

ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,625,826	↔
Asking Price per Square Foot	\$ 431	
Average Days on Market	182	↑
Total Inventory	21,495	
Percent of Properties with Price Decrease	32 %	
Percent Relisted (reset DOM)	13 %	
Percent Flip (price increased)	4 %	
New Listings	1,550	
Absorbed This Week	1,315	
Median House Size (sq ft)	3,807	
Median Lot Size	0.50 - 1.0 acre	
Median Age	28	

Altos Research Value Statistics

Market Action Index	Cool. Buyer's Market	28	↔
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THIS WEEK

The ILHM National Report this week looked at 21495 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,625,826. These homes have been on the market for an average of 182 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 \$1,625,826.

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 \$430.

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.

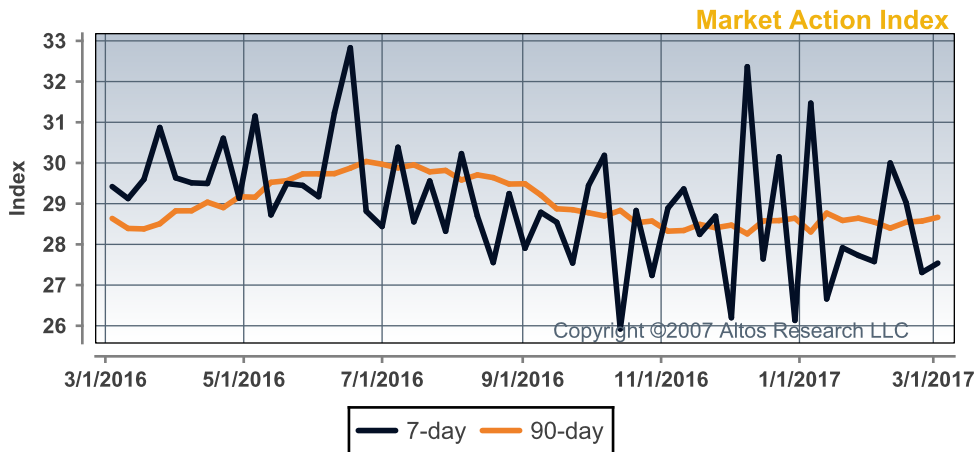
The ILHM National market is currently in the Buyer's Market zone (below 30), though not strongly so. The Market Action Index stands this week at 28 so luxury buyers should expect to find reasonable levels of selection.

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.

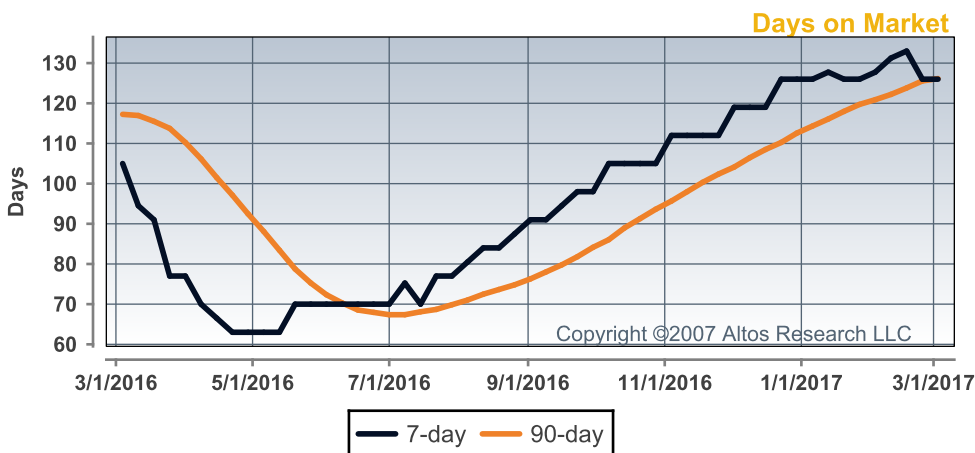
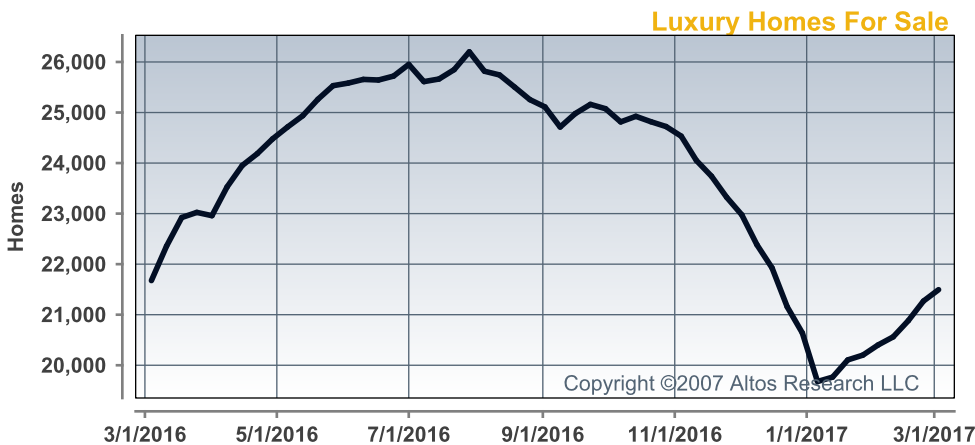
DAYS ON MARKET (DOM)

The properties have been on the market for an average of 184 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	\$ 992,101	4,108	884	60	66	143	↑
ILHM Austin	\$ 949,262	3,638	851	58	63	171	↔
ILHM Baltimore	\$ 849,433	4,090	164	10	13	178	↔
ILHM Boston	\$ 2,213,545	5,207	302	18	24	214	↔
ILHM Charlotte	\$ 813,782	3,752	264	18	22	135	↑
ILHM Chicago	\$ 1,548,539	4,463	1012	38	48	259	↔
ILHM Cleveland	\$ 582,834	4,777	213	11	16	206	↔
ILHM Dallas	\$ 1,109,259	4,177	996	73	83	152	↔
ILHM Washington	\$ 1,873,315	4,654	732	46	53	211	↑
ILHM Denver	\$ 1,148,472	5,204	420	40	51	186	↑
ILHM Detroit	\$ 796,283	3,830	313	15	23	173	↑
ILHM Honolulu	\$ 1,655,620	2,567	563	32	37	183	↔
ILHM Houston	\$ 1,257,032	3,964	802	51	56	180	↔
ILHM Las Vegas	\$ 488,265	2,220	915	44	54	129	↑
ILHM Los Angeles	\$ 3,679,964	3,817	971	66	80	164	↔
ILHM Miami	\$ 2,868,873	3,978	1587	68	58	227	↑
ILHM New York	\$ 5,203,644	5,236	660	26	32	190	↔
ILHM Orlando	\$ 812,700	3,402	628	38	42	185	↑
ILHM Philadelphia	\$ 1,158,649	4,377	247	12	15	217	↔
ILHM Phoenix	\$ 1,134,653	3,952	2774	151	112	183	↔
ILHM Portland	\$ 884,685	3,527	398	29	40	156	↑
ILHM Raleigh-Durham	\$ 573,162	3,239	393	22	27	242	↓
ILHM Sacramento/Tahoe	\$ 957,903	2,889	299	17	24	203	↓
ILHM Salt Lake	\$ 1,783,286	2,368	662	33	36	189	↓
ILHM San Diego	\$ 2,497,869	3,999	956	57	69	179	↔
ILHM San Francisco	\$ 3,260,473	3,447	122	12	15	144	↔
ILHM Seattle	\$ 2,046,963	4,059	239	29	35	123	↔
ILHM Silicon Valley	\$ 3,139,251	3,471	236	18	20	153	↓
ILHM Tampa	\$ 752,854	3,132	1055	69	75	191	↑
ILHM Twin Cities	\$ 900,040	4,188	558	33	40	224	↔
ILHM Ventura	\$ 1,676,617	2,780	534	37	44	150	↔

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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