



ILHM Luxury Housing Report

Sunday February 24, 2013

ILHM Luxury Market Profile

ILHM National Luxury Composite Price	\$ 1,227,609	↔
Asking Price per Square Foot	\$ 348	
Average Days on Market	201	↑
Total Inventory	19,956	
Percent of Properties with Price Decrease	23 %	
Percent Relisted (reset DOM)	14 %	
Percent Flip (price increased)	5 %	
New Listings	1,839	
Absorbed This Week	1,248	
Median House Size (sq ft)	3,414	
Median Lot Size	0.50 - 1.0 acre	
Median Age	25	

Altos Research Value Statistics

Market Action Index	Cool. Buyer's Market	24	↑
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THIS WEEK

The ILHM National Report this week looked at 19956 luxury homes on the market. The ILHM Luxury Composite Price this week is \$1,227,609. These homes have been on the market for an average of 201 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 \$1,227,609.

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 \$329.

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 in the Buyer's Market zone (below 30), though not strongly so. The Market Action Index stands this week at 24 so luxury buyers should expect to find reasonable levels of selection.

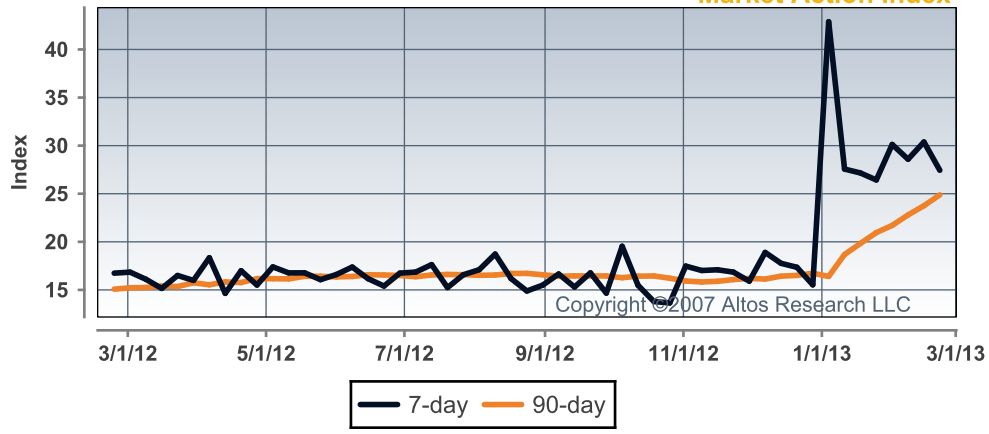
INVENTORY

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 208 days.

Market Action Index



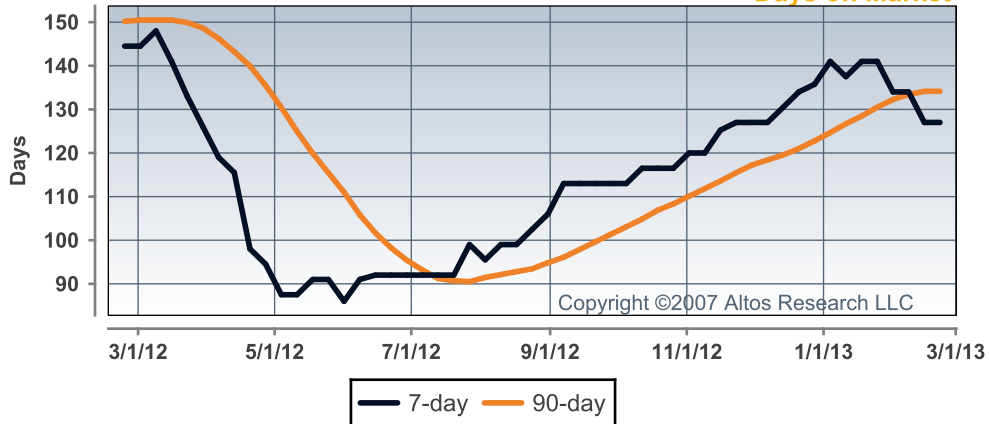
The Market Action Index (MAI) illustrates the balance between supply and demand using a statistical function of the current rate of sale versus current inventory.

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 Homes For Sale



Days on Market



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	\$ 674,116	N/A	799	50	61	184	↑
ILHM Austin	\$ 805,405	3,451	534	29	41	175	↑
ILHM Baltimore	\$ 846,174	4,710	183	7	11	225	↑
ILHM Boston	\$ 1,681,088	4,212	302	23	20	202	↑
ILHM Charlotte	\$ 500,759	3,131	285	16	21	231	↑
ILHM Chicago	\$ 1,362,049	3,423	752	29	34	274	↑
ILHM Cleveland	\$ 442,230	4,112	254	11	15	226	↑
ILHM Dallas	\$ 811,607	4,076	987	58	91	193	↑
ILHM Washington	\$ 1,642,787	5,713	754	42	63	127	↓
ILHM Denver	\$ 896,553	4,942	632	40	53	209	↑
ILHM Detroit	\$ 648,082	3,538	226	13	19	251	↑
ILHM Honolulu	\$ 1,249,698	2,344	477	26	29	220	↓
ILHM Houston	\$ 955,111	3,776	788	43	46	178	↑
ILHM Las Vegas	\$ 257,974	2,136	764	35	39	145	↑
ILHM Los Angeles	\$ 2,415,271	3,152	1024	73	78	199	↑
ILHM Miami	\$ 1,991,870	3,861	1399	58	56	279	↑
ILHM New York	\$ 4,175,401	4,568	576	16	19	308	↑
ILHM Orlando	\$ 677,071	3,158	539	46	51	218	↑
ILHM Philadelphia	\$ 1,026,251	4,127	322	14	18	261	↑
ILHM Phoenix	\$ 974,764	3,698	1994	119	108	191	↑
ILHM Portland	\$ 534,212	3,091	933	33	46	215	↑
ILHM Raleigh-Durham	\$ 463,632	2,914	561	20	25	234	↑
ILHM Sacramento/Tahoe	\$ 914,181	2,976	257	18	26	213	↑
ILHM Salt Lake	\$ 1,008,044	4,526	488	25	31	215	↑
ILHM San Diego	\$ 2,224,792	2,538	776	66	67	163	↑
ILHM San Francisco	\$ 3,057,113	3,419	148	15	19	142	↑
ILHM Seattle	\$ 943,195	3,118	777	42	58	176	↑
ILHM Silicon Valley	\$ 2,299,946	2,979	223	30	38	156	↑
ILHM Tampa	\$ 732,138	3,247	715	19	40	264	↑
ILHM Twin Cities	\$ 741,465	3,731	450	21	30	213	↑
ILHM Ventura	\$ 1,181,233	2,451	624	37	45	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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