

City: *Glencoe*

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Price Range: All | Properties: Single Family

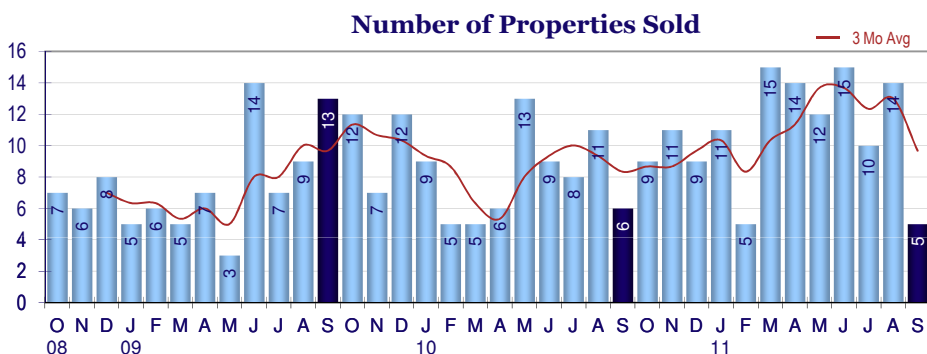
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,269,500	2%		-12%				
Average List Price of all Current Listings	\$1,689,318	1%		-11%				
September Median Sales Price	\$909,000	-1%	3%	-7%	6%	\$850,000	-6%	-1%
September Average Sales Price	\$1,283,700	20%	22%	31%	22%	\$1,071,288	-0%	2%
Total Properties Currently for Sale (Inventory)	96	-15%		-24%				
September Number of Properties Sold	5	-64%		-17%		101	40%	
September Average Days on Market (Solds)	73	-28%	-31%	-47%	-38%	129	6%	9%
Asking Price per Square Foot (based on New Listings)	\$322	12%	0%	-2%	-13%	\$330	-14%	-11%
September Sold Price per Square Foot	\$284	-7%	3%	23%	1%	\$270	-6%	-4%
September Month's Supply of Inventory	19.2	138%	47%	-9%	19%	10.9	-39%	-33%
September Sale Price vs List Price Ratio	86.7%	1.2%	3.0%	8.0%	4.0%	83.6%	1.3%	.3%

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2010) / YTD = Year-to-date | Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)

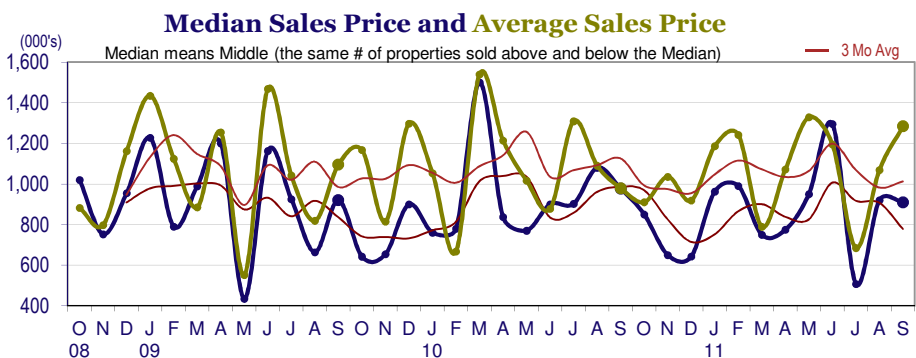
Property Sales

September Property sales were 5, down 16.7% from 6 in September of 2010 and 64.3% lower than the 14 sales last month. September 2011 sales were at their lowest level compared to September of 2010 and 2009. September YTD sales of 101 are running 40.3% ahead of last year's year-to-date sales of 72.



Prices

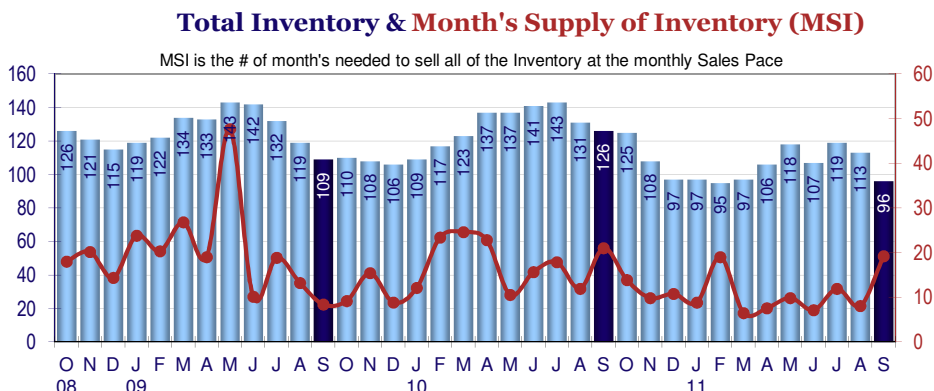
The Median Sales Price in September was \$909,000, down 7.0% from \$977,500 in September of 2010 and down 1.2% from \$920,000 last month. The Average Sales Price in September was \$1,283,700, up 31.1% from \$979,000 in September of 2010 and up 20.1% from \$1,068,786 last month. September 2011 ASP was at the highest level compared to September of 2010 and 2009.



Inventory & MSI

The Total Inventory of Properties available for sale as of September was 96, down 15.0% from 113 last month and down 23.8% from 126 in September of last year. September 2011 Inventory was at its lowest level compared with September of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The September 2011 MSI of 19.2 months was at a mid level compared with September of 2010 and 2009.



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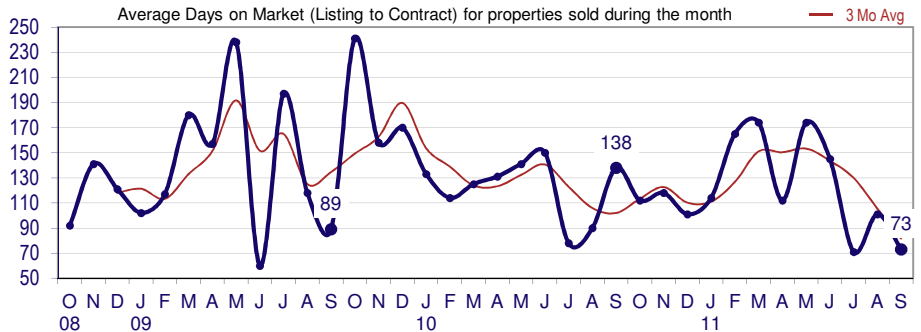


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Market Time

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 September was 73, down 27.7% from 101 days last month and down 47.1% from 138 days in September of last year. The September 2011 DOM was at its lowest level compared with September of 2010 and 2009.

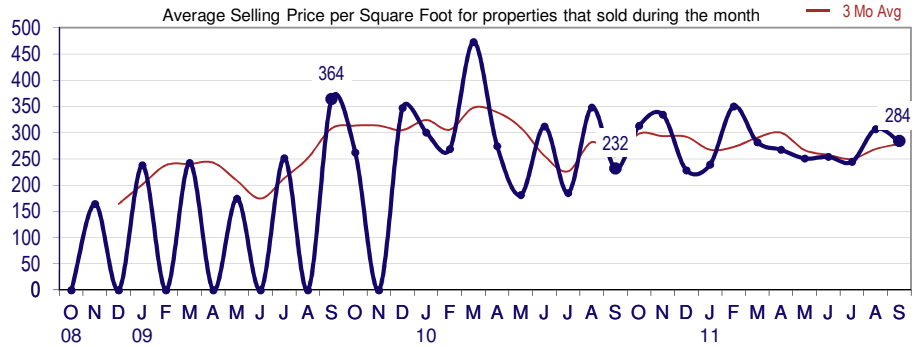
Days On Market for Sold Properties



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 September 2011 Selling Price per Square Foot of \$284 was down 7.4% from \$307 last month and up 22.6% from 232 in September of last year.

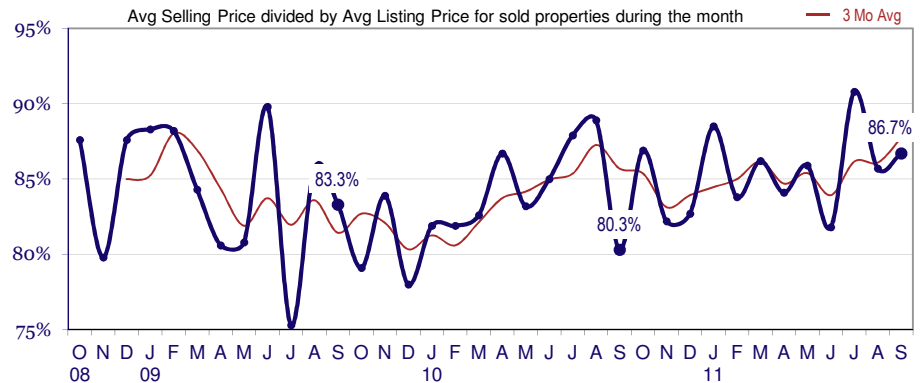
Selling Price per Square Foot



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 September 2011 Selling Price vs Original List Price of 86.7% was up from 85.7% last month and up from 80.3% in September of last year.

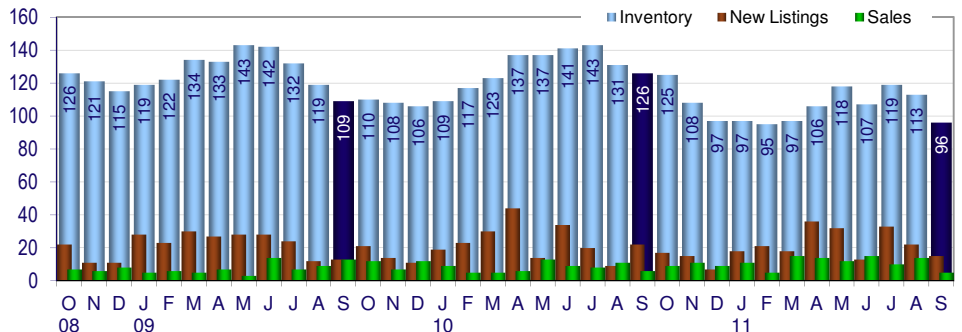
Selling Price versus Listing Price Ratio



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 2011 was 15, down 31.8% from 22 last month and down 31.8% from 22 in September of last year.

Inventory / New Listings / Sales



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