

ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,552,675	↔
Asking Price per Square Foot	\$ 391	
Average Days on Market	147	↓
Total Inventory	25,952	
Percent of Properties with Price Decrease	41 %	
Percent Relisted (reset DOM)	12 %	
Percent Flip (price increased)	3 %	
New Listings	1,913	
Absorbed This Week	1,647	
Median House Size (sq ft)	3,929	
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 25952 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,552,674. 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.

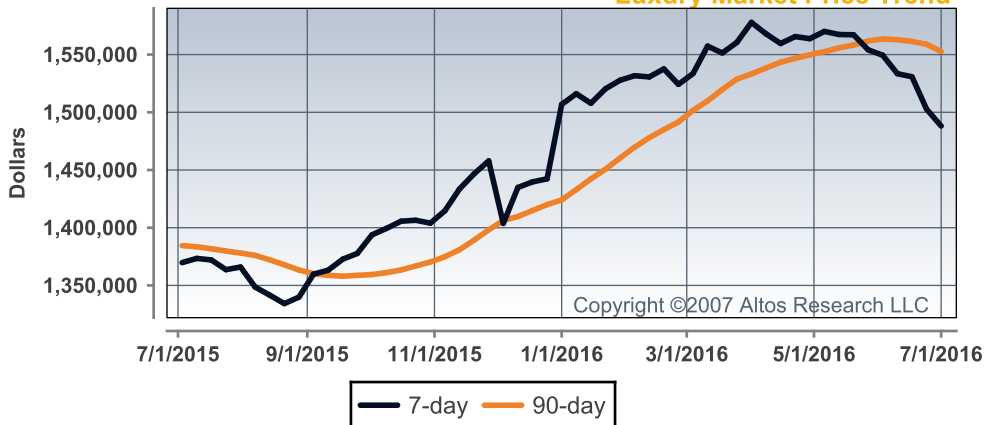
PRICE

Luxury home prices across the ILHM National sample have stayed relatively stable in recent weeks. This week median price is \$1,552,674.

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.

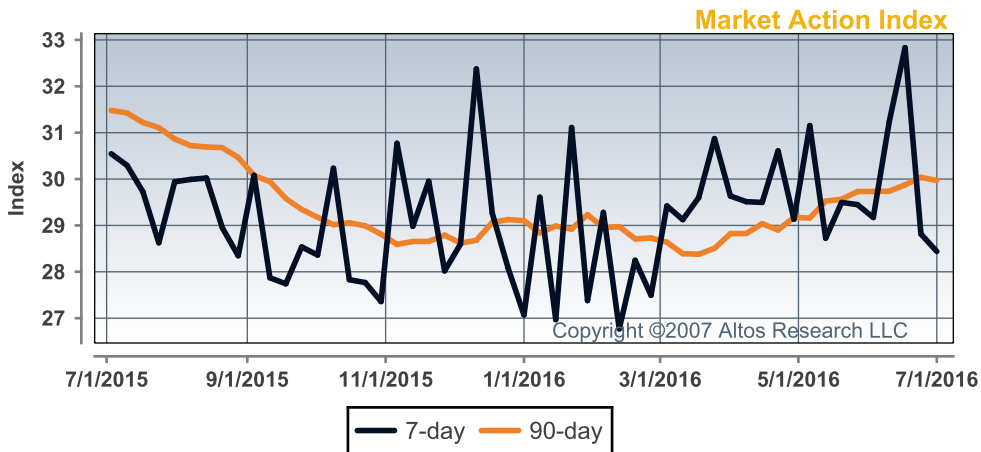
The ILHM National market is currently in the Buyer's Market zone (below 30), though not strongly so. The Market Action Index stands this week at 29 so luxury buyers should expect to find reasonable levels of selection.

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.

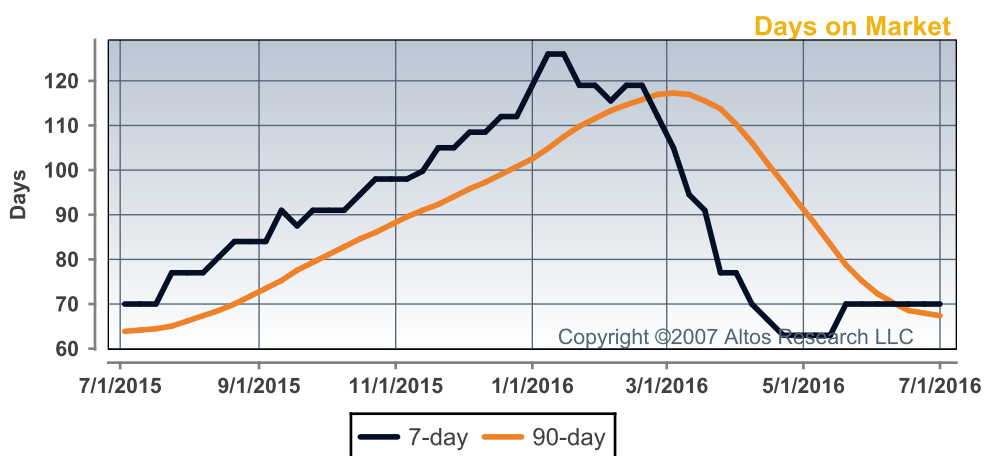
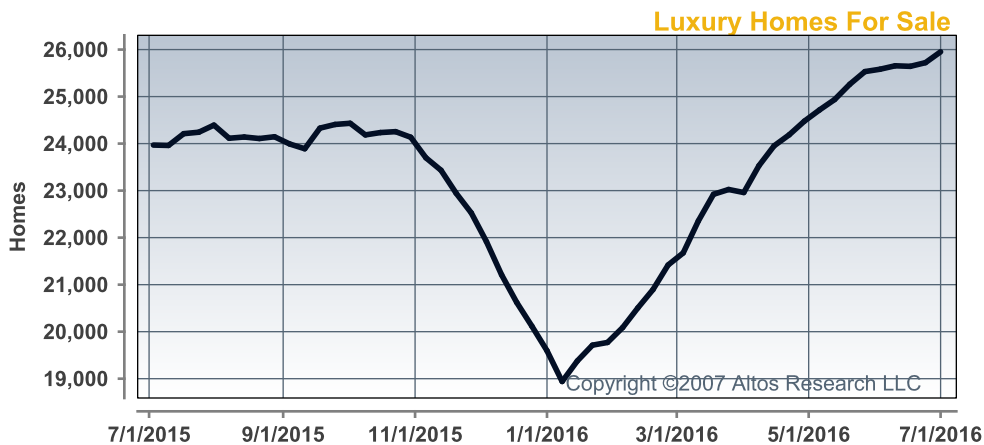
DAYS ON MARKET (DOM)

The properties have been on the market for an average of 151 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	\$ 978,876	4,126	1108	106	89	127	↔↔
ILHM Austin	\$ 983,066	3,767	1112	101	84	133	↔↔
ILHM Baltimore	\$ 870,201	4,455	236	21	15	153	↓
ILHM Boston	\$ 1,913,570	4,722	474	42	36	132	↓
ILHM Charlotte	\$ 799,290	3,658	290	30	25	98	↓
ILHM Chicago	\$ 1,499,929	4,354	1364	67	47	196	↔↔
ILHM Cleveland	\$ 627,472	4,683	296	29	23	154	↔↔
ILHM Dallas	\$ 1,147,110	4,423	1306	118	94	116	↔↔
ILHM Washington	\$ 1,669,591	4,290	1092	106	90	142	↔↔
ILHM Denver	\$ 1,080,225	5,105	628	88	73	146	↔↔
ILHM Detroit	\$ 834,871	4,002	353	34	24	146	↓
ILHM Honolulu	\$ 1,559,756	2,550	652	41	38	160	↑
ILHM Houston	\$ 1,251,868	3,961	1096	78	72	127	↔↔
ILHM Las Vegas	\$ 475,151	2,595	661	55	45	135	↔↔
ILHM Los Angeles	\$ 3,803,527	3,884	1056	108	102	142	↑
ILHM Miami	\$ 2,873,029	4,098	1587	71	73	212	↓
ILHM New York	\$ 5,519,107	6,283	558	39	41	173	↑
ILHM Orlando	\$ 766,269	3,271	843	56	48	133	↔↔
ILHM Philadelphia	\$ 1,033,578	3,919	420	29	23	174	↑
ILHM Phoenix	\$ 1,082,587	3,881	2929	136	181	177	↑
ILHM Portland	\$ 874,405	3,559	483	69	53	118	↓
ILHM Raleigh-Durham	\$ 563,374	3,290	625	45	42	171	↓
ILHM Sacramento/Tahoe	\$ 908,687	2,919	405	42	32	149	↔↔
ILHM Salt Lake	\$ 1,601,464	4,762	672	56	47	143	↑
ILHM San Diego	\$ 2,345,544	3,926	1247	97	84	139	↔↔
ILHM San Francisco	\$ 3,677,514	3,881	208	31	25	87	↓
ILHM Seattle	\$ 1,807,178	3,843	396	79	66	84	↓
ILHM Silicon Valley	\$ 3,116,595	3,297	256	48	42	69	↓
ILHM Tampa	\$ 719,992	3,008	1253	71	71	173	↑
ILHM Twin Cities	\$ 898,291	4,106	796	57	45	160	↓
ILHM Ventura	\$ 1,908,281	3,014	531	59	52	124	↓

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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