

MLS Area: Glencoe



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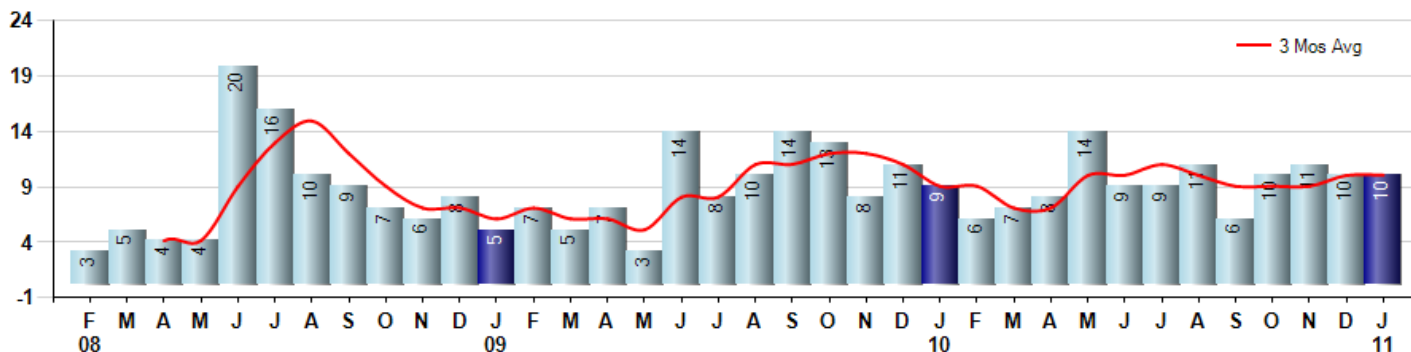
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,183,500	↓		↔				
Average List Price of all Current Listings	\$1,957,990	↓		↑				
January Median Sales Price	\$1,068,750	↑	↑	↑	↑	\$1,068,750	↑	↑
January Average Sales Price	\$1,233,170	↑	↑	↑	↑	\$1,233,170	↑	↑
Total Properties Currently for Sale (Inventory)	98	↓		↓				
January Number of Properties Sold	10	↔		↑		10	↔	
January Average Days on Market (Solds)	124	↑	↑	↓	↑	124	↓	↑
January Month's Supply of Inventory	9.8	↓	↓	↓	↓	9.8	↓	↓
January Sale Price vs List Price Ratio	87.7%	↑	↑	↑	↑	92.2%	↑	↑

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

Property Sales

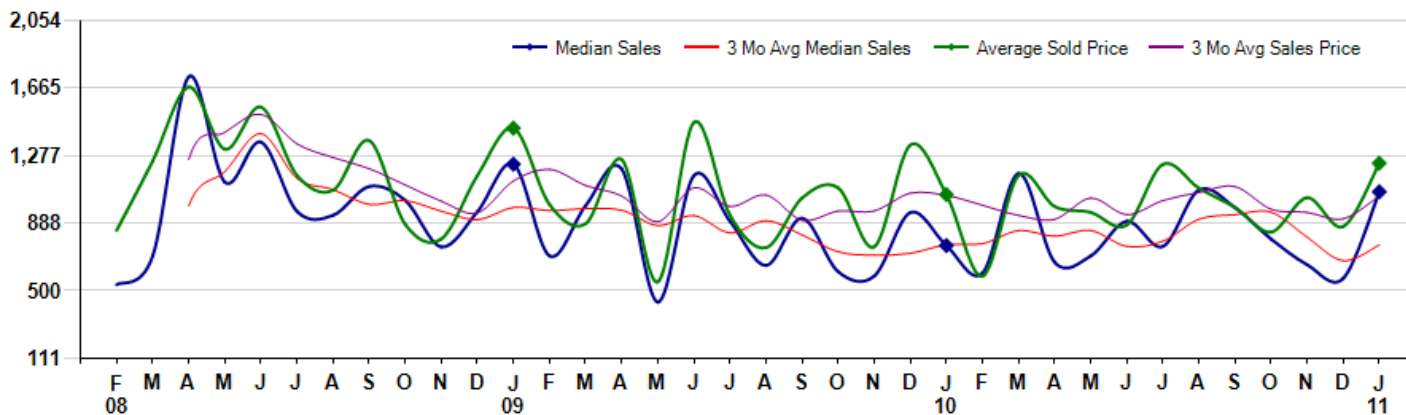
January Property sales were 10, up 11.1% from 9 in January of 2010 and equal to 0.0% 10 sales last month. January 2011 sales were at their highest level compared to January of 2010 and 2009. January YTD sales of 10 are running 11.1% ahead of last year's year-to-date sales of 9.



Prices

The Median Sales Price in January was \$1,068,750, up 40.6% from \$760,000 in January of 2010 and up 87.0% from \$571,500 last month. The Average Sales Price in January was \$1,233,170, up 17.1% from \$1,053,056 in January of 2010 and up 41.8% from \$869,500 last month. January 2011 ASP was at a mid range compared to January of 2010 and 2009.

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



Based on information from Midwest Real Estate Data LLC for the period 2/1/2008 through 1/31/2011. 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.



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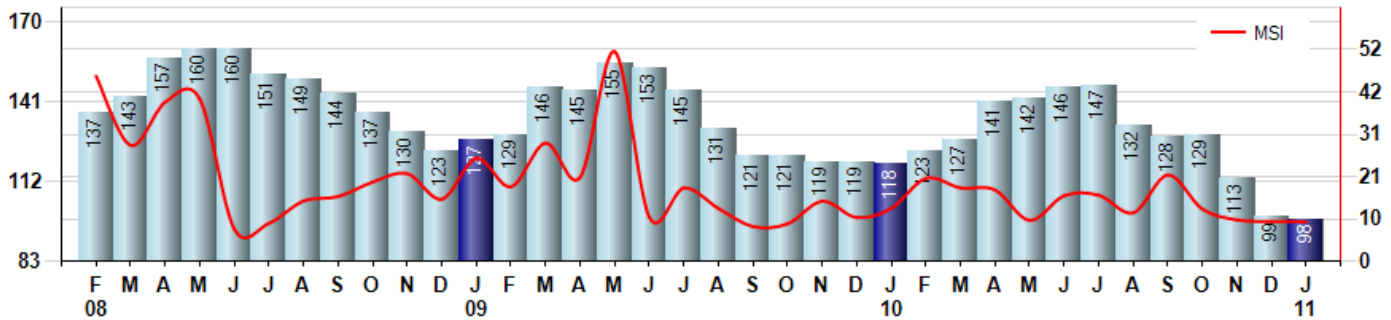
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Inventory & MSI

The Total Inventory of Properties available for sale as of January was 98, down -1.0% from 99 last month and down -16.9% from 118 in January of last year. January 2011 Inventory was at the lowest level compared to January of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2011 MSI of 9.8 months was at its lowest level compared with January of 2010 and 2009.

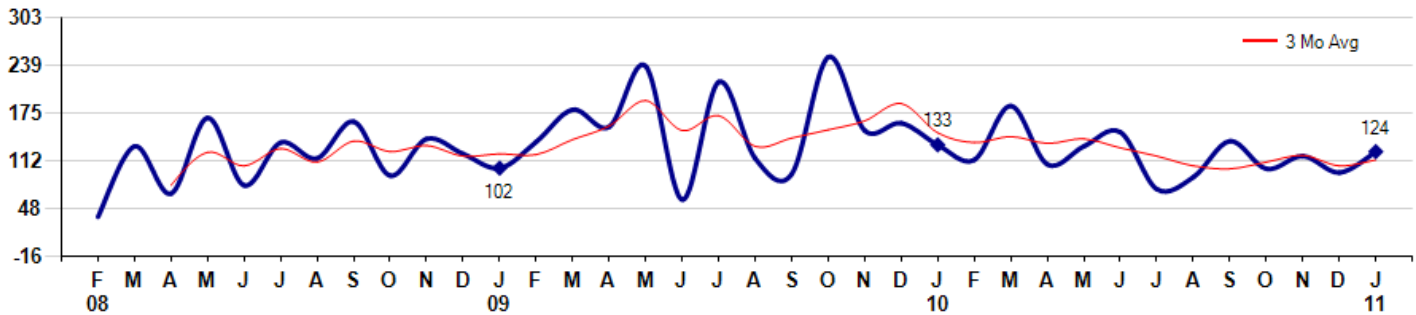
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 January was 124, up 29.2% from 96 days last month and down -6.8% from 133 days in January of last year. The January 2011 DOM was at a mid range compared with January of 2010 and 2009.

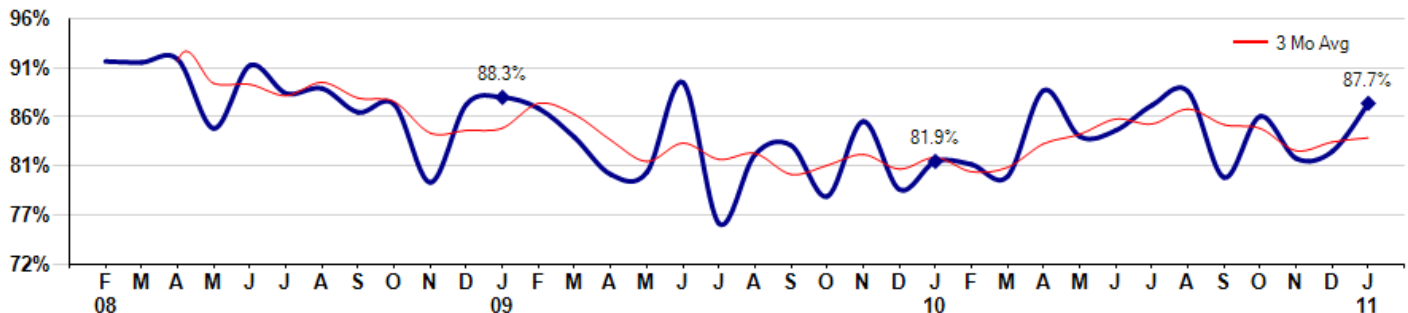
Average Days on Market (Listing to Contract) for properties sold during the month



Selling Price vs Original Listing Price

The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original 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 January 2011 Selling Price vs Original List Price of 87.7% was up from 82.9% last month and up from 81.9% in January of last year.

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



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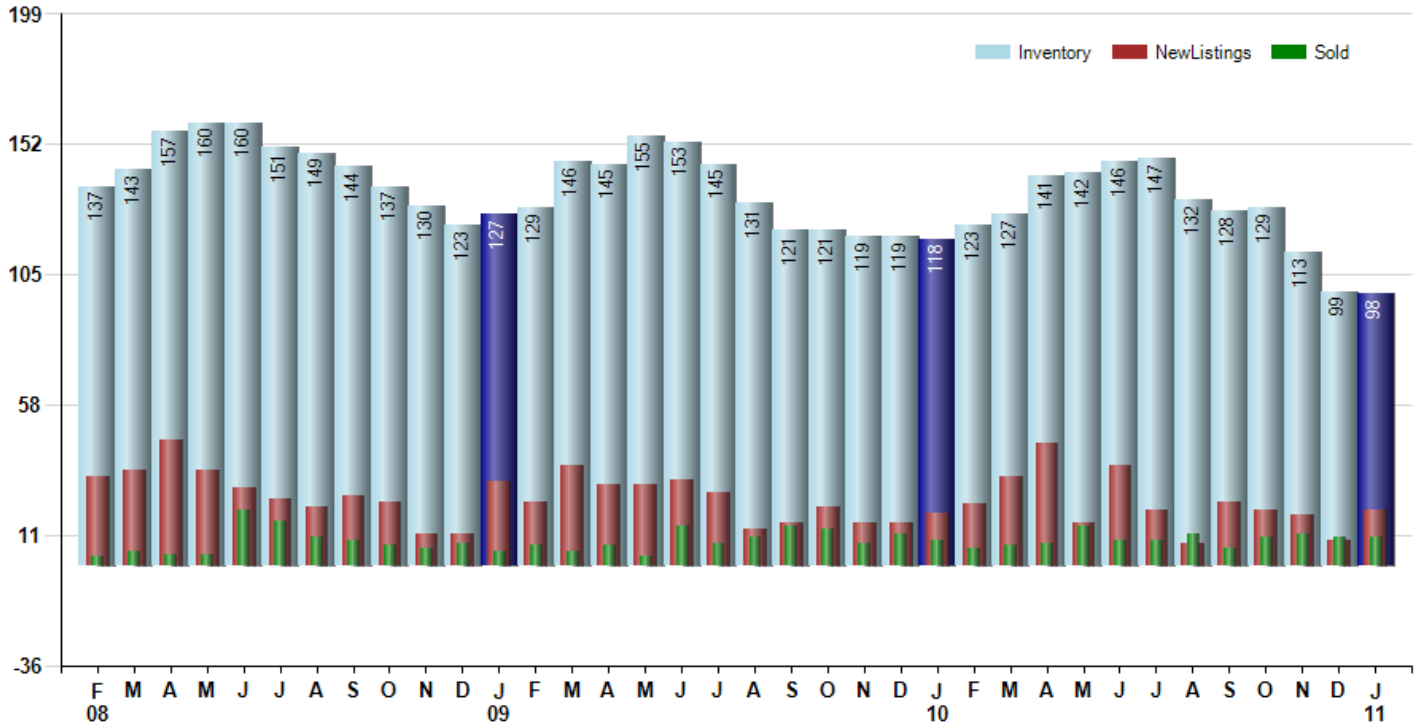
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Inventory / New Listings / Sales

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 January 2011 was 20, up 122.2% from 9 last month and up 5.3% from 19 in January of last year.



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	F 08	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11
Homes Sold	3	5	4	4	20	16	10	9	7	6	8	5	7	5	7	3	14	8	10	14	13	8	11	9	6	7	8	14	9	9	11	6	10	11	10	10
3 Mo. Roll Avg			4	4	9	13	15	12	9	7	7	6	7	6	6	5	8	8	11	11	12	12	11	9	9	7	7	10	10	11	10	9	9	9	10	10

(000's)	F 08	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11
Median Sale Price	535	700	1,730	1,124	1,355	956	934	1,100	1,020	753	955	1,228	700	989	1,200	435	1,163	900	646	918	610	585	950	760	603	1,175	665	700	900	755	1,080	978	797	650	572	1,069
3 Mo. Roll Avg			988	1,185	1,403	1,145	1,082	997	1,018	958	909	978	961	972	963	875	933	833	903	821	725	704	715	765	771	846	814	847	755	785	912	938	952	808	673	763

	F 08	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11
Inventory	137	143	157	160	160	151	149	144	137	130	123	127	129	146	145	155	153	145	131	121	121	119	119	118	123	127	141	142	146	147	132	128	129	113	99	98
MSI	46	29	39	40	8	9	15	16	20	22	15	25	18	29	21	52	11	18	13	9	9	15	11	13	21	18	18	10	16	16	12	21	13	10	10	10

	F 08	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11
Days On Market	37	131	68	169	79	136	115	164	92	141	121	102	137	180	157	238	60	217	115	94	250	152	162	133	113	185	107	131	150	74	90	138	101	118	96	124
3 Mo. Roll Avg			79	123	105	128	110	138	124	132	118	121	120	140	158	192	152	172	131	142	153	165	188	149	136	144	135	141	129	118	105	101	110	119	105	113

	F 08	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11
Price per Sq Ft	159	350	350	280	378	193	194	370	0	164	0	238	0	242	0	174	0	221	0	364	262	0	347	300	269	473	226	181	312	265	348	232	313	334	228	239
3 Mo. Roll Avg			286	327	336	284	255	252	188	178	55	134	79	160	81	139	58	132	74	195	209	209	203	216	305	347	323	293	240	253	308	282	298	293	292	267

	F 08	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11
Sale to List Price	0.919	0.918	0.921	0.852	0.915	0.887	0.892	0.868	0.876	0.798	0.876	0.883	0.872	0.843	0.806	0.808	0.898	0.757	0.826	0.835	0.784	0.859	0.791	0.819	0.816	0.804	0.890	0.844	0.850	0.875	0.889	0.803	0.864	0.822	0.829	0.877
3 Mo. Roll Avg			0.919	0.897	0.896	0.885	0.898	0.882	0.879	0.847	0.850	0.852	0.877	0.866	0.840	0.819	0.837	0.821	0.827	0.806	0.815	0.826	0.811	0.823	0.809	0.813	0.837	0.846	0.861	0.856	0.871	0.856	0.852	0.830	0.838	0.843

	F 08	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11
New Listings	32	34	45	34	28	24	21	25	23	11	11	30	23	36	29	29	31	26	13	15	21	15	15	19	22	32	44	15	36	20	8	23	20	18	9	20
Inventory	137	143	157	160	160	151	149	144	137	130	123	127	129	146	145	155	153	145	131	121	121	119	119	118	123	127	141	142	146	147	132	128	129	113	99	98
Sales	3	5	4	4	20	16	10	9	7	6	8	5	7	5	7	3	14	8	10	14	13	8	11	9	6	7	8	14	9	9	11	6	10	11	10	10

(000's)	F 08	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11
Avg Sale Price	847	1,246	1,671	1,313	1,556	1,164	1,078	1,364	882	798	1,162	1,435	996	885	1,254	552	1,468	935	748	1,033	1,092	753	1,338	1,053	583	1,163	985	951	878	1,227	1,090	979	838	1,035	870	1,233
3 Mo. Roll Avg			1,255	1,410	1,514	1,344	1,266	1,202	1,108	1,015	948	1,132	1,198	1,105	1,045	897	1,091	985	1,050	905	958	959	1,061	1,048	991	933	910	1,033	938	1,019	1,065	1,099	969	951	914	1,046

