

## MLS Area: Glencoe



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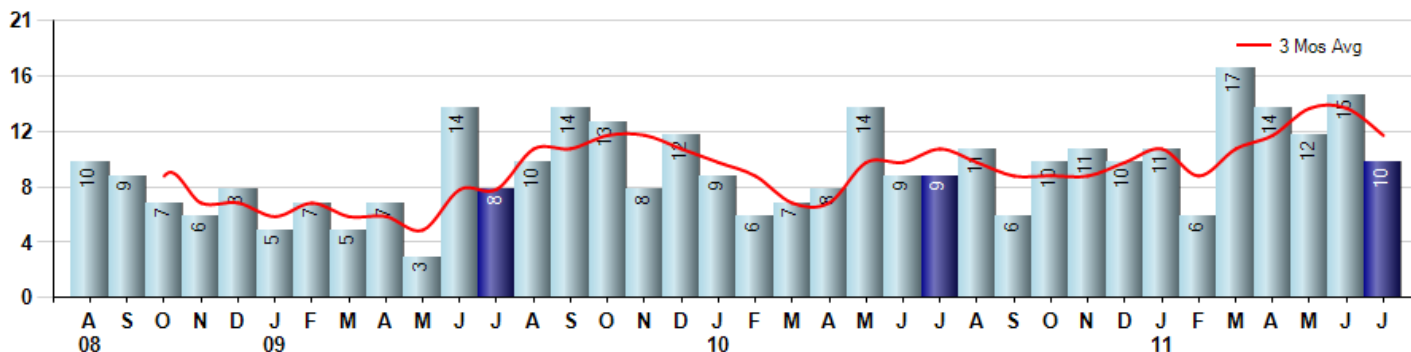
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,198,500	↑		↓				
Average List Price of all Current Listings	\$1,555,934	↓		↓				
July Median Sales Price	\$507,500	↓	↓	↓	↓	\$825,000	↑	↑
July Average Sales Price	\$685,050	↓	↓	↓	↓	\$1,037,983	↑	↑
Total Properties Currently for Sale (Inventory)	126	↑		↓				
July Number of Properties Sold	10	↓		↑		85	↑	
July Average Days on Market (Solds)	71	↓	↓	↓	↓	136	↑	↑
July Month's Supply of Inventory	12.6	↑	↑	↓	↓	10.5	↓	↓
July Sale Price vs List Price Ratio	90.8%	↑	↑	↑	↑	83.5%	↑	↔

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

### Property Sales

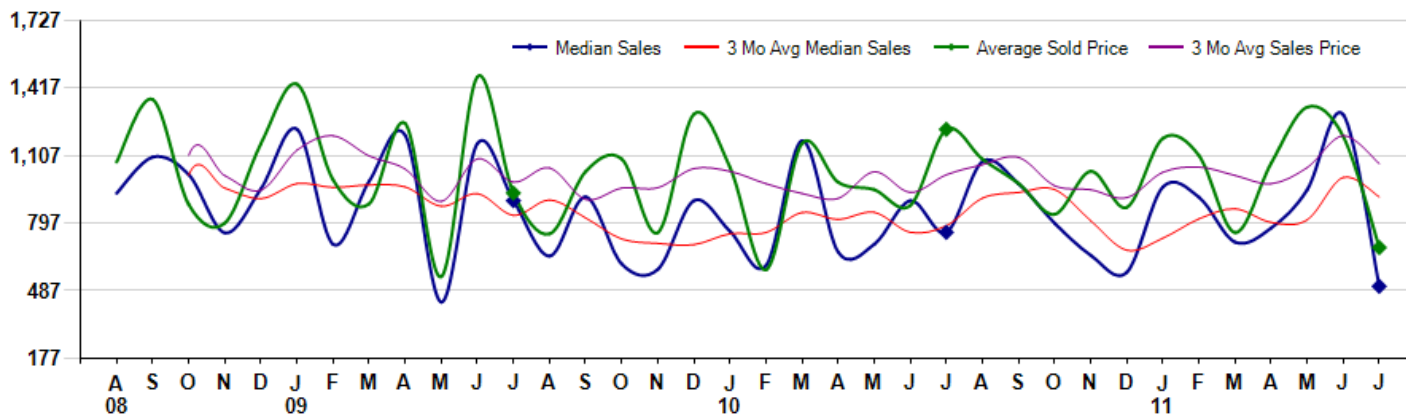
July Property sales were 10, up 11.1% from 9 in July of 2010 and -33.3% lower than the 15 sales last month. July 2011 sales were at their highest level compared to July of 2010 and 2009. July YTD sales of 85 are running 37.1% ahead of last year's year-to-date sales of 62.



### Prices

The Median Sales Price in July was \$507,500, down -32.8% from \$755,000 in July of 2010 and down -60.8% from \$1,295,000 last month. The Average Sales Price in July was \$685,050, down -44.2% from \$1,227,056 in July of 2010 and down -42.7% from \$1,194,607 last month. July 2011 ASP was at the lowest level compared to July of 2010 and 2009.

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



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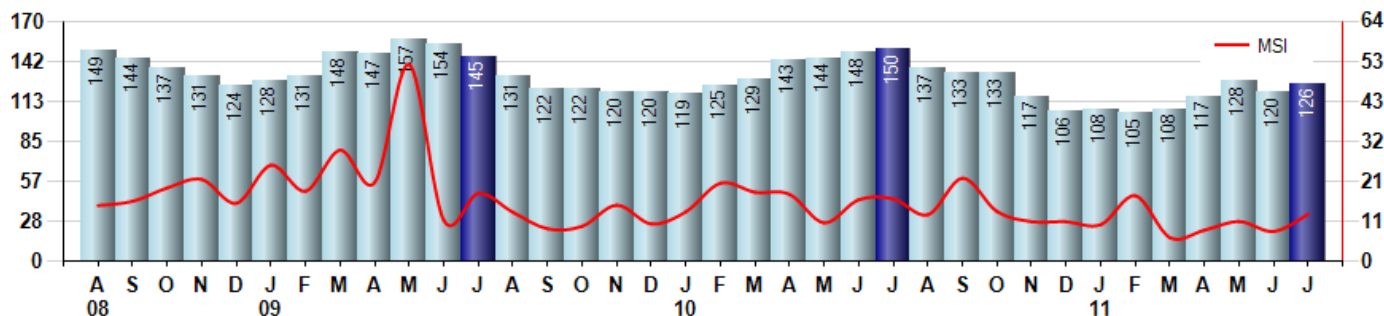
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### Inventory & MSI

The Total Inventory of Properties available for sale as of July was 126, up 5.0% from 120 last month and down -16.0% from 150 in July of last year. July 2011 Inventory was at the lowest level compared to July of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The July 2011 MSI of 12.6 months was at its lowest level compared with July of 2010 and 2009.

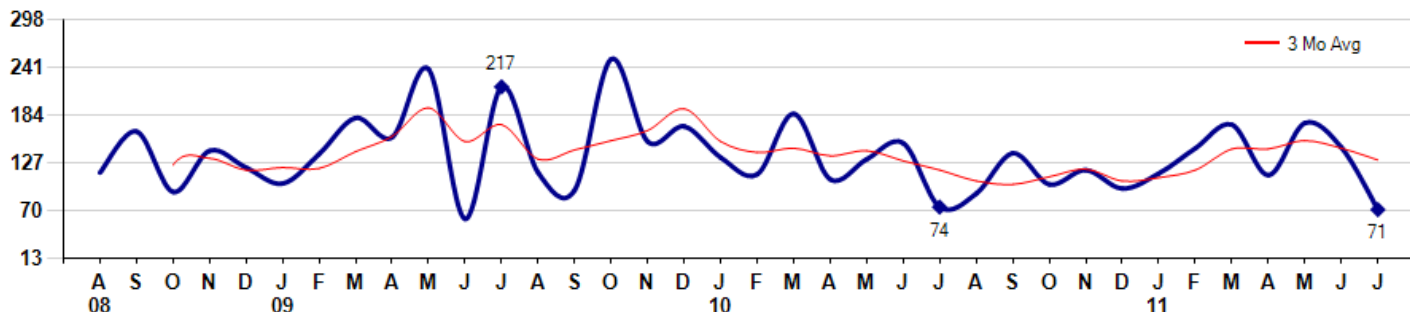
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 July was 71, down -51.0% from 145 days last month and down -4.1% from 74 days in July of last year. The July 2011 DOM was at its lowest level compared with July of 2010 and 2009.

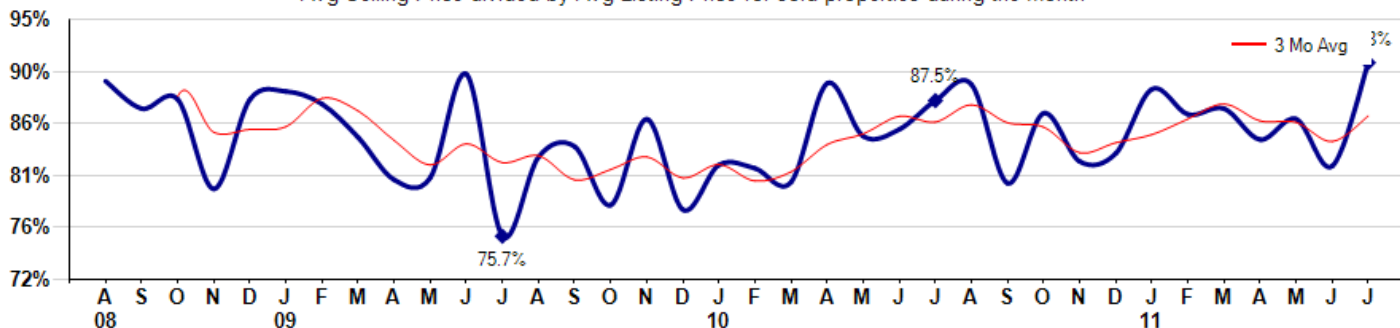
Average Days on Market(Listing to Contract) for properties sold during the month



### Selling Price vs Original Listing Price

The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original 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 July 2011 Selling Price vs Original List Price of 90.8% was up from 81.8% last month and up from 87.5% in July of last year.

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



Based on information from Midwest Real Estate Data LLC for the period 8/1/2008 through 7/31/2011. 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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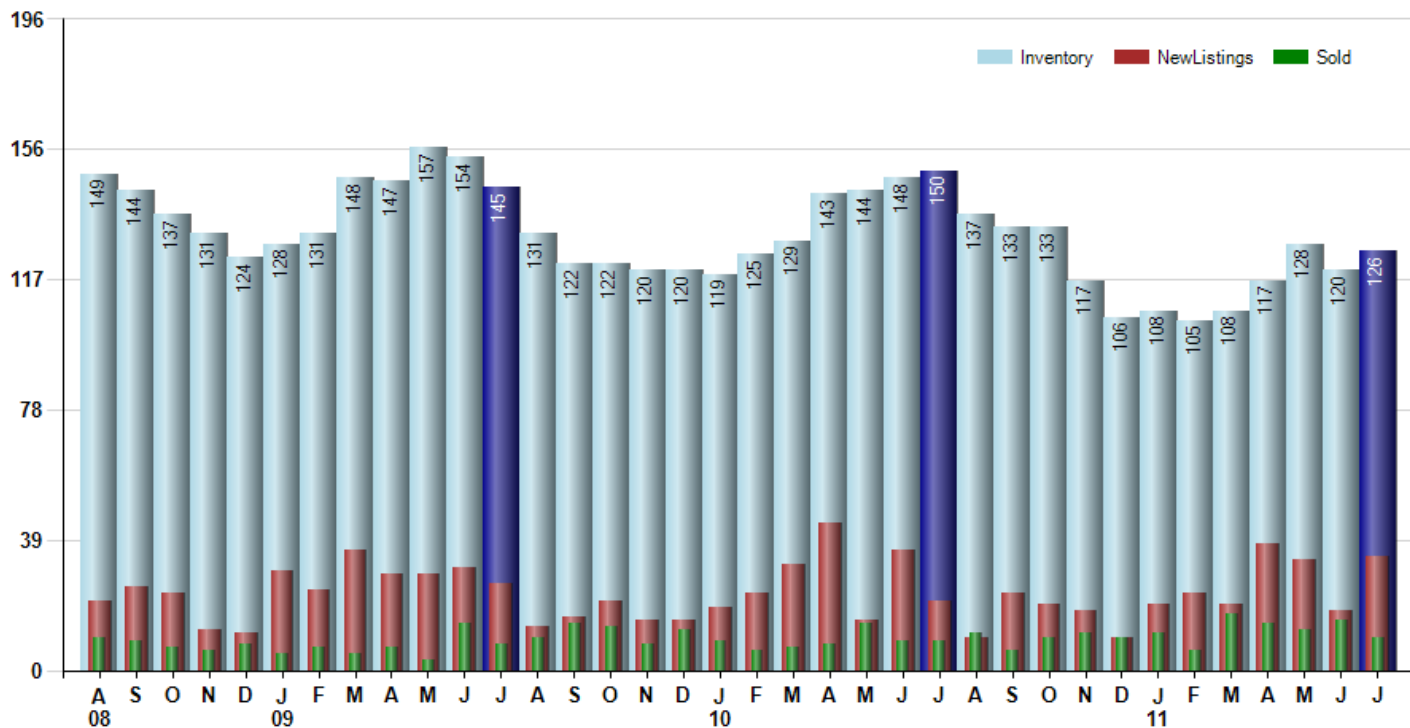
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### Inventory / New Listings / Sales

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 July 2011 was 34, up 88.9% from 18 last month and up 61.9% from 21 in July of last year.



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# MARKET ACTION REPORT

July 2011

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	A 08	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J
Homes Sold	10	9	7	6	8	5	7	5	7	3	14	8	10	14	13	8	12	9	6	7	8	14	9	9	11	6	10	11	10	11	6	17	14	12	15	10
3 Mo. Roll Avg			9	7	7	6	7	6	6	5	8	8	11	11	12	12	11	10	9	7	7	10	10	11	10	9	9	9	10	11	9	11	12	14	14	12

	(000's) A 08	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J
Median Sale Price	934	1,100	1,020	753	955	1,228	700	989	1,200	435	1,163	900	646	918	610	585	900	760	603	1,175	665	700	900	755	1,080	978	797	650	572	963	916	710	775	950	1,295	508
3 Mo. Roll Avg			1,018	958	909	978	961	972	963	875	933	833	903	821	725	704	698	748	754	846	814	847	755	785	912	938	952	808	673	728	817	863	800	812	1,007	918

	A 08	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J
Inventory	149	144	137	131	124	128	131	148	147	157	154	145	131	122	122	120	120	119	125	129	143	144	148	150	137	133	133	117	106	108	105	108	117	128	120	126
MSI	15	16	20	22	16	26	19	30	21	52	11	18	13	9	9	15	10	13	21	18	18	10	16	17	12	22	13	11	11	10	18	6	8	11	8	13

	A 08	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J
Days On Market	115	164	92	141	121	102	137	180	157	238	60	217	115	94	250	152	170	133	113	185	107	131	150	74	90	138	101	118	96	114	144	172	112	174	145	71
3 Mo. Roll Avg			124	132	118	121	120	140	158	192	152	172	131	142	153	165	191	152	139	144	135	141	129	118	105	101	110	119	105	109	118	143	143	153	144	130

	A 08	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J
Price per Sq Ft	194	370	0	164	0	238	0	242	0	174	0	221	0	364	262	0	347	300	269	473	226	181	312	188	348	232	313	334	228	239	250	282	267	251	254	244
3 Mo. Roll Avg			188	178	55	134	79	160	81	139	58	132	74	195	209	209	203	216	305	347	323	293	240	227	283	256	298	293	292	267	239	257	266	267	257	250

	A 08	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J
Sale to List Price	0.892	0.868	0.876	0.798	0.876	0.883	0.872	0.843	0.806	0.808	0.898	0.757	0.826	0.835	0.784	0.859	0.780	0.819	0.816	0.804	0.890	0.844	0.850	0.875	0.889	0.803	0.864	0.822	0.829	0.885	0.863	0.868	0.841	0.859	0.818	0.908
3 Mo. Roll Avg			0.879	0.847	0.850	0.852	0.877	0.866	0.840	0.819	0.837	0.821	0.827	0.806	0.815	0.826	0.808	0.819	0.805	0.813	0.837	0.846	0.861	0.856	0.871	0.856	0.852	0.830	0.838	0.845	0.859	0.872	0.857	0.856	0.839	0.862

	A 08	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J
New Listings	21	25	23	12	11	30	24	36	29	29	31	26	13	16	21	15	15	19	23	32	44	15	36	21	10	23	20	18	10	20	23	20	38	33	18	34
Inventory	149	144	137	131	124	128	131	148	147	157	154	145	131	122	122	120	120	119	125	129	143	144	148	150	137	133	133	117	106	108	105	108	117	128	120	126
Sales	10	9	7	6	8	5	7	5	7	3	14	8	10	14	13	8	12	9	6	7	8	14	9	9	11	6	10	11	10	11	6	17	14	12	15	10

	(000's) A 08	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J
Avg Sale Price	1,078	1,364	882	798	1,162	1,435	996	885	1,254	552	1,468	935	748	1,033	1,092	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
3 Mo. Roll Avg			1,108	1,015	948	1,132	1,198	1,105	1,045	897	1,091	985	1,050	905	958	959	1,047	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

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