



ILHM Luxury Housing Report

Sunday February 10, 2013

ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,217,375	↔
Asking Price per Square Foot	\$ 343	
Average Days on Market	207	↑
Total Inventory	19,218	
Percent of Properties with Price Decrease	24 %	
Percent Relisted (reset DOM)	13 %	
Percent Flip (price increased)	5 %	
New Listings	1,378	
Absorbed This Week	1,291	
Median House Size (sq ft)	3,393	
Median Lot Size	0.50 - 1.0 acre	
Median Age	26	

Altos Research Value Statistics

Market Action Index	Cold! Buyer's Market	22	↑
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THIS WEEK

The ILHM National Report this week looked at 19218 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,217,375. These homes have been on the market for an average of 207 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 \$1,217,375.

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 \$325.

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.

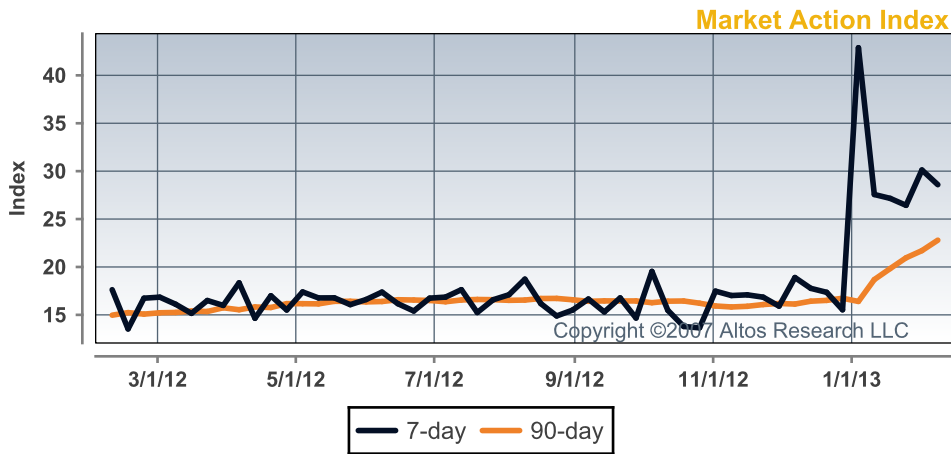
The ILHM National market is currently quite strongly in the Buyer's Market zone (below 30). The Market Action Index stands at 22. With several months of inventory available at the current sales rate, luxury buyers should find ample choice.

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 country.

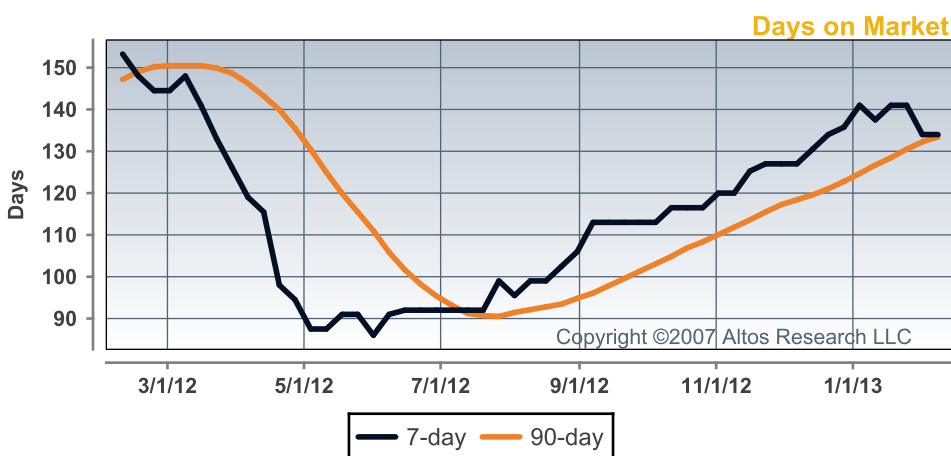
DAYS ON MARKET (DOM)

The properties have been on the market for an average of 206 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	\$ 668,018	N/A	821	46	58	182	↑
ILHM Austin	\$ 799,051	3,408	557	30	42	173	↑
ILHM Baltimore	\$ 841,986	4,647	189	8	10	224	↑
ILHM Boston	\$ 1,687,236	4,216	304	13	22	201	↑
ILHM Charlotte	\$ 495,090	3,116	296	14	20	230	↑
ILHM Chicago	\$ 1,341,464	3,455	767	23	37	271	↑
ILHM Cleveland	\$ 439,193	4,129	261	10	15	224	↑
ILHM Dallas	\$ 791,267	4,047	1047	53	73	191	↑
ILHM Washington	\$ 1,624,657	5,670	797	60	86	121	↓
ILHM Denver	\$ 896,700	4,954	659	37	52	207	↑
ILHM Detroit	\$ 639,985	3,503	237	12	18	247	↑
ILHM Honolulu	\$ 1,228,690	2,330	485	58	28	217	↓
ILHM Houston	\$ 952,770	3,785	800	40	49	178	↑
ILHM Las Vegas	\$ 256,672	2,141	776	35	45	140	↑
ILHM Los Angeles	\$ 2,404,837	3,163	1048	63	90	200	↑
ILHM Miami	\$ 2,033,417	3,935	1375	54	47	284	↑
ILHM New York	\$ 4,175,789	4,506	582	15	20	304	↑
ILHM Orlando	\$ 673,976	3,159	548	42	46	220	↑
ILHM Philadelphia	\$ 1,017,283	4,098	338	13	19	257	↑
ILHM Phoenix	\$ 969,354	3,694	1967	114	105	191	↑
ILHM Portland	\$ 531,204	3,083	962	32	48	212	↑
ILHM Raleigh-Durham	\$ 462,398	2,909	572	17	25	232	↑
ILHM Sacramento/Tahoe	\$ 887,825	2,942	274	18	27	211	↑
ILHM Salt Lake	\$ 984,436	4,490	503	24	32	212	↑
ILHM San Diego	\$ 2,167,989	2,197	806	60	102	159	↑
ILHM San Francisco	\$ 3,042,164	3,373	158	14	21	139	↑
ILHM Seattle	\$ 934,260	3,099	817	35	58	175	↑
ILHM Silicon Valley	\$ 2,302,337	2,860	242	28	52	159	↑
ILHM Tampa	\$ 725,731	3,201	759	20	39	256	↑
ILHM Twin Cities	\$ 738,828	3,723	470	18	33	209	↑
ILHM Ventura	\$ 1,174,454	2,444	642	33	44	196	↑

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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