

MLS Area: Glenview / Golf



ART WILSON

Broker, Realtor

847-363-1599

www.NorthShoreHomesOnline.com

Art.Wilson@cbexchange.com



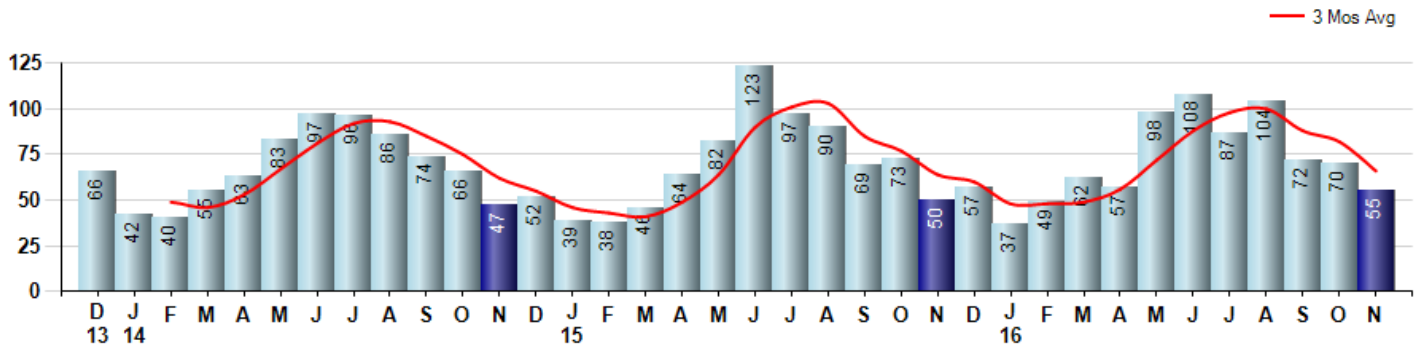
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$549,700	↓		↑				
Average List Price of all Current Listings	\$722,400	↓		↑				
November Median Sales Price	\$420,000	↑	↓	↑	↓	\$435,000	↓	↔
November Average Sales Price	\$519,807	↓	↓	↑	↔	\$510,315	↓	↓
Total Properties Currently for Sale (Inventory)	326	↓		↑				
November Number of Properties Sold	55	↓		↑		799	↑	
November Average Days on Market (Solds)	50	↓	↑	↓	↑	51	↑	↑
November Month's Supply of Inventory	5.9	↑	↑	↓	↑	5.2	↔	↑
November Sale Price vs List Price Ratio	94.5%	↔	↓	↓	↓	95.6%	↓	↓

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

Property Sales

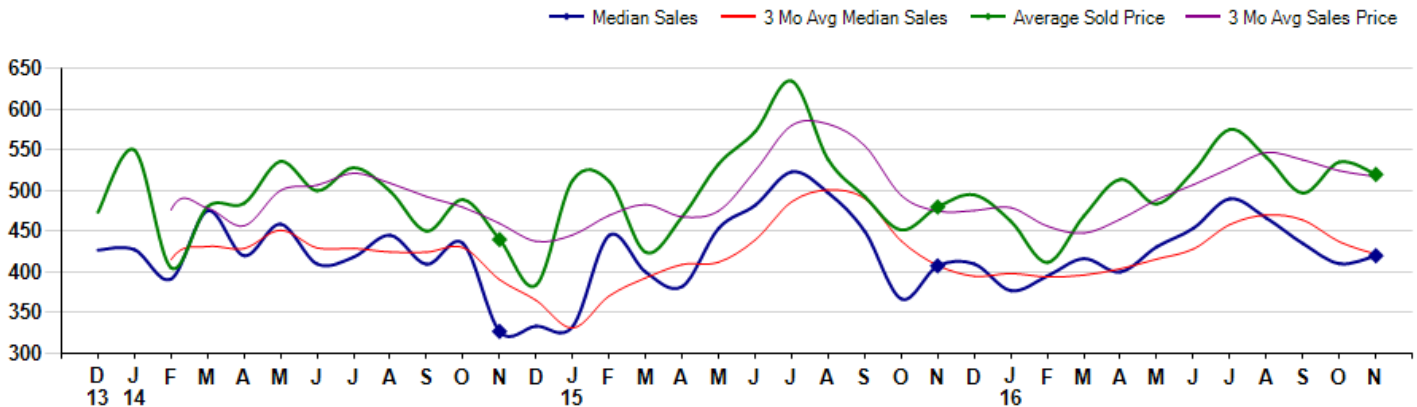
November Property sales were 55, up 10.0% from 50 in November of 2015 and -21.4% lower than the 70 sales last month. November 2016 sales were at their highest level compared to November of 2015 and 2014. November YTD sales of 799 are running 3.6% ahead of last year's year-to-date sales of 771.



Prices

The Median Sales Price in November was \$420,000, up 3.1% from \$407,500 in November of 2015 and up 2.4% from \$410,250 last month. The Average Sales Price in November was \$519,807, up 8.3% from \$479,821 in November of 2015 and down -2.9% from \$535,116 last month. November 2016 ASP was at highest level compared to November of 2015 and 2014.

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



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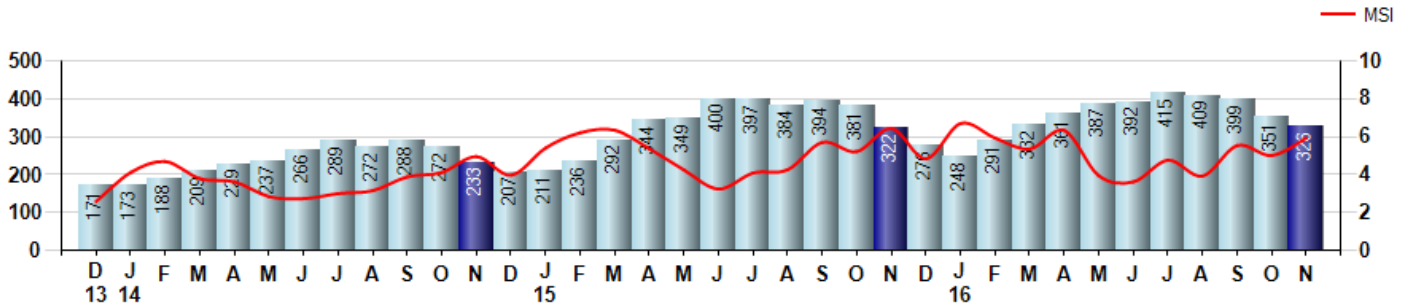
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Inventory & MSI

The Total Inventory of Properties available for sale as of November was 326, down -7.1% from 351 last month and up 1.2% from 322 in November of last year. November 2016 Inventory was at highest level compared to November of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The November 2016 MSI of 5.9 months was at a mid range compared with November of 2015 and 2014.

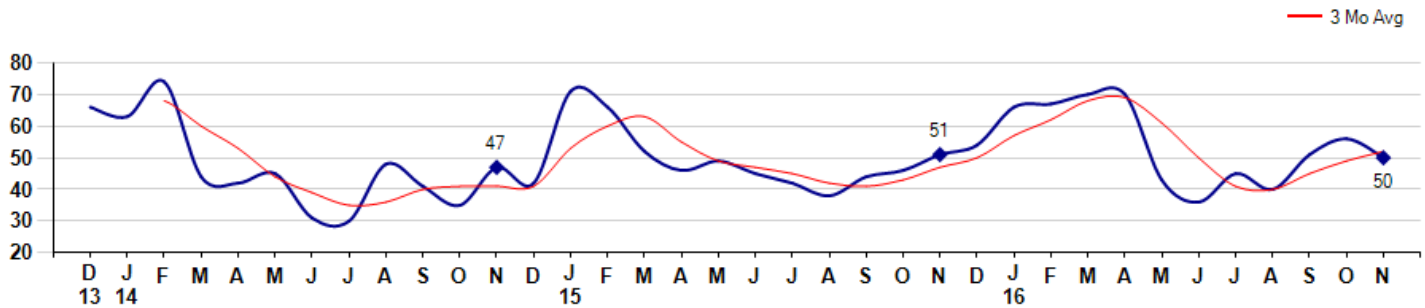
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 November was 50, down -10.7% from 56 days last month and down -2.0% from 51 days in November of last year. The November 2016 DOM was at a mid range compared with November of 2015 and 2014.

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



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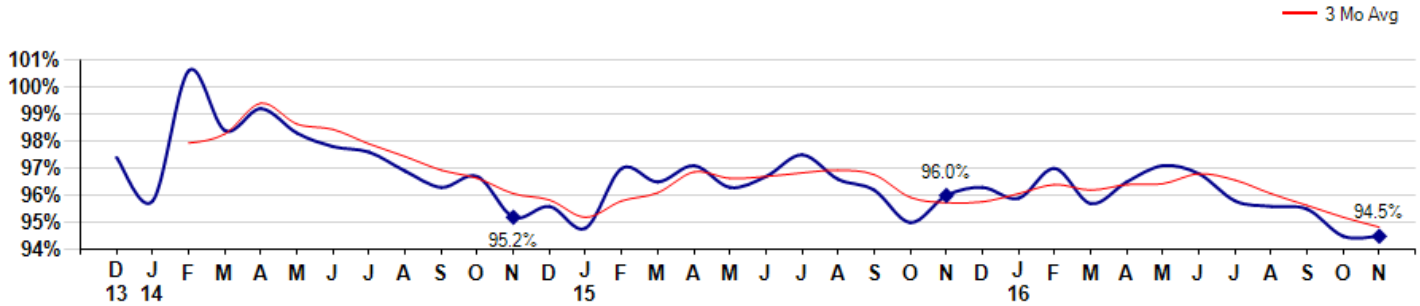


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Selling Price vs Listing Price

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 November 2016 Selling Price vs List Price of 94.5% was equal to 94.5% last month and down from 96.0% in November of last year.

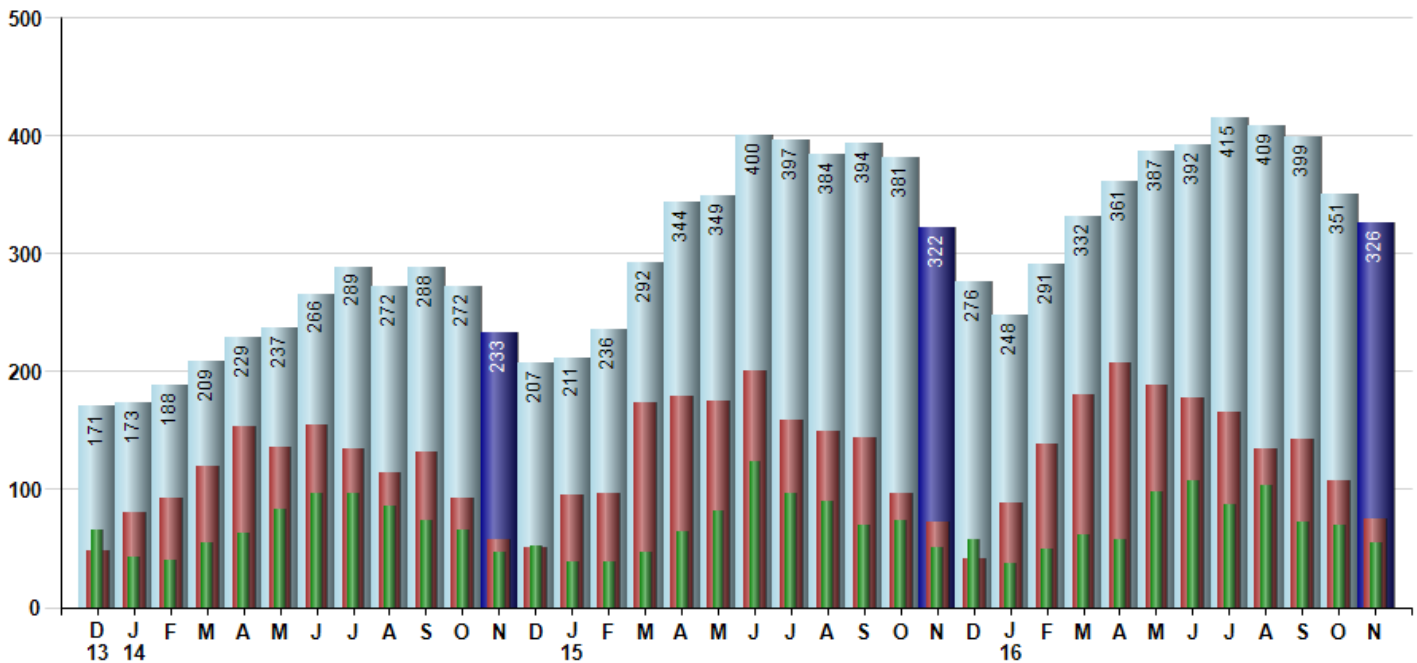
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 2016 was 75, down -30.6% from 108 last month and up 4.2% from 72 in November of last year.

Inventory (light blue), New Listings (red), Sold (green)



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MARKET ACTION REPORT

November 2016

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	D 13	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	J	A	S	O	N
Homes Sold	66	42	40	55	63	83	97	96	86	74	66	47	52	39	38	46	64	82	123	97	90	69	73	50	57	37	49	62	57	98	108	87	104	72	70	55
3 Mo. Roll Avg			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	88	98	100	88	82	66

	(000's) D 13	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	J	A	S	O	N
Median Sale Price	427	428	391	475	420	459	410	418	445	410	435	327	334	333	445	400	382	454	482	523	497	450	367	408	410	377	395	417	400	431	454	490	466	435	410	420
3 Mo. Roll Avg			415	431	429	451	430	429	424	424	430	391	365	331	371	393	409	412	439	486	501	490	438	408	395	398	394	396	404	416	428	458	470	464	437	422

	D 13	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	J	A	S	O	N
Inventory	171	173	188	209	229	237	266	289	272	288	272	233	207	211	236	292	344	349	400	397	384	394	381	322	276	248	291	332	361	387	392	415	409	399	351	326
MSI	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	4	5	4	6	5	6

	D 13	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	J	A	S	O	N
Days On Market	66	63	74	44	42	45	31	30	48	41	35	47	42	71	66	52	46	49	45	42	38	44	46	51	54	66	67	70	70	43	36	45	40	51	56	50
3 Mo. Roll Avg			68	60	53	44	39	35	36	40	41	41	41	53	60	63	55	49	47	45	42	41	43	47	50	57	62	68	69	61	50	41	40	45	49	52

	D 13	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	J	A	S	O	N
Price per Sq Ft	208	200	213	226	214	227	216	225	224	217	220	204	186	190	214	187	209	213	237	226	233	211	210	191	227	193	204	219	239	230	233	240	237	213	215	217
3 Mo. Roll Avg			207	213	218	222	219	223	222	222	220	214	203	193	197	197	203	203	220	225	232	223	218	204	209	204	208	205	221	229	234	234	237	230	222	215

	D 13	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	J	A	S	O	N
Sale to List Price	0.974	0.958	1.006	0.984	0.992	0.983	0.978	0.976	0.969	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	0.958	0.956	0.955	0.945	0.945
3 Mo. Roll Avg			0.979	0.983	0.994	0.986	0.984	0.979	0.974	0.969	0.966	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	0.966	0.961	0.956	0.952	0.948

	D 13	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	J	A	S	O	N
New Listings	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	178	165	135	142	108	75
Inventory	171	173	188	209	229	237	266	289	272	288	272	233	207	211	236	292	344	349	400	397	384	394	381	322	276	248	291	332	361	387	392	415	409	399	351	326
Sales	66	42	40	55	63	83	97	96	86	74	66	47	52	39	38	46	64	82	123	97	90	69	73	50	57	37	49	62	57	98	108	87	104	72	70	55

	(000's) D 13	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	J	A	S	O	N
Avg Sale Price	473	550	405	480	484	536	500	528	499	450	489	440	384	513	511	424	468	533	573	635	538	493	452	480	495	462	412	469	514	484	524	575	541	497	535	520
3 Mo. Roll Avg			476	478	457	500	507	521	509	493	479	460	438	445	469	483	468	475	524	580	582	555	494	475	475	479	456	448	465	489	507	528	547	538	524	517

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