

MLS Area: *Glencoe*

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



Price Range: All | Properties: Single Family

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 | \$1,385,000 | ↑ | | ↔ | | | | |
| Average List Price of all Current Listings | \$2,061,559 | ↑ | | ↔ | | | | |
| August Median Sales Price | \$997,500 | ↓ | ↑ | ↑ | \$902,500 | ↓ | ↑ | |
| August Average Sales Price | \$1,016,950 | ↓ | ↓ | ↑ | \$1,075,360 | ↓ | ↓ | |
| Total Properties Currently for Sale (Inventory) | 122 | ↓ | | ↑ | | | | |
| August Number of Properties Sold | 10 | ↑ | | ↑ | 64 | ↑ | | |
| August Average Days on Market (Solds) | 98 | ↑ | ↓ | ↓ | 123 | ↓ | ↓ | |
| August Month's Supply of Inventory | 12.2 | ↓ | ↓ | ↓ | 17.4 | ↓ | ↓ | |
| August Sale Price vs List Price Ratio | 88.4% | ↑ | ↑ | ↑ | 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)

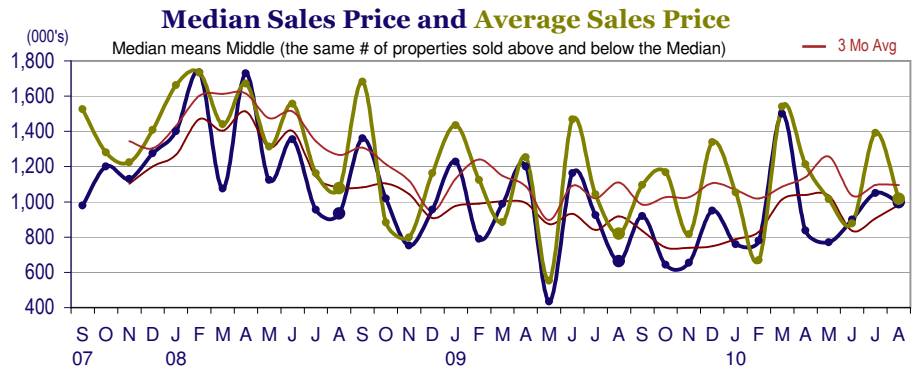
Property Sales

August Property sales were 10, up 11.1% from 9 in August of 2009 and 42.9% higher than the 7 sales last month. August 2010 sales were at their highest level compared to August of 2009 and 2008. August YTD sales of 64 are running 14.3% ahead of last year's year-to-date sales of 56.



Prices

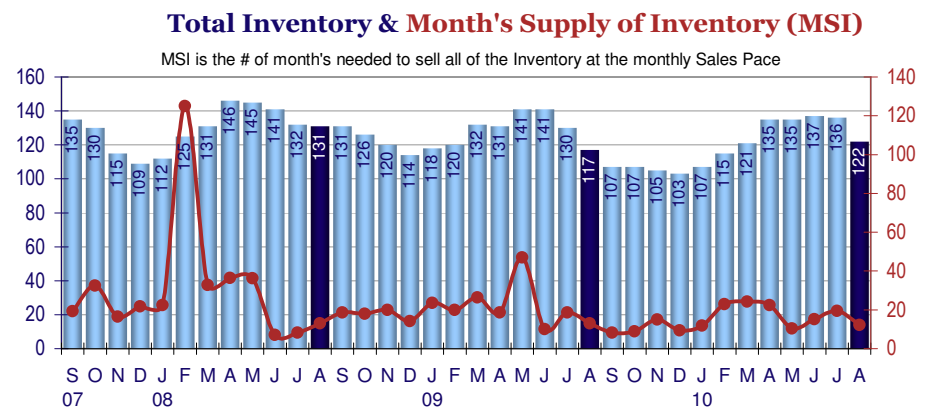
The Median Sales Price in August was \$997,500, up 50.2% from \$664,000 in August of 2009 and down 5.0% from \$1,050,000 last month. The Average Sales Price in August was \$1,016,950, up 24.2% from \$819,000 in August of 2009 and down 26.9% from \$1,391,000 last month. August 2010 ASP was at a mid range compared to August of 2009 and 2008.



Inventory & MSI

The Total Inventory of Properties available for sale as of August was 122, down 10.3% from 136 last month and up 4.3% from 117 in August of last year. August 2010 Inventory was at a mid level compared with August of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The August 2010 MSI of 12.2 months was at its lowest level compared with August of 2009 and 2008.



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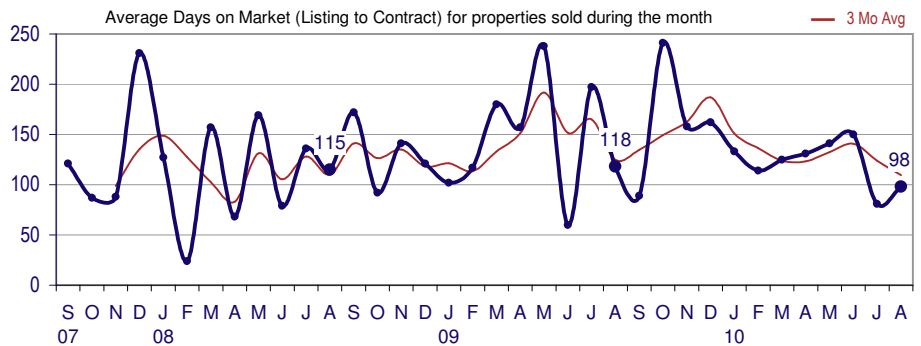


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Market Time

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 August was 98, up 21.0% from 81 days last month and down 16.9% from 118 days in August of last year. The August 2010 DOM was at its lowest level compared with August of 2009 and 2008.

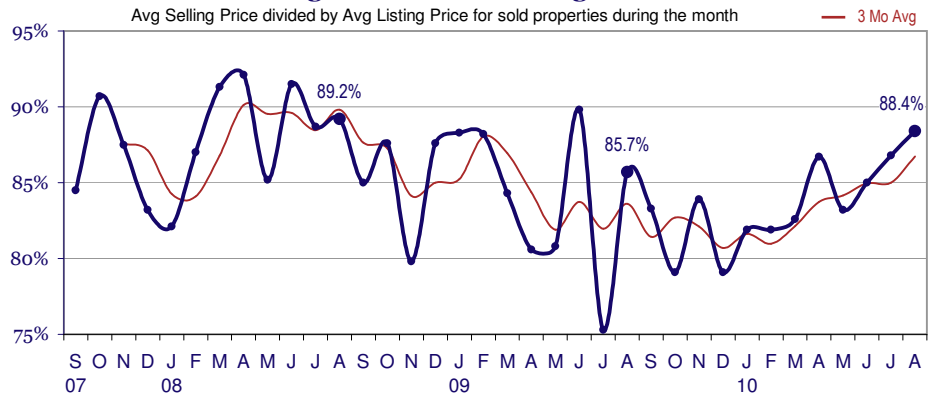
Days On Market for Sold Properties



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 August 2010 Selling Price vs Original List Price of 88.4% was up from 86.8% last month and up from 85.7% in August of last year.

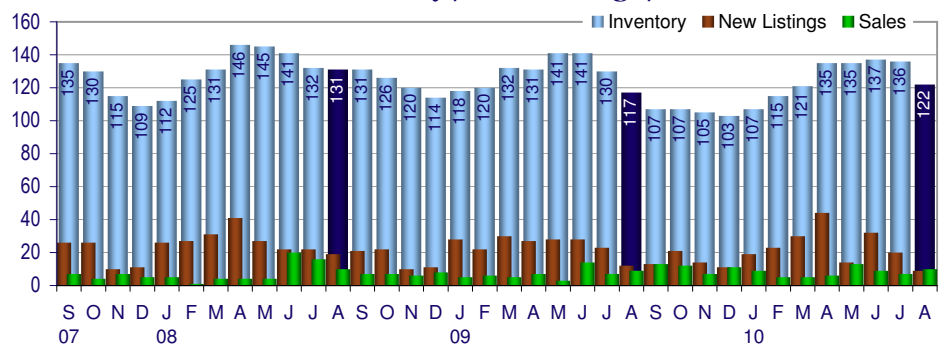
Selling Price versus Listing Price Ratio



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 August 2010 was 9, down 55.0% from 20 last month and down 25.0% from 12 in August of last year.

Inventory / New Listings / Sales



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Inventory / Listings / Sales

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August 2010

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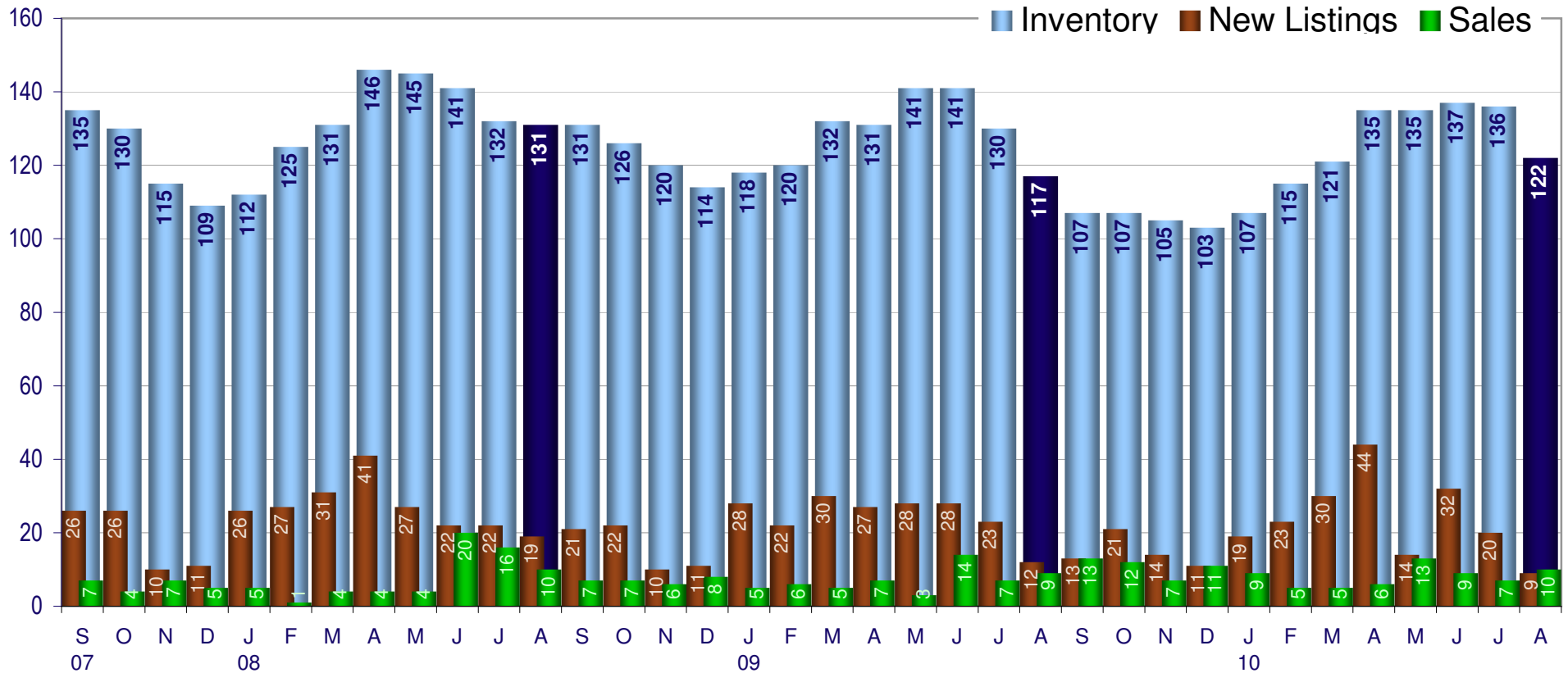
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