

ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,351,517	↔
Asking Price per Square Foot	\$ 374	
Average Days on Market	147	↓
Total Inventory	22,730	
Percent of Properties with Price Decrease	32 %	
Percent Relisted (reset DOM)	9 %	
Percent Flip (price increased)	4 %	
New Listings	2,024	
Absorbed This Week	1,737	
Median House Size (sq ft)	3,740	
Median Lot Size	0.50 - 1.0 acre	
Median Age	27	

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 22730 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,351,516. These homes have been on the market for an average of 147 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.

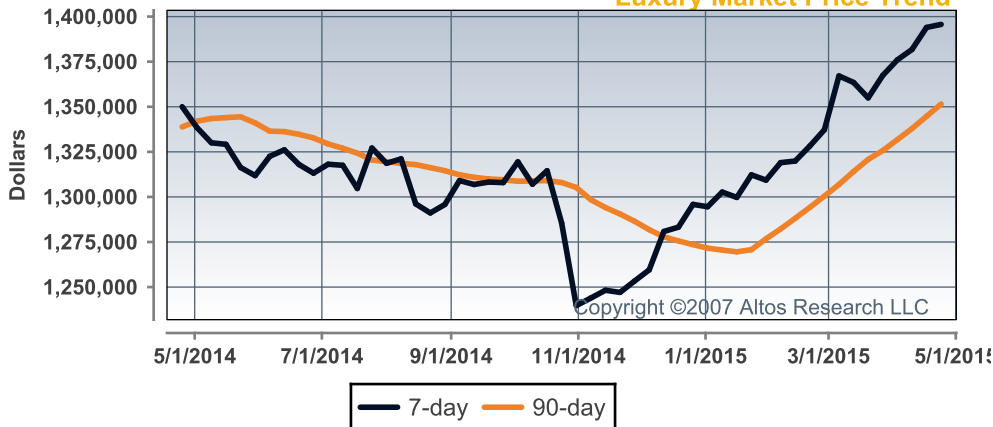
PRICE

Luxury home prices across the ILHM National sample have stayed relatively stable in recent weeks. This week median price is \$1,351,516.

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 \$364.

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.

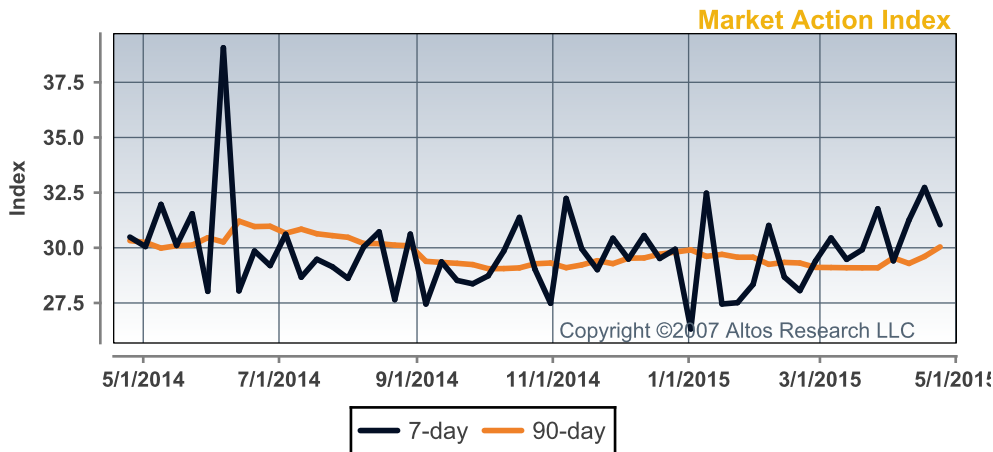
The ILHM National market is currently slightly in the Seller's Market zone (greater than 30). The Market Action Index stands at 30 which indicates that luxury demand is relatively strong but the available supply of new listings doesn't get acquired immediately.

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.

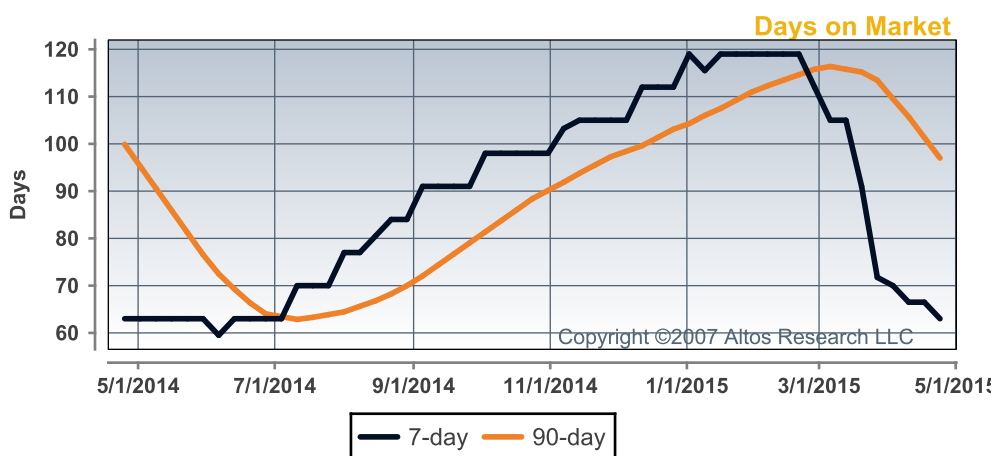
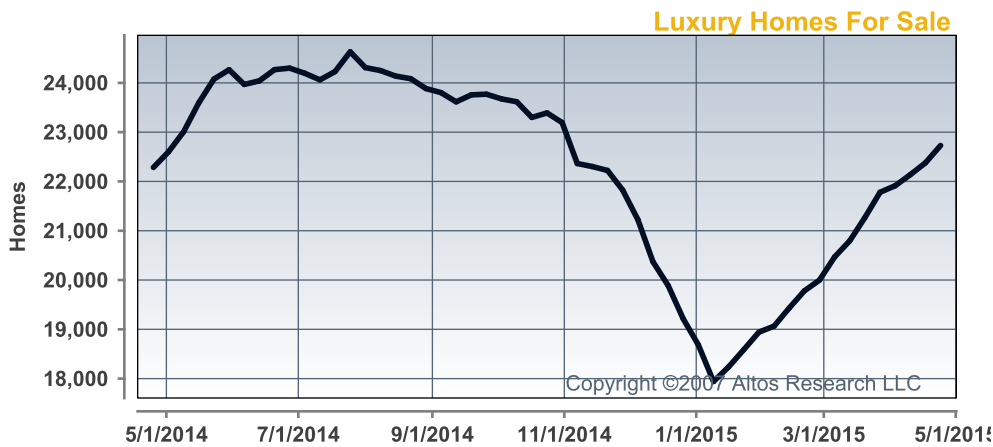
DAYS ON MARKET (DOM)

The properties have been on the market for an average of 164 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	\$ 948,330	4,455	822	88	72	144	↔
ILHM Austin	\$ 890,913	3,721	840	78	64	156	↑
ILHM Baltimore	\$ 883,113	4,225	246	15	12	178	↔
ILHM Boston	\$ 2,218,885	5,262	244	27	19	185	↑
ILHM Charlotte	\$ 592,606	3,091	370	29	22	142	↔
ILHM Chicago	\$ 1,485,961	4,365	909	58	32	215	↓
ILHM Cleveland	\$ 529,200	4,574	249	21	18	171	↑
ILHM Dallas	\$ 1,041,259	4,407	862	104	81	123	↑
ILHM Washington	\$ 1,845,159	4,582	725	82	56	153	↔
ILHM Denver	\$ 1,065,288	4,773	486	57	51	178	↑
ILHM Detroit	\$ 741,886	3,679	302	25	23	218	↑
ILHM Honolulu	\$ 1,403,364	2,490	578	36	31	165	↔
ILHM Houston	\$ 1,252,577	3,919	692	68	52	116	↓
ILHM Las Vegas	\$ 405,919	2,436	503	47	45	147	↑
ILHM Los Angeles	\$ 3,326,221	3,767	860	93	84	147	↑
ILHM Miami	\$ 2,760,552	4,100	1237	108	95	208	↑
ILHM New York	\$ 3,015,877	4,111	423	44	17	129	↔
ILHM Orlando	\$ 693,560	3,060	674	54	42	160	↓
ILHM Philadelphia	\$ 1,078,705	3,866	308	20	15	243	↔
ILHM Phoenix	\$ 967,877	3,602	3280	167	154	173	↑
ILHM Portland	\$ 735,169	3,472	513	55	51	169	↑
ILHM Raleigh-Durham	\$ 492,296	2,946	716	45	23	191	↔
ILHM Sacramento/Tahoe	\$ 917,151	2,954	329	36	29	170	↔
ILHM Salt Lake	\$ 1,339,764	4,570	540	41	35	181	↑
ILHM San Diego	\$ 2,247,812	3,845	997	101	89	151	↑
ILHM San Francisco	\$ 3,508,933	4,159	142	25	18	114	↑
ILHM Seattle	\$ 1,304,793	3,435	397	71	60	96	↑
ILHM Silicon Valley	\$ 2,969,840	3,401	182	42	35	102	↑
ILHM Tampa	\$ 647,401	2,887	1151	72	69	170	↑
ILHM Twin Cities	\$ 793,595	3,955	653	53	35	181	↔
ILHM Ventura	\$ 1,681,832	2,915	436	54	50	143	↑

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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