

MLS Area: Glencoe



ART WILSON
 Broker, Realtor
 847-363-1599
 www.NorthShoreHomesOnline.com
 Art.Wilson@cbexchange.com



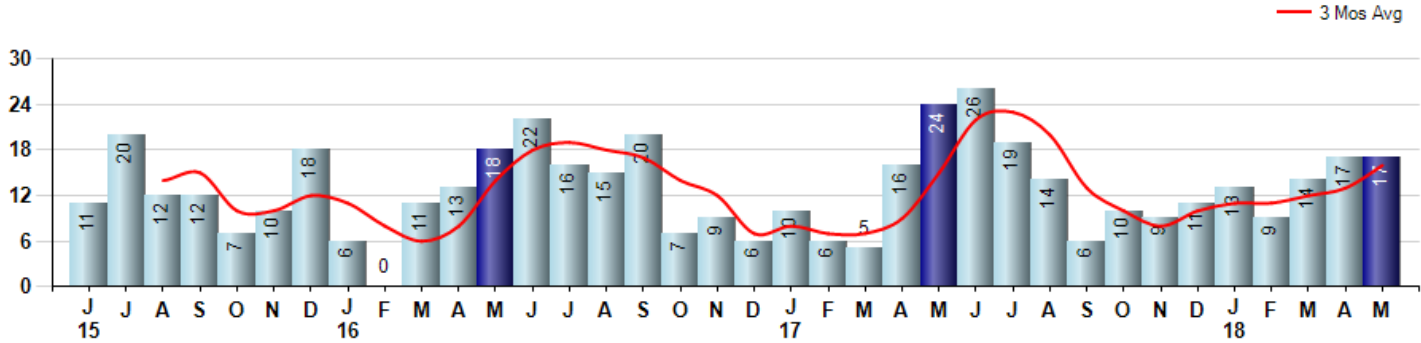
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

| Market Profile & Trends Overview | Month | Trending Versus*: | | | | YTD | Trending Versus*: | |
|---|-------------|-------------------|-----|-----|----|-------------|-------------------|-----------|
| | | LM | L3M | PYM | LY | | PriorYTD | PriorYear |
| Median List Price of all Current Listings | \$1,100,000 | ↔ | | ↔ | | | | |
| Average List Price of all Current Listings | \$1,371,614 | ↑ | | ↓ | | | | |
| May Median Sales Price | \$1,265,000 | ↑ | ↑ | ↑ | ↑ | \$870,625 | ↑ | ↑ |
| May Average Sales Price | \$1,219,274 | ↑ | ↑ | ↑ | ↑ | \$1,048,059 | ↔ | ↓ |
| Total Properties Currently for Sale (Inventory) | 123 | ↑ | | ↑ | | | | |
| May Number of Properties Sold | 17 | ↔ | | ↓ | | 70 | ↑ | |
| May Average Days on Market (Solds) | 63 | ↓ | ↓ | ↑ | ↓ | 92 | ↑ | ↑ |
| May Month's Supply of Inventory | 7.2 | ↑ | ↑ | ↑ | ↓ | 7.3 | ↓ | ↓ |
| May Sale Price vs List Price Ratio | 96.1% | ↑ | ↑ | ↑ | ↑ | 90.8% | ↔ | ↑ |

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

Property Sales

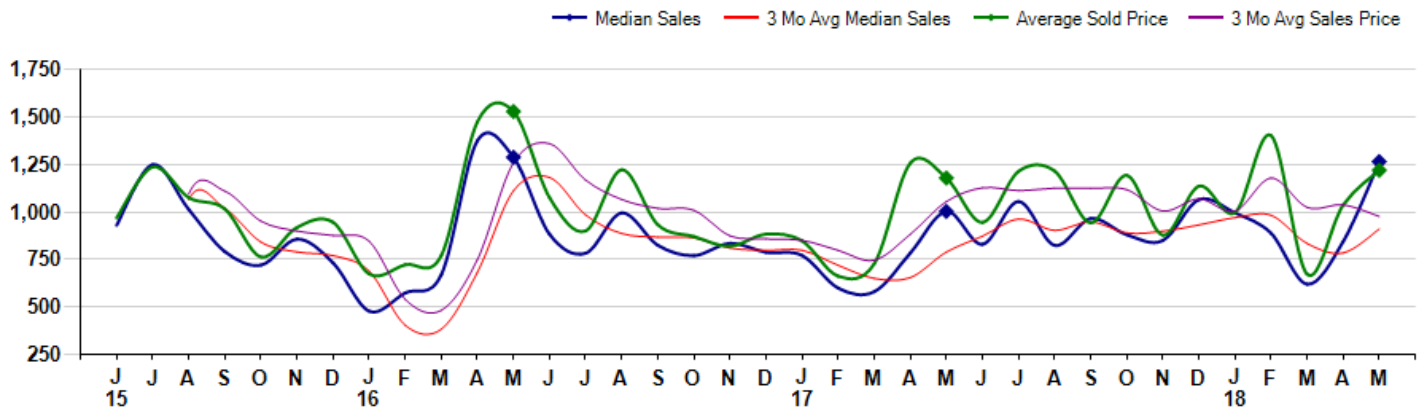
May Property sales were 17, down -29.2% from 24 in May of 2017 and equal to 0.0% 17 sales last month. May 2018 sales were at their lowest level compared to May of 2017 and 2016. May YTD sales of 70 are running 14.8% ahead of last year's year-to-date sales of 61.



Prices

The Median Sales Price in May was \$1,265,000, up 26.1% from \$1,002,960 in May of 2017 and up 49.7% from \$845,000 last month. The Average Sales Price in May was \$1,219,274, up 3.5% from \$1,178,348 in May of 2017 and up 17.5% from \$1,037,456 last month. May 2018 ASP was at a mid range compared to May of 2017 and 2016.

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



© 2018 Coldwell Banker Residential Brokerage. All Rights Reserved. Coldwell Banker Residential Brokerage fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Coldwell Banker Residential Brokerage is operated by a subsidiary of NRT LLC. Coldwell Banker and the Coldwell Banker Logo are registered service marks owned by Coldwell Banker Real Estate LLC.

Based on information from Midwest Real Estate Data LLC for the period 6/1/2015 through 5/31/2018. 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.



MLS Area: Glencoe



ART WILSON
 Broker, Realtor
 847-363-1599
 www.NorthShoreHomesOnline.com
 Art.Wilson@cbexchange.com



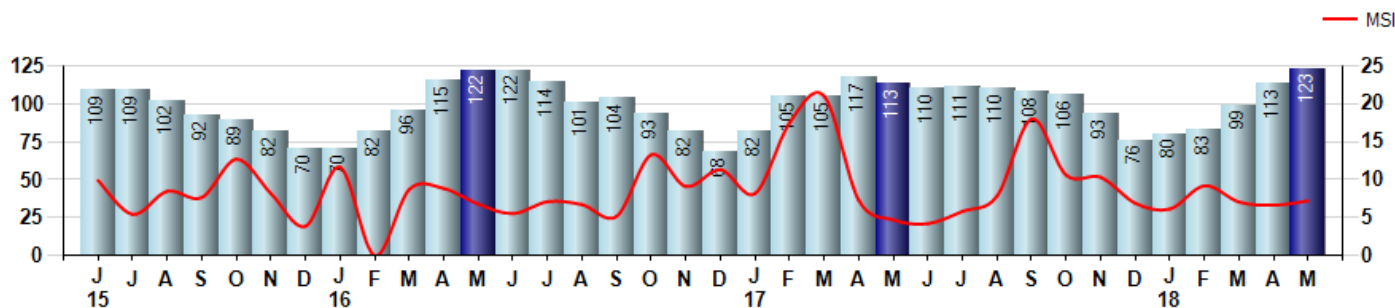
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Inventory & MSI

The Total Inventory of Properties available for sale as of May was 123, up 8.8% from 113 last month and up 8.8% from 113 in May of last year. May 2018 Inventory was at highest level compared to May of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The May 2018 MSI of 7.2 months was at its highest level compared with May of 2017 and 2016.

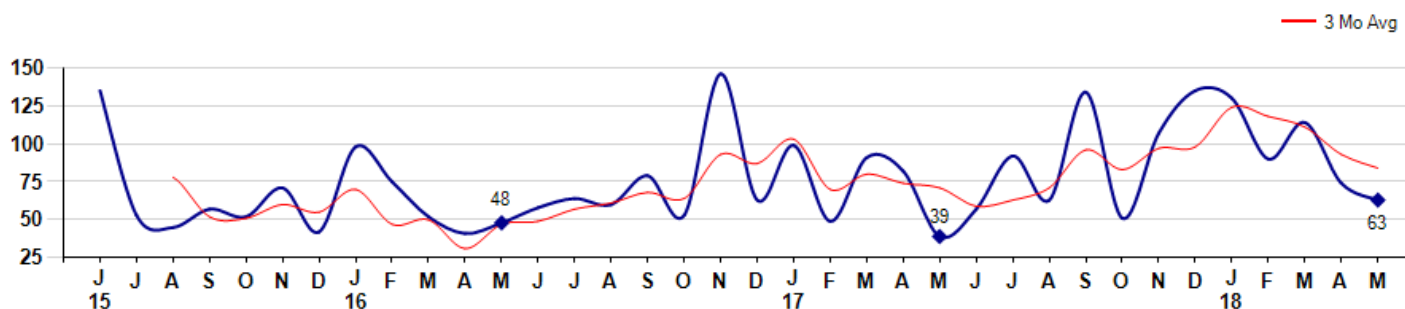
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 63, down -14.9% from 74 days last month and up 61.5% from 39 days in May of last year. The May 2018 DOM was at its highest level compared with May of 2017 and 2016.

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



MLS Area: Glencoe



ART WILSON
 Broker, Realtor
 847-363-1599
 www.NorthShoreHomesOnline.com
 Art.Wilson@cbexchange.com

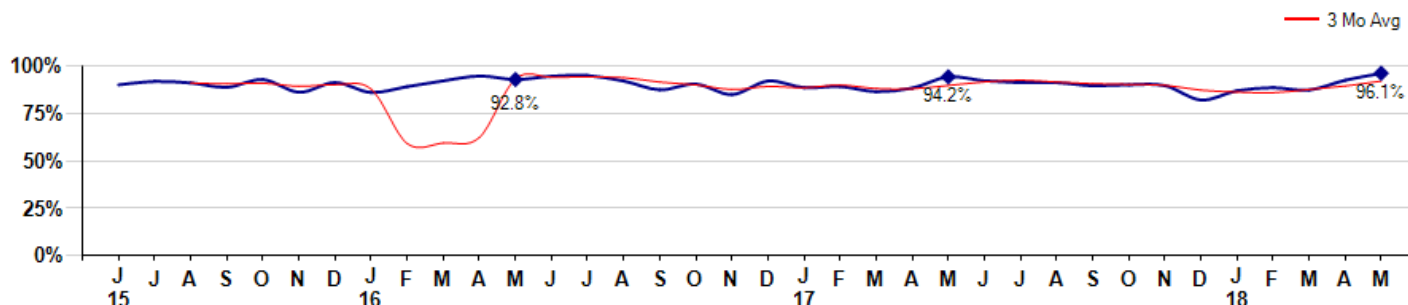


Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

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 2018 Selling Price vs List Price of 96.1% was up from 92.4% last month and up from 94.2% in May of last year.

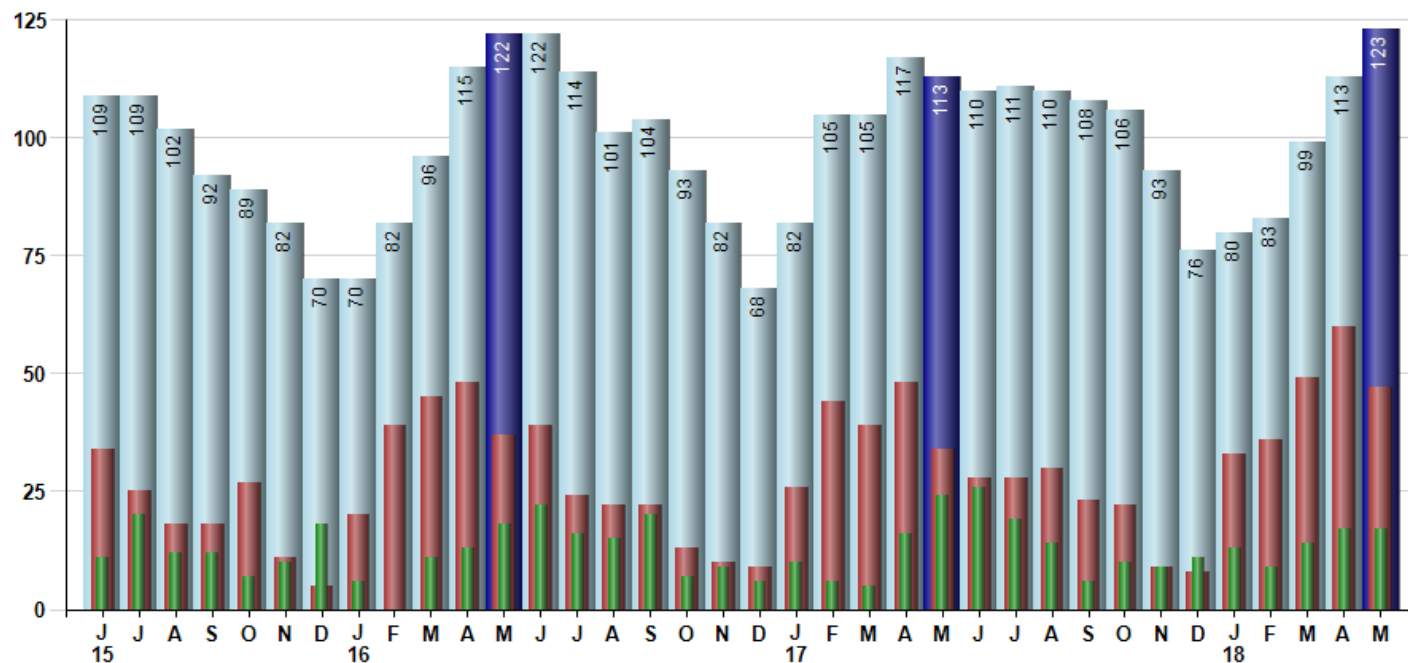
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 2018 was 47, down -21.7% from 60 last month and up 38.2% from 34 in May of last year.

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



© 2018 Coldwell Banker Residential Brokerage. All Rights Reserved. Coldwell Banker Residential Brokerage fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Coldwell Banker Residential Brokerage is operated by a subsidiary of NRT LLC. Coldwell Banker and the Coldwell Banker Logo are registered service marks owned by Coldwell Banker Real Estate LLC.

Based on information from Midwest Real Estate Data LLC for the period 6/1/2015 through 5/31/2018. 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.



MARKET ACTION REPORT

May 2018

MLS Area: Glencoe



ART WILSON
 Broker, Realtor
 847-363-1599
 www.NorthShoreHomesOnline.com
 Art.Wilson@cbexchange.com



Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

| | J 15 | J | A | S | O | N | D | J 16 | F | M | A | M | J | J | A | S | O | N | D | J 17 | F | M | A | M | J | J | A | S | O | N | D | J 18 | F | M | A | M |
|----------------|------|----|----|----|----|----|----|------|---|----|----|----|----|----|----|----|----|----|---|------|---|---|----|----|----|----|----|----|----|---|----|------|----|----|----|----|
| Homes Sold | 11 | 20 | 12 | 12 | 7 | 10 | 18 | 6 | 0 | 11 | 13 | 18 | 22 | 16 | 15 | 20 | 7 | 9 | 6 | 10 | 6 | 5 | 16 | 24 | 26 | 19 | 14 | 6 | 10 | 9 | 11 | 13 | 9 | 14 | 17 | 17 |
| 3 Mo. Roll Avg | | | 14 | 15 | 10 | 10 | 12 | 11 | 8 | 6 | 8 | 14 | 18 | 19 | 18 | 17 | 14 | 12 | 7 | 8 | 7 | 7 | 9 | 15 | 22 | 23 | 20 | 13 | 10 | 8 | 10 | 11 | 11 | 12 | 13 | 16 |

| (000's) | J 15 | J | A | S | O | N | D | J 16 | F | M | A | M | J | J | A | S | O | N | D | J 17 | F | M | A | M | J | J | A | S | O | N | D | J 18 | F | M | A | M |
|-------------------|------|-------|-------|-------|-----|-----|-----|------|-----|-----|-------|-------|-------|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-------|-----|-------|-----|-----|-----|-----|-------|------|-----|-----|-----|-------|
| Median Sale Price | 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 | 580 | 784 | 1,003 | 830 | 1,055 | 824 | 965 | 880 | 850 | 1,065 | 995 | 888 | 620 | 845 | 1,265 |
| 3 Mo. Roll Avg | | | 1,064 | 1,018 | 841 | 789 | 770 | 689 | 403 | 383 | 682 | 1,111 | 1,182 | 984 | 887 | 867 | 863 | 810 | 798 | 798 | 719 | 650 | 654 | 789 | 872 | 963 | 903 | 948 | 890 | 898 | 932 | 970 | 983 | 834 | 784 | 910 |

| | J 15 | J | A | S | O | N | D | J 16 | F | M | A | M | J | J | A | S | O | N | D | J 17 | F | M | A | M | J | J | A | S | O | N | D | J 18 | F | M | A | M |
|-----------|------|-----|-----|----|----|----|----|------|----|----|-----|-----|-----|-----|-----|-----|----|----|----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|----|----|------|----|----|-----|-----|
| Inventory | 109 | 109 | 102 | 92 | 89 | 82 | 70 | 70 | 82 | 96 | 115 | 122 | 122 | 114 | 101 | 104 | 93 | 82 | 68 | 82 | 105 | 105 | 117 | 113 | 110 | 111 | 110 | 108 | 106 | 93 | 76 | 80 | 83 | 99 | 113 | 123 |
| MSI | 10 | 5 | 9 | 8 | 13 | 8 | 4 | 12 | 0 | 9 | 9 | 7 | 6 | 7 | 7 | 5 | 13 | 9 | 11 | 8 | 18 | 21 | 7 | 5 | 4 | 6 | 8 | 18 | 11 | 10 | 7 | 6 | 9 | 7 | 7 | 7 |

| | J 15 | J | A | S | O | N | D | J 16 | F | M | A | M | J | J | A | S | O | N | D | J 17 | F | M | A | M | J | J | A | S | O | N | D | J 18 | F | M | A | M |
|----------------|------|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|-----|----|------|----|----|----|----|----|----|----|-----|----|-----|-----|------|-----|-----|----|----|
| Days On Market | 135 | 53 | 45 | 57 | 52 | 71 | 42 | 98 | 0 | 52 | 41 | 48 | 58 | 64 | 60 | 79 | 53 | 146 | 63 | 99 | 49 | 91 | 82 | 39 | 57 | 92 | 63 | 134 | 51 | 107 | 135 | 130 | 90 | 114 | 74 | 63 |
| 3 Mo. Roll Avg | | | 78 | 52 | 51 | 60 | 55 | 70 | 47 | 50 | 31 | 47 | 49 | 57 | 61 | 68 | 64 | 93 | 87 | 103 | 70 | 80 | 74 | 71 | 59 | 63 | 71 | 96 | 83 | 97 | 98 | 124 | 118 | 111 | 93 | 84 |

| | J 15 | J | A | S | O | N | D | J 16 | F | M | A | M | J | J | A | S | O | N | D | J 17 | F | M | A | M | J | J | A | S | O | N | D | J 18 | F | M | A | M |
|-----------------|------|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|
| Price per Sq Ft | 286 | 310 | 315 | 255 | 253 | 306 | 272 | 265 | 0 | 242 | 343 | 339 | 310 | 279 | 324 | 294 | 307 | 273 | 261 | 253 | 227 | 288 | 226 | 309 | 324 | 345 | 310 | 271 | 252 | 250 | 235 | 267 | 351 | 240 | 270 | 320 |
| 3 Mo. Roll Avg | | | 304 | 293 | 274 | 271 | 277 | 281 | 179 | 169 | 195 | 308 | 331 | 309 | 304 | 299 | 308 | 291 | 280 | 262 | 247 | 256 | 247 | 274 | 286 | 326 | 326 | 309 | 278 | 258 | 246 | 251 | 284 | 286 | 287 | 277 |

| | J 15 | J | A | S | O | N | D | J 16 | F | M | A | M | J | J | A | S | O | N | D | J 17 | F | M | A | M | J | J | A | S | O | N | D | J 18 | F | M | A | M |
|--------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Sale to List Price | 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 | 0.864 | 0.883 | 0.942 | 0.921 | 0.911 | 0.911 | 0.895 | 0.900 | 0.896 | 0.820 | 0.869 | 0.885 | 0.873 | 0.924 | 0.961 |
| 3 Mo. Roll Avg | | | 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 | 0.880 | 0.879 | 0.896 | 0.915 | 0.925 | 0.914 | 0.906 | 0.902 | 0.897 | 0.872 | 0.862 | 0.858 | 0.876 | 0.894 | 0.919 |

| | J 15 | J | A | S | O | N | D | J 16 | F | M | A | M | J | J | A | S | O | N | D | J 17 | F | M | A | M | J | J | A | S | O | N | D | J 18 | F | M | A | M |
|--------------|------|-----|-----|----|----|----|----|------|----|----|-----|-----|-----|-----|-----|-----|----|----|----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|----|----|------|----|----|-----|-----|
| New Listings | 34 | 25 | 18 | 18 | 27 | 11 | 5 | 20 | 39 | 45 | 48 | 37 | 39 | 24 | 22 | 22 | 13 | 10 | 9 | 26 | 44 | 39 | 48 | 34 | 28 | 28 | 30 | 23 | 22 | 9 | 8 | 33 | 36 | 49 | 60 | 47 |
| Inventory | 109 | 109 | 102 | 92 | 89 | 82 | 70 | 70 | 82 | 96 | 115 | 122 | 122 | 114 | 101 | 104 | 93 | 82 | 68 | 82 | 105 | 105 | 117 | 113 | 110 | 111 | 110 | 108 | 106 | 93 | 76 | 80 | 83 | 99 | 113 | 123 |
| Sales | 11 | 20 | 12 | 12 | 7 | 10 | 18 | 6 | 0 | 11 | 13 | 18 | 22 | 16 | 15 | 20 | 7 | 9 | 6 | 10 | 6 | 5 | 16 | 24 | 26 | 19 | 14 | 6 | 10 | 9 | 11 | 13 | 9 | 14 | 17 | 17 |

| (000's) | J 15 | J | A | S | O | N | D | J 16 | F | M | A | M | J | J | A | S | O | N | D | J 17 | F | M | A | M | J | J | A | S | O | N | D | J 18 | F | M | A | M |
|----------------|------|-------|-------|-------|-----|-----|-----|------|-----|-----|-------|-------|-------|-------|-------|-------|-------|-----|-----|------|-----|-----|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Avg Sale Price | 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 | 727 | 1,257 | 1,178 | 945 | 1,214 | 1,216 | 943 | 1,193 | 878 | 1,136 | 998 | 1,402 | 672 | 1,037 | 1,219 |
| 3 Mo. Roll Avg | | | 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 | 746 | 882 | 1,054 | 1,127 | 1,113 | 1,125 | 1,124 | 1,117 | 1,005 | 1,069 | 1,004 | 1,178 | 1,024 | 1,037 | 976 |

© 2018 Coldwell Banker Residential Brokerage. All Rights Reserved. Coldwell Banker Residential Brokerage fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Coldwell Banker Residential Brokerage is operated by a subsidiary of NRT LLC. Coldwell Banker and the Coldwell Banker Logo are registered service marks owned by Coldwell Banker Real Estate LLC.

Based on information from Midwest Real Estate Data LLC for the period 6/1/2015 through 5/31/2018. 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.

