

ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,528,766	↑
Asking Price per Square Foot	\$ 404	
Average Days on Market	159	↓
Total Inventory	23,024	
Percent of Properties with Price Decrease	33 %	
Percent Relisted (reset DOM)	12 %	
Percent Flip (price increased)	4 %	
New Listings	1,923	
Absorbed This Week	1,813	
Median House Size (sq ft)	3,853	
Median Lot Size	0.50 - 1.0 acre	
Median Age	28	

Altos Research Value Statistics

Market Action Index	Cool. Buyer's Market	28	↔
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THIS WEEK

The ILHM National Report this week looked at 23024 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,528,766. These homes have been on the market for an average of 159 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.

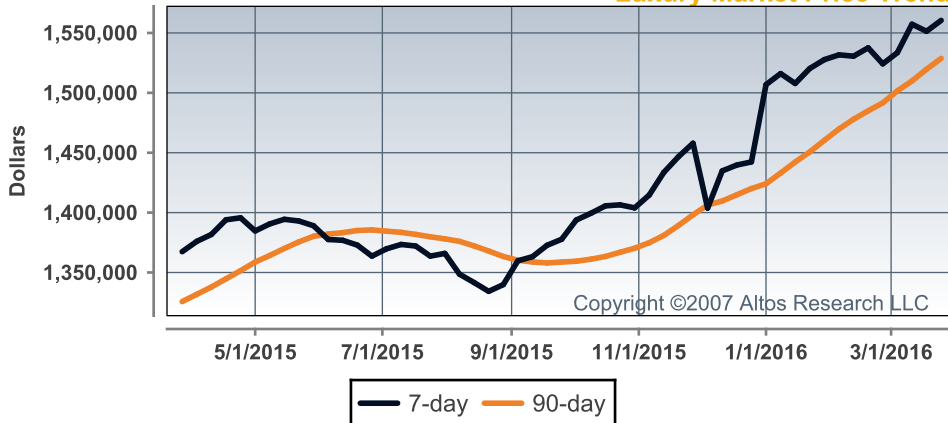
PRICE

Luxury home prices have been climbing recently with a median price for the ILHM National sample this week reaching \$1,528,766.

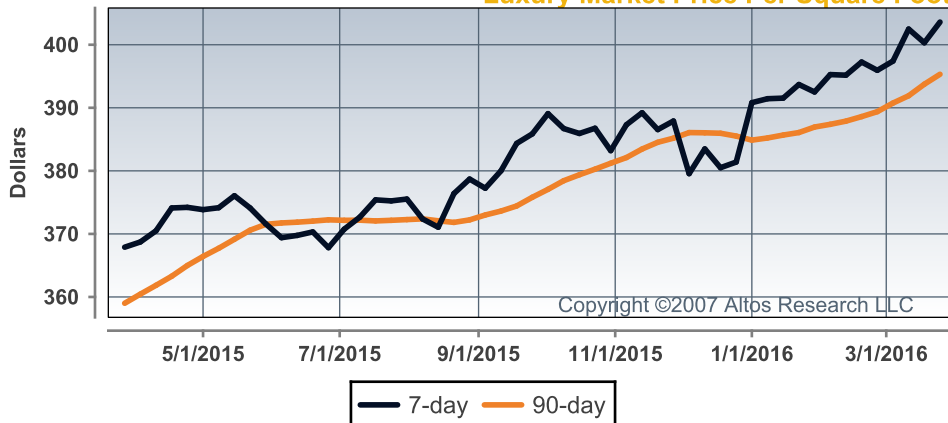
PRICE PER SQUARE FOOT

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 \$395.

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.

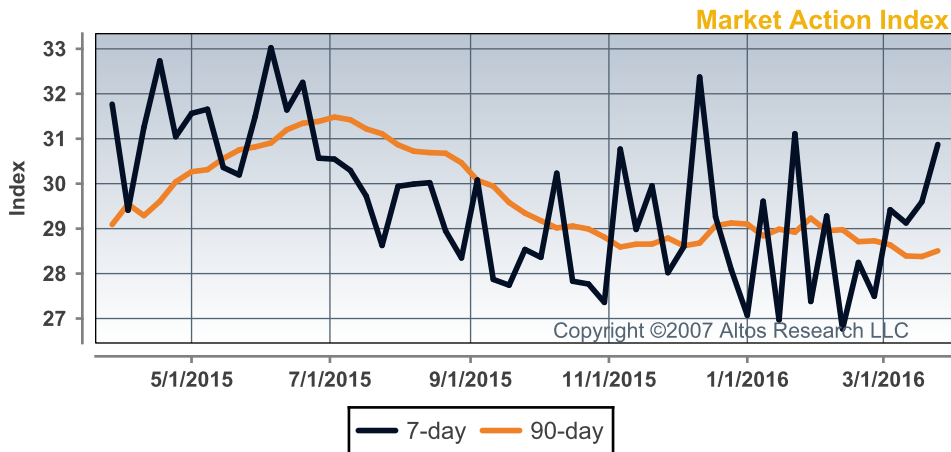
The ILHM National market is currently in the Buyer's Market zone (below 30), though not strongly so. The Market Action Index stands this week at 28 so luxury buyers should expect to find reasonable levels of selection.

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.

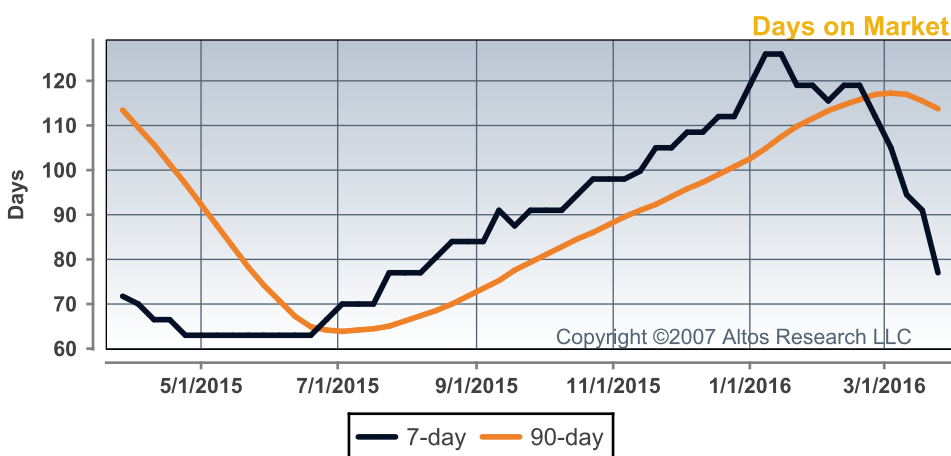
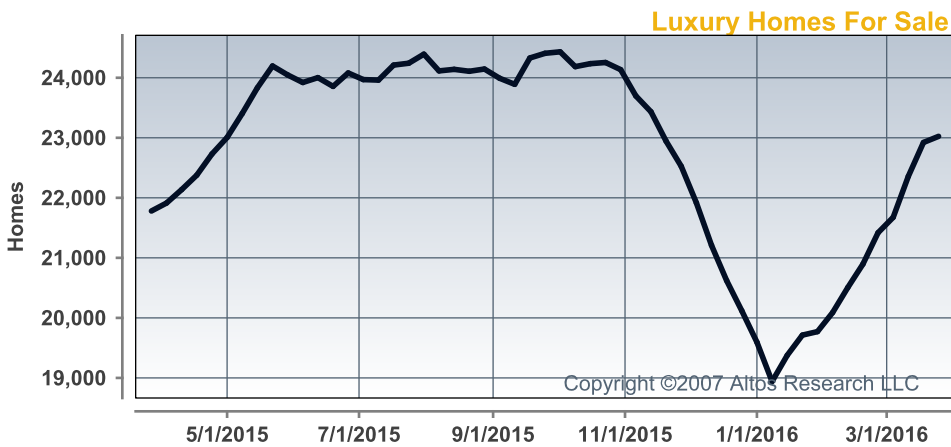
DAYS ON MARKET (DOM)

The properties have been on the market for an average of 175 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	\$ 985,283	4,131	835	73	67	160	↑
ILHM Austin	\$ 966,141	3,709	813	73	62	169	↔
ILHM Baltimore	\$ 834,014	4,206	199	12	10	211	↓
ILHM Boston	\$ 2,111,877	4,975	300	28	21	191	↓
ILHM Charlotte	\$ 676,609	3,403	280	22	25	131	↑
ILHM Chicago	\$ 1,554,887	4,400	981	53	35	240	↓
ILHM Cleveland	\$ 599,083	4,728	254	17	17	186	↑
ILHM Dallas	\$ 1,109,422	4,372	944	86	78	141	↑
ILHM Washington	\$ 1,777,902	4,358	733	61	55	193	↔
ILHM Denver	\$ 1,016,267	4,642	485	47	46	183	↔
ILHM Detroit	\$ 723,416	3,773	311	16	20	205	↑
ILHM Honolulu	\$ 1,698,167	2,642	564	36	30	178	↓
ILHM Houston	\$ 1,177,916	3,790	848	74	55	142	↓
ILHM Las Vegas	\$ 463,462	2,519	577	44	44	148	↓
ILHM Los Angeles	\$ 3,789,884	3,835	877	81	70	161	↔
ILHM Miami	\$ 2,966,500	4,039	1455	105	85	216	↑
ILHM New York	\$ 5,282,728	6,117	440	42	16	199	↓
ILHM Orlando	\$ 738,951	3,168	670	47	37	166	↔
ILHM Philadelphia	\$ 1,079,195	3,889	306	19	17	223	↓
ILHM Phoenix	\$ 1,076,780	3,858	2979	172	138	165	↑
ILHM Portland	\$ 840,813	3,580	383	41	44	154	↑
ILHM Raleigh-Durham	\$ 524,260	3,119	660	34	25	224	↓
ILHM Sacramento/Tahoe	\$ 918,760	2,868	313	23	25	195	↔
ILHM Salt Lake	\$ 1,757,961	4,993	592	50	31	142	↓
ILHM San Diego	\$ 2,351,120	3,861	1061	74	67	162	↓
ILHM San Francisco	\$ 4,263,795	4,641	110	17	14	139	↓
ILHM Seattle	\$ 1,579,872	3,643	293	49	43	110	↑
ILHM Silicon Valley	\$ 3,111,760	3,397	146	29	25	107	↔
ILHM Tampa	\$ 700,533	2,945	1151	69	59	186	↔
ILHM Twin Cities	\$ 878,713	4,037	598	48	39	188	↓
ILHM Ventura	\$ 1,649,460	2,800	444	44	41	144	↓

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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