

ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,324,280	↔
Asking Price per Square Foot	\$ 353	
Average Days on Market	143	↓
Total Inventory	24,230	
Percent of Properties with Price Decrease	37 %	
Percent Relisted (reset DOM)	10 %	
Percent Flip (price increased)	4 %	
New Listings	1,858	
Absorbed This Week	1,690	
Median House Size (sq ft)	3,690	
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 24230 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,324,280. These homes have been on the market for an average of 143 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 \$1,324,280.

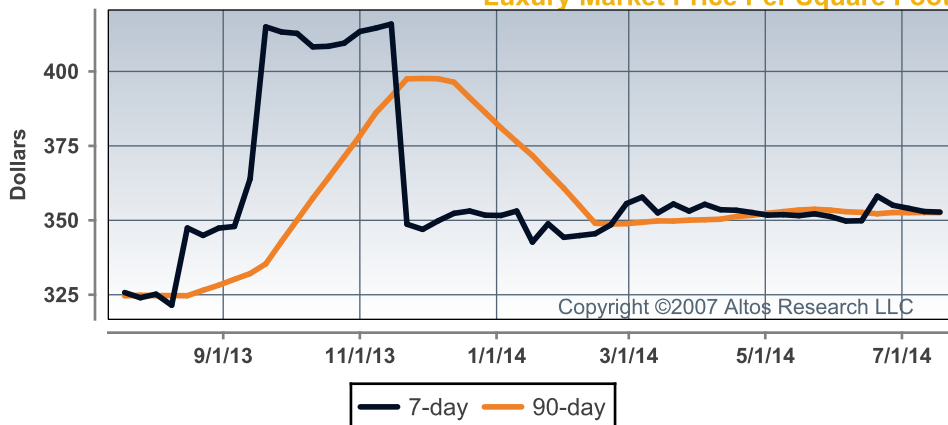
PRICE PER SQUARE FOOT

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.

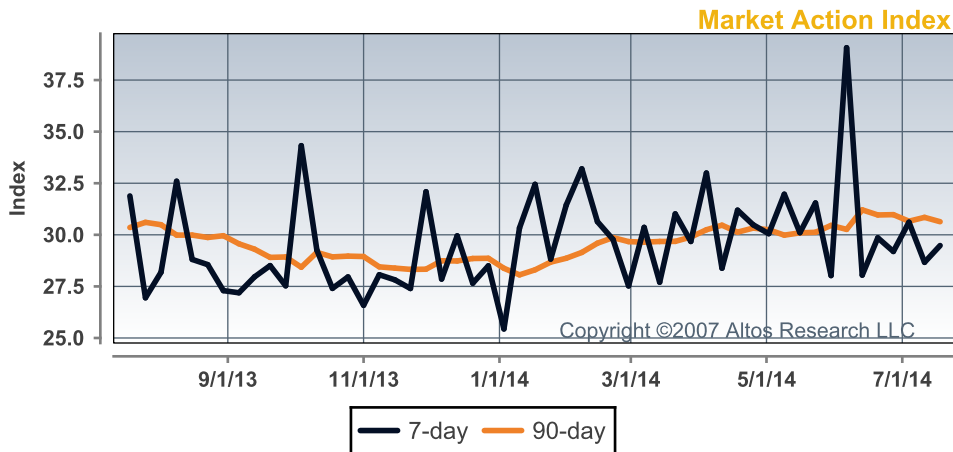
The ILHM National market is currently slightly in the Seller's Market zone (greater than 30). The Market Action Index stands at 30 which indicates that luxury demand is relatively strong but the available supply of new listings doesn't get acquired immediately.

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.

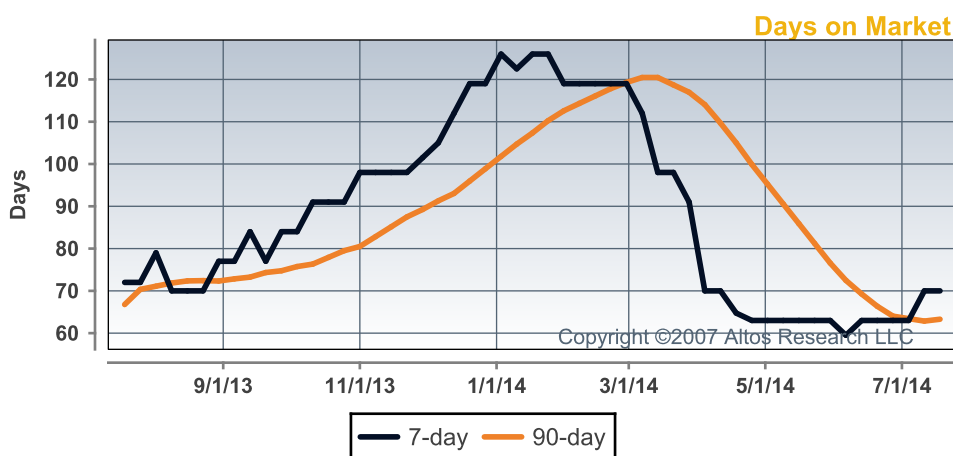
DAYS ON MARKET (DOM)

The properties have been on the market for an average of 145 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	\$ 848,104	4,181	1075	96	87	118	↓
ILHM Austin	\$ 901,062	3,711	977	93	81	117	↔
ILHM Baltimore	\$ 899,369	4,369	250	20	14	139	↑
ILHM Boston	\$ 1,902,497	4,667	421	37	34	94	↔
ILHM Charlotte	\$ 618,478	2,570	537	33	33	114	↔
ILHM Chicago	\$ 1,442,159	4,305	1001	65	42	164	↔
ILHM Cleveland	\$ 524,250	4,511	310	29	24	144	↔
ILHM Dallas	\$ 972,817	4,358	1059	109	100	100	↔
ILHM Washington	\$ 1,640,466	4,219	865	106	91	107	↔
ILHM Denver	\$ 987,574	4,587	696	75	64	147	↓
ILHM Detroit	\$ 761,884	3,758	346	44	28	157	↓
ILHM Honolulu	\$ 1,334,858	2,438	554	41	37	135	↓
ILHM Houston	\$ 1,233,717	4,025	862	60	58	114	↔
ILHM Las Vegas	\$ 383,780	2,435	439	39	36	124	↓
ILHM Los Angeles	\$ 3,006,922	3,603	987	100	89	122	↓
ILHM Miami	\$ 2,497,154	3,923	1195	61	70	208	↔
ILHM New York	\$ 4,382,993	4,609	628	22	21	258	↑
ILHM Orlando	\$ 690,488	3,137	698	60	57	141	↔
ILHM Philadelphia	\$ 1,090,772	4,102	415	26	21	177	↔
ILHM Phoenix	\$ 882,336	3,465	2858	116	170	192	↔
ILHM Portland	\$ 632,273	3,183	860	76	91	142	↑
ILHM Raleigh-Durham	\$ 487,207	2,904	849	38	36	167	↑
ILHM Sacramento/Tahoe	\$ 862,192	2,743	473	50	32	132	↓
ILHM Salt Lake	\$ 1,095,202	4,476	656	55	42	146	↓
ILHM San Diego	\$ 2,209,913	3,977	1185	111	93	125	↔
ILHM San Francisco	\$ 3,210,738	4,064	219	35	26	85	↓
ILHM Seattle	\$ 1,338,199	3,628	547	76	68	102	↓
ILHM Silicon Valley	\$ 2,429,568	3,167	338	57	56	85	↔
ILHM Tampa	\$ 605,088	2,832	1148	70	69	159	↔
ILHM Twin Cities	\$ 848,911	3,930	703	63	45	134	↔
ILHM Ventura	\$ 1,607,617	2,824	570	60	51	129	↓

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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