

## MLS Area: Glenview Golf



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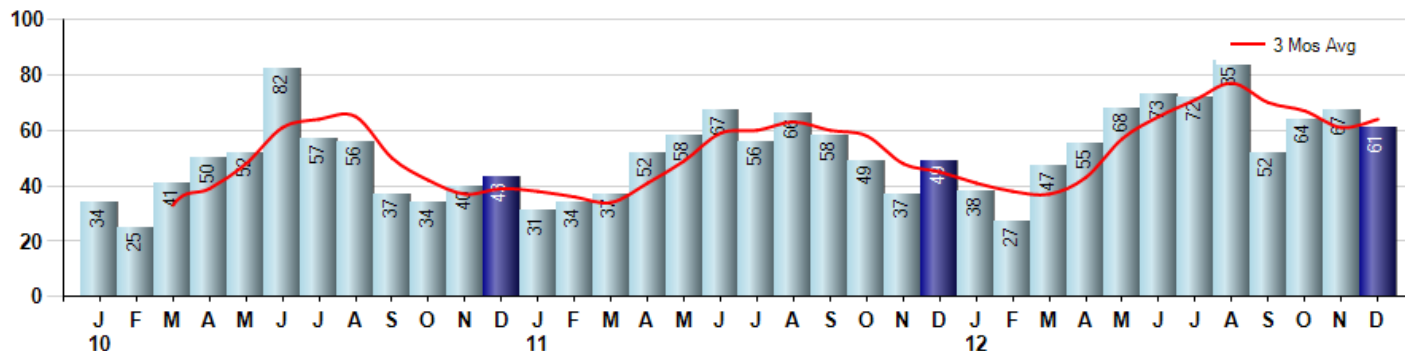
Price Range: | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$399,900	↓		↑				
Average List Price of all Current Listings	\$555,021	↔		↑				
December Median Sales Price	\$360,000	↑	↔	↑	↓	\$342,000	↓	↓
December Average Sales Price	\$441,007	↑	↑	↑	↓	\$424,486	↓	↓
Total Properties Currently for Sale (Inventory)	220	↓		↓				
December Number of Properties Sold	61	↓		↑		709	↑	
December Average Days on Market (Solds)	56	↓	↓	↓	↓	88	↓	↓
December Month's Supply of Inventory	3.6	↓	↓	↓	↓	7.0	↓	↓
December Sale Price vs List Price Ratio	94.6%	↓	↑	↑	↑	94.1%	↑	↑

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

### Property Sales

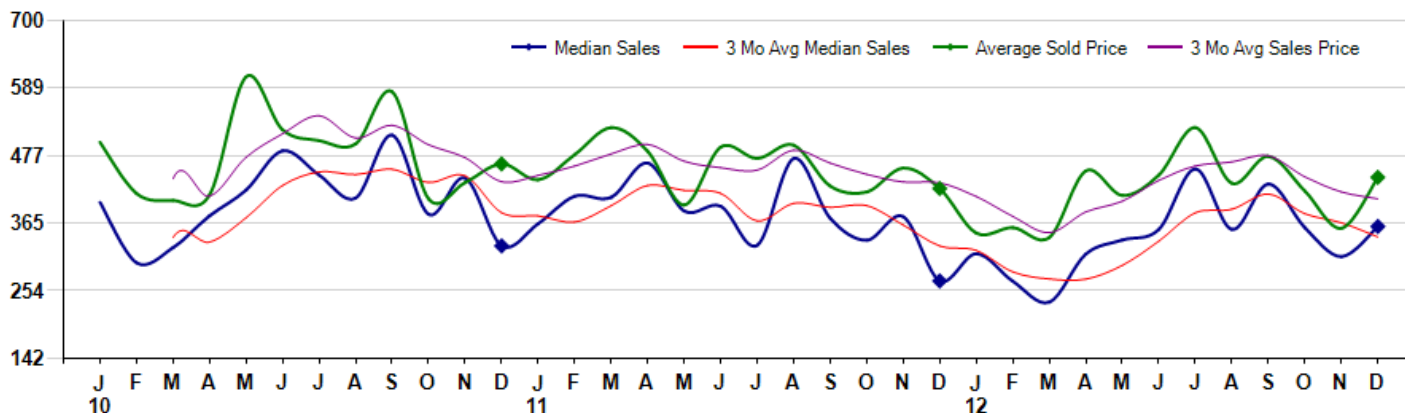
December Property sales were 61, up 24.5% from 49 in December of 2011 and -9.0% lower than the 67 sales last month. December 2012 sales were at their highest level compared to December of 2011 and 2010. December YTD sales of 709 are running 19.4% ahead of last year's year-to-date sales of 594.



### Prices

The Median Sales Price in December was \$360,000, up 33.3% from \$270,000 in December of 2011 and up 16.1% from \$310,000 last month. The Average Sales Price in December was \$441,007, up 4.3% from \$422,661 in December of 2011 and up 23.6% from \$356,916 last month. December 2012 ASP was at a mid range compared to December 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 1/1/2010 through 12/31/2012. 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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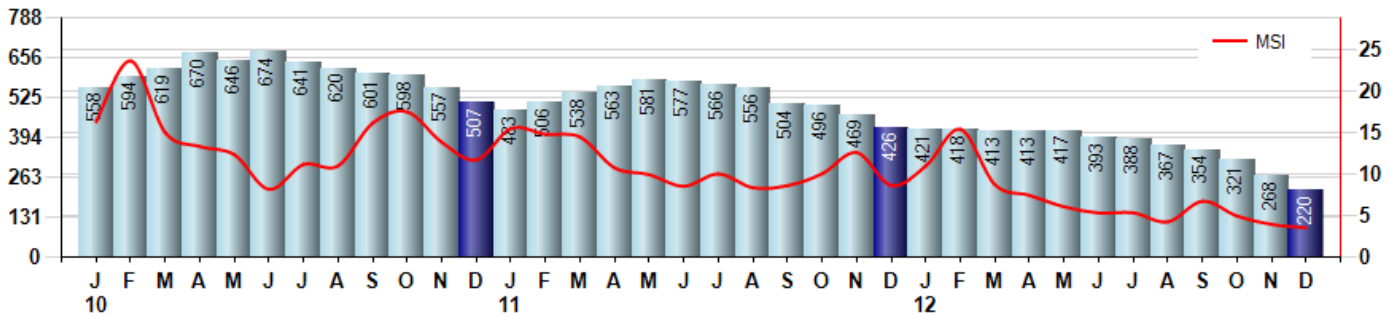
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### Inventory & MSI

The Total Inventory of Properties available for sale as of December was 220, down -17.9% from 268 last month and down -48.4% from 426 in December of last year. December 2012 Inventory was at the lowest level compared to December of 2011 and 2010.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2012 MSI of 3.6 months was at its lowest level compared with December of 2011 and 2010.

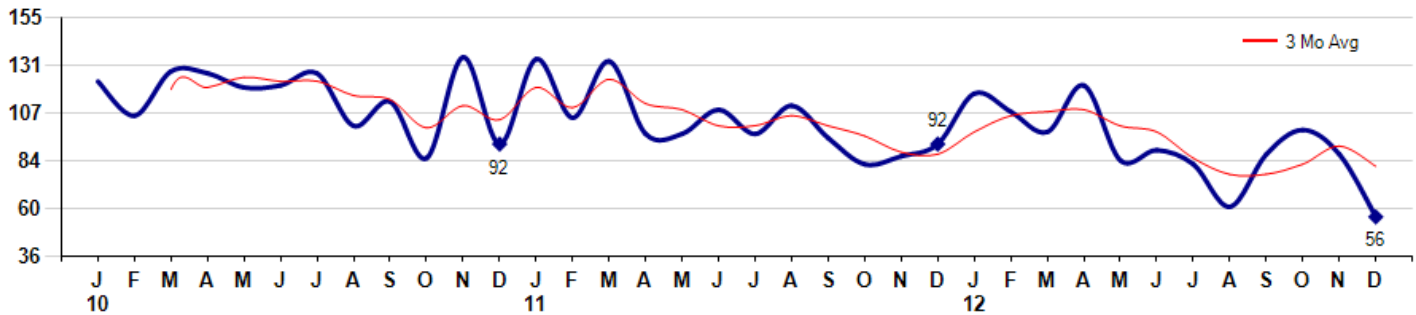
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 December was 56, down -35.6% from 87 days last month and down -39.1% from 92 days in December of last year. The December 2012 DOM was at its lowest level compared with December of 2011 and 2010.

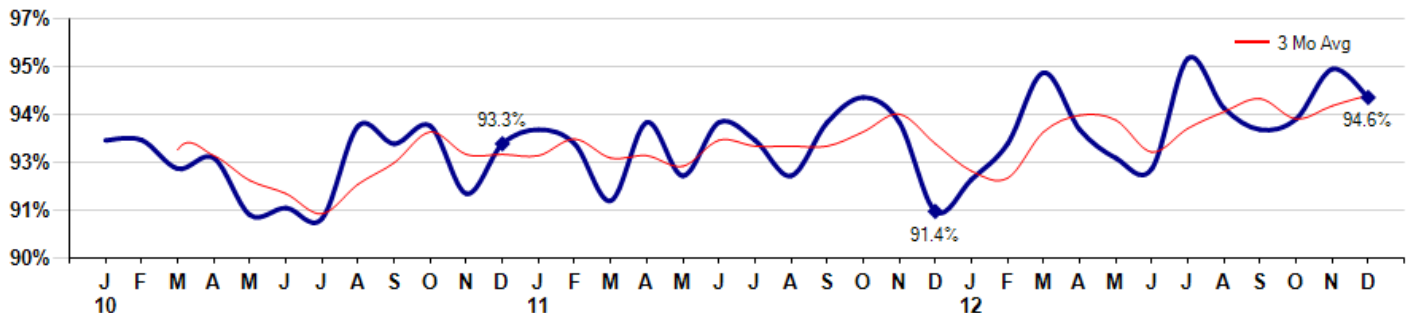
Average Days on Market (Listing to Contract) for properties sold during the month



### 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 December 2012 Selling Price vs List Price of 94.6% was down from 95.4% last month and up from 91.4% in December of last year.

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



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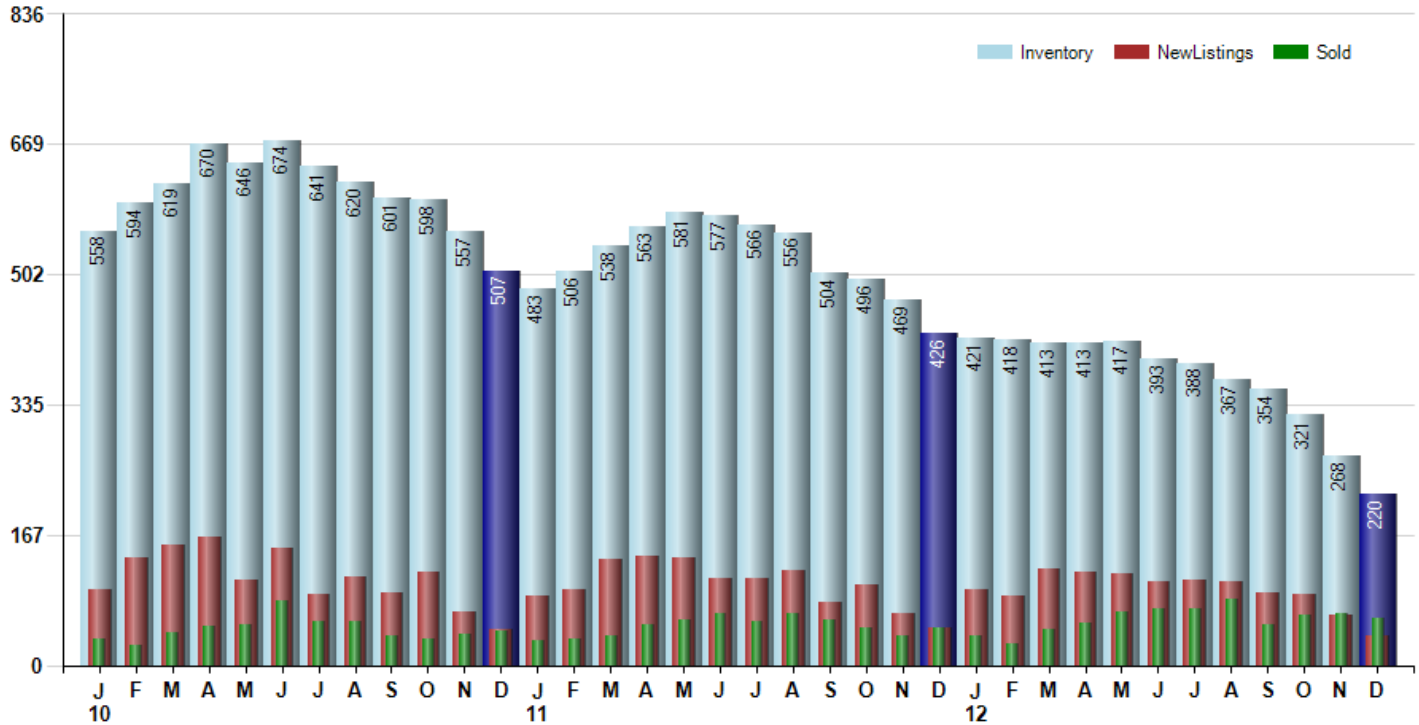
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### Inventory / New Listings / Sales

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 December 2012 was 38, down -40.6% from 64 last month and down -20.8% from 48 in December of last year.



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# MARKET ACTION REPORT

December 2012

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	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	O	N	D
Homes Sold	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	52	64	67	61
3 Mo. Roll Avg			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	70	67	61	64

(000's)	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	O	N	D
Median Sale Price	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	430	358	310	360
3 Mo. Roll Avg			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	413	381	366	343

	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	O	N	D
Inventory	558	594	619	670	646	674	641	620	601	598	557	507	483	506	538	563	581	577	566	556	504	496	469	426	421	418	413	413	417	393	388	367	354	321	268	220
MSI	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	8	6	5	5	4	7	5	4	4

	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	O	N	D
Days On Market	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	87	99	87	56
3 Mo. Roll Avg			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	82	91	81

	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	O	N	D
Price per Sq Ft	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	189	185	181	201
3 Mo. Roll Avg			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	188	185	185	189

	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	O	N	D
Sale to List Price	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	0.937	0.940	0.954	0.946
3 Mo. Roll Avg			0.931	0.930	0.923	0.919	0.913	0.922	0.928	0.936	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	0.940	0.944	0.947	

	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	O	N	D
New Listings	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	119	117	108	109	108	94	91	64	38
Inventory	558	594	619	670	646	674	641	620	601	598	557	507	483	506	538	563	581	577	566	556	504	496	469	426	421	418	413	413	417	393	388	367	354	321	268	220
Sales	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	52	64	67	61

(000's)	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	O	N	D
Avg Sale Price	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	476	419	357	441
3 Mo. Roll Avg			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	477	442	417	405

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