

ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,513,950	↔
Asking Price per Square Foot	\$ 407	
Average Days on Market	148	↑
Total Inventory	25,743	
Percent of Properties with Price Decrease	41 %	
Percent Relisted (reset DOM)	12 %	
Percent Flip (price increased)	3 %	
New Listings	1,612	
Absorbed This Week	1,689	
Median House Size (sq ft)	3,883	
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 25743 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,513,949. These homes have been on the market for an average of 148 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.

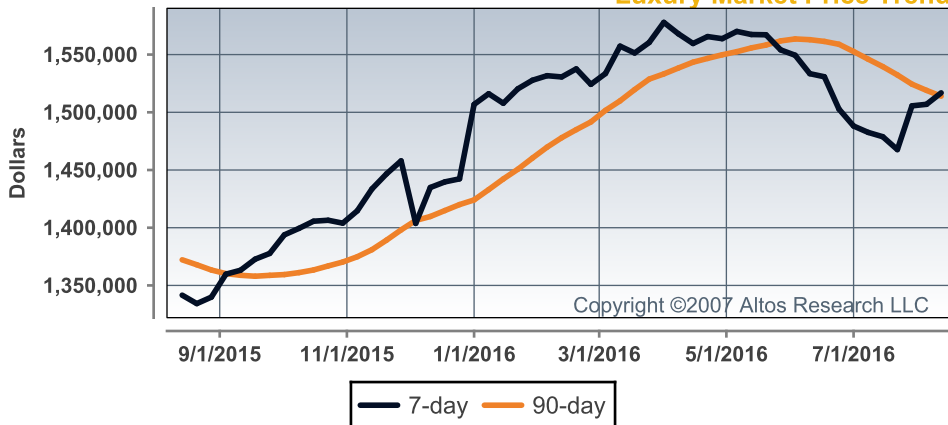
PRICE

Luxury home prices across the ILHM National sample have stayed relatively stable in recent weeks. This week median price is \$1,513,949.

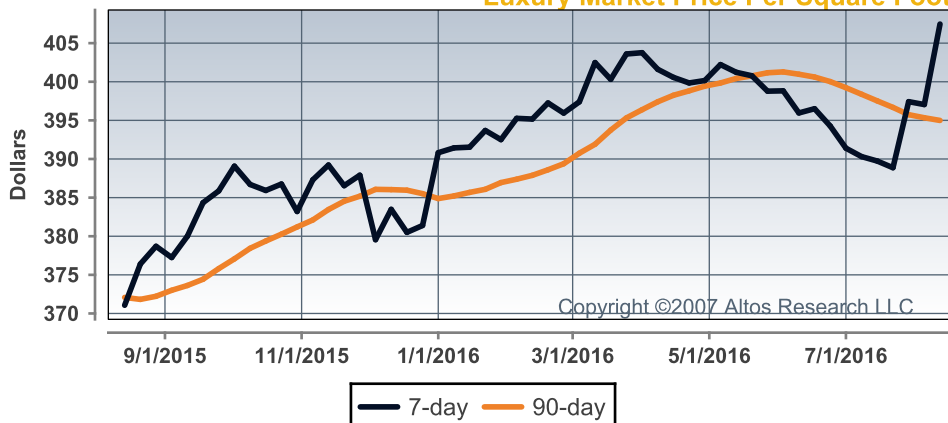
PRICE PER SQUARE FOOT

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 \$394.

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.

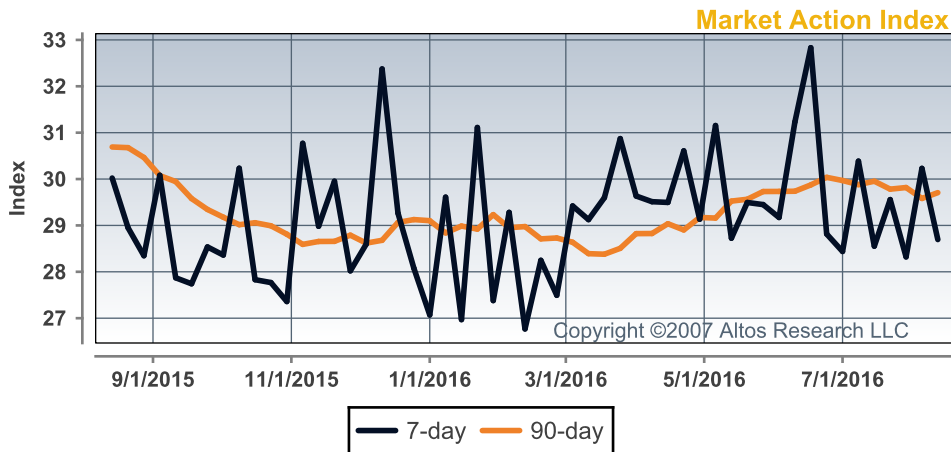
The ILHM National market is currently in the Buyer's Market zone (below 30), though not strongly so. The Market Action Index stands this week at 29 so luxury buyers should expect to find reasonable levels of selection.

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.

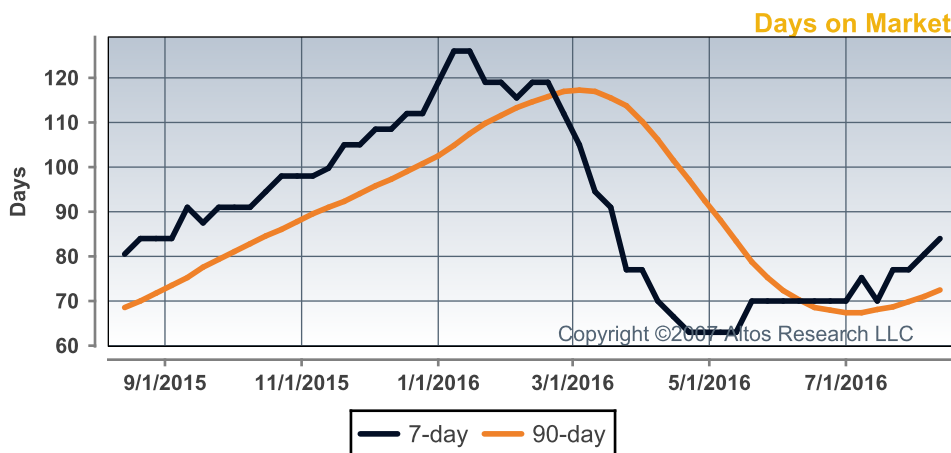
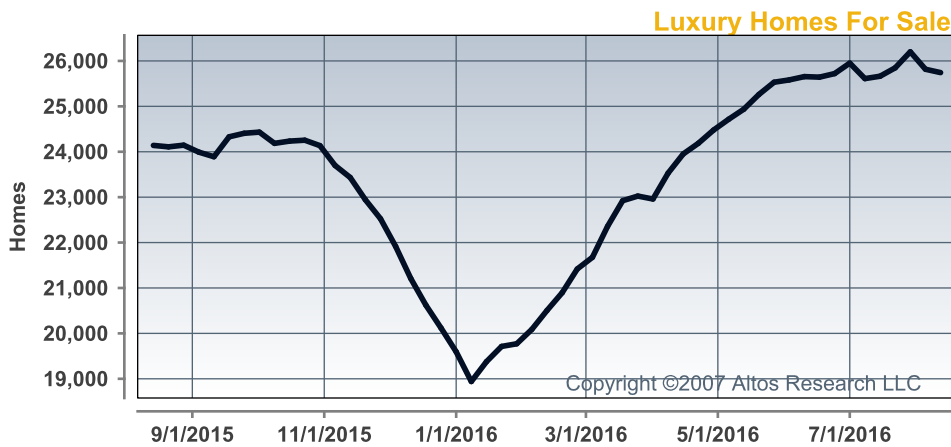
DAYS ON MARKET (DOM)

The properties have been on the market for an average of 147 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	\$ 955,188	4,062	1187	94	92	126	↔
ILHM Austin	\$ 952,769	3,691	1181	93	85	131	↔
ILHM Baltimore	\$ 859,579	4,311	251	19	18	150	↔
ILHM Boston	\$ 1,857,576	4,646	479	31	32	140	↓
ILHM Charlotte	\$ 767,606	3,577	303	26	25	101	↓
ILHM Chicago	\$ 1,472,642	4,332	1432	58	53	189	↔
ILHM Cleveland	\$ 610,426	4,568	320	27	23	151	↓
ILHM Dallas	\$ 1,118,845	4,369	1386	104	98	117	↔
ILHM Washington	\$ 1,655,683	4,353	1094	76	85	150	↓
ILHM Denver	\$ 1,051,319	5,095	695	91	80	135	↔
ILHM Detroit	\$ 808,814	3,936	399	34	25	132	↓
ILHM Honolulu	\$ 1,538,540	2,545	670	41	38	156	↔
ILHM Houston	\$ 1,227,097	3,952	1112	69	69	132	↓
ILHM Las Vegas	\$ 470,334	2,412	779	59	49	121	↓
ILHM Los Angeles	\$ 3,669,421	3,855	1056	108	111	143	↑
ILHM Miami	\$ 2,836,534	4,082	1531	56	81	207	↑
ILHM New York	\$ 5,323,712	5,825	575	56	40	146	↓
ILHM Orlando	\$ 770,688	3,265	864	49	47	136	↔
ILHM Philadelphia	\$ 1,017,928	3,905	415	22	26	168	↑
ILHM Phoenix	\$ 1,069,433	3,871	2575	115	178	185	↑
ILHM Portland	\$ 864,118	3,569	576	72	58	105	↓
ILHM Raleigh-Durham	\$ 566,220	3,284	631	37	39	167	↔
ILHM Sacramento/Tahoe	\$ 875,168	2,793	467	42	34	134	↓
ILHM Salt Lake	\$ 1,531,829	4,531	763	67	47	137	↓
ILHM San Diego	\$ 2,330,424	3,914	1335	98	85	135	↔
ILHM San Francisco	\$ 3,508,368	3,715	219	24	26	91	↓
ILHM Seattle	\$ 1,837,809	3,856	460	80	71	79	↓
ILHM Silicon Valley	\$ 3,123,667	3,377	264	39	38	70	↓
ILHM Tampa	\$ 720,121	3,072	1236	68	71	174	↔
ILHM Twin Cities	\$ 869,436	4,050	876	54	41	156	↓
ILHM Ventura	\$ 1,881,114	2,942	576	57	52	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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