

MLS Area: Glencoe



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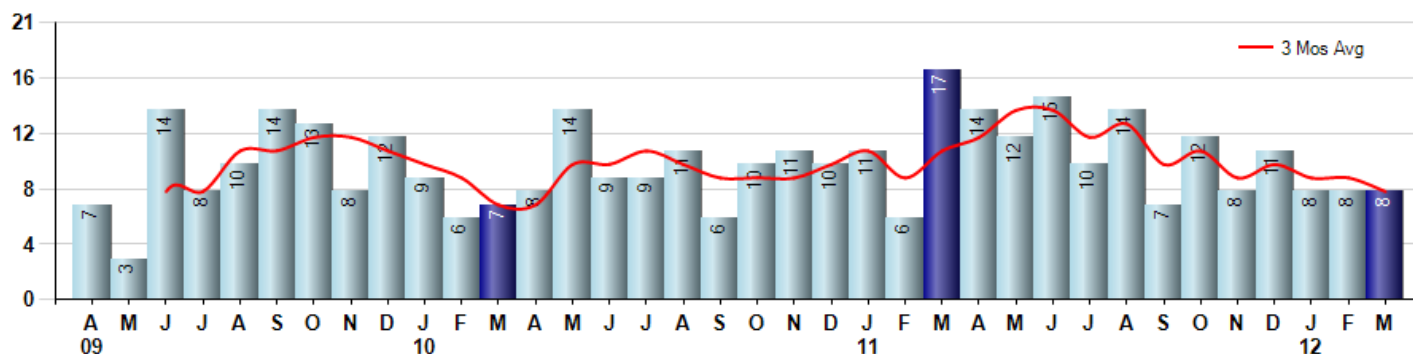
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,199,000	↓		↓				
Average List Price of all Current Listings	\$1,525,471	↓		↓				
March Median Sales Price	\$972,000	↑	↑	↑	↑	\$837,000	↑	↔
March Average Sales Price	\$1,645,063	↑	↑	↑	↑	\$1,313,542	↑	↑
Total Properties Currently for Sale (Inventory)	96	↔		↓				
March Number of Properties Sold	8	↔		↓		24	↓	
March Average Days on Market (Solds)	127	↓	↑	↓	↔	137	↓	↑
March Month's Supply of Inventory	12.0	↔	↑	↑	↑	11.8	↑	↑
March Sale Price vs List Price Ratio	82.3%	↑	↓	↓	↓	83.5%	↓	↓

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

Property Sales

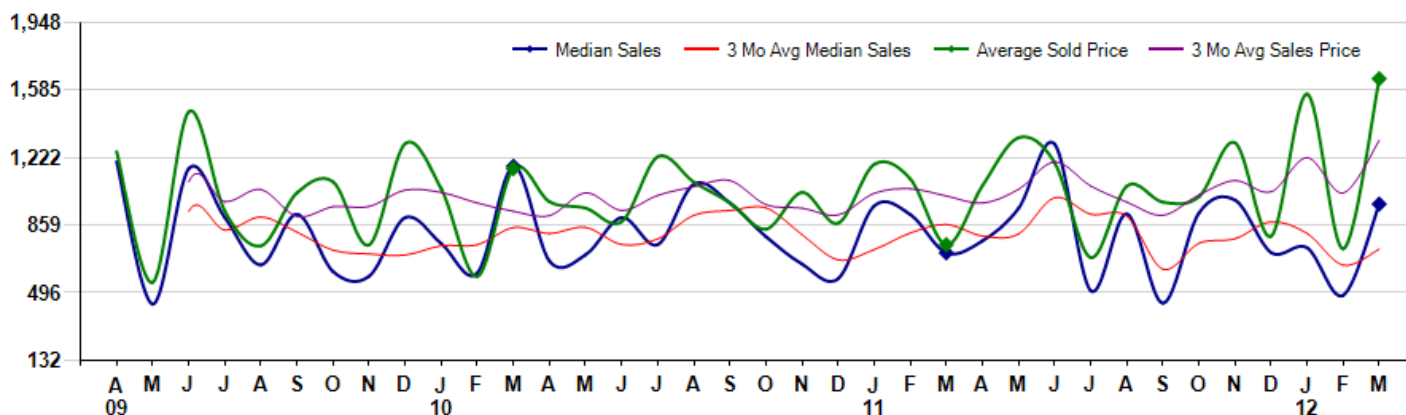
March Property sales were 8, down -52.9% from 17 in March of 2011 and equal to 0.0% 8 sales last month. March 2012 sales were at a mid level compared to March of 2011 and 2010. March YTD sales of 24 are running -29.4% behind last year's year-to-date sales of 34.



Prices

The Median Sales Price in March was \$972,000, up 36.9% from \$710,000 in March of 2011 and up 101.7% from \$482,000 last month. The Average Sales Price in March was \$1,645,063, up 118.2% from \$753,912 in March of 2011 and up 124.5% from \$732,750 last month. March 2012 ASP was at highest level compared to March of 2011 and 2010.

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



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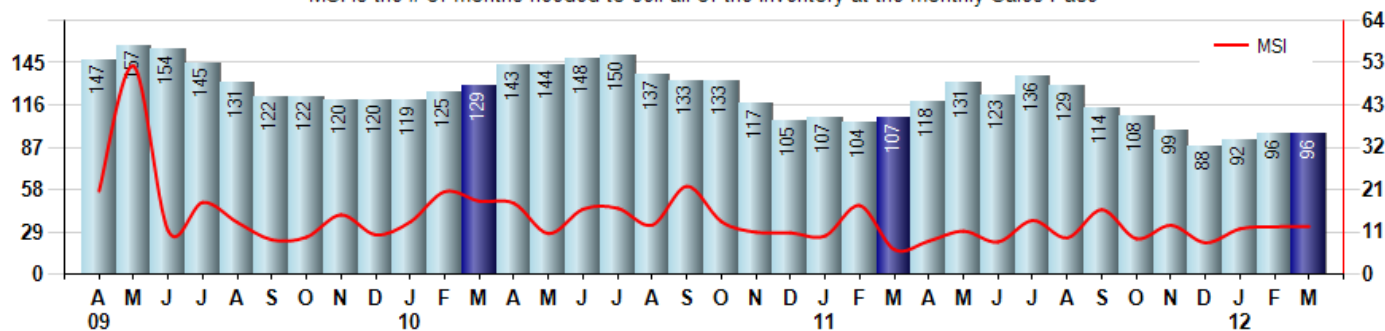
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Inventory & MSI

The Total Inventory of Properties available for sale as of March was 96, equal to 96 last month and down -10.3% from 107 in March of last year. March 2012 Inventory was at the lowest level compared to March of 2011 and 2010.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2012 MSI of 12.0 months was at a mid range compared with March of 2011 and 2010.

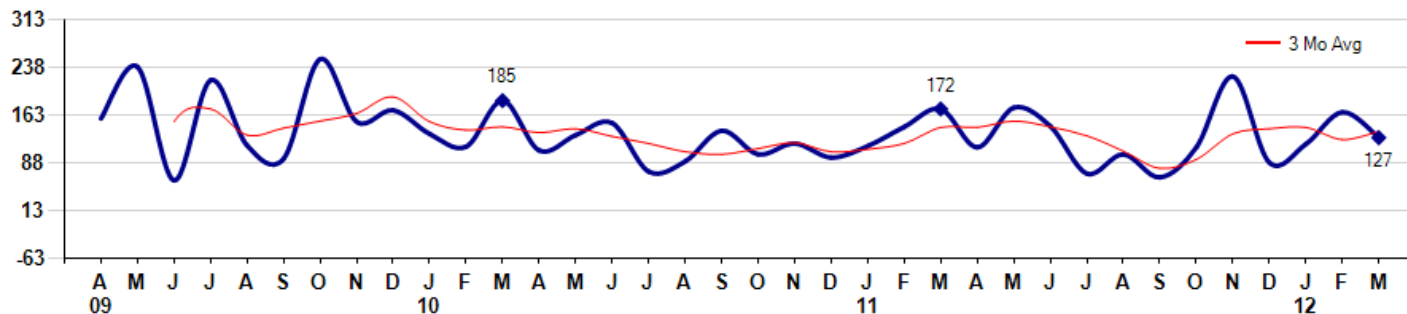
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 March was 127, down -24.0% from 167 days last month and down -26.2% from 172 days in March of last year. The March 2012 DOM was at its lowest level compared with March of 2011 and 2010.

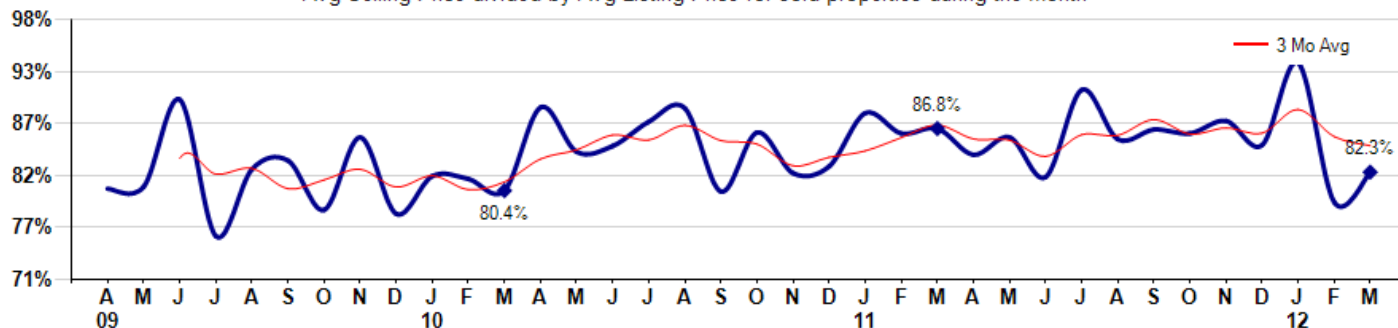
Average Days on Market(Listing to Contract) for properties sold during the month



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 March 2012 Selling Price vs Original List Price of 82.3% was up from 79.2% last month and down from 86.8% in March 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 4/1/2009 through 3/31/2012. 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.



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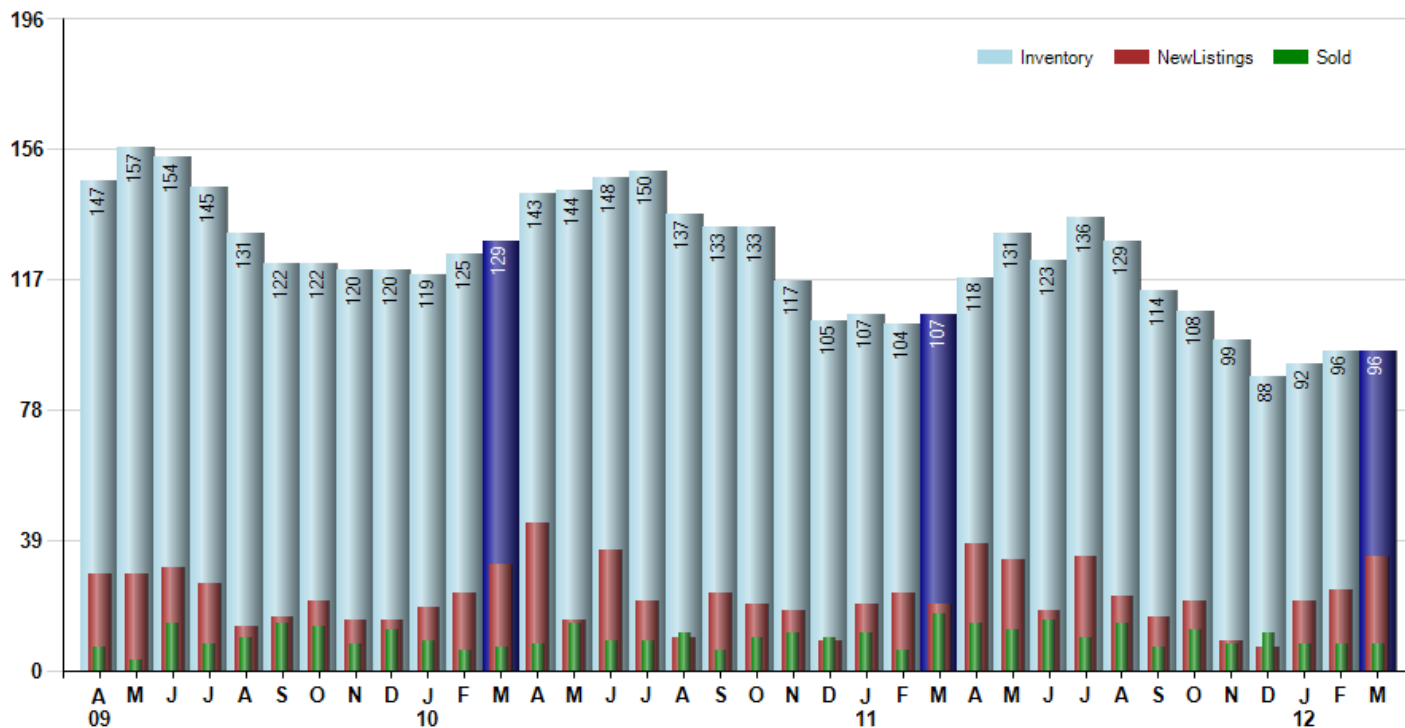
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Inventory / New Listings / Sales

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 March 2012 was 34, up 41.7% from 24 last month and up 70.0% from 20 in March of last year.



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MARKET ACTION REPORT

March 2012

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	A 09	M	J	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
Homes Sold	7	3	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
3 Mo. Roll Avg			8	8	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

	(000's) A 09	M	J	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
Median Sale Price	1,200	435	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
3 Mo. Roll Avg			933	833	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

	A 09	M	J	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
Inventory	147	157	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	114	108	99	88	92	96	96
MSI	21	52	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	12	8	12	12	12

	A 09	M	J	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
Days On Market	157	238	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	127
3 Mo. Roll Avg			152	172	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

	A 09	M	J	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
Price per Sq Ft	0	174	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
3 Mo. Roll Avg			58	132	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

	A 09	M	J	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
Sale to List Price	0.806	0.808	0.898	0.757	0.826	0.835	0.784	0.859	0.780	0.819	0.816	0.804	0.890	0.844	0.850	0.875	0.889	0.803	0.864	0.822	0.829	0.884	0.863	0.868	0.841	0.859	0.818	0.908	0.857	0.867	0.863	0.876	0.851	0.936	0.792	0.823
3 Mo. Roll Avg			0.837	0.821	0.827	0.806	0.815	0.826	0.808	0.819	0.805	0.813	0.837	0.846	0.861	0.856	0.871	0.856	0.852	0.830	0.838	0.845	0.859	0.872	0.857	0.856	0.839	0.862	0.861	0.877	0.862	0.869	0.863	0.888	0.860	0.850

	A 09	M	J	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
New Listings	29	29	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	21	24	34
Inventory	147	157	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	114	108	99	88	92	96	96
Sales	7	3	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

	(000's) A 09	M	J	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
Avg Sale Price	1,254	552	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
3 Mo. Roll Avg			1,091	985	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

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