



ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,131,837	↔
Asking Price per Square Foot	\$ 312	
Average Days on Market	234	↔
Total Inventory	35,071	
Percent of Properties with Price Decrease	36 %	
Percent Relisted (reset DOM)	14 %	
Percent Flip (price increased)	4 %	
New Listings	1,659	
Absorbed This Week	1,600	
Median House Size (sq ft)	3,325	
Median Lot Size	0.50 - 1.0 acre	
Median Age	28	

Altos Research Value Statistics

Market Action Index	Cold! Buyer's Market	13	↔
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THIS WEEK

The ILHM National Report this week looked at 35071 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,131,837. These homes have been on the market for an average of 234 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.

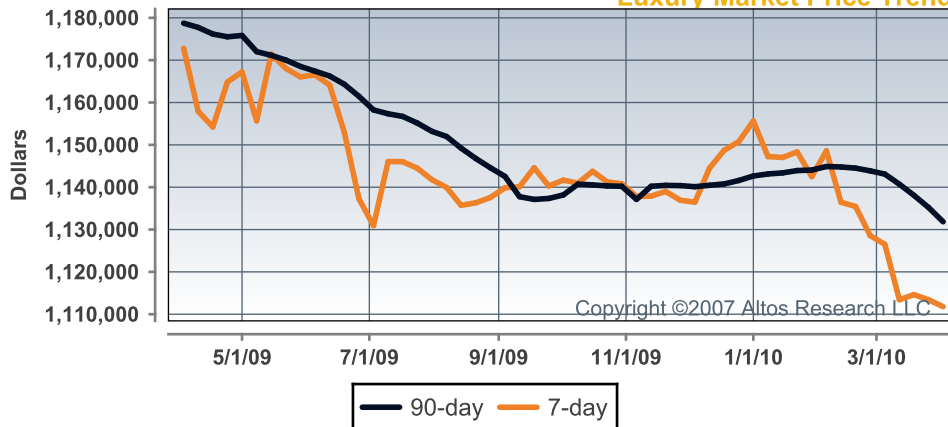
PRICE

Luxury home prices across the ILHM National sample have stayed relatively stable in recent weeks. This week median price is \$1,131,837.

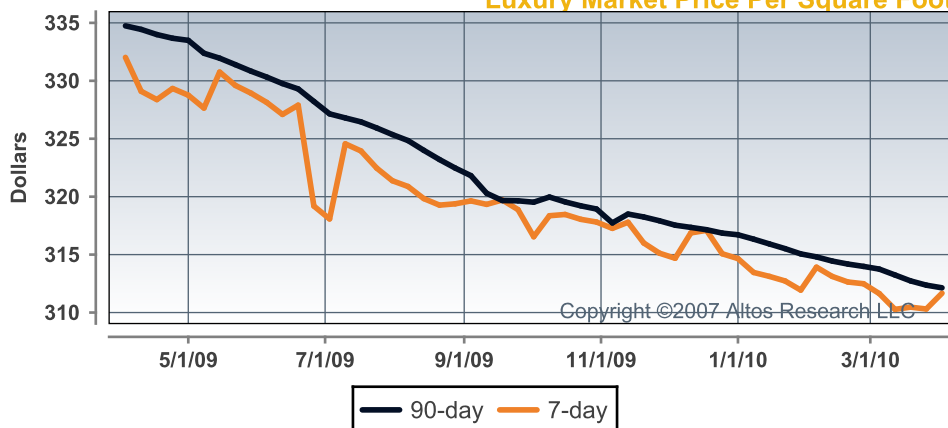
PRICE PER SQUARE FOOT

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.

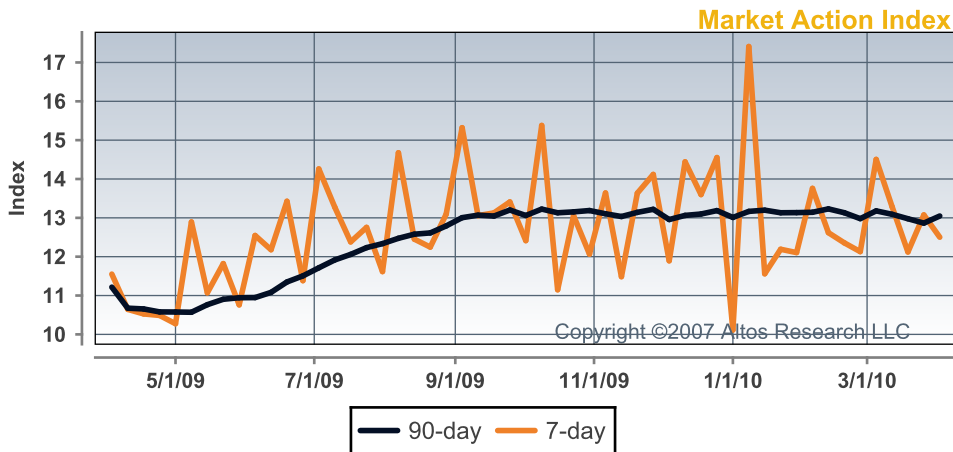
The ILHM National market is currently quite strongly in the Buyer's Market zone (below 30). The Market Action Index stands at 13. With several months of inventory available at the current sales rate, luxury buyers should find ample choice.

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.

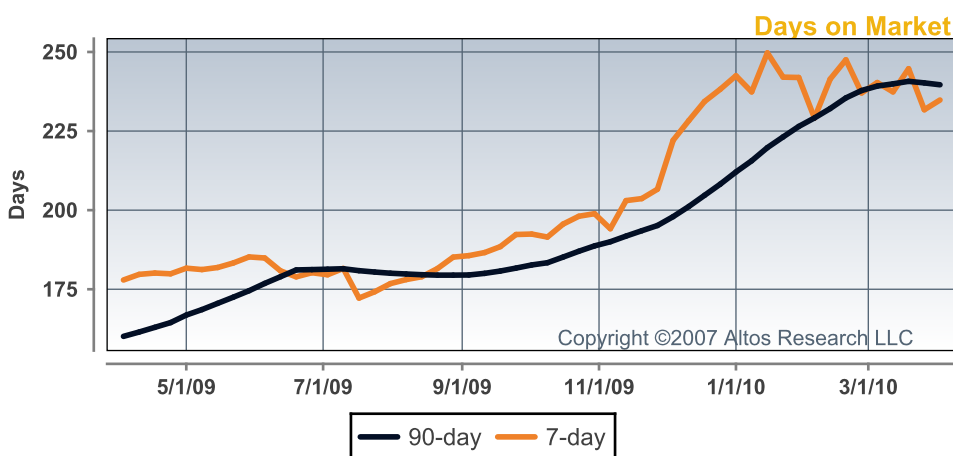
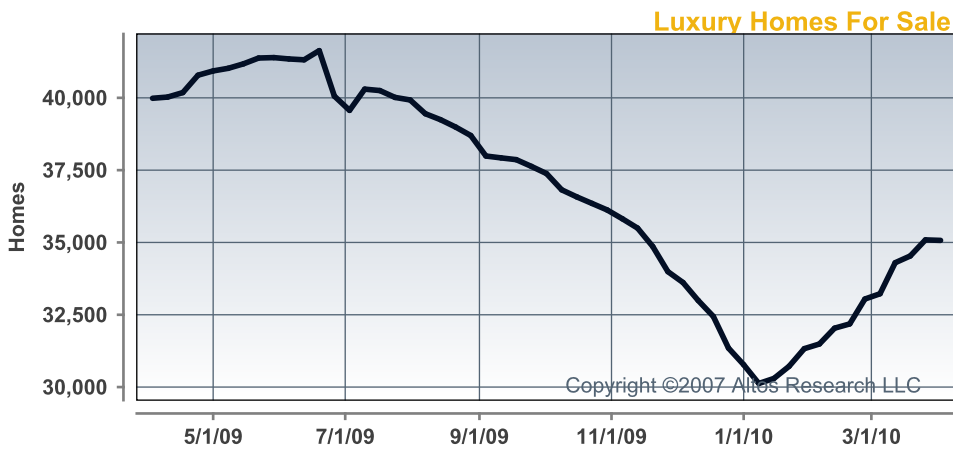
DAYS ON MARKET (DOM)

The properties have been on the market for an average of 239 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.	Absorbed	Avg. DoM	MAI Trend
ILHM Atlanta	\$ 698,774	N/A	1635	100	82	200	↔
ILHM Austin	\$ 661,217	3,314	1283	82	54	224	↓
ILHM Baltimore	\$ 969,823	3,436	269	13	11	266	↔
ILHM Boston	\$ 1,424,214	3,699	439	35	21	153	↔
ILHM Charlotte	\$ 533,976	2,924	655	34	25	280	↓
ILHM Chicago	\$ 1,366,036	3,867	1220	56	40	303	↓
ILHM Cleveland	\$ 493,813	4,328	387	24	17	183	↑
ILHM Dallas	\$ 750,486	3,861	1891	119	89	236	↔
ILHM Washington	\$ 1,589,177	5,702	887	68	64	213	↑
ILHM Denver	\$ 677,692	3,581	1338	85	73	255	↔
ILHM Detroit	\$ 558,084	3,344	528	26	24	303	↓
ILHM Honolulu	\$ 1,194,299	2,253	664	40	32	213	↔
ILHM Houston	\$ 867,169	3,605	1369	71	52	202	↓
ILHM Las Vegas	\$ 306,745	2,244	972	40	38	203	↓
ILHM Los Angeles	\$ 2,278,585	3,306	1509	103	88	197	↔
ILHM Miami	\$ 2,121,740	4,136	2160	72	65	340	↔
ILHM New York	\$ 3,575,650	3,876	697	24	21	288	↑
ILHM Orlando	\$ 642,790	2,982	986	52	46	246	↑
ILHM Philadelphia	\$ 1,123,035	4,087	364	17	13	281	↓
ILHM Phoenix	\$ 1,004,157	3,832	3338	154	145	314	↔
ILHM Portland	\$ 579,147	3,060	1076	65	51	180	↑
ILHM Raleigh-Durham	\$ 529,608	2,887	686	37	20	260	↓
ILHM Sacramento/Tahoe	\$ 728,928	2,829	528	32	34	244	↔
ILHM Salt Lake	\$ 808,767	4,071	1084	70	65	190	↑
ILHM San Diego	\$ 2,000,372	3,721	1402	97	79	180	↓
ILHM San Francisco	\$ 1,960,286	3,313	302	32	19	165	↓
ILHM Seattle	\$ 968,490	3,083	1265	77	67	222	↑
ILHM Silicon Valley	\$ 1,833,294	2,861	525	51	33	156	↓
ILHM Tampa	\$ 698,490	2,897	1478	65	66	226	↑
ILHM Twin Cities	\$ 747,724	3,538	702	43	34	230	↓
ILHM Ventura	\$ 1,263,343	2,442	937	64	52	200	↔

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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