

MLS Area: Glencoe



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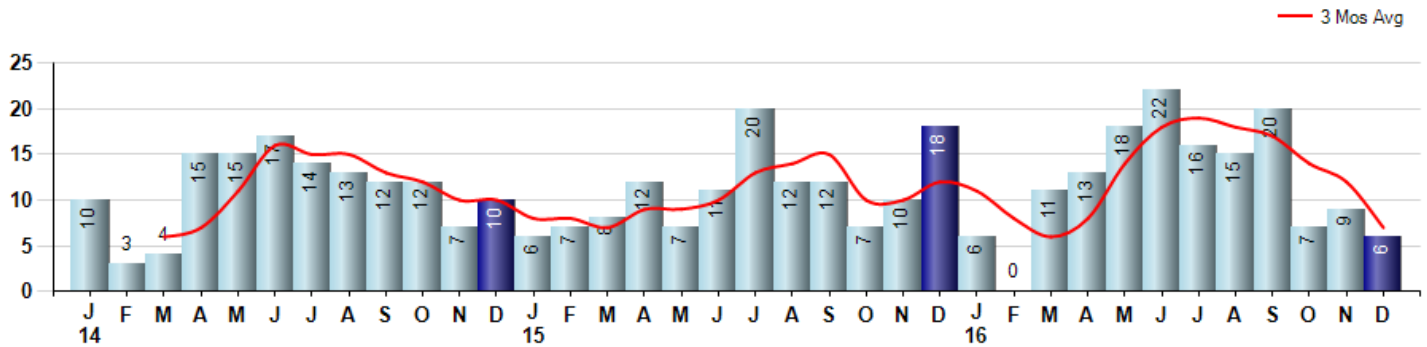
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,259,500	↑		↑				
Average List Price of all Current Listings	\$1,631,262	↑		↑				
December Median Sales Price	\$787,500	↓	↓	↑	↓	\$870,000	↓	↓
December Average Sales Price	\$883,333	↑	→	↓	↓	\$1,070,107	↑	↑
Total Properties Currently for Sale (Inventory)	66	↓		↓				
December Number of Properties Sold	6	↓		↓		143	↑	
December Average Days on Market (Solds)	63	↓	↓	↑	↓	65	↓	↓
December Month's Supply of Inventory	11.0	↑	↓	↑	↑	7.8	↓	↓
December Sale Price vs List Price Ratio	96.9%	↑	↑	↑	↑	94.3%	↑	↑

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

Property Sales

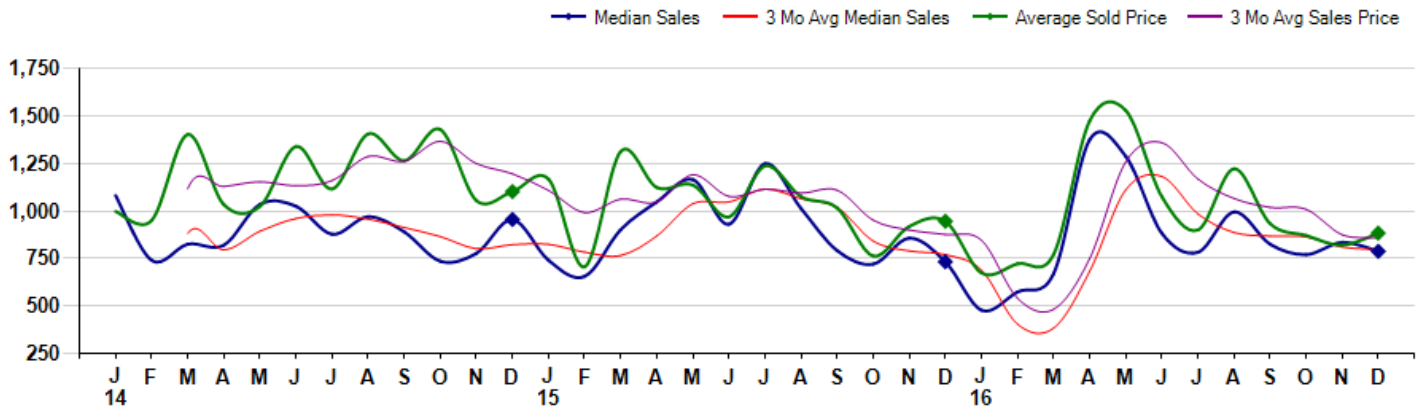
December Property sales were 6, down -66.7% from 18 in December of 2015 and -33.3% lower than the 9 sales last month. December 2016 sales were at their lowest level compared to December of 2015 and 2014. December YTD sales of 143 are running 10.0% ahead of last year's year-to-date sales of 130.



Prices

The Median Sales Price in December was \$787,500, up 7.5% from \$732,500 in December of 2015 and down -5.7% from \$835,000 last month. The Average Sales Price in December was \$883,333, down -6.6% from \$945,583 in December of 2015 and up 7.7% from \$820,000 last month. December 2016 ASP was at the lowest level compared to December of 2015 and 2014.

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



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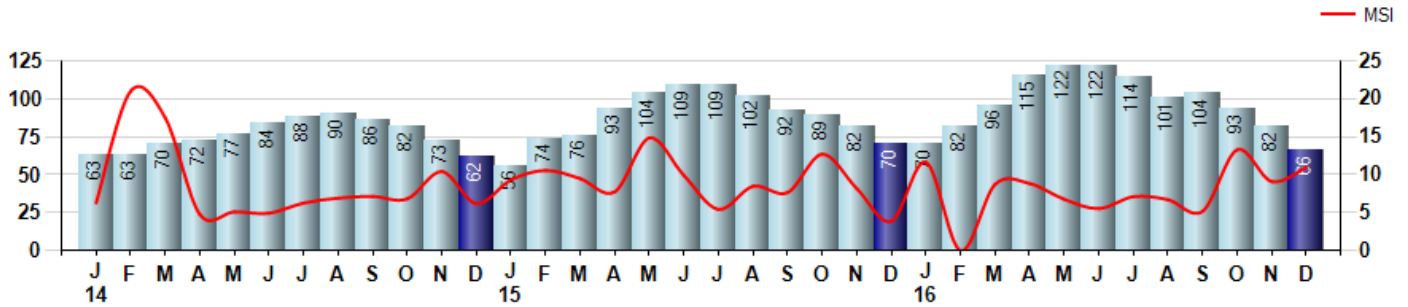
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Inventory & MSI

The Total Inventory of Properties available for sale as of December was 66, down -19.5% from 82 last month and down -5.7% from 70 in December of last year. December 2016 Inventory was at a mid range compared to December of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2016 MSI of 11.0 months was at its highest level compared with December of 2015 and 2014.

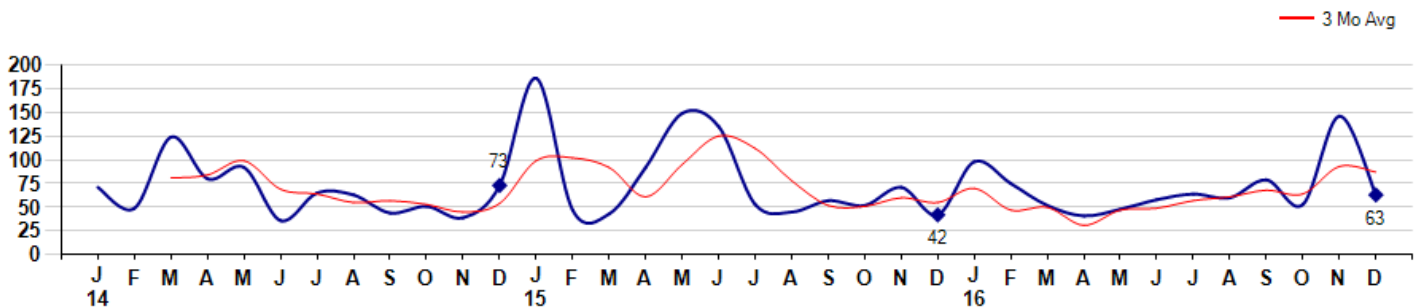
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 63, down -56.8% from 146 days last month and up 50.0% from 42 days in December of last year. The December 2016 DOM was at a mid range compared with December of 2015 and 2014.

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



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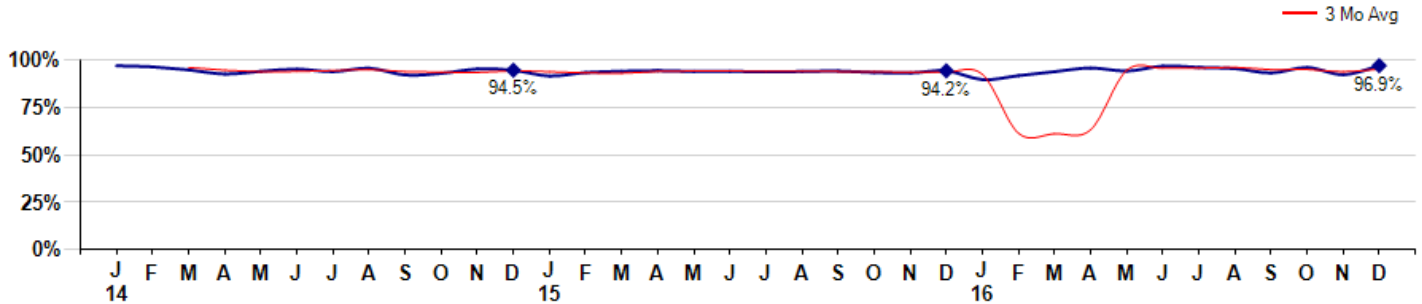


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Selling Price vs Listing Price

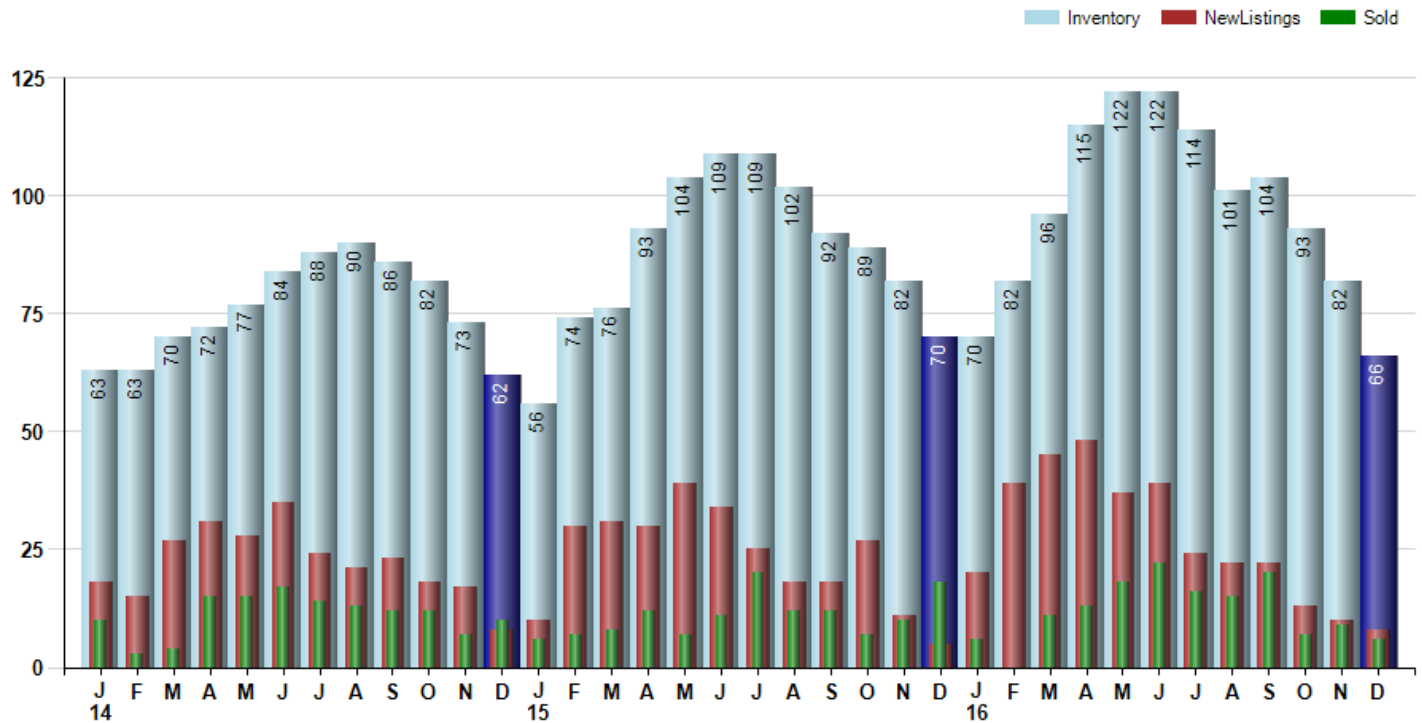
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The December 2016 Selling Price vs List Price of 96.9% was up from 92.2% last month and up from 94.2% 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 2016 was 8, down -20.0% from 10 last month and up 60.0% from 5 in December of last year.



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	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
Homes Sold	10	3	4	15	15	17	14	13	12	12	7	10	6	7	8	12	7	11	20	12	12	7	10	18	6	0	11	13	18	22	16	15	20	7	9	6
3 Mo. Roll Avg			6	7	11	16	15	15	13	12	10	10	8	8	7	9	9	10	13	14	15	10	10	12	11	8	6	8	14	18	19	18	17	14	12	7

(000's)	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
Median Sale Price	1,081	740	825	820	1,035	1,025	878	970	890	736	777	955	740	655	902	1,048	1,165	930	1,250	1,013	791	720	857	733	478	0	670	1,375	1,288	883	783	995	825	770	835	788
3 Mo. Roll Avg			882	795	893	960	979	958	913	865	801	823	824	783	766	868	1,038	1,048	1,115	1,064	1,018	841	789	770	689	403	383	682	1,111	1,182	984	887	867	863	810	798

	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
Inventory	63	63	70	72	77	84	88	90	86	82	73	62	56	74	76	93	104	109	109	102	92	89	82	70	70	82	96	115	122	122	114	101	104	93	82	66
MSI	6	21	18	5	5	5	6	7	7	7	10	6	9	11	10	8	15	10	5	9	8	13	8	4	12	0	9	9	7	6	7	7	5	13	9	11

	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
Days On Market	71	49	124	80	92	36	65	63	44	51	39	73	186	47	43	92	149	135	53	45	57	52	71	42	98	0	52	41	48	58	64	60	79	53	146	63
3 Mo. Roll Avg			81	84	99	69	64	55	57	53	45	54	99	102	92	61	95	125	112	78	52	51	60	55	70	47	50	31	47	49	57	61	68	64	93	87

	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
Price per Sq Ft	305	297	226	261	282	327	327	279	266	348	327	297	374	251	377	292	351	286	310	315	255	253	306	272	265	0	242	343	339	310	279	324	294	307	273	261
3 Mo. Roll Avg			276	261	256	290	312	311	291	298	314	324	333	307	334	307	340	310	316	304	293	274	271	277	281	179	169	195	308	331	309	304	299	308	291	280

	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
Sale to List Price	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	0.939	0.940	0.936	0.939	0.941	0.933	0.931	0.942	0.896	0.000	0.938	0.957	0.941	0.967	0.960	0.954	0.931	0.960	0.922	0.969
3 Mo. Roll Avg			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	0.941	0.941	0.938	0.938	0.939	0.938	0.935	0.935	0.923	0.613	0.611	0.632	0.945	0.955	0.956	0.960	0.948	0.948	0.938	0.950

	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
New Listings	18	15	27	31	28	35	24	21	23	18	17	8	10	30	31	30	39	34	25	18	18	27	11	5	20	39	45	48	37	39	24	22	22	13	10	8
Inventory	63	63	70	72	77	84	88	90	86	82	73	62	56	74	76	93	104	109	109	102	92	89	82	70	70	82	96	115	122	122	114	101	104	93	82	66
Sales	10	3	4	15	15	17	14	13	12	12	7	10	6	7	8	12	7	11	20	12	12	7	10	18	6	0	11	13	18	22	16	15	20	7	9	6

(000's)	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D
Avg Sale Price	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	1,136	969	1,237	1,075	1,016	763	919	946	674	0	771	1,475	1,529	1,075	900	1,222	933	871	820	883
3 Mo. Roll Avg			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	1,191	1,076	1,114	1,094	1,109	951	899	876	846	540	482	749	1,258	1,359	1,168	1,066	1,018	1,009	875	858

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