

MLS Area: Glencoe



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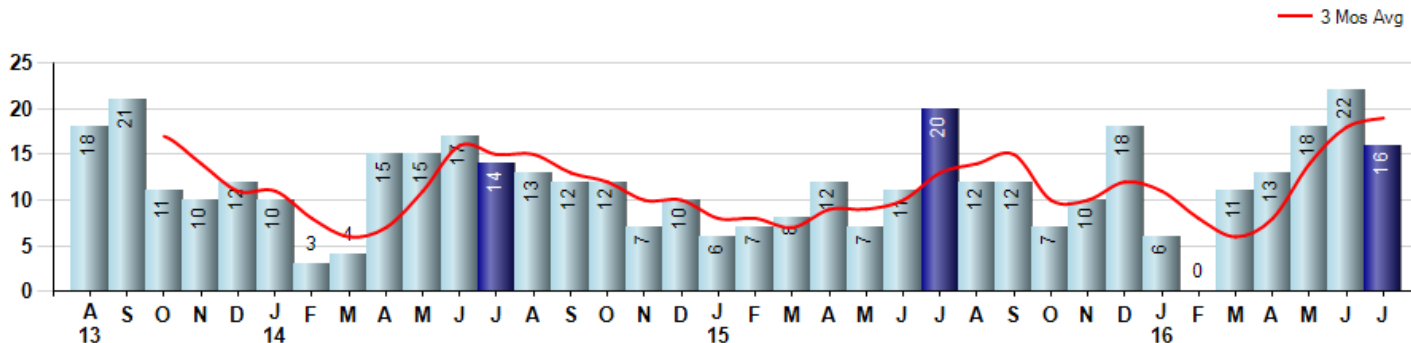
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,195,000	↔		↑				
Average List Price of all Current Listings	\$1,559,646	↑		↑				
July Median Sales Price	\$782,500	↓	↓	↓	↓	\$928,750	↓	↑
July Average Sales Price	\$900,031	↓	↓	↓	↓	\$1,130,898	↑	↑
Total Properties Currently for Sale (Inventory)	108	↓		↔				
July Number of Properties Sold	16	↓		↓		86	↑	
July Average Days on Market (Solds)	64	↑	↑	↑	↓	56	↓	↓
July Month's Supply of Inventory	6.8	↑	↑	↑	↓	6.7	↓	↓
July Sale Price vs List Price Ratio	96.0%	↓	↑	↑	↑	94.8%	↑	↑

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

Property Sales

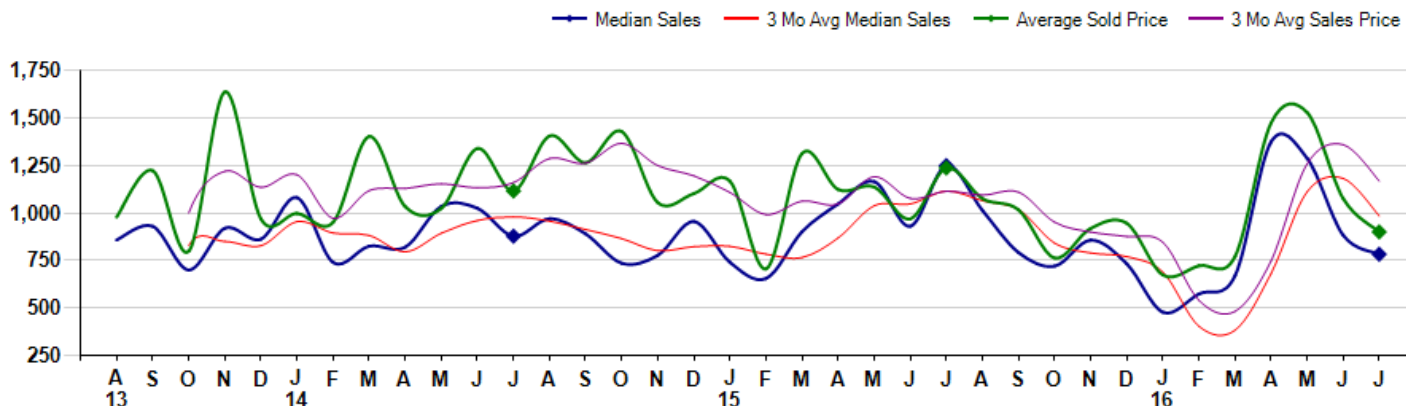
July Property sales were 16, down -20.0% from 20 in July of 2015 and -27.3% lower than the 22 sales last month. July 2016 sales were at a mid level compared to July of 2015 and 2014. July YTD sales of 86 are running 21.1% ahead of last year's year-to-date sales of 71.



Prices

The Median Sales Price in July was \$782,500, down -37.4% from \$1,249,500 in July of 2015 and down -11.3% from \$882,500 last month. The Average Sales Price in July was \$900,031, down -27.2% from \$1,236,875 in July of 2015 and down -16.3% from \$1,075,000 last month. July 2016 ASP was at the lowest level compared to July of 2015 and 2014.

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



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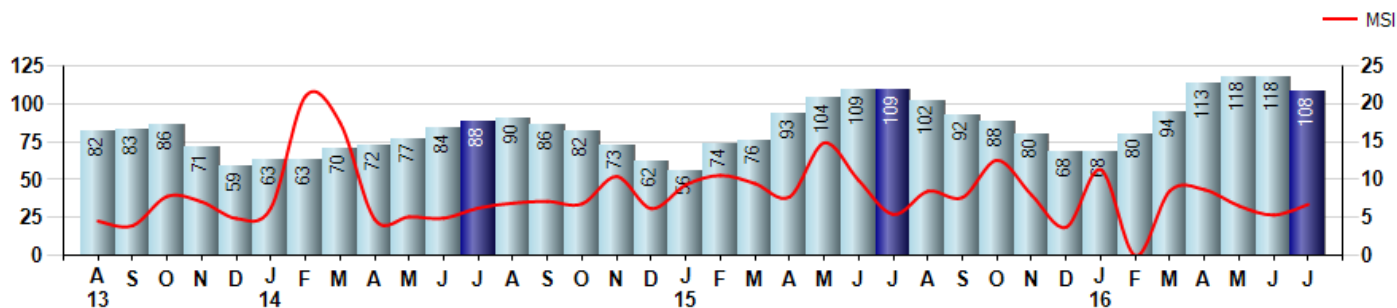
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Inventory & MSI

The Total Inventory of Properties available for sale as of July was 108, down -8.5% from 118 last month and down -0.9% from 109 in July of last year. July 2016 Inventory was at a mid range compared to July of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The July 2016 MSI of 6.8 months was at its highest level compared with July of 2015 and 2014.

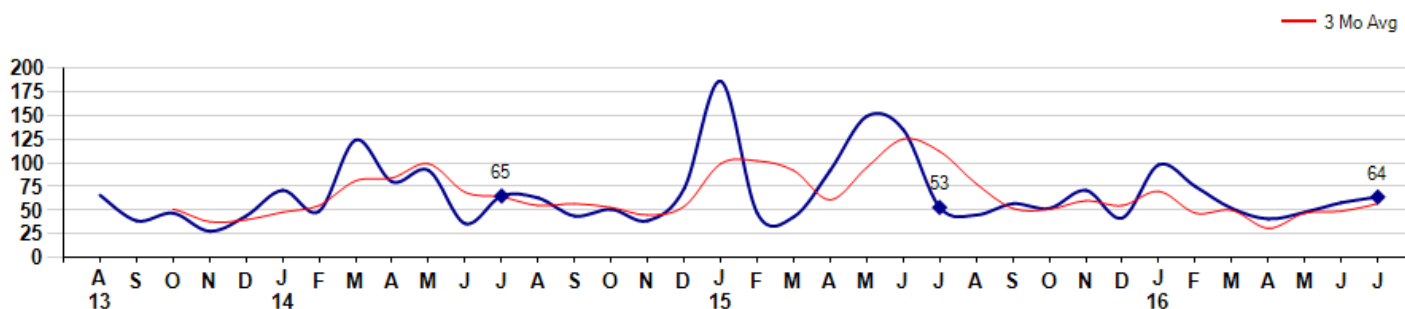
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 July was 64, up 10.3% from 58 days last month and up 20.8% from 53 days in July of last year. The July 2016 DOM was at a mid range compared with July of 2015 and 2014.

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



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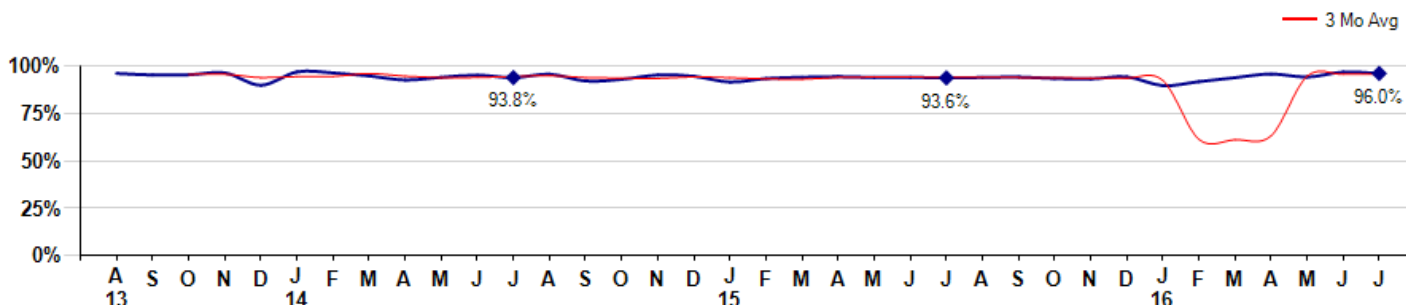


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Selling Price vs Listing Price

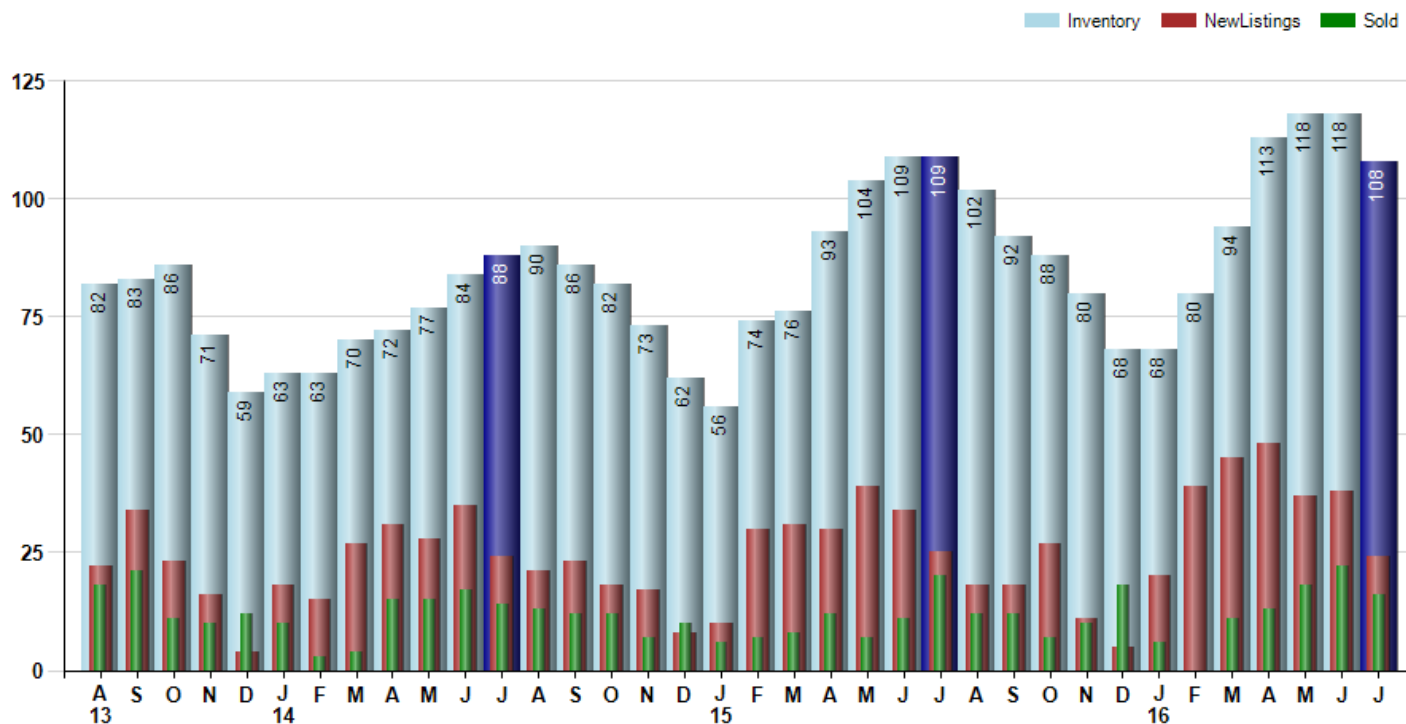
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The July 2016 Selling Price vs List Price of 96.0% was down from 96.7% last month and up from 93.6% in July 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 July 2016 was 24, down -36.8% from 38 last month and down -4.0% from 25 in July of last year.



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Homes Sold	18	21	11	10	12	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
3 Mo. Roll Avg			17	14	11	11	8	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

	(000's) A 13	S	O	N	D	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
Median Sale Price	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	1,165	930	1,250	1,013	791	720	857	733	478	0	670	1,375	1,288	883	783
3 Mo. Roll Avg			829	850	827	954	894	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

	A 13	S	O	N	D	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
Inventory	82	83	86	71	59	63	63	70	72	77	84	88	90	86	82	73	62	56	74	76	93	104	109	109	102	92	88	80	68	68	80	94	113	118	118	108
MSI	5	4	8	7	5	6	21	18	5	5	5	6	7	7	7	10	6	9	11	10	8	15	10	5	9	8	13	8	4	11	0	9	9	7	5	7

	A 13	S	O	N	D	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
Days On Market	66	39	47	28	44	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
3 Mo. Roll Avg			51	38	40	48	55	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

	A 13	S	O	N	D	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
Price per Sq Ft	295	328	261	255	295	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
3 Mo. Roll Avg			295	281	270	285	299	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

	A 13	S	O	N	D	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
Sale to List Price	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	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
3 Mo. Roll Avg			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	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

	A 13	S	O	N	D	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
New Listings	22	34	23	16	4	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	38	24
Inventory	82	83	86	71	59	63	63	70	72	77	84	88	90	86	82	73	62	56	74	76	93	104	109	109	102	92	88	80	68	68	80	94	113	118	118	108
Sales	18	21	11	10	12	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

	(000's) A 13	S	O	N	D	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
Avg Sale Price	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	1,136	969	1,237	1,075	1,016	763	919	946	674	0	771	1,475	1,529	1,075	900
3 Mo. Roll Avg			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	1,191	1,076	1,114	1,094	1,109	951	899	876	846	540	482	749	1,258	1,359	1,168

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