

## City: Glencoe



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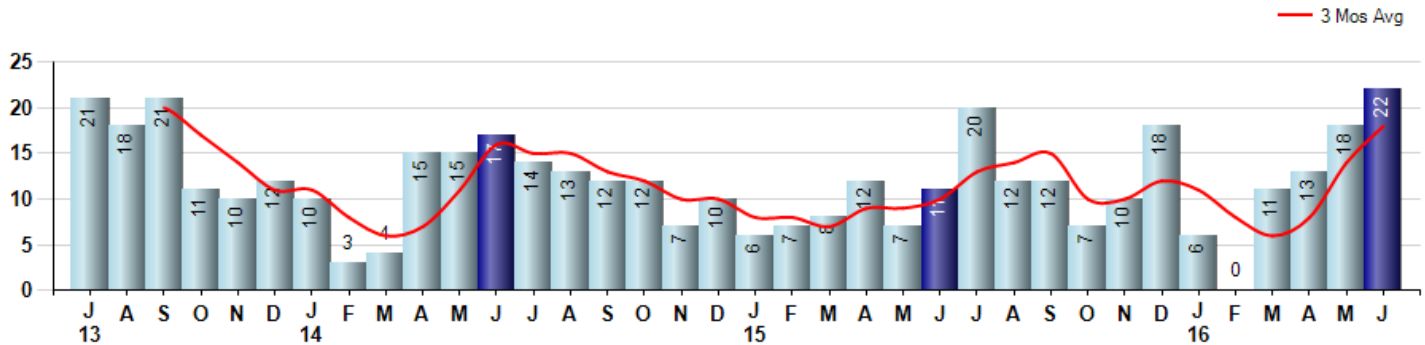
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,224,475	2%		3%				
Average List Price of all Current Listings	\$1,498,094	5%		6%				
June Median Sales Price	\$882,500	-32%	-17%	-5%	0%	\$977,500	12%	11%
June Average Sales Price	\$1,075,000	-30%	-13%	11%	4%	\$1,183,668	11%	15%
Total Properties Currently for Sale (Inventory)	116	-1%		7%				
June Number of Properties Sold	22	22%		100%			37%	
June Average Days on Market (Solds)	58	21%	16%	-57%	-22%	55	-48%	-26%
Asking Price per Square Foot (based on New Listings)	\$363	7%	4%	8%	10%	\$339	1%	2%
June Sold Price per Square Foot	\$310	-9%	0%	8%	4%	\$305	-4%	3%
June Month's Supply of Inventory	5.3	-19%	-22%	-46%	-41%	6.7	-35%	-25%
June Sale Price vs List Price Ratio	96.7%	2.8%	2%	3%	4.0%	94.7%	1.8%	1.8%

\* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year / YTD = Year-to-date

### Property Sales

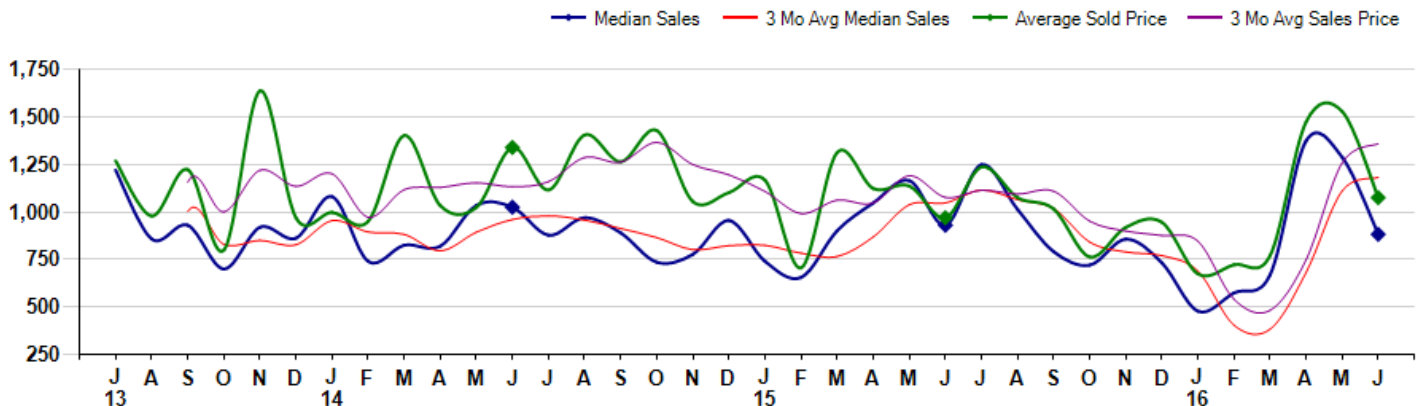
June Property sales were 22, up 100.0% from 11 in June of 2015 and 22.2% higher than the 18 sales last month. June 2016 sales were at their highest level compared to June of 2015 and 2014. June YTD sales of 70 are running 37.3% ahead of last year's year-to-date sales of 51.



### Prices

The Median Sales Price in June was \$882,500, down -5.1% from \$930,000 in June of 2015 and down -31.5% from \$1,287,500 last month. The Average Sales Price in June was \$1,075,000, up 10.9% from \$969,409 in June of 2015 and down -29.7% from \$1,528,556 last month. June 2016 ASP was at a mid range compared to June of 2015 and 2014.

Median means Middle (the same # of properties sold above and below Median) (000's)



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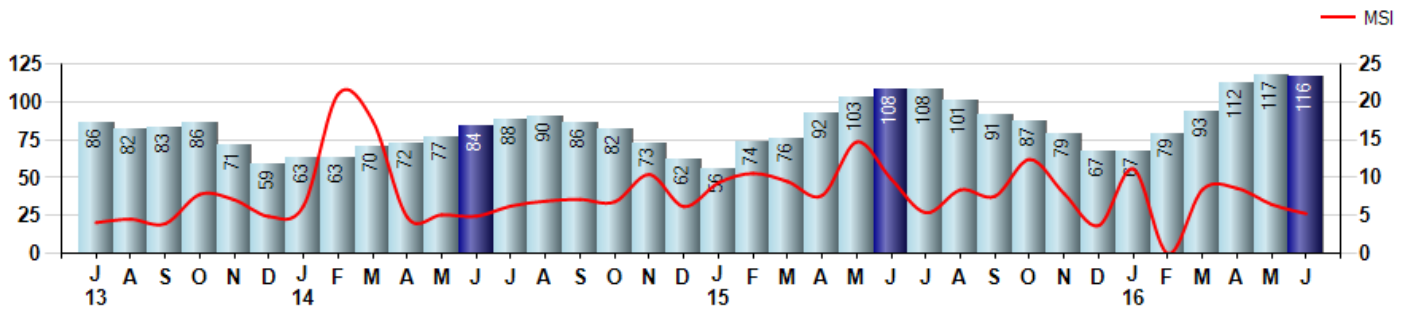
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### Inventory & MSI

The Total Inventory of Properties available for sale as of June was 116, down -0.9% from 117 last month and up 7.4% from 108 in June of last year. June 2016 Inventory was at highest level compared to June of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The June 2016 MSI of 5.3 months was at a mid range compared with June of 2015 and 2014.

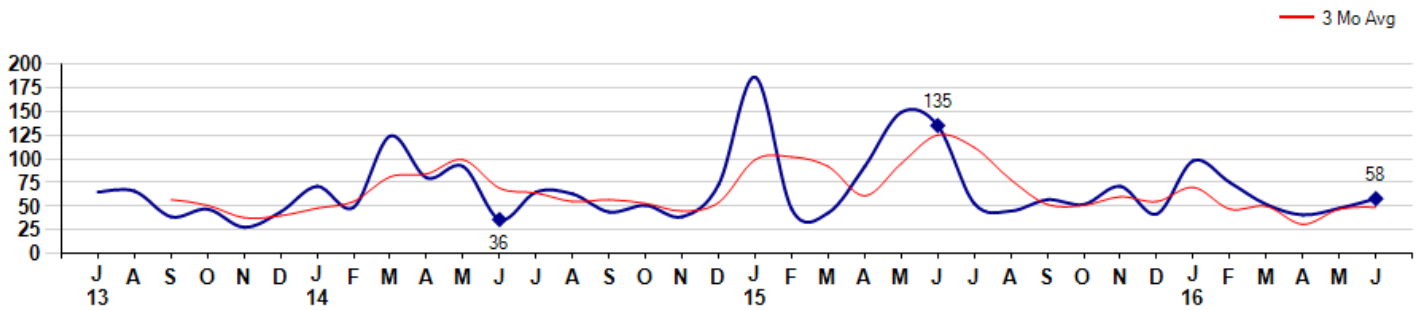
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 June was 58, up 20.8% from 48 days last month and down -57.0% from 135 days in June of last year. The June 2016 DOM was at a mid range compared with June of 2015 and 2014.

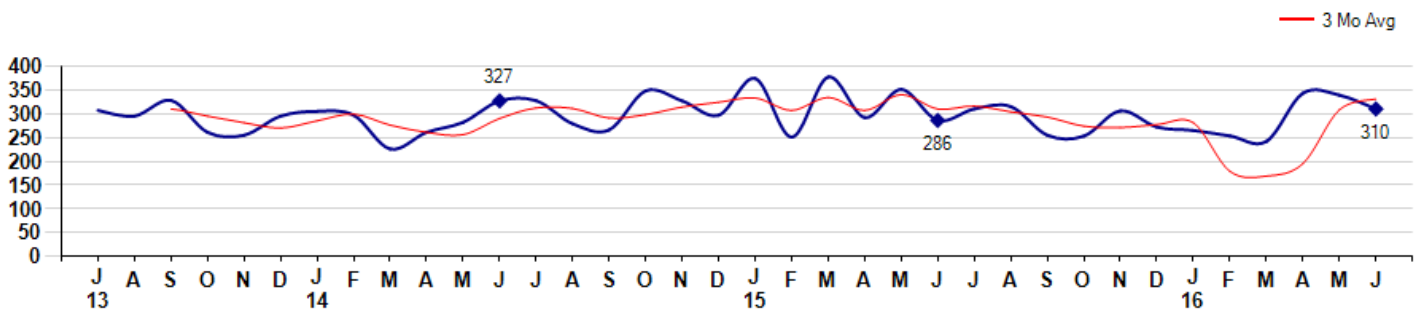
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 June 2016 Selling Price per Square Foot of \$310 was down -8.6% from \$339 last month and up 8.4% from \$286 in June of last year.

Average Selling Price per Square Foot for properties that sold during the month



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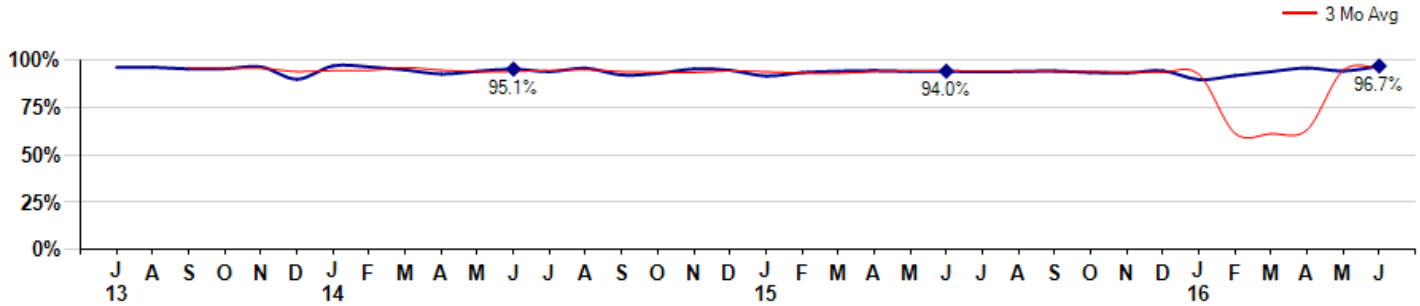


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### Selling Price vs Listing Price

The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their 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 June 2016 Selling Price vs List Price of 96.7% was up from 94.1% last month and up from 94.0% in June of last year.

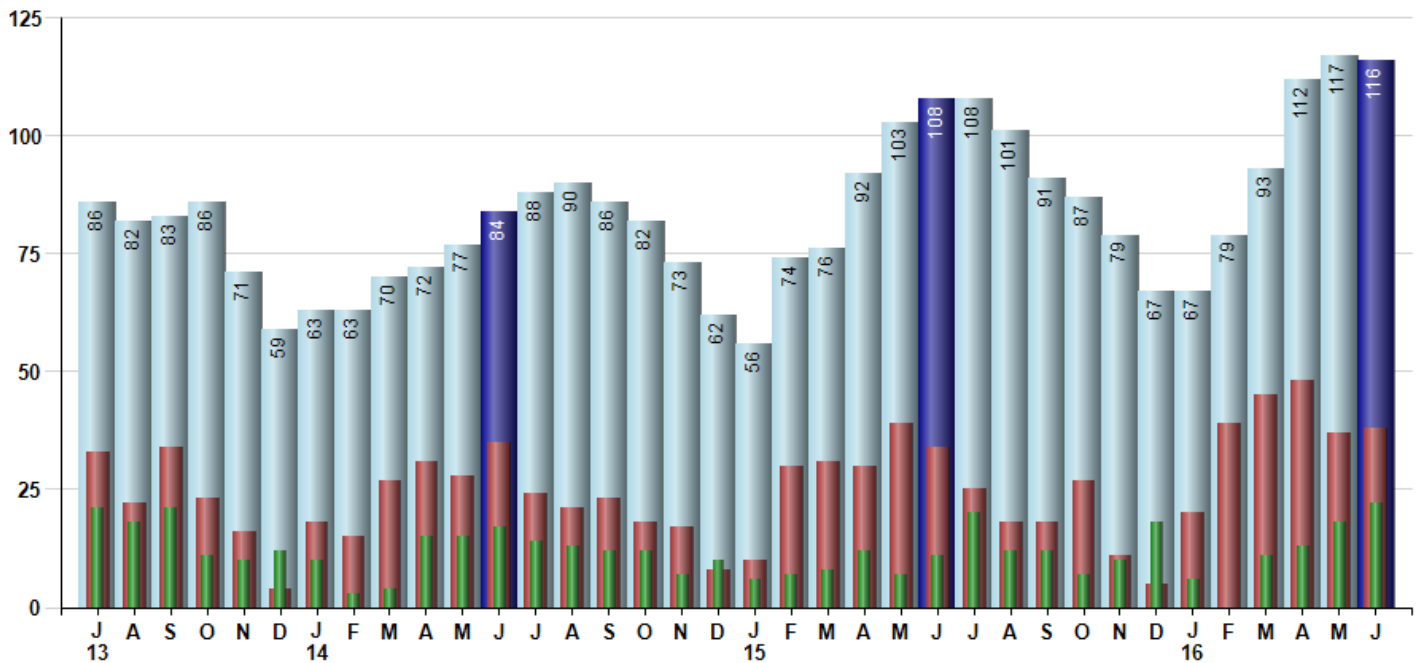
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 June 2016 was 38, up 2.7% from 37 last month and up 11.8% from 34 in June of last year.

Inventory (light blue), New Listings (red), Sold (green)



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# MARKET ACTION REPORT

June 2016

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	J 13	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J
Homes Sold	21	18	21	11	10	12	10	3	4	15	15	17	14	13	12	12	7	10	6	7	8	12	7	11	20	12	12	7	10	18	6	0	11	13	18	22
3 Mo. Roll Avg			20	17	14	11	11	8	6	7	11	16	15	15	13	12	10	10	8	8	7	9	9	10	13	14	15	10	10	12	11	8	6	8	14	18

	(000's) J 13	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J
Median Sale Price	1,220	858	930	700	920	863	1,081	740	825	820	1,035	1,025	878	970	890	736	777	955	740	655	902	1,048	1,165	930	1,250	1,013	791	720	857	733	478	0	670	1,375	1,288	883
3 Mo. Roll Avg			1,003	829	850	827	954	894	882	795	893	960	979	958	913	865	801	823	824	783	766	868	1,038	1,048	1,115	1,064	1,018	841	789	770	689	403	383	682	1,111	1,182

	J 13	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J
Inventory	86	82	83	86	71	59	63	63	70	72	77	84	88	90	86	82	73	62	56	74	76	92	103	108	108	101	91	87	79	67	67	79	93	112	117	116
MSI	4	5	4	8	7	5	6	21	18	5	5	5	6	7	7	7	10	6	9	11	10	8	15	10	5	8	8	12	8	4	11	0	8	9	7	5

	J 13	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J
Days On Market	65	66	39	47	28	44	71	49	124	80	92	36	65	63	44	51	39	73	186	47	43	92	149	135	53	45	57	52	71	42	98	0	52	41	48	58
3 Mo. Roll Avg			57	51	38	40	48	55	81	84	99	69	64	55	57	53	45	54	99	102	92	61	95	125	112	78	52	51	60	55	70	47	50	31	47	49

	J 13	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J
Price per Sq Ft	307	295	328	261	255	295	305	297	226	261	282	327	327	279	266	348	327	297	374	251	377	292	351	286	310	315	255	253	306	272	265	0	242	343	339	310
3 Mo. Roll Avg			310	295	281	270	285	299	276	261	256	290	312	311	291	298	314	324	333	307	334	307	340	310	316	304	293	274	271	277	281	179	169	195	308	331

	J 13	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J
Sale to List Price	0.960	0.960	0.952	0.952	0.963	0.898	0.968	0.963	0.947	0.925	0.940	0.951	0.938	0.956	0.920	0.929	0.952	0.945	0.915	0.933	0.940	0.943	0.939	0.940	0.936	0.939	0.941	0.933	0.931	0.942	0.896	0.000	0.938	0.957	0.941	0.967
3 Mo. Roll Avg			0.957	0.955	0.956	0.938	0.943	0.943	0.959	0.945	0.937	0.939	0.943	0.948	0.938	0.935	0.934	0.942	0.937	0.931	0.929	0.939	0.941	0.941	0.938	0.938	0.939	0.938	0.935	0.935	0.923	0.613	0.611	0.632	0.945	0.955

	J 13	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J
New Listings	33	22	34	23	16	4	18	15	27	31	28	35	24	21	23	18	17	8	10	30	31	30	39	34	25	18	18	27	11	5	20	39	45	48	37	38
Inventory	86	82	83	86	71	59	63	63	70	72	77	84	88	90	86	82	73	62	56	74	76	92	103	108	108	101	91	87	79	67	67	79	93	112	117	116
Sales	21	18	21	11	10	12	10	3	4	15	15	17	14	13	12	12	7	10	6	7	8	12	7	11	20	12	12	7	10	18	6	0	11	13	18	22

	(000's) J 13	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J
Avg Sale Price	1,269	979	1,223	799	1,637	968	998	951	1,403	1,033	1,024	1,339	1,115	1,405	1,265	1,429	1,055	1,102	1,167	706	1,313	1,123	1,136	969	1,237	1,075	1,016	763	919	946	674	0	771	1,475	1,529	1,075
3 Mo. Roll Avg			1,157	1,000	1,220	1,135	1,201	972	1,117	1,129	1,154	1,132	1,160	1,287	1,262	1,366	1,249	1,195	1,108	992	1,062	1,047	1,191	1,076	1,114	1,094	1,109	951	899	876	846	540	482	749	1,258	1,359

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