

## MLS Area: Glenview / Golf



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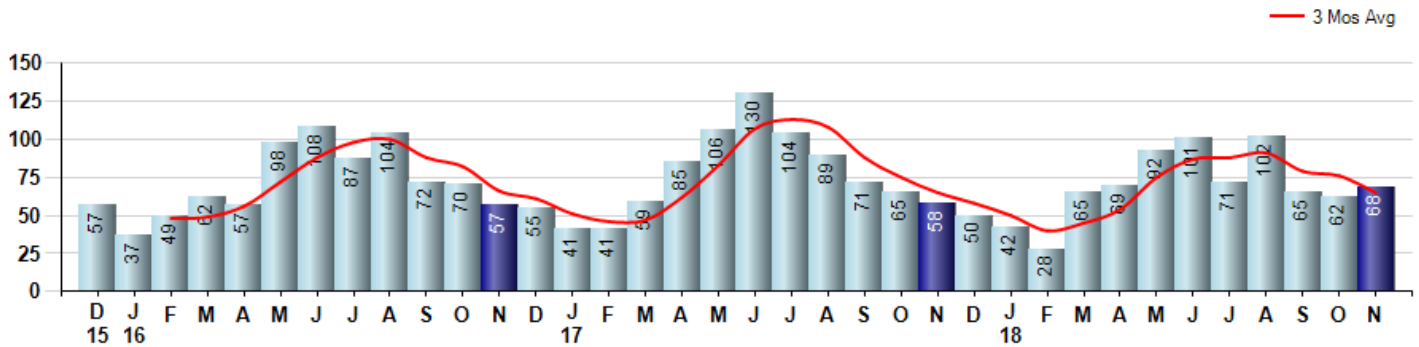
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$549,500	↔		↓				
Average List Price of all Current Listings	\$728,430	↑		↑				
November Median Sales Price	\$430,500	↓	↓	↓	↓	\$450,000	↑	↑
November Average Sales Price	\$541,076	↑	↑	↓	↑	\$531,815	↑	↑
Total Properties Currently for Sale (Inventory)	312	↓		↑				
November Number of Properties Sold	68	↑		↑		765	↓	
November Average Days on Market (Solds)	48	↑	↑	↑	↓	48	↓	↓
November Month's Supply of Inventory	4.6	↓	↓	↓	↓	5.5	↑	↑
November Sale Price vs List Price Ratio	93.1%	↓	↓	↓	↓	94.4%	↓	↓

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

### Property Sales

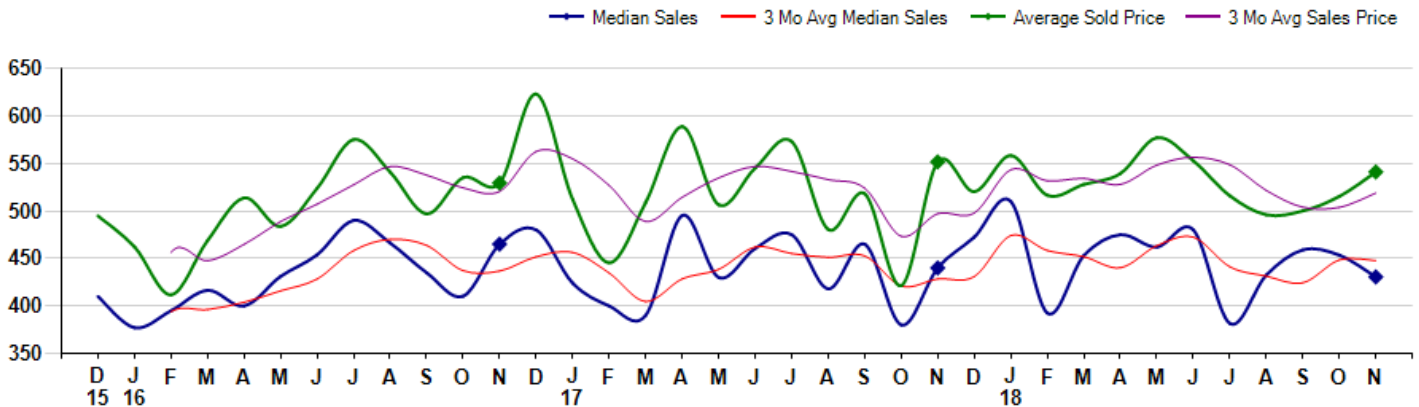
November Property sales were 68, up 17.2% from 58 in November of 2017 and 9.7% higher than the 62 sales last month. November 2018 sales were at their highest level compared to November of 2017 and 2016. November YTD sales of 765 are running -9.9% behind last year's year-to-date sales of 849.



### Prices

The Median Sales Price in November was \$430,500, down -2.2% from \$440,000 in November of 2017 and down -5.1% from \$453,500 last month. The Average Sales Price in November was \$541,076, down -1.9% from \$551,685 in November of 2017 and up 5.0% from \$515,327 last month. November 2018 ASP was at a mid range compared to November of 2017 and 2016.

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



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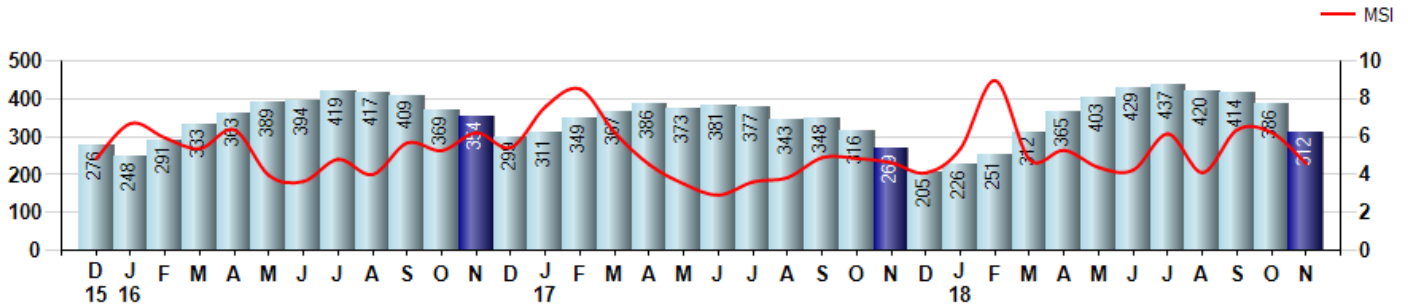
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### Inventory & MSI

The Total Inventory of Properties available for sale as of November was 312, down -19.2% from 386 last month and up 16.0% from 269 in November of last year. November 2018 Inventory was at a mid range compared to November of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The November 2018 MSI of 4.6 months was at its lowest level compared with November of 2017 and 2016.

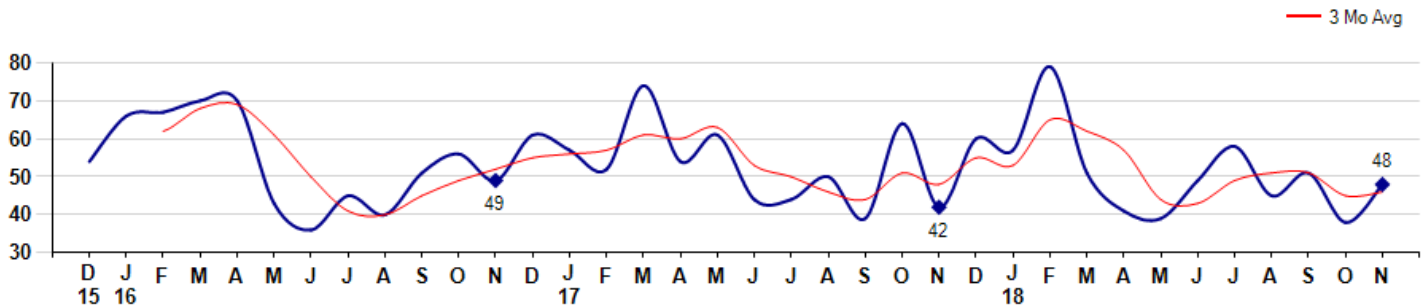
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 November was 48, up 26.3% from 38 days last month and up 14.3% from 42 days in November of last year. The November 2018 DOM was at a mid range compared with November of 2017 and 2016.

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



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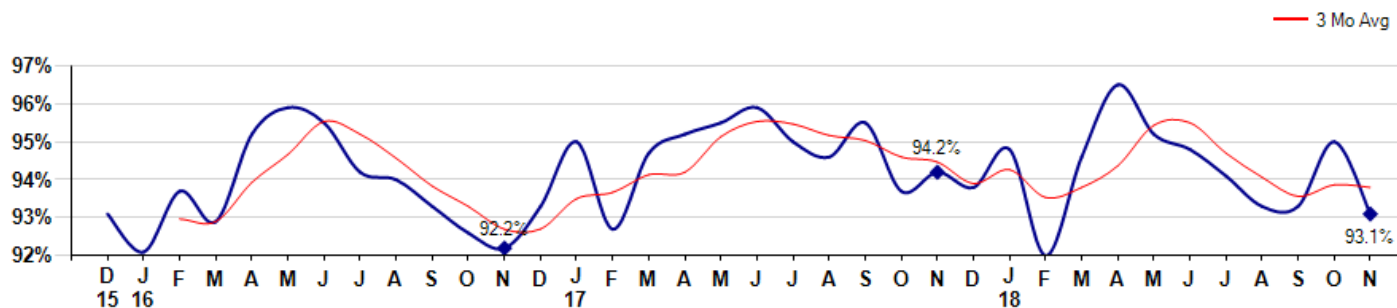


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### Selling Price vs Listing Price

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 November 2018 Selling Price vs List Price of 93.1% was down from 95.0% last month and down from 94.2% in November of last year.

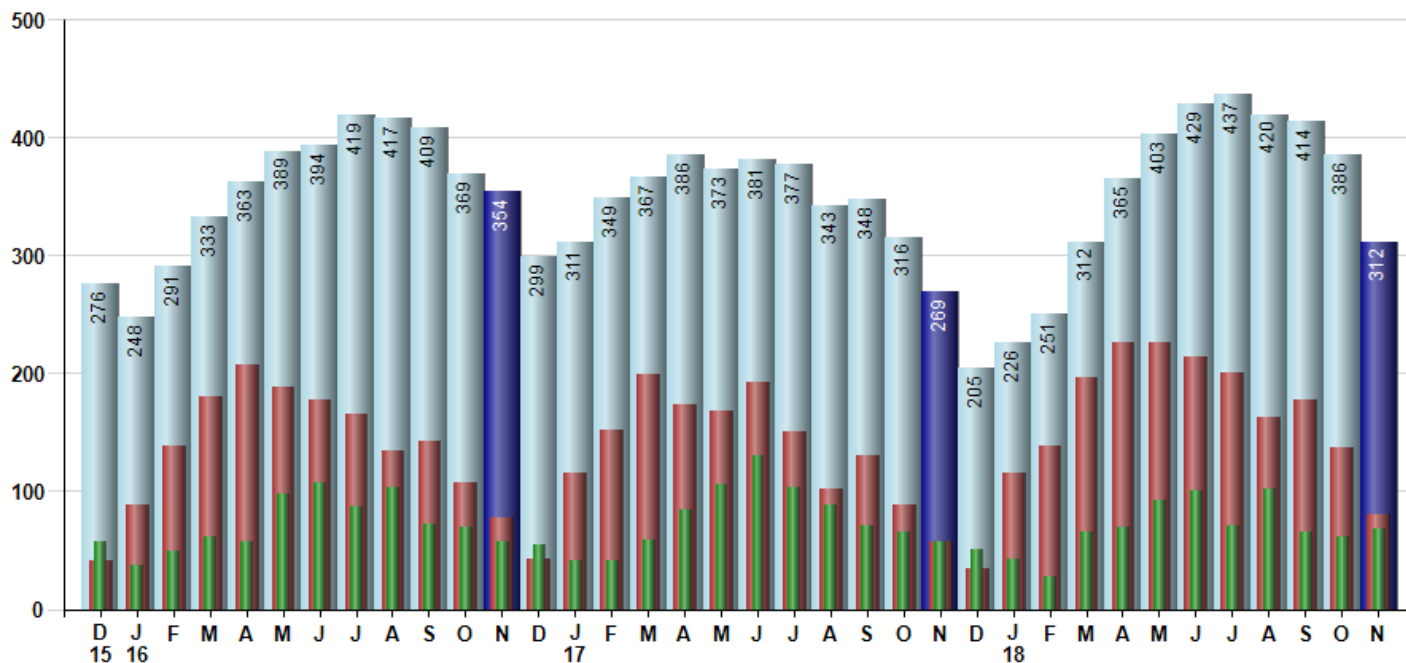
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 November 2018 was 81, down -40.9% from 137 last month and up 42.1% from 57 in November of last year.

Inventory NewListings Sold



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# MARKET ACTION REPORT

November 2018

MLS Area: *Glenview / Golf*



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	D 15	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J	A	S	O	N
Homes Sold	57	37	49	62	57	98	108	87	104	72	70	57	55	41	41	59	85	106	130	104	89	71	65	58	50	42	28	65	69	92	101	71	102	65	62	68
3 Mo. Roll Avg			48	49	56	72	88	98	100	88	82	66	61	51	46	47	62	83	107	113	108	88	75	65	58	50	40	45	54	75	87	88	91	79	76	65

	(000's) D 15	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J	A	S	O	N
Median Sale Price	410	377	395	417	400	431	454	490	466	435	410	465	480	424	400	390	495	430	461	475	418	465	380	440	473	510	393	453	475	462	480	382	433	459	454	431
3 Mo. Roll Avg			394	396	404	416	428	458	470	464	437	437	452	456	435	405	428	438	462	455	451	453	421	428	431	474	458	452	440	463	472	441	431	424	448	448

	D 15	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J	A	S	O	N
Inventory	276	248	291	333	363	389	394	419	417	409	369	354	299	311	349	367	386	373	381	377	343	348	316	269	205	226	251	312	365	403	429	437	420	414	386	312
MSI	5	7	6	5	6	4	4	5	4	6	5	6	5	8	9	6	5	4	3	4	4	5	5	5	4	5	9	5	5	4	4	6	4	6	6	5

	D 15	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J	A	S	O	N
Days On Market	54	66	67	70	70	43	36	45	40	51	56	49	61	57	52	74	54	61	44	44	50	39	64	42	60	57	79	51	41	39	49	58	45	51	38	48
3 Mo. Roll Avg			62	68	69	61	50	41	40	45	49	52	55	56	57	61	60	63	53	50	46	44	51	48	55	53	65	62	57	44	43	49	51	51	45	46

	D 15	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J	A	S	O	N
Price per Sq Ft	227	193	204	219	239	230	233	240	237	213	215	219	236	220	200	231	248	221	236	248	224	238	222	238	227	242	227	236	249	230	241	222	222	212	218	229
3 Mo. Roll Avg			208	205	221	229	234	234	237	230	222	216	223	225	219	217	226	233	235	235	236	237	228	233	229	236	232	235	237	238	240	231	228	219	217	220

	D 15	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J	A	S	O	N
Sale to List Price	0.931	0.921	0.937	0.929	0.952	0.959	0.955	0.942	0.940	0.933	0.926	0.922	0.933	0.950	0.927	0.947	0.952	0.955	0.959	0.950	0.946	0.955	0.937	0.942	0.938	0.948	0.920	0.946	0.965	0.952	0.948	0.941	0.933	0.933	0.950	0.931
3 Mo. Roll Avg			0.930	0.929	0.939	0.947	0.955	0.952	0.946	0.938	0.933	0.927	0.927	0.935	0.937	0.941	0.942	0.951	0.955	0.955	0.952	0.950	0.946	0.945	0.939	0.943	0.935	0.938	0.944	0.954	0.955	0.947	0.941	0.936	0.939	0.938

	D 15	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J	A	S	O	N
New Listings	41	89	138	180	207	188	178	165	135	142	108	78	42	116	152	199	174	168	192	151	102	130	89	57	34	115	139	197	226	226	214	200	163	178	137	81
Inventory	276	248	291	333	363	389	394	419	417	409	369	354	299	311	349	367	386	373	381	377	343	348	316	269	205	226	251	312	365	403	429	437	420	414	386	312
Sales	57	37	49	62	57	98	108	87	104	72	70	57	55	41	41	59	85	106	130	104	89	71	65	58	50	42	28	65	69	92	101	71	102	65	62	68

	(000's) D 15	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J	A	S	O	N
Avg Sale Price	495	462	412	469	514	484	524	575	541	497	535	529	623	512	445	509	589	506	545	573	481	518	421	552	520	558	517	528	539	577	553	516	496	500	515	541
3 Mo. Roll Avg			456	448	465	489	507	528	547	538	524	521	563	555	527	489	514	535	547	542	533	524	473	497	498	543	532	534	528	548	556	549	522	504	504	519

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