

# TONY LAZZARI'S MARKET UPDATE

LISLE, IL 60532

- **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**  
March 29, 2010

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## This Week

- The median list price in LISLE, IL 60532 this week is \$392,450. The 136 properties have been on the market for an average of 281 days.

Demand measured by the Market Action Index is increasing and days-on-market is trending downward. Even as more properties come available, these are positive trends for the market.

## Supply and Demand

- The market has been consistently cool for several weeks. Demand level are low relative to the available inventory. It's a Buyer's market and prices continue to fall. Look for a persistent shift in Market Action before prices plateau or begin to rise again.

### Real-Time Market Profile

		Trend
Median List Price	\$ 392,450	↑↑
Average List Price	\$ 438,079	
Asking Price Per Square Foot	\$ 162	↔
Average Days on Market (DoM)	281	↓↓
Inventory of Properties Listed	136	↑↑
Most Expensive Listing	\$ 1,445,000	
Least Expensive Listing	\$ 84,000	
Average Age of Listing	28	
Percent of Properties with Price Decrease	43 %	
Percent Relisted (reset DOM)	15 %	
Percent Flip (price increased)	1 %	
Median House Size (sq ft)	2518	
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 Index	Strong Buyer's	7.2	↑↑
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 trend    ↓↓ Strong downward trend  
 ↔ No change      ↑ Slight upward trend    ↓ Slight downward trend

## Characteristics per Quartile

Quartile	Median Price	Sq. Ft.	Lot Size	Beds	Baths	Age	Inventory	New	Absorbed	DOM
Top/First	\$ 724,900	3688	0.25 - 0.50 acre	4.0	4.0	11	34	2	0	349
Upper/Second	\$ 436,700	2711	8,001 - 10,000 sqft	4.0	2.5	30	34	4	1	241
Lower/Third	\$ 317,000	2190	0.25 - 0.50 acre	4.0	2.5	33	34	0	1	253
Bottom/Fourth	\$ 234,900	1432	0.25 - 0.50 acre	3.0	1.8	49	34	1	0	282

Most expensive 25% of properties

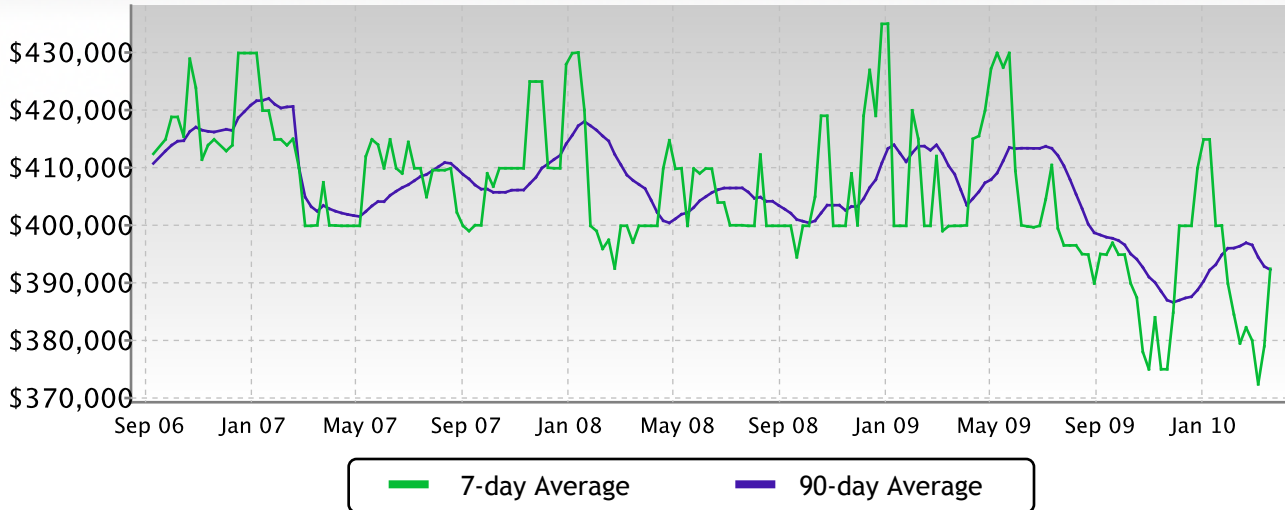
Upper-middle 25% of properties

Lower-middle 25% of properties

Least expensive 25% of properties

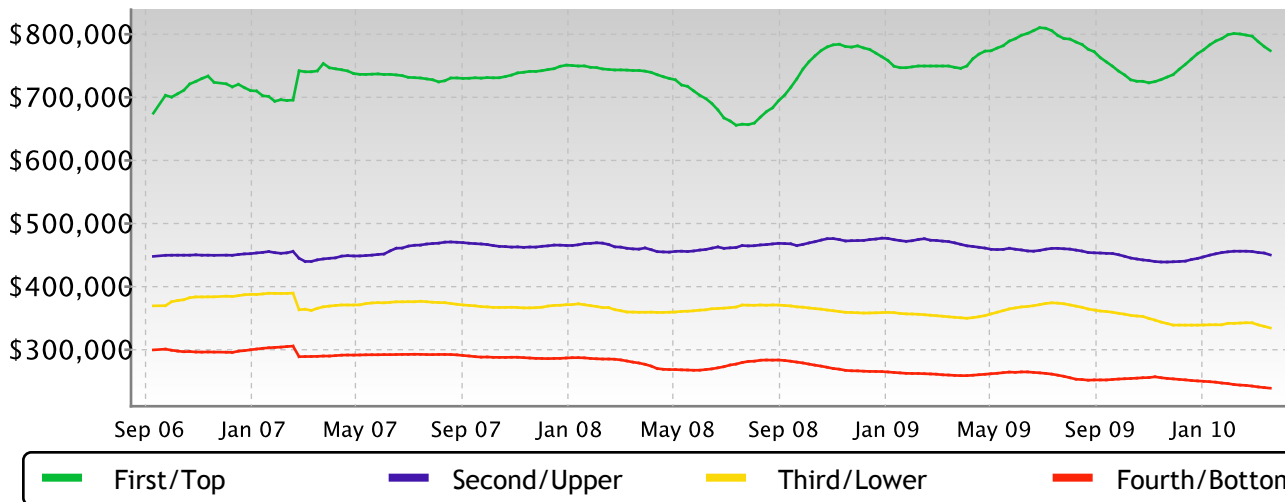
## Median Price

Price trends in this zip code continued their recent uptrend this week. While still below the market's high point, we've seen a nice run recently.



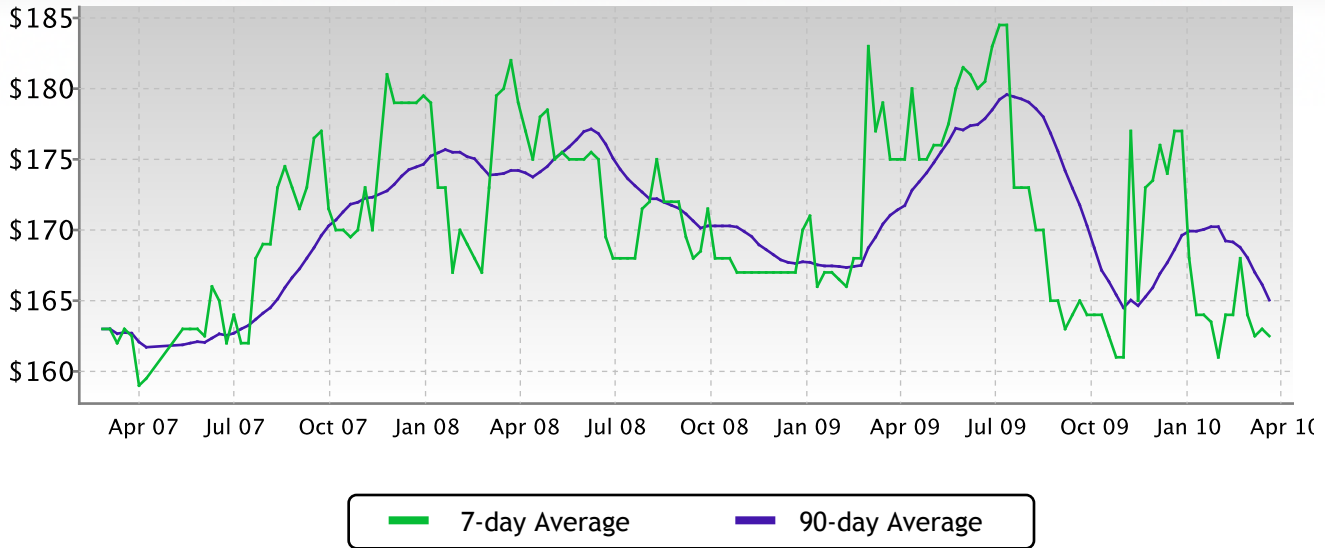
## Quartile Prices

In the quartile market segments, we see the market's price weakness evident across the board. All four quartiles have been in price decline in recent weeks. Look to the Market Action Index as a leading indicator of the bottom of the market.



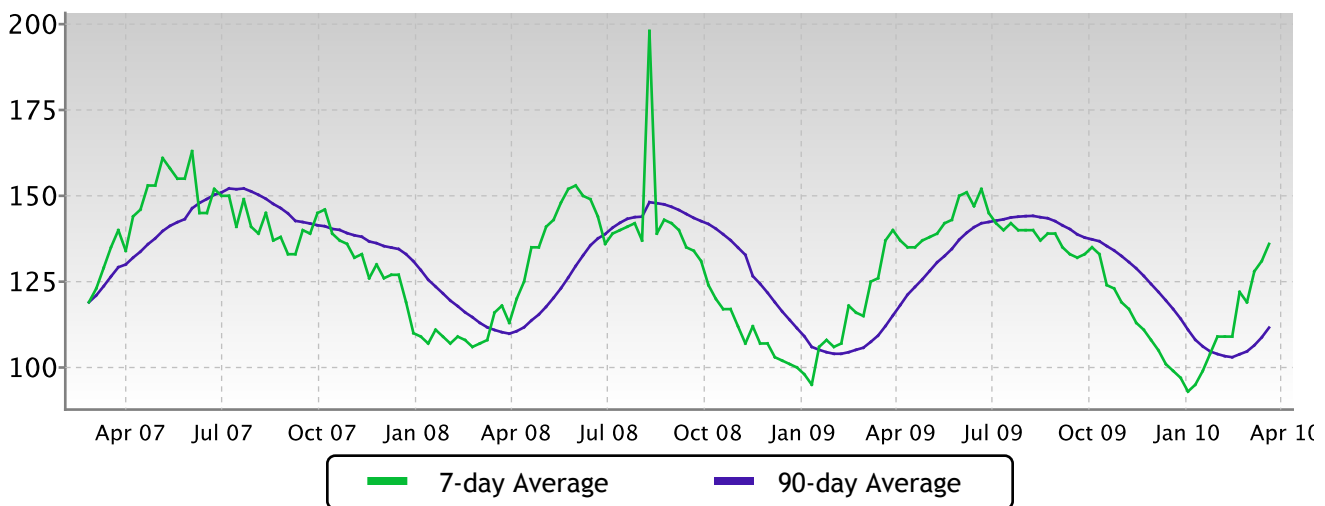
## Price per Square Foot

In a market where prices are rising fairly consistently, price per square foot is essentially flat. This often implies that new homes coming on the market are pricier, and also larger than older homes. As a result the value one can buy stays the same.



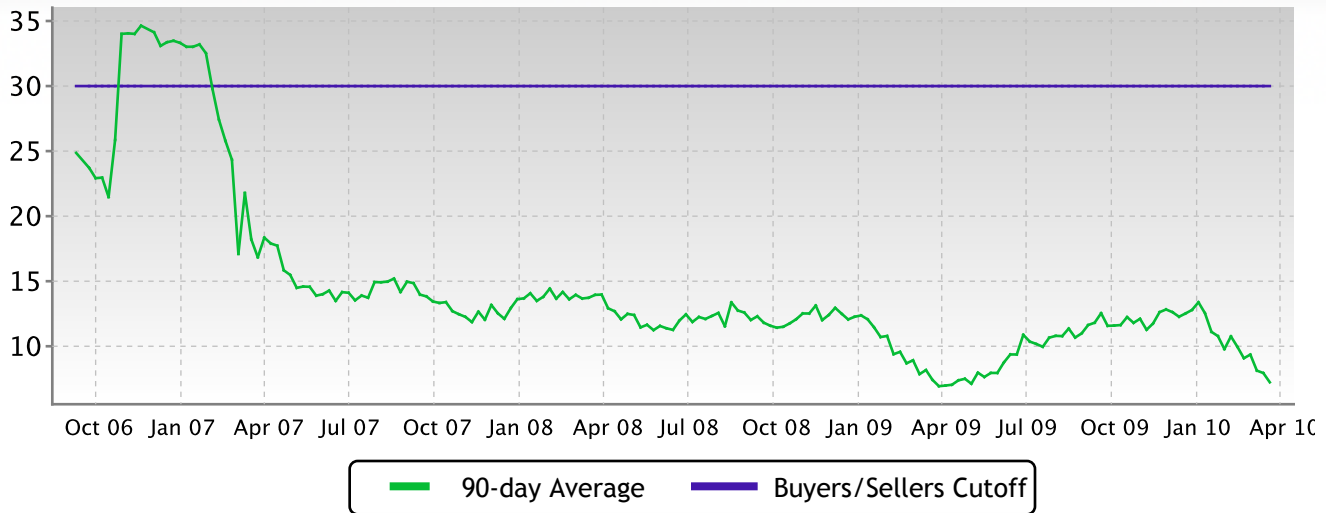
## Inventory of Properties Listed for Sale

Inventory has been climbing lately. Note that rising inventory alone does not signal a weakening market. Look to the Market Action Index and Days on Market trends to gauge whether buyer interest is keeping up with available supply.



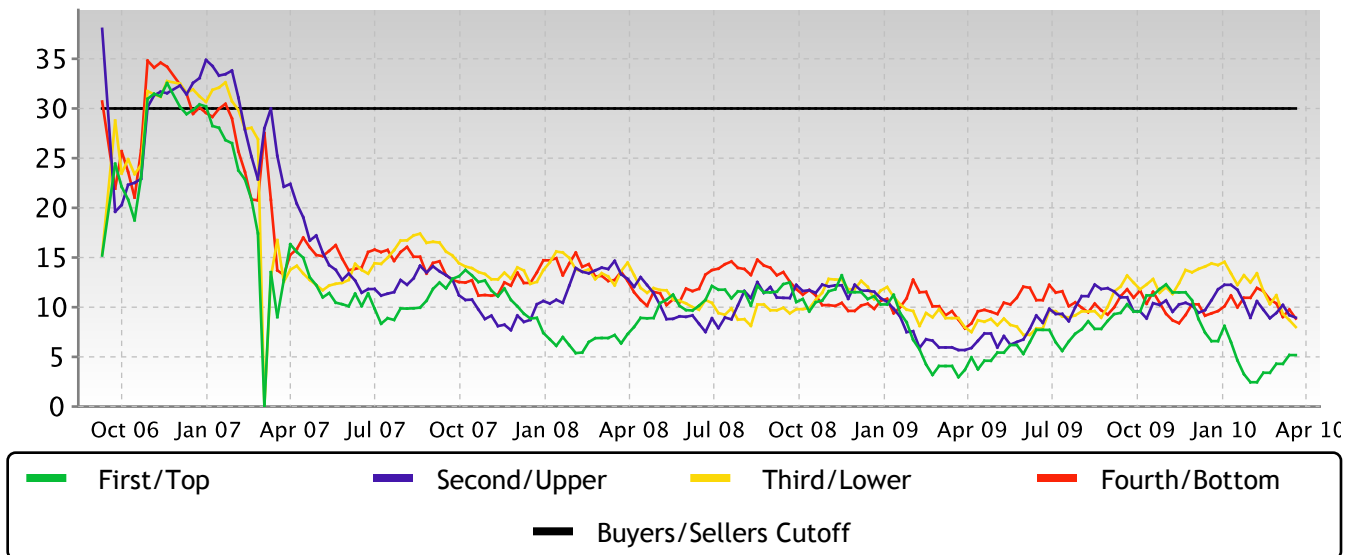
## Market Action Index

The LISLE, 60532 market is currently quite strongly in the Buyer's Advantage zone (below 30). The 90-day Market Action Index stands at 7.23. 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.

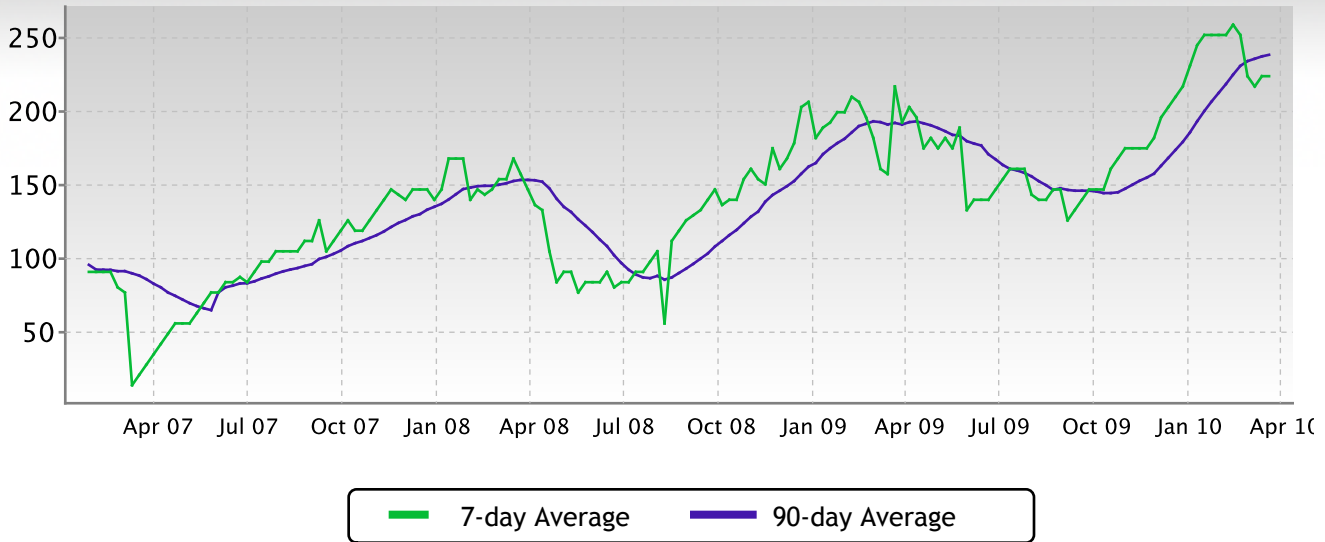


Residential house prices are a function of supply and demand, and market conditions can be characterized by analyzing those factors. Watch this index for sustained changes: if the index falls into the Buyer's Advantage zone (below 30) for a long period, prices are likely in for a downward correction.

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 281 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.

