



ILHM Luxury Housing Report

Sunday January 20, 2013

ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,207,304	↔
Asking Price per Square Foot	\$ 333	
Average Days on Market	215	↑
Total Inventory	18,829	
Percent of Properties with Price Decrease	24 %	
Percent Relisted (reset DOM)	13 %	
Percent Flip (price increased)	5 %	
New Listings	1,351	
Absorbed This Week	1,113	
Median House Size (sq ft)	3,373	
Median Lot Size	0.50 - 1.0 acre	
Median Age	26	

Altos Research Value Statistics

Market Action Index	Cold! Buyer's Market	19	↑
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THIS WEEK

The ILHM National Report this week looked at 18829 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,207,303. These homes have been on the market for an average of 215 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 \$1,207,303.

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 \$319.

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.

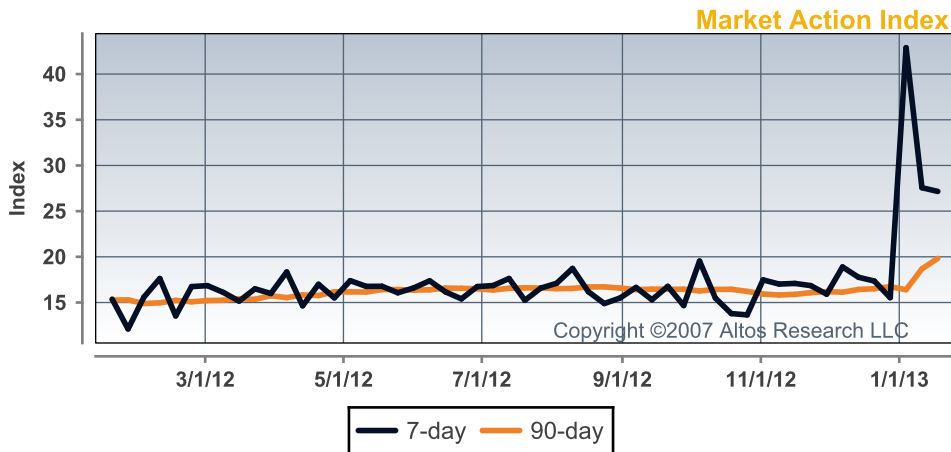
The ILHM National market is currently quite strongly in the Buyer's Market zone (below 30). The Market Action Index stands at 19. With several months of inventory available at the current sales rate, luxury buyers should find ample choice.

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.

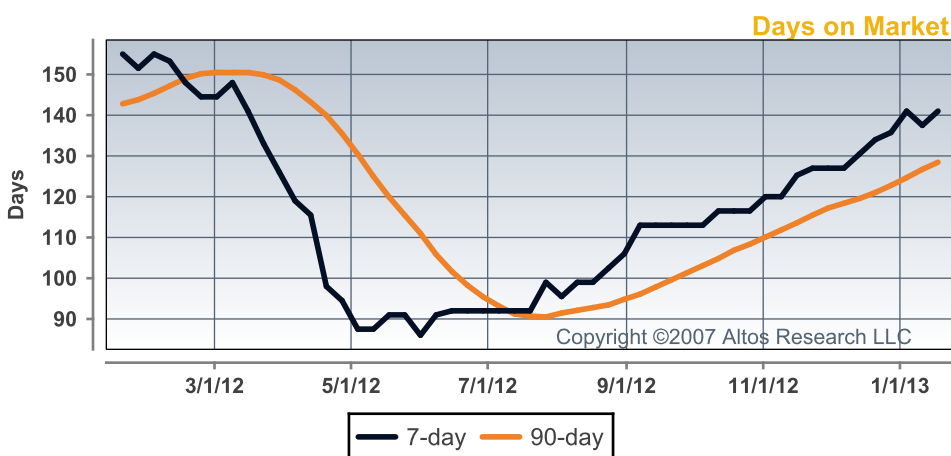
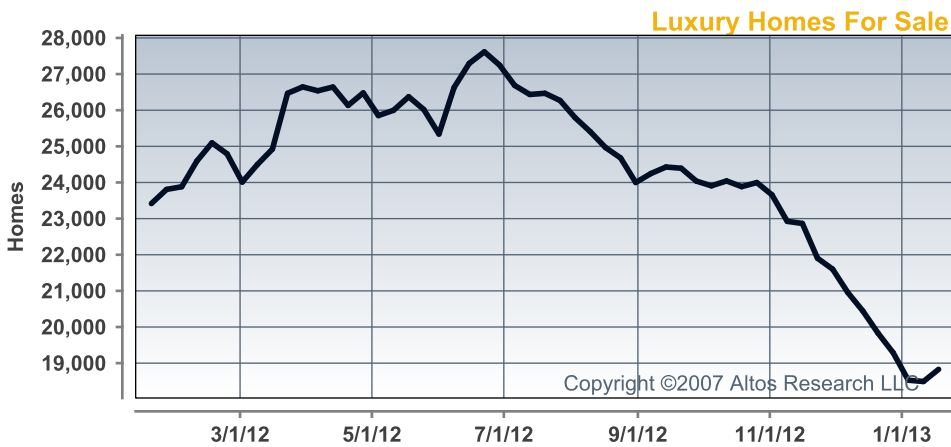
DAYS ON MARKET (DOM)

The properties have been on the market for an average of 200 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	\$ 658,928	N/A	868	46	63	181	↑
ILHM Austin	\$ 792,108	3,413	596	28	44	169	↑
ILHM Baltimore	\$ 822,816	4,514	200	7	11	215	↑
ILHM Boston	\$ 1,694,958	4,191	338	10	24	193	↑
ILHM Charlotte	\$ 492,870	3,101	318	14	22	223	↑
ILHM Chicago	\$ 1,321,994	3,574	815	19	38	264	↑
ILHM Cleveland	\$ 445,025	4,177	281	9	17	221	↑
ILHM Dallas	\$ 782,358	4,046	1098	45	63	185	↔
ILHM Washington	\$ 1,597,252	5,558	870	98	125	122	↑
ILHM Denver	\$ 908,795	4,989	701	38	58	202	↑
ILHM Detroit	\$ 629,126	3,506	256	12	19	240	↑
ILHM Honolulu	\$ 1,643,880	2,562	449	80	59	225	↓
ILHM Houston	\$ 946,833	3,788	834	35	53	175	↑
ILHM Las Vegas	\$ 255,352	2,149	808	33	42	131	↑
ILHM Los Angeles	\$ 2,383,718	3,200	1134	62	96	195	↑
ILHM Miami	\$ 2,074,860	4,028	1335	49	47	287	↑
ILHM New York	\$ 4,174,106	4,437	598	14	19	296	↑
ILHM Orlando	\$ 672,391	3,174	574	28	34	220	↑
ILHM Philadelphia	\$ 998,355	4,051	372	12	20	248	↑
ILHM Phoenix	\$ 961,885	3,713	1933	108	102	191	↑
ILHM Portland	\$ 529,810	3,065	1022	28	54	203	↑
ILHM Raleigh-Durham	\$ 462,301	2,902	599	17	26	228	↑
ILHM Sacramento/Tahoe	\$ 848,219	2,892	306	18	29	203	↑
ILHM Salt Lake	\$ 944,908	4,442	532	24	36	208	↑
ILHM San Diego	\$ 2,023,761	1,897	949	56	117	149	↑
ILHM San Francisco	\$ 2,976,518	3,198	184	12	25	131	↑
ILHM Seattle	\$ 923,015	3,071	904	28	63	167	↑
ILHM Silicon Valley	\$ 2,232,966	2,592	324	24	57	147	↑
ILHM Tampa	\$ 717,161	3,156	811	24	38	244	↑
ILHM Twin Cities	\$ 734,449	3,733	515	19	36	200	↑
ILHM Ventura	\$ 1,164,308	2,444	684	30	49	193	↑

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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