

ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,320,501	← →
Asking Price per Square Foot	\$ 355	
Average Days on Market	142	← →
Total Inventory	24,630	
Percent of Properties with Price Decrease	38 %	
Percent Relisted (reset DOM)	10 %	
Percent Flip (price increased)	4 %	
New Listings	2,029	
Absorbed This Week	1,661	
Median House Size (sq ft)	3,687	
Median Lot Size	0.50 - 1.0 acre	
Median Age	29	

Altos Research Value Statistics

Market Action Index	Warm Seller's Market	30 ← →
---------------------	-----------------------------	--------

THIS WEEK

The ILHM National Report this week looked at 24630 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,320,500. 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.

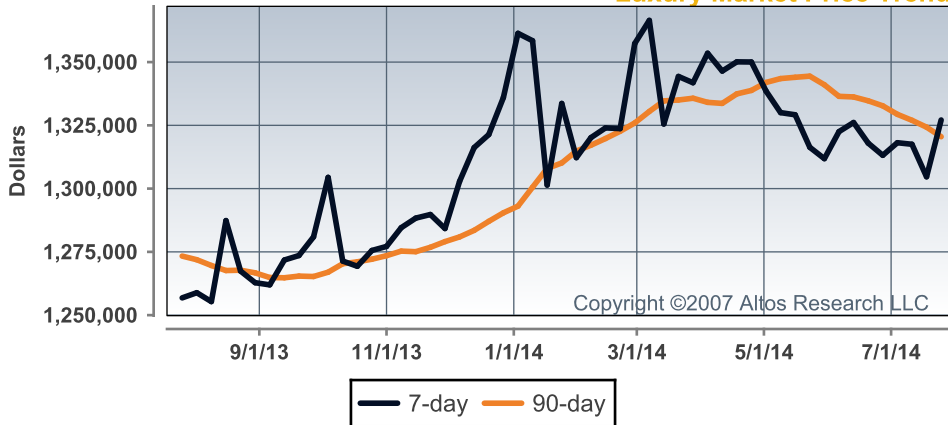
PRICE

Luxury home prices across the ILHM National sample have stayed relatively stable in recent weeks. This week median price is \$1,320,500.

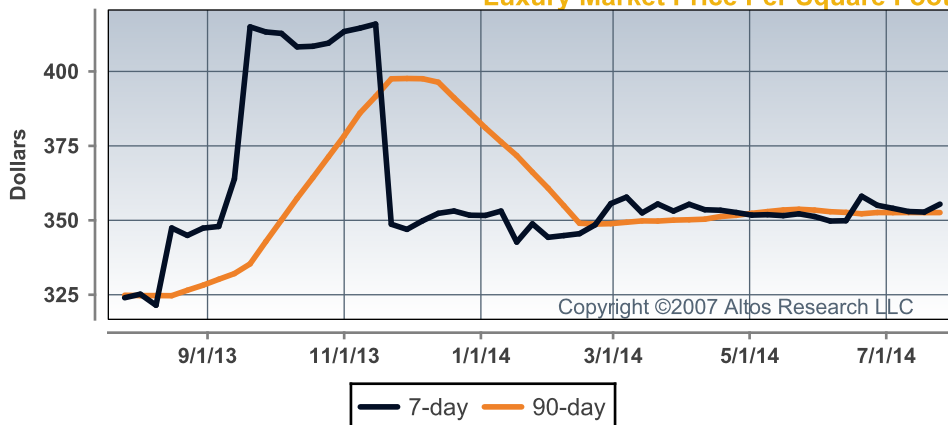
PRICE PER SQUARE FOOT

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.

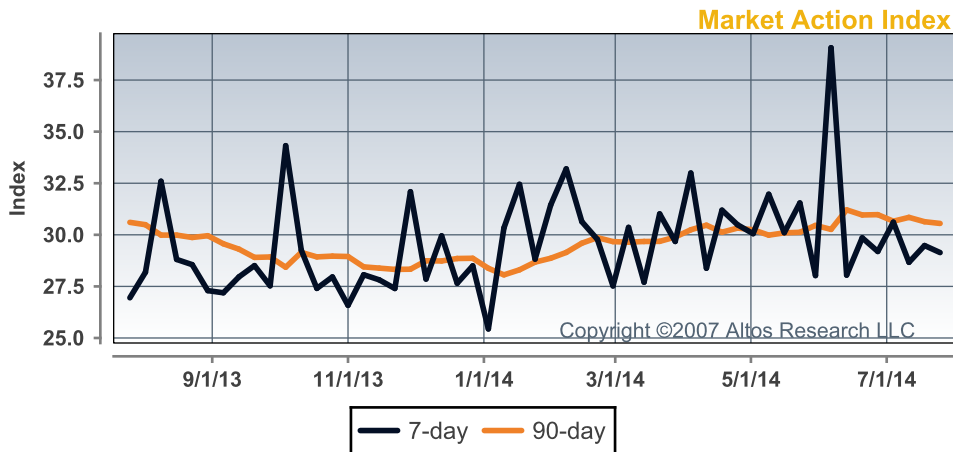
The ILHM National market is currently slightly in the Seller's Market zone (greater than 30). The Market Action Index stands at 30 which indicates that luxury demand is relatively strong but the available supply of new listings doesn't get acquired immediately.

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.

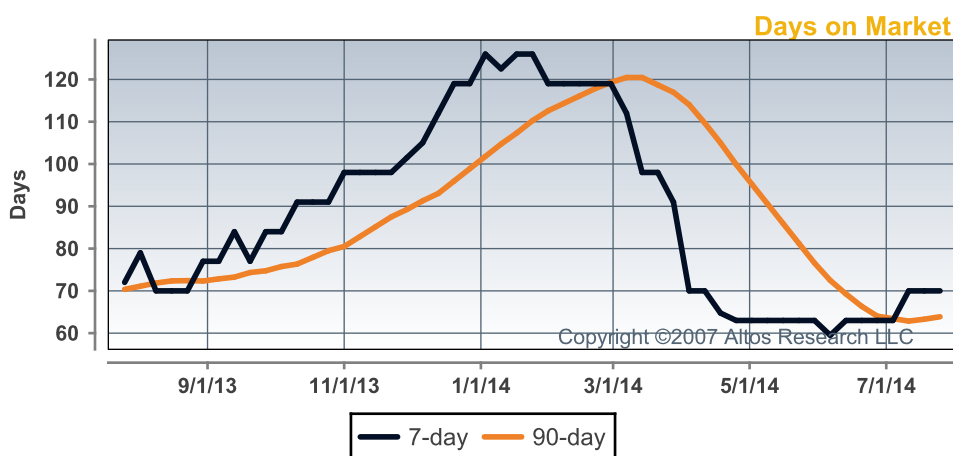
DAYS ON MARKET (DOM)

The properties have been on the market for an average of 144 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	\$ 846,008	4,189	1082	95	88	118	↔
ILHM Austin	\$ 890,044	3,689	992	93	78	118	↓
ILHM Baltimore	\$ 895,369	4,368	256	20	14	137	↑
ILHM Boston	\$ 1,907,250	4,677	424	36	33	96	↓
ILHM Charlotte	\$ 618,637	2,578	535	32	34	115	↑
ILHM Chicago	\$ 1,438,779	4,318	1024	67	44	162	↔
ILHM Cleveland	\$ 519,495	4,484	316	29	24	142	↔
ILHM Dallas	\$ 971,820	4,354	1068	110	100	99	↔
ILHM Washington	\$ 1,621,539	4,197	879	106	92	106	↔
ILHM Denver	\$ 989,268	4,592	706	76	65	145	↓
ILHM Detroit	\$ 745,208	3,713	362	43	28	154	↓
ILHM Honolulu	\$ 1,338,414	2,441	557	42	38	134	↔
ILHM Houston	\$ 1,226,359	4,017	865	62	58	114	↔
ILHM Las Vegas	\$ 383,454	2,437	442	38	35	124	↓
ILHM Los Angeles	\$ 2,996,951	3,608	999	102	90	122	↔
ILHM Miami	\$ 2,494,520	3,930	1186	60	68	208	↔
ILHM New York	\$ 4,380,166	4,578	630	22	20	258	↑
ILHM Orlando	\$ 688,666	3,136	699	59	58	141	↔
ILHM Philadelphia	\$ 1,091,723	4,100	420	25	21	178	↔
ILHM Phoenix	\$ 878,584	3,456	2814	114	170	192	↔
ILHM Portland	\$ 634,880	3,189	845	77	92	140	↔
ILHM Raleigh-Durham	\$ 487,818	2,907	848	37	38	167	↑
ILHM Sacramento/Tahoe	\$ 861,294	2,737	487	51	32	130	↓
ILHM Salt Lake	\$ 1,086,646	4,458	667	55	44	144	↔
ILHM San Diego	\$ 2,196,770	3,961	1207	114	92	125	↓
ILHM San Francisco	\$ 3,053,025	3,963	225	36	29	83	↓
ILHM Seattle	\$ 1,340,932	3,622	557	78	67	100	↓
ILHM Silicon Valley	\$ 2,433,849	3,158	340	59	57	85	↑
ILHM Tampa	\$ 604,336	2,840	1150	71	70	157	↑
ILHM Twin Cities	\$ 842,784	3,915	722	64	46	131	↔
ILHM Ventura	\$ 1,594,640	2,814	580	61	52	128	↓

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.

Copyright and Disclaimer

All information contained herein is computed by Altos Research LLC for ILHM based on properties currently listed for sale and available publicly. When evaluating a particular property, make sure you use comparable sales data in addition to the market trend information available in this report. The data presented in this report is accurate to the best of our knowledge, but cannot be guaranteed as such. Do not rely on this for accuracy. This report is not a recommendation to buy or to sell real estate. We recommend you work with a licensed real estate agent or broker.

www.luxuryhomemarketing.com

Copyright 2010 Altos Research LLC and The Institute for Luxury Home Marketing

Members of the Institute can find more detailed charts and data in the "Members Only" section of our website:
www.LuxuryHomeMarketing.com