

## MLS Area: Glenview / Golf



**ART WILSON**  
 Broker, Realtor  
 847-363-1599  
 www.NorthShoreHomesOnline.com  
 Art.Wilson@cbexchange.com



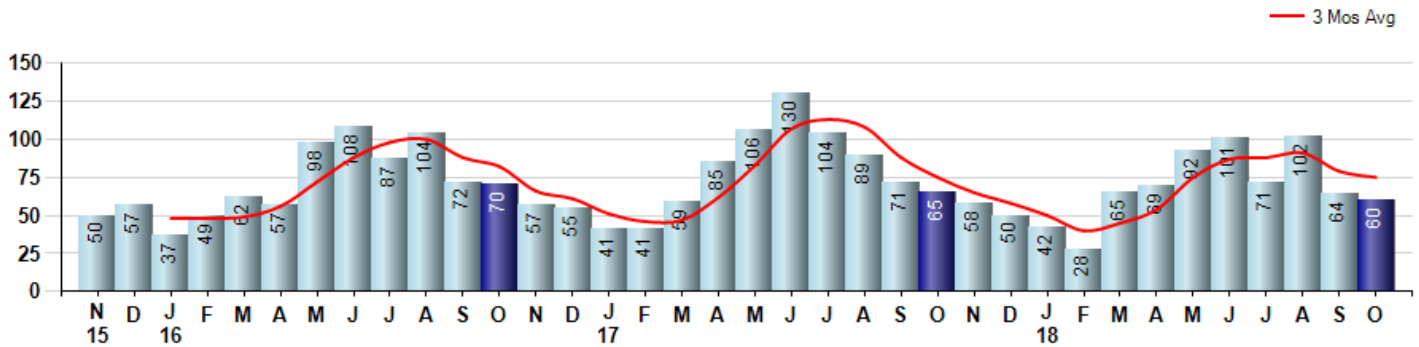
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$549,900	↔		↓				
Average List Price of all Current Listings	\$701,833	↑		↓				
October Median Sales Price	\$485,000	↑	↑	↑	↑	\$454,000	↑	↑
October Average Sales Price	\$523,380	↑	↑	↑	↔	\$531,917	↑	↑
Total Properties Currently for Sale (Inventory)	384	↓		↑				
October Number of Properties Sold	60	↓		↓		694	↓	
October Average Days on Market (Solds)	39	↓	↓	↓	↓	48	↓	↓
October Month's Supply of Inventory	6.4	↔	↑	↑	↑	5.6	↑	↑
October Sale Price vs List Price Ratio	94.9%	↑	↑	↑	↔	94.5%	↓	↓

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

### Property Sales

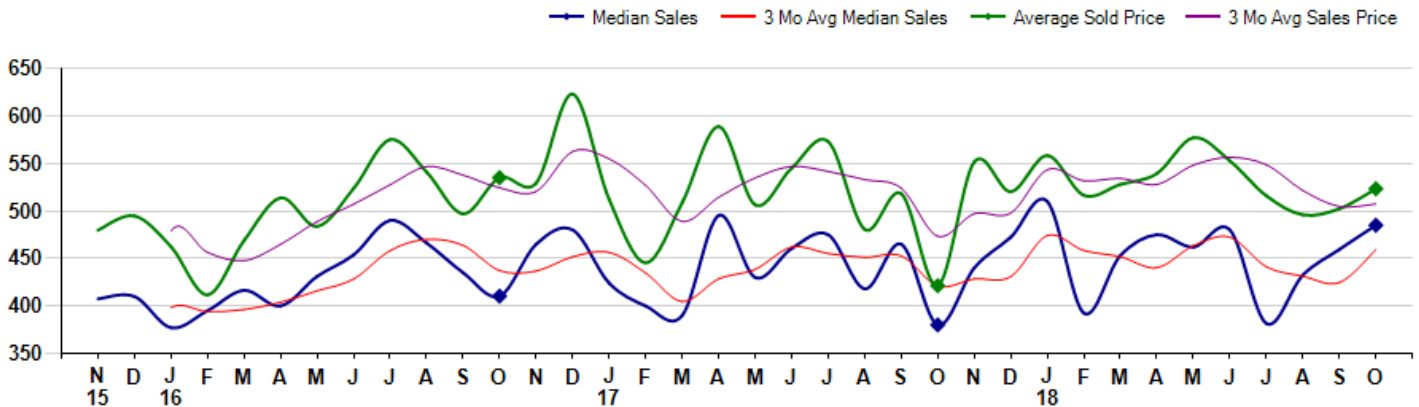
October Property sales were 60, down -7.7% from 65 in October of 2017 and -6.3% lower than the 64 sales last month. October 2018 sales were at their lowest level compared to October of 2017 and 2016. October YTD sales of 694 are running -12.3% behind last year's year-to-date sales of 791.



### Prices

The Median Sales Price in October was \$485,000, up 27.6% from \$380,000 in October of 2017 and up 5.5% from \$459,500 last month. The Average Sales Price in October was \$523,380, up 24.2% from \$421,327 in October of 2017 and up 4.2% from \$502,395 last month. October 2018 ASP was at a mid range compared to October of 2017 and 2016.

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



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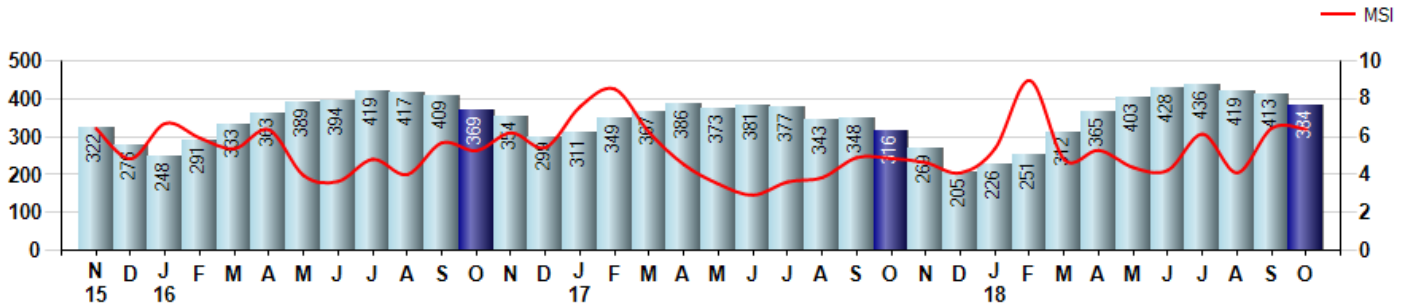
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### Inventory & MSI

The Total Inventory of Properties available for sale as of October was 384, down -7.0% from 413 last month and up 21.5% from 316 in October of last year. October 2018 Inventory was at highest level compared to October of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The October 2018 MSI of 6.4 months was at its highest level compared with October of 2017 and 2016.

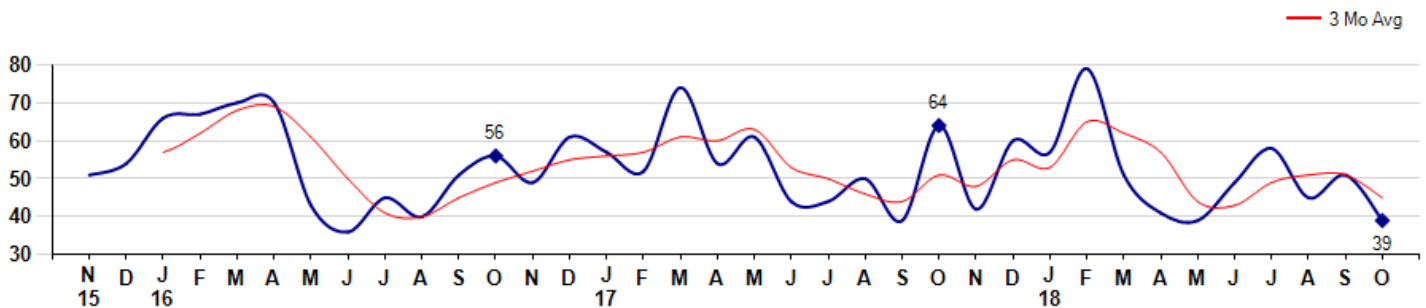
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 October was 39, down -23.5% from 51 days last month and down -39.1% from 64 days in October of last year. The October 2018 DOM was at its lowest level compared with October of 2017 and 2016.

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



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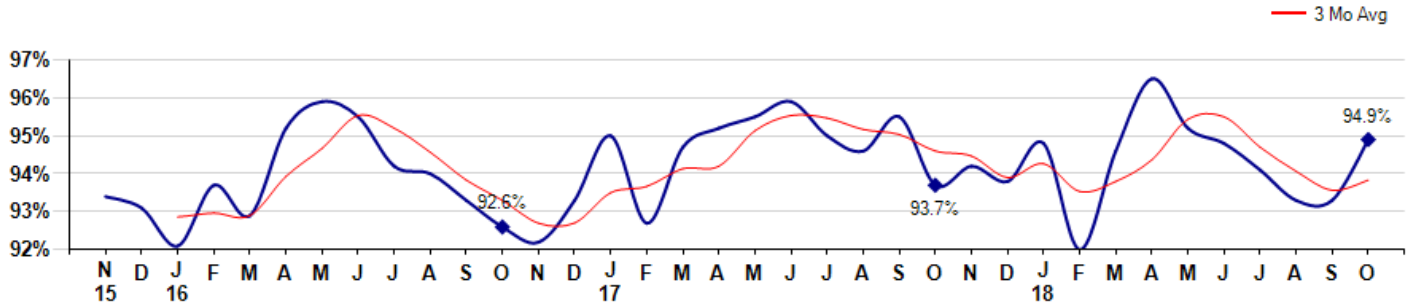


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### Selling Price vs Listing Price

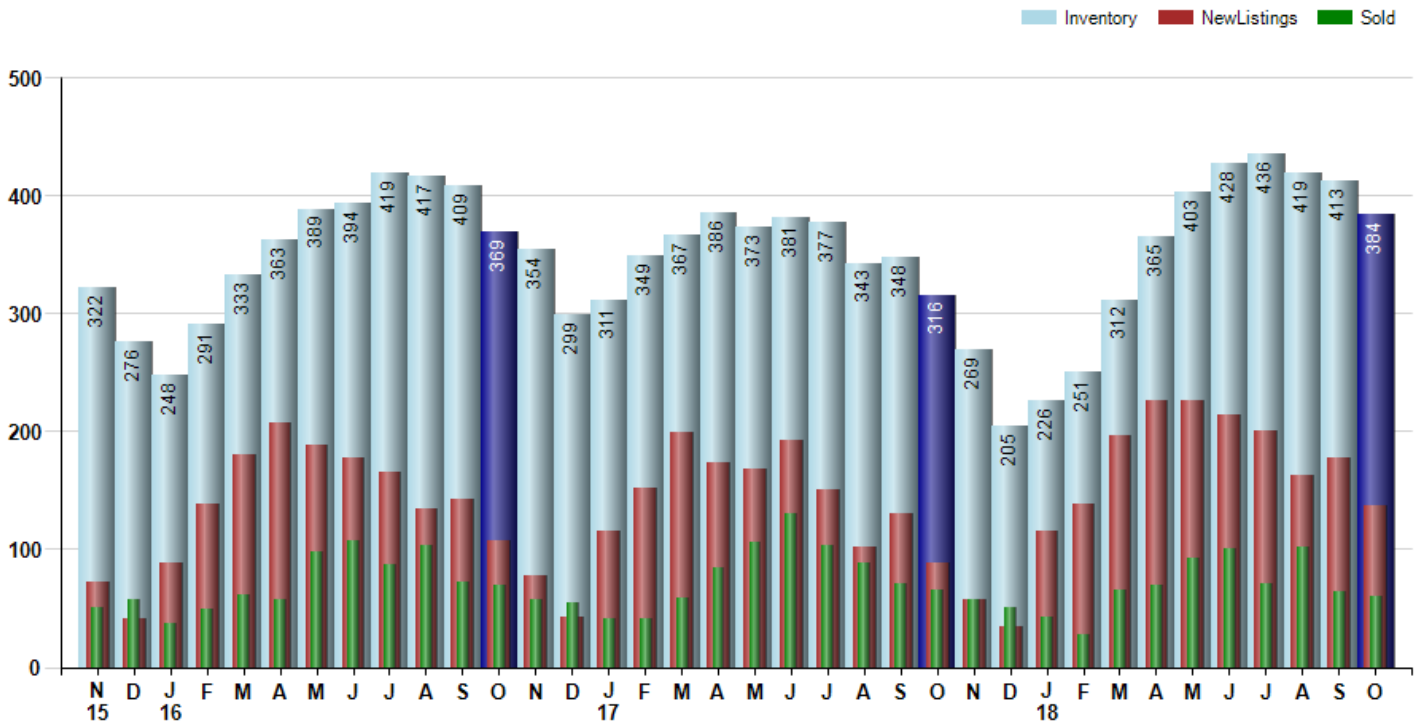
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The October 2018 Selling Price vs List Price of 94.9% was up from 93.3% last month and up from 93.7% in October 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 October 2018 was 137, down -23.0% from 178 last month and up 53.9% from 89 in October of last year.



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# MARKET ACTION REPORT

October 2018

MLS Area: *Glenview / Golf*



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	N 15	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	M	J	J	A	S	O
Homes Sold	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	92	101	71	102	64	60
3 Mo. Roll Avg			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	75	87	88	91	79	75

	(000's) N 15	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	M	J	J	A	S	O
Median Sale Price	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	462	480	382	433	460	485
3 Mo. Roll Avg			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	463	472	441	431	425	459

	N 15	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	M	J	J	A	S	O
Inventory	322	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	428	436	419	413	384
MSI	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	4	4	6	4	6	6

	N 15	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	M	J	J	A	S	O
Days On Market	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	39	49	58	45	51	39
3 Mo. Roll Avg			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	44	43	49	51	51	45

	N 15	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	M	J	J	A	S	O
Price per Sq Ft	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	230	241	222	222	213	217
3 Mo. Roll Avg			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	238	240	231	228	219	217

	N 15	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	M	J	J	A	S	O
Sale to List Price	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	0.952	0.948	0.941	0.933	0.933	0.949
3 Mo. Roll Avg			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	0.954	0.955	0.947	0.941	0.936	0.938

	N 15	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	M	J	J	A	S	O
New Listings	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	226	226	214	200	163	178	137
Inventory	322	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	428	436	419	413	384
Sales	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	92	101	71	102	64	60

	(000's) N 15	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	M	J	J	A	S	O
Avg Sale Price	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	577	553	516	496	502	523
3 Mo. Roll Avg			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	548	556	549	522	505	507

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