

ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,367,919	↔
Asking Price per Square Foot	\$ 376	
Average Days on Market	147	↑
Total Inventory	24,108	
Percent of Properties with Price Decrease	40 %	
Percent Relisted (reset DOM)	11 %	
Percent Flip (price increased)	4 %	
New Listings	1,586	
Absorbed This Week	1,626	
Median House Size (sq ft)	3,759	
Median Lot Size	0.50 - 1.0 acre	
Median Age	29	

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 24108 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,367,919. These homes have been on the market for an average of 147 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.

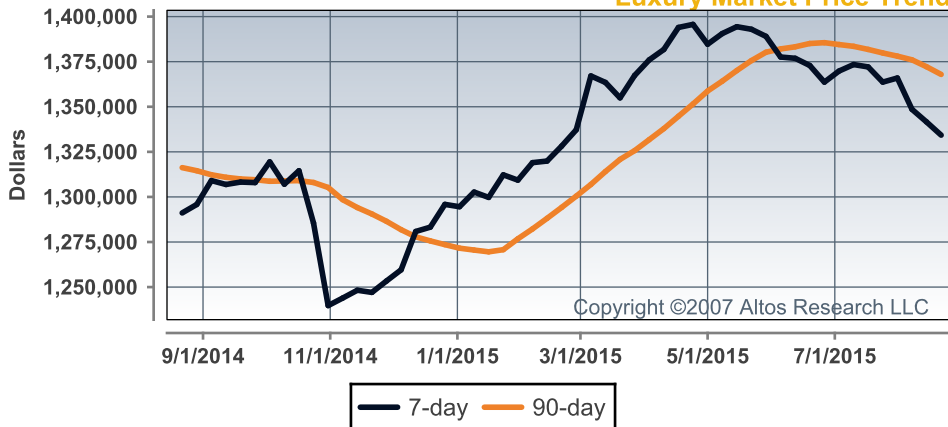
PRICE

Luxury home prices across the ILHM National sample have stayed relatively stable in recent weeks. This week median price is \$1,367,919.

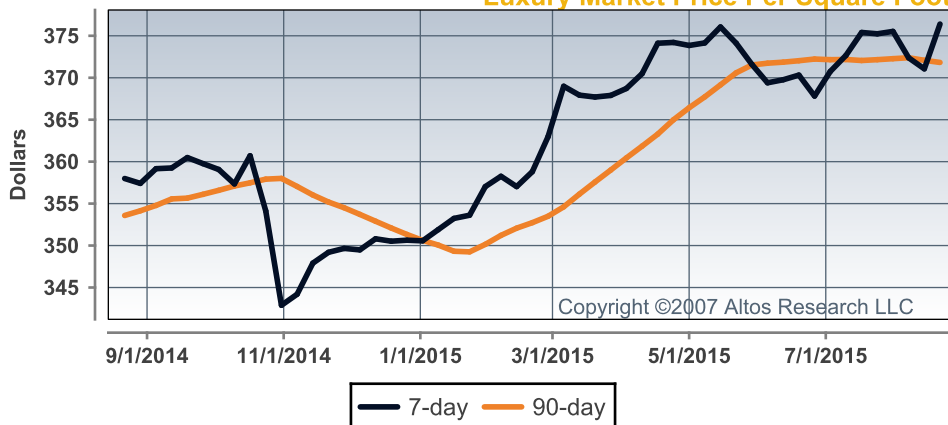
PRICE PER SQUARE FOOT

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 \$371.

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.

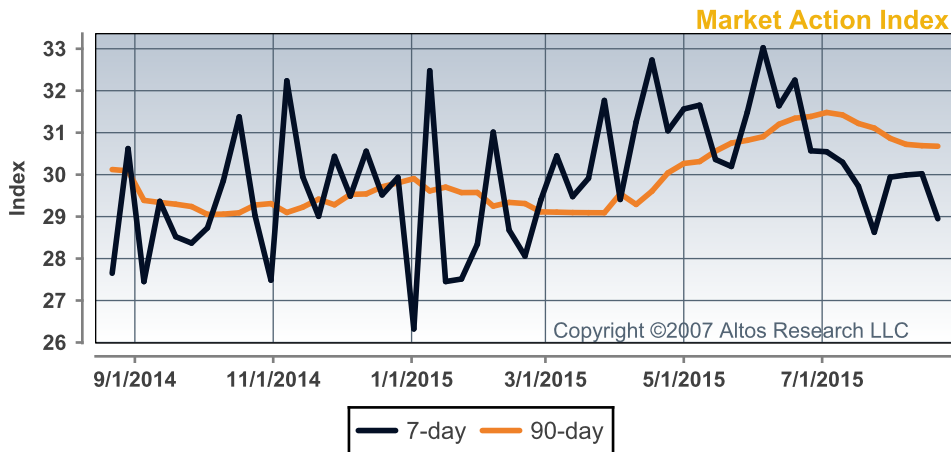
The ILHM National market is currently slightly in the Seller's Market zone (greater than 30). The Market Action Index stands at 30 which indicates that luxury demand is relatively strong but the available supply of new listings doesn't get acquired immediately.

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 county.

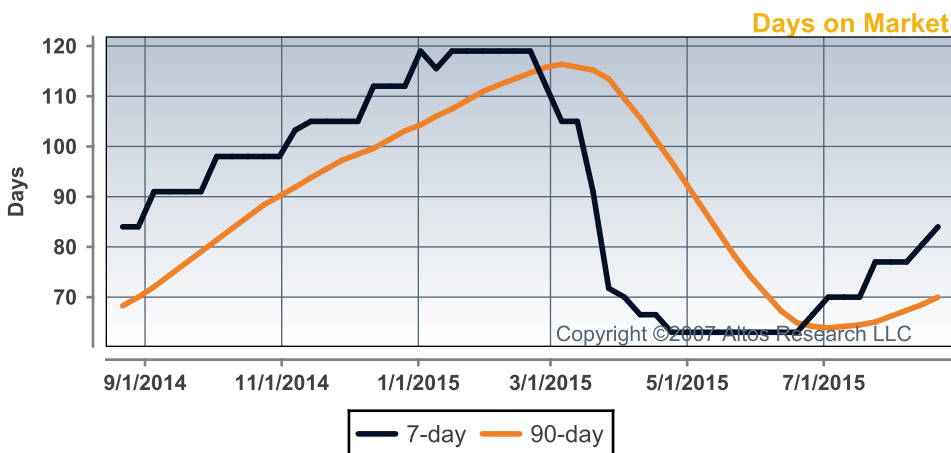
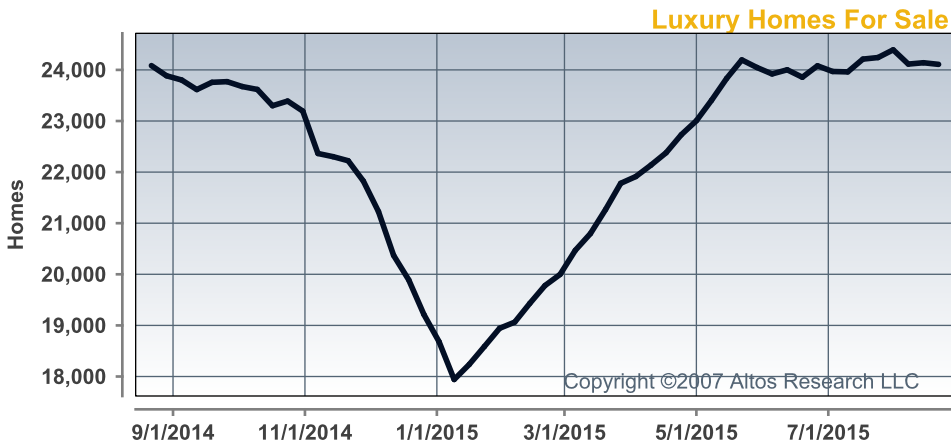
DAYS ON MARKET (DOM)

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	\$ 944,255	4,065	1070	85	77	124	↓
ILHM Austin	\$ 923,237	3,639	1102	88	80	131	↔
ILHM Baltimore	\$ 856,223	4,312	310	20	18	148	↓
ILHM Boston	\$ 1,950,778	4,721	432	31	31	125	↓
ILHM Charlotte	\$ 637,760	3,256	423	29	29	106	↔
ILHM Chicago	\$ 1,427,671	4,271	1264	60	54	180	↑
ILHM Cleveland	\$ 543,130	4,476	338	25	20	135	↓
ILHM Dallas	\$ 1,054,824	4,442	1171	105	103	100	↓
ILHM Washington	\$ 1,613,029	4,308	1102	84	88	120	↓
ILHM Denver	\$ 1,016,869	4,432	678	78	63	139	↓
ILHM Detroit	\$ 742,585	3,636	426	33	29	175	↓
ILHM Honolulu	\$ 1,469,021	2,492	653	38	40	152	↑
ILHM Houston	\$ 1,216,161	3,798	829	78	64	110	↓
ILHM Las Vegas	\$ 385,966	2,440	512	52	43	143	↓
ILHM Los Angeles	\$ 3,364,697	3,837	1033	95	91	126	↓
ILHM Miami	\$ 2,739,766	4,072	1202	90	94	212	↓
ILHM New York	\$ 3,194,067	4,930	582	28	39	132	↔
ILHM Orlando	\$ 698,892	3,053	786	54	56	145	↑
ILHM Philadelphia	\$ 1,073,964	3,840	439	18	22	164	↔
ILHM Phoenix	\$ 1,000,133	3,745	2314	102	159	178	↔
ILHM Portland	\$ 769,293	3,467	603	72	64	129	↔
ILHM Raleigh-Durham	\$ 524,606	3,125	852	32	41	169	↔
ILHM Sacramento/Tahoe	\$ 837,322	2,752	492	40	36	137	↑
ILHM Salt Lake	\$ 1,227,286	4,392	648	50	46	149	↔
ILHM San Diego	\$ 2,313,327	3,875	1209	100	92	122	↔
ILHM San Francisco	\$ 3,218,150	3,792	191	23	23	96	↓
ILHM Seattle	\$ 1,349,344	3,439	539	80	81	72	↓
ILHM Silicon Valley	\$ 2,761,378	3,056	293	42	43	75	↓
ILHM Tampa	\$ 674,904	2,923	1163	64	70	169	↑
ILHM Twin Cities	\$ 792,525	3,916	861	56	54	142	↔
ILHM Ventura	\$ 1,552,248	2,862	560	64	57	116	↔

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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