

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

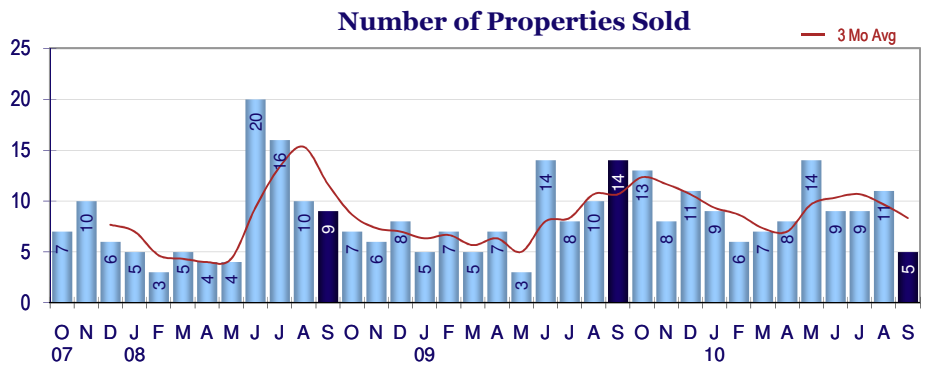
## Market Profile & Trends Overview

	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	\$1,986,095	↑		↑				
September Median Sales Price	\$1,125,000	↑	↑	↑	\$817,500	↓	↔	
September Average Sales Price	\$1,036,800	↓	↓	↔	\$1,005,519	↓	↓	
Total Properties Currently for Sale (Inventory)	129	↓		↑				
September Number of Properties Sold	5	↓		↓	78	↑		
September Average Days on Market (Solds)	129	↑	↑	↑	122	↓	↓	
September Month's Supply of Inventory	25.8	↑	↑	↑	16.7	↓	↓	
September Sale Price vs List Price Ratio	79.3%	↓	↓	↓	82.6%	↓	↑	

\* 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)

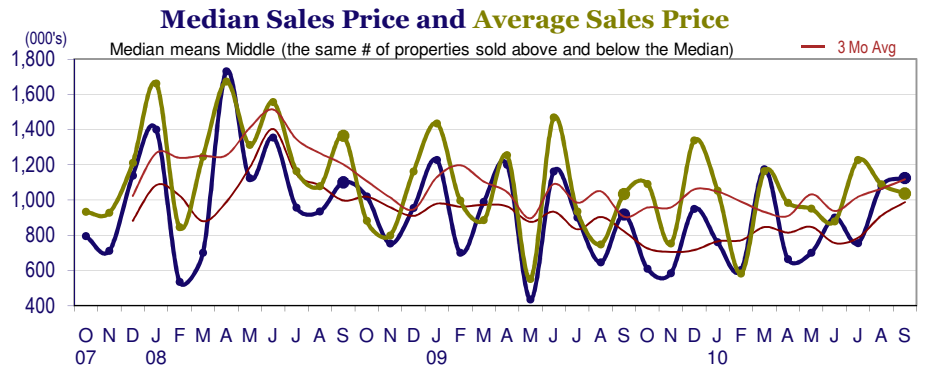
## Property Sales

September Property sales were 5, down 64.3% from 14 in September of 2009 and 54.5% lower than the 11 sales last month. September 2010 sales were at their lowest level compared to September of 2009 and 2008. September YTD sales of 78 are running 6.8% ahead of last year's year-to-date sales of 73.



## Prices

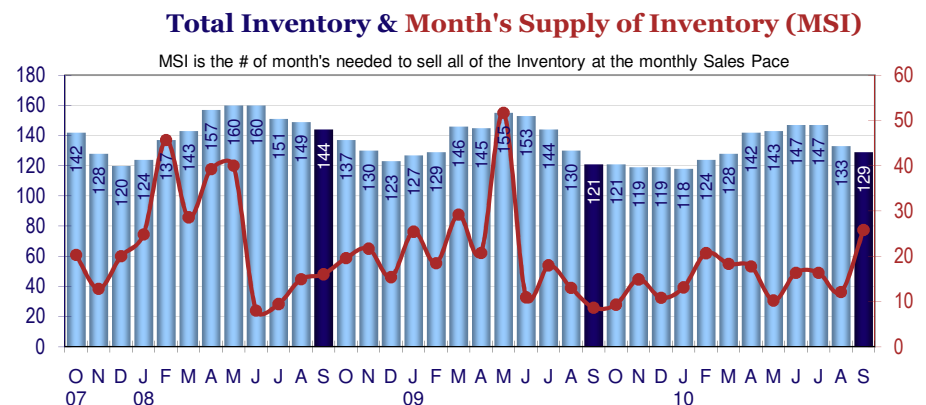
The Median Sales Price in September was \$1,125,000, up 22.6% from \$917,500 in September of 2009 and up 4.2% from \$1,080,000 last month. The Average Sales Price in September was \$1,036,800, up 0.3% from \$1,033,354 in September of 2009 and down 4.9% from \$1,089,955 last month. September 2010 ASP was at a mid range compared to September of 2009 and 2008.



## Inventory & MSI

The Total Inventory of Properties available for sale as of September was 129, down 3.0% from 133 last month and up 6.6% from 121 in September of last year. September 2010 Inventory was at a mid level compared with September of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The September 2010 MSI of 25.8 months was at its highest level compared with September of 2009 and 2008.



MLS Area: *Glencoe*

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

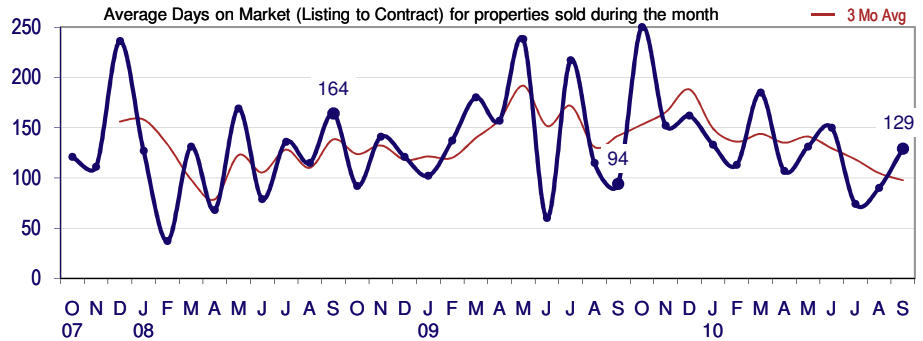


Price Range: All | Properties: Single Family - Condo - TwnHm

## Market 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 September was 129, up 43.3% from 90 days last month and up 37.2% from 94 days in September of last year. The September 2010 DOM was at a mid level compared with September 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 September 2010 Selling Price vs Original List Price of 79.3% was down from 88.9% last month and down from 83.5% in September of last year.

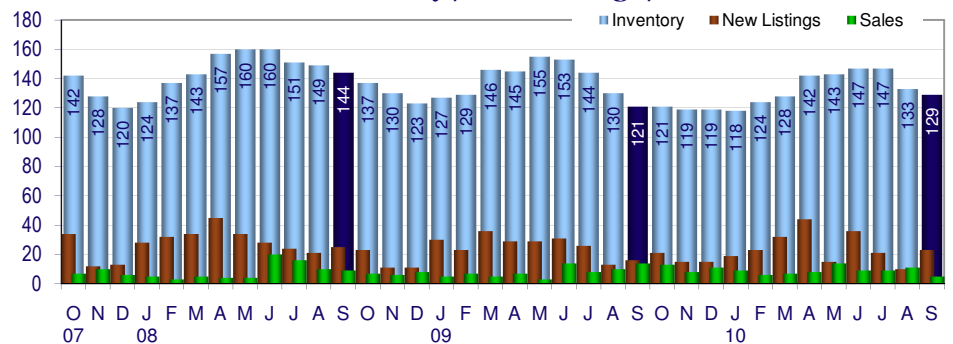
## Selling Price versus Listing Price Ratio



## 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 September 2010 was 23, up 130.0% from 10 last month and up 43.8% from 16 in September of last year.

## Inventory / New Listings / Sales



**ART WILSON**

BROKER ASSOCIATE

847-363-1599

WWW.NorthShoreHomesOnline.com

ART.WILSON@CBEXCHANGE.COM



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

## 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 September 2010 was 23, up 130.0% from 10 last month and up 43.8% from 16 in September of last year.

