

## MLS Area: Glenview / Golf



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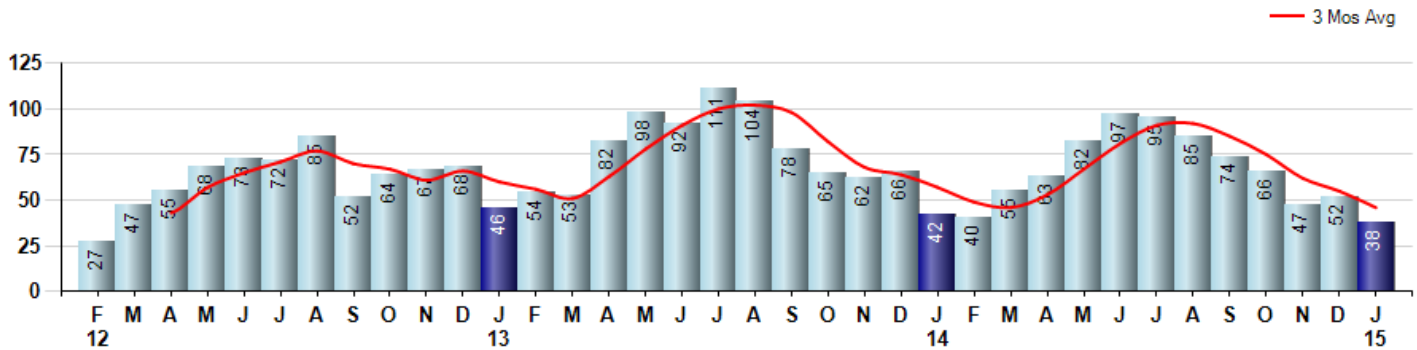
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$593,250	↑		↑				
Average List Price of all Current Listings	\$704,982	↑		↑				
January Median Sales Price	\$346,500	↑	↓	↓	↓	\$346,500	↓	↓
January Average Sales Price	\$517,119	↑	↑	↓	↑	\$517,119	↓	↑
Total Properties Currently for Sale (Inventory)	192	↓		↑				
January Number of Properties Sold	38	↓		↓		38	↔	
January Average Days on Market (Solds)	72	↑	↑	↑	↑	72	↑	↑
January Month's Supply of Inventory	5.1	↑	↑	↑	↑	5.1	↑	↑
January Sale Price vs List Price Ratio	94.6%	↓	↓	↓	↓	94.3%	↓	↓

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

### Property Sales

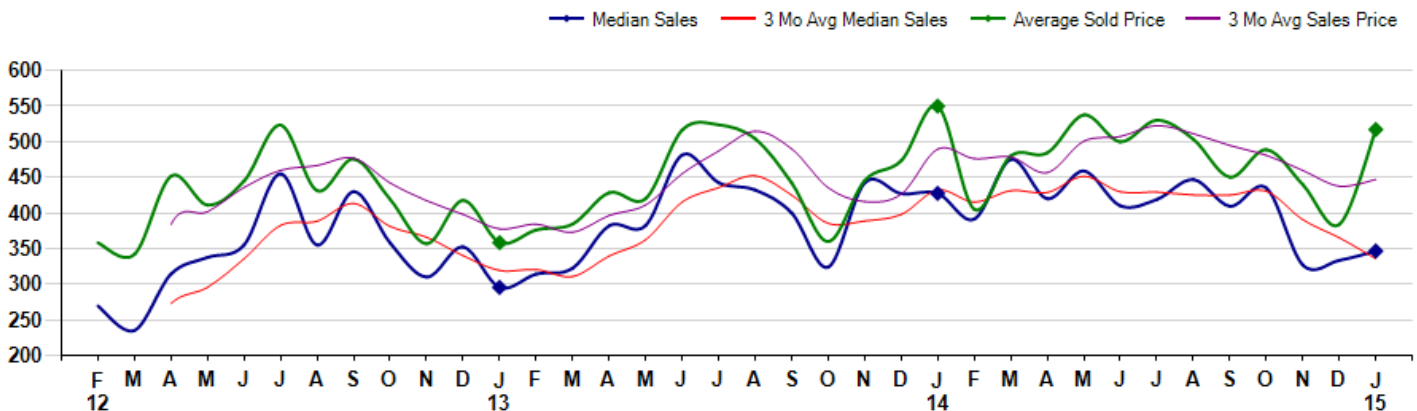
January Property sales were 38, down -9.5% from 42 in January of 2014 and -26.9% lower than the 52 sales last month. January 2015 sales were at their lowest level compared to January of 2014 and 2013. January YTD sales of 38 are running -9.5% behind last year's year-to-date sales of 42.



### Prices

The Median Sales Price in January was \$346,500, down -18.9% from \$427,500 in January of 2014 and up 3.9% from \$333,500 last month. The Average Sales Price in January was \$517,119, down -6.0% from \$549,932 in January of 2014 and up 34.6% from \$384,052 last month. January 2015 ASP was at a mid range compared to January of 2014 and 2013.

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



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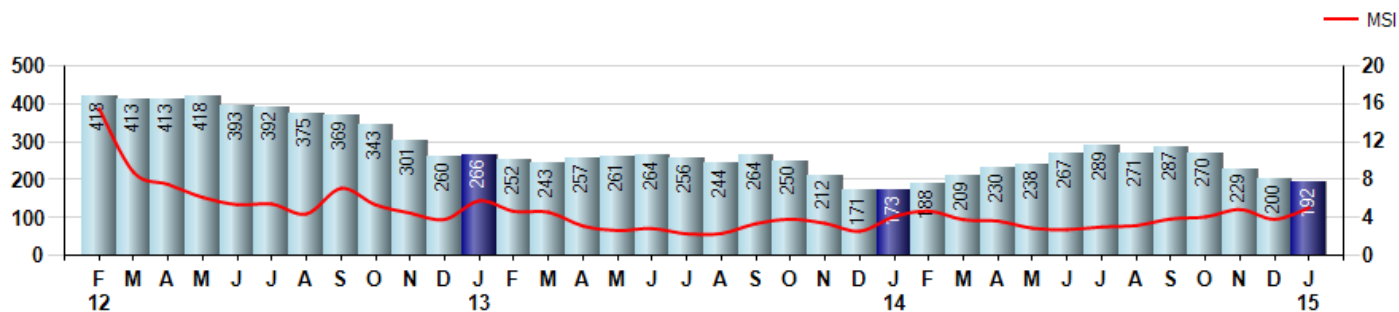
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### Inventory & MSI

The Total Inventory of Properties available for sale as of January was 192, down -4.0% from 200 last month and up 11.0% from 173 in January of last year. January 2015 Inventory was at a mid range compared to January of 2014 and 2013.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2015 MSI of 5.1 months was at a mid range compared with January of 2014 and 2013.

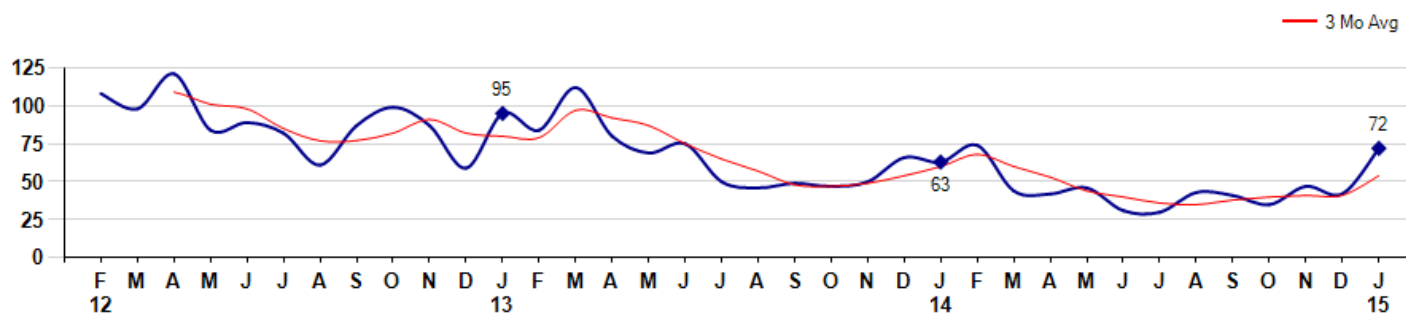
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 January was 72, up 71.4% from 42 days last month and up 14.3% from 63 days in January of last year. The January 2015 DOM was at a mid range compared with January of 2014 and 2013.

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



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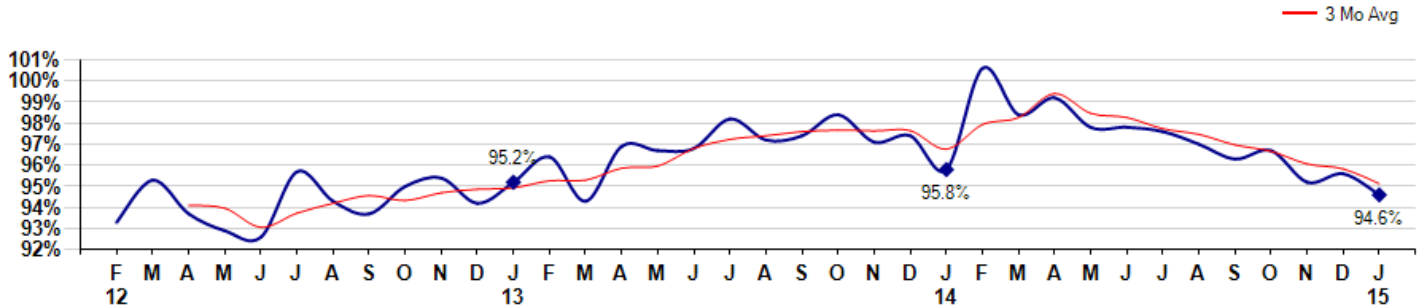


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### Selling Price vs Listing Price

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 January 2015 Selling Price vs List Price of 94.6% was down from 95.6% last month and down from 95.8% in January of last year.

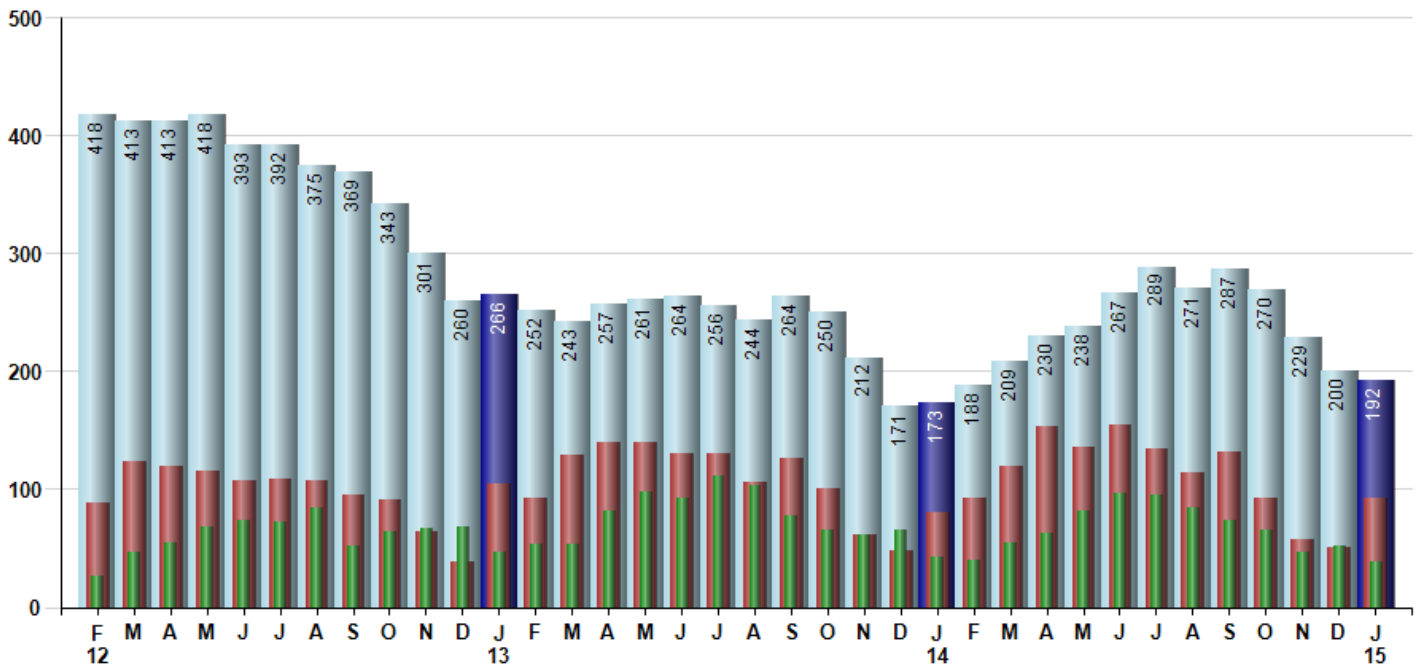
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 January 2015 was 93, up 82.4% from 51 last month and up 16.3% from 80 in January of last year.

Inventory    New Listings    Sold



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# MARKET ACTION REPORT

January 2015

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	F 12	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	N	D	J 15
Homes Sold	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	97	95	85	74	66	47	52	38
3 Mo. Roll Avg			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	81	91	92	85	75	62	55	46

	(000's) F 12	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	N	D	J 15
Median Sale Price	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	410	419	447	410	435	327	334	347
3 Mo. Roll Avg			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	425	425	430	391	365	336

	F 12	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	N	D	J 15
Inventory	418	413	413	418	393	392	375	369	343	301	260	266	252	243	257	261	264	256	244	264	250	212	171	173	188	209	230	238	267	289	271	287	270	229	200	192
MSI	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	4	5	4	5

	F 12	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	N	D	J 15
Days On Market	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	43	41	35	47	42	72
3 Mo. Roll Avg			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	41	41	54

	F 12	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	N	D	J 15
Price per Sq Ft	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	216	225	226	217	220	204	186	191
3 Mo. Roll Avg			156	165	173	184	186	188	185	185	184	175	171	181	180	193	197	209	211	204	200	198	204	207	213	218	223	220	224	222	223	221	214	203	194	

	F 12	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	N	D	J 15
Sale to List Price	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	0.970	0.963	0.967	0.952	0.956	0.946
3 Mo. Roll Avg			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	0.975	0.970	0.967	0.961	0.958	0.951

	F 12	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	N	D	J 15
New Listings	88	123	119	116	107	109	108	95	91	64	39	105	93	129	140	140	130	130	106	126	100	62	48	80	92	119	154	136	155	134	114	132	93	57	51	93
Inventory	418	413	413	418	393	392	375	369	343	301	260	266	252	243	257	261	264	256	244	264	250	212	171	173	188	209	230	238	267	289	271	287	270	229	200	192
Sales	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	97	95	85	74	66	47	52	38

	(000's) F 12	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	N	D	J 15
Avg Sale Price	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	500	530	503	450	489	440	384	517
3 Mo. Roll Avg			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	507	523	511	495	481	460	438	447

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