

MLS Area: Glencoe



ART WILSON

Broker, Realtor

847-363-1599

www.NorthShoreHomesOnline.com

Art.Wilson@cbexchange.com



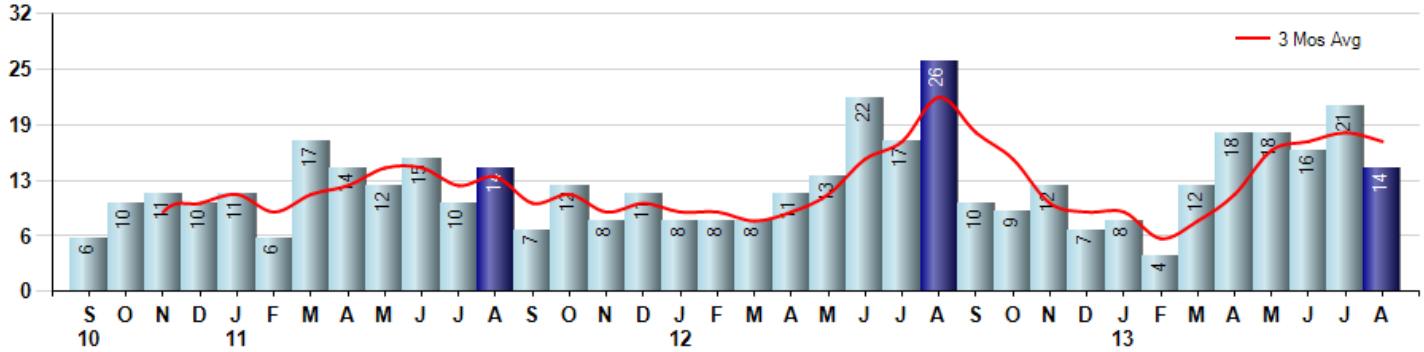
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,417,500	↑		↑				
Average List Price of all Current Listings	\$1,656,604	↑		↑				
August Median Sales Price	\$971,250	↓	↓	↑	↑	\$935,000	↑	↑
August Average Sales Price	\$1,067,107	↓	↓	↓	↑	\$1,080,756	→	↑
Total Properties Currently for Sale (Inventory)	68	↓		↓				
August Number of Properties Sold	14	↓		↓		111	↓	
August Average Days on Market (Solds)	72	↑	↓	↓	↓	83	↓	↓
August Month's Supply of Inventory	4.9	↑	↑	↑	↓	6.8	↓	↓
August Sale Price vs List Price Ratio	95.0%	↓	↑	↑	↑	94.2%	↑	↑

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

Property Sales

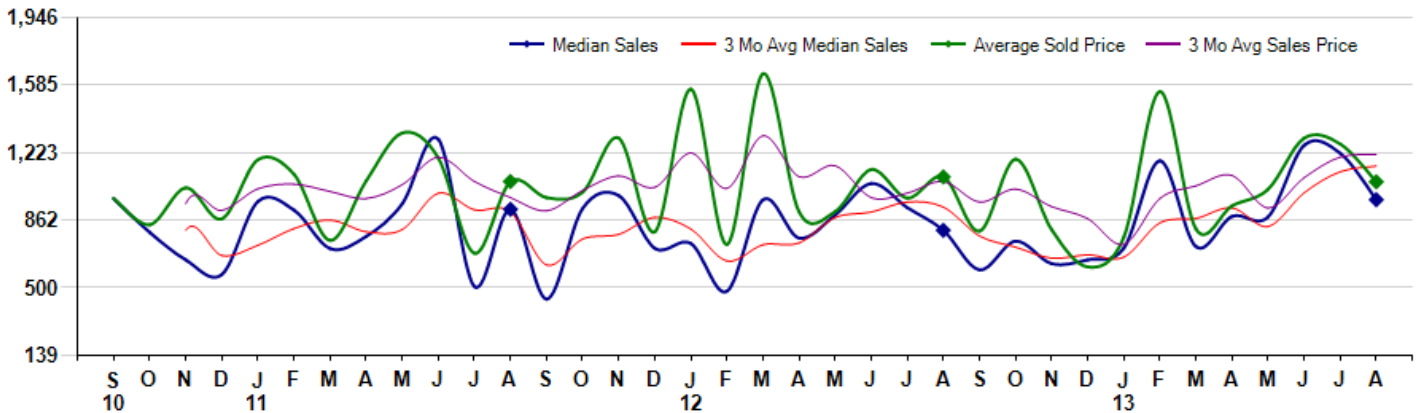
August Property sales were 14, down -46.2% from 26 in August of 2012 and -33.3% lower than the 21 sales last month. August 2013 sales were at their lowest level compared to August of 2012 and 2011. August YTD sales of 111 are running -1.8% behind last year's year-to-date sales of 113.



Prices

The Median Sales Price in August was \$971,250, up 20.3% from \$807,500 in August of 2012 and down -20.4% from \$1,220,000 last month. The Average Sales Price in August was \$1,067,107, down -2.4% from \$1,093,573 in August of 2012 and down -15.9% from \$1,269,476 last month. August 2013 ASP was at the lowest level compared to August of 2012 and 2011.

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



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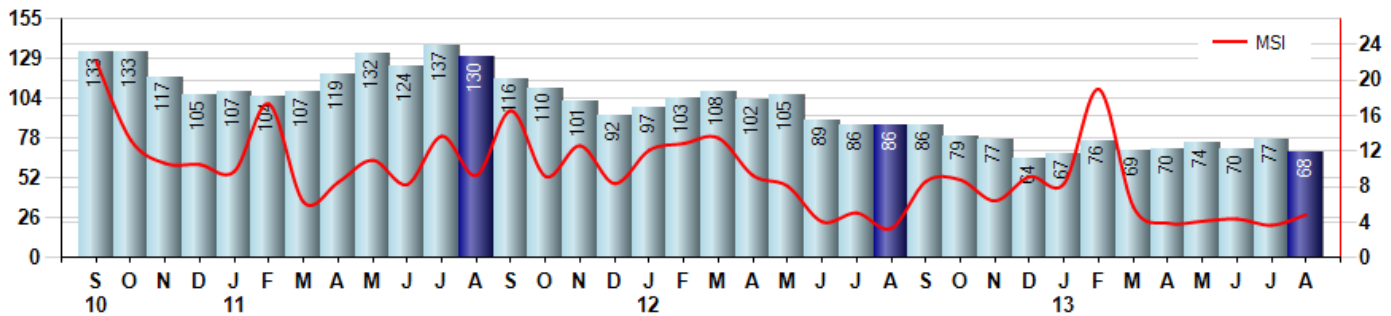
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Inventory & MSI

The Total Inventory of Properties available for sale as of August was 68, down -11.7% from 77 last month and down -20.9% from 86 in August of last year. August 2013 Inventory was at the lowest level compared to August of 2012 and 2011.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The August 2013 MSI of 4.9 months was at a mid range compared with August of 2012 and 2011.

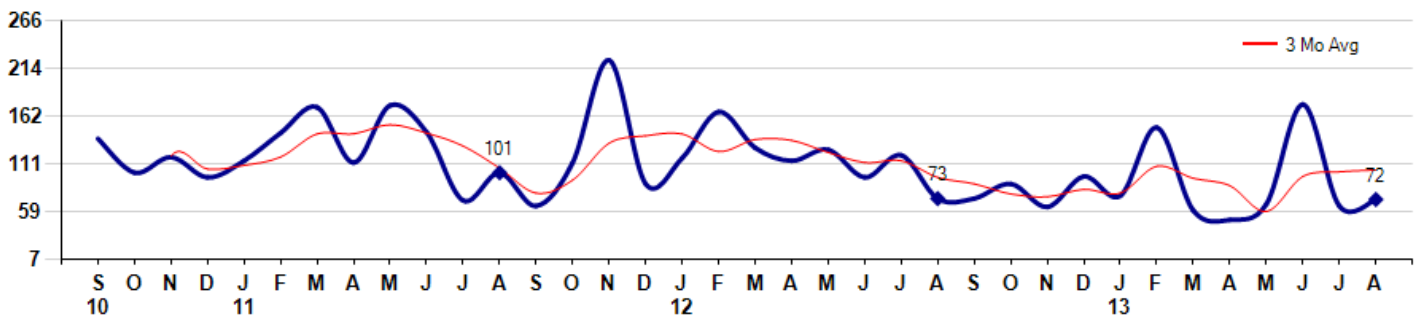
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 August was 72, up 10.8% from 65 days last month and down -1.4% from 73 days in August of last year. The August 2013 DOM was at its lowest level compared with August of 2012 and 2011.

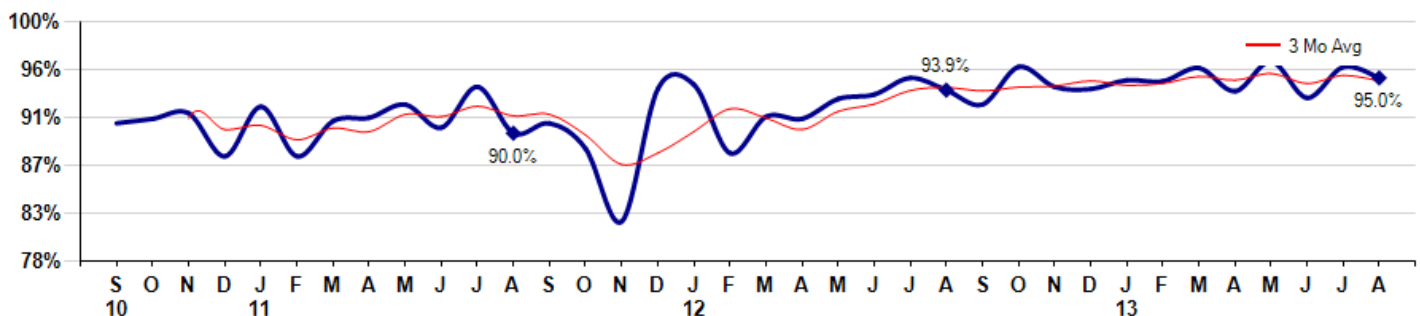
Average Days on Market(Listing to Contract) for properties sold during the month



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 August 2013 Selling Price vs List Price of 95.0% was down from 96.0% last month and up from 93.9% in August of last year.

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



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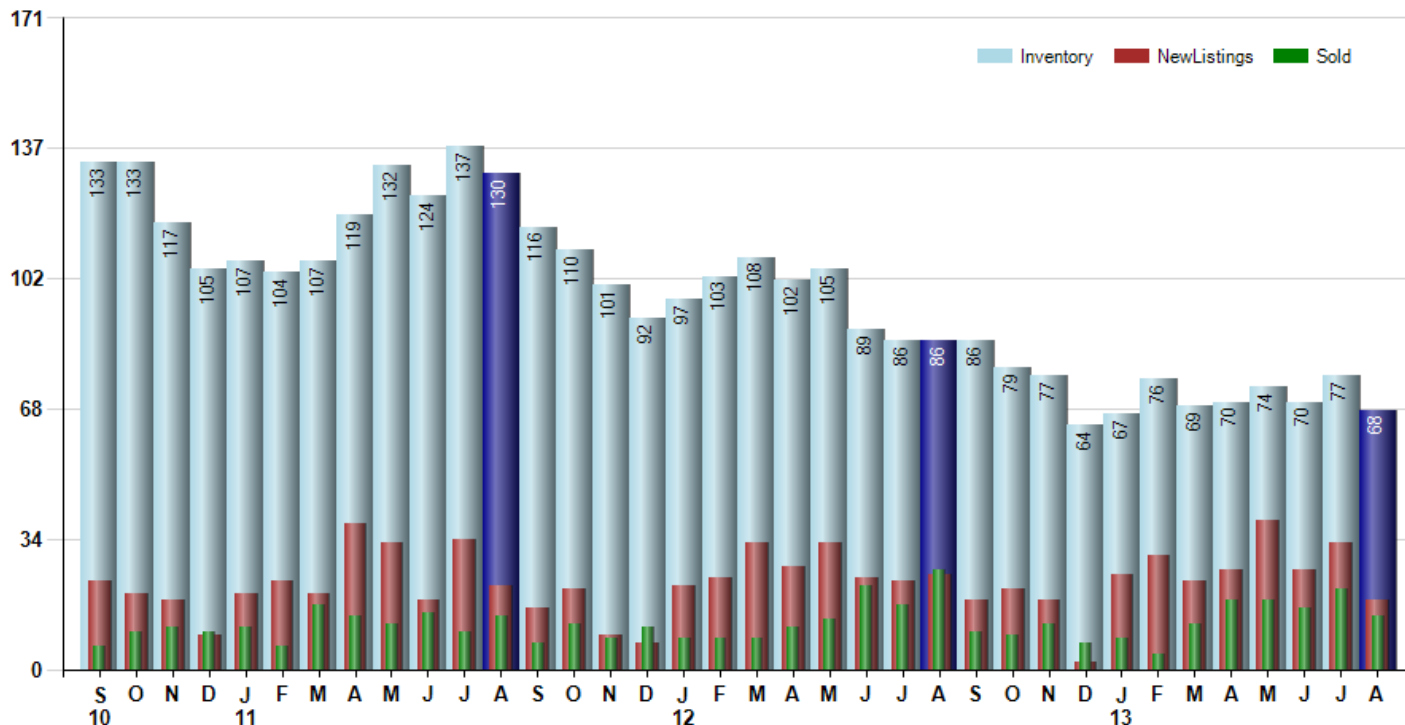
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Inventory / New Listings / Sales

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 August 2013 was 18, down -45.5% from 33 last month and down -28.0% from 25 in August of last year.



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MARKET ACTION REPORT

August 2013

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	S 10	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	A
Homes Sold	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	14
3 Mo. Roll Avg			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	17

	(000's) S 10	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	A
Median Sale Price	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	971
3 Mo. Roll Avg			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	1,151

	S 10	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	A
Inventory	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	77	68
MSI	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	5

	S 10	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	A
Days On Market	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	72
3 Mo. Roll Avg			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	104

	S 10	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	A
Price per Sq Ft	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	275
3 Mo. Roll Avg			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	297

	S 10	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	A
Sale to List Price	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	0.950
3 Mo. Roll Avg			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	0.947

	S 10	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	A
New Listings	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	18
Inventory	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	77	68
Sales	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	14

	(000's) S 10	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	A
Avg Sale Price	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	1,067
3 Mo. Roll Avg			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	1,213

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