

## MLS Area: Glencoe



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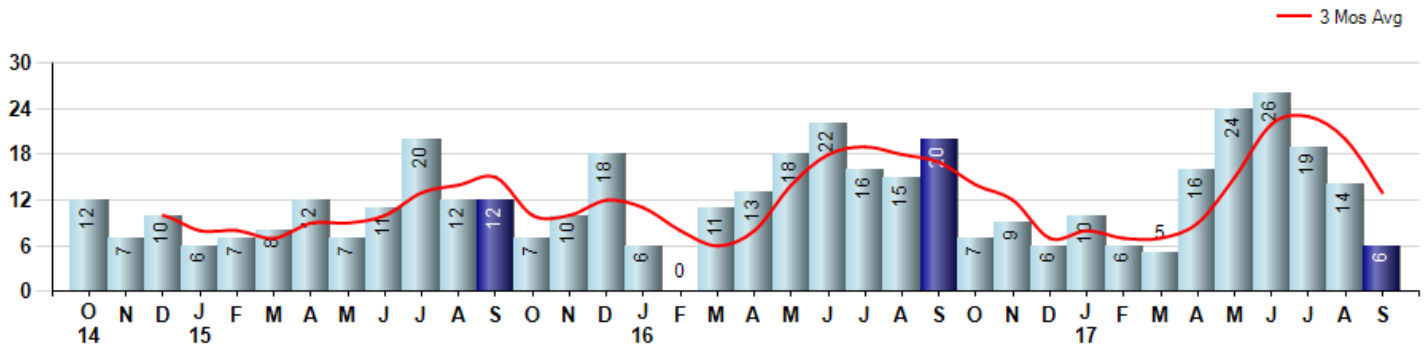
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,049,000	↓						
Average List Price of all Current Listings	\$1,475,091	↑						
September Median Sales Price	\$965,000	↑	↑	↑	↑	\$835,750	↓	↓
September Average Sales Price	\$943,333	↓	↓	↑	↓	\$1,069,857	↓	↑
Total Properties Currently for Sale (Inventory)	107	↓		↑				
September Number of Properties Sold	6	↓		↓		126	↑	
September Average Days on Market (Solds)	134	↑	↑	↑	↑	71	↑	↑
September Month's Supply of Inventory	17.8	↑	↑	↑	↑	10.5	↑	↑
September Sale Price vs List Price Ratio	89.5%	↓	↓	↑	↓	91.0%	↓	↓

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

### Property Sales

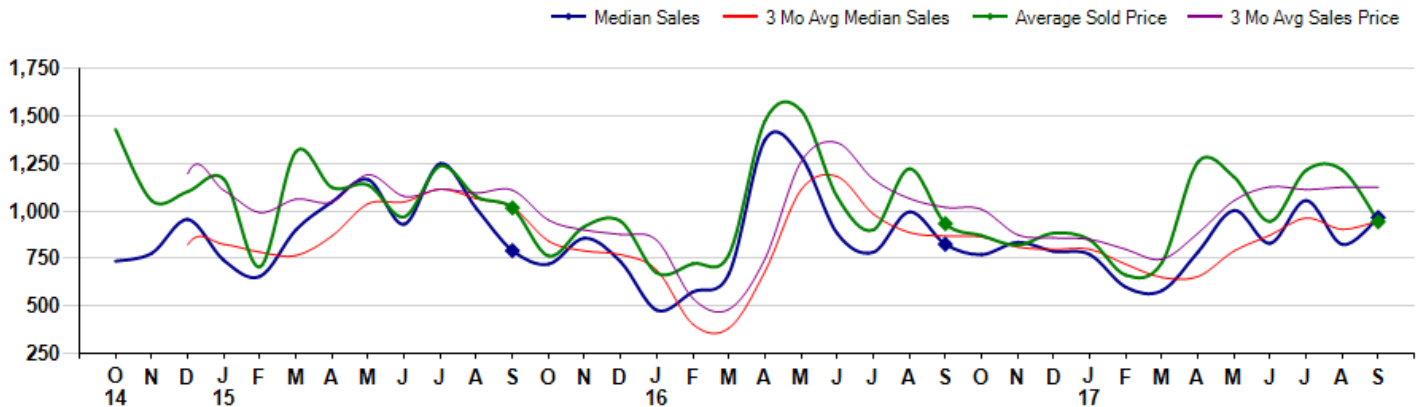
September Property sales were 6, down -70.0% from 20 in September of 2016 and -57.1% lower than the 14 sales last month. September 2017 sales were at their lowest level compared to September of 2016 and 2015. September YTD sales of 126 are running 4.1% ahead of last year's year-to-date sales of 121.



### Prices

The Median Sales Price in September was \$965,000, up 17.0% from \$824,750 in September of 2016 and up 17.1% from \$824,025 last month. The Average Sales Price in September was \$943,333, up 1.1% from \$932,875 in September of 2016 and down -22.4% from \$1,215,575 last month. September 2017 ASP was at a mid range compared to September of 2016 and 2015.

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



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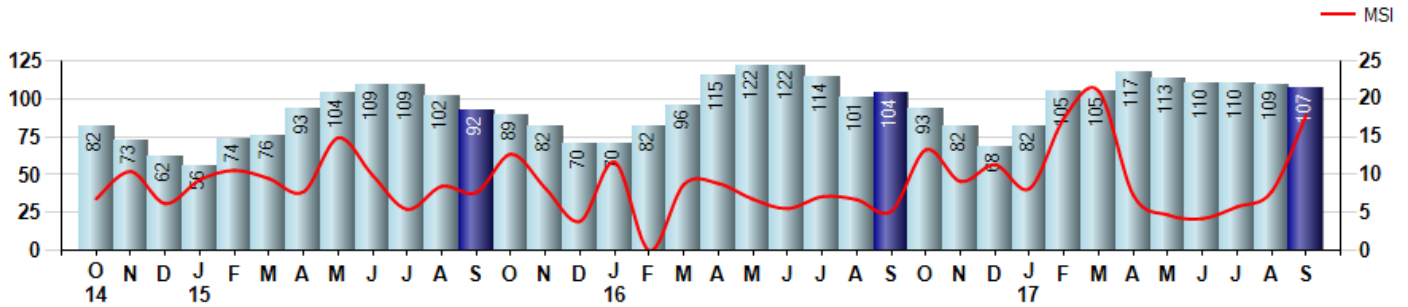
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### Inventory & MSI

The Total Inventory of Properties available for sale as of September was 107, down -1.8% from 109 last month and up 2.9% from 104 in September of last year. September 2017 Inventory was at highest level compared to September of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The September 2017 MSI of 17.8 months was at its highest level compared with September of 2016 and 2015.

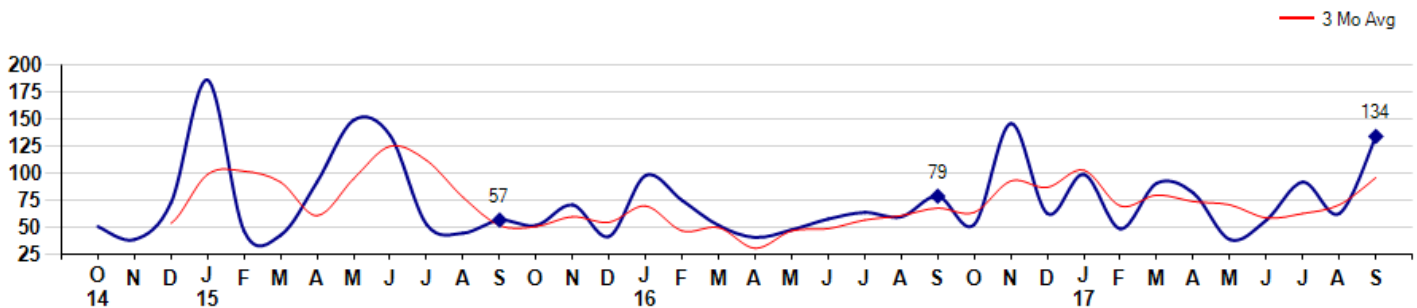
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 September was 134, up 112.7% from 63 days last month and up 69.6% from 79 days in September of last year. The September 2017 DOM was at its highest level compared with September of 2016 and 2015.

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



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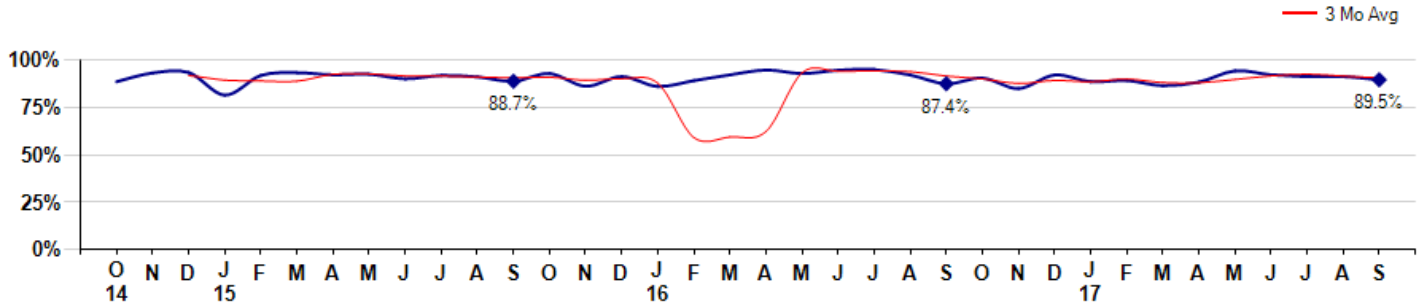


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### Selling Price vs Listing Price

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 September 2017 Selling Price vs List Price of 89.5% was down from 91.1% last month and up from 87.4% in September of last year.

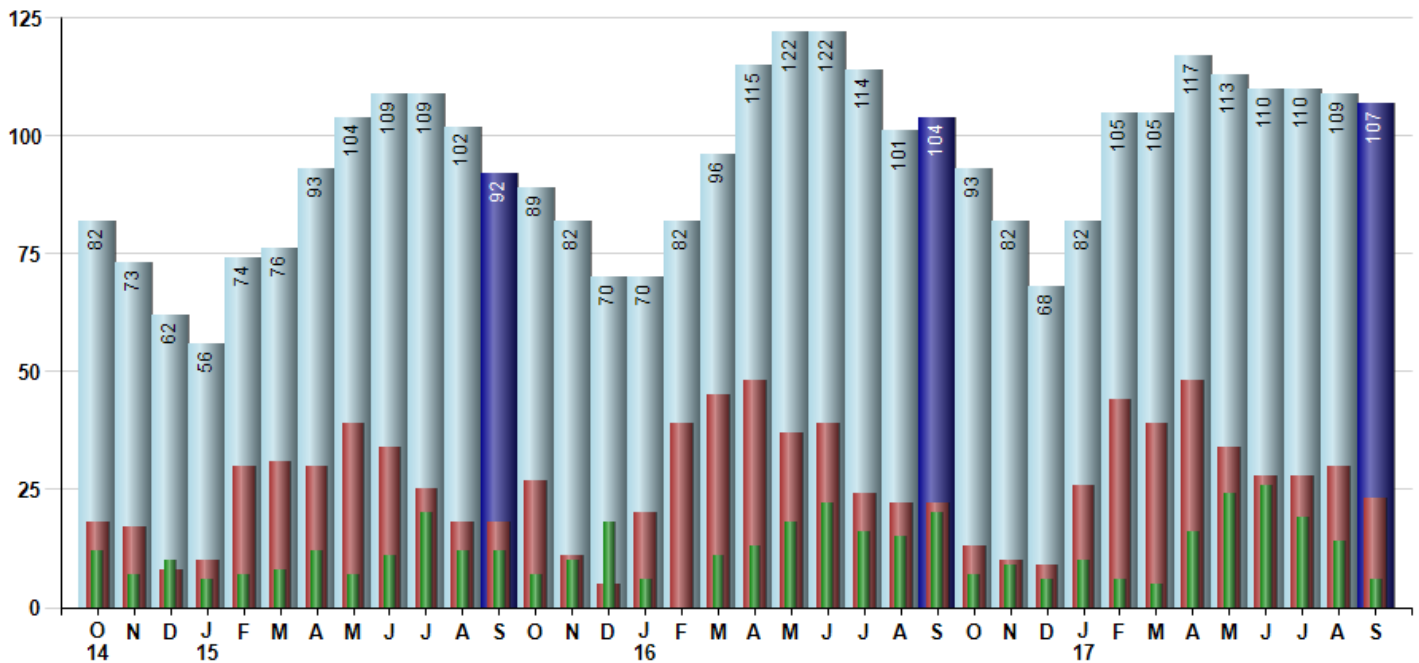
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 September 2017 was 23, down -23.3% from 30 last month and up 4.5% from 22 in September of last year.

Inventory New Listings Sold



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	O 14	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S
Homes Sold	12	7	10	6	7	8	12	7	11	20	12	12	7	10	18	6	0	11	13	18	22	16	15	20	7	9	6	10	6	5	16	24	26	19	14	6
3 Mo. Roll Avg			10	8	8	7	9	9	10	13	14	15	10	10	12	11	8	6	8	14	18	19	18	17	14	12	7	8	7	7	9	15	22	23	20	13

	(000's) O 14	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S
Median Sale Price	736	777	955	740	655	902	1,048	1,165	930	1,250	1,013	791	720	857	733	478	0	670	1,375	1,288	883	783	995	825	770	835	788	771	599	580	784	1,003	830	1,055	824	965
3 Mo. Roll Avg			823	824	783	766	868	1,038	1,048	1,115	1,064	1,018	841	789	770	689	403	383	682	1,111	1,182	984	887	867	863	810	798	798	719	650	654	789	872	963	903	948

	O 14	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S
Inventory	82	73	62	56	74	76	93	104	109	109	102	92	89	82	70	70	82	96	115	122	122	114	101	104	93	82	68	82	105	105	117	113	110	110	109	107
MSI	7	10	6	9	11	10	8	15	10	5	9	8	13	8	4	12	0	9	9	7	6	7	7	5	13	9	11	8	18	21	7	5	4	6	8	18

	O 14	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S
Days On Market	51	39	73	186	47	43	92	149	135	53	45	57	52	71	42	98	0	52	41	48	58	64	60	79	53	146	63	99	49	91	82	39	57	92	63	134
3 Mo. Roll Avg			54	99	102	92	61	95	125	112	78	52	51	60	55	70	47	50	31	47	49	57	61	68	64	93	87	103	70	80	74	71	59	63	71	96

	O 14	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S
Price per Sq Ft	348	327	297	374	251	377	292	351	286	310	315	255	253	306	272	265	0	242	343	339	310	279	324	294	307	273	261	253	227	288	226	309	324	345	310	271
3 Mo. Roll Avg			324	333	307	334	307	340	310	316	304	293	274	271	277	281	179	169	195	308	331	309	304	299	308	291	280	262	247	256	247	274	286	326	326	309

	O 14	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S
Sale to List Price	0.885	0.931	0.933	0.814	0.918	0.932	0.921	0.924	0.900	0.918	0.910	0.887	0.928	0.861	0.912	0.860	0.000	0.921	0.946	0.928	0.945	0.949	0.920	0.874	0.904	0.849	0.920	0.885	0.891	0.864	0.883	0.942	0.921	0.911	0.911	0.895
3 Mo. Roll Avg			0.916	0.893	0.888	0.888	0.924	0.926	0.915	0.914	0.909	0.905	0.908	0.892	0.900	0.878	0.591	0.594	0.622	0.932	0.940	0.941	0.938	0.914	0.899	0.876	0.891	0.885	0.899	0.880	0.879	0.896	0.915	0.925	0.914	0.906

	O 14	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S
New Listings	18	17	8	10	30	31	30	39	34	25	18	18	27	11	5	20	39	45	48	37	39	24	22	22	13	10	9	26	44	39	48	34	28	28	30	23
Inventory	82	73	62	56	74	76	93	104	109	109	102	92	89	82	70	70	82	96	115	122	122	114	101	104	93	82	68	82	105	105	117	113	110	110	109	107
Sales	12	7	10	6	7	8	12	7	11	20	12	12	7	10	18	6	0	11	13	18	22	16	15	20	7	9	6	10	6	5	16	24	26	19	14	6

	(000's) O 14	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S
Avg Sale Price	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	0	771	1,475	1,529	1,075	900	1,222	933	871	820	883	848	662	727	1,257	1,178	945	1,214	1,216	943
3 Mo. Roll Avg			1,195	1,108	992	1,062	1,047	1,191	1,076	1,114	1,094	1,109	951	899	876	846	540	482	749	1,258	1,359	1,168	1,066	1,018	1,009	875	858	850	798	746	882	1,054	1,127	1,113	1,125	1,124

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