

ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,627,723	↔
Asking Price per Square Foot	\$ 418	
Average Days on Market	165	↓
Total Inventory	22,759	
Percent of Properties with Price Decrease	34 %	
Percent Relisted (reset DOM)	12 %	
Percent Flip (price increased)	3 %	
New Listings	2,068	
Absorbed This Week	2,072	
Median House Size (sq ft)	3,846	
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 22759 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,627,722. These homes have been on the market for an average of 165 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 \$1,627,722.

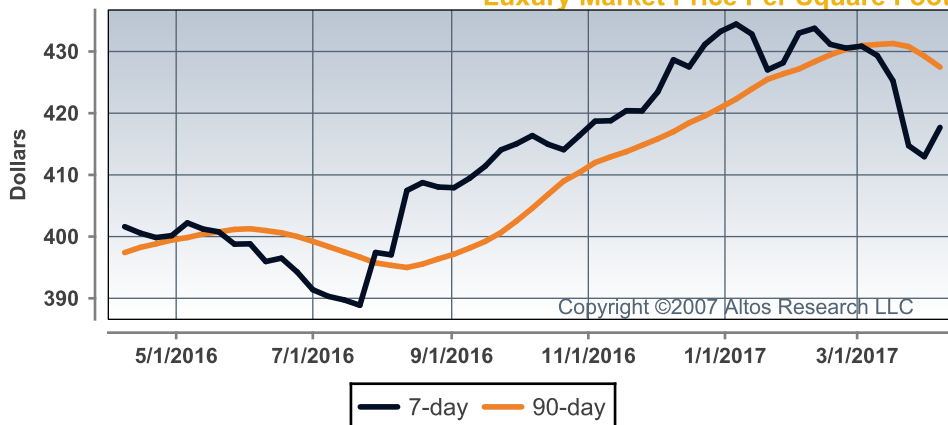
PRICE PER SQUARE FOOT

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 \$427.

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.

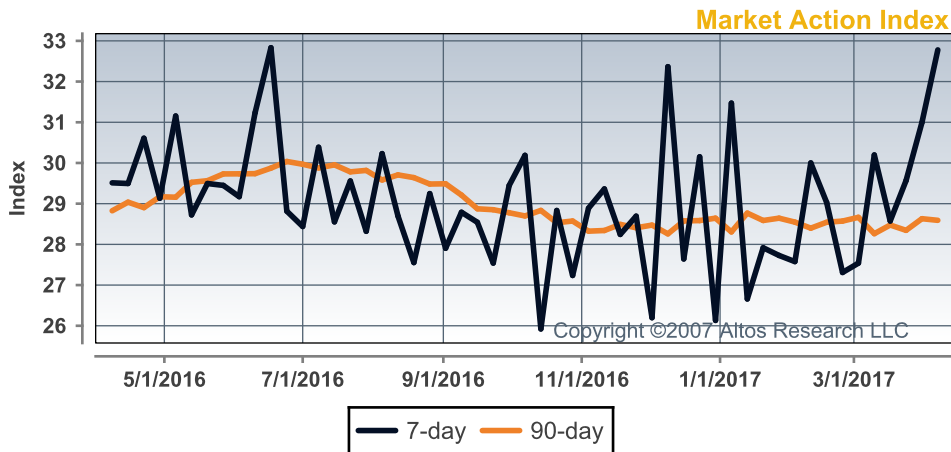
The ILHM National market is currently in the Buyer's Market zone (below 30), though not strongly so. The Market Action Index stands this week at 28 so luxury buyers should expect to find reasonable levels of selection.

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.

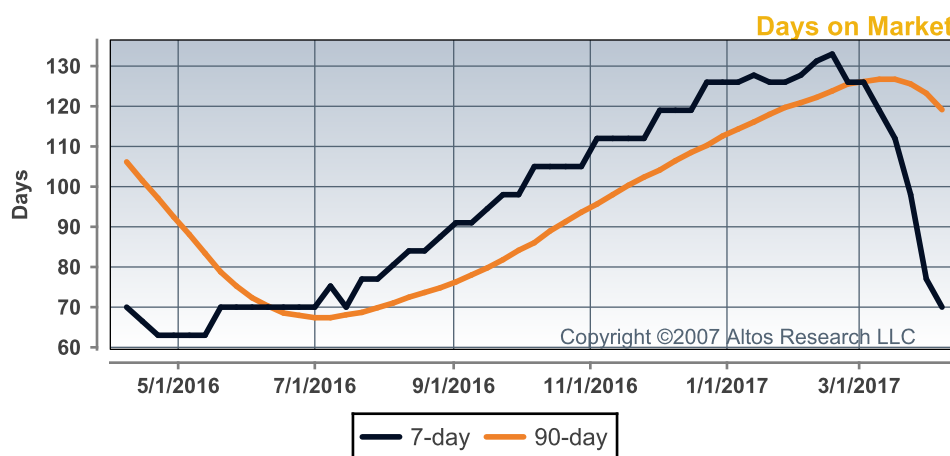
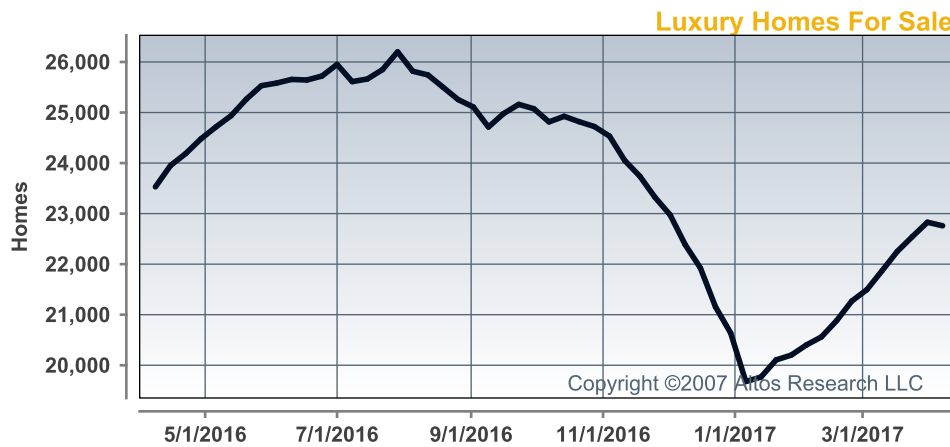
DAYS ON MARKET (DOM)

The properties have been on the market for an average of 182 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	\$ 1,028,128	4,175	933	88	69	140	↔
ILHM Austin	\$ 962,381	3,674	906	88	64	161	↔
ILHM Baltimore	\$ 871,919	4,104	170	16	13	162	↑
ILHM Boston	\$ 2,210,805	5,187	313	31	25	202	↔
ILHM Charlotte	\$ 850,994	3,823	265	27	24	135	↑
ILHM Chicago	\$ 1,540,525	4,365	1087	69	38	252	↓
ILHM Cleveland	\$ 610,702	4,816	205	17	18	195	↑
ILHM Dallas	\$ 1,145,917	4,280	1044	105	80	146	↓
ILHM Washington	\$ 1,872,226	4,650	756	73	57	197	↑
ILHM Denver	\$ 1,158,275	5,256	420	61	53	176	↑
ILHM Detroit	\$ 876,701	4,009	272	19	19	190	↔
ILHM Honolulu	\$ 1,677,902	2,591	555	38	35	184	↔
ILHM Houston	\$ 1,264,762	3,959	828	76	61	170	↑
ILHM Las Vegas	\$ 507,962	2,284	882	54	60	139	↑
ILHM Los Angeles	\$ 3,640,515	3,846	970	91	73	161	↓
ILHM Miami	\$ 2,886,228	3,975	1631	70	60	232	↔
ILHM New York	\$ 5,192,328	5,359	641	35	46	190	↑
ILHM Orlando	\$ 831,128	3,432	634	50	44	184	↑
ILHM Philadelphia	\$ 1,134,673	4,387	256	19	15	210	↑
ILHM Phoenix	\$ 1,120,085	3,932	3002	173	121	179	↔
ILHM Portland	\$ 916,202	3,575	371	40	42	155	↑
ILHM Raleigh-Durham	\$ 575,317	3,246	413	39	29	235	↑
ILHM Sacramento/Tahoe	\$ 968,694	2,902	284	22	22	208	↔
ILHM Salt Lake	\$ 1,871,579	2,820	627	40	40	196	↑
ILHM San Diego	\$ 2,489,617	3,969	949	78	70	175	↔
ILHM San Francisco	\$ 3,228,267	3,389	134	22	16	127	↓
ILHM Seattle	\$ 2,047,973	4,017	244	44	37	113	↑
ILHM Silicon Valley	\$ 3,136,408	3,407	223	31	35	145	↑
ILHM Tampa	\$ 767,298	3,152	1063	70	69	190	↑
ILHM Twin Cities	\$ 918,927	4,194	588	49	35	217	↓
ILHM Ventura	\$ 1,742,978	2,847	517	45	42	151	↔

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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