

## City: Glencoe



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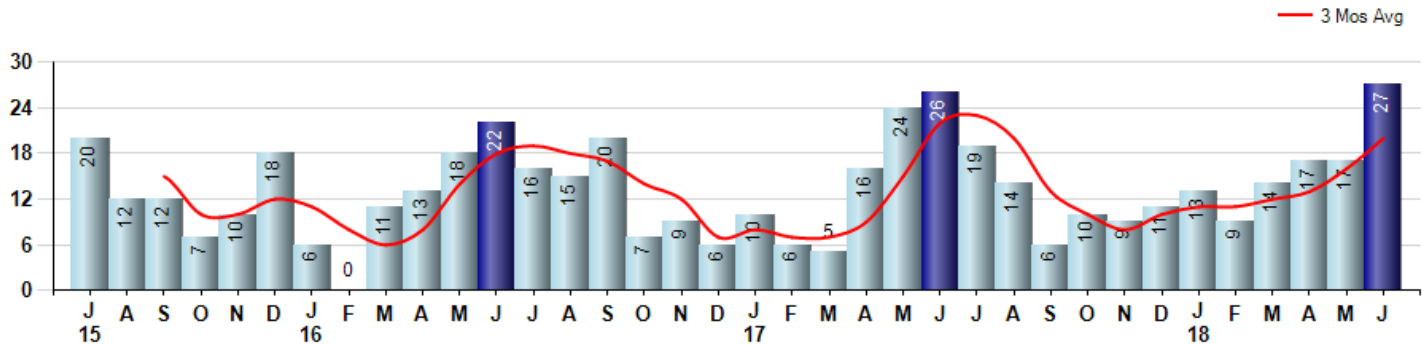
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,027,500	-7%		-6%				
Average List Price of all Current Listings	\$1,362,487	0%		0%				
June Median Sales Price	\$800,000	-37%	-2%	-4%	-7%	\$845,000	3%	-2%
June Average Sales Price	\$974,454	-20%	-1%	3%	-9%	\$1,027,571	0%	-4%
Total Properties Currently for Sale (Inventory)	114	-7%		4%				
June Number of Properties Sold	27	59%		4%			12%	
June Average Days on Market (Solds)	55	-13%	-24%	-4%	-31%	82	30%	3%
Asking Price per Square Foot (based on New Listings)	\$298	-8%	-6%	4%	-6%	\$313	0%	-1%
June Sold Price per Square Foot	\$297	-7%	5%	-8%	5%	\$287	1%	2%
June Month's Supply of Inventory	4.2	-42%	-30%	0%	-59%	6.8	-36%	-34%
June Sale Price vs List Price Ratio	91.4%	-4.9%	-1%	-1%	1.6%	90.9%	-0.1%	1.1%

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

### Property Sales

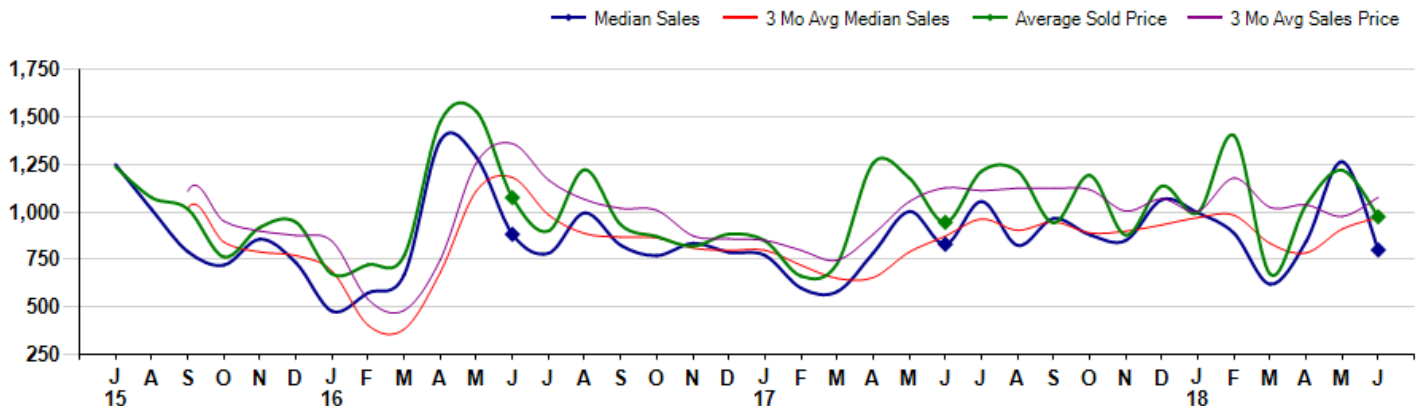
June Property sales were 27, up 3.8% from 26 in June of 2017 and 58.8% higher than the 17 sales last month. June 2018 sales were at their highest level compared to June of 2017 and 2016. June YTD sales of 97 are running 11.5% ahead of last year's year-to-date sales of 87.



### Prices

The Median Sales Price in June was \$800,000, down -3.6% from \$830,000 in June of 2017 and down -36.8% from \$1,265,000 last month. The Average Sales Price in June was \$974,454, up 3.1% from \$945,317 in June of 2017 and down -20.1% from \$1,219,274 last month. June 2018 ASP was at a mid range compared to June of 2017 and 2016.

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



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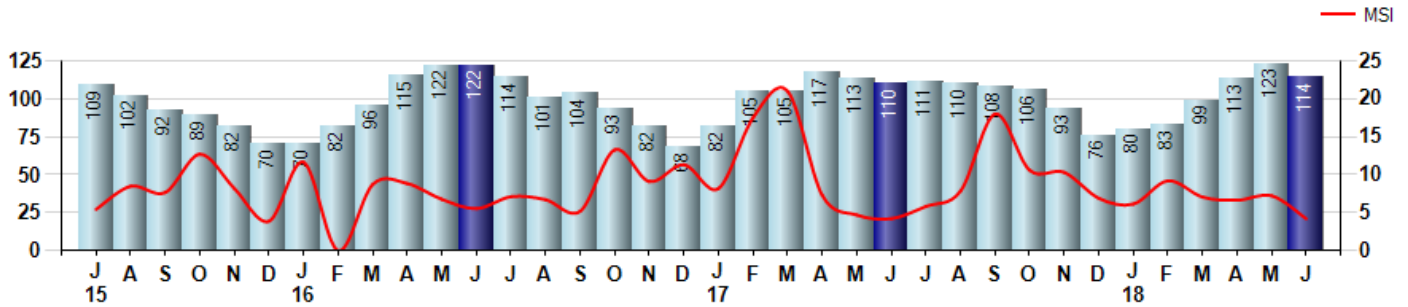
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### Inventory & MSI

The Total Inventory of Properties available for sale as of June was 114, down -7.3% from 123 last month and up 3.6% from 110 in June of last year. June 2018 Inventory was at a mid range compared to June of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The June 2018 MSI of 4.2 months was at its lowest level compared with June of 2017 and 2016.

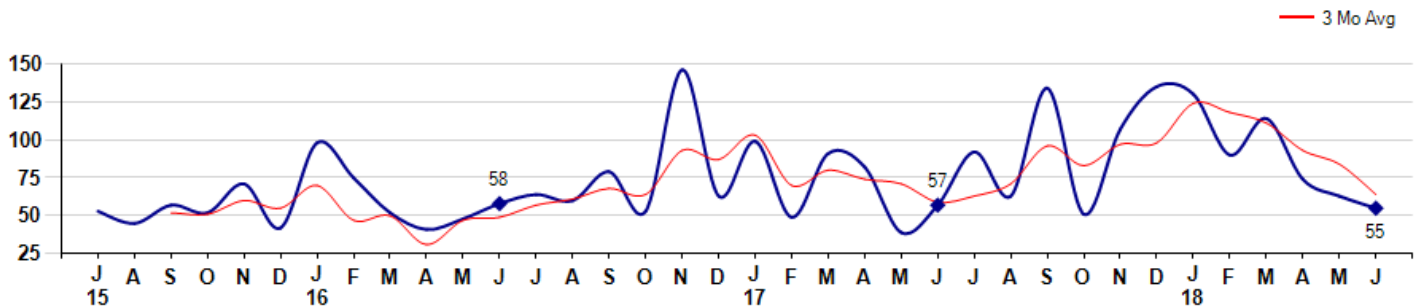
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 55, down -12.7% from 63 days last month and down -3.5% from 57 days in June of last year. The June 2018 DOM was at its lowest level compared with June of 2017 and 2016.

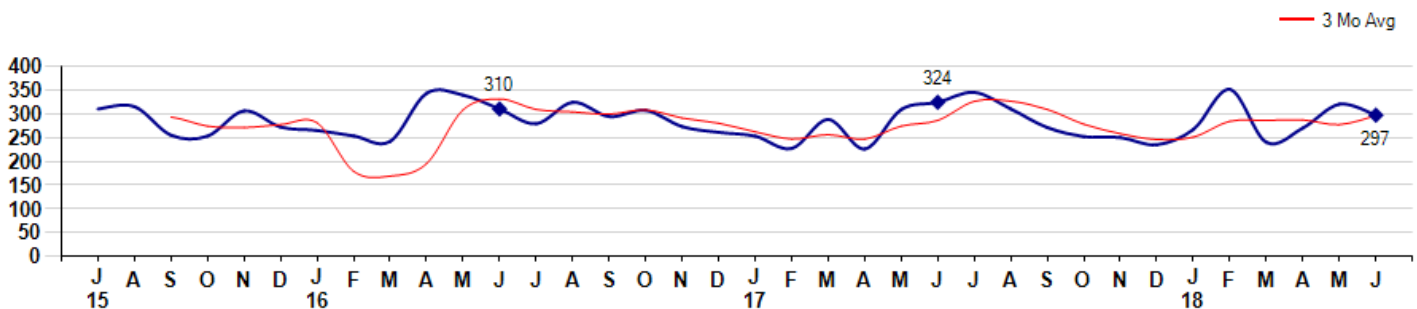
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 2018 Selling Price per Square Foot of \$297 was down -7.2% from \$320 last month and down -8.3% from \$324 in June of last year.

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



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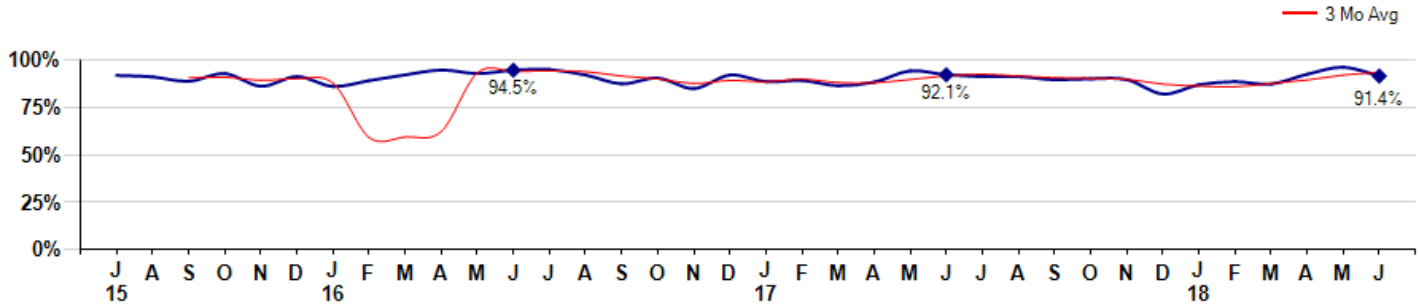


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### Selling Price vs Listing Price

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 2018 Selling Price vs List Price of 91.4% was down from 96.1% last month and down from 92.1% in June of last year.

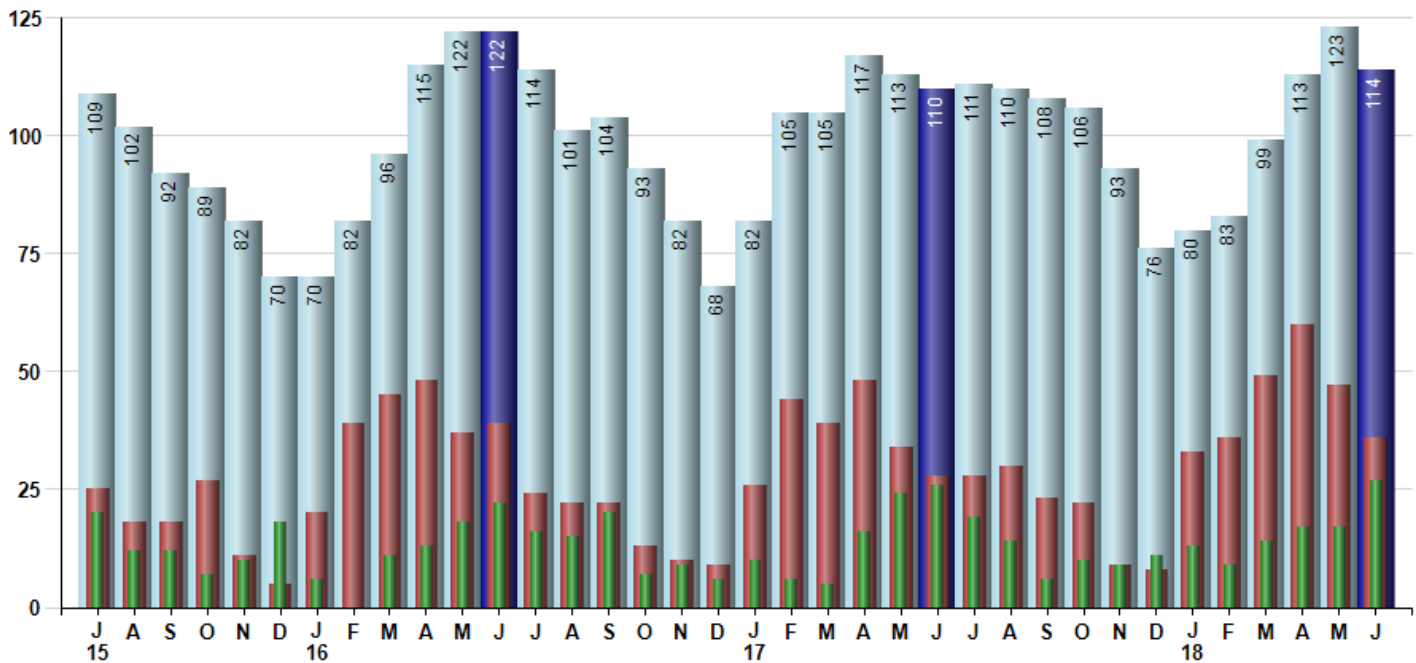
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 2018 was 36, down -23.4% from 47 last month and up 28.6% from 28 in June of last year.

Inventory NewListings Sold



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# MARKET ACTION REPORT

June 2018

City: *Glencoe*



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	J 15	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	A	S	O	N	D	J 18	F	M	A	M	J
Homes Sold	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	14	6	10	9	11	13	9	14	17	17	27
3 Mo. Roll Avg			15	10	10	12	11	8	6	8	14	18	19	18	17	14	12	7	8	7	7	9	15	22	23	20	13	10	8	10	11	11	12	13	16	20

(000's)	J 15	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	A	S	O	N	D	J 18	F	M	A	M	J
Median Sale Price	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	824	965	880	850	1,065	995	888	620	845	1,265	800
3 Mo. Roll Avg			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	903	948	890	898	932	970	983	834	784	910	970

	J 15	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	A	S	O	N	D	J 18	F	M	A	M	J
Inventory	109	102	92	89	82	70	70	82	96	115	122	122	114	101	104	93	82	68	82	105	105	117	113	110	111	110	108	106	93	76	80	83	99	113	123	114
MSI	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	8	18	11	10	7	6	9	7	7	7	4

	J 15	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	A	S	O	N	D	J 18	F	M	A	M	J
Days On Market	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	63	134	51	107	135	130	90	114	74	63	55
3 Mo. Roll Avg			52	51	60	55	70	47	50	31	47	49	57	61	68	64	93	87	103	70	80	74	71	59	63	71	96	83	97	98	124	118	111	93	84	64

	J 15	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	A	S	O	N	D	J 18	F	M	A	M	J
Price per Sq Ft	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	310	271	252	250	235	267	351	240	270	320	297
3 Mo. Roll Avg			293	274	271	277	281	179	169	195	308	331	309	304	299	308	291	280	262	247	256	247	274	286	326	326	309	278	258	246	251	284	286	287	277	296

	J 15	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	A	S	O	N	D	J 18	F	M	A	M	J
Sale to List Price	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	0.911	0.895	0.900	0.896	0.820	0.869	0.885	0.873	0.924	0.961	0.914
3 Mo. Roll Avg			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	0.914	0.906	0.902	0.897	0.872	0.862	0.858	0.876	0.894	0.919	0.933

	J 15	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	A	S	O	N	D	J 18	F	M	A	M	J
New Listings	25	18	18	27	11	5	20	39	45	48	37	39	24	22	22	13	10	9	26	44	39	48	34	28	28	30	23	22	9	8	33	36	49	60	47	36
Inventory	109	102	92	89	82	70	70	82	96	115	122	122	114	101	104	93	82	68	82	105	105	117	113	110	111	110	108	106	93	76	80	83	99	113	123	114
Sales	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	14	6	10	9	11	13	9	14	17	17	27

(000's)	J 15	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	A	S	O	N	D	J 18	F	M	A	M	J
Avg Sale Price	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	1,216	943	1,193	878	1,136	998	1,402	672	1,037	1,219	974
3 Mo. Roll Avg			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	1,125	1,124	1,117	1,005	1,069	1,004	1,178	1,024	1,037	976	1,077

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