



ILHM Luxury Housing Report

Sunday October 26, 2008

ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,153,689	← →
Asking Price per Square Foot	\$ 335	
Average Days on Market	139	↑
Total Inventory	39,441	
Percent of Properties with Price Decrease	43 %	
Percent Relisted (reset DOM)	23 %	
Percent Flip (price increased)	3 %	
New Listings	2,663	
Absorbed This Week	2,260	
Median House Size (sq ft)	3,243	
Median Lot Size	1.0 - 2.5 acres	
Median Age	31	

Altos Research Value Statistics

Market Action Index	Cold! Buyer's Market	13	← →
---------------------	-----------------------------	----	-----

THIS WEEK

The ILHM National Report this week looked at 39441 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,153,689. These homes have been on the market for an average of 139 days.

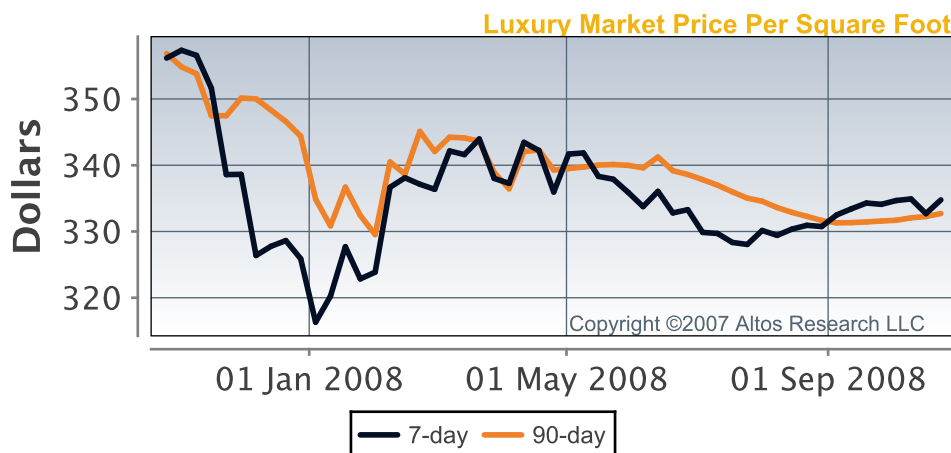
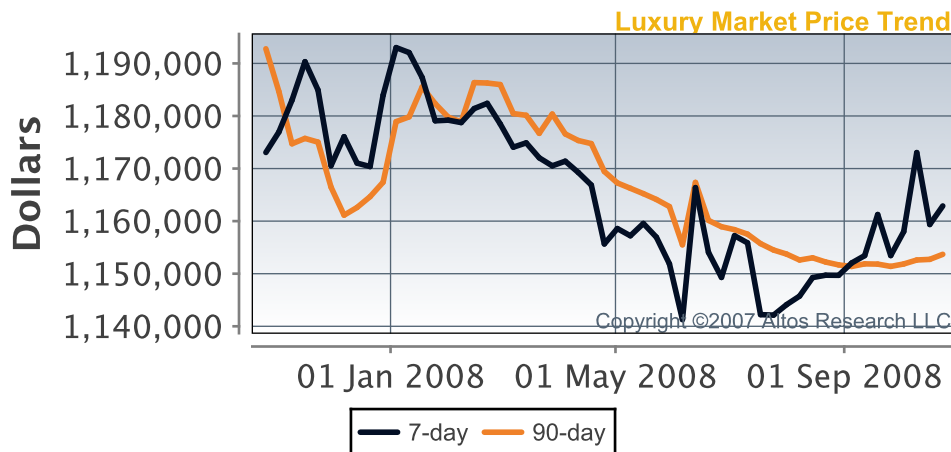
The Market Action Index measures available supply relative to the current level of demand. Index value above 30 indicates conditions favor the seller.

PRICE

Luxury home prices across the ILHM National sample have stayed relatively stable in recent weeks. This week median price is \$1,153,689.

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 \$332.



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

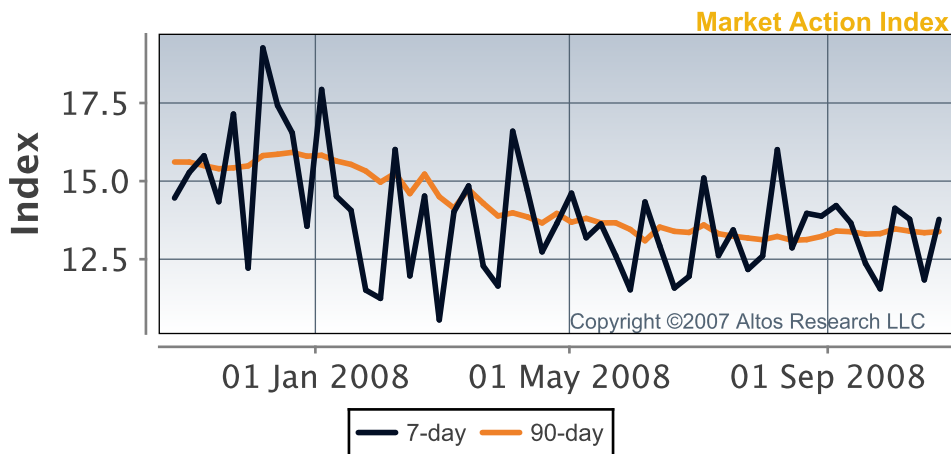
The ILHM National market is currently quite strongly in the Buyer's Market zone (below 30). The Market Action Index stands at 13. With several months of inventory available at the current sales rate, luxury buyers should find ample choice.

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.

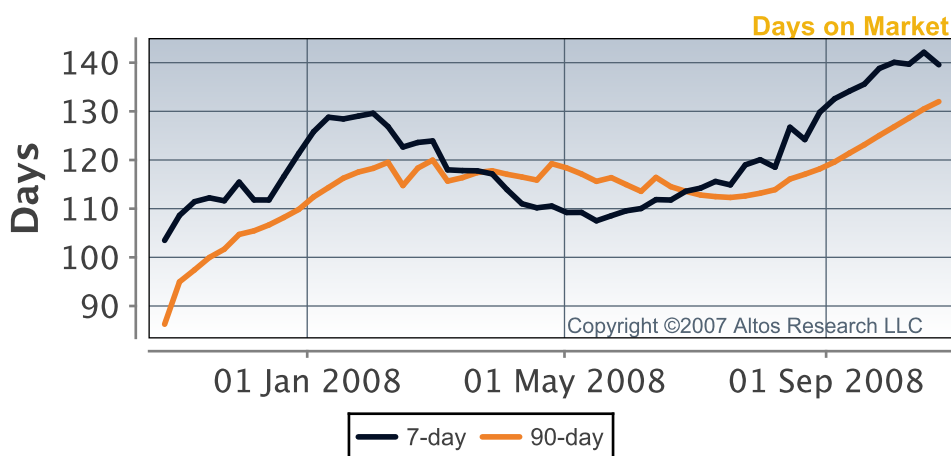
DAYS ON MARKET (DOM)

The properties have been on the market for an average of 131 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	\$ 787,795	N/A	2104	92	104	120	↔
ILHM Austin	\$ 655,351	3,325	1574	126	133	115	↑
ILHM Baltimore	\$ 989,823	3,219	335	22	24	139	↔
ILHM Boston	\$ 1,454,589	3,582	436	25	23	123	↓
ILHM Charlotte	\$ 545,158	2,963	714	28	42	143	↔
ILHM Chicago	\$ 1,490,908	3,266	1441	58	61	152	↑
ILHM Cleveland	\$ 454,704	4,055	450	28	29	111	↔
ILHM Dallas	\$ 841,923	4,044	2102	110	122	118	↔
ILHM Washington	\$ 1,499,780	5,136	1235	67	63	107	↓
ILHM Denver	\$ 801,082	3,846	1778	85	82	128	↔
ILHM Detroit	\$ 573,727	3,284	829	31	39	163	↑
ILHM Honolulu	\$ 1,154,704	2,189	968	60	59	108	↔
ILHM Houston	\$ 977,320	3,871	1314	67	67	113	↓
ILHM Las Vegas	\$ 484,679	2,426	1063	117	115	137	↑
ILHM Los Angeles	\$ 2,275,207	3,054	1579	130	124	111	↔
ILHM Miami	\$ 1,955,075	3,669	2170	183	174	220	↑
ILHM New York	\$ 3,685,577	4,550	586	24	21	183	↓
ILHM Orlando	\$ 728,377	2,873	1211	47	47	156	↑
ILHM Philadelphia	\$ 1,205,436	3,841	521	28	27	144	↓
ILHM Phoenix	\$ 1,129,486	3,608	3926	358	348	172	↔
ILHM Portland	\$ 649,481	3,098	1556	66	73	102	↔
ILHM Raleigh-Durham	\$ 602,466	3,136	664	26	24	92	↓
ILHM Sacramento/Tahoe	\$ 841,616	2,652	871	50	50	119	↑
ILHM Salt Lake	\$ 928,119	4,139	2000	92	97	110	↑
ILHM San Diego	\$ 2,134,102	3,392	1647	117	119	81	↔
ILHM San Francisco	\$ 1,971,354	3,168	373	27	26	82	↔
ILHM Seattle	\$ 1,107,130	3,222	1670	73	82	111	↔
ILHM Silicon Valley	\$ 1,960,691	2,723	621	48	44	74	↓
ILHM Tampa	\$ 721,772	2,827	1838	67	70	157	↔
ILHM Twin Cities	\$ 822,099	3,655	851	37	38	123	↔
ILHM Ventura	\$ 1,348,842	2,500	1094	67	64	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 2008 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