

MLS Area: Glencoe



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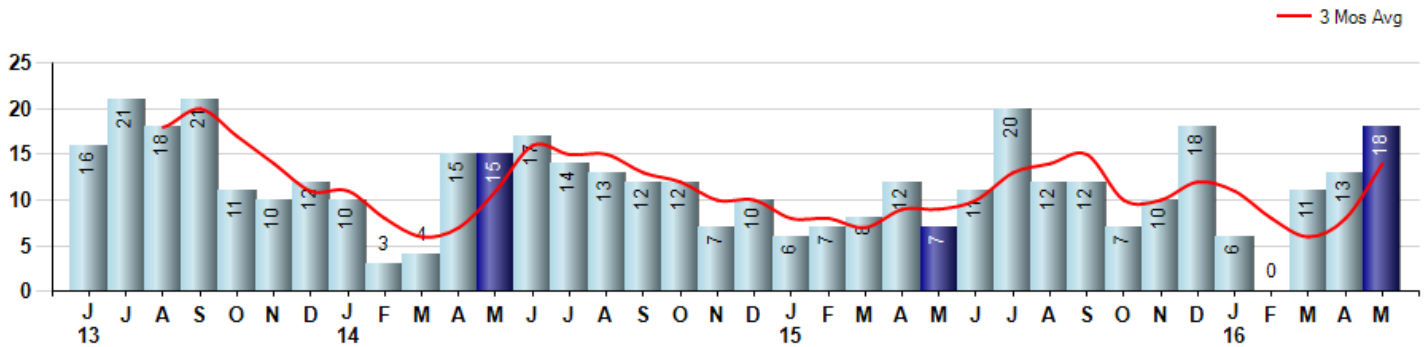
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,225,000	↑		↓				
Average List Price of all Current Listings	\$1,460,384	↑		↑				
May Median Sales Price	\$1,287,500	↓	↑	↑	↑	\$1,092,500	↑	↑
May Average Sales Price	\$1,528,556	↑	↑	↑	↑	\$1,233,474	↑	↑
Total Properties Currently for Sale (Inventory)	113	↑		↑				
May Number of Properties Sold	18	↑		↑		48	↑	
May Average Days on Market (Solds)	48	↑	↑	↓	↓	53	↓	↓
May Month's Supply of Inventory	6.3	↓	↓	↓	↓	6.9	↓	↓
May Sale Price vs List Price Ratio	94.1%	↓	↑	↑	↑	93.7%	↑	↑

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

Property Sales

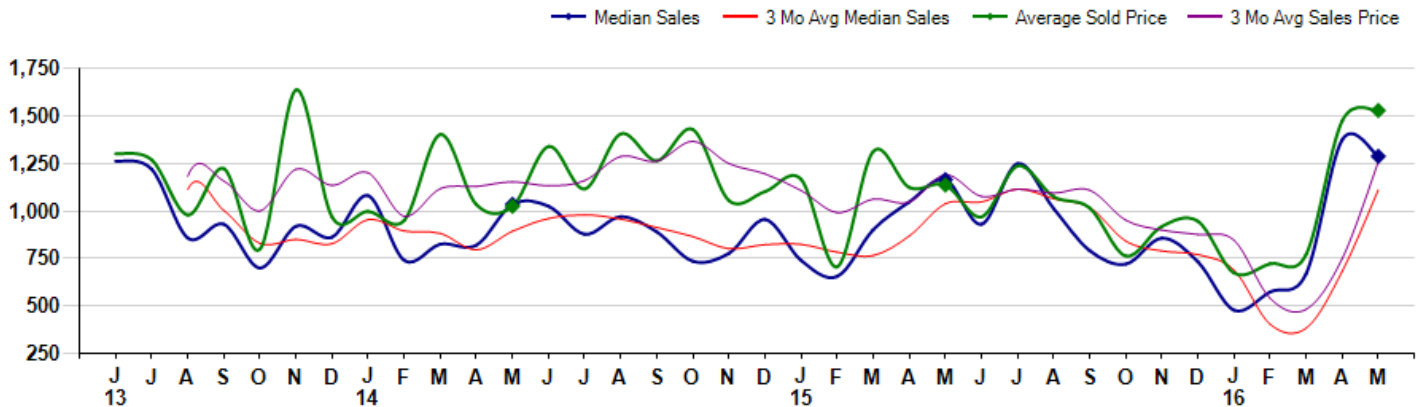
May Property sales were 18, up 157.1% from 7 in May of 2015 and 38.5% higher than the 13 sales last month. May 2016 sales were at their highest level compared to May of 2015 and 2014. May YTD sales of 48 are running 20.0% ahead of last year's year-to-date sales of 40.



Prices

The Median Sales Price in May was \$1,287,500, up 10.5% from \$1,165,000 in May of 2015 and down -6.4% from \$1,375,000 last month. The Average Sales Price in May was \$1,528,556, up 34.5% from \$1,136,429 in May of 2015 and up 3.7% from \$1,474,615 last month. May 2016 ASP was at highest level compared to May of 2015 and 2014.

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



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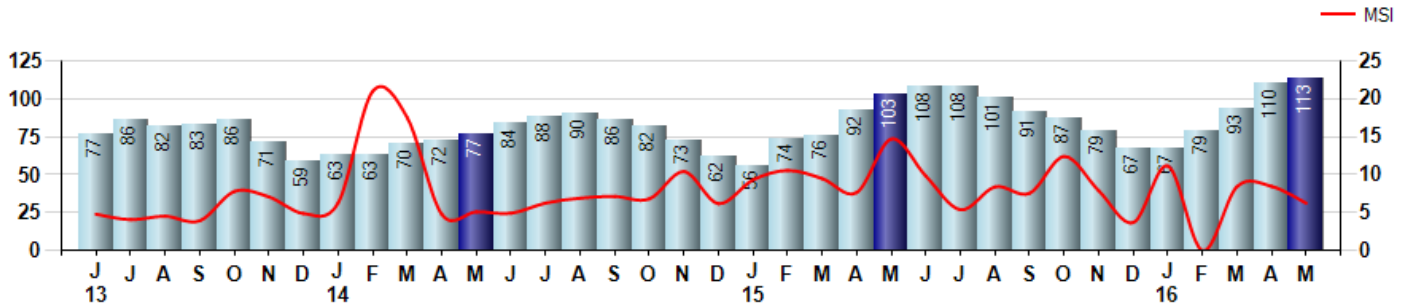
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Inventory & MSI

The Total Inventory of Properties available for sale as of May was 113, up 2.7% from 110 last month and up 9.7% from 103 in May of last year. May 2016 Inventory was at highest level compared to May of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The May 2016 MSI of 6.3 months was at a mid range compared with May of 2015 and 2014.

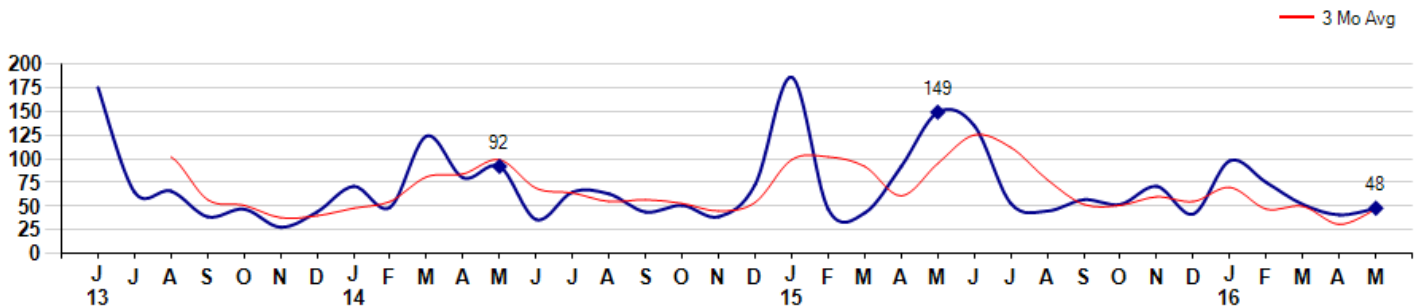
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 May was 48, up 17.1% from 41 days last month and down -67.8% from 149 days in May of last year. The May 2016 DOM was at its lowest level compared with May of 2015 and 2014.

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



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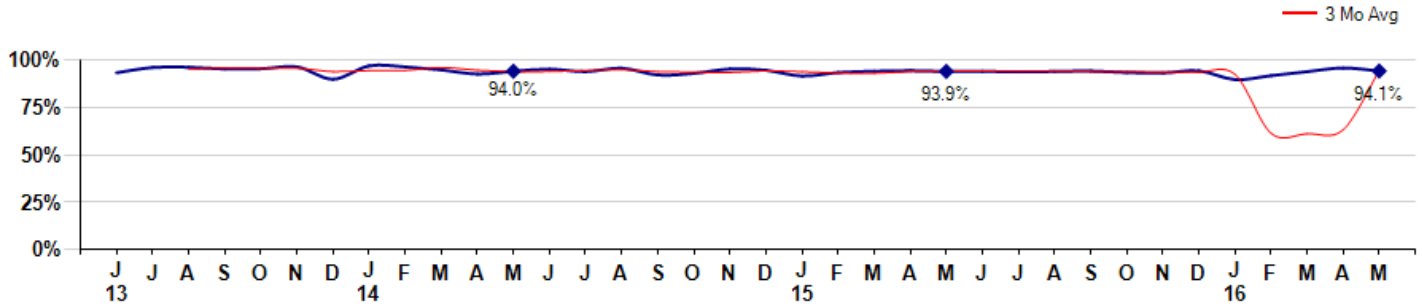


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Selling Price vs Listing Price

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 May 2016 Selling Price vs List Price of 94.1% was down from 95.7% last month and up from 93.9% in May of last year.

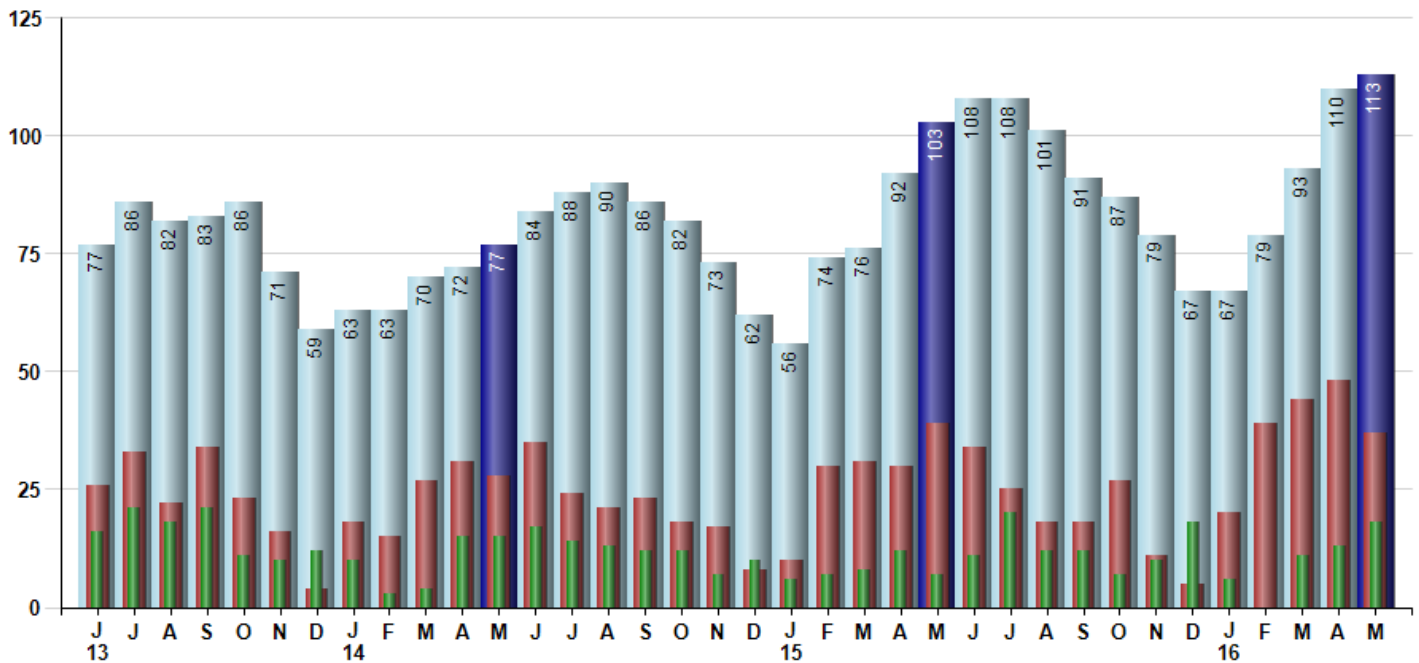
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 May 2016 was 37, down -22.9% from 48 last month and down -5.1% from 39 in May of last year.

Inventory (light blue), New Listings (red), Sold (green)



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	J 13	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	A	S	O	N	D	J 16	F	M	A	M
Homes Sold	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	12	12	7	10	18	6	0	11	13	18
3 Mo. Roll Avg			18	20	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

	(000's) J 13	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	A	S	O	N	D	J 16	F	M	A	M
Median Sale Price	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	1,013	791	720	857	733	478	0	670	1,375	1,288
3 Mo. Roll Avg			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	1,064	1,018	841	789	770	689	403	383	682	1,111

	J 13	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	A	S	O	N	D	J 16	F	M	A	M
Inventory	77	86	82	83	86	71	59	63	63	70	72	77	84	88	90	86	82	73	62	56	74	76	92	103	108	108	101	91	87	79	67	67	79	93	110	113
MSI	5	4	5	4	8	7	5	6	21	18	5	5	5	6	7	7	7	10	6	9	11	10	8	15	10	5	8	8	12	8	4	11	0	8	8	6

	J 13	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	A	S	O	N	D	J 16	F	M	A	M
Days On Market	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	45	57	52	71	42	98	0	52	41	48
3 Mo. Roll Avg			102	57	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

	J 13	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	A	S	O	N	D	J 16	F	M	A	M
Price per Sq Ft	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	315	255	253	306	272	265	0	242	343	339
3 Mo. Roll Avg			304	310	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

	J 13	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	A	S	O	N	D	J 16	F	M	A	M
Sale to List Price	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	0.939	0.941	0.933	0.931	0.942	0.896	0.000	0.938	0.957	0.941
3 Mo. Roll Avg			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	0.938	0.939	0.938	0.935	0.935	0.923	0.613	0.611	0.632	0.945

	J 13	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	A	S	O	N	D	J 16	F	M	A	M
New Listings	26	33	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	44	48	37
Inventory	77	86	82	83	86	71	59	63	63	70	72	77	84	88	90	86	82	73	62	56	74	76	92	103	108	108	101	91	87	79	67	67	79	93	110	113
Sales	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	12	12	7	10	18	6	0	11	13	18

	(000's) J 13	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	A	S	O	N	D	J 16	F	M	A	M
Avg Sale Price	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	1,075	1,016	763	919	946	674	0	771	1,475	1,529
3 Mo. Roll Avg			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	1,094	1,109	951	899	876	846	540	482	749	1,258

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