

ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,379,821	← →
Asking Price per Square Foot	\$ 375	
Average Days on Market	142	← →
Total Inventory	24,242	
Percent of Properties with Price Decrease	39 %	
Percent Relisted (reset DOM)	10 %	
Percent Flip (price increased)	4 %	
New Listings	1,613	
Absorbed This Week	1,582	
Median House Size (sq ft)	3,772	
Median Lot Size	0.50 - 1.0 acre	
Median Age	29	

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 24242 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,379,821. 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.

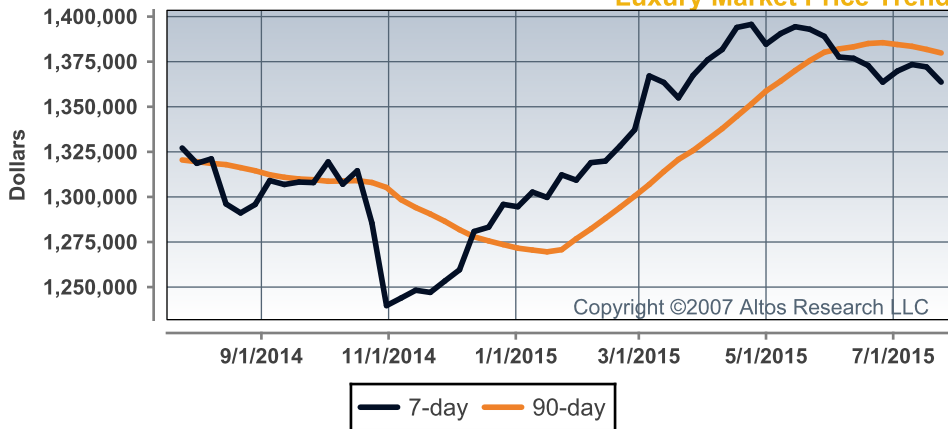
PRICE

Luxury home prices across the ILHM National sample have stayed relatively stable in recent weeks. This week median price is \$1,379,821.

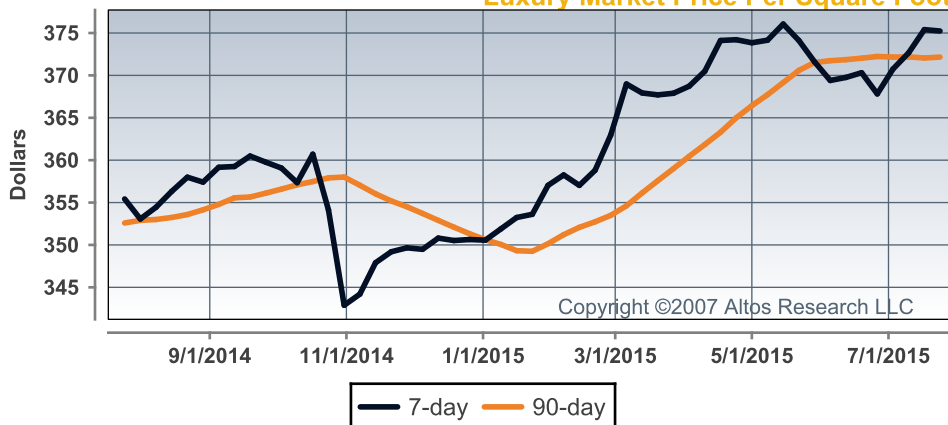
PRICE PER SQUARE FOOT

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.

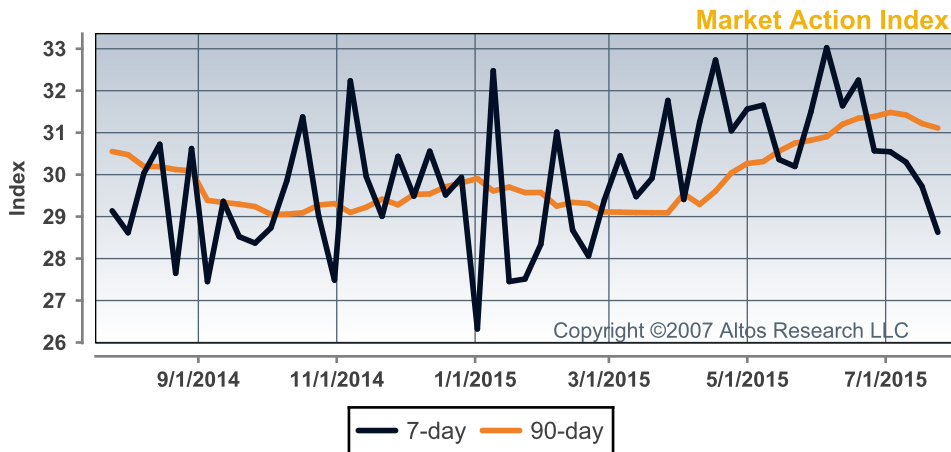
The ILHM National market is currently slightly in the Seller's Market zone (greater than 30). The Market Action Index stands at 31 which indicates that luxury demand is relatively strong but the available supply of new listings doesn't get acquired immediately.

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.

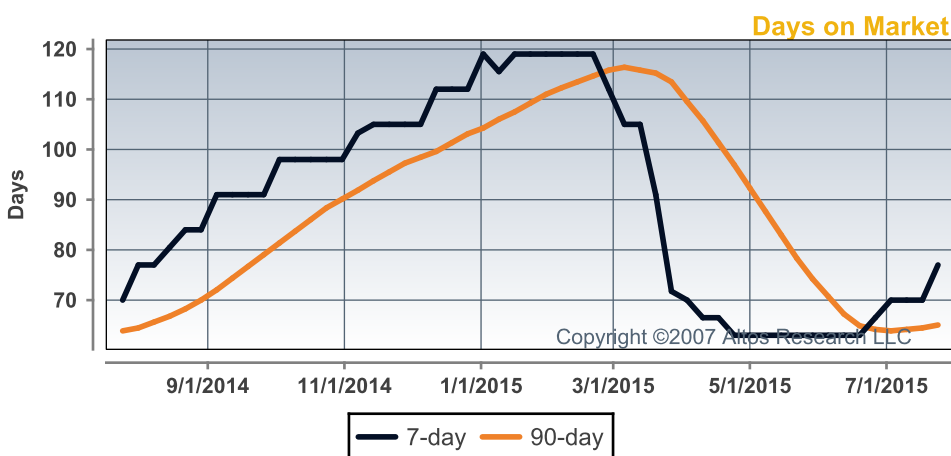
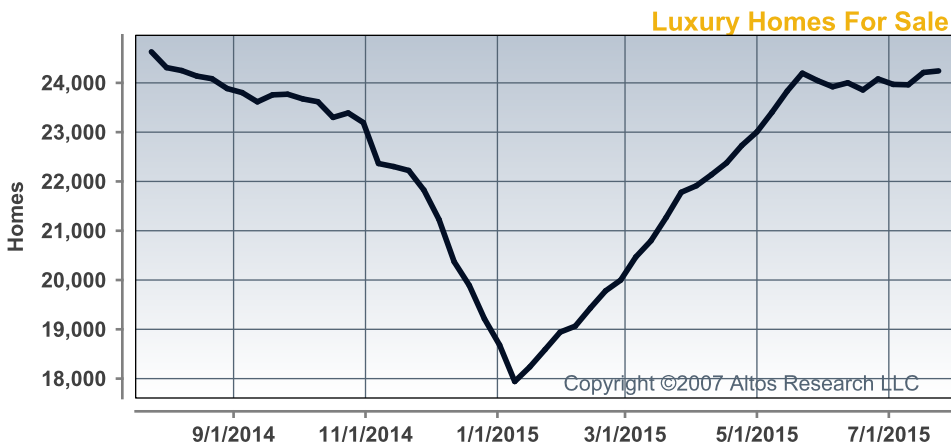
DAYS ON MARKET (DOM)

The properties have been on the market for an average of 142 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	\$ 952,390	4,048	1035	91	80	123	↓
ILHM Austin	\$ 932,566	3,656	1059	95	78	132	↔
ILHM Baltimore	\$ 868,008	4,363	298	22	18	148	↔
ILHM Boston	\$ 1,989,794	4,755	416	42	35	120	↓
ILHM Charlotte	\$ 648,599	3,269	423	30	28	104	↓
ILHM Chicago	\$ 1,432,120	4,288	1226	63	45	181	↔
ILHM Cleveland	\$ 544,685	4,471	319	27	21	139	↓
ILHM Dallas	\$ 1,074,166	4,489	1147	117	106	100	↔
ILHM Washington	\$ 1,626,541	4,306	1089	105	93	114	↔
ILHM Denver	\$ 1,048,477	4,592	619	79	64	147	↔
ILHM Detroit	\$ 744,324	3,644	401	35	28	178	↓
ILHM Honolulu	\$ 1,440,164	2,490	647	41	36	154	↔
ILHM Houston	\$ 1,256,762	3,864	778	79	70	111	↔
ILHM Las Vegas	\$ 385,625	2,434	500	54	48	144	↓
ILHM Los Angeles	\$ 3,444,250	3,866	1000	102	91	127	↔
ILHM Miami	\$ 2,733,776	4,093	1218	108	112	204	↓
ILHM New York	\$ 3,265,666	4,746	609	36	39	118	↔
ILHM Orlando	\$ 705,790	3,080	776	59	52	146	↔
ILHM Philadelphia	\$ 1,067,956	3,800	447	28	22	158	↔
ILHM Phoenix	\$ 1,014,286	3,772	2604	102	172	175	↔
ILHM Portland	\$ 763,905	3,492	573	71	63	136	↓
ILHM Raleigh-Durham	\$ 520,369	3,095	879	40	43	161	↑
ILHM Sacramento/Tahoe	\$ 855,131	2,811	460	42	32	139	↓
ILHM Salt Lake	\$ 1,203,226	4,346	631	52	46	152	↓
ILHM San Diego	\$ 2,301,691	3,911	1164	102	87	123	↓
ILHM San Francisco	\$ 3,252,305	3,798	188	24	24	98	↓
ILHM Seattle	\$ 1,377,117	3,475	529	88	84	70	↔
ILHM Silicon Valley	\$ 2,793,859	3,044	287	49	44	69	↓
ILHM Tampa	\$ 673,471	2,934	1180	66	67	167	↔
ILHM Twin Cities	\$ 793,305	3,924	839	61	52	145	↔
ILHM Ventura	\$ 1,617,243	2,890	533	61	56	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.

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