

## MLS Area: Glenview / Golf



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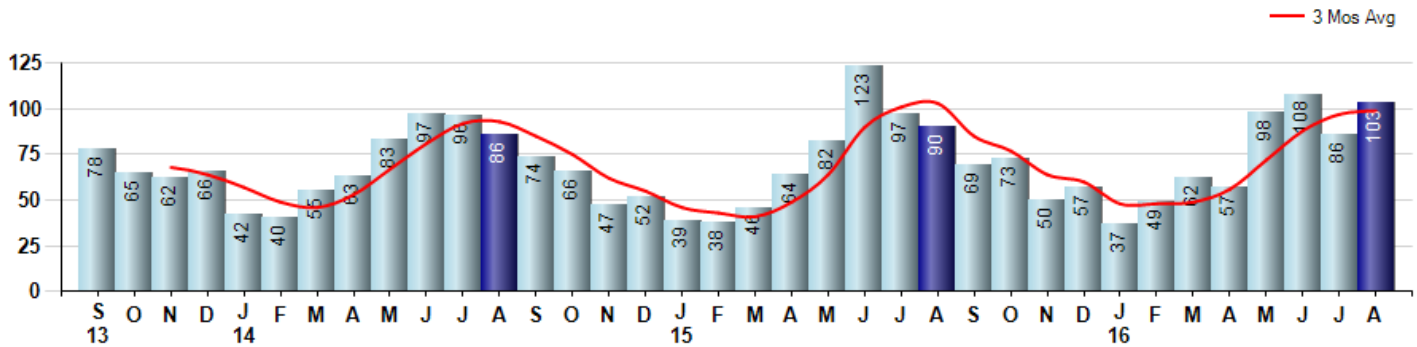
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

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	\$765,852	↑		↑				
August Median Sales Price	\$465,000	↓	↑	↓	↑	\$436,500	↓	↔
August Average Sales Price	\$540,004	↓	↑	↔	↑	\$506,789	↓	↓
Total Properties Currently for Sale (Inventory)	383	↓		↔				
August Number of Properties Sold	103	↑		↑		600	↑	
August Average Days on Market (Solds)	40	↓	↓	↑	↓	50	↑	↑
August Month's Supply of Inventory	3.7	↓	↓	↓	↓	5.0	↑	↓
August Sale Price vs List Price Ratio	95.6%	↓	↓	↓	↓	95.9%	↓	↓

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

### Property Sales

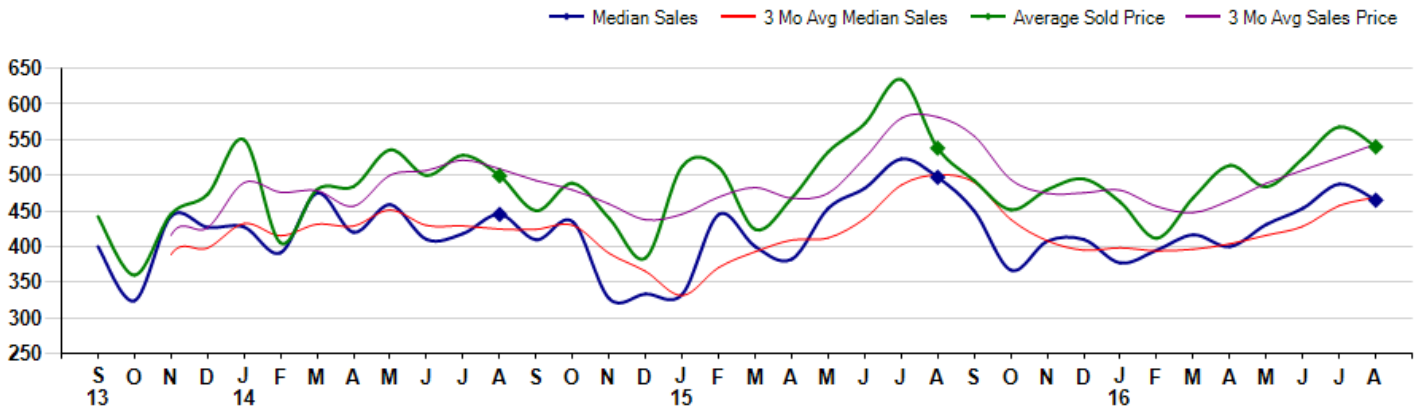
August Property sales were 103, up 14.4% from 90 in August of 2015 and 19.8% higher than the 86 sales last month. August 2016 sales were at their highest level compared to August of 2015 and 2014. August YTD sales of 600 are running 3.6% ahead of last year's year-to-date sales of 579.



### Prices

The Median Sales Price in August was \$465,000, down -6.5% from \$497,250 in August of 2015 and down -4.7% from \$487,750 last month. The Average Sales Price in August was \$540,004, up 0.4% from \$538,119 in August of 2015 and down -4.9% from \$568,060 last month. August 2016 ASP was at highest level compared to August of 2015 and 2014.

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



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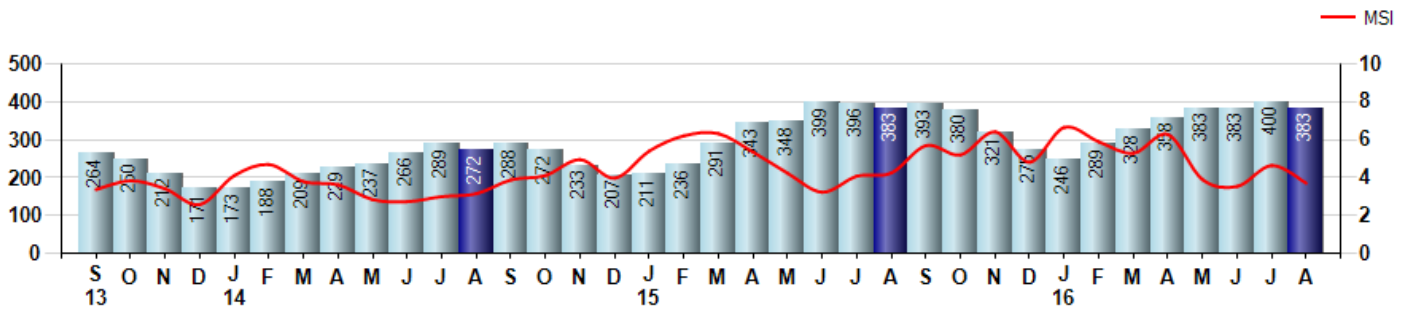
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### Inventory & MSI

The Total Inventory of Properties available for sale as of August was 383, down -4.3% from 400 last month and equal to 383 in August of last year. August 2016 Inventory was at a mid range compared to August of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The August 2016 MSI of 3.7 months was at a mid range compared with August of 2015 and 2014.

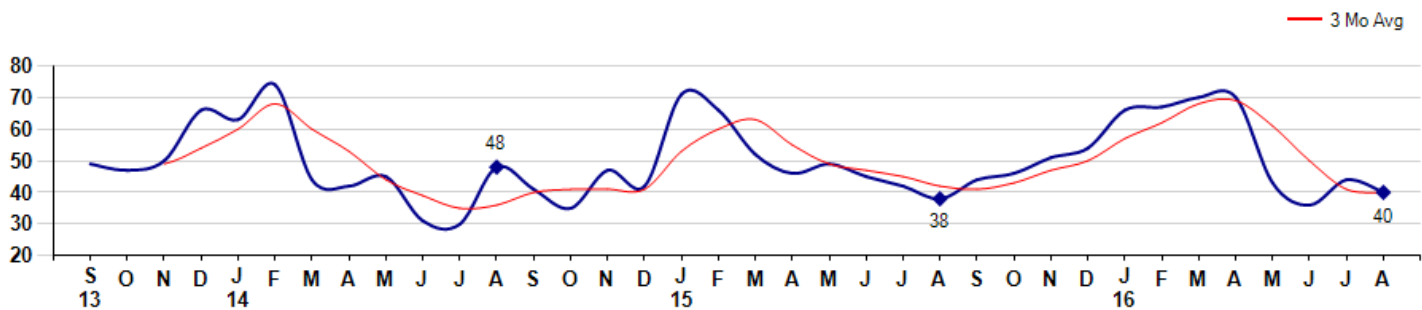
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 August was 40, down -9.1% from 44 days last month and up 5.3% from 38 days in August of last year. The August 2016 DOM was at a mid range compared with August of 2015 and 2014.

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



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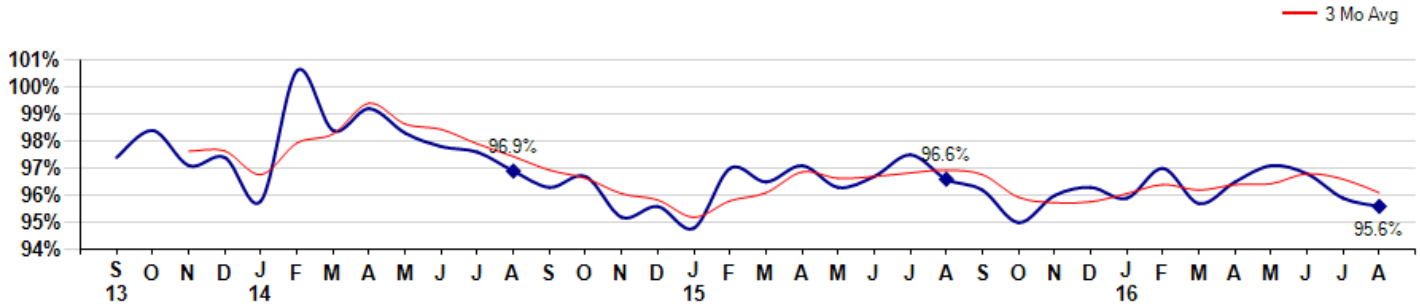


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### Selling Price vs Listing Price

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 August 2016 Selling Price vs List Price of 95.6% was down from 95.9% last month and down from 96.6% in August of last year.

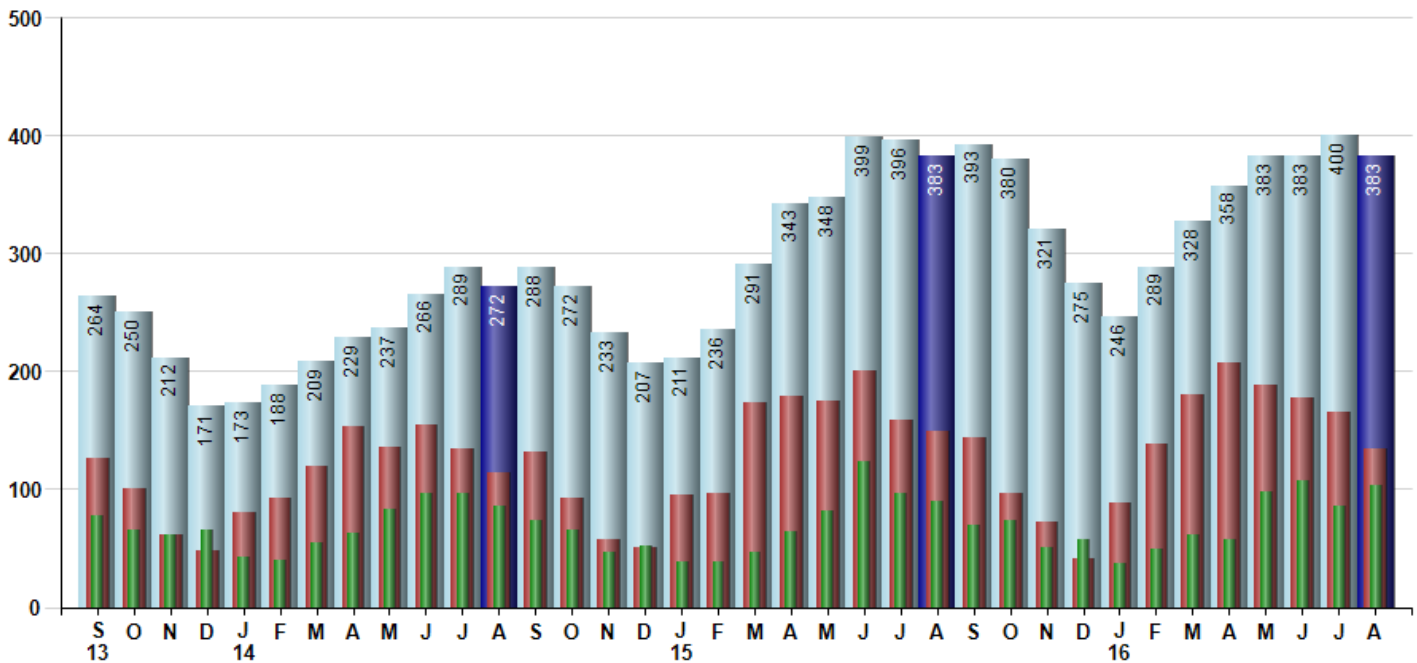
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 August 2016 was 134, down -18.8% from 165 last month and down -10.1% from 149 in August of last year.

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



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# MARKET ACTION REPORT

August 2016

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	S 13	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	M	J	J	A
Homes Sold	78	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
3 Mo. Roll Avg			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	56	72	88	97	99

	(000's) S 13	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	M	J	J	A
Median Sale Price	400	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
3 Mo. Roll Avg			389	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

	S 13	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	M	J	J	A
Inventory	264	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	358	383	383	400	383
MSI	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	7	6	5	6	4	4	5	4

	S 13	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	M	J	J	A
Days On Market	49	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
3 Mo. Roll Avg			49	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

	S 13	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	M	J	J	A
Price per Sq Ft	214	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
3 Mo. Roll Avg			200	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

	S 13	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	M	J	J	A
Sale to List Price	0.974	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
3 Mo. Roll Avg			0.976	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

	S 13	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	M	J	J	A
New Listings	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	72	41	89	138	180	207	188	178	165	134
Inventory	264	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	358	383	383	400	383
Sales	78	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

	(000's) S 13	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	M	J	J	A
Avg Sale Price	442	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
3 Mo. Roll Avg			416	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

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