

## MLS Area: Glenview / Golf



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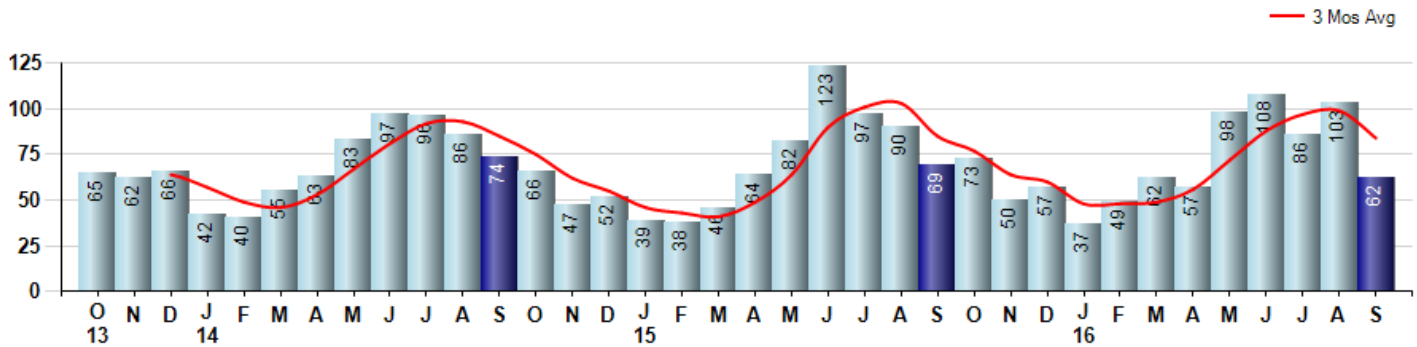
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$618,000	↑		↑				
Average List Price of all Current Listings	\$750,431	↔		↑				
September Median Sales Price	\$447,212	↓	↓	↔	↑	\$437,250	↓	↔
September Average Sales Price	\$523,352	↓	↓	↑	↔	\$508,340	↓	↓
Total Properties Currently for Sale (Inventory)	384	↓		↓				
September Number of Properties Sold	62	↓		↓		662	↑	
September Average Days on Market (Solds)	52	↑	↑	↑	↑	50	↑	↑
September Month's Supply of Inventory	6.2	↑	↑	↑	↑	5.1	↑	↔
September Sale Price vs List Price Ratio	95.7%	↔	↔	↓	↓	95.8%	↓	↓

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

### Property Sales

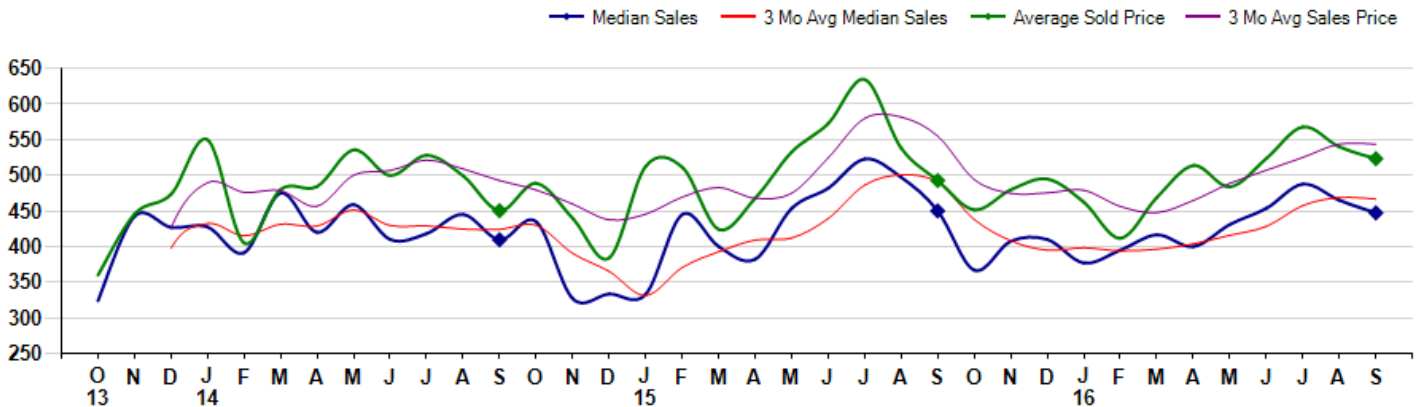
September Property sales were 62, down -10.1% from 69 in September of 2015 and -39.8% lower than the 103 sales last month. September 2016 sales were at their lowest level compared to September of 2015 and 2014. September YTD sales of 662 are running 2.2% ahead of last year's year-to-date sales of 648.



### Prices

The Median Sales Price in September was \$447,212, down -0.6% from \$450,000 in September of 2015 and down -3.8% from \$465,000 last month. The Average Sales Price in September was \$523,352, up 6.2% from \$492,714 in September of 2015 and down -3.1% from \$540,004 last month. September 2016 ASP was at highest level compared to September of 2015 and 2014.

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



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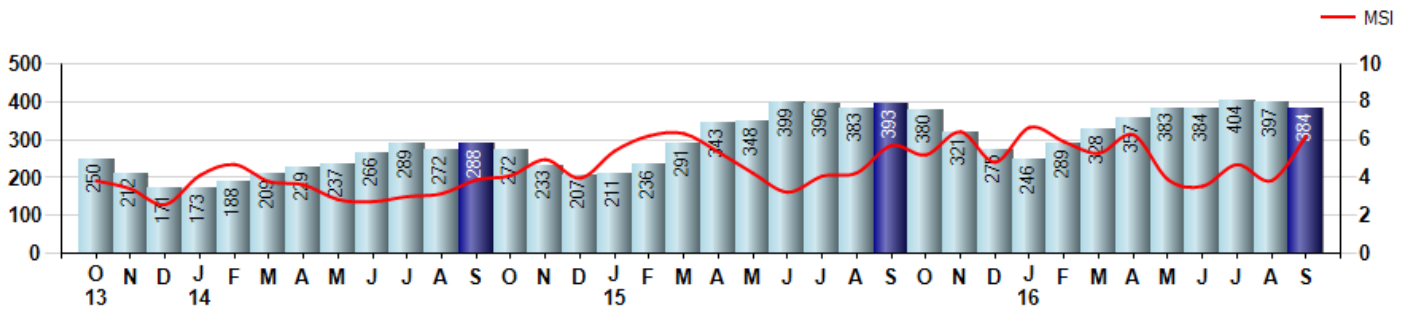
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### Inventory & MSI

The Total Inventory of Properties available for sale as of September was 384, down -3.3% from 397 last month and down -2.3% from 393 in September of last year. September 2016 Inventory was at a mid range compared to September of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The September 2016 MSI of 6.2 months was at its highest level compared with September of 2015 and 2014.

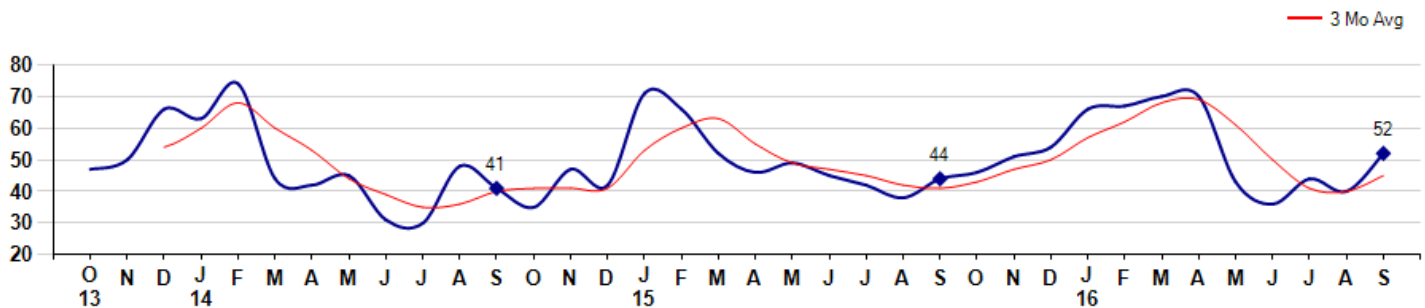
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 September was 52, up 30.0% from 40 days last month and up 18.2% from 44 days in September of last year. The September 2016 DOM was at its highest level compared with September of 2015 and 2014.

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



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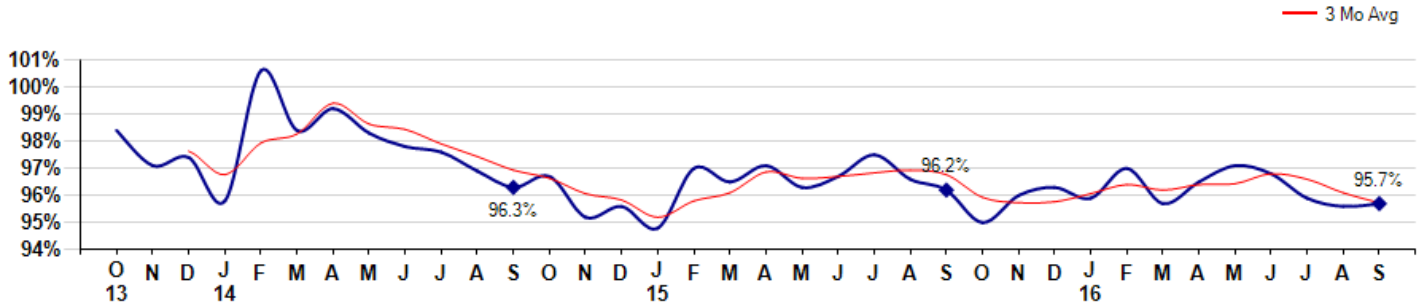


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### Selling Price vs Listing Price

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 September 2016 Selling Price vs List Price of 95.7% was up from 95.6% last month and down from 96.2% in September of last year.

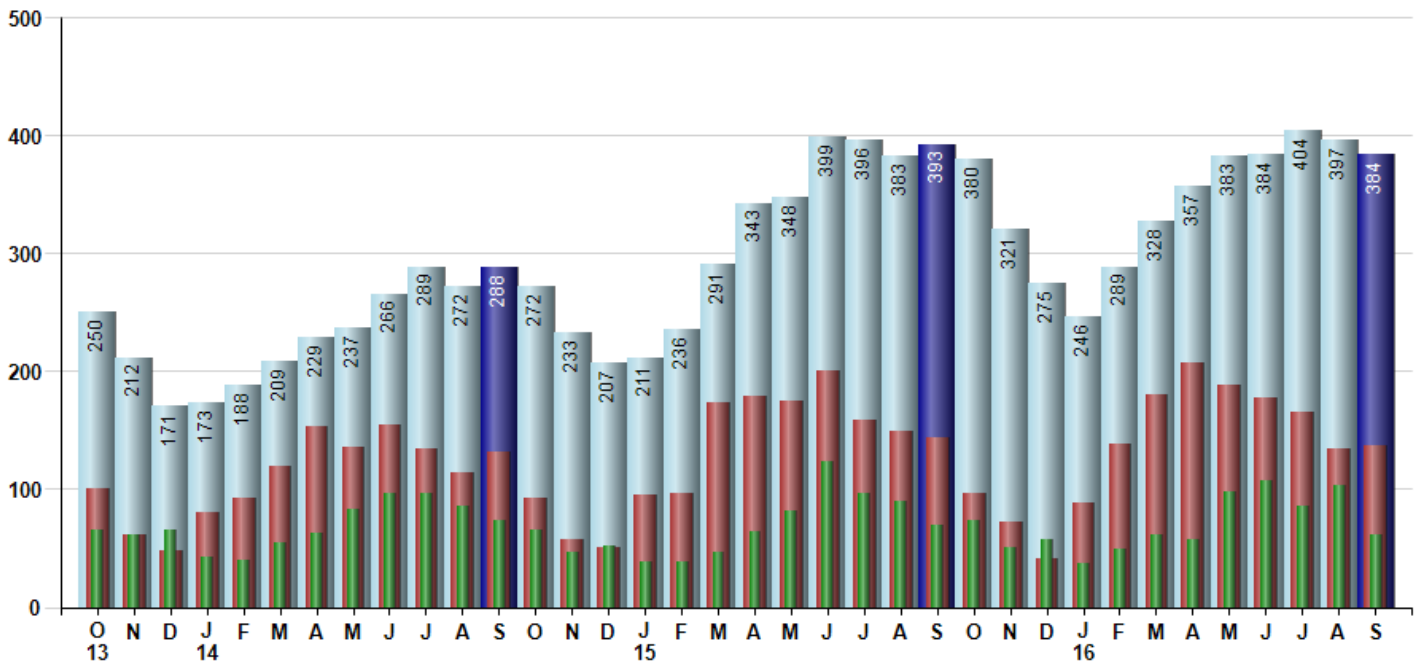
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 September 2016 was 137, up 2.2% from 134 last month and down -4.9% from 144 in September of last year.

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



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# MARKET ACTION REPORT

September 2016

MLS Area: *Glenview / Golf*



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	O 13	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	J	A	S
Homes Sold	65	62	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	86	103	62
3 Mo. Roll Avg			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	88	97	99	84

	(000's) O 13	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	J	A	S
Median Sale Price	324	442	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	488	465	447
3 Mo. Roll Avg			398	432	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	469	467

	O 13	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	J	A	S
Inventory	250	212	171	173	188	209	229	237	266	289	272	288	272	233	207	211	236	291	343	348	399	396	383	393	380	321	275	246	289	328	357	383	384	404	397	384
MSI	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	4	5	4	6

	O 13	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	J	A	S
Days On Market	47	50	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	44	40	52
3 Mo. Roll Avg			54	60	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

	O 13	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	J	A	S
Price per Sq Ft	182	204	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	239	237	217
3 Mo. Roll Avg			198	204	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	236	231

	O 13	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	J	A	S
Sale to List Price	0.984	0.971	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	0.959	0.956	0.957
3 Mo. Roll Avg			0.976	0.968	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	0.957

	O 13	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	J	A	S
New Listings	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	178	165	134	137
Inventory	250	212	171	173	188	209	229	237	266	289	272	288	272	233	207	211	236	291	343	348	399	396	383	393	380	321	275	246	289	328	357	383	384	404	397	384
Sales	65	62	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	86	103	62

	(000's) O 13	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	J	A	S
Avg Sale Price	360	446	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	568	540	523
3 Mo. Roll Avg			426	490	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	525	544	544

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