

## MLS Area: Glencoe



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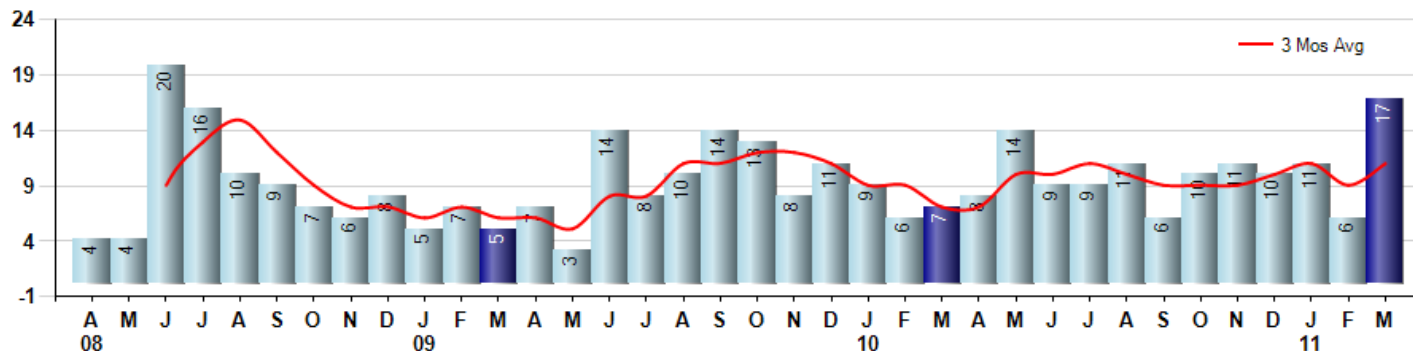
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

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	\$1,921,487	↑		↑				
March Median Sales Price	\$710,000	↓	↓	↓	↓	\$817,500	↑	↑
March Average Sales Price	\$753,912	↓	↓	↓	↓	\$956,109	↔	↓
Total Properties Currently for Sale (Inventory)	103	↔		↓				
March Number of Properties Sold	17	↑		↑		34	↑	
March Average Days on Market (Solds)	172	↑	↑	↓	↑	148	↑	↑
March Month's Supply of Inventory	6.1	↓	↓	↓	↓	11.0	↓	↓
March Sale Price vs List Price Ratio	86.8%	↑	↑	↑	↑	88.7%	↑	↑

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

### Property Sales

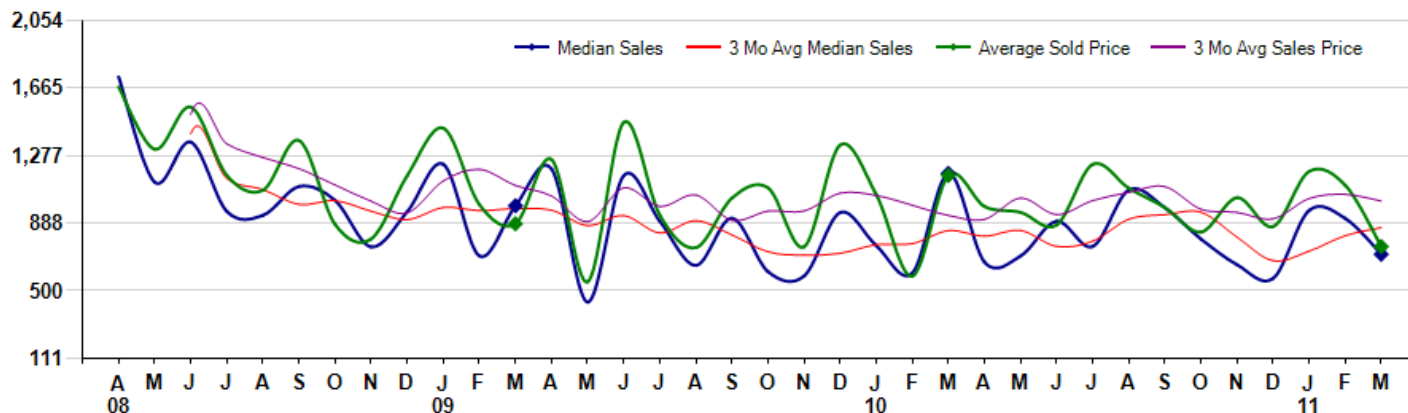
March Property sales were 17, up 142.9% from 7 in March of 2010 and 183.3% higher than the 6 sales last month. March 2011 sales were at their highest level compared to March of 2010 and 2009. March YTD sales of 34 are running 54.5% ahead of last year's year-to-date sales of 22.



### Prices

The Median Sales Price in March was \$710,000, down -39.6% from \$1,175,000 in March of 2010 and down -22.5% from \$916,000 last month. The Average Sales Price in March was \$753,912, down -35.2% from \$1,162,929 in March of 2010 and down -31.9% from \$1,107,000 last month. March 2011 ASP was at the lowest level compared to March of 2010 and 2009.

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



Based on information from Midwest Real Estate Data LLC for the period 4/1/2008 through 3/31/2011. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. Data maintained by the MLS's may not reflect all real estate activity in the market.



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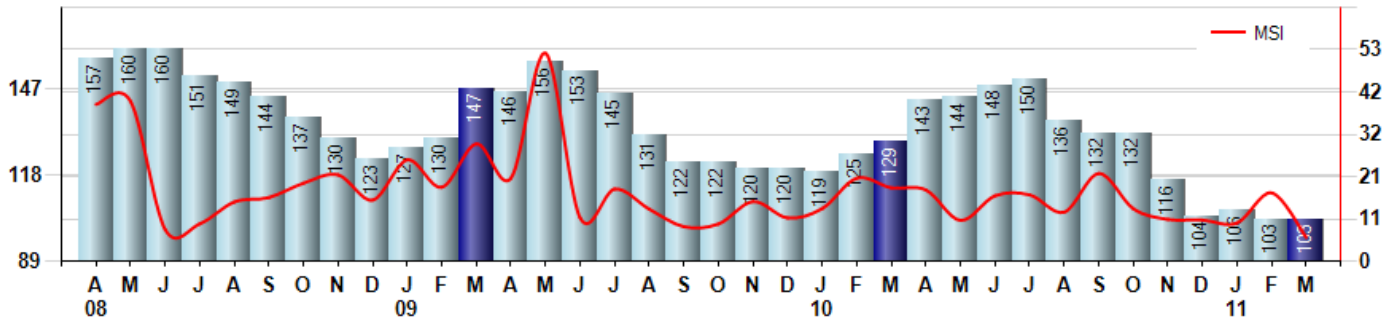
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### Inventory & MSI

The Total Inventory of Properties available for sale as of March was 103, equal to 103 last month and down -20.2% from 129 in March of last year. March 2011 Inventory was at the lowest level compared to March of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2011 MSI of 6.1 months was at its lowest level compared with March of 2010 and 2009.

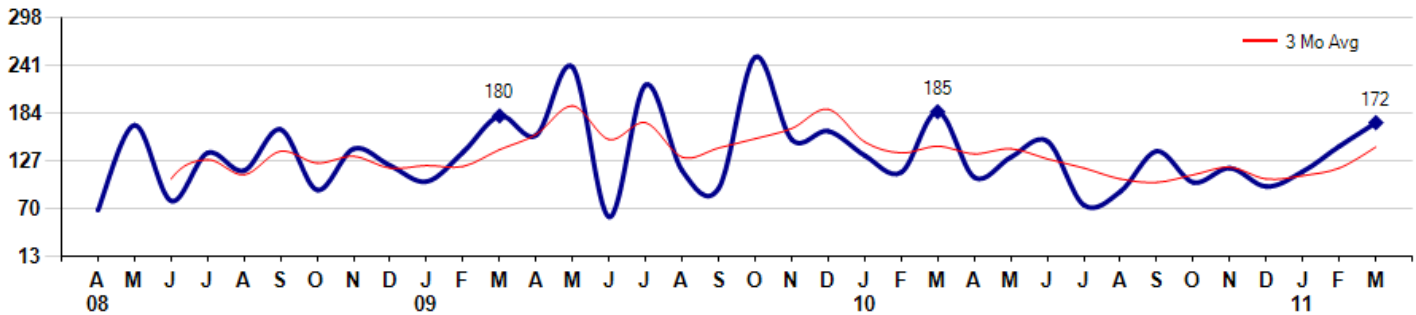
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 172, up 19.4% from 144 days last month and down -7.0% from 185 days in March of last year. The March 2011 DOM was at its lowest level compared with March of 2010 and 2009.

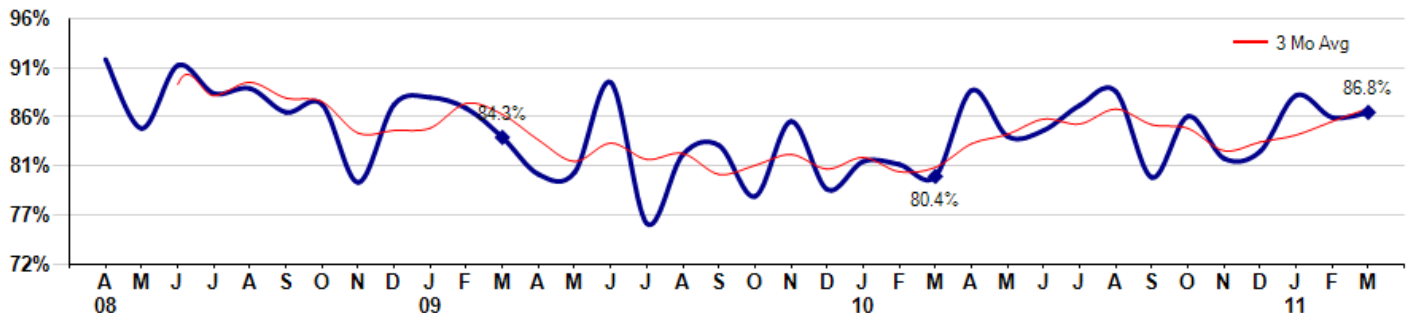
Average Days on Market (Listing to Contract) for properties sold during the month



### Selling Price vs Original Listing Price

The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original 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 2011 Selling Price vs Original List Price of 86.8% was up from 86.3% last month and up from 80.4% in March of last year.

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



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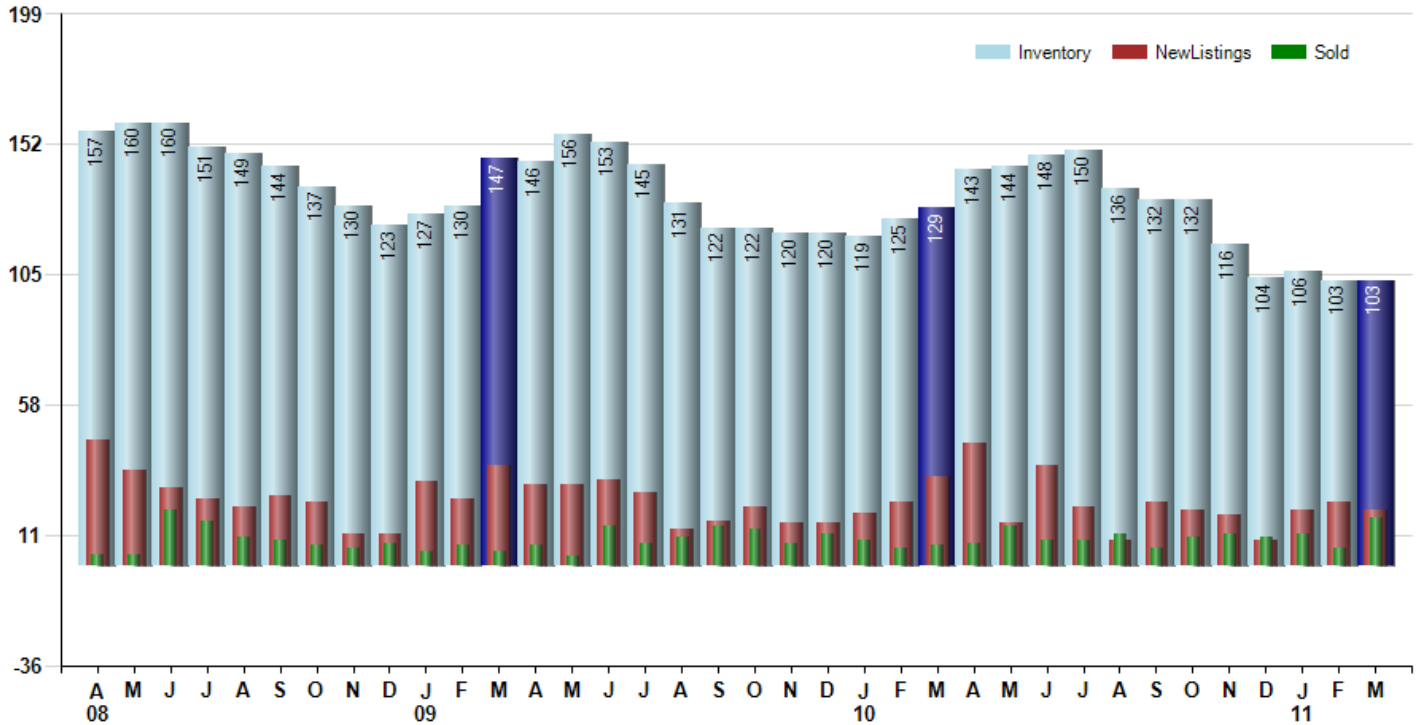
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### Inventory / New Listings / Sales

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 2011 was 20, down -13.0% from 23 last month and down -37.5% from 32 in March of last year.



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# MARKET ACTION REPORT

March 2011

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	A 08	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M
Homes Sold	4	4	20	16	10	9	7	6	8	5	7	5	7	3	14	8	10	14	13	8	11	9	6	7	8	14	9	9	11	6	10	11	10	11	6	17
3 Mo. Roll Avg			9	13	15	12	9	7	7	6	7	6	6	5	8	8	11	11	12	12	11	9	9	7	7	10	10	11	10	9	9	9	10	11	9	11

	(000's) A 08	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M
Median Sale Price	1,730	1,124	1,355	956	934	1,100	1,020	753	955	1,228	700	989	1,200	435	1,163	900	646	918	610	585	950	760	603	1,175	665	700	900	755	1,080	978	797	650	572	963	916	710
3 Mo. Roll Avg			1,403	1,145	1,082	997	1,018	958	909	978	961	972	963	875	933	833	903	821	725	704	715	765	771	846	814	847	755	785	912	938	952	808	673	728	817	863

	A 08	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M
Inventory	157	160	160	151	149	144	137	130	123	127	130	147	146	156	153	145	131	122	122	120	119	125	129	143	144	148	150	136	132	132	116	104	106	103	103	
MSI	39	40	8	9	15	16	20	22	15	25	19	29	21	52	11	18	13	9	9	15	11	13	21	18	18	10	16	17	12	22	13	11	10	10	17	6

	A 08	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M
Days On Market	68	169	79	136	115	164	92	141	121	102	137	180	157	238	60	217	115	94	250	152	162	133	113	185	107	131	150	74	90	138	101	118	96	114	144	172
3 Mo. Roll Avg			105	128	110	138	124	132	118	121	120	140	158	192	152	172	131	142	153	165	188	149	136	144	135	141	129	118	105	101	110	119	105	109	118	143

	A 08	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M
Price per Sq Ft	350	280	378	193	194	370	0	164	0	238	0	242	0	174	0	221	0	364	262	0	347	300	269	473	226	181	312	265	348	232	313	334	228	239	250	282
3 Mo. Roll Avg			336	284	255	252	188	178	55	134	79	160	81	139	58	132	74	195	209	209	203	216	305	347	323	293	240	253	308	282	298	293	292	267	239	257

	A 08	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M
Sale to List Price	0.921	0.852	0.915	0.887	0.892	0.868	0.876	0.798	0.876	0.883	0.872	0.843	0.806	0.808	0.898	0.757	0.826	0.835	0.784	0.859	0.791	0.819	0.816	0.804	0.890	0.844	0.850	0.875	0.889	0.803	0.864	0.822	0.829	0.885	0.863	0.868
3 Mo. Roll Avg			0.896	0.885	0.898	0.882	0.879	0.847	0.850	0.852	0.877	0.866	0.840	0.819	0.837	0.821	0.827	0.806	0.815	0.826	0.811	0.823	0.809	0.813	0.837	0.846	0.861	0.856	0.871	0.856	0.852	0.830	0.838	0.845	0.859	0.872

	A 08	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M
New Listings	45	34	28	24	21	25	23	11	11	30	24	36	29	29	31	26	13	16	21	15	15	19	23	32	44	15	36	21	9	23	20	18	9	20	23	20
Inventory	157	160	160	151	149	144	137	130	123	127	130	147	146	156	153	145	131	122	122	120	120	119	125	129	143	144	148	150	136	132	132	116	104	106	103	103
Sales	4	4	20	16	10	9	7	6	8	5	7	5	7	3	14	8	10	14	13	8	11	9	6	7	8	14	9	9	11	6	10	11	10	11	6	17

	(000's) A 08	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M
Avg Sale Price	1,671	1,313	1,556	1,164	1,078	1,364	882	798	1,162	1,435	996	885	1,254	552	1,468	935	748	1,033	1,092	753	1,338	1,053	583	1,163	985	951	878	1,227	1,090	979	838	1,035	870	1,186	1,107	754
3 Mo. Roll Avg			1,514	1,344	1,266	1,202	1,108	1,015	948	1,132	1,198	1,105	1,045	897	1,091	985	1,050	905	958	959	1,061	1,048	991	933	910	1,033	938	1,019	1,065	1,099	969	951	914	1,030	1,054	1,016

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