

City: Glencoe



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

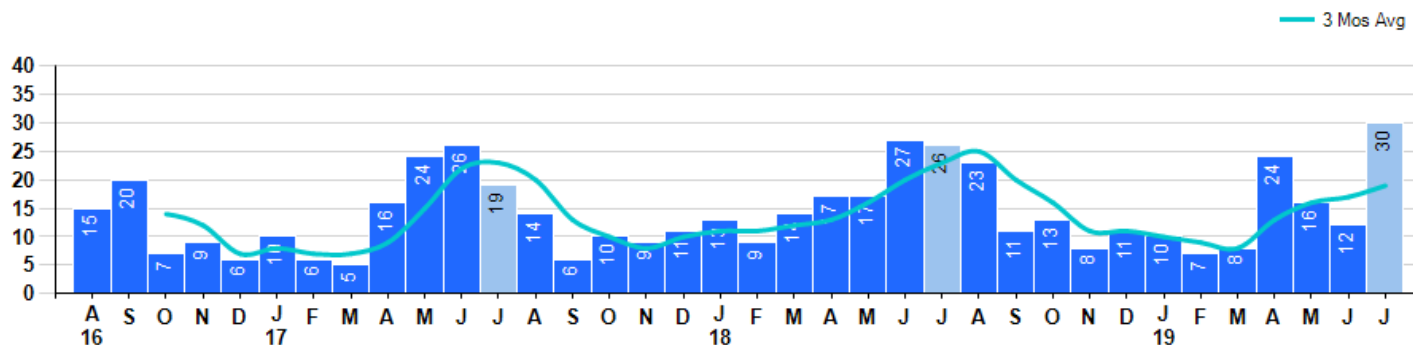
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				Trending Versus*:		
		LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$930,000	-11%		-19%				
Average List Price of all Current Listings	\$1,268,499	-4%		-12%				
July Median Sales Price	\$1,038,750	19%	16%	33%	24%	\$875,000	7%	4%
July Average Sales Price	\$1,241,517	22%	13%	31%	12%	\$1,104,467	9%	-1%
Total Properties Currently for Sale (Inventory)	85	-12%		-16%				
July Number of Properties Sold	30	150%		15%			-13%	
July Average Days on Market (Solds)	42	-13%	-35%	-13%	-43%	67	-11%	-8%
Asking Price per Square Foot (based on New Listings)	\$284	-11%	-6%	-16%	-11%	\$303	-3%	-5%
July Sold Price per Square Foot	\$318	9%	10%	14%	7%	\$294	3%	-1%
July Month's Supply of Inventory	2.8	-65%	-50%	-27%	-59%	7.4	17%	7%
July Sale Price vs List Price Ratio	92.6%	-2.8%	1%	0%	2.0%	91.1%	-0.2%	0.3%

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

Property Sales

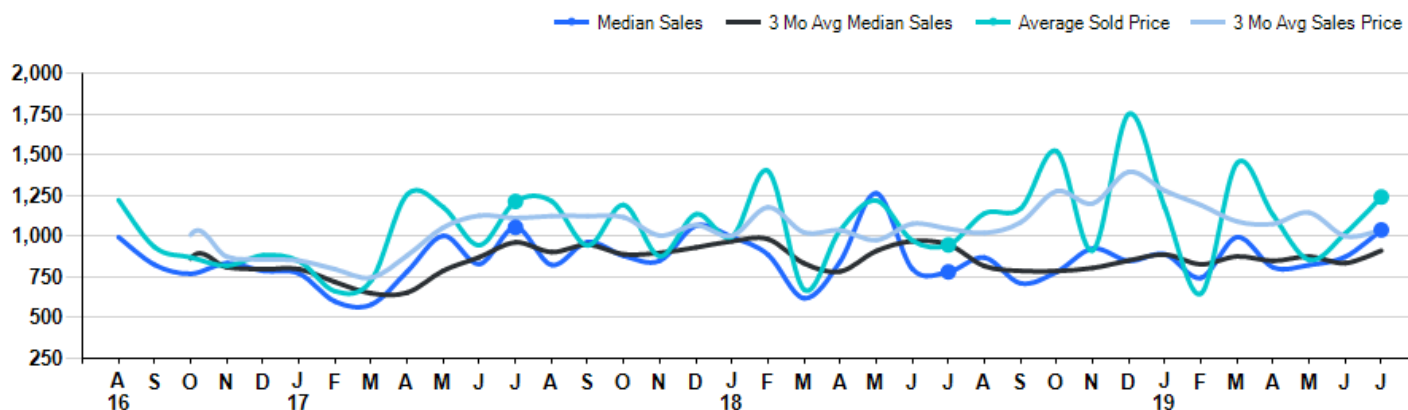
July Property sales were 30, up 15.4% from 26 in July of 2018 and 150.0% higher than the 12 sales last month. July 2019 sales were at their highest level compared to July of 2018 and 2017. July YTD sales of 107 are running -13.0% behind last year's year-to-date sales of 123.



Prices

The Median Sales Price in July was \$1,038,750, up 32.9% from \$781,750 in July of 2018 and up 18.9% from \$873,750 last month. The Average Sales Price in July was \$1,241,517, up 31.1% from \$946,829 in July of 2018 and up 21.9% from \$1,018,083 last month. July 2019 ASP was at highest level compared to July 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

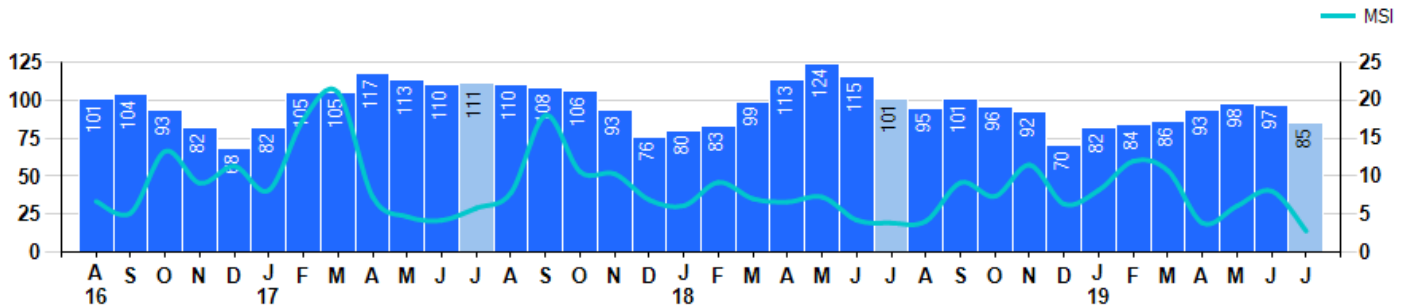
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Inventory & MSI

The Total Inventory of Properties available for sale as of July was 85, down -12.4% from 97 last month and down -15.8% from 101 in July of last year. July 2019 Inventory was at the lowest level compared to July of 2018 and 2017.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The July 2019 MSI of 2.8 months was at its lowest level compared with July of 2018 and 2017.

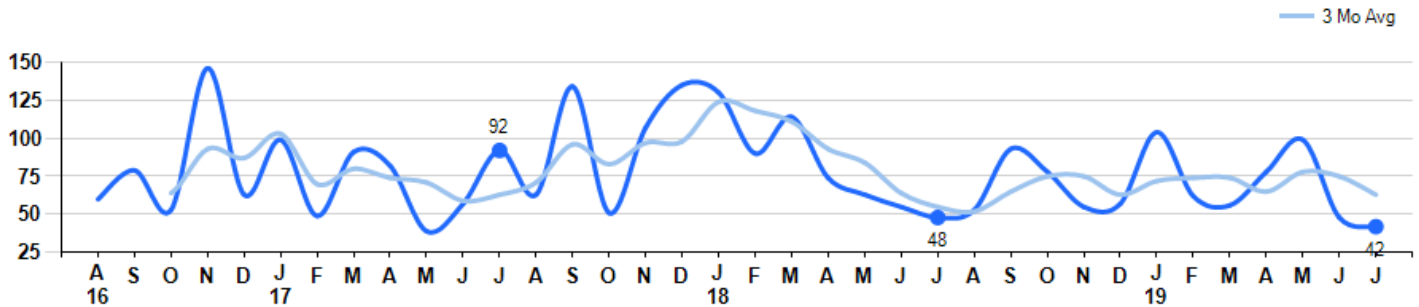
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 July was 42, down -12.5% from 48 days last month and down -12.5% from 48 days in July of last year. The July 2019 DOM was at its lowest level compared with July of 2018 and 2017.

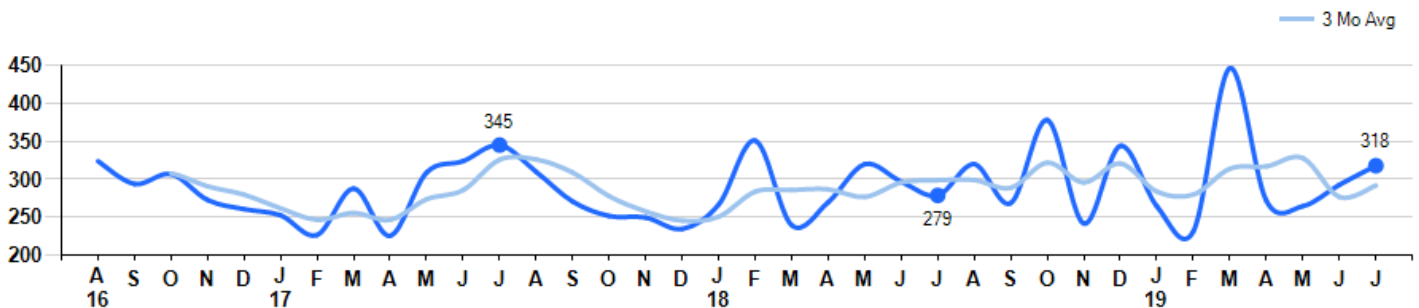
Average Days on Market(Listing to Contract) for properties sold during the month



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 July 2019 Selling Price per Square Foot of \$318 was up 8.5% from \$293 last month and up 14.0% from \$279 in July of last year.

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



City: Glencoe



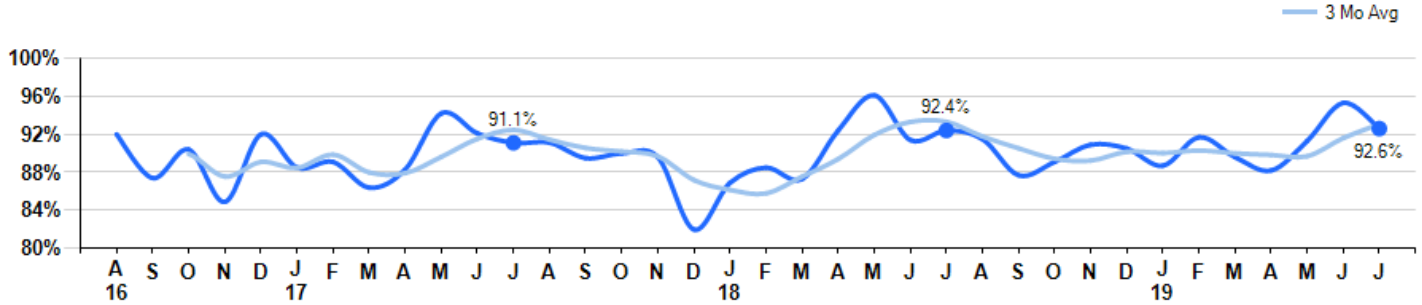
Janie Bress
 Broker Associate
 (847) 835-6040
<http://www.janiebress.com>
janie.bress@cbexchange.com

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

Selling Price vs Listing Price

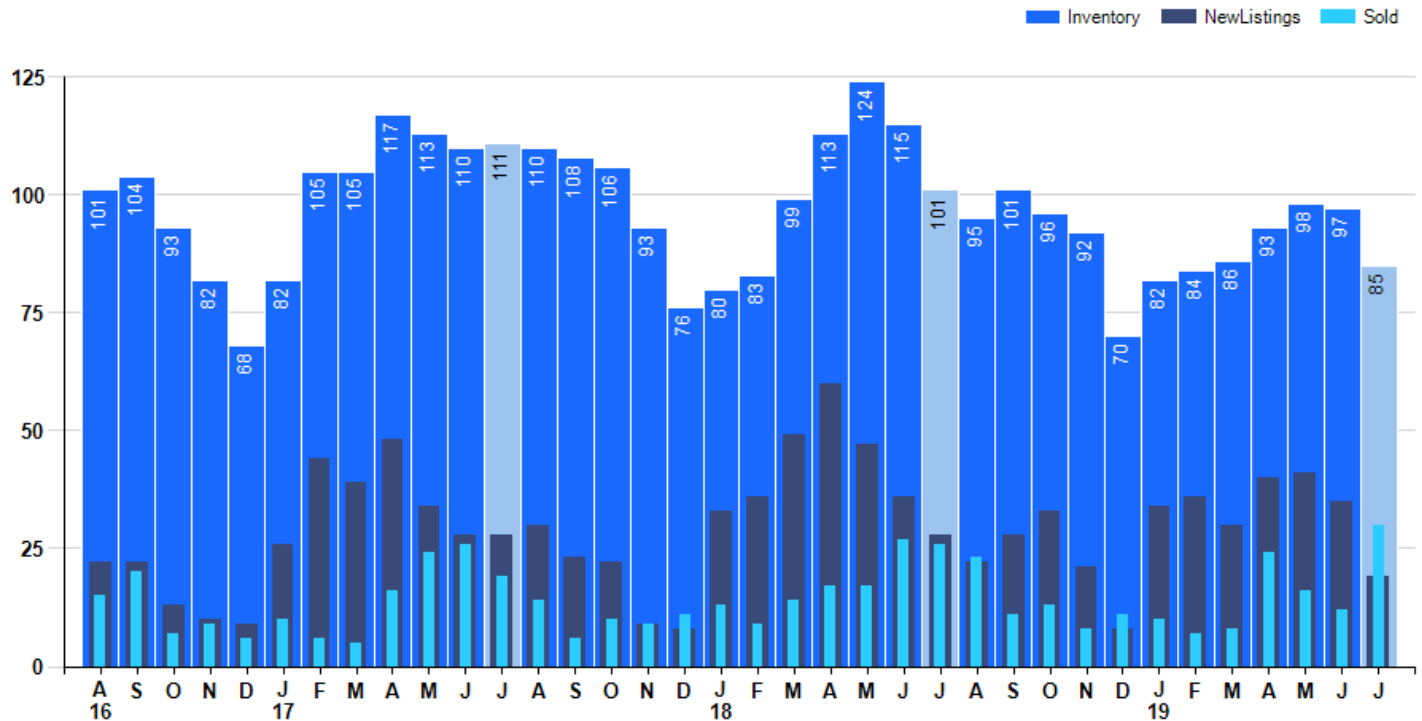
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The July 2019 Selling Price vs List Price of 92.6% was down from 95.3% last month and up from 92.4% in July 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 July 2019 was 19, down -45.7% from 35 last month and down -32.1% from 28 in July of last year.



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

	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D	J	F	M	A	M	J	J
Homes Sold	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	30
3 Mo. Roll Avg			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	19

(000's)	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D	J	F	M	A	M	J	J
MedianSalePrice	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	1,039
3 Mo. Roll Avg			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	912

	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D	J	F	M	A	M	J	J
Inventory	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	85
MSI	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	3

	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D	J	F	M	A	M	J	J
Days On Market	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	42
3 Mo. Roll Avg			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	63

	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D	J	F	M	A	M	J	J
Price per Sq Ft	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	318
3 Mo. Roll Avg			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	292

	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D	J	F	M	A	M	J	J
Sale to List Price	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	0.926
3 Mo. Roll Avg			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	0.931

	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D	J	F	M	A	M	J	J
New Listings	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	19
Inventory	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	85
Sales	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	30

(000's)	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D	J	F	M	A	M	J	J
Avg Sale Price	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	1,242
3 Mo. Roll Avg			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	1,038

