



ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,175,833	↔
Asking Price per Square Foot	\$ 329	
Average Days on Market	181	↑
Total Inventory	40,930	
Percent of Properties with Price Decrease	42 %	
Percent Relisted (reset DOM)	14 %	
Percent Flip (price increased)	3 %	
New Listings	1,676	
Absorbed This Week	1,502	
Median House Size (sq ft)	3,317	
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 40930 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,175,833. These homes have been on the market for an average of 181 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 \$1,175,833.

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 \$333.

Luxury Market Price Trend

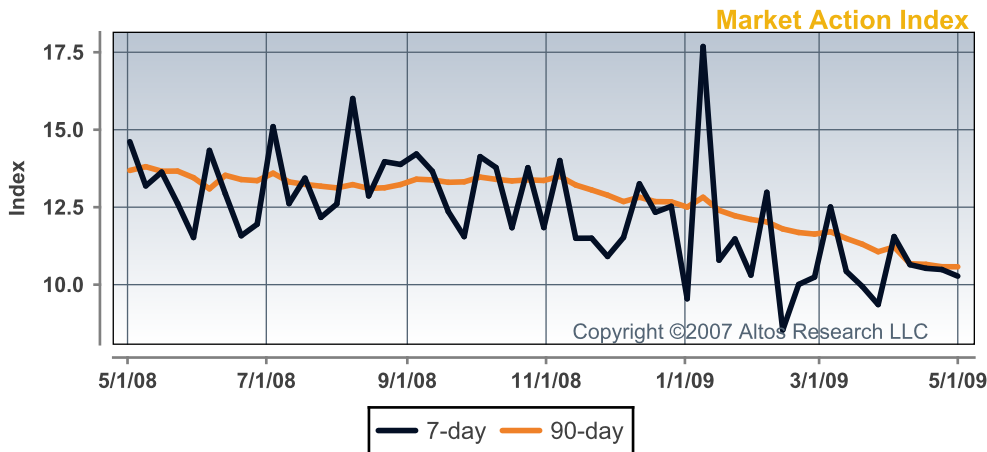


Luxury Market Price Per Square Foot



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



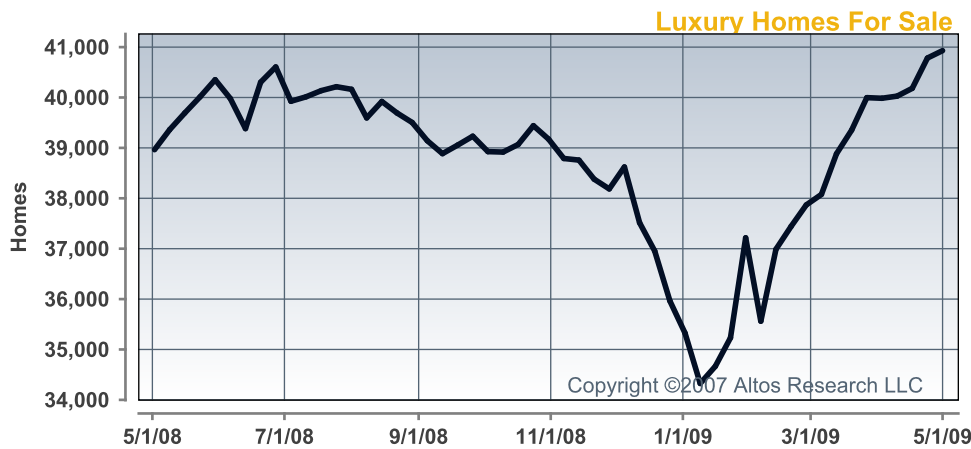
The Market Action Index (MAI) illustrates the balance between supply and demand using a statistical function of the current rate of sale versus current inventory.

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.

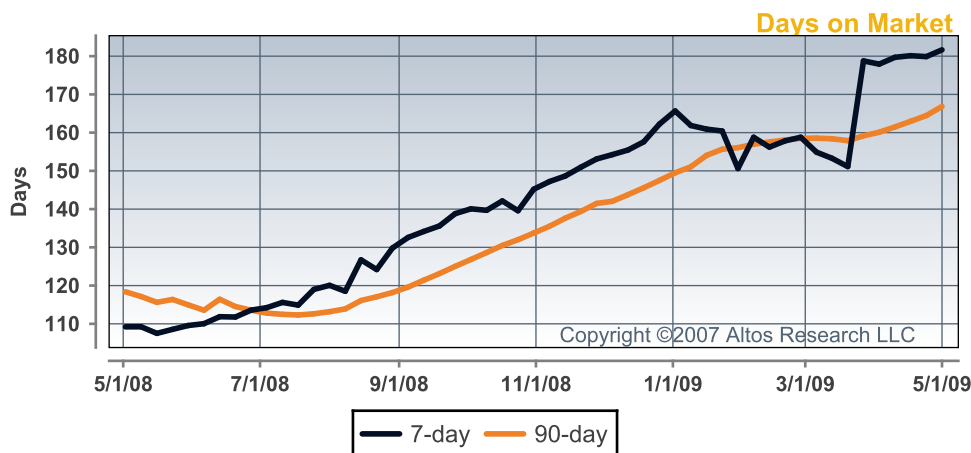
INVENTORY

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 166 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	\$ 734,992	N/A	1887	96	80	154	↓
ILHM Austin	\$ 649,898	3,297	1499	102	64	156	↓
ILHM Baltimore	\$ 1,007,011	3,279	319	12	11	209	↑
ILHM Boston	\$ 1,486,663	3,639	483	36	18	103	↓
ILHM Charlotte	\$ 637,084	3,210	728	35	21	196	↓
ILHM Chicago	\$ 1,536,479	3,216	1332	53	32	233	↓
ILHM Cleveland	\$ 481,790	4,227	414	21	18	181	↔
ILHM Dallas	\$ 823,042	4,001	2216	131	83	161	↓
ILHM Washington	\$ 1,552,086	5,302	1374	85	60	138	↑
ILHM Denver	\$ 812,794	3,956	1686	85	71	189	↔
ILHM Detroit	\$ 551,949	3,325	720	30	26	223	↔
ILHM Honolulu	\$ 1,161,749	2,238	918	38	35	149	↑
ILHM Houston	\$ 960,439	3,804	1563	77	51	136	↓
ILHM Las Vegas	\$ 419,399	2,426	1124	47	40	164	↓
ILHM Los Angeles	\$ 2,311,138	3,291	1678	92	75	139	↔
ILHM Miami	\$ 2,071,512	3,873	2486	67	62	223	↓
ILHM New York	\$ 3,292,248	3,660	678	22	17	116	↓
ILHM Orlando	\$ 705,906	2,960	1174	46	45	199	↔
ILHM Philadelphia	\$ 1,146,904	3,940	506	24	15	235	↓
ILHM Phoenix	\$ 1,132,191	3,732	4331	134	149	203	↑
ILHM Portland	\$ 628,028	3,138	1162	68	133	80	↓
ILHM Raleigh-Durham	\$ 591,206	3,098	690	47	20	179	↔
ILHM Sacramento/Tahoe	\$ 808,924	2,835	668	34	36	189	↔
ILHM Salt Lake	\$ 982,412	4,296	1417	87	91	117	↓
ILHM San Diego	\$ 1,930,410	3,189	1668	120	104	116	↑
ILHM San Francisco	\$ 1,982,106	3,242	378	31	19	108	↔
ILHM Seattle	\$ 1,036,197	3,233	1627	80	52	164	↓
ILHM Silicon Valley	\$ 1,703,752	2,560	773	59	36	96	↑
ILHM Tampa	\$ 707,485	2,871	1681	63	63	196	↓
ILHM Twin Cities	\$ 818,299	3,617	754	44	30	187	↓
ILHM Ventura	\$ 1,484,216	2,666	993	52	50	157	↓

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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