

MLS Area: Glenview Golf



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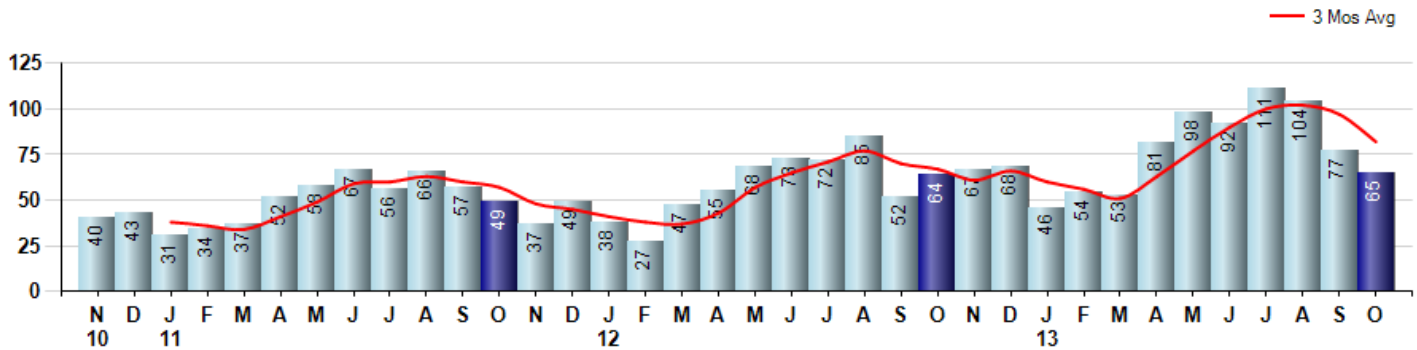
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$499,483	↑		↑				
Average List Price of all Current Listings	\$680,198	↑		↑				
October Median Sales Price	\$324,000	↓	↓	↓	↓	\$390,390	↑	↑
October Average Sales Price	\$359,876	↓	↓	↓	↓	\$446,850	↑	↑
Total Properties Currently for Sale (Inventory)	218	↓		↓				
October Number of Properties Sold	65	↓		↑		781	↑	
October Average Days on Market (Solds)	47	↓	↓	↓	↓	67	↓	↓
October Month's Supply of Inventory	3.4	↑	↑	↓	↓	3.4	↓	↓
October Sale Price vs List Price Ratio	98.4%	↑	↑	↑	↑	96.7%	↑	↑

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

Property Sales

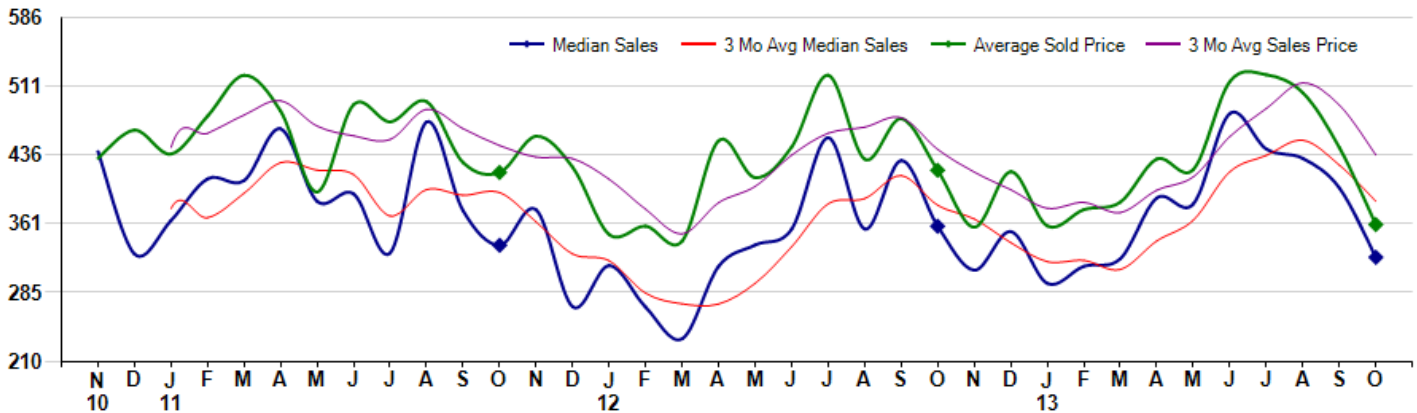
October Property sales were 65, up 1.6% from 64 in October of 2012 and -15.6% lower than the 77 sales last month. October 2013 sales were at their highest level compared to October of 2012 and 2011. October YTD sales of 781 are running 34.4% ahead of last year's year-to-date sales of 581.



Prices

The Median Sales Price in October was \$324,000, down -9.5% from \$358,000 in October of 2012 and down -19.0% from \$400,000 last month. The Average Sales Price in October was \$359,876, down -14.2% from \$419,238 in October of 2012 and down -19.0% from \$444,108 last month. October 2013 ASP was at the lowest level compared to October of 2012 and 2011.

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



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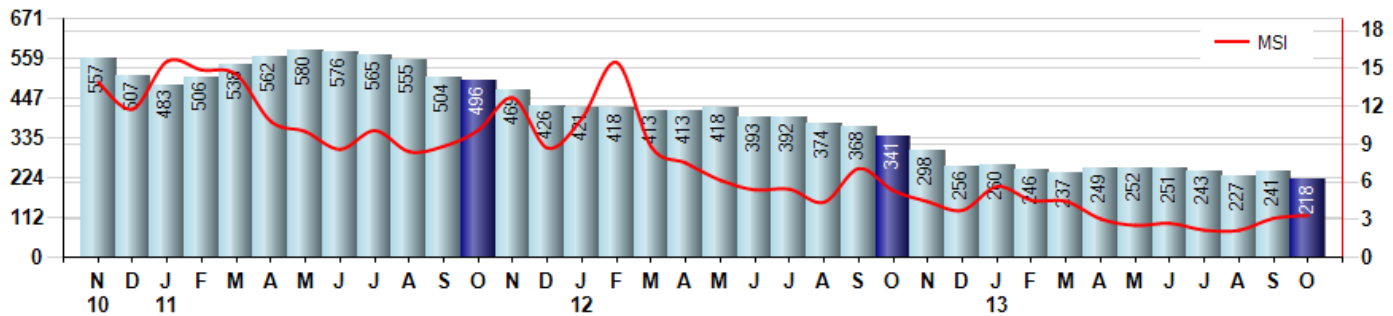
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Inventory & MSI

The Total Inventory of Properties available for sale as of October was 218, down -9.5% from 241 last month and down -36.1% from 341 in October of last year. October 2013 Inventory was at the lowest level compared to October of 2012 and 2011.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The October 2013 MSI of 3.4 months was at its lowest level compared with October of 2012 and 2011.

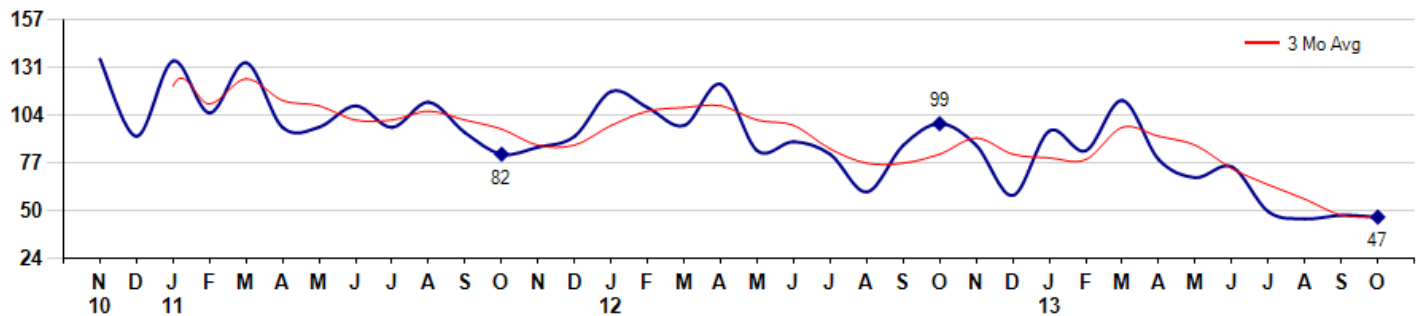
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 October was 47, down -2.1% from 48 days last month and down -52.5% from 99 days in October of last year. The October 2013 DOM was at its lowest level compared with October of 2012 and 2011.

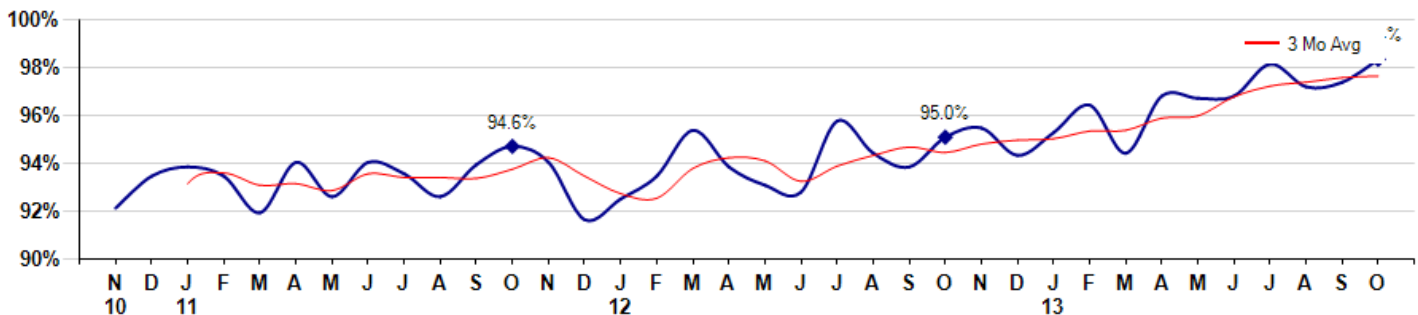
Average Days on Market(Listing to Contract) for properties sold during the month



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 October 2013 Selling Price vs List Price of 98.4% was up from 97.4% last month and up from 95.0% in October of last year.

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



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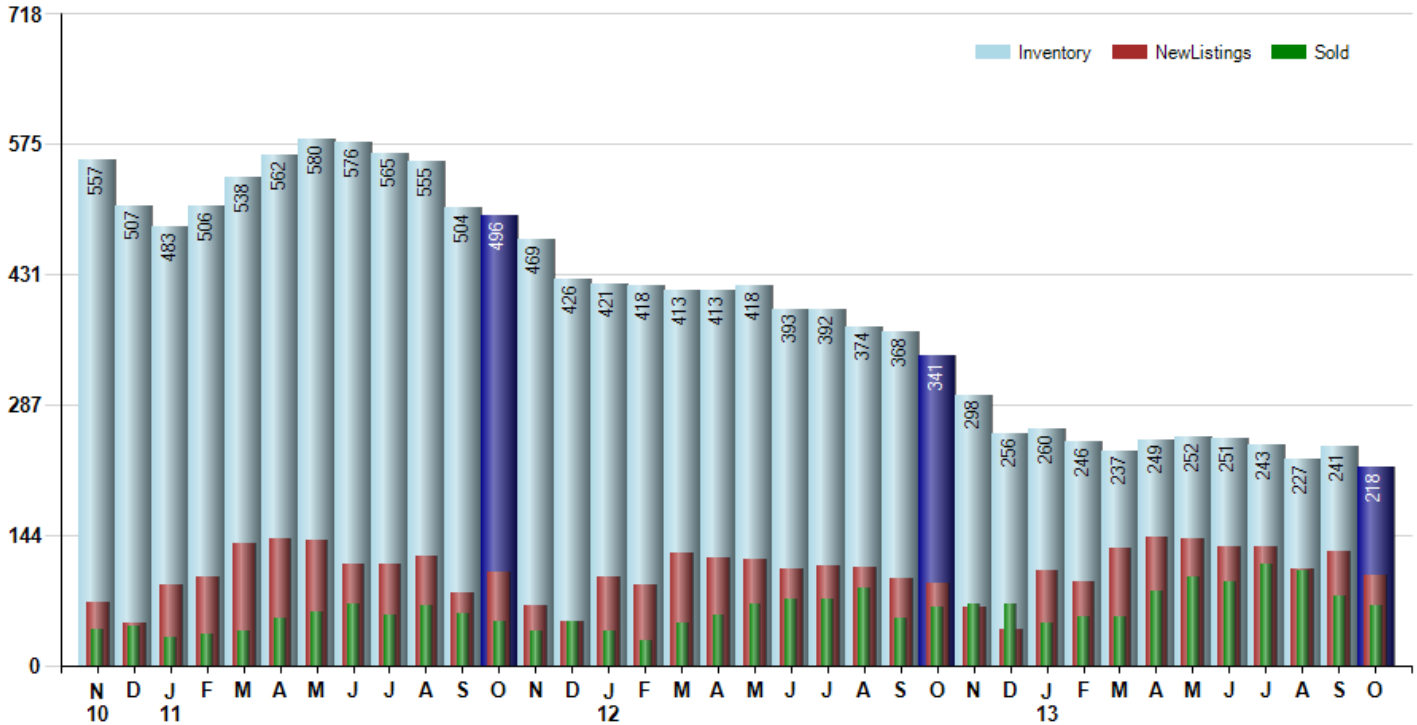
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Inventory / New Listings / Sales

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 October 2013 was 100, down -20.6% from 126 last month and up 9.9% from 91 in October of last year.



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MARKET ACTION REPORT

October 2013

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	N 10	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	F	M	A	M	J	J	A	S	O
Homes Sold	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	46	54	53	81	98	92	111	104	77	65
3 Mo. Roll Avg			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	56	51	63	77	90	100	102	97	82

	(000's) N 10	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	F	M	A	M	J	J	A	S	O
Median Sale Price	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	314	323	389	383	482	443	432	400	324
3 Mo. Roll Avg			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	321	311	342	365	418	436	452	425	385

	N 10	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	F	M	A	M	J	J	A	S	O
Inventory	557	507	483	506	538	562	580	576	565	555	504	496	469	426	421	418	413	413	418	393	392	374	368	341	298	256	260	246	237	249	252	251	243	227	241	218
MSI	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	6	5	4	3	3	3	2	2	3	3

	N 10	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	F	M	A	M	J	J	A	S	O
Days On Market	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	95	84	112	79	69	75	50	46	48	47
3 Mo. Roll Avg			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	79	97	92	87	74	65	57	48	47

	N 10	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	F	M	A	M	J	J	A	S	O
Price per Sq Ft	177	191	174	175	204	185	170	208	180	190	181	198	184	173	175	152	158	159	177	183	193	182	189	185	181	185	158	183	171	190	180	208	204	216	214	182
3 Mo. Roll Avg			181	180	184	188	186	188	186	193	184	190	188	185	177	167	162	156	165	173	184	186	188	185	185	184	175	175	171	181	180	193	197	209	211	204

	N 10	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	F	M	A	M	J	J	A	S	O
Sale to List Price	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	0.964	0.943	0.968	0.967	0.968	0.982	0.972	0.974	0.984
3 Mo. Roll Avg			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	0.953	0.953	0.958	0.959	0.968	0.972	0.974	0.976	0.977

	N 10	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	F	M	A	M	J	J	A	S	O
New Listings	69	46	89	98	135	140	137	112	111	121	80	103	66	48	98	88	123	119	116	107	109	108	95	91	64	39	105	93	129	141	140	130	130	106	126	100
Inventory	557	507	483	506	538	562	580	576	565	555	504	496	469	426	421	418	413	413	418	393	392	374	368	341	298	256	260	246	237	249	252	251	243	227	241	218
Sales	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	46	54	53	81	98	92	111	104	77	65

	(000's) N 10	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	F	M	A	M	J	J	A	S	O
Avg Sale Price	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	358	376	384	432	420	517	524	504	444	360
3 Mo. Roll Avg			444	460	480	495	468	457	453	486	465	446	434	432	409	377	350	384	402	436	460	467	477	442	417	398	378	384	373	397	412	456	487	515	491	436

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