

City: Glencoe



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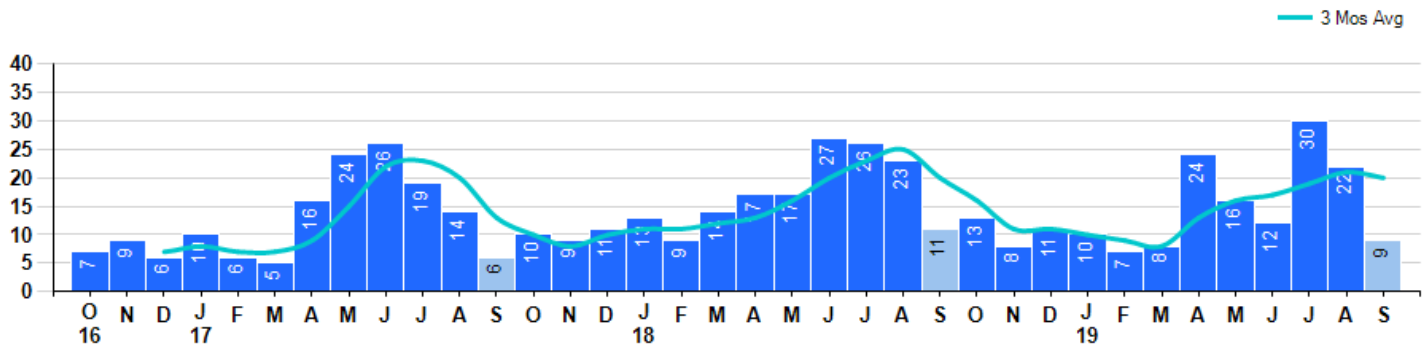
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

| Market Profile & Trends Overview | Month | Trending Versus*: | | | | YTD | Trending Versus*: | |
|--|-------------|-------------------|-----|------|------|-------------|-------------------|-----------|
| | | LM | L3M | PYM | LY | | PriorYTD | PriorYear |
| Median List Price of all Current Listings | \$1,135,000 | 9% | | 14% | | | | |
| Average List Price of all Current Listings | \$1,419,884 | 6% | | -6% | | | | |
| September Median Sales Price | \$1,067,000 | 50% | 20% | 50% | 27% | \$856,500 | 5% | 2% |
| September Average Sales Price | \$1,115,278 | 37% | 5% | -5% | 0% | \$1,058,501 | 2% | -5% |
| Total Properties Currently for Sale (Inventory) | 82 | 9% | | -19% | | | | |
| September Number of Properties Sold | 9 | -59% | | -18% | | | -12% | |
| September Average Days on Market (Solds) | 54 | -22% | 2% | -42% | -26% | 67 | -8% | -8% |
| Asking Price per Square Foot (based on New Listings) | \$348 | 29% | 13% | 18% | 9% | \$303 | -5% | -5% |
| September Sold Price per Square Foot | \$270 | 10% | -6% | 0% | -9% | \$285 | -1% | -4% |
| September Month's Supply of Inventory | 9.1 | 167% | 78% | -1% | 32% | 7.2 | 11% | 3% |
| September Sale Price vs List Price Ratio | 92.0% | 0.7% | -1% | 5% | 1.4% | 91.2% | 0.1% | 0.5% |

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

Property Sales

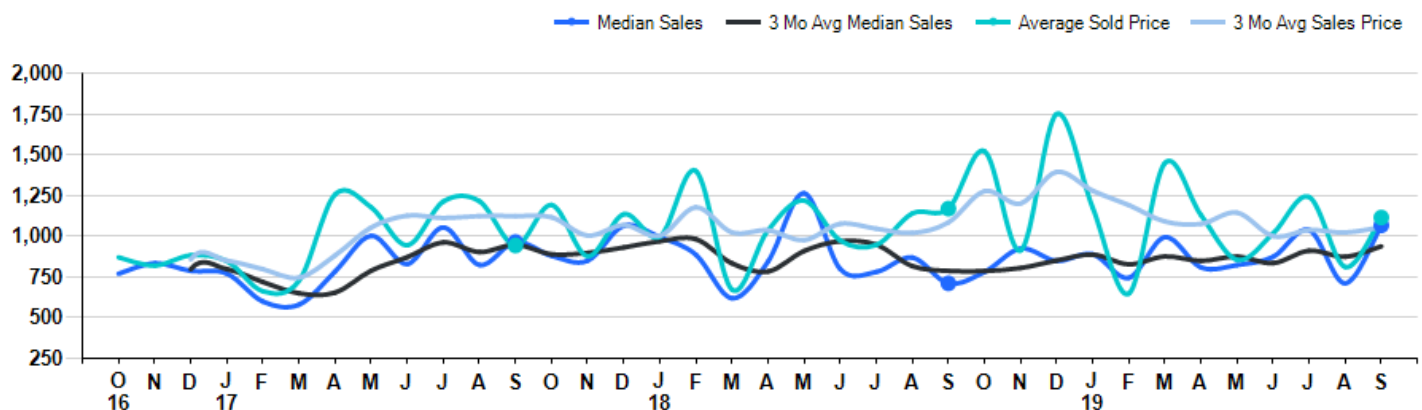
September Property sales were 9, down -18.2% from 11 in September of 2018 and -59.1% lower than the 22 sales last month. September 2019 sales were at a mid level compared to September of 2018 and 2017. September YTD sales of 138 are running -12.1% behind last year's year-to-date sales of 157.



Prices

The Median Sales Price in September was \$1,067,000, up 50.0% from \$711,200 in September of 2018 and up 50.1% from \$711,000 last month. The Average Sales Price in September was \$1,115,278, down -4.7% from \$1,169,784 in September of 2018 and up 37.4% from \$811,708 last month. September 2019 ASP was at a mid range compared to September of 2018 and 2017.

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



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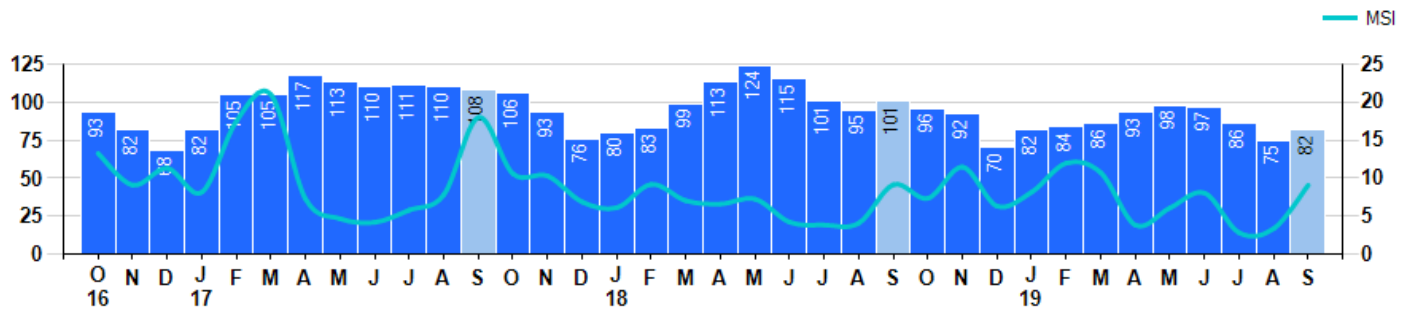
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Inventory & MSI

The Total Inventory of Properties available for sale as of September was 82, up 9.3% from 75 last month and down -18.8% from 101 in September of last year. September 2019 Inventory was at the lowest level compared to September of 2018 and 2017.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The September 2019 MSI of 9.1 months was at its lowest level compared with September of 2018 and 2017.

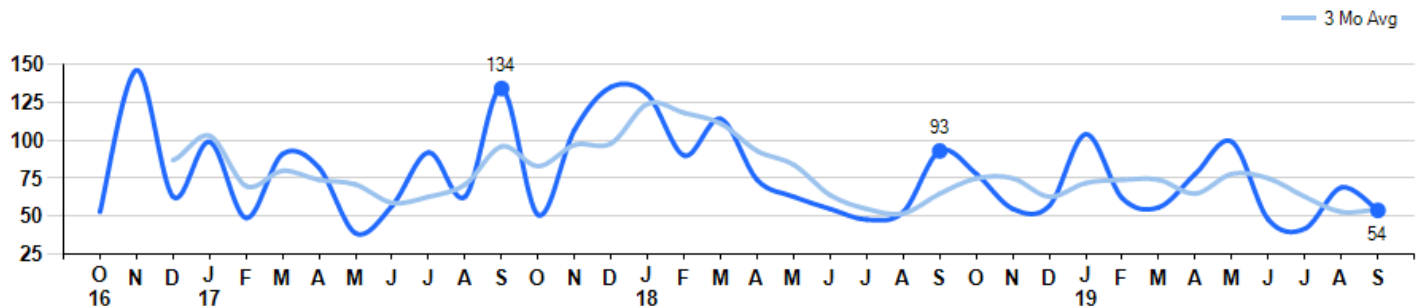
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 September was 54, down -21.7% from 69 days last month and down -41.9% from 93 days in September of last year. The September 2019 DOM was at its lowest level compared with September of 2018 and 2017.

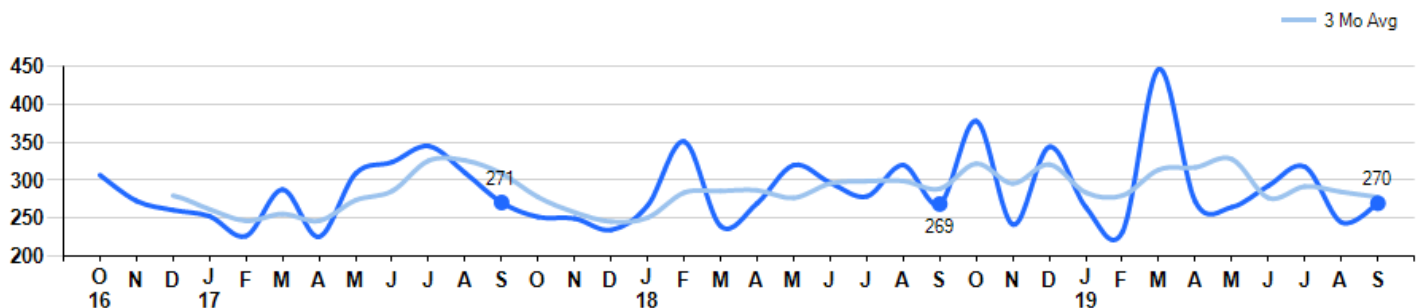
Average Days on Market(Listing to Contract) for properties sold during the month



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 September 2019 Selling Price per Square Foot of \$270 was up 10.2% from \$245 last month and up 0.4% from \$269 in September of last year.

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





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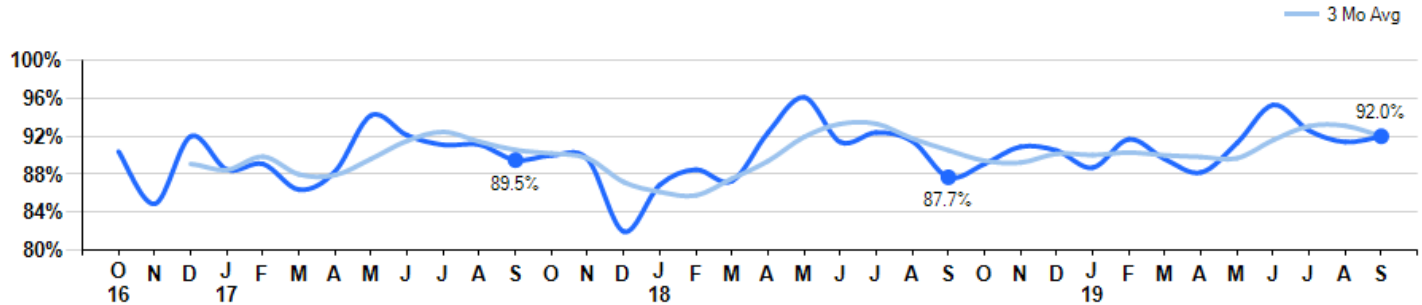
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Selling Price vs Listing Price

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 September 2019 Selling Price vs List Price of 92.0% was up from 91.4% last month and up from 87.7% in September of last year.

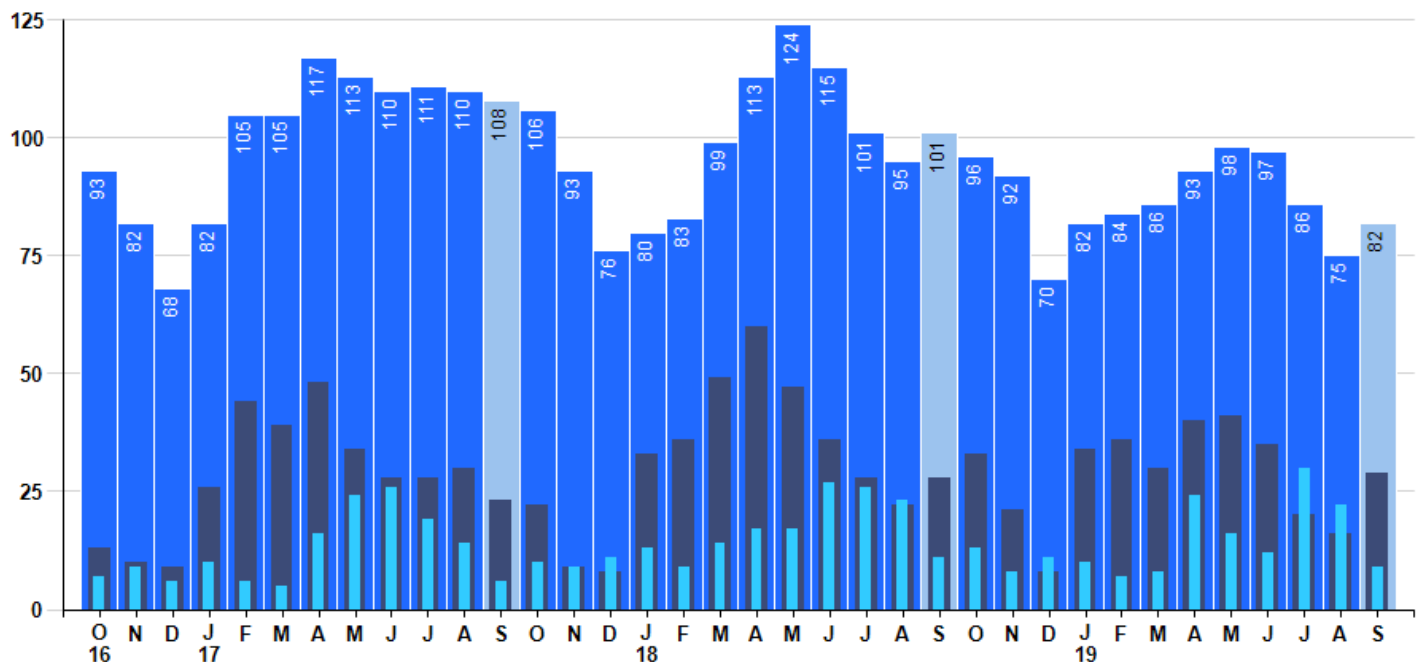
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 September 2019 was 29, up 81.3% from 16 last month and up 3.6% from 28 in September of last year.

Inventory NewListings Sold



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| | O 16 | 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 | S | | | |
|----------------|------|---|--------|----|---|---|----|----|----|----|----|----|----|--------|----|----|----|----|----|----|----|----|----|----|--------|----|----|----|---|---|----|----|----|----|----|----|
| Homes Sold | 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 | 9 |
| 3 Mo. Roll Avg | | | 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 | 20 |

| (000's) | O 16 | 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 | S | | | |
|-----------------|------|-----|--------|-----|-----|-----|-----|-------|-----|-------|-----|-----|-----|--------|-------|-----|-----|-----|-----|-------|-----|-----|-----|-----|--------|-----|-----|-----|-----|-----|-----|-----|-----|-------|-----|-------|
| MedianSalePrice | 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 | 1,067 |
| 3 Mo. Roll Avg | | | 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 | 939 |

| | O 16 | 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 | S | | | |
|-----------|------|----|--------|----|-----|-----|-----|-----|-----|-----|-----|-----|-----|--------|----|----|----|----|-----|-----|-----|-----|----|-----|--------|----|----|----|----|----|----|----|----|----|----|----|
| Inventory | 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 | 86 | 75 | 82 |
| MSI | 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 | 9 |

| | O 16 | 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 | S | | | |
|----------------|------|-----|--------|-----|----|----|----|----|----|----|----|-----|----|--------|-----|-----|-----|-----|----|----|----|----|----|----|--------|----|----|-----|----|----|----|----|----|----|----|----|
| Days On Market | 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 | 54 |
| 3 Mo. Roll Avg | | | 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 | 55 |

| | O 16 | 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 | S | | | |
|-----------------|------|-----|--------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|--------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|--------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Price per Sq Ft | 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 | 270 |
| 3 Mo. Roll Avg | | | 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 | 278 |

| | O 16 | 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 | S | | | |
|--------------------|-------|-------|--------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|--------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|--------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Sale to List Price | 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 | 0.920 |
| 3 Mo. Roll Avg | | | 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 | 0.920 |

| | O 16 | 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 | S | | | |
|--------------|------|----|--------|----|-----|-----|-----|-----|-----|-----|-----|-----|-----|--------|----|----|----|----|-----|-----|-----|-----|----|-----|--------|----|----|----|----|----|----|----|----|----|----|----|
| New Listings | 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 | 20 | 16 | 29 |
| Inventory | 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 | 86 | 75 | 82 |
| Sales | 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 | 9 |

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|----------------|------|-----|--------|-----|-----|-----|-------|-------|-------|-------|-------|-------|-------|--------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|--------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Avg Sale Price | 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 | 1,115 |
| 3 Mo. Roll Avg | | | 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 | 1,056 |