

MLS Area: Glencoe



ART WILSON
 Broker, Realtor
 847-363-1599
 Art.Wilson@cbexchange.com



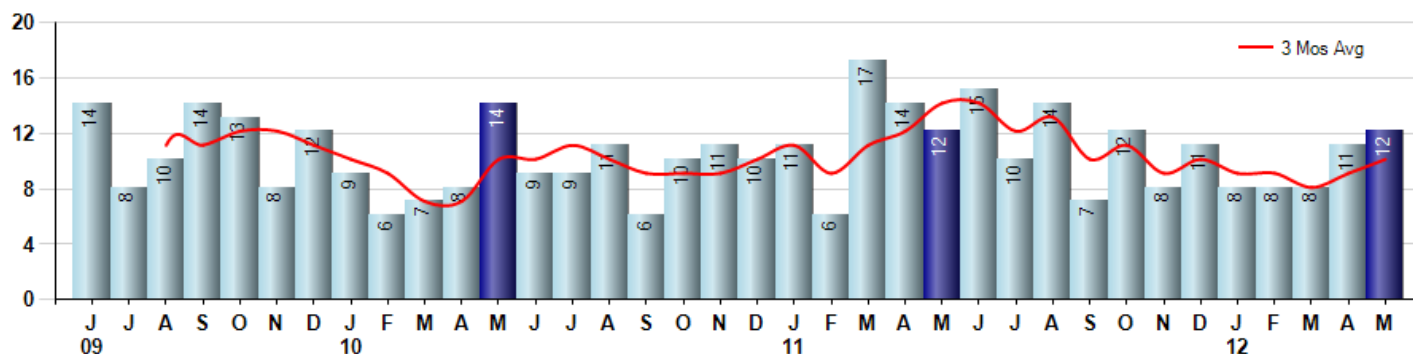
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,299,000	↑		↑				
Average List Price of all Current Listings	\$1,657,645	↑		↑				
May Median Sales Price	\$909,500	↑	↑	↓	↑	\$825,000	↑	↓
May Average Sales Price	\$954,375	↑	↓	↓	↓	\$1,126,745	↑	↑
Total Properties Currently for Sale (Inventory)	95	↔		↓				
May Number of Properties Sold	12	↑		↔		47	↓	
May Average Days on Market (Solds)	134	↑	↔	↓	↑	131	↓	
May Month's Supply of Inventory	7.9	↓	↓	↓	↓	10.8	↑	↔
May Sale Price vs List Price Ratio	93.8%	↑	↑	↑	↑	90.8%	↓	↔

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

Property Sales

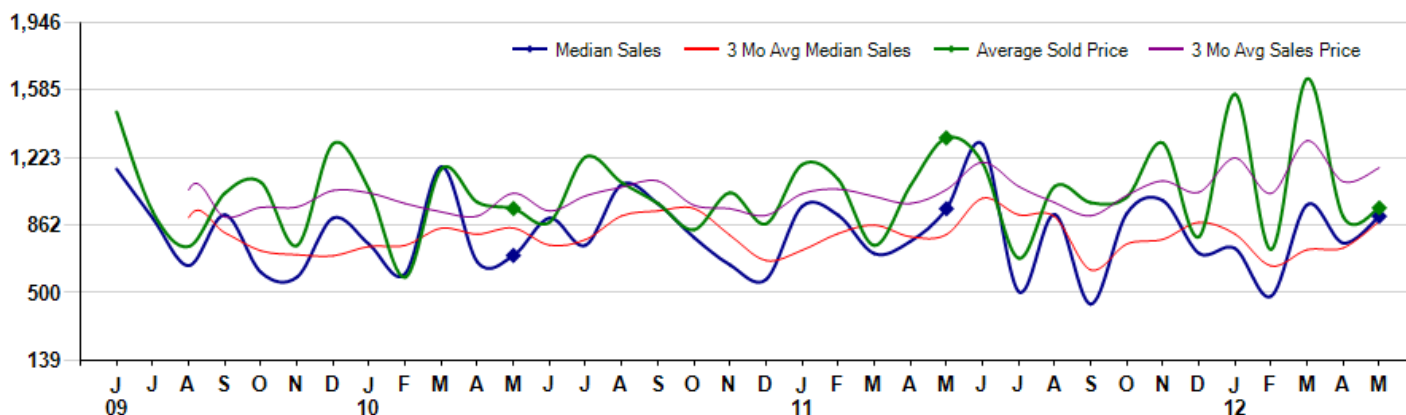
May Property sales were 12, equal to 12 in May of 2011 and 9.1% higher than the 11 sales last month. May 2012 sales were at their lowest level compared to May of 2011 and 2010. May YTD sales of 47 are running -21.7% behind last year's year-to-date sales of 60.



Prices

The Median Sales Price in May was \$909,500, down -4.3% from \$950,000 in May of 2011 and up 18.7% from \$766,500 last month. The Average Sales Price in May was \$954,375, down -28.2% from \$1,328,833 in May of 2011 and up 5.2% from \$907,227 last month. May 2012 ASP was at a mid range compared to May of 2011 and 2010.

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



Based on information from Midwest Real Estate Data LLC for the period 6/1/2009 through 5/31/2012. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. Data maintained by the MLS's may not reflect all real estate activity in the market.



MLS Area: Glencoe



ART WILSON
 Broker, Realtor
 847-363-1599
 Art.Wilson@cbexchange.com



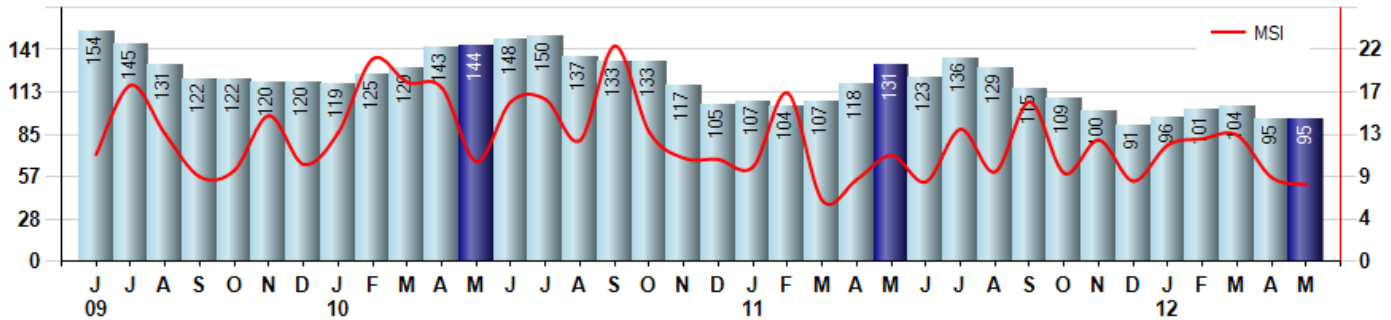
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Inventory & MSI

The Total Inventory of Properties available for sale as of May was 95, equal to 95 last month and down -27.5% from 131 in May of last year. May 2012 Inventory was at the lowest level compared to May of 2011 and 2010.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The May 2012 MSI of 7.9 months was at its lowest level compared with May of 2011 and 2010.

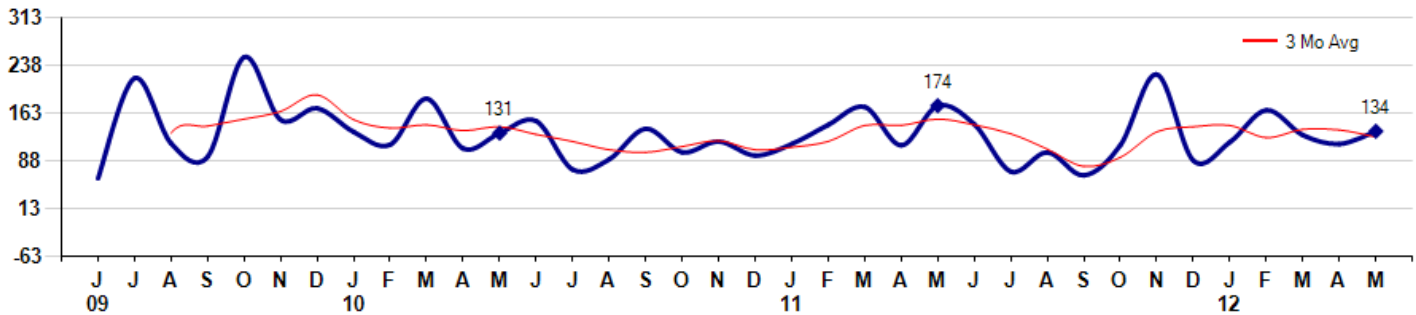
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 May was 134, up 17.5% from 114 days last month and down -23.0% from 174 days in May of last year. The May 2012 DOM was at a mid range compared with May of 2011 and 2010.

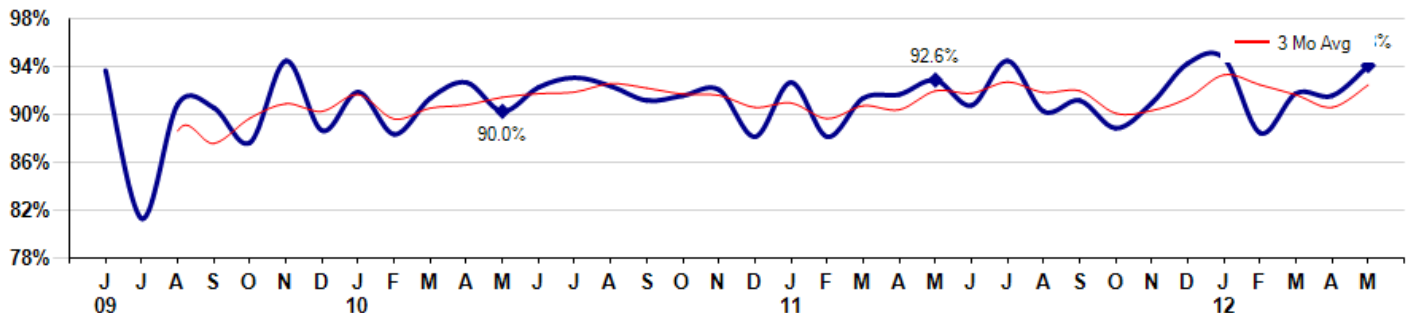
Average Days on Market(Listing to Contract) for properties sold during the month



Selling Price vs Original Listing Price

The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original 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 May 2012 Selling Price vs Original List Price of 93.8% was up from 91.3% last month and up from 92.6% in May of last year.

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



Based on information from Midwest Real Estate Data LLC for the period 6/1/2009 through 5/31/2012. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. Data maintained by the MLS's may not reflect all real estate activity in the market.



MLS Area: Glencoe



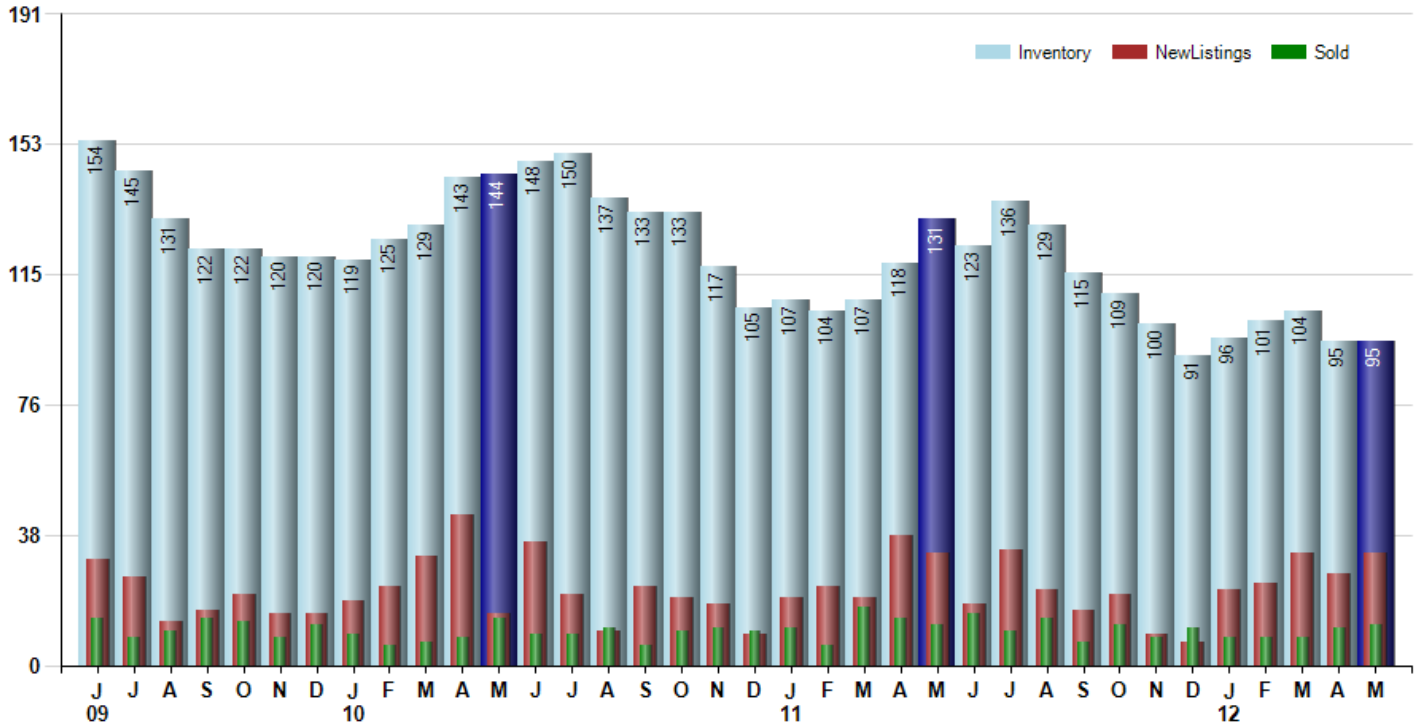
ART WILSON
 Broker, Realtor
 847-363-1599
 Art.Wilson@cbexchange.com



Price Range: ALL | Properties: Single Family Home, Townhome, Condo

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 May 2012 was 33, up 22.2% from 27 last month and equal to 33 in May of last year.



Based on information from Midwest Real Estate Data LLC for the period 6/1/2009 through 5/31/2012. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. Data maintained by the MLS's may not reflect all real estate activity in the market.



MLS Area: Glencoe



ART WILSON
 Broker, Realtor
 847-363-1599
 Art.Wilson@cbexchange.com



Price Range: ALL | Properties: Single Family Home, Townhome, Condo

	J 09	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M
Homes Sold	14	8	10	14	13	8	12	9	6	7	8	14	9	9	11	6	10	11	10	11	6	17	14	12	15	10	14	7	12	8	11	8	8	8	11	12
3 Mo. Roll Avg			11	11	12	12	11	10	9	7	7	10	10	11	10	9	9	9	10	11	9	11	12	14	14	12	13	10	11	9	10	9	9	8	9	10

(000's)	J 09	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M
Median Sale Price	1,163	900	646	918	610	585	900	760	603	1,175	665	700	900	755	1,080	978	797	650	572	963	916	710	775	950	1,295	508	920	440	925	994	712	738	482	972	767	910
3 Mo. Roll Avg			903	821	725	704	698	748	754	846	814	847	755	785	912	938	952	808	673	728	817	863	800	812	1,007	918	908	623	762	786	877	814	644	731	740	883

	J 09	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M
Inventory	154	145	131	122	122	120	120	119	125	129	143	144	148	150	137	133	133	117	105	107	104	107	118	131	123	136	129	115	109	100	91	96	101	104	95	95
MSI	11	18	13	9	9	15	10	13	21	18	18	10	16	17	12	22	13	11	11	10	17	6	8	11	8	14	9	16	9	13	8	12	13	13	9	8

	J 09	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M
Days On Market	60	217	115	94	250	152	170	133	113	185	107	131	150	74	90	138	101	118	96	114	144	172	112	174	145	71	101	65	112	223	88	117	167	128	114	134
3 Mo. Roll Avg			131	142	153	165	191	152	139	144	135	141	129	118	105	101	110	119	105	109	118	143	143	153	144	130	106	79	93	133	141	143	124	137	136	125

	J 09	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M
Price per Sq Ft	0	221	0	364	262	0	347	300	269	473	226	181	312	188	348	232	313	334	228	239	250	282	267	251	254	244	307	284	257	325	274	333	155	287	263	278
3 Mo. Roll Avg			74	195	209	209	203	216	305	347	323	293	240	227	283	256	298	293	292	267	239	257	266	267	257	250	268	278	283	289	285	311	254	258	235	276

	J 09	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M
Sale to List Price	0.934	0.811	0.906	0.903	0.874	0.942	0.884	0.916	0.881	0.911	0.924	0.900	0.920	0.928	0.921	0.909	0.913	0.918	0.879	0.924	0.879	0.911	0.914	0.926	0.905	0.942	0.900	0.909	0.886	0.907	0.940	0.944	0.882	0.915	0.913	0.938
3 Mo. Roll Avg			0.884	0.873	0.894	0.906	0.900	0.914	0.894	0.903	0.905	0.912	0.915	0.916	0.923	0.919	0.914	0.913	0.903	0.907	0.894	0.905	0.901	0.917	0.915	0.924	0.916	0.917	0.898	0.901	0.911	0.930	0.922	0.914	0.903	0.922

	J 09	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M
New Listings	31	26	13	16	21	15	15	19	23	32	44	15	36	21	10	23	20	18	9	20	23	20	38	33	18	34	22	16	21	9	7	22	24	33	27	33
Inventory	154	145	131	122	122	120	120	119	125	129	143	144	148	150	137	133	133	117	105	107	104	107	118	131	123	136	129	115	109	100	91	96	101	104	95	95
Sales	14	8	10	14	13	8	12	9	6	7	8	14	9	9	11	6	10	11	10	11	6	17	14	12	15	10	14	7	12	8	11	8	8	8	11	12

(000's)	J 09	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M
Avg Sale Price	1,468	935	748	1,033	1,092	753	1,297	1,053	583	1,163	985	951	878	1,227	1,090	979	838	1,035	870	1,186	1,107	754	1,072	1,329	1,195	685	1,069	982	1,012	1,302	800	1,563	733	1,645	907	954
3 Mo. Roll Avg			1,050	905	958	959	1,047	1,034	978	933	910	1,033	938	1,019	1,065	1,099	969	951	914	1,030	1,054	1,016	978	1,052	1,198	1,069	983	912	1,021	1,099	1,038	1,222	1,032	1,314	1,095	1,169

