

City: *Glencoe*



Price Range: All | Properties: SFH - Condo - TwnHm

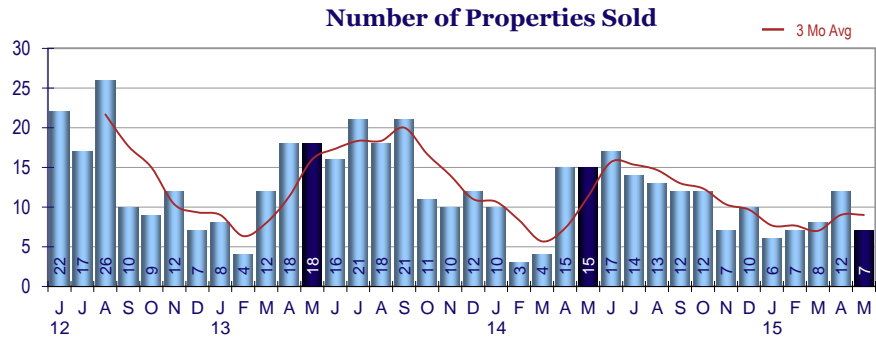
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,295,000	-0%		-10%				
Average List Price of all Current Listings	\$1,438,373	-3%		-14%				
May Median Sales Price	\$1,165,000	11%	29%	13%	33%	\$872,500	-10%	-0%
May Average Sales Price	\$1,136,429	1%	5%	11%	-4%	\$1,097,074	5%	-8%
Total Properties Currently for Sale (Inventory)	97	10%		28%				
May Number of Properties Sold	7	-42%		-53%		40	-15%	
May Average Days on Market (Solds)	149	62%	80%	62%	116%	98	17%	42%
Asking Price per Square Foot (based on New Listings)	\$360	6%	5%	-2%	3%	\$341	-4%	-3%
May Sold Price per Square Foot	\$351	20%	12%	24%	16%	\$323	17%	6%
May Month's Supply of Inventory	13.9	89%	38%	173%	64%	9.8	-9%	16%
May Sale Price vs List Price Ratio	93.9%	-4%	.2%	-1%	.9%	92.9%	-7%	-2%

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2014) / YTD = Year-to-date | Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)

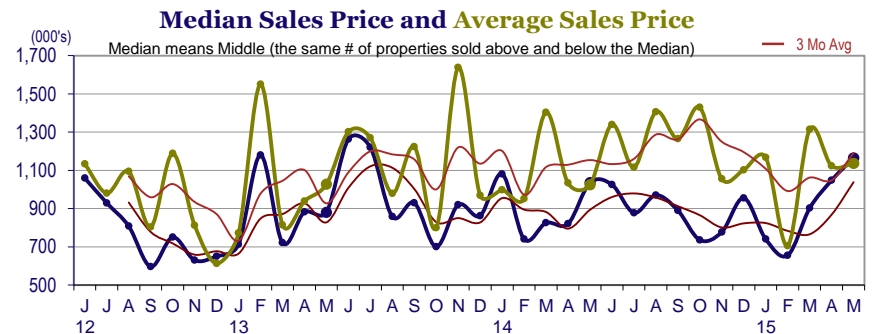
Property Sales

May Property sales were 7, down 53.3% from 15 in May of 2014 and 41.7% lower than the 12 sales last month. May 2015 sales were at their lowest level compared to May of 2014 and 2013. May YTD sales of 40 are running 14.9% behind last year's year-to-date sales of 47.



Prices

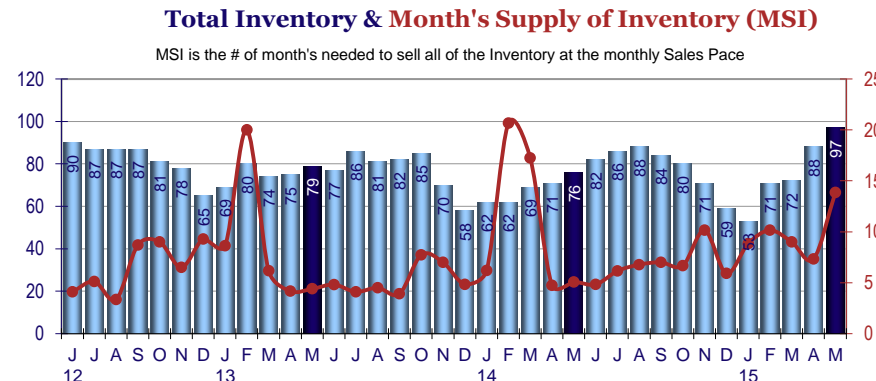
The Median Sales Price in May was \$1,165,000, up 12.6% from \$1,035,000 in May of 2014 and up 11.2% from \$1,047,500 last month. The Average Sales Price in May was \$1,136,429, up 10.9% from \$1,024,301 in May of 2014 and up 1.2% from \$1,123,333 last month. May 2015 ASP was at the highest level compared to May of 2014 and 2013.



Inventory & MSI

The Total Inventory of Properties available for sale as of May was 97, up 10.2% from 88 last month and up 27.6% from 76 in May of last year. May 2015 Inventory was at its highest level compared with May of 2014 and 2013.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The May 2015 MSI of 13.9 months was at its highest level compared with May of 2014 and 2013.



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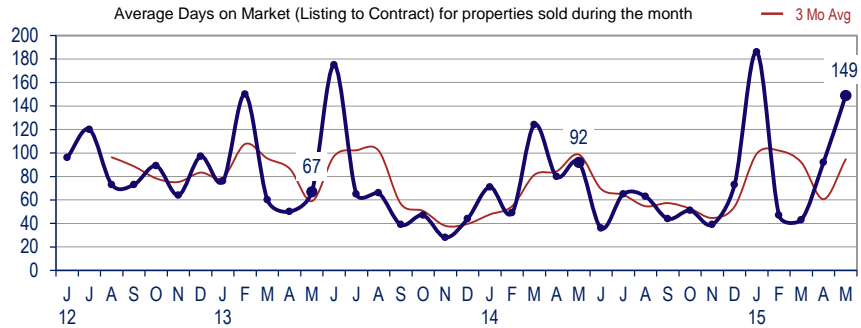


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Market Time

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 May was 149, up 62.0% from 92 days last month and up 62.0% from 92 days in May of last year. The May 2015 DOM was at a mid level compared with May of 2014 and 2013.

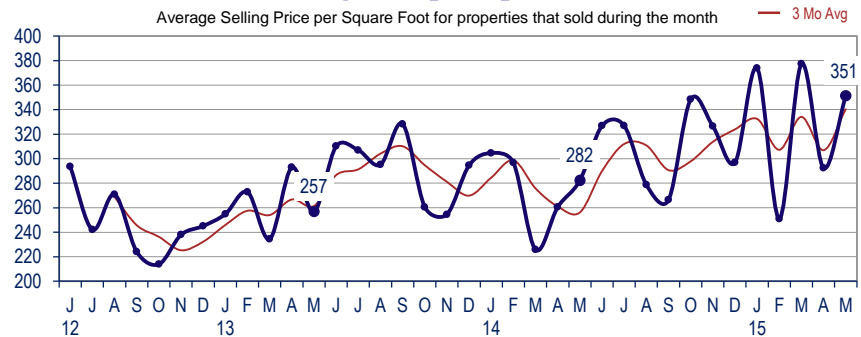
Days On Market for Sold Properties



Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The May 2015 Selling Price per Square Foot of \$351 was up 20.1% from \$292 last month and up 24.4% from 282 in May of last year.

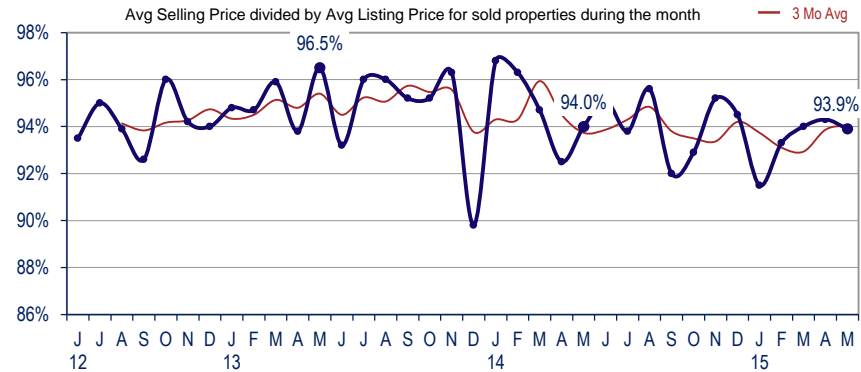
Selling Price per Square Foot



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 May 2015 Selling Price vs Original List Price of 93.9% was down from 94.3% last month and down from 94.0% in May of last year.

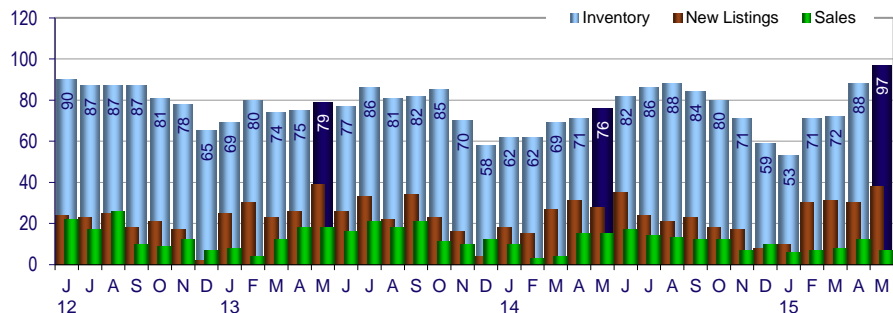
Selling Price versus Listing Price Ratio



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 May 2015 was 38, up 26.7% from 30 last month and up 35.7% from 28 in May of last year.

Inventory / New Listings / Sales



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