

City: *Glencoe*



Price Range: All | Properties: Single Family - Condo - TwnHm

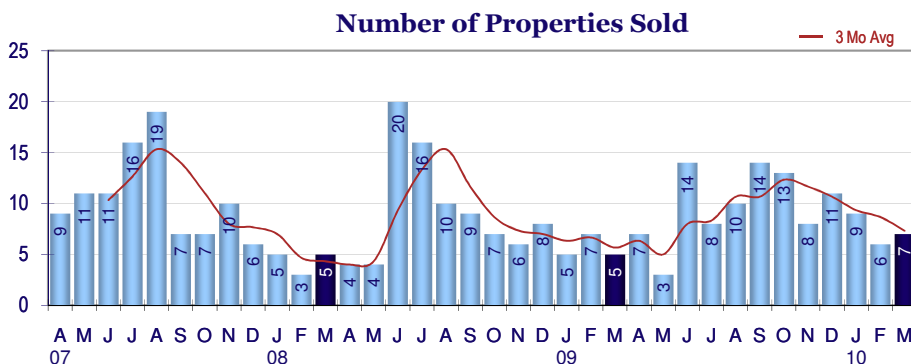
## Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,052,000	-3%		-3%				
Average List Price of all Current Listings	\$1,668,821	-5%		6%				
March Median Sales Price	\$1,175,000	95%	44%	19%	42%	\$797,500	-9%	-3%
March Average Sales Price	\$1,162,929	99%	7%	31%	7%	\$959,909	-12%	-11%
Total Properties Currently for Sale (Inventory)	120	3%		-18%				
March Number of Properties Sold	7	17%		40%		22	29%	
March Average Days on Market (Solds)	185	64%	23%	3%	27%	144	4%	-1%
Asking Price per Square Foot (based on New Listings)	\$360	-8%	3%	30%	-1%	\$381	9%	4%
March Sold Price per Square Foot	\$473	76%	42%	95%	73%	\$329	37%	21%
March Month's Supply of Inventory	17.1	-12%	5%	-42%	-11%	16.3	-33%	-15%
March Sale Price vs List Price Ratio	91.1%	3.4%	2.4%	1.4%	4.3%	90.2%	-5%	3.2%

\* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2009) / YTD = Year-to-date | Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)

## Property Sales

March Property sales were 7, up 40.0% from 5 in March of 2009 and 16.7% higher than the 6 sales last month. March 2010 sales were at their highest level compared to March of 2009 and 2008. March YTD sales of 22 are running 29.4% ahead of last year's year-to-date sales of 17.



## Prices

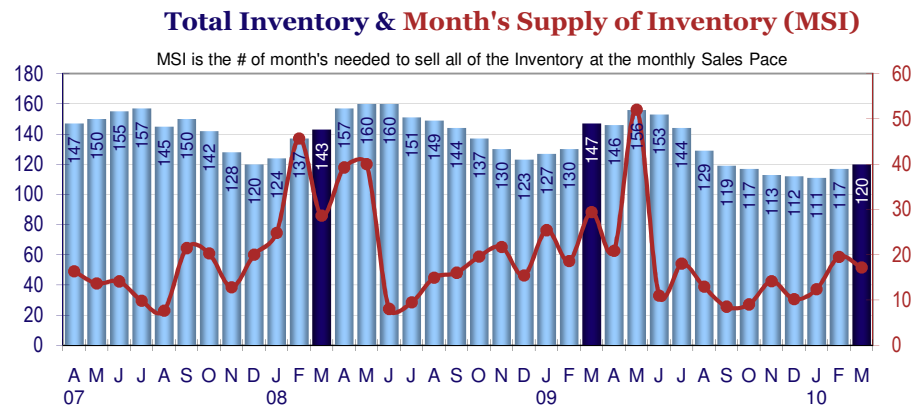
The Median Sales Price in March was \$1,175,000, up 18.8% from \$989,000 in March of 2009 and up 95.0% from \$602,500 last month. The Average Sales Price in March was \$1,162,929, up 31.4% from \$885,300 in March of 2009 and up 99.4% from \$583,333 last month. March 2010 ASP was at a mid range compared to March of 2009 and 2008.



## Inventory & MSI

The Total Inventory of Properties available for sale as of March was 120, up 2.6% from 117 last month and down -18.4% from 147 in March of last year. March 2010 Inventory was at its lowest level compared with March of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2010 MSI of 17.1 months was at its lowest level compared with March of 2009 and 2008.



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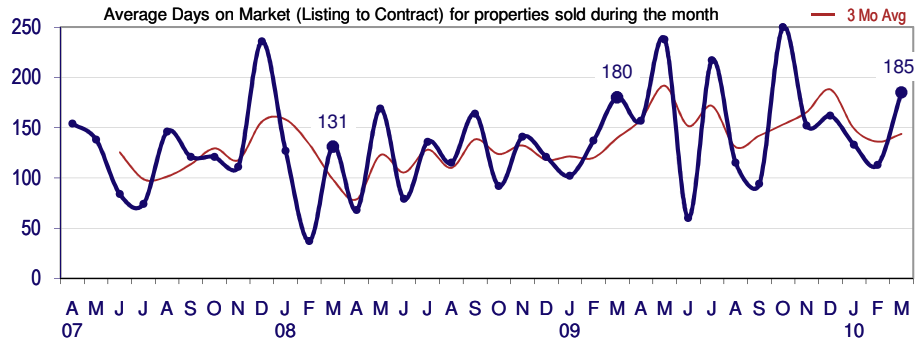


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## Market Time

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 March was 185, up 63.7% from 113 days last month and up 2.8% from 180 days in March of last year. The March 2010 DOM was at a mid level compared with March of 2009 and 2008.

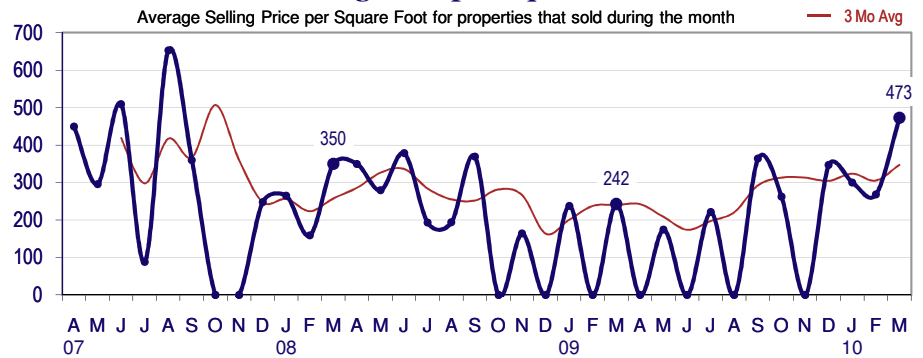
## Days On Market for Sold Properties



## 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 March 2010 Selling Price per Square Foot of \$473 was up 75.9% from \$269 last month and up 95.0% from 242 in March of last year.

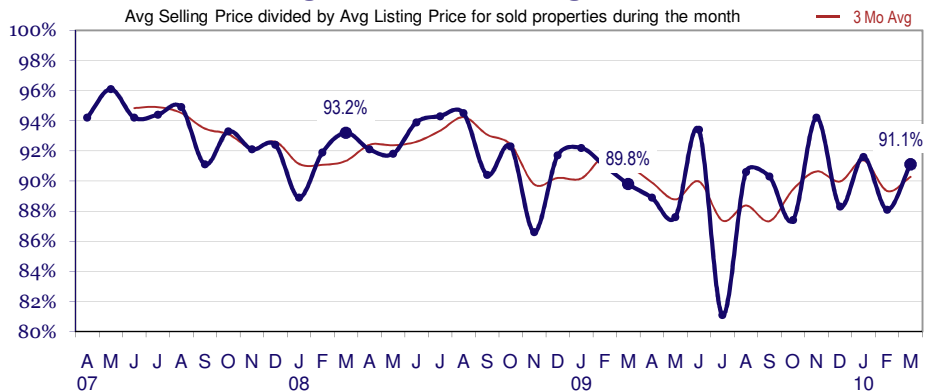
## Selling Price per Square Foot



## 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 March 2010 Selling Price vs Original List Price of 91.1% was up from 88.1% last month and up from 89.8% in March of last year.

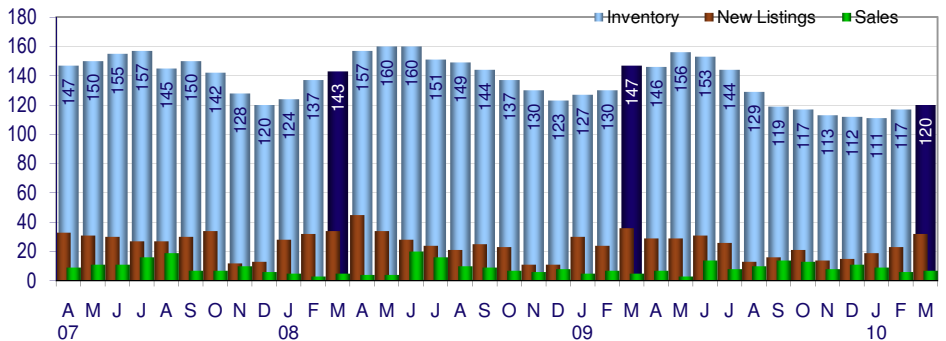
## Selling Price versus Listing Price Ratio



## 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 March 2010 was 32, up 39.1% from 23 last month and down -11.1% from 36 in March of last year.

## Inventory / New Listings / Sales



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	A 07	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	O	N	D	J 10	F	M
Homes Sold	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	9	6	7
3 Mo. Roll Avg			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	9	9	7

(000's)	A 07	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	O	N	D	J 10	F	M
Median Sale Price	1262	1575	1050	817	1325	980	795	712	1138	1400	535	700	1730	1124	1355	956	934	1100	1020	753	955	1228	700	989	1200	435	1163	900	646	918	610	585	950	760	603	1175
3 Mo. Roll Avg			1296	1147	1064	1041	1033	829	882	1083	1024	878	988	1185	1403	1145	1082	997	1018	958	909	978	961	972	963	875	933	833	903	821	725	704	715	765	771	846

	A 07	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	O	N	D	J 10	F	M
Inventory	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	119	117	113	112	111	117	120
MSI	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	9	9	14	10	12	20	17

	A 07	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	O	N	D	J 10	F	M
Days on Market	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	133	113	185
3 Mo. Roll Avg			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	149	136	144

	A 07	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	O	N	D	J 10	F	M
Price per Sq Ft	450	296	509	88	653	360	0	0	248	265	159	350	350	280	378	193	194	370	0	164	0	238	0	242	0	174	0	221	0	364	262	0	347	300	269	473
3 Mo. Roll Avg			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	324	305	347

	A 07	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	O	N	D	J 10	F	M
Sale to List Price	0.942	0.961	0.942	0.944	0.949	0.911	0.933	0.921	0.924	0.889	0.919	0.932	0.921	0.918	0.939	0.943	0.945	0.904	0.923	0.866	0.917	0.922	0.910	0.898	0.889	0.876	0.934	0.811	0.906	0.903	0.874	0.942	0.883	0.916	0.881	0.911
3 Mo. Roll Avg			0.948	0.949	0.945	0.935	0.931	0.922	0.926	0.911	0.911	0.913	0.924	0.924	0.926	0.933	0.942	0.931	0.924	0.898	0.902	0.902	0.916	0.910	0.899	0.888	0.900	0.874	0.884	0.873	0.894	0.906	0.900	0.914	0.893	0.903

	A 07	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	O	N	D	J 10	F	M
New Listings	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	19	23	32
Inventory	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	119	117	113	112	111	117	120
Sales	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	9	6	7

(000's)	A 07	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	O	N	D	J 10	F	M
Avg Sale Price	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	1053	583	1163
3 Mo. Roll Avg			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	1048	991	933