

ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,375,592	↔
Asking Price per Square Foot	\$ 374	
Average Days on Market	141	↓
Total Inventory	24,196	
Percent of Properties with Price Decrease	35 %	
Percent Relisted (reset DOM)	9 %	
Percent Flip (price increased)	4 %	
New Listings	2,109	
Absorbed This Week	1,744	
Median House Size (sq ft)	3,759	
Median Lot Size	0.50 - 1.0 acre	
Median Age	28	

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 24196 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,375,592. These homes have been on the market for an average of 141 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 \$1,375,592.

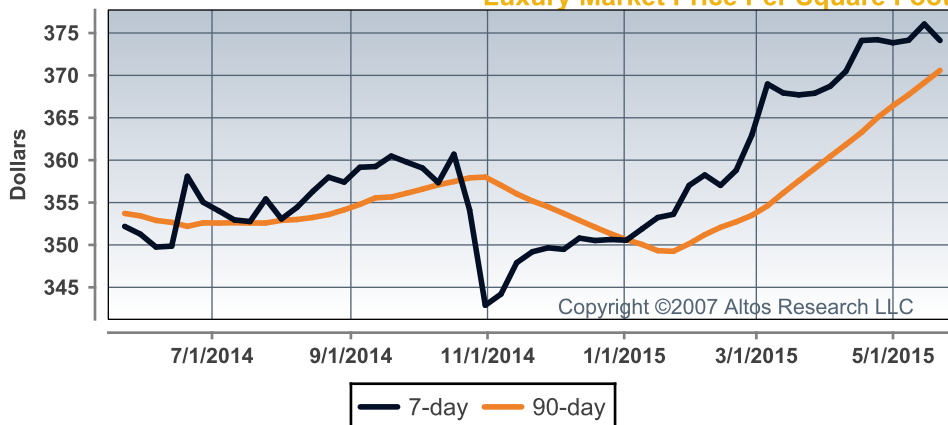
PRICE PER SQUARE FOOT

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 \$370.

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.

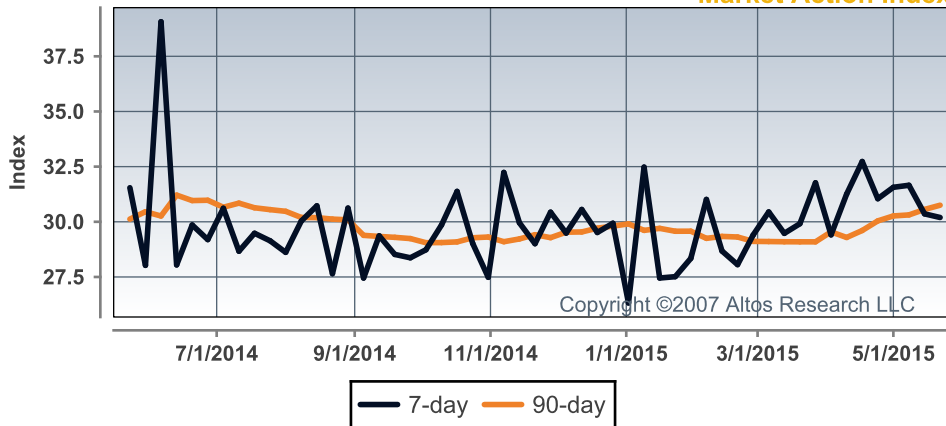
INVENTORY

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 154 days.

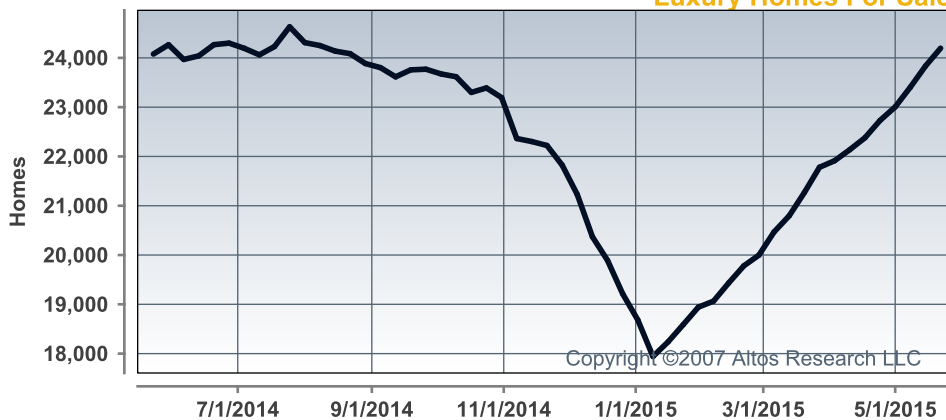
Market Action Index



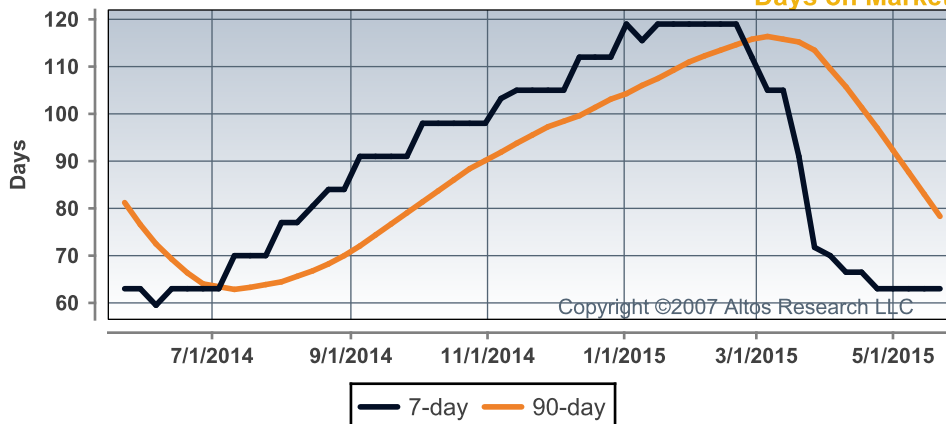
The Market Action Index (MAI) illustrates the balance between supply and demand using a statistical function of the current rate of sale versus current inventory.

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.	Absor bed	Avg. DoM	MAI Trend
ILHM Atlanta	\$ 960,661	4,275	898	97	77	133	↔
ILHM Austin	\$ 928,086	3,740	905	87	69	146	↔
ILHM Baltimore	\$ 883,464	4,231	258	17	14	168	↑
ILHM Boston	\$ 2,145,290	5,063	289	41	26	160	↑
ILHM Charlotte	\$ 614,429	3,147	391	31	27	124	↑
ILHM Chicago	\$ 1,452,242	4,321	1018	65	36	200	↔
ILHM Cleveland	\$ 533,559	4,621	266	24	19	161	↑
ILHM Dallas	\$ 1,039,384	4,433	968	117	89	112	↔
ILHM Washington	\$ 1,769,057	4,562	858	106	70	134	↑
ILHM Denver	\$ 1,074,733	4,817	512	64	56	168	↑
ILHM Detroit	\$ 757,011	3,673	323	31	24	205	↔
ILHM Honolulu	\$ 1,405,441	2,482	598	37	32	164	↔
ILHM Houston	\$ 1,264,242	3,925	729	69	61	114	↑
ILHM Las Vegas	\$ 414,387	2,443	500	49	50	146	↑
ILHM Los Angeles	\$ 3,425,353	3,819	903	102	90	139	↔
ILHM Miami	\$ 2,738,798	4,099	1254	118	117	200	↑
ILHM New York	\$ 3,321,761	4,249	554	54	23	106	↔
ILHM Orlando	\$ 699,529	3,085	711	56	45	155	↔
ILHM Philadelphia	\$ 1,053,700	3,797	348	28	17	207	↑
ILHM Phoenix	\$ 991,653	3,672	3194	149	161	172	↔
ILHM Portland	\$ 746,267	3,510	535	63	56	157	↑
ILHM Raleigh-Durham	\$ 497,402	2,974	799	50	31	175	↑
ILHM Sacramento/Tahoe	\$ 918,748	2,980	365	40	30	157	↓
ILHM Salt Lake	\$ 1,269,098	4,492	568	47	40	169	↑
ILHM San Diego	\$ 2,273,283	3,870	1040	102	91	140	↔
ILHM San Francisco	\$ 3,490,727	4,051	164	28	23	104	↑
ILHM Seattle	\$ 1,352,888	3,441	441	82	70	83	↑
ILHM Silicon Valley	\$ 2,899,957	3,275	222	52	42	84	↔
ILHM Tampa	\$ 657,218	2,910	1173	72	66	168	↓
ILHM Twin Cities	\$ 804,688	3,928	722	58	42	168	↑
ILHM Ventura	\$ 1,670,317	2,884	469	60	50	130	↓

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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