

MLS Area: Glencoe



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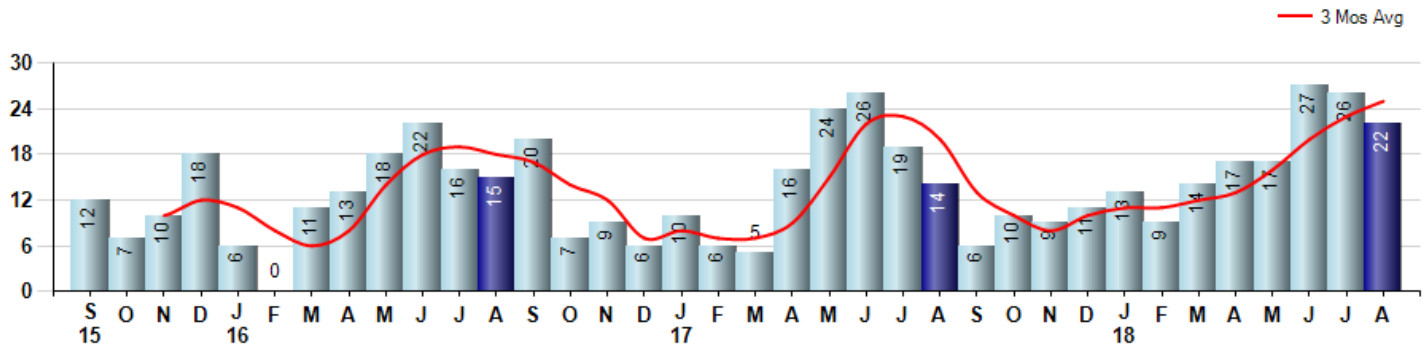
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

| Market Profile & Trends Overview | Month | Trending Versus*: | | | | YTD | Trending Versus*: | |
|---|-------------|-------------------|-----|-----|----|-------------|-------------------|-----------|
| | | LM | L3M | PYM | LY | | PriorYTD | PriorYear |
| Median List Price of all Current Listings | \$1,149,000 | ↔ | | ↑ | | | | |
| Average List Price of all Current Listings | \$1,591,119 | ↑ | | ↑ | | | | |
| August Median Sales Price | \$847,500 | ↑ | ↑ | ↑ | ↓ | \$825,000 | ↔ | ↓ |
| August Average Sales Price | \$1,147,545 | ↑ | ↑ | ↓ | ↑ | \$1,031,296 | ↓ | ↓ |
| Total Properties Currently for Sale (Inventory) | 91 | ↓ | | ↓ | | | | |
| August Number of Properties Sold | 22 | ↓ | | ↑ | | 145 | ↑ | |
| August Average Days on Market (Solds) | 54 | ↑ | ↔ | ↓ | ↓ | 71 | ↑ | ↓ |
| August Month's Supply of Inventory | 4.1 | ↑ | ↑ | ↓ | ↓ | 6.1 | ↓ | ↓ |
| August Sale Price vs List Price Ratio | 91.4% | ↓ | ↓ | ↑ | ↑ | 91.3% | ↑ | ↑ |

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

Property Sales

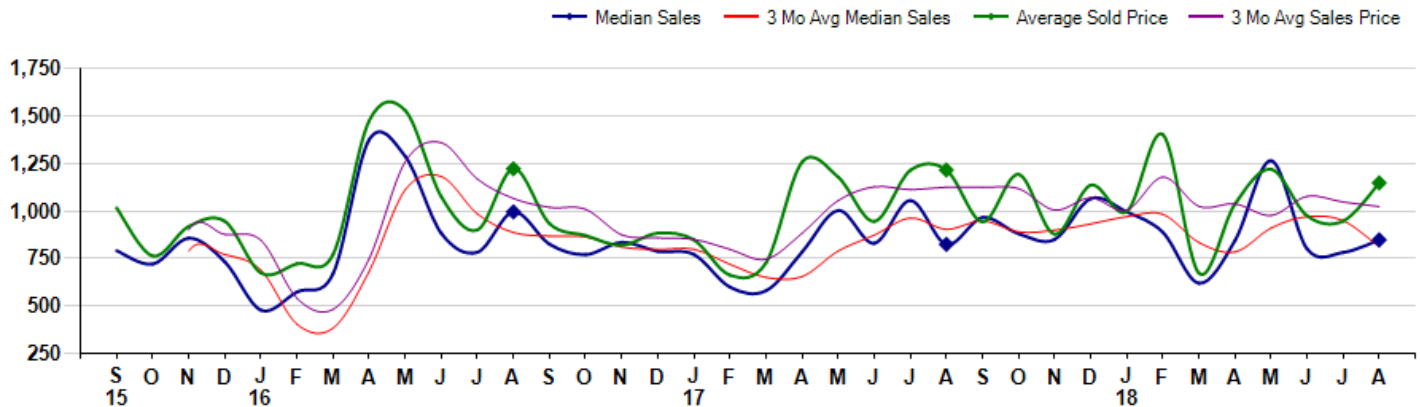
August Property sales were 22, up 57.1% from 14 in August of 2017 and -15.4% lower than the 26 sales last month. August 2018 sales were at their highest level compared to August of 2017 and 2016. August YTD sales of 145 are running 20.8% ahead of last year's year-to-date sales of 120.



Prices

The Median Sales Price in August was \$847,500, up 2.8% from \$824,025 in August of 2017 and up 8.4% from \$781,750 last month. The Average Sales Price in August was \$1,147,545, down -5.6% from \$1,215,575 in August of 2017 and up 21.2% from \$946,829 last month. August 2018 ASP was at the lowest level compared to August of 2017 and 2016.

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



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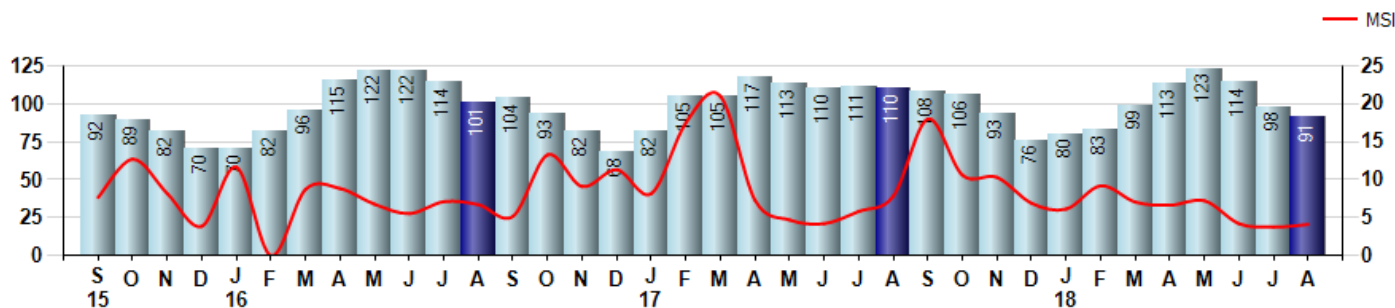
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Inventory & MSI

The Total Inventory of Properties available for sale as of August was 91, down -7.1% from 98 last month and down -17.3% from 110 in August of last year. August 2018 Inventory was at the lowest level compared to August of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The August 2018 MSI of 4.1 months was at its lowest level compared with August of 2017 and 2016.

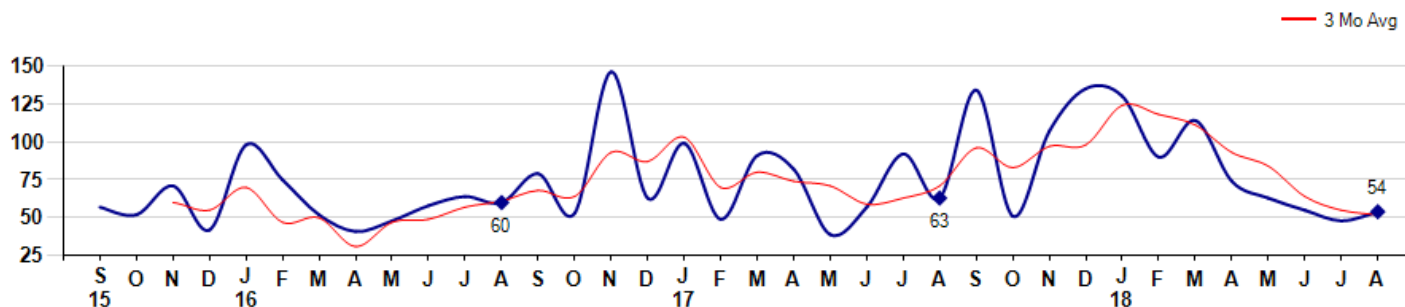
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 August was 54, up 12.5% from 48 days last month and down -14.3% from 63 days in August of last year. The August 2018 DOM was at its lowest level compared with August of 2017 and 2016.

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



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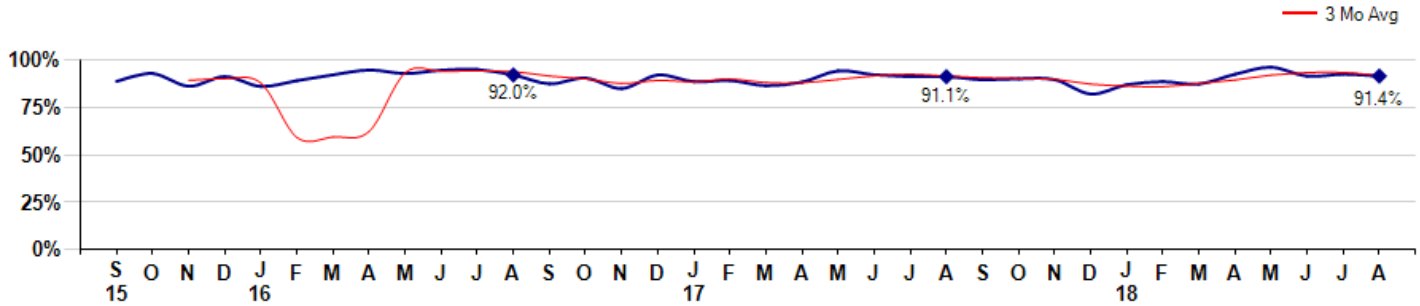


Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

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 August 2018 Selling Price vs List Price of 91.4% was down from 92.4% last month and up from 91.1% in August of last year.

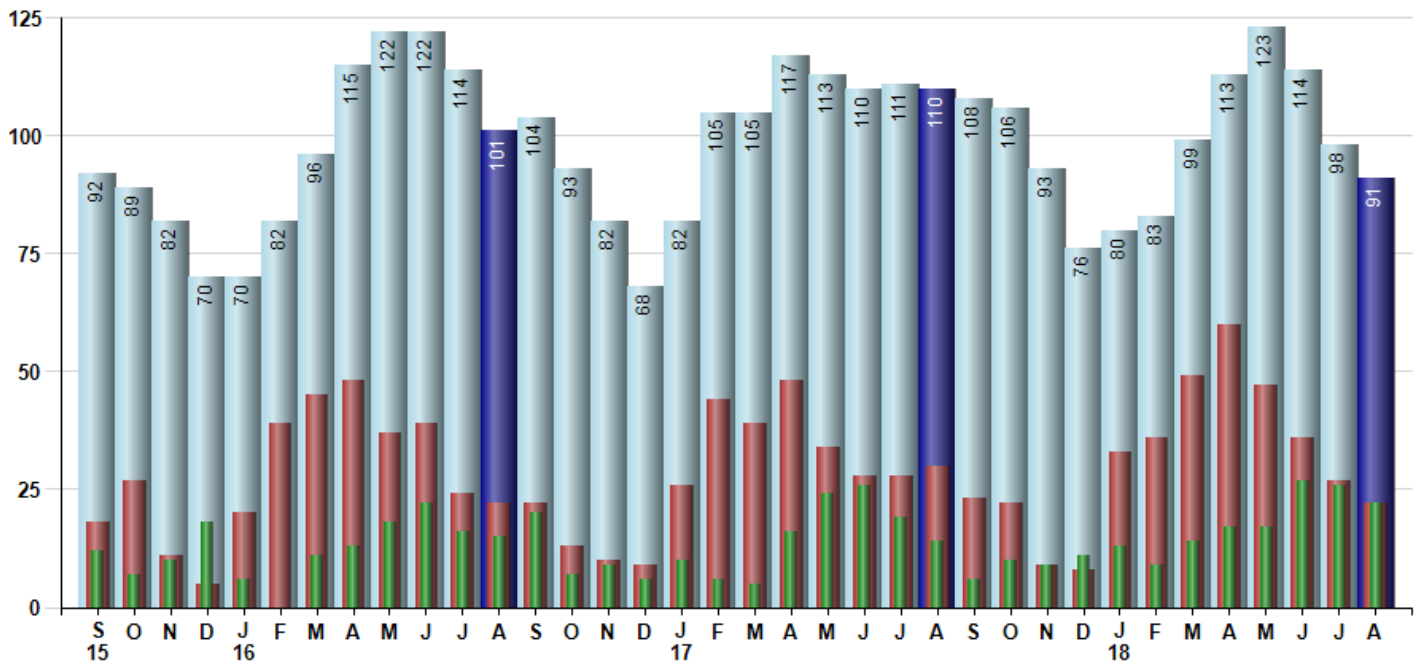
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 August 2018 was 22, down -18.5% from 27 last month and down -26.7% from 30 in August of last year.

Inventory New Listings Sold



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Based on information from Midwest Real Estate Data LLC for the period 9/1/2015 through 8/31/2018. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. Data maintained by the MLS's may not reflect all real estate activity in the market.



MARKET ACTION REPORT

August 2018

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| | S 15 | 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 | O | N | D | J 18 | F | M | A | M | J | J | A |
|----------------|------|---|----|----|------|---|----|----|----|----|----|----|----|----|----|---|------|---|---|----|----|----|----|----|----|----|---|----|------|----|----|----|----|----|----|----|
| Homes Sold | 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 | 10 | 9 | 11 | 13 | 9 | 14 | 17 | 17 | 27 | 26 | 22 |
| 3 Mo. Roll Avg | | | 10 | 12 | 11 | 8 | 6 | 8 | 14 | 18 | 19 | 18 | 17 | 14 | 12 | 7 | 8 | 7 | 7 | 9 | 15 | 22 | 23 | 20 | 13 | 10 | 8 | 10 | 11 | 11 | 12 | 13 | 16 | 20 | 23 | 25 |

| | (000's) S 15 | 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 | O | N | D | J 18 | F | M | A | M | J | J | A |
|-------------------|--------------|-----|-----|-----|------|-----|-----|-------|-------|-------|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-------|-----|-------|-----|-----|-----|-----|-------|------|-----|-----|-----|-------|-----|-----|-----|
| Median Sale Price | 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 | 880 | 850 | 1,065 | 995 | 888 | 620 | 845 | 1,265 | 800 | 782 | 848 |
| 3 Mo. Roll Avg | | | 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 | 890 | 898 | 932 | 970 | 983 | 834 | 784 | 910 | 970 | 949 | 810 |

| | S 15 | 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 | O | N | D | J 18 | F | M | A | M | J | J | A |
|-----------|------|----|----|----|------|----|----|-----|-----|-----|-----|-----|-----|----|----|----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|----|----|------|----|----|-----|-----|-----|----|----|
| Inventory | 92 | 89 | 82 | 70 | 70 | 82 | 96 | 115 | 122 | 122 | 114 | 101 | 104 | 93 | 82 | 68 | 82 | 105 | 105 | 117 | 113 | 110 | 111 | 110 | 108 | 106 | 93 | 76 | 80 | 83 | 99 | 113 | 123 | 114 | 98 | 91 |
| MSI | 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 | 11 | 10 | 7 | 6 | 9 | 7 | 7 | 7 | 4 | 4 | 4 |

| | S 15 | 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 | O | N | D | J 18 | F | M | A | M | J | J | A |
|----------------|------|----|----|----|------|----|----|----|----|----|----|----|----|----|-----|----|------|----|----|----|----|----|----|----|-----|----|-----|-----|------|-----|-----|----|----|----|----|----|
| Days On Market | 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 | 51 | 107 | 135 | 130 | 90 | 114 | 74 | 63 | 55 | 48 | 54 |
| 3 Mo. Roll Avg | | | 60 | 55 | 70 | 47 | 50 | 31 | 47 | 49 | 57 | 61 | 68 | 64 | 93 | 87 | 103 | 70 | 80 | 74 | 71 | 59 | 63 | 71 | 96 | 83 | 97 | 98 | 124 | 118 | 111 | 93 | 84 | 64 | 55 | 52 |

| | S 15 | 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 | O | N | D | J 18 | F | M | A | M | J | J | A |
|-----------------|------|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|
| Price per Sq Ft | 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 | 252 | 250 | 235 | 267 | 351 | 240 | 270 | 320 | 297 | 279 | 319 |
| 3 Mo. Roll Avg | | | 271 | 277 | 281 | 179 | 169 | 195 | 308 | 331 | 309 | 304 | 299 | 308 | 291 | 280 | 262 | 247 | 256 | 247 | 274 | 286 | 326 | 326 | 309 | 278 | 258 | 246 | 251 | 284 | 286 | 287 | 277 | 296 | 299 | 298 |

| | S 15 | 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 | O | N | D | J 18 | F | M | A | M | J | J | A |
|--------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Sale to List Price | 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 | 0.900 | 0.896 | 0.820 | 0.869 | 0.885 | 0.873 | 0.924 | 0.961 | 0.914 | 0.924 | 0.914 |
| 3 Mo. Roll Avg | | | 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 | 0.902 | 0.897 | 0.872 | 0.862 | 0.858 | 0.876 | 0.894 | 0.919 | 0.933 | 0.933 | 0.917 |

| | S 15 | 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 | O | N | D | J 18 | F | M | A | M | J | J | A |
|--------------|------|----|----|----|------|----|----|-----|-----|-----|-----|-----|-----|----|----|----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|----|----|------|----|----|-----|-----|-----|----|----|
| New Listings | 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 | 22 | 9 | 8 | 33 | 36 | 49 | 60 | 47 | 36 | 27 | 22 |
| Inventory | 92 | 89 | 82 | 70 | 70 | 82 | 96 | 115 | 122 | 122 | 114 | 101 | 104 | 93 | 82 | 68 | 82 | 105 | 105 | 117 | 113 | 110 | 111 | 110 | 108 | 106 | 93 | 76 | 80 | 83 | 99 | 113 | 123 | 114 | 98 | 91 |
| Sales | 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 | 10 | 9 | 11 | 13 | 9 | 14 | 17 | 17 | 27 | 26 | 22 |

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|----------------|--------------|-----|-----|-----|------|-----|-----|-------|-------|-------|-------|-------|-------|-------|-----|-----|------|-----|-----|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Avg Sale Price | 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 | 1,193 | 878 | 1,136 | 998 | 1,402 | 672 | 1,037 | 1,219 | 974 | 947 | 1,148 |
| 3 Mo. Roll Avg | | | 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 | 1,117 | 1,005 | 1,069 | 1,004 | 1,178 | 1,024 | 1,037 | 976 | 1,077 | 1,047 | 1,023 |

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