

ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,359,401	↔
Asking Price per Square Foot	\$ 389	
Average Days on Market	153	↑
Total Inventory	24,432	
Percent of Properties with Price Decrease	40 %	
Percent Relisted (reset DOM)	12 %	
Percent Flip (price increased)	3 %	
New Listings	1,603	
Absorbed This Week	1,581	
Median House Size (sq ft)	3,710	
Median Lot Size	0.50 - 1.0 acre	
Median Age	29	

Altos Research Value Statistics

Market Action Index	Cool. Buyer's Market	29	↓
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THIS WEEK

The ILHM National Report this week looked at 24432 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,359,401. These homes have been on the market for an average of 153 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.

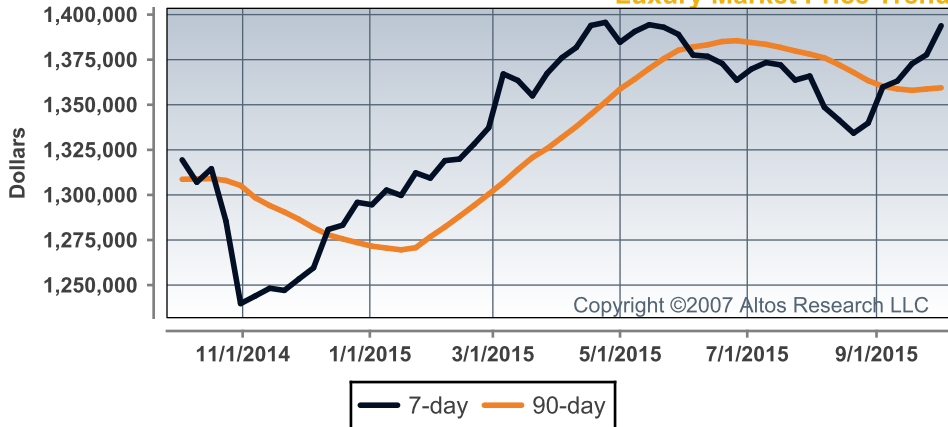
PRICE

Luxury home prices across the ILHM National sample have stayed relatively stable in recent weeks. This week median price is \$1,359,401.

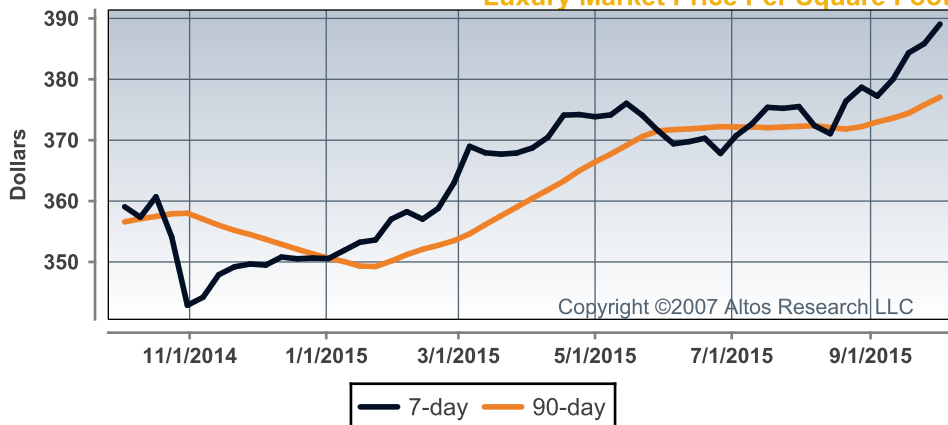
PRICE PER SQUARE FOOT

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 \$377.

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.

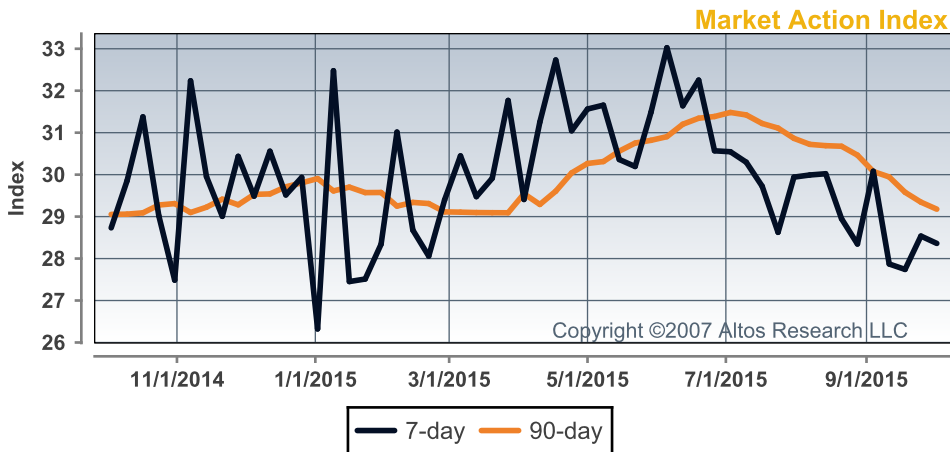
The ILHM National market is currently in the Buyer's Market zone (below 30), though not strongly so. The Market Action Index stands this week at 29 so luxury buyers should expect to find reasonable levels of selection.

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.

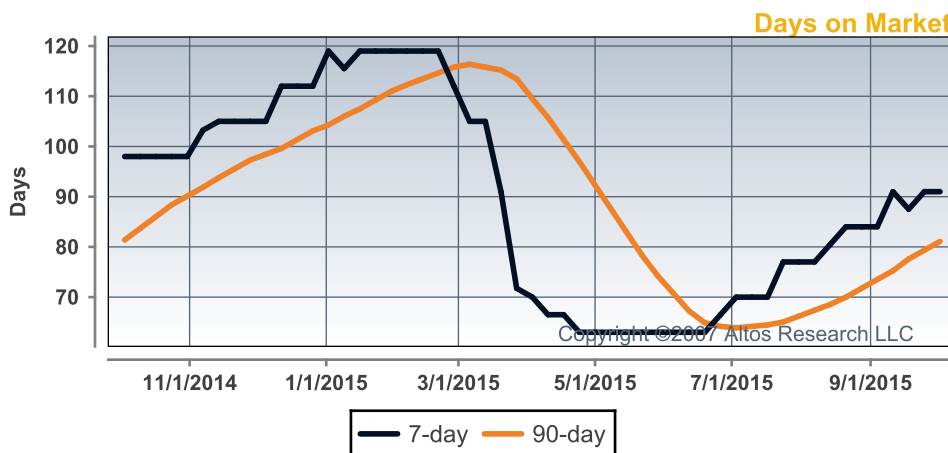
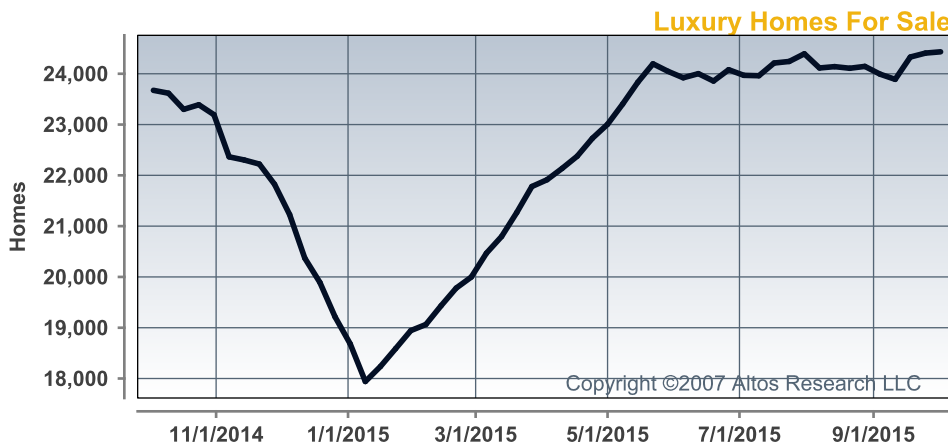
DAYS ON MARKET (DOM)

The properties have been on the market for an average of 147 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	\$ 939,084	4,020	1092	77	74	128	↔
ILHM Austin	\$ 917,065	3,620	1116	73	77	138	↔
ILHM Baltimore	\$ 843,640	4,213	309	14	16	156	↔
ILHM Boston	\$ 1,894,388	4,700	413	24	26	144	↓
ILHM Charlotte	\$ 633,242	3,202	415	28	31	108	↑
ILHM Chicago	\$ 1,461,247	4,324	1223	44	54	192	↔
ILHM Cleveland	\$ 536,955	4,498	351	21	23	138	↑
ILHM Dallas	\$ 1,030,472	4,356	1173	93	92	105	↓
ILHM Washington	\$ 1,618,613	4,385	1088	78	70	138	↓
ILHM Denver	\$ 975,536	4,292	734	75	67	135	↓
ILHM Detroit	\$ 736,982	3,646	442	28	27	181	↓
ILHM Honolulu	\$ 1,509,882	2,497	652	36	39	156	↑
ILHM Houston	\$ 1,156,971	3,737	904	70	63	110	↓
ILHM Las Vegas	\$ 418,233	2,472	554	50	41	136	↓
ILHM Los Angeles	\$ 3,265,110	3,802	1053	97	93	131	↓
ILHM Miami	\$ 2,721,200	4,024	1196	74	74	219	↓
ILHM New York	\$ 3,308,038	5,122	604	36	27	143	↔
ILHM Orlando	\$ 694,352	3,048	798	47	46	148	↔
ILHM Philadelphia	\$ 1,056,960	3,795	405	16	19	183	↓
ILHM Phoenix	\$ 986,059	3,707	2127	117	122	180	↓
ILHM Portland	\$ 767,392	3,442	639	66	61	125	↓
ILHM Raleigh-Durham	\$ 519,785	3,119	809	29	34	185	↓
ILHM Sacramento/Tahoe	\$ 821,388	2,709	517	39	35	141	↔
ILHM Salt Lake	\$ 1,225,143	4,442	654	42	44	147	↔
ILHM San Diego	\$ 2,300,143	3,323	1267	94	89	126	↓
ILHM San Francisco	\$ 3,080,082	3,682	195	24	20	98	↓
ILHM Seattle	\$ 1,329,292	3,401	518	70	75	79	↓
ILHM Silicon Valley	\$ 2,765,058	3,116	291	39	38	84	↓
ILHM Tampa	\$ 670,317	2,911	1167	67	66	172	↑
ILHM Twin Cities	\$ 809,882	3,929	843	45	49	149	↓
ILHM Ventura	\$ 1,422,064	2,734	611	66	59	115	↓

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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