

City: *Glencoe*



Price Range: All | Properties: SFH - Condo - TwnHm

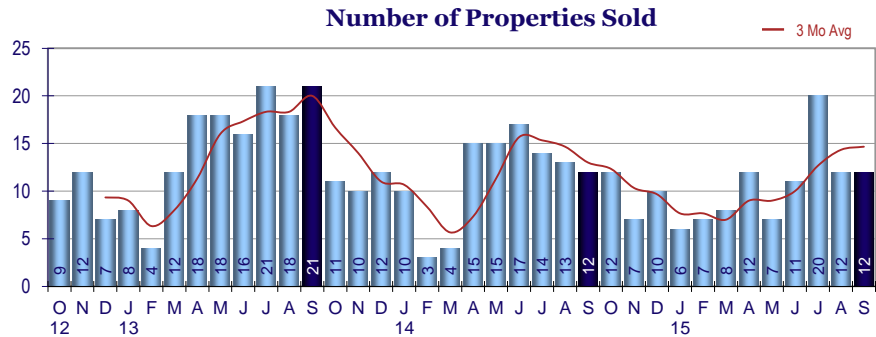
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,199,000	1%		-17%				
Average List Price of all Current Listings	\$1,538,459	4%		-6%				
September Median Sales Price	\$791,000	-22%	-24%	-11%	-10%	\$966,000	2%	10%
September Average Sales Price	\$1,015,722	-6%	-8%	-20%	-14%	\$1,098,717	-7%	-7%
Total Properties Currently for Sale (Inventory)	88	-10%		5%				
September Number of Properties Sold	12	0%		0%		95	-8%	
September Average Days on Market (Solds)	57	27%	-17%	30%	-17%	81	23%	17%
Asking Price per Square Foot (based on New Listings)	\$306	-1%	-12%	-21%	-13%	\$342	-4%	-3%
September Sold Price per Square Foot	\$255	-19%	-13%	-4%	-16%	\$308	6%	1%
September Month's Supply of Inventory	7.3	-10%	6%	5%	-13%	9.0	3%	6%
September Sale Price vs List Price Ratio	94.1%	.2%	.8%	2.3%	1.1%	93.2%	-1%	.1%

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2014) / YTD = Year-to-date | Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)

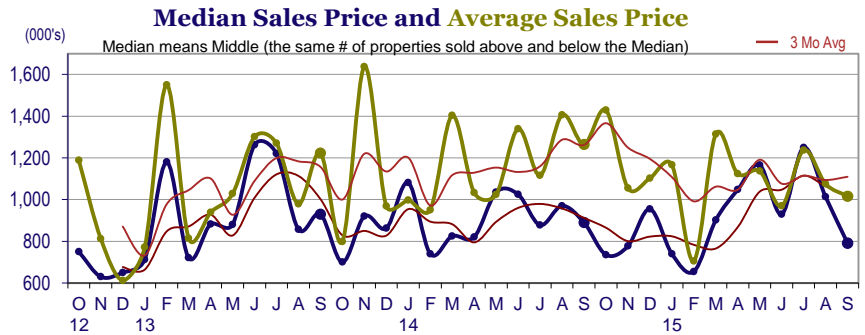
Property Sales

September Property sales were 12, equal to 12 in September of 2014 and the same as the 12 sales last month. September 2015 sales were at their lowest level compared to September of 2014 and 2013. September YTD sales of 95 are running 7.8% behind last year's year-to-date sales of 103.



Prices

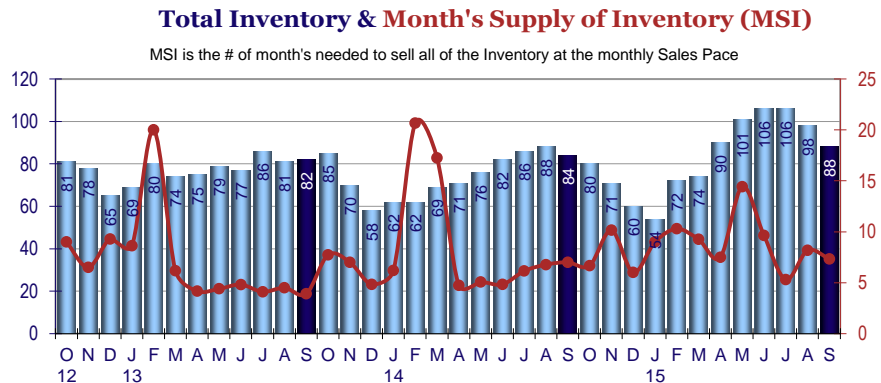
The Median Sales Price in September was \$791,000, down 11.1% from \$890,000 in September of 2014 and down 21.9% from \$1,013,000 last month. The Average Sales Price in September was \$1,015,722, down 19.7% from \$1,264,740 in September of 2014 and down 5.6% from \$1,075,458 last month. September 2015 ASP was at the lowest level compared to September of 2014 and 2013.



Inventory & MSI

The Total Inventory of Properties available for sale as of September was 88, down 10.2% from 98 last month and up 4.8% from 84 in September of last year. September 2015 Inventory was at its highest level compared with September of 2014 and 2013.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The September 2015 MSI of 7.3 months was at its highest level compared with September of 2014 and 2013.



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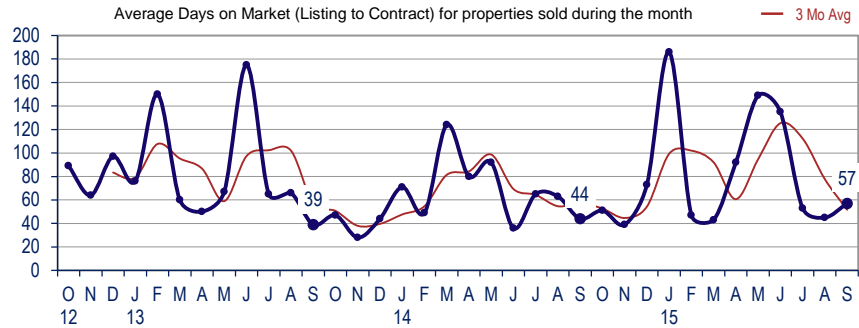


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Market Time

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 September was 57, up 26.7% from 45 days last month and up 29.5% from 44 days in September of last year. The September 2015 DOM was at a mid level compared with September of 2014 and 2013.

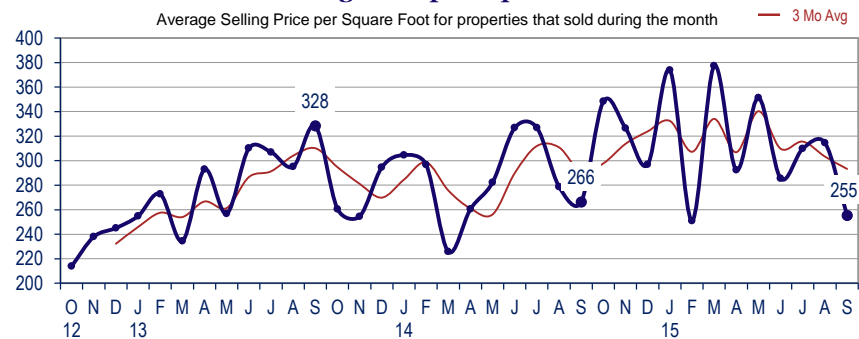
Days On Market for Sold Properties



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 September 2015 Selling Price per Square Foot of \$255 was down 18.8% from \$315 last month and down 4.1% from 266 in September 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 September 2015 Selling Price vs Original List Price of 94.1% was up from 93.9% last month and up from 92.0% in September of last year.

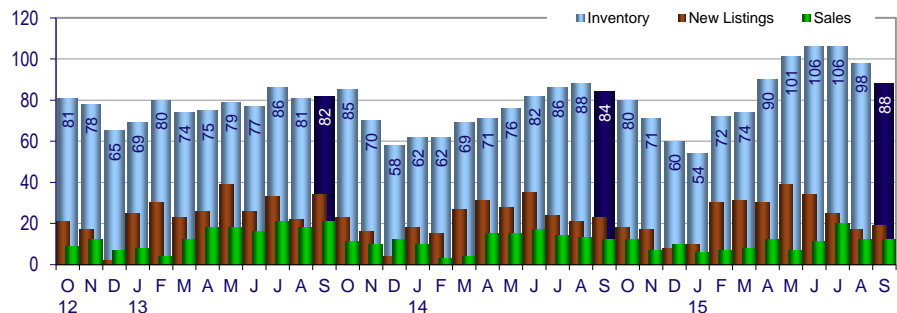
Selling Price versus Listing Price Ratio



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 September 2015 was 19, up 11.8% from 17 last month and down 17.4% from 23 in September of last year.

Inventory / New Listings / Sales





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