

Appraisal Research Counselors

400 E Randolph Street, Suite 715  
Chicago, Illinois 60601-7388

T: 312-565-0977  
F: 312-565-3436

[Click here to view AppraisalResearch.com](http://AppraisalResearch.com)



Professional Service Since 1968

*Appraisal Research Counselors®*

**\$10.3 BILLION** IN NEW & RENEWED LENDING IN 2009.

WAIT UNTIL YOU WHAT WE DO IN

McEwen Bank  
Buffalo Grove Bank  
Cary Bank  
Central Lake Bank  
Crown Point Bank  
Porter Bank  
Old Bank Trail Community Bank

[Get Email News Alerts](#)[DAILY NEWS](#)[THIS WEEK'S CRAIN'S](#)[INDUSTRY NEWS](#)[MULTIMEDIA](#)[LISTS](#)[SMALL BUSINESS](#)[BLOGS](#)[SPORTS](#)

## Chicago Business Today

# Cutting the condo glut



The latest figures show condo sales are poised to rise this year. Struggling developers are slashing prices to unload what is still a three-year supply of unsold units downtown.

Hi. I'm Lisa Leiter. In Chicago Business Today: Downtown condo sales.

Developer discounts helped boost condo sales in the first quarter.

Downtown builders sold 256 condos and townhomes between January and March, more than 4 times the number sold a year ago.

This is according to the most recent figures from Appraisal Research Counselors.

Gail Lissner, Vice President, Appraisal Research Counselors

We've definitely seen a trend toward price cutting a year and a half ago more developers jumping on bandwagon as deliveries get a little stale they are under more pressure to unload inventory in their buildings number of buildings offering incentives has continued to grow

Buildings in the South and West Loop – areas with the most new construction - have had to rely heaviest on discounting to lure buyers. Some slashed prices by as much as 30 percent.

On top of price cutting, first-time homebuyer tax credits helped boost demand for condos. Buyers needed to get a home under contract by April 30.

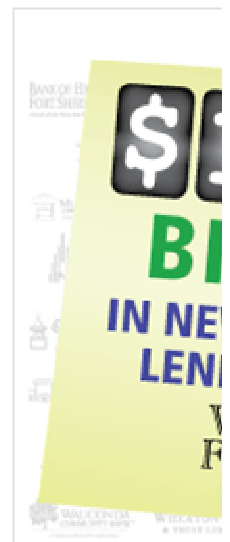
Enter your

CRAIN'S LIVE SEARCH

TODAY'S FEATURE



Society — Mus  
Top members of Ch  
philanthropic comm  
the 80th anniversary  
at...

Video distribution  
analytics powered

That incentive is very important definitely provided stimulus to the market the first time homebuyer the one most active in this market anyway not burdened with home to sell already at that is the homebuyer we're seeing best pricing being offered for

Condo sales are expected to post an increase this year after a four-year drop. But this is off a very low base – developers sold just 572 condos and townhomes last year – a mere fraction of the more than 8,000 they sold at the market's peak in 2005.

Even with the uptick in sales, there is still a glut of condo inventory – about three years worth of units. The good news is that construction has virtually stopped, allowing demand to catch up with supply.

The supply now is about half what it was two years ago as developers cancel projects and some condo projects become apartment rentals.

And that's this edition of Chicago Business Today. For more on this story, be sure to check out [chicagorealestatedaily.com](http://chicagorealestatedaily.com). Thanks for watching we'll see you tomorrow.

Most Viewed Recent

Today's Most Viewed

[ShoreBank rescues probe](#)

['Zombie' buildings](#)

[ShoreBank saves over the top](#)

[Freed fights mortgage](#)

[Oprah hires personal](#)

## More from Chicago Business Today



### Cutting the condo glut

May 20, 2010

The latest figures show condo sales are poised to rise this year. Struggling developers are slashing prices to unload what is still a three-year supply of unsold units downtown.



### ShoreBank's shot at survival

May 19, 2010

Some big names swoop in to save ShoreBank. Lisa Leiter talks with Crain's Senior Reporter Steve Daniels about the South Side lender's future.



### Corporate Chicago's euro crisis

May 18, 2010

The economic chaos in Europe could wreak havoc on some Chicago companies doing business on the Continent.



### Big Blue

May 17, 2010

Blue Cross & Blue Shield of Illinois has a bigger share of the Chicago market than any other health insurer does in any major city. Lisa Leiter talks with Crain's Senior Reporter Mike Colias about what its clout means for medical providers and employer groups and whether health care reform will weaken its position.



### Popcorn power — a family business survives, thrives

May 14, 2010

What does it take for a family business to survive for more than a century? Find out from C. Cretors & Co., best known for inventing the popcorn machine.

### Local job growth

May 13, 2010

Find out how Chicago stacks up against other major U.S. cities when it comes to job creation.

