



ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,172,013	← →
Asking Price per Square Foot	\$ 328	
Average Days on Market	181	↑
Total Inventory	41,022	
Percent of Properties with Price Decrease	41 %	
Percent Relisted (reset DOM)	14 %	
Percent Flip (price increased)	3 %	
New Listings	1,951	
Absorbed This Week	2,026	
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 41022 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,172,012. 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 \$1,172,012.

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.

Luxury Market Price Trend

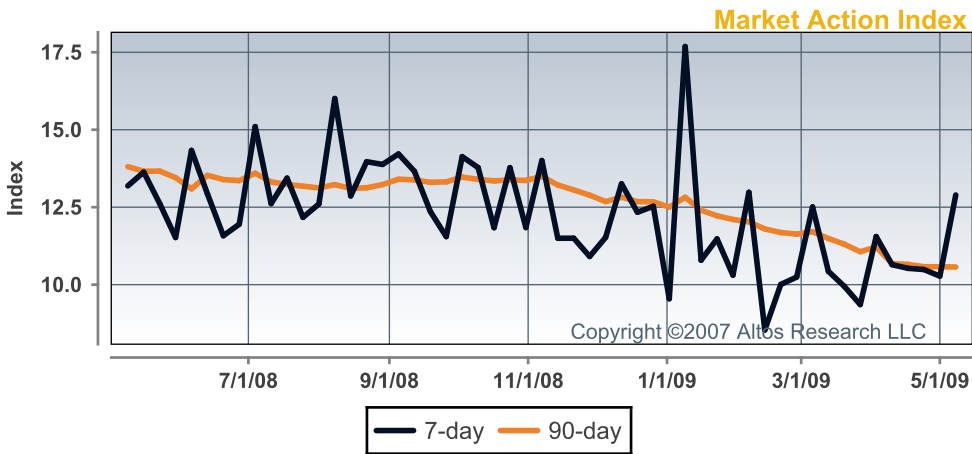


Luxury Market Price Per Square Foot



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.

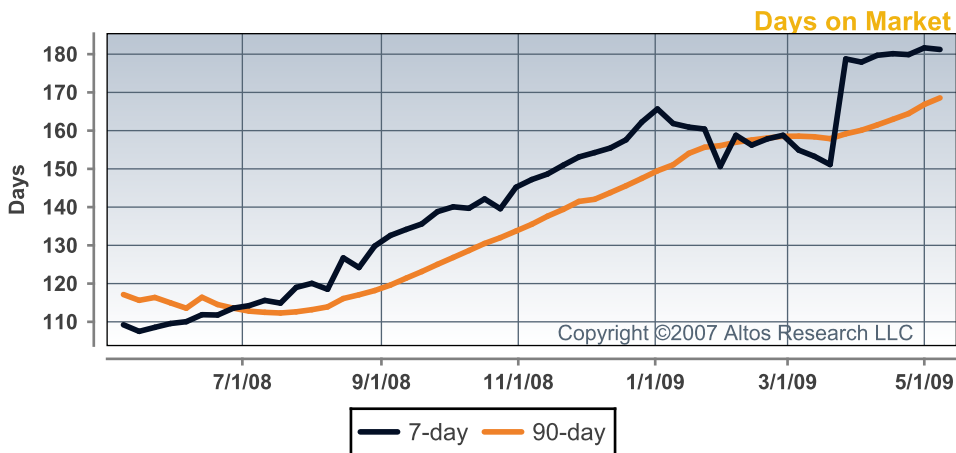
INVENTORY

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 168 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	\$ 734,410	N/A	1907	97	77	154	↓
ILHM Austin	\$ 650,253	3,299	1540	102	67	156	↓
ILHM Baltimore	\$ 1,006,687	3,283	321	13	11	212	↑
ILHM Boston	\$ 1,474,026	3,619	501	37	19	100	↔
ILHM Charlotte	\$ 636,908	3,204	742	35	22	198	↓
ILHM Chicago	\$ 1,529,788	3,202	1350	51	32	235	↓
ILHM Cleveland	\$ 480,264	4,221	417	22	18	182	↔
ILHM Dallas	\$ 821,024	3,992	2258	127	85	162	↔
ILHM Washington	\$ 1,536,684	5,277	1403	90	61	137	↑
ILHM Denver	\$ 814,244	3,951	1696	85	75	193	↑
ILHM Detroit	\$ 547,078	3,320	721	29	27	226	↑
ILHM Honolulu	\$ 1,165,153	2,242	919	37	37	149	↑
ILHM Houston	\$ 959,495	3,801	1586	74	52	136	↓
ILHM Las Vegas	\$ 415,761	2,424	1129	46	41	167	↔
ILHM Los Angeles	\$ 2,310,028	3,294	1692	88	74	141	↑
ILHM Miami	\$ 2,067,720	3,870	2482	67	71	228	↓
ILHM New York	\$ 3,287,398	3,653	682	22	19	119	↓
ILHM Orlando	\$ 708,669	2,976	1173	46	46	202	↑
ILHM Philadelphia	\$ 1,142,718	3,954	508	24	16	235	↓
ILHM Phoenix	\$ 1,131,501	3,739	4305	131	157	210	↑
ILHM Portland	\$ 632,033	3,170	1215	63	53	80	↓
ILHM Raleigh-Durham	\$ 589,839	3,098	706	37	21	178	↑
ILHM Sacramento/Tahoe	\$ 809,600	2,840	668	35	35	193	↔
ILHM Salt Lake	\$ 951,403	4,270	1473	90	49	118	↓
ILHM San Diego	\$ 1,930,979	3,200	1681	116	102	117	↔
ILHM San Francisco	\$ 1,994,628	3,251	389	31	19	105	↑
ILHM Seattle	\$ 1,030,841	3,226	1654	78	52	165	↔
ILHM Silicon Valley	\$ 1,704,365	2,567	791	58	39	94	↑
ILHM Tampa	\$ 708,379	2,873	1675	55	60	200	↓
ILHM Twin Cities	\$ 817,688	3,621	769	45	30	189	↓
ILHM Ventura	\$ 1,485,540	2,669	996	52	49	159	↔

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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