

MLS Area: Glenview / Golf



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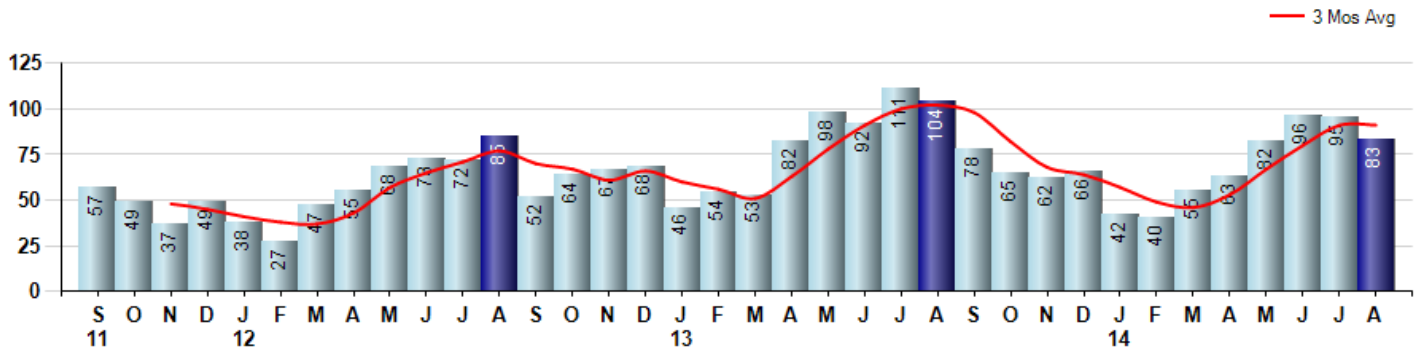
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$569,500	↔		↑				
Average List Price of all Current Listings	\$716,225	↑		↑				
August Median Sales Price	\$449,000	↑	↑	↑	↑	\$430,000	↑	↑
August Average Sales Price	\$509,902	↓	↓	↑	↑	\$505,834	↑	↑
Total Properties Currently for Sale (Inventory)	254	↓		↑				
August Number of Properties Sold	83	↓		↓		556	↓	
August Average Days on Market (Solds)	44	↑	↑	↓	↓	43	↓	
August Month's Supply of Inventory	3.1	↑	↑	↑	↓	3.4	↓	↔
August Sale Price vs List Price Ratio	96.9%	↓	↔	↓	↑	97.2%	↑	↑

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

Property Sales

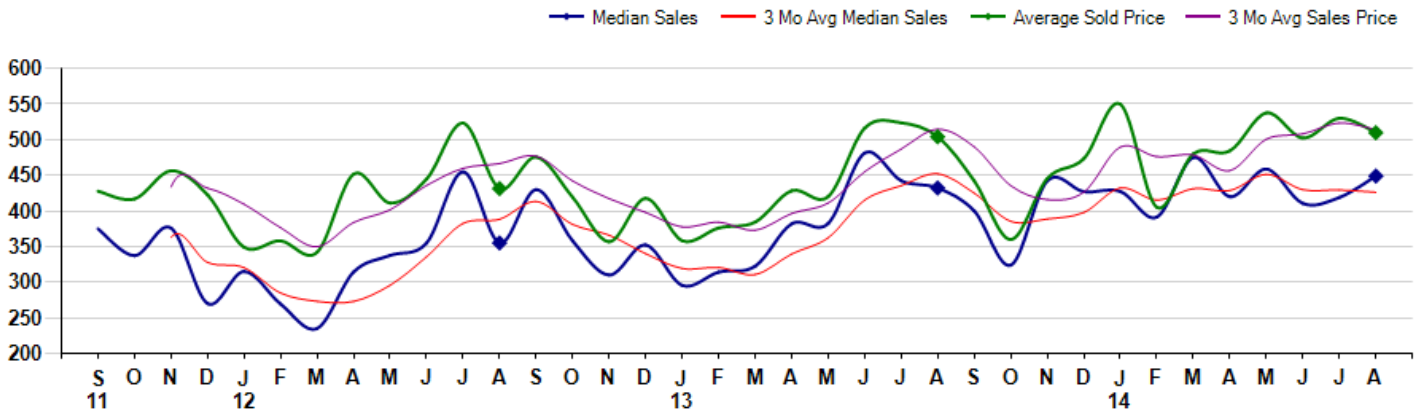
August Property sales were 83, down -20.2% from 104 in August of 2013 and -12.6% lower than the 95 sales last month. August 2014 sales were at their lowest level compared to August of 2013 and 2012. August YTD sales of 556 are running -13.1% behind last year's year-to-date sales of 640.



Prices

The Median Sales Price in August was \$449,000, up 3.9% from \$432,250 in August of 2013 and up 7.2% from \$419,000 last month. The Average Sales Price in August was \$509,902, up 1.1% from \$504,108 in August of 2013 and down -3.8% from \$530,301 last month. August 2014 ASP was at highest level compared to August of 2013 and 2012.

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



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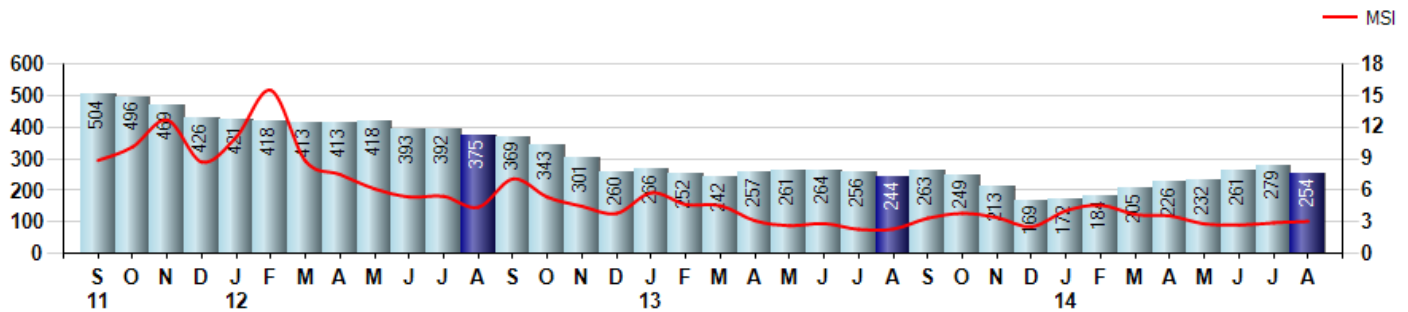
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Inventory & MSI

The Total Inventory of Properties available for sale as of August was 254, down -9.0% from 279 last month and up 4.1% from 244 in August of last year. August 2014 Inventory was at a mid range compared to August of 2013 and 2012.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The August 2014 MSI of 3.1 months was at a mid range compared with August of 2013 and 2012.

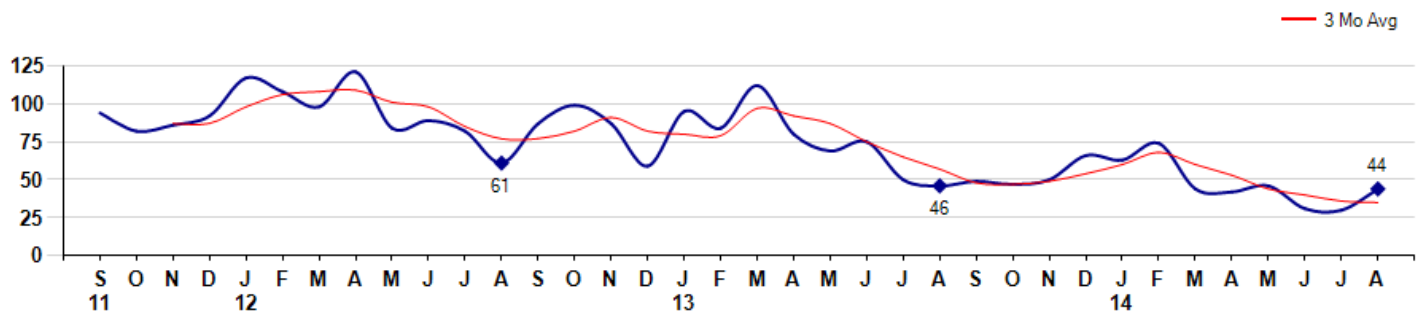
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 August was 44, up 46.7% from 30 days last month and down -4.3% from 46 days in August of last year. The August 2014 DOM was at its lowest level compared with August of 2013 and 2012.

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



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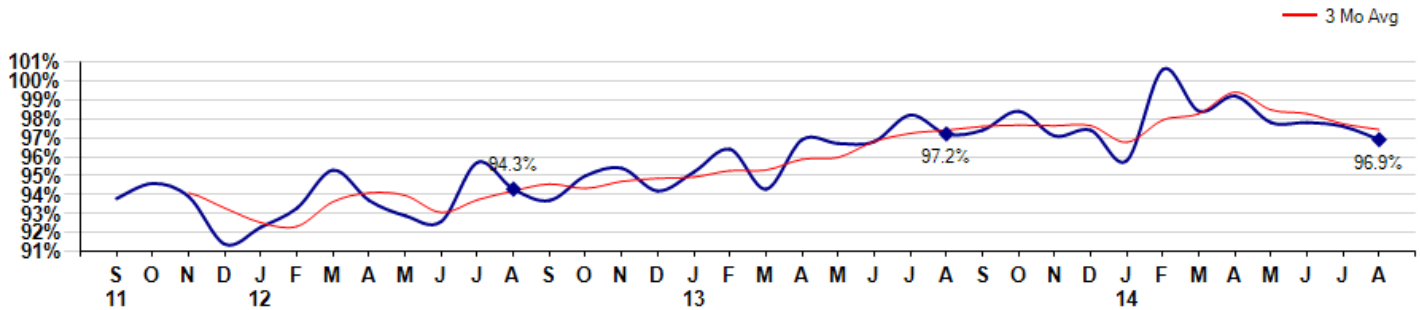


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Selling Price vs Listing Price

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 August 2014 Selling Price vs List Price of 96.9% was down from 97.6% last month and down from 97.2% in August of last year.

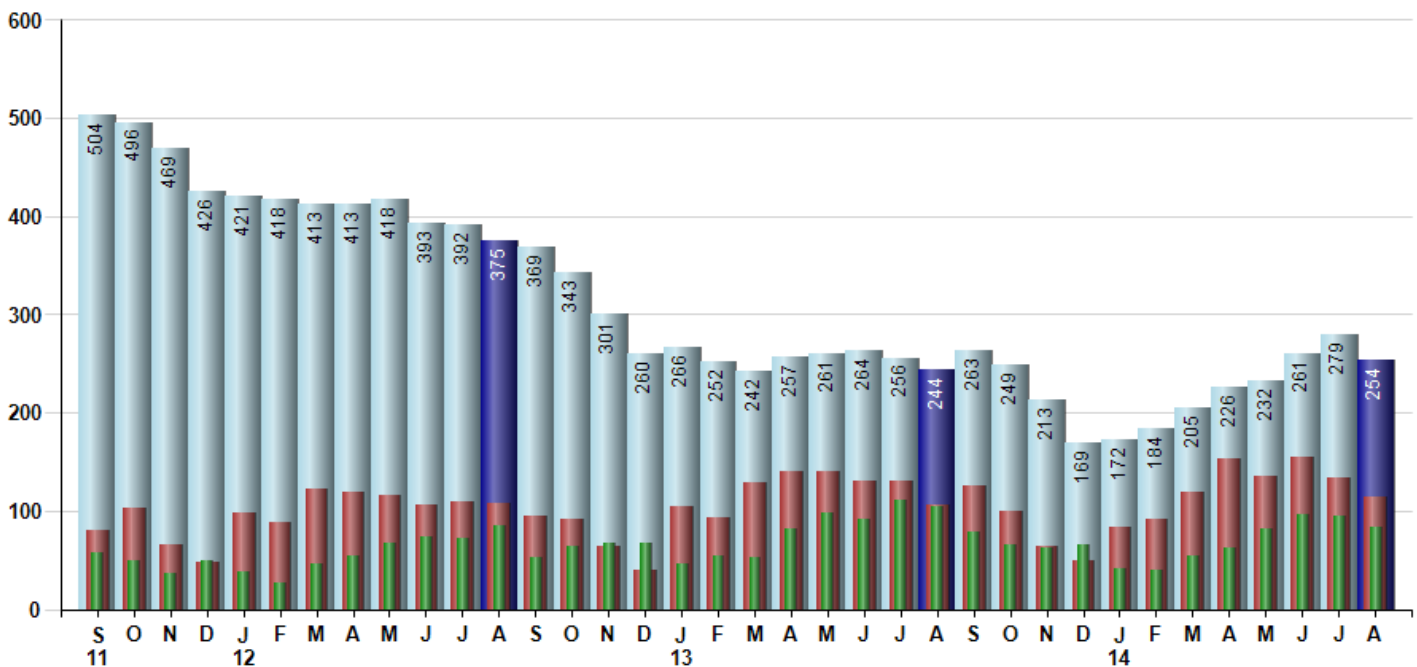
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 August 2014 was 114, down -14.3% from 133 last month and up 7.5% from 106 in August of last year.

Inventory NewListings Sold



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MARKET ACTION REPORT

August 2014

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	S 11	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	A	M	J	J	A
Homes Sold	57	49	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	83
3 Mo. Roll Avg			48	45	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	91

	(000's) S 11	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	A	M	J	J	A
Median Sale Price	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	475	420	459	411	419	449
3 Mo. Roll Avg			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	431	429	451	430	429	426

	S 11	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	A	M	J	J	A
Inventory	504	496	469	426	421	418	413	413	418	393	392	375	369	343	301	260	266	252	242	257	261	264	256	244	263	249	213	169	172	184	205	226	232	261	279	254
MSI	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	3	4	5	4	4	3	3	3	3

	S 11	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	A	M	J	J	A
Days On Market	94	82	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
3 Mo. Roll Avg			87	87	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

	S 11	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	A	M	J	J	A
Price per Sq Ft	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	226	214	230	218	225	230
3 Mo. Roll Avg			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	218	223	221	224	224

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

	S 11	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	A	M	J	J	A
New Listings	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	83	92	119	154	135	155	133	114
Inventory	504	496	469	426	421	418	413	413	418	393	392	375	369	343	301	260	266	252	242	257	261	264	256	244	263	249	213	169	172	184	205	226	232	261	279	254
Sales	57	49	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	83

	(000's) S 11	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	A	M	J	J	A
Avg Sale Price	428	417	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	510
3 Mo. Roll Avg			434	432	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	514

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