

PATRICK O'ROURKE

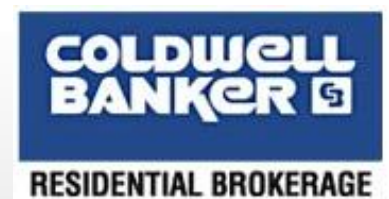
MARKET UPDATE

NORTHBROOK, 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

- Presented by Patrick O'Rourke
Coldwell Banker Residential Brokerage
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847-835-6060



This Week

- The median list price in NORTHBROOK, IL this week is \$595,000. The 343 properties have been on the market for an average of 262 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

- The market has shown some evidence of slowing recently. Both prices and inventory levels are relatively unchanged in recent weeks. Watch the Market Action Index for changes as it can be a leading indicator for price changes.

Real-Time Market Profile

Real-Time Market Profile		Trend
Median List Price	\$ 595,000	↔
Average List Price	\$ 785,772	
Asking Price Per Square Foot	\$ 222	↔
Average Days on Market (DoM)	262	↑↑
Inventory of Properties Listed	343	↓↓
Most Expensive Listing	\$ 4,900,000	
Least Expensive Listing	\$ 186,900	
Average Age of Listing	40	
Percent of Properties with Price Decrease	48 %	
Percent Relisted (reset DOM)	13 %	
Percent Flip (price increased)	2 %	
Median House Size (sq ft)	2869	
Median Lot Size	0.25 - 0.50 acre	
Median Number of Bedrooms	4.0	
Median Number of Bathrooms	2.5	

Altos Research Value Statistics

Market Action	Strong Buyer's	11.7	↑↑
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.			

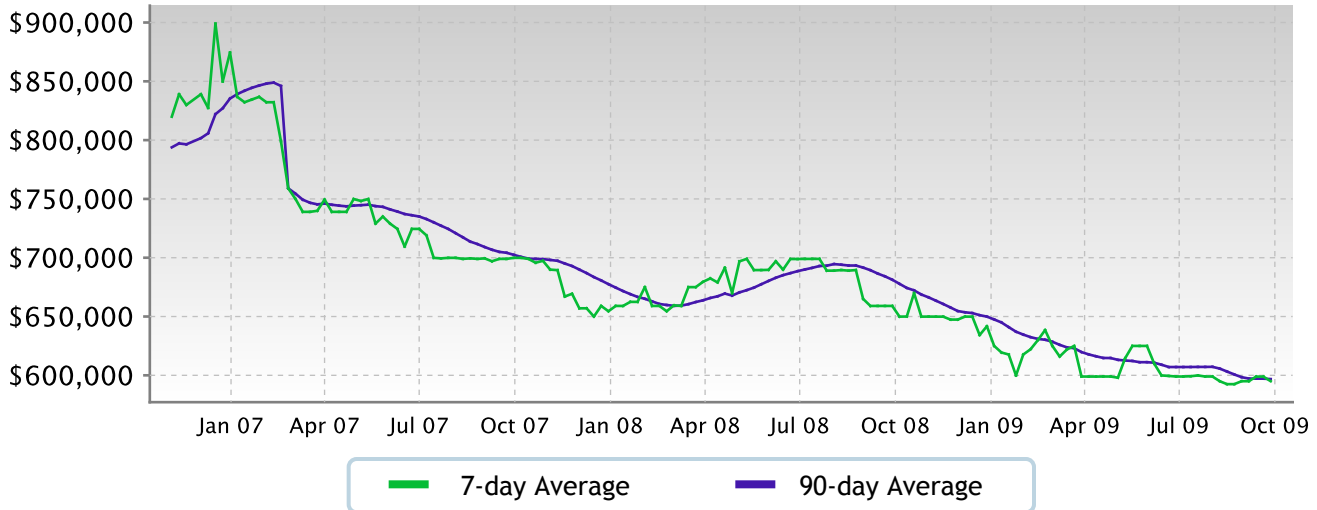
Trend Key:	↑↑ Strong upward	↓↓ Strong downward
↔ No change	↑ Slight upward	↓ Slight downward trend

Characteristics per Quartile

Quartile	Median Price	Sq. Ft.	Lot Size	Beds	Baths	Age	Inventory	New	Absorbed	DOM	
Top/First	\$ 1,349,000	5386	0.50 - 1.0 acre	5.0	5.5	16	85	2	3	312	Most expensive 25% of properties
Upper/Second	\$ 699,000	3333	0.25 - 0.50 acre	4.0	3.2	38	86	5	5	227	Upper-middle 25% of properties
Lower/Third	\$ 504,450	2368	0.25 - 0.50 acre	4.0	2.5	42	86	6	7	232	Lower-middle 25% of properties
Bottom/Fourth	\$ 327,000	1684	0.25 - 0.50 acre	3.0	2.0	55	86	1	1	280	Least expensive 25% of properties

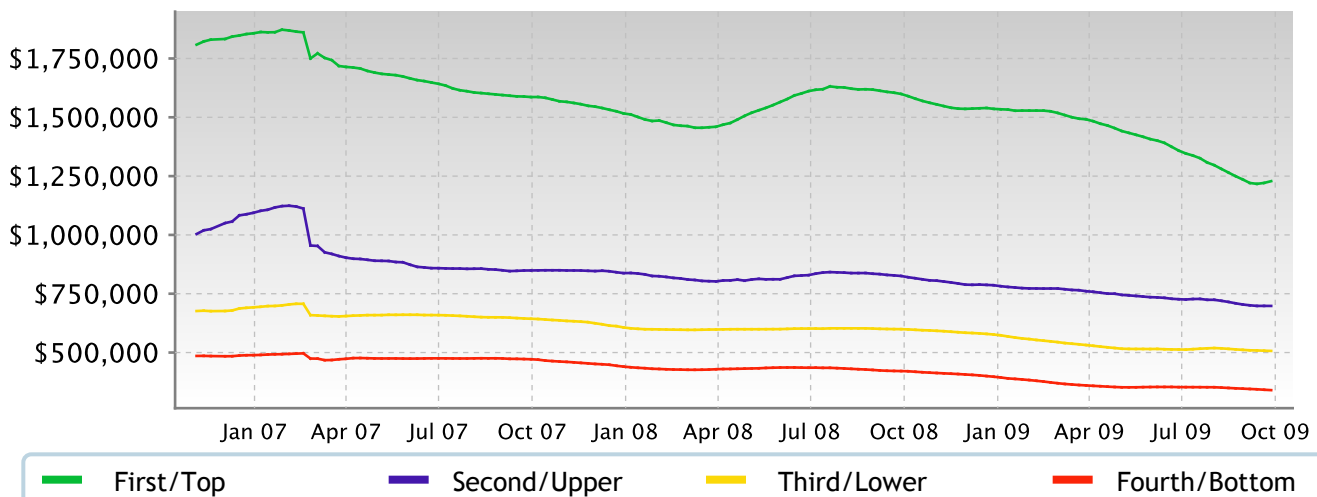
Median Price

We continue to see prices in this zip code bouncing around this plateau. Look for a persistent up-shift in the Market Action Index before we see prices move from these levels.



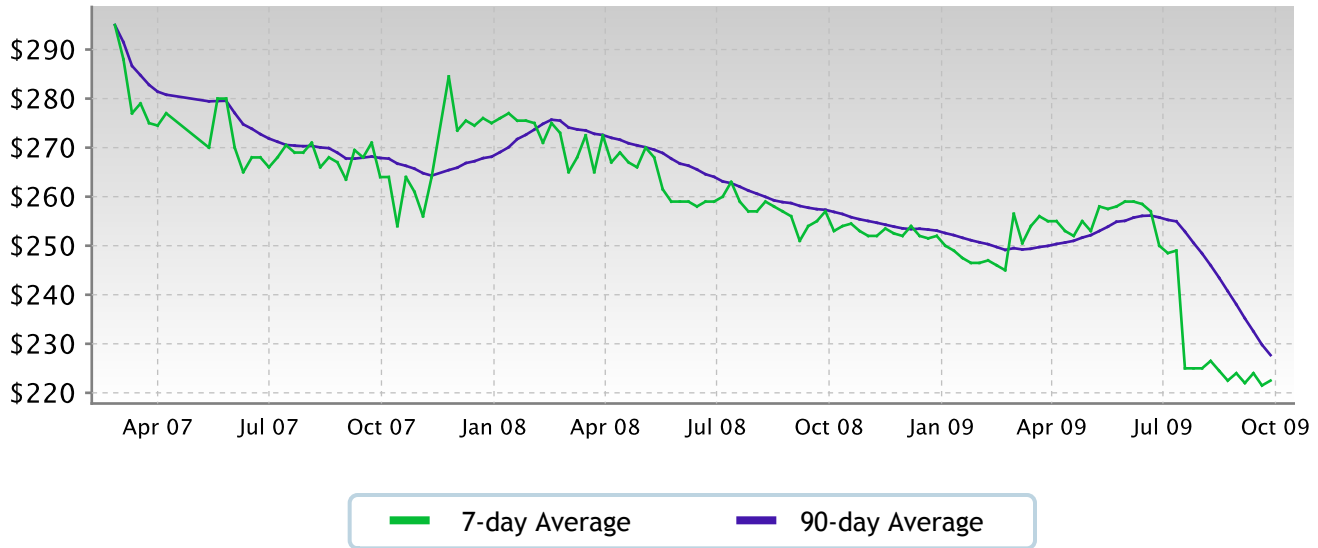
Quartile Prices

In the quartile market segments, we see prices in this zip code have generally settled at a plateau, although Quartile 1 has been trending a bit downward in recent weeks. We'll need to see a persistent shift in the Market Action Index before we see prices across the board move from these levels.



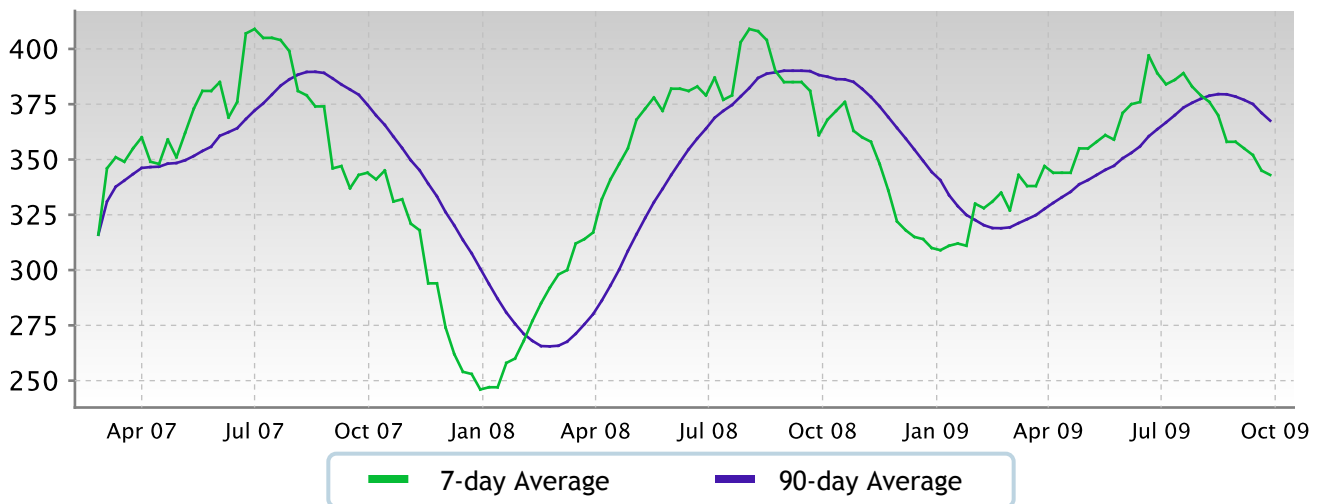
Price per Square Foot

The market plateau is seen across the price and value. The price per square foot and median list price have both been reasonably stagnant. Watch the Market Action Index for persistent changes as a leading indicator before the market moves from these levels.



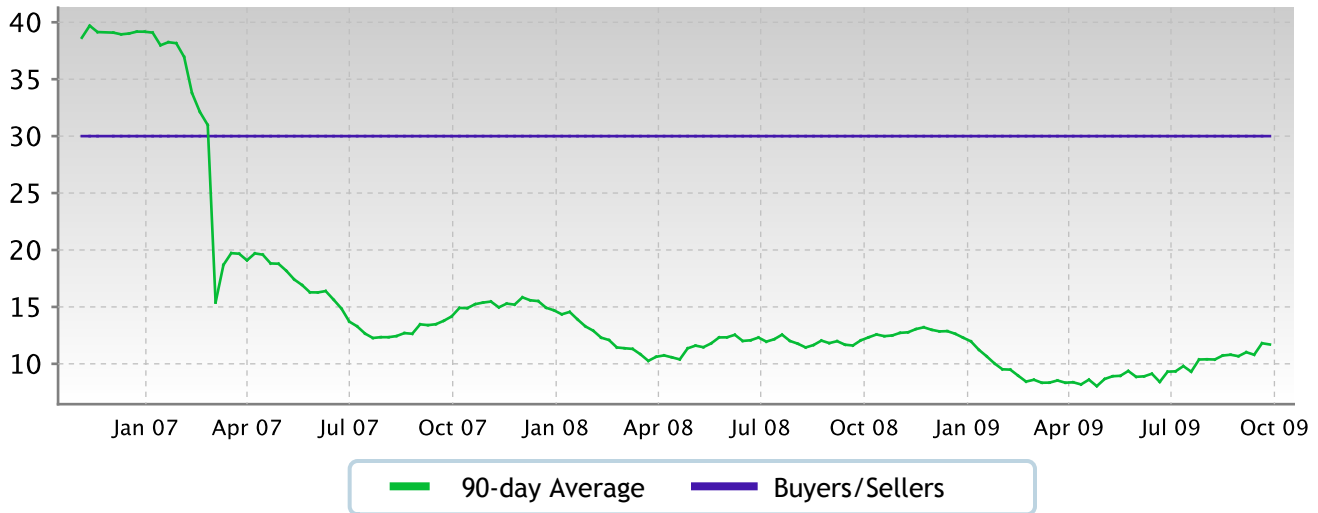
Inventory of Properties Listed for Sale

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.



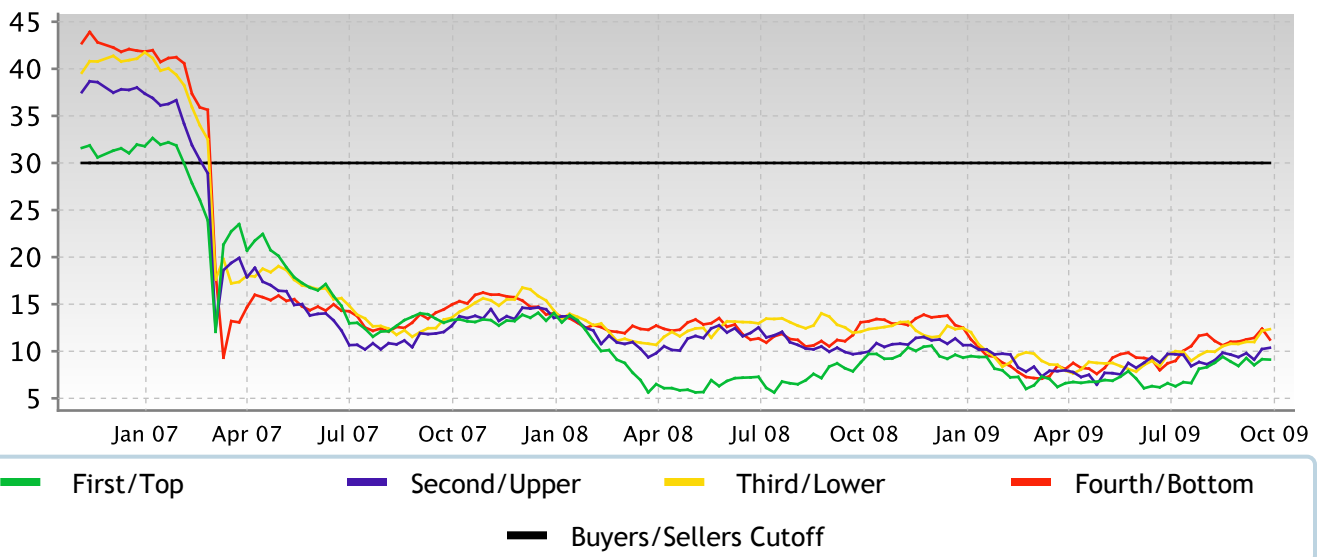
Market Action Index

The NORTHBROOK market is currently quite strongly in the Buyer's Advantage zone (below 30). The 90-day Market Action Index stands at 11.70. 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.

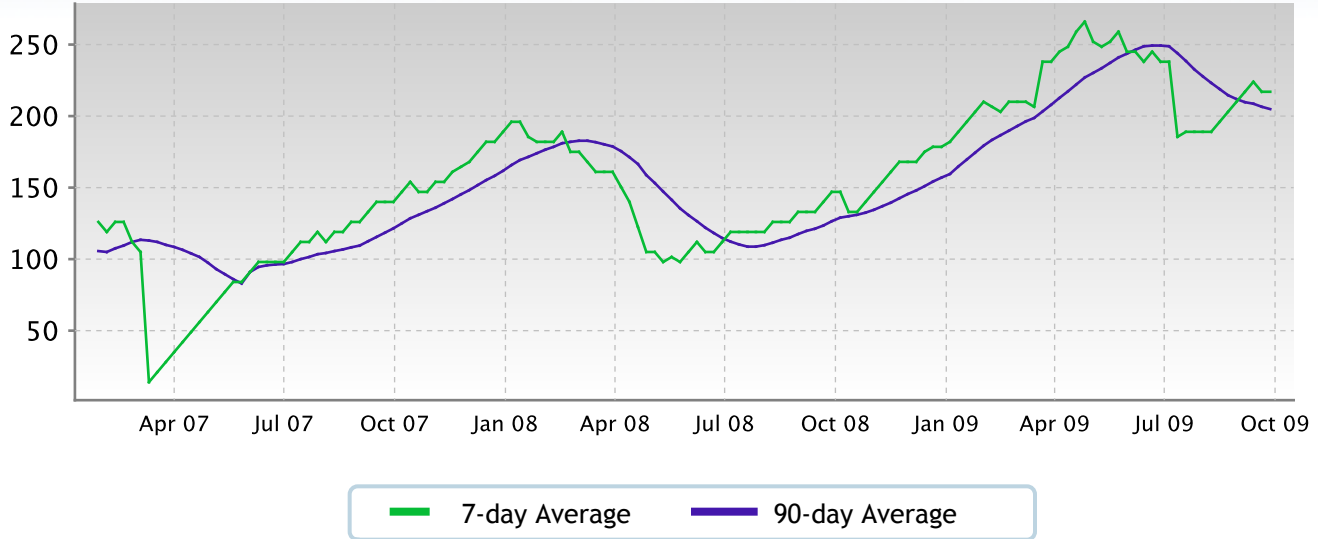


Residential house prices are a function of supply and demand, and market conditions can be characterized by analyzing those factors. Watch this index for sustained changes: if the index falls into the Buyer's Advantage zone (below 30) for a long period, prices are likely in for a downward correction.

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.

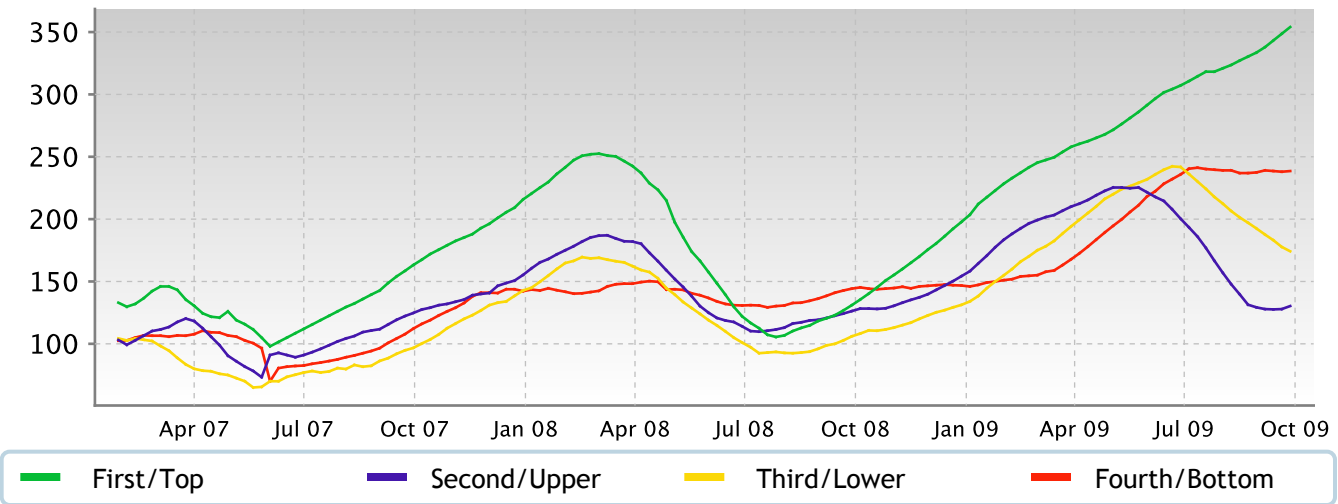
Days on Market

The properties have been on the market for an average of 262 days. Half of the listings have come newly on the market in the past 217 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.



NEIGHBORHOOD DETAIL

PATRICK O'ROURKE, COLDWELL BANKER RESIDENTIAL BROKERAGE |

NORTHBROOK,
IL 60062

This Week

- The median list price in NORTHBROOK, IL 60062 this week is \$595,000. The 341 properties have been on the market for an average of 264 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

- The market has shown some evidence of slowing recently. Both prices and inventory levels are relatively unchanged in recent weeks. Watch the Market Action Index for changes as it can be a leading indicator for price changes.

Real-Time Market Profile

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Altos Research Value Statistics

Market Action	Strong Buyer's	11.6	↑↑
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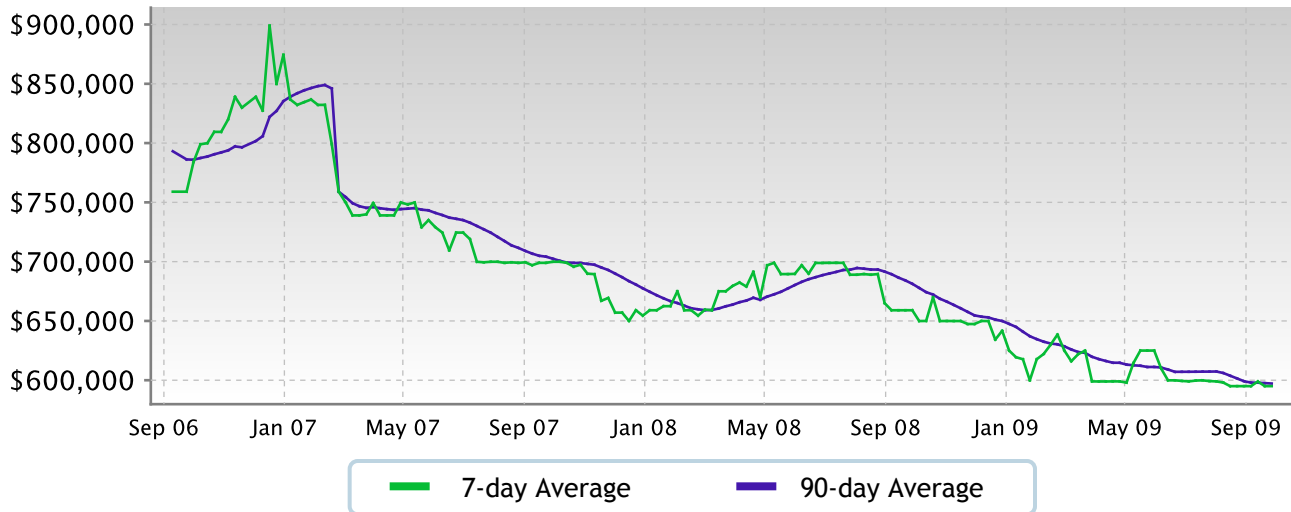
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Top/First	\$ 1,299,999	5300	0.50 - 1.0 acre	5.0	5.5	17	85	3	3	315	Most expensive 25% of properties
Upper/Second	\$ 695,900	3322	0.25 - 0.50 acre	4.0	3.0	38	85	4	5	226	Upper-middle 25% of properties
Lower/Third	\$ 499,900	2373	0.25 - 0.50 acre	4.0	2.5	42	85	6	7	233	Lower-middle 25% of properties
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MONDAY OCTOBER 5, 2009

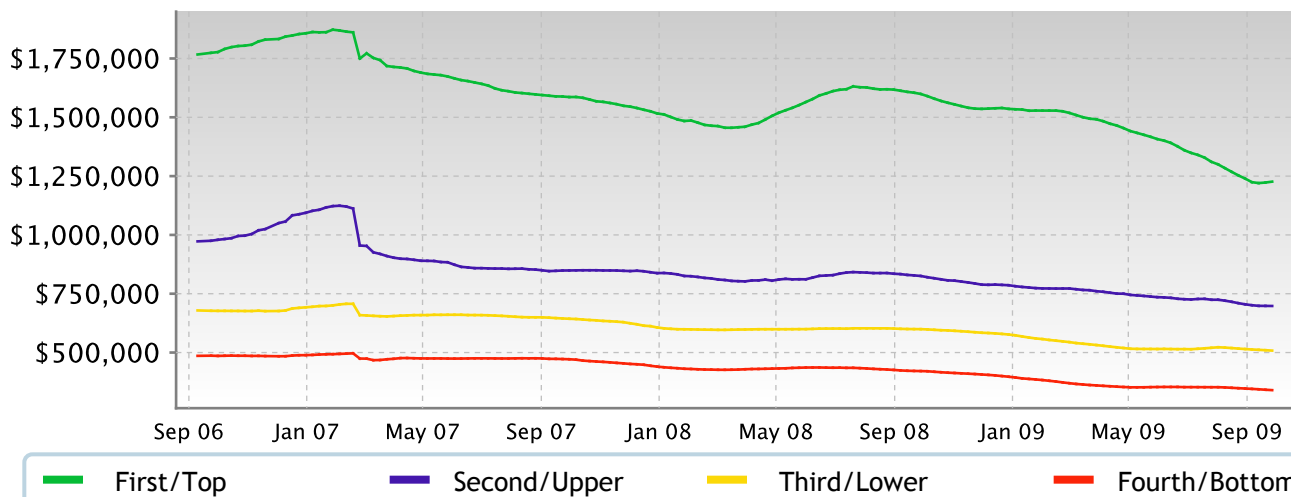
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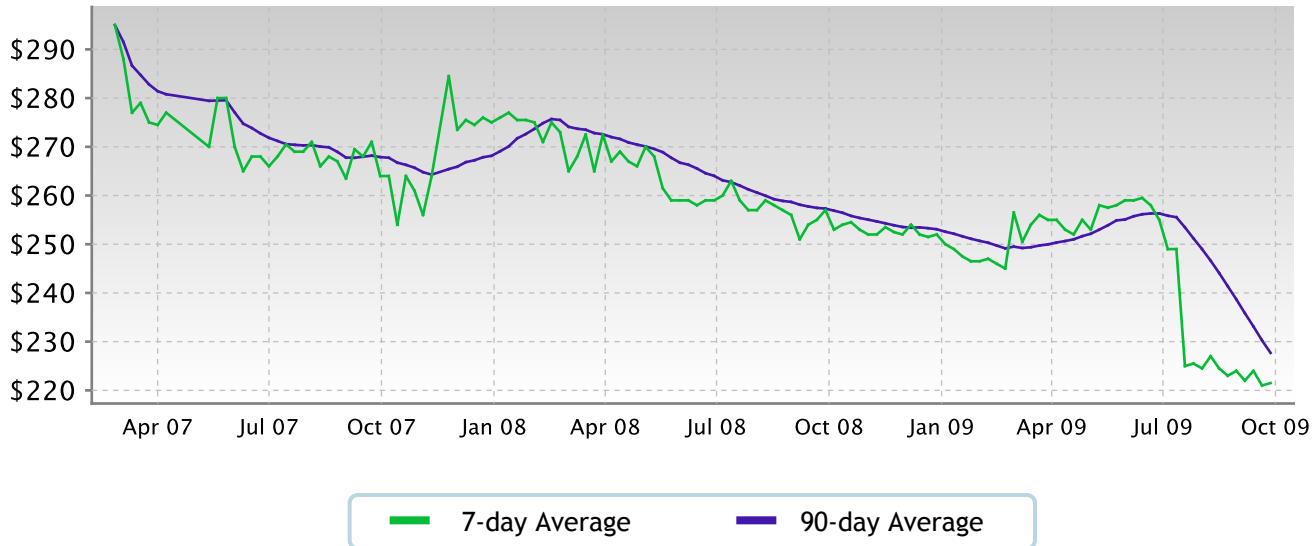
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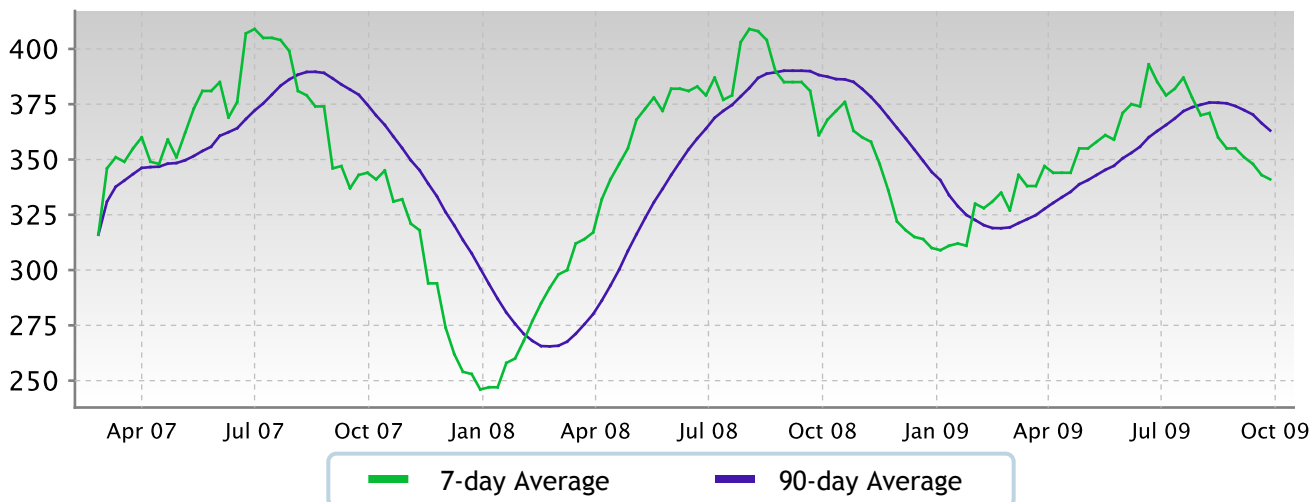
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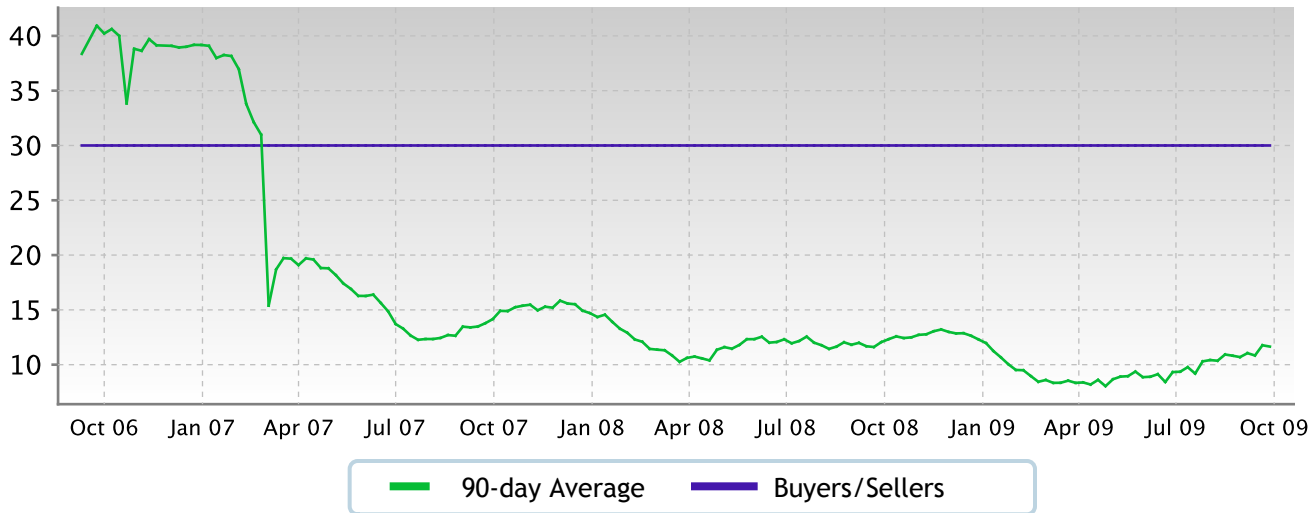
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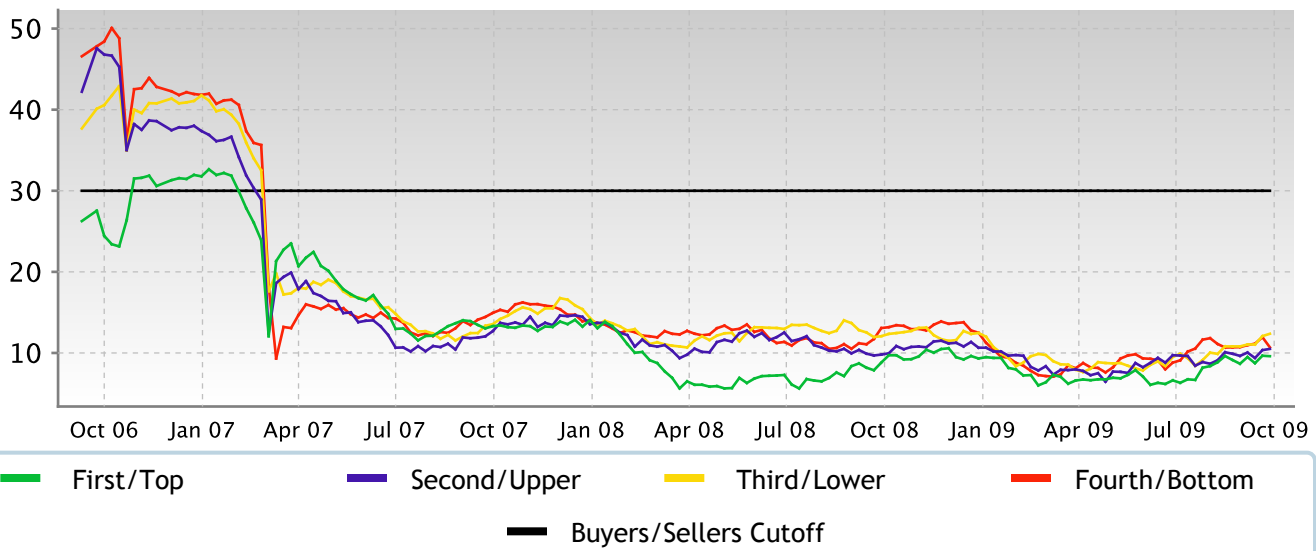
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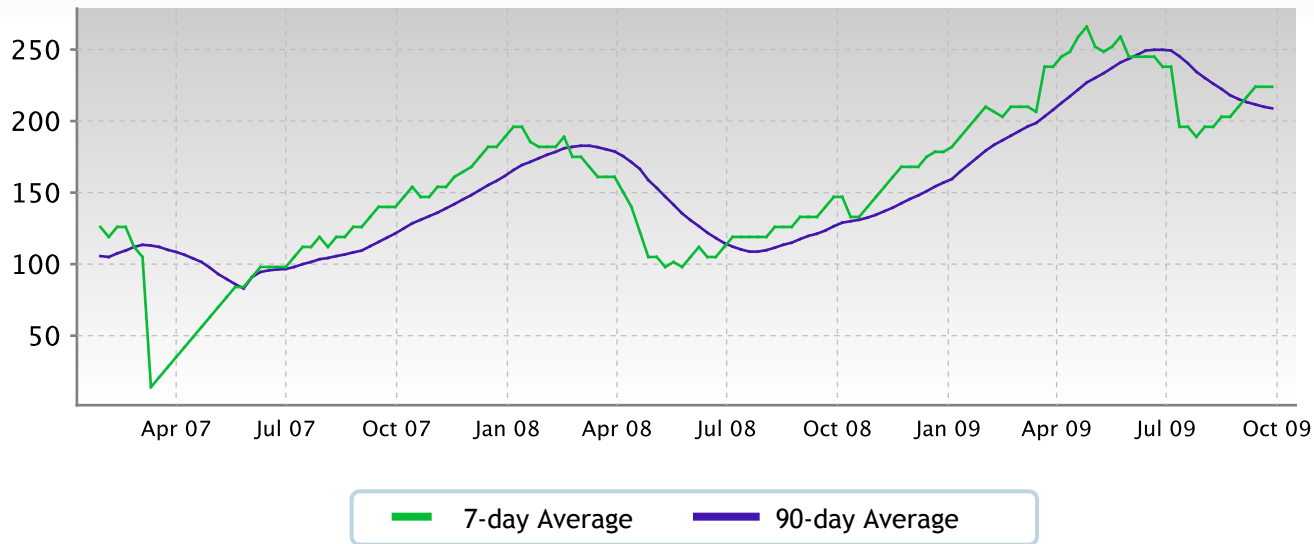


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