

MLS Area: Glencoe



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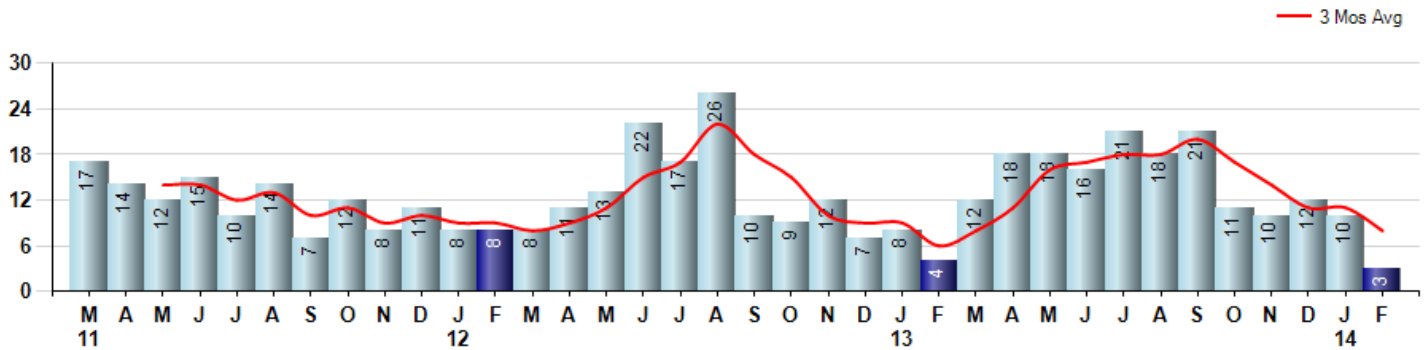
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

| Market Profile & Trends Overview | Month | Trending Versus*: | | | | YTD | Trending Versus*: | |
|---|-------------|-------------------|-----|-----|----|-------------|-------------------|-----------|
| | | LM | L3M | PYM | LY | | PriorYTD | PriorYear |
| Median List Price of all Current Listings | \$1,350,000 | ↑ | | ↓ | | | | |
| Average List Price of all Current Listings | \$1,617,687 | ↓ | | ↔ | | | | |
| February Median Sales Price | \$740,000 | ↓ | ↓ | ↓ | ↓ | \$1,061,655 | ↑ | ↑ |
| February Average Sales Price | \$950,500 | ↓ | ↓ | ↓ | ↓ | \$986,858 | ↓ | ↓ |
| Total Properties Currently for Sale (Inventory) | 55 | ↓ | | ↓ | | | | |
| February Number of Properties Sold | 3 | ↓ | | ↓ | | 13 | ↑ | |
| February Average Days on Market (Solds) | 49 | ↓ | ↑ | ↓ | ↓ | 66 | ↓ | ↓ |
| February Month's Supply of Inventory | 18.3 | ↑ | ↑ | ↓ | ↑ | 12.0 | ↓ | ↑ |
| February Sale Price vs List Price Ratio | 96.3% | ↓ | ↑ | ↑ | ↑ | 95.4% | ↑ | ↑ |

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

Property Sales

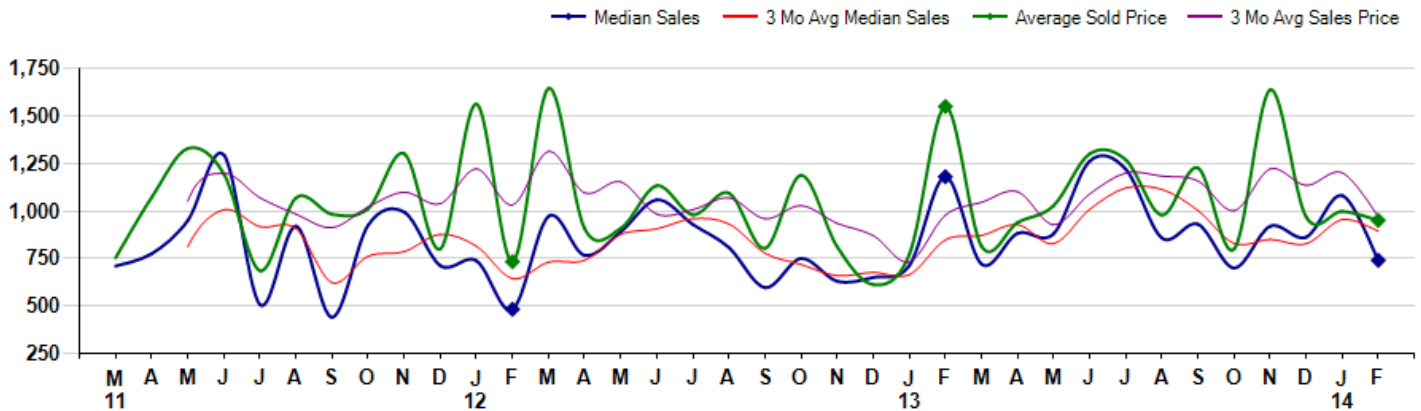
February Property sales were 3, down -25.0% from 4 in February of 2013 and -70.0% lower than the 10 sales last month. February 2014 sales were at their lowest level compared to February of 2013 and 2012. February YTD sales of 13 are running 8.3% ahead of last year's year-to-date sales of 12.



Prices

The Median Sales Price in February was \$740,000, down -37.3% from \$1,180,000 in February of 2013 and down -31.5% from \$1,080,828 last month. The Average Sales Price in February was \$950,500, down -38.7% from \$1,550,000 in February of 2013 and down -4.7% from \$997,766 last month. February 2014 ASP was at a mid range compared to February of 2013 and 2012.

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



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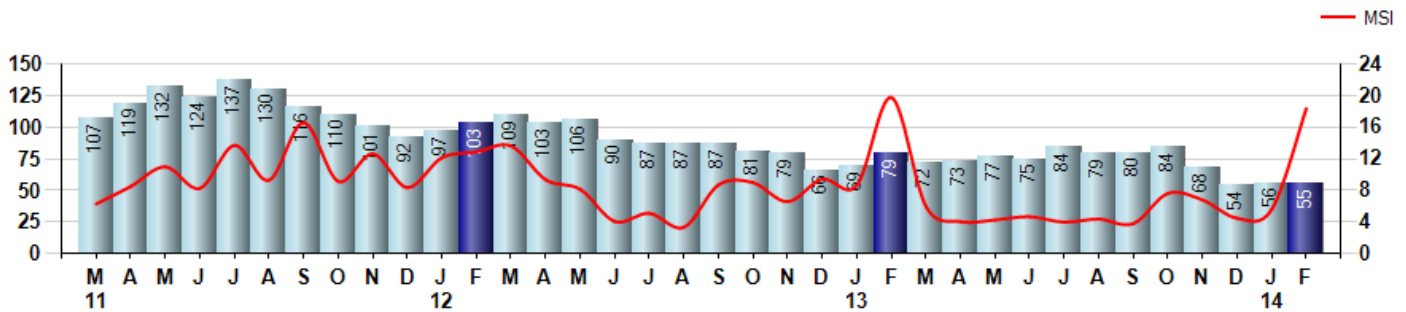
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Inventory & MSI

The Total Inventory of Properties available for sale as of February was 55, down -1.8% from 56 last month and down -30.4% from 79 in February of last year. February 2014 Inventory was at the lowest level compared to February of 2013 and 2012.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The February 2014 MSI of 18.3 months was at a mid range compared with February of 2013 and 2012.

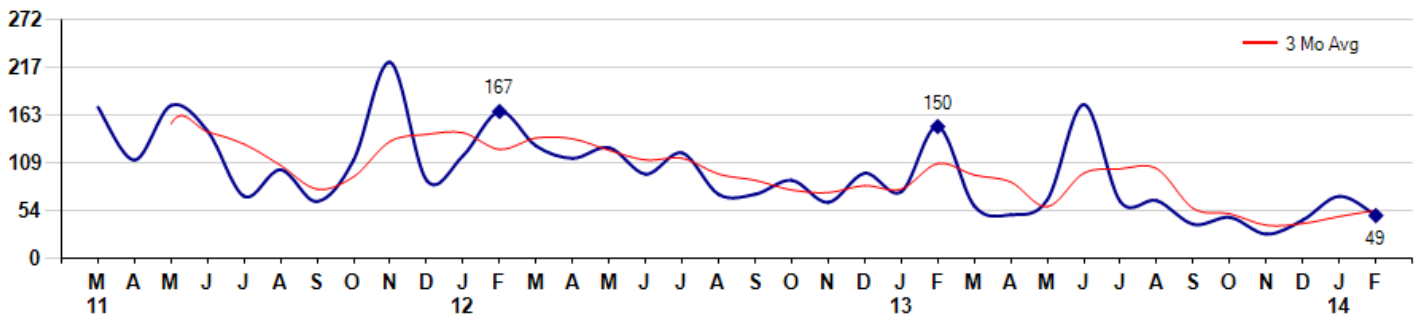
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 February was 49, down -31.0% from 71 days last month and down -67.3% from 150 days in February of last year. The February 2014 DOM was at its lowest level compared with February of 2013 and 2012.

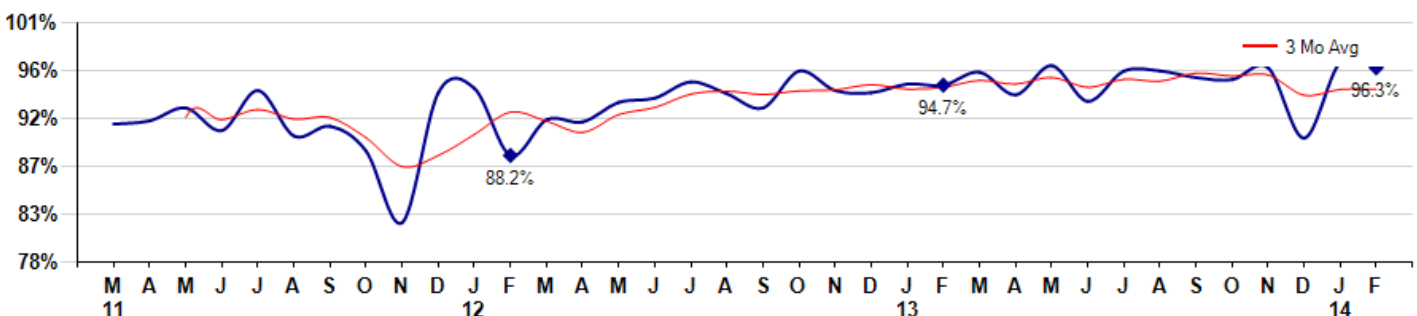
Average Days on Market(Listing to Contract) for properties sold during the month



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 February 2014 Selling Price vs List Price of 96.3% was down from 96.8% last month and up from 94.7% in February of last year.

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



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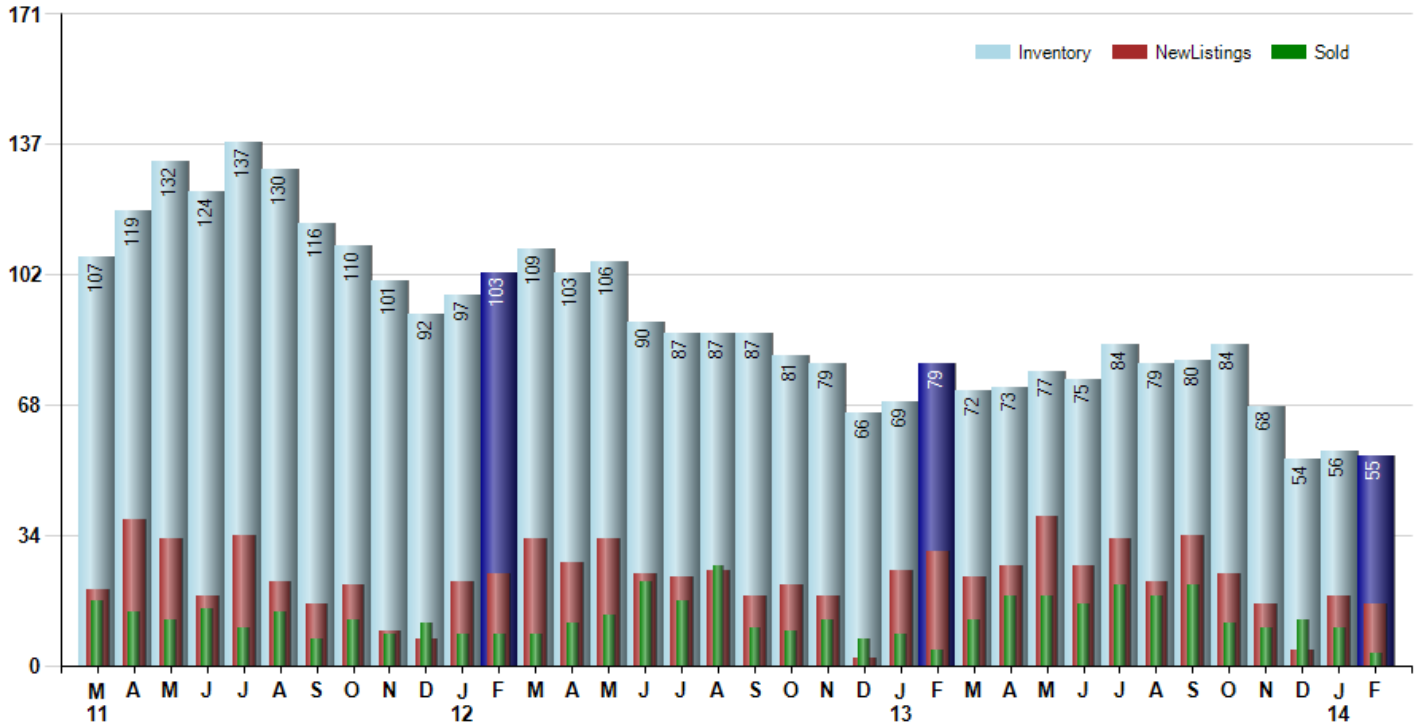
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Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

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 February 2014 was 16, down -11.1% from 18 last month and down -46.7% from 30 in February of last year.



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MARKET ACTION REPORT

February 2014

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| | M 11 | 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 | J 14 | F |
|----------------|------|----|----|----|----|----|----|----|---|----|------|---|---|----|----|----|----|----|----|----|----|---|------|---|----|----|----|----|----|----|----|----|----|----|------|---|
| Homes Sold | 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 | 12 | 10 | 3 |
| 3 Mo. Roll Avg | | | 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 | 11 | 8 |

| | (000's) M 11 | 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 | J 14 | F |
|-------------------|--------------|-----|-----|-------|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-------|-----|-----|-----|-----|-----|-----|------|-------|-----|-----|-----|-------|-------|-------|-------|-----|-----|-----|-------|-----|
| Median Sale Price | 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 | 863 | 1,081 | 740 |
| 3 Mo. Roll Avg | | | 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 | 827 | 954 | 894 |

| | M 11 | 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 | J 14 | F |
|-----------|------|-----|-----|-----|-----|-----|-----|-----|-----|----|------|-----|-----|-----|-----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|
| Inventory | 107 | 119 | 132 | 124 | 137 | 130 | 116 | 110 | 101 | 92 | 97 | 103 | 109 | 103 | 106 | 90 | 87 | 87 | 87 | 81 | 79 | 66 | 69 | 79 | 72 | 73 | 77 | 75 | 84 | 79 | 80 | 84 | 68 | 54 | 56 | 55 |
| MSI | 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 | 8 | 7 | 5 | 6 | 18 |

| | M 11 | 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 | J 14 | F |
|----------------|------|-----|-----|-----|-----|-----|----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|----|----|----|----|----|------|-----|----|----|----|-----|-----|-----|----|----|----|----|------|----|
| Days On Market | 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 | 44 | 71 | 49 |
| 3 Mo. Roll Avg | | | 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 | 48 | 55 |

| | M 11 | 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 | J 14 | F |
|-----------------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|
| Price per Sq Ft | 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 | 295 | 305 | 297 |
| 3 Mo. Roll Avg | | | 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 | 270 | 285 | 299 |

| | M 11 | 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 | J 14 | F |
|--------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Sale to List Price | 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 | 0.898 | 0.968 | 0.963 |
| 3 Mo. Roll Avg | | | 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 | 0.938 | 0.943 | 0.943 |

| | M 11 | 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 | J 14 | F |
|--------------|------|-----|-----|-----|-----|-----|-----|-----|-----|----|------|-----|-----|-----|-----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|
| New Listings | 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 | 18 | 16 |
| Inventory | 107 | 119 | 132 | 124 | 137 | 130 | 116 | 110 | 101 | 92 | 97 | 103 | 109 | 103 | 106 | 90 | 87 | 87 | 87 | 81 | 79 | 66 | 69 | 79 | 72 | 73 | 77 | 75 | 84 | 79 | 80 | 84 | 68 | 54 | 56 | 55 |
| Sales | 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 | 12 | 10 | 3 |

| | (000's) M 11 | 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 | J 14 | F |
|----------------|--------------|-------|-------|-------|-------|-------|-----|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-----|-------|-----|-----|------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-----|
| Avg Sale Price | 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 | 968 | 998 | 951 |
| 3 Mo. Roll Avg | | | 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 | 1,135 | 1,201 | 972 |

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