

MLS Area: *Glencoe*

**ART WILSON**  
 BROKER ASSOCIATE  
 847-363-1599  
 WWW.NorthShoreHomesOnline.com  
 ART.WILSON@CBEXCHANGE.COM



Price Range: All | Properties: Single Family - Condo - TwnHm

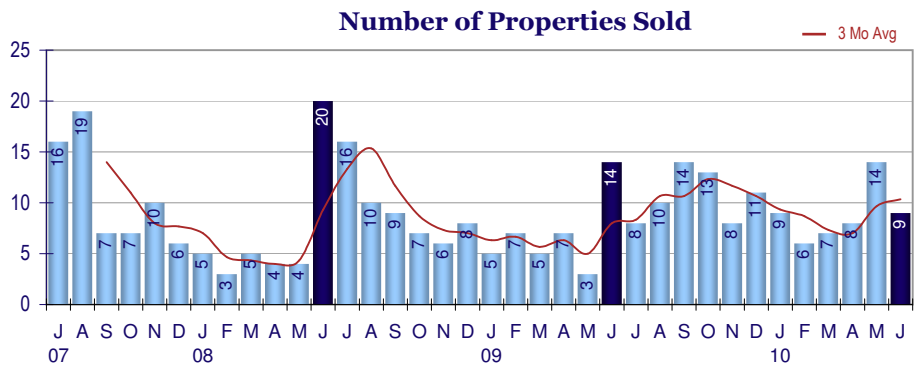
## Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,325,000	↑		↑				
Average List Price of all Current Listings	\$1,926,804	↑		↑				
June Median Sales Price	\$900,000	↑	↑	↓	↑	\$770,000	↓	↓
June Average Sales Price	\$878,248	↓	↓	↓	↓	\$947,425	↓	↓
Total Properties Currently for Sale (Inventory)	141	↑		↓				
June Number of Properties Sold	9	↓		↓		53	↑	
June Average Days on Market (Solds)	150	↑	↑	↑	↑	136	↑	↓
June Month's Supply of Inventory	15.7	↑	↑	↑	↓	15.8	↓	↓
June Sale Price vs List Price Ratio	85.0%	↑	↑	↓	↑	81.2%	↓	↑

\* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2009) / YTD = Year-to-date | Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)

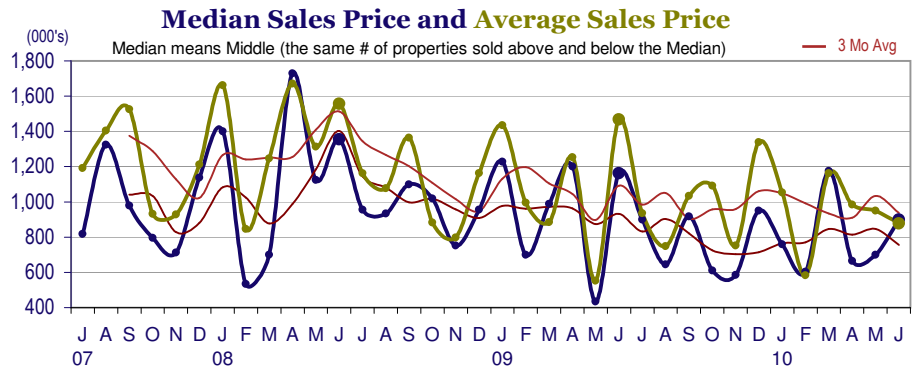
## Property Sales

June Property sales were 9, down -35.7% from 14 in June of 2009 and -35.7% lower than the 14 sales last month. June 2010 sales were at their lowest level compared to June of 2009 and 2008. June YTD sales of 53 are running 29.3% ahead of last year's year-to-date sales of 41.



## Prices

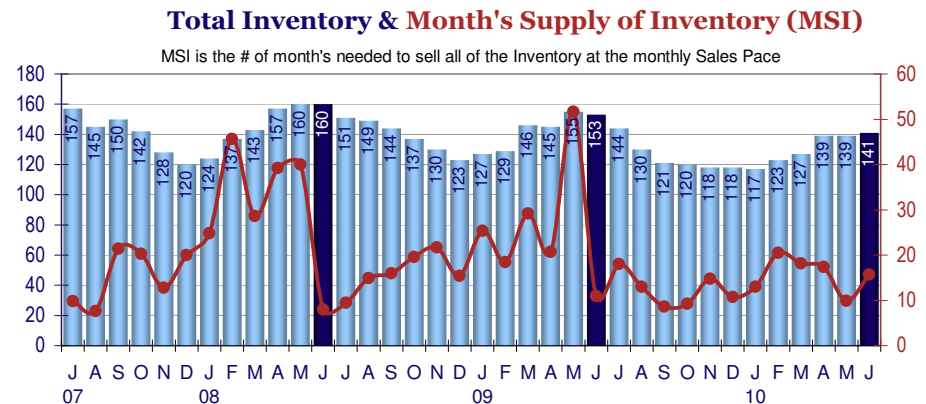
The Median Sales Price in June was \$900,000, down -22.6% from \$1,162,500 in June of 2009 and up 28.6% from \$700,000 last month. The Average Sales Price in June was \$878,248, down -40.2% from \$1,468,214 in June of 2009 and down -7.6% from \$950,967 last month. June 2010 ASP was at the lowest level compared to June of 2009 and 2008.



## Inventory & MSI

The Total Inventory of Properties available for sale as of June was 141, up 1.4% from 139 last month and down -7.8% from 153 in June of last year. June 2010 Inventory was at its lowest level compared with June of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The June 2010 MSI of 15.7 months was at its highest level compared with June of 2009 and 2008.



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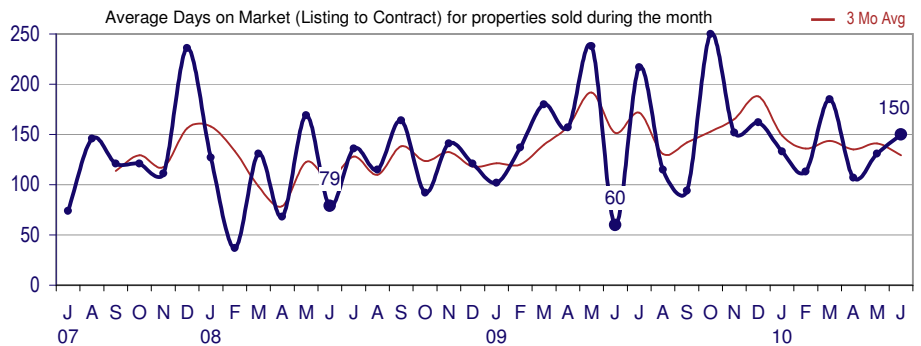


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## Market Time

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 June was 150, up 14.5% from 131 days last month and up 150.0% from 60 days in June of last year. The June 2010 DOM was at a mid level compared with June of 2009 and 2008.

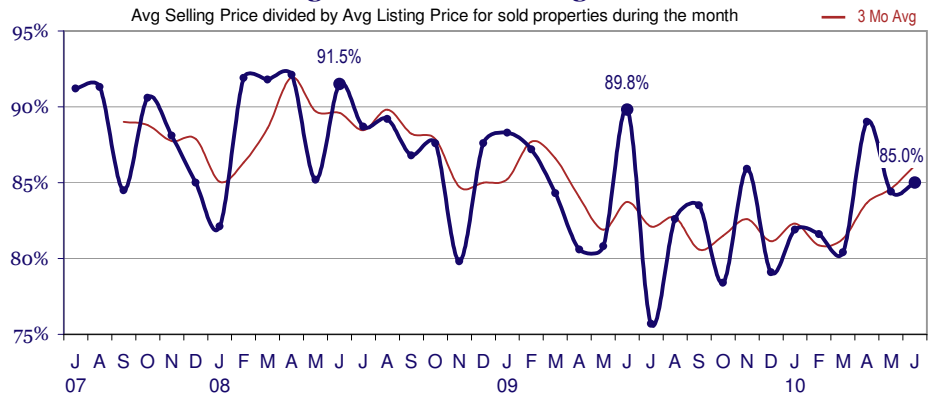
## Days On Market for Sold Properties



## 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 June 2010 Selling Price vs Original List Price of 85.0% was up from 84.4% last month and down from 89.8% in June of last year.

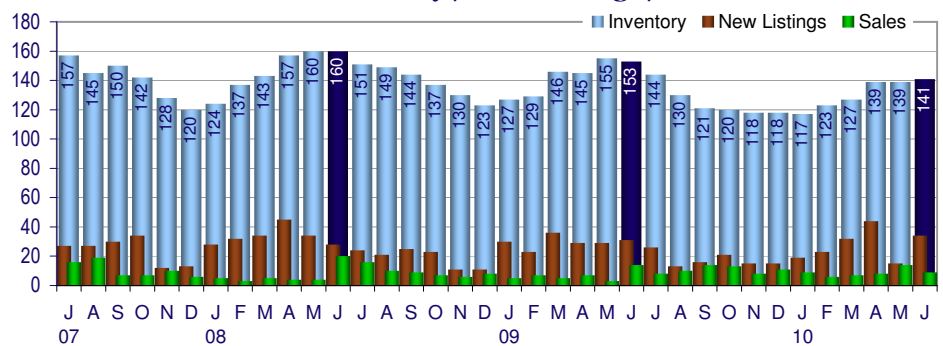
## Selling Price versus Listing Price Ratio



## 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 June 2010 was 34, up 126.7% from 15 last month and up 9.7% from 31 in June of last year.

## Inventory / New Listings / Sales



# Inventory / Listings / Sales

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June 2010

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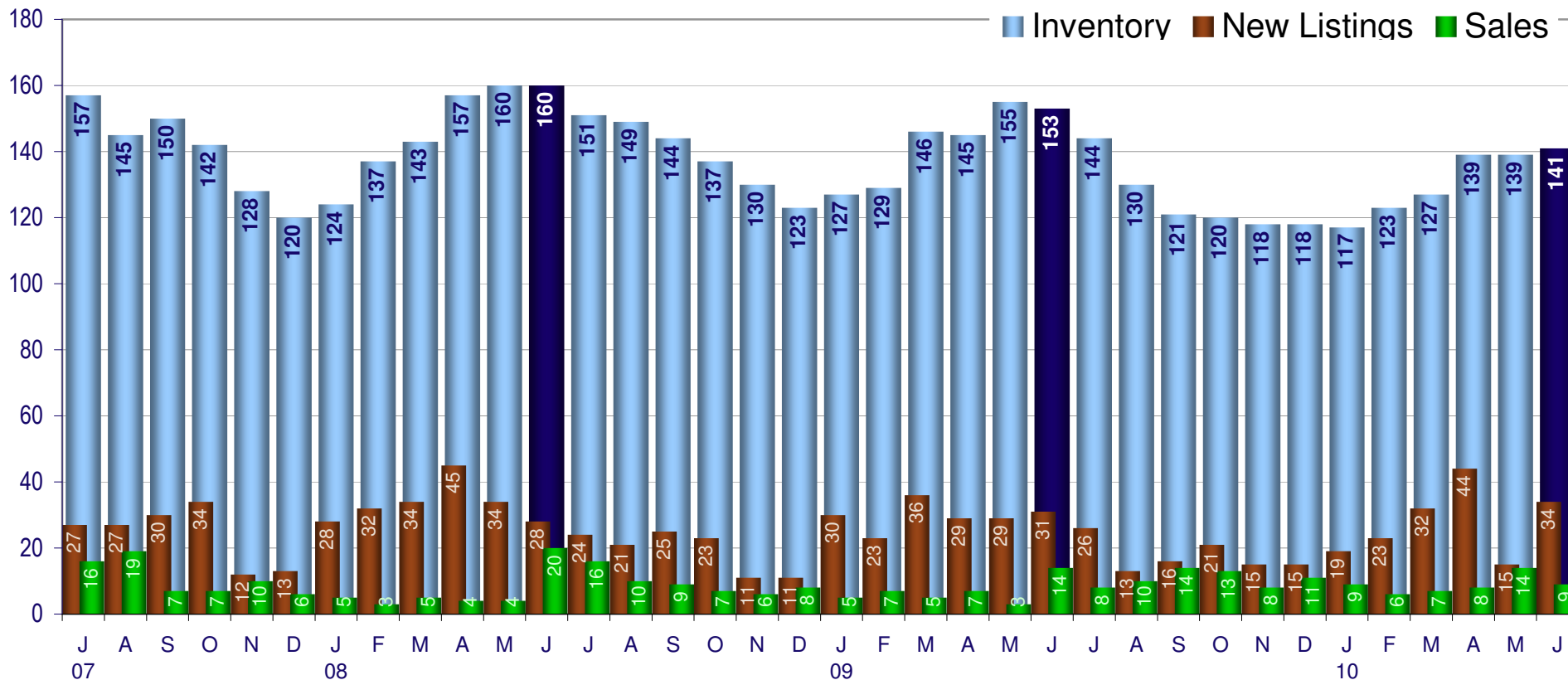


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