

## MLS Area: Glencoe



**ART WILSON**

Broker, Realtor

847-363-1599

www.NorthShoreHomesOnline.com

Art.Wilson@cbexchange.com



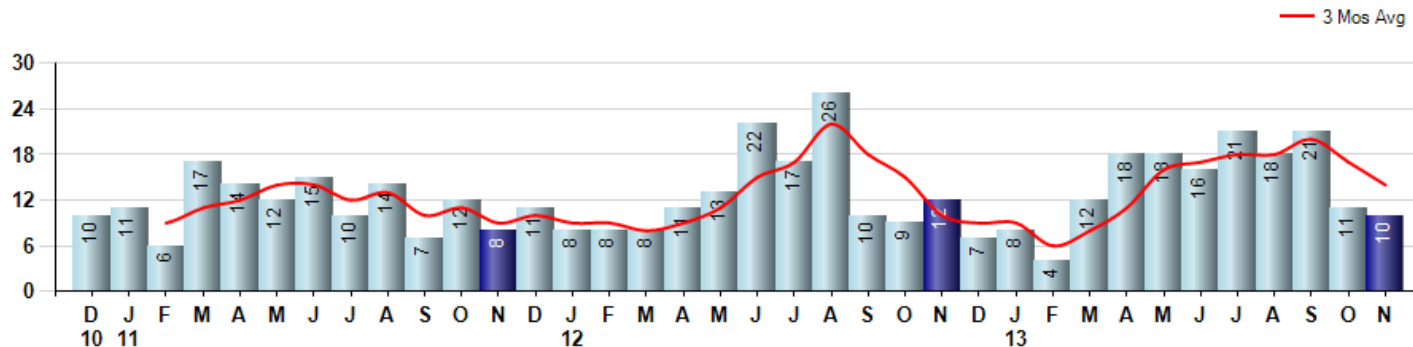
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,357,500	↔		↑				
Average List Price of all Current Listings	\$1,751,922	↑		↑				
November Median Sales Price	\$919,750	↑	↑	↑	↑	\$899,500	↑	↑
November Average Sales Price	\$1,637,400	↑	↑	↑	↑	\$1,105,449	↑	↑
Total Properties Currently for Sale (Inventory)	60	↓		↓				
November Number of Properties Sold	10	↓		↓		157	↑	
November Average Days on Market (Solds)	28	↓	↓	↓	↓	70	↓	↓
November Month's Supply of Inventory	6.0	↓	↑	↓	↓	6.5	↓	↓
November Sale Price vs List Price Ratio	96.3%	↑	↑	↑	↑	94.7%	↑	↑

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

### Property Sales

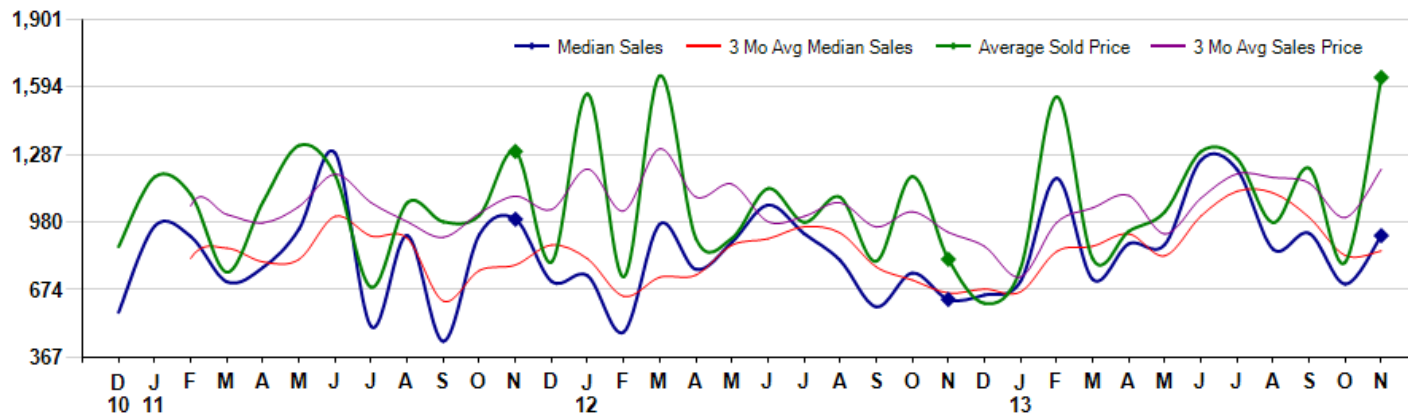
November Property sales were 10, down -16.7% from 12 in November of 2012 and -9.1% lower than the 11 sales last month. November 2013 sales were at a mid level compared to November of 2012 and 2011. November YTD sales of 157 are running 9.0% ahead of last year's year-to-date sales of 144.



### Prices

The Median Sales Price in November was \$919,750, up 46.0% from \$630,000 in November of 2012 and up 31.4% from \$700,000 last month. The Average Sales Price in November was \$1,637,400, up 101.6% from \$812,208 in November of 2012 and up 105.0% from \$798,727 last month. November 2013 ASP was at highest level compared to November of 2012 and 2011.

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



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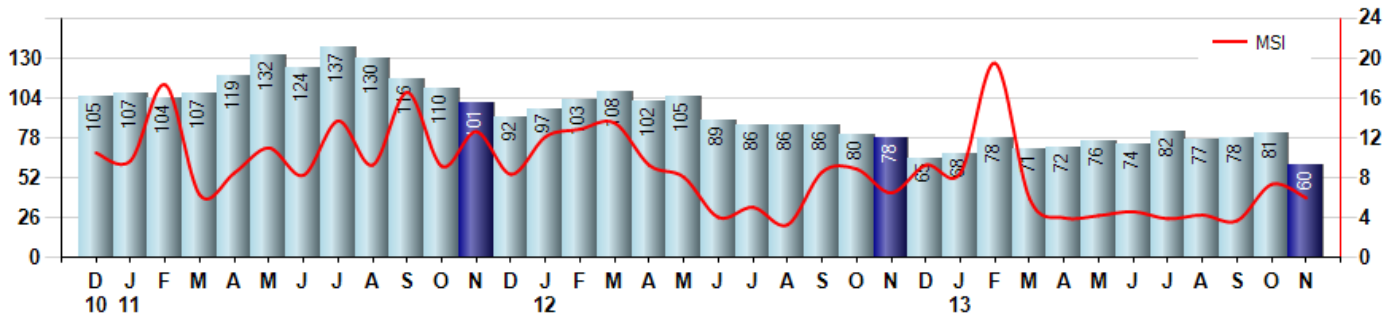
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### Inventory & MSI

The Total Inventory of Properties available for sale as of November was 60, down -25.9% from 81 last month and down -23.1% from 78 in November of last year. November 2013 Inventory was at the lowest level compared to November of 2012 and 2011.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The November 2013 MSI of 6.0 months was at its lowest level compared with November of 2012 and 2011.

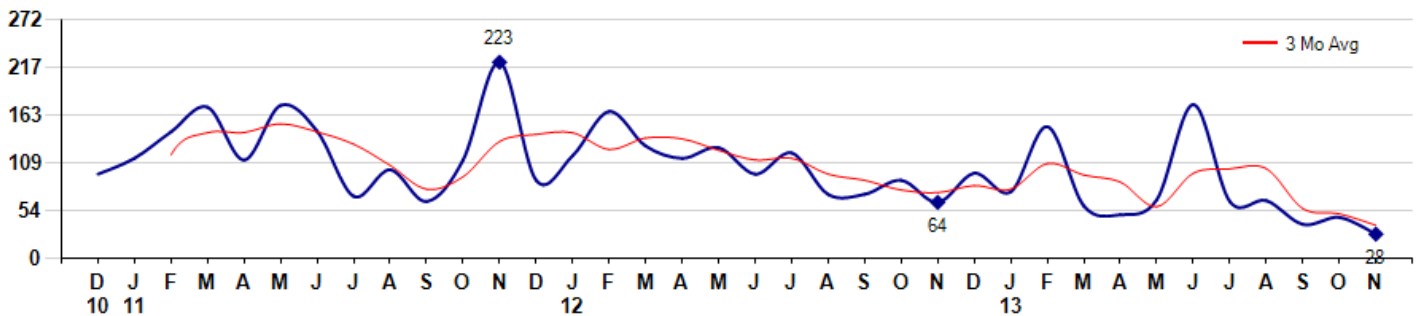
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 November was 28, down -40.4% from 47 days last month and down -56.3% from 64 days in November of last year. The November 2013 DOM was at its lowest level compared with November of 2012 and 2011.

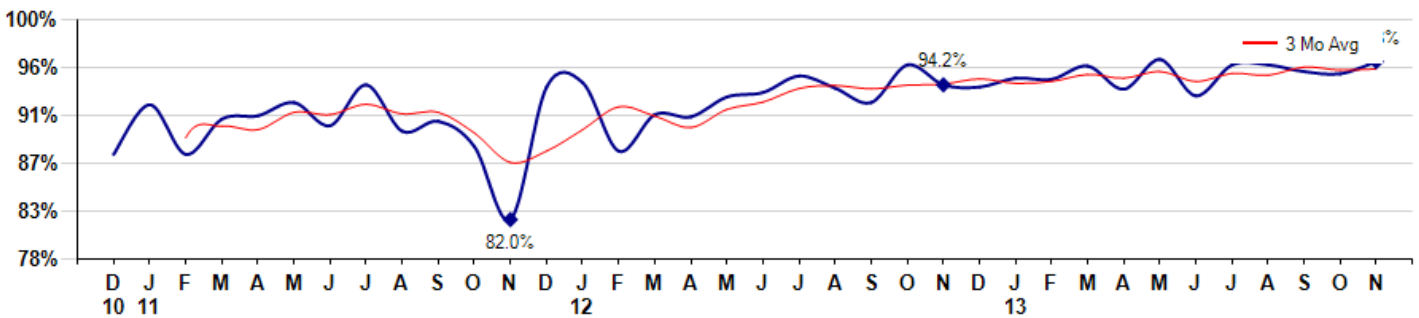
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 November 2013 Selling Price vs List Price of 96.3% was up from 95.2% last month and up from 94.2% in November of last year.

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



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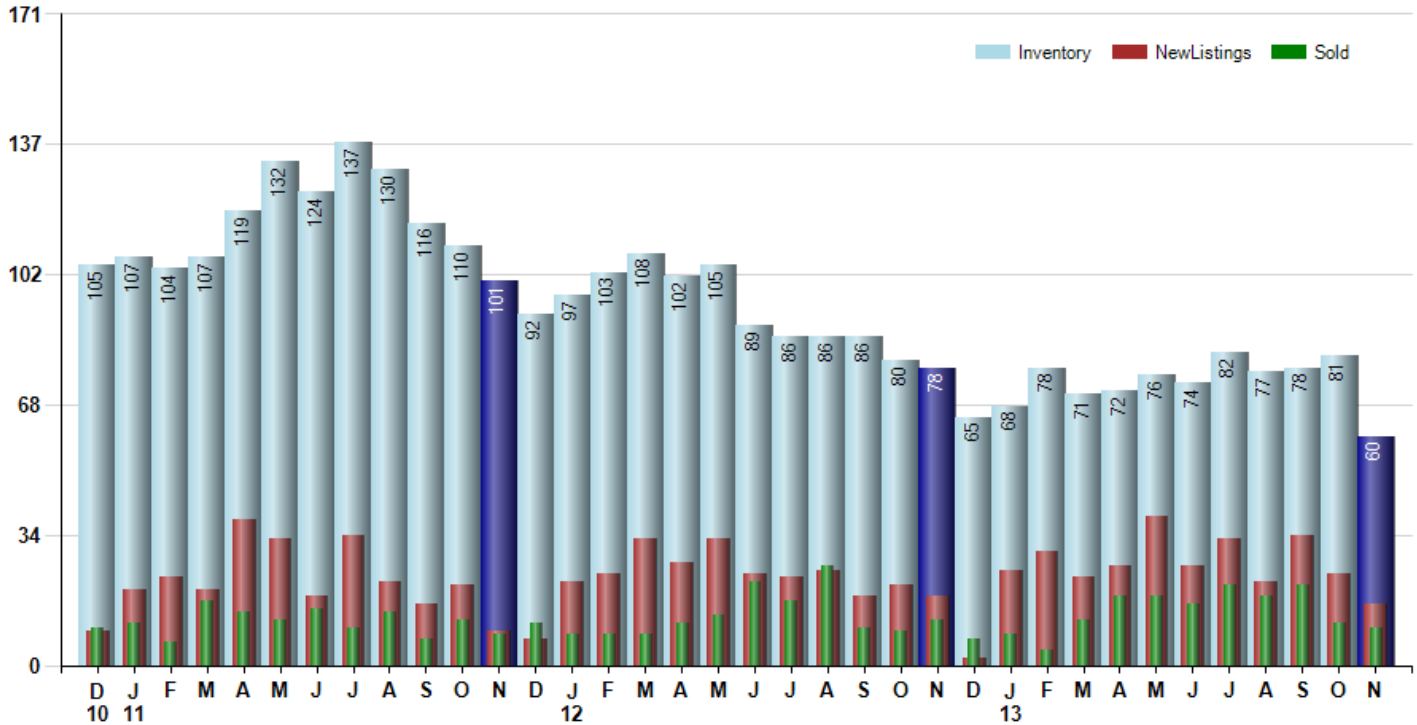
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### Inventory / New Listings / Sales

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 November 2013 was 16, down -33.3% from 24 last month and down -11.1% from 18 in November of last year.



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# MARKET ACTION REPORT

November 2013

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	D 10	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	A	S	O	N
Homes Sold	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	18	21	11	10
3 Mo. Roll Avg			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	18	20	17	14

	(000's) D 10	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	A	S	O	N
Median Sale Price	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	858	930	700	920
3 Mo. Roll Avg			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	1,113	1,003	829	850

	D 10	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	A	S	O	N
Inventory	105	107	104	107	119	132	124	137	130	116	110	101	92	97	103	108	102	105	89	86	86	86	80	78	65	68	78	71	72	76	74	82	77	78	81	60
MSI	11	10	17	6	9	11	8	14	9	17	9	13	8	12	13	14	9	8	4	5	3	9	9	7	9	9	20	6	4	4	5	4	4	4	7	6

	D 10	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	A	S	O	N
Days On Market	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	66	39	47	28
3 Mo. Roll Avg			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	102	57	51	38

	D 10	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	A	S	O	N
Price per Sq Ft	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	295	329	261	255
3 Mo. Roll Avg			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	304	310	295	282

	D 10	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	A	S	O	N
Sale to List Price	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	0.960	0.954	0.952	0.963
3 Mo. Roll Avg			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	0.951	0.958	0.955	0.956

	D 10	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	A	S	O	N
New Listings	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	22	34	24	16
Inventory	105	107	104	107	119	132	124	137	130	116	110	101	92	97	103	108	102	105	89	86	86	86	80	78	65	68	78	71	72	76	74	82	77	78	81	60
Sales	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	18	21	11	10

	(000's) D 10	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	A	S	O	N
Avg Sale Price	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	979	1,226	799	1,637
3 Mo. Roll Avg			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	1,183	1,158	1,001	1,221

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