

# City: Glencoe



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

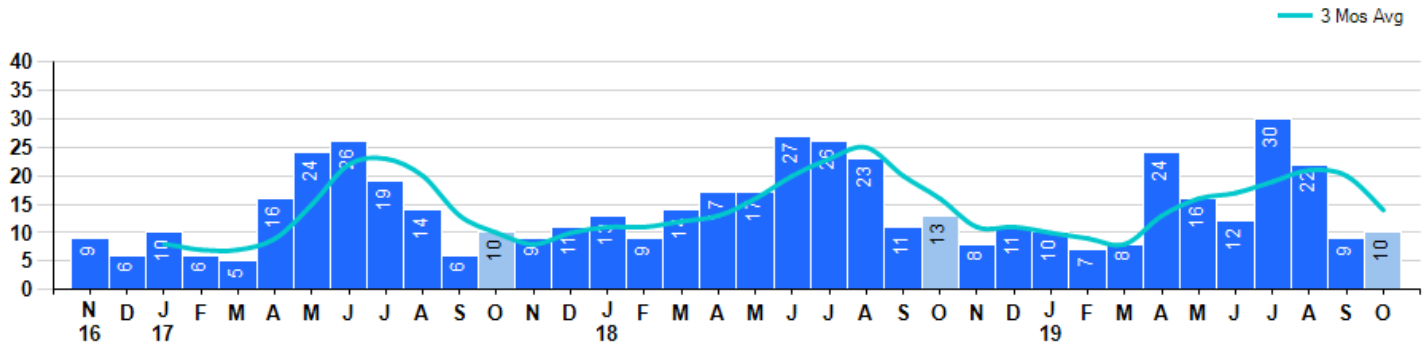
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,147,500	5%		15%				
Average List Price of all Current Listings	\$1,442,849	3%		1%				
October Median Sales Price	\$704,000	-34%	-21%	-10%	-16%	\$850,000	4%	1%
October Average Sales Price	\$919,600	-18%	-12%	-40%	-17%	\$1,049,115	-3%	-6%
Total Properties Currently for Sale (Inventory)	82	-1%		-15%				
October Number of Properties Sold	10	11%		-23%			-13%	
October Average Days on Market (Solds)	80	48%	40%	3%	10%	68	-7%	-7%
Asking Price per Square Foot (based on New Listings)	\$311	-10%	1%	-11%	-3%	\$304	-6%	-5%
October Sold Price per Square Foot	\$250	-7%	-11%	-34%	-16%	\$283	-5%	-5%
October Month's Supply of Inventory	8.2	-11%	18%	11%	18%	7.3	12%	5%
October Sale Price vs List Price Ratio	90.6%	-1.5%	-1%	2%	-0.2%	91.1%	0.3%	0.4%

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

## Property Sales

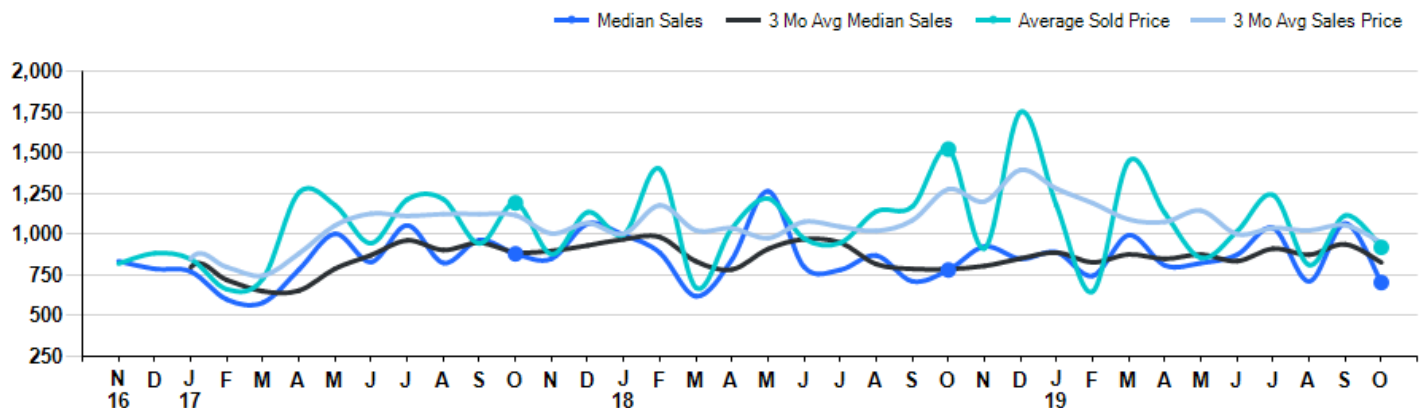
October Property sales were 10, down -23.1% from 13 in October of 2018 and 11.1% higher than the 9 sales last month. October 2019 sales were at their lowest level compared to October of 2018 and 2017. October YTD sales of 148 are running -12.9% behind last year's year-to-date sales of 170.



## Prices

The Median Sales Price in October was \$704,000, down -9.9% from \$781,000 in October of 2018 and down -34.0% from \$1,067,000 last month. The Average Sales Price in October was \$919,600, down -39.6% from \$1,522,660 in October of 2018 and down -17.5% from \$1,115,278 last month. October 2019 ASP was at the lowest level compared to October of 2018 and 2017.

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



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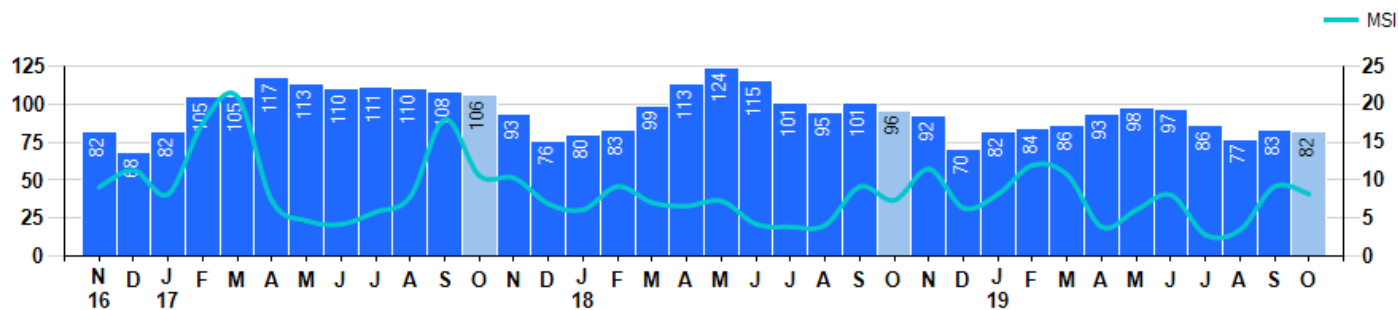
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## Inventory & MSI

The Total Inventory of Properties available for sale as of October was 82, down -1.2% from 83 last month and down -14.6% from 96 in October of last year. October 2019 Inventory was at the lowest level compared to October of 2018 and 2017.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The October 2019 MSI of 8.2 months was at a mid range compared with October of 2018 and 2017.

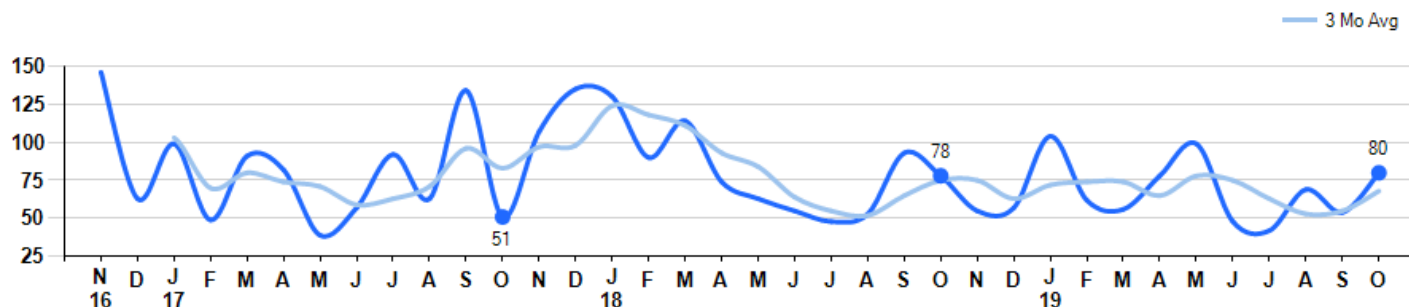
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



## 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 October was 80, up 48.1% from 54 days last month and up 2.6% from 78 days in October of last year. The October 2019 DOM was at its highest level compared with October of 2018 and 2017.

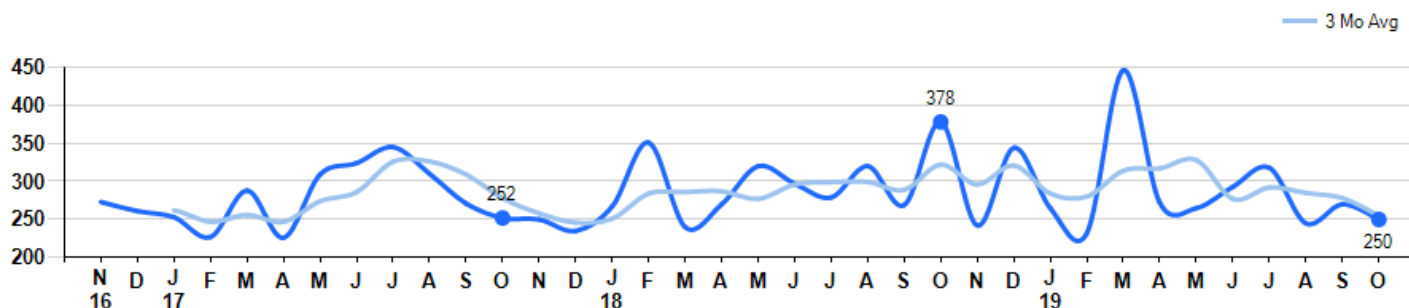
Average Days on Market(Listing to Contract) for properties sold during the month



## 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 October 2019 Selling Price per Square Foot of \$250 was down -7.4% from \$270 last month and down -33.9% from \$378 in October of last year.

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





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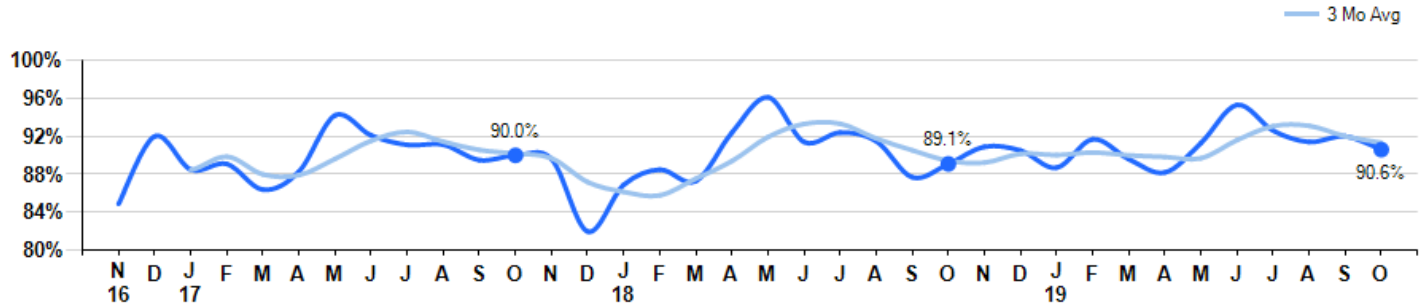
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## Selling Price vs Listing Price

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 October 2019 Selling Price vs List Price of 90.6% was down from 92.0% last month and up from 89.1% in October of last year.

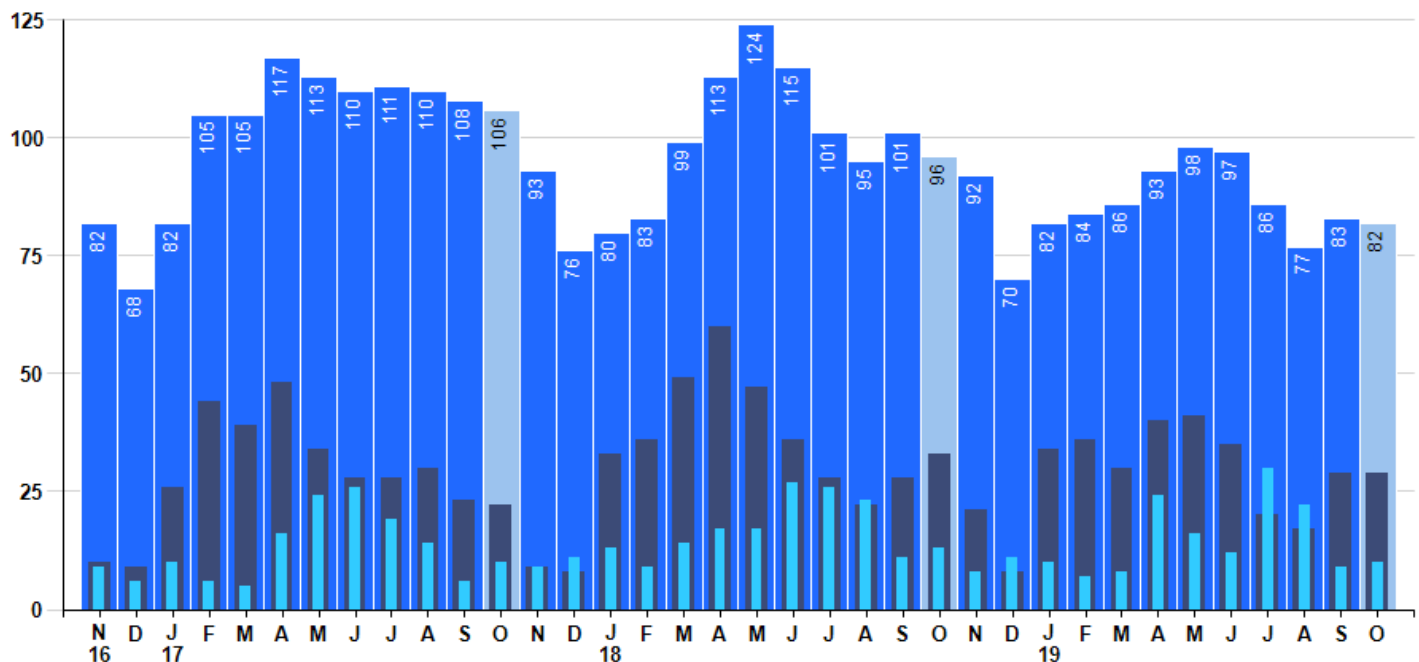
Avg Selling Price divided by Avg Listing Price for sold properties during the month



## 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 October 2019 was 29, equal to 29 last month and down -12.1% from 33 in October of last year.

Inventory New Listings Sold



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	N 16	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	O
Homes Sold	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	10
3 Mo. Roll Avg			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	14

(000's)	N 16	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	O
MedianSalePrice	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	704
3 Mo. Roll Avg			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	827

	N 16	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	O
Inventory	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	77	83	82
MSI	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	4	9	8

	N 16	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	O
Days On Market	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	80
3 Mo. Roll Avg			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	68

	N 16	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	O
Price per Sq Ft	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	250
3 Mo. Roll Avg			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	255

	N 16	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	O
Sale to List Price	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	0.906
3 Mo. Roll Avg			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	0.913

	N 16	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	O
New Listings	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	17	29	29
Inventory	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	77	83	82
Sales	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	10

(000's)	N 16	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	O
Avg Sale Price	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	920
3 Mo. Roll Avg			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	949