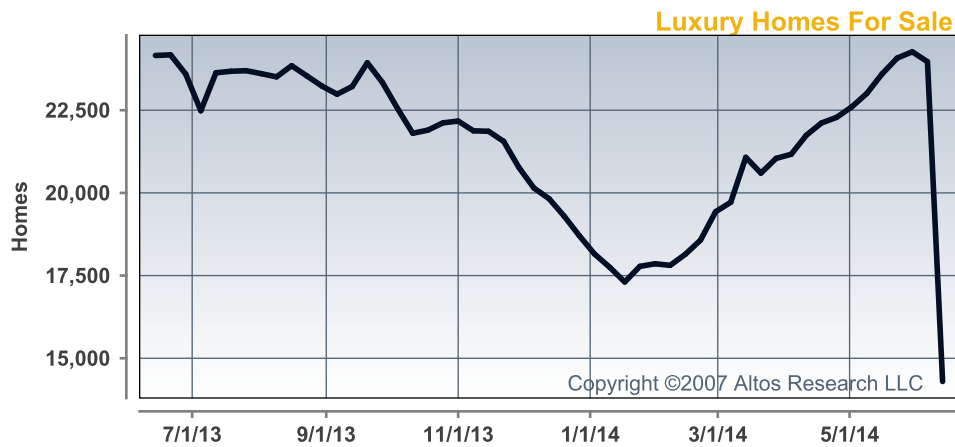
DAYS ON MARKET (DOM)

The properties have been on the market for an average of 152 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.	Absor bed	Avg. DoM	MAI Trend
ILHM Atlanta	\$ 859,188	4,187	1007	100	87	121	↔
ILHM Austin	\$ 919,111	3,755	904	98	79	118	↑
ILHM Baltimore	\$ 909,794	4,243	213	18	12	155	↔
ILHM Boston	\$ 1,855,112	4,588	395	41	31	90	↑
ILHM Charlotte	\$ 599,062	2,813	526	37	32	110	↑
ILHM Chicago	\$ 1,479,493	4,253	874	62	36	179	↔
ILHM Dallas	\$ 986,054	4,405	1004	114	100	108	↑
ILHM Washington	\$ 1,725,976	4,403	757	102	83	116	↑
ILHM Denver	\$ 960,265	4,496	644	72	66	157	↔
ILHM Detroit	\$ 841,938	3,938	271	43	31	180	↓
ILHM Honolulu	\$ 1,375,573	2,464	532	40	37	140	↑
ILHM Houston	\$ 1,259,019	4,065	826	63	54	117	↑
ILHM Las Vegas	\$ 381,660	2,427	431	40	40	129	↔
ILHM Los Angeles	\$ 3,073,278	3,602	918	102	91	125	↑
ILHM Miami	\$ 2,486,929	3,899	1227	67	68	206	↓
ILHM New York	\$ 4,353,543	4,649	613	24	18	260	↔
ILHM Orlando	\$ 690,123	3,112	685	59	58	144	↑
ILHM Philadelphia	\$ 1,101,228	4,124	369	28	18	190	↓
ILHM Phoenix	\$ 906,684	3,517	2998	132	164	195	↑
ILHM Portland	\$ 616,571	3,162	937	72	90	151	↑
ILHM Raleigh-Durham	\$ 482,804	2,891	821	42	30	171	↑
ILHM Sacramento/Tahoe	\$ 855,393	2,749	408	47	34	141	↔
ILHM Salt Lake	\$ 1,173,249	4,545	587	47	42	156	↑
ILHM San Diego	\$ 2,228,226	4,011	1081	111	86	128	↔
ILHM San Francisco	\$ 3,673,572	4,401	177	34	24	96	↔
ILHM Seattle	\$ 1,310,070	3,637	502	76	67	111	↑
ILHM Silicon Valley	\$ 2,441,153	3,259	308	52	47	89	↑
ILHM Tampa	\$ 620,396	2,779	1117	72	66	168	↔
ILHM Twin Cities	\$ 854,170	3,950	612	57	39	151	↑
ILHM Ventura	\$ 1,671,280	2,866	511	62	54	140	↑

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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