

City: Glencoe



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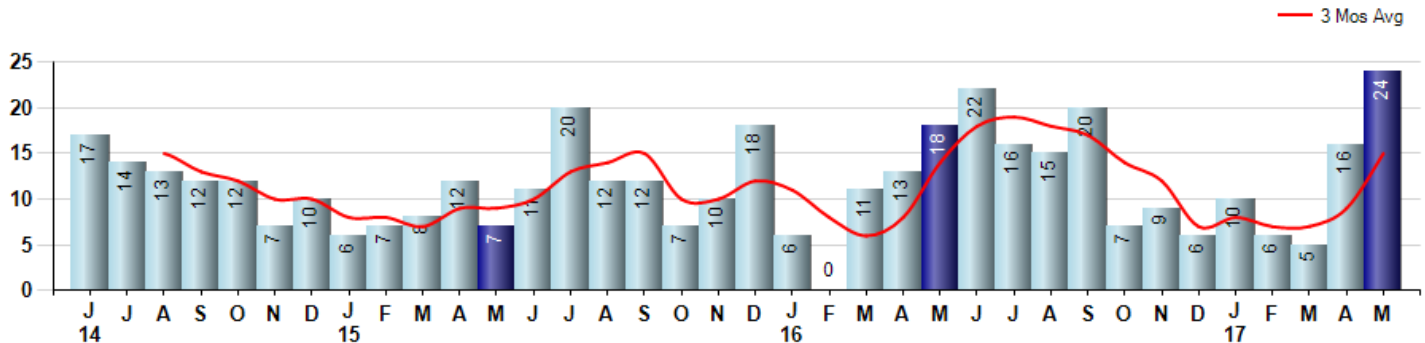
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,175,000	-1%		-2%				
Average List Price of all Current Listings	\$1,496,275	4%		6%				
May Median Sales Price	\$1,002,960	28%	22%	-22%	15%	\$817,500	-25%	-6%
May Average Sales Price	\$1,178,348	-6%	7%	-23%	12%	\$1,057,052	-14%	0%
Total Properties Currently for Sale (Inventory)	106	-6%		-13%				
May Number of Properties Sold	24	50%		33%			27%	
May Average Days on Market (Solds)	39	-52%	-34%	-19%	-43%	65	23%	-4%
Asking Price per Square Foot (based on New Listings)	\$339	4%	4%	3%	2%	\$324	-2%	-3%
May Sold Price per Square Foot	\$309	37%	14%	-9%	4%	\$268	-12%	-10%
May Month's Supply of Inventory	4.4	-38%	-59%	-35%	-44%	11.6	60%	47%
May Sale Price vs List Price Ratio	94.2%	6.7%	4%	2%	3.0%	90.6%	-1.8%	-0.9%

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

Property Sales

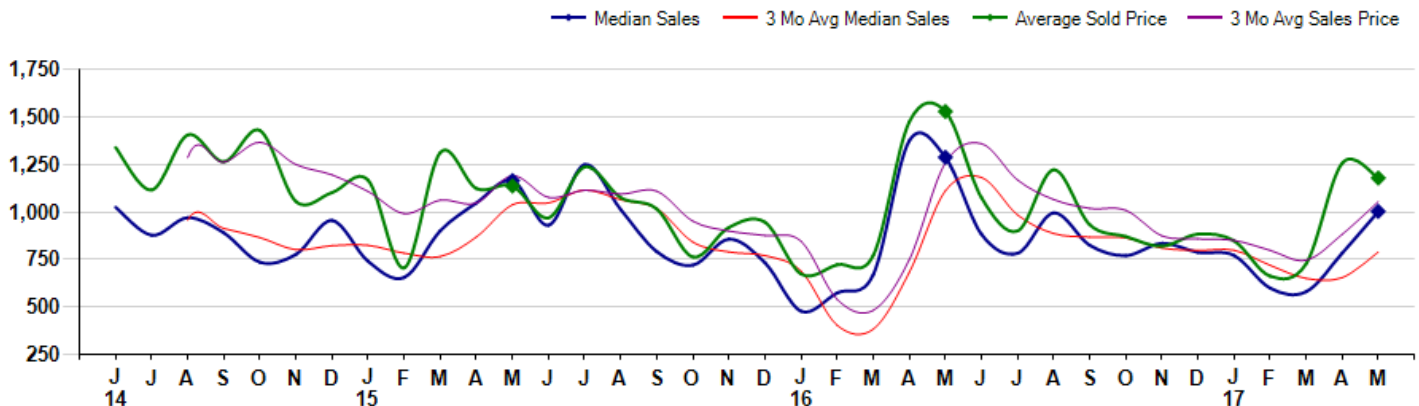
May Property sales were 24, up 33.3% from 18 in May of 2016 and 50.0% higher than the 16 sales last month. May 2017 sales were at their highest level compared to May of 2016 and 2015. May YTD sales of 61 are running 27.1% ahead of last year's year-to-date sales of 48.



Prices

The Median Sales Price in May was \$1,002,960, down -22.1% from \$1,287,500 in May of 2016 and up 28.0% from \$783,750 last month. The Average Sales Price in May was \$1,178,348, down -22.9% from \$1,528,556 in May of 2016 and down -6.3% from \$1,257,050 last month. May 2017 ASP was at a mid range compared to May of 2016 and 2015.

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



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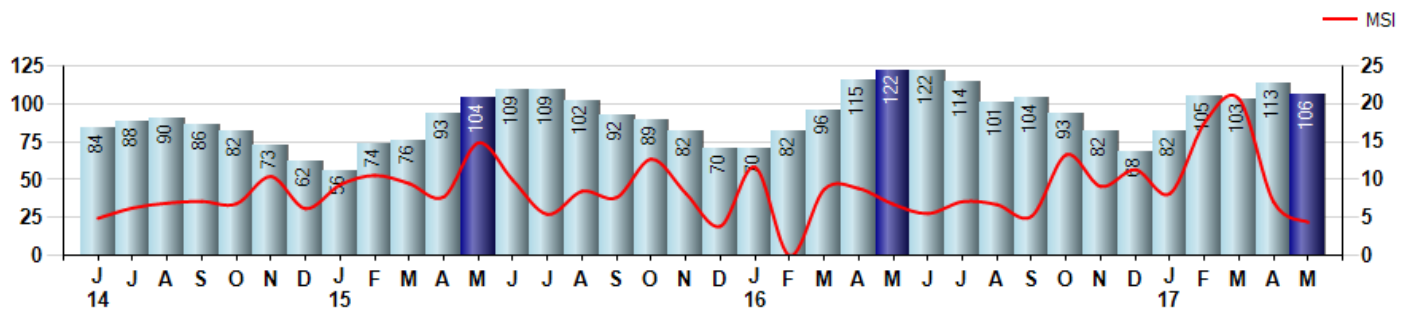
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Inventory & MSI

The Total Inventory of Properties available for sale as of May was 106, down -6.2% from 113 last month and down -13.1% from 122 in May of last year. May 2017 Inventory was at a mid range compared to May of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The May 2017 MSI of 4.4 months was at its lowest level compared with May of 2016 and 2015.

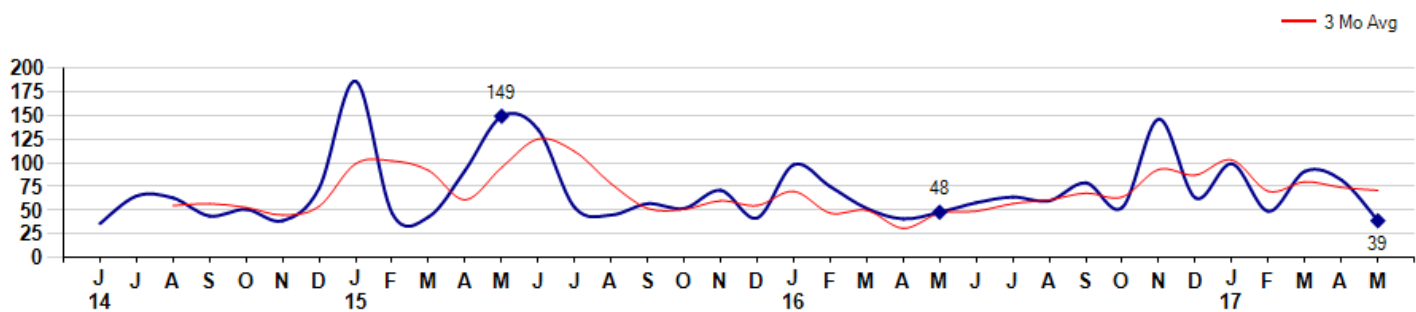
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 May was 39, down -52.4% from 82 days last month and down -18.8% from 48 days in May of last year. The May 2017 DOM was at its lowest level compared with May of 2016 and 2015.

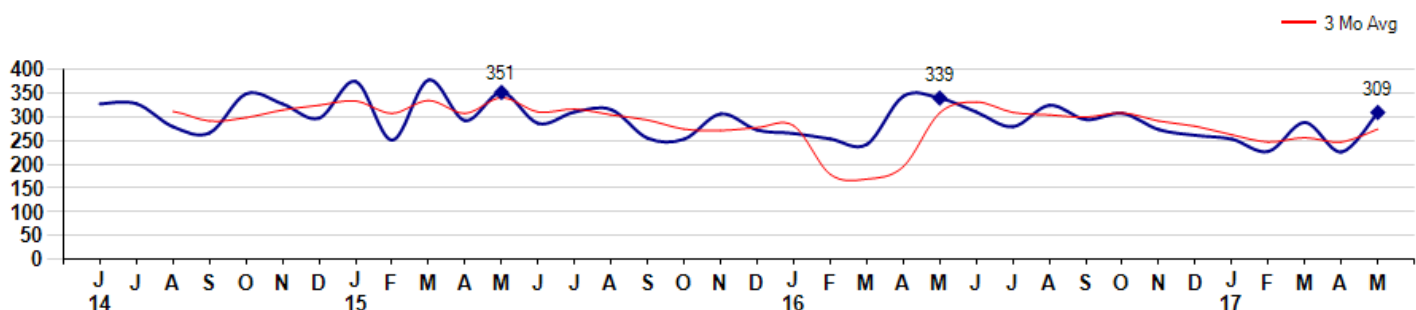
Average Days on Market(Listing to Contract) for properties sold during the month



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 May 2017 Selling Price per Square Foot of \$309 was up 36.7% from \$226 last month and down -8.8% from \$339 in May of last year.

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



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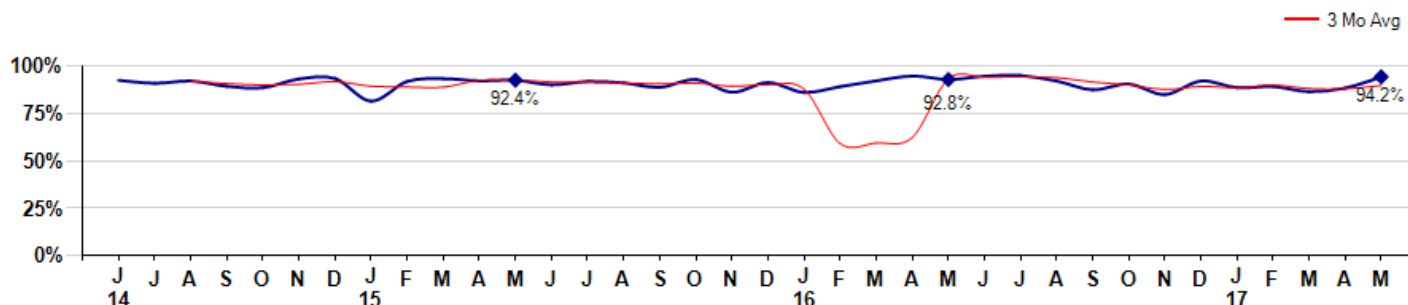


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Selling Price vs Listing Price

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 May 2017 Selling Price vs List Price of 94.2% was up from 88.3% last month and up from 92.8% in May of last year.

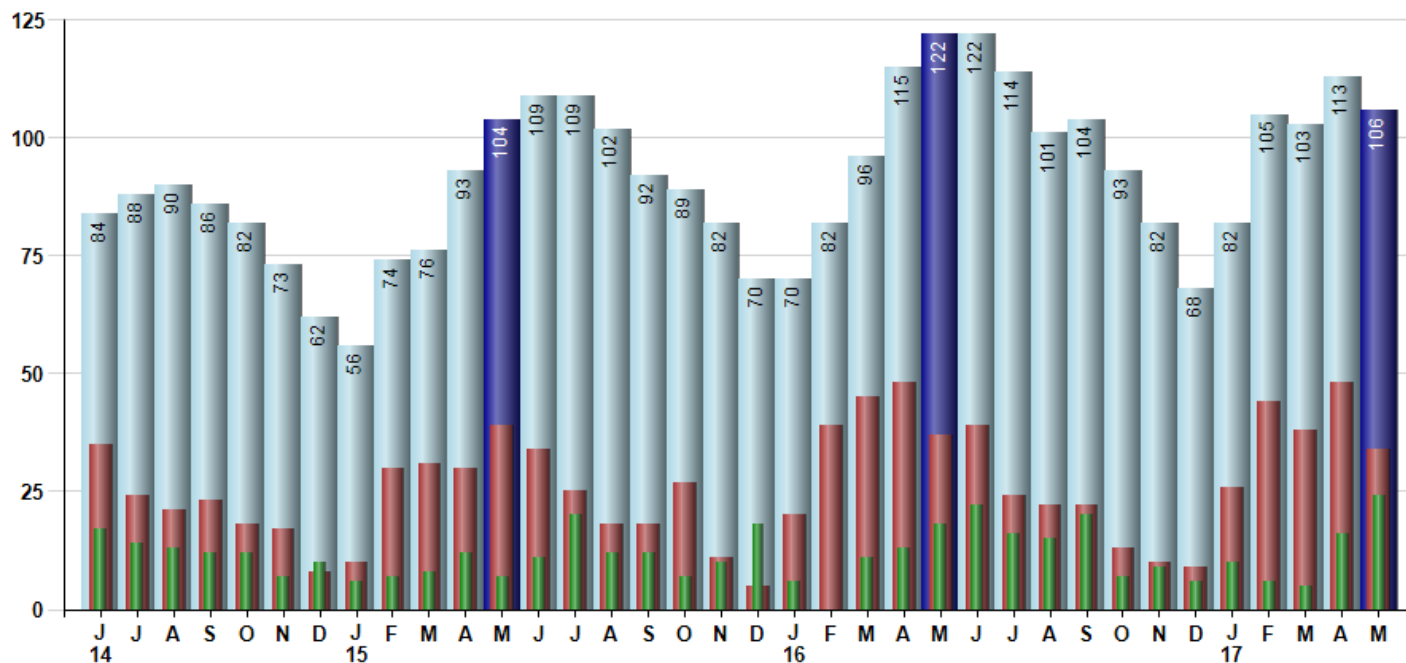
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 May 2017 was 34, down -29.2% from 48 last month and down -8.1% from 37 in May of last year.

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



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MARKET ACTION REPORT

May 2017

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	J 14	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	D	J 17	F	M	A	M
Homes Sold	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	6	10	6	5	16	24
3 Mo. Roll Avg			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	7	8	7	7	9	15

(000's)	J 14	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	D	J 17	F	M	A	M
Median Sale Price	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	788	771	599	580	784	1,003
3 Mo. Roll Avg			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	798	798	719	650	654	789

	J 14	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	D	J 17	F	M	A	M
Inventory	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	93	82	68	82	105	103	113	106
MSI	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	11	8	18	21	7	4

	J 14	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	D	J 17	F	M	A	M
Days On Market	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	63	99	49	91	82	39
3 Mo. Roll Avg			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	87	103	70	80	74	71

	J 14	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	D	J 17	F	M	A	M
Price per Sq Ft	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	261	253	227	288	226	309
3 Mo. Roll Avg			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	280	262	247	256	247	274

	J 14	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	D	J 17	F	M	A	M
Sale to List Price	0.924	0.908	0.920	0.892	0.885	0.931	0.933	0.814	0.918	0.932	0.921	0.924	0.900	0.918	0.910	0.887	0.928	0.861	0.912	0.860	0.000	0.921	0.946	0.928	0.945	0.949	0.920	0.874	0.904	0.849	0.920	0.885	0.891	0.864	0.883	0.942
3 Mo. Roll Avg			0.917	0.907	0.899	0.903	0.916	0.893	0.888	0.888	0.924	0.926	0.915	0.914	0.909	0.905	0.908	0.892	0.900	0.878	0.591	0.594	0.622	0.932	0.940	0.941	0.938	0.914	0.899	0.876	0.891	0.885	0.899	0.880	0.879	0.896

	J 14	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	D	J 17	F	M	A	M
New Listings	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	9	26	44	38	48	34
Inventory	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	93	82	68	82	105	103	113	106
Sales	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	6	10	6	5	16	24

(000's)	J 14	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	D	J 17	F	M	A	M
Avg Sale Price	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	883	848	662	727	1,257	1,178
3 Mo. Roll Avg			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	858	850	798	746	882	1,054

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