

ART WILSON
 BROKER ASSOCIATE
 847-363-1599
 WWW.NorthShoreHomesOnline.com
 ART.WILSON@CBEXCHANGE.COM



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

Market Profile & Trends Overview

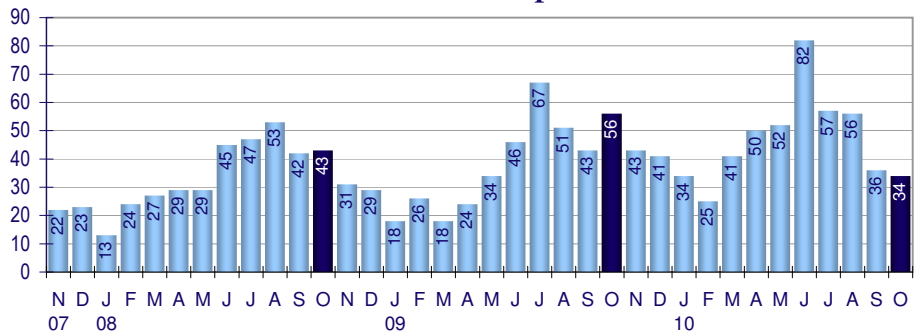
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$479,000	↔		↓				
Average List Price of all Current Listings	\$603,024	↔		↓				
October Median Sales Price	\$380,000	↓	↓	↓	\$406,000	↑	↑	
October Average Sales Price	\$405,567	↓	↓	↓	\$491,814	↑	↑	
Total Properties Currently for Sale (Inventory)	567	↓	↓	↓				
October Number of Properties Sold	34	↓		↓	467	↑		
October Average Days on Market (Solds)	85	↓	↓	↓	117	↓	↓	
Asking Price per Square Foot (based on New Listings)	\$241	↑	↑	↔	\$233	↓	↓	
October Sold Price per Square Foot	\$140	↓	↓	↓	\$196	↔	↔	
October Month's Supply of Inventory	16.7	↑	↑	↑	14.4	↓	↓	
October Sale Price vs List Price Ratio	87.3%	↔	↑	↓	85.5%	↑	↑	

* 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

October Property sales were 34, down 39.3% from 56 in October of 2009 and 5.6% lower than the 36 sales last month. October 2010 sales were at their lowest level compared to October of 2009 and 2008. October YTD sales of 467 are running 21.9% ahead of last year's year-to-date sales of 383.

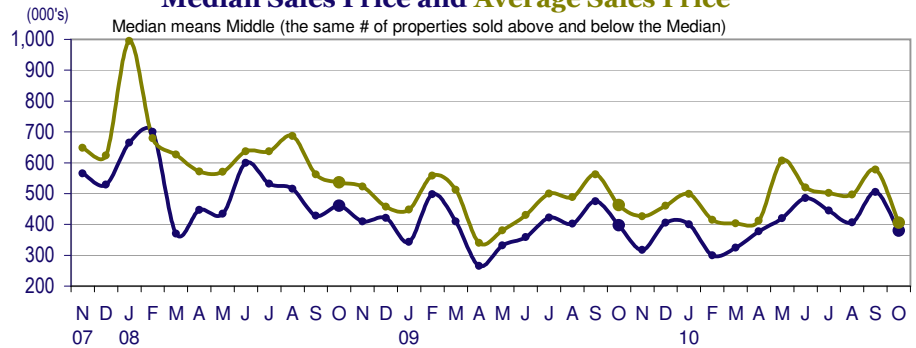
Number of Properties Sold



Prices

The Median Sales Price in October was \$380,000, down 4.4% from \$397,500 in October of 2009 and down 24.8% from \$505,500 last month. The Average Sales Price in October was \$405,567, down 12.4% from \$462,729 in October of 2009 and down 29.8% from \$577,725 last month. October 2010 ASP was at the lowest level compared to October of 2009 and 2008.

Median Sales Price and Average Sales Price



Inventory & MSI

The Total Inventory of Properties available for sale as of October was 567, down 2.2% from 580 last month and down 17.3% from 686 in October of last year. October 2010 Inventory was at its lowest level compared with October of 2009 and 2008.

Total Inventory & Month's Supply of Inventory (MSI)



A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The October 2010 MSI of 16.7 months was at its highest level compared with October of 2009 and 2008.

MLS Area: Glenview Golf

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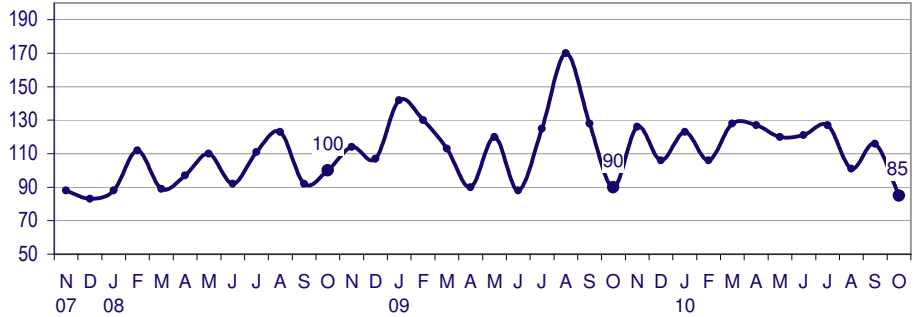
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Market Time

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 October was 85, down 26.7% from 116 days last month and down 5.6% from 90 days in October of last year. The October 2010 DOM was at its lowest level compared with October of 2009 and 2008.

Days On Market for Sold Properties

Average Days on Market (Listing to Contract) for properties sold during the month

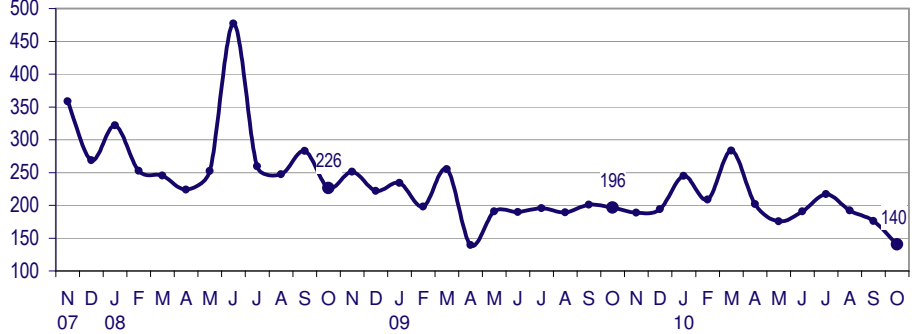


Selling Price per Square Foot

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 October 2010 Selling Price per Square Foot of \$140 was down 20.2% from \$176 last month and down 28.6% from 196 in October of last year.

Selling Price per Square Foot

Average Selling Price per Square Foot for properties that sold during the month

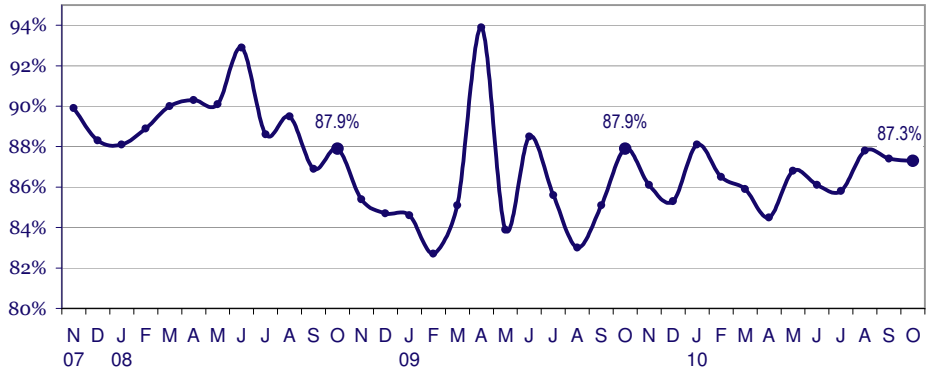


Selling Price vs Original Listing Price

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 October 2010 Selling Price vs Original List Price of 87.3% was down from 87.4% last month and down from 87.9% in October of last year.

Selling Price versus Listing Price Ratio

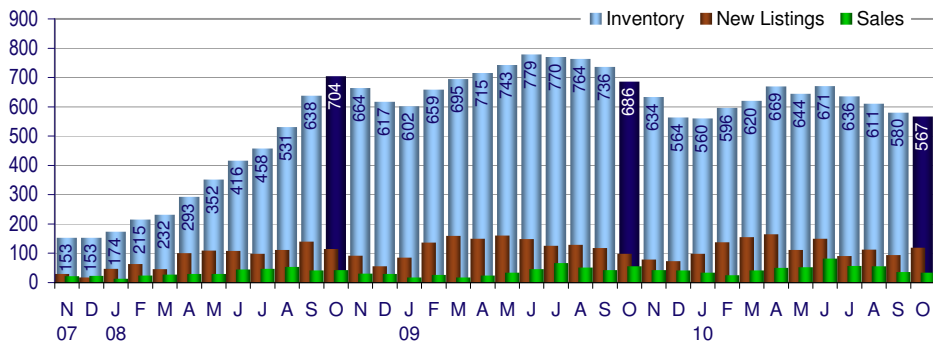
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 October 2010 was 119, up 26.6% from 94 last month and up 21.4% from 98 in October of last year.

Inventory / New Listings / Sales



Inventory / Listings / Sales

MLS Area: Glenview Golf

October 2010

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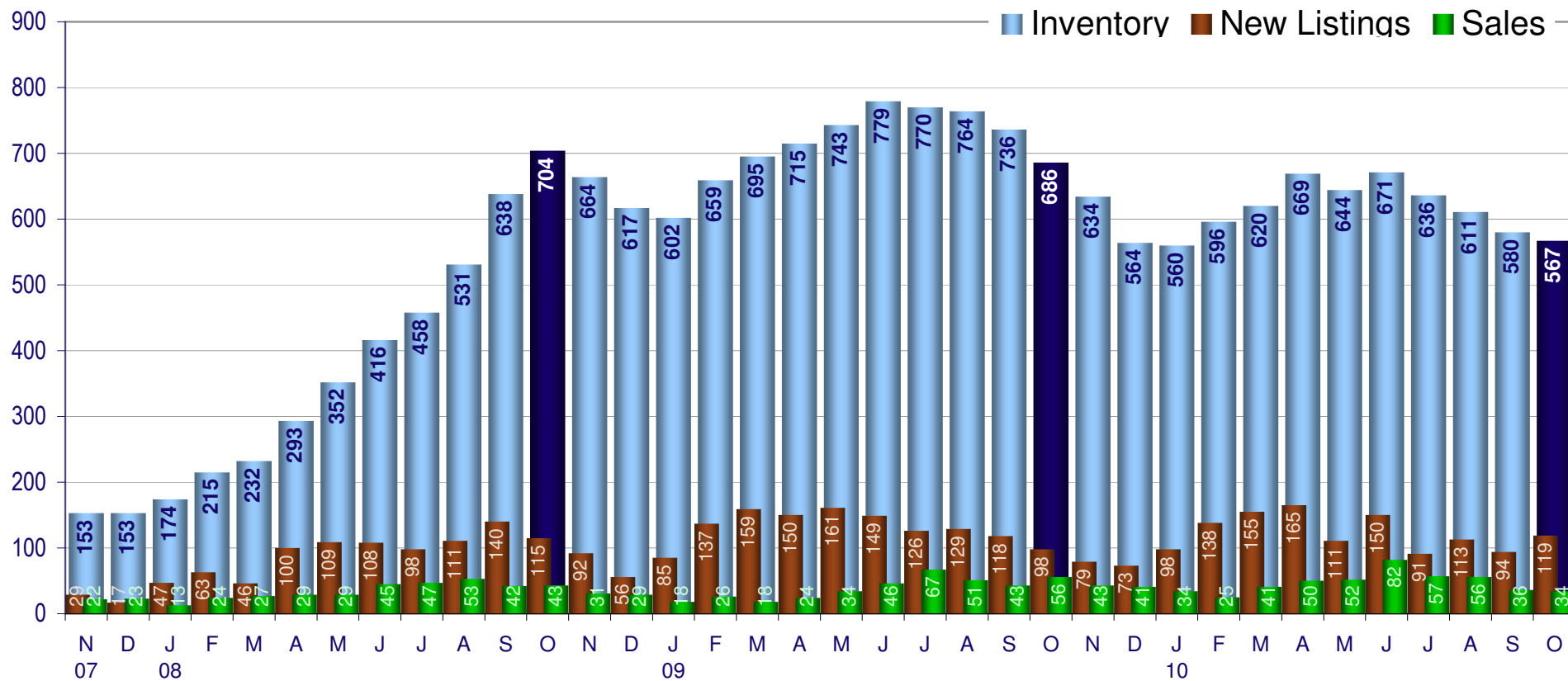


RESIDENTIAL BROKERAGE

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