

ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,622,331	↔
Asking Price per Square Foot	\$ 406	
Average Days on Market	155	↓
Total Inventory	24,177	
Percent of Properties with Price Decrease	42 %	
Percent Relisted (reset DOM)	13 %	
Percent Flip (price increased)	6 %	
New Listings	1,543	
Absorbed This Week	1,588	
Median House Size (sq ft)	3,967	
Median Lot Size	1.0 - 2.5 acres	
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 24177 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,622,331. These homes have been on the market for an average of 155 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.

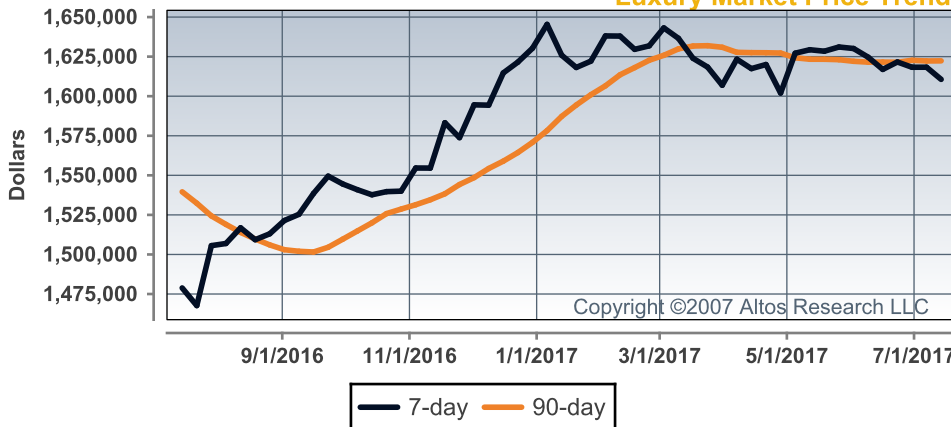
PRICE

Luxury home prices across the ILHM National sample have stayed relatively stable in recent weeks. This week median price is \$1,622,331.

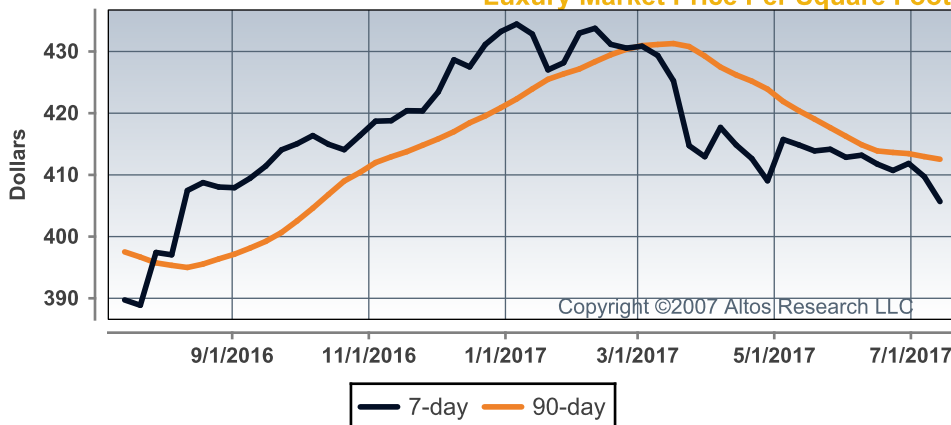
PRICE PER SQUARE FOOT

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 \$412.

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.

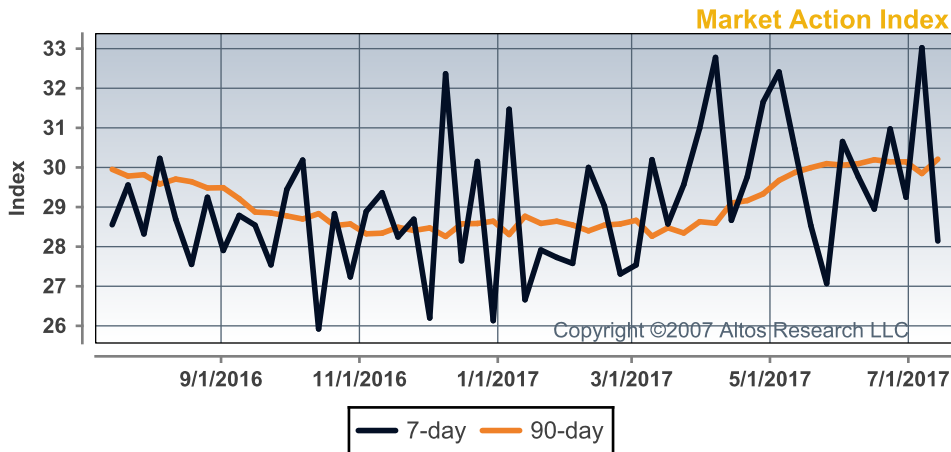
The ILHM National market is currently slightly in the Seller's Market zone (greater than 30). The Market Action Index stands at 30 which indicates that luxury demand is relatively strong but the available supply of new listings doesn't get acquired immediately.

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.

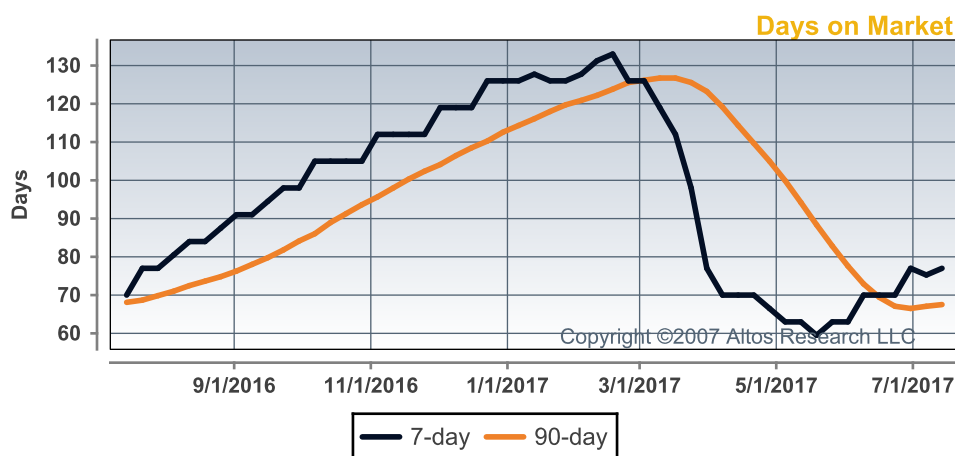
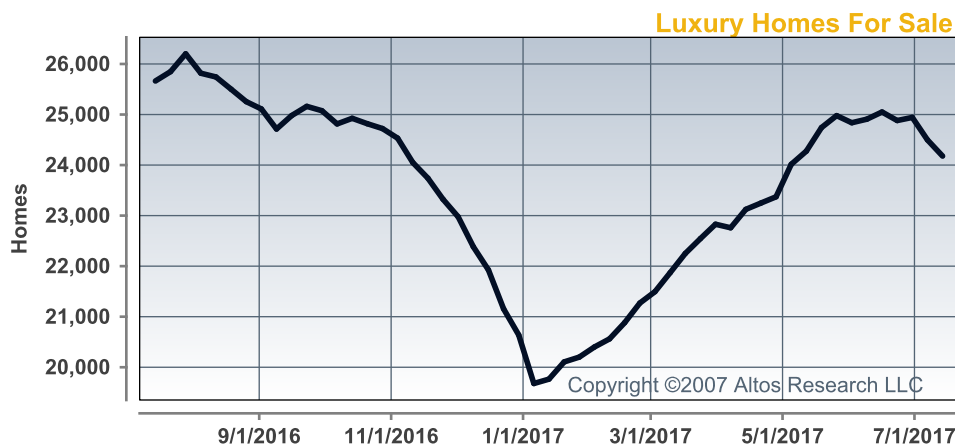
DAYS ON MARKET (DOM)

The properties have been on the market for an average of 155 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	\$ 1,053,751	4,477	1196	97	86	120	↓
ILHM Austin	\$ 977,032	3,643	1205	102	84	126	↓
ILHM Baltimore	\$ 984,998	4,448	226	18	17	123	↑
ILHM Boston	\$ 2,064,002	4,903	407	34	27	155	↓
ILHM Charlotte	\$ 892,777	3,777	334	30	27	117	↔
ILHM Chicago	\$ 1,416,765	4,159	1476	63	53	206	↑
ILHM Cleveland	\$ 607,937	4,781	261	27	23	145	↓
ILHM Dallas	\$ 1,186,334	4,461	1348	111	102	118	↔
ILHM Washington	\$ 1,781,675	4,528	1040	92	87	142	↔
ILHM Denver	\$ 1,128,872	5,200	562	83	73	129	↔
ILHM Detroit	\$ 860,211	3,919	334	31	24	145	↔
ILHM Honolulu	\$ 1,535,897	2,513	592	43	42	163	↑
ILHM Houston	\$ 1,307,189	3,918	1079	79	69	138	↓
ILHM Las Vegas	\$ 537,332	2,352	804	58	64	153	↔
ILHM Los Angeles	\$ 4,064,019	4,041	1182	96	91	144	↓
ILHM Miami	\$ 2,824,837	4,001	1601	85	96	244	↔
ILHM New York	\$ 5,103,131	5,546	559	30	23	135	↓
ILHM Orlando	\$ 822,233	3,432	730	50	50	161	↑
ILHM Philadelphia	\$ 1,064,702	4,227	370	30	22	155	↔
ILHM Phoenix	\$ 1,125,095	3,968	2791	118	196	187	↑
ILHM Portland	\$ 876,902	3,475	528	77	64	112	↑
ILHM Raleigh-Durham	\$ 588,994	3,326	546	42	39	183	↔
ILHM Sacramento/Tahoe	\$ 905,695	2,723	362	39	30	164	↑
ILHM Salt Lake	\$ 1,837,212	4,979	662	67	52	153	↓
ILHM San Diego	\$ 2,567,370	4,151	1178	105	87	143	↔
ILHM San Francisco	\$ 3,729,584	3,929	203	28	28	88	↑
ILHM Seattle	\$ 2,066,523	3,837	385	81	65	76	↔
ILHM Silicon Valley	\$ 3,669,346	3,659	214	42	42	83	↓
ILHM Tampa	\$ 792,386	3,257	1000	66	71	184	↔
ILHM Twin Cities	\$ 910,901	4,135	719	56	50	167	↔
ILHM Ventura	\$ 1,892,459	2,840	585	57	57	123	↓

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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