MARKET ACTION REPORT

November 2014

MLS Area: Glencoe



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

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Market Profile & Trends Overview	Month	LM	L ₃ M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,399,000	+		1				
Average List Price of all Current Listings	\$1,576,203	+		1			-	
November Median Sales Price	\$777,000	1	+	1	+	\$887,500	+	1
November Average Sales Price	\$1,054,857	+	+	1	+	\$1,193,991	1	•
Total Properties Currently for Sale (Inventory)	70	+		1			-	
November Number of Properties Sold	7	+	-	+	-	122	+	-
November Average Days on Market (Solds)	39	+	+	1	+	63	1	1
November Month's Supply of Inventory	10.0	1	*	1	1	8.7	1	1
November Sale Price vs List Price Ratio	95.2%	1	1	1	1	93.3%	1	1

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

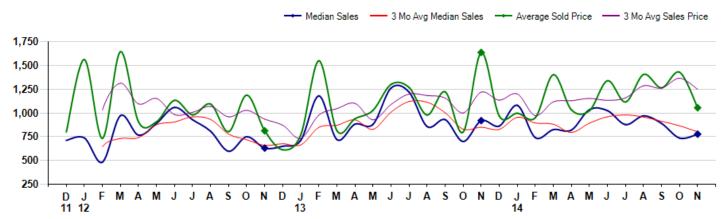
Property Sales

November Property sales were 7, down -30.0% from 10 in November of 2013 and -41.7% lower than the 12 sales last month. November 2014 sales were at their lowest level compared to November of 2013 and 2012. November YTD sales of 122 are running -22.3% behind last year's year-to-date sales of 157.



The Median Sales Price in November was \$777,000, down -15.5% from \$919,750 in November of 2013 and up 5.6% from \$735,500 last month. The Average Sales Price in November was \$1,054,857, down -35.6% from \$1,637,400 in November of 2013 and down -26.2% from \$1,428,700 last month. November 2014 ASP was at a mid range compared to November of 2013 and 2012.

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



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Based on information from Midwest Real Estate Data LLC for the period 12/1/2011 through 11/30/2014. 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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Inventory & MSI

The Total Inventory of Properties available for sale as of November was 70, down -11.4% from 79 last month and equal to 70 in November of last year. November 2014 Inventory was at the lowest level compared to November of 2013 and 2012.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The November 2014 MSI of 10.0 months was at its highest level compared with November of 2013 and 2012.

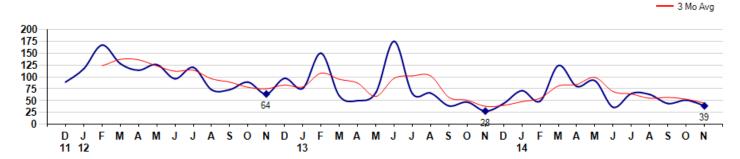
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 39, down -23.5% from 51 days last month and up 39.3% from 28 days in November of last year. The November 2014 DOM was at a mid range compared with November of 2013 and 2012.

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



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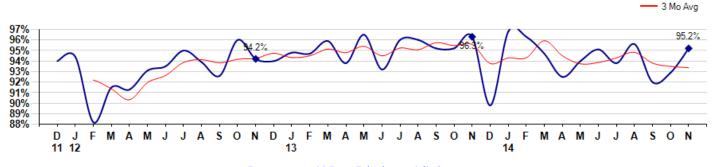


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Selling Price vs Listing Price

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 2014 Selling Price vs List Price of 95.2% was up from 92.9% last month and down from 96.3% in November of last year.

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



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 2014 was 17, down -5.6% from 18 last month and up 6.3% from 16 in November of last year.



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Homes Sold 3 Mo. Roll Avg	D 11 J 12 I	F M 8 8 9 8	11	M J 13 22 11 15		A 26 22	S 10 18		N 12 10	D J 1 7 9	B F 4 0 6	M 12 8	A 18 11	M 18 16	J 16 17	J 21 18	A 18 18	S 21 20	0 11 17	N 10 14	D J 12 11	14 10 11	F 3 8	M 4 6	A 15 7	M 15 11	J 17 16	J 14 15	A 13 15	S 12 13	O N 12 7 12 10
MedianSalePrice 3 Mo. Roll Avg	7's) D 11 J 12 1 712 738 48: 64		767 8	M J 90 1,059 76 905						D J 1 50 71 77 66	1,180		A 883 928		J 1,263 1,008	J 1,220 1,121	A 858 1,113			N 920 850			F 740 894			M 1,035 893				S 890 '	O N 736 777 865 801
Inventory MSI	D 11 J 12 I 92 97 103 8 12 13			M J 06 90 8 4	5 5	A 87 3	S 87 9	O 81 9	N 79 7	D J 1 66 6 9	80	M 74 6	75 4	M 79 4	77 5	J 86 4	A 81 5	S 82 4	O 85 8	N 70 7		14 62 6	F 62 21	M 69 17	A 71 5	M 76 5	J 83 5	J 87 6	A 88 7	S 83 7	O N 79 70 7 10
Days On Market 3 Mo. Roll Avg	D 11 J 12 B 16 12 12 12 12 12 12 12 12 12 12 12 12 12		114 1:	M J 26 96 23 112		A 73 96	S 73 89			D J 1 97 7 83 7	150		A 50 87	M 67 59	J 175 97	5 102	A 66 102	S 39 57	O 47 51	N 28 38	D J 44 40	14 71 48		M 124 81	A 80 84	M 92 99	J 36 69	J 65 64	A 63 55	S 44 57	O N 51 39 53 45
Price per Sq Ft 3 Mo. Roll Avg	D 11 J 12 1 274 333 15: 254		263 2	M J 78 294 76 278				O 214 2 236 2	38 2	D J 1: 45 25: 32 24	273	234	A 293 267		J 310 287	J 307 291	A 295 304	S 328 310		N 255 281		305	F 297 299							S 266 3 291 3	O N 348 327 298 314
Sale to List Price 3 Mo. Roll Avg	D 11 J 12 1 0.940 0.944 0.88 0.92		0.913 0.9	M J 031 0.935 020 0.926		A 0.939 (0.941 (O .960 0.9 .942 0.9	0.9	D J 1 040 0.94 047 0.94	B F 8 0.947 3 0.945				J 0.932 0.945						D J 0.898 0 0.938 0	.968 (F 0.963 (0 0.943 (0			M 0.940 0.937					O N .929 0.952 .935 0.934
New Listings Inventory Sales	D 11 J 12 1 7 22 24 92 97 10 11 8 8		27 103 1	M J 33 24 06 90 13 22	87	A 25 87 26	S 18 87 10	81	N 18 79	D J 1 2 2 66 6 7	30	74	A 26 75 18	M 39 79 18	J 26 77 16	33 86 21	A 22 81 18	S 34 82 21	O 23 85 11	N 16 70 10	D J 4 58 12	14 18 62 10	F 16 62 3	M 27 69 4	A 31 71 15	M 28 76 15	J 35 83 17	J 24 87 14	A 21 88 13	S 23 83 12	O N 18 17 79 70 12 7
Avg Sale Price 3 Mo. Roll Avg	0's) D 11 J 12 1 800 1,563 73; 1,03		907 9	M J 08 1,133 153 983						D J 1 12 77 71 73	1,550		A 939 1,101		′	J 1,269 1,199					968 9		F 951 ¹ 972 ¹	·	· 1	M 1,024 1,154	′		A 1,405 1 1,287 1		O N ,429 1,055 ,366 1,249

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