MARKET ACTION REPORT

March 2017

MLS Area: Glencoe

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COLDWELL BANKER RESIDENTIAL BROKERAGE

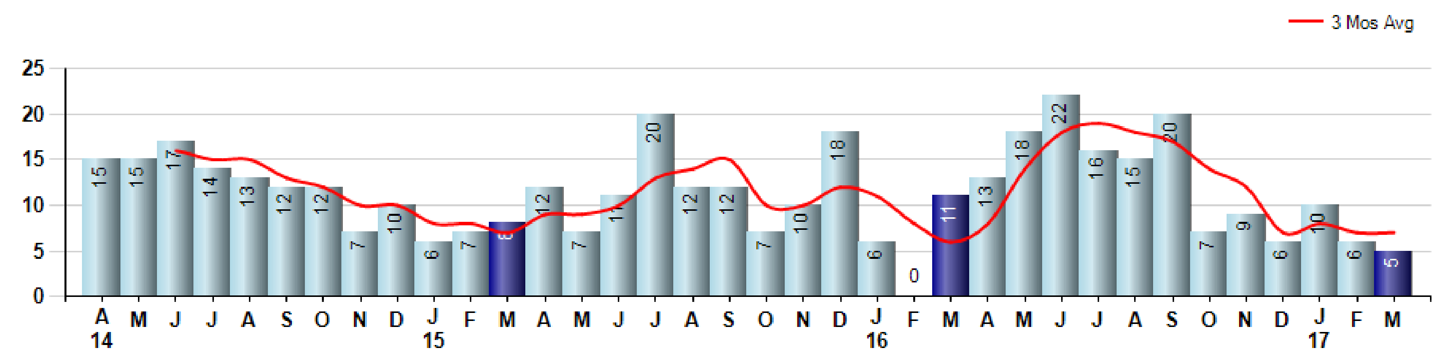
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
		Trending Versus*:					Trending Versus*:	
Median List Price of all Current Listings	$1,162,500	↔		↑				
Average List Price of all Current Listings	$1,441,217	↓		↑				
March Median Sales Price	$580,000	↓	↓	↓	↓	$610,000	↑	↓
March Average Sales Price	$727,400	↑	↓	↓	↓	$766,048	↑	↓
Total Properties Currently for Sale (Inventory)	102	↔		↑				
March Number of Properties Sold	5	↓		↓		21	↑	
March Average Days on Market (Solds)	91	↑	↑	↑	↑	83	↑	↑
March Month's Supply of Inventory	20.4	↑	↑	↑	↑	15.3	↑	↑
March Sale Price vs List Price Ratio	86.4%	↓	↓	↓	↓	88.2%	↓	↓

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

Property Sales

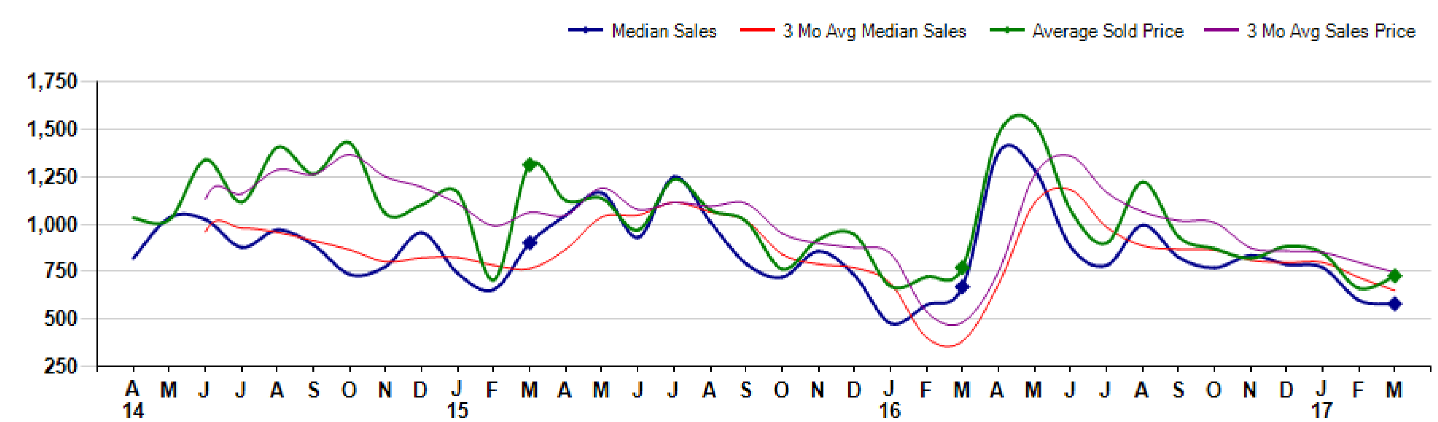
March Property sales were 5, down -54.5% from 11 in March of 2016 and -16.7% lower than the 6 sales last month. March 2017 sales were at their lowest level compared to March of 2016 and 2015. March YTD sales of 21 are running 23.5% ahead of last year's year-to-date sales of 17.



Prices

The Median Sales Price in March was $580,000, down -13.4% from $670,000 in March of 2016 and down -3.2% from $599,000 last month. The Average Sales Price in March was $727,400, down -5.7% from $771,046 in March of 2016 and up 9.9% from $662,000 last month. March 2017 ASP was at the lowest level compared to March of 2016 and 2015.

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



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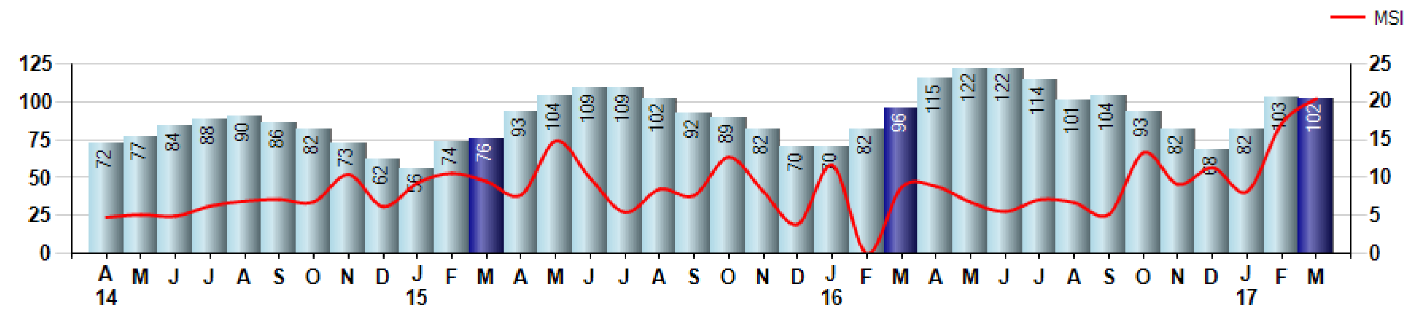
Inventory & MSI

The Total Inventory of Properties available for sale as of March was 102, down -1.0% from 103 last month and up 6.3% from 96 in March of last year. March 2017 Inventory was at highest level compared to March of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2017 MSI of 20.4 months was at its highest level compared with March of 2016 and 2015.

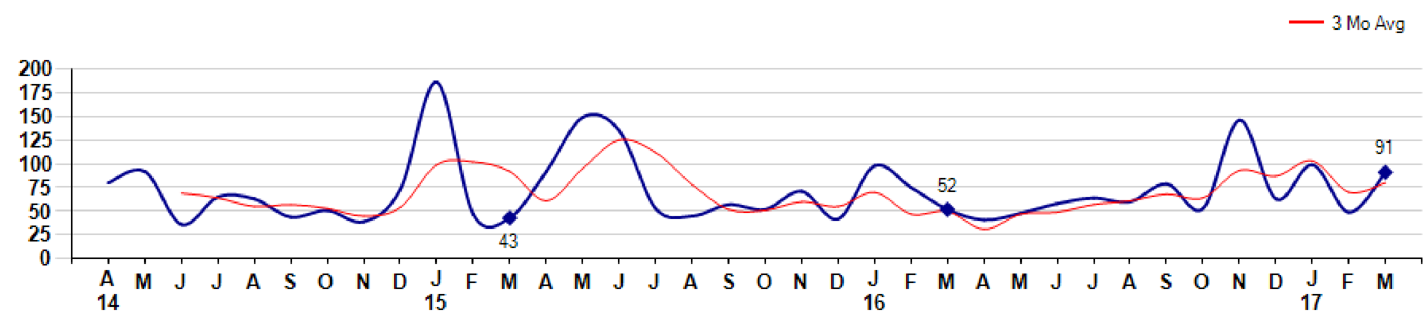
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 March was 91, up 85.7% from 49 days last month and up 75.0% from 52 days in March of last year. The March 2017 DOM was at its highest level compared with March of 2016 and 2015.

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



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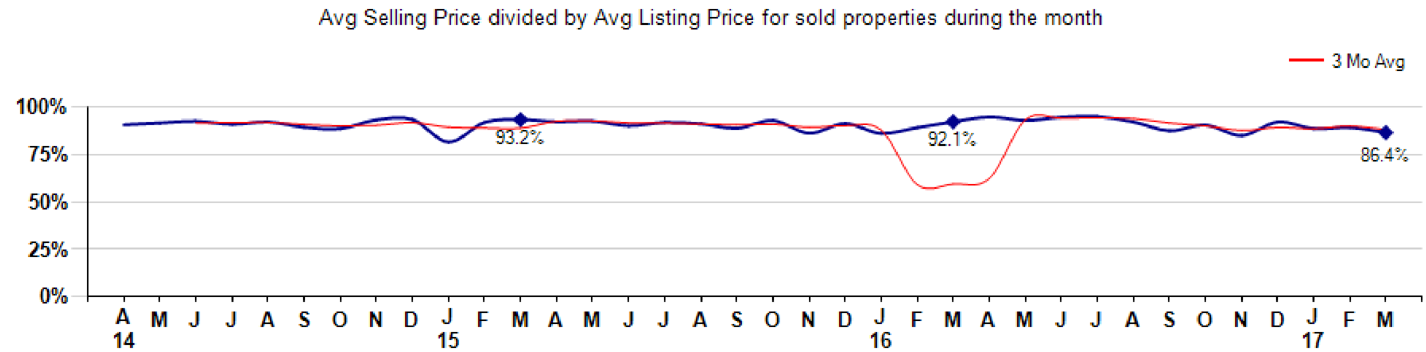
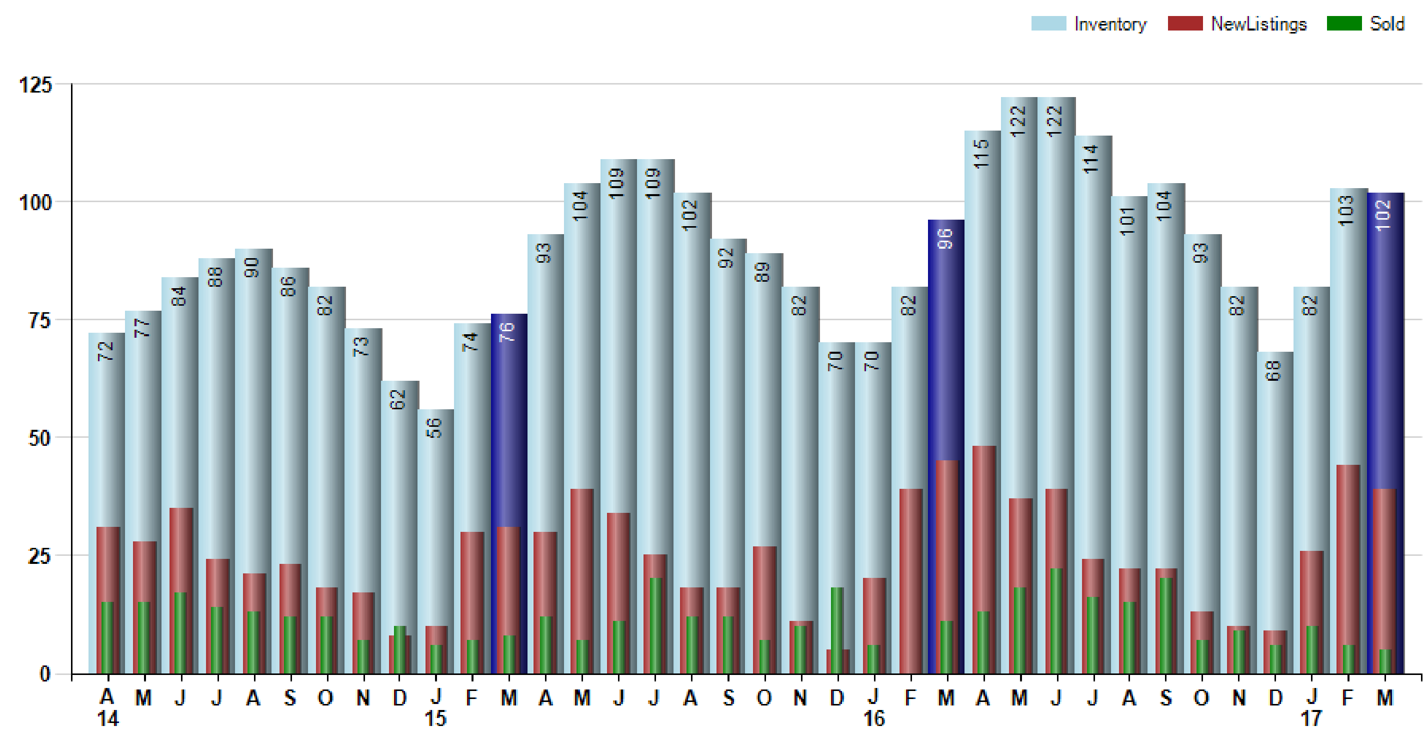
Selling Price vs Listing Price

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 March 2017 Selling Price vs List Price of 86.4% was down from 89.1% last month and down from 92.1% in March of last year.



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 March 2017 was 39, down -11.4% from 44 last month and down -13.3% from 45 in March of last year.



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Homes Sold	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	10	6	5
3 Mo. Roll Avg			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	8	7	7

(000's)	A 14	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	J 17	F	M
MedianSalePrice	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	771	599	580
3 Mo. Roll Avg			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	798	719	650

	A 14	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	J 17	F	M
Inventory	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	68	82	103	102
MSI	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	8	17	20

	A 14	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	J 17	F	M
Days On Market	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	99	49	91
3 Mo. Roll Avg			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	103	70	80

	A 14	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	J 17	F	M
Price per Sq Ft	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	253	227	288
3 Mo. Roll Avg			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	262	247	256

	A 14	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	J 17	F	M
Sale to List Price	0.905	0.915	0.924	0.908	0.920	0.892	0.885	0.931	0.933	0.814	0.918	0.932	0.921	0.924	0.900	0.918	0.910	0.887	0.928	0.861	0.912	0.860	0.000	0.921	0.946	0.928	0.945	0.949	0.920	0.874	0.904	0.849	0.920	0.885	0.891	0.864
3 Mo. Roll Avg			0.915	0.916	0.917	0.907	0.899	0.903	0.916	0.893	0.888	0.888	0.924	0.926	0.915	0.914	0.909	0.905	0.908	0.892	0.900	0.878	0.591	0.594	0.622	0.932	0.940	0.941	0.938	0.914	0.899	0.876	0.891	0.885	0.899	0.880

	A 14	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	J 17	F	M
New Listings	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	9	26	44	39
Inventory	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	68	82	103	102
Sales	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	10	6	5

(000's)	A 14	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	J 17	F	M
Avg Sale Price	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	848	662	727
3 Mo. Roll Avg			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	850	798	746