

City: Glencoe



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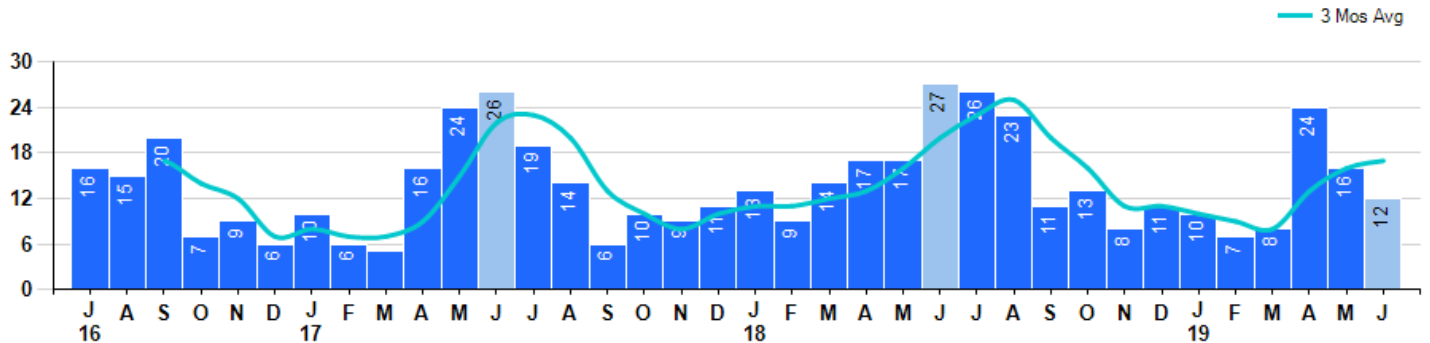
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,049,000	3%		2%				
Average List Price of all Current Listings	\$1,342,893	-1%		1%				
June Median Sales Price	\$873,750	6%	2%	9%	4%	\$837,500	-1%	0%
June Average Sales Price	\$1,018,083	19%	-6%	5%	-9%	\$1,051,071	2%	-6%
Total Properties Currently for Sale (Inventory)	97	-1%		-16%				
June Number of Properties Sold	12	-25%		-56%			-21%	
June Average Days on Market (Solds)	48	-52%	-36%	-13%	-34%	77	-6%	6%
Asking Price per Square Foot (based on New Listings)	\$321	1%	6%	10%	1%	\$306	-1%	-4%
June Sold Price per Square Foot	\$293	11%	0%	-1%	-1%	\$285	-1%	-4%
June Month's Supply of Inventory	8.1	32%	34%	90%	17%	8.2	21%	18%
June Sale Price vs List Price Ratio	95.3%	4.4%	5%	4%	5.0%	90.5%	-0.5%	-0.3%

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

Property Sales

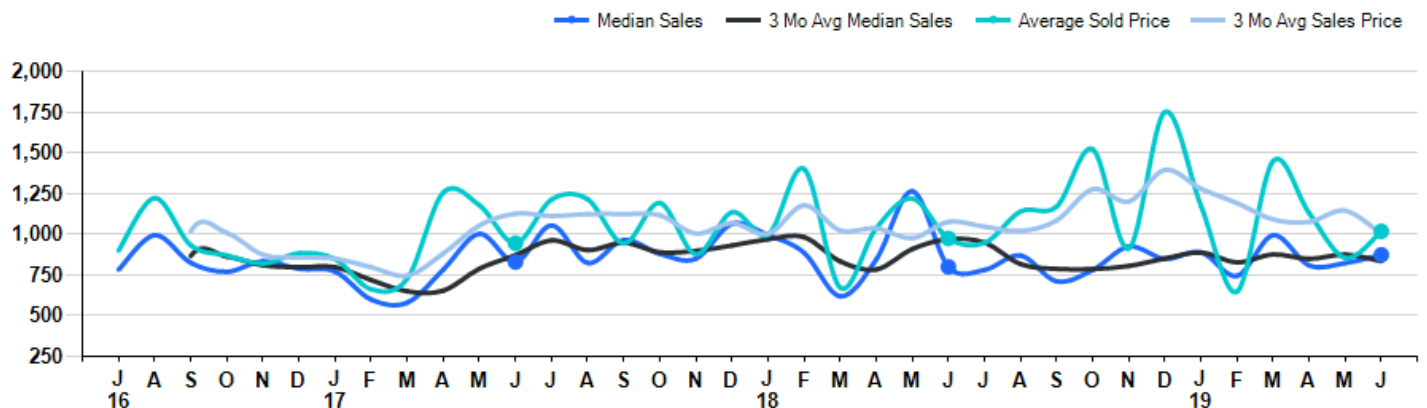
June Property sales were 12, down -55.6% from 27 in June of 2018 and -25.0% lower than the 16 sales last month. June 2019 sales were at their lowest level compared to June of 2018 and 2017. June YTD sales of 77 are running -20.6% behind last year's year-to-date sales of 97.



Prices

The Median Sales Price in June was \$873,750, up 9.2% from \$800,000 in June of 2018 and up 6.1% from \$823,750 last month. The Average Sales Price in June was \$1,018,083, up 4.5% from \$974,454 in June of 2018 and up 19.1% from \$855,031 last month. June 2019 ASP was at highest level compared to June of 2018 and 2017.

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



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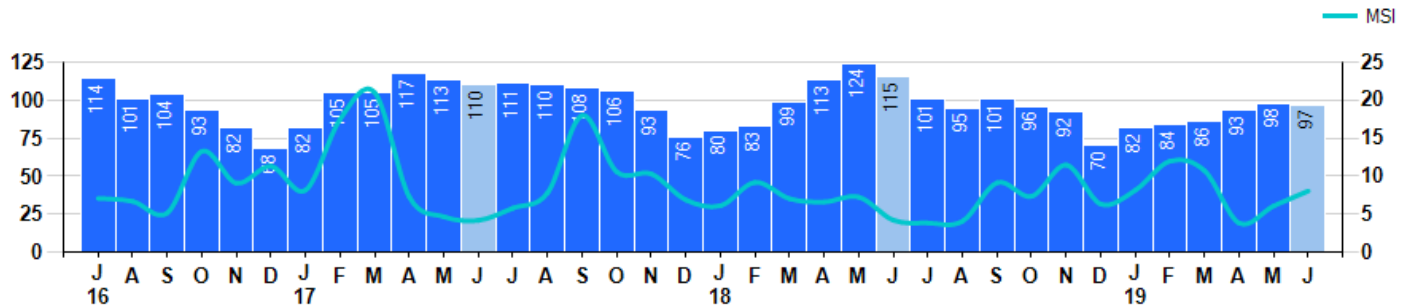
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Inventory & MSI

The Total Inventory of Properties available for sale as of June was 97, down -1.0% from 98 last month and down -15.7% from 115 in June of last year. June 2019 Inventory was at the lowest level compared to June of 2018 and 2017.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The June 2019 MSI of 8.1 months was at its highest level compared with June of 2018 and 2017.

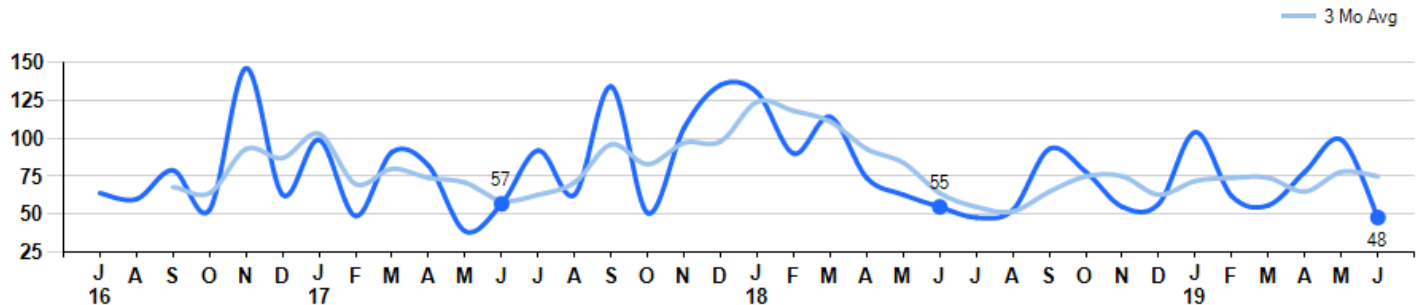
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 June was 48, down -51.5% from 99 days last month and down -12.7% from 55 days in June of last year. The June 2019 DOM was at its lowest level compared with June of 2018 and 2017.

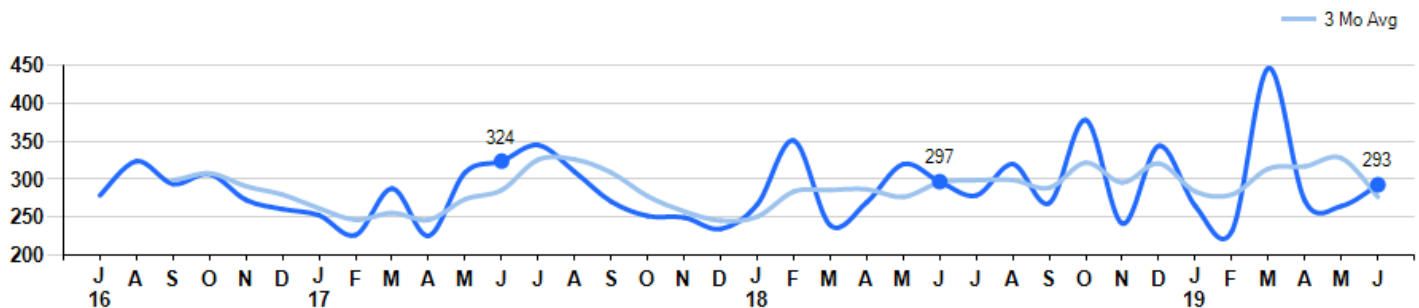
Average Days on Market(Listing to Contract) for properties sold during the month



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 June 2019 Selling Price per Square Foot of \$293 was up 10.6% from \$265 last month and down -1.3% from \$297 in June of last year.

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





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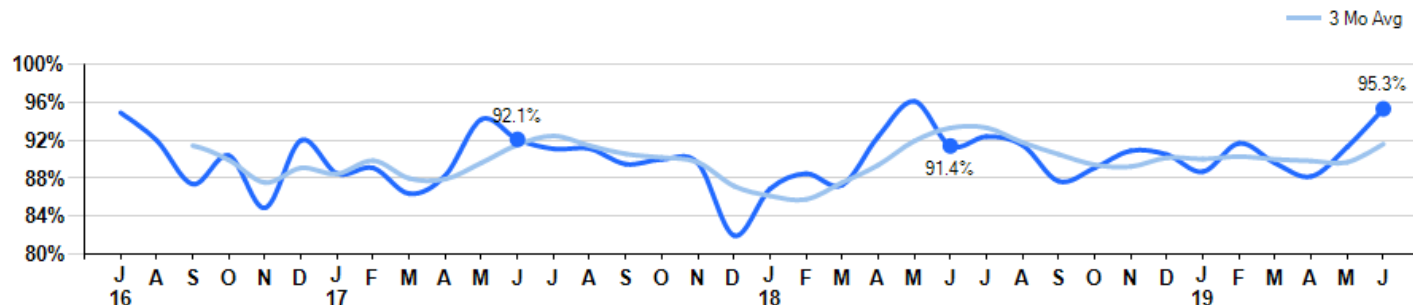
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Selling Price vs Listing Price

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 2019 Selling Price vs List Price of 95.3% was up from 91.3% last month and up from 91.4% in June of last year.

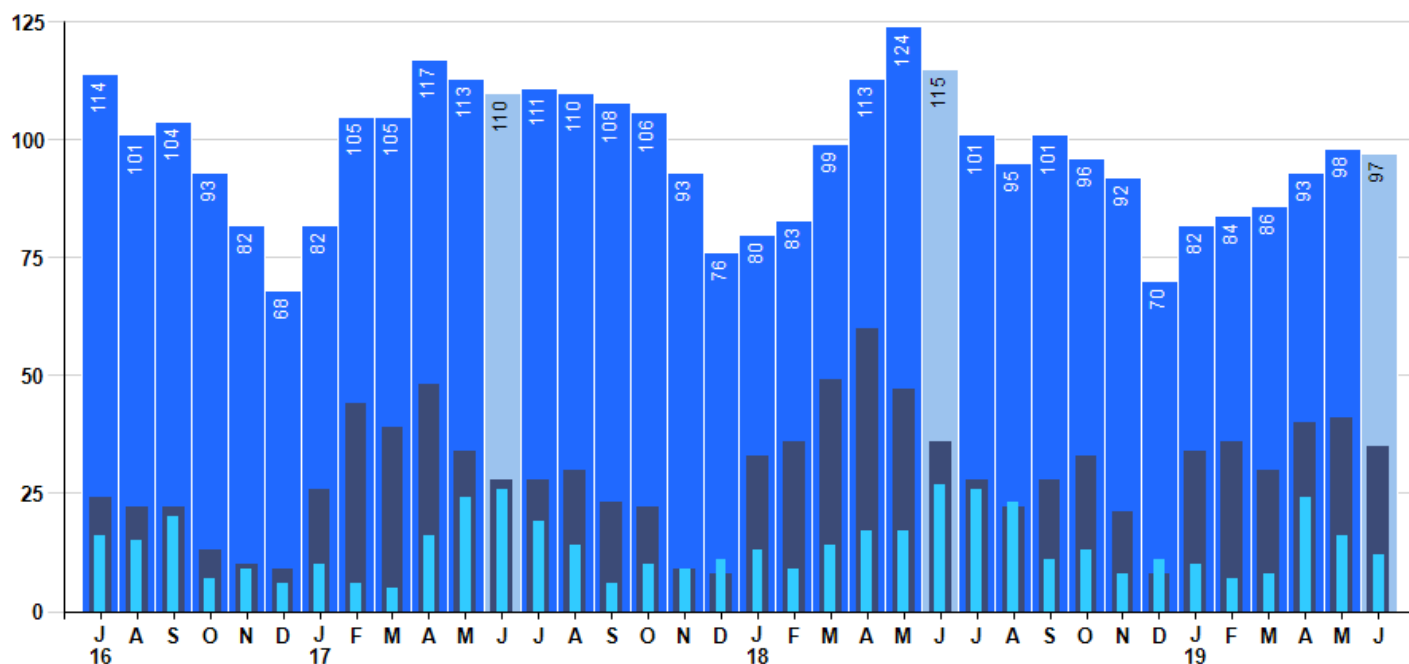
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 2019 was 35, down -14.6% from 41 last month and down -2.8% from 36 in June of last year.

Inventory NewListings Sold



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	J 16	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	F	M	A	M	J
Homes Sold	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	7	8	24	16	12
3 Mo. Roll Avg			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	9	8	13	16	17

(000's)	J 16	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	F	M	A	M	J
MedianSalePrice	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	745	995	809	824	874
3 Mo. Roll Avg			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	828	877	849	876	835

	J 16	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	F	M	A	M	J
Inventory	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	70	82	84	86	93	98	97
MSI	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	12	11	4	6	8

	J 16	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	F	M	A	M	J
Days On Market	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	62	56	78	99	48
3 Mo. Roll Avg			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	74	74	65	78	75

	J 16	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	F	M	A	M	J
Price per Sq Ft	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	232	446	272	265	293
3 Mo. Roll Avg			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	280	314	317	328	277

	J 16	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	F	M	A	M	J
Sale to List Price	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	0.917	0.896	0.882	0.913	0.953
3 Mo. Roll Avg			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	0.903	0.900	0.898	0.897	0.916

	J 16	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	F	M	A	M	J
New Listings	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	34	36	30	40	41	35
Inventory	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	70	82	84	86	93	98	97
Sales	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	7	8	24	16	12

(000's)	J 16	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	F	M	A	M	J
Avg Sale Price	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	648	1,450	1,131	855	1,018
3 Mo. Roll Avg			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	1,192	1,091	1,076	1,145	1,001