

## MLS Area: Glencoe



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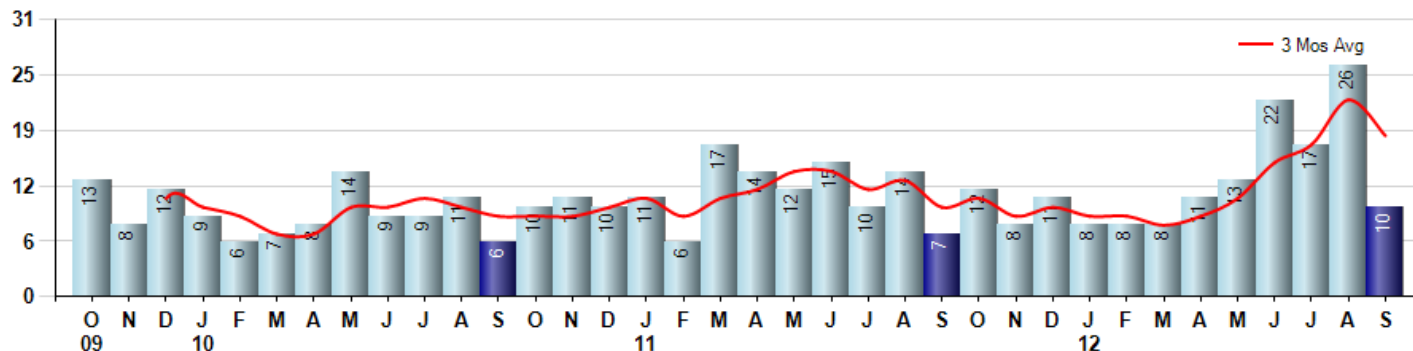
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,250,000	↑		↑				
Average List Price of all Current Listings	\$1,559,735	↑		↑				
September Median Sales Price	\$596,250	↓	↓	↑	↓	\$837,500	↔	↔
September Average Sales Price	\$803,250	↓	↓	↑		\$1,067,997	↑	↔
Total Properties Currently for Sale (Inventory)	79	↓		↓				
September Number of Properties Sold	10	↓		↑		123	↑	
September Average Days on Market (Solds)	73	↔	↓	↑	↓	106	↓	↓
September Month's Supply of Inventory	7.9	↑	↑	↓	↓	8.4	↓	↓
September Sale Price vs List Price Ratio	92.6%	↓	↓	↑	↑	92.4%	↑	↑

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

### Property Sales

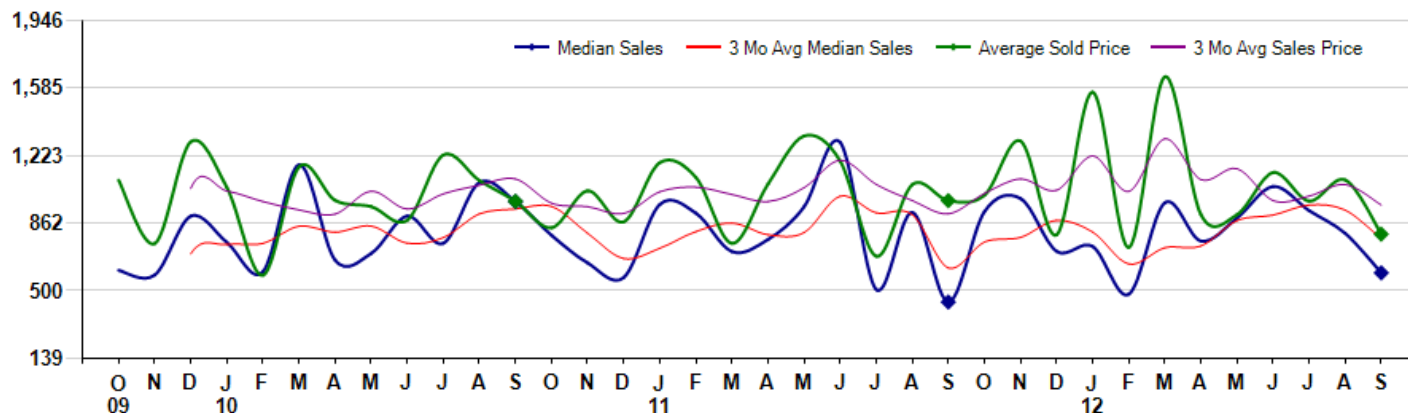
September Property sales were 10, up 42.9% from 7 in September of 2011 and -61.5% lower than the 26 sales last month. September 2012 sales were at their highest level compared to September of 2011 and 2010. September YTD sales of 123 are running 16.0% ahead of last year's year-to-date sales of 106.



### Prices

The Median Sales Price in September was \$596,250, up 35.5% from \$440,000 in September of 2011 and down -26.2% from \$807,500 last month. The Average Sales Price in September was \$803,250, down -18.2% from \$982,357 in September of 2011 and down -26.5% from \$1,093,573 last month. September 2012 ASP was at the lowest level compared to September 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 10/1/2009 through 9/30/2012. 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.



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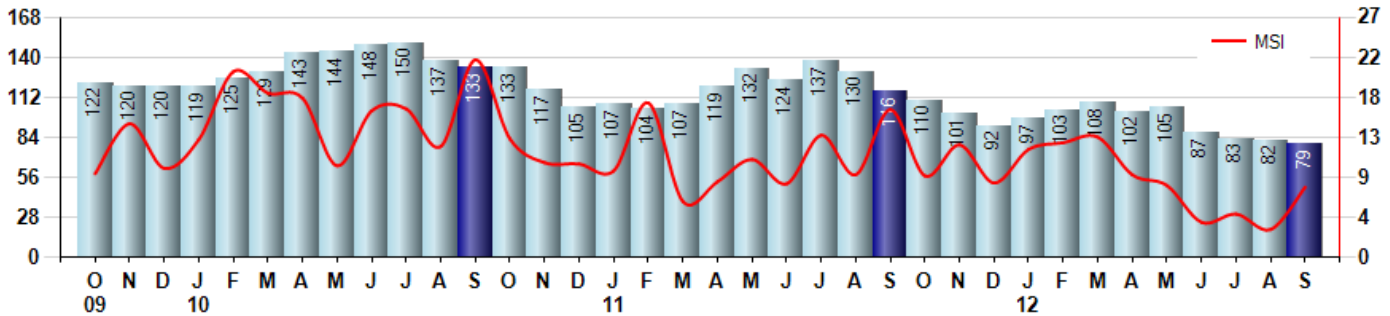
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### Inventory & MSI

The Total Inventory of Properties available for sale as of September was 79, down -3.7% from 82 last month and down -31.9% from 116 in September of last year. September 2012 Inventory was at the lowest level compared to September of 2011 and 2010.

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

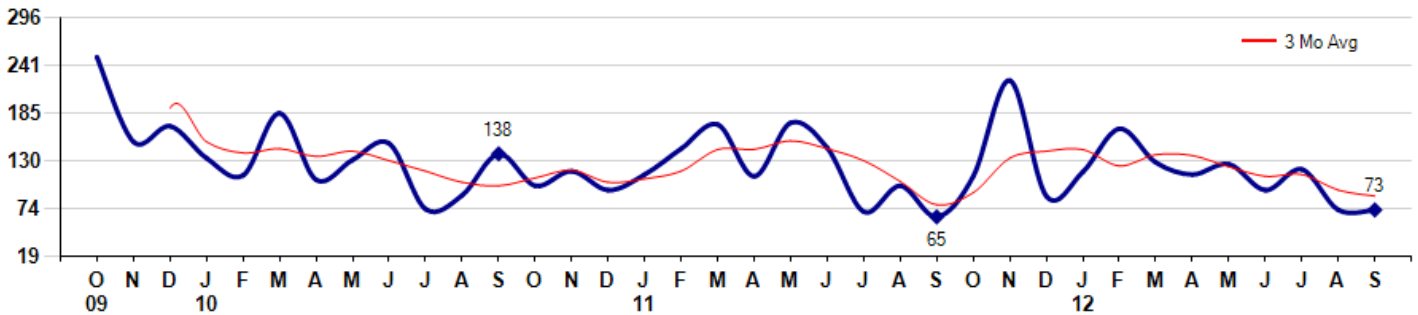
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 September was 73, equal to 73 days last month and up 12.3% from 65 days in September of last year. The September 2012 DOM was at a mid range compared with September of 2011 and 2010.

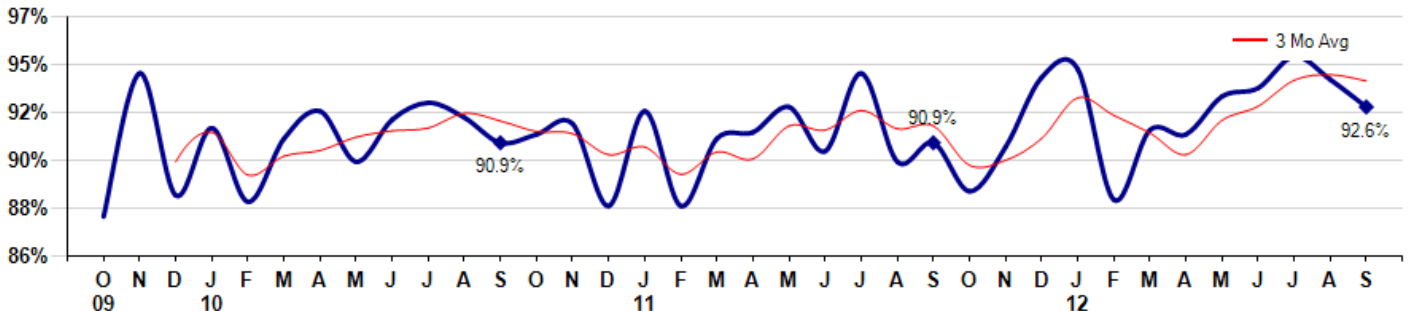
Average Days on Market (Listing to Contract) for properties sold during the month



### 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 2012 Selling Price vs List Price of 92.6% was down from 93.9% last month and up from 90.9% in September of last year.

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



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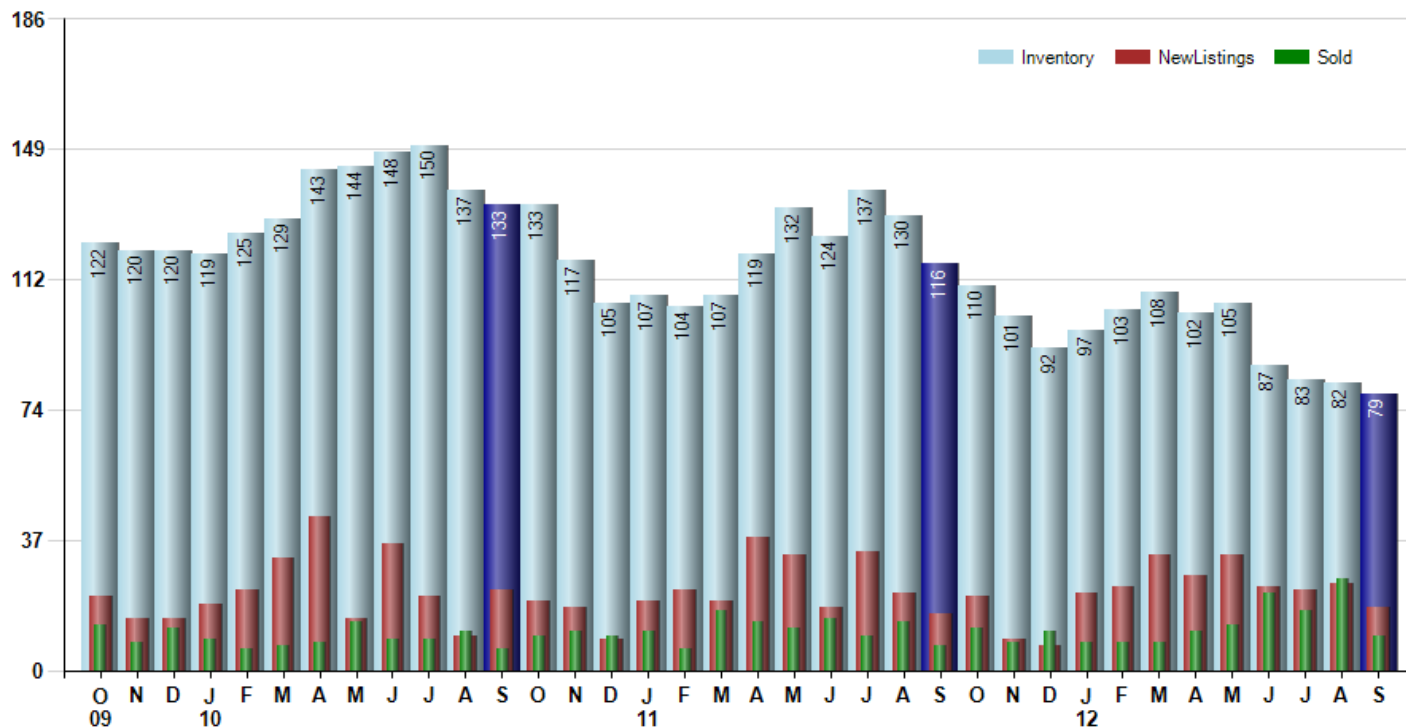
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### Inventory / New Listings / Sales

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 2012 was 18, down -28.0% from 25 last month and up 12.5% from 16 in September of last year.



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	O 09	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	J	J	A	S
Homes Sold	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	13	22	17	26	10
3 Mo. Roll Avg			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	11	15	17	22	18

	(000's) O 09	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	J	J	A	S
Median Sale Price	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	890	1,059	929	808	596
3 Mo. Roll Avg			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	876	905	959	932	778

	O 09	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	J	J	A	S
Inventory	122	120	120	119	125	129	143	144	148	150	137	133	133	117	105	107	104	107	119	132	124	137	130	116	110	101	92	97	103	108	102	105	87	83	82	79
MSI	9	15	10	13	21	18	18	10	16	17	12	22	13	11	11	10	17	6	9	11	8	14	9	17	9	13	8	12	13	14	9	8	4	5	3	8

	O 09	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	J	J	A	S
Days On Market	250	152	170	133	113	185	108	131	150	74	90	138	101	118	96	114	144	172	112	174	145	71	101	65	112	223	89	117	167	128	114	126	96	120	73	73
3 Mo. Roll Avg			191	152	139	144	135	141	130	118	105	101	110	119	105	109	118	143	143	153	144	130	106	79	93	133	141	143	124	137	136	123	112	114	96	89

	O 09	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	J	J	A	S
Price per Sq Ft	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	294	242	271	224
3 Mo. Roll Avg			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	278	271	269	246

	O 09	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	J	J	A	S
Sale to List Price	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	0.931	0.935	0.950	0.939	0.926
3 Mo. Roll Avg			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	0.920	0.926	0.939	0.941	0.938

	O 09	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	J	J	A	S
New Listings	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	24	23	25	18
Inventory	122	120	120	119	125	129	143	144	148	150	137	133	133	117	105	107	104	107	119	132	124	137	130	116	110	101	92	97	103	108	102	105	87	83	82	79
Sales	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	11	13	22	17	26	10	

	(000's) O 09	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	J	J	A	S
Avg Sale Price	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	908	1,133	980	1,094	803
3 Mo. Roll Avg			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	1,153	983	1,007	1,069	959

