



ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,138,080	← →
Asking Price per Square Foot	\$ 310	
Average Days on Market	244	↑
Total Inventory	34,533	
Percent of Properties with Price Decrease	35 %	
Percent Relisted (reset DOM)	15 %	
Percent Flip (price increased)	4 %	
New Listings	1,826	
Absorbed This Week	1,553	
Median House Size (sq ft)	3,339	
Median Lot Size	0.50 - 1.0 acre	
Median Age	27	

Altos Research Value Statistics

Market Action Index	Cold! Buyer's Market	12	← →
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THIS WEEK

The ILHM National Report this week looked at 34533 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,138,080. These homes have been on the market for an average of 244 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 \$1,138,080.

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 \$312.

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.

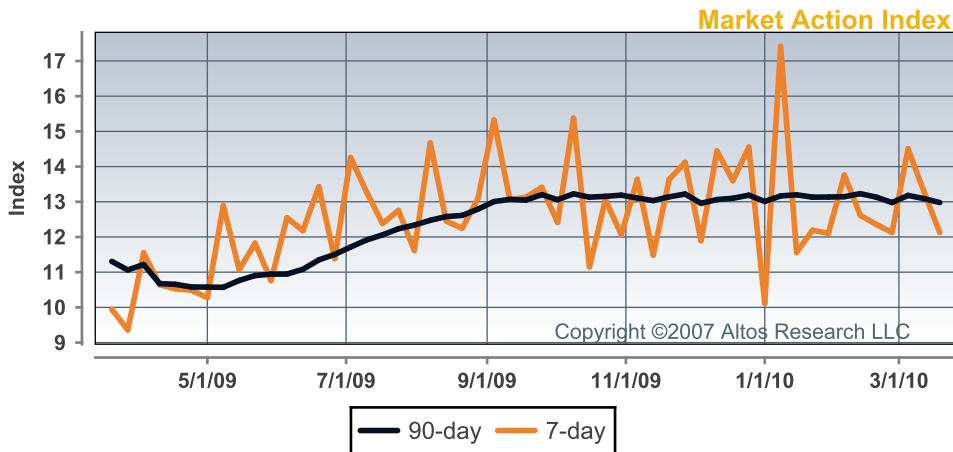
The ILHM National market is currently quite strongly in the Buyer's Market zone (below 30). The Market Action Index stands at 12. With several months of inventory available at the current sales rate, luxury buyers should find ample choice.

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.

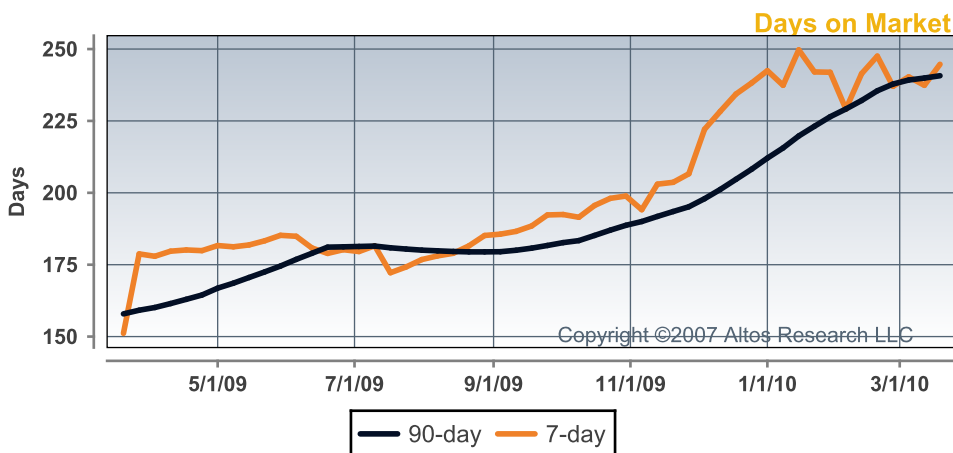
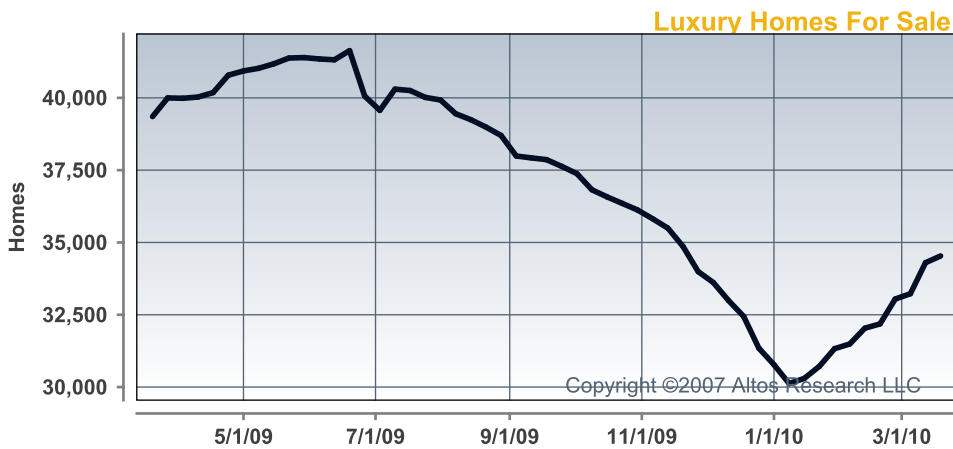
DAYS ON MARKET (DOM)

The properties have been on the market for an average of 240 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	\$ 703,634	N/A	1593	89	80	203	↔
ILHM Austin	\$ 661,717	3,312	1232	70	58	223	↓
ILHM Baltimore	\$ 966,811	3,439	267	10	11	263	↔
ILHM Boston	\$ 1,431,804	3,724	412	30	20	157	↓
ILHM Charlotte	\$ 536,797	2,933	638	31	24	275	↓
ILHM Chicago	\$ 1,372,101	3,908	1192	50	40	299	↓
ILHM Cleveland	\$ 499,548	4,375	374	21	16	186	↔
ILHM Dallas	\$ 754,905	3,867	1836	103	85	234	↓
ILHM Washington	\$ 1,576,808	5,657	882	56	60	211	↑
ILHM Denver	\$ 686,049	3,613	1313	77	72	258	↔
ILHM Detroit	\$ 567,077	3,358	531	23	25	303	↑
ILHM Honolulu	\$ 1,198,068	2,264	646	37	32	235	↔
ILHM Houston	\$ 876,329	3,640	1328	61	49	205	↓
ILHM Las Vegas	\$ 307,625	2,242	970	37	40	200	↔
ILHM Los Angeles	\$ 2,278,513	3,295	1481	93	90	197	↑
ILHM Miami	\$ 2,128,428	4,127	2148	69	64	342	↑
ILHM New York	\$ 3,575,803	3,902	691	21	21	288	↑
ILHM Orlando	\$ 641,009	2,977	972	45	42	244	↔
ILHM Philadelphia	\$ 1,137,050	4,131	356	14	13	279	↓
ILHM Phoenix	\$ 1,012,076	3,852	3318	146	141	313	↑
ILHM Portland	\$ 583,247	3,070	1046	56	47	180	↓
ILHM Raleigh-Durham	\$ 536,027	2,908	656	29	19	257	↓
ILHM Sacramento/Tahoe	\$ 730,595	2,816	532	30	33	242	↓
ILHM Salt Lake	\$ 816,667	4,100	1076	65	64	185	↔
ILHM San Diego	\$ 2,018,364	3,737	1370	85	81	184	↔
ILHM San Francisco	\$ 1,967,163	3,322	279	27	19	182	↓
ILHM Seattle	\$ 975,513	3,107	1248	68	62	229	↔
ILHM Silicon Valley	\$ 1,846,892	2,880	491	44	32	160	↓
ILHM Tampa	\$ 703,394	2,910	1476	60	60	226	↑
ILHM Twin Cities	\$ 755,968	3,552	685	36	33	225	↓
ILHM Ventura	\$ 1,290,029	2,451	915	58	50	203	↔

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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