

ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,621,519	↔
Asking Price per Square Foot	\$ 413	
Average Days on Market	152	↓
Total Inventory	24,908	
Percent of Properties with Price Decrease	39 %	
Percent Relisted (reset DOM)	12 %	
Percent Flip (price increased)	3 %	
New Listings	1,854	
Absorbed This Week	1,807	
Median House Size (sq ft)	3,949	
Median Lot Size	0.50 - 1.0 acre	
Median Age	29	

Altos Research Value Statistics

Market Action Index	Warm Seller's Market	30	↔
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THIS WEEK

The ILHM National Report this week looked at 24908 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,621,519. These homes have been on the market for an average of 152 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.

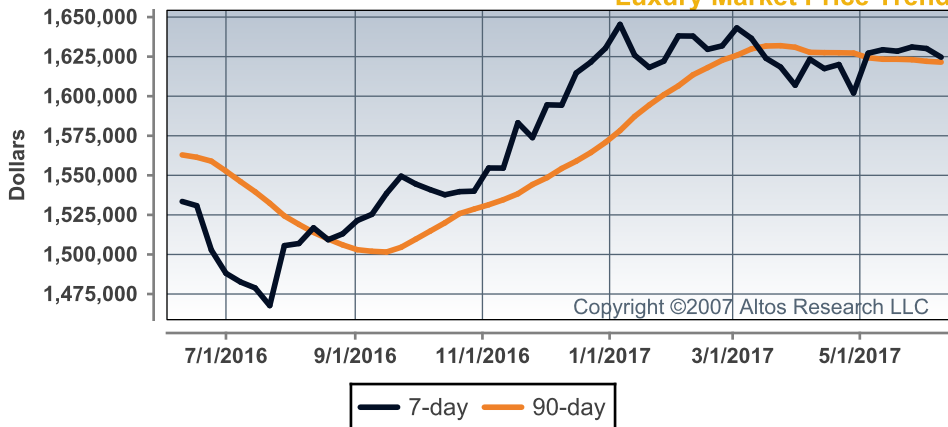
PRICE

Luxury home prices across the ILHM National sample have stayed relatively stable in recent weeks. This week median price is \$1,621,519.

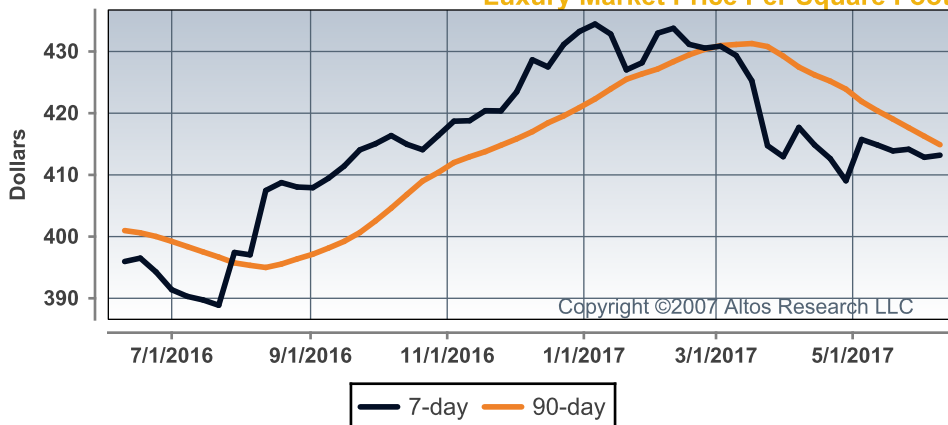
PRICE PER SQUARE FOOT

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 \$414.

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.

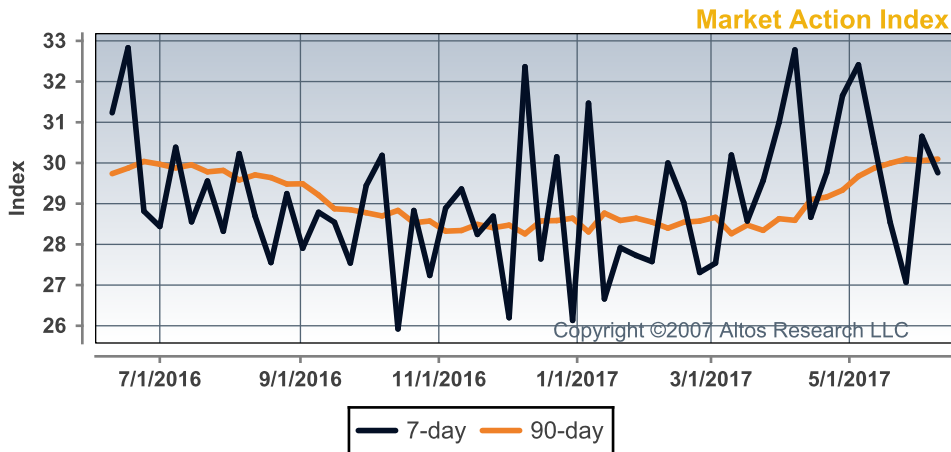
The ILHM National market is currently slightly in the Seller's Market zone (greater than 30). The Market Action Index stands at 30 which indicates that luxury demand is relatively strong but the available supply of new listings doesn't get acquired immediately.

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 county.

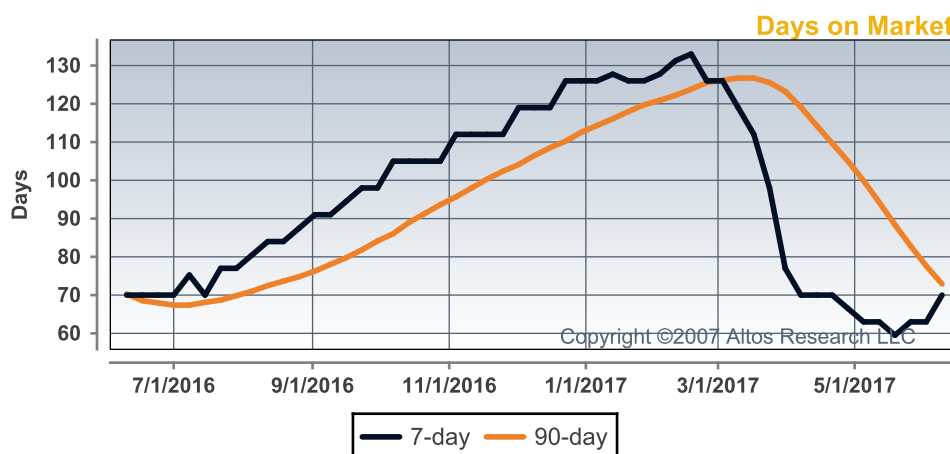
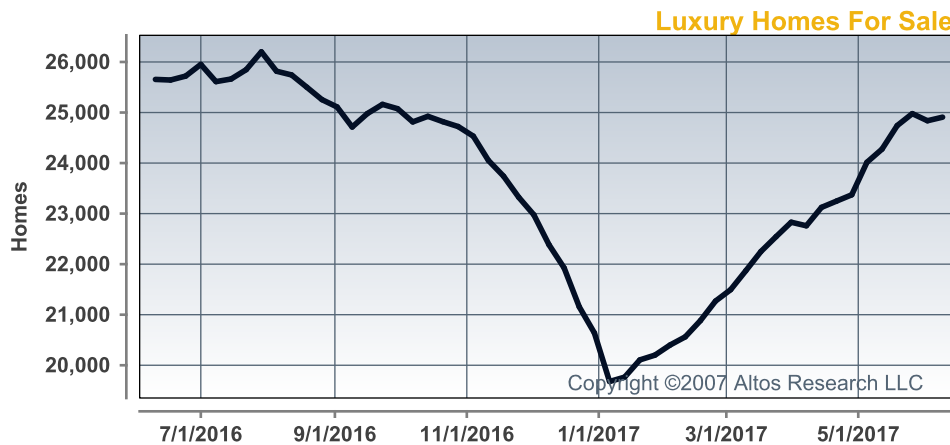
DAYS ON MARKET (DOM)

The properties have been on the market for an average of 162 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	\$ 1,056,253	4,337	1118	103	91	126	↑
ILHM Austin	\$ 999,371	3,713	1110	111	87	130	↔
ILHM Baltimore	\$ 969,831	4,378	213	20	16	125	↔
ILHM Boston	\$ 2,116,925	5,008	377	36	33	164	↑
ILHM Charlotte	\$ 900,356	3,831	310	31	25	121	↓
ILHM Chicago	\$ 1,454,883	4,147	1397	74	49	216	↑
ILHM Cleveland	\$ 632,366	4,848	237	28	22	157	↑
ILHM Dallas	\$ 1,191,470	4,444	1272	116	92	124	↓
ILHM Washington	\$ 1,822,695	4,601	953	103	80	154	↔
ILHM Denver	\$ 1,125,362	5,201	510	80	68	141	↔
ILHM Detroit	\$ 874,944	3,992	296	27	22	164	↔
ILHM Honolulu	\$ 1,590,423	2,551	582	42	39	172	↔
ILHM Houston	\$ 1,304,406	3,958	1002	87	69	143	↓
ILHM Las Vegas	\$ 536,660	2,349	830	59	68	149	↑
ILHM Los Angeles	\$ 3,923,273	3,968	1129	108	90	148	↔
ILHM Miami	\$ 2,846,499	3,976	1643	87	90	239	↓
ILHM New York	\$ 5,115,495	5,625	553	33	41	140	↔
ILHM Orlando	\$ 834,592	3,434	710	54	46	168	↔
ILHM Philadelphia	\$ 1,086,914	4,262	325	28	20	171	↑
ILHM Phoenix	\$ 1,119,265	3,942	3050	137	160	182	↑
ILHM Portland	\$ 909,598	3,547	440	66	52	130	↔
ILHM Raleigh-Durham	\$ 592,834	3,330	518	46	38	195	↓
ILHM Sacramento/Tahoe	\$ 933,114	2,834	319	35	26	183	↔
ILHM Salt Lake	\$ 1,917,120	4,852	608	58	52	168	↔
ILHM San Diego	\$ 2,493,609	4,037	1086	105	81	154	↔
ILHM San Francisco	\$ 3,471,217	3,716	192	30	26	88	↑
ILHM Seattle	\$ 2,097,567	3,964	316	66	55	89	↑
ILHM Silicon Valley	\$ 3,379,806	3,457	202	48	51	85	↑
ILHM Tampa	\$ 786,414	3,213	1032	69	74	186	↔
ILHM Twin Cities	\$ 929,574	4,186	685	55	46	181	↔
ILHM Ventura	\$ 1,890,861	2,880	569	65	59	127	↔

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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