

ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,549,828	↔
Asking Price per Square Foot	\$ 400	
Average Days on Market	153	↓
Total Inventory	24,477	
Percent of Properties with Price Decrease	36 %	
Percent Relisted (reset DOM)	10 %	
Percent Flip (price increased)	3 %	
New Listings	1,932	
Absorbed This Week	1,628	
Median House Size (sq ft)	3,886	
Median Lot Size	0.50 - 1.0 acre	
Median Age	28	

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 24477 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,549,827. 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 \$1,549,827.

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 \$399.

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.

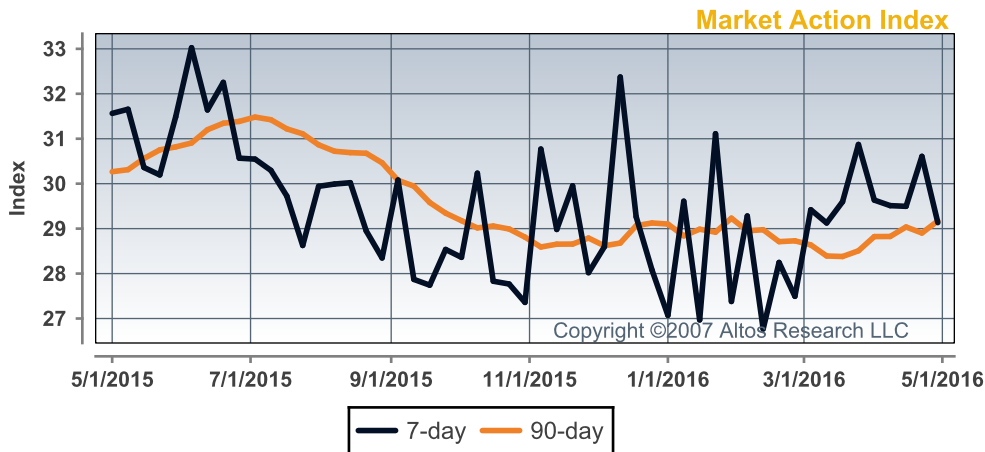
The ILHM National market is currently in the Buyer's Market zone (below 30), though not strongly so. The Market Action Index stands this week at 29 so luxury buyers should expect to find reasonable levels of selection.

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 country.

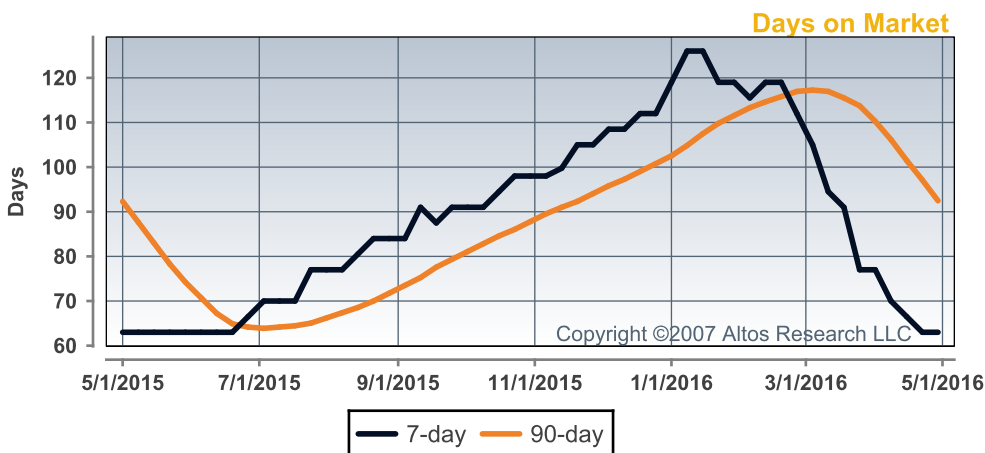
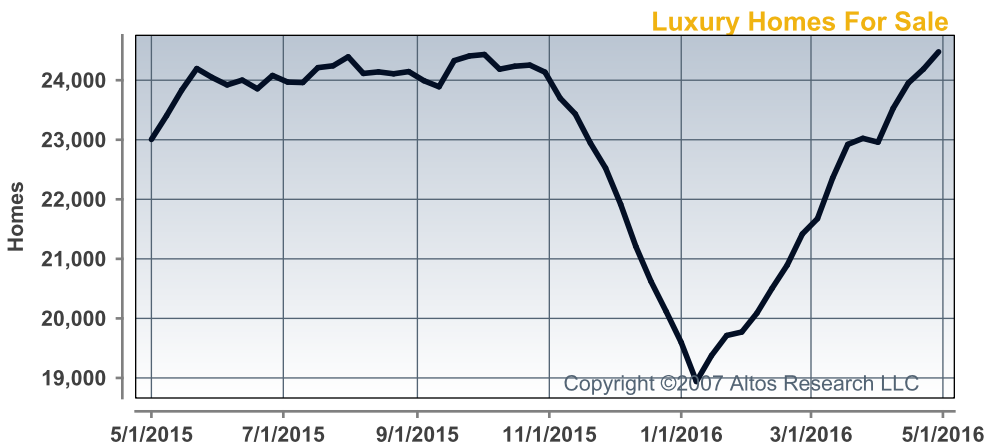
DAYS ON MARKET (DOM)

The properties have been on the market for an average of 164 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	\$ 989,562	4,133	914	93	74	147	↔
ILHM Austin	\$ 981,290	3,767	930	91	67	154	↑
ILHM Baltimore	\$ 850,114	4,283	204	16	14	194	↑
ILHM Boston	\$ 2,094,829	4,935	362	41	28	166	↑
ILHM Charlotte	\$ 754,971	3,621	279	30	29	111	↑
ILHM Chicago	\$ 1,533,026	4,405	1128	66	33	222	↓
ILHM Cleveland	\$ 610,477	4,703	264	24	22	172	↑
ILHM Dallas	\$ 1,148,116	4,392	1050	114	82	127	↓
ILHM Washington	\$ 1,738,898	4,290	845	99	66	172	↔
ILHM Denver	\$ 1,042,659	4,754	519	64	54	170	↑
ILHM Detroit	\$ 782,559	3,882	306	24	22	182	↑
ILHM Honolulu	\$ 1,631,111	2,586	608	41	32	169	↔
ILHM Houston	\$ 1,212,572	3,862	981	86	60	130	↔
ILHM Las Vegas	\$ 469,116	2,551	593	46	42	148	↔
ILHM Los Angeles	\$ 3,808,415	3,875	957	97	82	152	↔
ILHM Miami	\$ 2,954,586	4,069	1542	105	92	209	↔
ILHM New York	\$ 5,316,373	5,959	492	28	17	192	↔
ILHM Orlando	\$ 751,739	3,238	738	56	41	147	↔
ILHM Philadelphia	\$ 1,074,769	3,991	338	25	16	212	↓
ILHM Phoenix	\$ 1,073,722	3,856	3116	175	169	166	↑
ILHM Portland	\$ 863,834	3,583	390	53	47	143	↔
ILHM Raleigh-Durham	\$ 540,435	3,195	647	49	51	205	↑
ILHM Sacramento/Tahoe	\$ 921,742	2,949	330	32	26	187	↔
ILHM Salt Lake	\$ 1,772,134	4,958	645	41	41	136	↓
ILHM San Diego	\$ 2,331,660	3,875	1131	89	75	154	↑
ILHM San Francisco	\$ 3,991,710	4,311	141	26	17	115	↔
ILHM Seattle	\$ 1,685,043	3,780	313	62	56	99	↑
ILHM Silicon Valley	\$ 3,120,724	3,311	188	44	34	89	↑
ILHM Tampa	\$ 714,686	2,973	1197	74	60	180	↓
ILHM Twin Cities	\$ 892,612	4,039	671	58	41	178	↓
ILHM Ventura	\$ 1,745,611	2,895	473	54	49	137	↑

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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