

MLS Area: Glencoe



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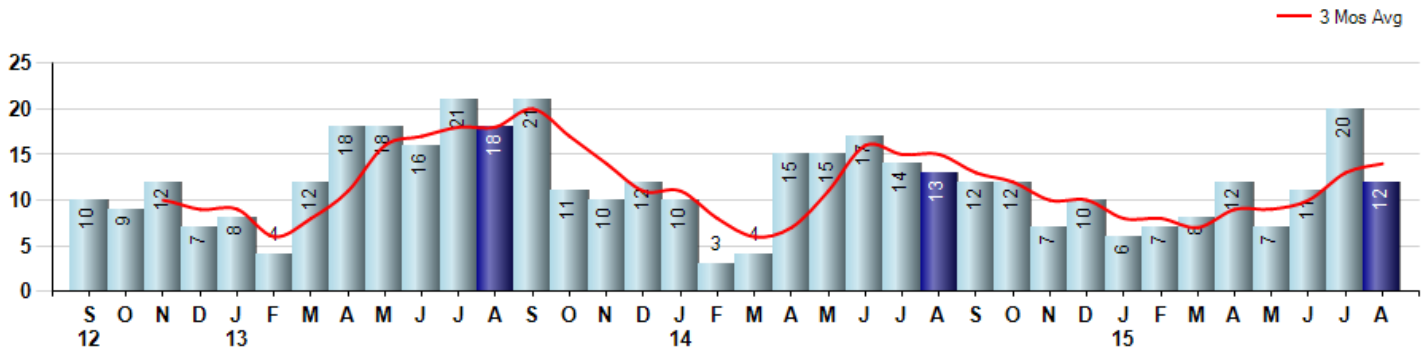
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,192,000	↑		↓				
Average List Price of all Current Listings	\$1,485,964	↑		↓				
August Median Sales Price	\$1,013,000	↓	↓	↑	↑	\$987,000	↑	↑
August Average Sales Price	\$1,075,458	↓	↓	↓	↓	\$1,110,716	↓	↓
Total Properties Currently for Sale (Inventory)	98	↓		↑				
August Number of Properties Sold	12	↓		↓		83	↓	
August Average Days on Market (Solds)	45	↓	↓	↓	↓	85	↑	↑
August Month's Supply of Inventory	8.2	↑	↑	↑	↓	9.2	↑	↑
August Sale Price vs List Price Ratio	93.9%	↑	↑	↓	↑	93.1%	↓	↔

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

Property Sales

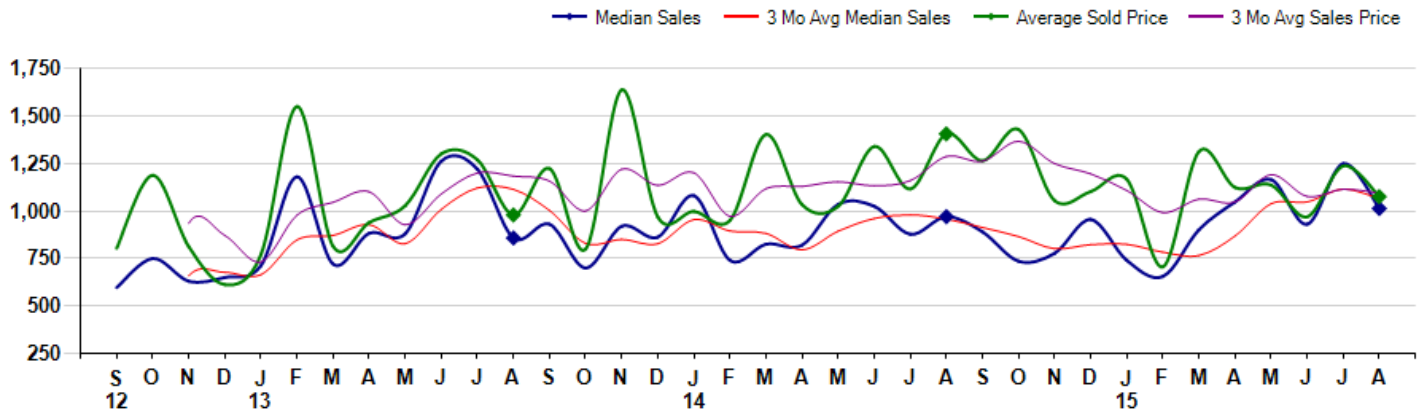
August Property sales were 12, down -7.7% from 13 in August of 2014 and -40.0% lower than the 20 sales last month. August 2015 sales were at their lowest level compared to August of 2014 and 2013. August YTD sales of 83 are running -8.8% behind last year's year-to-date sales of 91.



Prices

The Median Sales Price in August was \$1,013,000, up 4.4% from \$970,000 in August of 2014 and down -18.9% from \$1,249,500 last month. The Average Sales Price in August was \$1,075,458, down -23.5% from \$1,405,385 in August of 2014 and down -13.1% from \$1,236,875 last month. August 2015 ASP was at a mid range compared to August of 2014 and 2013.

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



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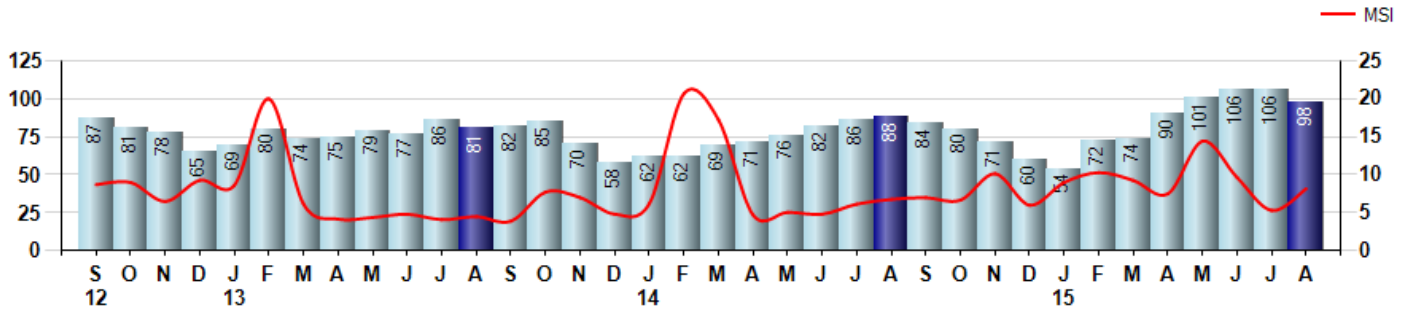
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Inventory & MSI

The Total Inventory of Properties available for sale as of August was 98, down -7.5% from 106 last month and up 11.4% from 88 in August of last year. August 2015 Inventory was at highest level compared to August of 2014 and 2013.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The August 2015 MSI of 8.2 months was at its highest level compared with August of 2014 and 2013.

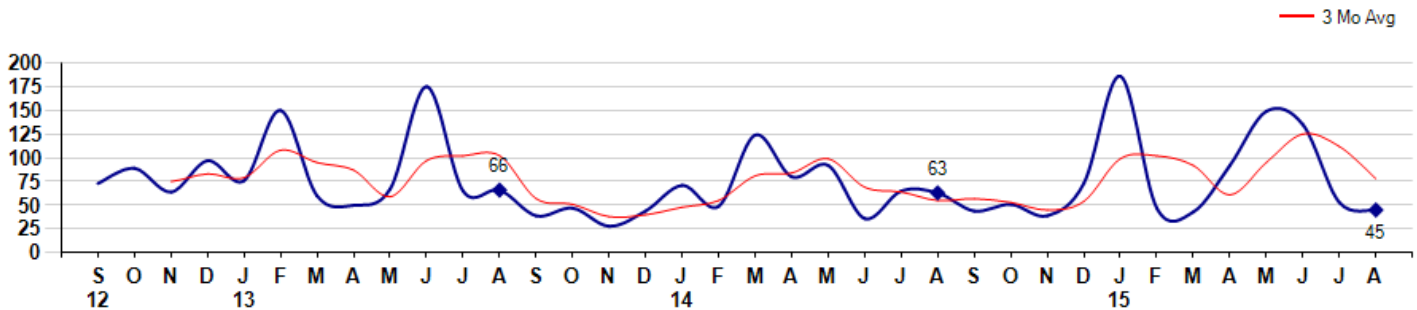
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 August was 45, down -15.1% from 53 days last month and down -28.6% from 63 days in August of last year. The August 2015 DOM was at its lowest level compared with August of 2014 and 2013.

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



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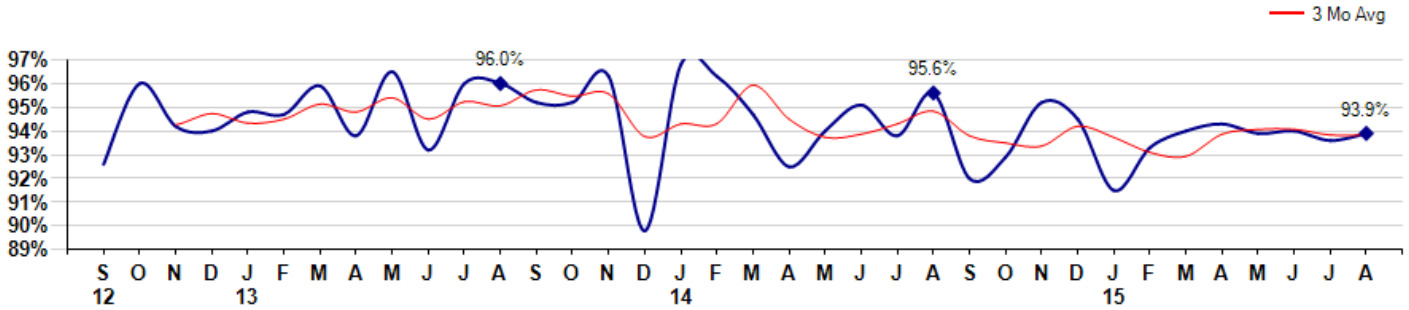


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Selling Price vs Listing Price

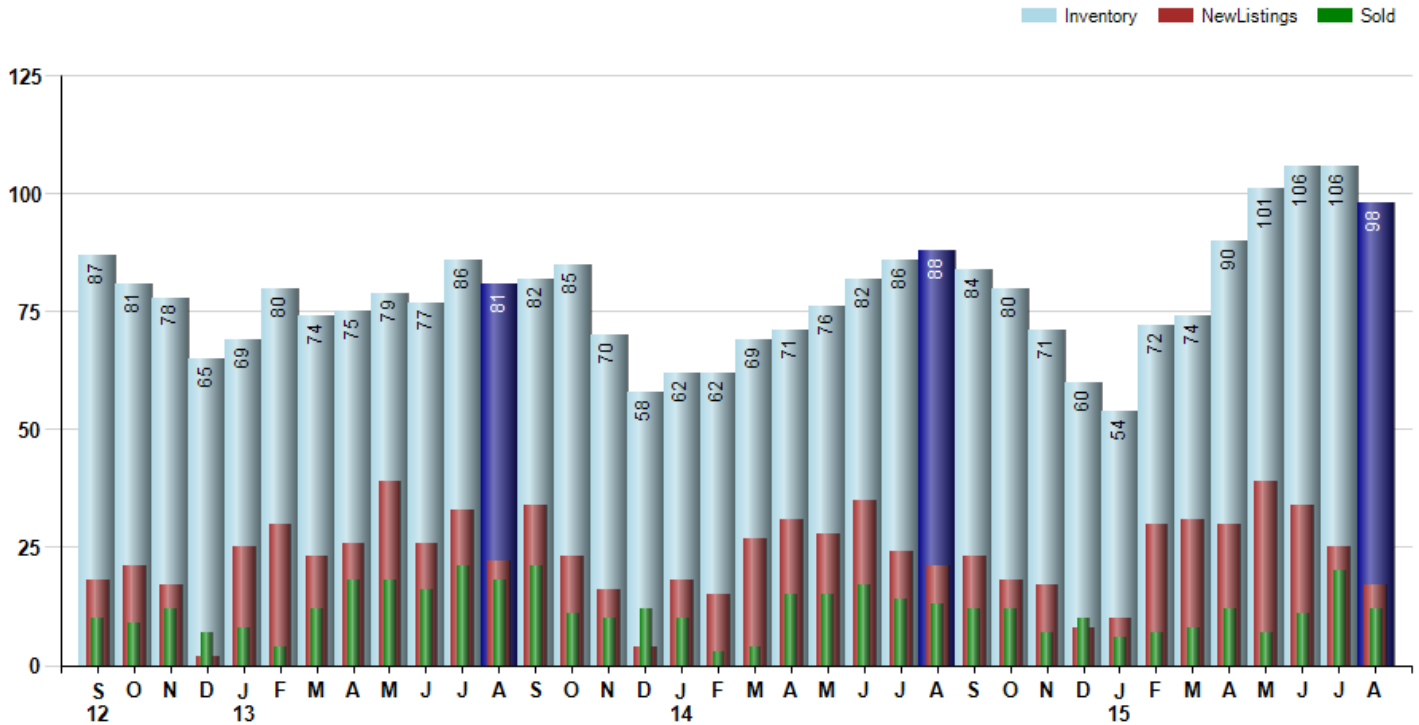
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The August 2015 Selling Price vs List Price of 93.9% was up from 93.6% last month and down from 95.6% in August 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 August 2015 was 17, down -32.0% from 25 last month and down -19.0% from 21 in August of last year.



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MARKET ACTION REPORT

August 2015

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	S 12	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	A
Homes Sold	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	12
3 Mo. Roll Avg			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	14

	(000's) S 12	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	A
Median Sale Price	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	1,013
3 Mo. Roll Avg			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	1,064

	S 12	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	A
Inventory	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	101	106	106	98
MSI	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	8

	S 12	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	A
Days On Market	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	45
3 Mo. Roll Avg			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	78

	S 12	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	A
Price per Sq Ft	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	315
3 Mo. Roll Avg			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	304

	S 12	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	A
Sale to List Price	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	0.939
3 Mo. Roll Avg			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	0.938

	S 12	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	A
New Listings	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	39	34	25	17
Inventory	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	101	106	106	98
Sales	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	12

	(000's) S 12	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	A
Avg Sale Price	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	1,075
3 Mo. Roll Avg			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	1,094

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