

City: *Glencoe*



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

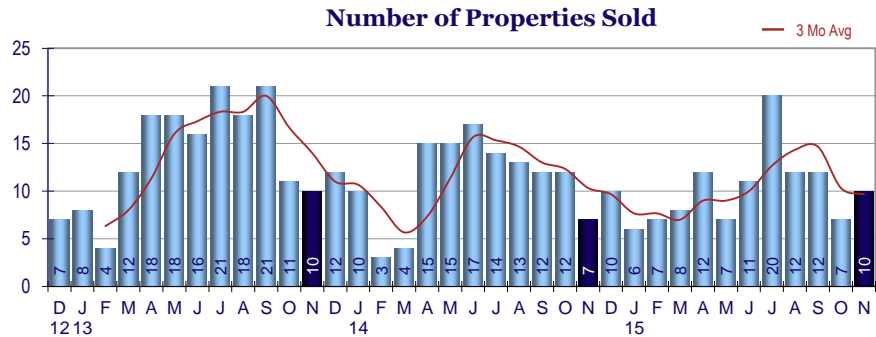
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,075,825	-10%		-17%				
Average List Price of all Current Listings	\$1,404,051	-7%		-6%				
November Median Sales Price	\$857,000	19%	-4%	10%	-2%	\$949,000	7%	8%
November Average Sales Price	\$919,227	20%	-5%	-13%	-23%	\$1,061,709	-11%	-10%
Total Properties Currently for Sale (Inventory)	76	-12%		6%				
November Number of Properties Sold	10	43%		43%		112	-8%	
November Average Days on Market (Solds)	71	37%	27%	82%	3%	78	24%	13%
Asking Price per Square Foot (based on New Listings)	\$275	-10%	-8%	-12%	-22%	\$334	-5%	-5%
November Sold Price per Square Foot	\$306	21%	7%	-6%	1%	\$304	1%	0%
November Month's Supply of Inventory	7.6	-38%	-17%	-26%	-11%	9.3	5%	8%
November Sale Price vs List Price Ratio	93.1%	-2%	-4%	-2.2%	.0%	93.1%	-2%	.0%

* 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

November Property sales were 10, up 42.9% from 7 in November of 2014 and 42.9% higher than the 7 sales last month. November 2015 sales were at their highest level compared to November of 2014 and 2013. November YTD sales of 112 are running 8.2% behind last year's year-to-date sales of 122.



Prices

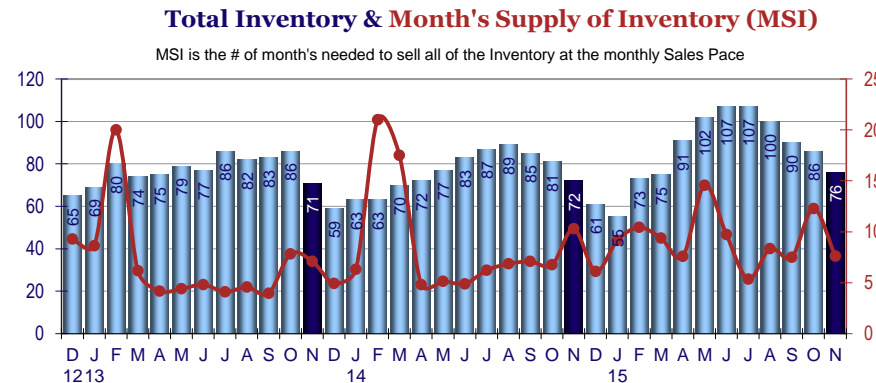
The Median Sales Price in November was \$857,000, up 10.3% from \$777,000 in November of 2014 and up 19.0% from \$720,000 last month. The Average Sales Price in November was \$919,227, down 12.9% from \$1,054,857 in November of 2014 and up 20.5% from \$763,000 last month. November 2015 ASP was at the lowest level compared to November of 2014 and 2013.



Inventory & MSI

The Total Inventory of Properties available for sale as of November was 76, down 11.6% from 86 last month and up 5.6% from 72 in November of last year. November 2015 Inventory was at its highest level compared with November of 2014 and 2013.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The November 2015 MSI of 7.6 months was at a mid level compared with November of 2014 and 2013.



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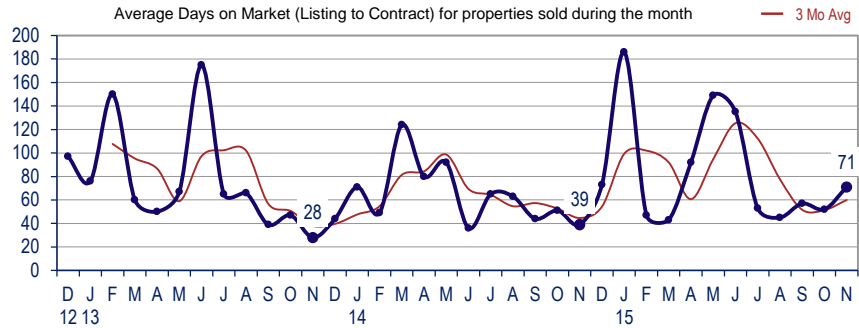


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Market Time

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 November was 71, up 36.5% from 52 days last month and up 82.1% from 39 days in November of last year. The November 2015 DOM was at a mid level compared with November 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 November 2015 Selling Price per Square Foot of \$306 was up 20.9% from \$253 last month and down 6.3% from 327 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 2015 Selling Price vs Original List Price of 93.1% was down from 93.3% last month and down from 95.2% in November of last year.

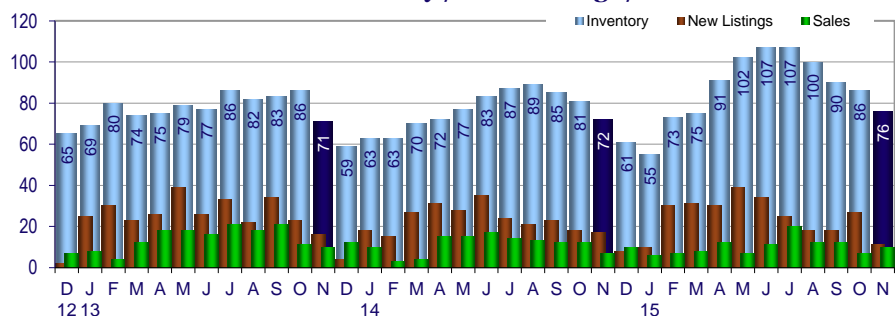
Selling Price versus Listing Price Ratio



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 2015 was 11, down 59.3% from 27 last month and down 35.3% from 17 in November of last year.

Inventory / New Listings / Sales





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