

MLS Area: Glencoe



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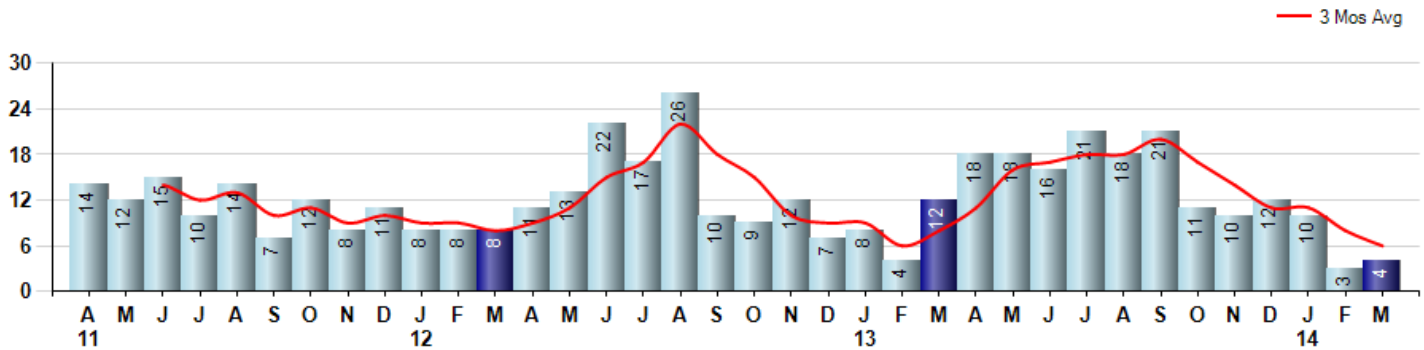
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,475,000	↑		↑				
Average List Price of all Current Listings	\$1,771,423	↑		↑				
March Median Sales Price	\$825,000	↑	↓	↑	↓	\$1,025,000	↑	↑
March Average Sales Price	\$1,403,000	↑	↑	↑	↑	\$1,084,774	↑	↔
Total Properties Currently for Sale (Inventory)	61	↑		↓				
March Number of Properties Sold	4	↑		↓		17	↓	
March Average Days on Market (Solds)	124	↑	↑	↑	↑	80	↔	↑
March Month's Supply of Inventory	15.3	↓	↑	↑	↑	13.5	↑	↑
March Sale Price vs List Price Ratio	94.7%	↓	↑	↓	↑	94.8%	↑	↑

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

Property Sales

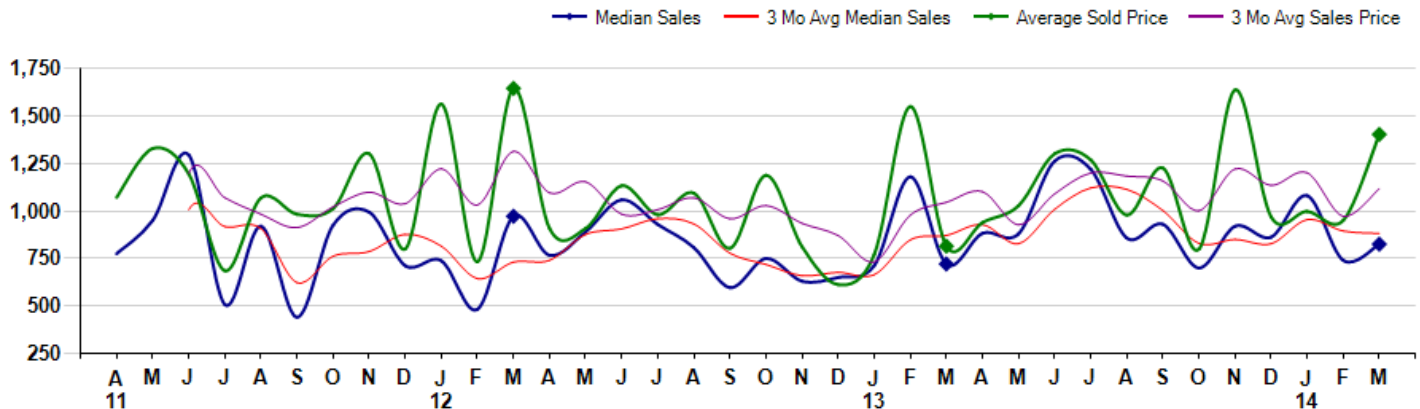
March Property sales were 4, down -66.7% from 12 in March of 2013 and 33.3% higher than the 3 sales last month. March 2014 sales were at their lowest level compared to March of 2013 and 2012. March YTD sales of 17 are running -29.2% behind last year's year-to-date sales of 24.



Prices

The Median Sales Price in March was \$825,000, up 14.4% from \$721,000 in March of 2013 and up 11.5% from \$740,000 last month. The Average Sales Price in March was \$1,403,000, up 72.2% from \$814,592 in March of 2013 and up 47.6% from \$950,500 last month. March 2014 ASP was at a mid range compared to March of 2013 and 2012.

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



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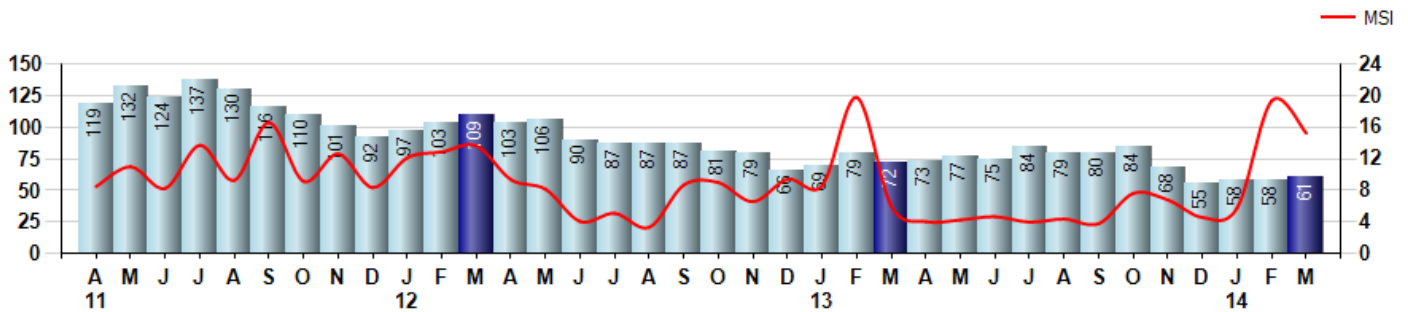
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Inventory & MSI

The Total Inventory of Properties available for sale as of March was 61, up 5.2% from 58 last month and down -15.3% from 72 in March of last year. March 2014 Inventory was at the lowest level compared to March of 2013 and 2012.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2014 MSI of 15.3 months was at its highest level compared with March of 2013 and 2012.

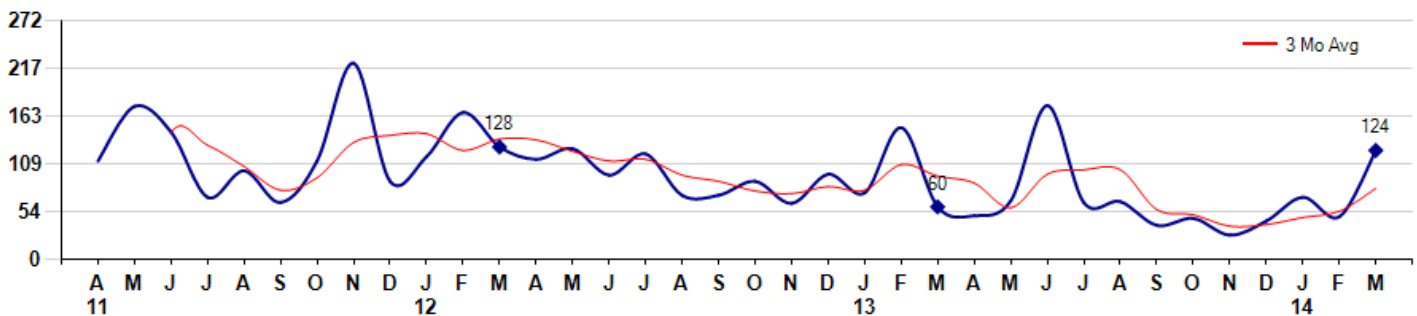
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 March was 124, up 153.1% from 49 days last month and up 106.7% from 60 days in March of last year. The March 2014 DOM was at a mid range compared with March of 2013 and 2012.

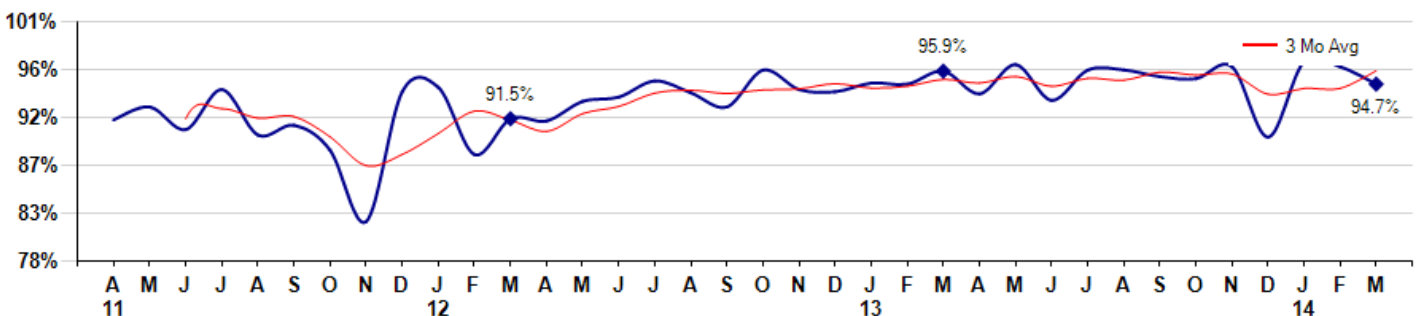
Average Days on Market(Listing to Contract) for properties sold during the month



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 March 2014 Selling Price vs List Price of 94.7% was down from 96.3% last month and down from 95.9% in March of last year.

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



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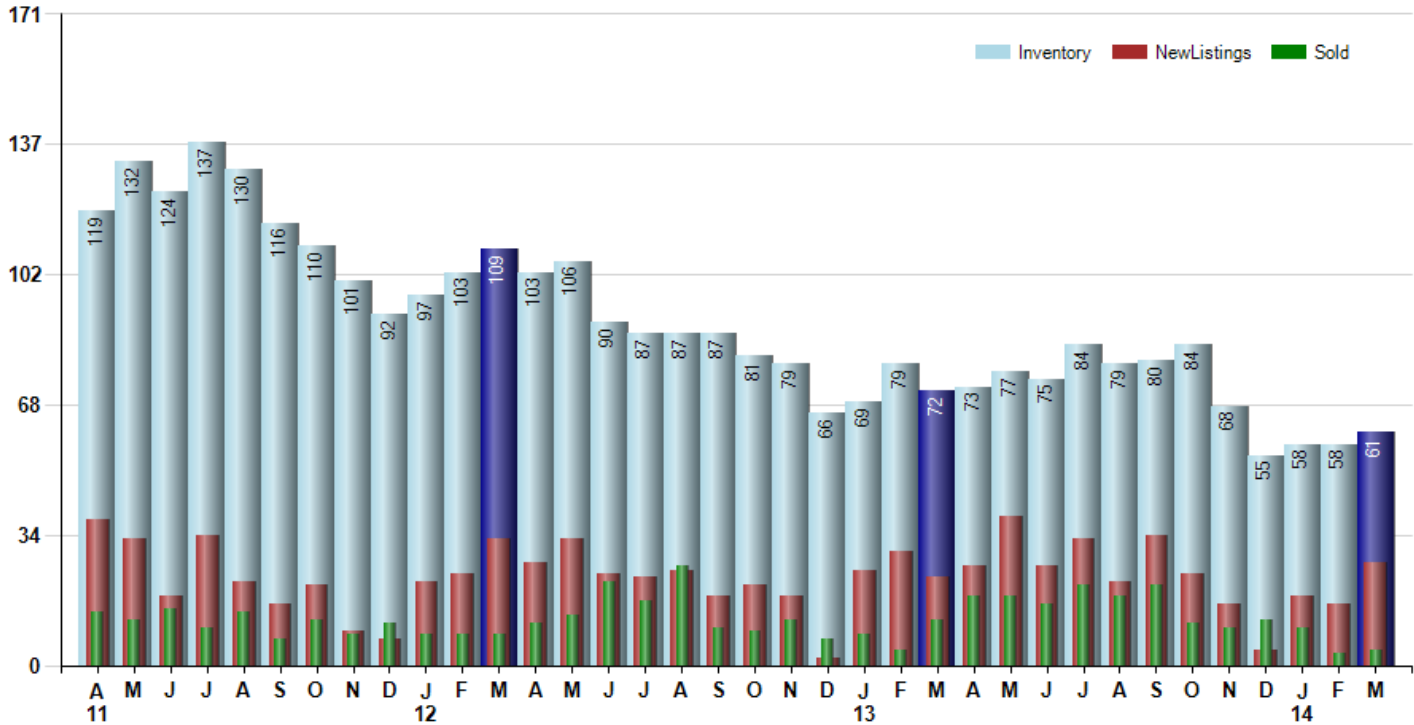
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Inventory / New Listings / Sales

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 March 2014 was 27, up 68.8% from 16 last month and up 17.4% from 23 in March of last year.



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MARKET ACTION REPORT

March 2014

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	A 11	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14	F	M
Homes Sold	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	16	21	18	21	11	10	12	10	3	4
3 Mo. Roll Avg			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	18	18	20	17	14	11	11	8	6

(000's)	A 11	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14	F	M
Median Sale Price	775	950	1,295	508	920	440	925	994	712	738	482	972	767	890	1,059	929	808	596	750	630	650	713	1,180	721	883	880	1,263	1,220	858	930	700	920	863	1,081	740	825
3 Mo. Roll Avg			1,007	918	908	623	762	786	877	814	644	731	740	876	905	959	932	778	718	659	677	664	848	871	928	828	1,008	1,121	1,113	1,003	829	850	827	954	894	882

	A 11	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14	F	M
Inventory	119	132	124	137	130	116	110	101	92	97	103	109	103	106	90	87	87	87	81	79	66	69	79	72	73	77	75	84	79	80	84	68	55	58	58	61
MSI	9	11	8	14	9	17	9	13	8	12	13	14	9	8	4	5	3	9	9	7	9	9	20	6	4	4	5	4	4	4	8	7	5	6	19	15

	A 11	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14	F	M
Days On Market	112	174	145	71	101	65	112	223	89	117	167	128	114	126	96	120	73	73	89	64	97	76	150	60	50	67	175	65	66	39	47	28	44	71	49	124
3 Mo. Roll Avg			144	130	106	79	93	133	141	143	124	137	136	123	112	114	96	89	78	75	83	79	108	95	87	59	97	102	102	57	51	38	40	48	55	81

	A 11	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14	F	M
Price per Sq Ft	267	251	254	244	307	284	257	325	274	333	155	287	263	278	294	242	271	224	214	238	245	255	273	234	293	257	310	307	295	329	261	255	295	305	297	226
3 Mo. Roll Avg			257	250	268	278	283	289	285	311	254	258	235	276	278	271	269	246	236	225	232	246	258	254	267	261	287	291	304	310	295	282	270	285	299	276

	A 11	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14	F	M	
Sale to List Price	0.914	0.926	0.905	0.942	0.900	0.909	0.886	0.820	0.940	0.944	0.882	0.915	0.913	0.931	0.935	0.950	0.939	0.926	0.960	0.942	0.940	0.948	0.947	0.959	0.938	0.965	0.932	0.960	0.960	0.954	0.952	0.963	0.898	0.968	0.963	0.947	
3 Mo. Roll Avg			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	0.943	0.945	0.951	0.948	0.954	0.945	0.945	0.952	0.951	0.958	0.955	0.956	0.938	0.943	0.943	0.959

	A 11	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14	F	M
New Listings	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	33	22	34	24	16	4	18	16	27
Inventory	119	132	124	137	130	116	110	101	92	97	103	109	103	106	90	87	87	87	81	79	66	69	79	72	73	77	75	84	79	80	84	68	55	58	58	61
Sales	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	16	21	18	21	11	10	12	10	3	4

(000's)	A 11	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14	F	M
Avg Sale Price	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	812	612	771	1,550	815	939	1,028	1,301	1,269	979	1,226	799	1,637	968	998	951	1,403
3 Mo. Roll Avg			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	732	978	1,045	1,101	927	1,089	1,199	1,183	1,158	1,001	1,221	1,135	1,201	972	1,117

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