

MLS Area: Glencoe

ART WILSON

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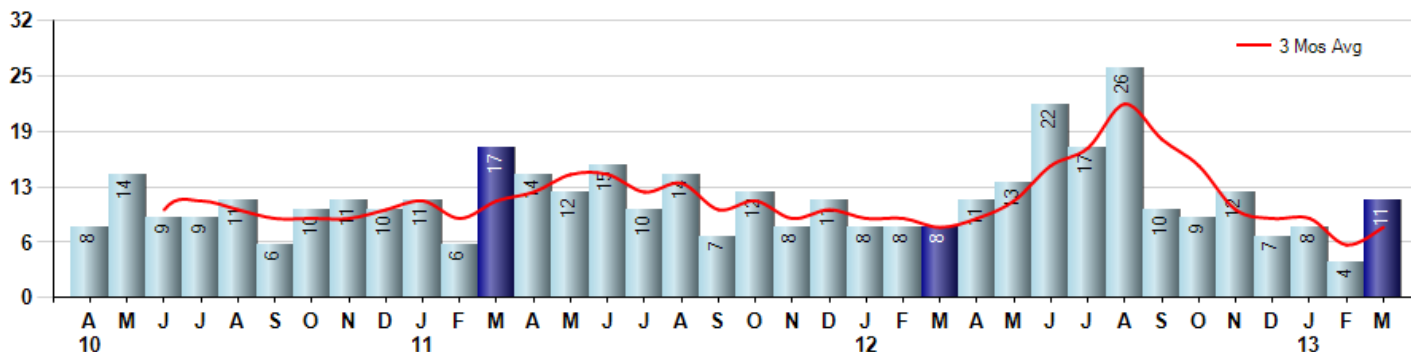
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,585,000	↑		↑				
Average List Price of all Current Listings	\$1,876,466	↑		↑				
March Median Sales Price	\$730,000	↓	↓	↓	↓	\$750,000	↓	↓
March Average Sales Price	\$830,464	↓	↓	↓	↓	\$935,004	↓	↓
Total Properties Currently for Sale (Inventory)	61	↓		↓				
March Number of Properties Sold	11	↑		↑		23	↓	
March Average Days on Market (Solds)	64	↓	↓	↓	↓	83	↓	↓
March Month's Supply of Inventory	5.5	↓	↓	↓	↓	10.5	↓	↑
March Sale Price vs List Price Ratio	95.3%	↑	↑	↑	↑	94.1%	↑	↑

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

Property Sales

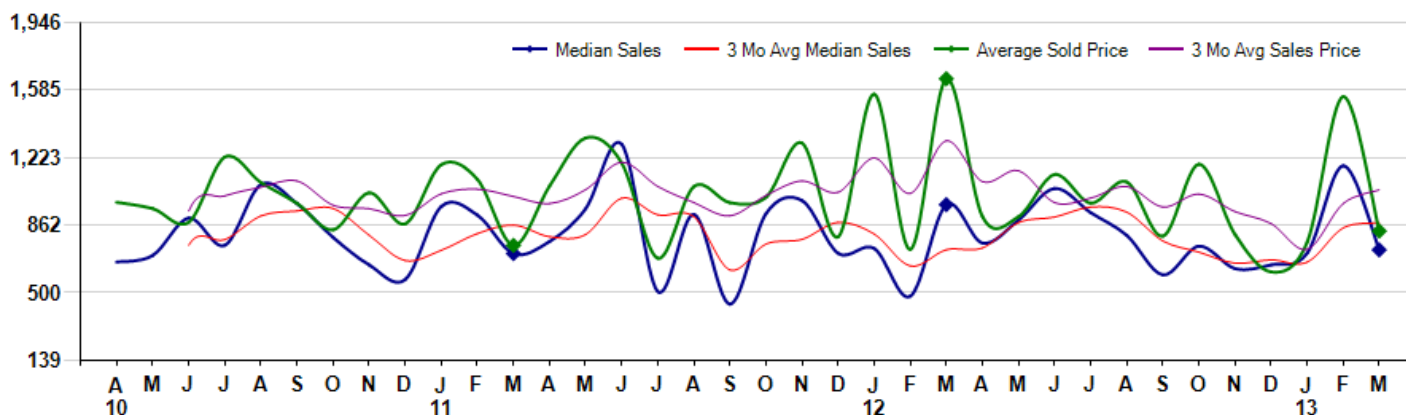
March Property sales were 11, up 37.5% from 8 in March of 2012 and 175.0% higher than the 4 sales last month. March 2013 sales were at a mid level compared to March of 2012 and 2011. March YTD sales of 23 are running -4.2% behind last year's year-to-date sales of 24.



Prices

The Median Sales Price in March was \$730,000, down -24.9% from \$972,000 in March of 2012 and down -38.1% from \$1,180,000 last month. The Average Sales Price in March was \$830,464, down -49.5% from \$1,645,063 in March of 2012 and down -46.4% from \$1,550,000 last month. March 2013 ASP was at a mid range compared to March of 2012 and 2011.

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 4/1/2010 through 3/31/2013. 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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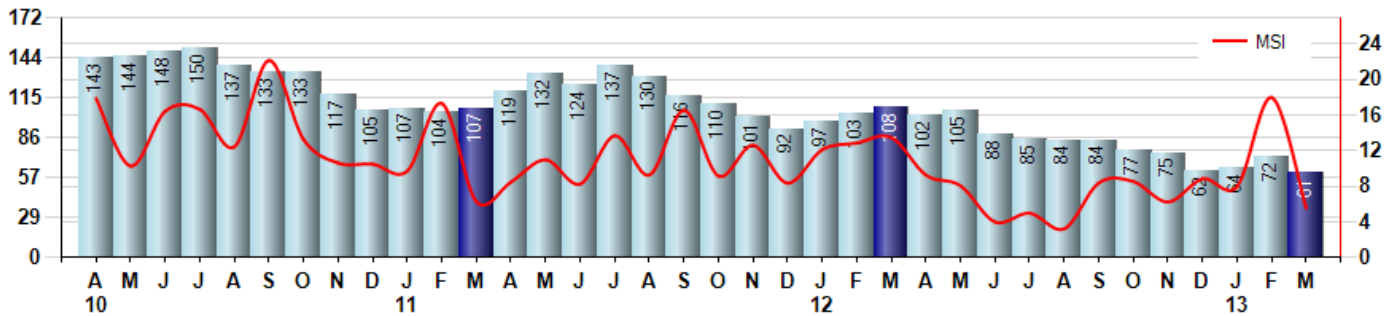
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Inventory & MSI

The Total Inventory of Properties available for sale as of March was 61, down -15.3% from 72 last month and down -43.5% from 108 in March of last year. March 2013 Inventory was at the lowest level compared to March of 2012 and 2011.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2013 MSI of 5.5 months was at its lowest level compared with March of 2012 and 2011.

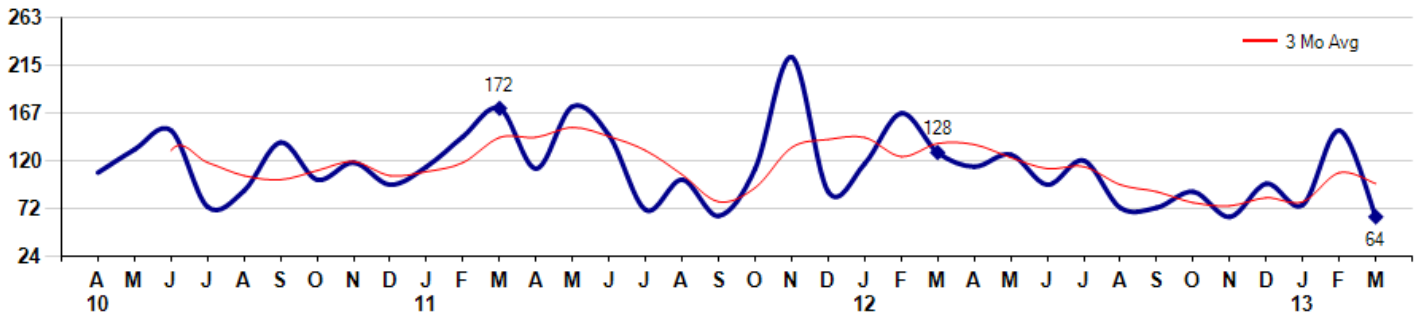
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 64, down -57.3% from 150 days last month and down -50.0% from 128 days in March of last year. The March 2013 DOM was at its lowest level compared with March of 2012 and 2011.

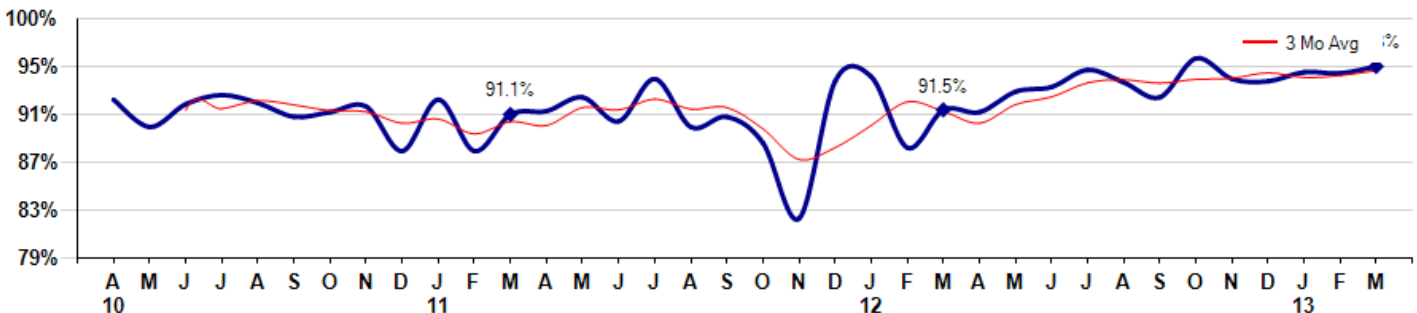
Average Days on Market(Listing to Contract) for properties sold during the month



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 March 2013 Selling Price vs List Price of 95.3% was up from 94.7% last month and up from 91.5% in March of last year.

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



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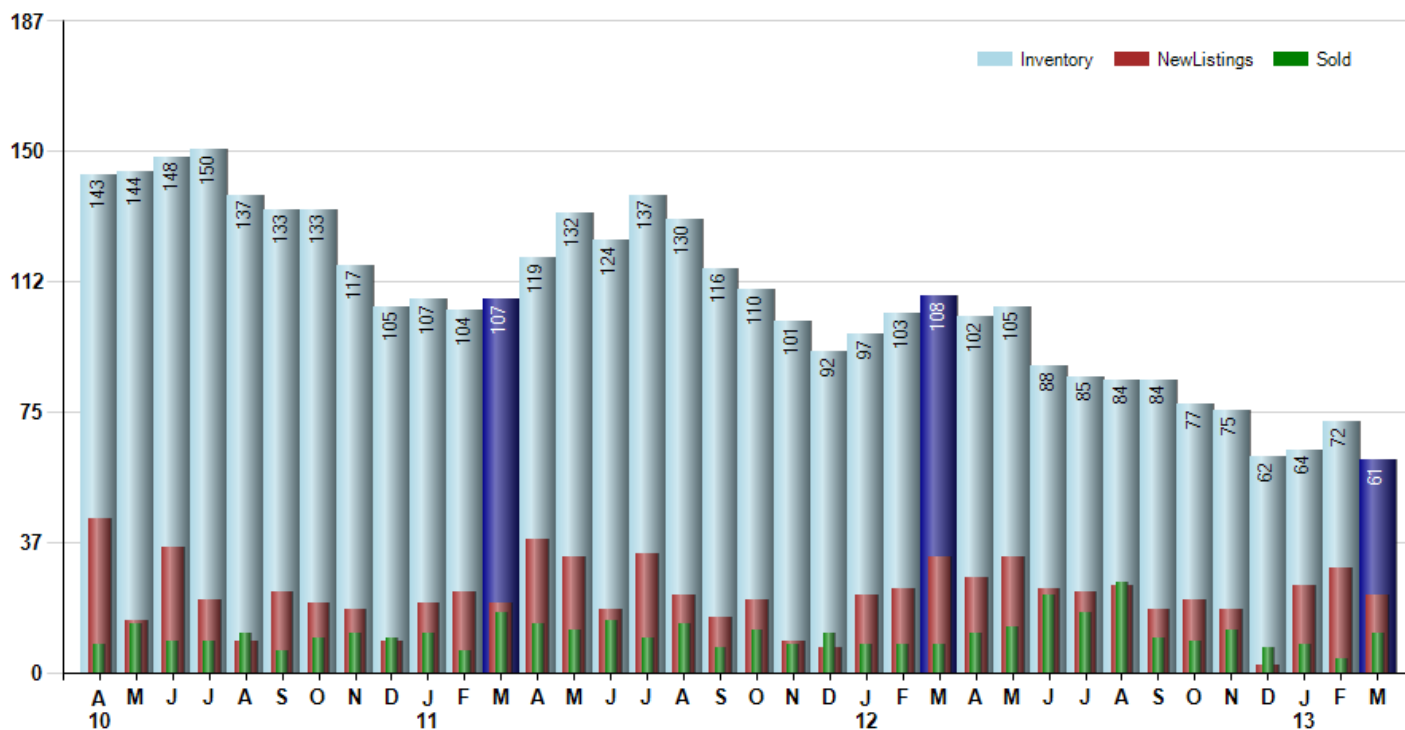
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Inventory / New Listings / Sales

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 March 2013 was 22, down -26.7% from 30 last month and down -33.3% from 33 in March of last year.



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MARKET ACTION REPORT

March 2013

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	A 10	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	O	N	D	J 13	F	M
Homes Sold	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	9	12	7	8	4	11
3 Mo. Roll Avg			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	15	10	9	9	6	8

(000's)	A 10	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	O	N	D	J 13	F	M
Median Sale Price	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	750	630	650	713	1,180	730
3 Mo. Roll Avg			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	718	659	677	664	848	874

	A 10	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	O	N	D	J 13	F	M
Inventory	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	88	85	84	84	77	75	62	64	72	61
MSI	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	9	6	9	8	18	6

	A 10	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	O	N	D	J 13	F	M
Days On Market	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	89	64	97	76	150	64
3 Mo. Roll Avg			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	78	75	83	79	108	97

	A 10	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	O	N	D	J 13	F	M
Price per Sq Ft	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	214	238	245	255	273	249
3 Mo. Roll Avg			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	236	225	232	246	258	259

	A 10	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	O	N	D	J 13	F	M
Sale to List Price	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	0.820	0.940	0.944	0.882	0.915	0.913	0.931	0.935	0.950	0.939	0.926	0.960	0.942	0.940	0.948	0.947	0.953
3 Mo. Roll Avg			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	0.872	0.882	0.901	0.922	0.914	0.903	0.920	0.926	0.939	0.941	0.938	0.942	0.943	0.947	0.943	0.945	0.949

	A 10	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	O	N	D	J 13	F	M
New Listings	44	15	36	21	9	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	21	18	2	25	30	22
Inventory	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	88	85	84	84	77	75	62	64	72	61
Sales	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	9	12	7	8	4	11

(000's)	A 10	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	O	N	D	J 13	F	M
Avg Sale Price	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	1,188	812	612	771	1,550	830
3 Mo. Roll Avg			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	1,028	934	871	732	978	1,051

