

## MLS Area: Glenview Golf



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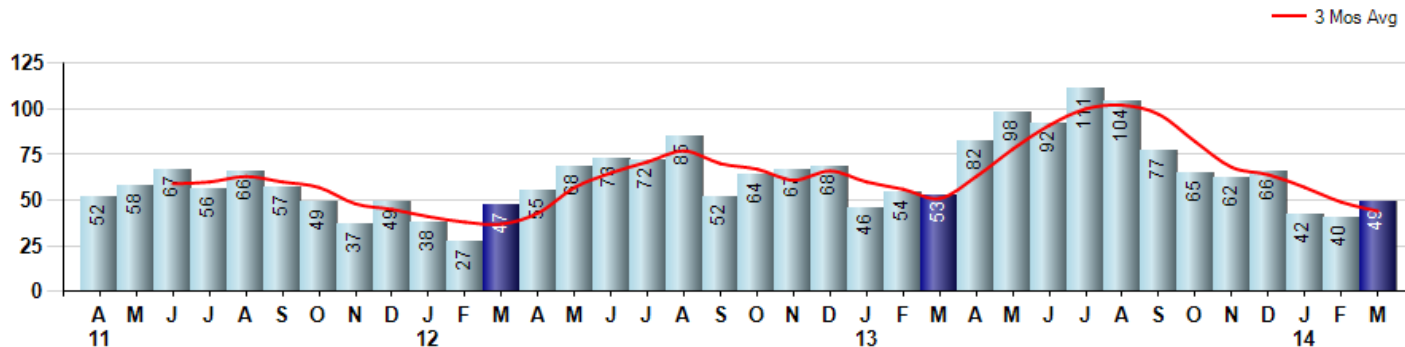
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$550,000	↑		↑				
Average List Price of all Current Listings	\$686,330	↑		↑				
March Median Sales Price	\$498,800	↑	↑	↑	↑	\$436,500	↑	↑
March Average Sales Price	\$504,829	↑	↑	↑	↑	\$488,875	↑	↑
Total Properties Currently for Sale (Inventory)	182	↑		↓				
March Number of Properties Sold	49	↑		↓		131	↓	
March Average Days on Market (Solds)	39	↓	↓	↓	↓	57	↓	↓
March Month's Supply of Inventory	3.7	↓	↓	↓	↑	3.9	↓	↑
March Sale Price vs List Price Ratio	98.9%	↓	↑	↑	↑	97.2%	↑	↑

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

### Property Sales

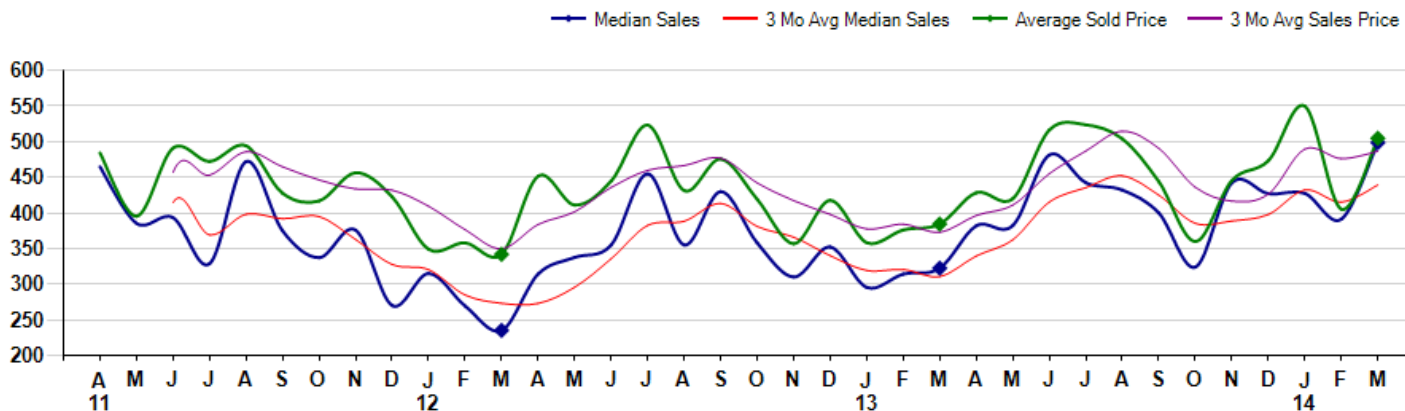
March Property sales were 49, down -7.5% from 53 in March of 2013 and 22.5% higher than the 40 sales last month. March 2014 sales were at a mid level compared to March of 2013 and 2012. March YTD sales of 131 are running -14.4% behind last year's year-to-date sales of 153.



### Prices

The Median Sales Price in March was \$498,800, up 54.7% from \$322,500 in March of 2013 and up 27.5% from \$391,363 last month. The Average Sales Price in March was \$504,829, up 31.3% from \$384,436 in March of 2013 and up 24.6% from \$405,222 last month. March 2014 ASP was at highest level compared to March of 2013 and 2012.

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



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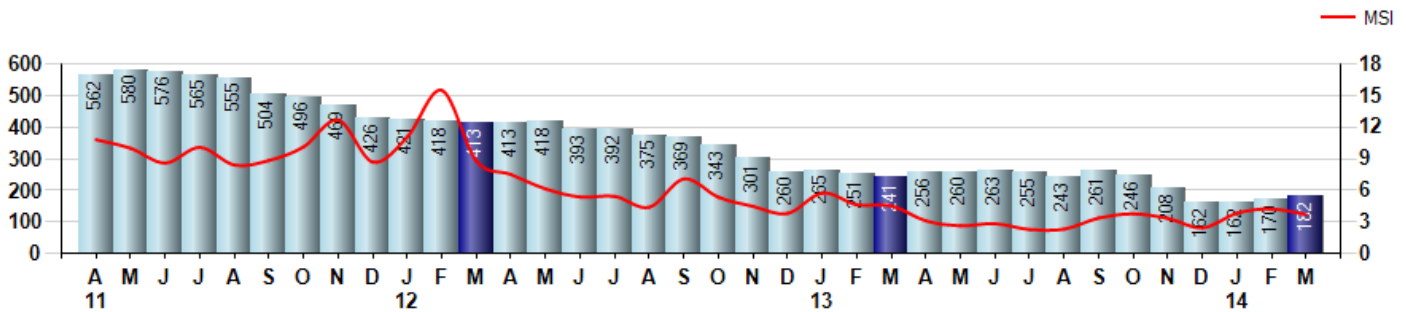
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### Inventory & MSI

The Total Inventory of Properties available for sale as of March was 182, up 7.1% from 170 last month and down -24.5% from 241 in March of last year. March 2014 Inventory was at the lowest level compared to March of 2013 and 2012.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2014 MSI of 3.7 months was at its lowest level compared with March of 2013 and 2012.

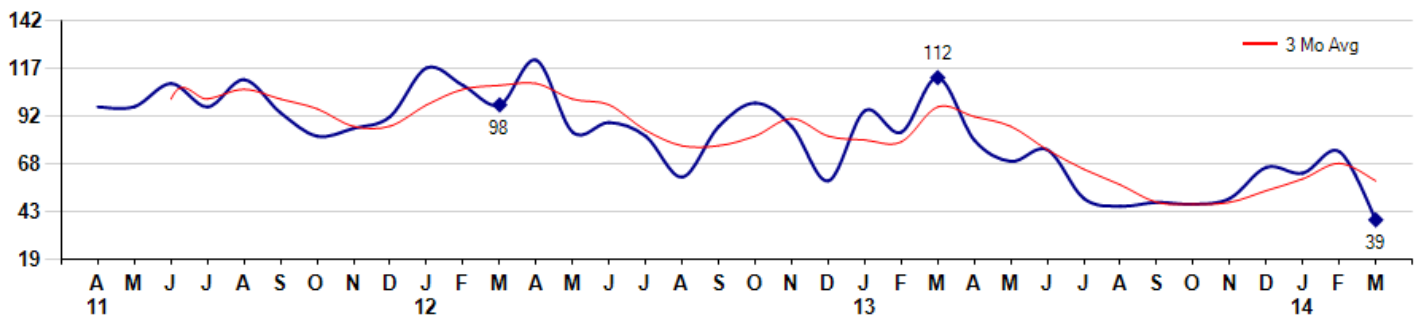
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 March was 39, down -47.3% from 74 days last month and down -65.2% from 112 days in March of last year. The March 2014 DOM was at its lowest level compared with March of 2013 and 2012.

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



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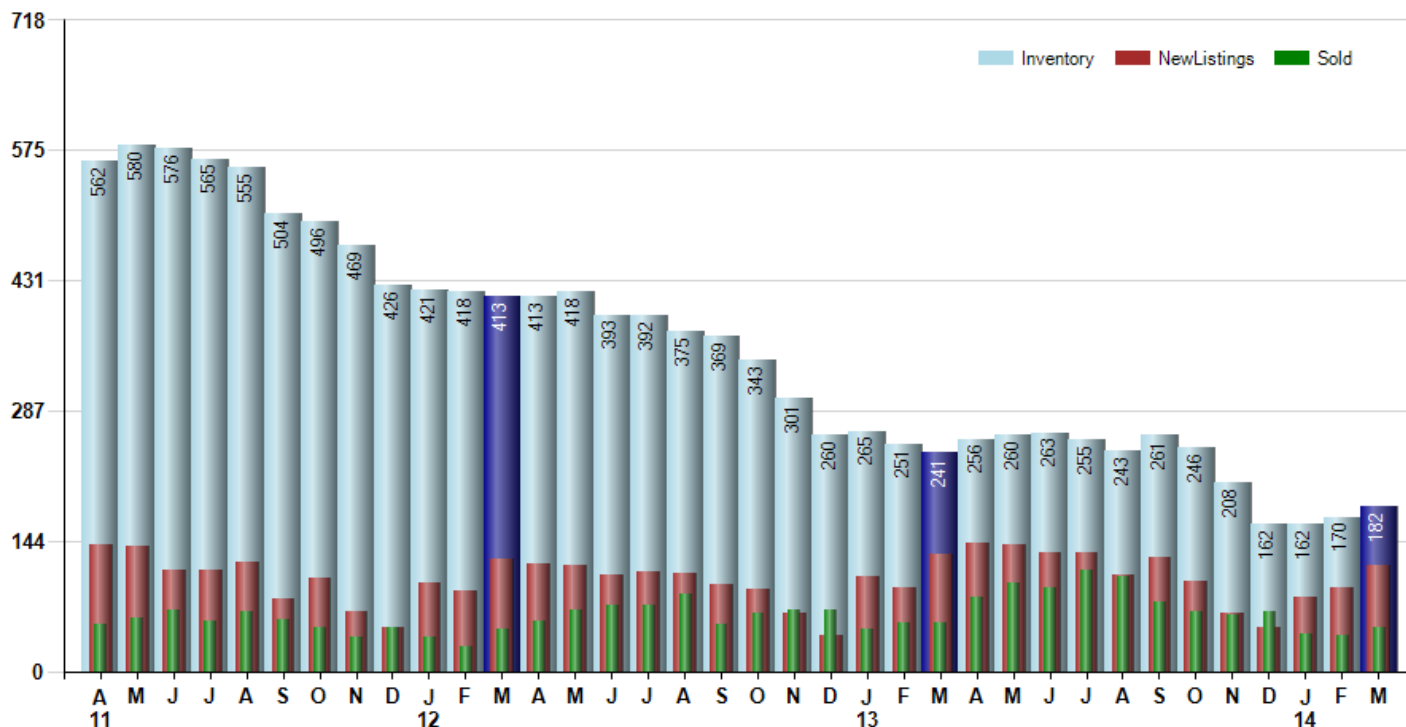
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### Inventory / New Listings / Sales

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 March 2014 was 117, up 27.2% from 92 last month and down -9.3% from 129 in March of last year.



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# MARKET ACTION REPORT

March 2014

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	A 11	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	N	D	J 14	F	M
Homes Sold	52	58	67	56	66	57	49	37	49	38	27	47	55	68	73	72	85	52	64	67	68	46	54	53	82	98	92	111	104	77	65	62	66	42	40	49
3 Mo. Roll Avg			59	60	63	60	57	48	45	41	38	37	43	57	65	71	77	70	67	61	66	60	56	51	63	78	91	100	102	97	82	68	64	57	49	44

(000's)	A 11	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	N	D	J 14	F	M
Median Sale Price	465	386	393	329	472	375	337	376	270	315	270	235	314	338	355	455	355	430	358	310	352	296	314	323	382	383	482	443	432	400	324	442	427	428	391	499
3 Mo. Roll Avg			415	369	398	392	395	363	328	320	285	273	273	296	336	383	388	413	381	366	340	319	321	311	340	362	415	436	452	425	385	389	398	432	415	439

	A 11	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	N	D	J 14	F	M
Inventory	562	580	576	565	555	504	496	469	426	421	418	413	413	418	393	392	375	369	343	301	260	265	251	241	256	260	263	255	243	261	246	208	162	162	170	182
MSI	11	10	9	10	8	9	10	13	9	11	15	9	8	6	5	5	4	7	5	4	4	6	5	5	3	3	3	2	2	3	4	3	2	4	4	4

	A 11	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	N	D	J 14	F	M
Days On Market	97	97	109	97	111	94	82	86	92	117	108	98	121	84	89	82	61	87	99	87	59	95	84	112	80	69	75	50	46	48	47	50	66	63	74	39
3 Mo. Roll Avg			101	101	106	101	96	87	87	98	106	108	109	101	98	85	77	77	82	91	82	80	79	97	92	87	75	65	57	48	47	48	54	60	68	59

	A 11	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	N	D	J 14	F	M
Price per Sq Ft	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	204	208	200	213	225
3 Mo. Roll Avg			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	200	198	204	207	213

	A 11	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	N	D	J 14	F	M
Sale to List Price	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	0.969	0.967	0.968	0.982	0.972	0.974	0.984	0.971	0.974	0.958	1.006	0.989
3 Mo. Roll Avg			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	0.959	0.960	0.968	0.972	0.974	0.976	0.977	0.976	0.976	0.968	0.979	0.984

	A 11	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	N	D	J 14	F	M
New Listings	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	64	49	82	92	117
Inventory	562	580	576	565	555	504	496	469	426	421	418	413	413	418	393	392	375	369	343	301	260	265	251	241	256	260	263	255	243	261	246	208	162	162	170	182
Sales	52	58	67	56	66	57	49	37	49	38	27	47	55	68	73	72	85	52	64	67	68	46	54	53	82	98	92	111	104	77	65	62	66	42	40	49

(000's)	A 11	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	N	D	J 14	F	M
Avg Sale Price	484	396	491	472	494	428	417	457	423	349	358	342	452	411	445	523	431	476	419	357	418	358	376	384	429	420	517	524	504	444	360	446	473	550	405	505
3 Mo. Roll Avg			457	453	486	465	446	434	432	409	377	350	384	402	436	460	467	477	442	417	398	378	384	373	396	411	455	487	515	491	436	417	426	490	476	487

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