

ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,316,246	↔
Asking Price per Square Foot	\$ 358	
Average Days on Market	148	↑
Total Inventory	24,084	
Percent of Properties with Price Decrease	39 %	
Percent Relisted (reset DOM)	12 %	
Percent Flip (price increased)	4 %	
New Listings	1,320	
Absorbed This Week	1,461	
Median House Size (sq ft)	3,680	
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 24084 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,316,245. These homes have been on the market for an average of 148 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.

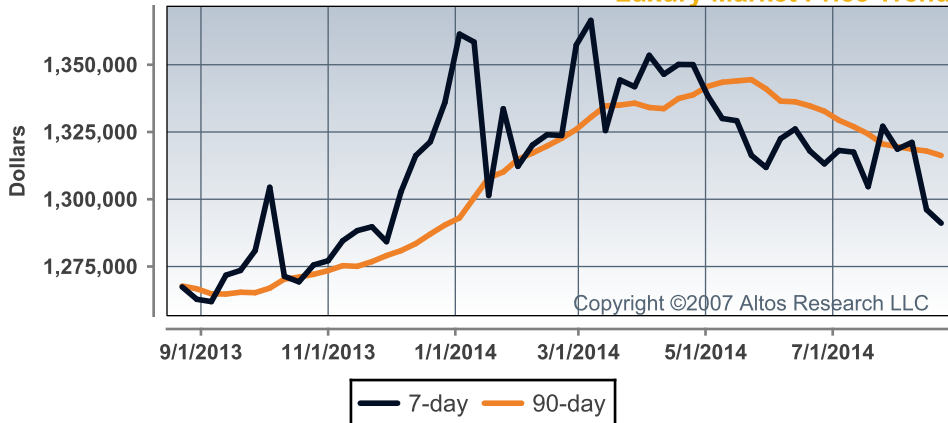
PRICE

Luxury home prices across the ILHM National sample have stayed relatively stable in recent weeks. This week median price is \$1,316,245.

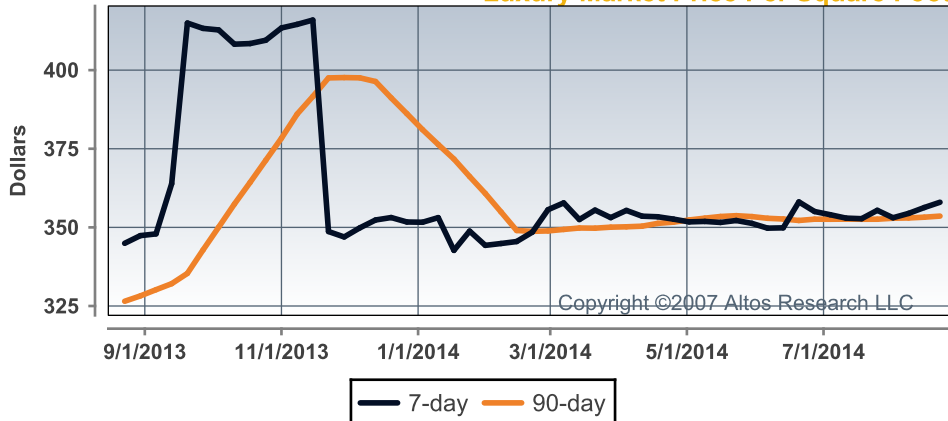
PRICE PER SQUARE FOOT

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 \$353.

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.

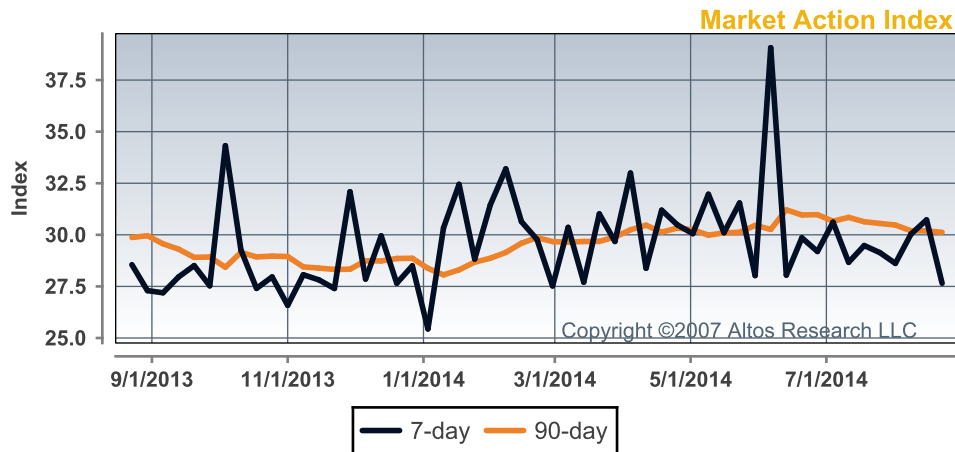
The ILHM National market is currently slightly in the Seller's Market zone (greater than 30). The Market Action Index stands at 30 which indicates that luxury demand is relatively strong but the available supply of new listings doesn't get acquired immediately.

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.

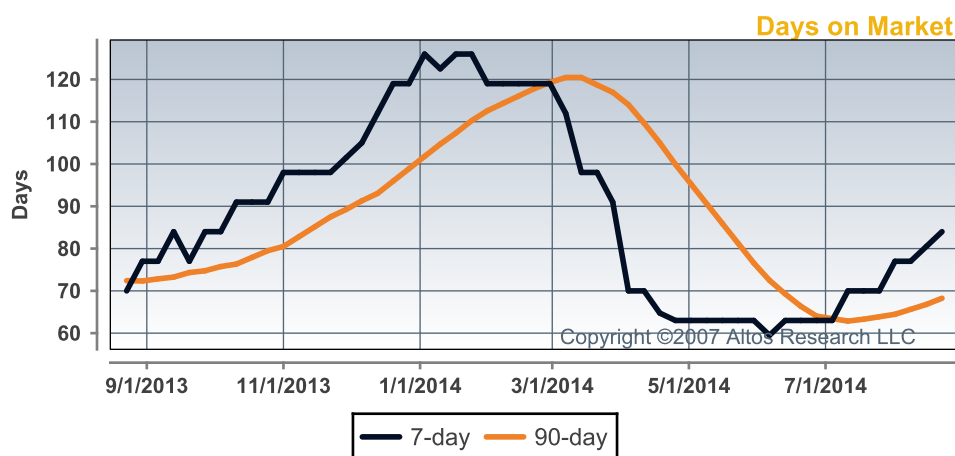
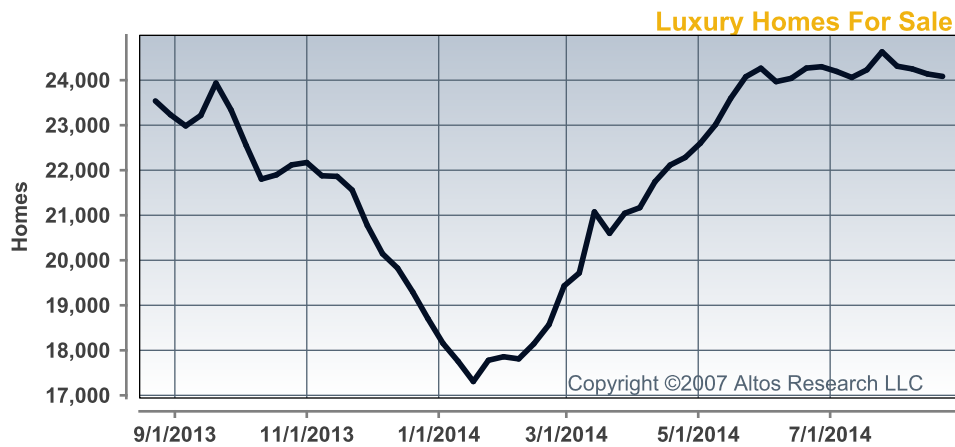
DAYS ON MARKET (DOM)

The properties have been on the market for an average of 143 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	\$ 838,683	4,222	1095	88	84	122	↓
ILHM Austin	\$ 856,905	3,616	1030	84	77	120	↓
ILHM Baltimore	\$ 873,470	4,354	277	19	14	134	↓
ILHM Boston	\$ 1,945,580	4,733	418	25	28	106	↓
ILHM Charlotte	\$ 619,583	2,655	508	27	36	119	↑
ILHM Chicago	\$ 1,447,331	4,372	1077	56	49	161	← →
ILHM Cleveland	\$ 502,041	4,387	333	28	24	138	↓
ILHM Dallas	\$ 960,851	4,337	1096	101	95	99	↓
ILHM Washington	\$ 1,580,413	4,136	941	91	80	114	↓
ILHM Denver	\$ 986,483	4,607	741	73	65	144	↓
ILHM Detroit	\$ 705,690	3,641	404	36	32	149	← →
ILHM Honolulu	\$ 1,344,224	2,421	581	43	38	129	↓
ILHM Houston	\$ 1,193,530	3,984	862	57	60	116	← →
ILHM Las Vegas	\$ 379,477	2,427	451	34	32	124	↓
ILHM Los Angeles	\$ 2,954,909	3,621	1044	94	87	122	↓
ILHM Miami	\$ 2,541,258	3,969	1161	73	68	210	← →
ILHM New York	\$ 4,369,889	4,451	646	25	22	254	← →
ILHM Orlando	\$ 676,920	3,115	705	67	61	136	← →
ILHM Philadelphia	\$ 1,097,078	4,067	427	23	25	184	↑
ILHM Phoenix	\$ 864,873	3,413	2633	101	158	193	↓
ILHM Portland	\$ 648,617	3,201	771	76	94	135	↑
ILHM Raleigh-Durham	\$ 490,206	2,927	828	32	39	171	← →
ILHM Sacramento/Tahoe	\$ 856,880	2,741	542	44	33	127	↓
ILHM Salt Lake	\$ 1,086,916	4,413	703	52	45	141	← →
ILHM San Diego	\$ 2,166,273	3,928	1269	108	102	128	← →
ILHM San Francisco	\$ 2,748,206	3,768	231	27	32	84	↑
ILHM Seattle	\$ 1,314,036	3,574	589	78	71	96	← →
ILHM Silicon Valley	\$ 2,439,206	3,121	329	48	54	85	↓
ILHM Tampa	\$ 611,764	2,872	1150	68	69	152	← →
ILHM Twin Cities	\$ 814,088	3,868	782	58	46	125	↓
ILHM Ventura	\$ 1,575,263	2,783	598	56	56	127	← →

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