

## City: Glencoe



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



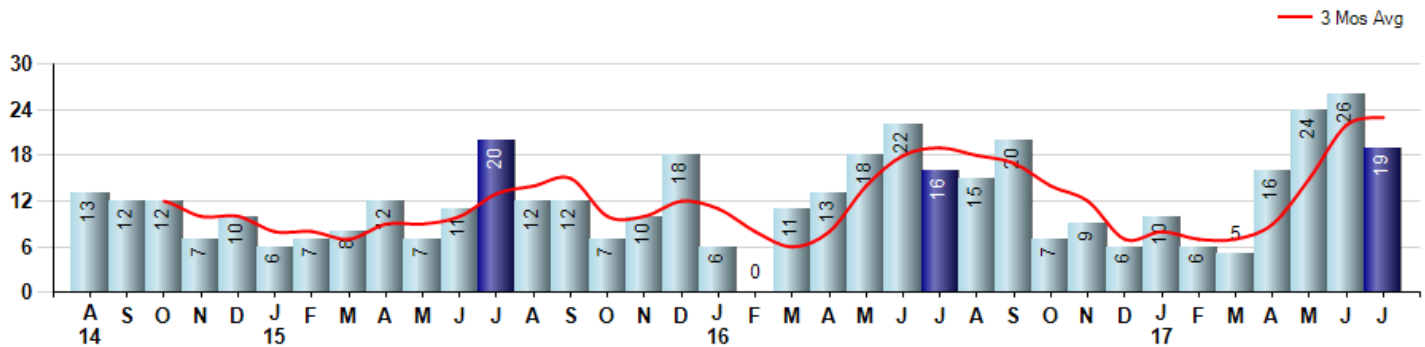
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,137,000	3%		-3%				
Average List Price of all Current Listings	\$1,468,580	5%		-2%				
July Median Sales Price	\$1,055,000	27%	22%	35%	21%	\$832,000	-10%	-4%
July Average Sales Price	\$1,213,974	28%	7%	35%	15%	\$1,057,773	-7%	0%
Total Properties Currently for Sale (Inventory)	106	-2%		-7%				
July Number of Properties Sold	19	-27%		19%			23%	
July Average Days on Market (Solds)	92	61%	42%	44%	35%	68	21%	0%
Asking Price per Square Foot (based on New Listings)	\$334	14%	4%	-10%	1%	\$318	-5%	-4%
July Sold Price per Square Foot	\$345	7%	13%	24%	16%	\$293	-3%	-1%
July Month's Supply of Inventory	5.6	34%	17%	-22%	-29%	9.8	40%	24%
July Sale Price vs List Price Ratio	91.1%	-1.1%	-1%	-4%	-0.4%	91.0%	-2.4%	-0.4%

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

### Property Sales

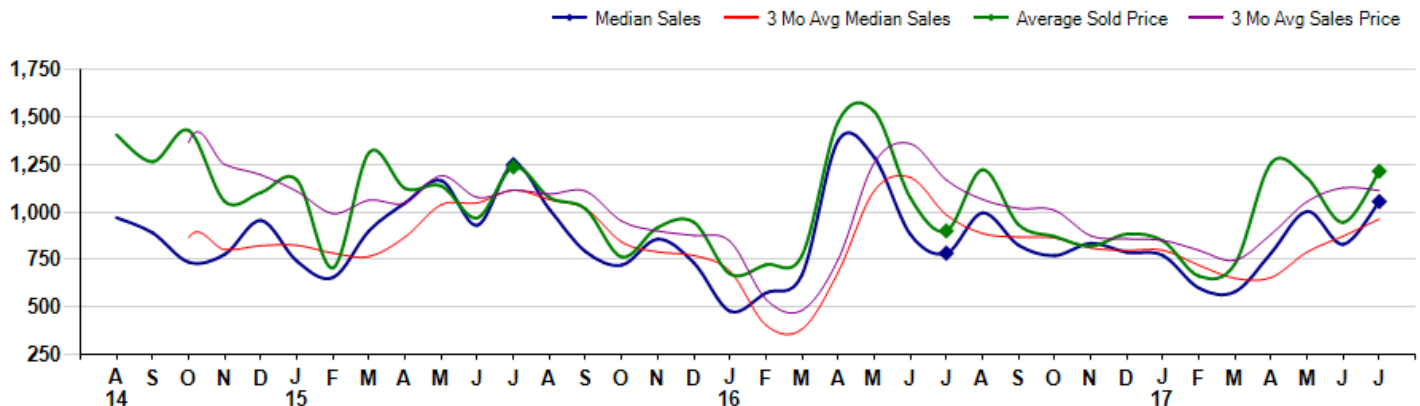
July Property sales were 19, up 18.8% from 16 in July of 2016 and -26.9% lower than the 26 sales last month. July 2017 sales were at a mid level compared to July of 2016 and 2015. July YTD sales of 106 are running 23.3% ahead of last year's year-to-date sales of 86.



### Prices

The Median Sales Price in July was \$1,055,000, up 34.8% from \$782,500 in July of 2016 and up 27.1% from \$830,000 last month. The Average Sales Price in July was \$1,213,974, up 34.9% from \$900,031 in July of 2016 and up 28.4% from \$945,317 last month. July 2017 ASP was at a mid range compared to July of 2016 and 2015.

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



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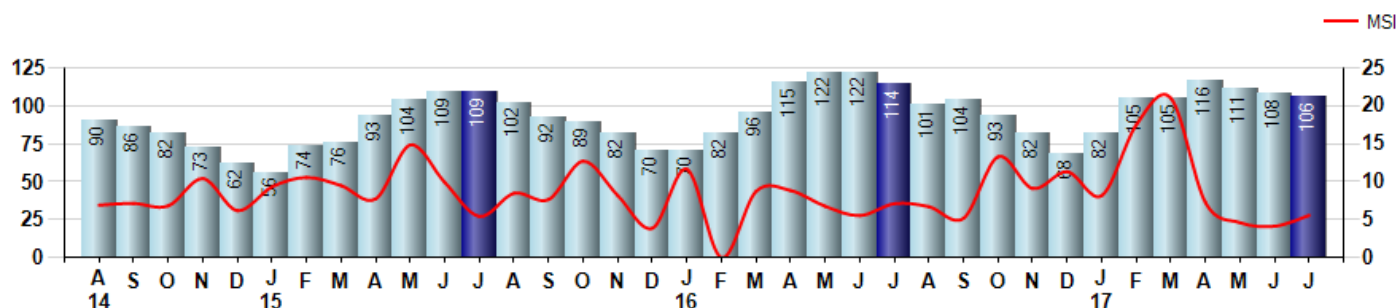
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### Inventory & MSI

The Total Inventory of Properties available for sale as of July was 106, down -1.9% from 108 last month and down -7.0% from 114 in July of last year. July 2017 Inventory was at the lowest level compared to July of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The July 2017 MSI of 5.6 months was at a mid range compared with July of 2016 and 2015.

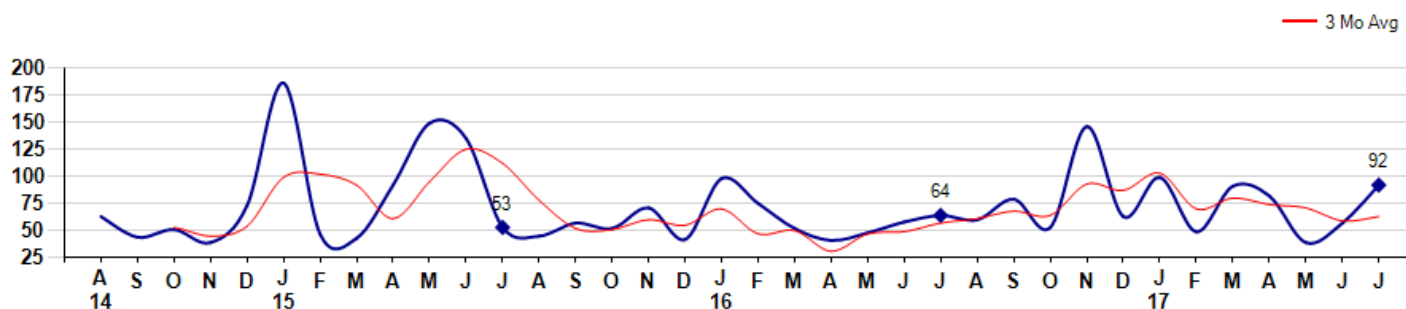
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 July was 92, up 61.4% from 57 days last month and up 43.8% from 64 days in July of last year. The July 2017 DOM was at its highest level compared with July of 2016 and 2015.

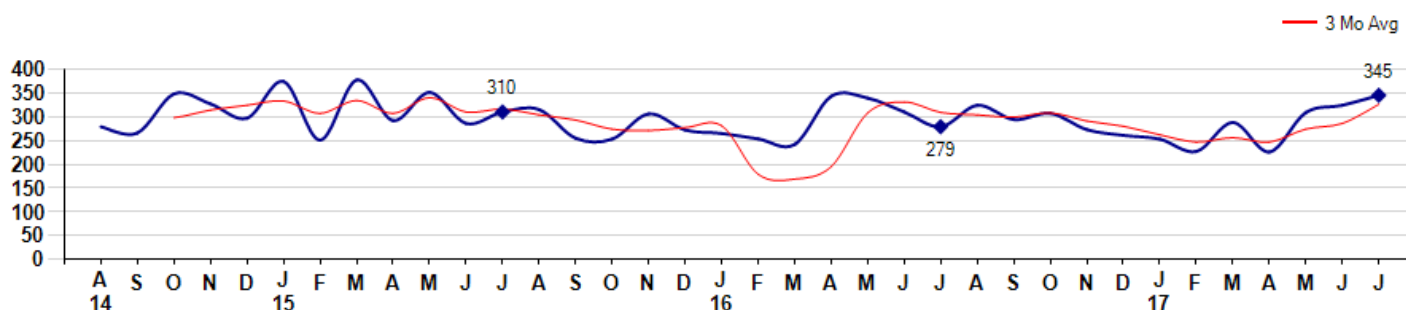
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 July 2017 Selling Price per Square Foot of \$345 was up 6.5% from \$324 last month and up 23.7% from \$279 in July of last year.

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



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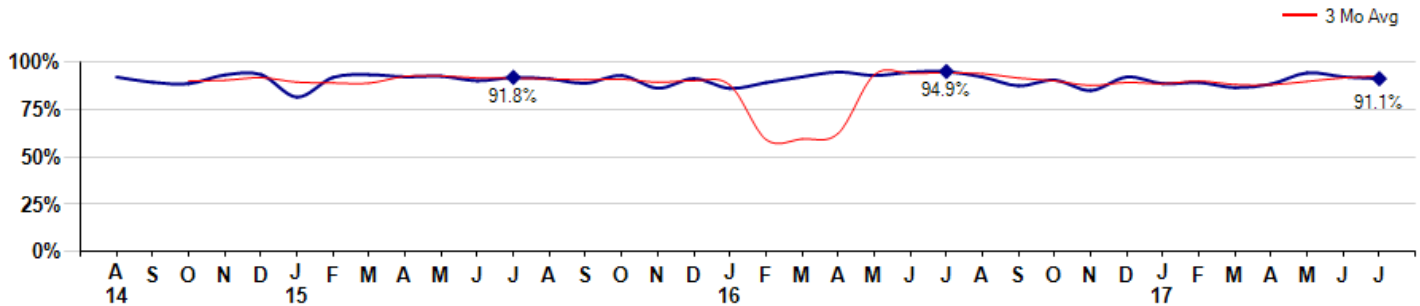


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### Selling Price vs Listing Price

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 July 2017 Selling Price vs List Price of 91.1% was down from 92.1% last month and down from 94.9% in July of last year.

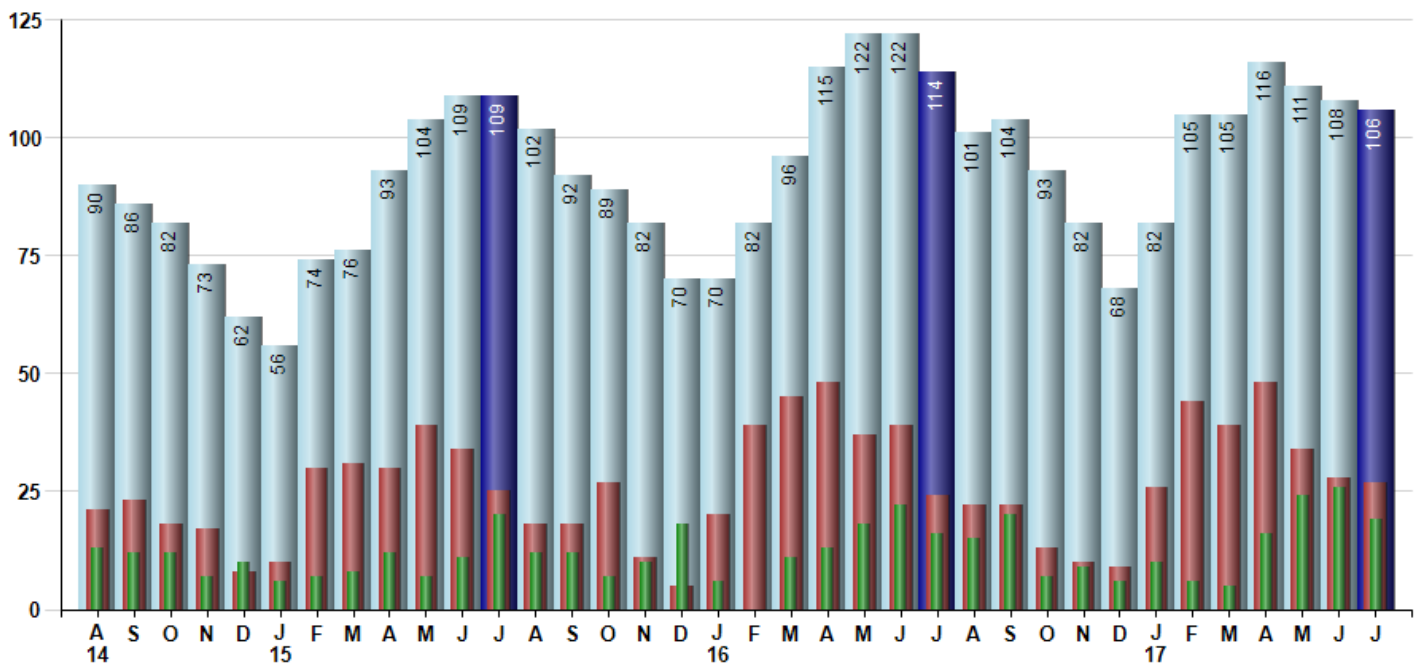
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 July 2017 was 27, down -3.6% from 28 last month and up 12.5% from 24 in July of last year.

Inventory NewListings Sold



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# MARKET ACTION REPORT

July 2017

City: *Glencoe*



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	A 14	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	J	J
Homes Sold	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	26	19
3 Mo. Roll Avg			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	22	23

	(000's) A 14	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	J	J
Median Sale Price	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	830	1,055
3 Mo. Roll Avg			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	872	963

	A 14	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	J	J
Inventory	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	105	116	111	108	106
MSI	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	5	4	6

	A 14	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	J	J
Days On Market	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	57	92
3 Mo. Roll Avg			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	59	63

	A 14	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	J	J
Price per Sq Ft	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	324	345
3 Mo. Roll Avg			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	286	326

	A 14	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	J	J
Sale to List Price	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	0.921	0.911
3 Mo. Roll Avg			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	0.915	0.925

	A 14	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	J	J
New Listings	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	39	48	34	28	27
Inventory	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	105	116	111	108	106
Sales	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	26	19

	(000's) A 14	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	J	J
Avg Sale Price	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	945	1,214
3 Mo. Roll Avg			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	1,127	1,113

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