

City: *Glencoe*

Your Name

Title
Phone
Website
Other



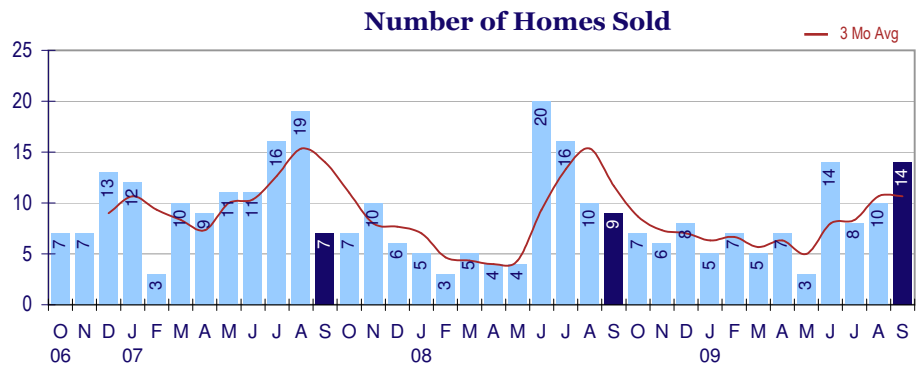
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,149,900	↓		↓				
Average List Price of all Current Listings	\$1,824,209	↓		↑				
September Median Sales Price	\$920,000	↑	↓	↓	↓	\$1,095,000	↓	↓
September Average Sales Price	\$1,033,354	↑	↓	↓	↓	\$1,082,029	↓	↓
Total Homes Currently for Sale (Inventory)	115	↓		↓				
September Number of Homes Sold	14	↑		↑		73	↓	
September Average Days on Market (Solds)	94	↓	↓	↓	↓	126	↑	↑
Asking Price per Square Foot (based on New Listings)	\$353		↓		↑	\$370	↑	↑
September Sold Price per Square Foot	\$364	↑	↑	↓	↑	\$256	↓	↓
September Month's Supply of Inventory	8.2	↓	↑	↓	↓	21.8	↓	↓
September Sale Price vs List Price Ratio	83.5%	↑	↑	↓	↓	82.9%	↓	↓

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year / YTD = Year-to-date

Home Sales

September home sales were 14, up 55.6% from 9 in September of 2008 and 40.0% higher than the 10 sales last month. September 2009 sales were at their highest level compared to September of 2008 and 2007. September YTD sales of 73 are running -3.9% behind last year's year-to-date sales of 76.



Prices

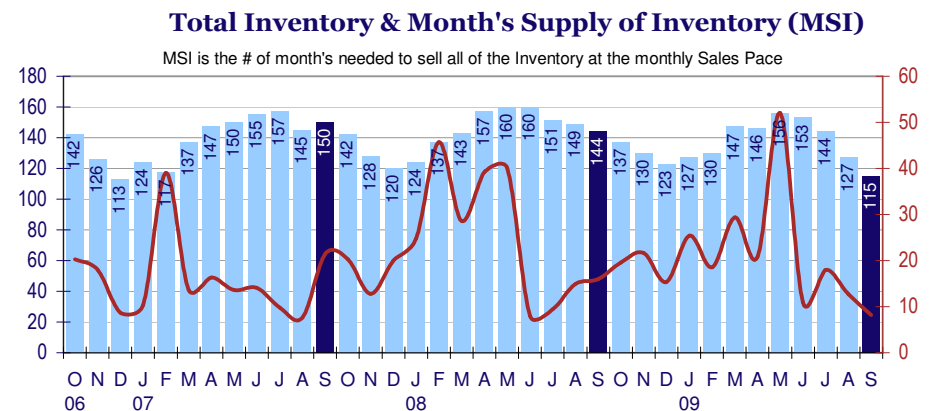
The Median Sales Price in September was \$920,000, down -16.4% from \$1,100,000 in September of 2008 and up 38.6% from \$664,000 last month. The Average Sales Price in September was \$1,033,354, down -24.3% from \$1,364,444 in September of 2008 and up 38.1% from \$748,100 last month. September 2009 ASP was at the lowest level compared to September of 2008 and 2007.



Inventory & MSI

The Total Inventory of homes available for sale as of September was 115, down -9.4% from 127 last month and down -20.1% from 144 in September of last year. September 2009 Inventory was at its lowest level compared with September of 2008 and 2007.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The September 2009 MSI of 8.2 months was at its lowest level compared with September of 2008 and 2007.



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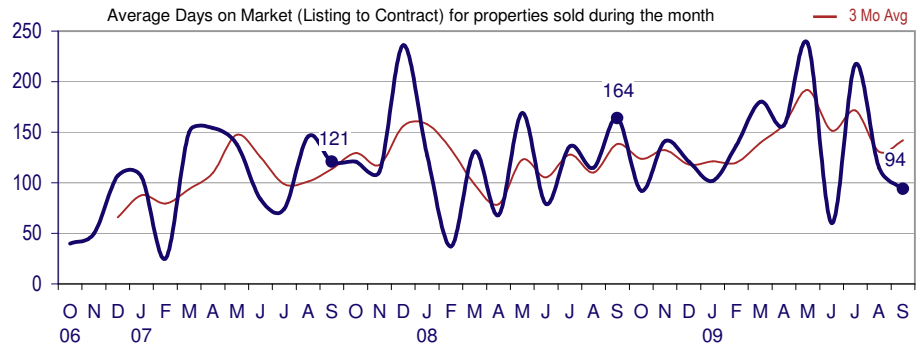
Other



Market Time

The average Days On Market (DOM) shows how many days the average home is on the market before it sells. An upward trend in DOM tends to indicate a move towards more of a Buyer's market, a downward trend a move towards more of a Seller's market. The DOM for September was 94, down -18.3% from 115 days last month and down -42.7% from 164 days in September of last year. The September 2009 DOM was at its lowest level compared with September of 2008 and 2007.

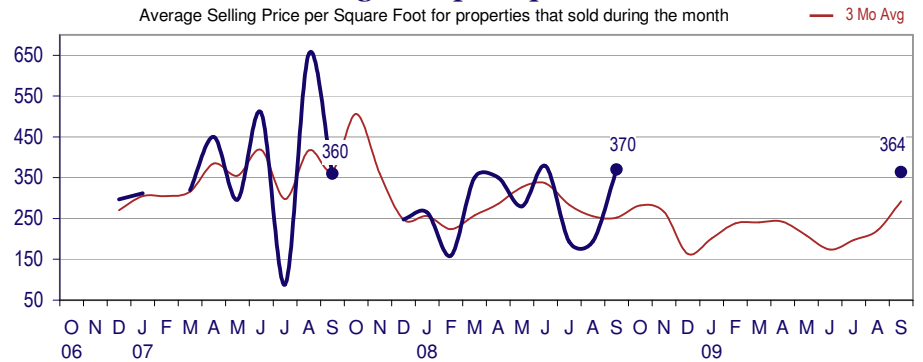
Days On Market for Sold Properties



Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of home values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end homes in the market, the selling price per square foot is a more normalized indicator on the direction of home values. The September 2009 Selling Price per Square Foot of \$364 was up from \$360 last month and down -1.5% from 370 in September of last year.

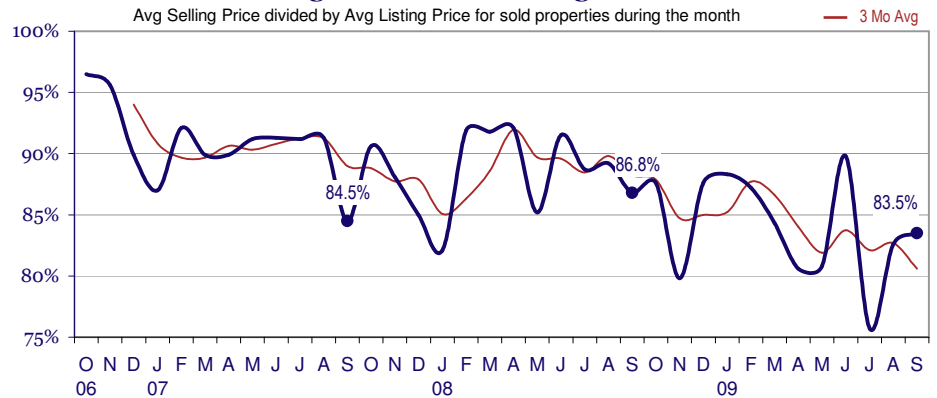
Selling Price per Square Foot



Selling Price vs Original Listing Price

The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The September 2009 Selling Price vs Original List Price of 83.5% was up from 82.6% last month and down from 86.8% in September of last year.

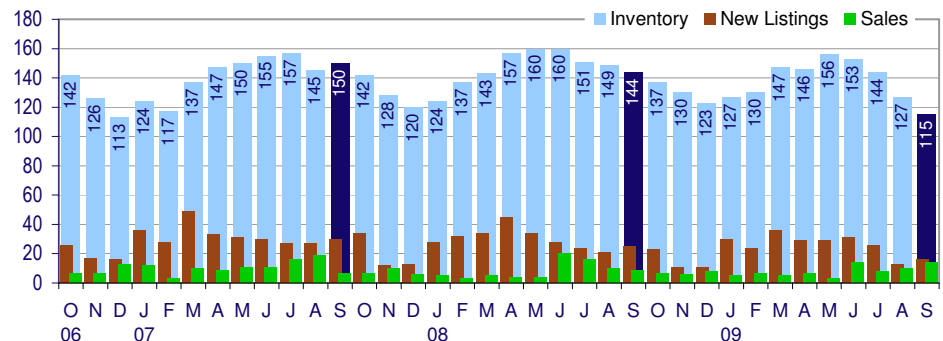
Selling Price versus Listing Price Ratio



Inventory / New Listings / Sales

This last view of the market combines monthly inventory of homes for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in September 2009 was 16, up 23.1% from 13 last month and down -36.0% from 25 in September of last year.

Inventory / New Listings / Sales



City: Glencoe

Price Range: All | Property Types: Single Family - Condo - TwnHm

	O 06	N	D	J 07	F	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S
Homes Sold	7	7	13	12	3	10	9	11	11	16	19	7	7	10	6	5	3	5	4	4	20	16	10	9	7	6	8	5	7	5	7	3	14	8	10	14
3 Mo. Roll Avg			9	11	9	8	7	10	10	13	15	14	11	8	8	7	5	4	4	4	9	13	15	12	9	7	7	6	7	6	6	5	8	8	11	11

(000's)	O 06	N	D	J 07	F	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S
Median Sale Price	710	1299	2100	1375	1875	1565	1262	1575	1050	860	1325	980	795	745	1275	1400	535	700	1900	1438	1460	968	1140	1100	1020	820	1070	1228	700	989	1200	435	1300	925	664	920
3 Mo. Roll Avg			1370	1591	1783	1605	1567	1467	1296	1162	1078	1055	1033	840	938	1140	1070	878	1045	1346	1599	1288	1189	1069	1087	980	970	1039	999	972	963	875	978	887	963	836

	O 06	N	D	J 07	F	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S
Inventory	142	126	113	124	117	137	147	150	155	157	145	150	142	128	120	124	137	143	157	160	160	151	149	144	137	130	123	127	130	147	146	156	153	144	127	115
MSI	20	18	9	10	39	14	16	14	14	10	8	21	20	13	20	25	46	29	39	40	8	9	15	16	20	22	15	25	19	29	21	52	11	18	13	8

	O 06	N	D	J 07	F	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S
Days on Market	40	50	107	106	25	150	154	138	84	74	146	121	121	111	236	127	37	131	68	169	79	136	115	164	92	141	121	102	137	180	157	238	60	217	115	94
3 Mo. Roll Avg			66	88	79	94	110	147	125	99	101	114	129	118	156	158	133	98	79	123	105	128	110	138	124	132	118	121	120	140	158	192	152	172	131	142

	O 06	N	D	J 07	F	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S
Price per Sq Ft	243		297	312		320	450	296	509	88	653	360			248	265	159	350	350	280	378	193	194	370		164		238		242		174		221		364
3 Mo. Roll Avg			270	305	305	316	385	355	419	298	417	367	506	360	248	256	224	258	286	327	336	284	255	252	282	267	164	201	238	240	242	208	174	198	221	293

	O 06	N	D	J 07	F	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S
Sale to List Price	0.965	0.956	0.899	0.870	0.921	0.899	0.899	0.912	0.913	0.912	0.913	0.845	0.906	0.881	0.850	0.821	0.919	0.918	0.921	0.852	0.915	0.887	0.892	0.868	0.876	0.798	0.876	0.883	0.872	0.843	0.806	0.808	0.898	0.757	0.826	0.835
3 Mo. Roll Avg			0.940	0.908	0.897	0.897	0.906	0.903	0.908	0.912	0.913	0.890	0.888	0.877	0.879	0.851	0.863	0.886	0.919	0.897	0.896	0.885	0.898	0.882	0.879	0.847	0.850	0.852	0.877	0.866	0.840	0.819	0.837	0.821	0.827	0.806

	O 06	N	D	J 07	F	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S
New Listings	26	17	16	36	28	49	33	31	30	27	27	30	34	12	13	28	32	34	45	34	28	24	21	25	23	11	11	30	24	36	29	29	31	26	13	16
Inventory	142	126	113	124	117	137	147	150	155	157	145	150	142	128	120	124	137	143	157	160	160	151	149	144	137	130	123	127	130	147	146	156	153	144	127	115
Sales	7	7	13	12	3	10	9	11	11	16	19	7	7	10	6	5	3	5	4	4	20	16	10	9	7	6	8	5	7	5	7	3	14	8	10	14

(000's)	O 06	N	D	J 07	F	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S
Avg Sale Price	1051	1095	2146	1351	2570	1556	1406	1445	1310	1192	1405	1526	932	928	1211	1662	847	1246	1671	1313	1556	1164	1078	1364	882	798	1162	1435	996	885	1254	552	1468	935	748	1033
3 Mo. Roll Avg			1431	1531	2022	1826	1844	1469	1387	1316	1302	1374	1288	1129	1024	1267	1240	1252	1255	1410	1514	1344	1266	1202	1108	1015	948	1132	1198	1105	1045	897	1091	985	1050	905