

ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,334,704	↔
Asking Price per Square Foot	\$ 358	
Average Days on Market	141	↓
Total Inventory	24,268	
Percent of Properties with Price Decrease	35 %	
Percent Relisted (reset DOM)	9 %	
Percent Flip (price increased)	5 %	
New Listings	1,809	
Absorbed This Week	1,716	
Median House Size (sq ft)	3,695	
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 24268 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,334,703. These homes have been on the market for an average of 141 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 \$1,334,703.

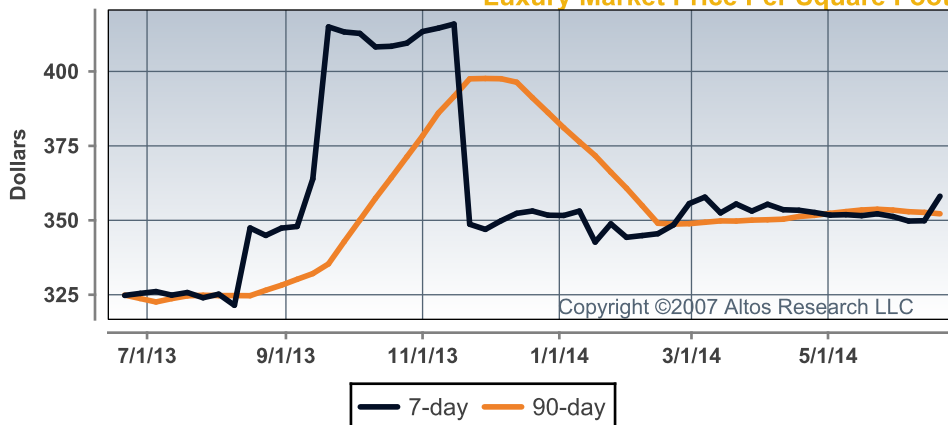
PRICE PER SQUARE FOOT

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.

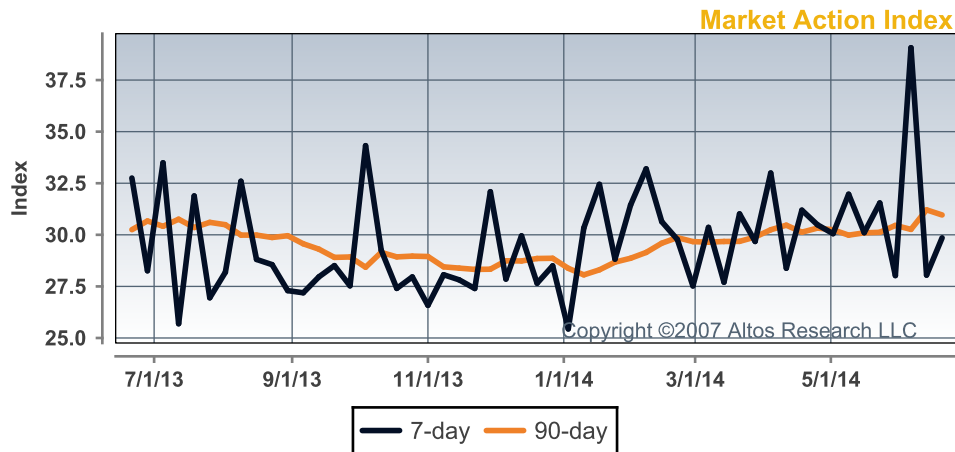
The ILHM National market is currently slightly in the Seller's Market zone (greater than 30). The Market Action Index stands at 30 which indicates that luxury demand is relatively strong but the available supply of new listings doesn't get acquired immediately.

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 country.

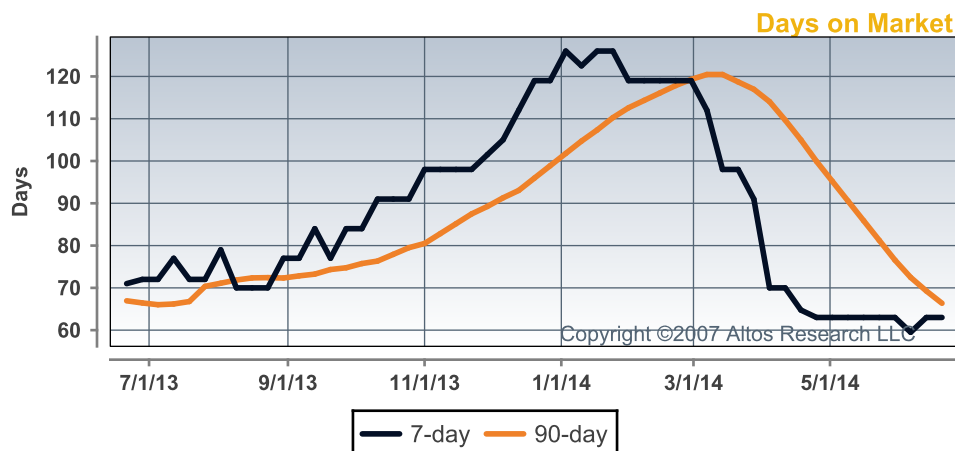
DAYS ON MARKET (DOM)

The properties have been on the market for an average of 150 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	\$ 859,579	4,190	1024	106	89	120	↑
ILHM Austin	\$ 917,456	3,744	923	97	78	117	↔
ILHM Baltimore	\$ 909,866	4,265	220	19	11	151	↓
ILHM Boston	\$ 1,858,223	4,598	404	41	33	90	↑
ILHM Charlotte	\$ 602,942	2,549	531	37	32	111	↑
ILHM Chicago	\$ 1,471,525	4,260	901	63	36	175	↔
ILHM Cleveland	\$ 538,014	4,455	288	28	23	156	↑
ILHM Dallas	\$ 978,238	4,391	1007	113	99	106	↔
ILHM Washington	\$ 1,705,895	4,370	783	113	86	113	↑
ILHM Denver	\$ 966,201	4,522	656	78	67	154	↔
ILHM Detroit	\$ 827,106	3,923	285	43	30	174	↓
ILHM Honolulu	\$ 1,357,062	2,450	534	40	36	138	↔
ILHM Houston	\$ 1,256,167	4,062	837	66	55	116	↑
ILHM Las Vegas	\$ 383,044	2,433	432	40	39	128	↔
ILHM Los Angeles	\$ 3,062,731	3,603	932	102	88	124	↔
ILHM Miami	\$ 2,487,656	3,897	1223	65	68	206	↑
ILHM New York	\$ 4,355,769	4,649	619	24	18	259	↔
ILHM Orlando	\$ 690,546	3,125	689	61	57	143	↑
ILHM Philadelphia	\$ 1,095,923	4,117	381	30	19	185	↔
ILHM Phoenix	\$ 901,323	3,504	2982	132	161	194	↑
ILHM Portland	\$ 620,796	3,170	920	74	91	149	↑
ILHM Raleigh-Durham	\$ 483,540	2,892	833	42	31	169	↑
ILHM Sacramento/Tahoe	\$ 852,710	2,745	420	48	32	139	↓
ILHM Salt Lake	\$ 1,152,670	4,533	600	54	41	154	↔
ILHM San Diego	\$ 2,233,351	4,016	1106	115	90	127	↔
ILHM San Francisco	\$ 3,616,257	4,361	186	34	25	92	↓
ILHM Seattle	\$ 1,319,972	3,642	512	77	67	108	↑
ILHM Silicon Valley	\$ 2,433,147	3,229	318	56	47	88	↔
ILHM Tampa	\$ 616,232	2,809	1127	74	64	167	↔
ILHM Twin Cities	\$ 854,932	3,944	629	57	40	148	↑
ILHM Ventura	\$ 1,672,783	2,868	524	65	52	138	↔

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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