

MLS Area: Glencoe



ART WILSON

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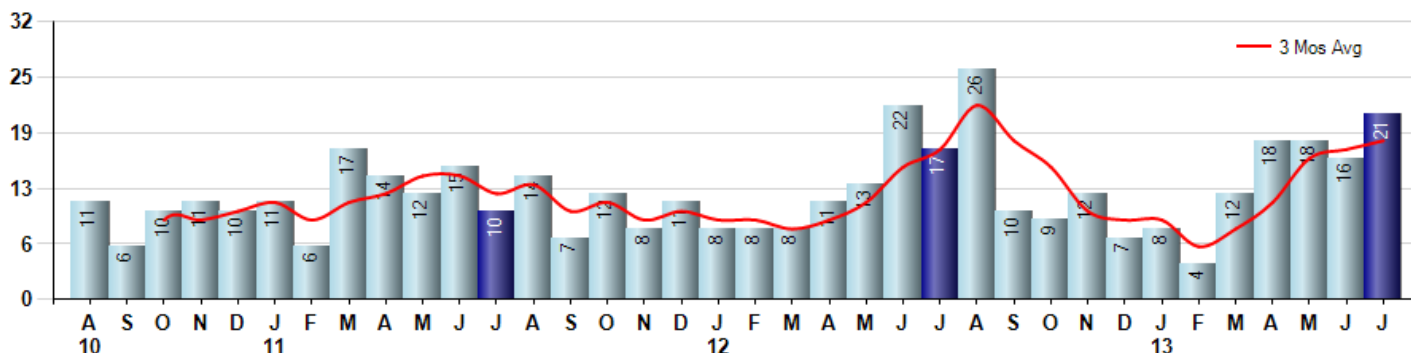
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

| Market Profile & Trends Overview | Month | Trending Versus*: | | | | YTD | Trending Versus*: | |
|---|-------------|-------------------|-----|-----|----|-------------|-------------------|-----------|
| | | LM | L3M | PYM | LY | | PriorYTD | PriorYear |
| Median List Price of all Current Listings | \$1,368,000 | ↓ | | ↑ | | | | |
| Average List Price of all Current Listings | \$1,631,159 | ↓ | | ↑ | | | | |
| July Median Sales Price | \$1,220,000 | ↓ | ↑ | ↑ | ↑ | \$935,000 | ↑ | ↑ |
| July Average Sales Price | \$1,269,476 | ↓ | ↑ | ↑ | ↑ | \$1,082,726 | → | ↑ |
| Total Properties Currently for Sale (Inventory) | 74 | ↑ | | ↓ | | | | |
| July Number of Properties Sold | 21 | ↑ | | ↑ | | 97 | ↑ | |
| July Average Days on Market (Solds) | 65 | ↓ | ↓ | ↓ | ↓ | 85 | ↓ | ↓ |
| July Month's Supply of Inventory | 3.5 | ↓ | ↓ | ↓ | ↓ | 7.0 | ↓ | ↓ |
| July Sale Price vs List Price Ratio | 96.0% | ↑ | ↑ | ↑ | ↑ | 94.2% | ↑ | ↑ |

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

Property Sales

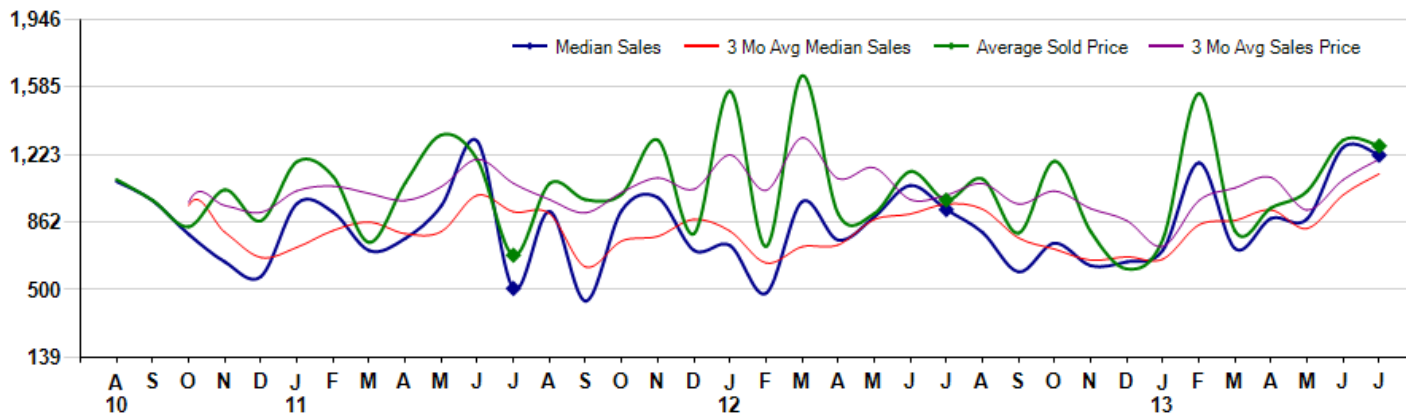
July Property sales were 21, up 23.5% from 17 in July of 2012 and 31.3% higher than the 16 sales last month. July 2013 sales were at their highest level compared to July of 2012 and 2011. July YTD sales of 97 are running 11.5% ahead of last year's year-to-date sales of 87.



Prices

The Median Sales Price in July was \$1,220,000, up 31.3% from \$929,000 in July of 2012 and down -3.4% from \$1,262,500 last month. The Average Sales Price in July was \$1,269,476, up 29.5% from \$980,302 in July of 2012 and down -2.4% from \$1,300,981 last month. July 2013 ASP was at highest level compared to July of 2012 and 2011.

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



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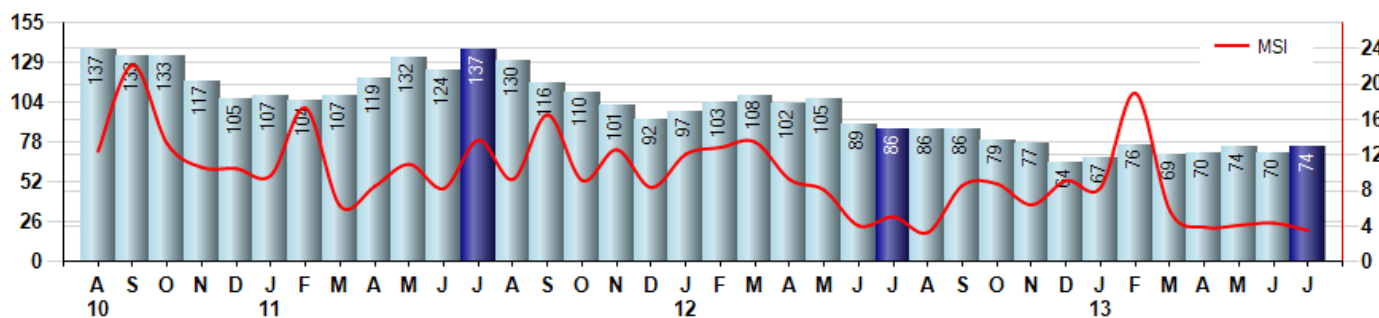
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Inventory & MSI

The Total Inventory of Properties available for sale as of July was 74, up 5.7% from 70 last month and down -14.0% from 86 in July of last year. July 2013 Inventory was at the lowest level compared to July of 2012 and 2011.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The July 2013 MSI of 3.5 months was at its lowest level compared with July of 2012 and 2011.

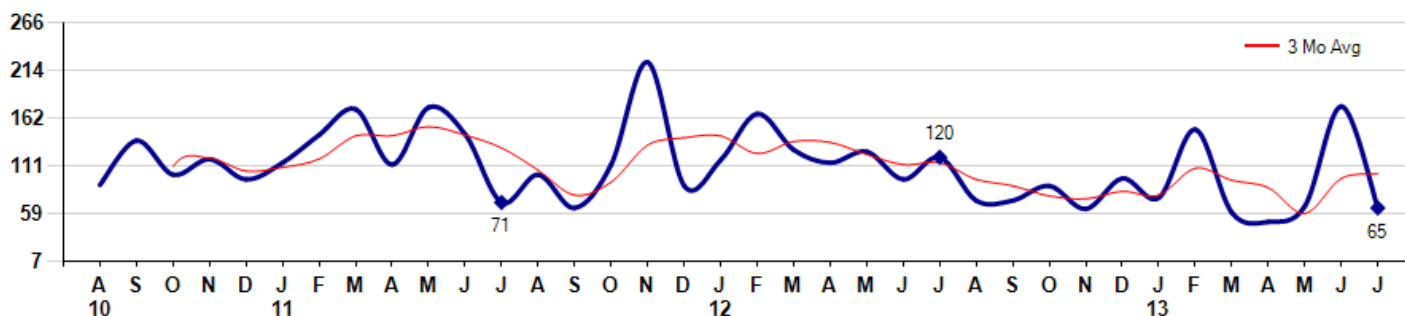
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 July was 65, down -62.9% from 175 days last month and down -45.8% from 120 days in July of last year. The July 2013 DOM was at its lowest level compared with July of 2012 and 2011.

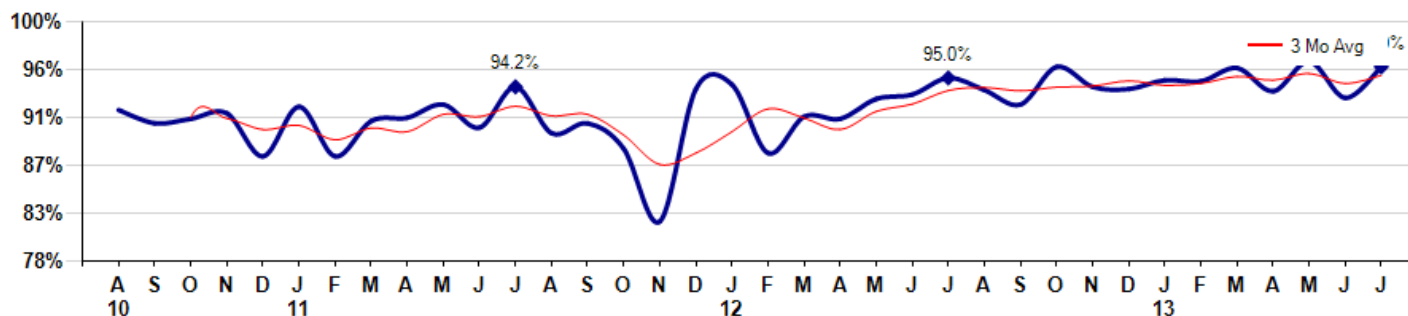
Average Days on Market(Listing to Contract) for properties sold during the month



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 July 2013 Selling Price vs List Price of 96.0% was up from 93.2% last month and up from 95.0% in July of last year.

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



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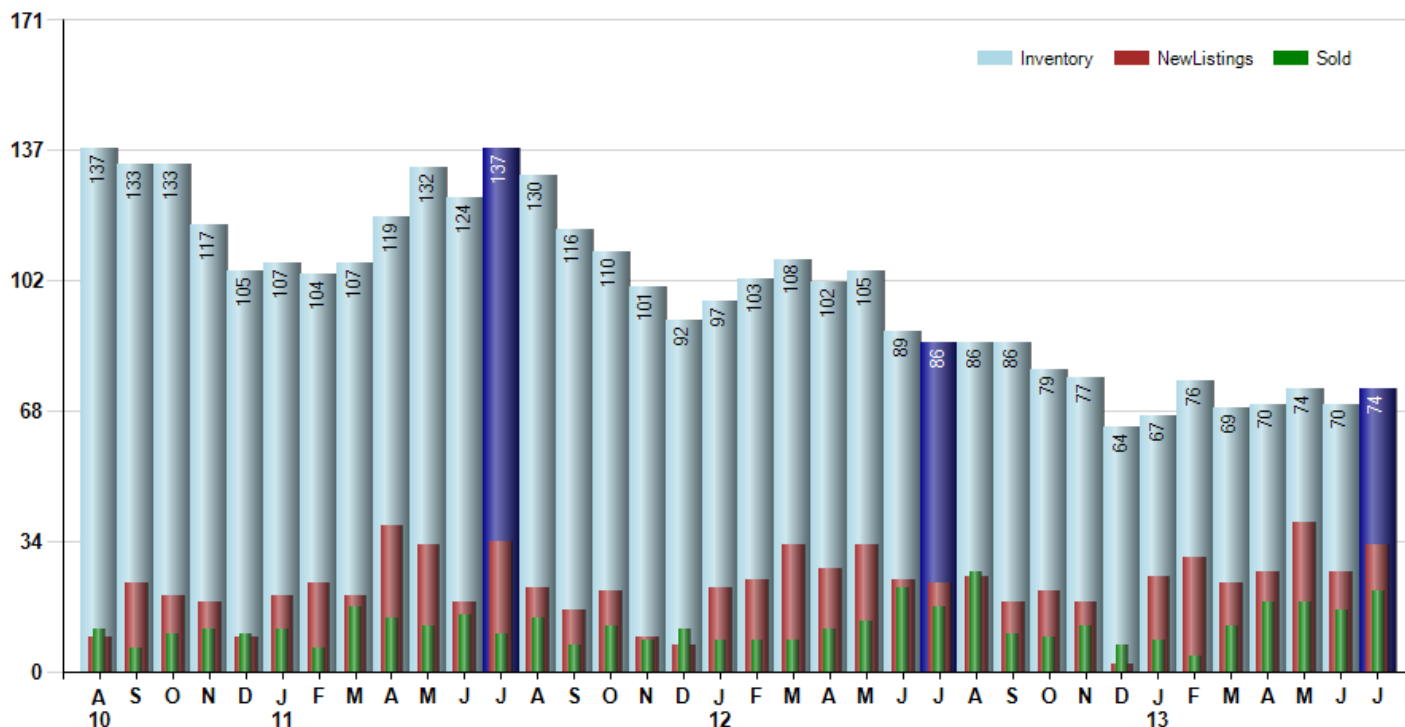
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Inventory / New Listings / Sales

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 July 2013 was 33, up 26.9% from 26 last month and up 43.5% from 23 in July of last year.



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MARKET ACTION REPORT

July 2013

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| | A 10 | 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 | A | M | J | J |
|----------------|------|---|----|----|----|------|---|----|----|----|----|----|----|----|----|---|----|------|---|---|----|----|----|----|----|----|----|----|---|------|---|----|----|----|----|----|
| Homes Sold | 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 | 12 | 18 | 18 | 16 | 21 |
| 3 Mo. Roll Avg | | | 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 | 11 | 16 | 17 | 18 |

| | (000's) A 10 | 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 | A | M | J | J |
|-------------------|--------------|-----|-----|-----|-----|------|-----|-----|-----|-----|-------|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-------|-----|-----|-----|-----|-----|-----|------|-------|-----|-----|-----|-------|-------|
| Median Sale Price | 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 | 721 | 883 | 880 | 1,263 | 1,220 |
| 3 Mo. Roll Avg | | | 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 | 871 | 928 | 828 | 1,008 | 1,121 |

| | A 10 | 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 | A | M | J | J |
|-----------|------|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|----|------|-----|-----|-----|-----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|
| Inventory | 137 | 133 | 133 | 117 | 105 | 107 | 104 | 107 | 119 | 132 | 124 | 137 | 130 | 116 | 110 | 101 | 92 | 97 | 103 | 108 | 102 | 105 | 89 | 86 | 86 | 86 | 79 | 77 | 64 | 67 | 76 | 69 | 70 | 74 | 70 | 74 |
| MSI | 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 | 9 | 9 | 6 | 9 | 8 | 19 | 6 | 4 | 4 | 4 | 4 |

| | A 10 | 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 | A | M | J | J |
|----------------|------|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|----|----|----|----|----|------|-----|----|----|----|-----|-----|
| Days On Market | 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 | 60 | 50 | 67 | 175 | 65 |
| 3 Mo. Roll Avg | | | 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 | 95 | 87 | 59 | 97 | 102 |

| | A 10 | 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 | A | M | J | J |
|-----------------|------|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|
| Price per Sq Ft | 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 | 234 | 293 | 257 | 310 | 307 |
| 3 Mo. Roll Avg | | | 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 | 254 | 267 | 261 | 287 | 291 |

| | A 10 | 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 | A | M | J | J |
|--------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Sale to List Price | 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 | 0.959 | 0.938 | 0.965 | 0.932 | 0.960 |
| 3 Mo. Roll Avg | | | 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 | 0.951 | 0.948 | 0.954 | 0.945 | 0.952 |

| | A 10 | 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 | A | M | J | J |
|--------------|------|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|----|------|-----|-----|-----|-----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|
| New Listings | 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 | 23 | 26 | 39 | 26 | 33 |
| Inventory | 137 | 133 | 133 | 117 | 105 | 107 | 104 | 107 | 119 | 132 | 124 | 137 | 130 | 116 | 110 | 101 | 92 | 97 | 103 | 108 | 102 | 105 | 89 | 86 | 86 | 86 | 79 | 77 | 64 | 67 | 76 | 69 | 70 | 74 | 70 | 74 |
| Sales | 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 | 12 | 18 | 18 | 16 | 21 |

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|----------------|--------------|-----|-----|-------|-----|-------|-------|-------|-------|-------|-------|-------|-------|-----|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-----|-------|-----|-----|------|-------|-------|-------|-------|-------|-------|
| Avg Sale Price | 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 | 815 | 939 | 1,028 | 1,301 | 1,269 |
| 3 Mo. Roll Avg | | | 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 | 1,045 | 1,101 | 927 | 1,089 | 1,199 |

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