

MLS Area: Glenview / Golf



ART WILSON

Broker, Realtor

847-363-1599

www.NorthShoreHomesOnline.com

Art.Wilson@cbexchange.com



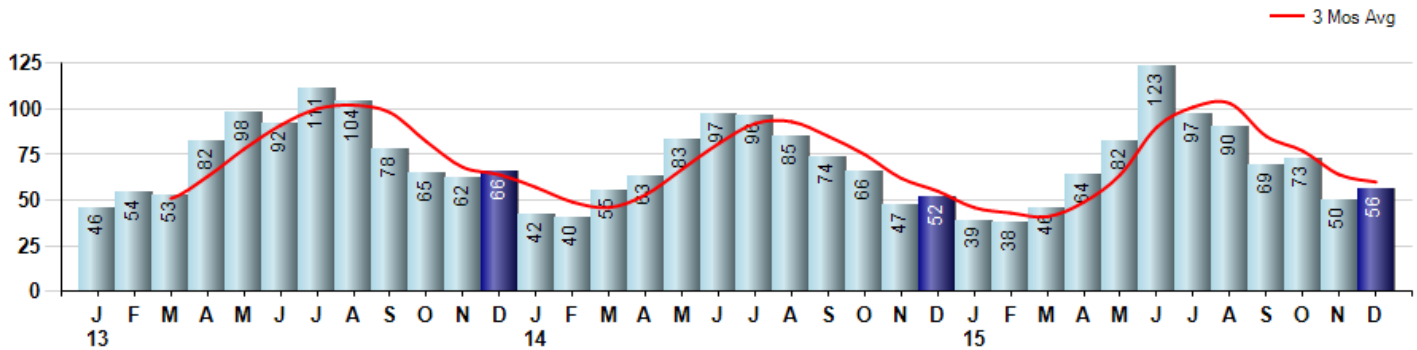
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$489,900	↓		↓				
Average List Price of all Current Listings	\$687,364	↔		↑				
December Median Sales Price	\$411,500	↔	↔	↑	↔	\$440,000	↑	↑
December Average Sales Price	\$500,934	↑	↑	↑	↑	\$522,380	↑	↑
Total Properties Currently for Sale (Inventory)	245	↓		↑				
December Number of Properties Sold	56	↑		↑		827	↑	
December Average Days on Market (Solds)	55	↑	↑	↑	↑	48	↑	↑
December Month's Supply of Inventory	4.4	↓	↓	↑	↑	5.0	↑	↑
December Sale Price vs List Price Ratio	96.3%	↑	↑	↑	↓	96.4%	↓	↓

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

Property Sales

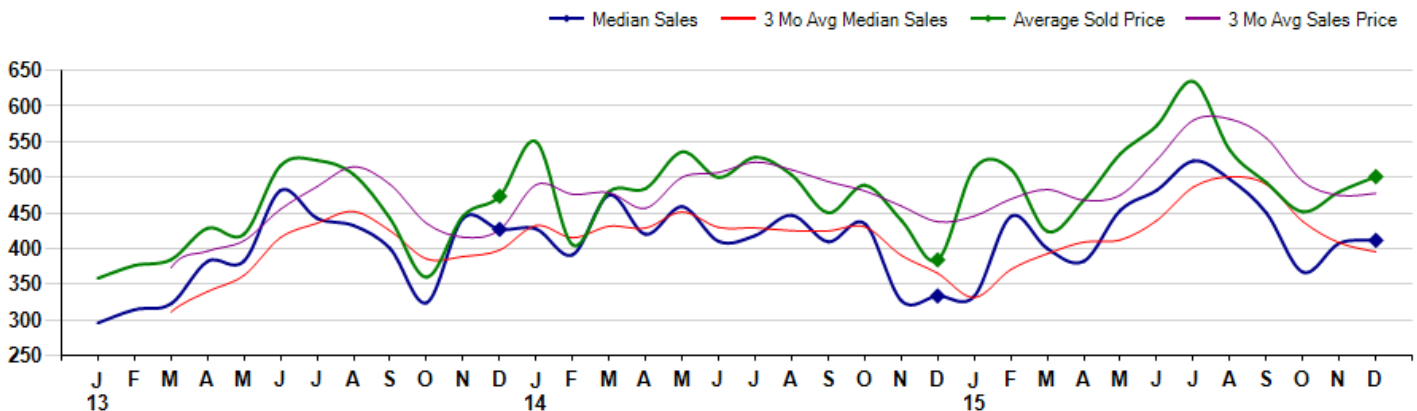
December Property sales were 56, up 7.7% from 52 in December of 2014 and 12.0% higher than the 50 sales last month. December 2015 sales were at a mid level compared to December of 2014 and 2013. December YTD sales of 827 are running 3.4% ahead of last year's year-to-date sales of 800.



Prices

The Median Sales Price in December was \$411,500, up 23.4% from \$333,500 in December of 2014 and up 1.0% from \$407,500 last month. The Average Sales Price in December was \$500,934, up 30.4% from \$384,052 in December of 2014 and up 4.4% from \$479,821 last month. December 2015 ASP was at highest level compared to December of 2014 and 2013.

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



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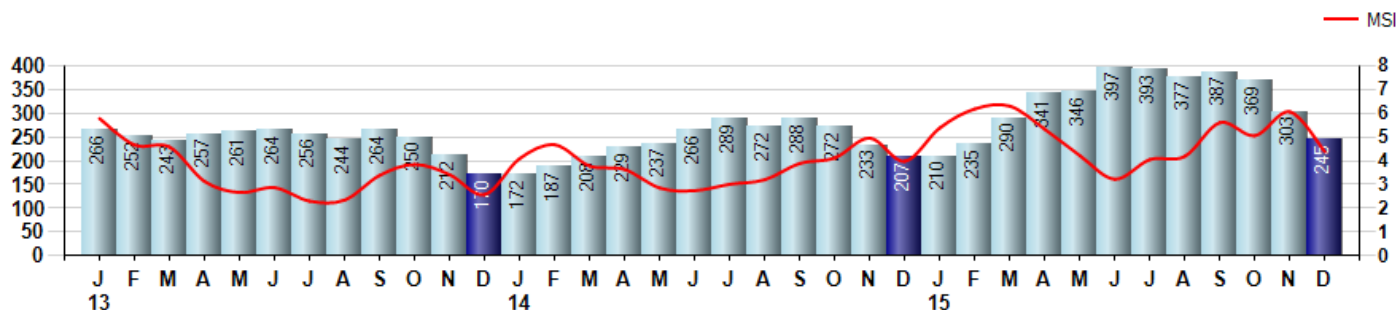
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Inventory & MSI

The Total Inventory of Properties available for sale as of December was 245, down -19.1% from 303 last month and up 18.4% from 207 in December of last year. December 2015 Inventory was at highest level compared to December of 2014 and 2013.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2015 MSI of 4.4 months was at its highest level compared with December of 2014 and 2013.

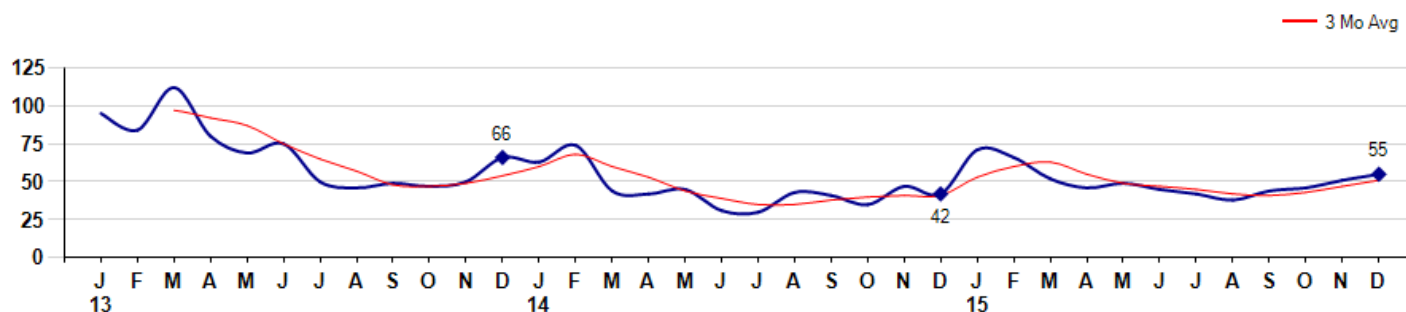
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 December was 55, up 7.8% from 51 days last month and up 31.0% from 42 days in December of last year. The December 2015 DOM was at a mid range compared with December of 2014 and 2013.

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



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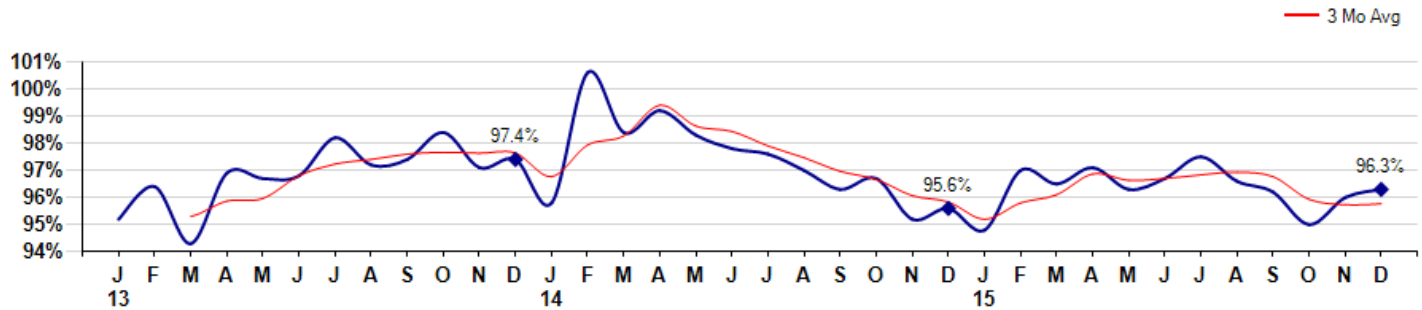


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Selling Price vs Listing Price

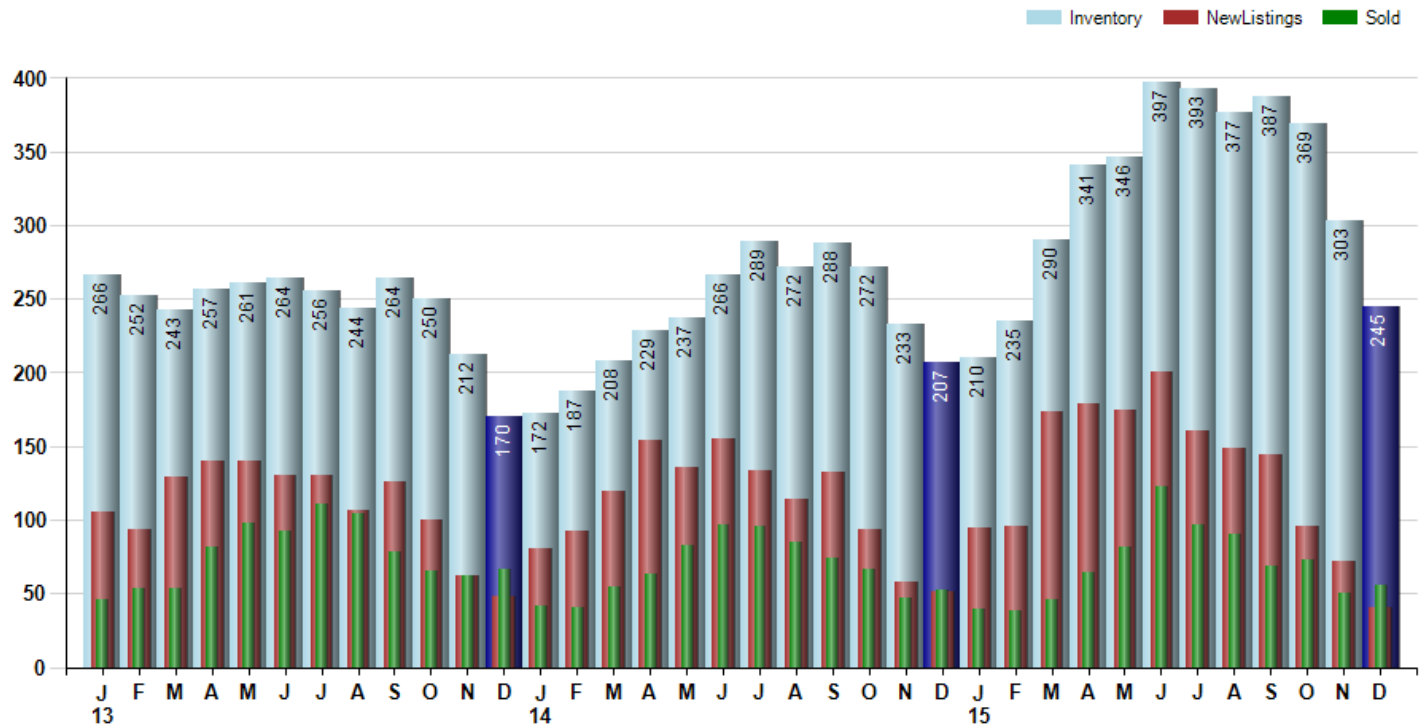
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The December 2015 Selling Price vs List Price of 96.3% was up from 96.0% last month and up from 95.6% in December 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 December 2015 was 40, down -44.4% from 72 last month and down -21.6% from 51 in December of last year.



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MARKET ACTION REPORT

December 2015

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	J 13	F	M	A	M	J	J	A	S	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
Homes Sold	46	54	53	82	98	92	111	104	78	65	62	66	42	40	55	63	83	97	96	85	74	66	47	52	39	38	46	64	82	123	97	90	69	73	50	56
3 Mo. Roll Avg			51	63	78	91	100	102	98	82	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

(000's)	J 13	F	M	A	M	J	J	A	S	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
Median Sale Price	296	314	323	382	383	482	443	432	400	324	442	427	428	391	475	420	459	410	418	447	410	435	327	334	333	445	400	382	454	482	523	497	450	367	408	412
3 Mo. Roll Avg			311	340	362	415	436	452	425	385	389	398	432	415	431	429	451	430	429	425	425	430	391	365	331	371	393	409	412	439	486	501	490	438	408	395

	J 13	F	M	A	M	J	J	A	S	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
Inventory	266	252	243	257	261	264	256	244	264	250	212	170	172	187	208	229	237	266	289	272	288	272	233	207	210	235	290	341	346	397	393	377	387	369	303	245
MSI	6	5	5	3	3	3	2	2	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	4

	J 13	F	M	A	M	J	J	A	S	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
Days On Market	95	84	112	80	69	75	50	46	49	47	50	66	63	74	44	42	45	31	30	43	41	35	47	42	71	66	52	46	49	45	42	38	44	46	51	55
3 Mo. Roll Avg			97	92	87	75	65	57	48	47	49	54	60	68	60	53	44	39	35	35	38	40	41	41	53	60	63	55	49	47	45	42	41	43	47	51

	J 13	F	M	A	M	J	J	A	S	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
Price per Sq Ft	158	183	171	190	180	208	204	216	214	182	204	208	200	213	226	214	227	216	225	226	217	220	204	186	190	214	187	209	213	237	226	233	211	210	191	231
3 Mo. Roll Avg			171	181	180	193	197	209	211	204	200	198	204	207	213	218	222	219	223	222	223	221	214	203	193	197	197	203	203	220	225	232	223	218	204	211

	J 13	F	M	A	M	J	J	A	S	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
Sale to List Price	0.952	0.964	0.943	0.969	0.967	0.968	0.982	0.972	0.974	0.984	0.971	0.974	0.958	1.006	0.984	0.992	0.983	0.978	0.976	0.970	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
3 Mo. Roll Avg			0.953	0.959	0.960	0.968	0.972	0.974	0.976	0.977	0.976	0.976	0.968	0.979	0.983	0.994	0.986	0.984	0.979	0.975	0.970	0.967	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

	J 13	F	M	A	M	J	J	A	S	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
New Listings	105	93	129	140	140	130	130	106	126	100	62	48	81	92	119	154	136	155	134	114	132	93	58	51	95	96	174	179	175	200	160	149	144	96	72	40
Inventory	266	252	243	257	261	264	256	244	264	250	212	170	172	187	208	229	237	266	289	272	288	272	233	207	210	235	290	341	346	397	393	377	387	369	303	245
Sales	46	54	53	82	98	92	111	104	78	65	62	66	42	40	55	63	83	97	96	85	74	66	47	52	39	38	46	64	82	123	97	90	69	73	50	56

(000's)	J 13	F	M	A	M	J	J	A	S	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
Avg Sale Price	358	376	384	429	420	517	524	504	442	360	446	473	550	405	480	484	536	500	528	503	450	489	440	384	513	511	424	468	533	573	635	538	493	452	480	501
3 Mo. Roll Avg			373	396	411	455	487	515	490	435	416	426	490	476	478	457	500	507	521	510	494	481	460	438	445	469	483	468	475	524	580	582	555	494	475	477

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