

City: Glencoe



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

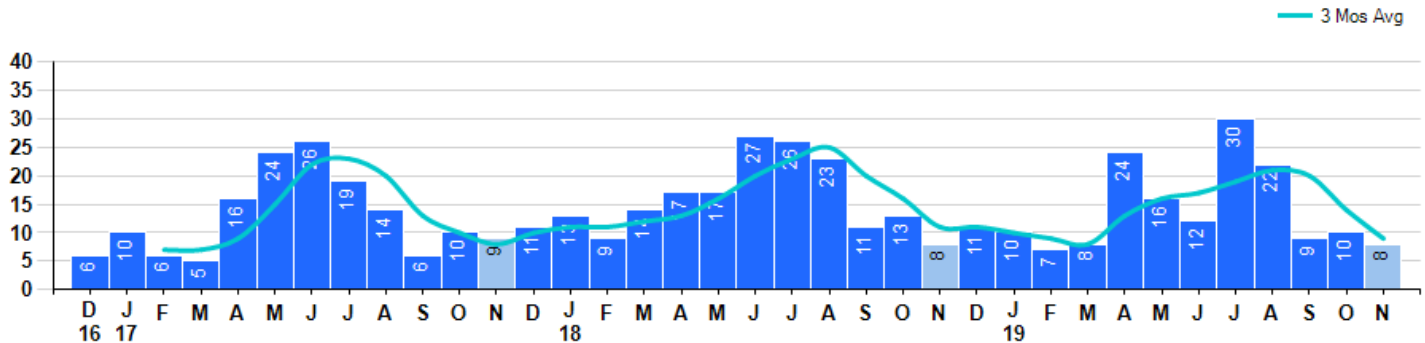
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,099,000	0%		14%				
Average List Price of all Current Listings	\$1,531,413	7%		15%				
November Median Sales Price	\$937,500	33%	28%	1%	12%	\$856,500	5%	2%
November Average Sales Price	\$803,125	-13%	-10%	-12%	-28%	\$1,036,500	-3%	-7%
Total Properties Currently for Sale (Inventory)	67	-19%		-27%				
November Number of Properties Sold	8	-20%		0%			-12%	
November Average Days on Market (Solds)	73	-9%	6%	33%	0%	68	-6%	-7%
Asking Price per Square Foot (based on New Listings)	\$411	32%	24%	38%	29%	\$309	-4%	-3%
November Sold Price per Square Foot	\$263	5%	4%	9%	-11%	\$282	-4%	-5%
November Month's Supply of Inventory	8.4	1%	-3%	-27%	21%	7.4	6%	7%
November Sale Price vs List Price Ratio	90.6%	-1%	0%	-0.2%	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

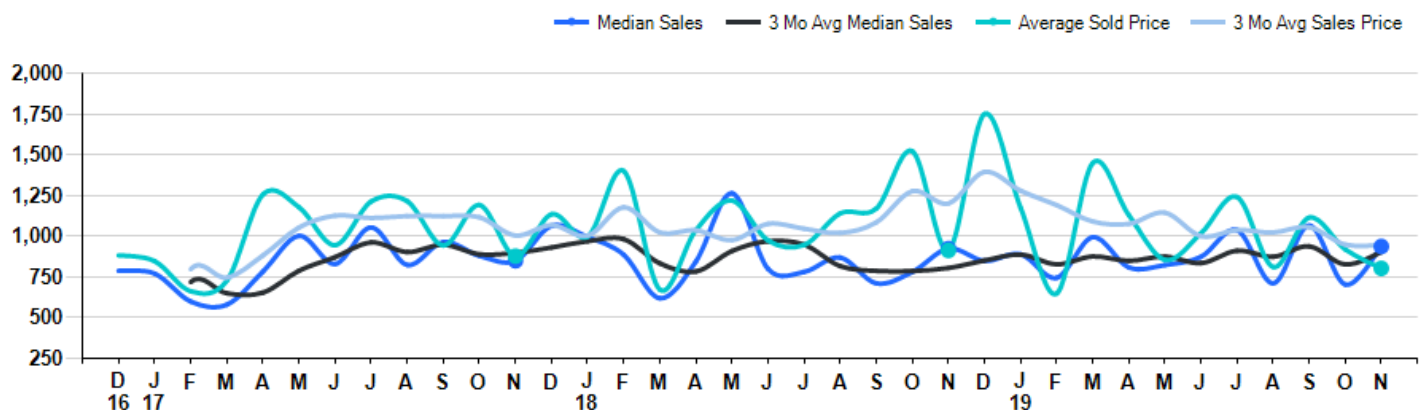
November Property sales were 8, equal to 8 in November of 2018 and -20.0% lower than the 10 sales last month. November 2019 sales were at their lowest level compared to November of 2018 and 2017. November YTD sales of 156 are running -12.4% behind last year's year-to-date sales of 178.



Prices

The Median Sales Price in November was \$937,500, up 1.4% from \$924,733 in November of 2018 and up 33.2% from \$704,000 last month. The Average Sales Price in November was \$803,125, down -12.0% from \$913,058 in November of 2018 and down -12.7% from \$919,600 last month. November 2019 ASP was at the lowest level compared to November of 2018 and 2017.

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



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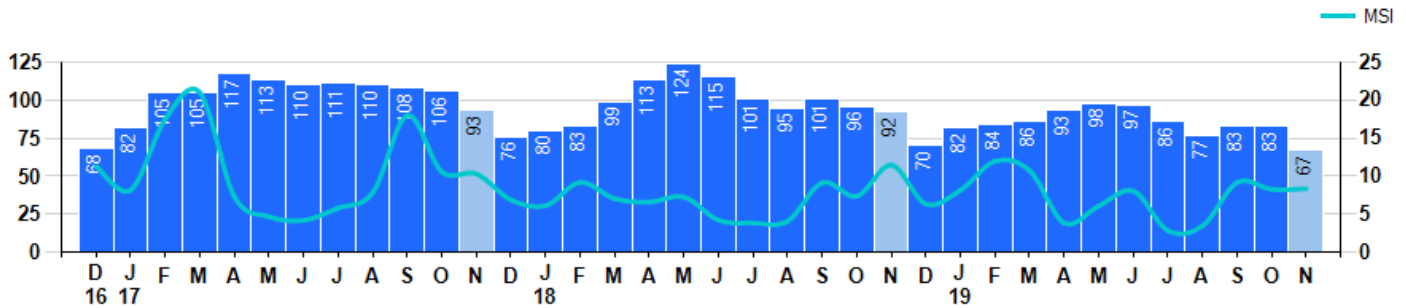
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Inventory & MSI

The Total Inventory of Properties available for sale as of November was 67, down -19.3% from 83 last month and down -27.2% from 92 in November of last year. November 2019 Inventory was at the lowest level compared to November of 2018 and 2017.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The November 2019 MSI of 8.4 months was at its lowest level compared with November of 2018 and 2017.

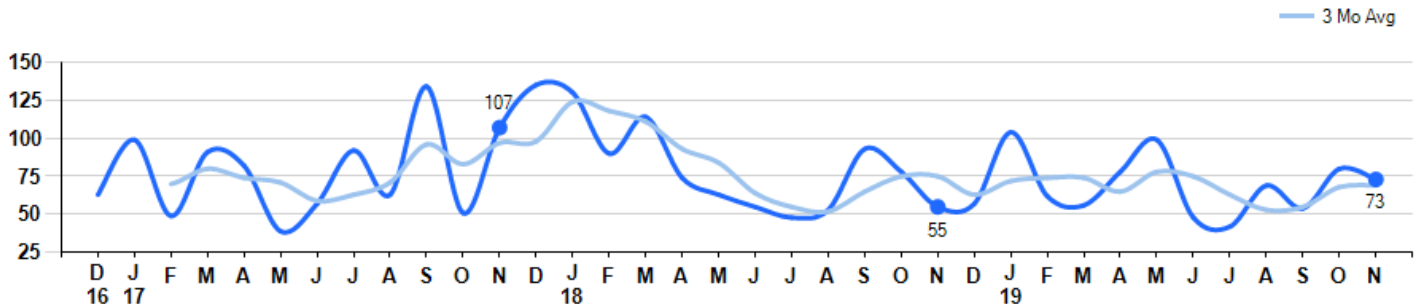
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 November was 73, down -8.8% from 80 days last month and up 32.7% from 55 days in November of last year. The November 2019 DOM was at a mid range compared with November of 2018 and 2017.

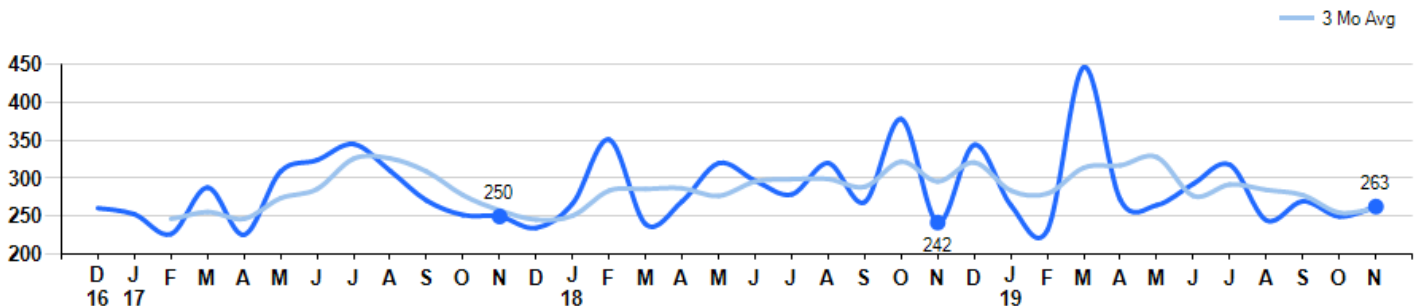
Average Days on Market(Listing to Contract) for properties sold during the month



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 November 2019 Selling Price per Square Foot of \$263 was up 5.2% from \$250 last month and up 8.7% from \$242 in November of last year.

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





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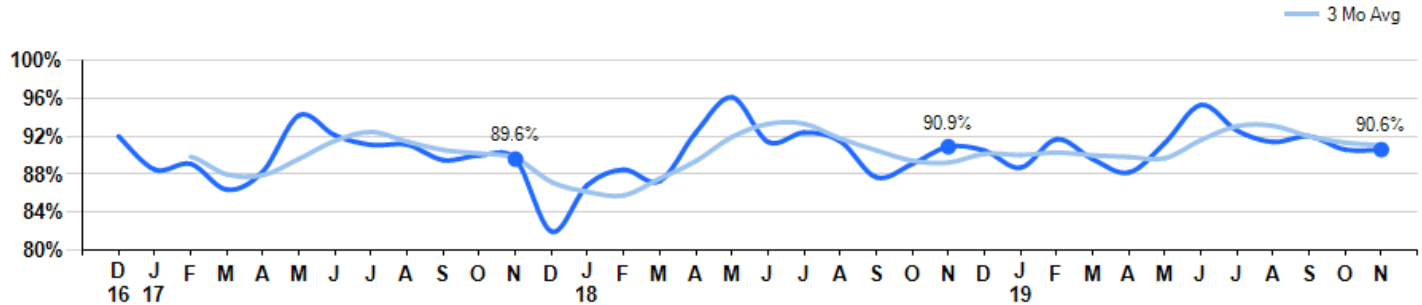
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Selling Price vs Listing Price

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 November 2019 Selling Price vs List Price of 90.6% was equal to 90.6% last month and down from 90.9% in November of last year.

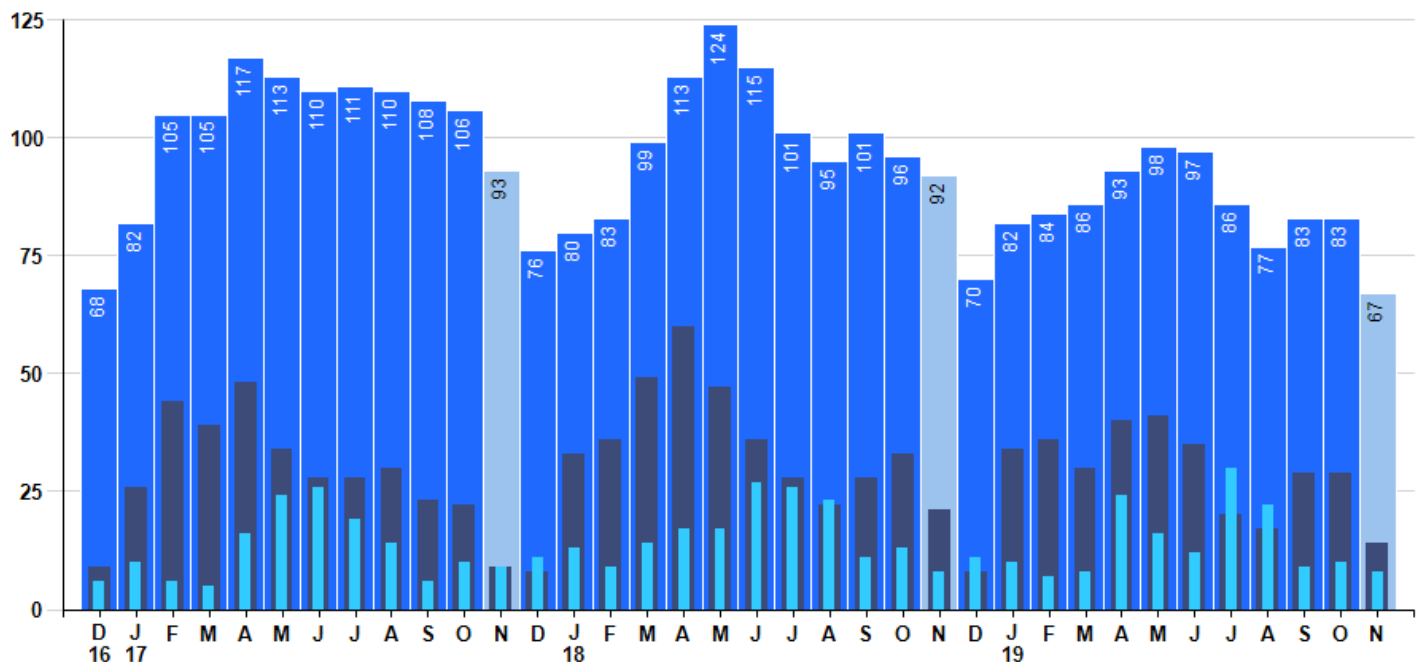
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 November 2019 was 14, down -51.7% from 29 last month and down -33.3% from 21 in November of last year.

Inventory New Listings Sold



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	D 16	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	N
Homes Sold	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	8
3 Mo. Roll Avg			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	9

(000's)	D 16	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	N
MedianSalePrice	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	938
3 Mo. Roll Avg			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	903

	D 16	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	N
Inventory	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	83	67
MSI	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	8

	D 16	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	N
Days On Market	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	73
3 Mo. Roll Avg			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	69

	D 16	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	N
Price per Sq Ft	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	263
3 Mo. Roll Avg			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	261

	D 16	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	N
Sale to List Price	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	0.906
3 Mo. Roll Avg			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	0.911

	D 16	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	N
New Listings	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	14
Inventory	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	83	67
Sales	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	8

(000's)	D 16	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	N
Avg Sale Price	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	803
3 Mo. Roll Avg			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	946