

ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,370,076	↔
Asking Price per Square Foot	\$ 376	
Average Days on Market	142	↓
Total Inventory	23,833	
Percent of Properties with Price Decrease	34 %	
Percent Relisted (reset DOM)	9 %	
Percent Flip (price increased)	4 %	
New Listings	2,182	
Absorbed This Week	1,752	
Median House Size (sq ft)	3,754	
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 23833 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,370,075. These homes have been on the market for an average of 142 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 \$1,370,075.

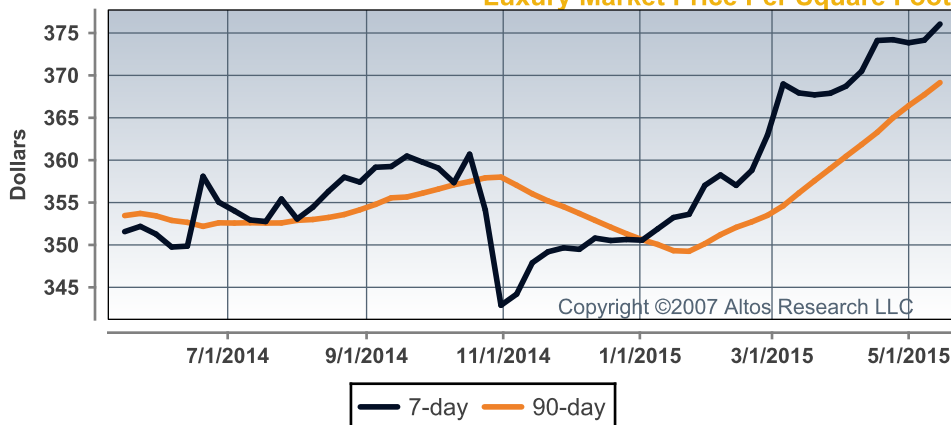
PRICE PER SQUARE FOOT

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 \$369.

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.

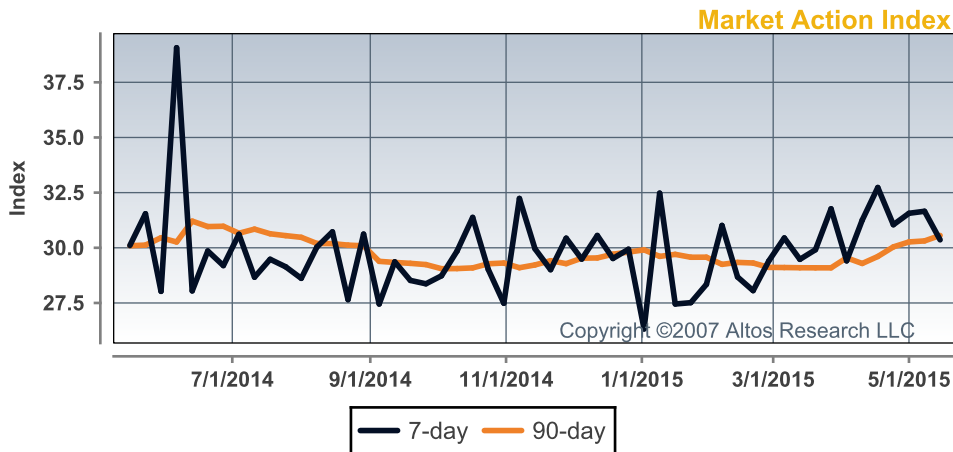
The ILHM National market is currently slightly in the Seller's Market zone (greater than 30). The Market Action Index stands at 30 which indicates that luxury demand is relatively strong but the available supply of new listings doesn't get acquired immediately.

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.

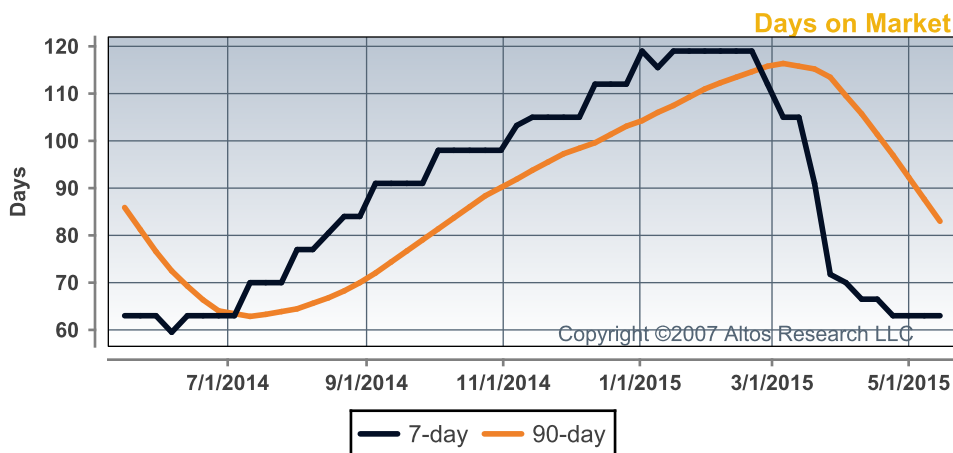
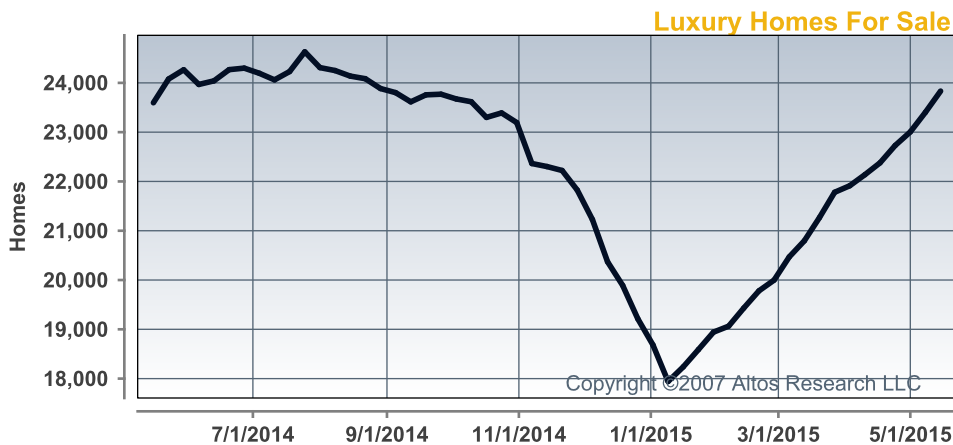
DAYS ON MARKET (DOM)

The properties have been on the market for an average of 157 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	\$ 959,621	4,322	878	92	76	136	↓
ILHM Austin	\$ 920,808	3,743	886	85	66	149	↔
ILHM Baltimore	\$ 884,866	4,227	255	16	13	171	↑
ILHM Boston	\$ 2,169,089	5,120	274	37	25	167	↑
ILHM Charlotte	\$ 607,558	3,127	387	30	25	128	↑
ILHM Chicago	\$ 1,459,904	4,333	990	63	36	203	↔
ILHM Cleveland	\$ 531,523	4,617	261	24	18	164	↔
ILHM Dallas	\$ 1,035,985	4,419	941	115	87	114	↔
ILHM Washington	\$ 1,789,304	4,577	821	101	65	139	↔
ILHM Denver	\$ 1,076,324	4,819	505	62	55	171	↑
ILHM Detroit	\$ 752,661	3,670	316	30	24	208	↔
ILHM Honolulu	\$ 1,407,501	2,484	593	37	31	165	↔
ILHM Houston	\$ 1,262,994	3,926	722	67	61	114	↑
ILHM Las Vegas	\$ 412,872	2,444	501	48	49	146	↑
ILHM Los Angeles	\$ 3,400,296	3,800	891	98	89	141	↑
ILHM Miami	\$ 2,743,748	4,096	1252	118	112	201	↑
ILHM New York	\$ 3,243,858	4,195	520	52	22	111	↔
ILHM Orlando	\$ 698,663	3,085	699	56	47	156	↔
ILHM Philadelphia	\$ 1,056,028	3,803	337	26	16	217	↑
ILHM Phoenix	\$ 985,432	3,653	3222	152	159	172	↑
ILHM Portland	\$ 743,635	3,505	528	61	55	160	↑
ILHM Raleigh-Durham	\$ 495,117	2,961	780	48	28	179	↑
ILHM Sacramento/Tahoe	\$ 922,101	2,981	355	40	30	160	↓
ILHM Salt Lake	\$ 1,284,913	4,515	562	45	39	172	↑
ILHM San Diego	\$ 2,272,370	3,865	1029	102	90	142	↔
ILHM San Francisco	\$ 3,508,856	4,090	158	27	22	106	↑
ILHM Seattle	\$ 1,342,534	3,432	429	78	66	85	↑
ILHM Silicon Valley	\$ 2,919,310	3,305	212	51	40	88	↔
ILHM Tampa	\$ 655,120	2,902	1168	72	66	168	↔
ILHM Twin Cities	\$ 802,748	3,934	706	56	39	171	↑
ILHM Ventura	\$ 1,677,978	2,900	459	57	48	134	↓

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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