

ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,630,929	↔
Asking Price per Square Foot	\$ 413	
Average Days on Market	168	↓
Total Inventory	22,829	
Percent of Properties with Price Decrease	34 %	
Percent Relisted (reset DOM)	12 %	
Percent Flip (price increased)	3 %	
New Listings	2,046	
Absorbed This Week	1,882	
Median House Size (sq ft)	3,835	
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 22829 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,630,928. These homes have been on the market for an average of 168 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.

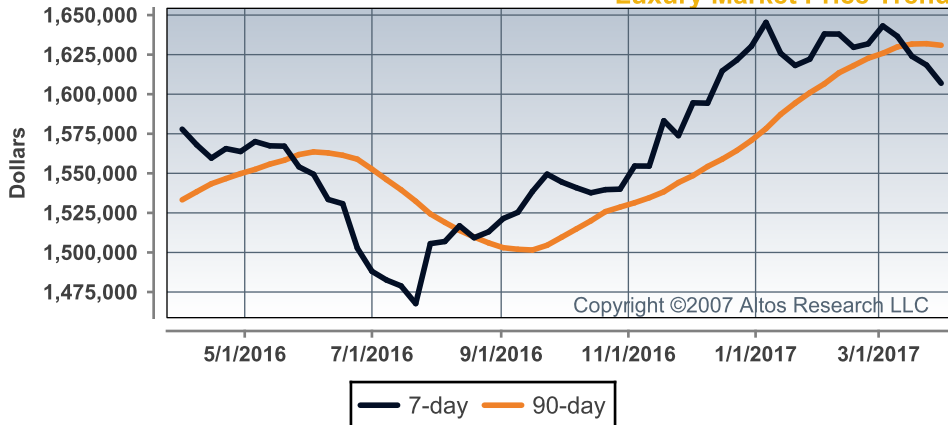
PRICE

Luxury home prices across the ILHM National sample have stayed relatively stable in recent weeks. This week median price is \$1,630,928.

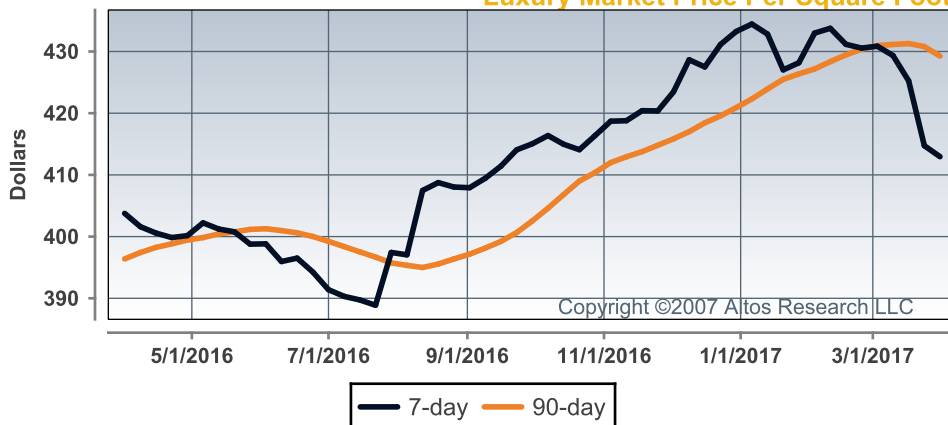
PRICE PER SQUARE FOOT

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 \$429.

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.

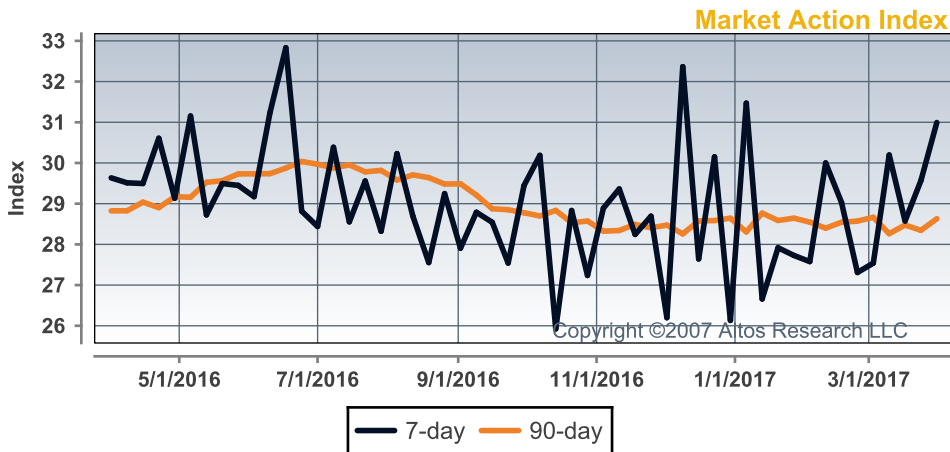
The ILHM National market is currently in the Buyer's Market zone (below 30), though not strongly so. The Market Action Index stands this week at 28 so luxury buyers should expect to find reasonable levels of selection.

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.

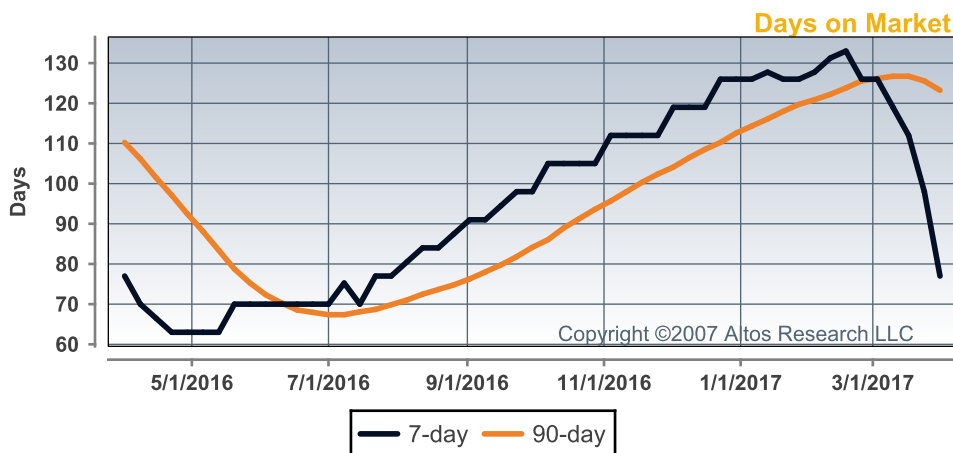
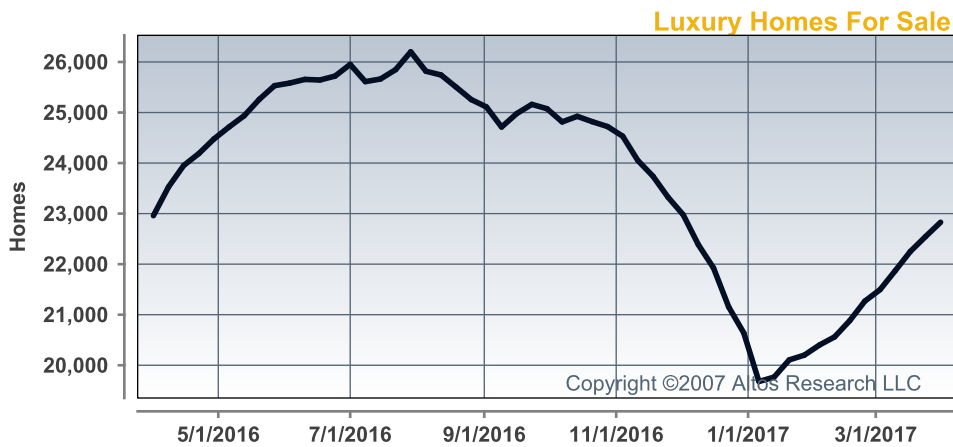
DAYS ON MARKET (DOM)

The properties have been on the market for an average of 183 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	\$ 1,020,110	4,159	913	83	69	141	↔
ILHM Austin	\$ 962,729	3,675	882	82	67	164	↔
ILHM Baltimore	\$ 865,204	4,079	167	15	13	166	↔
ILHM Boston	\$ 2,209,956	5,190	307	28	24	206	↔
ILHM Charlotte	\$ 845,782	3,822	262	26	25	136	↑
ILHM Chicago	\$ 1,545,281	4,395	1056	64	39	256	↓
ILHM Cleveland	\$ 603,196	4,803	205	16	17	198	↑
ILHM Dallas	\$ 1,138,586	4,253	1019	98	81	148	↓
ILHM Washington	\$ 1,876,929	4,654	740	65	56	201	↔
ILHM Denver	\$ 1,163,278	5,279	412	56	51	181	↔
ILHM Detroit	\$ 862,817	3,982	276	17	19	189	↓
ILHM Honolulu	\$ 1,680,916	2,590	551	36	36	184	↔
ILHM Houston	\$ 1,261,659	3,960	813	69	60	174	↑
ILHM Las Vegas	\$ 503,405	2,269	887	51	57	137	↑
ILHM Los Angeles	\$ 3,648,743	3,849	951	79	76	163	↔
ILHM Miami	\$ 2,885,190	3,979	1621	69	60	231	↔
ILHM New York	\$ 5,203,178	5,279	653	31	30	196	↓
ILHM Orlando	\$ 828,879	3,430	627	47	44	185	↔
ILHM Philadelphia	\$ 1,144,170	4,380	252	18	15	212	↔
ILHM Phoenix	\$ 1,123,894	3,937	2950	168	119	180	↔
ILHM Portland	\$ 911,425	3,563	373	38	41	155	↑
ILHM Raleigh-Durham	\$ 573,554	3,239	404	36	29	239	↔
ILHM Sacramento/Tahoe	\$ 967,523	2,898	284	21	22	209	↔
ILHM Salt Lake	\$ 1,858,319	2,587	630	38	41	197	↑
ILHM San Diego	\$ 2,495,272	3,983	941	70	69	176	↔
ILHM San Francisco	\$ 3,272,315	3,405	127	20	16	134	↔
ILHM Seattle	\$ 2,044,299	4,020	237	38	35	116	↔
ILHM Silicon Valley	\$ 3,132,558	3,422	227	29	34	150	↑
ILHM Tampa	\$ 765,038	3,148	1061	69	68	190	↓
ILHM Twin Cities	\$ 916,278	4,196	574	45	35	220	↓
ILHM Ventura	\$ 1,736,616	2,839	514	42	42	152	↔

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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