

## MLS Area: Glencoe



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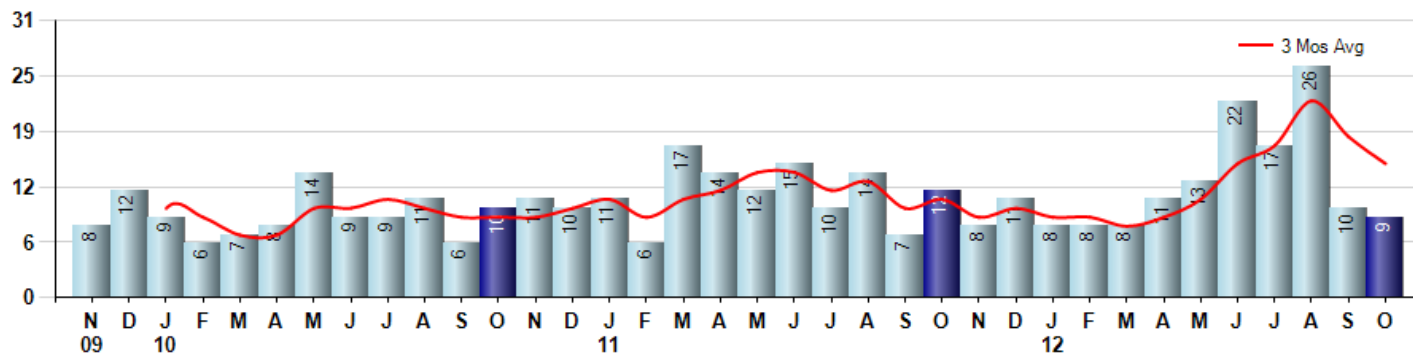
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,275,000	↑		↑				
Average List Price of all Current Listings	\$1,545,021	→		↑				
October Median Sales Price	\$750,000	↑	↓	↓	↓	\$831,250	↓	↓
October Average Sales Price	\$1,188,000	↑	↑	↑	↑	\$1,076,179	↑	↑
Total Properties Currently for Sale (Inventory)	73	↓		↓				
October Number of Properties Sold	9	↓		↓		132	↑	
October Average Days on Market (Solds)	89	↑	↑	↓	↓	104	↓	↓
Asking Price per Square Foot (based on New Listings)	\$381	↑	↑	↑	↑	\$319	↑	↑
October Sold Price per Square Foot	\$214	↓	↓	↓	↓	\$261	↓	↓
October Month's Supply of Inventory	8.1	→	↑	↓	↓	8.4	↓	↓
October Sale Price vs List Price Ratio	96.0%	↑	↑	↑	↑	92.7%	↑	↑

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

### Property Sales

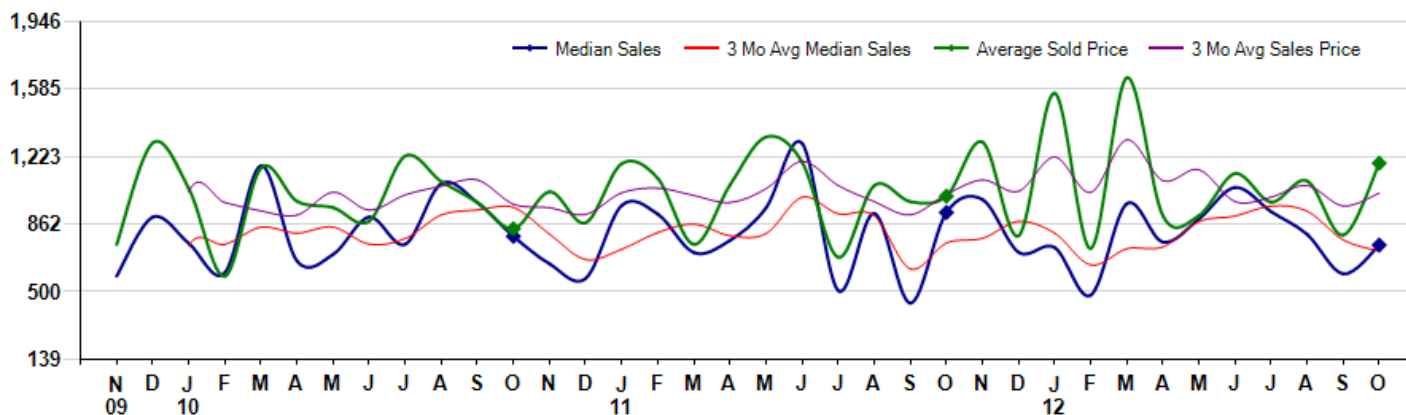
October Property sales were 9, down -25.0% from 12 in October of 2011 and -10.0% lower than the 10 sales last month. October 2012 sales were at their lowest level compared to October of 2011 and 2010. October YTD sales of 132 are running 11.9% ahead of last year's year-to-date sales of 118.



### Prices

The Median Sales Price in October was \$750,000, down -18.9% from \$924,500 in October of 2011 and up 25.8% from \$596,250 last month. The Average Sales Price in October was \$1,188,000, up 17.4% from \$1,012,053 in October of 2011 and up 47.9% from \$803,250 last month. October 2012 ASP was at highest level compared to October of 2011 and 2010.

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 11/1/2009 through 10/31/2012. 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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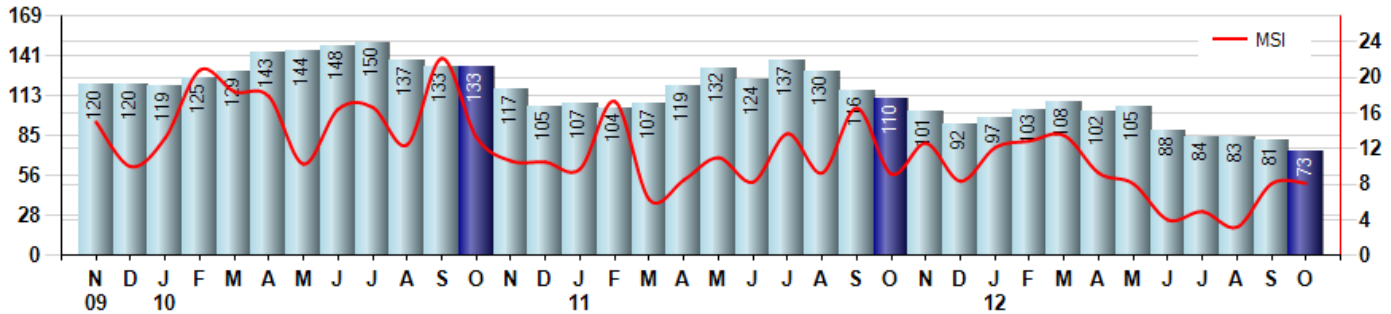
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### Inventory & MSI

The Total Inventory of Properties available for sale as of October was 73, down -9.9% from 81 last month and down -33.6% from 110 in October of last year. October 2012 Inventory was at the lowest level compared to October of 2011 and 2010.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The October 2012 MSI of 8.1 months was at its lowest level compared with October of 2011 and 2010.

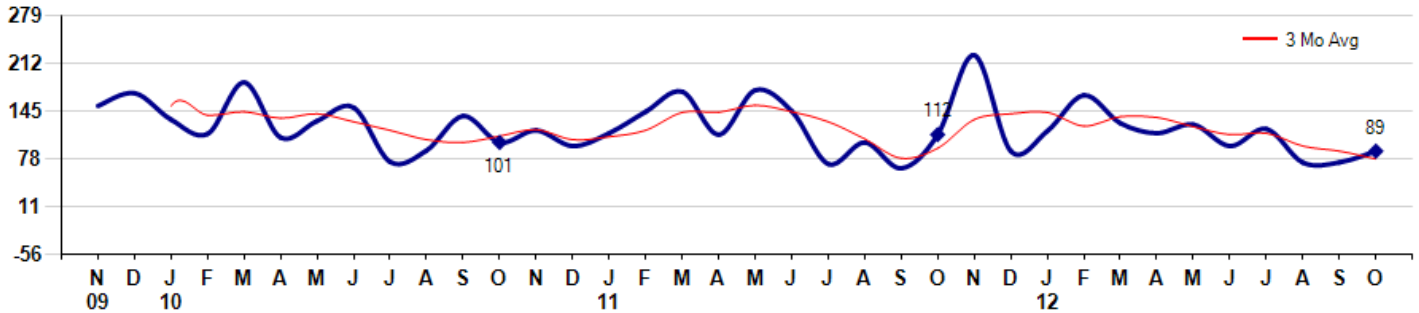
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 89, up 21.9% from 73 days last month and down -20.5% from 112 days in October of last year. The October 2012 DOM was at its lowest level compared with October of 2011 and 2010.

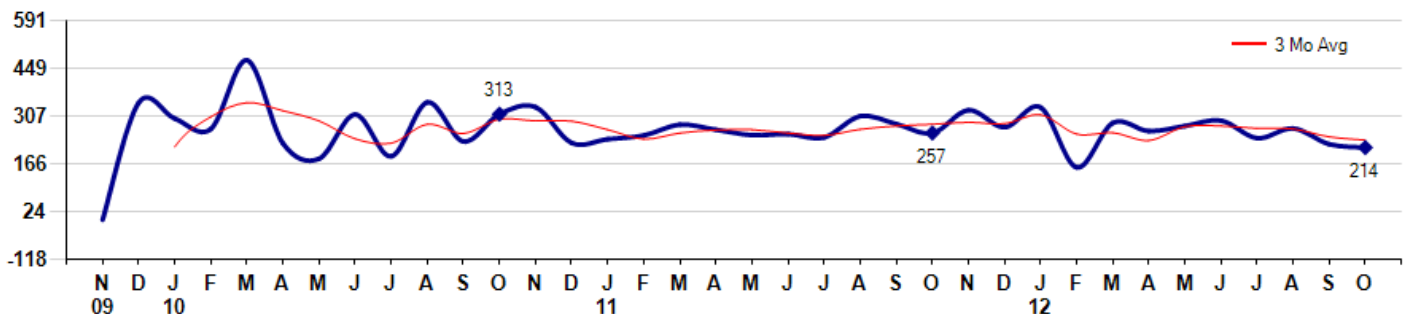
Average Days on Market (Listing to Contract) for properties sold during the month



### Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The October 2012 Selling Price per Square Foot of \$214 was down -4.5% from \$224 last month and down -16.7% from \$257 in October of last year.

Average Selling Price per Square Foot for properties that sold during the month



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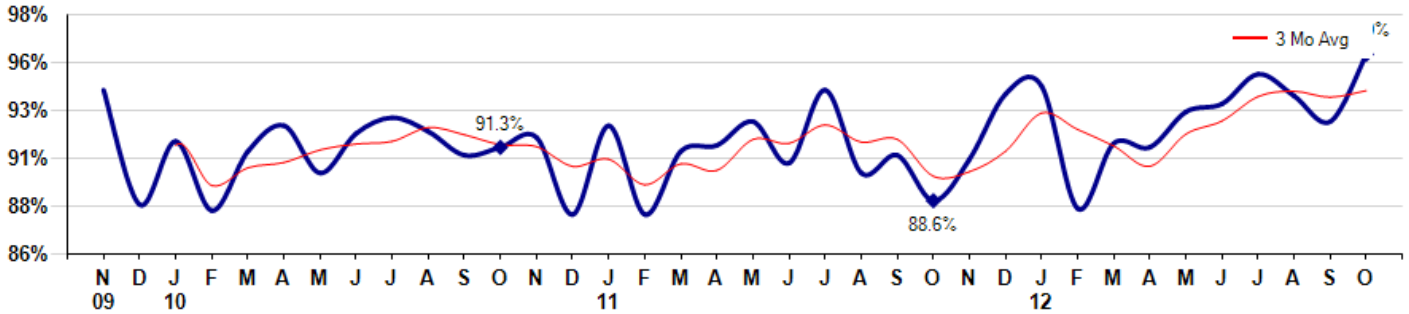


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### Selling Price vs Listing Price

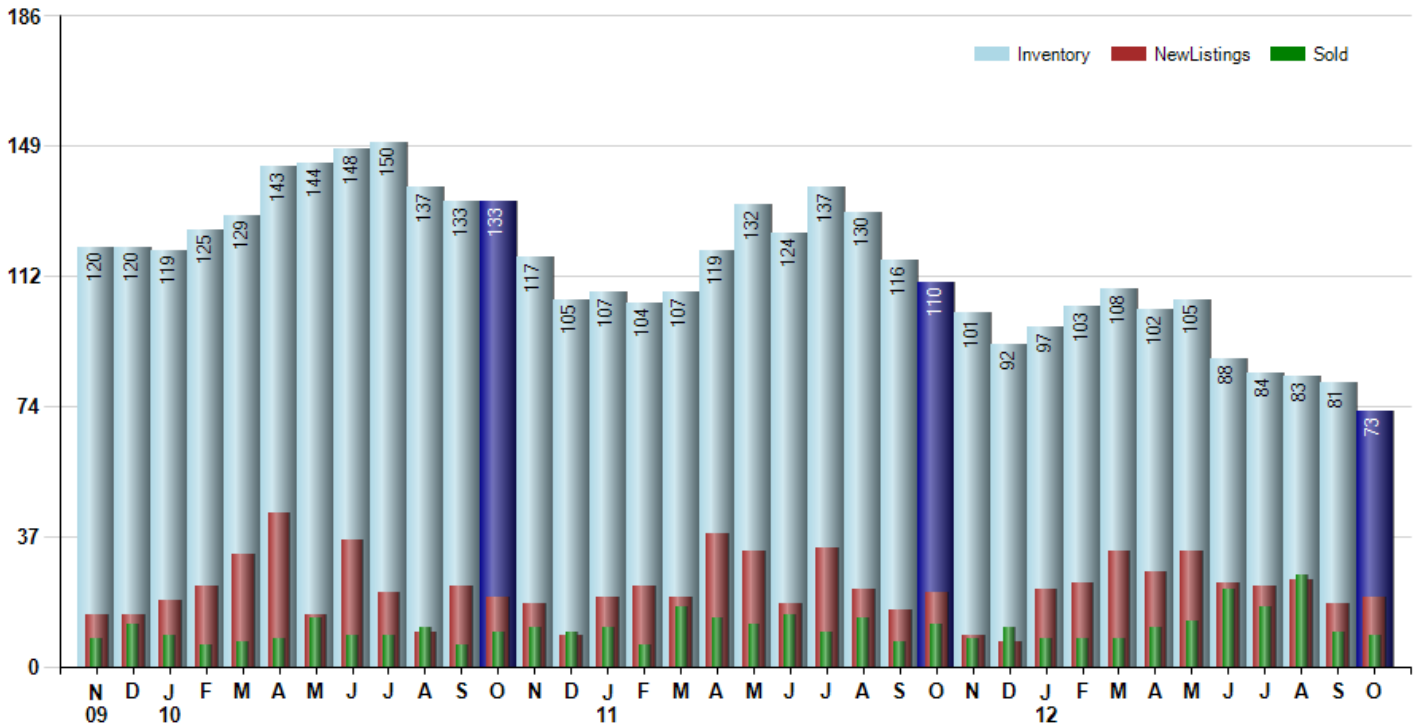
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The October 2012 Selling Price vs List Price of 96.0% was up from 92.6% last month and up from 88.6% 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 2012 was 20, up 11.1% from 18 last month and down -4.8% from 21 in October of last year.



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# MARKET ACTION REPORT

October 2012

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	N 09	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O
Homes Sold	8	12	9	6	7	8	14	9	9	11	6	10	11	10	11	6	17	14	12	15	10	14	7	12	8	11	8	8	8	11	13	22	17	26	10	9
3 Mo. Roll Avg			10	9	7	7	10	10	11	10	9	9	9	10	11	9	11	12	14	14	12	13	10	11	9	10	9	9	8	9	11	15	17	22	18	15

	(000's) N 09	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O
Median Sale Price	585	900	760	603	1,175	665	700	900	755	1,080	978	797	650	572	963	916	710	775	950	1,295	508	920	440	925	994	712	738	482	972	767	890	1,059	929	808	596	750
3 Mo. Roll Avg			748	754	846	814	847	755	785	912	938	952	808	673	728	817	863	800	812	1,007	918	908	623	762	786	877	814	644	731	740	876	905	959	932	778	718

	N 09	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O
Inventory	120	120	119	125	129	143	144	148	150	137	133	133	117	105	107	104	107	119	132	124	137	130	116	110	101	92	97	103	108	102	105	88	84	83	81	73
MSI	15	10	13	21	18	18	10	16	17	12	22	13	11	11	10	17	6	9	11	8	14	9	17	9	13	8	12	13	14	9	8	4	5	3	8	8

	N 09	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O
Days On Market	152	170	133	113	185	108	131	150	74	90	138	101	118	96	114	144	172	112	174	145	71	101	65	112	223	89	117	167	128	114	126	96	120	73	73	89
3 Mo. Roll Avg			152	139	144	135	141	130	118	105	101	110	119	105	109	118	143	143	153	144	130	106	79	93	133	141	143	124	137	136	123	112	114	96	89	78

	N 09	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O
Price per Sq Ft	0	347	300	269	473	226	181	312	188	348	232	313	334	228	239	250	282	267	251	254	244	307	284	257	325	274	333	155	287	263	278	294	242	271	224	214
3 Mo. Roll Avg			216	305	347	323	293	240	227	283	256	298	293	292	267	239	257	266	267	257	250	268	278	283	289	285	311	254	258	235	276	278	271	269	246	236

	N 09	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O
Sale to List Price	0.942	0.884	0.916	0.881	0.911	0.924	0.900	0.920	0.928	0.921	0.909	0.913	0.918	0.879	0.924	0.879	0.911	0.914	0.926	0.905	0.942	0.900	0.909	0.886	0.907	0.940	0.944	0.882	0.915	0.913	0.931	0.935	0.950	0.939	0.926	0.960
3 Mo. Roll Avg			0.914	0.894	0.903	0.905	0.912	0.915	0.916	0.923	0.919	0.914	0.913	0.903	0.907	0.894	0.905	0.901	0.917	0.915	0.924	0.916	0.917	0.898	0.901	0.911	0.930	0.922	0.914	0.903	0.920	0.926	0.939	0.941	0.938	0.942

	N 09	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O
New Listings	15	15	19	23	32	44	15	36	21	10	23	20	18	9	20	23	20	38	33	18	34	22	16	21	9	7	22	24	33	27	33	24	23	25	18	20
Inventory	120	120	119	125	129	143	144	148	150	137	133	133	117	105	107	104	107	119	132	124	137	130	116	110	101	92	97	103	108	102	105	88	84	83	81	73
Sales	8	12	9	6	7	8	14	9	9	11	6	10	11	10	11	6	17	14	12	15	10	14	7	12	8	11	8	8	8	11	13	22	17	26	10	9

	(000's) N 09	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O
Avg Sale Price	753	1,297	1,053	583	1,163	985	951	878	1,227	1,090	979	838	1,035	870	1,186	1,107	754	1,072	1,329	1,195	685	1,069	982	1,012	1,302	800	1,563	733	1,645	907	908	1,133	980	1,094	803	1,188
3 Mo. Roll Avg			1,034	978	933	910	1,033	938	1,019	1,065	1,099	969	951	914	1,030	1,054	1,016	978	1,052	1,198	1,069	983	912	1,021	1,099	1,038	1,222	1,032	1,314	1,095	1,153	983	1,007	1,069	959	1,028

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