

## MLS Area: Glencoe



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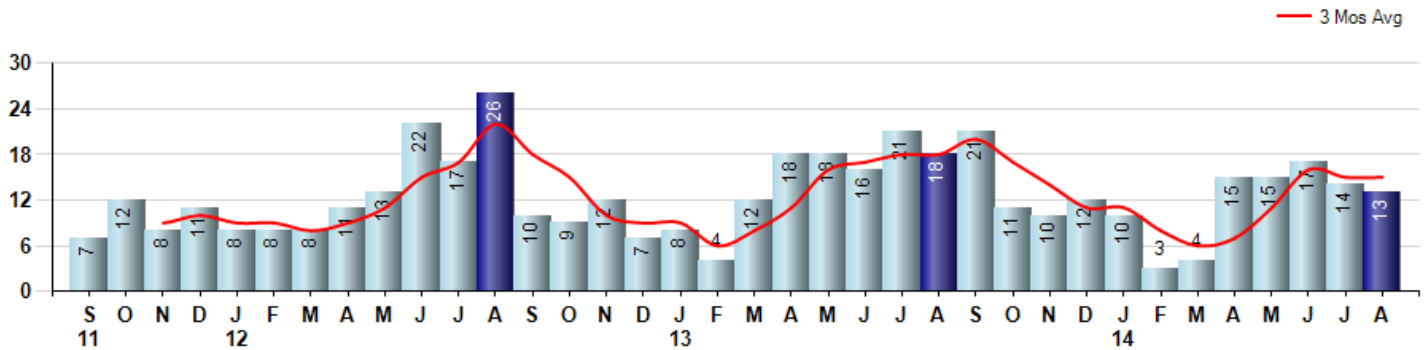
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,525,000	↑		↑				
Average List Price of all Current Listings	\$1,778,225	↑		↑				
August Median Sales Price	\$970,000	↑	→	↑	↑	\$965,000	↑	↑
August Average Sales Price	\$1,405,385	↑	↑	↑	↑	\$1,164,413	↑	↑
Total Properties Currently for Sale (Inventory)	87	↑		↑				
August Number of Properties Sold	13	↓		↓		91	↓	
August Average Days on Market (Solds)	63	↓	→	↓	↓	69	↓	↑
August Month's Supply of Inventory	6.7	↑	↑	↑	→	9.0	↑	↑
August Sale Price vs List Price Ratio	95.6%	↑	↑	↓	↑	93.4%	↓	↓

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

### Property Sales

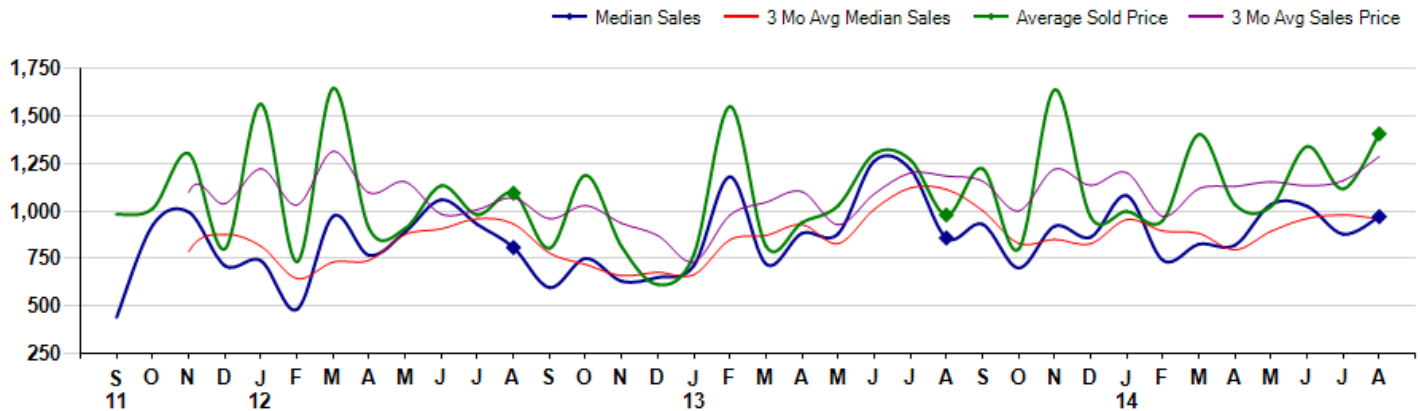
August Property sales were 13, down -27.8% from 18 in August of 2013 and -7.1% lower than the 14 sales last month. August 2014 sales were at their lowest level compared to August of 2013 and 2012. August YTD sales of 91 are running -20.9% behind last year's year-to-date sales of 115.



### Prices

The Median Sales Price in August was \$970,000, up 13.1% from \$857,500 in August of 2013 and up 10.5% from \$877,500 last month. The Average Sales Price in August was \$1,405,385, up 43.6% from \$978,972 in August of 2013 and up 26.0% from \$1,115,482 last month. August 2014 ASP was at highest level compared to August of 2013 and 2012.

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



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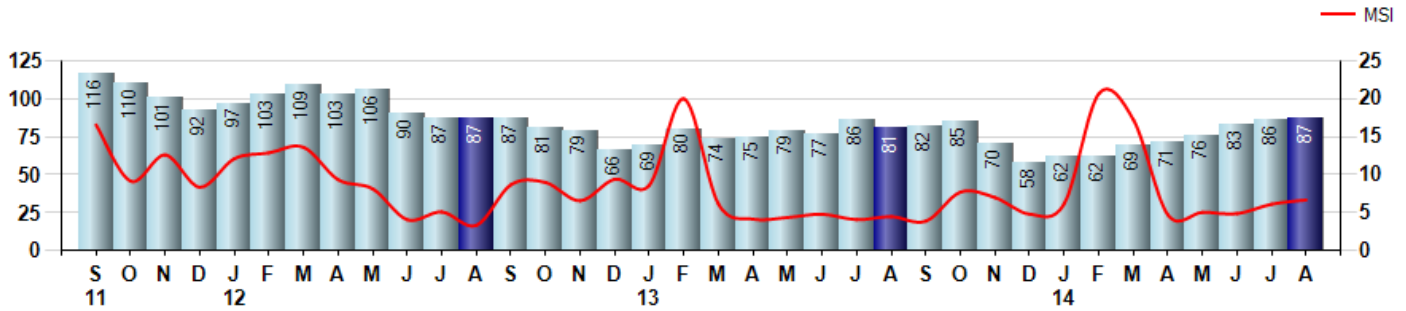
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### Inventory & MSI

The Total Inventory of Properties available for sale as of August was 87, up 1.2% from 86 last month and up 7.4% from 81 in August of last year. August 2014 Inventory was at a mid range compared to August of 2013 and 2012.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The August 2014 MSI of 6.7 months was at its highest level compared with August of 2013 and 2012.

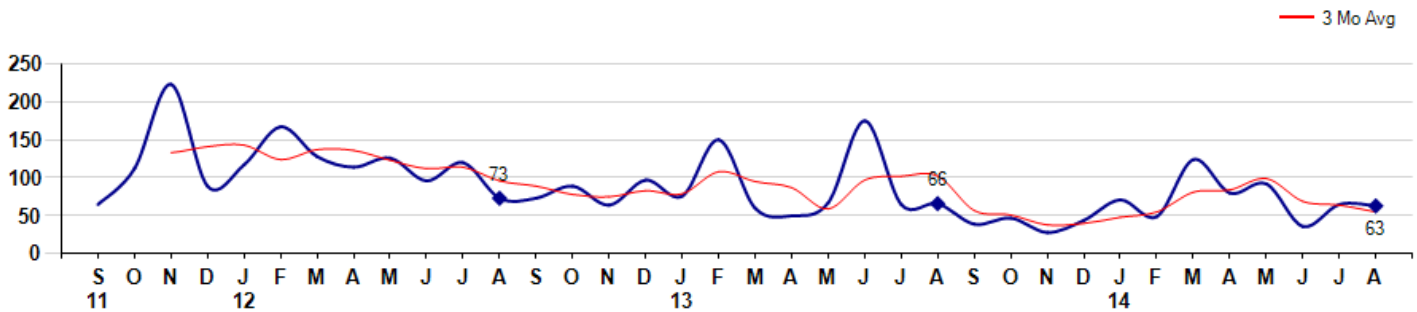
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 August was 63, down -3.1% from 65 days last month and down -4.5% from 66 days in August of last year. The August 2014 DOM was at its lowest level compared with August of 2013 and 2012.

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



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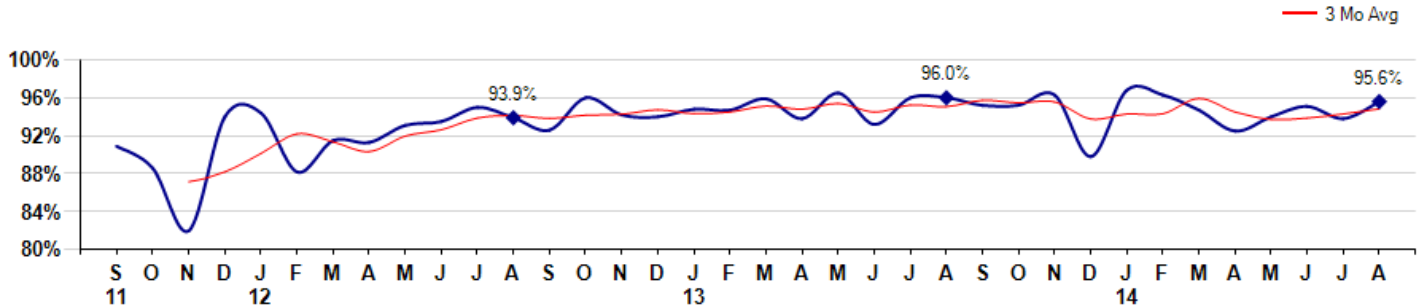


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### Selling Price vs Listing Price

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 August 2014 Selling Price vs List Price of 95.6% was up from 93.8% last month and down from 96.0% in August of last year.

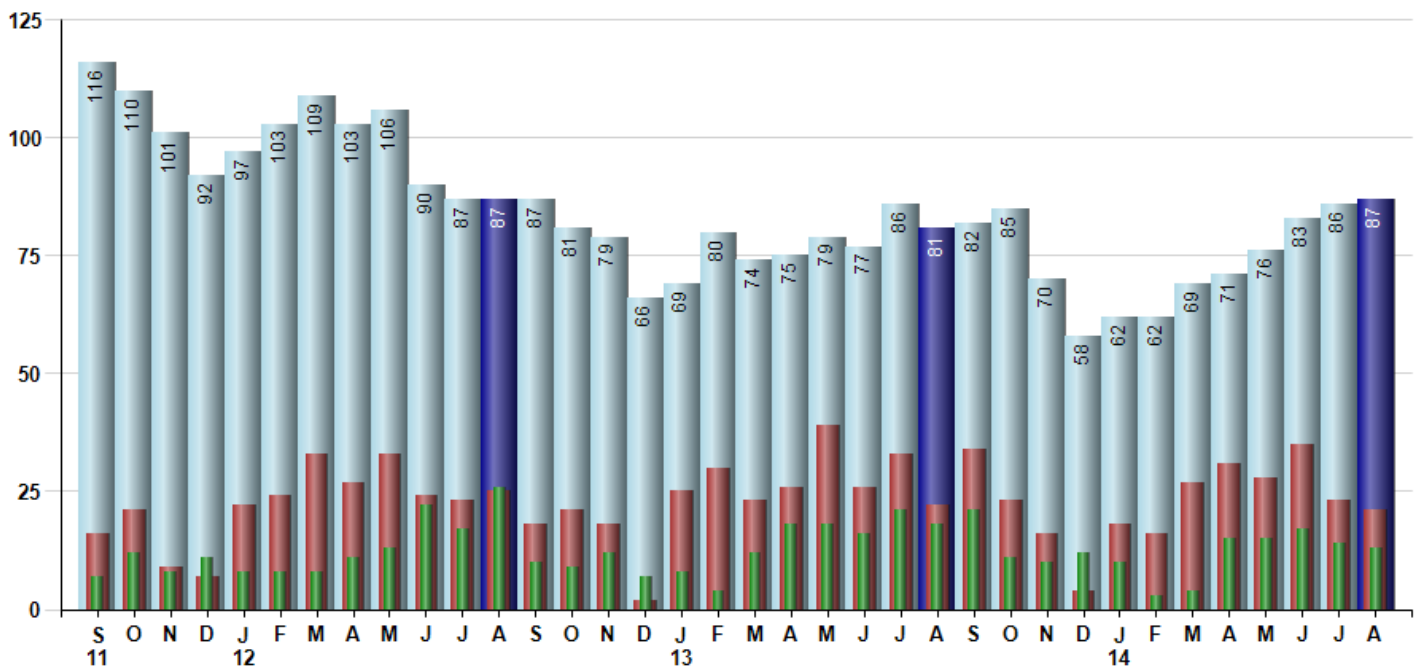
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 August 2014 was 21, down -8.7% from 23 last month and down -4.5% from 22 in August of last year.

Inventory    New Listings    Sold



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# MARKET ACTION REPORT

August 2014

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	S 11	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	A	M	J	J	A
Homes Sold	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	15	15	17	14	13
3 Mo. Roll Avg			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	7	11	16	15	15

	(000's) S 11	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	A	M	J	J	A
Median Sale Price	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	820	1,035	1,025	878	970
3 Mo. Roll Avg			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	795	893	960	979	958

	S 11	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	A	M	J	J	A
Inventory	116	110	101	92	97	103	109	103	106	90	87	87	87	81	79	66	69	80	74	75	79	77	86	81	82	85	70	58	62	62	69	71	76	83	86	87
MSI	17	9	13	8	12	13	14	9	8	4	5	3	9	9	7	9	9	20	6	4	4	5	4	5	4	8	7	5	6	21	17	5	5	5	6	7

	S 11	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	A	M	J	J	A
Days On Market	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	80	92	36	65	63
3 Mo. Roll Avg			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	84	99	69	64	55

	S 11	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	A	M	J	J	A
Price per Sq Ft	284	257	325	274	333	155	287	263	278	294	242	271	224	214	238	245	255	273	234	293	257	310	307	295	328	261	255	295	305	297	226	261	282	327	327	279
3 Mo. Roll Avg			289	285	311	254	258	235	276	278	271	269	246	236	225	232	246	258	254	267	261	287	291	304	310	295	281	270	285	299	276	261	256	290	312	311

	S 11	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	A	M	J	J	A
Sale to List Price	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	0.952	0.952	0.963	0.898	0.968	0.963	0.947	0.925	0.940	0.951	0.938	0.956
3 Mo. Roll Avg			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	0.952	0.951	0.957	0.955	0.956	0.938	0.943	0.943	0.959	0.945	0.937	0.939	0.943	0.948

	S 11	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	A	M	J	J	A
New Listings	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	23	16	4	18	16	27	31	28	35	23	21
Inventory	116	110	101	92	97	103	109	103	106	90	87	87	87	81	79	66	69	80	74	75	79	77	86	81	82	85	70	58	62	62	69	71	76	83	86	87
Sales	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	15	15	17	14	13

	(000's) S 11	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	A	M	J	J	A
Avg Sale Price	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	1,223	799	1,637	968	998	951	1,403	1,033	1,024	1,339	1,115	1,405
3 Mo. Roll Avg			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	1,157	1,000	1,220	1,135	1,201	972	1,117	1,129	1,154	1,132	1,160	1,287

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