

MLS Area: Glencoe



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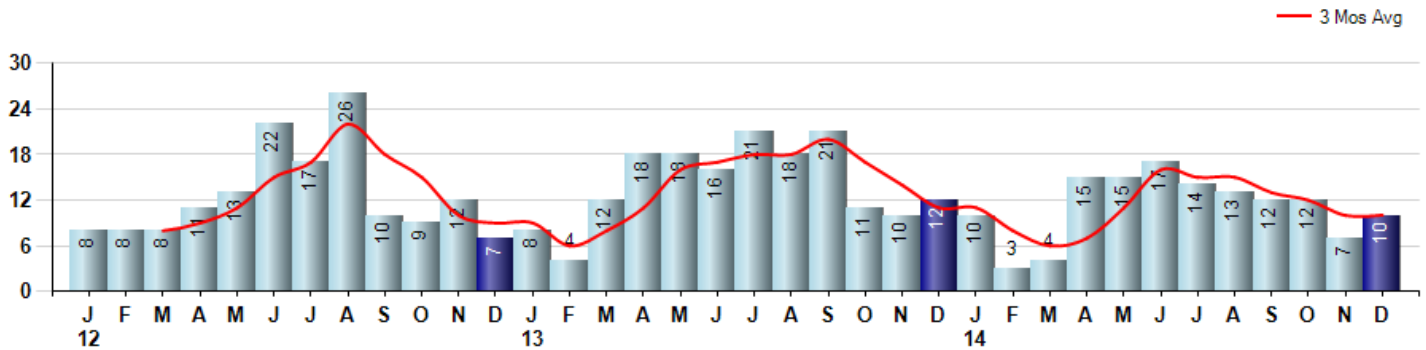
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,399,000	↔		↑				
Average List Price of all Current Listings	\$1,689,733	↑		↑				
December Median Sales Price	\$955,000	↑	↑	↑	↑	\$887,500	↓	↓
December Average Sales Price	\$1,102,100	↑	↓	↑	↑	\$1,187,030	↑	↑
Total Properties Currently for Sale (Inventory)	55	↓		↓				
December Number of Properties Sold	10	↑		↓		132	↓	
December Average Days on Market (Solds)	73	↑	↑	↑	↑	64	↓	↓
December Month's Supply of Inventory	5.5	↓	↓	↑	↓	8.4	↑	↑
December Sale Price vs List Price Ratio	94.5%	↓	↑	↑	↑	93.3%	↓	↓

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

Property Sales

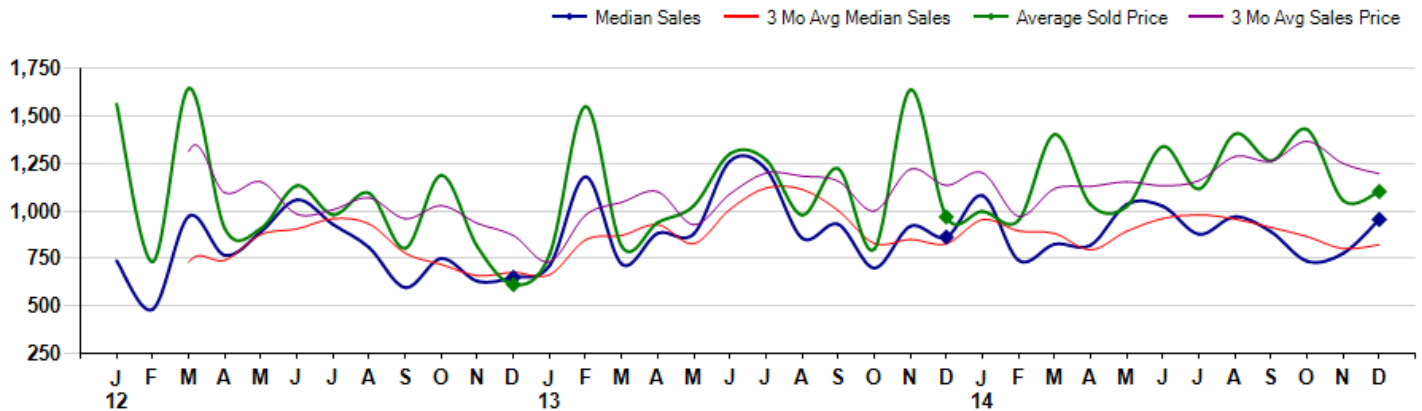
December Property sales were 10, down -16.7% from 12 in December of 2013 and 42.9% higher than the 7 sales last month. December 2014 sales were at a mid level compared to December of 2013 and 2012. December YTD sales of 132 are running -21.9% behind last year's year-to-date sales of 169.



Prices

The Median Sales Price in December was \$955,000, up 10.7% from \$862,500 in December of 2013 and up 22.9% from \$777,000 last month. The Average Sales Price in December was \$1,102,100, up 13.8% from \$968,092 in December of 2013 and up 4.5% from \$1,054,857 last month. December 2014 ASP was at highest level compared to December of 2013 and 2012.

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



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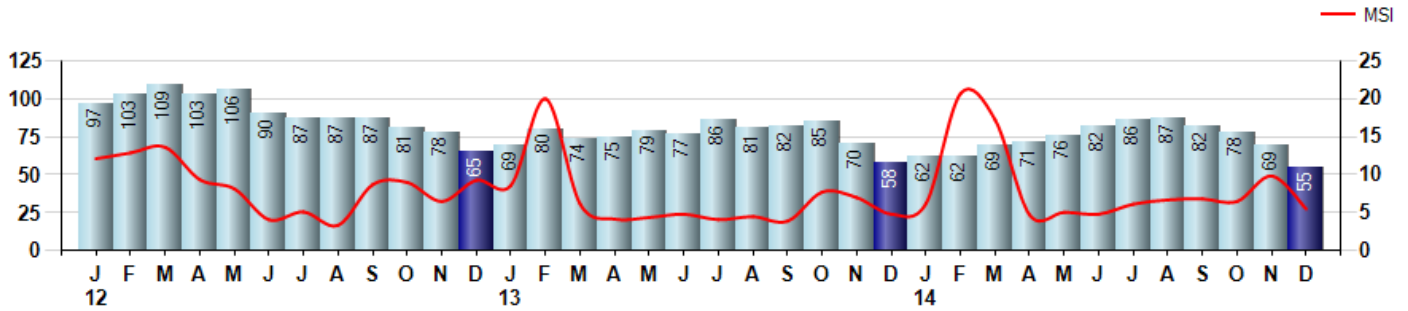
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Inventory & MSI

The Total Inventory of Properties available for sale as of December was 55, down -20.3% from 69 last month and down -5.2% from 58 in December of last year. December 2014 Inventory was at the lowest level compared to December of 2013 and 2012.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2014 MSI of 5.5 months was at a mid range compared with December of 2013 and 2012.

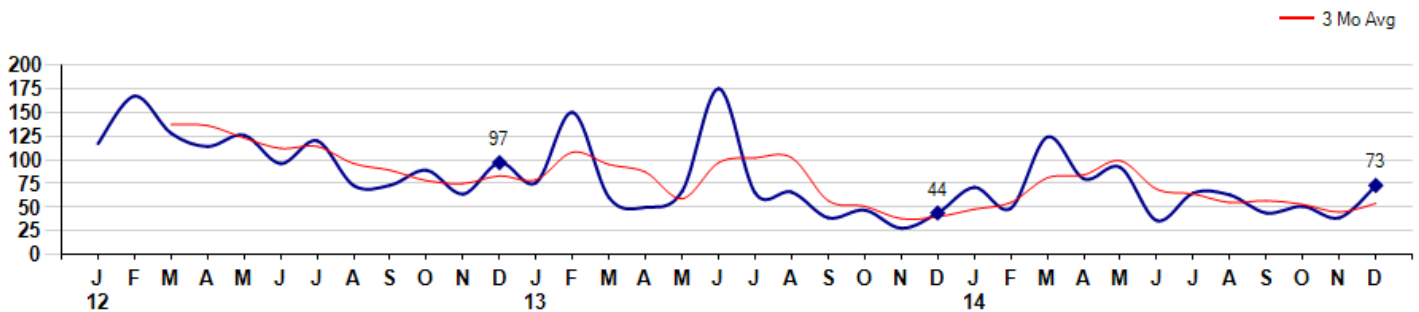
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 December was 73, up 87.2% from 39 days last month and up 65.9% from 44 days in December of last year. The December 2014 DOM was at a mid range compared with December of 2013 and 2012.

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



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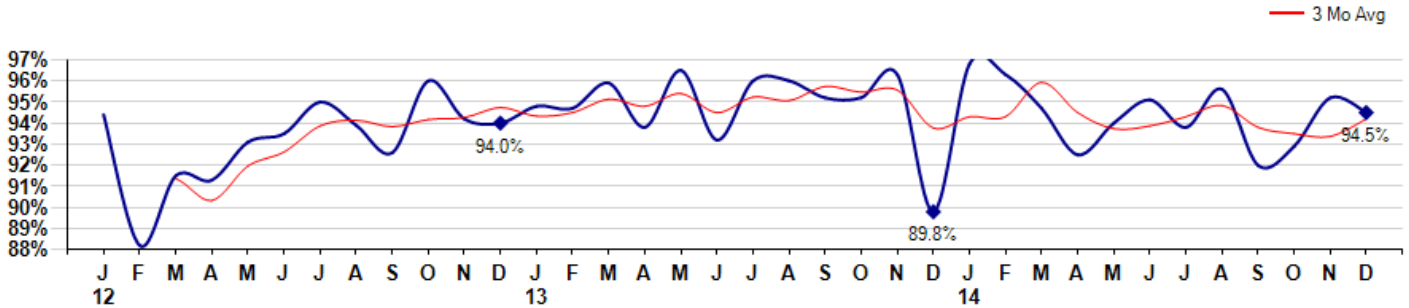


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Selling Price vs Listing Price

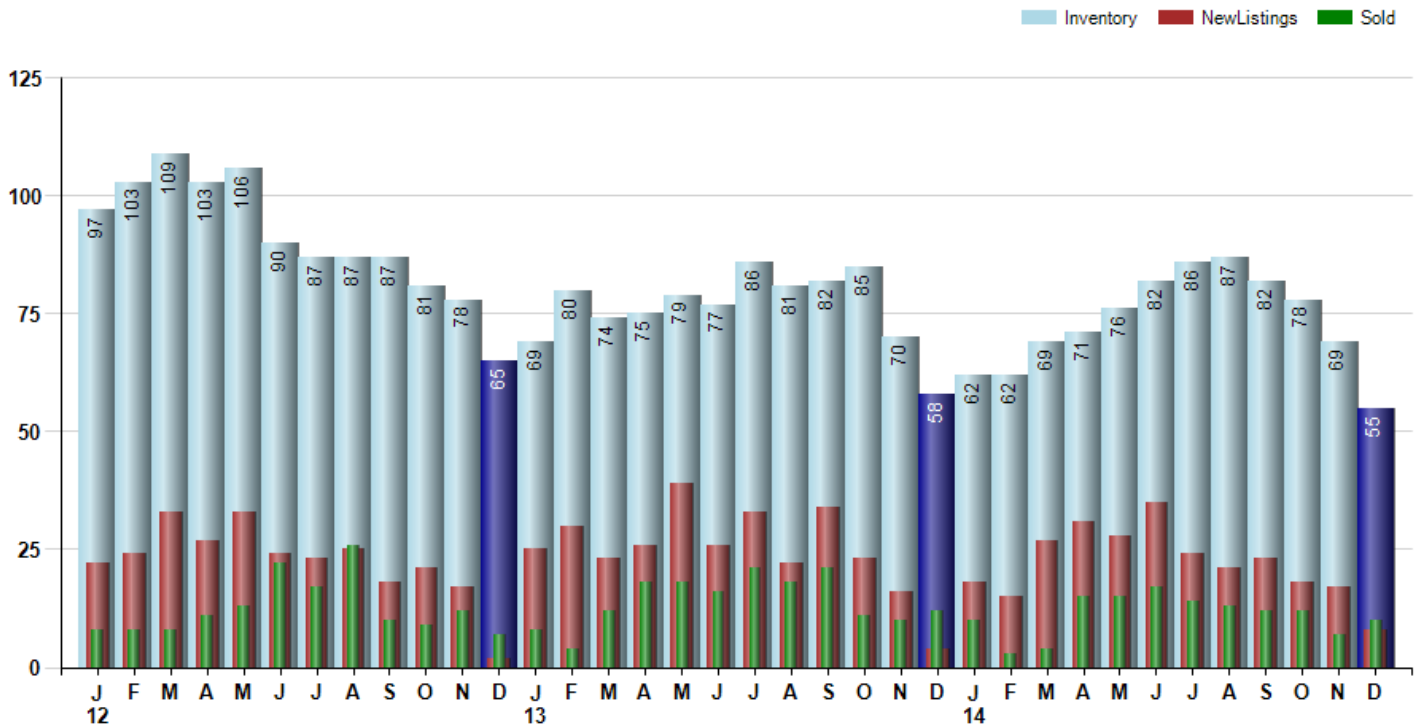
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The December 2014 Selling Price vs List Price of 94.5% was down from 95.2% last month and up from 89.8% 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 2014 was 8, down -52.9% from 17 last month and up 100.0% from 4 in December of last year.



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	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	M	A	M	J	J	A	S	O	N	D
Homes Sold	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	4	15	15	17	14	13	12	12	7	10
3 Mo. Roll Avg			8	9	11	15	17	22	18	15	10	9	9	6	8	11	16	17	18	18	20	17	14	11	11	8	6	7	11	16	15	15	13	12	10	10

(000's)	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	M	A	M	J	J	A	S	O	N	D
Median Sale Price	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	825	820	1,035	1,025	878	970	890	736	777	955
3 Mo. Roll Avg			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	882	795	893	960	979	958	913	865	801	823

	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	M	A	M	J	J	A	S	O	N	D
Inventory	97	103	109	103	106	90	87	87	87	81	78	65	69	80	74	75	79	77	86	81	82	85	70	58	62	62	69	71	76	82	86	87	82	78	69	55
MSI	12	13	14	9	8	4	5	3	9	9	7	9	9	20	6	4	4	5	4	5	4	8	7	5	6	21	17	5	5	5	6	7	7	7	10	6

	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	M	A	M	J	J	A	S	O	N	D
Days On Market	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	124	80	92	36	65	63	44	51	39	73
3 Mo. Roll Avg			137	136	123	112	114	96	89	78	75	83	79	108	95	87	59	97	102	102	57	51	38	40	48	55	81	84	99	69	64	55	57	53	45	54

	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	M	A	M	J	J	A	S	O	N	D
Price per Sq Ft	333	155	287	263	278	294	242	271	224	214	238	245	255	273	234	293	257	310	307	295	328	261	255	295	305	297	226	261	282	327	327	279	266	348	327	297
3 Mo. Roll Avg			258	235	276	278	271	269	246	236	225	232	246	258	254	267	261	287	291	304	310	295	281	270	285	299	276	261	256	290	312	311	291	298	314	324

	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	M	A	M	J	J	A	S	O	N	D
Sale to List Price	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	0.952	0.952	0.963	0.898	0.968	0.963	0.947	0.925	0.940	0.951	0.938	0.956	0.920	0.929	0.952	0.945
3 Mo. Roll Avg			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	0.957	0.955	0.956	0.938	0.943	0.943	0.959	0.945	0.937	0.939	0.943	0.948	0.938	0.935	0.934	0.942

	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	M	A	M	J	J	A	S	O	N	D
New Listings	22	24	33	27	33	24	23	25	18	21	17	2	25	30	23	26	39	26	33	22	34	23	16	4	18	15	27	31	28	35	24	21	23	18	17	8
Inventory	97	103	109	103	106	90	87	87	87	81	78	65	69	80	74	75	79	77	86	81	82	85	70	58	62	62	69	71	76	82	86	87	82	78	69	55
Sales	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	4	15	15	17	14	13	12	12	7	10

(000's)	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	M	A	M	J	J	A	S	O	N	D
Avg Sale Price	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	1,223	799	1,637	968	998	951	1,403	1,033	1,024	1,339	1,115	1,405	1,265	1,429	1,055	1,102
3 Mo. Roll Avg			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	1,157	1,000	1,220	1,135	1,201	972	1,117	1,129	1,154	1,132	1,160	1,287	1,262	1,366	1,249	1,195

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