

## MLS Area: Glenview / Golf



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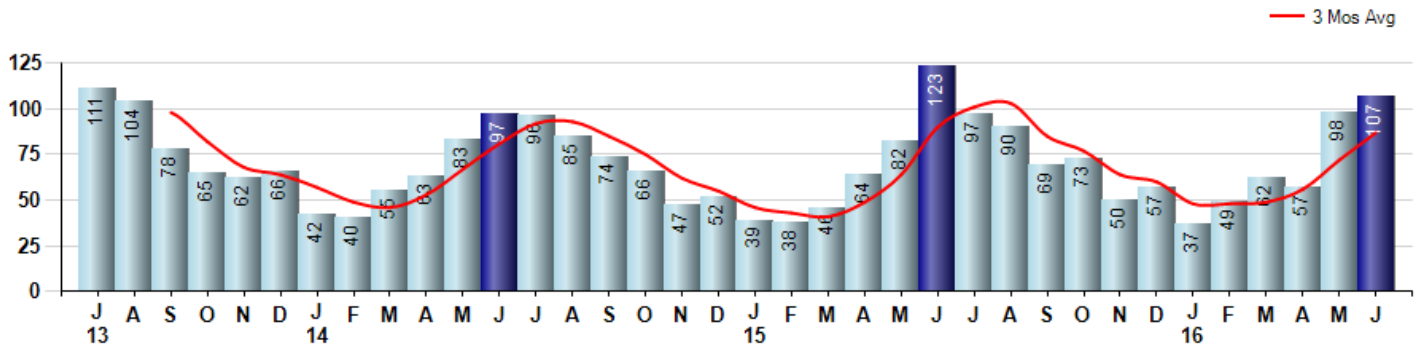
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$659,000	↑		↑				
Average List Price of all Current Listings	\$781,339	↑		↑				
June Median Sales Price	\$457,500	↑	↑	↓	↑	\$425,000	↔	↓
June Average Sales Price	\$527,501	↑	↑	↓	↑	\$486,538	↓	↓
Total Properties Currently for Sale (Inventory)	368	↓		↓				
June Number of Properties Sold	107	↑		↓		410	↑	
June Average Days on Market (Solds)	35	↓	↓	↓	↓	54	↑	↑
June Month's Supply of Inventory	3.4	↓	↓	↑	↓	5.2	↑	↑
June Sale Price vs List Price Ratio	96.8%	↓	↑	↔	↑	96.2%	↓	↔

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

### Property Sales

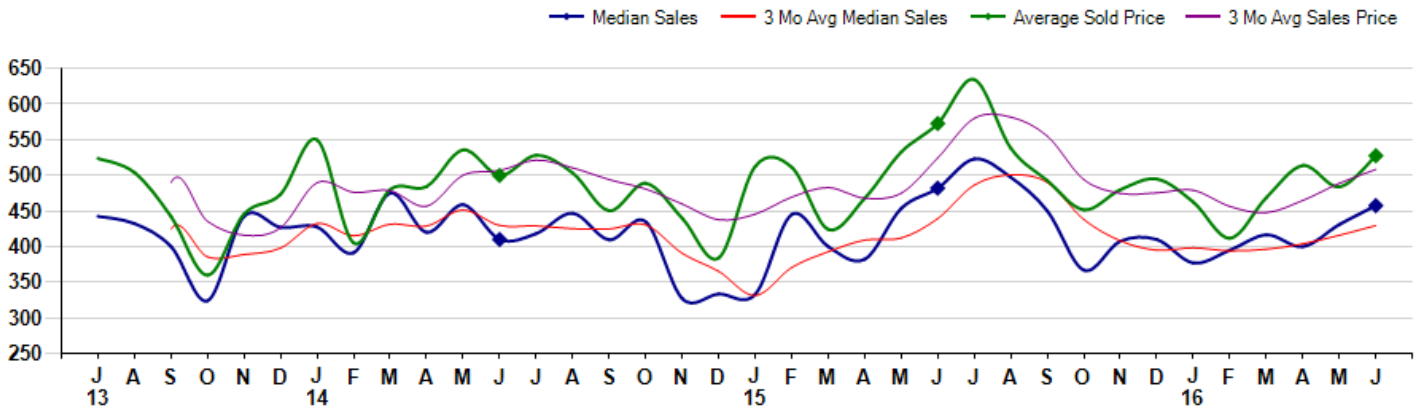
June Property sales were 107, down -13.0% from 123 in June of 2015 and 9.2% higher than the 98 sales last month. June 2016 sales were at a mid level compared to June of 2015 and 2014. June YTD sales of 410 are running 4.6% ahead of last year's year-to-date sales of 392.



### Prices

The Median Sales Price in June was \$457,500, down -5.1% from \$482,000 in June of 2015 and up 6.1% from \$431,000 last month. The Average Sales Price in June was \$527,501, down -7.9% from \$572,631 in June of 2015 and up 9.0% from \$483,737 last month. June 2016 ASP was at a mid range compared to June of 2015 and 2014.

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



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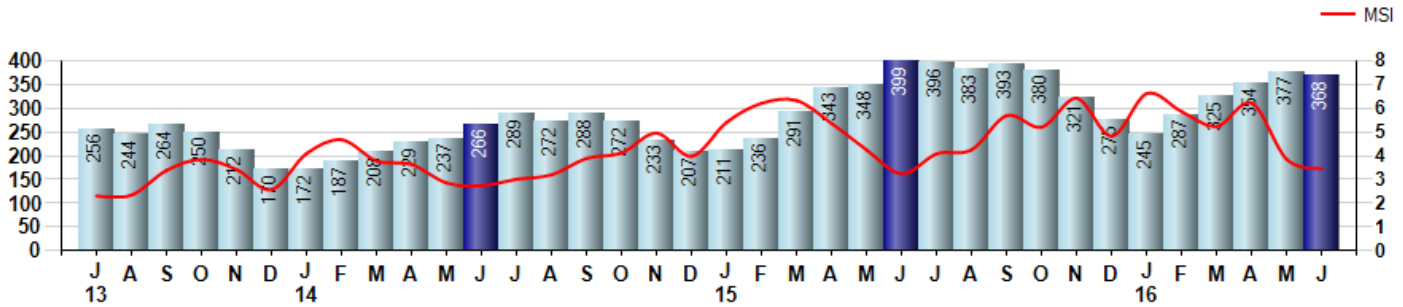
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### Inventory & MSI

The Total Inventory of Properties available for sale as of June was 368, down -2.4% from 377 last month and down -7.8% from 399 in June of last year. June 2016 Inventory was at a mid range compared to June of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The June 2016 MSI of 3.4 months was at its highest level compared with June of 2015 and 2014.

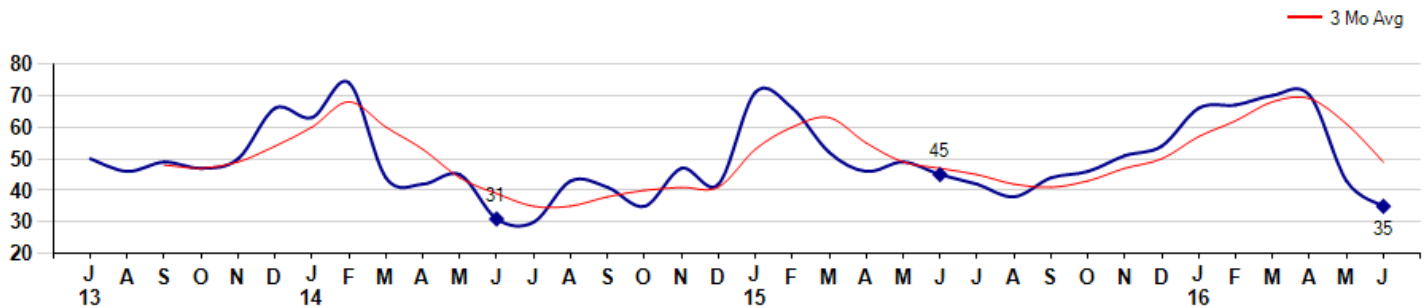
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 June was 35, down -18.6% from 43 days last month and down -22.2% from 45 days in June of last year. The June 2016 DOM was at a mid range compared with June of 2015 and 2014.

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



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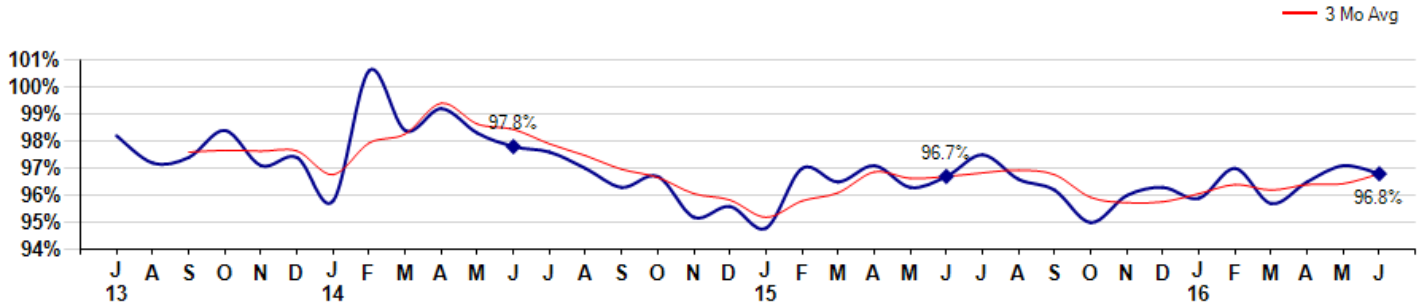


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### Selling Price vs Listing Price

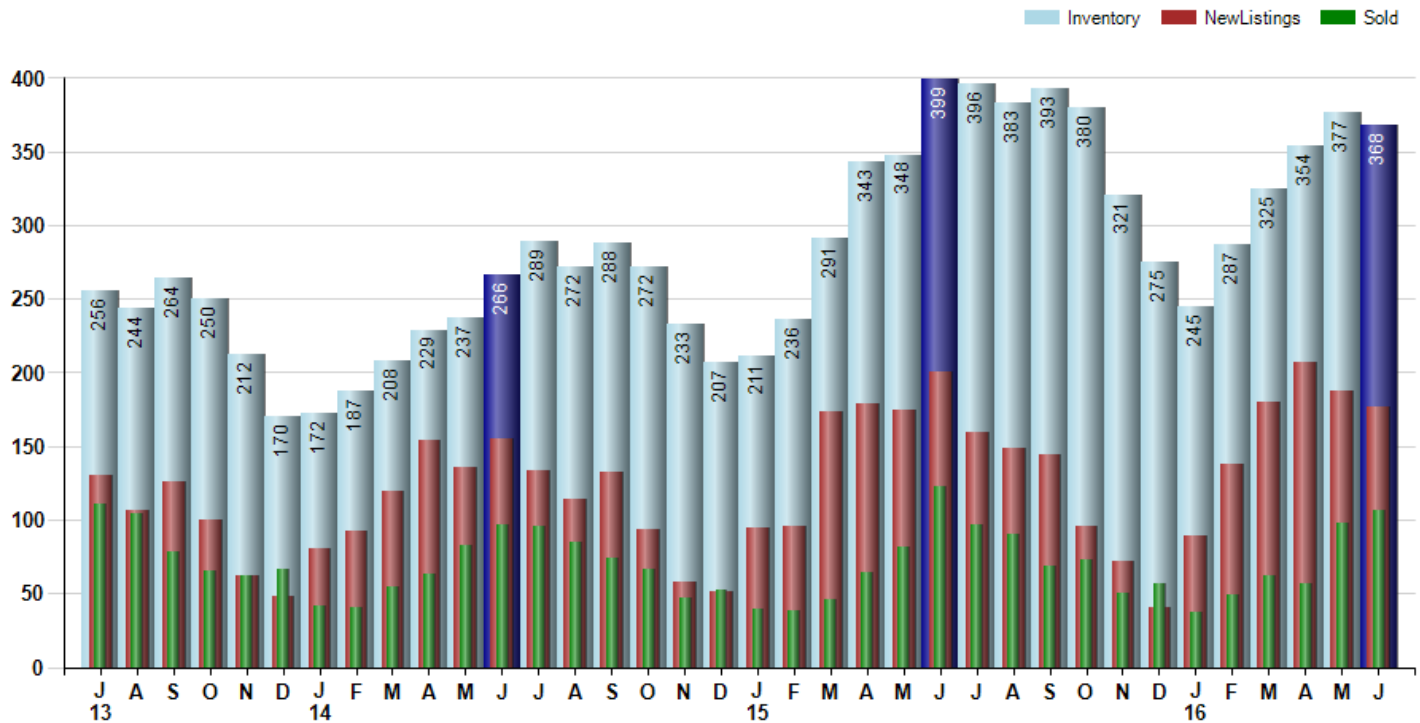
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The June 2016 Selling Price vs List Price of 96.8% was down from 97.1% last month and up from 96.7% in June 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 June 2016 was 177, down -5.9% from 188 last month and down -11.5% from 200 in June of last year.



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# MARKET ACTION REPORT

June 2016

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	J 13	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J
Homes Sold	111	104	78	65	62	66	42	40	55	63	83	97	96	85	74	66	47	52	39	38	46	64	82	123	97	90	69	73	50	57	37	49	62	57	98	107
3 Mo. Roll Avg			98	82	68	64	57	49	46	53	67	81	92	93	85	75	62	55	46	43	41	49	64	90	101	103	85	77	64	60	48	48	49	56	72	87

	(000's) J 13	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J
Median Sale Price	443	432	400	324	442	427	428	391	475	420	459	410	418	447	410	435	327	334	333	445	400	382	454	482	523	497	450	367	408	410	377	395	417	400	431	458
3 Mo. Roll Avg			425	385	389	398	432	415	431	429	451	430	429	425	425	430	391	365	331	371	393	409	412	439	486	501	490	438	408	395	398	394	396	404	416	430

	J 13	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J
Inventory	256	244	264	250	212	170	172	187	208	229	237	266	289	272	288	272	233	207	211	236	291	343	348	399	396	383	393	380	321	275	245	287	325	354	377	368
MSI	2	2	3	4	3	3	4	5	4	4	3	3	3	3	4	4	5	4	5	6	6	5	4	3	4	4	6	5	6	5	7	6	5	6	4	3

	J 13	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J
Days On Market	50	46	49	47	50	66	63	74	44	42	45	31	30	43	41	35	47	42	71	66	52	46	49	45	42	38	44	46	51	54	66	67	70	70	43	35
3 Mo. Roll Avg			48	47	49	54	60	68	60	53	44	39	35	35	38	40	41	41	53	60	63	55	49	47	45	42	41	43	47	50	57	62	68	69	61	49

	J 13	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J
Price per Sq Ft	204	216	214	182	204	208	200	213	226	214	227	216	225	226	217	220	204	186	190	214	187	209	213	237	226	233	211	210	191	227	193	204	219	239	230	235
3 Mo. Roll Avg			211	204	200	198	204	207	213	218	222	219	223	222	223	221	214	203	193	197	197	203	203	220	225	232	223	218	204	209	204	208	205	221	229	235

	J 13	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J
Sale to List Price	0.982	0.972	0.974	0.984	0.971	0.974	0.958	1.006	0.984	0.992	0.983	0.978	0.976	0.970	0.963	0.967	0.952	0.956	0.948	0.970	0.965	0.971	0.963	0.967	0.975	0.966	0.962	0.950	0.960	0.963	0.959	0.970	0.957	0.965	0.971	0.968
3 Mo. Roll Avg			0.976	0.977	0.976	0.976	0.968	0.979	0.983	0.994	0.986	0.984	0.979	0.975	0.970	0.967	0.961	0.958	0.952	0.958	0.961	0.969	0.966	0.967	0.968	0.969	0.968	0.959	0.957	0.958	0.961	0.964	0.962	0.964	0.964	0.968

	J 13	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J
New Listings	130	106	126	100	62	48	81	92	119	154	136	155	134	114	132	93	58	51	95	96	174	179	175	200	159	149	144	96	72	41	89	138	180	207	188	177
Inventory	256	244	264	250	212	170	172	187	208	229	237	266	289	272	288	272	233	207	211	236	291	343	348	399	396	383	393	380	321	275	245	287	325	354	377	368
Sales	111	104	78	65	62	66	42	40	55	63	83	97	96	85	74	66	47	52	39	38	46	64	82	123	97	90	69	73	50	57	37	49	62	57	98	107

	(000's) J 13	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J
Avg Sale Price	524	504	442	360	446	473	550	405	480	484	536	500	528	503	450	489	440	384	513	511	424	468	533	573	635	538	493	452	480	495	462	412	469	514	484	528
3 Mo. Roll Avg			490	435	416	426	490	476	478	457	500	507	521	510	494	481	460	438	445	469	483	468	475	524	580	582	555	494	475	475	479	456	448	465	489	508

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