

ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,329,355	↔
Asking Price per Square Foot	\$ 354	
Average Days on Market	141	↓
Total Inventory	24,194	
Percent of Properties with Price Decrease	36 %	
Percent Relisted (reset DOM)	9 %	
Percent Flip (price increased)	4 %	
New Listings	1,718	
Absorbed This Week	1,816	
Median House Size (sq ft)	3,692	
Median Lot Size	0.50 - 1.0 acre	
Median Age	29	

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 24194 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,329,355. 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 \$1,329,355.

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.

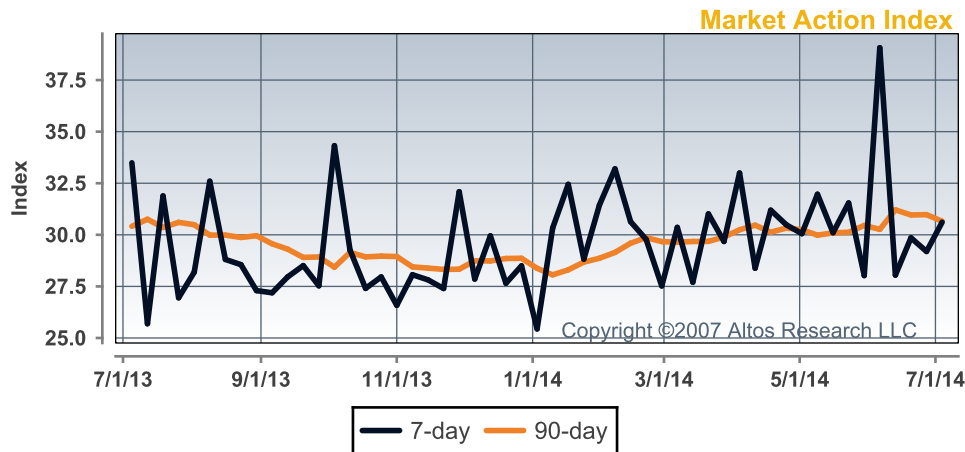
The ILHM National market is currently slightly in the Seller's Market zone (greater than 30). The Market Action Index stands at 30 which indicates that luxury demand is relatively strong but the available supply of new listings doesn't get acquired immediately.

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.

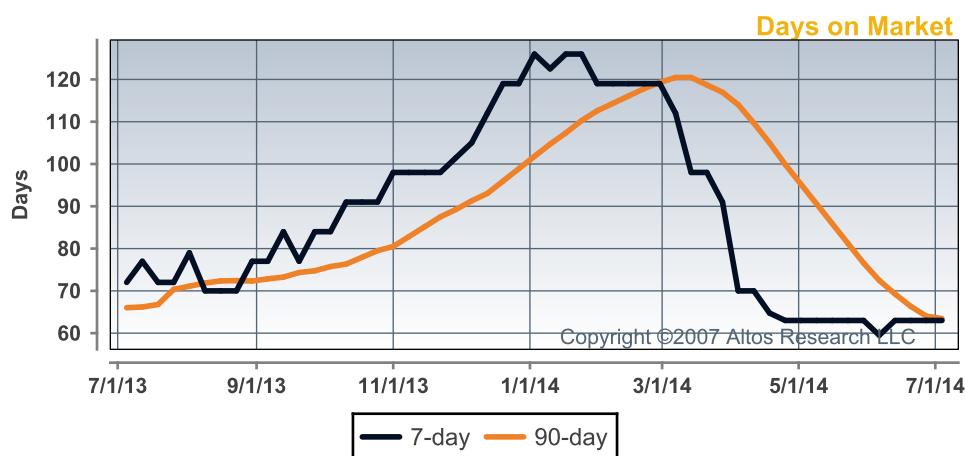
DAYS ON MARKET (DOM)

The properties have been on the market for an average of 147 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	\$ 853,481	4,177	1056	101	86	118	↔
ILHM Austin	\$ 913,803	3,733	951	94	81	116	↔
ILHM Baltimore	\$ 905,291	4,310	237	20	12	144	↓
ILHM Boston	\$ 1,880,380	4,646	416	41	34	92	↔
ILHM Charlotte	\$ 613,714	2,560	537	34	32	112	↑
ILHM Chicago	\$ 1,455,851	4,283	950	66	40	169	↔
ILHM Cleveland	\$ 533,894	4,548	300	29	23	150	↑
ILHM Dallas	\$ 973,846	4,364	1039	114	98	102	↔
ILHM Washington	\$ 1,668,114	4,276	832	113	90	108	↔
ILHM Denver	\$ 977,958	4,562	674	76	66	151	↔
ILHM Detroit	\$ 797,676	3,863	314	44	30	165	↓
ILHM Honolulu	\$ 1,329,666	2,431	546	39	33	136	↔
ILHM Houston	\$ 1,245,161	4,044	854	63	54	114	↔
ILHM Las Vegas	\$ 384,744	2,435	434	40	38	126	↓
ILHM Los Angeles	\$ 3,020,786	3,595	965	104	88	122	↔
ILHM Miami	\$ 2,488,772	3,905	1211	60	66	207	↓
ILHM New York	\$ 4,351,938	4,635	627	22	19	258	↔
ILHM Orlando	\$ 693,112	3,133	694	62	59	142	↑
ILHM Philadelphia	\$ 1,090,993	4,100	401	28	20	180	↑
ILHM Phoenix	\$ 890,401	3,482	2937	124	159	193	↔
ILHM Portland	\$ 628,478	3,180	889	75	88	146	↑
ILHM Raleigh-Durham	\$ 485,488	2,899	845	39	33	168	↑
ILHM Sacramento/Tahoe	\$ 859,801	2,747	445	49	32	136	↓
ILHM Salt Lake	\$ 1,117,970	4,501	629	55	40	149	↔
ILHM San Diego	\$ 2,231,244	4,001	1145	114	94	125	↑
ILHM San Francisco	\$ 3,485,541	4,264	203	34	26	88	↓
ILHM Seattle	\$ 1,330,830	3,636	529	76	66	105	↔
ILHM Silicon Valley	\$ 2,422,056	3,165	334	62	60	86	↑
ILHM Tampa	\$ 608,790	2,817	1143	74	67	163	↔
ILHM Twin Cities	\$ 854,088	3,938	669	62	41	140	↑
ILHM Ventura	\$ 1,646,055	2,856	550	65	51	132	↓

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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