

City: Glencoe



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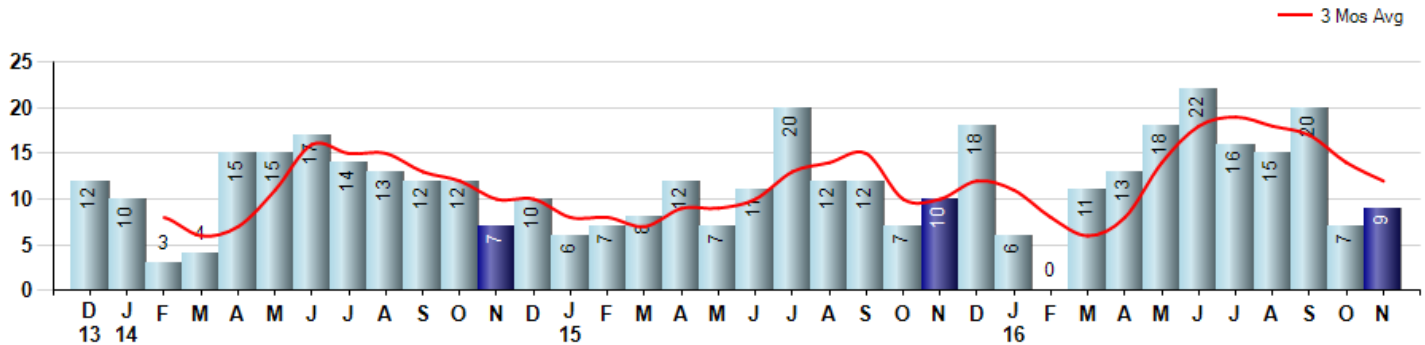
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				Trending Versus*:		
		LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,280,000	7%		14%				
Average List Price of all Current Listings	\$1,671,708	-2%		17%				
November Median Sales Price	\$835,000	8%	0%	-3%	-5%	\$895,000	-6%	2%
November Average Sales Price	\$820,000	-6%	-17%	-11%	-20%	\$1,078,286	2%	5%
Total Properties Currently for Sale (Inventory)	78	-14%		-5%				
November Number of Properties Sold	9	29%		-10%			22%	
November Average Days on Market (Solds)	146	176%	80%	106%	97%	66	-15%	-11%
Asking Price per Square Foot (based on New Listings)	\$284	-5%	-14%	9%	-14%	\$336	1%	2%
November Sold Price per Square Foot	\$273	-11%	-9%	-11%	-8%	\$301	-1%	1%
November Month's Supply of Inventory	8.7	-33%	-3%	6%	-4%	7.5	-21%	-17%
November Sale Price vs List Price Ratio	92.2%	-4.0%	-1%	-1%	-0.9%	94.3%	1.2%	1.3%

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

Property Sales

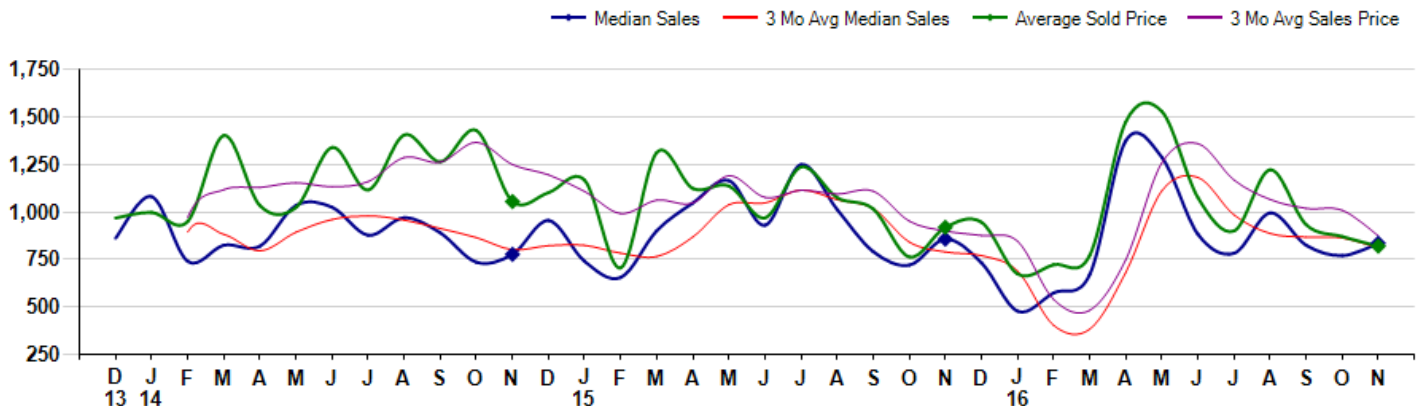
November Property sales were 9, down -10.0% from 10 in November of 2015 and 28.6% higher than the 7 sales last month. November 2016 sales were at a mid level compared to November of 2015 and 2014. November YTD sales of 137 are running 22.3% ahead of last year's year-to-date sales of 112.



Prices

The Median Sales Price in November was \$835,000, down -2.6% from \$857,000 in November of 2015 and up 8.4% from \$770,000 last month. The Average Sales Price in November was \$820,000, down -10.8% from \$919,227 in November of 2015 and down -5.8% from \$870,929 last month. November 2016 ASP was at the lowest level compared to November of 2015 and 2014.

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



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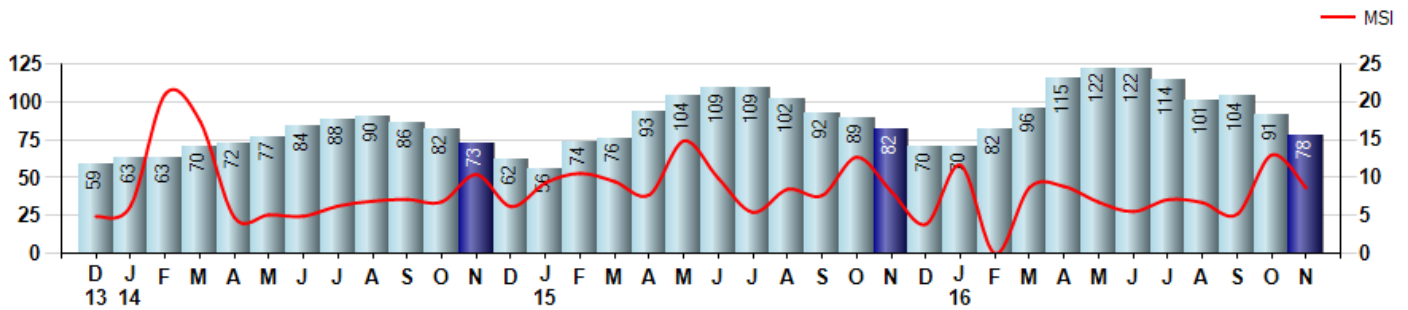
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Inventory & MSI

The Total Inventory of Properties available for sale as of November was 78, down -14.3% from 91 last month and down -4.9% from 82 in November of last year. November 2016 Inventory was at a mid range compared to November of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The November 2016 MSI of 8.7 months was at a mid range compared with November of 2015 and 2014.

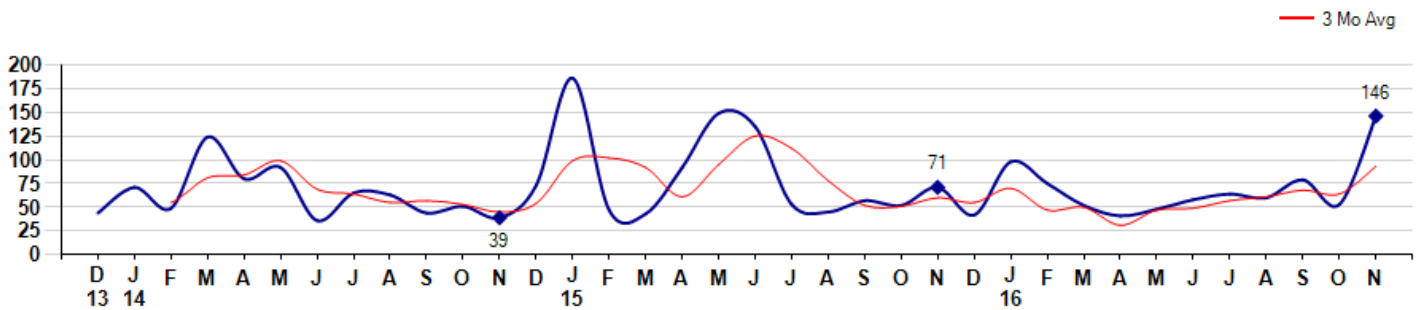
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 November was 146, up 175.5% from 53 days last month and up 105.6% from 71 days in November of last year. The November 2016 DOM was at its highest level compared with November of 2015 and 2014.

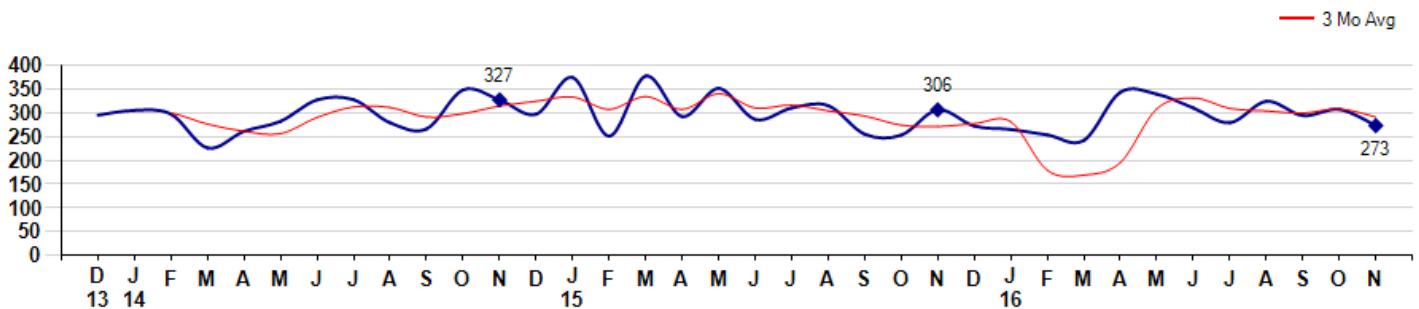
Average Days on Market(Listing to Contract) for properties sold during the month



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 November 2016 Selling Price per Square Foot of \$273 was down -11.1% from \$307 last month and down -10.8% from \$306 in November of last year.

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



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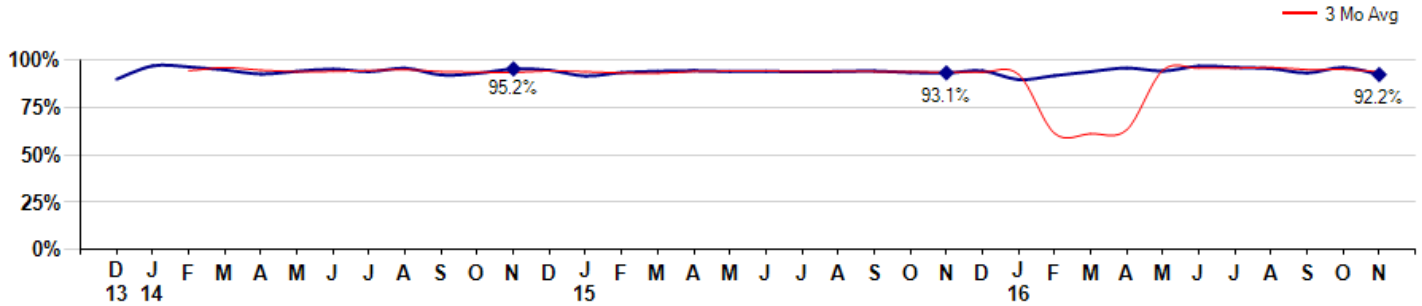


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Selling Price vs Listing Price

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 November 2016 Selling Price vs List Price of 92.2% was down from 96.0% last month and down from 93.1% in November of last year.

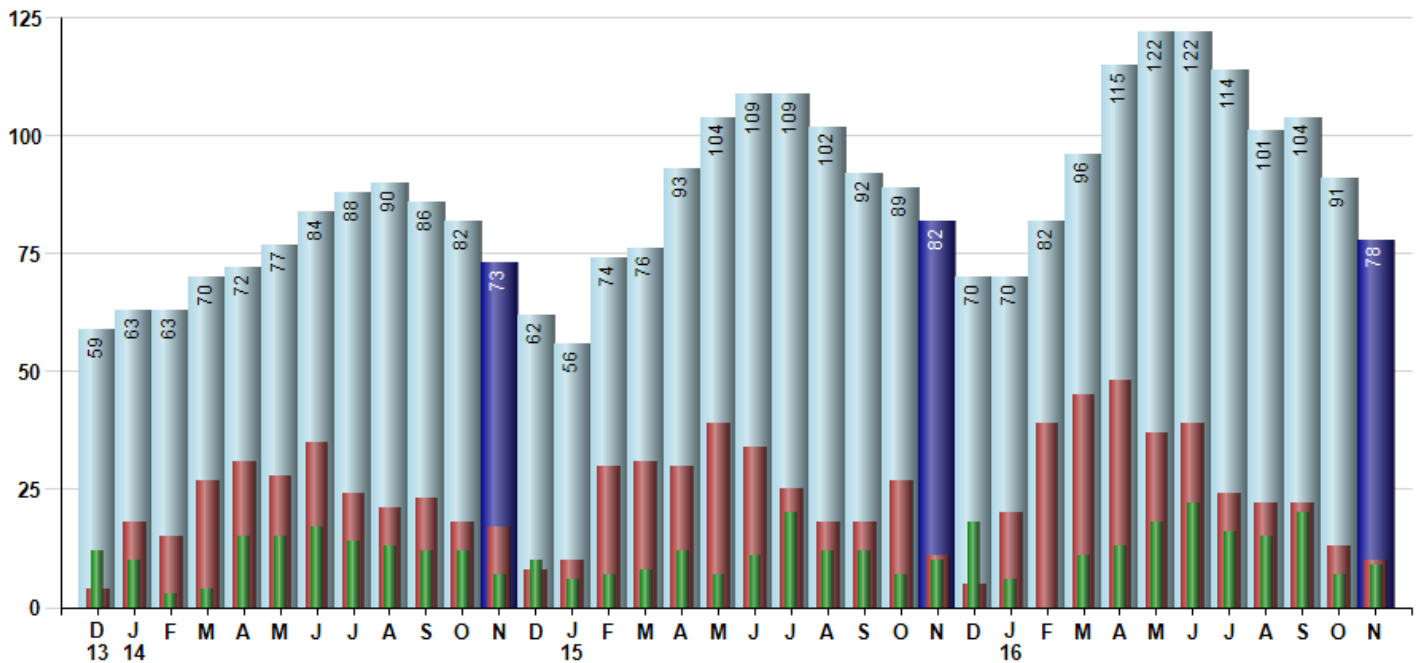
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 November 2016 was 10, down -23.1% from 13 last month and down -9.1% from 11 in November of last year.

Inventory New Listings Sold



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MARKET ACTION REPORT

November 2016

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	D 13	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	S	O	N
Homes Sold	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	20	7	9
3 Mo. Roll Avg			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	17	14	12

(000's)	D 13	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	S	O	N
Median Sale Price	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	825	770	835
3 Mo. Roll Avg			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	867	863	810

	D 13	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	S	O	N
Inventory	59	63	63	70	72	77	84	88	90	86	82	73	62	56	74	76	93	104	109	109	102	92	89	82	70	70	82	96	115	122	122	114	101	104	91	78
MSI	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	6	7	7	5	13	9

	D 13	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	S	O	N
Days On Market	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	79	53	146
3 Mo. Roll Avg			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	68	64	93

	D 13	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	S	O	N
Price per Sq Ft	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	294	307	273
3 Mo. Roll Avg			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	299	308	291

	D 13	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	S	O	N
Sale to List Price	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	0.931	0.960	0.922
3 Mo. Roll Avg			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	0.948	0.948	0.938

	D 13	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	S	O	N
New Listings	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	22	13	10
Inventory	59	63	63	70	72	77	84	88	90	86	82	73	62	56	74	76	93	104	109	109	102	92	89	82	70	70	82	96	115	122	122	114	101	104	91	78
Sales	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	20	7	9

(000's)	D 13	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	S	O	N
Avg Sale Price	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	933	871	820
3 Mo. Roll Avg			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	1,018	1,009	875

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