

# City: Glencoe



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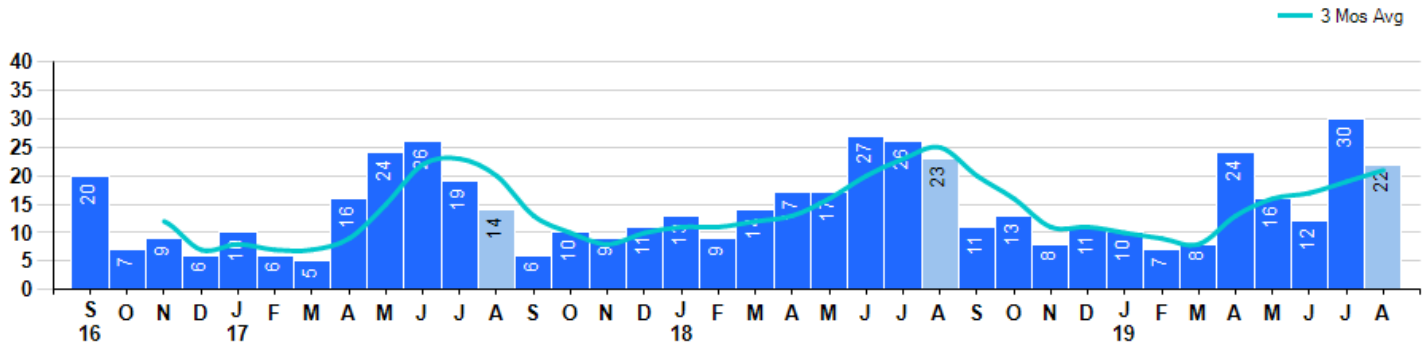
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

| 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 | 17%               |      | -9%  |      |             |                   |           |
| Average List Price of all Current Listings           | \$1,364,754 | 9%                |      | -14% |      |             |                   |           |
| August Median Sales Price                            | \$711,000   | -32%              | -17% | -18% | -15% | \$855,000   | 3%                | 2%        |
| August Average Sales Price                           | \$811,708   | -35%              | -20% | -29% | -27% | \$1,054,539 | 2%                | -5%       |
| Total Properties Currently for Sale (Inventory)      | 73          | -14%              |      | -23% |      |             |                   |           |
| August Number of Properties Sold                     | 22          | -27%              |      | -4%  |      |             | -12%              |           |
| August Average Days on Market (Solds)                | 69          | 64%               | 11%  | 30%  | -6%  | 68          | -4%               | -7%       |
| Asking Price per Square Foot (based on New Listings) | \$270       | -4%               | -11% | -34% | -15% | \$300       | -7%               | -6%       |
| August Sold Price per Square Foot                    | \$245       | -23%              | -14% | -23% | -18% | \$286       | -2%               | -4%       |
| August Month's Supply of Inventory                   | 3.3         | 17%               | -30% | -20% | -52% | 6.9         | 13%               | 0%        |
| August Sale Price vs List Price Ratio                | 91.4%       | -1.3%             | -1%  | 0%   | 0.7% | 91.1%       | -0.2%             | 0.4%      |

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

## Property Sales

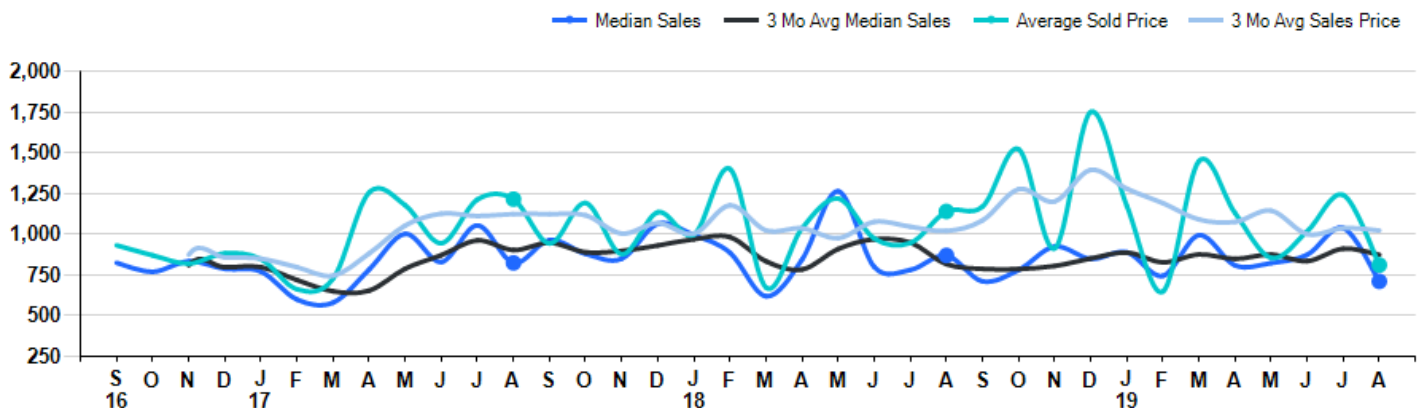
August Property sales were 22, down -4.3% from 23 in August of 2018 and -26.7% lower than the 30 sales last month. August 2019 sales were at a mid level compared to August of 2018 and 2017. August YTD sales of 129 are running -11.6% behind last year's year-to-date sales of 146.



## Prices

The Median Sales Price in August was \$711,000, down -18.3% from \$870,000 in August of 2018 and down -31.6% from \$1,038,750 last month. The Average Sales Price in August was \$811,708, down -28.8% from \$1,140,478 in August of 2018 and down -34.6% from \$1,241,517 last month. August 2019 ASP was at the lowest level compared to August of 2018 and 2017.

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



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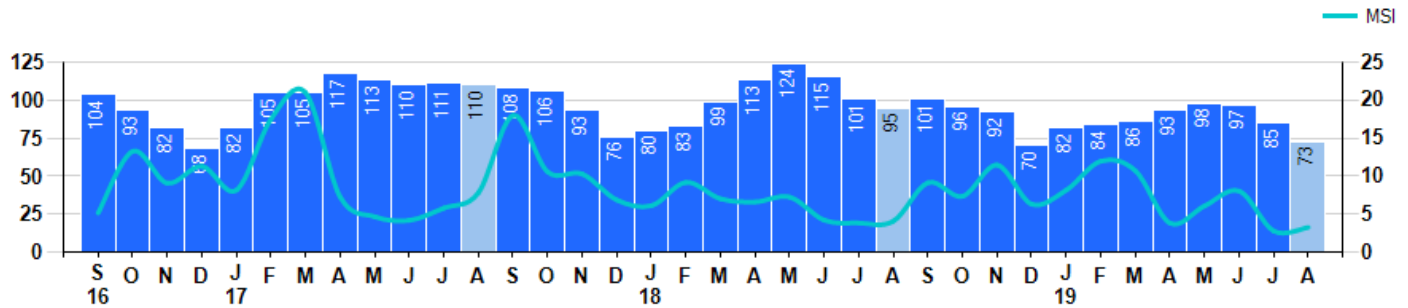
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

## Inventory & MSI

The Total Inventory of Properties available for sale as of August was 73, down -14.1% from 85 last month and down -23.2% from 95 in August of last year. August 2019 Inventory was at the lowest level compared to August of 2018 and 2017.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The August 2019 MSI of 3.3 months was at its lowest level compared with August of 2018 and 2017.

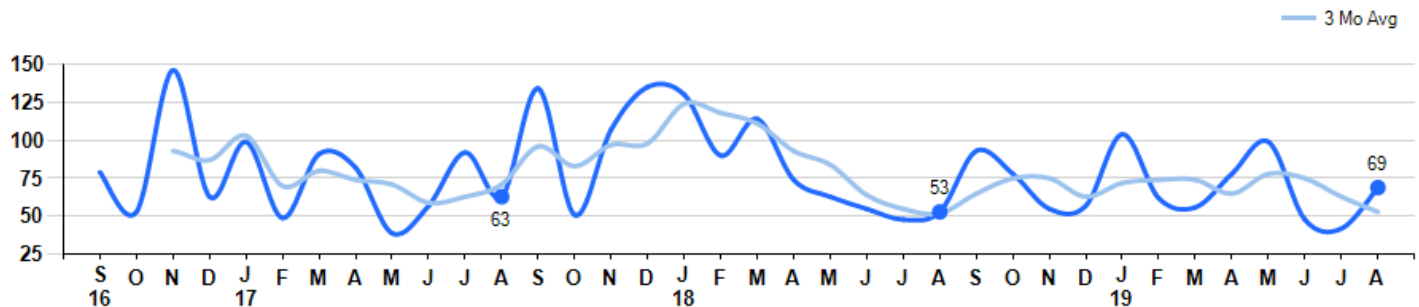
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



## 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 August was 69, up 64.3% from 42 days last month and up 30.2% from 53 days in August of last year. The August 2019 DOM was at its highest level compared with August of 2018 and 2017.

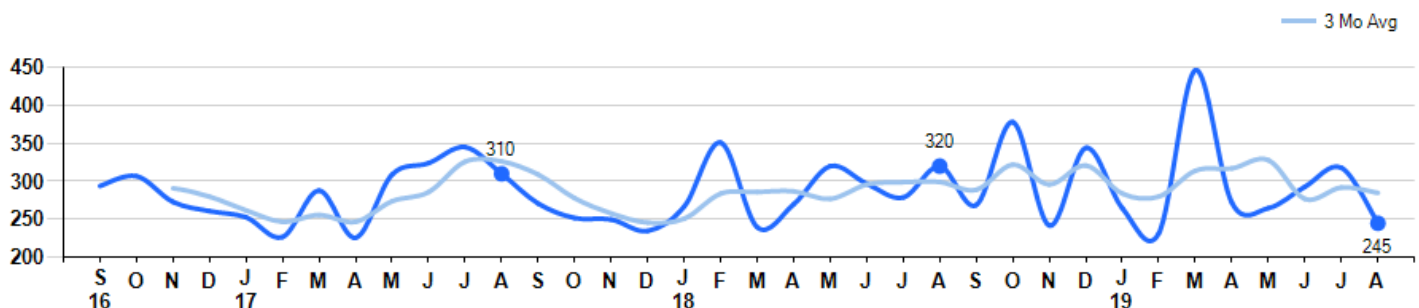
Average Days on Market(Listing to Contract) for properties sold during the month



## 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 August 2019 Selling Price per Square Foot of \$245 was down -23.0% from \$318 last month and down -23.4% from \$320 in August of last year.

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



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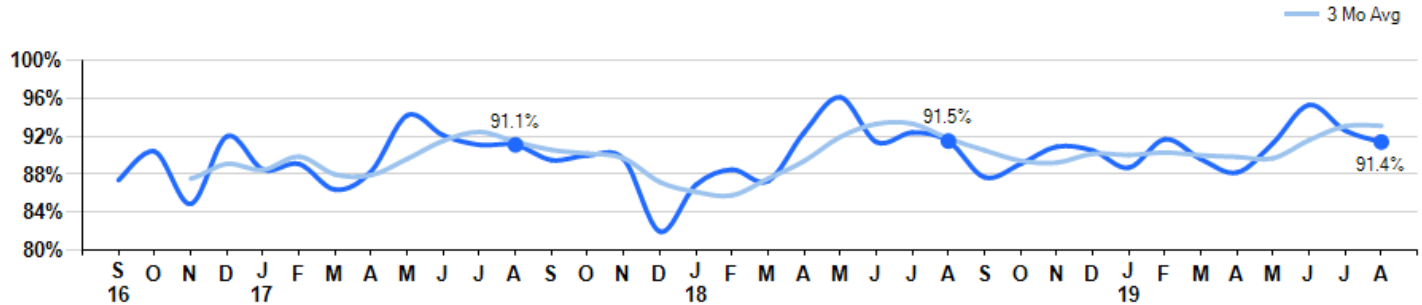
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## Selling Price vs Listing Price

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 August 2019 Selling Price vs List Price of 91.4% was down from 92.6% last month and down from 91.5% in August of last year.

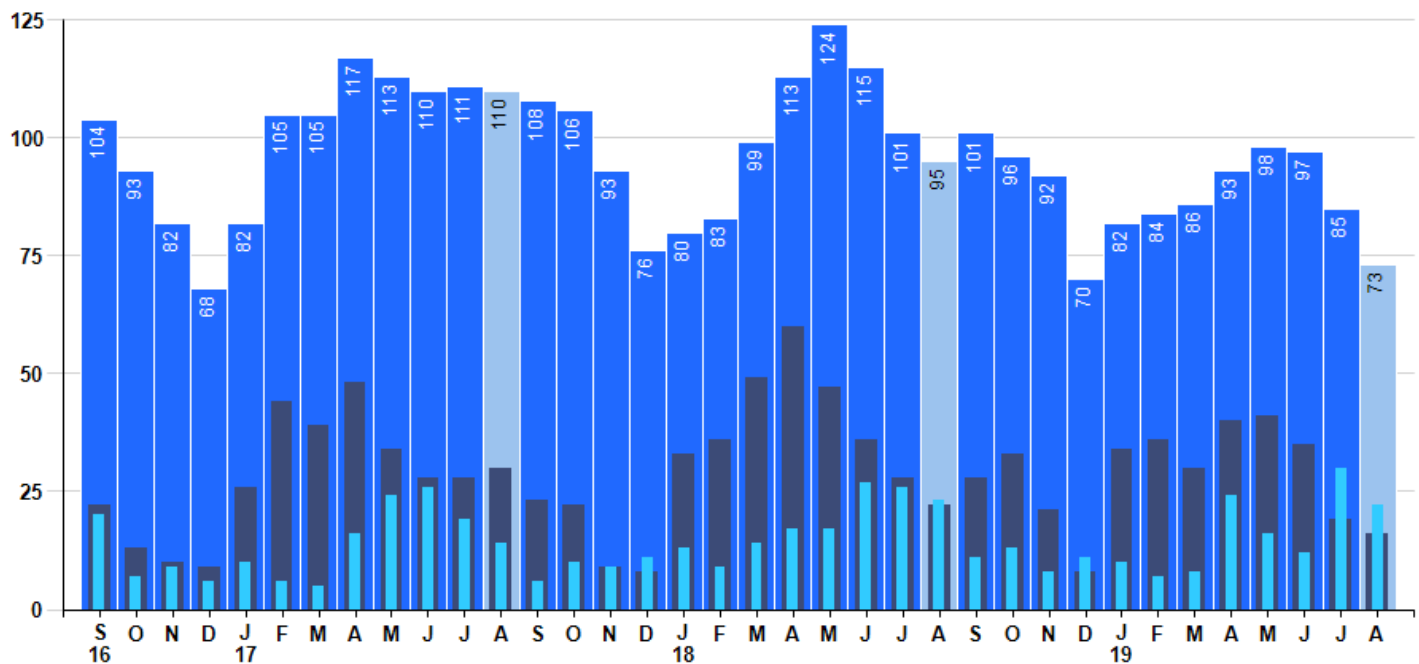
Avg Selling Price divided by Avg Listing Price for sold properties during the month



## 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 August 2019 was 16, down -15.8% from 19 last month and down -27.3% from 22 in August of last year.

Inventory NewListings Sold



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|                | S 16 | 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 | J  | A  |    |    |    |
|----------------|------|---|----|--------|----|---|---|----|----|----|----|----|----|----|--------|----|----|----|----|----|----|----|----|----|----|--------|----|----|----|---|---|----|----|----|----|----|
| Homes Sold     | 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 | 22 |
| 3 Mo. Roll Avg |      |   | 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 | 21 |

| (000's)         | S 16 | 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   | J   | A   |     |       |     |
|-----------------|------|-----|-----|--------|-----|-----|-----|-----|-------|-----|-------|-----|-----|-----|--------|-------|-----|-----|-----|-----|-------|-----|-----|-----|-----|--------|-----|-----|-----|-----|-----|-----|-----|-----|-------|-----|
| MedianSalePrice | 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 | 711 |
| 3 Mo. Roll Avg  |      |     | 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   | 875 |

|           | S 16 | 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  | J  | A  |    |    |    |
|-----------|------|----|----|--------|----|-----|-----|-----|-----|-----|-----|-----|-----|-----|--------|----|----|----|----|-----|-----|-----|-----|----|-----|--------|----|----|----|----|----|----|----|----|----|----|
| Inventory | 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 | 73 |
| MSI       | 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  | 3  |

|                | S 16 | 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  | J  | A  |    |    |    |
|----------------|------|----|-----|--------|-----|----|----|----|----|----|----|----|-----|----|--------|-----|-----|-----|-----|----|----|----|----|----|----|--------|----|----|-----|----|----|----|----|----|----|----|
| Days On Market | 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 | 69 |
| 3 Mo. Roll Avg |      |    | 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 | 53 |

|                 | S 16 | 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   | J   | A   |     |     |     |
|-----------------|------|-----|-----|--------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|--------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|--------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Price per Sq Ft | 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 | 245 |
| 3 Mo. Roll Avg  |      |     | 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 | 285 |

|                    | S 16  | 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     | J     | A     |       |       |       |
|--------------------|-------|-------|-------|--------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|--------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|--------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Sale to List Price | 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 | 0.914 |
| 3 Mo. Roll Avg     |       |       | 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 | 0.931 |

|              | S 16 | 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  | J  | A  |    |    |    |
|--------------|------|----|----|--------|----|-----|-----|-----|-----|-----|-----|-----|-----|-----|--------|----|----|----|----|-----|-----|-----|-----|----|-----|--------|----|----|----|----|----|----|----|----|----|----|
| New Listings | 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 | 16 |
| Inventory    | 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 | 73 |
| Sales        | 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 | 22 |

| (000's)        | S 16 | 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     | J     | A     |       |       |       |
|----------------|------|-----|-----|--------|-----|-----|-----|-------|-------|-------|-------|-------|-------|-------|--------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|--------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Avg Sale Price | 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 | 812   |
| 3 Mo. Roll Avg |      |     | 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 | 1,024 |