

## MLS Area: Glencoe



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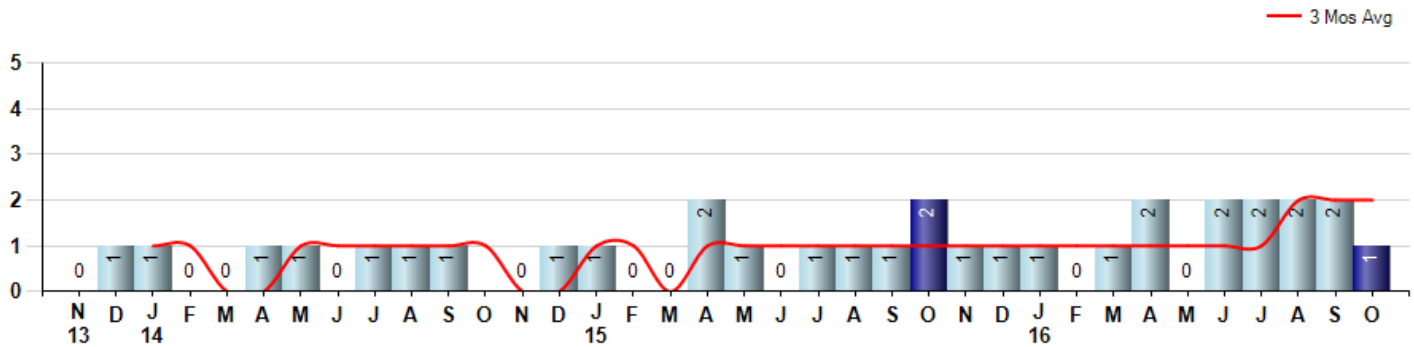
Price Range: \$0 to \$999,999,000 | Properties: Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$177,000	↓		↓				
Average List Price of all Current Listings	\$198,167	↓		↓				
October Median Sales Price	\$683,500	↑	↑	↑	↑	\$244,000	↑	↑
October Average Sales Price	\$683,500	↑	↑	↑	↑	\$285,154	↓	↑
Total Properties Currently for Sale (Inventory)	6	↓		↑				
October Number of Properties Sold	1	↓		↓		13	↑	
October Average Days on Market (Solds)	93	↑	↑	↑	↑	42	↓	↓
October Month's Supply of Inventory	6.0	↑	↑	↑	↑	2.8	↓	↓
October Sale Price vs List Price Ratio	94.3%	↓	↓	↓	↓	95.1%	↑	↔

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

### Property Sales

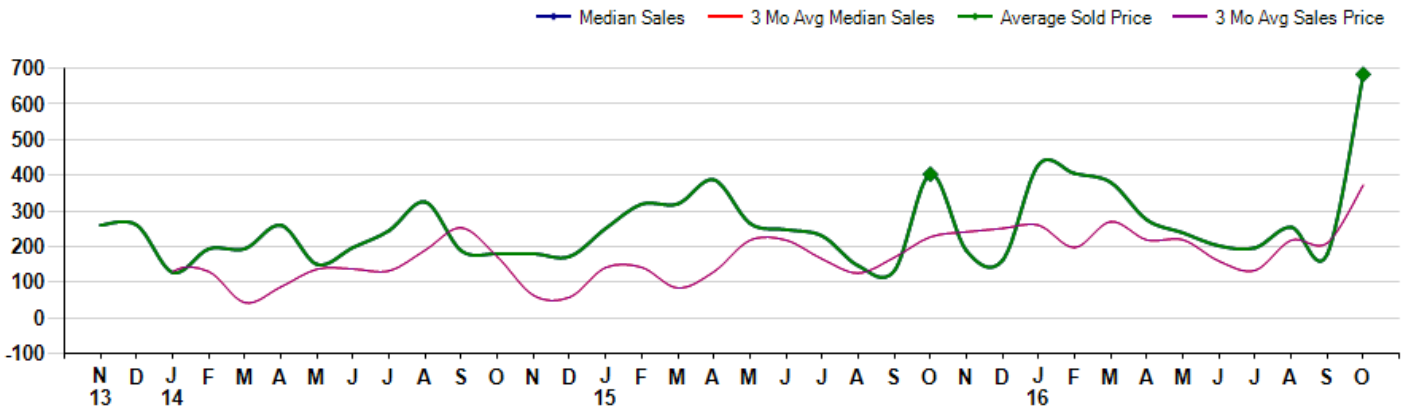
October Property sales were 1, down -50.0% from 2 in October of 2015 and -50.0% lower than the 2 sales last month. October 2016 sales were at a mid level compared to October of 2015 and 2014. October YTD sales of 13 are running 44.4% ahead of last year's year-to-date sales of 9.



### Prices

The Median Sales Price in October was \$683,500, up 69.6% from \$403,000 in October of 2015 and up 282.4% from \$178,750 last month. The Average Sales Price in October was \$683,500, up 69.6% from \$403,000 in October of 2015 and up 282.4% from \$178,750 last month. October 2016 ASP was at highest level compared to October of 2015 and 2014.

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



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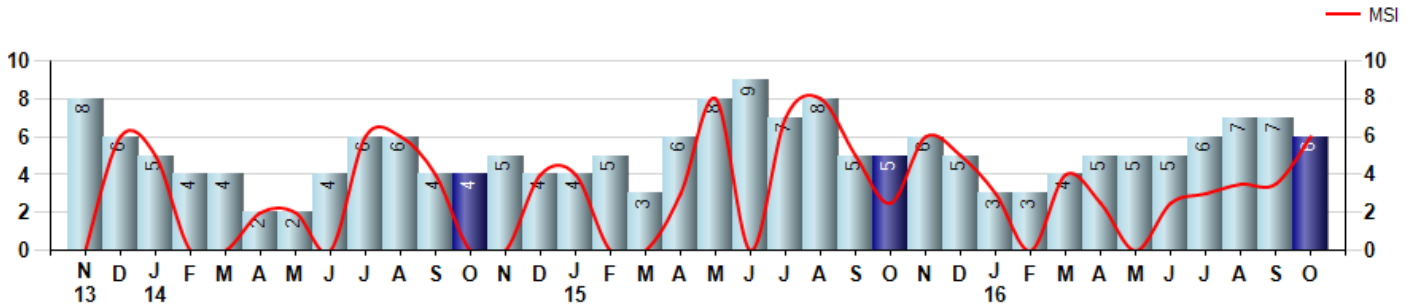
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### Inventory & MSI

The Total Inventory of Properties available for sale as of October was 6, down -14.3% from 7 last month and up 20.0% from 5 in October of last year. October 2016 Inventory was at highest level compared to October of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The October 2016 MSI of 6.0 months was at its highest level compared with October of 2015 and 2014.

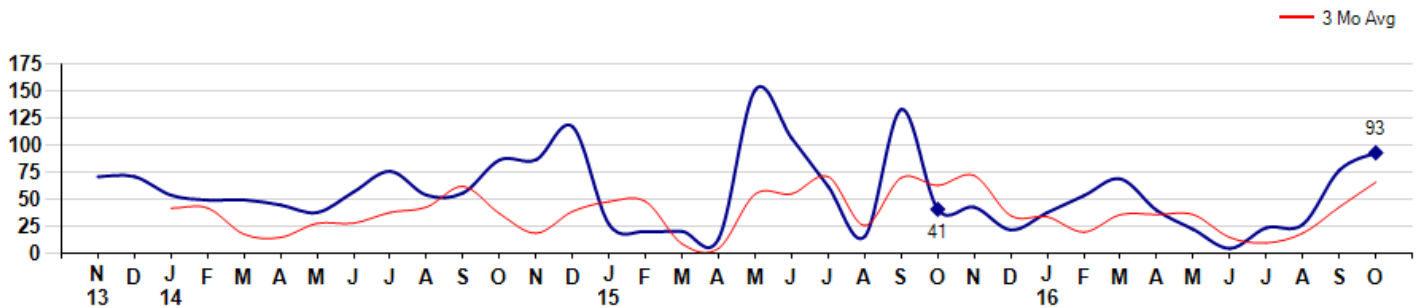
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 October was 93, up 20.8% from 77 days last month and up 126.8% from 41 days in October of last year. The October 2016 DOM was at its highest level compared with October of 2015 and 2014.

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



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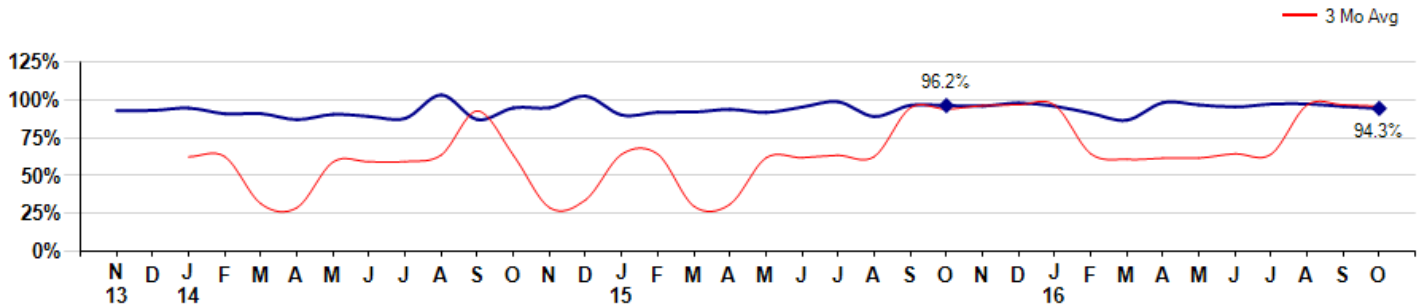


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### Selling Price vs Listing Price

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 October 2016 Selling Price vs List Price of 94.3% was down from 95.6% last month and down from 96.2% in October of last year.

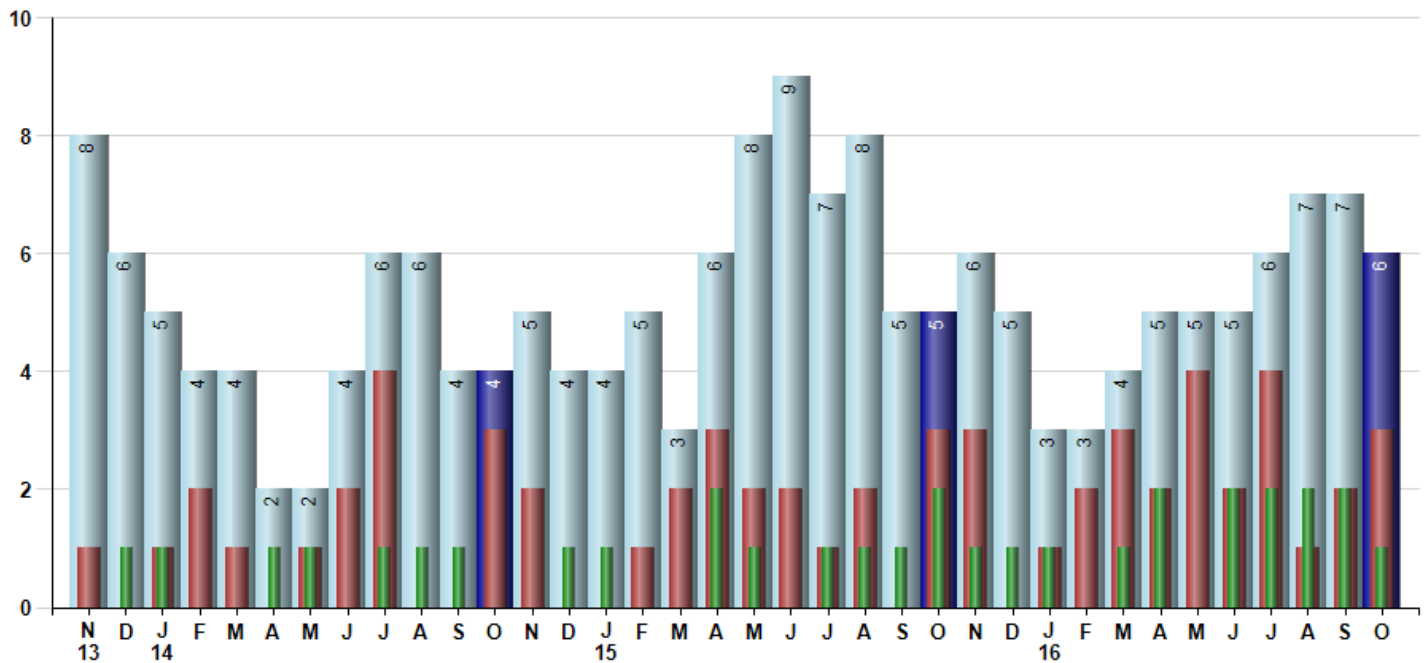
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 October 2016 was 3, up 50.0% from 2 last month and equal to 3 in October of last year.

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



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	N 13	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	J	J	A	S	O	
Homes Sold	0	1	1	0	0	1	1	0	1	1	1	0	0	1	1	0	0	2	1	0	1	1	1	2	1	1	1	0	1	2	0	2	2	2	2	1	
3 Mo. Roll Avg			1	1	0	0	1	1	1	1	1	1	0	0	1	1	0	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	2	2	2

	(000's) N 13	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	J	J	A	S	O
Median Sale Price	0	260	127	0	0	260	150	0	245	325	188	0	0	172	251	0	0	388	265	0	230	146	132	403	188	162	430	0	380	275	0	202	197	255	179	684
3 Mo. Roll Avg			129	129	42	87	137	137	132	190	253	171	63	57	141	141	84	129	218	218	165	125	169	227	241	251	260	197	270	218	218	159	133	218	210	372

	N 13	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	J	J	A	S	O
Inventory	8	6	5	4	4	2	2	4	6	6	4	4	5	4	4	5	3	6	8	9	7	8	5	5	6	5	3	3	4	5	5	5	6	7	7	6
MSI	0	6	5	0	0	2	2	0	6	6	4	0	0	4	4	0	0	3	8	0	7	8	5	3	6	5	3	0	4	3	0	3	3	4	4	6

	N 13	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	J	J	A	S	O
Days On Market	0	71	54	0	0	45	38	0	76	54	56	0	0	117	27	0	0	14	151	0	62	16	133	41	43	22	38	0	69	40	0	5	24	27	77	93
3 Mo. Roll Avg			42	42	18	15	28	28	38	43	62	37	19	39	48	48	9	5	55	55	71	26	70	63	72	35	34	20	36	36	36	15	10	19	43	66

	N 13	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	J	J	A	S	O
Price per Sq Ft	0	0	141	0	0	0	150	0	0	149	0	0	0	0	0	0	0	312	0	0	0	0	102	197	185	135	199	0	190	188	0	195	189	0	110	297
3 Mo. Roll Avg			47	47	47	0	50	50	50	50	50	50	0	0	0	0	0	104	104	104	0	0	34	100	161	172	173	111	130	126	126	128	128	128	100	136

	N 13	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	J	J	A	S	O
Sale to List Price	0.000	0.929	0.946	0.000	0.000	0.870	0.904	0.000	0.878	1.032	0.870	0.000	0.000	1.024	0.900	0.000	0.000	0.937	0.917	0.000	0.987	0.890	0.964	0.962	0.959	0.979	0.958	0.000	0.866	0.981	0.000	0.953	0.972	0.972	0.956	0.943
3 Mo. Roll Avg			0.625	0.625	0.315	0.290	0.591	0.591	0.594	0.637	0.927	0.634	0.290	0.341	0.641	0.641	0.300	0.312	0.618	0.618	0.635	0.626	0.947	0.939	0.962	0.967	0.965	0.646	0.608	0.616	0.616	0.645	0.642	0.966	0.967	0.957

	N 13	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	J	J	A	S	O
New Listings	1	0	1	2	1	0	1	2	4	0	0	3	2	0	0	1	2	3	2	2	1	2	0	3	3	0	1	2	3	2	4	2	4	1	2	3
Inventory	8	6	5	4	4	2	2	4	6	6	4	4	5	4	4	5	3	6	8	9	7	8	5	5	6	5	3	3	4	5	5	5	6	7	7	6
Sales	0	1	1	0	0	1	1	0	1	1	1	0	0	1	1	0	0	2	1	0	1	1	1	2	1	1	1	0	1	2	0	2	2	2	2	1

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