

ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,385,069	↔
Asking Price per Square Foot	\$ 370	
Average Days on Market	141	↓
Total Inventory	23,856	
Percent of Properties with Price Decrease	37 %	
Percent Relisted (reset DOM)	10 %	
Percent Flip (price increased)	4 %	
New Listings	1,839	
Absorbed This Week	1,769	
Median House Size (sq ft)	3,775	
Median Lot Size	0.50 - 1.0 acre	
Median Age	28	

Altos Research Value Statistics

Market Action Index	Warm Seller's Market	31	↔
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THIS WEEK

The ILHM National Report this week looked at 23856 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,385,068. 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 \$1,385,068.

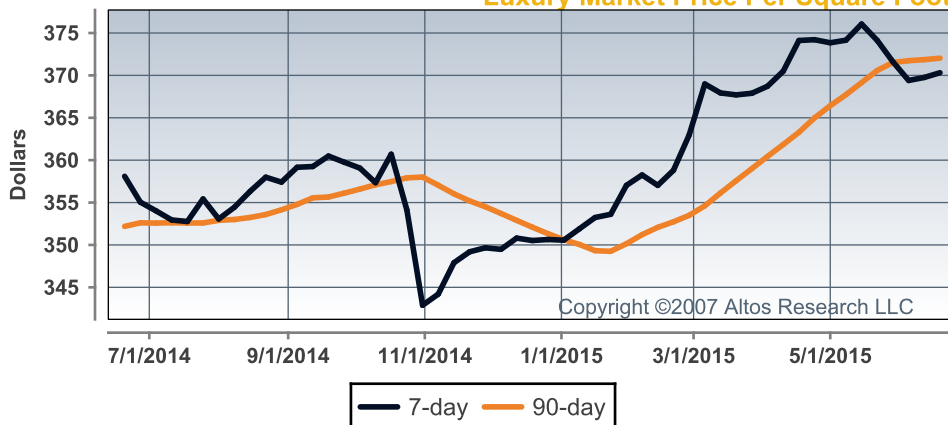
PRICE PER SQUARE FOOT

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 \$372.

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.

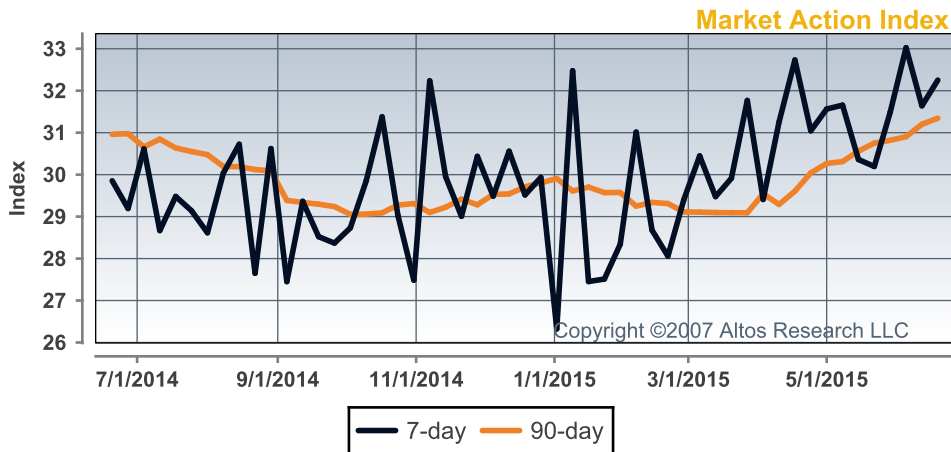
The ILHM National market is currently slightly in the Seller's Market zone (greater than 30). The Market Action Index stands at 31 which indicates that luxury demand is relatively strong but the available supply of new listings doesn't get acquired immediately.

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.

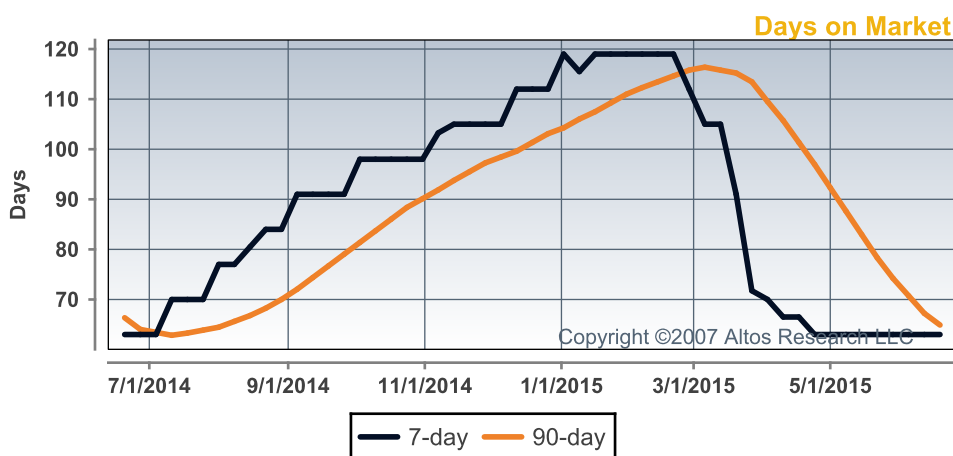
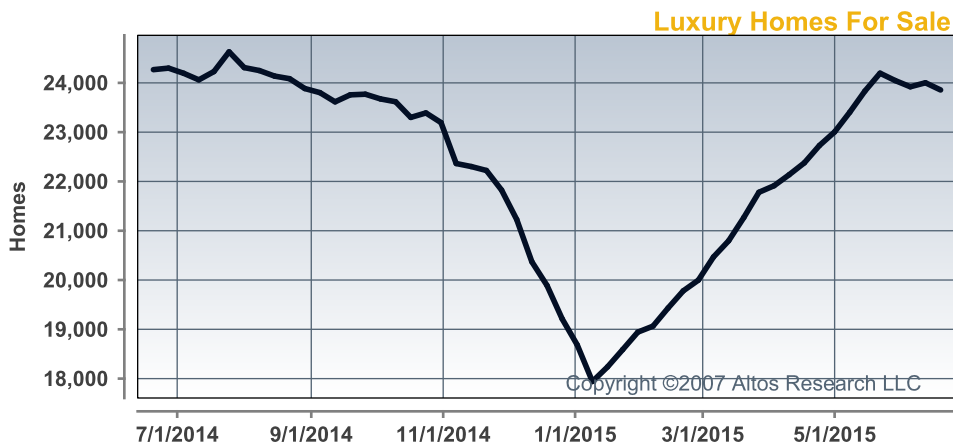
DAYS ON MARKET (DOM)

The properties have been on the market for an average of 146 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	\$ 961,482	4,111	968	97	83	126	↔
ILHM Austin	\$ 940,865	3,714	972	88	74	139	↔
ILHM Baltimore	\$ 882,721	4,354	277	21	16	157	↑
ILHM Boston	\$ 2,059,215	4,858	352	48	33	133	↑
ILHM Charlotte	\$ 635,347	3,205	409	32	29	110	↔
ILHM Chicago	\$ 1,447,503	4,304	1122	64	40	190	↔
ILHM Cleveland	\$ 540,359	4,546	289	26	21	152	↔
ILHM Dallas	\$ 1,053,052	4,471	1077	127	103	103	↑
ILHM Washington	\$ 1,692,458	4,476	995	114	85	120	↑
ILHM Denver	\$ 1,075,124	4,773	552	70	60	158	↔
ILHM Detroit	\$ 737,323	3,652	361	35	25	188	↔
ILHM Honolulu	\$ 1,411,366	2,499	622	40	34	162	↔
ILHM Houston	\$ 1,262,056	3,905	752	72	66	112	↑
ILHM Las Vegas	\$ 407,344	2,430	494	52	51	145	↔
ILHM Los Angeles	\$ 3,495,943	3,872	946	101	92	133	↔
ILHM Miami	\$ 2,741,258	4,112	1252	121	124	198	↑
ILHM New York	\$ 3,308,459	4,462	609	41	38	105	↑
ILHM Orlando	\$ 704,341	3,088	746	59	51	150	↑
ILHM Philadelphia	\$ 1,046,735	3,746	400	32	18	172	↔
ILHM Phoenix	\$ 1,015,730	3,744	3013	132	170	171	↑
ILHM Portland	\$ 756,865	3,514	556	64	62	146	↑
ILHM Raleigh-Durham	\$ 508,674	3,033	861	48	36	162	↑
ILHM Sacramento/Tahoe	\$ 890,276	2,898	409	42	30	146	↓
ILHM Salt Lake	\$ 1,224,892	4,392	596	52	44	160	↑
ILHM San Diego	\$ 2,303,098	3,917	1088	103	88	130	↓
ILHM San Francisco	\$ 3,374,495	3,947	180	29	26	97	↑
ILHM Seattle	\$ 1,379,734	3,466	488	88	77	74	↔
ILHM Silicon Valley	\$ 2,863,587	3,146	256	52	45	72	↓
ILHM Tampa	\$ 662,287	2,922	1184	69	70	166	↑
ILHM Twin Cities	\$ 802,902	3,917	786	59	46	156	↑
ILHM Ventura	\$ 1,647,257	2,876	500	60	53	122	↔

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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