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MARKET UPDATE

GLENCOE, IL

- Current Real Estate Market Conditions for Single Family Homes
- Trends in Pricing
- Current Levels of Supply and Demand
- Value Metrics

- Report for the week of
October 05, 2009

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This Week

- The median list price in GLENCOE, IL this week is \$1,217,000. The 124 properties have been on the market for an average of 256 days.

Inventory has been lightening lately and the Market Action Index has been trending up. Though days-on-market is increasing, these are mildly positive indications for the market.

Supply and Demand

- Inventory levels have been relatively consistent relative to sales. Despite the fact that there is a relatively high amount of available inventory, this Buyer's market is still seeing prices move higher. Given inventory levels, these price conditions are relatively fragile. If the market cools off further, the price trend is likely to reverse.

Real-Time Market Profile		Trend
Median List Price	\$ 1,217,000	↓↓
Average List Price	\$ 1,835,840	
Asking Price Per Square Foot	\$ 327	↔
Average Days on Market (DoM)	256	↑↑
Inventory of Properties Listed	124	↓↓
Most Expensive Listing	\$ 8,999,000	
Least Expensive Listing	\$ 350,000	
Average Age of Listing	61	
Percent of Properties with Price Decrease	40 %	
Percent Relisted (reset DOM)	10 %	
Percent Flip (price increased)	2 %	
Median House Size (sq ft)	3938	
Median Lot Size	0.25 - 0.50 acre	
Median Number of Bedrooms	4.0	
Median Number of Bathrooms	4.0	

Altos Research Value Statistics			
Market Action	Strong Buyer's	11.0	↑↑
The Market Action Index answers the question "How's the Market?" By measuring the current rate of sale versus the amount of the inventory. Index above 30 implies a seller's advantage. Below 30, conditions give the advantage to the buyer.			

Trend Key:

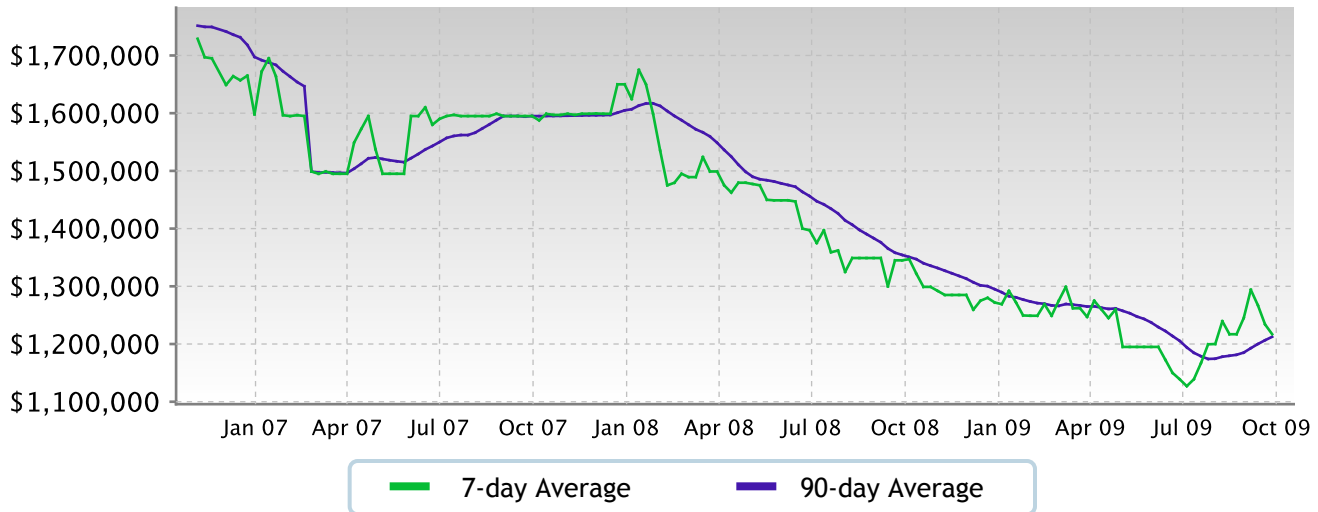
- ↔ No change
- ↑ Slight upward
- ↑↑ Strong upward
- ↓ Slight downward trend
- ↓↓ Strong downward

Characteristics per Quartile

Quartile	Median Price	Sq. Ft.	Lot Size	Beds	Baths	Age	Inventory	New	Absorbed	DOM	
Top/First	\$ 3,400,000	6010	0.50 - 1.0 acre	5.0	6.0	46	31	0	1	319	Most expensive 25% of properties
Upper/Second	\$ 1,549,000	4404	0.25 - 0.50 acre	4.0	4.5	80	31	1	2	235	Upper-middle 25% of properties
Lower/Third	\$ 995,000	3811	0.25 - 0.50 acre	4.0	3.5	62	31	0	0	222	Lower-middle 25% of properties
Bottom/Fourth	\$ 599,000	2257	0.25 - 0.50 acre	4.0	2.5	62	31	2	2	250	Least expensive 25% of properties

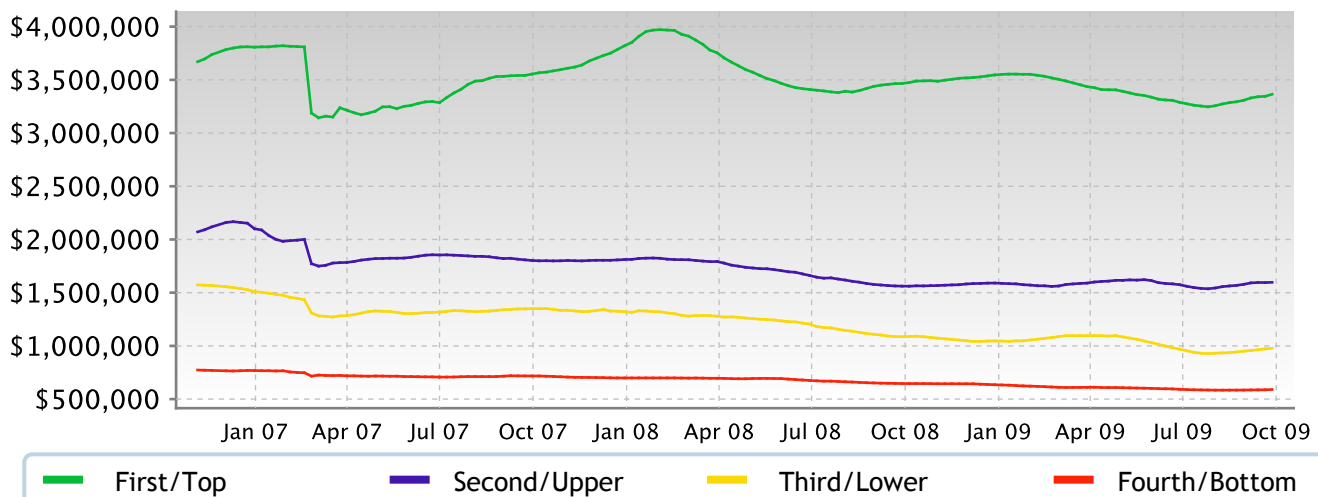
Median Price

Again this week in this zip code we see a downward notch for prices. Pricing has been weak in recent weeks and versus their absolute-high level. At this point, we will be looking for a persistent upward shift in the Market Action Index as a leading indicator for a trough in prices.



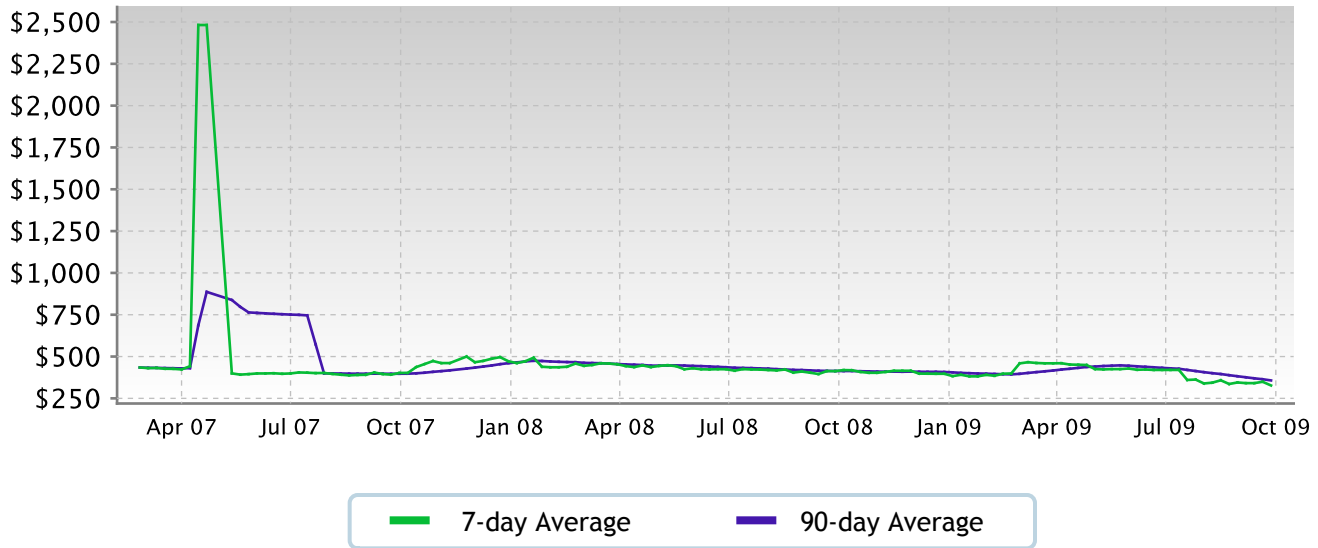
Quartile Prices

In the quartile market segments, we see pricing in this zip code is lacking strong directional indication lately. Quartiles 1 and 3 are up while Quartiles 2 and 4 are basically flat in recent weeks. Watch for persistent shifts in the Market Action Index for a leading indicator of stronger price moves in the market as a whole.



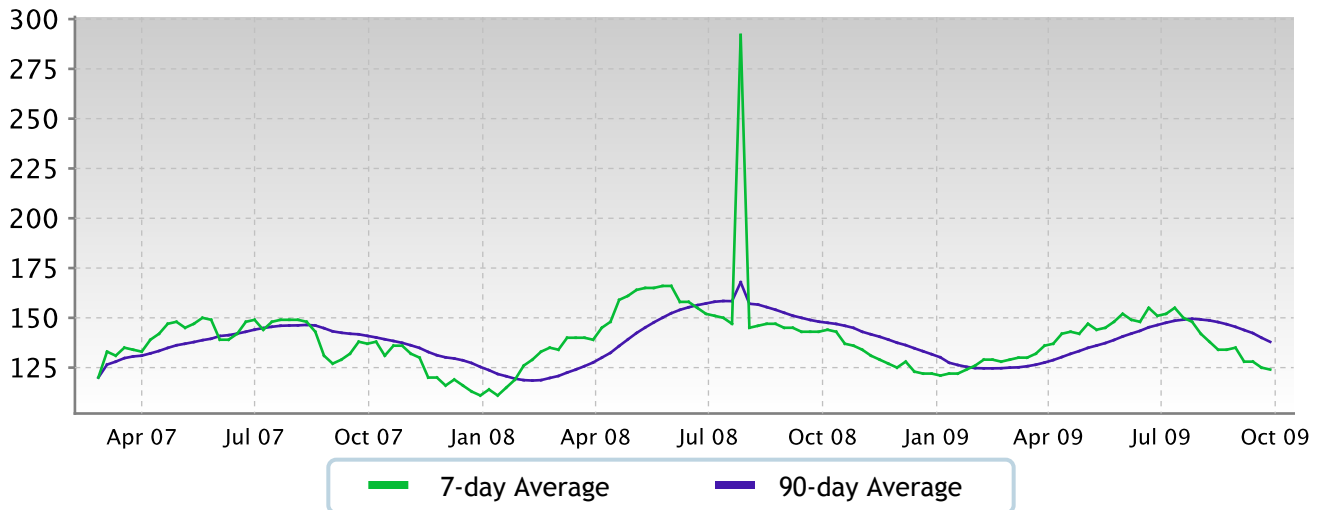
Price per Square Foot

Despite recently falling prices, the price per square foot has stayed reasonably flat. This implies that there's a portion of the market being priced at a premium. You can investigate this condition in the quartile details.



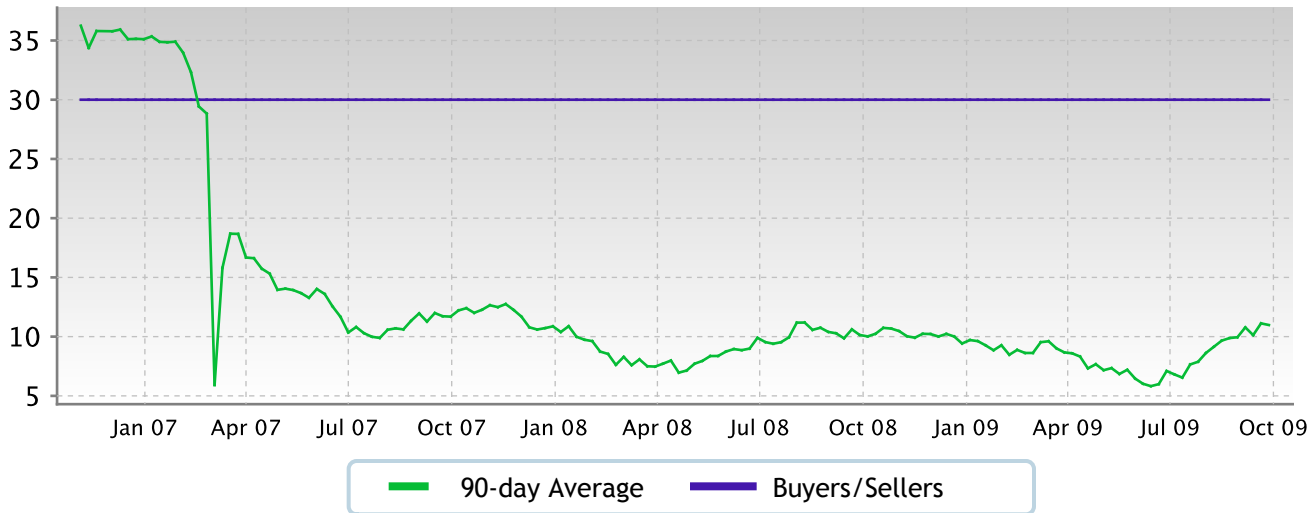
Inventory of Properties Listed for Sale

Inventory has been falling in recent weeks. Note that declining inventory alone does not signal a strengthening market. Look to the Market Action Index and Days on Market trends to gauge whether buyer interest is changing with the available supply.



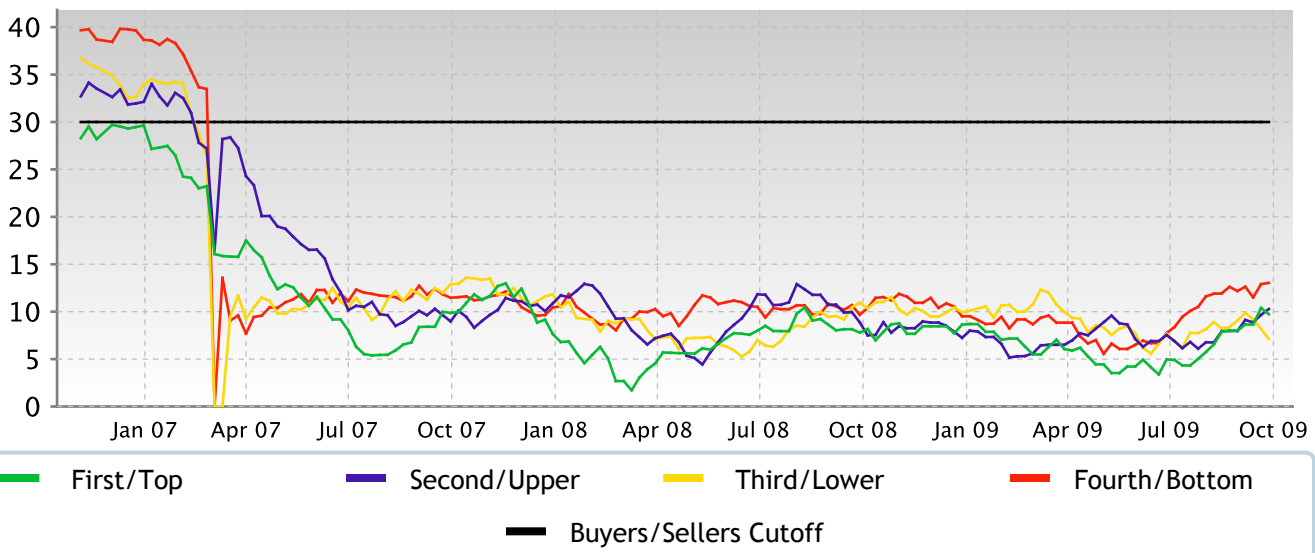
Market Action Index

The GLENCOE market is currently quite strongly in the Buyer's Advantage zone (below 30). The 90-day Market Action Index stands at 10.98. With several months of inventory available at the current sales rate, buyers should find ample choice.



Market Action Index per Quartile

Not surprisingly, all quartiles are in the Buyer's Market zone with several months of inventory given the current levels of demand. Watch the quartiles for changes before the overall market shifts.

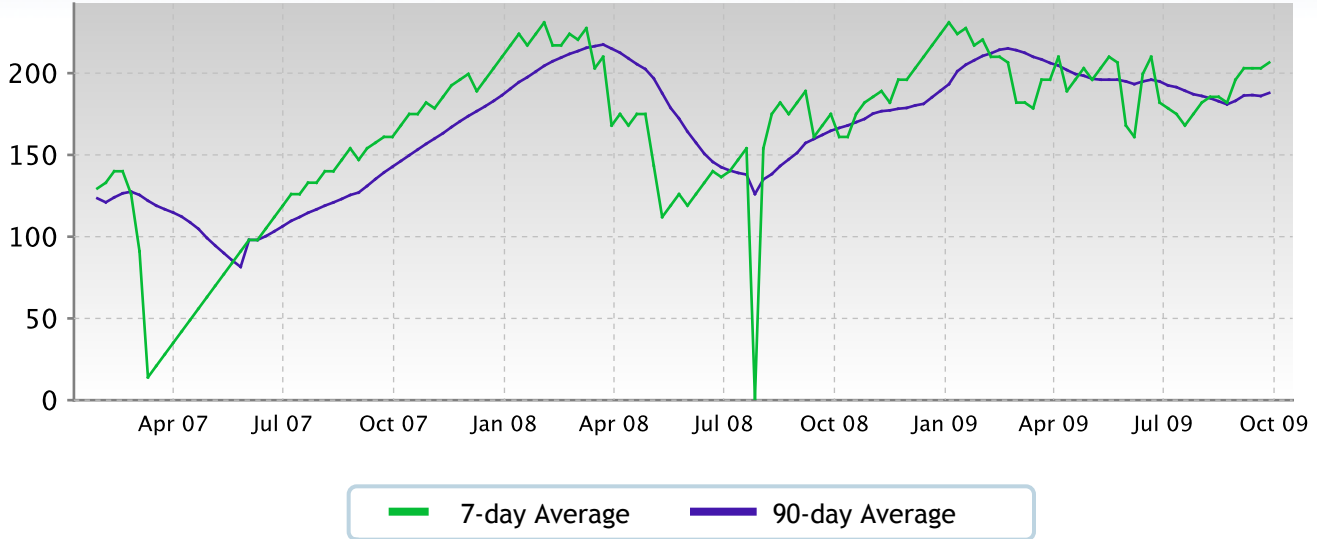


Residential house prices are a function of supply and demand, and market conditions can be characterized by analyzing those factors. Watch this index for sustained changes: if the index falls into the Buyer's Advantage zone (below 30) for a long period, prices are likely in for a downward correction.

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

Days on Market

The properties have been on the market for an average of 256 days. Half of the listings have come newly on the market in the past 206 or so days.



Days on Market per Quartile

It is not uncommon for the higher priced homes in an area to take longer to sell than those in the lower quartiles.

