

ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,600,993	← →
Asking Price per Square Foot	\$ 406	
Average Days on Market	168	↑
Total Inventory	23,079	
Percent of Properties with Price Decrease	42 %	
Percent Relisted (reset DOM)	14 %	
Percent Flip (price increased)	5 %	
New Listings	1,595	
Absorbed This Week	1,473	
Median House Size (sq ft)	3,978	
Median Lot Size	1.0 - 2.5 acres	
Median Age	30	

Altos Research Value Statistics

Market Action Index	Cool. Buyer's Market	29	← →
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THIS WEEK

The ILHM National Report this week looked at 23079 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,600,992. 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.

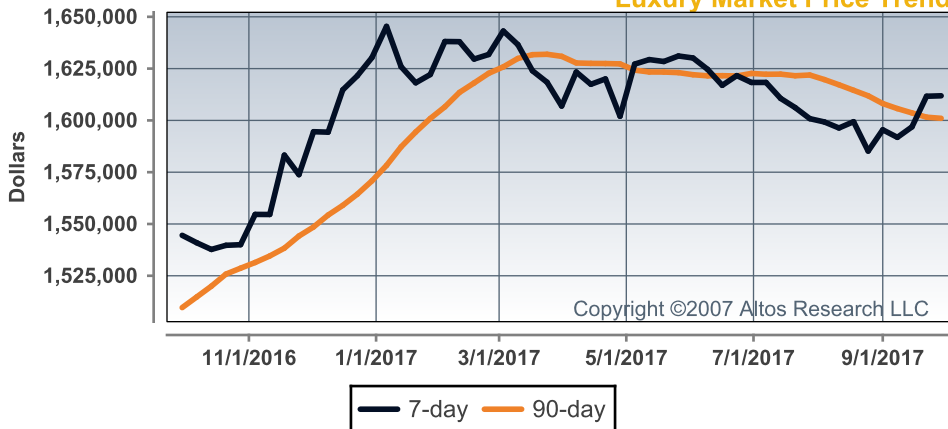
PRICE

Luxury home prices across the ILHM National sample have stayed relatively stable in recent weeks. This week median price is \$1,600,992.

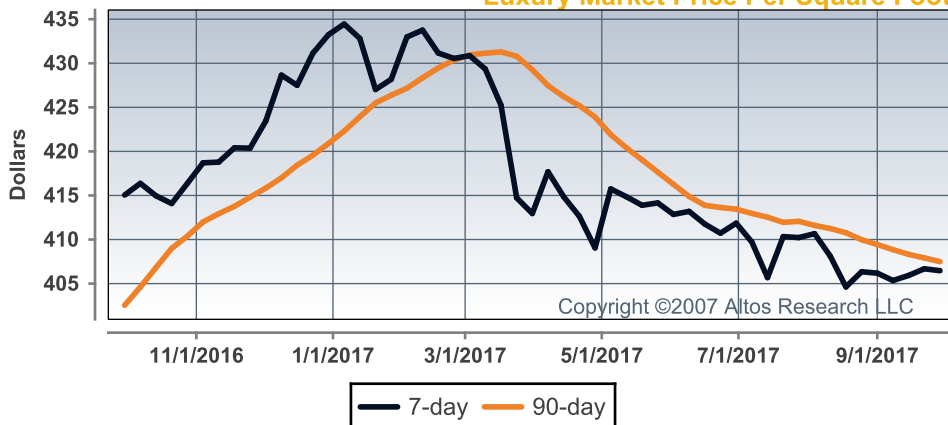
PRICE PER SQUARE FOOT

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 \$407.

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.

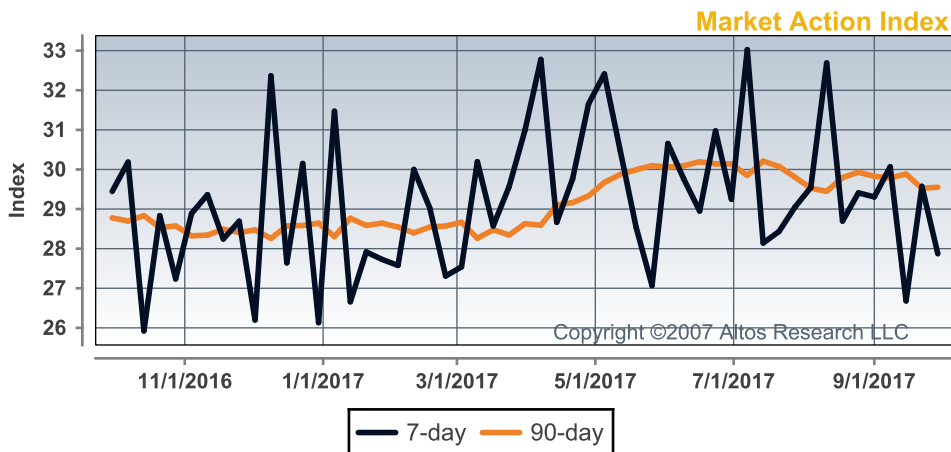
The ILHM National market is currently in the Buyer's Market zone (below 30), though not strongly so. The Market Action Index stands this week at 29 so luxury buyers should expect to find reasonable levels of selection.

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.

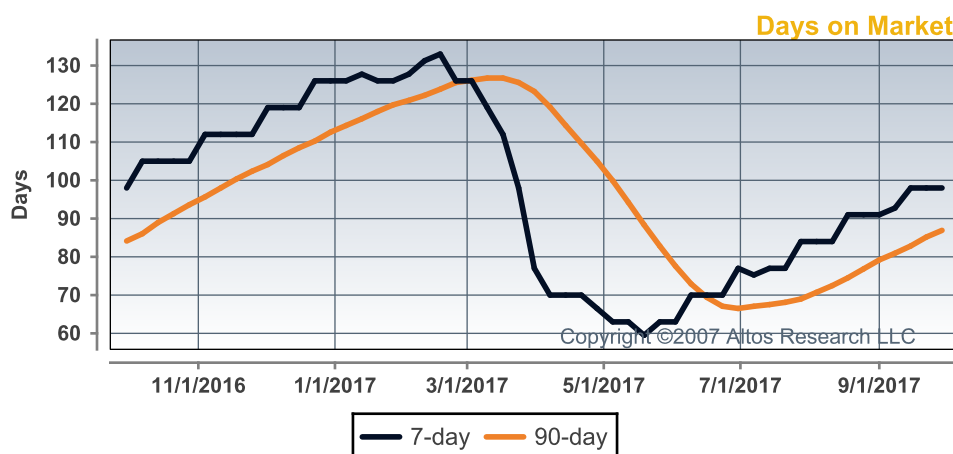
DAYS ON MARKET (DOM)

The properties have been on the market for an average of 160 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	\$ 1,010,338	4,539	1250	79	81	121	↓
ILHM Austin	\$ 908,398	3,521	1185	71	84	138	↔
ILHM Baltimore	\$ 962,686	4,523	229	17	16	135	↓
ILHM Boston	\$ 2,079,199	4,895	405	22	30	170	↑
ILHM Charlotte	\$ 847,893	3,617	321	26	27	119	↔
ILHM Chicago	\$ 1,392,693	4,237	1371	46	58	216	↑
ILHM Cleveland	\$ 595,730	4,774	282	19	20	141	↔
ILHM Dallas	\$ 1,082,484	4,291	1366	95	101	122	↔
ILHM Washington	\$ 1,713,060	4,437	999	71	71	156	↓
ILHM Denver	\$ 1,092,825	4,992	623	72	68	127	↓
ILHM Detroit	\$ 894,645	3,941	364	22	22	147	↓
ILHM Honolulu	\$ 1,568,109	2,597	602	39	37	162	↓
ILHM Houston	\$ 1,265,111	3,828	1090	66	74	146	↑
ILHM Las Vegas	\$ 494,193	2,340	730	53	58	164	↔
ILHM Los Angeles	\$ 4,027,876	4,012	1174	85	95	149	↔
ILHM Miami	\$ 2,818,801	4,182	1490	48	57	258	↔
ILHM New York	\$ 4,919,444	6,325	559	22	25	168	↔
ILHM Orlando	\$ 805,675	3,400	669	36	46	166	↔
ILHM Philadelphia	\$ 1,117,311	4,378	354	15	18	170	↓
ILHM Phoenix	\$ 1,147,390	3,996	2037	113	150	198	↓
ILHM Portland	\$ 812,514	3,309	691	74	68	102	↓
ILHM Raleigh-Durham	\$ 574,909	3,321	518	29	34	189	↔
ILHM Sacramento/Tahoe	\$ 863,333	2,492	460	39	42	146	↑
ILHM Salt Lake	\$ 1,680,030	4,633	806	65	59	140	↑
ILHM San Diego	\$ 2,645,960	4,252	1173	76	87	151	↔
ILHM San Francisco	\$ 3,944,873	4,314	172	19	19	114	↓
ILHM Seattle	\$ 2,015,434	3,821	429	66	72	77	↔
ILHM Silicon Valley	\$ 4,025,905	3,861	196	33	32	97	↔
ILHM Tampa	\$ 770,216	3,200	956	51	61	185	↔
ILHM Twin Cities	\$ 875,286	4,113	739	44	49	162	↔
ILHM Ventura	\$ 1,992,294	2,951	537	47	51	138	↔

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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