MARKET ACTION REPORT February 2017

MLS Area: Glencoe

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847-363-1599
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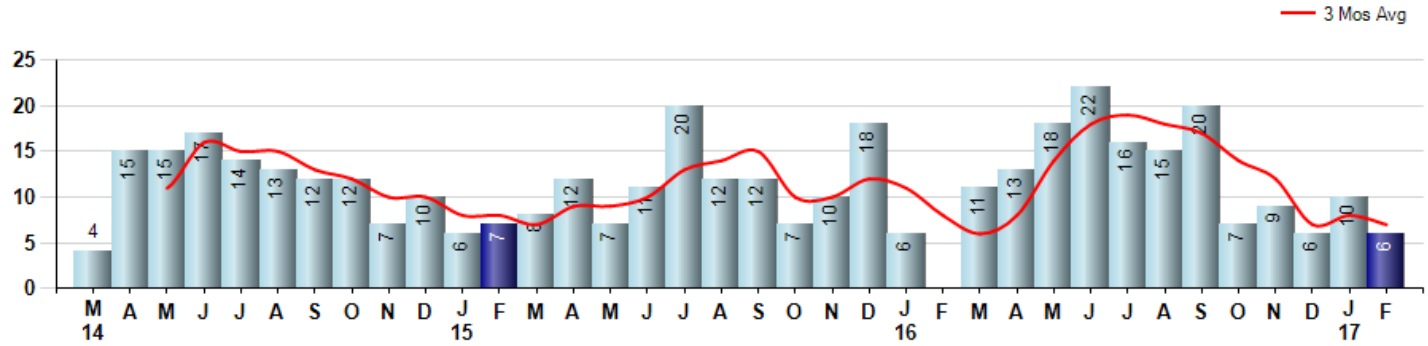
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*: LM	L3M	PYM	LY	YTD	Trending Versus*: PriorYTD	PriorYear
Median List Price of all Current Listings	$1,195,000	↔		↑				
Average List Price of all Current Listings	$1,502,445	↓		↑				
February Median Sales Price	$599,000	↓	↓	↔	↓	$687,750	↑	↓
February Average Sales Price	$662,000	↓	↓	↔	↓	$778,125	↑	↓
Total Properties Currently for Sale (Inventory)	99	↑		↑				
February Number of Properties Sold	6	↓		↔		16	↔	
February Average Days on Market (Solds)	49	↓	↓	↔	↓	80	↓	↑
February Month's Supply of Inventory	16.5	↑	↑	↔	↑	12.4	↑	↑
February Sale Price vs List Price Ratio	89.1%	↑	↑	↔	↓	88.8%	↑	↓

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

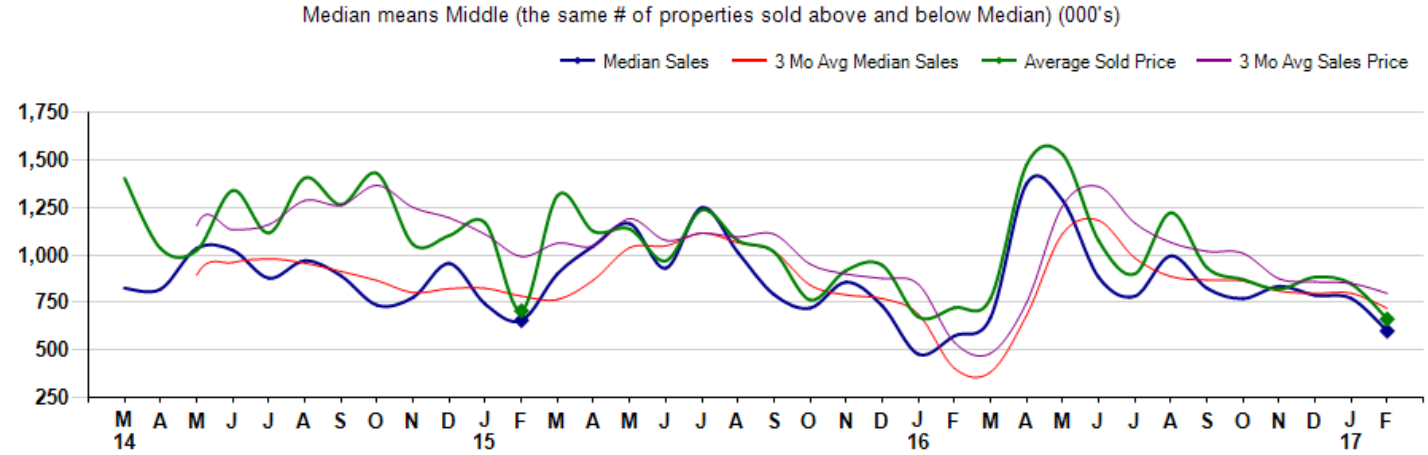
Property Sales

February Property sales were 6, equal to 0 in February of 2016 and -40.0% lower than the 10 sales last month. February 2017 sales were at a mid level compared to February of 2016 and 2015. February YTD sales of 16 are running 166.7% ahead of last year's year-to-date sales of 6.



Prices

The Median Sales Price in February was $599,000, equal to $0 in February of 2016 and down -22.3% from $771,250 last month. The Average Sales Price in February was $662,000, equal to $0 in February of 2016 and down -21.9% from $847,800 last month. February 2017 ASP was at a mid range compared to February of 2016 and 2015.



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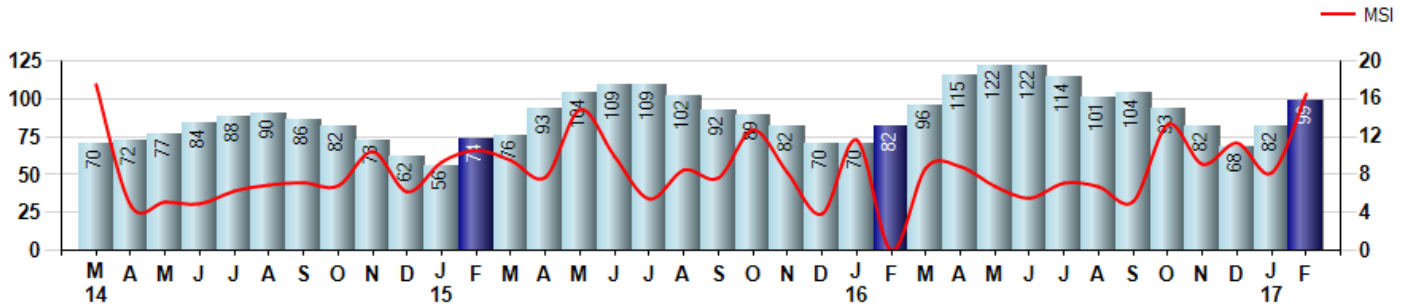
Inventory & MSI

The Total Inventory of Properties available for sale as of February was 99, up 20.7% from 82 last month and up 20.7% from 82 in February of last year. February 2017 Inventory was at highest level compared to February of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The February 2017 MSI of 16.5 months was at its highest level compared with February of 2016 and 2015.

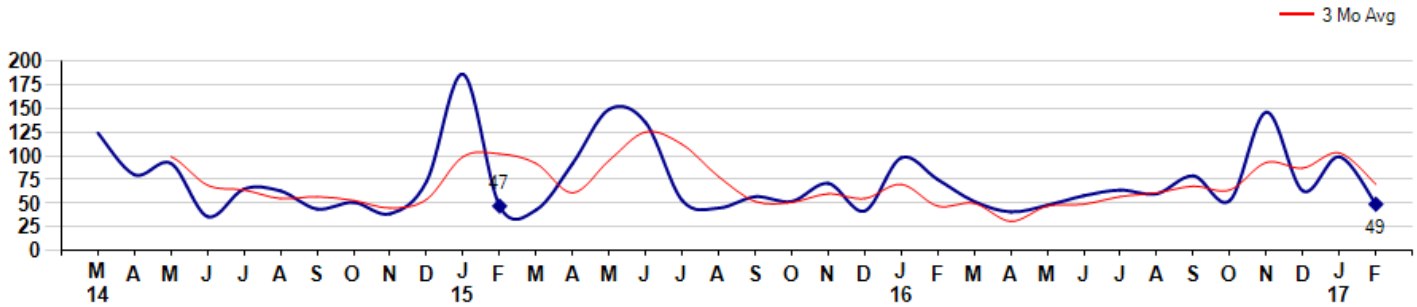
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 February was 49, down -50.5% from 99 days last month and equal to 0 days in February of last year. The February 2017 DOM was at its highest level compared with February of 2016 and 2015.

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



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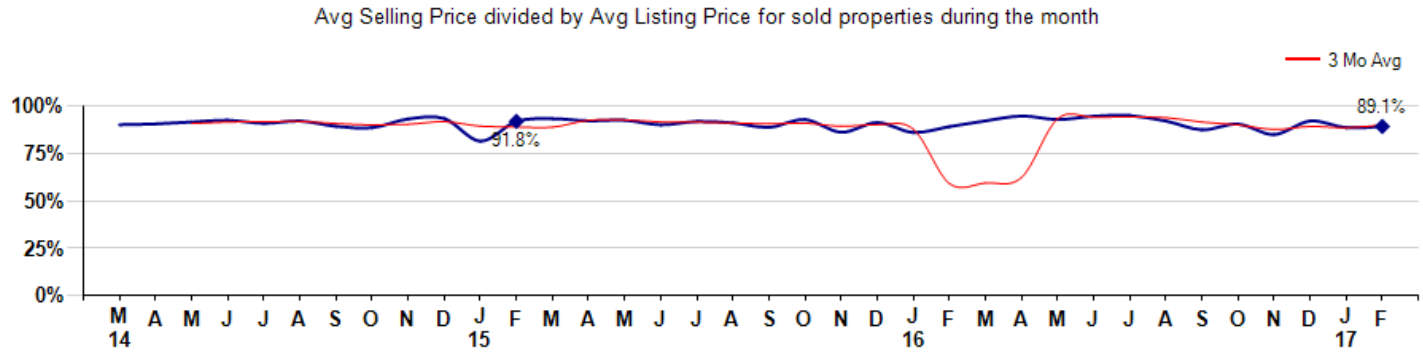
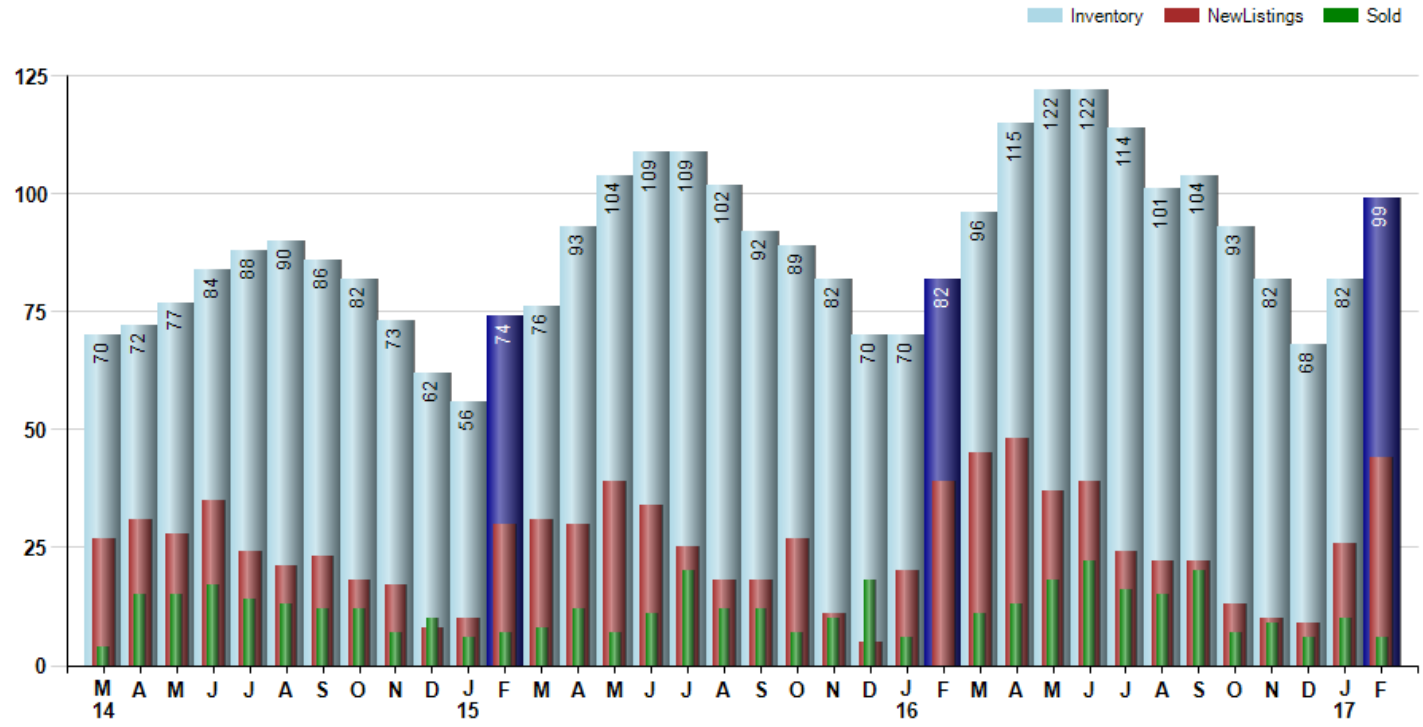
Selling Price vs Listing Price

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 February 2017 Selling Price vs List Price of 89.1% was up from 88.5% last month and equal to 0.0% in February 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 February 2017 was 44, up 69.2% from 26 last month and up 12.8% from 39 in February of last year.



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Homes Sold	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	15	20	7	9	6	10	6
3 Mo. Roll Avg			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	18	17	14	12	7	8	7

(000's)	M 14	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	A	S	O	N	D	J 17	F
MedianSalePrice	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	995	825	770	835	788	771	599
3 Mo. Roll Avg			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	887	867	863	810	798	798	719

	M 14	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	A	S	O	N	D	J 17	F
Inventory	70	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	99
MSI	18	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

	M 14	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	A	S	O	N	D	J 17	F
Days On Market	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	60	79	53	146	63	99	49
3 Mo. Roll Avg			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	61	68	64	93	87	103	70

	M 14	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	A	S	O	N	D	J 17	F
Price per Sq Ft	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	324	294	307	273	261	253	227
3 Mo. Roll Avg			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	304	299	308	291	280	262	247

	M 14	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	A	S	O	N	D	J 17	F
Sale to List Price	0.900	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
3 Mo. Roll Avg			0.907	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

	M 14	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	A	S	O	N	D	J 17	F
New Listings	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	39	24	22	22	13	10	9	26	44
Inventory	70	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	99
Sales	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	15	20	7	9	6	10	6

(000's)	M 14	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	A	S	O	N	D	J 17	F
Avg Sale Price	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	1,222	933	871	820	883	848	662
3 Mo. Roll Avg			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	1,066	1,018	1,009	875	858	850	798

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