

ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,578,255	↔
Asking Price per Square Foot	\$ 434	
Average Days on Market	189	↑
Total Inventory	19,678	
Percent of Properties with Price Decrease	32 %	
Percent Relisted (reset DOM)	11 %	
Percent Flip (price increased)	5 %	
New Listings	644	
Absorbed This Week	1,604	
Median House Size (sq ft)	3,781	
Median Lot Size	0.50 - 1.0 acre	
Median Age	29	

Altos Research Value Statistics

Market Action Index	Cool. Buyer's Market	28	↔
---------------------	----------------------	----	---

THIS WEEK

The ILHM National Report this week looked at 19678 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,578,254. These homes have been on the market for an average of 189 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.

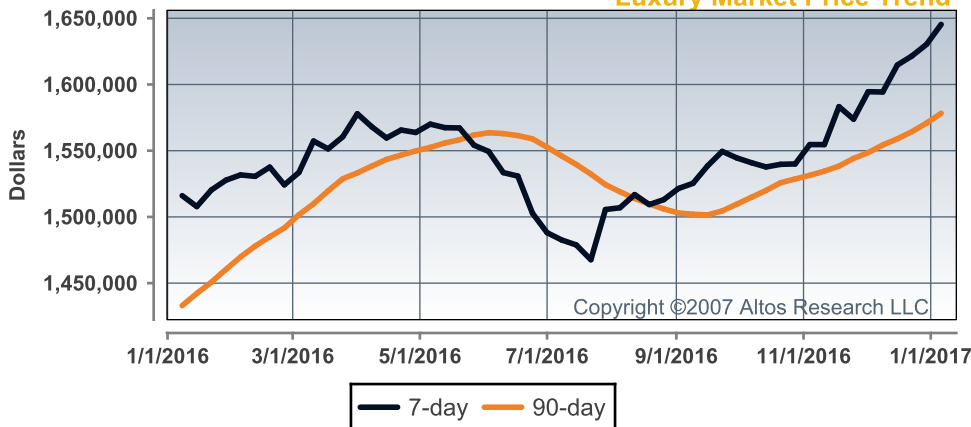
PRICE

Luxury home prices across the ILHM National sample have stayed relatively stable in recent weeks. This week median price is \$1,578,254.

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 \$422.

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.

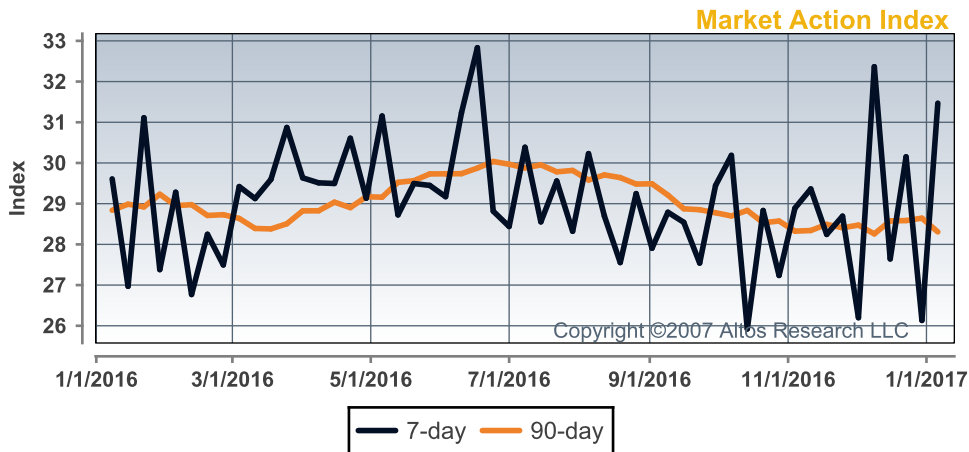
The ILHM National market is currently in the Buyer's Market zone (below 30), though not strongly so. The Market Action Index stands this week at 28 so luxury buyers should expect to find reasonable levels of selection.

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.

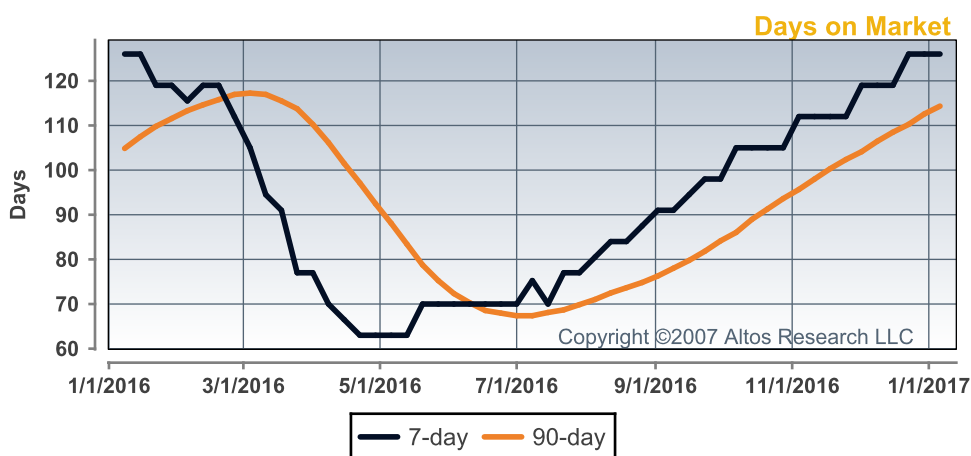
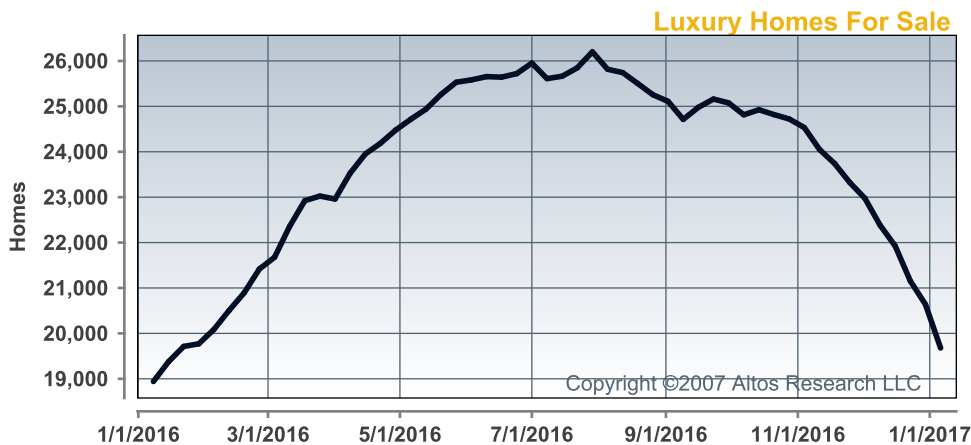
DAYS ON MARKET (DOM)

The properties have been on the market for an average of 171 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	\$ 963,107	4,090	1012	63	68	138	↔
ILHM Austin	\$ 924,380	3,582	986	48	69	156	↓
ILHM Baltimore	\$ 864,867	4,269	198	10	14	177	↔
ILHM Boston	\$ 2,035,278	4,849	402	13	29	187	↑
ILHM Charlotte	\$ 793,512	3,628	294	17	20	125	↔
ILHM Chicago	\$ 1,489,334	4,350	1204	24	50	231	↑
ILHM Cleveland	\$ 572,587	4,686	276	12	20	190	↔
ILHM Dallas	\$ 1,101,894	4,243	1190	58	85	148	↑
ILHM Washington	\$ 1,796,723	4,590	867	41	62	194	↔
ILHM Denver	\$ 1,070,476	4,957	577	39	61	165	↔
ILHM Detroit	\$ 754,076	3,831	386	17	26	156	↑
ILHM Honolulu	\$ 1,594,358	2,556	618	28	35	172	↔
ILHM Houston	\$ 1,240,349	3,898	924	44	60	166	↔
ILHM Las Vegas	\$ 474,394	2,170	961	41	55	131	↓
ILHM Los Angeles	\$ 3,606,426	3,751	1101	75	84	154	↔
ILHM Miami	\$ 2,823,844	3,983	1533	59	51	218	↔
ILHM New York	\$ 5,210,773	5,294	725	24	31	165	↔
ILHM Orlando	\$ 788,281	3,337	698	28	39	171	↔
ILHM Philadelphia	\$ 1,089,970	4,345	309	10	18	198	↔
ILHM Phoenix	\$ 1,104,104	3,916	2555	141	116	182	↓
ILHM Portland	\$ 835,538	3,482	512	33	47	135	↔
ILHM Raleigh-Durham	\$ 572,547	3,295	490	17	30	217	↑
ILHM Sacramento/Tahoe	\$ 925,642	2,908	384	18	31	174	↔
ILHM Salt Lake	\$ 1,618,597	2,235	751	35	43	168	↑
ILHM San Diego	\$ 2,406,565	3,930	1126	51	77	168	↔
ILHM San Francisco	\$ 3,262,233	3,512	183	12	22	117	↑
ILHM Seattle	\$ 1,900,996	3,991	345	29	49	111	↑
ILHM Silicon Valley	\$ 3,216,106	3,478	277	22	25	116	↓
ILHM Tampa	\$ 741,808	3,134	1125	64	72	188	↑
ILHM Twin Cities	\$ 860,139	4,125	696	25	47	199	↑
ILHM Ventura	\$ 1,677,751	2,793	562	48	49	139	↔

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.

Copyright and Disclaimer

All information contained herein is computed by Altos Research LLC for ILHM based on properties currently listed for sale and available publicly. When evaluating a particular property, make sure you use comparable sales data in addition to the market trend information available in this report. The data presented in this report is accurate to the best of our knowledge, but cannot be guaranteed as such. Do not rely on this for accuracy. This report is not a recommendation to buy or to sell real estate. We recommend you work with a licensed real estate agent or broker.

www.luxuryhomemarketing.com

Copyright 2010 Altos Research LLC and The Institute for Luxury Home Marketing

Members of the Institute can find more detailed charts and data in the

"Members Only" section of our website:

www.LuxuryHomeMarketing.com