

MLS Area: Glenview / Golf



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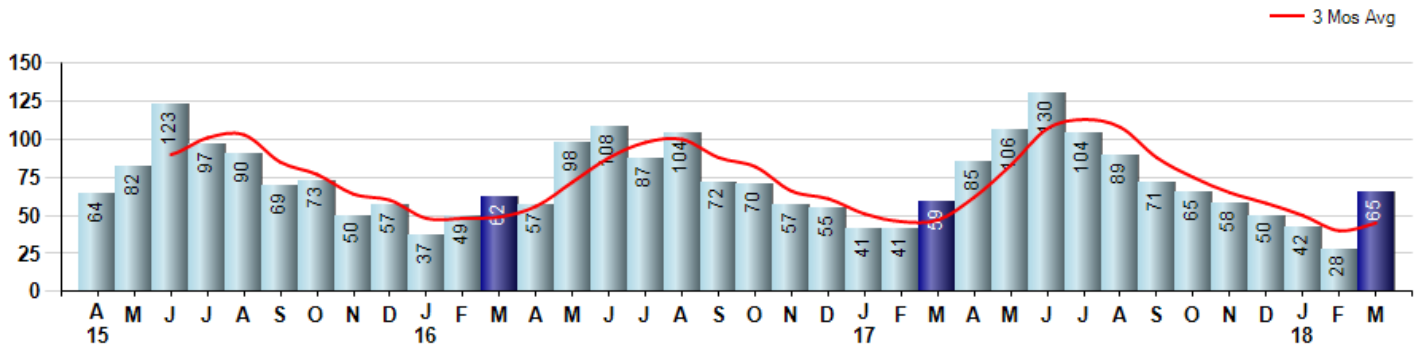
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$599,900	↓		↔				
Average List Price of all Current Listings	\$732,120	↓		↔				
March Median Sales Price	\$453,000	↑	↓	↑	↑	\$470,000	↑	↑
March Average Sales Price	\$527,936	↑	↔	↑	↔	\$535,035	↑	↑
Total Properties Currently for Sale (Inventory)	311	↑		↓				
March Number of Properties Sold	65	↑		↑		135	↓	
March Average Days on Market (Solds)	51	↓	↓	↓	↓	58	↓	↑
March Month's Supply of Inventory	4.8	↓	↓	↓	↓	6.4	↓	↑
March Sale Price vs List Price Ratio	94.6%	↑	↑	↔	↓	94.1%	↔	↓

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

Property Sales

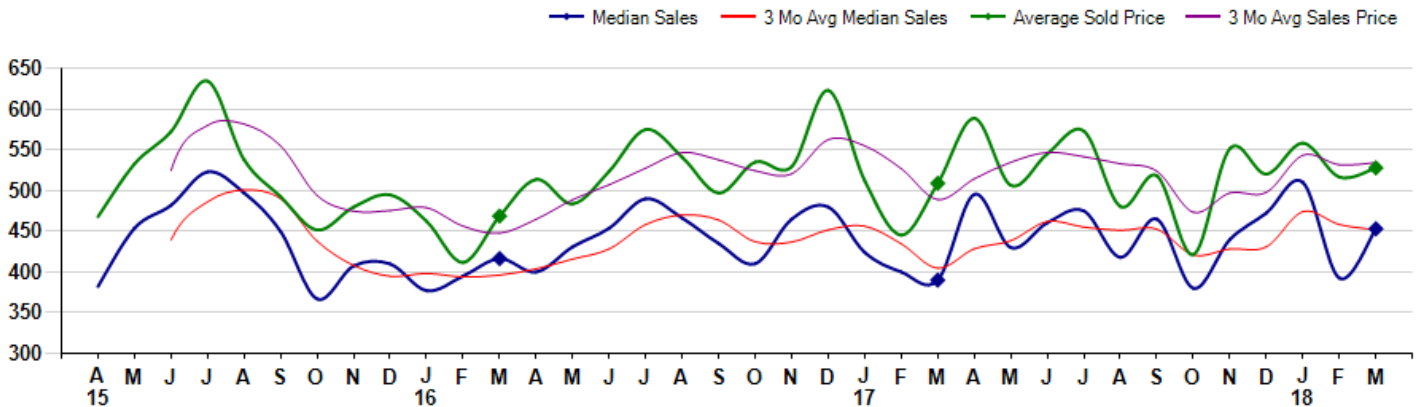
March Property sales were 65, up 10.2% from 59 in March of 2017 and 132.1% higher than the 28 sales last month. March 2018 sales were at their highest level compared to March of 2017 and 2016. March YTD sales of 135 are running -4.3% behind last year's year-to-date sales of 141.



Prices

The Median Sales Price in March was \$453,000, up 16.2% from \$390,000 in March of 2017 and up 15.4% from \$392,500 last month. The Average Sales Price in March was \$527,936, up 3.7% from \$508,981 in March of 2017 and up 2.2% from \$516,554 last month. March 2018 ASP was at highest level compared to March of 2017 and 2016.

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



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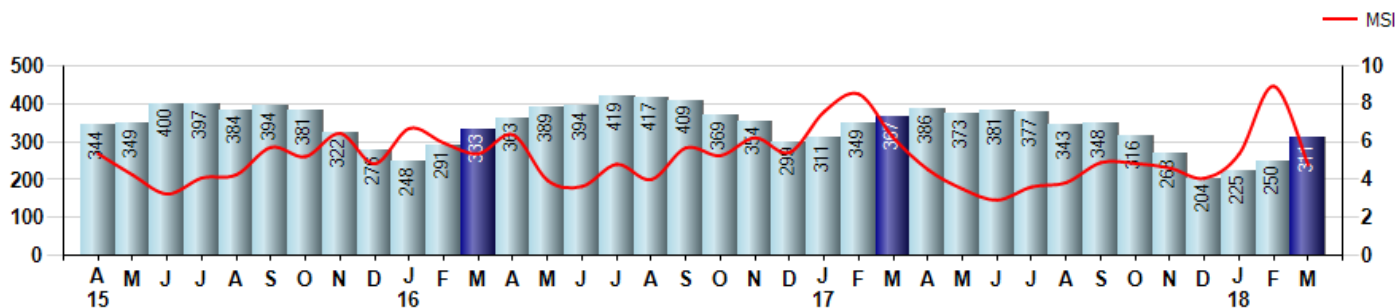
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Inventory & MSI

The Total Inventory of Properties available for sale as of March was 311, up 24.4% from 250 last month and down -15.3% from 367 in March of last year. March 2018 Inventory was at the lowest level compared to March of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2018 MSI of 4.8 months was at its lowest level compared with March of 2017 and 2016.

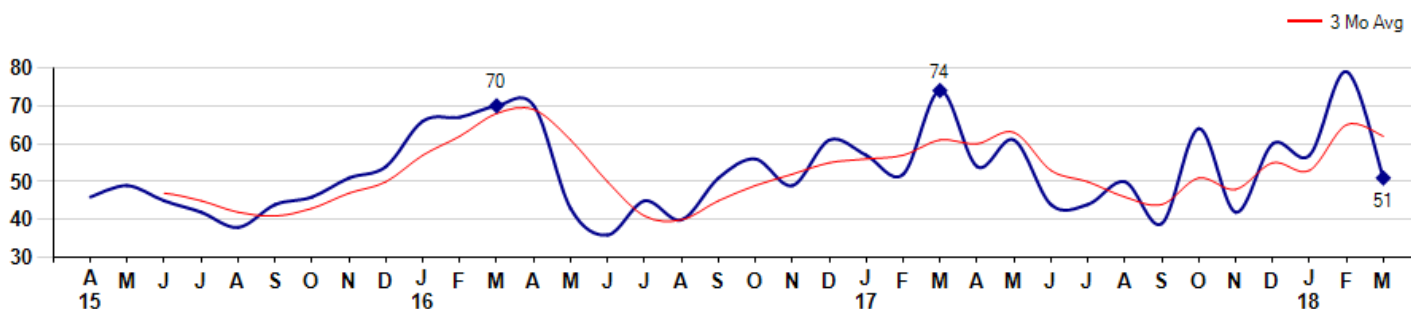
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 March was 51, down -35.4% from 79 days last month and down -31.1% from 74 days in March of last year. The March 2018 DOM was at its lowest level compared with March of 2017 and 2016.

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



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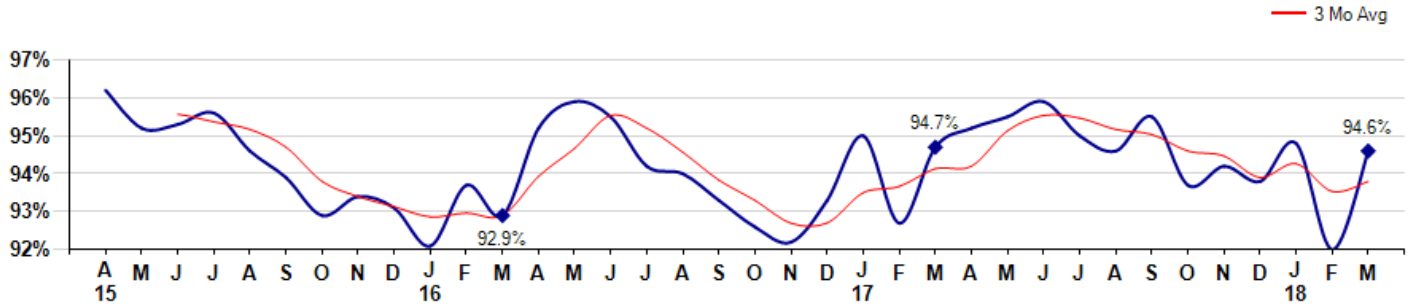


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Selling Price vs Listing Price

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 March 2018 Selling Price vs List Price of 94.6% was up from 92.0% last month and down from 94.7% in March of last year.

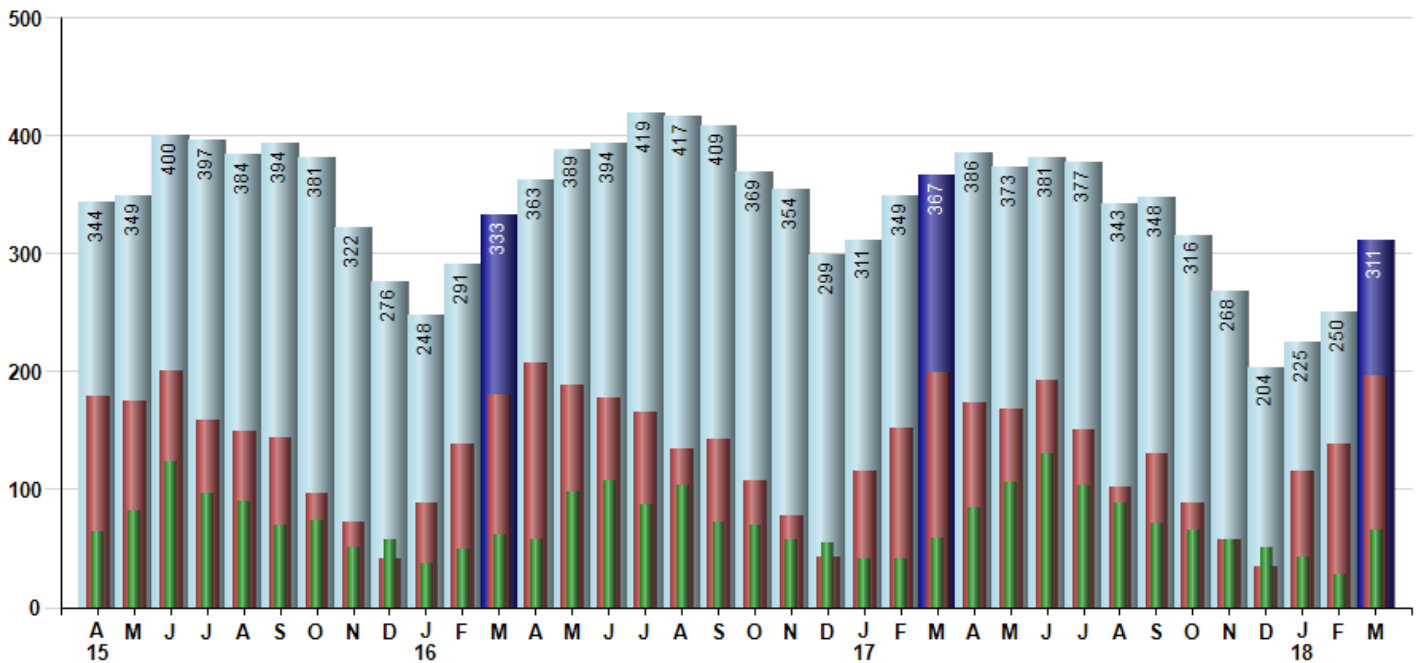
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 March 2018 was 197, up 41.7% from 139 last month and down -1.0% from 199 in March of last year.

Inventory New Listings Sold



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MARKET ACTION REPORT

March 2018

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	A 15	M	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
Homes Sold	64	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
3 Mo. Roll Avg			90	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

	(000's) A 15	M	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
Median Sale Price	382	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
3 Mo. Roll Avg			439	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

	A 15	M	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
Inventory	344	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
MSI	5	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

	A 15	M	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
Days On Market	46	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
3 Mo. Roll Avg			47	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

	A 15	M	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
Price per Sq Ft	209	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
3 Mo. Roll Avg			220	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

	A 15	M	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
Sale to List Price	0.962	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
3 Mo. Roll Avg			0.956	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

	A 15	M	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
New Listings	179	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
Inventory	344	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
Sales	64	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

	(000's) A 15	M	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
Avg Sale Price	468	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
3 Mo. Roll Avg			524	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

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