MARKET ACTION REPORT February 2012

MLS Area: Glenview Golf

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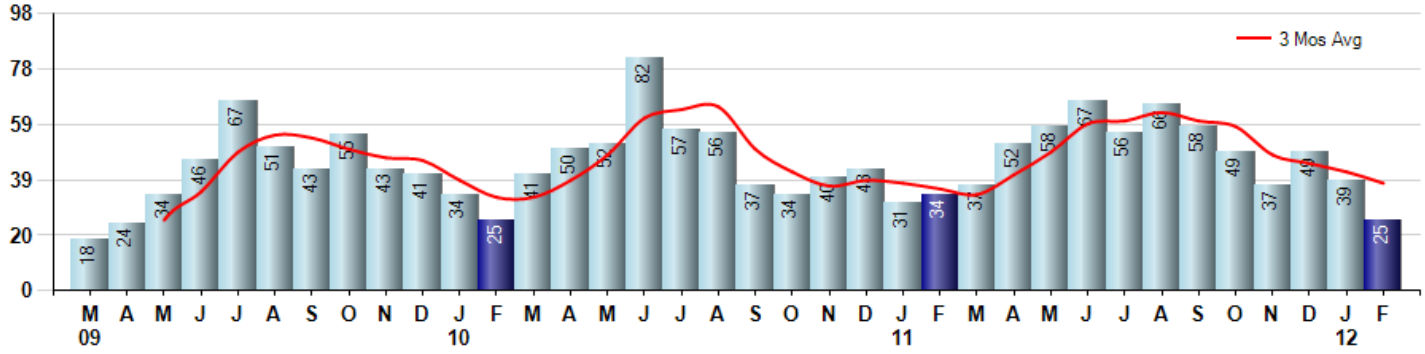
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*: LM	L3M	PYM	LY	YTD	Trending Versus*: PriorYTD	PriorYear
Median List Price of all Current Listings	$425,000	↔		↓				
Average List Price of all Current Listings	$532,428	↓		↓				
February Median Sales Price	$255,000	↓	↓	↓	↓	$285,500	↓	↓
February Average Sales Price	$334,171	↓	↓	↓	↓	$349,503	↓	↓
Total Properties Currently for Sale (Inventory)	385	↓		↓				
February Number of Properties Sold	25	↓		↓		64	↓	
February Average Days on Market (Solds)	115	↓	↑	↑	↑	118	↔	↑
February Month's Supply of Inventory	15.4	↑	↑	↑	↑	12.8	↓	↑
February Sale Price vs List Price Ratio	84.6%	↓	↓	↓	↓	84.8%	↓	↓

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

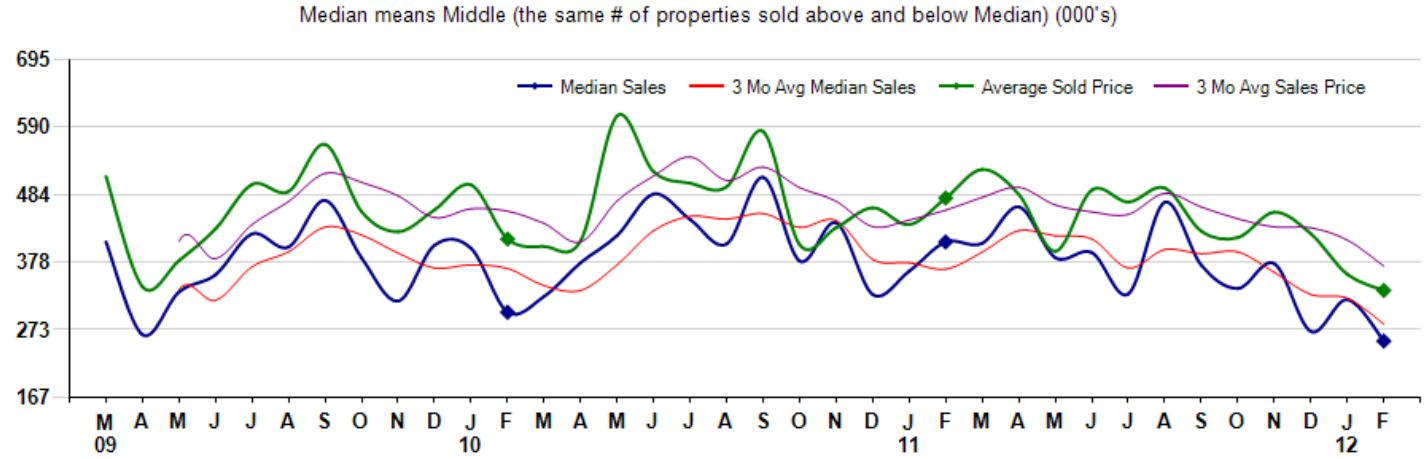
Property Sales

February Property sales were 25, down -26.5% from 34 in February of 2011 and -35.9% lower than the 39 sales last month. February 2012 sales were at their lowest level compared to February of 2011 and 2010. February YTD sales of 64 are running -1.5% behind last year's year-to-date sales of 65.



Prices

The Median Sales Price in February was $255,000, down -37.8% from $409,950 in February of 2011 and down -20.3% from $320,000 last month. The Average Sales Price in February was $334,171, down -30.2% from $478,588 in February of 2011 and down -7.0% from $359,331 last month. February 2012 ASP was at the lowest level compared to February of 2011 and 2010.



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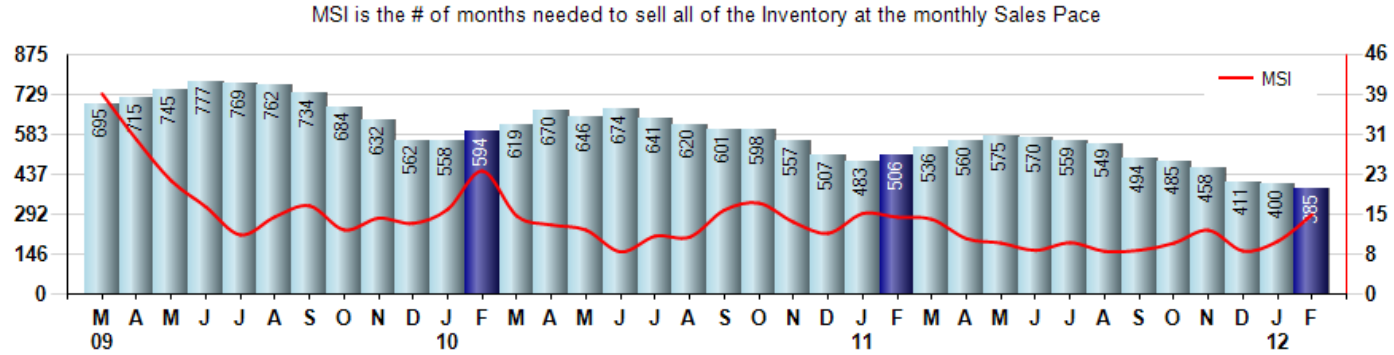
Inventory & MSI

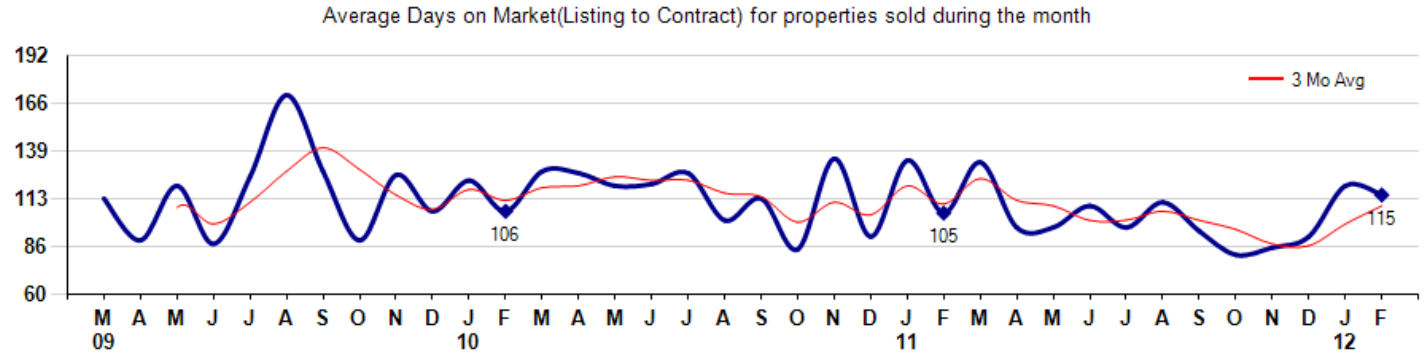
The Total Inventory of Properties available for sale as of February was 385, down -3.8% from 400 last month and down -23.9% from 506 in February of last year. February 2012 Inventory was at the lowest level compared to February of 2011 and 2010.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The February 2012 MSI of 15.4 months was at a mid range compared with February of 2011 and 2010.



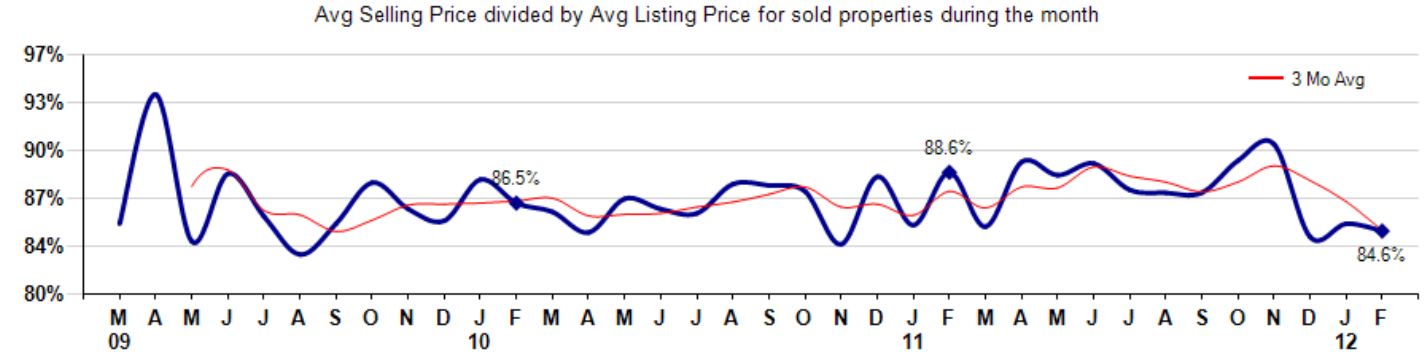
Market Time

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 February was 115, down -4.2% from 120 days last month and up 9.5% from 105 days in February of last year. The February 2012 DOM was at its highest level compared with February of 2011 and 2010.



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 February 2012 Selling Price vs Original List Price of 84.6% was down from 85.1% last month and down from 88.6% in February of last year.



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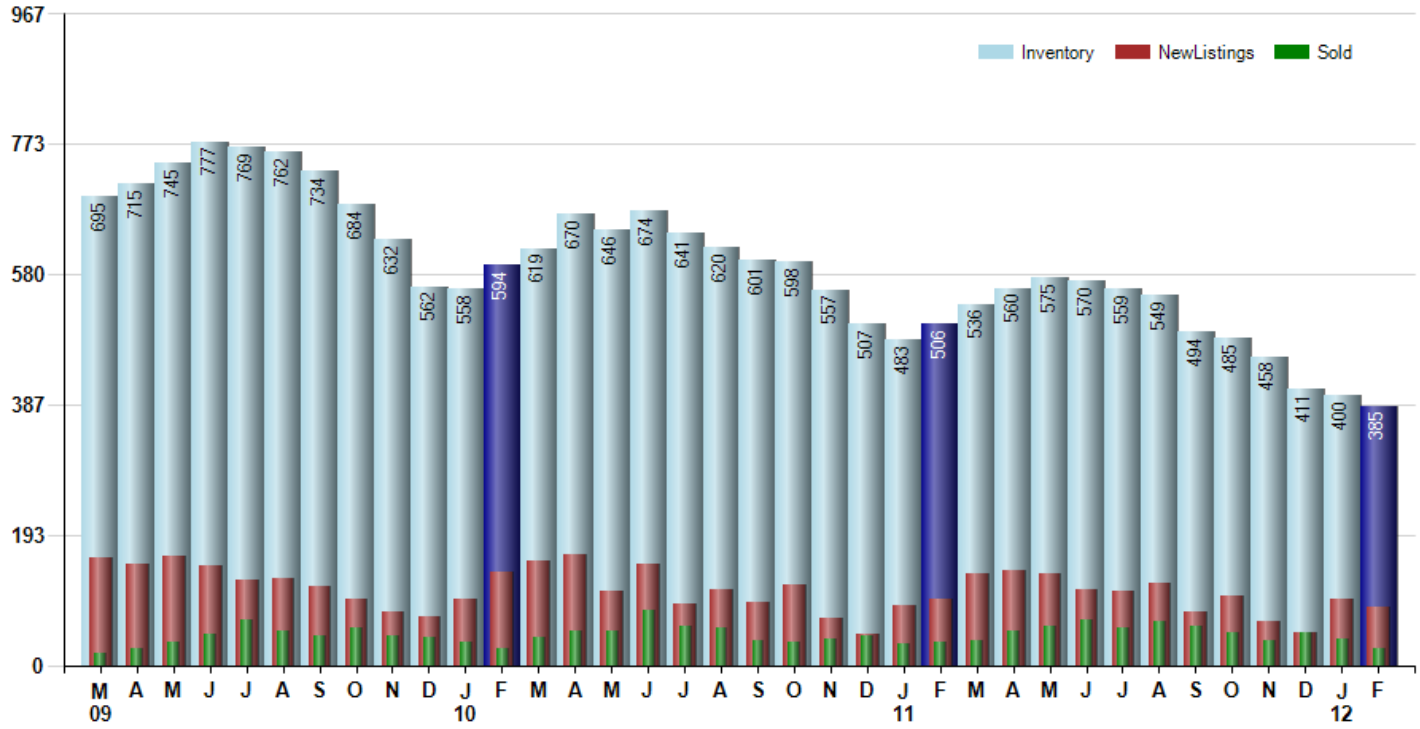
Inventory / New Listings / Sales

'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 February 2012 was 86, down -12.2% from 98 last month and down -12.2% from 98 in February of last year.



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Homes Sold	18	24	34	46	67	51	43	55	43	41	34	25	41	50	52	82	57	56	37	34	40	43	31	34	37	52	58	67	56	66	58	49	37	49	39	25
3 Mo. Roll Avg			25	35	49	55	54	50	47	46	39	33	33	39	48	61	64	65	50	42	37	39	38	36	34	41	49	59	60	63	60	58	48	45	42	38

(000's)	M 09	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F
MedianSalePrice	410	265	332	359	423	402	475	385	318	405	400	300	325	378	420	485	445	407	511	380	440	328	365	410	408	465	386	393	329	472	374	337	376	270	320	255
3 Mo. Roll Avg			336	319	371	394	433	421	393	369	374	368	342	334	374	428	450	446	454	433	444	383	377	367	394	428	419	415	369	398	392	394	362	328	322	282

	M 09	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F
Inventory	695	715	745	777	769	762	734	684	632	562	558	594	619	670	646	674	641	620	601	598	557	507	483	506	536	560	575	570	559	549	494	485	458	411	400	385
MSI	39	30	22	17	11	15	17	12	15	14	16	24	15	13	12	8	11	11	16	18	14	12	16	15	14	11	10	9	10	8	9	10	12	8	10	15

	M 09	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F
Days On Market	113	90	120	88	125	170	128	90	126	106	123	106	128	127	120	121	127	101	113	85	135	92	134	105	133	97	97	109	97	111	95	82	86	92	120	115
3 Mo. Roll Avg			108	99	111	128	141	129	115	107	118	112	119	120	125	123	123	116	114	100	111	104	120	110	124	112	109	101	101	106	101	96	88	87	99	109

	M 09	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F
Price per Sq Ft	255	140	191	190	196	189	201	200	189	194	245	209	283	202	176	191	217	192	176	140	177	191	174	175	204	180	170	208	180	190	178	198	184	173	175	152
3 Mo. Roll Avg			195	174	192	192	195	197	197	194	209	216	246	231	220	190	195	200	195	169	164	169	181	180	184	186	185	186	186	193	183	189	187	185	177	167

	M 09	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F
Sale to List Price	0.851	0.939	0.839	0.885	0.856	0.830	0.851	0.879	0.861	0.853	0.881	0.865	0.859	0.845	0.868	0.861	0.858	0.878	0.877	0.873	0.837	0.883	0.850	0.886	0.849	0.893	0.884	0.892	0.874	0.872	0.872	0.894	0.905	0.842	0.851	0.846
3 Mo. Roll Avg			0.876	0.888	0.860	0.857	0.846	0.853	0.864	0.864	0.865	0.866	0.868	0.856	0.857	0.858	0.862	0.866	0.871	0.876	0.862	0.864	0.857	0.873	0.862	0.876	0.875	0.890	0.883	0.879	0.873	0.879	0.890	0.880	0.866	0.846

	M 09	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F
New Listings	159	150	162	148	127	129	118	98	79	73	98	138	155	165	110	150	91	113	94	119	69	46	89	98	135	141	137	112	111	122	80	103	66	48	98	86
Inventory	695	715	745	777	769	762	734	684	632	562	558	594	619	670	646	674	641	620	601	598	557	507	483	506	536	560	575	570	559	549	494	485	458	411	400	385
Sales	18	24	34	46	67	51	43	55	43	41	34	25	41	50	52	82	57	56	37	34	40	43	31	34	37	52	58	67	56	66	58	49	37	49	39	25

(000's)	M 09	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F
Avg Sale Price	512	340	381	430	500	489	563	458	426	460	499	414	403	412	607	520	502	496	583	406	432	463	437	479	523	484	396	491	472	494	427	417	457	423	359	334
3 Mo. Roll Avg			411	384	437	473	517	503	482	448	462	458	439	410	474	513	543	506	527	495	474	434	444	460	480	495	468	457	453	486	465	446	433	432	413	372

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