



ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,177,729	← →
Asking Price per Square Foot	\$ 329	
Average Days on Market	179	← →
Total Inventory	40,027	
Percent of Properties with Price Decrease	42 %	
Percent Relisted (reset DOM)	15 %	
Percent Flip (price increased)	3 %	
New Listings	1,682	
Absorbed This Week	1,821	
Median House Size (sq ft)	3,327	
Median Lot Size	0.50 - 1.0 acre	
Median Age	31	

Altos Research Value Statistics

Market Action Index	Cold! Buyer's Market	10 ↓
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THIS WEEK

The ILHM National Report this week looked at 40027 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,177,728. These homes have been on the market for an average of 179 days.

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

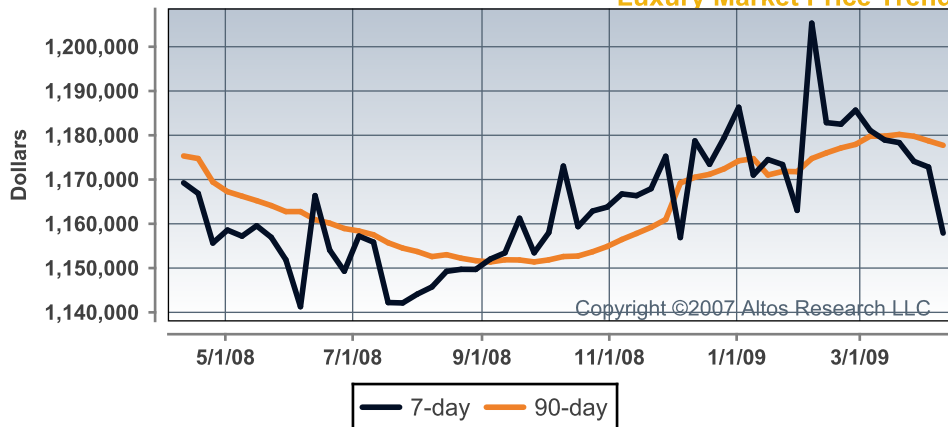
PRICE

Luxury home prices across the ILHM National sample have stayed relatively stable in recent weeks. This week median price is \$1,177,728.

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 \$334.

Luxury Market Price Trend

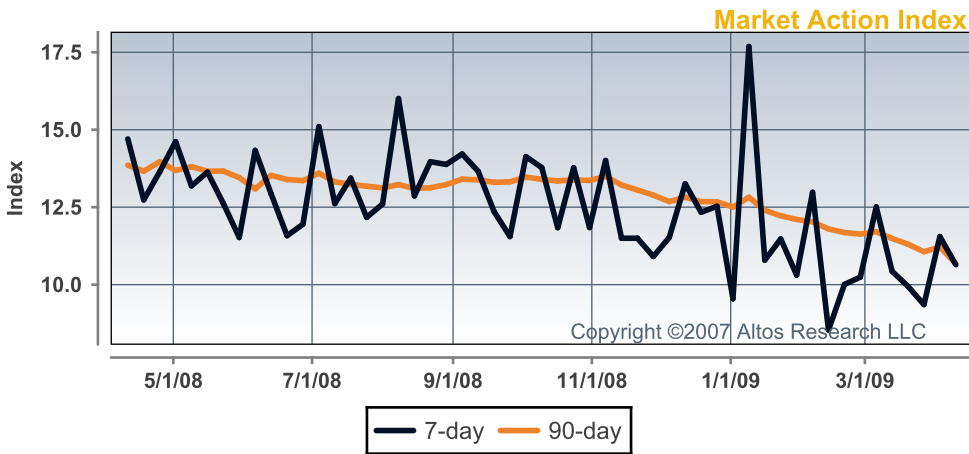


Luxury Market Price Per Square Foot



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



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.

The ILHM National market is currently quite strongly in the Buyer's Market zone (below 30). The Market Action Index stands at 10. With several months of inventory available at the current sales rate, luxury buyers should find ample choice.

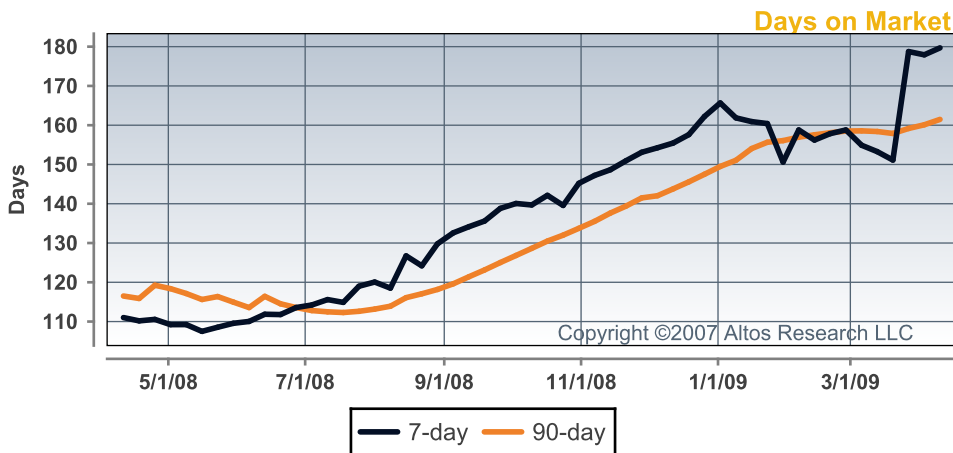
INVENTORY

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 161 days.



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	\$ 740,606	N/A	1841	95	79	153	↓
ILHM Austin	\$ 655,089	3,306	1368	99	65	154	↓
ILHM Baltimore	\$ 1,010,894	3,275	313	13	10	201	↑
ILHM Boston	\$ 1,533,451	3,717	431	32	15	115	↓
ILHM Charlotte	\$ 629,090	3,218	683	37	25	188	↓
ILHM Chicago	\$ 1,540,972	3,250	1273	50	34	227	↓
ILHM Cleveland	\$ 483,551	4,233	404	19	17	176	↔
ILHM Dallas	\$ 830,806	4,027	2069	127	77	159	↓
ILHM Washington	\$ 1,586,294	5,372	1299	73	52	139	↔
ILHM Denver	\$ 808,599	3,957	1643	84	70	180	↓
ILHM Detroit	\$ 560,108	3,326	711	27	25	215	↓
ILHM Honolulu	\$ 1,164,277	2,229	905	39	32	148	↓
ILHM Houston	\$ 962,111	3,813	1480	82	51	139	↓
ILHM Las Vegas	\$ 428,801	2,428	1098	51	40	156	↓
ILHM Los Angeles	\$ 2,307,044	3,284	1620	93	68	134	↓
ILHM Miami	\$ 2,071,427	3,856	2473	75	69	211	↓
ILHM New York	\$ 3,299,859	3,984	622	29	23	100	↓
ILHM Orlando	\$ 703,827	2,920	1159	52	43	190	↓
ILHM Philadelphia	\$ 1,157,973	3,928	493	21	16	234	↓
ILHM Phoenix	\$ 1,133,750	3,811	4352	150	140	188	↔
ILHM Portland	\$ 623,793	3,109	1244	172	141	88	↔
ILHM Raleigh-Durham	\$ 588,679	3,108	612	42	17	181	↓
ILHM Sacramento/Tahoe	\$ 802,953	2,796	674	34	35	176	↔
ILHM Salt Lake	\$ 998,915	4,296	1427	89	92	114	↓
ILHM San Diego	\$ 1,956,718	3,192	1642	102	102	115	↓
ILHM San Francisco	\$ 1,957,852	3,245	339	31	16	114	↓
ILHM Seattle	\$ 1,049,917	3,258	1539	80	49	160	↓
ILHM Silicon Valley	\$ 1,710,907	2,555	702	57	31	102	↓
ILHM Tampa	\$ 704,716	2,857	1676	69	64	186	↔
ILHM Twin Cities	\$ 823,771	3,619	716	41	30	181	↓
ILHM Ventura	\$ 1,469,120	2,643	985	52	49	151	↓

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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