

MLS Area: Glencoe



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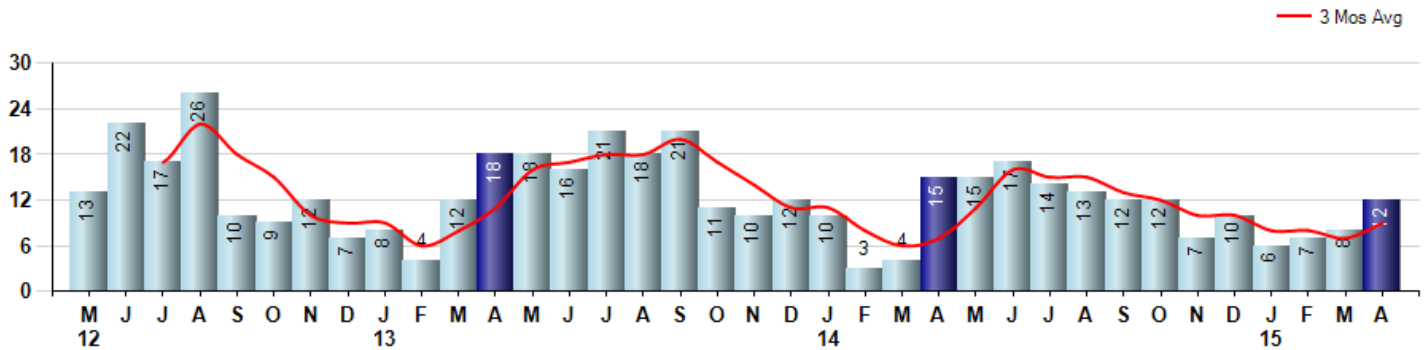
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,299,000	↓		↓				
Average List Price of all Current Listings	\$1,505,342	↓		↓				
April Median Sales Price	\$1,047,500	↑	↑	↑	↑	\$865,000	↑	↓
April Average Sales Price	\$1,123,333	↓	↑	↑	↓	\$1,088,726	↑	↓
Total Properties Currently for Sale (Inventory)	87	↑		↑				
April Number of Properties Sold	12	↑		↓		33	↑	
April Average Days on Market (Solds)	92	↑	↑	↑	↑	88	↑	↑
April Month's Supply of Inventory	7.3	↓	↓	↑	↓	8.8	↓	↑
April Sale Price vs List Price Ratio	94.3%	↑	↑	↑	↑	92.7%	↓	↓

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

Property Sales

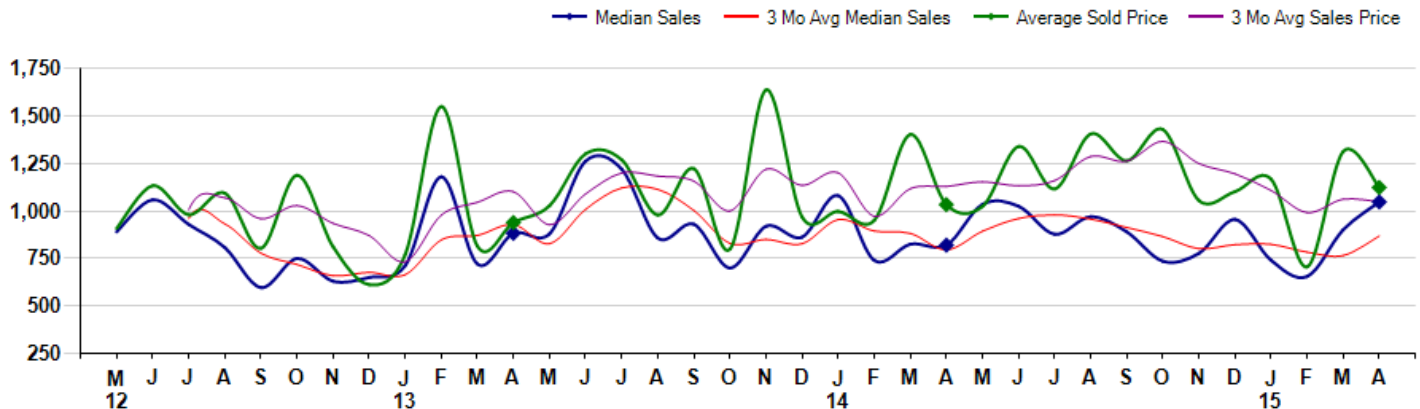
April Property sales were 12, down -20.0% from 15 in April of 2014 and 50.0% higher than the 8 sales last month. April 2015 sales were at their lowest level compared to April of 2014 and 2013. April YTD sales of 33 are running 3.1% ahead of last year's year-to-date sales of 32.



Prices

The Median Sales Price in April was \$1,047,500, up 27.7% from \$820,000 in April of 2014 and up 16.2% from \$901,500 last month. The Average Sales Price in April was \$1,123,333, up 8.7% from \$1,033,247 in April of 2014 and down -14.5% from \$1,313,313 last month. April 2015 ASP was at highest level compared to April of 2014 and 2013.

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



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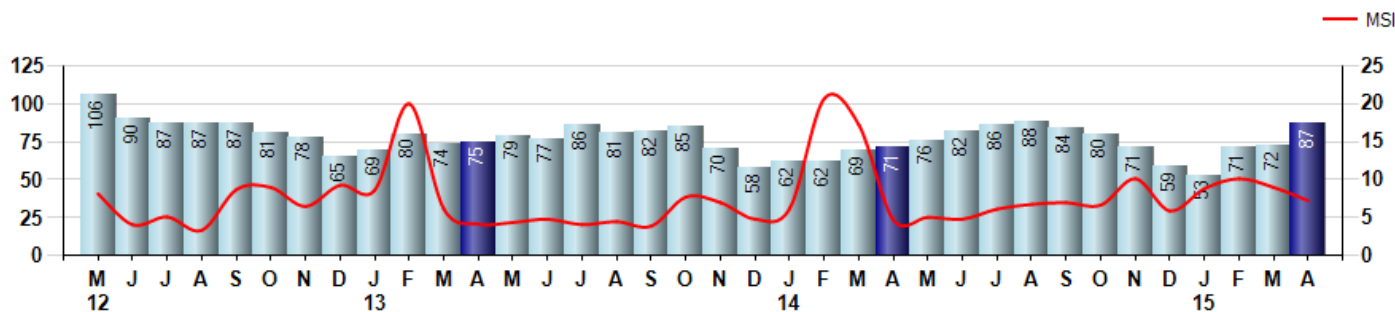
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Inventory & MSI

The Total Inventory of Properties available for sale as of April was 87, up 20.8% from 72 last month and up 22.5% from 71 in April of last year. April 2015 Inventory was at highest level compared to April of 2014 and 2013.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The April 2015 MSI of 7.3 months was at its highest level compared with April of 2014 and 2013.

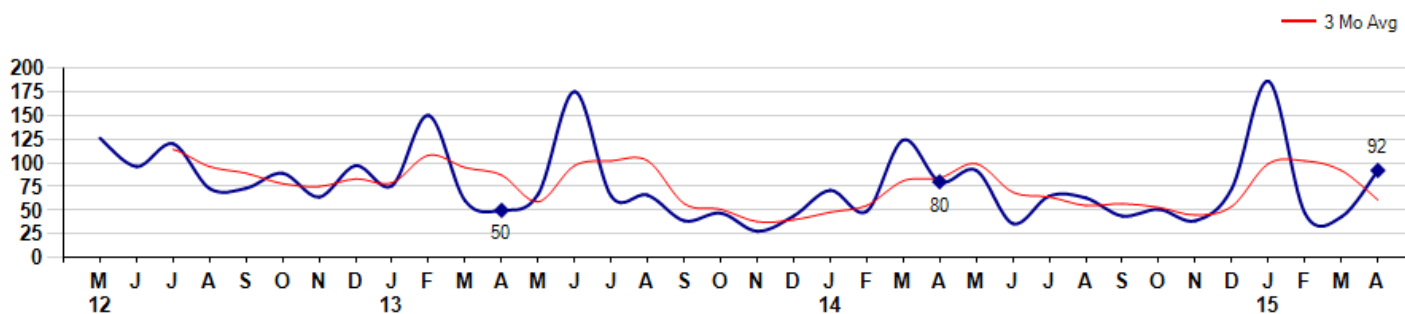
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 April was 92, up 114.0% from 43 days last month and up 15.0% from 80 days in April of last year. The April 2015 DOM was at its highest level compared with April of 2014 and 2013.

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



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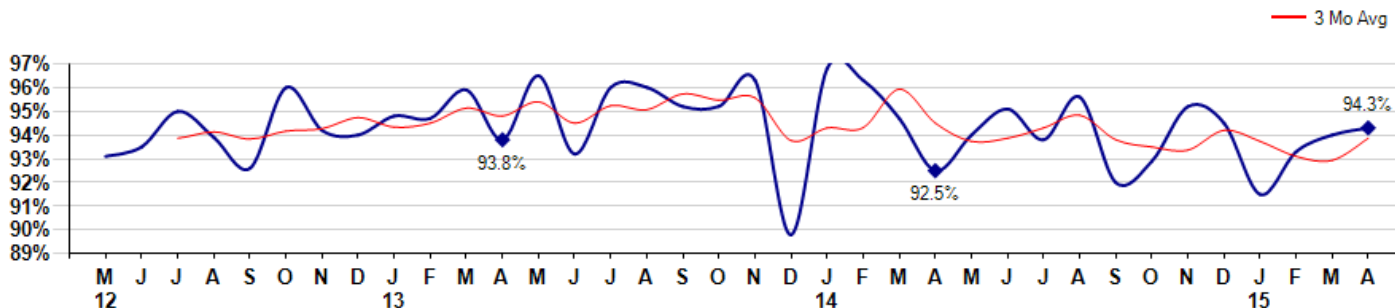


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Selling Price vs Listing Price

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 April 2015 Selling Price vs List Price of 94.3% was up from 94.0% last month and up from 92.5% in April of last year.

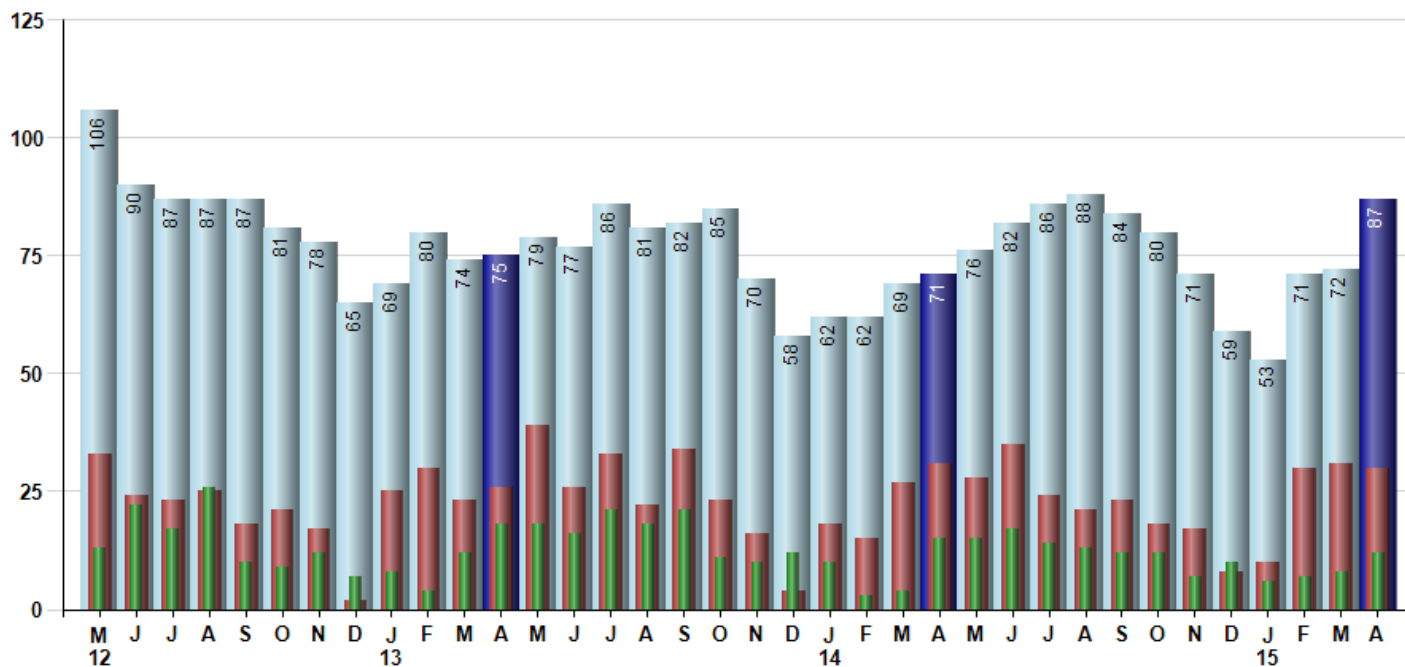
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 April 2015 was 30, down -3.2% from 31 last month and down -3.2% from 31 in April of last year.

Inventory New Listings Sold



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MARKET ACTION REPORT

April 2015

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	M 12	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	J 15	F	M	A
Homes Sold	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	6	7	8	12
3 Mo. Roll Avg			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	8	8	7	9

	(000's) M 12	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	J 15	F	M	A
Median Sale Price	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	740	655	902	1,048
3 Mo. Roll Avg			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	824	783	766	868

	M 12	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	J 15	F	M	A
Inventory	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	88	84	80	71	59	53	71	72	87
MSI	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	10	6	9	10	9	7	

	M 12	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	J 15	F	M	A
Days On Market	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	186	47	43	92
3 Mo. Roll Avg			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	99	102	92	61

	M 12	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	J 15	F	M	A
Price per Sq Ft	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	374	251	377	292
3 Mo. Roll Avg			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	333	307	334	307

	M 12	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	J 15	F	M	A
Sale to List Price	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	0.915	0.933	0.940	0.943
3 Mo. Roll Avg			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	0.937	0.931	0.929	0.939

	M 12	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	J 15	F	M	A
New Listings	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	10	30	31	30
Inventory	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	88	84	80	71	59	53	71	72	87
Sales	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	6	7	8	12

	(000's) M 12	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	J 15	F	M	A
Avg Sale Price	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	1,167	706	1,313	1,123
3 Mo. Roll Avg			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	1,108	992	1,062	1,047

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