

City: *Glencoe*



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

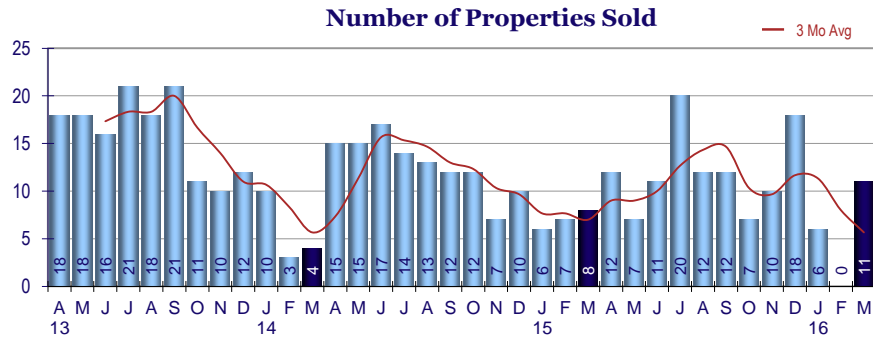
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,172,475	-2%		-10%				
Average List Price of all Current Listings	\$1,450,253	-1%		-5%				
March Median Sales Price	\$670,000		0%	-26%	-24%	\$587,500	-31%	-33%
March Average Sales Price	\$771,046		-9%	-41%	-25%	\$736,631	-31%	-28%
Total Properties Currently for Sale (Inventory)	92	16%		21%				
March Number of Properties Sold	11			38%		17	-19%	
March Average Days on Market (Solds)	52		-5%	21%	-30%	68	-20%	-8%
Asking Price per Square Foot (based on New Listings)	\$335	3%	3%	-5%	1%	\$326	-2%	-2%
March Sold Price per Square Foot	\$242		-7%	-36%	-18%	\$249	-25%	-16%
March Month's Supply of Inventory	8.4		-14%	-12%	-6%	9.8	-0%	9%
March Sale Price vs List Price Ratio	93.8%		1.4%	-2%	.8%	92.3%	.3%	-8%

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2015) / YTD = Year-to-date | Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)

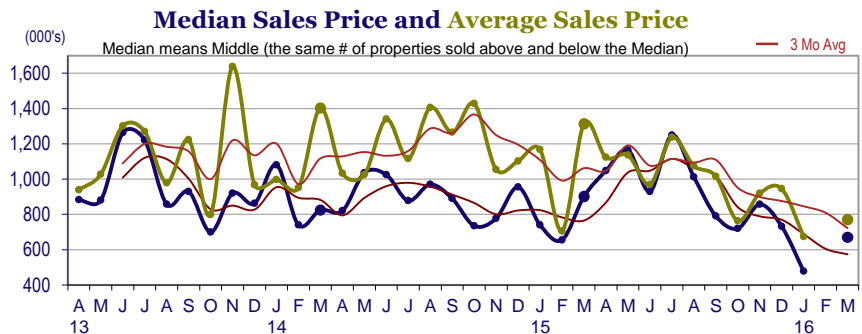
Property Sales

March Property sales were 11, up 37.5% from 8 in March of 2015 and higher than the 0 sales last month. March 2016 sales were at their highest level compared to March of 2015 and 2014. March YTD sales of 17 are running 19.0% behind last year's year-to-date sales of 21.



Prices

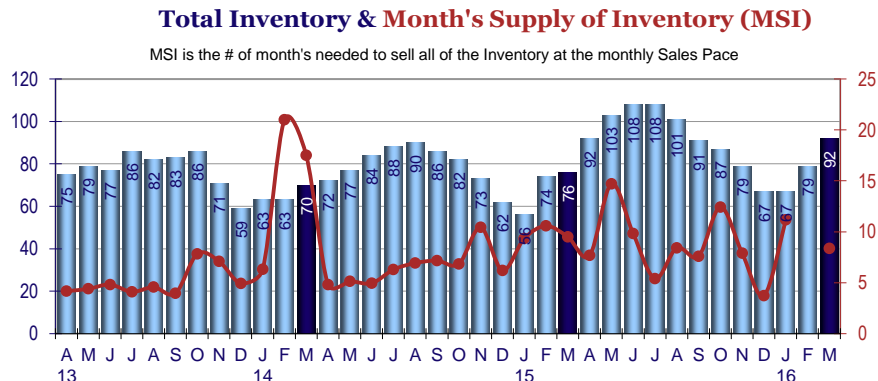
The Median Sales Price in March was \$670,000, down 25.7% from \$901,500 in March of 2015 and up from \$0 last month. The Average Sales Price in March was \$771,046, down 41.3% from \$1,313,313 in March of 2015 and up from \$0 last month. March 2016 ASP was at the lowest level compared to March of 2015 and 2014.



Inventory & MSI

The Total Inventory of Properties available for sale as of March was 92, up 16.5% from 79 last month and up 21.1% from 76 in March of last year. March 2016 Inventory was at its highest level compared with March of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2016 MSI of 8.4 months was at its lowest level compared with March of 2015 and 2014.



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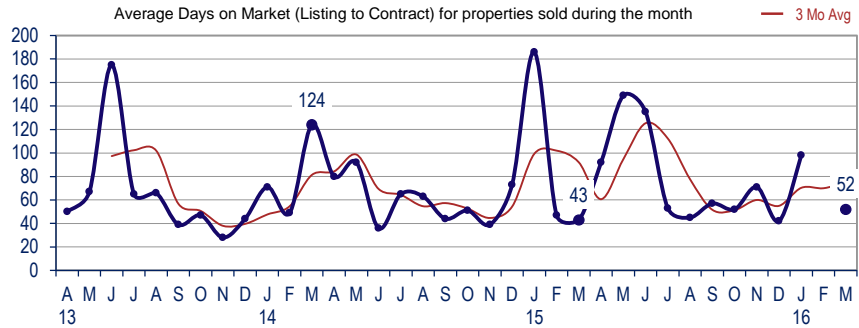


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Market Time

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 March was 52, up from 0 days last month and up 20.9% from 43 days in March of last year. The March 2016 DOM was at a mid level compared with March of 2015 and 2014.

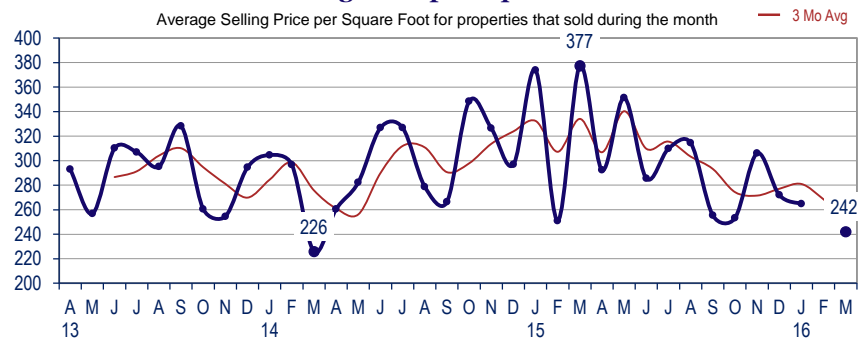
Days On Market for Sold Properties



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 March 2016 Selling Price per Square Foot of \$242 was up from \$0 last month and down 35.8% from 377 in March of last year.

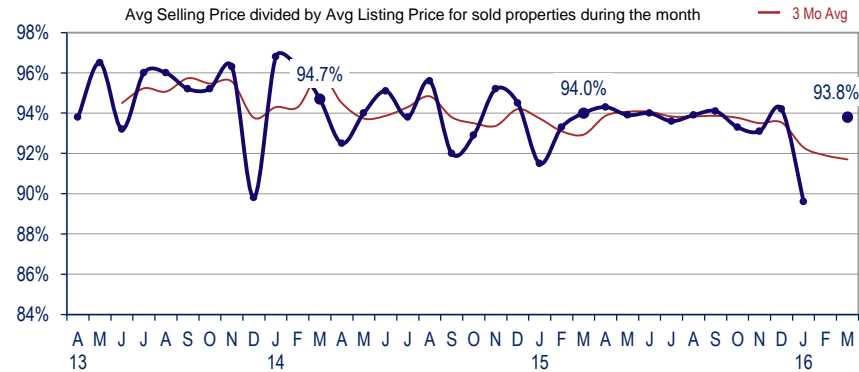
Selling Price per Square Foot



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 March 2016 Selling Price vs Original List Price of 93.8% was up from 0.0% last month and down from 94.0% in March of last year.

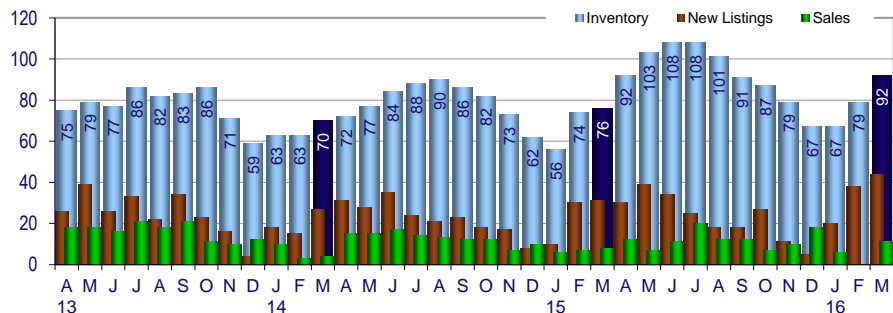
Selling Price versus Listing Price Ratio



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 March 2016 was 44, up 15.8% from 38 last month and up 41.9% from 31 in March of last year.

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