

MLS Area: Glencoe



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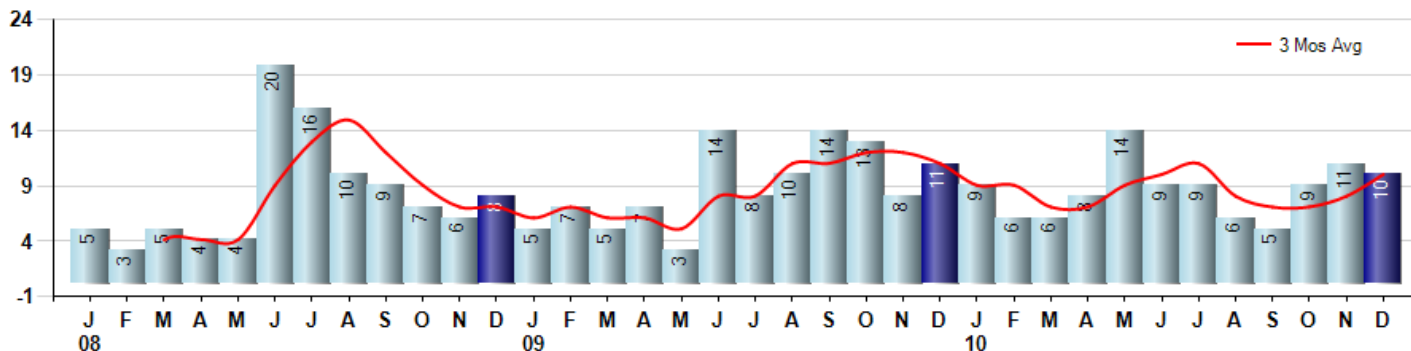
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,208,000	↔		↑				
Average List Price of all Current Listings	\$2,099,887	↑		↑				
December Median Sales Price	\$571,500	↓	↓	↓	↓	\$775,000	↓	↓
December Average Sales Price	\$869,500	↓	↓	↓	↓	\$986,099	↓	↓
Total Properties Currently for Sale (Inventory)	96	↓		↓				
December Number of Properties Sold	10	↓		↓		102	↓	
December Average Days on Market (Solds)	96	↓	↓	↓	↓	122	↓	↓
December Month's Supply of Inventory	9.6	↓	↓	↓	↓	16.1	↓	↓
December Sale Price vs List Price Ratio	82.9%	↑	↑	↑	↑	81.9%	↑	↑

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year / YTD = Year-to-date

Property Sales

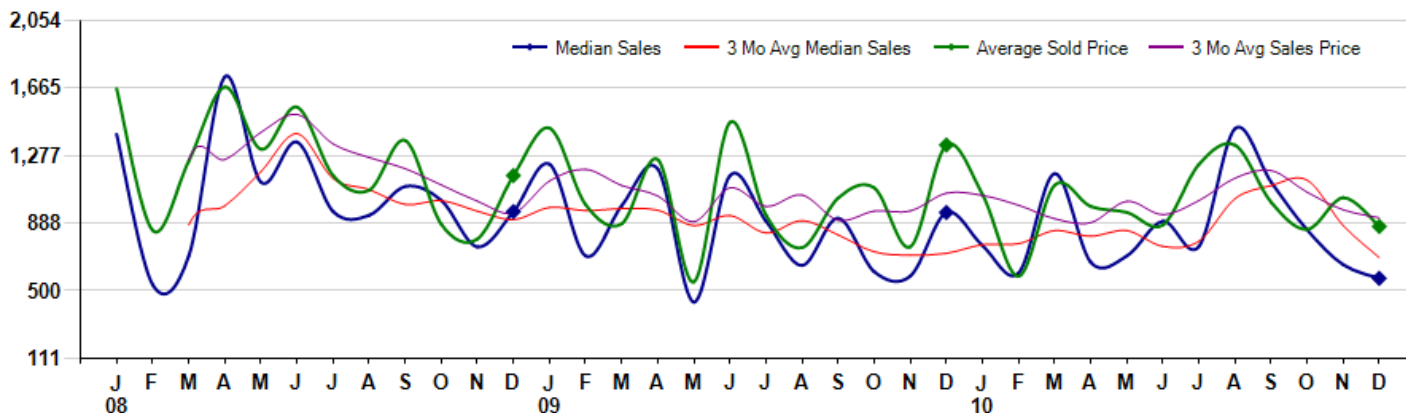
December Property sales were 10, down -9.1% from 11 in December of 2009 and -9.1% lower than the 11 sales last month. December 2010 sales were at a mid level compared to December of 2009 and 2008. December YTD sales of 102 are running -2.9% behind last year's year-to-date sales of 105.



Prices

The Median Sales Price in December was \$571,500, down -39.8% from \$950,000 in December of 2009 and down -12.1% from \$650,000 last month. The Average Sales Price in December was \$869,500, down -35.0% from \$1,337,882 in December of 2009 and down -16.0% from \$1,035,005 last month. December 2010 ASP was at the lowest level compared to December of 2009 and 2008.

Median means Middle (the same # of properties sold above and below Median) (000's)



Based on information from Midwest Real Estate Data LLC for the period 1/1/2008 through 12/31/2010. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. Data maintained by the MLS's may not reflect all real estate activity in the market.



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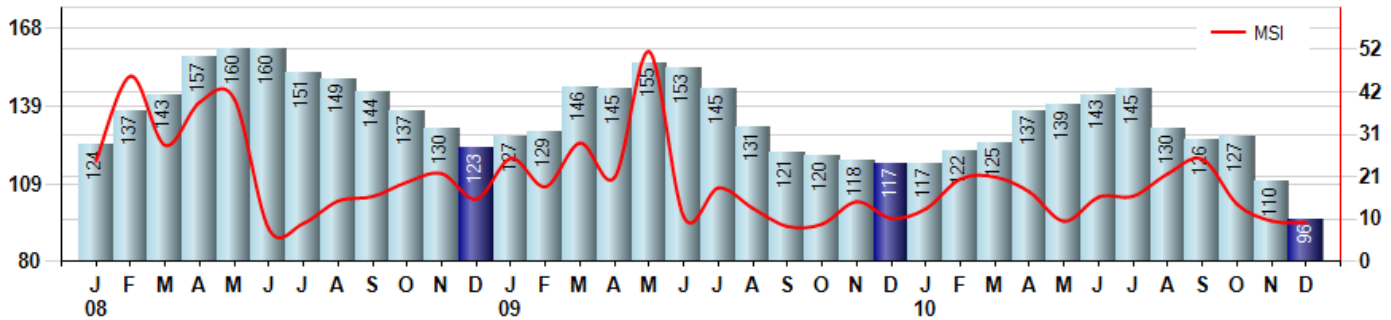
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Inventory & MSI

The Total Inventory of Properties available for sale as of December was 96, down -12.7% from 110 last month and down -17.9% from 117 in December of last year. December 2010 Inventory was at the lowest level compared to December of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2010 MSI of 9.6 months was at its lowest level compared with December of 2009 and 2008.

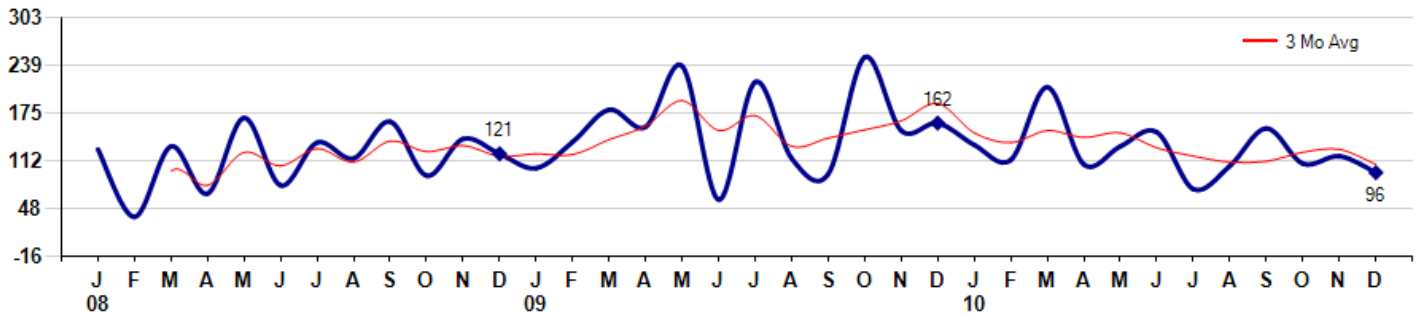
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 December was 96, down -18.6% from 118 days last month and down -40.7% from 162 days in December of last year. The December 2010 DOM was at its lowest level compared with December of 2009 and 2008.

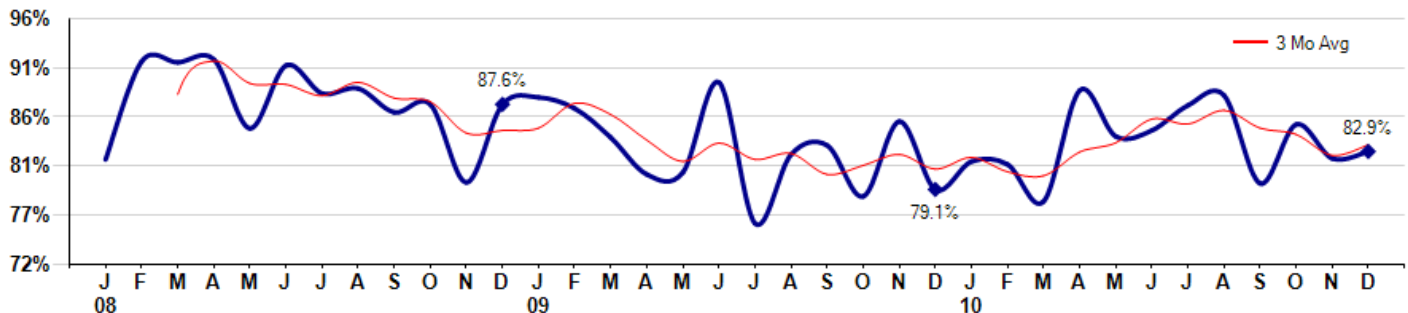
Average Days on Market(Listing to Contract) for properties sold during the month



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 December 2010 Selling Price vs Original List Price of 82.9% was up from 82.2% last month and up from 79.1% in December of last year.

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



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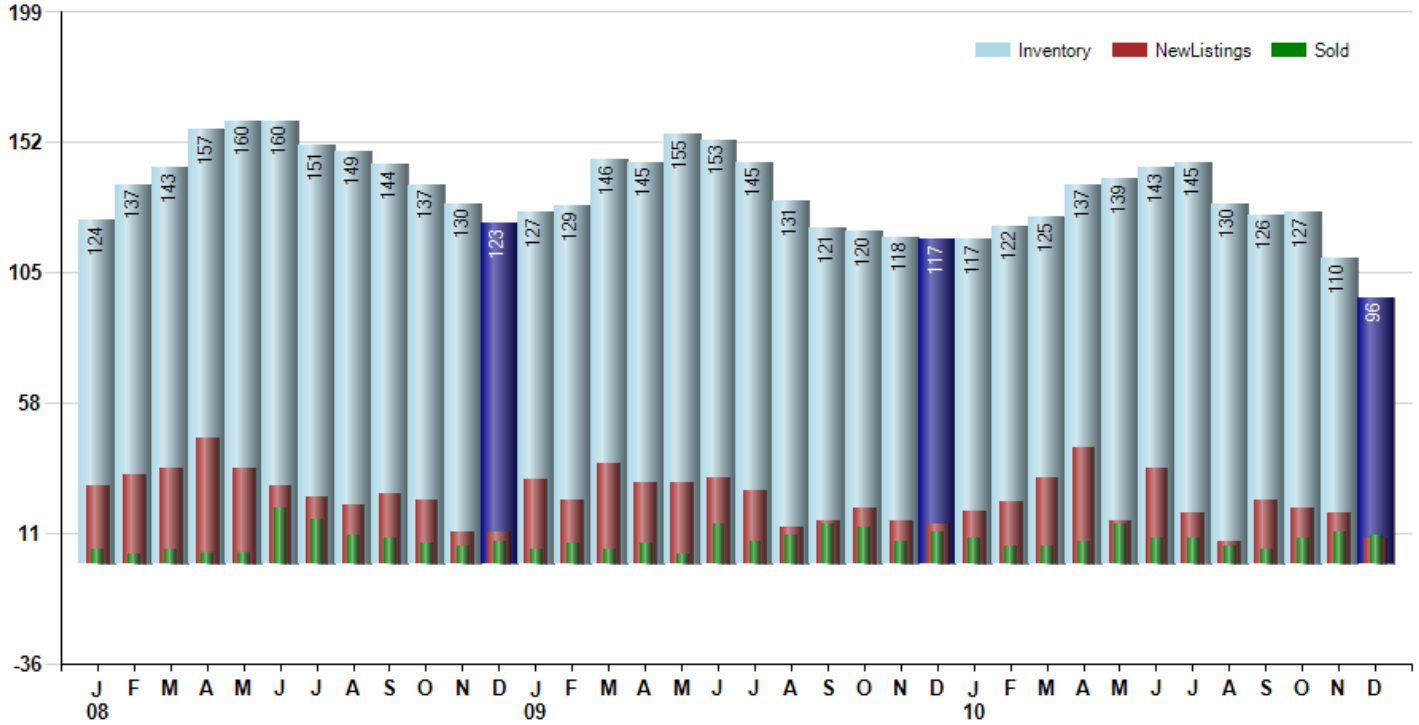
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Inventory / New Listings / Sales

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 December 2010 was 9, down -50.0% from 18 last month and down -35.7% from 14 in December of last year.



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	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	A	M	J	J	A	S	O	N	D
Homes Sold	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	6	8	14	9	9	6	5	9	11	10
3 Mo. Roll Avg			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	7	9	10	11	8	7	7	8	10

(000's)	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	A	M	J	J	A	S	O	N	D
Median Sale Price	1,400	535	700	1,730	1,124	1,355	956	934	1,100	1,020	753	955	1,228	700	989	1,200	435	1,163	900	646	918	610	585	950	760	603	1,174	665	700	900	755	1,433	1,125	850	650	572
3 Mo. Roll Avg			878	988	1,185	1,403	1,145	1,082	997	1,018	958	909	978	961	972	963	875	933	833	903	821	725	704	715	765	771	845	814	846	755	785	1,029	1,104	1,136	875	691

	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	A	M	J	J	A	S	O	N	D
Inventory	124	137	143	157	160	160	151	149	144	137	130	123	127	129	146	145	155	153	145	131	121	120	118	117	117	122	125	137	139	143	145	130	126	127	110	96
MSI	25	46	29	39	40	8	9	15	16	20	22	15	25	18	29	21	52	11	18	13	9	9	15	11	13	20	21	17	10	16	16	22	25	14	10	10

	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	A	M	J	J	A	S	O	N	D
Days On Market	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	210	107	131	150	74	105	155	108	118	96
3 Mo. Roll Avg			98	79	123	105	128	110	138	124	132	118	121	120	140	158	192	152	172	131	142	153	165	188	149	136	152	143	149	129	118	110	111	123	127	107

	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	A	M	J	J	A	S	O	N	D
Price per Sq Ft	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	226	181	312	265	348	232	313	334	228
3 Mo. Roll Avg			258	286	327	336	284	255	252	188	178	55	134	79	160	81	139	58	132	74	195	209	209	203	216	305	347	323	293	240	253	308	282	298	293	292

	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	A	M	J	J	A	S	O	N	D
Sale to List Price	0.821	0.919	0.918	0.921	0.852	0.915	0.887	0.892	0.868	0.876	0.798	0.876	0.883	0.872	0.843	0.806	0.808	0.898	0.757	0.826	0.835	0.784	0.859	0.791	0.819	0.816	0.779	0.890	0.844	0.850	0.875	0.885	0.797	0.856	0.822	0.829
3 Mo. Roll Avg			0.886	0.919	0.897	0.896	0.885	0.898	0.882	0.879	0.847	0.850	0.852	0.877	0.866	0.840	0.819	0.837	0.821	0.827	0.806	0.815	0.826	0.811	0.823	0.809	0.805	0.828	0.838	0.861	0.856	0.870	0.852	0.846	0.825	0.836

	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	A	M	J	J	A	S	O	N	D
New Listings	28	32	34	45	34	28	24	21	25	23	11	11	30	23	36	29	29	31	26	13	15	20	15	14	19	22	31	42	15	34	18	8	23	20	18	9
Inventory	124	137	143	157	160	160	151	149	144	137	130	123	127	129	146	145	155	153	145	131	121	120	118	117	117	122	125	137	139	143	145	130	126	127	110	96
Sales	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	6	8	14	9	9	6	5	9	11	10

(000's)	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	A	M	J	J	A	S	O	N	D
Avg Sale Price	1,662	847	1,246	1,671	1,313	1,556	1,164	1,078	1,364	882	798	1,162	1,435	996	885	1,254	552	1,468	935	748	1,033	1,092	753	1,338	1,053	583	1,107	985	951	878	1,227	1,337	1,009	853	1,035	870
3 Mo. Roll Avg			1,252	1,255	1,410	1,514	1,344	1,266	1,202	1,108	1,015	948	1,132	1,198	1,105	1,045	897	1,091	985	1,050	905	958	959	1,061	1,048	991	914	892	1,014	938	1,019	1,148	1,191	1,066	966	919

