

PATRICK O'ROURKE

MARKET UPDATE

WINNETKA, 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
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- Presented by Patrick O'Rourke
Coldwell Banker Residential Brokerage
coldwellbankeronline.com/Patrick.ORourke@cbexchange.com
847-835-6060



This Week

- The median list price in WINNETKA, IL this week is \$1,359,000. The 223 properties have been on the market for an average of 261 days.

Days-on-market has been trending up recently but the Market Action Index and inventory levels are basically flat and not providing strong indications for the market.

Supply and Demand

- The market has settled in at a relative stasis in inventory and sales conditions. It's a Buyer's market that has seen prices trend lower. Expect that consistent up trends in demand will be required before price trends change significantly.

Real-Time Market Profile

		Trend
Median List Price	\$ 1,359,000	↓↓
Average List Price	\$ 1,923,658	
Asking Price Per Square Foot	\$ 385	↔
Average Days on Market (DoM)	261	↑↑
Inventory of Properties Listed	223	↔
Most Expensive Listing	\$ 10,750,000	
Least Expensive Listing	\$ 299,900	
Average Age of Listing	60	
Percent of Properties with Price Decrease	43 %	
Percent Relisted (reset DOM)	13 %	
Percent Flip (price increased)	2 %	
Median House Size (sq ft)	3631	
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	10.7	↔
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	\$ 3,600,000	5628	0.50 - 1.0 acre	5.0	6.0	35	55	1	2	301
Upper/Second	\$ 1,724,500	4248	0.25 - 0.50 acre	5.0	4.5	54	56	0	1	276
Lower/Third	\$ 1,147,450	3361	0.25 - 0.50 acre	4.0	3.5	71	56	3	0	193
Bottom/Fourth	\$ 697,000	2208	8,001 - 10,000 sqft	3.0	2.5	86	56	0	4	275

Most expensive 25% of properties

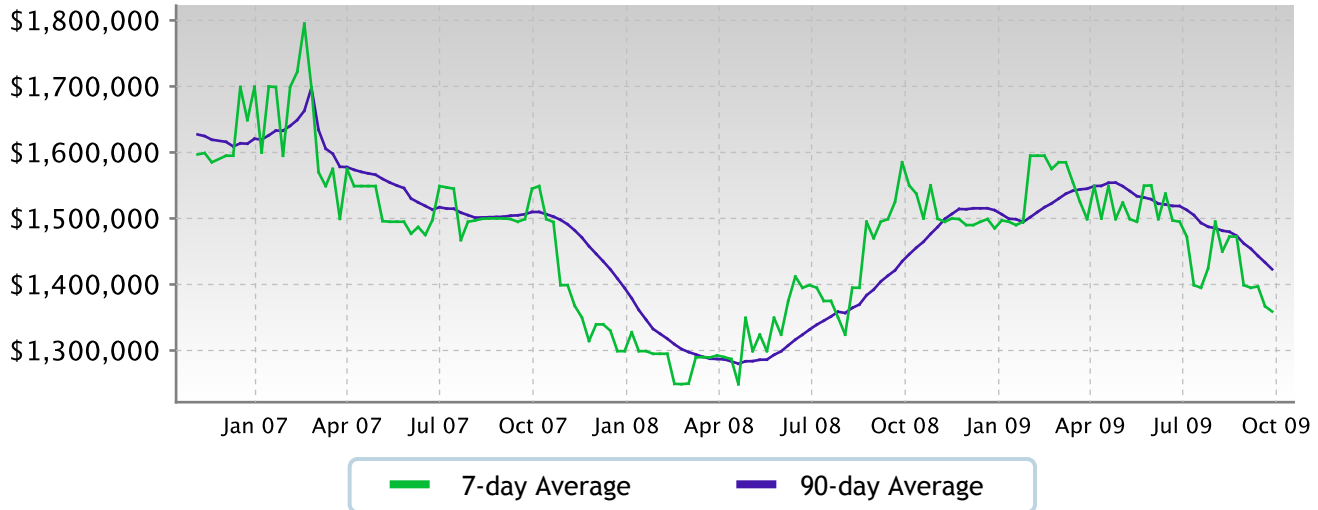
Upper-middle 25% of properties

Lower-middle 25% of properties

Least expensive 25% of properties

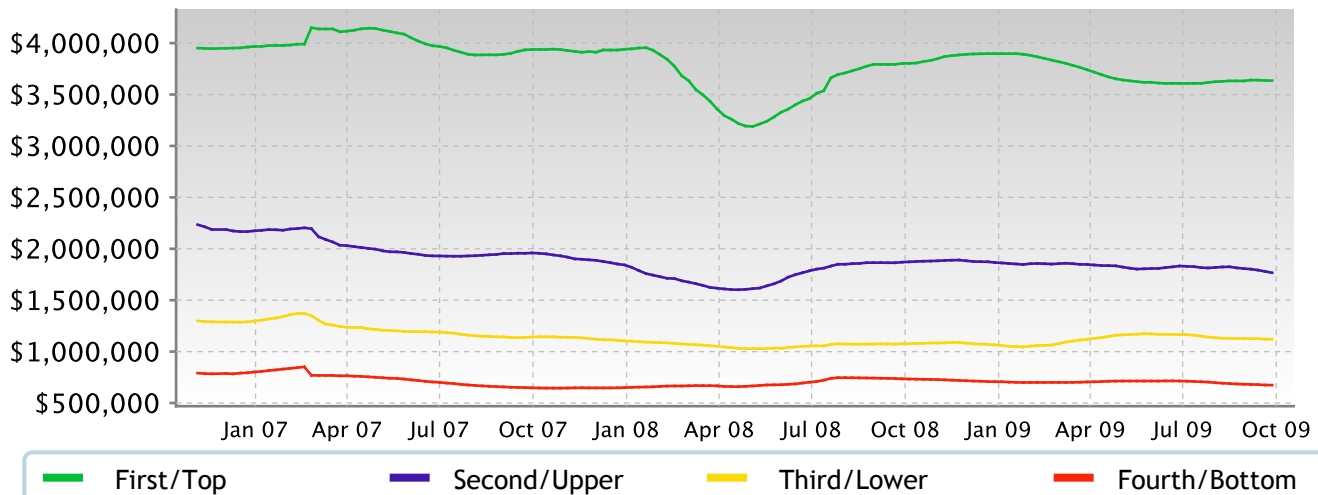
Median Price

Prices in this zip code have been on a downward trend recently and this week, while essentially flat, doesn't break us out of that cycle.



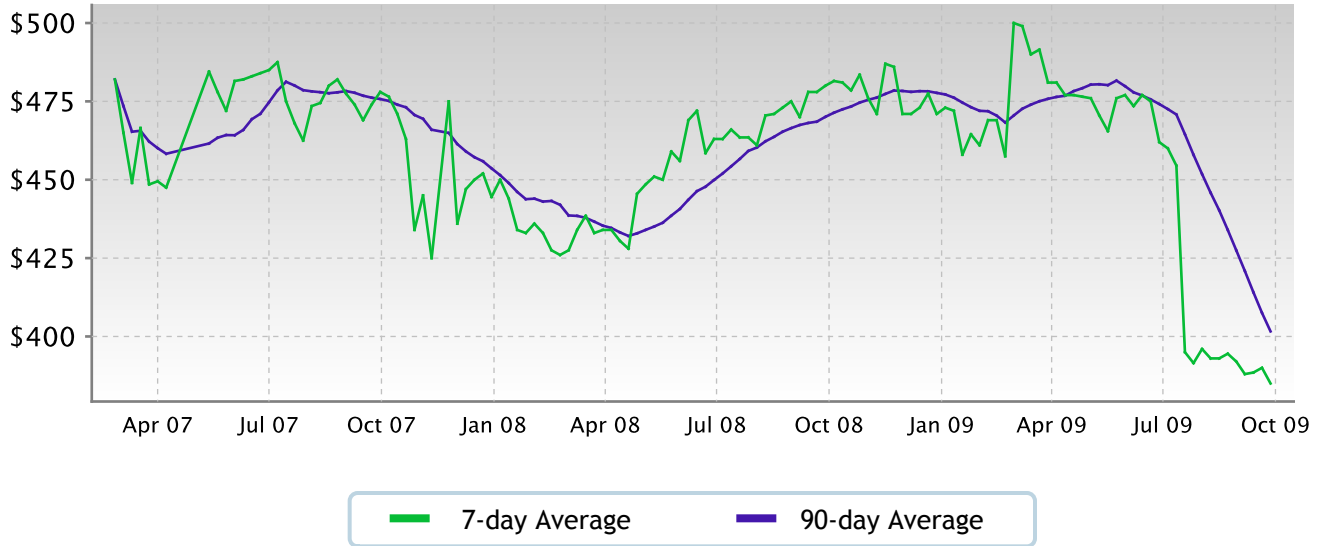
Quartile Prices

In the quartile market segments, we see pricing conditions in this zip code have recently been mildly negative. Prices in Quartile 2 and 4 have been mixed recently, while the rest of the market is trending downward. Look to a strong, persistent up shift in the Market Action Index as a leading indicator of the trough in the market.



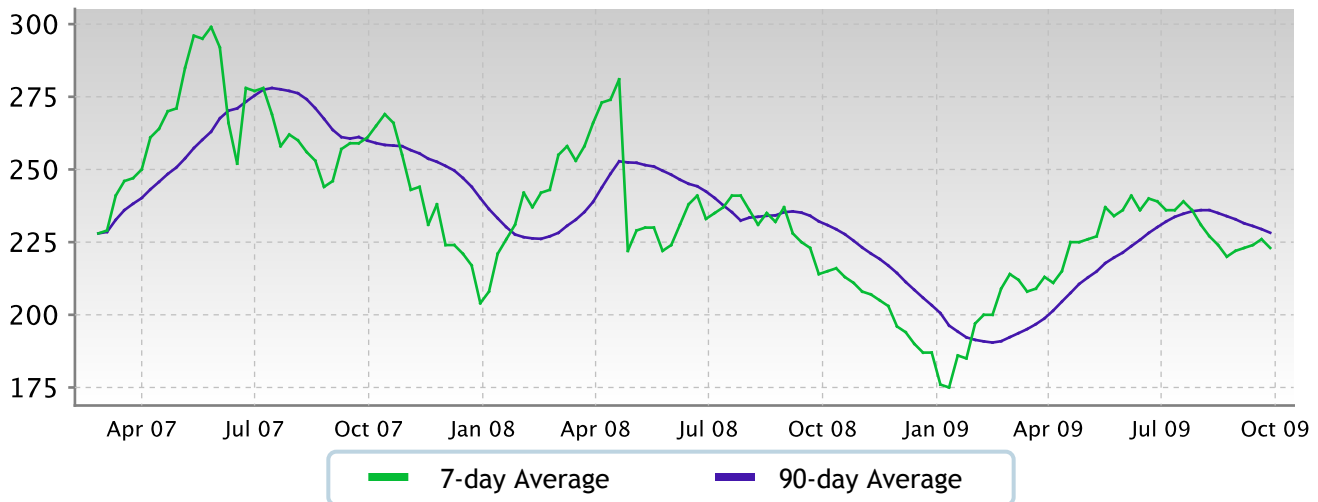
Price per Square Foot

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.



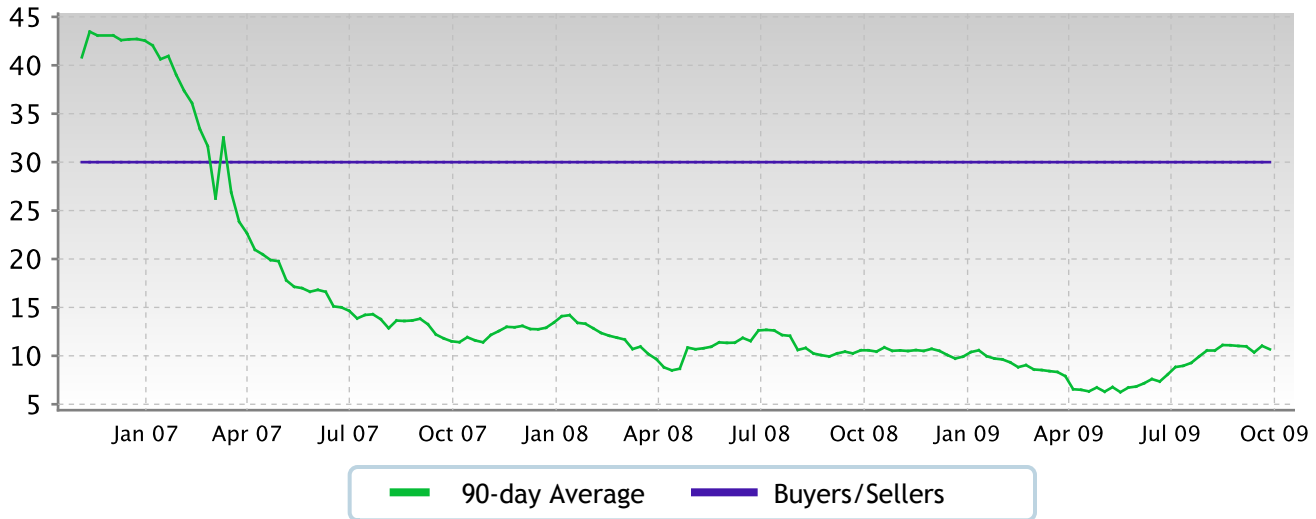
Inventory of Properties Listed for Sale

Inventory has been relatively steady around these levels in recent weeks.



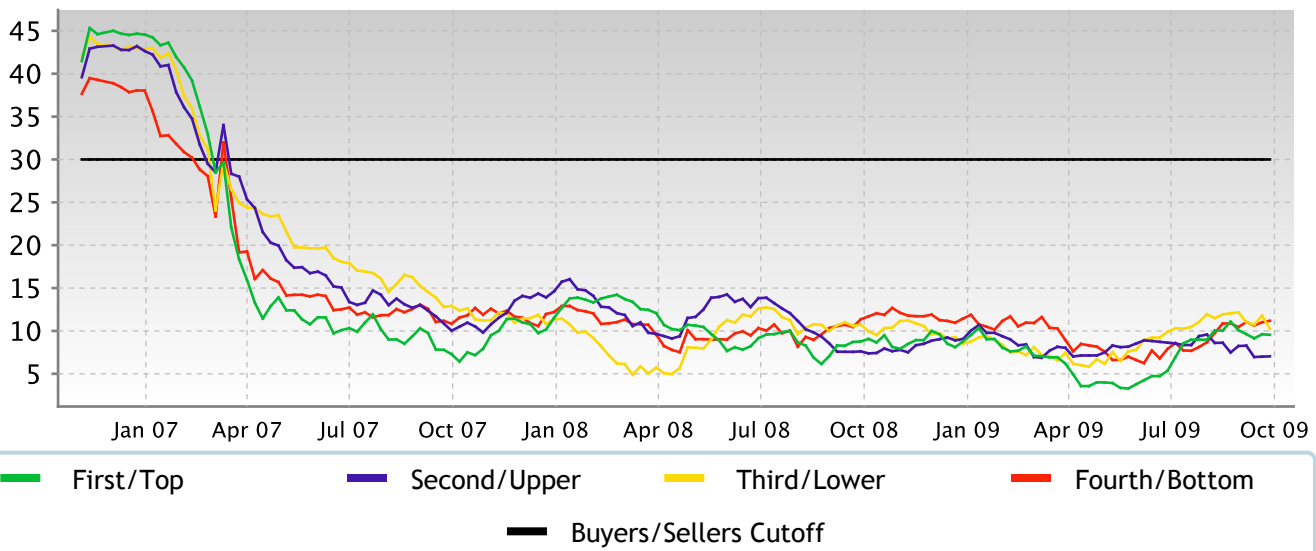
Market Action Index

The WINNETKA market is currently quite strongly in the Buyer's Advantage zone (below 30). The 90-day Market Action Index stands at 10.67. 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.

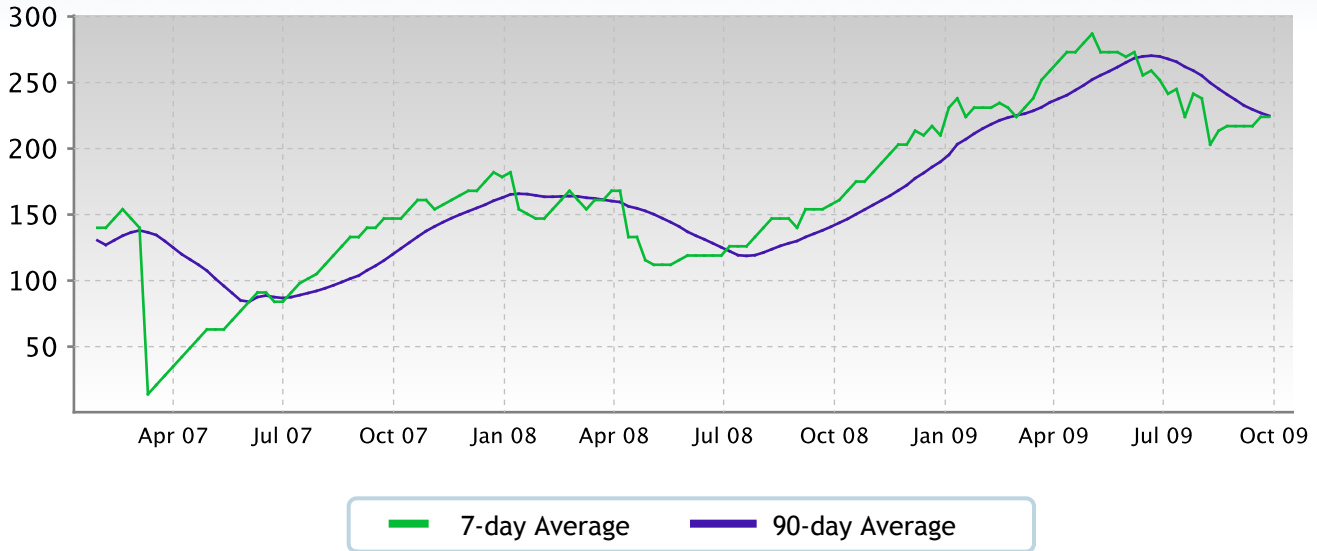


Residential house prices are a function of supply and demand, and market conditions can be characterized by analyzing those factors. Watch this index for sustained changes: if the index falls into the Buyer's Advantage zone (below 30) for a long period, prices are likely in for a downward correction.

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 261 days. Half of the listings have come newly on the market in the past 224 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.

