

ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,532,370	← →
Asking Price per Square Foot	\$ 389	
Average Days on Market	146	← →
Total Inventory	25,848	
Percent of Properties with Price Decrease	41 %	
Percent Relisted (reset DOM)	12 %	
Percent Flip (price increased)	3 %	
New Listings	1,830	
Absorbed This Week	1,830	
Median House Size (sq ft)	3,911	
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 25848 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,532,369. These homes have been on the market for an average of 146 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.

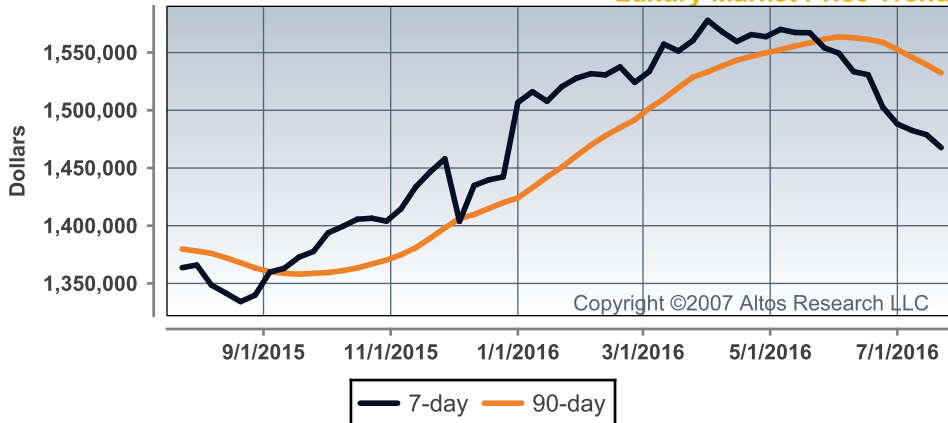
PRICE

Luxury home prices across the ILHM National sample have stayed relatively stable in recent weeks. This week median price is \$1,532,369.

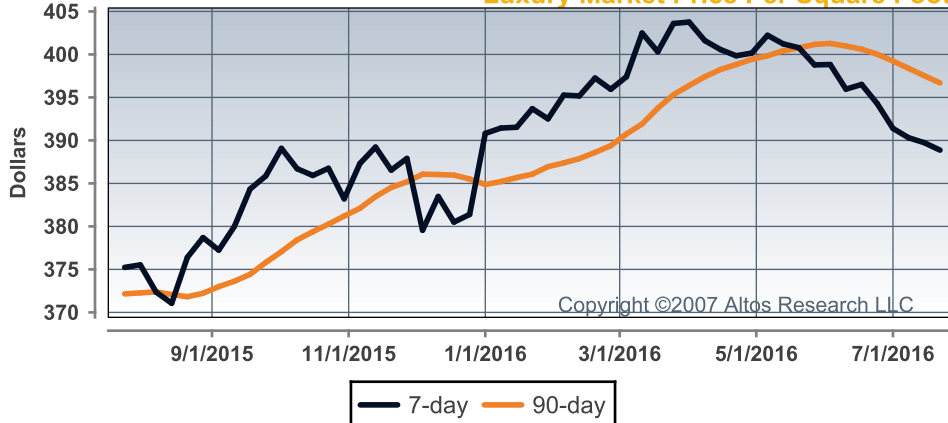
PRICE PER SQUARE FOOT

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 \$396.

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.

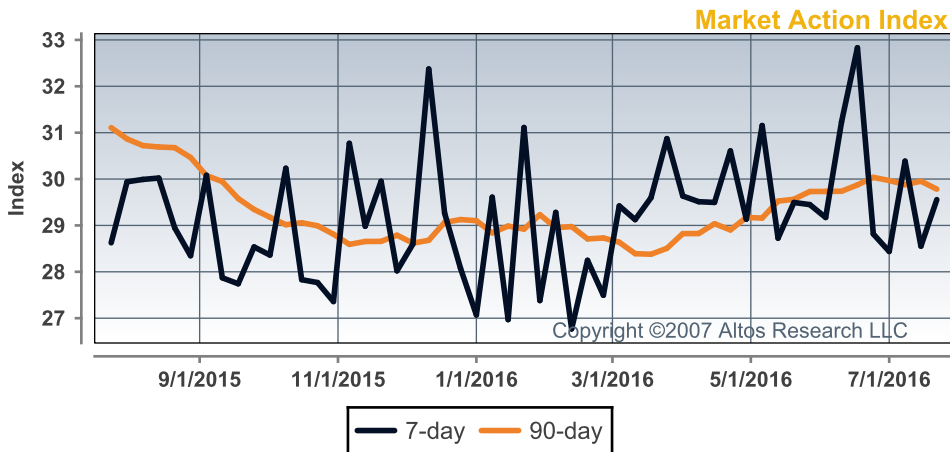
The ILHM National market is currently in the Buyer's Market zone (below 30), though not strongly so. The Market Action Index stands this week at 29 so luxury buyers should expect to find reasonable levels of selection.

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.

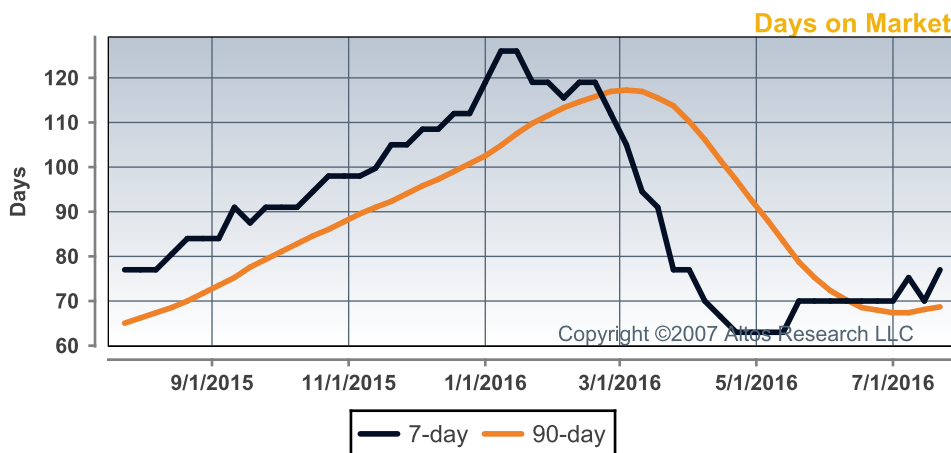
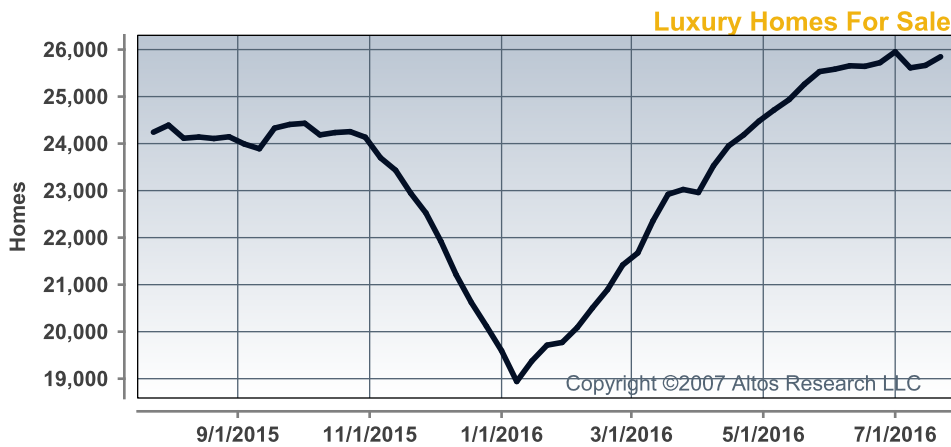
DAYS ON MARKET (DOM)

The properties have been on the market for an average of 149 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	\$ 969,502	4,104	1160	103	88	126	↔
ILHM Austin	\$ 969,298	3,727	1151	94	84	132	↓
ILHM Baltimore	\$ 864,730	4,373	247	20	17	149	↔
ILHM Boston	\$ 1,882,360	4,682	480	37	34	135	↓
ILHM Charlotte	\$ 784,731	3,605	298	27	26	100	↓
ILHM Chicago	\$ 1,485,694	4,343	1411	63	51	191	↔
ILHM Cleveland	\$ 621,025	4,628	308	28	24	153	↔
ILHM Dallas	\$ 1,134,238	4,414	1356	109	93	116	↓
ILHM Washington	\$ 1,659,600	4,326	1110	88	87	144	↓
ILHM Denver	\$ 1,073,514	5,165	661	89	76	140	↔
ILHM Detroit	\$ 819,956	3,967	376	33	25	137	↔
ILHM Honolulu	\$ 1,552,149	2,550	662	42	37	157	↔
ILHM Houston	\$ 1,245,144	3,962	1104	72	71	129	↔
ILHM Las Vegas	\$ 477,833	2,528	699	58	46	129	↔
ILHM Los Angeles	\$ 3,751,653	3,868	1061	104	103	142	↔
ILHM Miami	\$ 2,847,918	4,095	1568	62	83	211	↔
ILHM New York	\$ 5,445,903	6,068	546	36	40	161	↑
ILHM Orlando	\$ 768,030	3,267	858	52	48	134	↔
ILHM Philadelphia	\$ 1,024,645	3,897	422	23	25	170	↑
ILHM Phoenix	\$ 1,077,063	3,876	2765	123	180	181	↑
ILHM Portland	\$ 871,540	3,562	531	72	56	110	↔
ILHM Raleigh-Durham	\$ 565,733	3,295	632	41	39	167	↓
ILHM Sacramento/Tahoe	\$ 890,561	2,843	437	44	33	141	↓
ILHM Salt Lake	\$ 1,559,507	4,648	712	63	46	141	↓
ILHM San Diego	\$ 2,335,490	3,917	1294	96	83	136	↓
ILHM San Francisco	\$ 3,566,448	3,759	219	29	26	86	↓
ILHM Seattle	\$ 1,820,985	3,840	431	79	69	81	↓
ILHM Silicon Valley	\$ 3,123,448	3,317	262	44	42	69	↓
ILHM Tampa	\$ 719,136	3,038	1244	69	72	173	↔
ILHM Twin Cities	\$ 885,014	4,088	836	55	41	157	↓
ILHM Ventura	\$ 1,887,002	2,985	556	58	50	122	↓

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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