

ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,619,704	↔
Asking Price per Square Foot	\$ 411	
Average Days on Market	158	↑
Total Inventory	24,211	
Percent of Properties with Price Decrease	41 %	
Percent Relisted (reset DOM)	12 %	
Percent Flip (price increased)	6 %	
New Listings	1,430	
Absorbed This Week	1,683	
Median House Size (sq ft)	3,972	
Median Lot Size	1.0 - 2.5 acres	
Median Age	29	

Altos Research Value Statistics

Market Action Index	Cool. Buyer's Market	29	↔
---------------------	----------------------	----	---

THIS WEEK

The ILHM National Report this week looked at 24211 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,619,703. These homes have been on the market for an average of 158 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.

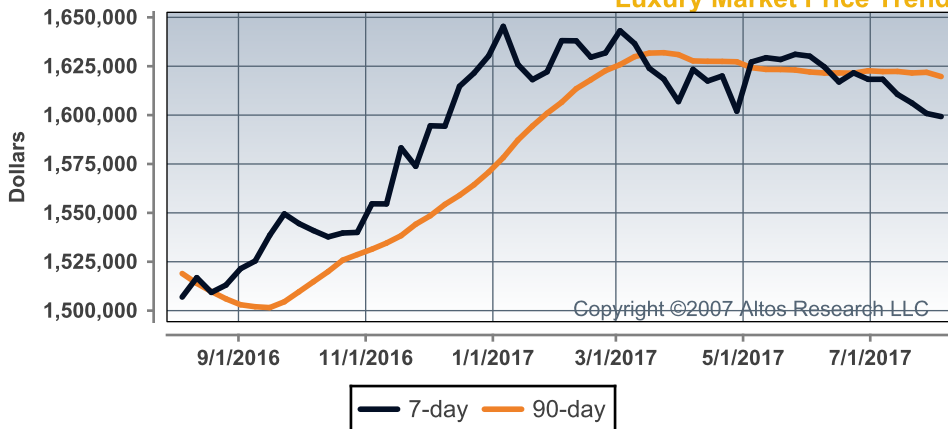
PRICE

Luxury home prices across the ILHM National sample have stayed relatively stable in recent weeks. This week median price is \$1,619,703.

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 \$411.

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.

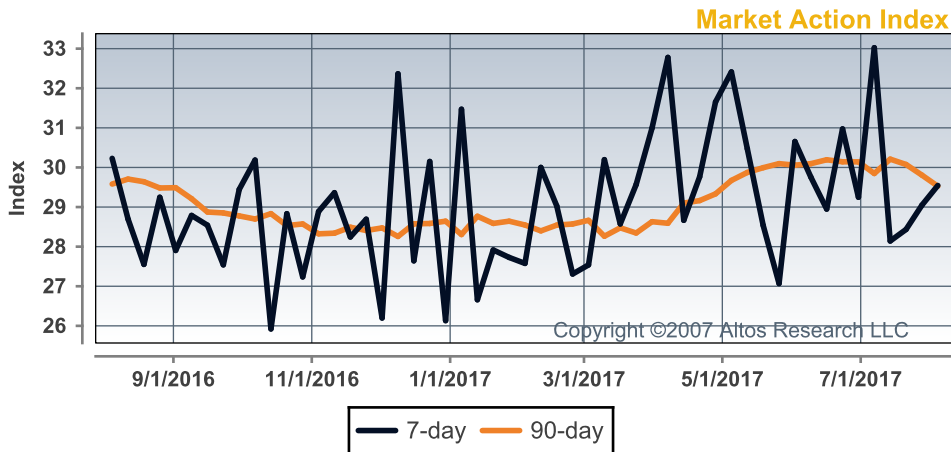
The ILHM National market is currently in the Buyer's Market zone (below 30), though not strongly so. The Market Action Index stands this week at 29 so luxury buyers should expect to find reasonable levels of selection.

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.

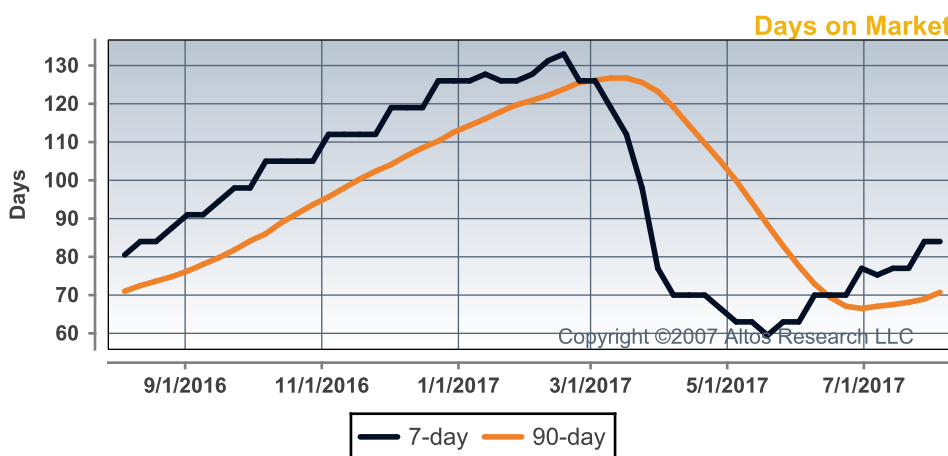
DAYS ON MARKET (DOM)

The properties have been on the market for an average of 154 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.	Absor bed	Avg. DoM	MAI Trend
ILHM Atlanta	\$ 1,040,462	4,532	1231	89	90	117	↔↔
ILHM Austin	\$ 947,788	3,578	1245	90	86	127	↔↔
ILHM Baltimore	\$ 983,812	4,465	227	17	17	125	↔↔
ILHM Boston	\$ 2,023,568	4,844	432	31	22	154	↓
ILHM Charlotte	\$ 888,603	3,741	339	28	26	117	↔↔
ILHM Chicago	\$ 1,402,811	4,177	1488	56	55	204	↔↔
ILHM Cleveland	\$ 597,942	4,762	278	27	21	141	↓
ILHM Dallas	\$ 1,165,928	4,435	1375	108	98	117	↔↔
ILHM Washington	\$ 1,760,746	4,480	1054	85	84	140	↔↔
ILHM Denver	\$ 1,121,187	5,151	587	78	70	126	↓
ILHM Detroit	\$ 854,451	3,882	353	30	24	139	↓
ILHM Honolulu	\$ 1,539,359	2,529	594	41	40	161	↔↔
ILHM Houston	\$ 1,301,239	3,893	1103	72	65	138	↔↔
ILHM Las Vegas	\$ 497,596	2,320	764	53	65	156	↑
ILHM Los Angeles	\$ 4,056,961	4,018	1211	98	90	142	↓
ILHM Miami	\$ 2,810,764	4,017	1584	52	66	248	↓
ILHM New York	\$ 5,068,034	5,802	574	26	24	142	↔↔
ILHM Orlando	\$ 814,358	3,426	725	45	47	162	↔↔
ILHM Philadelphia	\$ 1,065,736	4,259	382	24	22	153	↔↔
ILHM Phoenix	\$ 1,131,595	3,987	2541	103	184	190	↑
ILHM Portland	\$ 850,236	3,417	584	84	65	105	↑
ILHM Raleigh-Durham	\$ 588,143	3,325	549	34	37	181	↔↔
ILHM Sacramento/Tahoe	\$ 891,528	2,642	395	42	29	155	↓
ILHM Salt Lake	\$ 1,788,550	4,876	711	68	50	147	↓
ILHM San Diego	\$ 2,599,780	4,201	1221	100	86	140	↓
ILHM San Francisco	\$ 3,842,720	4,063	196	23	26	94	↓
ILHM Seattle	\$ 2,042,112	3,802	425	79	67	73	↓
ILHM Silicon Valley	\$ 3,844,550	3,783	212	37	39	88	↓
ILHM Tampa	\$ 784,707	3,258	992	65	67	183	↓
ILHM Twin Cities	\$ 890,559	4,089	741	56	47	159	↓
ILHM Ventura	\$ 1,912,344	2,860	580	52	55	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.

Copyright and Disclaimer

All information contained herein is computed by Altos Research LLC for ILHM based on properties currently listed for sale and available publicly. When evaluating a particular property, make sure you use comparable sales data in addition to the market trend information available in this report. The data presented in this report is accurate to the best of our knowledge, but cannot be guaranteed as such. Do not rely on this for accuracy. This report is not a recommendation to buy or to sell real estate. We recommend you work with a licensed real estate agent or broker.

www.luxuryhomemarketing.com

Copyright 2010 Altos Research LLC and The Institute for Luxury Home Marketing

Members of the Institute can find more detailed charts and data in the

"Members Only" section of our website:

www.LuxuryHomeMarketing.com