

MLS Area: Glenview / Golf



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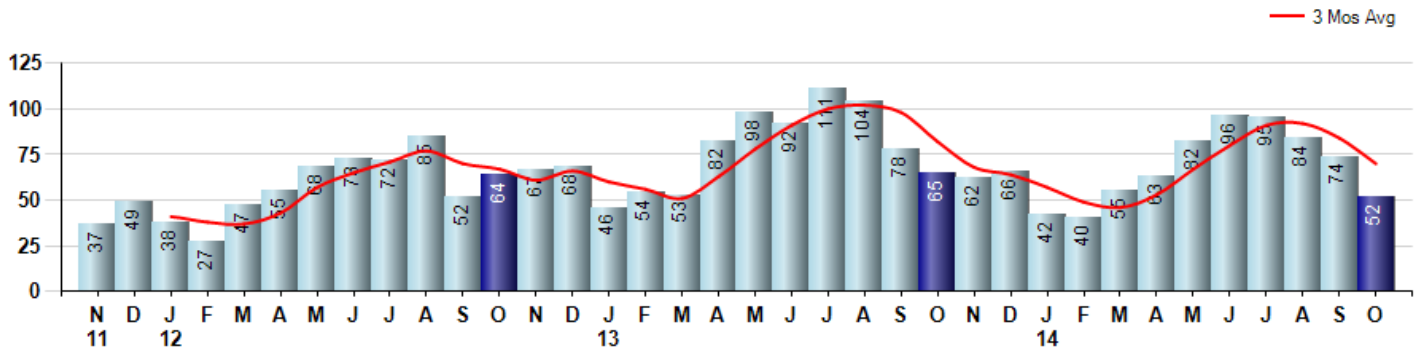
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$592,450	↑		↑				
Average List Price of all Current Listings	\$712,851	↑		↑				
October Median Sales Price	\$445,000	↑	↑	↑	↑	\$430,000	↑	↑
October Average Sales Price	\$516,211	↑	↑	↑	↑	\$500,066	↑	↑
Total Properties Currently for Sale (Inventory)	252	↓		↔				
October Number of Properties Sold	52	↓		↓		683	↓	
October Average Days on Market (Solds)	34	↓	↓	↓	↓	42	↓	↓
October Month's Supply of Inventory	4.8	↑	↑	↑	↑	3.7	↑	↑
October Sale Price vs List Price Ratio	96.3%	↔	↓	↓	↓	97.0%	↑	↑

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

Property Sales

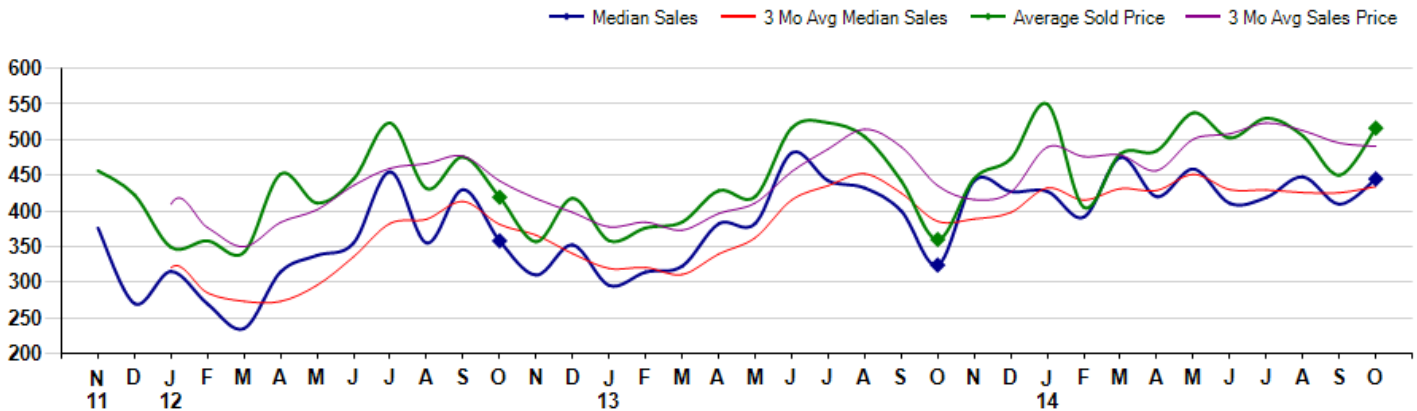
October Property sales were 52, down -20.0% from 65 in October of 2013 and -29.7% lower than the 74 sales last month. October 2014 sales were at their lowest level compared to October of 2013 and 2012. October YTD sales of 683 are running -12.8% behind last year's year-to-date sales of 783.



Prices

The Median Sales Price in October was \$445,000, up 37.3% from \$324,000 in October of 2013 and up 8.7% from \$409,500 last month. The Average Sales Price in October was \$516,211, up 43.4% from \$359,876 in October of 2013 and up 14.6% from \$450,315 last month. October 2014 ASP was at highest level compared to October of 2013 and 2012.

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



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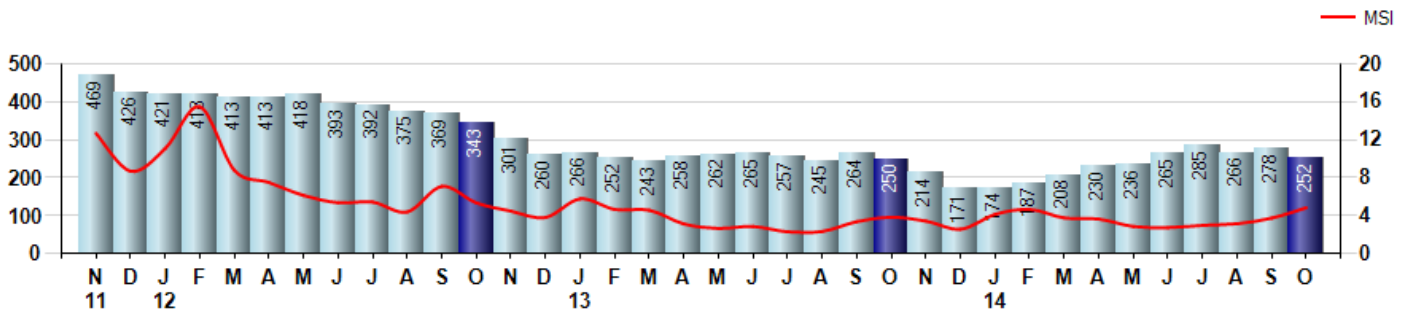
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Inventory & MSI

The Total Inventory of Properties available for sale as of October was 252, down -9.4% from 278 last month and up 0.8% from 250 in October of last year. October 2014 Inventory was at a mid range compared to October of 2013 and 2012.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The October 2014 MSI of 4.8 months was at a mid range compared with October of 2013 and 2012.

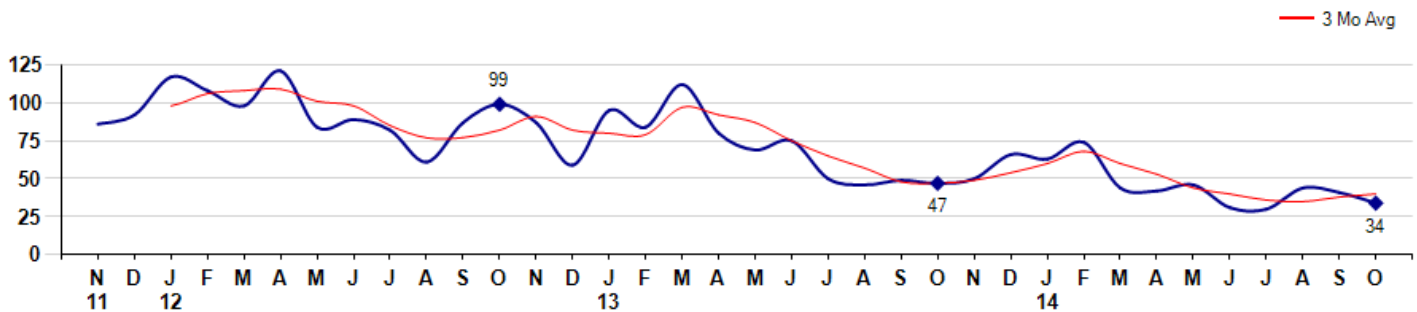
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 October was 34, down -17.1% from 41 days last month and down -27.7% from 47 days in October of last year. The October 2014 DOM was at its lowest level compared with October of 2013 and 2012.

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



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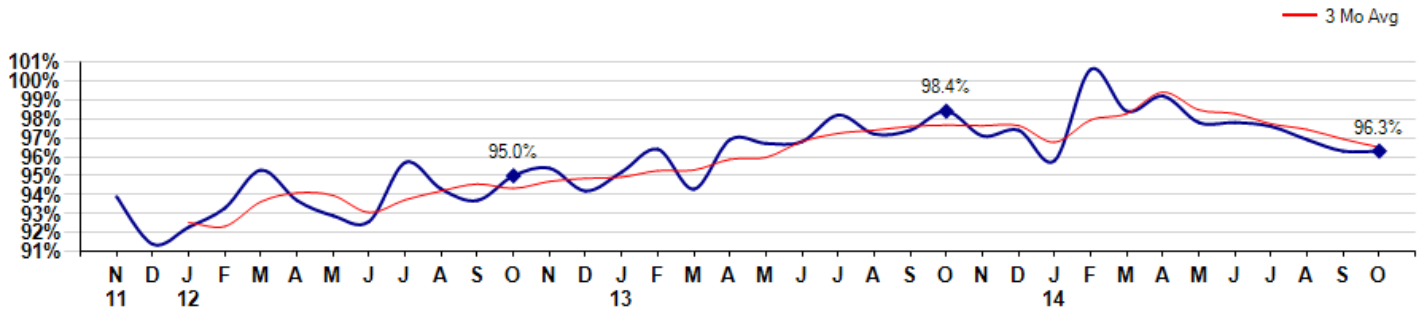


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Selling Price vs Listing Price

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 2014 Selling Price vs List Price of 96.3% was equal to 96.3% last month and down from 98.4% in October of last year.

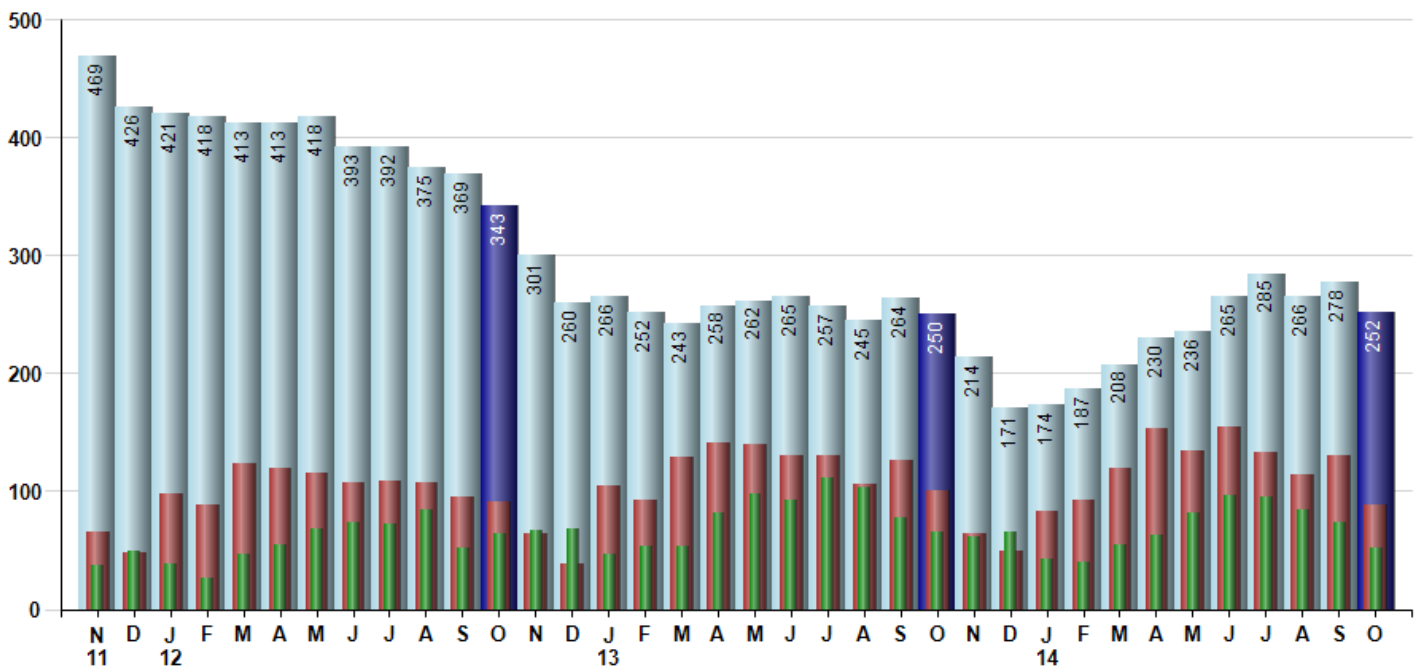
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 2014 was 88, down -32.8% from 131 last month and down -12.0% from 100 in October of last year.

Inventory New Listings Sold



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MARKET ACTION REPORT

October 2014

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	N 11	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	A	M	J	J	A	S	O
Homes Sold	37	49	38	27	47	55	68	73	72	85	52	64	67	68	46	54	53	82	98	92	111	104	78	65	62	66	42	40	55	63	82	96	95	84	74	52
3 Mo. Roll Avg			41	38	37	43	57	65	71	77	70	67	61	66	60	56	51	63	78	91	100	102	98	82	68	64	57	49	46	53	67	80	91	92	84	70

	(000's) N 11	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	A	M	J	J	A	S	O
Median Sale Price	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	475	420	459	411	419	448	410	445
3 Mo. Roll Avg			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	431	429	451	430	429	426	425	434

	N 11	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	A	M	J	J	A	S	O
Inventory	469	426	421	418	413	413	418	393	392	375	369	343	301	260	266	252	243	258	262	265	257	245	264	250	214	171	174	187	208	230	236	265	285	266	278	252
MSI	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	3	4	5	4	4	3	3	3	3	4	5

	N 11	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	A	M	J	J	A	S	O
Days On Market	86	92	117	108	98	121	84	89	82	61	87	99	87	59	95	84	112	80	69	75	50	46	49	47	50	66	63	74	44	42	46	31	30	44	41	34
3 Mo. Roll Avg			98	106	108	109	101	98	85	77	77	82	91	82	80	79	97	92	87	75	65	57	48	47	49	54	60	68	60	53	44	40	36	35	38	40

	N 11	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	A	M	J	J	A	S	O
Price per Sq Ft	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	226	214	230	218	225	227	217	212
3 Mo. Roll Avg			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	218	223	221	224	223	223	219

	N 11	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	A	M	J	J	A	S	O
Sale to List Price	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	0.984	0.992	0.978	0.978	0.976	0.969	0.963	0.963
3 Mo. Roll Avg			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	0.983	0.994	0.985	0.983	0.977	0.974	0.969	0.965

	N 11	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	A	M	J	J	A	S	O
New Listings	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	83	92	119	154	135	155	133	114	131	88
Inventory	469	426	421	418	413	413	418	393	392	375	369	343	301	260	266	252	243	258	262	265	257	245	264	250	214	171	174	187	208	230	236	265	285	266	278	252
Sales	37	49	38	27	47	55	68	73	72	85	52	64	67	68	46	54	53	82	98	92	111	104	78	65	62	66	42	40	55	63	82	96	95	84	74	52

	(000's) N 11	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	A	M	J	J	A	S	O
Avg Sale Price	457	423	349	358	342	452	411	445	523	431	476	419	357	418	358	376	384	429	420	517	524	504	442	360	446	473	550	405	480	484	538	502	530	505	450	516
3 Mo. Roll Avg			409	377	350	384	402	436	460	467	477	442	417	398	378	384	373	396	411	455	487	515	490	435	416	426	490	476	478	457	501	508	523	513	495	491

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