

## City: Glencoe



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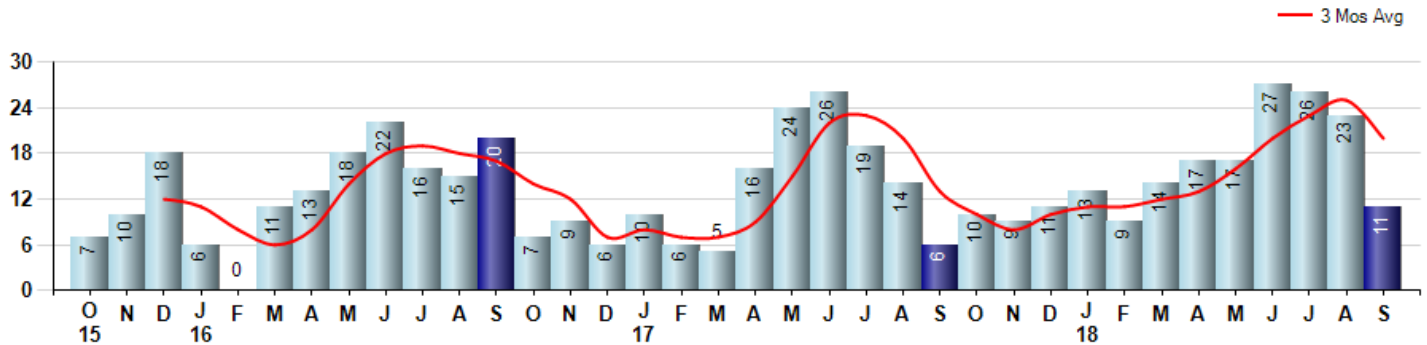
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,047,500	-9%		-2%				
Average List Price of all Current Listings	\$1,518,258	-4%		5%				
September Median Sales Price	\$711,200	-18%	-10%	-26%	-17%	\$820,000	-2%	-5%
September Average Sales Price	\$1,169,784	3%	13%	24%	10%	\$1,040,704	-3%	-2%
Total Properties Currently for Sale (Inventory)	96	6%		-11%				
September Number of Properties Sold	11	-52%		83%			25%	
September Average Days on Market (Solds)	93	76%	63%	-31%	16%	73	3%	-9%
Asking Price per Square Foot (based on New Listings)	\$302	-28%	-10%	-22%	-5%	\$321	1%	1%
September Sold Price per Square Foot	\$269	-16%	-9%	-1%	-5%	\$289	-2%	3%
September Month's Supply of Inventory	8.7	121%	59%	-52%	-15%	6.3	-40%	-38%
September Sale Price vs List Price Ratio	87.7%	-4.2%	-4%	-2%	-2.5%	91.0%	0.1%	1.2%

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

### Property Sales

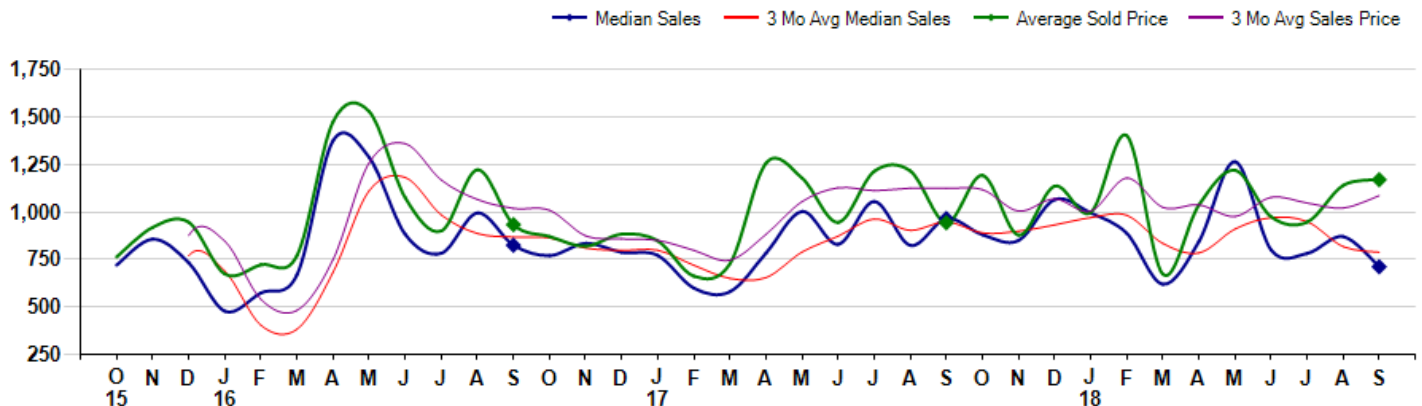
September Property sales were 11, up 83.3% from 6 in September of 2017 and -52.2% lower than the 23 sales last month. September 2018 sales were at a mid level compared to September of 2017 and 2016. September YTD sales of 157 are running 24.6% ahead of last year's year-to-date sales of 126.



### Prices

The Median Sales Price in September was \$711,200, down -26.3% from \$965,000 in September of 2017 and down -18.3% from \$870,000 last month. The Average Sales Price in September was \$1,169,784, up 24.0% from \$943,333 in September of 2017 and up 2.6% from \$1,140,478 last month. September 2018 ASP was at highest level compared to September of 2017 and 2016.

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



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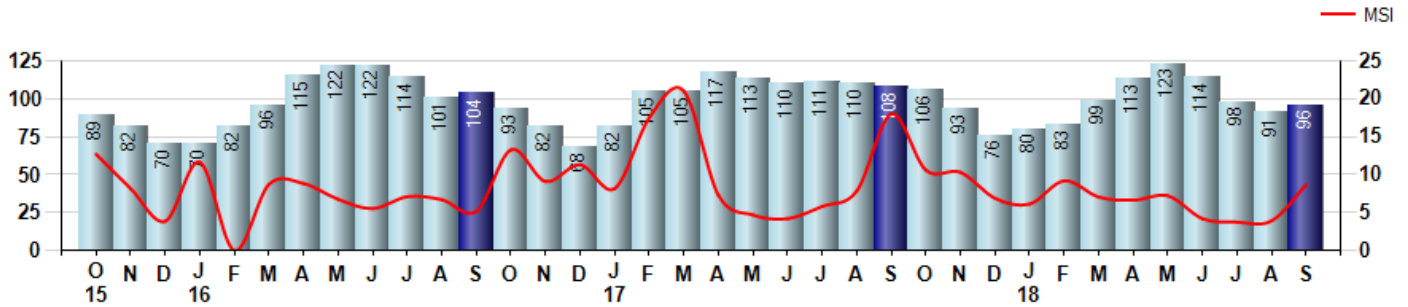
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### Inventory & MSI

The Total Inventory of Properties available for sale as of September was 96, up 5.5% from 91 last month and down -11.1% from 108 in September of last year. September 2018 Inventory was at the lowest level compared to September of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The September 2018 MSI of 8.7 months was at a mid range compared with September of 2017 and 2016.

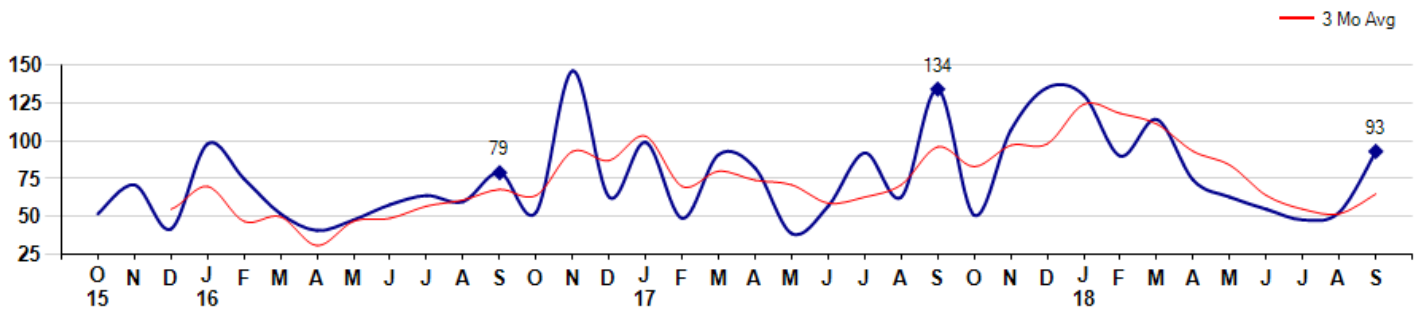
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 September was 93, up 75.5% from 53 days last month and down -30.6% from 134 days in September of last year. The September 2018 DOM was at a mid range compared with September of 2017 and 2016.

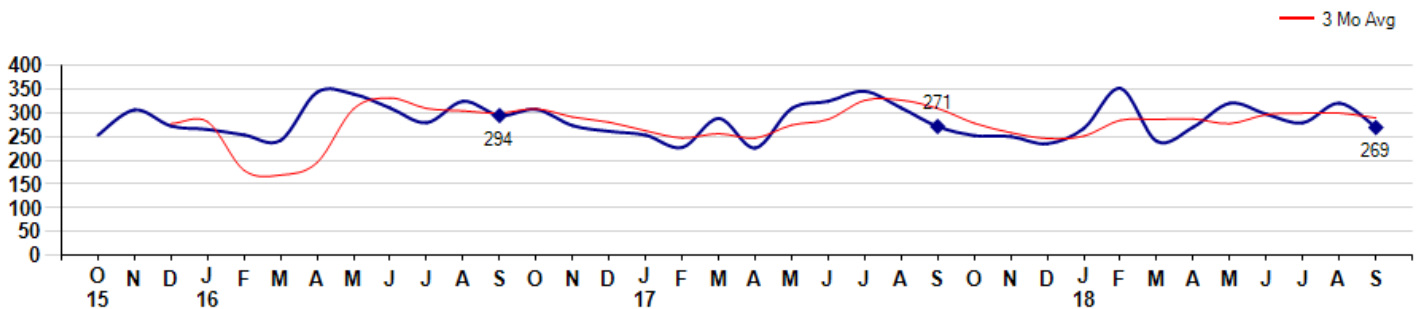
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 September 2018 Selling Price per Square Foot of \$269 was down -15.9% from \$320 last month and down -0.7% from \$271 in September of last year.

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



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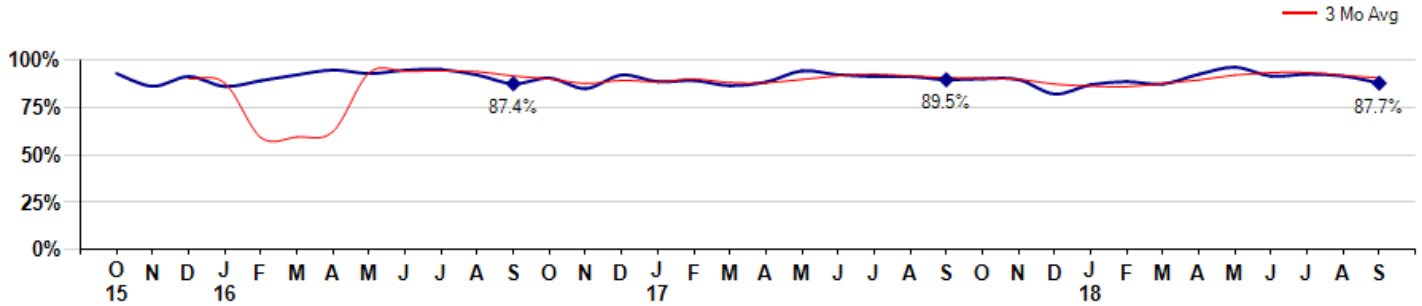


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### Selling Price vs Listing Price

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 September 2018 Selling Price vs List Price of 87.7% was down from 91.5% last month and down from 89.5% in September of last year.

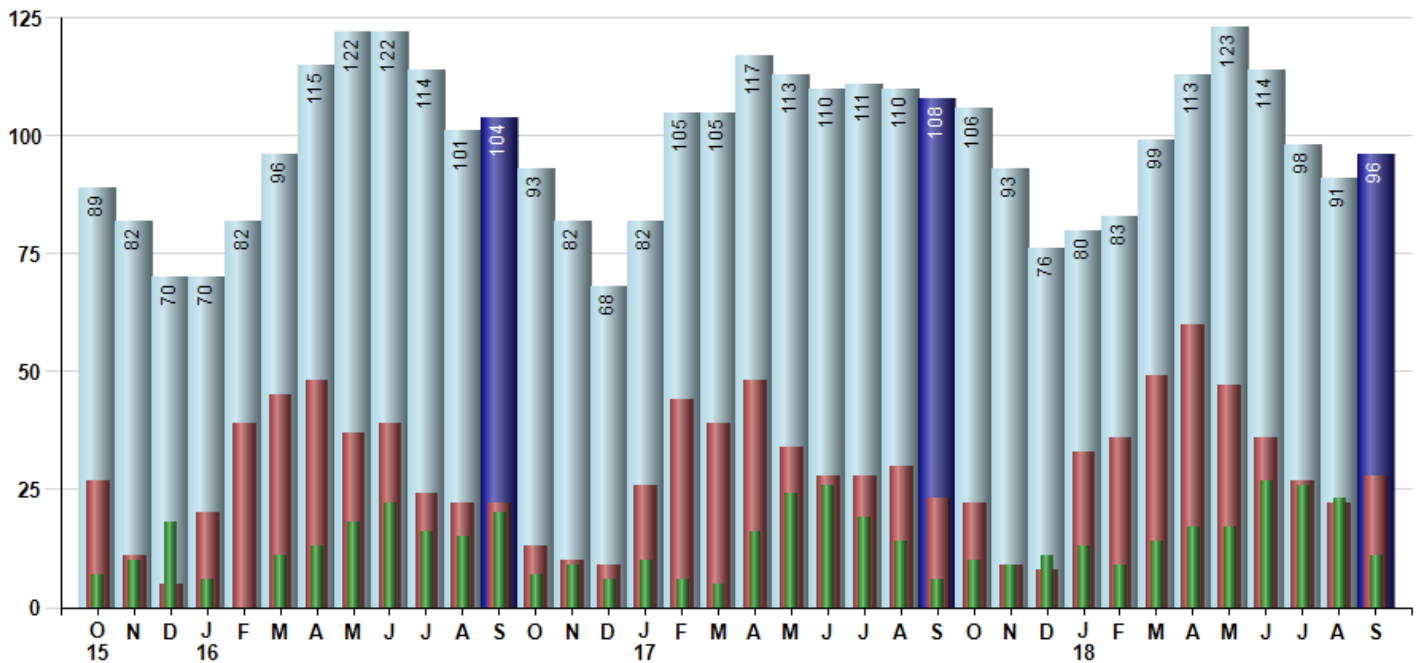
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 September 2018 was 28, up 27.3% from 22 last month and up 21.7% from 23 in September of last year.

Inventory (Light Blue), New Listings (Red), Sold (Green)



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# MARKET ACTION REPORT

September 2018

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	O 15	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	J	A	S
Homes Sold	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	26	23	11
3 Mo. Roll Avg			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	23	25	20

	(000's) O 15	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	J	A	S
Median Sale Price	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	782	870	711
3 Mo. Roll Avg			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	949	817	788

	O 15	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	J	A	S
Inventory	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	98	91	96
MSI	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	4	4	9

	O 15	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	J	A	S
Days On Market	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	48	53	93
3 Mo. Roll Avg			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	55	52	65

	O 15	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	J	A	S
Price per Sq Ft	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	279	320	269
3 Mo. Roll Avg			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	299	299	289

	O 15	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	J	A	S
Sale to List Price	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	0.924	0.915	0.877
3 Mo. Roll Avg			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	0.933	0.918	0.905

	O 15	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	J	A	S
New Listings	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	27	22	28
Inventory	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	98	91	96
Sales	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	26	23	11

	(000's) O 15	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	J	A	S
Avg Sale Price	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	947	1,140	1,170
3 Mo. Roll Avg			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	1,047	1,021	1,086

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