

## MLS Area: Glencoe



**ART WILSON**

Broker, Realtor

847-363-1599

www.NorthShoreHomesOnline.com

Art.Wilson@cbexchange.com



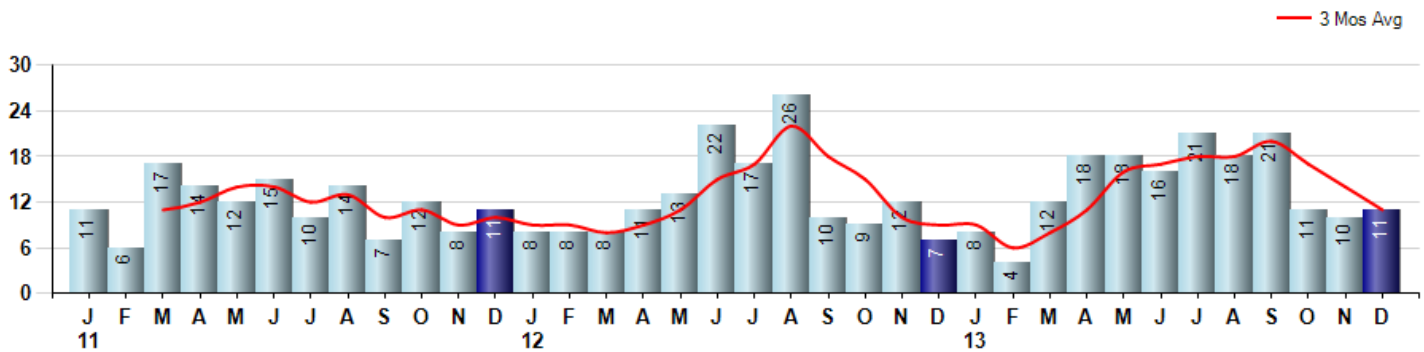
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,324,500	↓		↓				
Average List Price of all Current Listings	\$1,706,064	↓		↑				
December Median Sales Price	\$825,000	↓	↓	↑	↑	\$892,250	↑	↑
December Average Sales Price	\$941,955	↓	↓	↑	↓	\$1,094,744	↑	↑
Total Properties Currently for Sale (Inventory)	50	↓		↓				
December Number of Properties Sold	11	↑		↑		168	↑	
December Average Days on Market (Solds)	46	↑	↑	↓	↓	69	↓	↓
Asking Price per Square Foot (based on New Listings)	\$282	↓	↓	↓	↓	\$357	↑	↑
December Sold Price per Square Foot	\$269	↑	↓	↑	↑	\$287	↑	↑
December Month's Supply of Inventory	4.5	↓	↓	↓	↓	6.4	↓	↓
December Sale Price vs List Price Ratio	89.0%	↓	↓	↓	↓	94.1%	↑	↑

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

### Property Sales

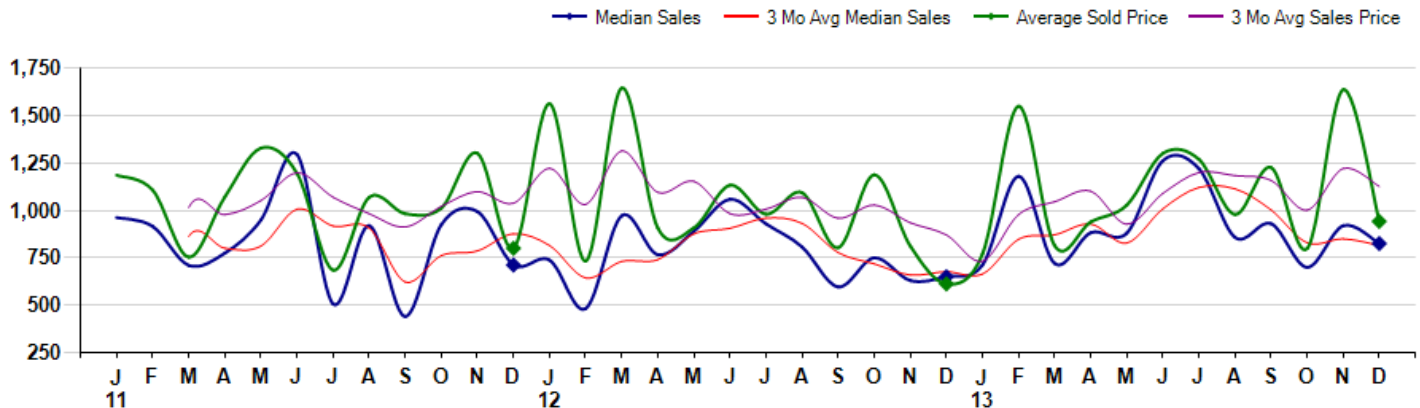
December Property sales were 11, up 57.1% from 7 in December of 2012 and 10.0% higher than the 10 sales last month. December 2013 sales were at a mid level compared to December of 2012 and 2011. December YTD sales of 168 are running 11.3% ahead of last year's year-to-date sales of 151.



### Prices

The Median Sales Price in December was \$825,000, up 26.9% from \$650,000 in December of 2012 and down -10.3% from \$919,750 last month. The Average Sales Price in December was \$941,955, up 53.8% from \$612,286 in December of 2012 and down -42.5% from \$1,637,400 last month. December 2013 ASP was at highest level compared to December of 2012 and 2011.

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



## MLS Area: Glencoe



**ART WILSON**  
 Broker, Realtor  
 847-363-1599  
 www.NorthShoreHomesOnline.com  
 Art.Wilson@cbexchange.com



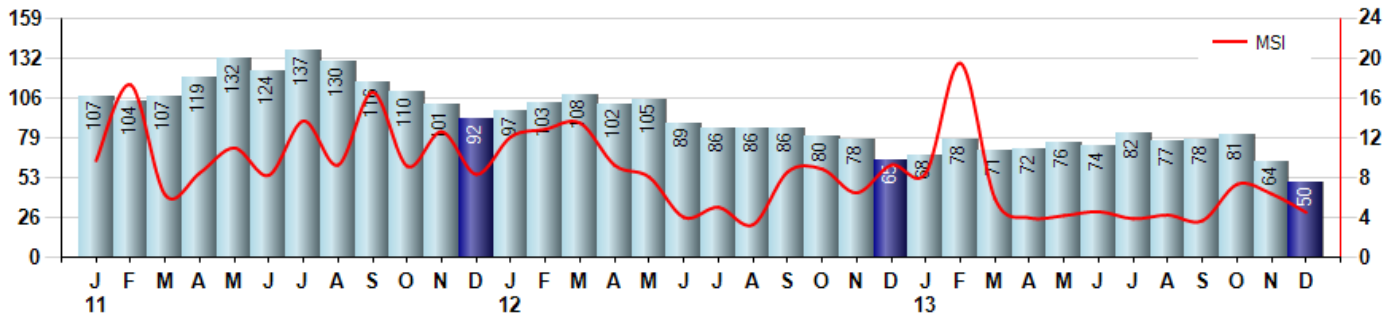
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

### Inventory & MSI

The Total Inventory of Properties available for sale as of December was 50, down -21.9% from 64 last month and down -23.1% from 65 in December of last year. December 2013 Inventory was at the lowest level compared to December of 2012 and 2011.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2013 MSI of 4.5 months was at its lowest level compared with December of 2012 and 2011.

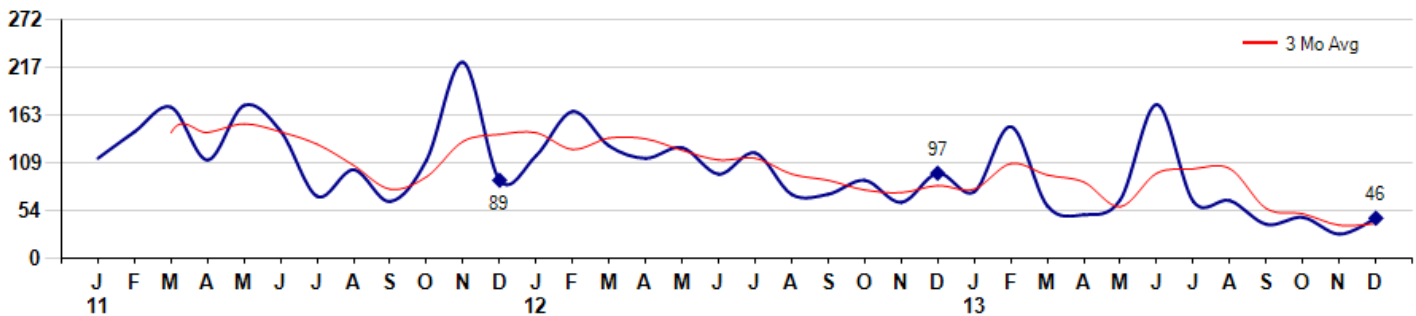
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 December was 46, up 64.3% from 28 days last month and down -52.6% from 97 days in December of last year. The December 2013 DOM was at its lowest level compared with December of 2012 and 2011.

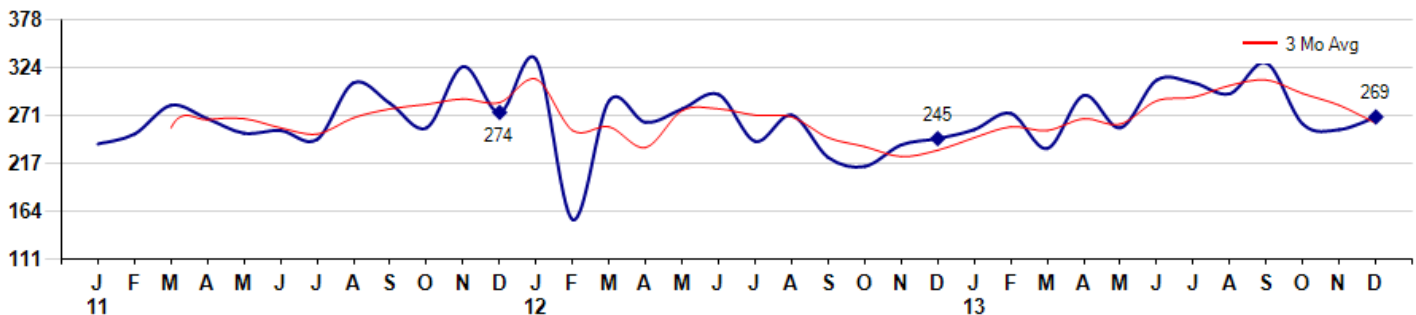
Average Days on Market (Listing to Contract) for properties sold during the month



### Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The December 2013 Selling Price per Square Foot of \$269 was up 5.5% from \$255 last month and up 9.8% from \$245 in December of last year.

Average Selling Price per Square Foot for properties that sold during the month



© 2014 Coldwell Banker Real Estate LLC. All Rights Reserved. Coldwell Banker Residential Brokerage fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Coldwell Banker Residential Brokerage is operated by a subsidiary of NRT LLC. Coldwell Banker and the Coldwell Banker Logo are registered service marks owned by Coldwell Banker Real Estate LLC.

Based on information from Midwest Real Estate Data LLC for the period 1/1/2011 through 12/31/2013. 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.



## MLS Area: Glencoe



**ART WILSON**

Broker, Realtor

847-363-1599

www.NorthShoreHomesOnline.com

Art.Wilson@cbexchange.com

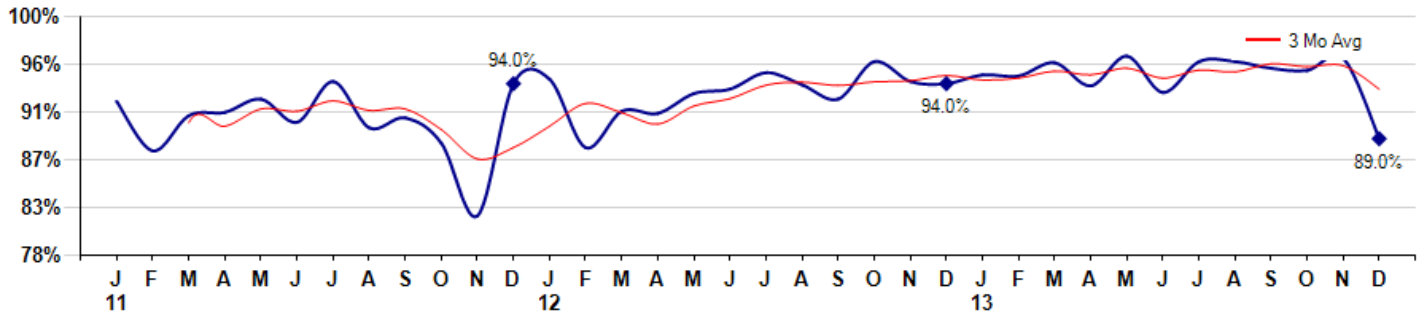


Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

### Selling Price vs Listing Price

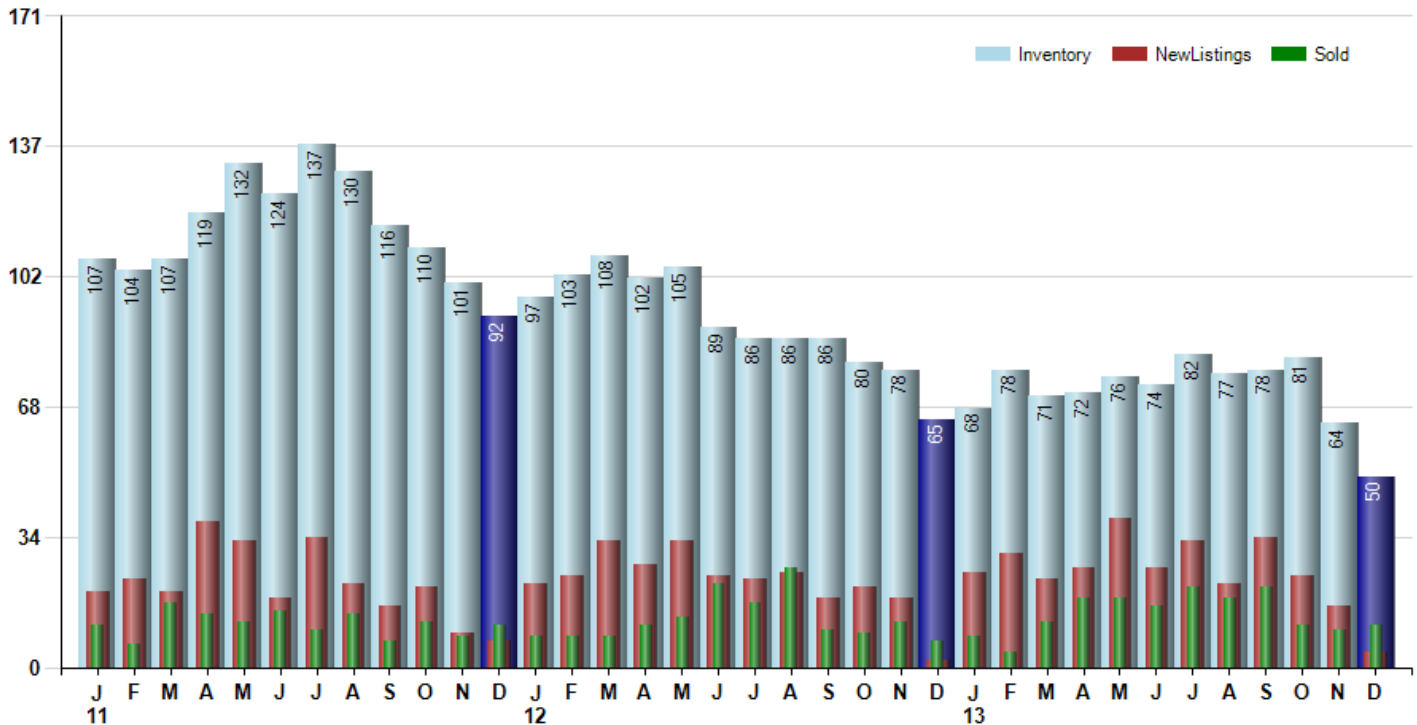
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The December 2013 Selling Price vs List Price of 89.0% was down from 96.3% last month and down from 94.0% in December 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 December 2013 was 4, down -75.0% from 16 last month and up 100.0% from 2 in December of last year.



© 2014 Coldwell Banker Real Estate LLC. All Rights Reserved. Coldwell Banker Residential Brokerage fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Coldwell Banker Residential Brokerage is operated by a subsidiary of NRT LLC. Coldwell Banker and the Coldwell Banker Logo are registered service marks owned by Coldwell Banker Real Estate LLC.

Based on information from Midwest Real Estate Data LLC for the period 1/1/2011 through 12/31/2013. 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.



# MARKET ACTION REPORT

December 2013

## 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

	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	D
Homes Sold	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	11
3 Mo. Roll Avg			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	11

(000's)	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	D
Median Sale Price	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	825
3 Mo. Roll Avg			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	815

	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	D
Inventory	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	64	50
MSI	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	5

	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	D
Days On Market	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	46
3 Mo. Roll Avg			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	40

	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	D
Price per Sq Ft	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	269
3 Mo. Roll Avg			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	262

	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	D
Sale to List Price	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	0.890
3 Mo. Roll Avg			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	0.935

	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	D
New Listings	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	4
Inventory	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	64	50
Sales	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	11

(000's)	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	D
Avg Sale Price	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	942
3 Mo. Roll Avg			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	1,126

© 2014 Coldwell Banker Real Estate LLC. All Rights Reserved. Coldwell Banker Residential Brokerage fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Coldwell Banker Residential Brokerage is operated by a subsidiary of NRT LLC. Coldwell Banker and the Coldwell Banker Logo are registered service marks owned by Coldwell Banker Real Estate LLC.

Based on information from Midwest Real Estate Data LLC for the period 1/1/2011 through 12/31/2013. 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.

