

MLS Area: Glenview Golf



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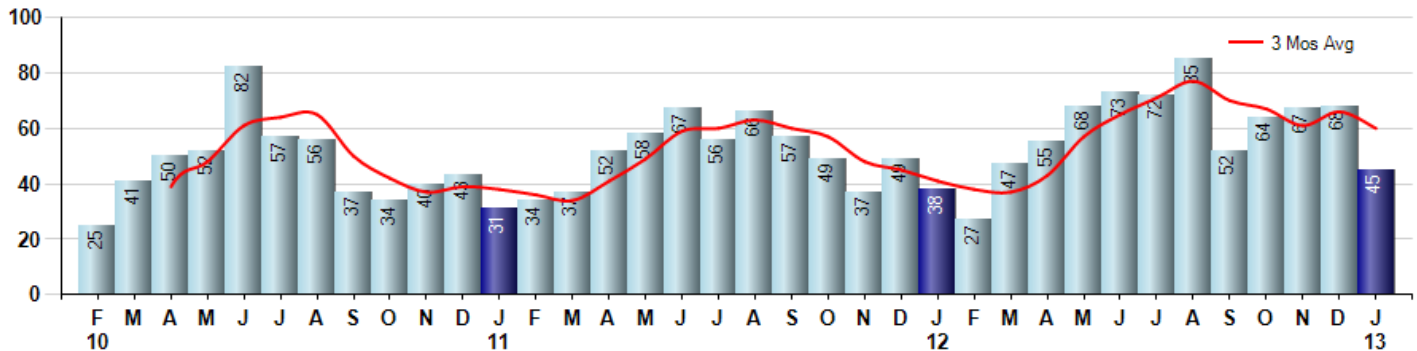
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$450,000	↑		↑				
Average List Price of all Current Listings	\$577,800	↑		↑				
January Median Sales Price	\$296,000	↓	↓	↓	↓	\$296,000	↓	↓
January Average Sales Price	\$364,766	↓	↓	↑	↓	\$364,766	↑	↓
Total Properties Currently for Sale (Inventory)	217	↓		↓				
January Number of Properties Sold	45	↓		↑		45	→	
January Average Days on Market (Solds)	94	↑	↑	↓	↑	94	↓	↑
January Month's Supply of Inventory	4.8	↑	↑	↓	↓	4.8	↓	↓
January Sale Price vs List Price Ratio	95.2%	↑	↑	↑	↑	94.8%	↑	↑

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

Property Sales

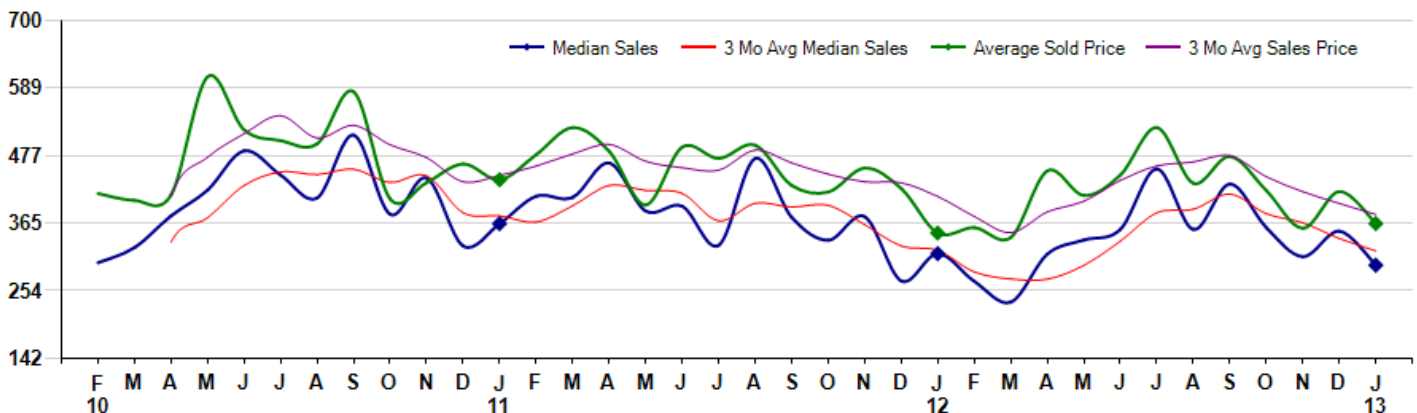
January Property sales were 45, up 18.4% from 38 in January of 2012 and -33.8% lower than the 68 sales last month. January 2013 sales were at their highest level compared to January of 2012 and 2011. January YTD sales of 45 are running 18.4% ahead of last year's year-to-date sales of 38.



Prices

The Median Sales Price in January was \$296,000, down -6.0% from \$315,000 in January of 2012 and down -16.0% from \$352,250 last month. The Average Sales Price in January was \$364,766, up 4.5% from \$349,050 in January of 2012 and down -12.7% from \$417,749 last month. January 2013 ASP was at a mid range compared to January of 2012 and 2011.

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



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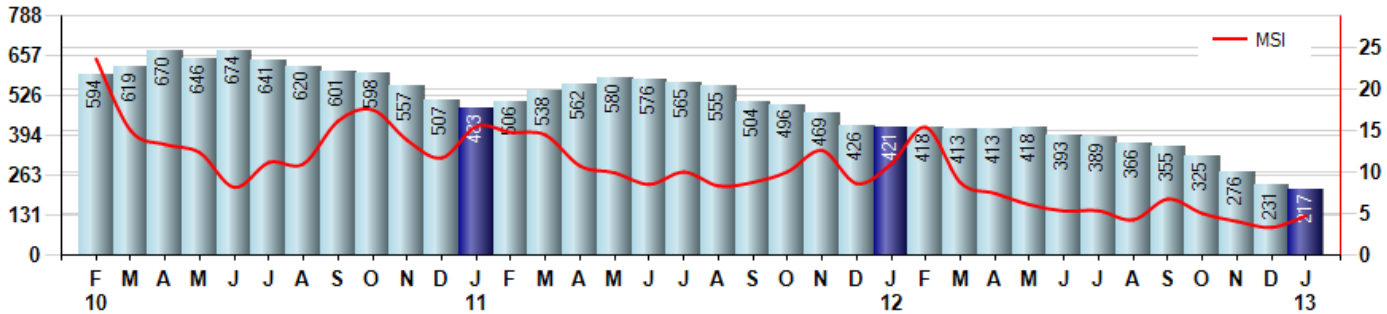
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Inventory & MSI

The Total Inventory of Properties available for sale as of January was 217, down -6.1% from 231 last month and down -48.5% from 421 in January of last year. January 2013 Inventory was at the lowest level compared to January of 2012 and 2011.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2013 MSI of 4.8 months was at its lowest level compared with January of 2012 and 2011.

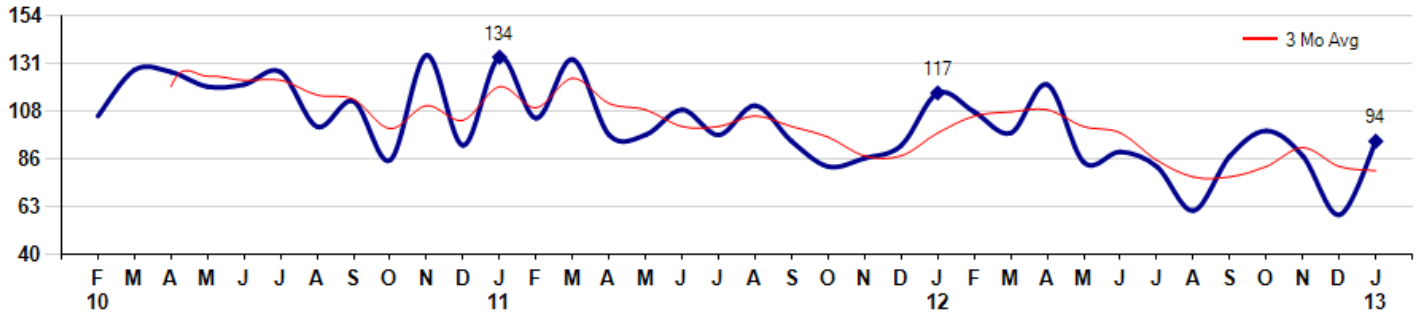
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 January was 94, up 59.3% from 59 days last month and down -19.7% from 117 days in January of last year. The January 2013 DOM was at its lowest level compared with January of 2012 and 2011.

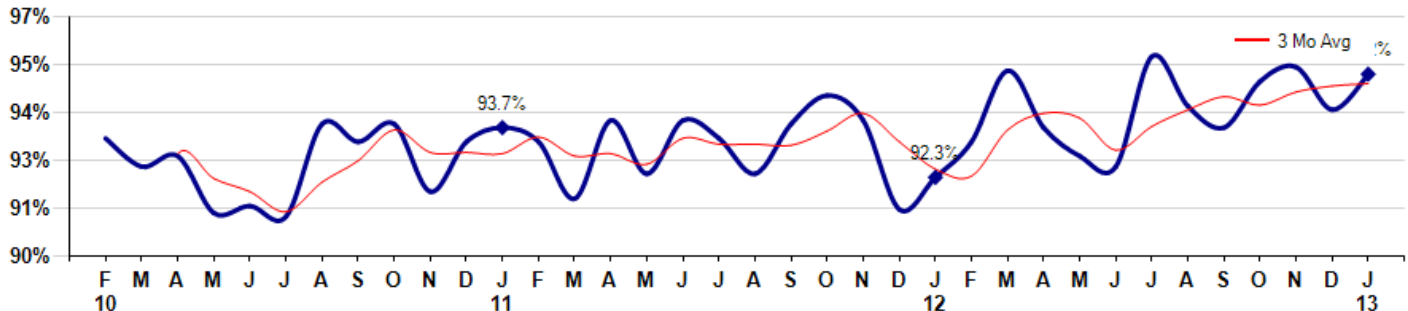
Average Days on Market (Listing to Contract) for properties sold during the month



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 January 2013 Selling Price vs List Price of 95.2% was up from 94.2% last month and up from 92.3% in January of last year.

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



Based on information from Midwest Real Estate Data LLC for the period 2/1/2010 through 1/31/2013. 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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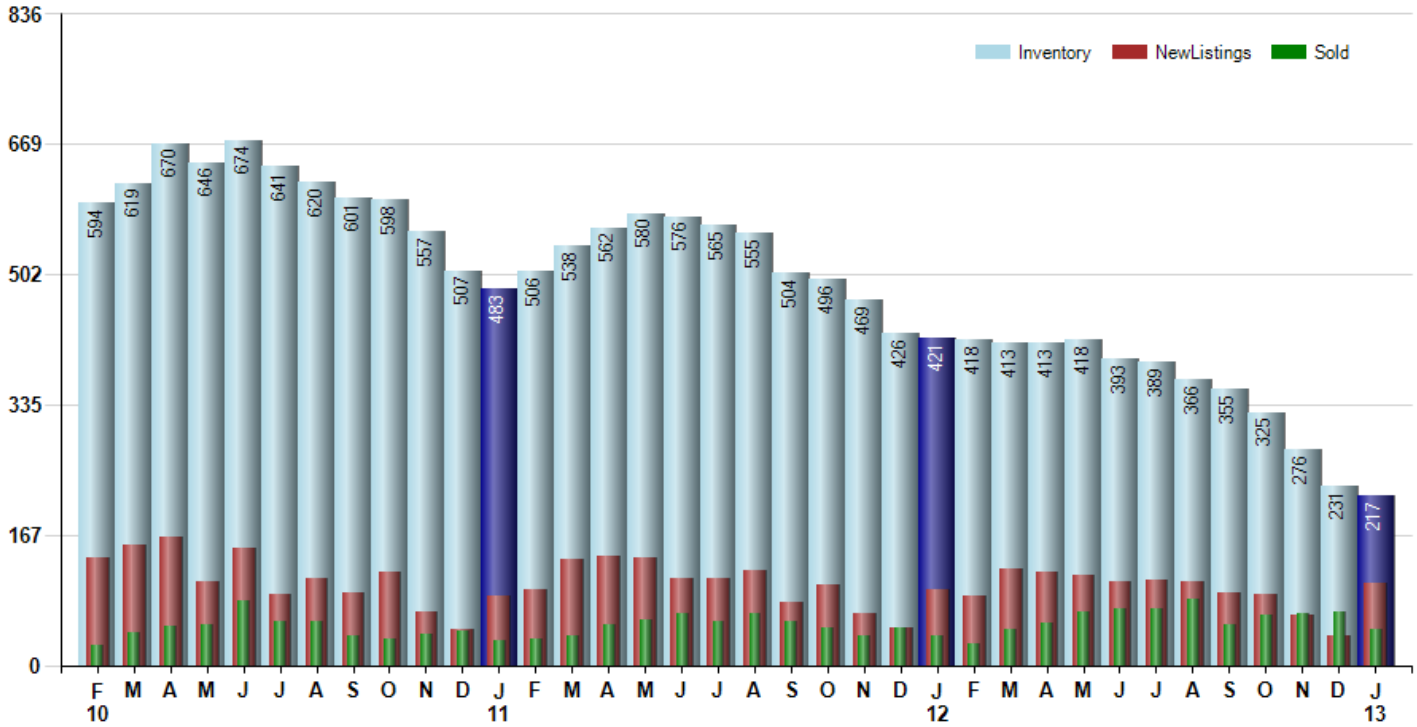
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Inventory / New Listings / Sales

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 January 2013 was 105, up 176.3% from 38 last month and up 7.1% from 98 in January of last year.



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MARKET ACTION REPORT

January 2013

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	F 10	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	O	N	D	J 13
Homes Sold	25	41	50	52	82	57	56	37	34	40	43	31	34	37	52	58	67	56	66	57	49	37	49	38	27	47	55	68	73	72	85	52	64	67	68	45
3 Mo. Roll Avg			39	48	61	64	65	50	42	37	39	38	36	34	41	49	59	60	63	60	57	48	45	41	38	37	43	57	65	71	77	70	67	61	66	60

	(000's) F 10	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	O	N	D	J 13
Median Sale Price	300	325	378	420	485	445	407	511	380	440	328	365	410	408	465	386	393	329	472	375	337	376	270	315	270	235	314	338	355	455	355	430	358	310	352	296
3 Mo. Roll Avg			334	374	428	450	446	454	433	444	383	377	367	394	428	419	415	369	398	392	395	363	328	320	285	273	273	296	336	383	388	413	381	366	340	319

	F 10	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	O	N	D	J 13
Inventory	594	619	670	646	674	641	620	601	598	557	507	483	506	538	562	580	576	565	555	504	496	469	426	421	418	413	413	418	393	389	366	355	325	276	231	217
MSI	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	8	6	5	5	4	7	5	4	3	5

	F 10	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	O	N	D	J 13
Days On Market	106	128	127	120	121	127	101	113	85	135	92	134	105	133	97	97	109	97	111	94	82	86	92	117	108	98	121	84	89	82	61	87	99	87	59	94
3 Mo. Roll Avg			120	125	123	123	116	114	100	111	104	120	110	124	112	109	101	101	106	101	96	87	87	98	106	108	109	101	98	85	77	77	82	91	82	80

	F 10	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	O	N	D	J 13
Price per Sq Ft	209	283	202	176	191	217	192	176	140	177	191	174	175	204	180	170	208	180	190	181	198	184	173	175	152	158	159	177	183	193	182	189	185	181	185	158
3 Mo. Roll Avg			231	220	190	195	200	195	169	164	169	181	180	184	186	185	186	186	193	184	190	188	185	177	167	162	156	165	173	184	186	188	185	185	184	175

	F 10	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	O	N	D	J 13
Sale to List Price	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	0.938	0.946	0.939	0.914	0.923	0.933	0.953	0.937	0.929	0.926	0.957	0.943	0.937	0.950	0.954	0.942	0.952
3 Mo. Roll Avg			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	0.946	0.943	0.947	0.949	0.949

	F 10	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	O	N	D	J 13
New Listings	138	154	165	108	150	91	112	94	119	69	46	89	98	135	140	137	112	111	121	80	103	66	48	98	88	123	119	116	107	109	108	94	91	64	38	105
Inventory	594	619	670	646	674	641	620	601	598	557	507	483	506	538	562	580	576	565	555	504	496	469	426	421	418	413	413	418	393	389	366	355	325	276	231	217
Sales	25	41	50	52	82	57	56	37	34	40	43	31	34	37	52	58	67	56	66	57	49	37	49	38	27	47	55	68	73	72	85	52	64	67	68	45

	(000's) F 10	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	O	N	D	J 13
Avg Sale Price	414	403	412	607	520	502	496	583	406	432	463	437	479	523	484	396	491	472	494	428	417	457	423	349	358	342	452	411	445	523	431	476	419	357	418	365
3 Mo. Roll Avg			410	474	513	543	506	527	495	474	434	444	460	480	495	468	457	453	486	465	446	434	432	409	377	350	384	402	436	460	467	477	442	417	398	380

