

ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,546,019	← →
Asking Price per Square Foot	\$ 390	
Average Days on Market	147	↓
Total Inventory	25,611	
Percent of Properties with Price Decrease	41 %	
Percent Relisted (reset DOM)	12 %	
Percent Flip (price increased)	3 %	
New Listings	1,574	
Absorbed This Week	1,913	
Median House Size (sq ft)	3,923	
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 25611 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,546,018. 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.

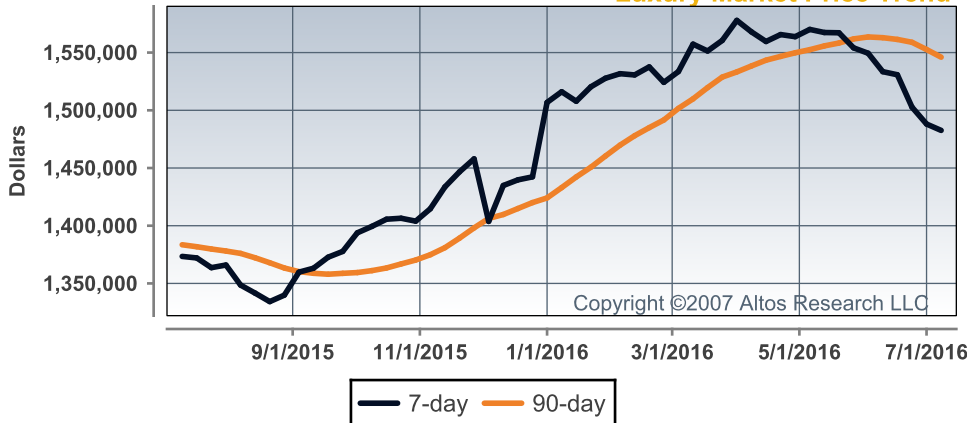
PRICE

Luxury home prices across the ILHM National sample have stayed relatively stable in recent weeks. This week median price is \$1,546,018.

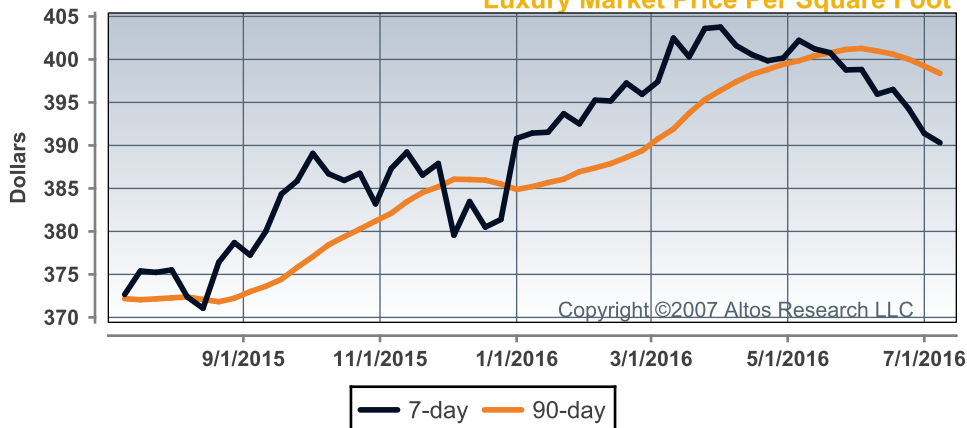
PRICE PER SQUARE FOOT

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 \$398.

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.

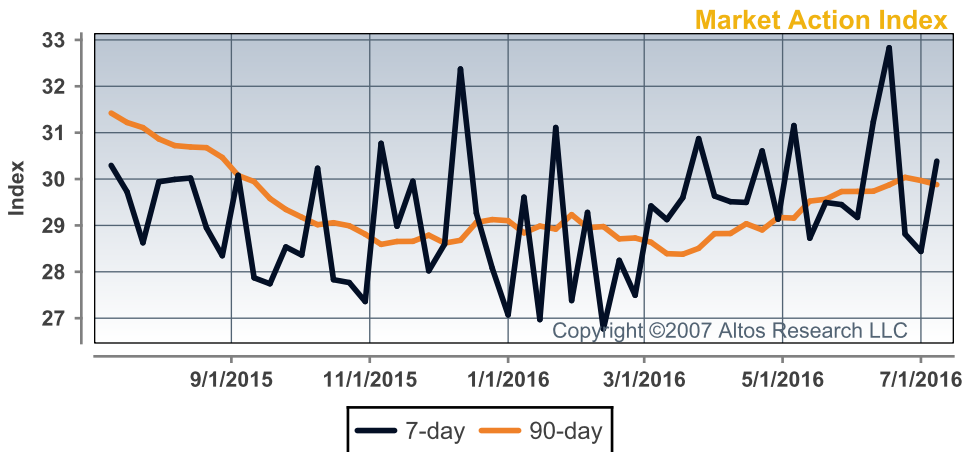
The ILHM National market is currently in the Buyer's Market zone (below 30), though not strongly so. The Market Action Index stands this week at 29 so luxury buyers should expect to find reasonable levels of selection.

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.

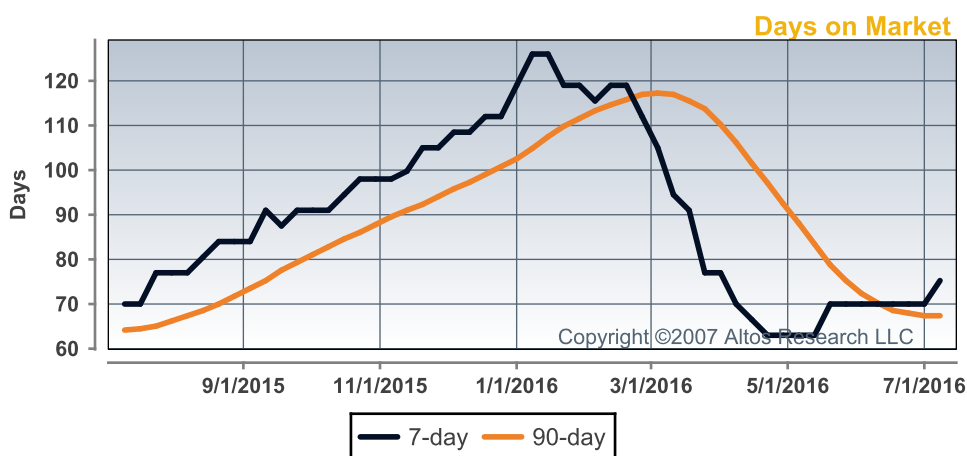
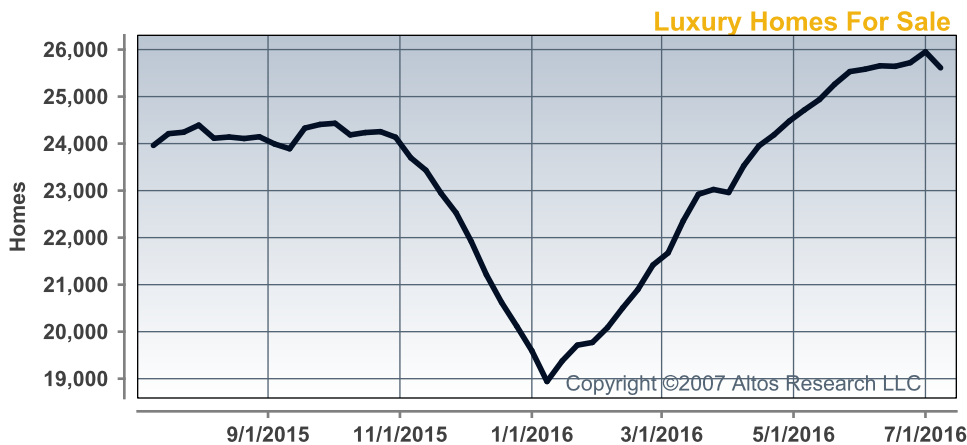
DAYS ON MARKET (DOM)

The properties have been on the market for an average of 150 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	\$ 977,110	4,123	1126	106	88	126	↔
ILHM Austin	\$ 978,568	3,741	1129	98	81	132	↔
ILHM Baltimore	\$ 868,365	4,438	240	20	16	151	↓
ILHM Boston	\$ 1,901,562	4,714	477	40	36	133	↔
ILHM Charlotte	\$ 794,554	3,641	294	29	25	98	↓
ILHM Chicago	\$ 1,494,572	4,349	1383	67	48	194	↔
ILHM Cleveland	\$ 626,853	4,667	301	28	23	154	↓
ILHM Dallas	\$ 1,146,084	4,425	1326	114	92	116	↔
ILHM Washington	\$ 1,666,487	4,306	1103	102	91	142	↔
ILHM Denver	\$ 1,081,107	5,139	640	87	75	144	↔
ILHM Detroit	\$ 831,031	3,986	362	35	25	142	↔
ILHM Honolulu	\$ 1,558,973	2,552	655	41	38	159	↑
ILHM Houston	\$ 1,251,759	3,964	1102	76	69	128	↔
ILHM Las Vegas	\$ 475,590	2,577	672	55	47	133	↑
ILHM Los Angeles	\$ 3,783,674	3,872	1059	107	104	142	↑
ILHM Miami	\$ 2,856,330	4,095	1584	66	70	212	↓
ILHM New York	\$ 5,500,735	6,189	555	38	41	168	↑
ILHM Orlando	\$ 765,932	3,268	850	55	47	133	↔
ILHM Philadelphia	\$ 1,029,932	3,907	423	27	23	171	↔
ILHM Phoenix	\$ 1,081,792	3,881	2881	131	178	179	↑
ILHM Portland	\$ 874,824	3,558	500	71	54	115	↓
ILHM Raleigh-Durham	\$ 564,377	3,292	628	44	40	169	↓
ILHM Sacramento/Tahoe	\$ 901,804	2,898	416	44	33	146	↔
ILHM Salt Lake	\$ 1,585,127	4,726	683	59	46	143	↑
ILHM San Diego	\$ 2,343,092	3,923	1263	99	83	138	↔
ILHM San Francisco	\$ 3,656,339	3,852	213	31	26	85	↔
ILHM Seattle	\$ 1,806,279	3,824	410	81	69	83	↓
ILHM Silicon Valley	\$ 3,112,613	3,300	260	47	43	69	↓
ILHM Tampa	\$ 718,578	3,016	1251	69	71	173	↑
ILHM Twin Cities	\$ 895,315	4,106	809	58	45	158	↔
ILHM Ventura	\$ 1,903,937	3,011	540	60	52	123	↓

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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