

MLS Area: Glencoe



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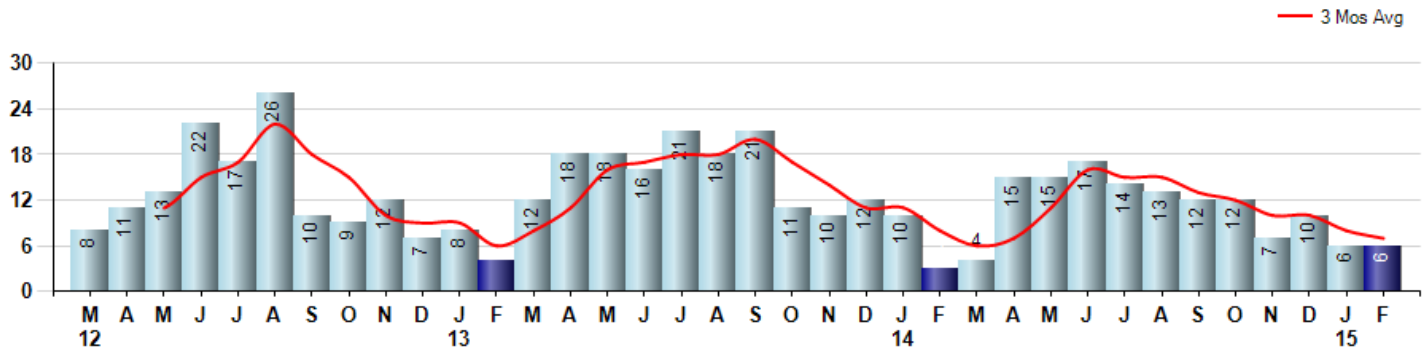
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,285,000	↓		↓				
Average List Price of all Current Listings	\$1,419,186	↓		↓				
February Median Sales Price	\$612,500	↓	↓	↓	↓	\$667,500	↓	↓
February Average Sales Price	\$714,042	↓	↓	↓	↓	\$940,538	↓	↓
Total Properties Currently for Sale (Inventory)	69	↑		↑				
February Number of Properties Sold	6	→		↑		12	↓	
February Average Days on Market (Solds)	49	↓	↓	→	↓	117	↑	↑
February Month's Supply of Inventory	11.5	↑	↑	↓	↑	10.3	↓	↑
February Sale Price vs List Price Ratio	93.0%	↑	↑	↓	→	90.8%	↓	↓

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

Property Sales

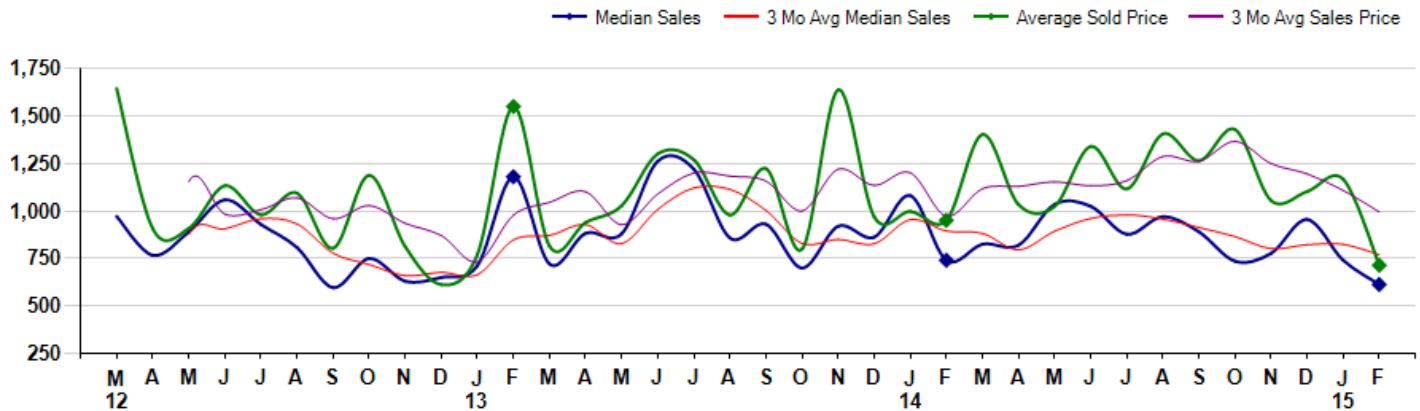
February Property sales were 6, up 100.0% from 3 in February of 2014 and equal to 0.0% 6 sales last month. February 2015 sales were at their highest level compared to February of 2014 and 2013. February YTD sales of 12 are running -7.7% behind last year's year-to-date sales of 13.



Prices

The Median Sales Price in February was \$612,500, down -17.2% from \$740,000 in February of 2014 and down -17.2% from \$740,000 last month. The Average Sales Price in February was \$714,042, down -24.9% from \$950,500 in February of 2014 and down -38.8% from \$1,167,033 last month. February 2015 ASP was at the lowest level compared to February of 2014 and 2013.

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



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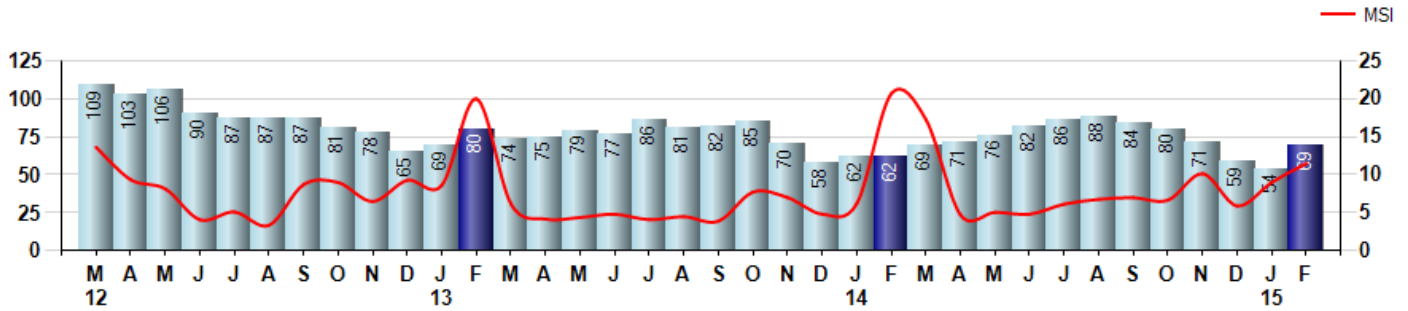
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Inventory & MSI

The Total Inventory of Properties available for sale as of February was 69, up 27.8% from 54 last month and up 11.3% from 62 in February of last year. February 2015 Inventory was at a mid range compared to February of 2014 and 2013.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The February 2015 MSI of 11.5 months was at its lowest level compared with February of 2014 and 2013.

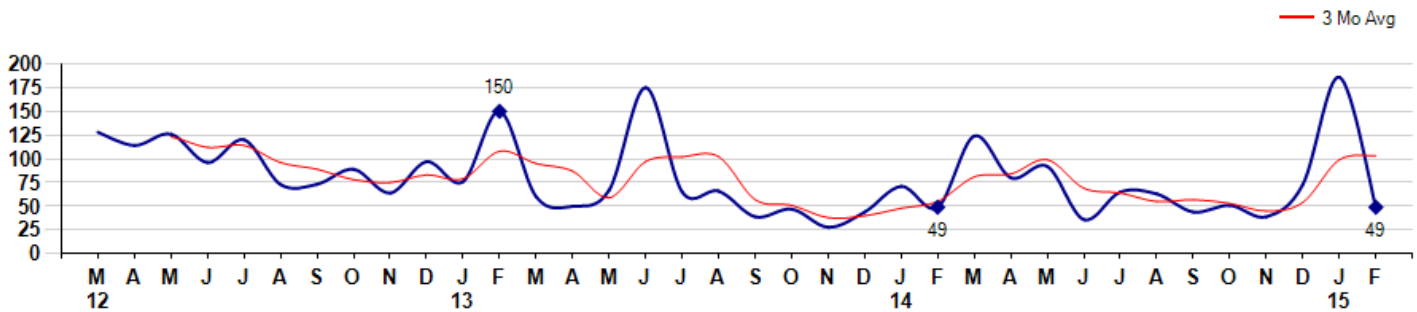
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 February was 49, down -73.7% from 186 days last month and equal to 49 days in February of last year. The February 2015 DOM was at its lowest level compared with February of 2014 and 2013.

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



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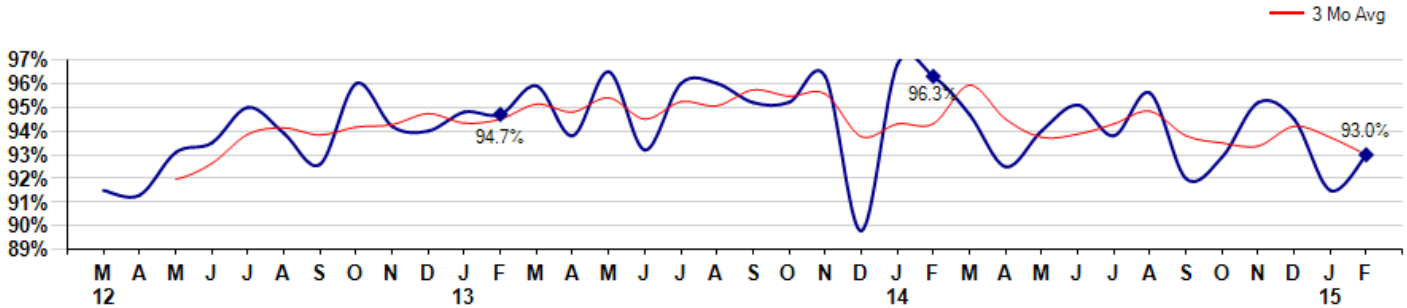


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Selling Price vs Listing Price

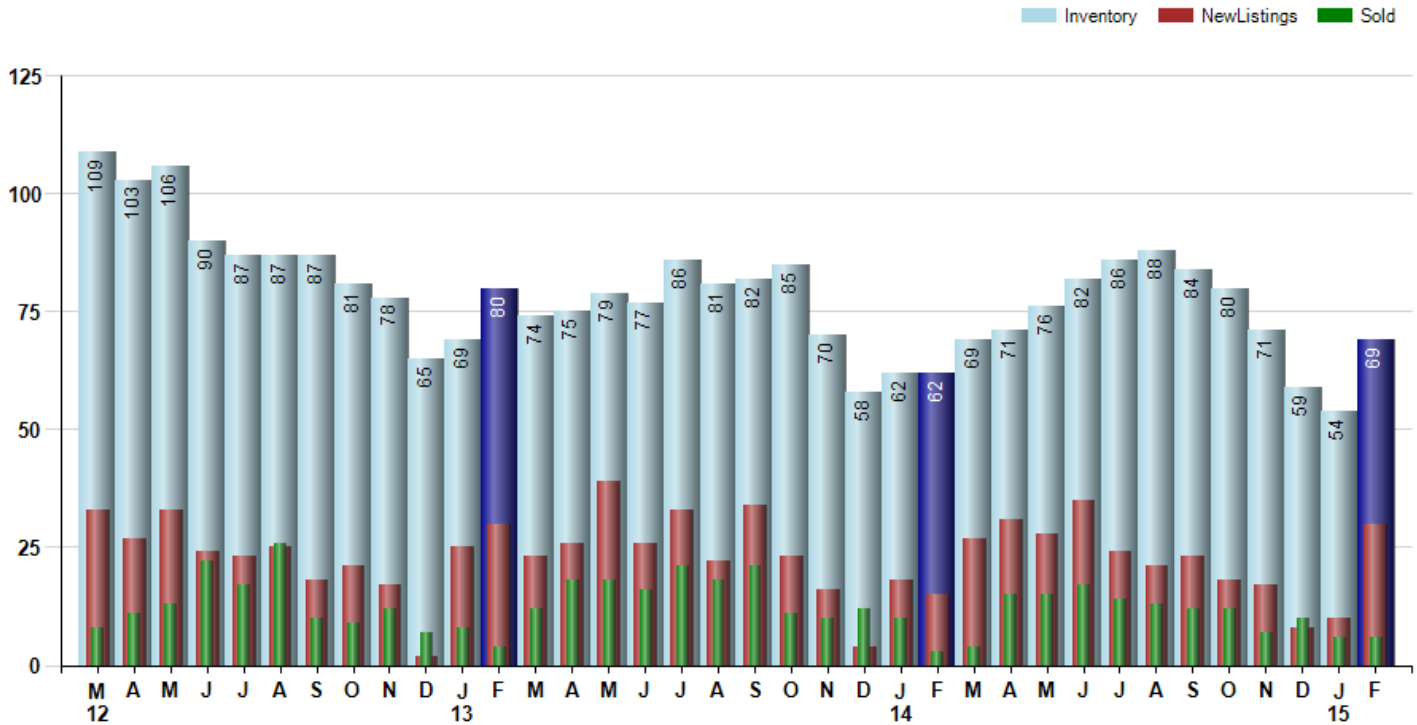
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The February 2015 Selling Price vs List Price of 93.0% was up from 91.5% last month and down from 96.3% in February 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 February 2015 was 30, up 200.0% from 10 last month and up 100.0% from 15 in February of last year.



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MARKET ACTION REPORT

February 2015

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	M 12	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	S	O	N	D	J 15	F
Homes Sold	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	12	12	7	10	6	6
3 Mo. Roll Avg			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	13	12	10	10	8	7

	(000's) M 12	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	S	O	N	D	J 15	F
Median Sale Price	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	890	736	777	955	740	613
3 Mo. Roll Avg			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	913	865	801	823	824	769

	M 12	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	S	O	N	D	J 15	F
Inventory	109	103	106	90	87	87	87	81	78	65	69	80	74	75	79	77	86	81	82	85	70	58	62	62	69	71	76	82	86	88	84	80	71	59	54	69
MSI	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	7	7	10	6	9	12

	M 12	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	S	O	N	D	J 15	F
Days On Market	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	44	51	39	73	186	49
3 Mo. Roll Avg			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	57	53	45	54	99	103

	M 12	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	S	O	N	D	J 15	F
Price per Sq Ft	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	266	348	327	297	374	225
3 Mo. Roll Avg			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	291	298	314	324	333	299

	M 12	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	S	O	N	D	J 15	F
Sale to List Price	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	0.920	0.929	0.952	0.945	0.915	0.930
3 Mo. Roll Avg			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	0.938	0.935	0.934	0.942	0.937	0.930

	M 12	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	S	O	N	D	J 15	F
New Listings	33	27	33	24	23	25	18	21	17	2	25	30	23	26	39	26	33	22	34	23	16	4	18	15	27	31	28	35	24	21	23	18	17	8	10	30
Inventory	109	103	106	90	87	87	87	81	78	65	69	80	74	75	79	77	86	81	82	85	70	58	62	62	69	71	76	82	86	88	84	80	71	59	54	69
Sales	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	12	12	7	10	6	6

	(000's) M 12	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	S	O	N	D	J 15	F
Avg Sale Price	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	1,265	1,429	1,055	1,102	1,167	714
3 Mo. Roll Avg			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	1,262	1,366	1,249	1,195	1,108	994

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