

City: Glencoe



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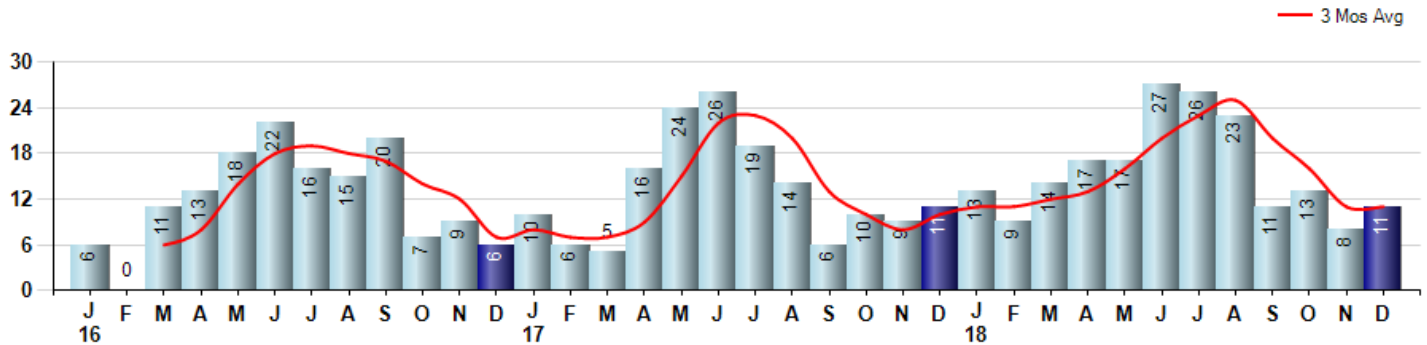
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				Trending Versus*:		
		LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$949,000	-5%		-3%				
Average List Price of all Current Listings	\$1,287,456	-5%		-11%				
December Median Sales Price	\$849,000	-8%	14%	-20%	-1%	\$820,000	-4%	-5%
December Average Sales Price	\$1,751,453	92%	27%	54%	64%	\$1,109,818	4%	4%
Total Properties Currently for Sale (Inventory)	68	-26%		-11%				
December Number of Properties Sold	11	38%		0%			21%	
December Average Days on Market (Solds)	57	4%	-21%	-58%	-29%	71	-7%	-11%
Asking Price per Square Foot (based on New Listings)	\$314	5%	-3%	10%	-1%	\$321	1%	1%
December Sold Price per Square Foot	\$344	42%	7%	46%	22%	\$299	5%	6%
December Month's Supply of Inventory	6.2	-46%	-26%	-11%	-39%	6.9	-32%	-32%
December Sale Price vs List Price Ratio	90.5%	-0.4%	1%	10%	0.6%	90.9%	0.7%	1.0%

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

Property Sales

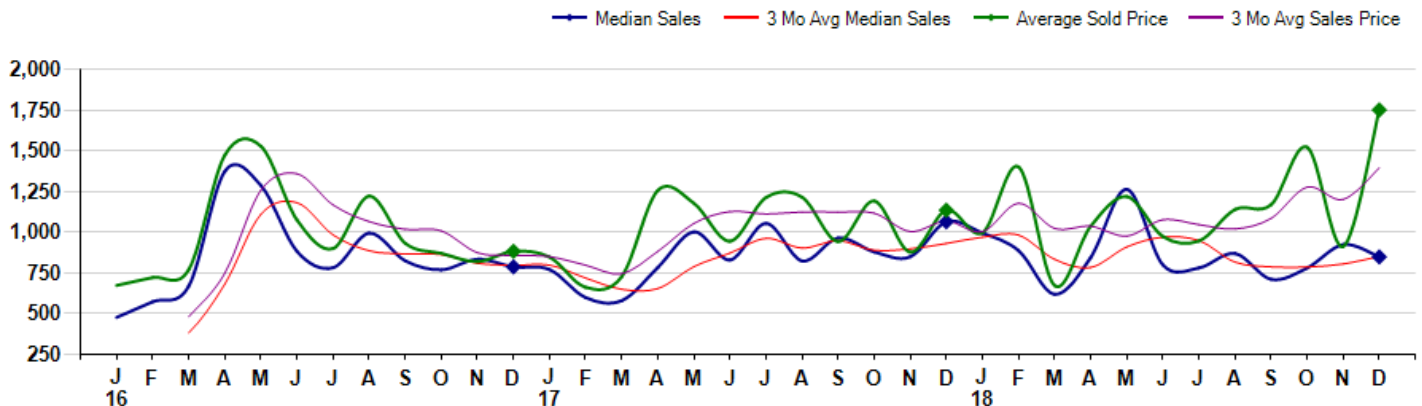
December Property sales were 11, equal to 11 in December of 2017 and 37.5% higher than the 8 sales last month. December 2018 sales were at a mid level compared to December of 2017 and 2016. December YTD sales of 189 are running 21.2% ahead of last year's year-to-date sales of 156.



Prices

The Median Sales Price in December was \$849,000, down -20.3% from \$1,065,000 in December of 2017 and down -8.2% from \$924,733 last month. The Average Sales Price in December was \$1,751,453, up 54.2% from \$1,135,880 in December of 2017 and up 91.8% from \$913,058 last month. December 2018 ASP was at highest level compared to December of 2017 and 2016.

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



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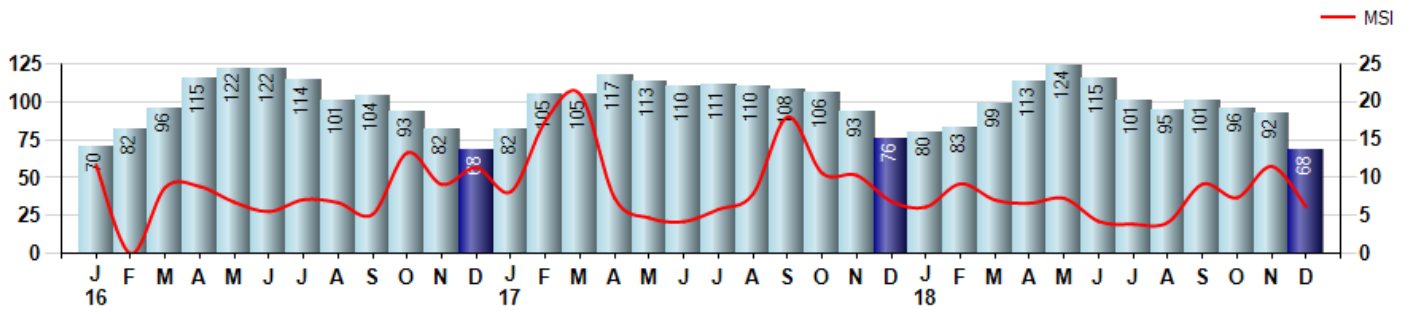
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Inventory & MSI

The Total Inventory of Properties available for sale as of December was 68, down -26.1% from 92 last month and down -10.5% from 76 in December of last year. December 2018 Inventory was at the lowest level compared to December of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2018 MSI of 6.2 months was at its lowest level compared with December of 2017 and 2016.

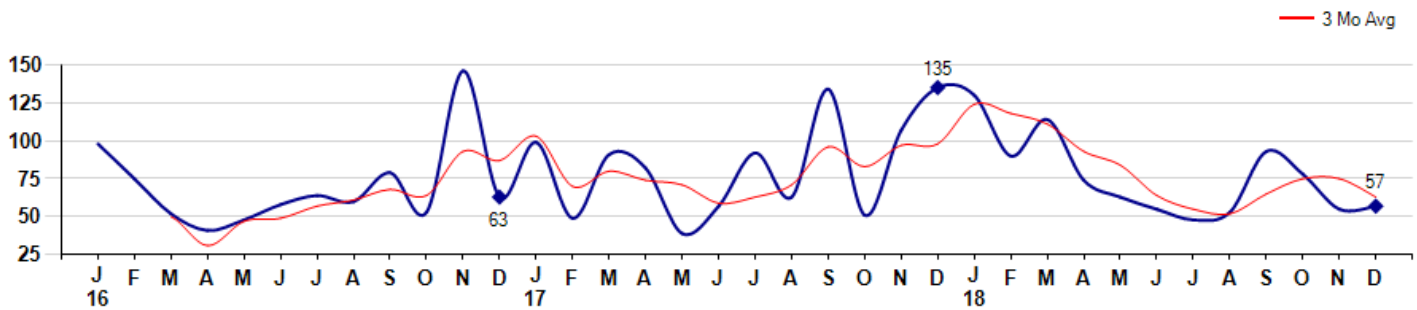
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 December was 57, up 3.6% from 55 days last month and down -57.8% from 135 days in December of last year. The December 2018 DOM was at its lowest level compared with December of 2017 and 2016.

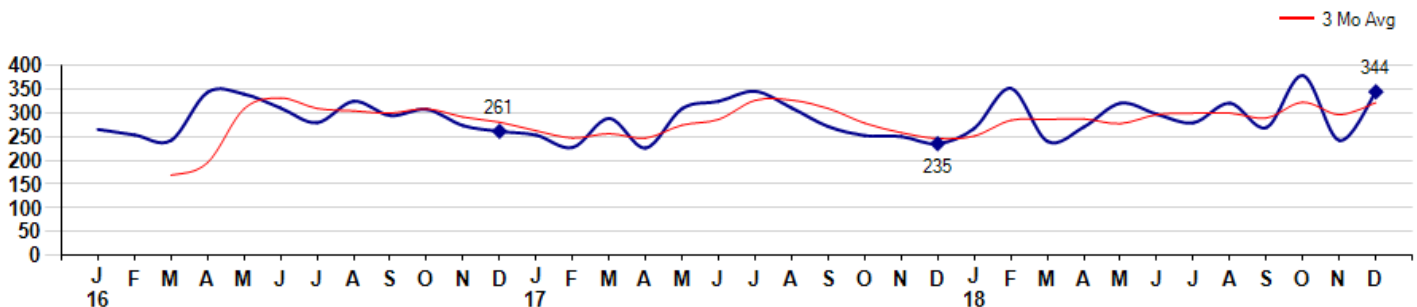
Average Days on Market(Listing to Contract) for properties sold during the month



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 December 2018 Selling Price per Square Foot of \$344 was up 42.1% from \$242 last month and up 46.4% from \$235 in December of last year.

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



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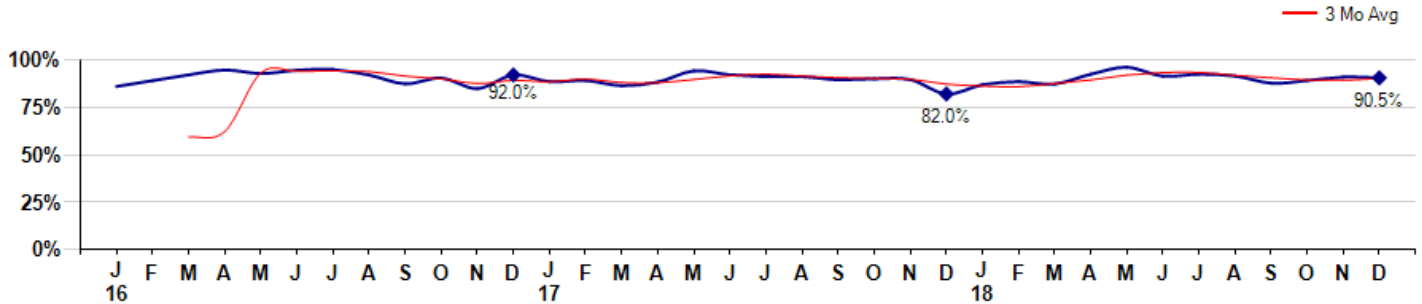


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Selling Price vs Listing Price

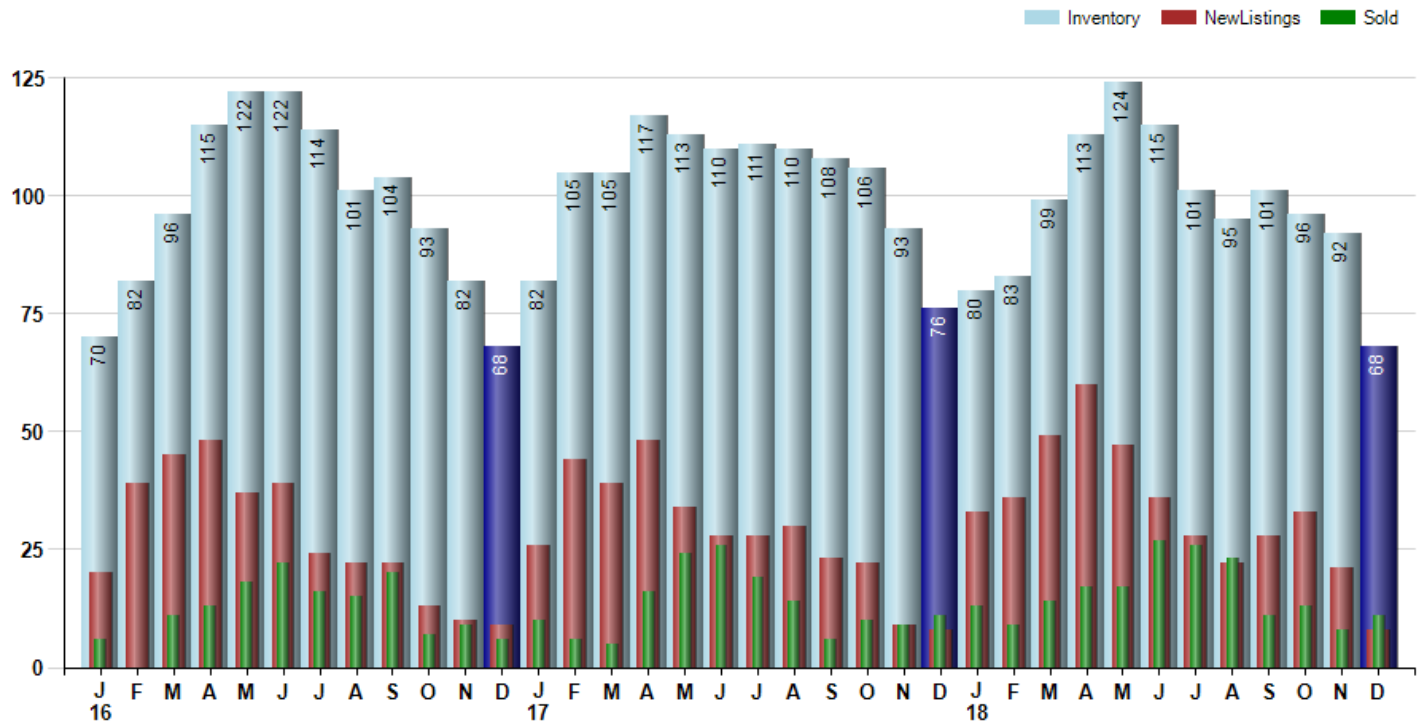
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The December 2018 Selling Price vs List Price of 90.5% was down from 90.9% last month and up from 82.0% in December 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 December 2018 was 8, down -61.9% from 21 last month and equal to 8 in December of last year.



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MARKET ACTION REPORT

December 2018

City: *Glencoe*



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	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	O	N	D
Homes Sold	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	13	8	11
3 Mo. Roll Avg			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	16	11	11

	(000's) 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	O	N	D
Median Sale Price	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	781	925	849
3 Mo. Roll Avg			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	787	806	852

	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	O	N	D
Inventory	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	124	115	101	95	101	96	92	68
MSI	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	7	12	6

	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	O	N	D
Days On Market	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	78	55	57
3 Mo. Roll Avg			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	75	75	63

	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	O	N	D
Price per Sq Ft	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	378	242	344
3 Mo. Roll Avg			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	322	296	321

	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	O	N	D
Sale to List Price	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	0.891	0.909	0.905
3 Mo. Roll Avg			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	0.894	0.892	0.902

	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	O	N	D
New Listings	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	28	22	28	33	21	8
Inventory	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	124	115	101	95	101	96	92	68
Sales	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	13	8	11

	(000's) 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	O	N	D
Avg Sale Price	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	1,523	913	1,751
3 Mo. Roll Avg			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	1,278	1,202	1,396

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