

ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,383,501	↔
Asking Price per Square Foot	\$ 373	
Average Days on Market	142	↓
Total Inventory	23,961	
Percent of Properties with Price Decrease	39 %	
Percent Relisted (reset DOM)	10 %	
Percent Flip (price increased)	4 %	
New Listings	1,745	
Absorbed This Week	1,768	
Median House Size (sq ft)	3,777	
Median Lot Size	0.50 - 1.0 acre	
Median Age	29	

Altos Research Value Statistics

Market Action Index	Warm Seller's Market	31	↔
---------------------	----------------------	----	---

THIS WEEK

The ILHM National Report this week looked at 23961 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,383,501. 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.

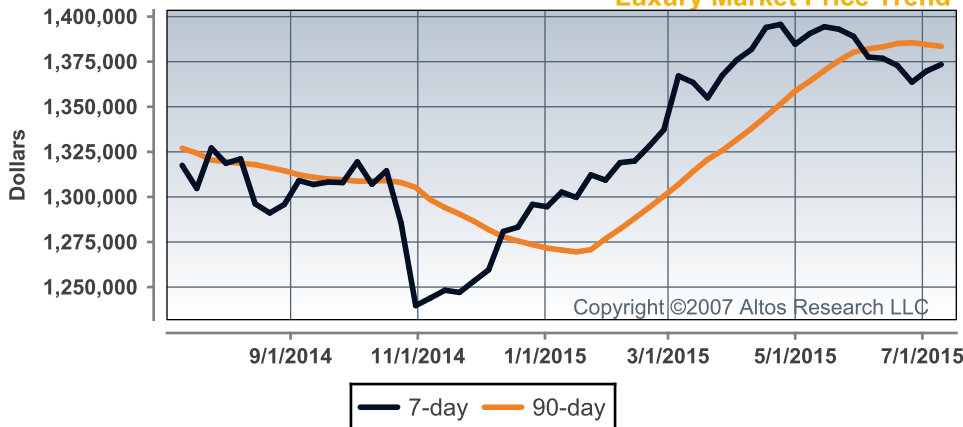
PRICE

Luxury home prices across the ILHM National sample have stayed relatively stable in recent weeks. This week median price is \$1,383,501.

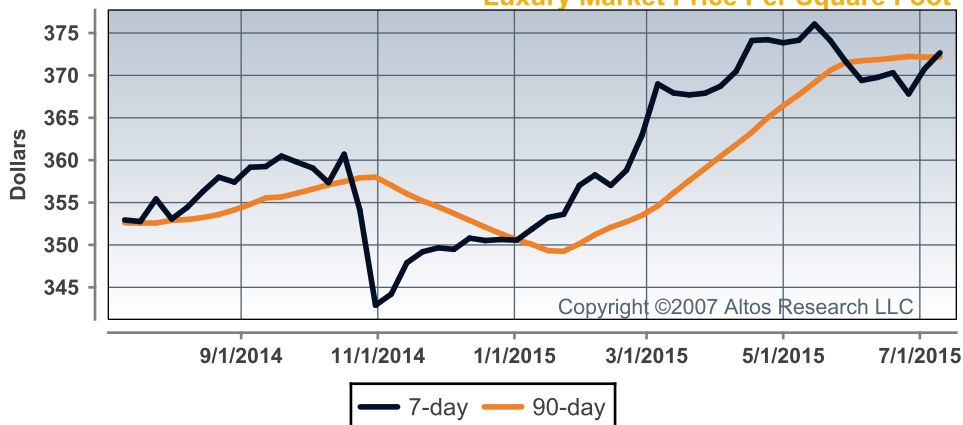
PRICE PER SQUARE FOOT

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.

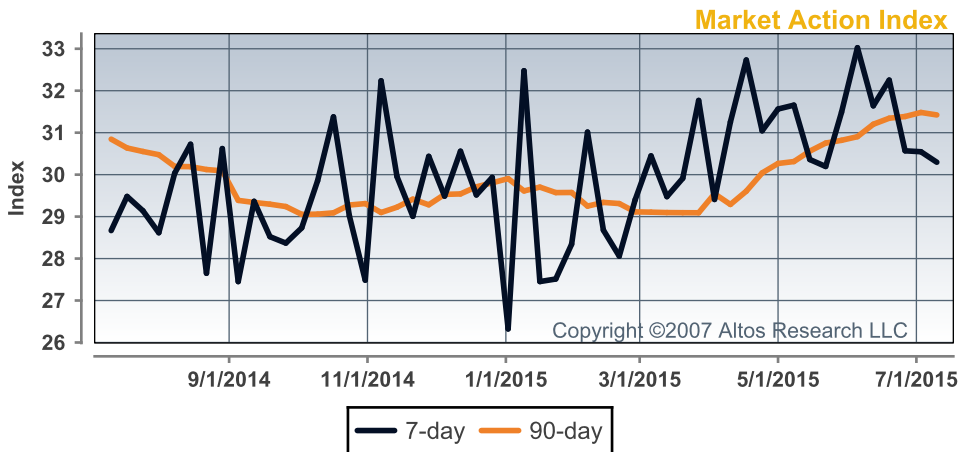
The ILHM National market is currently slightly in the Seller's Market zone (greater than 30). The Market Action Index stands at 31 which indicates that luxury demand is relatively strong but the available supply of new listings doesn't get acquired immediately.

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.

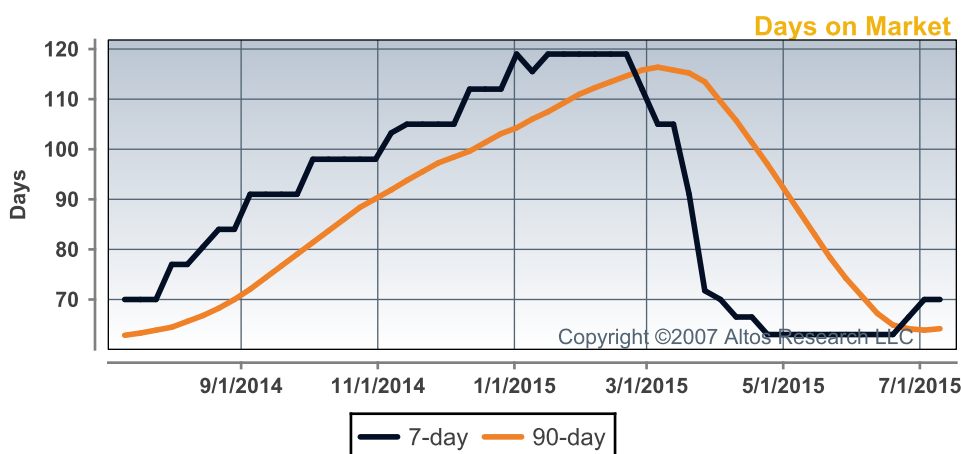
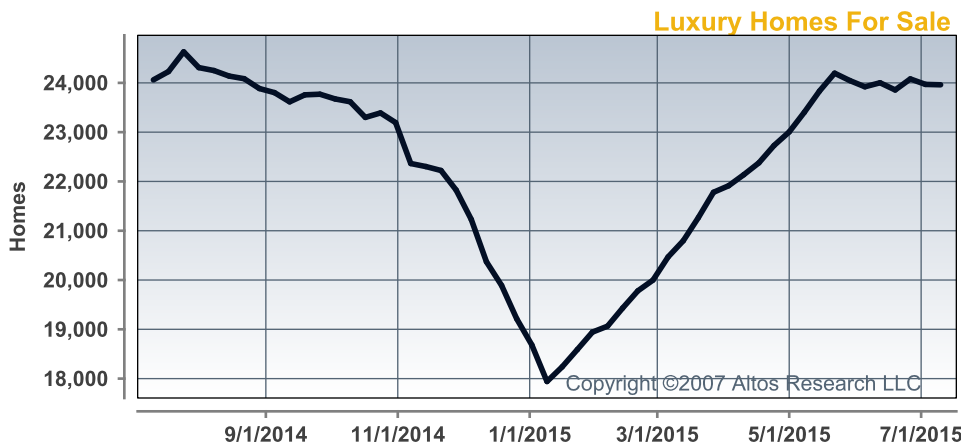
DAYS ON MARKET (DOM)

The properties have been on the market for an average of 143 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	\$ 957,842	4,046	1013	90	76	124	↓
ILHM Austin	\$ 937,886	3,683	1025	93	77	134	↔
ILHM Baltimore	\$ 876,506	4,358	290	22	17	151	↓
ILHM Boston	\$ 2,002,679	4,761	400	49	34	121	↓
ILHM Charlotte	\$ 645,435	3,247	419	31	27	105	↔
ILHM Chicago	\$ 1,435,049	4,289	1187	65	43	184	↔
ILHM Cleveland	\$ 544,648	4,491	307	27	21	144	↔
ILHM Dallas	\$ 1,069,302	4,492	1122	120	104	101	↔
ILHM Washington	\$ 1,643,356	4,371	1066	113	93	114	↔
ILHM Denver	\$ 1,060,914	4,677	591	74	62	151	↓
ILHM Detroit	\$ 745,795	3,655	384	34	26	182	↔
ILHM Honolulu	\$ 1,427,260	2,493	638	42	37	157	↑
ILHM Houston	\$ 1,258,767	3,879	762	76	72	112	↑
ILHM Las Vegas	\$ 385,994	2,427	497	53	49	144	↓
ILHM Los Angeles	\$ 3,476,519	3,879	979	103	91	129	↔
ILHM Miami	\$ 2,735,452	4,105	1229	111	119	201	↔
ILHM New York	\$ 3,266,428	4,644	613	38	39	112	↔
ILHM Orlando	\$ 706,593	3,087	766	60	56	147	↑
ILHM Philadelphia	\$ 1,061,490	3,787	433	31	21	161	↔
ILHM Phoenix	\$ 1,021,111	3,780	2756	114	166	173	↑
ILHM Portland	\$ 764,088	3,506	561	68	64	141	↑
ILHM Raleigh-Durham	\$ 516,180	3,076	882	44	41	159	↑
ILHM Sacramento/Tahoe	\$ 869,502	2,841	440	43	32	141	↓
ILHM Salt Lake	\$ 1,203,425	4,352	616	53	47	154	↔
ILHM San Diego	\$ 2,312,750	3,929	1132	102	87	125	↓
ILHM San Francisco	\$ 3,237,958	3,817	188	27	25	96	↓
ILHM Seattle	\$ 1,379,206	3,471	520	92	81	70	↔
ILHM Silicon Valley	\$ 2,820,883	3,072	278	53	45	68	↓
ILHM Tampa	\$ 670,891	2,931	1182	67	69	167	↔
ILHM Twin Cities	\$ 797,885	3,918	820	63	51	149	↑
ILHM Ventura	\$ 1,632,691	2,888	521	60	54	118	↔

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.

Copyright and Disclaimer

All information contained herein is computed by Altos Research LLC for ILHM based on properties currently listed for sale and available publicly. When evaluating a particular property, make sure you use comparable sales data in addition to the market trend information available in this report. The data presented in this report is accurate to the best of our knowledge, but cannot be guaranteed as such. Do not rely on this for accuracy. This report is not a recommendation to buy or to sell real estate. We recommend you work with a licensed real estate agent or broker.

www.luxuryhomemarketing.com

Copyright 2010 Altos Research LLC and The Institute for Luxury Home Marketing

Members of the Institute can find more detailed charts and data in the "Members Only" section of our website:
www.LuxuryHomeMarketing.com