### MARKET ACTION REPORT

## June 2013

# MLS Area: Glencoe



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

		7	rending	Versus*:		Trending V	/ersus*:	
Market Profile & Trends Overview	Month	LM	L <sub>3</sub> M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,386,000	+		1				
Average List Price of all Current Listings	\$1,700,495	+		1				
June Median Sales Price	\$1,200,000	1	1	1	1	\$815,000	4	1
June Average Sales Price	\$1,271,047	1	1	1	1	\$1,021,540	1	-
Total Properties Currently for Sale (Inventory)	69	+		+		-		
June Number of Properties Sold	15	+		+		75	1	_
June Average Days on Market (Solds)	185	1	1	1	1	91	1	1
June Month's Supply of Inventory	4.6	1	1	1	+	7.5	4	+
June Sale Price vs List Price Ratio	92.5%	+	+	1	1	93.5%	1	•

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

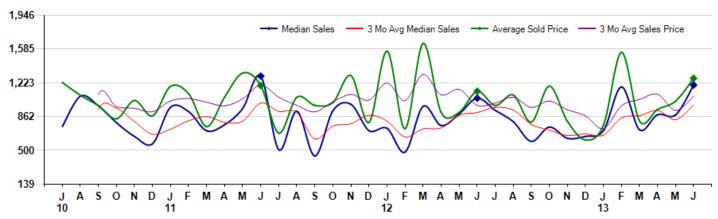
### **Property Sales**

June Property sales were 15, down -31.8% from 22 in June of 2012 and -16.7% lower than the 18 sales last month. June 2013 sales were at their lowest level compared to June of 2012 and 2011. June YTD sales of 75 are running 7.1% ahead of last year's year-to-date sales of 70.



The Median Sales Price in June was \$1,200,000, up 13.3% from \$1,058,750 in June of 2012 and up 36.4% from \$880,000 last month. The Average Sales Price in June was \$1,271,047, up 12.2% from \$1,133,002 in June of 2012 and up 23.7% from \$1,027,851 last month. June 2013 ASP was at highest level compared to June of 2012 and 2011.

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



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Based on information from Midwest Real Estate Data LLC for the period 7/1/2010 through 6/30/2013. 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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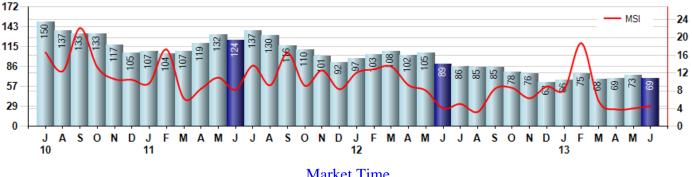
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### **Inventory & MSI**

The Total Inventory of Properties available for sale as of June was 69, down -5.5% from 73 last month and down -22.5% from 89 in June of last year. June 2013 Inventory was at the lowest level compared to June of 2012 and 2011.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The June 2013 MSI of 4.6 months was at a mid range compared with June of 2012 and 2011.

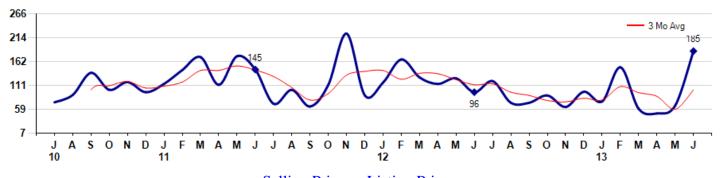
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



#### 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 June was 185, up 176.1% from 67 days last month and up 92.7% from 96 days in June of last year. The June 2013 DOM was at its highest level compared with June of 2012 and 2011.

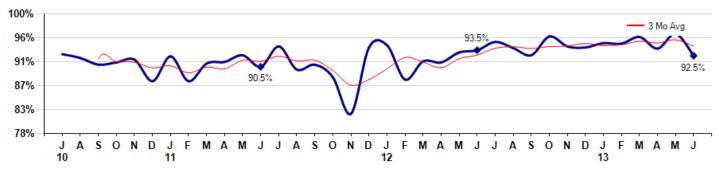
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 June 2013 Selling Price vs List Price of 92.5% was down from 96.5% last month and down from 93.5% in June of last year.

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



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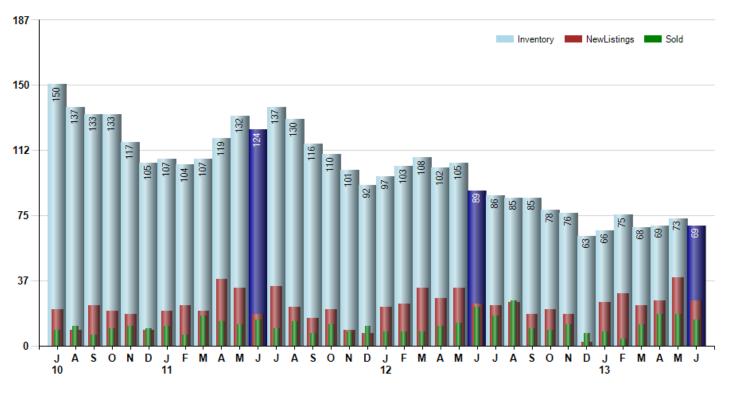
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### Inventory / New Listings / Sales

'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 June 2013 was 26, down -33.3% from 39 last month and up 8.3% from 24 in June of last year.



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Homes Sold	9	11	6 10	11	10		6	17	14	12	15	10	14	7	12	8	11	8	8	8	11	13	22	17	26	10	9	12	7	8 4	12	18	18 15
3 Mo. Roll Avg			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	10	9	9 6	8	11	16 17
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MedianSalePrice	755	1,080 97					916	710	775		1,295	508	920	440		994	712		482				1,059				750	630	650 7				880 1,200
3 Mo. Roll Avg		93	8 952	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	659	677 60	64 848	8/1	928	828 988
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Inventory MSI	150 17	137 13 12 2	3 133 2 13		105	107 10	104	107	119	132	124	137	130	116	110	101	92 8	97 12	103	108	102	105	89	86	85	85	78	76	63 (	66 75 8 19		69	73 69
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Days On Market	J 10 74	A 90 13	S O 8 101		<u>D</u> 96		144	172	112	M 174	145	71	101	65	112	223		J 12 117	167	M 128	114	M 126	96	120	73	73	89	64	D J 7	13 F 76 150	M 60	50	67 185
3 Mo. Roll Avg	/	10		119		109			143		144	130	106	79	93	133				137				114	96	89	78	75		79 108		87	67 185 59 101
5 Mo. Kon Avg		10	1 110	117	105	107	110	173	175	133	177	130	100	1)	)3	133	171	173	127	137	130	123	112	117	70	07	70	13	0.5	7 100	75	07	37 101
	J 10	A	SI O	l N	D	J 11	E	M	A	M	Т	Т	A	S	О	NI	n	J 12	T	M	A	M	Т	т	A	C	O	NI	D J	2 E	M	AT	M
Price per Sq Ft		348 23	2 313	334		239	250		267	251	254	244	307	284	257	325	274		155		263		294	242		224		238	245 25			293	257 316
3 Mo. Roll Avg	100	25					239	257		267	257	250	268	278	283	289	285	311	254	258	235	276	278		269	246			232 24	16 258		267	261 289
<u>B</u>																																	
	J 10	A	S O	N	D	J 11	F	М	A	М	.I	.I	A	S	О	N	D	J 12	F	M	A	M	.I	.T	A	S	O	N	D J	3 F	M	Α	M J
Sale to List Price		0.921 0.90				0.924			0.914		0.905	0.942				0.820		0.944	0.882	0.915	0.913	0.931	0.935	0.950		0.926		0.942		48 0.947			0.965 0.925
3 Mo. Roll Avg		0.91	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	0.872	0.882	0.901	0.922	0.914	0.903	0.920	0.926	0.939	0.941	0.938	0.942	0.943	0.947 0.9	43 0.945	0.951	0.948	0.954 0.943
	J 10	A	SO	N	D	J 11	F	M	Α	M	J	J	Α	S	О	N	D	J 12	F	M	A	M	J	J	A	S	О	N	D J	13 F	M	A	M J
New Listings	21	9 2			9	20	23	20	38	33	18	34	22	16	21	9	7	22	24	33	27	33	24	23	25	18	21	18	2	25 30	23	26	39 26
Inventory		137 13			105		104	107	119	132	124	137	130	116		101	92	97	103		102	105	89	86	85	85	78	76	63 (	66 75		69	73 69 18 15
Sales	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	12	7	8 4	12	18	18 15
(000's			$\mathbf{S} = \mathbf{O}$			J 11	F	M	A	M	J	J	A	S	0	N		J 12	F	M	A	M	J	J	A	S	0	N	D J		M	A	M J
Avg Sale Price	1,227	1,090 97			870		1,107	,	1,072		1,195		1,069	, , , .		1,302	800		733				1,133						612 7		0.20		1,028 1,271
3 Mo. Roll Avg		1,09	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	934	871 73	978	1,045	1,101	927 1,079

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