

City: *Glencoe*



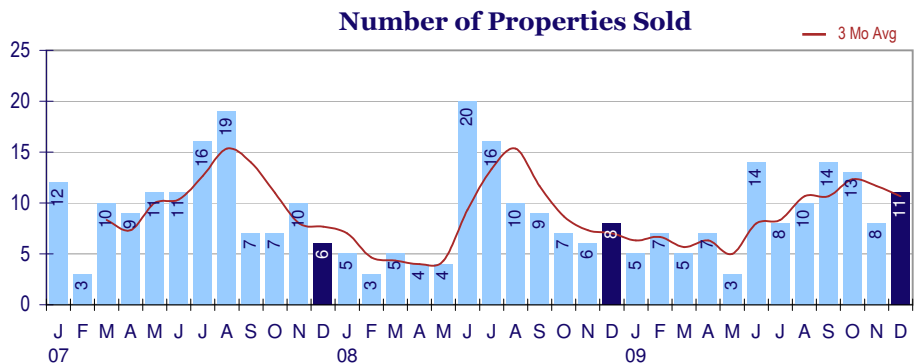
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,117,000	↑		↓				
Average List Price of all Current Listings	\$1,734,118	↔		↓				
December Median Sales Price	\$950,000	↑	↓	↓	↓	\$1,090,000	↓	
December Average Sales Price	\$1,337,882	↑	↑	↑	↑	\$1,084,941	↓	
Total Properties Currently for Sale (Inventory)	108	↓		↓				
December Number of Properties Sold	11	↑		↑		105	↑	
December Average Days on Market (Solds)	162	↑	↓	↑	↑	147	↑	
Asking Price per Square Foot (based on New Listings)	\$289		↓		↓	\$375	↑	
December Sold Price per Square Foot	\$347	↑	↑	↑	↑	\$265	↓	
December Month's Supply of Inventory	9.8	↓	↑	↓	↓	19.1	↓	
December Sale Price vs List Price Ratio	79.1%	↓	↑	↓	↓	79.6%	↓	

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

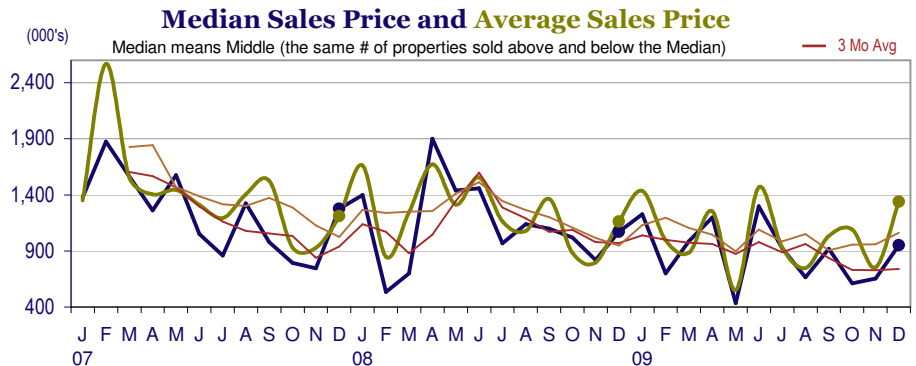
Property Sales

December Property sales were 11, up 37.5% from 8 in December of 2008 and 37.5% higher than the 8 sales last month. December 2009 sales were at their highest level compared to December of 2008 and 2007. December YTD sales of 105 are running 8.2% ahead of last year's year-to-date sales of 97.



Prices

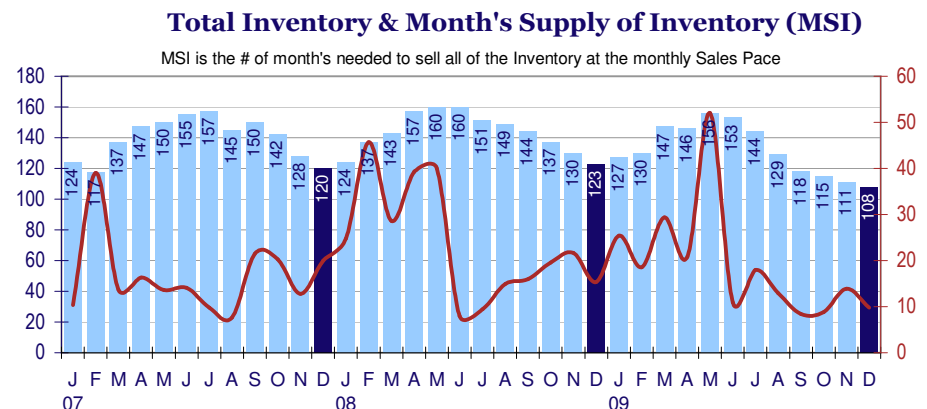
The Median Sales Price in December was \$950,000, down -11.2% from \$1,070,000 in December of 2008 and up 45.2% from \$654,471 last month. The Average Sales Price in December was \$1,337,882, up 15.1% from \$1,162,188 in December of 2008 and up 77.7% from \$752,934 last month. December 2009 ASP was at the highest level compared to December of 2008 and 2007.



Inventory & MSI

The Total Inventory of Properties available for sale as of December was 108, down -2.7% from 111 last month and down -12.2% from 123 in December of last year. December 2009 Inventory was at its lowest level compared with December of 2008 and 2007.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2009 MSI of 9.8 months was at its lowest level compared with December of 2008 and 2007.



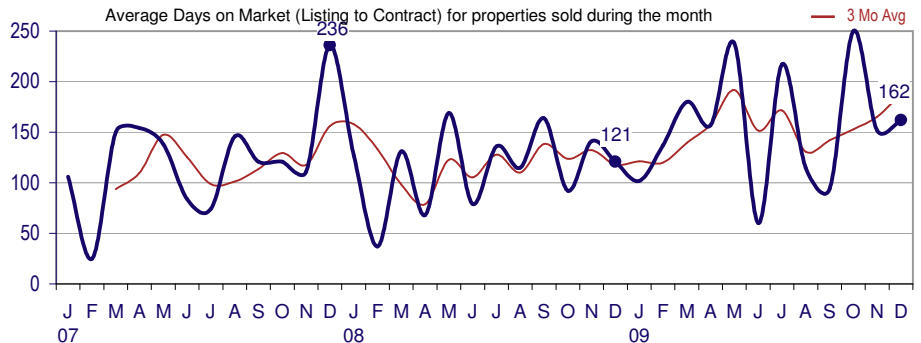
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Market Time

The average Days On Market (DOM) shows how many days the average Property 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 December was 162, up 6.6% from 152 days last month and up 33.9% from 121 days in December of last year. The December 2009 DOM was at a mid level compared with December of 2008 and 2007.

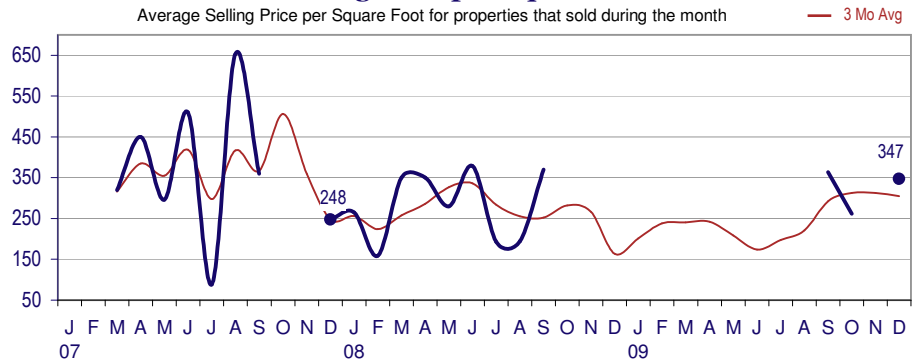
Days On Market for Sold Properties



Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The December 2009 Selling Price per Square Foot of \$347 was up from \$0 last month and up from 0 in December of last year.

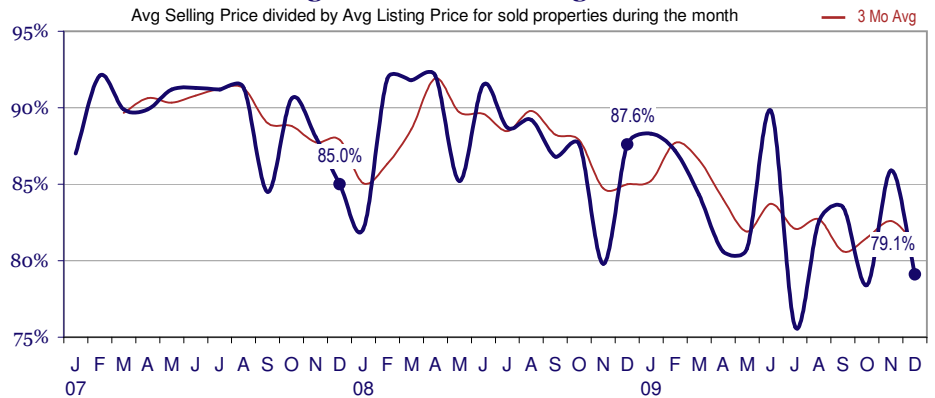
Selling Price per Square Foot



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 December 2009 Selling Price vs Original List Price of 79.1% was down from 85.9% last month and down from 87.6% in December of last year.

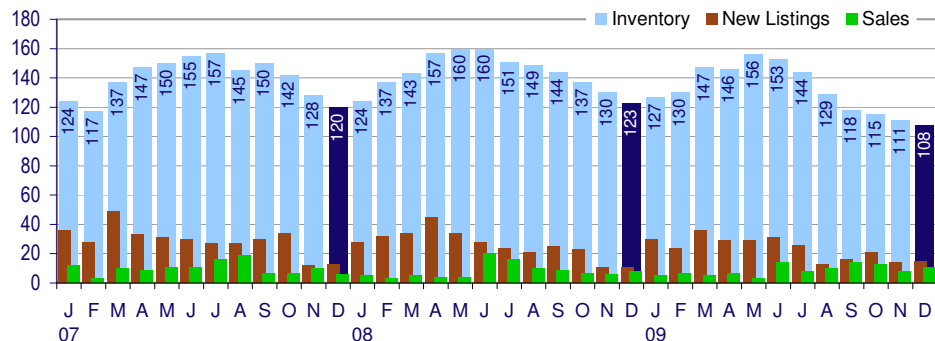
Selling Price versus Listing Price Ratio



Inventory / New Listings / Sales

This last view of the market combines monthly inventory of Properties 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 December 2009 was 15, up 7.1% from 14 last month and up 36.4% from 11 in December of last year.

Inventory / New Listings / Sales



City: Glencoe

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

	J07	F	M	A	M	J	J	A	S	O	N	D	J08	F	M	A	M	J	J	A	S	O	N	D	J09	F	M	A	M	J	J	A	S	O	N	D
Homes Sold	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	13	8	11
3 Mo. Roll Avg			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	12	12	11

(000's)	J07	F	M	A	M	J	J	A	S	O	N	D	J08	F	M	A	M	J	J	A	S	O	N	D	J09	F	M	A	M	J	J	A	S	O	N	D
Median Sale Price	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	610	654	950
3 Mo. Roll Avg			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	731	728	738

	J07	F	M	A	M	J	J	A	S	O	N	D	J08	F	M	A	M	J	J	A	S	O	N	D	J09	F	M	A	M	J	J	A	S	O	N	D
Inventory	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	129	118	115	111	108
MSI	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	9	14	10

	J07	F	M	A	M	J	J	A	S	O	N	D	J08	F	M	A	M	J	J	A	S	O	N	D	J09	F	M	A	M	J	J	A	S	O	N	D
Days on Market	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	250	152	162
3 Mo. Roll Avg			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	153	165	188

	J07	F	M	A	M	J	J	A	S	O	N	D	J08	F	M	A	M	J	J	A	S	O	N	D	J09	F	M	A	M	J	J	A	S	O	N	D
Price per Sq Ft	312		320	450	296	509	88	653	360			248	265	159	350	350	280	378	193	194	370		164		238		242		174		221		364	262		347
3 Mo. Roll Avg			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	313	313	305

	J07	F	M	A	M	J	J	A	S	O	N	D	J08	F	M	A	M	J	J	A	S	O	N	D	J09	F	M	A	M	J	J	A	S	O	N	D
Sale to List Price	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	0.784	0.859	0.791
3 Mo. Roll Avg			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	0.815	0.826	0.811

	J07	F	M	A	M	J	J	A	S	O	N	D	J08	F	M	A	M	J	J	A	S	O	N	D	J09	F	M	A	M	J	J	A	S	O	N	D
New Listings	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	21	14	15
Inventory	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	129	118	115	111	108
Sales	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	13	8	11

(000's)	J07	F	M	A	M	J	J	A	S	O	N	D	J08	F	M	A	M	J	J	A	S	O	N	D	J09	F	M	A	M	J	J	A	S	O	N	D
Avg Sale Price	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	1092	753	1338
3 Mo. Roll Avg			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	958	959	1061