

City: Glencoe



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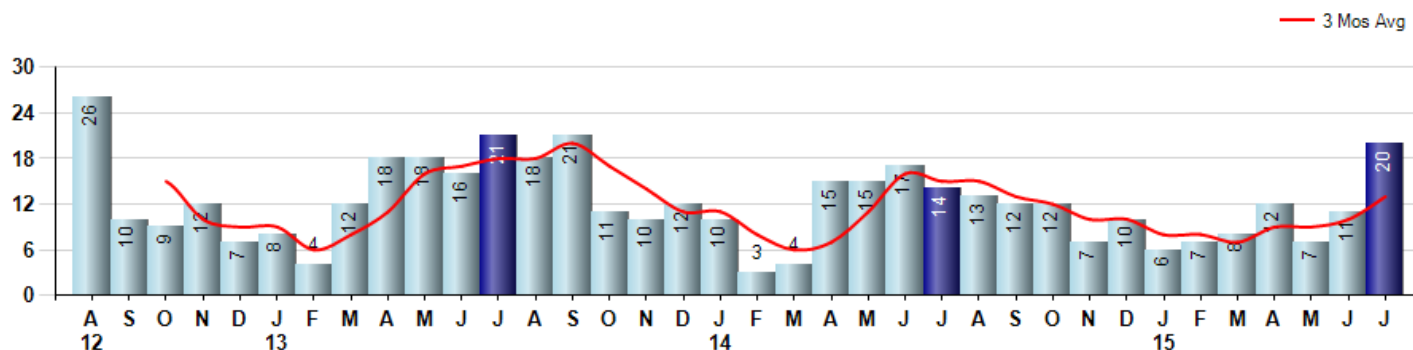
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,144,025	↓						
Average List Price of all Current Listings	\$1,432,947	↓						
July Median Sales Price	\$1,249,500	↑	↑	↑	↑	\$970,000	↑	↑
July Average Sales Price	\$1,236,875	↑	↑	↑	↑	\$1,116,675	↔	↓
Total Properties Currently for Sale (Inventory)	104	↔		↑				
July Number of Properties Sold	20	↑		↑		71	↓	
July Average Days on Market (Solds)	53	↓	↓	↓	↓	91	↑	↑
Asking Price per Square Foot (based on New Listings)	\$415	↑	↑	↑	↑	\$351	↑	↔
July Sold Price per Square Foot	\$310	↑	↑	↓	↑	\$315	↑	↑
July Month's Supply of Inventory	5.2	↓	↓	↓	↓	9.3	↔	↑
July Sale Price vs List Price Ratio	93.6%	↓	↑	↓	↑	92.9%	↔	↔

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

Property Sales

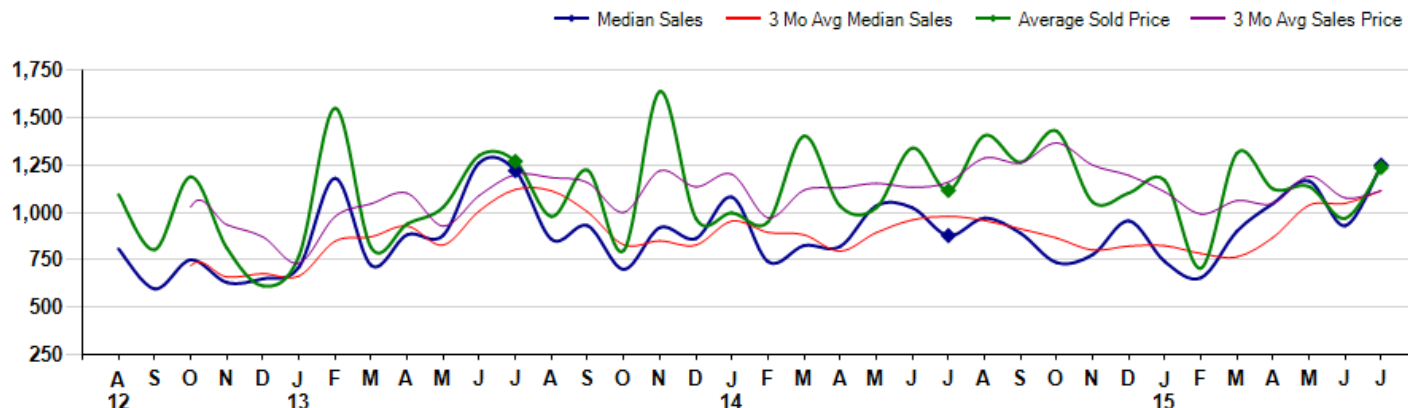
July Property sales were 20, up 42.9% from 14 in July of 2014 and 81.8% higher than the 11 sales last month. July 2015 sales were at a mid level compared to July of 2014 and 2013. July YTD sales of 71 are running -9.0% behind last year's year-to-date sales of 78.



Prices

The Median Sales Price in July was \$1,249,500, up 42.4% from \$877,500 in July of 2014 and up 34.4% from \$930,000 last month. The Average Sales Price in July was \$1,236,875, up 10.9% from \$1,115,482 in July of 2014 and up 27.6% from \$969,409 last month. July 2015 ASP was at a mid range compared to July of 2014 and 2013.

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



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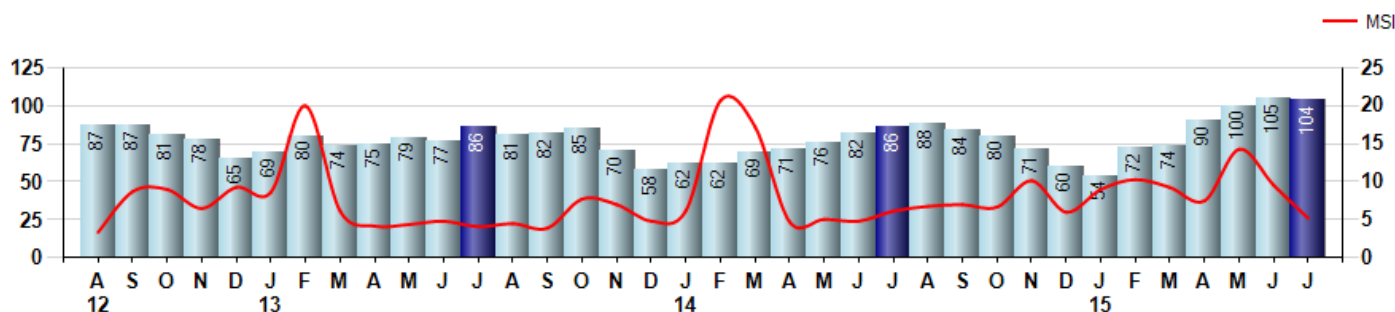
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Inventory & MSI

The Total Inventory of Properties available for sale as of July was 104, down -1.0% from 105 last month and up 20.9% from 86 in July of last year. July 2015 Inventory was at highest level compared to July of 2014 and 2013.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The July 2015 MSI of 5.2 months was at a mid range compared with July of 2014 and 2013.

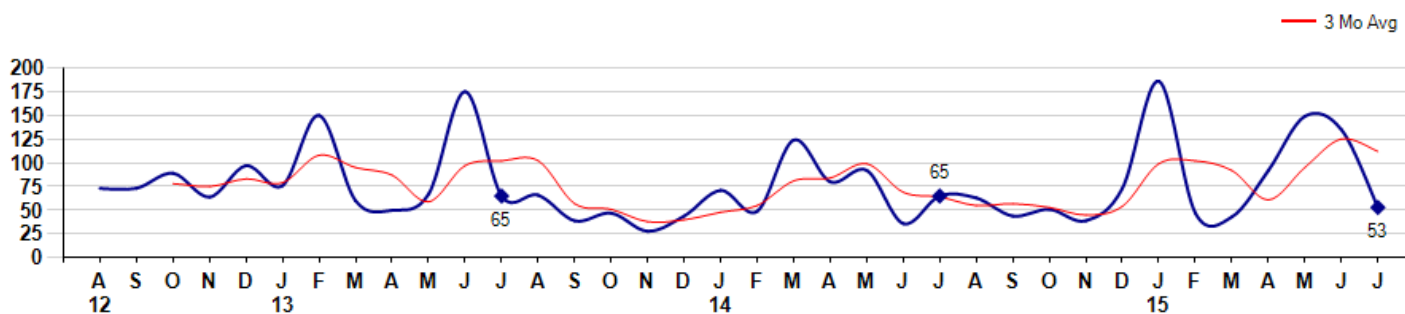
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 July was 53, down -60.7% from 135 days last month and down -18.5% from 65 days in July of last year. The July 2015 DOM was at its lowest level compared with July of 2014 and 2013.

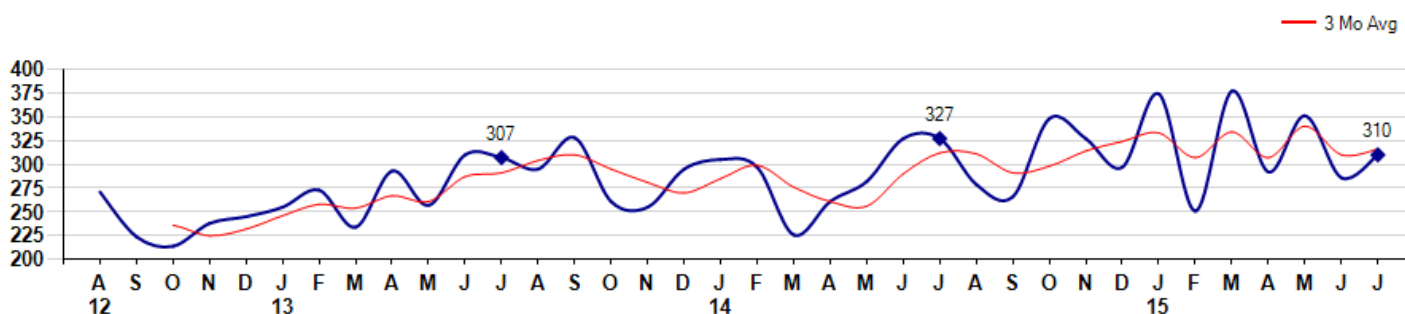
Average Days on Market(Listing to Contract) for properties sold during the month



Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The July 2015 Selling Price per Square Foot of \$310 was up 8.4% from \$286 last month and down -5.2% from \$327 in July of last year.

Average Selling Price per Square Foot for properties that sold during the month



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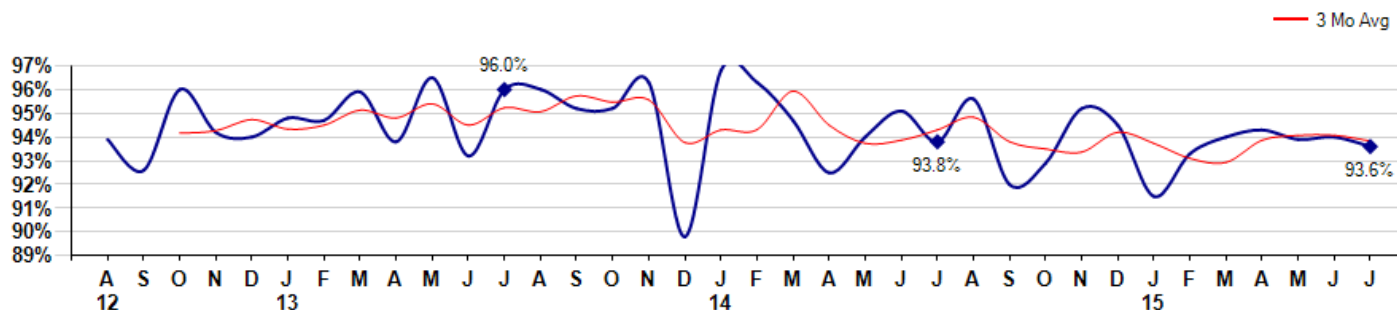


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Selling Price vs Listing Price

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 2015 Selling Price vs List Price of 93.6% was down from 94.0% last month and down from 93.8% in July of last year.

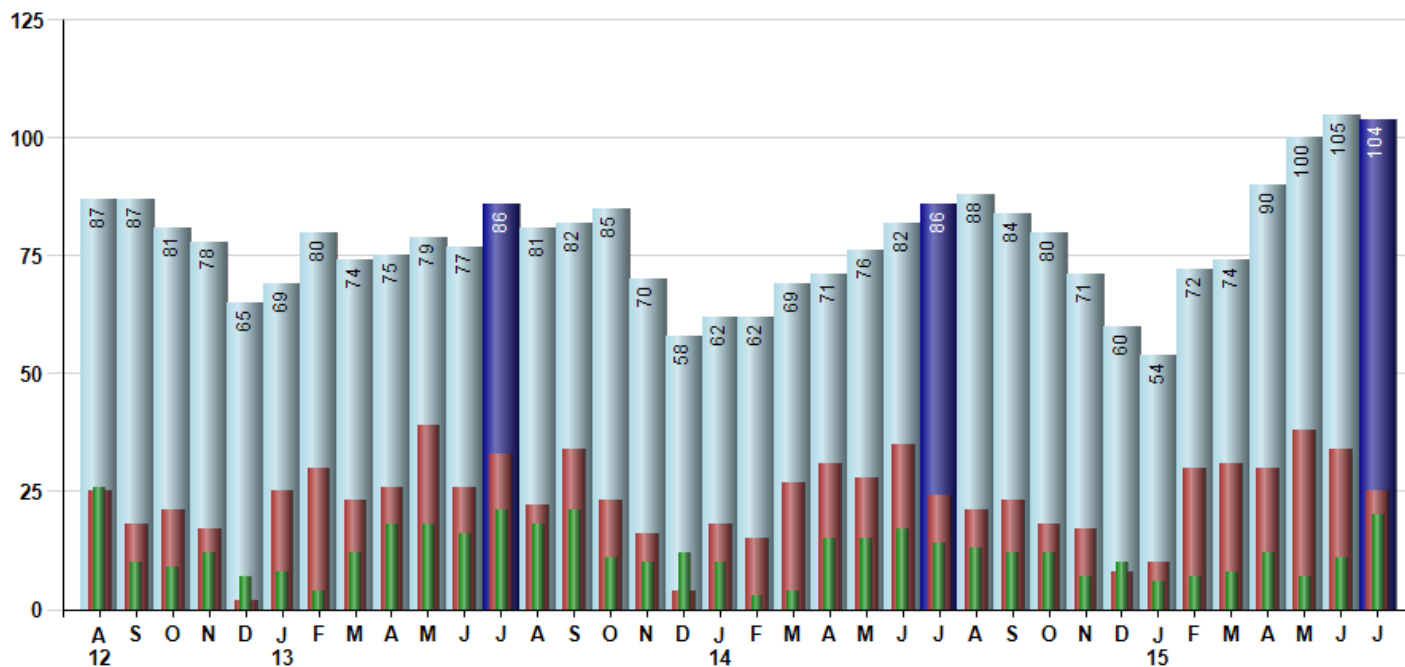
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 2015 was 25, down -26.5% from 34 last month and up 4.2% from 24 in July of last year.

Inventory NewListings Sold



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MARKET ACTION REPORT

July 2015

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Homes Sold	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	7	11	20
3 Mo. Roll Avg			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	9	10	13

	(000's) A 12	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	M	J	J
Median Sale Price	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	1,165	930	1,250
3 Mo. Roll Avg			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	1,038	1,048	1,115

	A 12	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	M	J	J
Inventory	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	60	54	72	74	90	100	105	104
MSI	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	9	10	9	8	14	10	5

	A 12	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	M	J	J
Days On Market	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	149	135	53
3 Mo. Roll Avg			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	95	125	112

	A 12	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	M	J	J
Price per Sq Ft	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	351	286	310
3 Mo. Roll Avg			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	340	310	316

	A 12	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	M	J	J
Sale to List Price	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	0.939	0.940	0.936
3 Mo. Roll Avg			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	0.941	0.941	0.938

	A 12	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	M	J	J
New Listings	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	38	34	25
Inventory	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	60	54	72	74	90	100	105	104
Sales	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	7	11	20

	(000's) A 12	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	M	J	J
Avg Sale Price	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	1,136	969	1,237
3 Mo. Roll Avg			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	1,191	1,076	1,114

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