

## MLS Area: Glenview Golf



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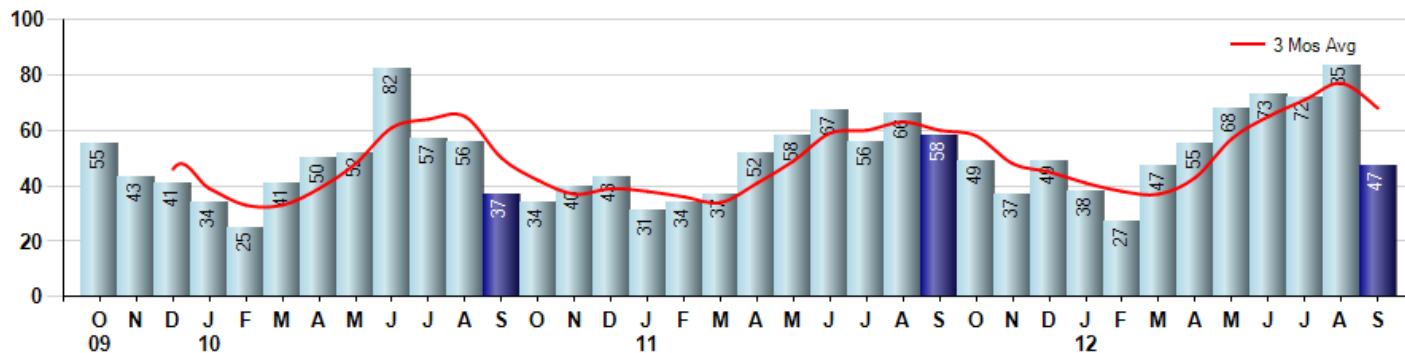
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$424,950	↑		↑				
Average List Price of all Current Listings	\$552,781	↑		↑				
September Median Sales Price	\$440,000	↑	↑	↑	↑	\$350,000	↓	↓
September Average Sales Price	\$479,029	↑	↑	↑	↑	\$431,910	↓	↓
Total Properties Currently for Sale (Inventory)	324	↓		↓				
September Number of Properties Sold	47	↓		↓		512	↑	
September Average Days on Market (Solds)	88	↑	↑	↓	↓	90	↓	↓
September Month's Supply of Inventory	6.9	↑	↑	↓	↓	7.8	↓	↓
September Sale Price vs List Price Ratio	93.3%	↓	↓	↓	↑	93.8%	↑	↑

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

### Property Sales

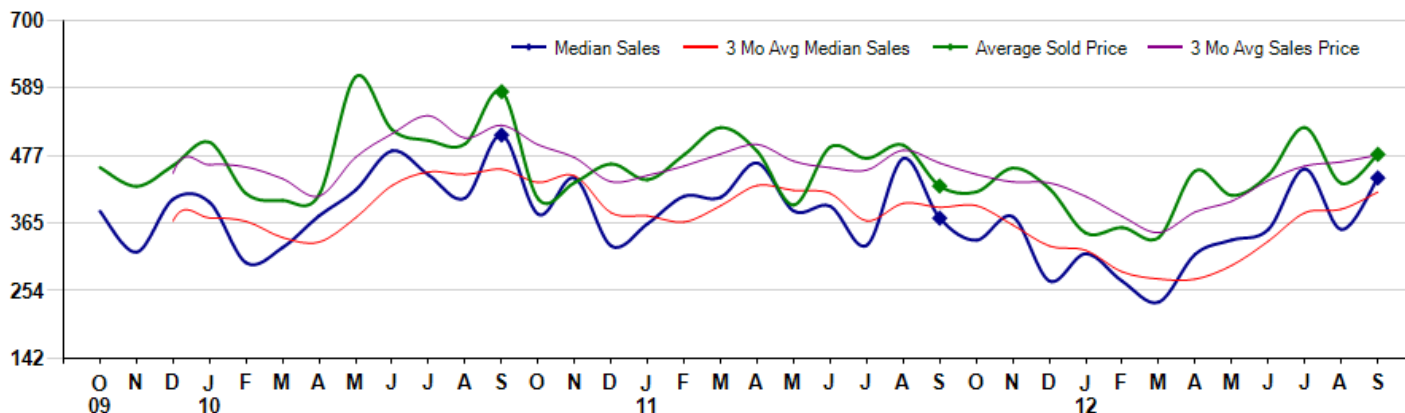
September Property sales were 47, down -19.0% from 58 in September of 2011 and -44.7% lower than the 85 sales last month. September 2012 sales were at a mid level compared to September of 2011 and 2010. September YTD sales of 512 are running 11.5% ahead of last year's year-to-date sales of 459.



### Prices

The Median Sales Price in September was \$440,000, up 17.8% from \$373,500 in September of 2011 and up 23.9% from \$355,000 last month. The Average Sales Price in September was \$479,029, up 12.2% from \$426,796 in September of 2011 and up 11.0% from \$431,389 last month. September 2012 ASP was at a mid range compared to September of 2011 and 2010.

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



Based on information from Midwest Real Estate Data LLC for the period 10/1/2009 through 9/30/2012. 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.



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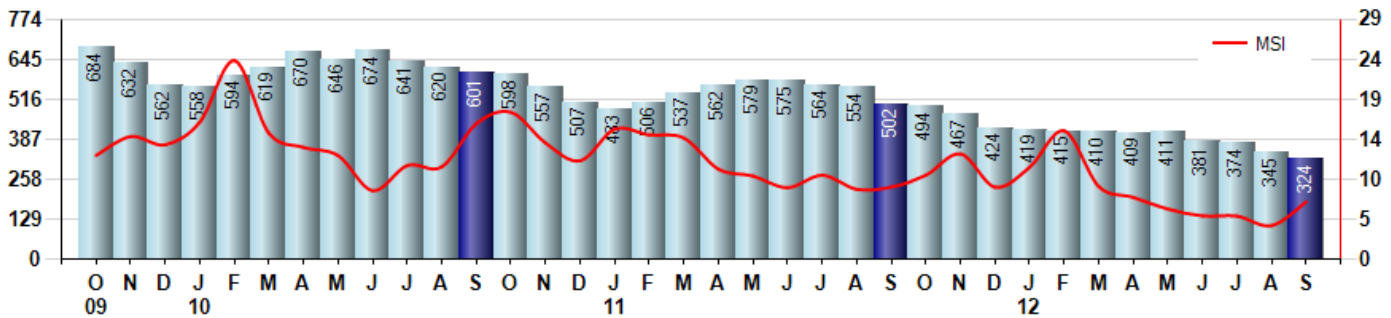
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### Inventory & MSI

The Total Inventory of Properties available for sale as of September was 324, down -6.1% from 345 last month and down -35.5% from 502 in September of last year. September 2012 Inventory was at the lowest level compared to September of 2011 and 2010.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The September 2012 MSI of 6.9 months was at its lowest level compared with September of 2011 and 2010.

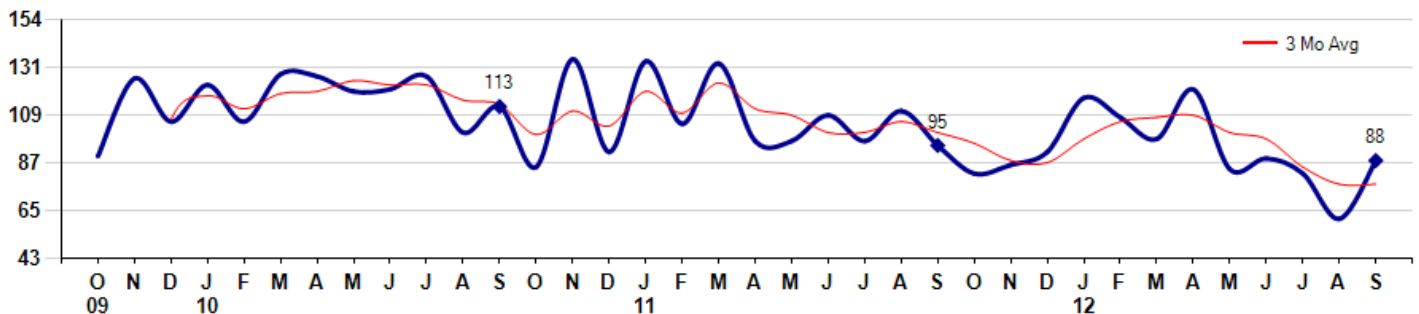
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 September was 88, up 44.3% from 61 days last month and down -7.4% from 95 days in September of last year. The September 2012 DOM was at its lowest level compared with September of 2011 and 2010.

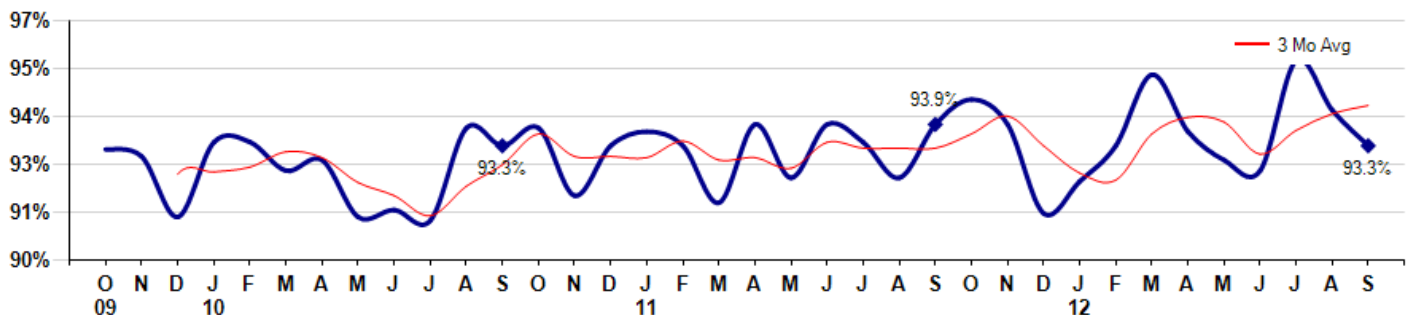
Average Days on Market (Listing to Contract) for properties sold during the month



### 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 September 2012 Selling Price vs List Price of 93.3% was down from 94.3% last month and down from 93.9% in September of last year.

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



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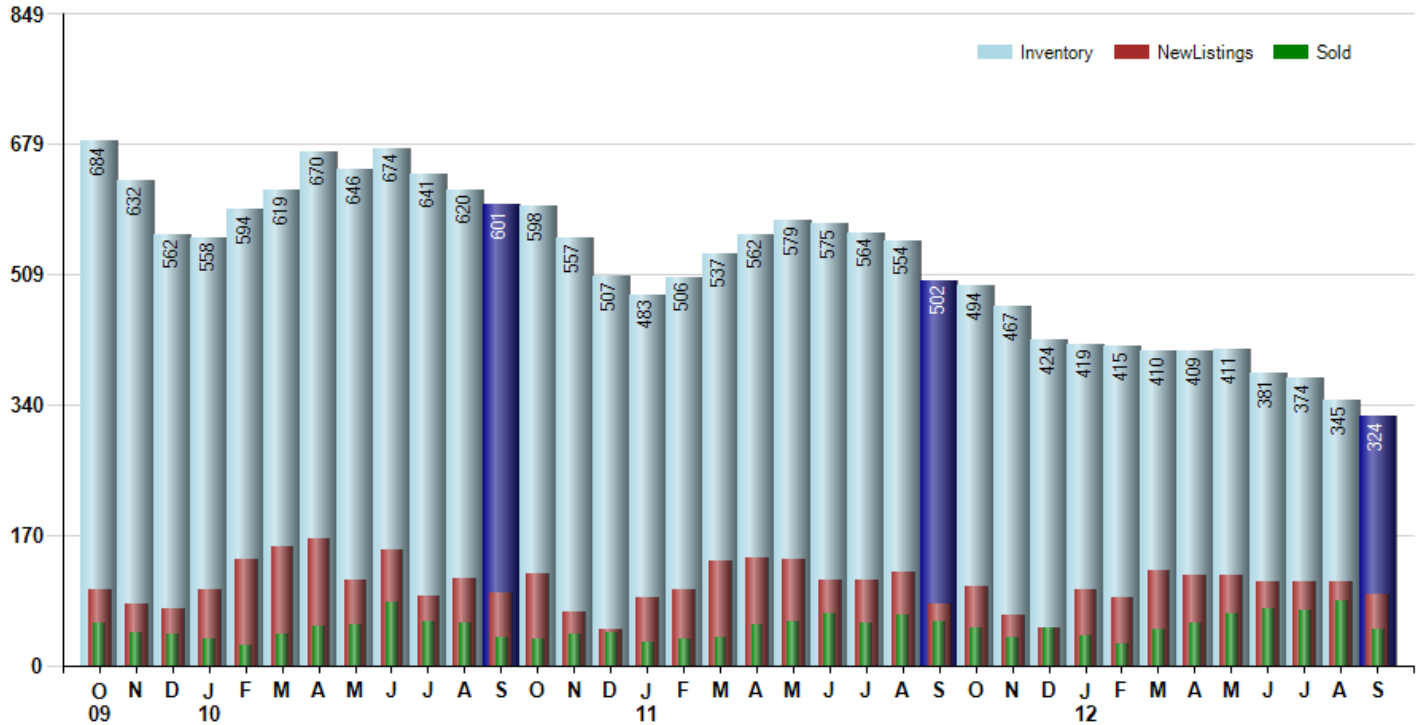
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### Inventory / New Listings / Sales

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 September 2012 was 93, down -13.9% from 108 last month and up 16.3% from 80 in September of last year.



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# MARKET ACTION REPORT

September 2012

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	O 09	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	M	A	M	J	J	A	S
Homes Sold	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	38	27	47	55	68	73	72	85	47
3 Mo. Roll Avg			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	41	38	37	43	57	65	71	77	68

	(000's) O 09	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	M	A	M	J	J	A	S
Median Sale Price	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	315	270	235	314	338	355	455	355	440
3 Mo. Roll Avg			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	320	285	273	273	296	336	383	388	417

	O 09	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	M	A	M	J	J	A	S
Inventory	684	632	562	558	594	619	670	646	674	641	620	601	598	557	507	483	506	537	562	579	575	564	554	502	494	467	424	419	415	410	409	411	381	374	345	324
MSI	12	15	14	16	24	15	13	12	8	11	11	16	18	14	12	16	15	15	11	10	9	10	8	9	10	13	9	11	15	9	7	6	5	5	4	7

	O 09	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	M	A	M	J	J	A	S
Days On Market	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	117	108	98	121	84	89	82	61	88
3 Mo. Roll Avg			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	98	106	108	109	101	98	85	77	77

	O 09	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	M	A	M	J	J	A	S
Price per Sq Ft	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	158	159	177	183	193	182	197
3 Mo. Roll Avg			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	162	156	165	173	184	186	191

	O 09	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	M	A	M	J	J	A	S
Sale to List Price	0.932	0.930	0.913	0.934	0.934	0.926	0.929	0.913	0.915	0.912	0.938	0.933	0.938	0.919	0.933	0.937	0.933	0.917	0.939	0.924	0.939	0.934	0.924	0.939	0.946	0.939	0.914	0.923	0.933	0.953	0.937	0.929	0.926	0.957	0.943	0.933
3 Mo. Roll Avg			0.925	0.926	0.927	0.931	0.930	0.923	0.919	0.913	0.922	0.928	0.936	0.930	0.930	0.930	0.934	0.929	0.930	0.927	0.934	0.932	0.932	0.932	0.936	0.941	0.933	0.925	0.923	0.936	0.941	0.940	0.931	0.937	0.942	0.944

	O 09	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	M	A	M	J	J	A	S
New Listings	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	88	123	118	117	108	109	108	93
Inventory	684	632	562	558	594	619	670	646	674	641	620	601	598	557	507	483	506	537	562	579	575	564	554	502	494	467	424	419	415	410	409	411	381	374	345	324
Sales	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	38	27	47	55	68	73	72	85	47

	(000's) O 09	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	M	A	M	J	J	A	S
Avg Sale Price	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	349	358	342	452	411	445	523	431	479
3 Mo. Roll Avg			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	409	377	350	384	402	436	460	467	478

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