

MLS Area: Glencoe



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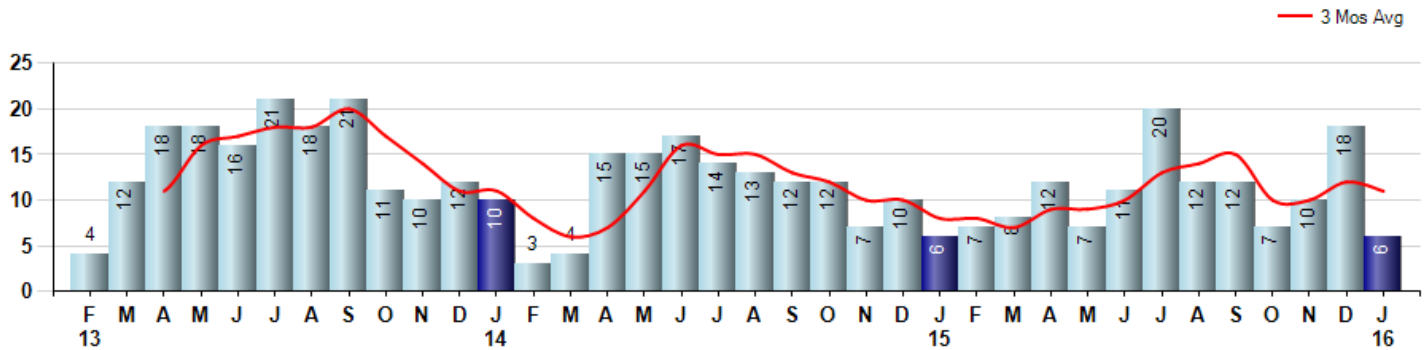
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,277,450	↑		↓				
Average List Price of all Current Listings	\$1,468,512	↑		↓				
January Median Sales Price	\$477,500	↓	↓	↓	↓	\$477,500	↓	↓
January Average Sales Price	\$673,538	↓	↓	↓	↓	\$673,538	↓	↓
Total Properties Currently for Sale (Inventory)	64	↓		↑				
January Number of Properties Sold	6	↓		↔		6	↔	
January Average Days on Market (Solds)	98	↑	↑	↓	↑	98	↓	↑
January Month's Supply of Inventory	10.7	↑	↑	↑	↑	10.7	↑	↑
January Sale Price vs List Price Ratio	89.6%	↓	↓	↓	↓	92.6%	↑	↓

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

Property Sales

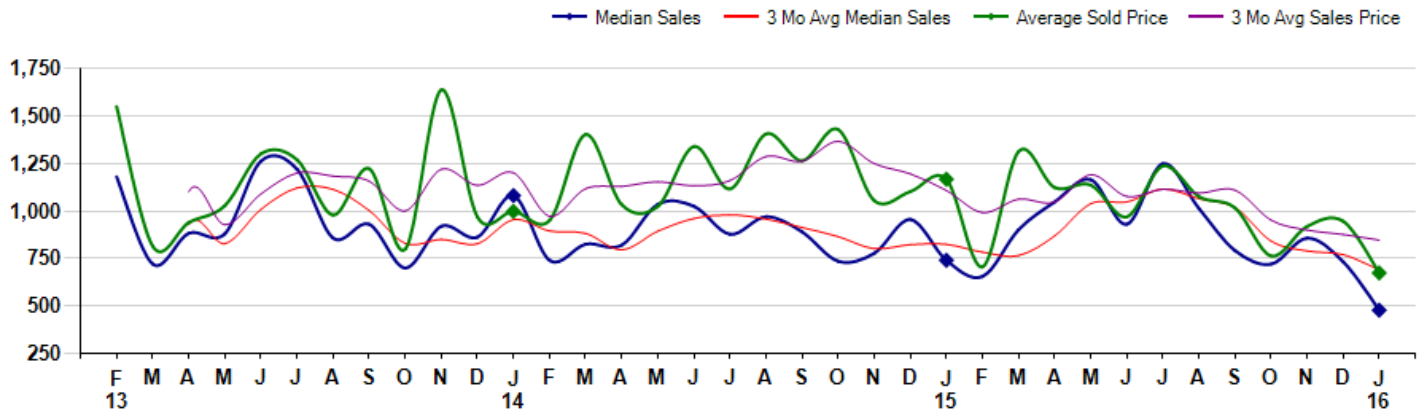
January Property sales were 6, equal to 6 in January of 2015 and -66.7% lower than the 18 sales last month. January 2016 sales were at their lowest level compared to January of 2015 and 2014. January YTD sales of 6 are running equal to last year's year-to-date sales of 6.



Prices

The Median Sales Price in January was \$477,500, down -35.5% from \$740,000 in January of 2015 and down -34.8% from \$732,500 last month. The Average Sales Price in January was \$673,538, down -42.3% from \$1,167,033 in January of 2015 and down -28.8% from \$945,583 last month. January 2016 ASP was at the lowest level compared to January of 2015 and 2014.

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



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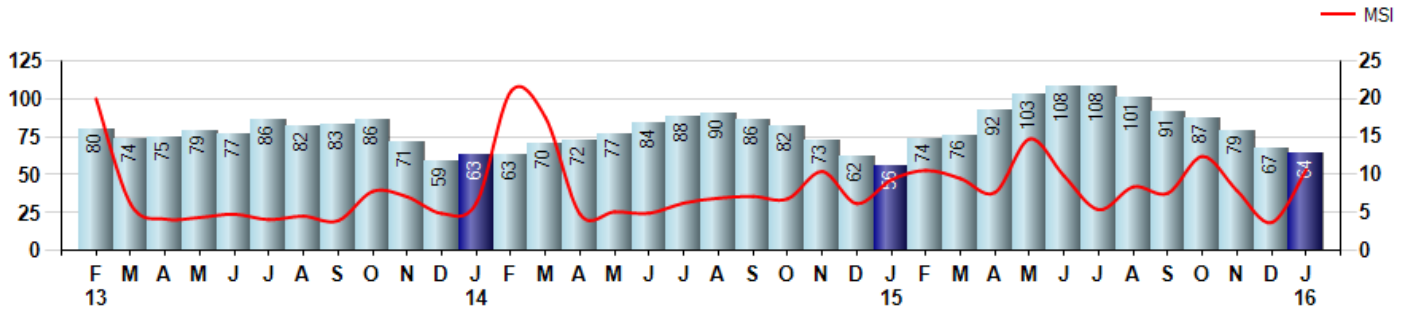
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Inventory & MSI

The Total Inventory of Properties available for sale as of January was 64, down -4.5% from 67 last month and up 14.3% from 56 in January of last year. January 2016 Inventory was at highest level compared to January of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2016 MSI of 10.7 months was at its highest level compared with January of 2015 and 2014.

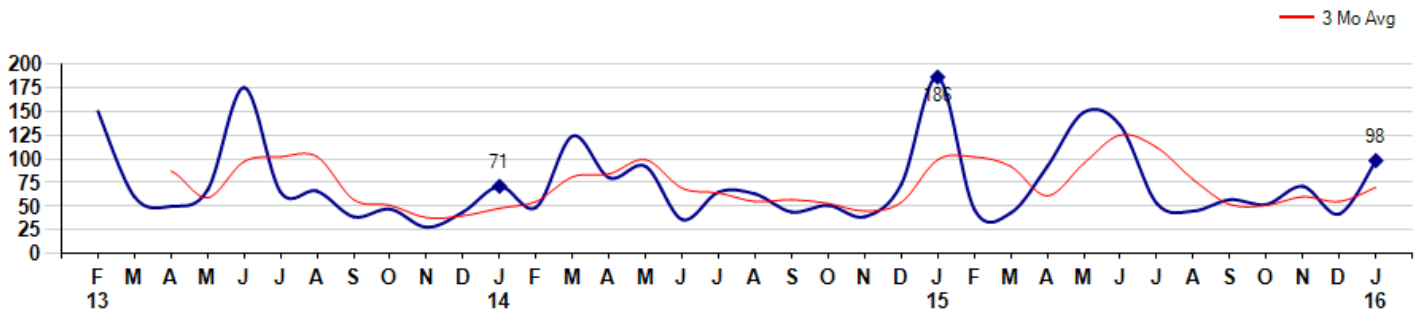
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 January was 98, up 133.3% from 42 days last month and down -47.3% from 186 days in January of last year. The January 2016 DOM was at a mid range compared with January of 2015 and 2014.

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



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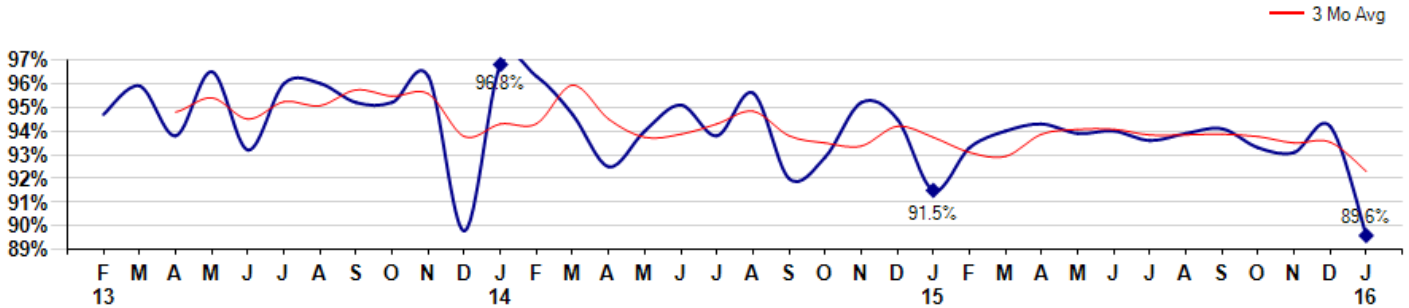


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Selling Price vs Listing Price

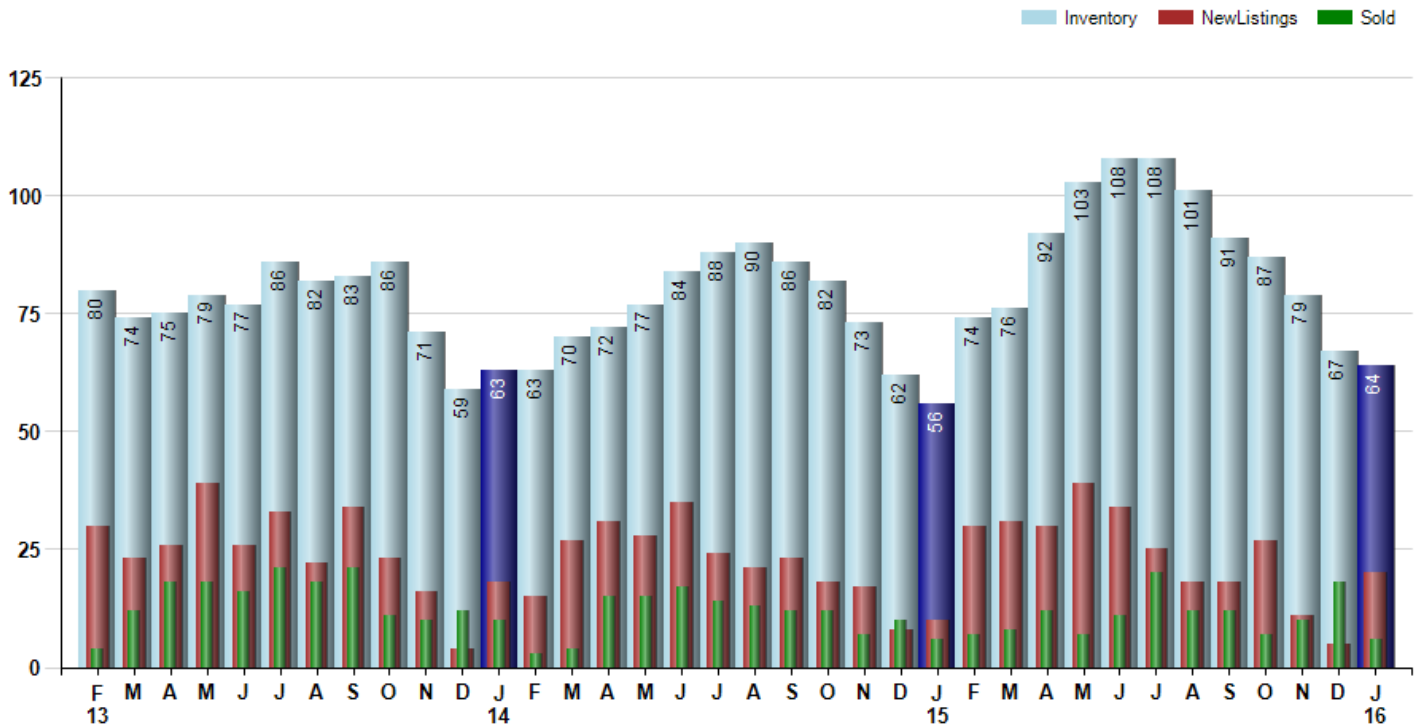
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The January 2016 Selling Price vs List Price of 89.6% was down from 94.2% last month and down from 91.5% in January 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 January 2016 was 20, up 300.0% from 5 last month and up 100.0% from 10 in January of last year.



MARKET ACTION REPORT

January 2016

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	F 13	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	M	A	M	J	J	A	S	O	N	D	J 16
Homes Sold	4	12	18	18	16	21	18	21	11	10	12	10	3	4	15	15	17	14	13	12	12	7	10	6	7	8	12	7	11	20	12	12	7	10	18	6
3 Mo. Roll Avg			11	16	17	18	18	20	17	14	11	11	8	6	7	11	16	15	15	13	12	10	10	8	8	7	9	9	10	13	14	15	10	10	12	11

(000's)	F 13	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	M	A	M	J	J	A	S	O	N	D	J 16
Median Sale Price	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	655	902	1,048	1,165	930	1,250	1,013	791	720	857	733	478
3 Mo. Roll Avg			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	783	766	868	1,038	1,048	1,115	1,064	1,018	841	789	770	689

	F 13	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	M	A	M	J	J	A	S	O	N	D	J 16
Inventory	80	74	75	79	77	86	82	83	86	71	59	63	63	70	72	77	84	88	90	86	82	73	62	56	74	76	92	103	108	108	101	91	87	79	67	64
MSI	20	6	4	4	5	4	5	4	8	7	5	6	21	18	5	5	5	6	7	7	7	10	6	9	11	10	8	15	10	5	8	8	12	8	4	11

	F 13	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	M	A	M	J	J	A	S	O	N	D	J 16
Days On Market	150	60	50	67	175	65	66	39	47	28	44	71	49	124	80	92	36	65	63	44	51	39	73	186	47	43	92	149	135	53	45	57	52	71	42	98
3 Mo. Roll Avg			87	59	97	102	102	57	51	38	40	48	55	81	84	99	69	64	55	57	53	45	54	99	102	92	61	95	125	112	78	52	51	60	55	70

	F 13	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	M	A	M	J	J	A	S	O	N	D	J 16
Price per Sq Ft	273	234	293	257	310	307	295	328	261	255	295	305	297	226	261	282	327	327	279	266	348	327	297	374	251	377	292	351	286	310	315	255	253	306	272	265
3 Mo. Roll Avg			267	261	287	291	304	310	295	281	270	285	299	276	261	256	290	312	311	291	298	314	324	333	307	334	307	340	310	316	304	293	274	271	277	281

	F 13	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	M	A	M	J	J	A	S	O	N	D	J 16
Sale to List Price	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	0.933	0.940	0.943	0.939	0.940	0.936	0.939	0.941	0.933	0.931	0.942	0.896
3 Mo. Roll Avg			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	0.931	0.929	0.939	0.941	0.941	0.938	0.938	0.939	0.938	0.935	0.935	0.923

	F 13	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	M	A	M	J	J	A	S	O	N	D	J 16
New Listings	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	31	30	39	34	25	18	18	27	11	5	20
Inventory	80	74	75	79	77	86	82	83	86	71	59	63	63	70	72	77	84	88	90	86	82	73	62	56	74	76	92	103	108	108	101	91	87	79	67	64
Sales	4	12	18	18	16	21	18	21	11	10	12	10	3	4	15	15	17	14	13	12	12	7	10	6	7	8	12	7	11	20	12	12	7	10	18	6

(000's)	F 13	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	M	A	M	J	J	A	S	O	N	D	J 16
Avg Sale Price	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	706	1,313	1,123	1,136	969	1,237	1,075	1,016	763	919	946	674
3 Mo. Roll Avg			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	992	1,062	1,047	1,191	1,076	1,114	1,094	1,109	951	899	876	846

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