

City: *Glencoe*



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

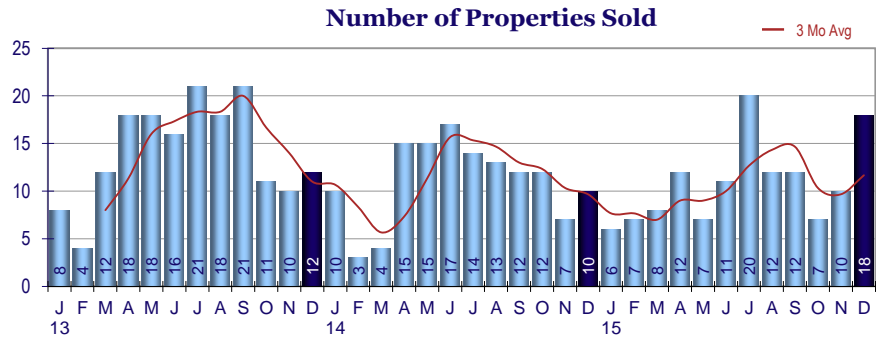
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,095,000	2%		-22%				
Average List Price of all Current Listings	\$1,413,109	1%		-10%				
December Median Sales Price	\$732,500	-15%	-4%	-23%	-16%	\$894,000	1%	2%
December Average Sales Price	\$945,583	3%	2%	-14%	-20%	\$1,045,630	-12%	-12%
Total Properties Currently for Sale (Inventory)	63	-17%		3%				
December Number of Properties Sold	18	80%		80%		130	-2%	
December Average Days on Market (Solds)	42	-41%	-21%	-42%	-39%	73	14%	6%
Asking Price per Square Foot (based on New Listings)	\$342	24%	13%	-18%	-3%	\$334	-5%	-5%
December Sold Price per Square Foot	\$272	-11%	-1%	-8%	-11%	\$299	-0%	-2%
December Month's Supply of Inventory	3.5	-54%	-55%	-43%	-59%	8.8	2%	2%
December Sale Price vs List Price Ratio	94.2%	1.2%	1.5%	-3%	1.2%	93.0%	-3%	-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)

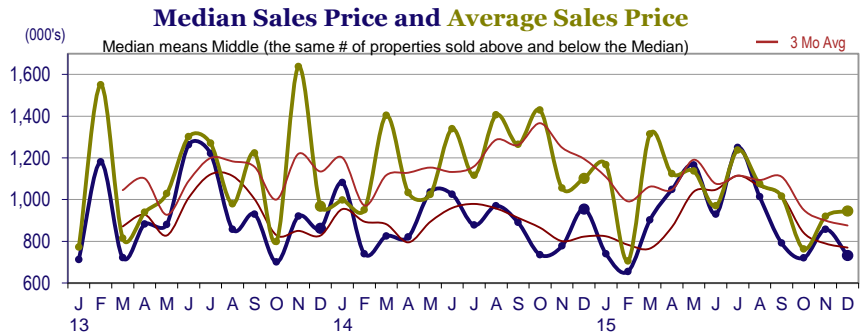
Property Sales

December Property sales were 18, up 80.0% from 10 in December of 2014 and 80.0% higher than the 10 sales last month. December 2015 sales were at their highest level compared to December of 2014 and 2013. December YTD sales of 130 are running 1.5% behind last year's year-to-date sales of 132.



Prices

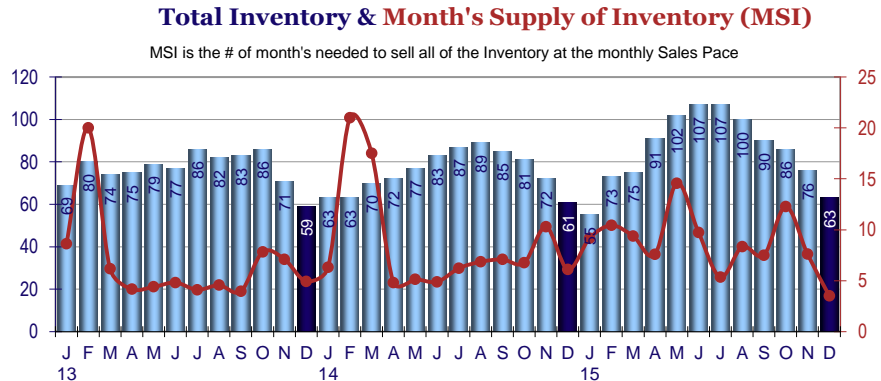
The Median Sales Price in December was \$732,500, down 23.3% from \$955,000 in December of 2014 and down 14.5% from \$857,000 last month. The Average Sales Price in December was \$945,583, down 14.2% from \$1,102,100 in December of 2014 and up 2.9% from \$919,227 last month. December 2015 ASP was at the lowest level compared to December of 2014 and 2013.



Inventory & MSI

The Total Inventory of Properties available for sale as of December was 63, down 17.1% from 76 last month and up 3.3% from 61 in December of last year. December 2015 Inventory was at its highest level compared with December of 2014 and 2013.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2015 MSI of 3.5 months was at its lowest level compared with December of 2014 and 2013.



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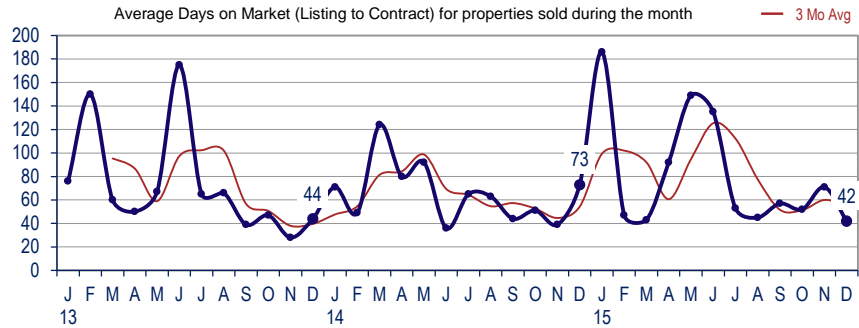


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Market Time

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 December was 42, down 40.8% from 71 days last month and down 42.5% from 73 days in December of last year. The December 2015 DOM was at its lowest level compared with December of 2014 and 2013.

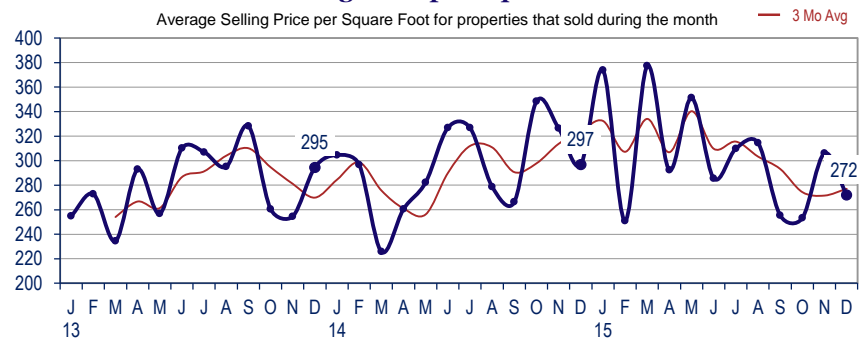
Days On Market for Sold Properties



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 December 2015 Selling Price per Square Foot of \$272 was down 11.1% from \$306 last month and down 8.4% from 297 in December 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 December 2015 Selling Price vs Original List Price of 94.2% was up from 93.1% last month and down from 94.5% in December of last year.

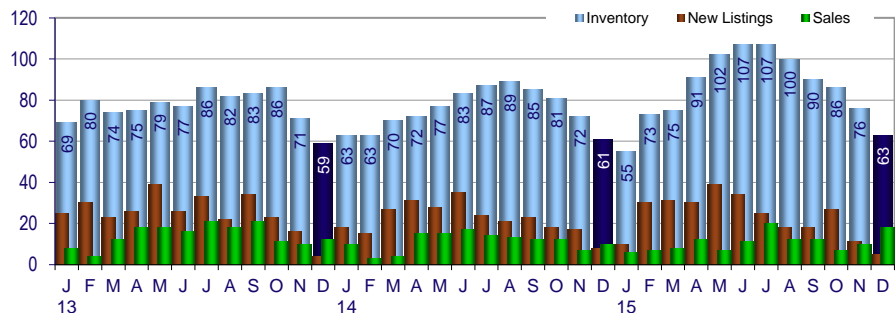
Selling Price versus Listing Price Ratio



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 December 2015 was 5, down 54.5% from 11 last month and down 37.5% from 8 in December of last year.

Inventory / New Listings / Sales





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