

City: Glencoe



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



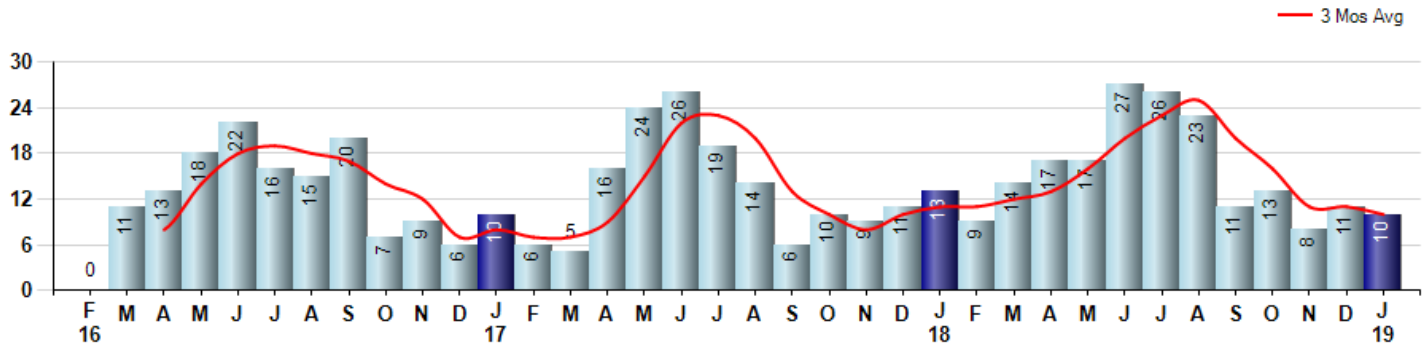
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$992,500	5%		2%				
Average List Price of all Current Listings	\$1,333,475	3%		-3%				
January Median Sales Price	\$890,000	5%	3%	-11%	6%	\$890,000	-11%	6%
January Average Sales Price	\$1,175,750	-33%	-15%	18%	6%	\$1,175,750	18%	6%
Total Properties Currently for Sale (Inventory)	80	16%		0%				
January Number of Properties Sold	10	-9%		-23%			0%	
January Average Days on Market (Solds)	104	83%	41%	-20%	43%	104	-20%	43%
Asking Price per Square Foot (based on New Listings)	\$316	1%	-3%	2%	-2%	\$316	2%	-2%
January Sold Price per Square Foot	\$265	-23%	-17%	-1%	-11%	\$265	-1%	-11%
January Month's Supply of Inventory	8.0	28%	-7%	30%	16%	8.0	30%	16%
January Sale Price vs List Price Ratio	88.7%	-2.0%	-1%	2%	-2.3%	88.7%	2.1%	-2.3%

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

Property Sales

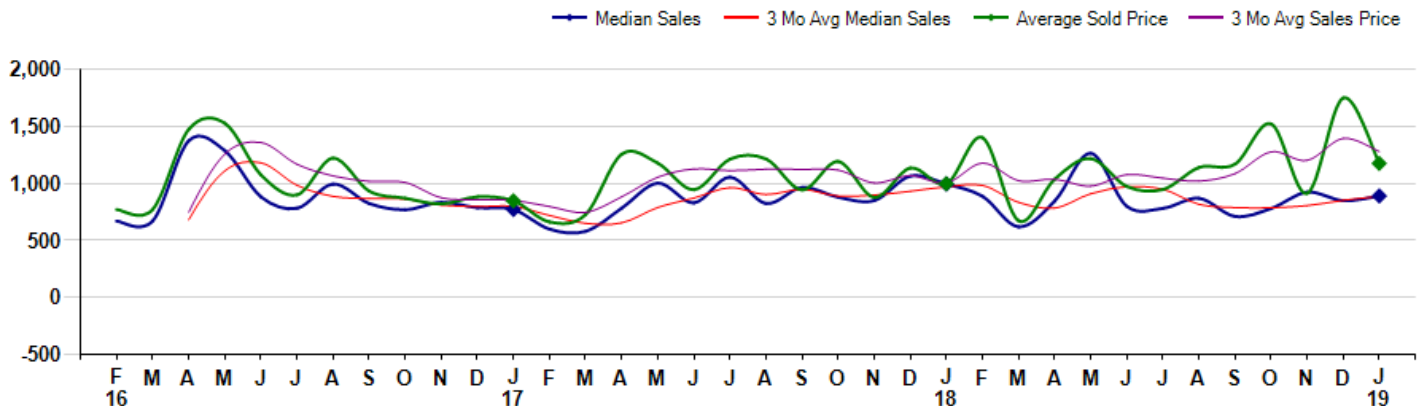
January Property sales were 10, down -23.1% from 13 in January of 2018 and -9.1% lower than the 11 sales last month. January 2019 sales were at their lowest level compared to January of 2018 and 2017. January YTD sales of 10 are running -23.1% behind last year's year-to-date sales of 13.



Prices

The Median Sales Price in January was \$890,000, down -10.6% from \$995,000 in January of 2018 and up 4.8% from \$849,000 last month. The Average Sales Price in January was \$1,175,750, up 17.9% from \$997,558 in January of 2018 and down -32.9% from \$1,751,453 last month. January 2019 ASP was at highest level compared to January of 2018 and 2017.

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



City: Glencoe



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



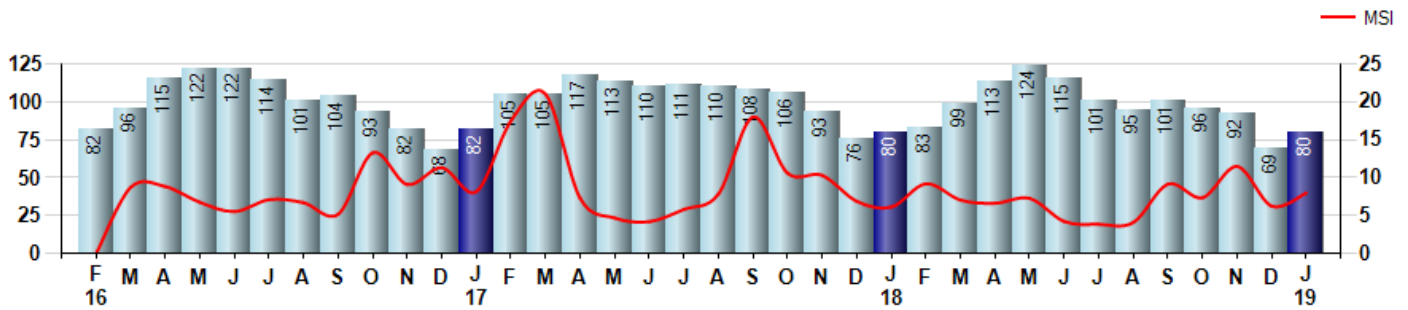
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Inventory & MSI

The Total Inventory of Properties available for sale as of January was 80, up 15.9% from 69 last month and equal to 80 in January of last year. January 2019 Inventory was at the lowest level compared to January of 2018 and 2017.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2019 MSI of 8.0 months was at a mid range compared with January of 2018 and 2017.

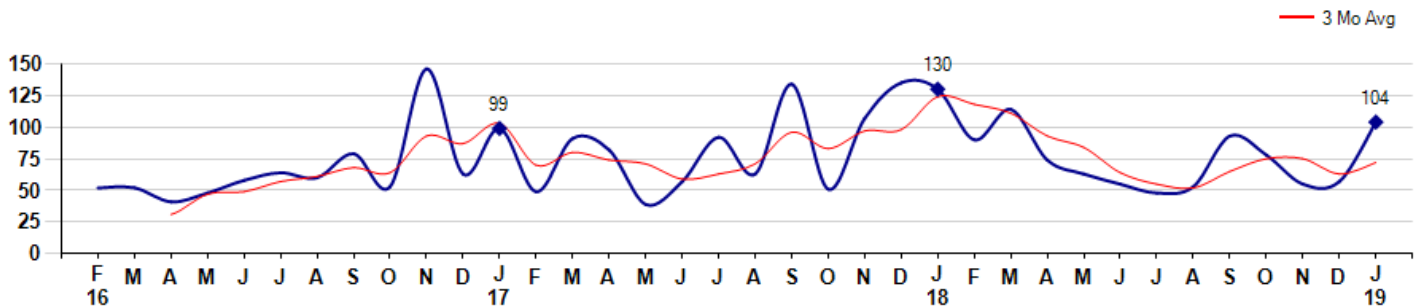
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 January was 104, up 82.5% from 57 days last month and down -20.0% from 130 days in January of last year. The January 2019 DOM was at a mid range compared with January of 2018 and 2017.

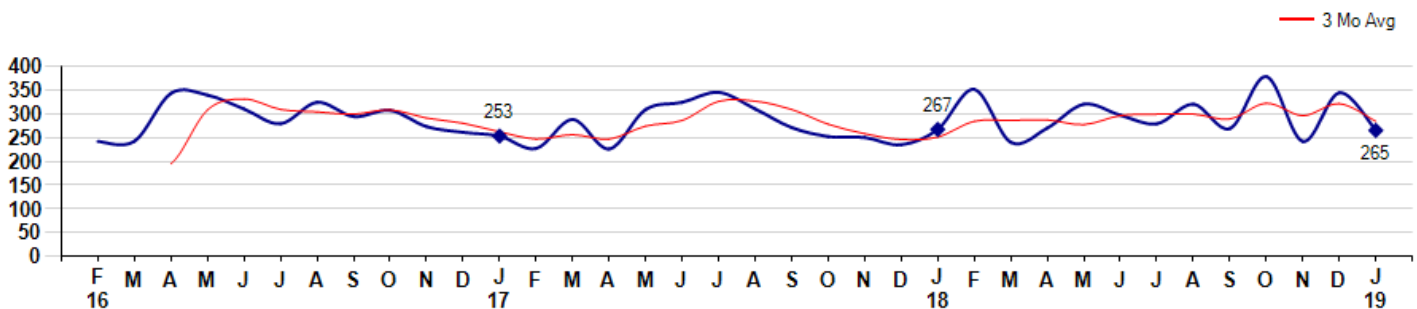
Average Days on Market(Listing to Contract) for properties sold during the month



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 January 2019 Selling Price per Square Foot of \$265 was down -23.0% from \$344 last month and down -0.7% from \$267 in January of last year.

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



City: Glencoe



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

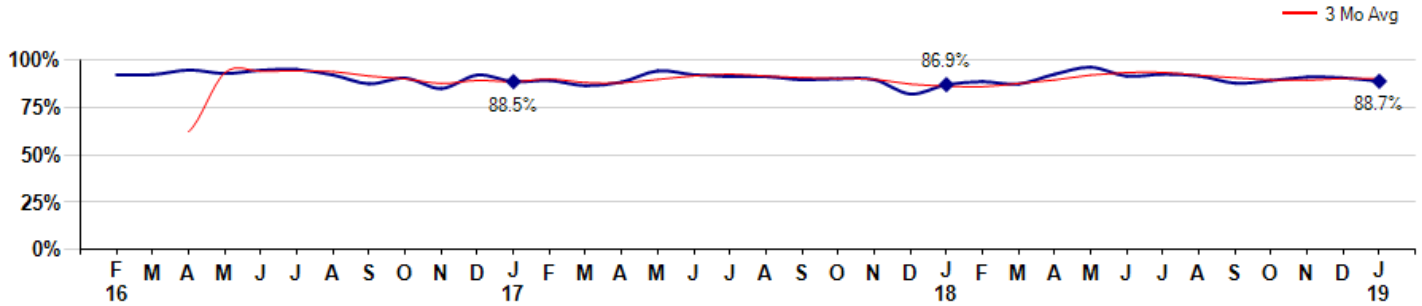


Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Selling Price vs Listing Price

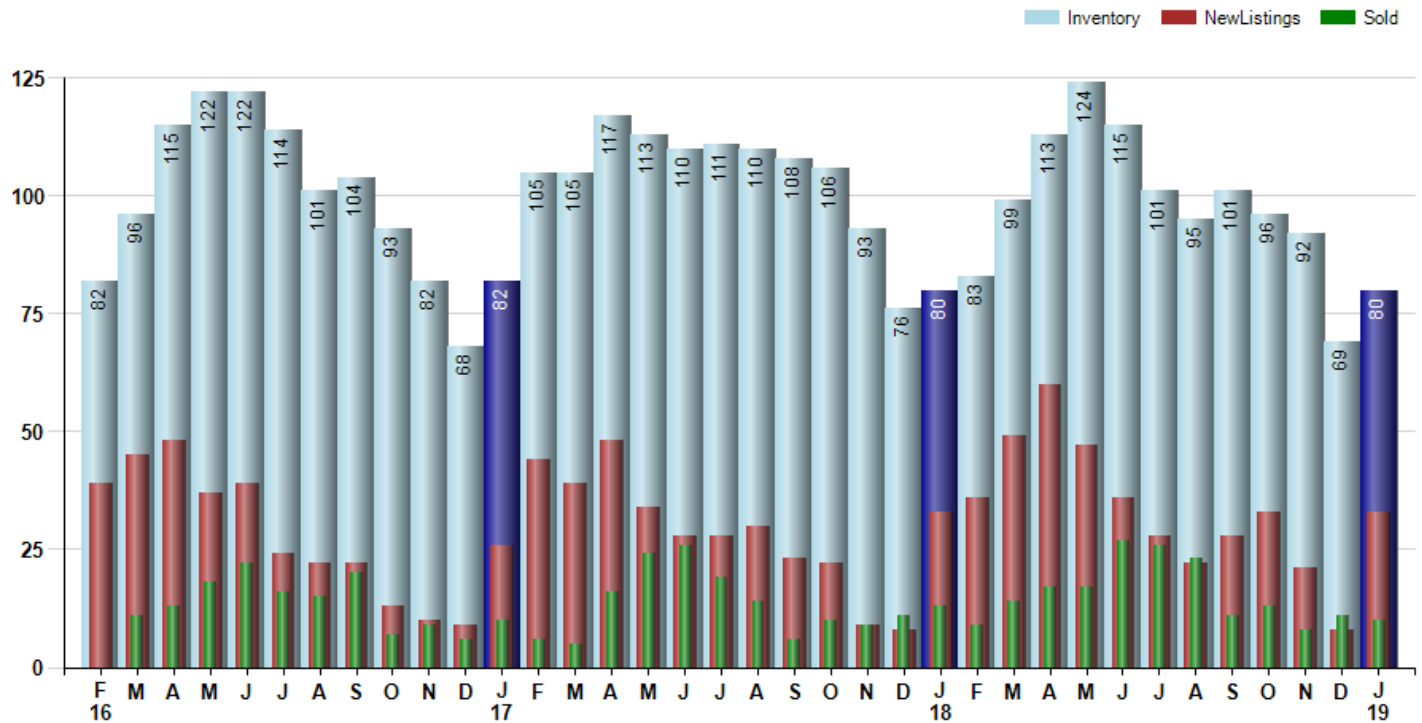
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The January 2019 Selling Price vs List Price of 88.7% was down from 90.5% last month and up from 86.9% in January 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 January 2019 was 33, up 312.5% from 8 last month and equal to 33 in January of last year.



© 2019 Coldwell Banker Residential Brokerage. All Rights Reserved. Coldwell Banker Residential Brokerage fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Coldwell Banker Residential Brokerage is operated by a subsidiary of NRT LLC. Coldwell Banker and the Coldwell Banker Logo are registered service marks owned by Coldwell Banker Real Estate LLC.

Based on information from Midwest Real Estate Data LLC for the period 2/1/2016 through 1/31/2019. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. Data maintained by the MLS's may not reflect all real estate activity in the market.



MARKET ACTION REPORT

January 2019

City: *Glencoe*



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



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

	F 16	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	J 19
Homes Sold	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	10
3 Mo. Roll Avg			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	10

	(000's) F 16	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	J 19
Median Sale Price	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	890
3 Mo. Roll Avg			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	888

	F 16	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	J 19
Inventory	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	69	80
MSI	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	8

	F 16	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	J 19
Days On Market	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	104
3 Mo. Roll Avg			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	72

	F 16	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	J 19
Price per Sq Ft	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	265
3 Mo. Roll Avg			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	284

	F 16	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	J 19
Sale to List Price	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	0.887
3 Mo. Roll Avg			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	0.900

	F 16	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	J 19
New Listings	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	33
Inventory	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	69	80
Sales	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	10

	(000's) F 16	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	J 19
Avg Sale Price	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	1,176
3 Mo. Roll Avg			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	1,280

© 2019 Coldwell Banker Residential Brokerage. All Rights Reserved. Coldwell Banker Residential Brokerage fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Coldwell Banker Residential Brokerage is operated by a subsidiary of NRT LLC. Coldwell Banker and the Coldwell Banker Logo are registered service marks owned by Coldwell Banker Real Estate LLC.

Based on information from Midwest Real Estate Data LLC for the period 2/1/2016 through 1/31/2019. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. Data maintained by the MLS's may not reflect all real estate activity in the market.

