

City: *Glencoe*



Price Range: All | Properties: Single Family - Condo - TwnHm

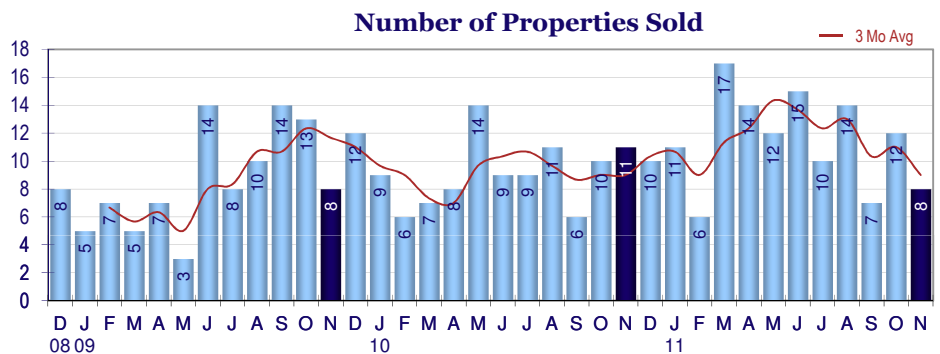
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,117,250	0%		-7%				
Average List Price of all Current Listings	\$1,454,759	-5%		-16%				
November Median Sales Price	\$993,750	7%	13%	53%	23%	\$841,650	6%	5%
November Average Sales Price	\$1,301,563	29%	20%	26%	31%	\$1,052,581	6%	6%
Total Properties Currently for Sale (Inventory)	96	-9%		-18%				
November Number of Properties Sold	8	-33%		-27%		126	26%	
November Average Days on Market (Solds)	223	99%	83%	89%	91%	131	9%	12%
Asking Price per Square Foot (based on New Listings)	\$280	-20%	-10%	-7%	-23%	\$321	-13%	-12%
November Sold Price per Square Foot	\$325	26%	11%	-3%	19%	\$271	-5%	-1%
November Month's Supply of Inventory	12.0	36%	-2%	13%	-21%	10.9	-30%	-28%
November Sale Price vs List Price Ratio	87.6%	1.5%	4.4%	6.6%	5.0%	83.7%	1.0%	.3%

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2010) / YTD = Year-to-date | Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)

Property Sales

November Property sales were 8, down 27.3% from 11 in November of 2010 and 33.3% lower than the 12 sales last month. November 2011 sales were at their lowest level compared to November of 2010 and 2009. November YTD sales of 126 are running 26.0% ahead of last year's year-to-date sales of 100.



Prices

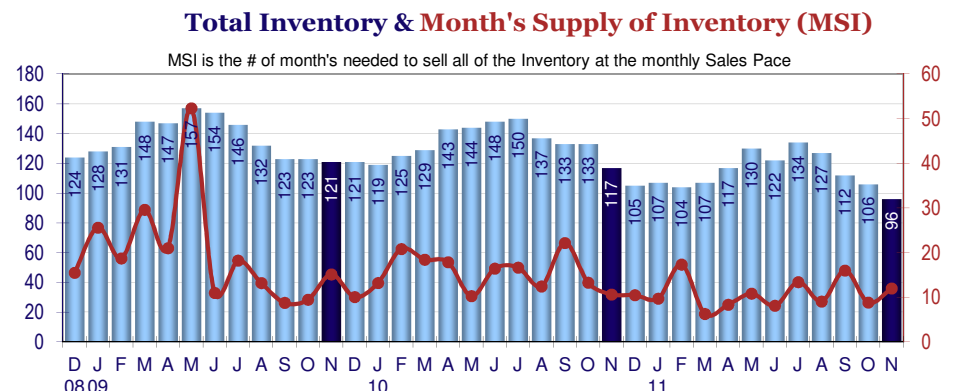
The Median Sales Price in November was \$993,750, up 52.9% from \$650,000 in November of 2010 and up 7.5% from \$924,500 last month. The Average Sales Price in November was \$1,301,563, up 25.8% from \$1,035,005 in November of 2010 and up 28.6% from \$1,012,053 last month. November 2011 ASP was at the highest level compared to November of 2010 and 2009.



Inventory & MSI

The Total Inventory of Properties available for sale as of November was 96, down 9.4% from 106 last month and down 17.9% from 117 in November of last year. November 2011 Inventory was at its lowest level compared with November of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The November 2011 MSI of 12.0 months was at a mid level compared with November of 2010 and 2009.



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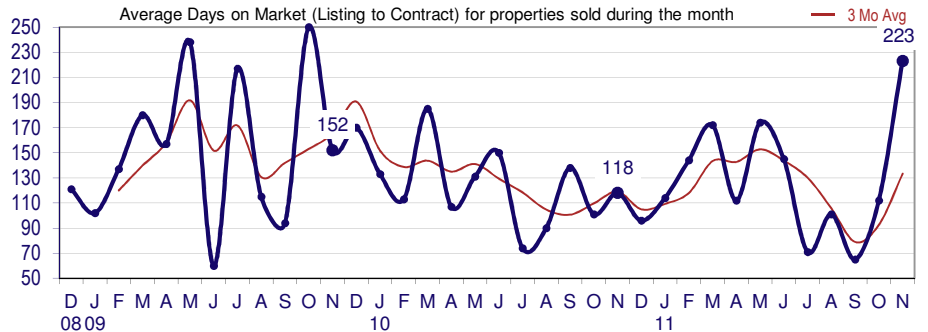


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Market Time

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 November was 223, up 99.1% from 112 days last month and up 89.0% from 118 days in November of last year. The November 2011 DOM was at a mid level compared with November of 2010 and 2009.

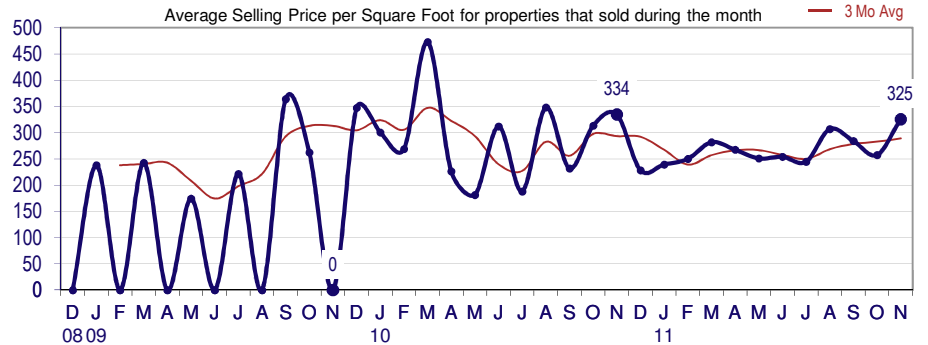
Days On Market for Sold Properties



Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The November 2011 Selling Price per Square Foot of \$325 was up 26.4% from \$257 last month and down 2.7% from 334 in November of last year.

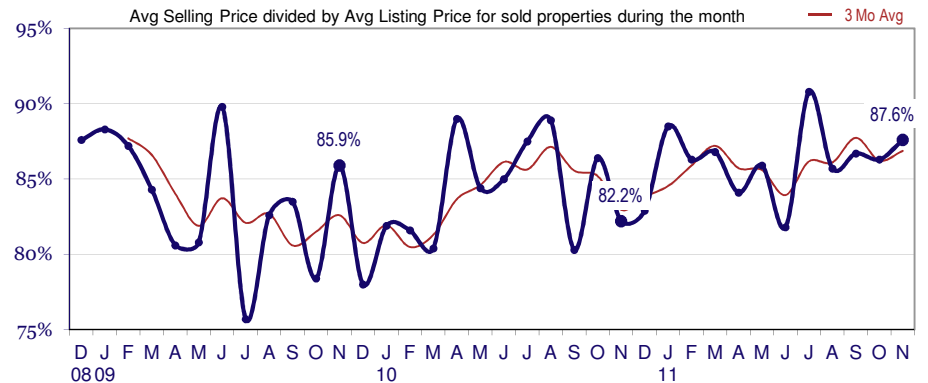
Selling Price per Square Foot



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 November 2011 Selling Price vs Original List Price of 87.6% was up from 86.3% last month and up from 82.2% in November of last year.

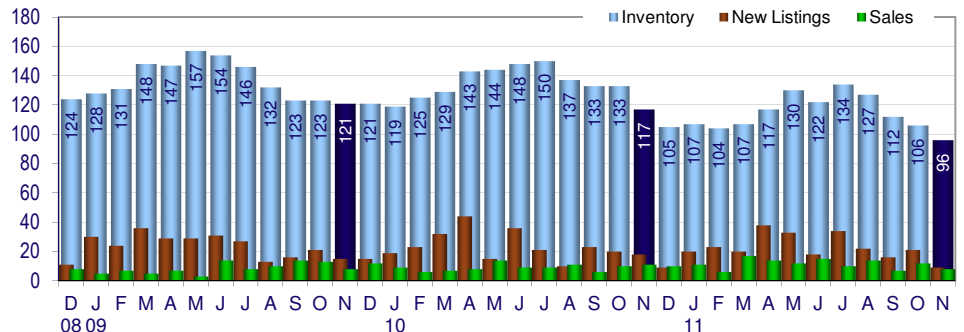
Selling Price versus Listing Price Ratio



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 November 2011 was 9, down 57.1% from 21 last month and down 50.0% from 18 in November of last year.

Inventory / New Listings / Sales





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