MARKET ACTION REPORT

April 2014

MLS Area: Glenview Golf



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

		7		Trending V	Versus*:			
Market Profile & Trends Overview	Month	LM	L ₃ M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$595,000	1		1				
Average List Price of all Current Listings	\$717,809	1		1			-	
April Median Sales Price	\$420,000	+	-	1	1	\$420,000	1	1
April Average Sales Price	\$484,317	-	-	1	*	\$481,137	1	•
Total Properties Currently for Sale (Inventory)	211	1		+			-	
April Number of Properties Sold	63	1		+	-	200	4	
April Average Days on Market (Solds)	42	+	+	1	+	53	1	1
April Month's Supply of Inventory	3.3	+	+	1	+	3.8	+	1
April Sale Price vs List Price Ratio	99.2%	1	1	1	1	97.5%	1	•

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

Property Sales

April Property sales were 63, down -23.2% from 82 in April of 2013 and 14.5% higher than the 55 sales last month. April 2014 sales were at a mid level compared to April of 2013 and 2012. April YTD sales of 200 are running -14.9% behind last year's year-to-date sales of 235.



The Median Sales Price in April was \$420,000, up 9.9% from \$382,000 in April of 2013 and down -11.6% from \$475,000 last month. The Average Sales Price in April was \$484,317, up 13.0% from \$428,515 in April of 2013 and up 0.9% from \$480,173 last month. April 2014 ASP was at highest level compared to April of 2013 and 2012.

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



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Based on information from Midwest Real Estate Data LLC for the period 5/1/2011 through 4/30/2014. 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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Inventory & MSI

The Total Inventory of Properties available for sale as of April was 211, up 8.2% from 195 last month and down -17.6% from 256 in April of last year. April 2014 Inventory was at the lowest level compared to April of 2013 and 2012.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The April 2014 MSI of 3.3 months was at a mid range compared with April of 2013 and 2012.

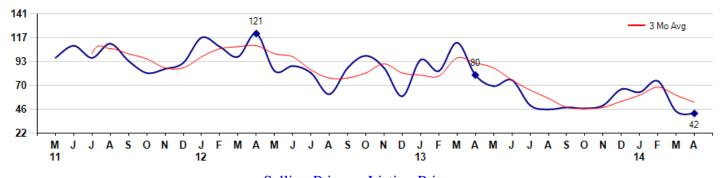
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 April was 42, down -4.5% from 44 days last month and down -47.5% from 80 days in April of last year. The April 2014 DOM was at its lowest level compared with April of 2013 and 2012.

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 April 2014 Selling Price vs List Price of 99.2% was up from 98.4% last month and up from 96.9% in April of last year.



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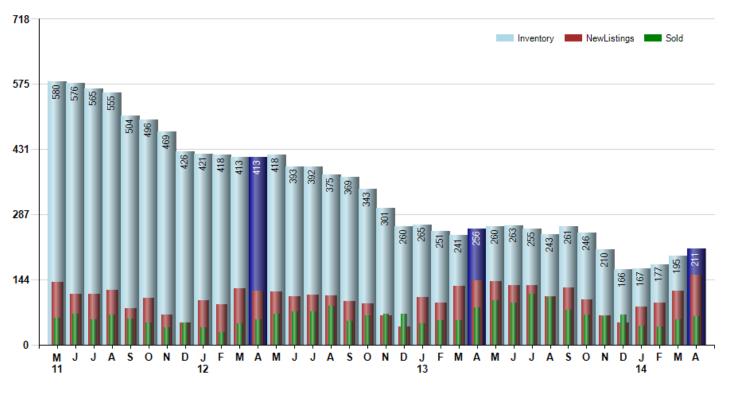
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Inventory / New Listings / Sales

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 April 2014 was 153, up 28.6% from 119 last month and up 8.5% from 141 in April of last year.



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Homes Sold 3 Mo. Roll Avg	M 11 58	J J 67 56	A 66 63	S 57 60	O 49 57	N 37 48	D J 49 45	38 41	F 27 38	M 47 37	A 55 43	M 68 57	J 73 65	J 72 71	A 85 77	S 52 70	O 64 67	N 67 61	D 68 66	J 13 46 60	F 54 56	M 53 51	A 82 63	M 98 78	J 92 91		A 104 102	S 77 97	O 65 82	N 62 68	D , 66 64	J 14 42 57	F 40 49	M 55 66 46 5	A 53 53
MedianSalePrice 3 Mo. Roll Avg	0's) M 11 386 3	J J 93 329 369						315	F 270 285		A 314 273	M 338 296	J 355 336	J 455 383	A 355 388	S 430 413	O 358 381	N 310 366	352	J 13 296 319	F 314 321	M 323 311	A 382 340	M 383 362	J 482 415		A 432 452	S 400 425			427		F 391 415	M 475 42 431 42	
Inventory MSI	M 11 580 5	J J 76 565 9 10	A 555 8	S 504 9	O 496 10	N 469 13	D J 426		F 418 15	M 413 9	A 413 8	M 418 6	J 393 5	J 392 5	A 375 4	S 369 7	0 343 5	N 301 4	D 260 4	J 13 265 6	F 251 5	M 241 5	A 256 3	M 260 3	J 263 3	J 255 2	A 243 2	S 261 3	O 246 4	N 210 3		J 14 167 4	F 177 4	M 195 21 4	$\frac{\overline{\mathbf{A}}}{3}$
Days On Market 3 Mo. Roll Avg	M 11 97 10	J J 09 97 101	A 111 106	S 94 101	O 82 96	N 86 87	D J 92 87	117	F 108 106		A 121 109	M 84 101	J 89 98	J 82 85	A 61 77	S 87 77	O 99 82	N 87 91	D 59 82	J 13 95 80	F 84 79	M 112 97	A 80 92	M 69 87	J 75 75	J 50 65	A 46 57	S 48 48	O 47 47	N 50 48	D . 66 54	J 14 63 60	F 74 68	M 44 4 60 5	A 12 53
Price per Sq Ft 3 Mo. Roll Avg	M 11 170 2							175				M 177 165	J 183 173	J 193 184		S 189 188	O 185 185		185						J 208 193		A 216 209	S 214 211			208			M 226 21 213 21	
Sale to List Price 3 Mo. Roll Avg	M 11 0.924 0.9			S 0.938 0.932			D J 0.914 0 0.933 0).923		M 0.953 0.936			J 0.926 0.931	J 0.957 0.937			O 0.950 0.943		0.942	J 13 0.952 0.949			A 0.969 0.959			J 0.982 0.972			O 0.984 0.977		0.974	J 14 0.958 1 0.968 (M 0.984 0.99	
New Listings Inventory Sales	580 5	J J 12 111 76 565 67 56	A 121 555 66	S 80 504 57	0 103 496 49	N 66 469 37	D J 48 426 49	98			A 119 413 55	M 116 418 68	J 107 393 73	J 109 392 72	A 108 375 85	95 369 52	91 343 64	N 64 301 67	39	J 13 105 265 46	F 93 251 54				263	255		S 126 261 77	O 100 246 65	N 64 210 62	D . 49 166 66	83		M 119 15 195 21 55 6	11
Avg Sale Price 3 Mo. Roll Avg	0's) M 11 396 4	J J 91 472 453	A 494 486	S 428 465	O 417 446	N 457 434		349		M 342 350	A 452 384	M 411 402	J 445 436	J 523 460	A 431 467	S 476 477	O 419 442		418						J 517 455		A 504 515	S 444 491				550		M 480 48 478 45	

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