

City: Glencoe



Janie Bress
 Broker Associate
 (847) 835-6040
<http://www.janiebress.com>
janie.bress@cbexchange.com



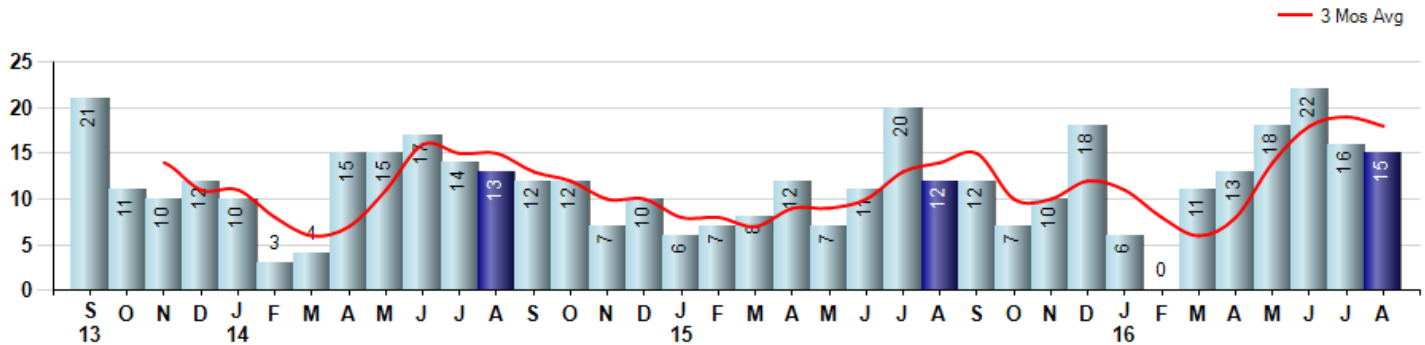
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				Trending Versus*:		
		LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,289,000	8%		10%				
Average List Price of all Current Listings	\$1,737,796	13%		22%				
August Median Sales Price	\$995,000	27%	0%	-2%	13%	\$950,000	-4%	8%
August Average Sales Price	\$1,222,267	36%	3%	14%	19%	\$1,144,468	3%	11%
Total Properties Currently for Sale (Inventory)	95	-14%		-7%				
August Number of Properties Sold	15	-6%		25%			22%	
August Average Days on Market (Solds)	60	-6%	5%	33%	-19%	57	-33%	-23%
Asking Price per Square Foot (based on New Listings)	\$400	4%	9%	28%	21%	\$346	1%	5%
August Sold Price per Square Foot	\$324	16%	2%	3%	9%	\$305	-3%	3%
August Month's Supply of Inventory	6.3	-8%	2%	-26%	-30%	6.8	-29%	-25%
August Sale Price vs List Price Ratio	95.4%	-0.6%	0%	2%	2.6%	94.7%	1.7%	1.9%

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

Property Sales

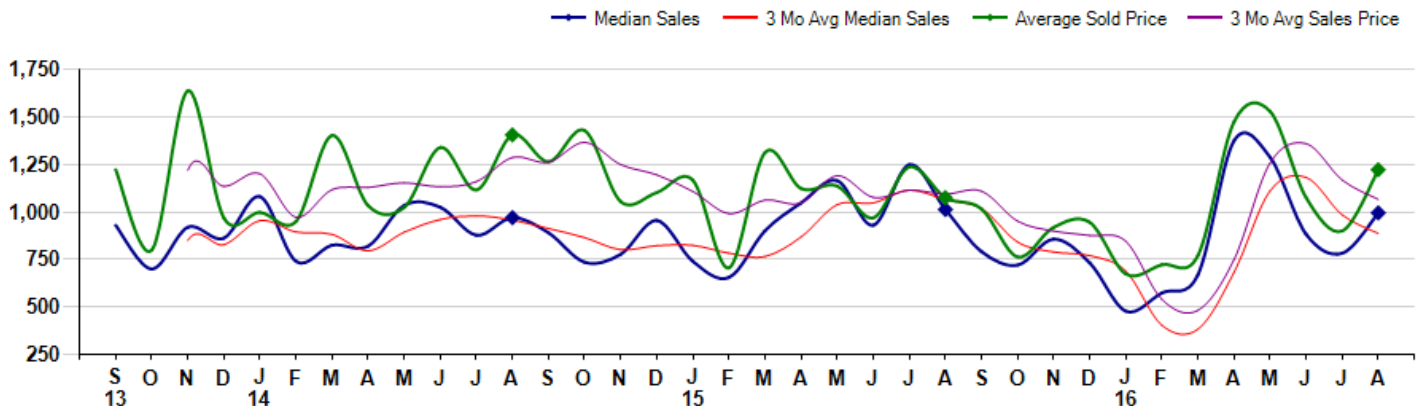
August Property sales were 15, up 25.0% from 12 in August of 2015 and -6.3% lower than the 16 sales last month. August 2016 sales were at their highest level compared to August of 2015 and 2014. August YTD sales of 101 are running 21.7% ahead of last year's year-to-date sales of 83.



Prices

The Median Sales Price in August was \$995,000, down -1.8% from \$1,013,000 in August of 2015 and up 27.2% from \$782,500 last month. The Average Sales Price in August was \$1,222,267, up 13.7% from \$1,075,458 in August of 2015 and up 35.8% from \$900,031 last month. August 2016 ASP was at a mid range compared to August of 2015 and 2014.

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



City: Glencoe



Janie Bress
 Broker Associate
 (847) 835-6040
<http://www.janiebress.com>
janie.bress@cbexchange.com



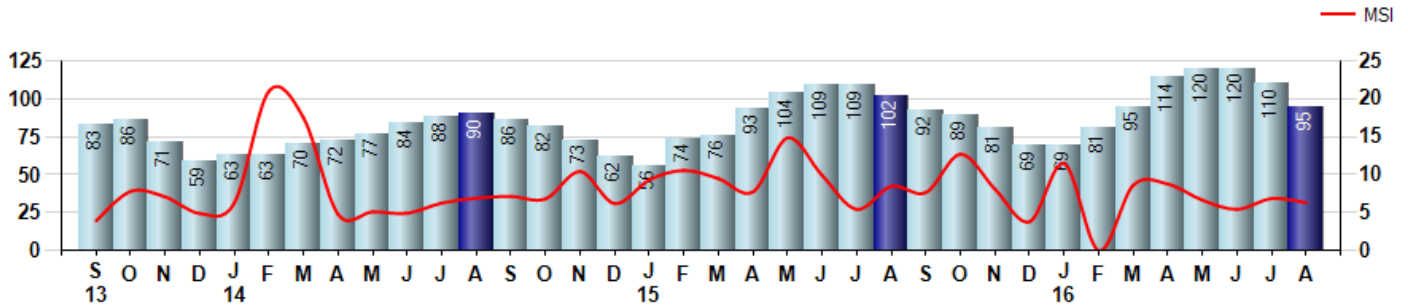
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Inventory & MSI

The Total Inventory of Properties available for sale as of August was 95, down -13.6% from 110 last month and down -6.9% from 102 in August of last year. August 2016 Inventory was at a mid range compared to August of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The August 2016 MSI of 6.3 months was at its lowest level compared with August of 2015 and 2014.

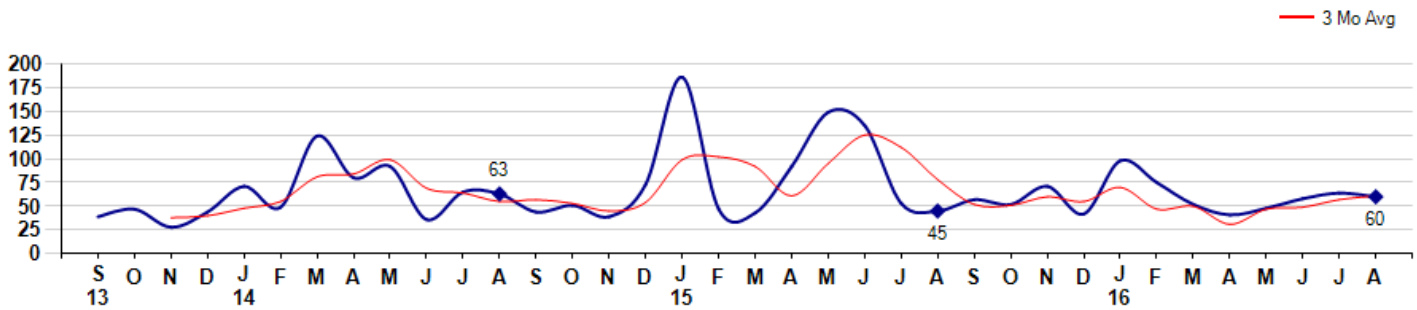
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 August was 60, down -6.3% from 64 days last month and up 33.3% from 45 days in August of last year. The August 2016 DOM was at a mid range compared with August of 2015 and 2014.

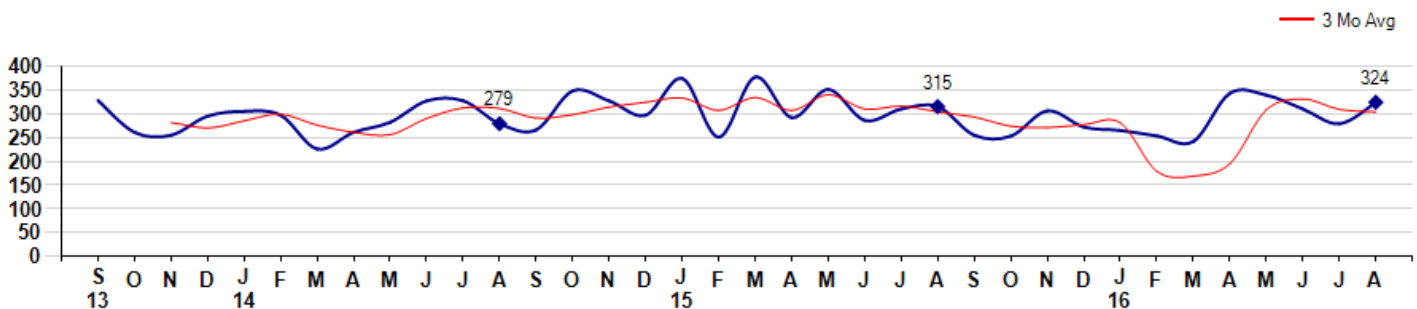
Average Days on Market(Listing to Contract) for properties sold during the month



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 August 2016 Selling Price per Square Foot of \$324 was up 16.1% from \$279 last month and up 2.9% from \$315 in August of last year.

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



City: Glencoe



Janie Bress
 Broker Associate
 (847) 835-6040
<http://www.janiebress.com>
janie.bress@cbexchange.com

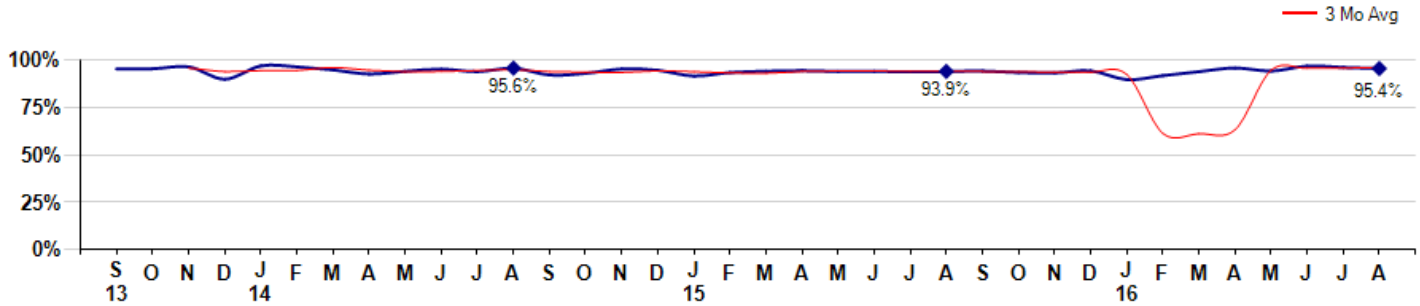


Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

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 August 2016 Selling Price vs List Price of 95.4% was down from 96.0% last month and up from 93.9% in August of last year.

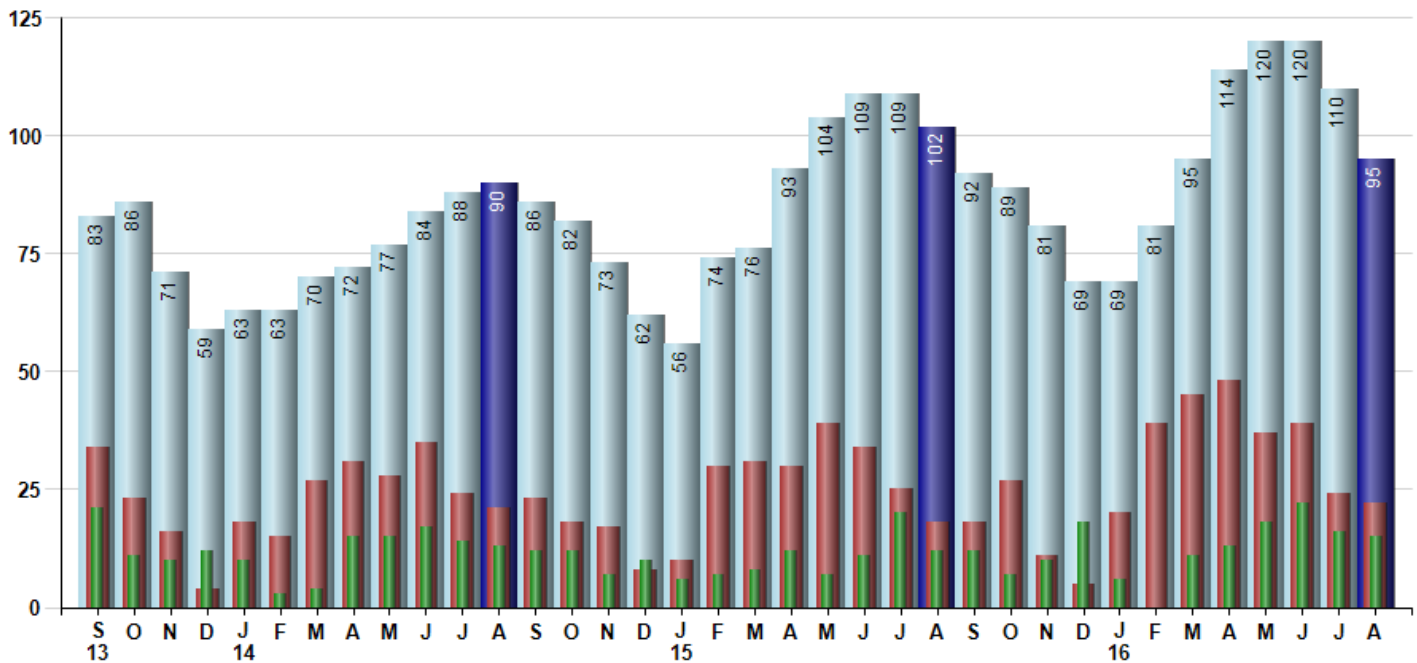
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 August 2016 was 22, down -8.3% from 24 last month and up 22.2% from 18 in August of last year.

Inventory New Listings Sold



© 2016 Coldwell Banker Real Estate LLC. All Rights Reserved. Coldwell Banker Residential Brokerage fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Coldwell Banker Residential Brokerage is operated by a subsidiary of NRT LLC. Coldwell Banker and the Coldwell Banker Logo are registered service marks owned by Coldwell Banker Real Estate LLC.

Based on information from Midwest Real Estate Data LLC for the period 9/1/2013 through 8/31/2016. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. Data maintained by the MLS's may not reflect all real estate activity in the market.



MARKET ACTION REPORT

August 2016

City: *Glencoe*



Janie Bress
 Broker Associate
 (847) 835-6040
<http://www.janiebress.com>
janie.bress@cbexchange.com



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

	S 13	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	J	A
Homes Sold	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	16	15
3 Mo. Roll Avg			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	19	18

	(000's) S 13	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	J	A
Median Sale Price	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	783	995
3 Mo. Roll Avg			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	984	887

	S 13	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	J	A
Inventory	83	86	71	59	63	63	70	72	77	84	88	90	86	82	73	62	56	74	76	93	104	109	109	102	92	89	81	69	69	81	95	114	120	120	110	95
MSI	4	8	7	5	6	21	18	5	5	5	6	7	7	7	10	6	9	11	10	8	15	10	5	9	8	13	8	4	12	0	9	9	7	5	7	6

	S 13	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	J	A
Days On Market	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	64	60
3 Mo. Roll Avg			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	57	61

	S 13	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	J	A
Price per Sq Ft	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	279	324
3 Mo. Roll Avg			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	309	304

	S 13	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	J	A
Sale to List Price	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	0.960	0.954
3 Mo. Roll Avg			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	0.956	0.960

	S 13	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	J	A
New Listings	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	39	24	22
Inventory	83	86	71	59	63	63	70	72	77	84	88	90	86	82	73	62	56	74	76	93	104	109	109	102	92	89	81	69	69	81	95	114	120	120	110	95
Sales	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	16	15

	(000's) S 13	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	J	A
Avg Sale Price	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	900	1,222
3 Mo. Roll Avg			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	1,168	1,066

© 2016 Coldwell Banker Real Estate LLC. All Rights Reserved. Coldwell Banker Residential Brokerage fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Coldwell Banker Residential Brokerage is operated by a subsidiary of NRT LLC. Coldwell Banker and the Coldwell Banker Logo are registered service marks owned by Coldwell Banker Real Estate LLC.

Based on information from Midwest Real Estate Data LLC for the period 9/1/2013 through 8/31/2016. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. Data maintained by the MLS's may not reflect all real estate activity in the market.

