

MLS Area: Glenview / Golf



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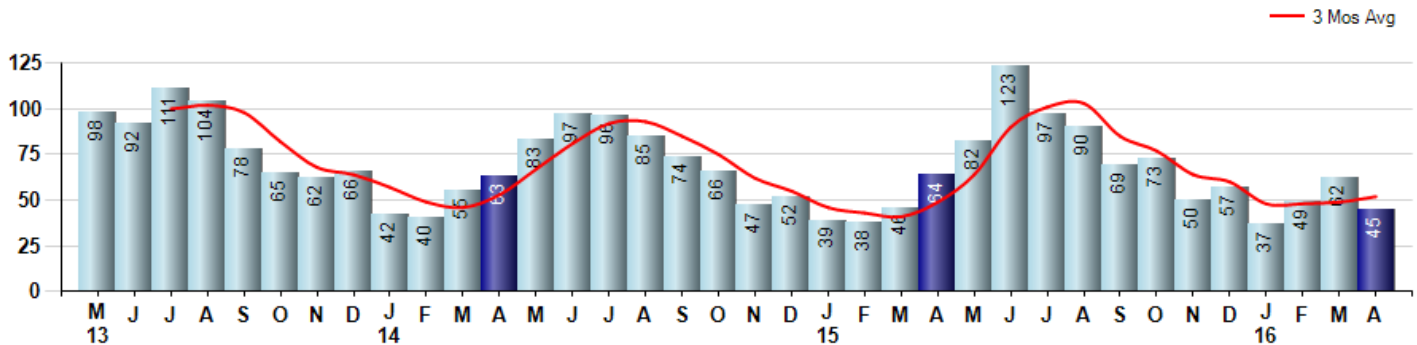
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$645,000	↑		↑				
Average List Price of all Current Listings	\$814,184	↑		↑				
April Median Sales Price	\$420,000	↔	↑	↑	↓	\$399,000	↑	↓
April Average Sales Price	\$551,012	↑	↑	↑	↑	\$472,242	↔	↓
Total Properties Currently for Sale (Inventory)	327	↑		↓				
April Number of Properties Sold	45	↓		↓		193	↑	
April Average Days on Market (Solds)	74	↑	↑	↑	↑	69	↑	↑
April Month's Supply of Inventory	7.3	↑	↑	↑	↑	6.1	↑	↑
April Sale Price vs List Price Ratio	96.3%	↑	↑	↓	↔	96.0%	↓	↓

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

Property Sales

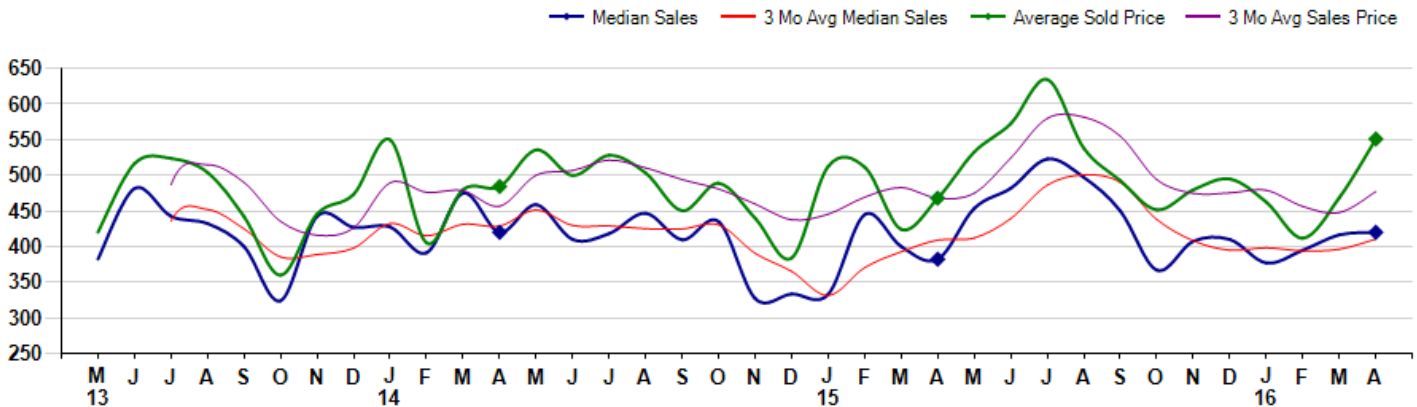
April Property sales were 45, down -29.7% from 64 in April of 2015 and -27.4% lower than the 62 sales last month. April 2016 sales were at their lowest level compared to April of 2015 and 2014. April YTD sales of 193 are running 3.2% ahead of last year's year-to-date sales of 187.



Prices

The Median Sales Price in April was \$420,000, up 9.9% from \$382,250 in April of 2015 and up 0.8% from \$416,500 last month. The Average Sales Price in April was \$551,012, up 17.8% from \$467,933 in April of 2015 and up 17.5% from \$468,757 last month. April 2016 ASP was at highest level compared to April of 2015 and 2014.

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



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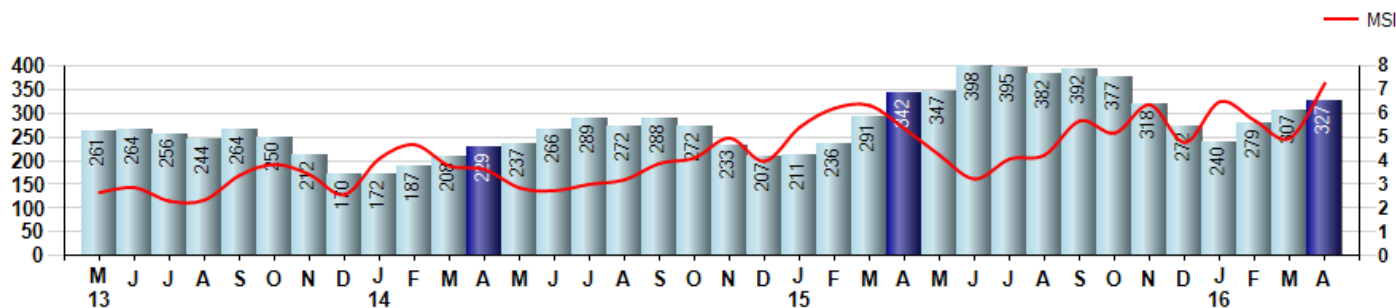
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Inventory & MSI

The Total Inventory of Properties available for sale as of April was 327, up 6.5% from 307 last month and down -4.4% from 342 in April of last year. April 2016 Inventory was at a mid range compared to April of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The April 2016 MSI of 7.3 months was at its highest level compared with April of 2015 and 2014.

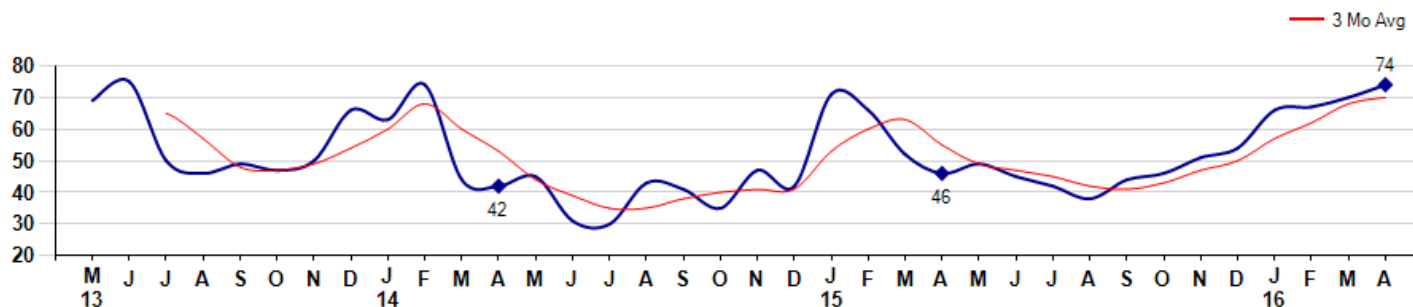
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 April was 74, up 5.7% from 70 days last month and up 60.9% from 46 days in April of last year. The April 2016 DOM was at its highest level compared with April of 2015 and 2014.

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



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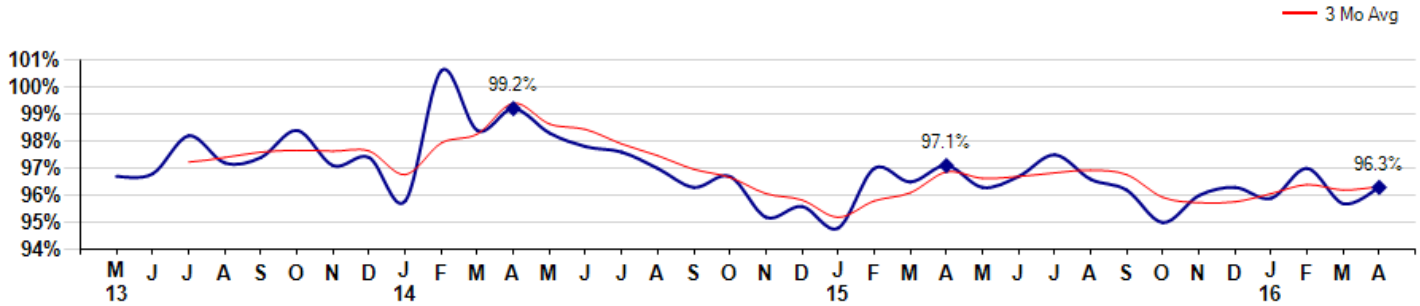


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Selling Price vs Listing Price

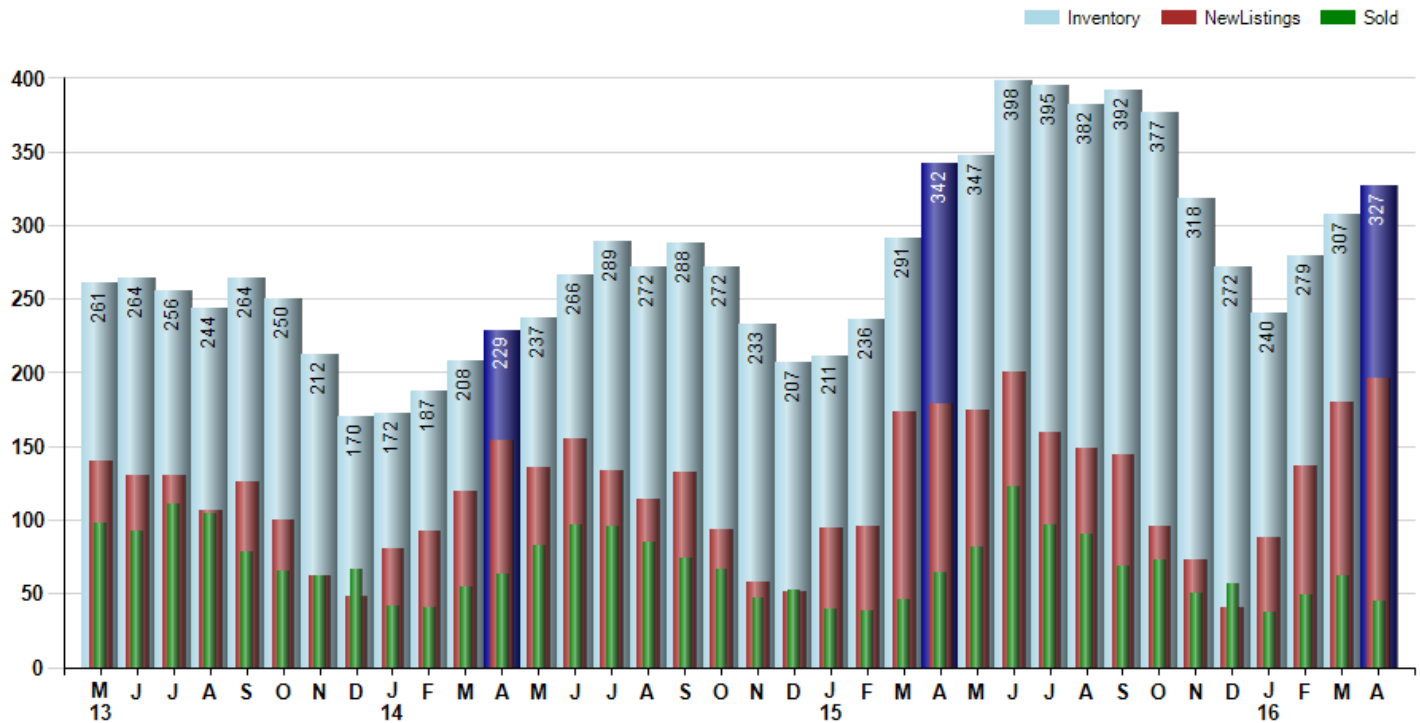
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The April 2016 Selling Price vs List Price of 96.3% was up from 95.7% last month and down from 97.1% in April 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 April 2016 was 196, up 8.9% from 180 last month and up 9.5% from 179 in April of last year.



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MARKET ACTION REPORT

April 2016

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	M 13	J	J	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
Homes Sold	98	92	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	45
3 Mo. Roll Avg			100	102	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	52

	(000's) M 13	J	J	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
Median Sale Price	383	482	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	420
3 Mo. Roll Avg			436	452	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	411

	M 13	J	J	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
Inventory	261	264	256	244	264	250	212	170	172	187	208	229	237	266	289	272	288	272	233	207	211	236	291	342	347	398	395	382	392	377	318	272	240	279	307	327
MSI	3	3	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	6	6	5	7

	M 13	J	J	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
Days On Market	69	75	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	74
3 Mo. Roll Avg			65	57	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	70

	M 13	J	J	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
Price per Sq Ft	180	208	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	246
3 Mo. Roll Avg			197	209	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	223

	M 13	J	J	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
Sale to List Price	0.967	0.968	0.982	0.972	0.974	0.984	0.971	0.974	0.958	1.006	0.984	0.992	0.983	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	0.963
3 Mo. Roll Avg			0.972	0.974	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	0.963

	M 13	J	J	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
New Listings	140	130	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	73	41	88	137	180	196
Inventory	261	264	256	244	264	250	212	170	172	187	208	229	237	266	289	272	288	272	233	207	211	236	291	342	347	398	395	382	392	377	318	272	240	279	307	327
Sales	98	92	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	45

	(000's) M 13	J	J	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
Avg Sale Price	420	517	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	551
3 Mo. Roll Avg			487	515	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	477

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