

MLS Area: Glenview / Golf



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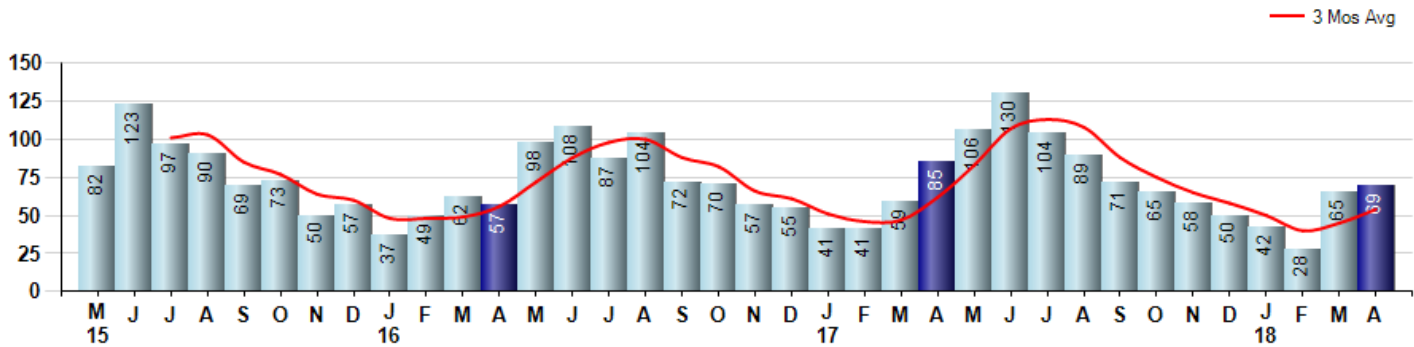
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

| Market Profile & Trends Overview | Month | Trending Versus*: | | | | YTD | Trending Versus*: | |
|---|-----------|-------------------|-----|-----|----|-----------|-------------------|-----------|
| | | LM | L3M | PYM | LY | | PriorYTD | PriorYear |
| Median List Price of all Current Listings | \$617,770 | ↑ | | ↑ | | | | |
| Average List Price of all Current Listings | \$762,688 | ↑ | | ↑ | | | | |
| April Median Sales Price | \$475,000 | ↑ | → | ↓ | ↑ | \$471,500 | ↑ | ↑ |
| April Average Sales Price | \$539,362 | ↑ | → | ↓ | ↑ | \$536,499 | ↑ | ↑ |
| Total Properties Currently for Sale (Inventory) | 362 | ↑ | | ↓ | | | | |
| April Number of Properties Sold | 69 | ↑ | | ↓ | | 204 | ↓ | |
| April Average Days on Market (Solds) | 41 | ↓ | ↓ | ↓ | ↓ | 52 | ↓ | → |
| April Month's Supply of Inventory | 5.2 | ↑ | ↓ | ↑ | ↑ | 6.1 | ↓ | ↑ |
| April Sale Price vs List Price Ratio | 96.5% | ↑ | ↑ | ↑ | ↑ | 94.9% | ↑ | → |

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

Property Sales

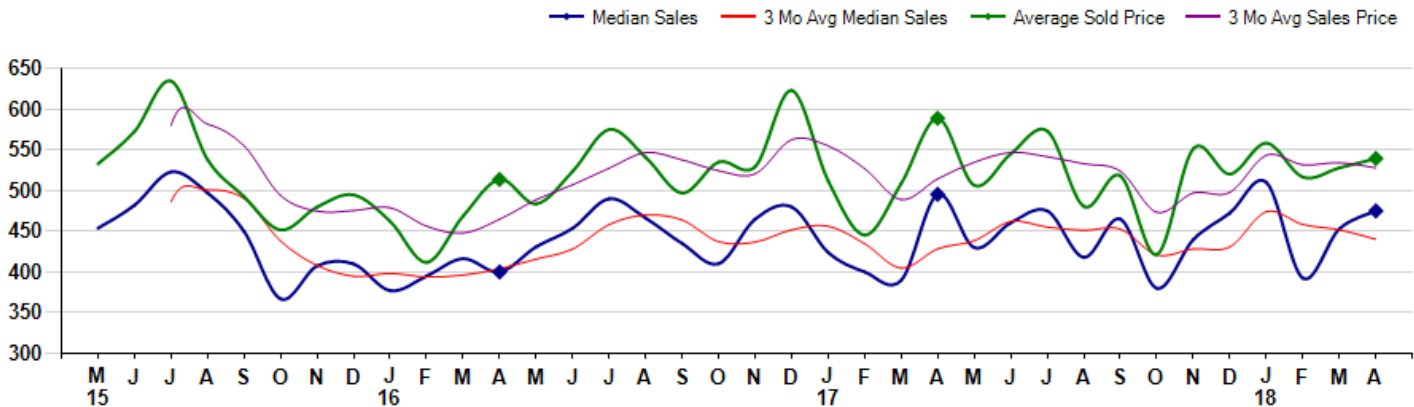
April Property sales were 69, down -18.8% from 85 in April of 2017 and 6.2% higher than the 65 sales last month. April 2018 sales were at a mid level compared to April of 2017 and 2016. April YTD sales of 204 are running -9.7% behind last year's year-to-date sales of 226.



Prices

The Median Sales Price in April was \$475,000, down -4.1% from \$495,370 in April of 2017 and up 4.9% from \$453,000 last month. The Average Sales Price in April was \$539,362, down -8.4% from \$588,850 in April of 2017 and up 2.2% from \$527,936 last month. April 2018 ASP was at a mid range compared to April of 2017 and 2016.

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



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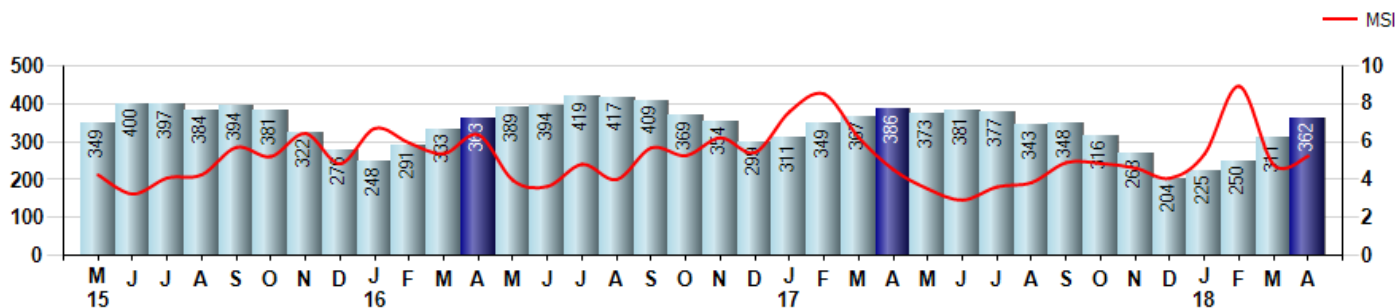
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Inventory & MSI

The Total Inventory of Properties available for sale as of April was 362, up 16.4% from 311 last month and down -6.2% from 386 in April of last year. April 2018 Inventory was at the lowest level compared to April of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The April 2018 MSI of 5.2 months was at a mid range compared with April of 2017 and 2016.

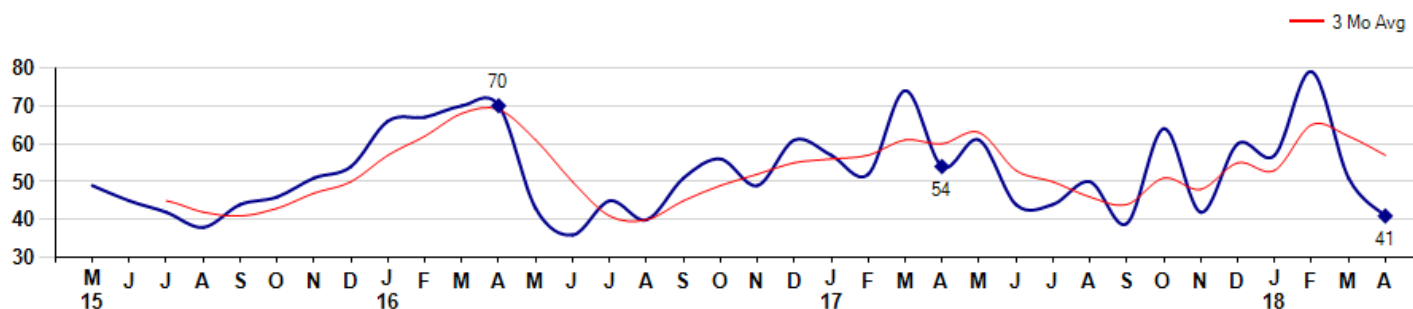
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 April was 41, down -19.6% from 51 days last month and down -24.1% from 54 days in April of last year. The April 2018 DOM was at its lowest level compared with April of 2017 and 2016.

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



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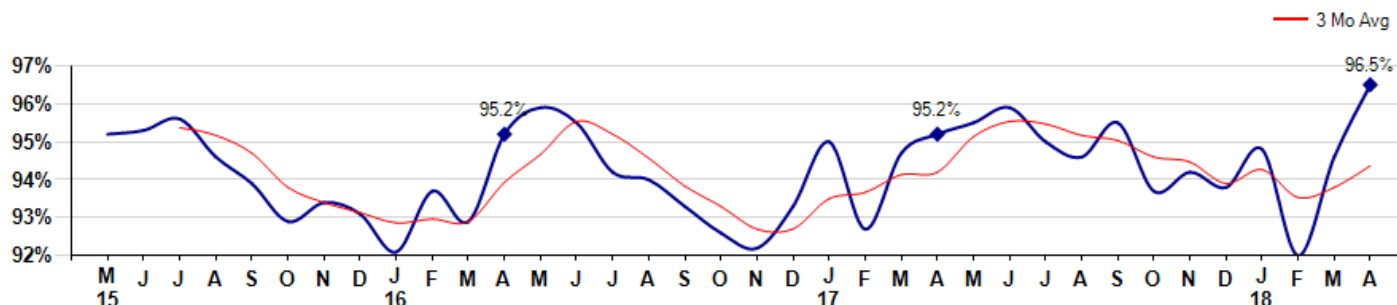


Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

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 2018 Selling Price vs List Price of 96.5% was up from 94.6% last month and up from 95.2% in April of last year.

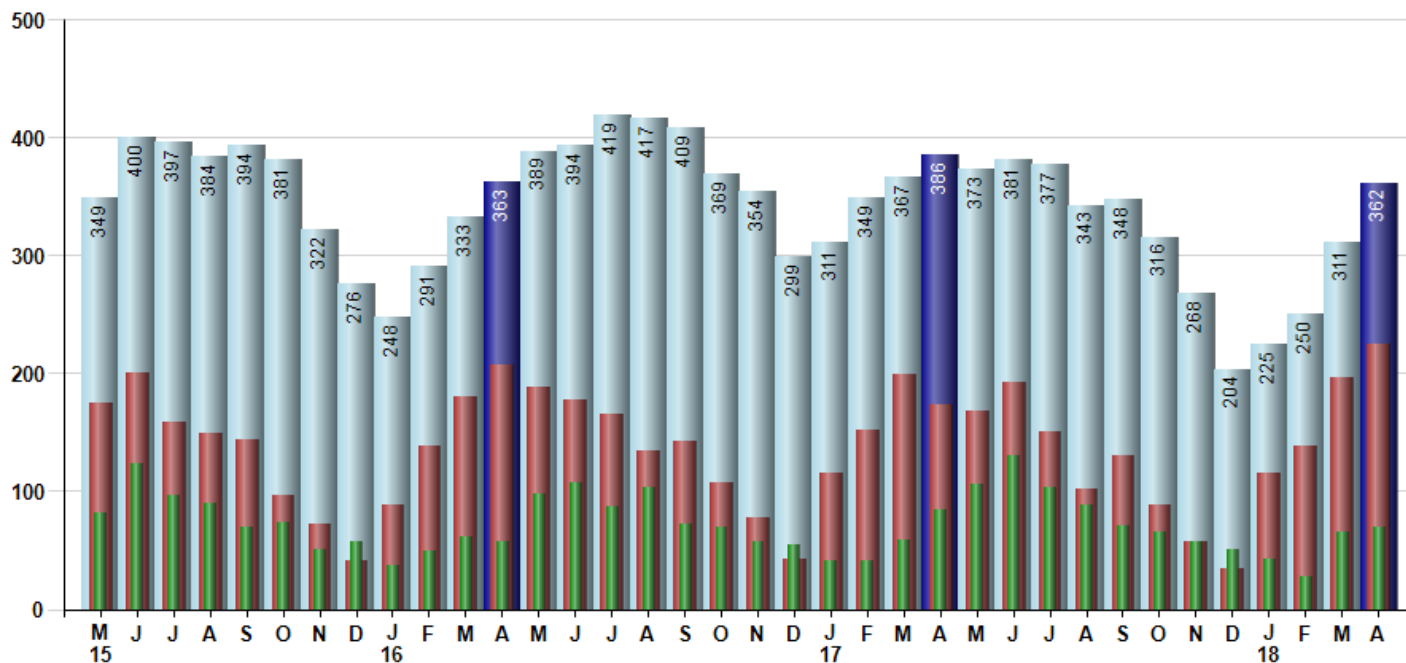
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 2018 was 225, up 14.2% from 197 last month and up 29.3% from 174 in April of last year.

Inventory New Listings Sold



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MARKET ACTION REPORT

April 2018

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| | M 15 | J | J | A | S | O | N | D | 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 |
|----------------|------|-----|-----|-----|----|----|----|----|------|----|----|----|----|-----|----|-----|----|----|----|----|------|----|----|----|-----|-----|-----|-----|----|----|----|----|------|----|----|----|
| Homes Sold | 82 | 123 | 97 | 90 | 69 | 73 | 50 | 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 |
| 3 Mo. Roll Avg | | | 101 | 103 | 85 | 77 | 64 | 60 | 48 | 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 |

| | (000's) M 15 | J | J | A | S | O | N | D | 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 |
|-------------------|--------------|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|
| Median Sale Price | 454 | 482 | 523 | 497 | 450 | 367 | 408 | 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 |
| 3 Mo. Roll Avg | | | 486 | 501 | 490 | 438 | 408 | 395 | 398 | 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 |

| | M 15 | J | J | A | S | O | N | D | 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 |
|-----------|------|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|
| Inventory | 349 | 400 | 397 | 384 | 394 | 381 | 322 | 276 | 248 | 291 | 333 | 363 | 389 | 394 | 419 | 417 | 409 | 369 | 354 | 299 | 311 | 349 | 367 | 386 | 373 | 381 | 377 | 343 | 348 | 316 | 268 | 204 | 225 | 250 | 311 | 362 |
| MSI | 4 | 3 | 4 | 4 | 6 | 5 | 6 | 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 |

| | M 15 | J | J | A | S | O | N | D | 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 |
|----------------|------|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|
| Days On Market | 49 | 45 | 42 | 38 | 44 | 46 | 51 | 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 |
| 3 Mo. Roll Avg | | | 45 | 42 | 41 | 43 | 47 | 50 | 57 | 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 |

| | M 15 | J | J | A | S | O | N | D | 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 |
|-----------------|------|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|
| Price per Sq Ft | 213 | 237 | 226 | 233 | 211 | 210 | 191 | 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 |
| 3 Mo. Roll Avg | | | 225 | 232 | 223 | 218 | 204 | 209 | 204 | 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 |

| | M 15 | J | J | A | S | O | N | D | 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 |
|--------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Sale to List Price | 0.952 | 0.953 | 0.956 | 0.946 | 0.939 | 0.929 | 0.934 | 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 |
| 3 Mo. Roll Avg | | | 0.954 | 0.952 | 0.947 | 0.938 | 0.934 | 0.931 | 0.929 | 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 |

| | M 15 | J | J | A | S | O | N | D | 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 |
|--------------|------|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|
| New Listings | 175 | 200 | 159 | 149 | 144 | 96 | 72 | 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 | 225 |
| Inventory | 349 | 400 | 397 | 384 | 394 | 381 | 322 | 276 | 248 | 291 | 333 | 363 | 389 | 394 | 419 | 417 | 409 | 369 | 354 | 299 | 311 | 349 | 367 | 386 | 373 | 381 | 377 | 343 | 348 | 316 | 268 | 204 | 225 | 250 | 311 | 362 |
| Sales | 82 | 123 | 97 | 90 | 69 | 73 | 50 | 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 |

| | (000's) M 15 | J | J | A | S | O | N | D | 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 |
|----------------|--------------|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|
| Avg Sale Price | 533 | 573 | 635 | 538 | 493 | 452 | 480 | 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 |
| 3 Mo. Roll Avg | | | 580 | 582 | 555 | 494 | 475 | 475 | 479 | 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 |

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