

ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,364,185	↔
Asking Price per Square Foot	\$ 374	
Average Days on Market	143	↓
Total Inventory	23,404	
Percent of Properties with Price Decrease	33 %	
Percent Relisted (reset DOM)	9 %	
Percent Flip (price increased)	4 %	
New Listings	2,262	
Absorbed This Week	1,862	
Median House Size (sq ft)	3,750	
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 23404 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,364,185. 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 \$1,364,185.

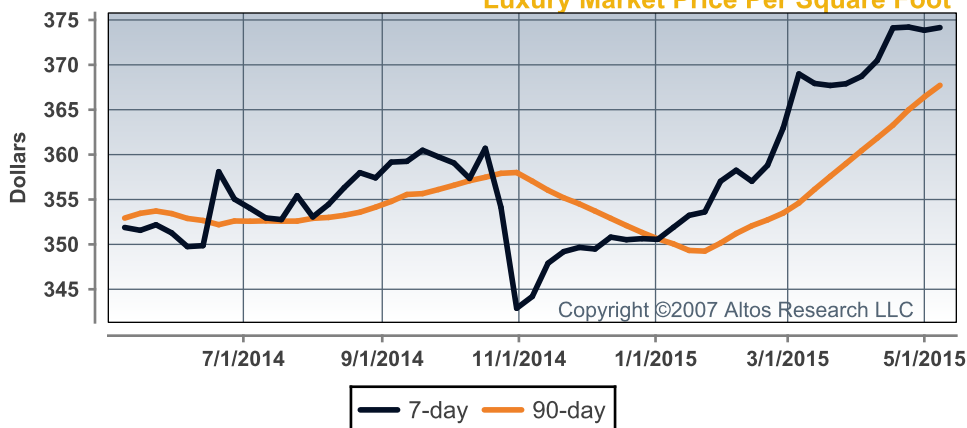
PRICE PER SQUARE FOOT

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 \$367.

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.

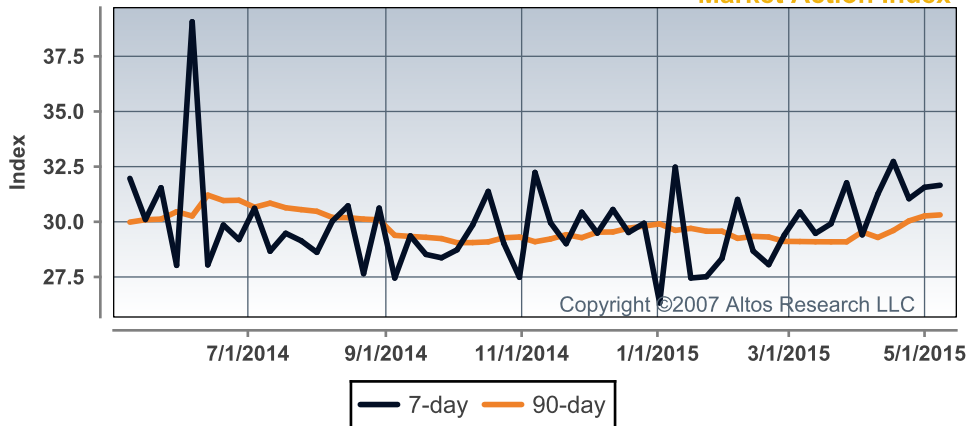
INVENTORY

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 159 days.

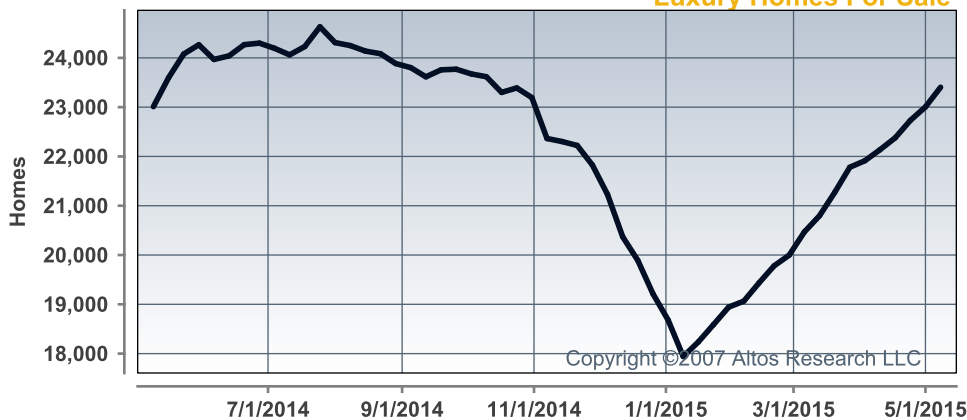
Market Action Index



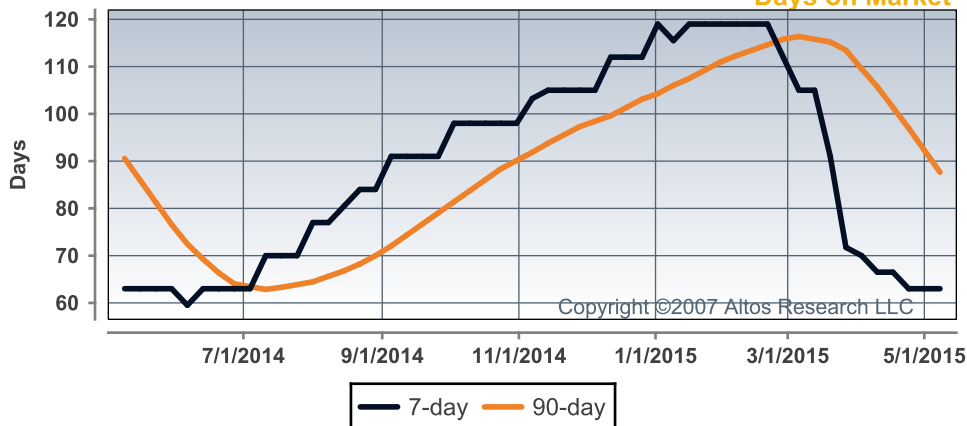
The Market Action Index (MAI) illustrates the balance between supply and demand using a statistical function of the current rate of sale versus current inventory.

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 Homes For Sale



Days on Market



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	\$ 954,470	4,368	862	95	73	138	↔
ILHM Austin	\$ 912,364	3,740	868	81	67	151	↔
ILHM Baltimore	\$ 884,321	4,221	252	15	12	173	↔
ILHM Boston	\$ 2,188,992	5,175	263	32	23	174	↑
ILHM Charlotte	\$ 602,279	3,111	382	30	23	133	↔
ILHM Chicago	\$ 1,467,351	4,344	963	62	34	207	↔
ILHM Cleveland	\$ 531,644	4,616	256	22	18	167	↔
ILHM Dallas	\$ 1,034,606	4,411	913	111	85	117	↔
ILHM Washington	\$ 1,810,427	4,583	786	94	62	144	↔
ILHM Denver	\$ 1,071,974	4,800	498	59	53	173	↑
ILHM Detroit	\$ 750,016	3,668	310	28	23	212	↑
ILHM Honolulu	\$ 1,405,978	2,488	587	37	30	165	↔
ILHM Houston	\$ 1,257,727	3,922	716	67	56	114	↑
ILHM Las Vegas	\$ 410,361	2,439	502	46	47	147	↑
ILHM Los Angeles	\$ 3,387,380	3,789	881	96	85	143	↑
ILHM Miami	\$ 2,751,726	4,100	1246	113	109	203	↑
ILHM New York	\$ 3,146,914	4,155	487	49	20	117	↔
ILHM Orlando	\$ 696,987	3,078	690	54	47	157	↔
ILHM Philadelphia	\$ 1,063,815	3,820	326	24	14	226	↔
ILHM Phoenix	\$ 979,834	3,636	3248	155	154	173	↑
ILHM Portland	\$ 742,127	3,497	522	58	53	164	↑
ILHM Raleigh-Durham	\$ 493,387	2,953	760	47	25	183	↔
ILHM Sacramento/Tahoe	\$ 923,051	2,976	345	38	29	164	↓
ILHM Salt Lake	\$ 1,302,420	4,535	556	44	36	175	↔
ILHM San Diego	\$ 2,264,509	3,858	1018	102	92	145	↑
ILHM San Francisco	\$ 3,503,334	4,119	154	26	21	108	↑
ILHM Seattle	\$ 1,332,919	3,433	417	76	66	89	↑
ILHM Silicon Valley	\$ 2,952,331	3,358	201	47	37	92	↔
ILHM Tampa	\$ 652,754	2,898	1162	72	68	169	↔
ILHM Twin Cities	\$ 800,369	3,940	689	56	38	174	↑
ILHM Ventura	\$ 1,687,470	2,910	450	56	49	137	↓

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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