

## MLS Area: Glenview / Golf



**ART WILSON**

Broker, Realtor

847-363-1599

www.NorthShoreHomesOnline.com

Art.Wilson@cbexchange.com



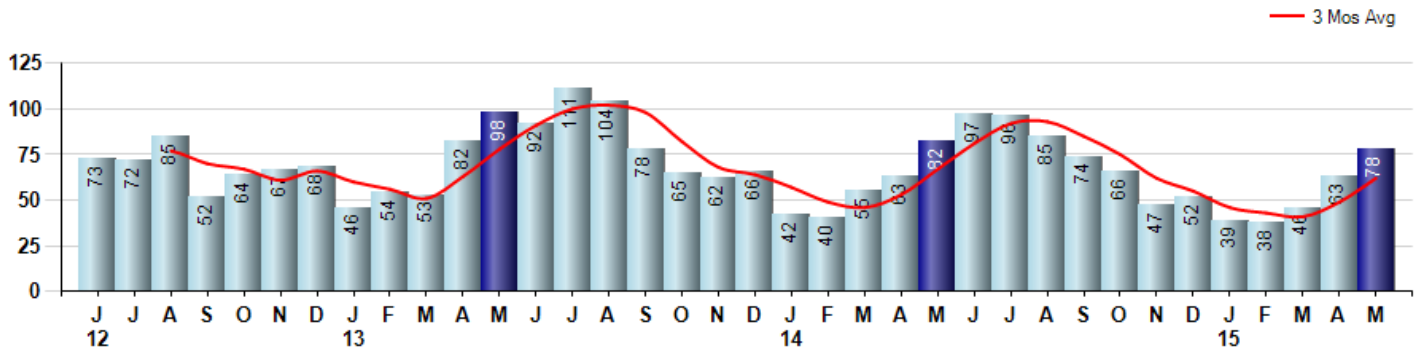
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$599,250	↑		↑				
Average List Price of all Current Listings	\$736,022	↑		↑				
May Median Sales Price	\$455,000	↑	↑	↔	↑	\$406,000	↓	↓
May Average Sales Price	\$540,190	↑	↑	↔	↑	\$495,819	↔	↑
Total Properties Currently for Sale (Inventory)	300	↓		↑				
May Number of Properties Sold	78	↑		↓		264	↓	
May Average Days on Market (Solds)	50	↑	↓	↑	↑	55	↑	↑
May Month's Supply of Inventory	3.8	↓	↓	↑	↑	5.2	↑	↑
May Sale Price vs List Price Ratio	96.3%	↓	↓	↓	↓	96.6%	↓	↔

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

### Property Sales

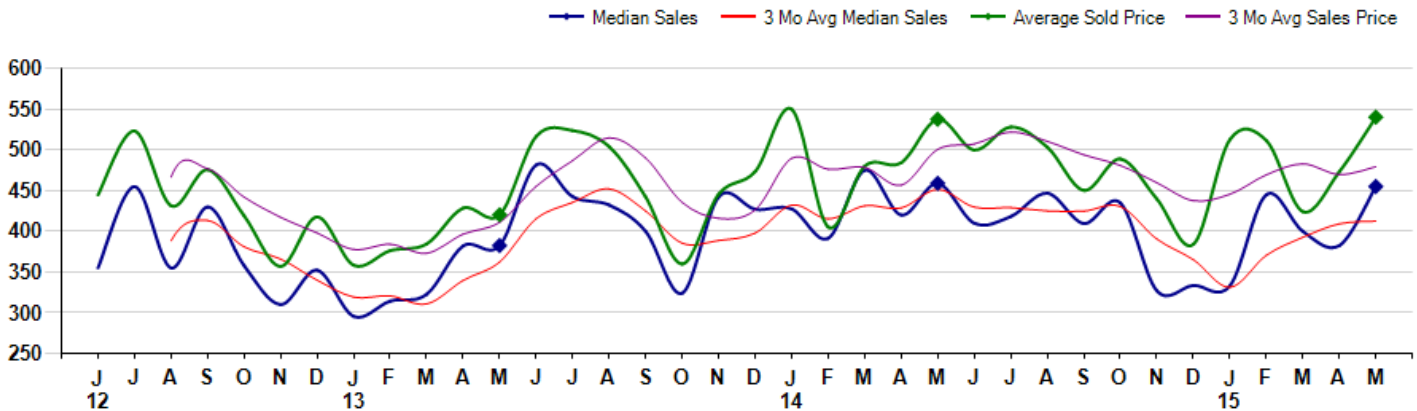
May Property sales were 78, down -4.9% from 82 in May of 2014 and 23.8% higher than the 63 sales last month. May 2015 sales were at their lowest level compared to May of 2014 and 2013. May YTD sales of 264 are running -6.4% behind last year's year-to-date sales of 282.



### Prices

The Median Sales Price in May was \$455,000, down -0.9% from \$458,955 in May of 2014 and up 19.0% from \$382,500 last month. The Average Sales Price in May was \$540,190, up 0.5% from \$537,647 in May of 2014 and up 14.1% from \$473,313 last month. May 2015 ASP was at highest level compared to May of 2014 and 2013.

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



## MLS Area: Glenview / Golf



**ART WILSON**

Broker, Realtor

847-363-1599

www.NorthShoreHomesOnline.com

Art.Wilson@cbexchange.com



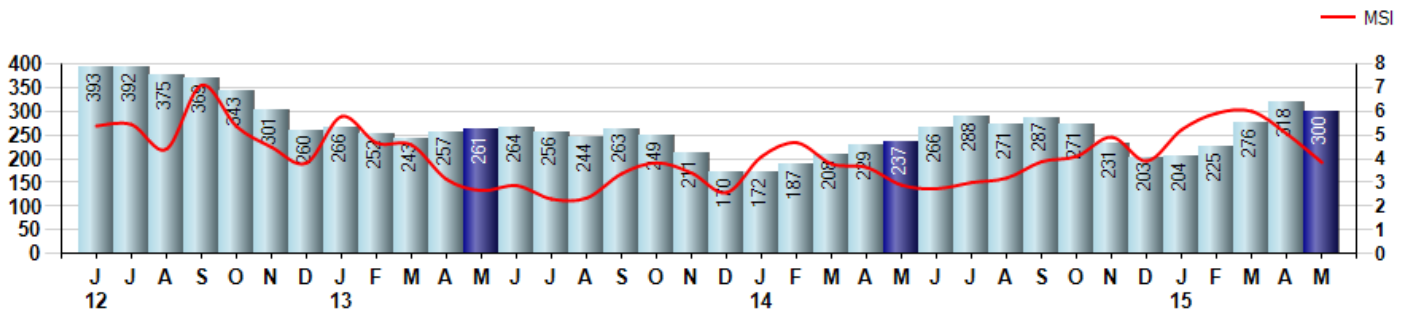
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

### Inventory & MSI

The Total Inventory of Properties available for sale as of May was 300, down -5.7% from 318 last month and up 26.6% from 237 in May of last year. May 2015 Inventory was at highest level compared to May of 2014 and 2013.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The May 2015 MSI of 3.8 months was at its highest level compared with May of 2014 and 2013.

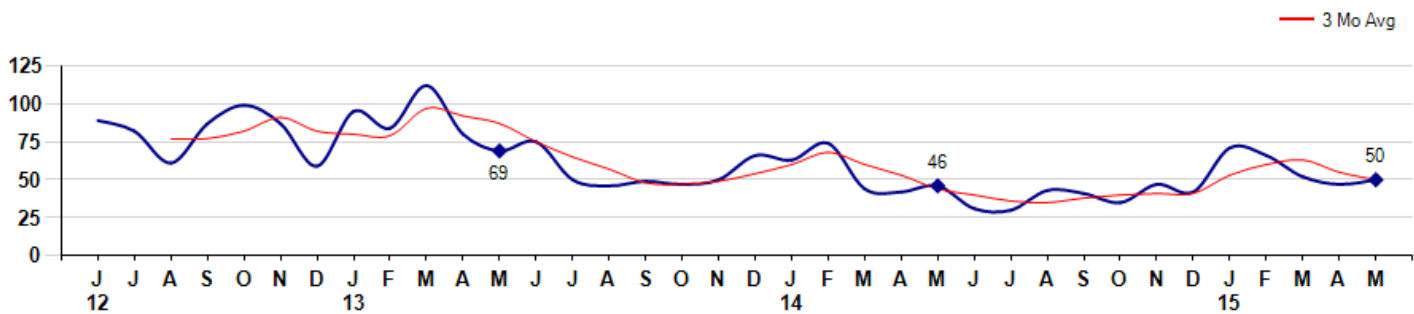
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 May was 50, up 6.4% from 47 days last month and up 8.7% from 46 days in May of last year. The May 2015 DOM was at a mid range compared with May of 2014 and 2013.

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



## MLS Area: Glenview / Golf



**ART WILSON**

Broker, Realtor

847-363-1599

www.NorthShoreHomesOnline.com

Art.Wilson@cbexchange.com

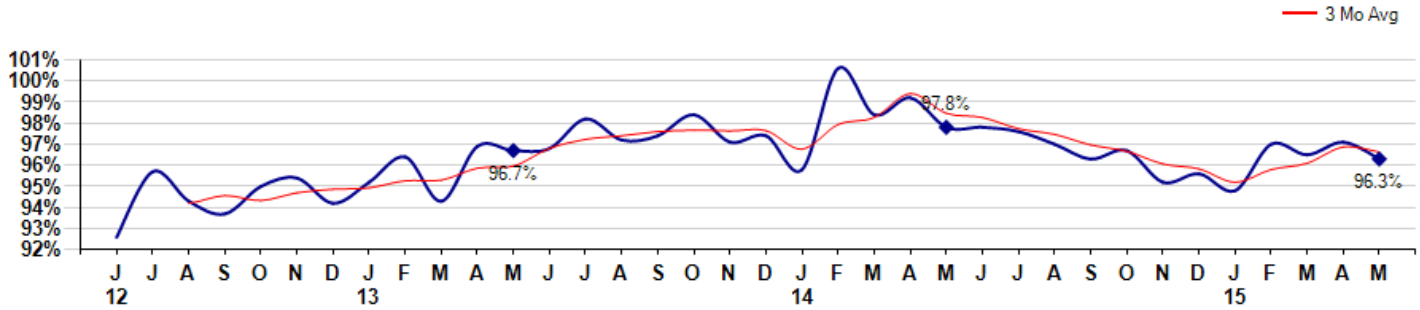


Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

### 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 May 2015 Selling Price vs List Price of 96.3% was down from 97.1% last month and down from 97.8% in May of last year.

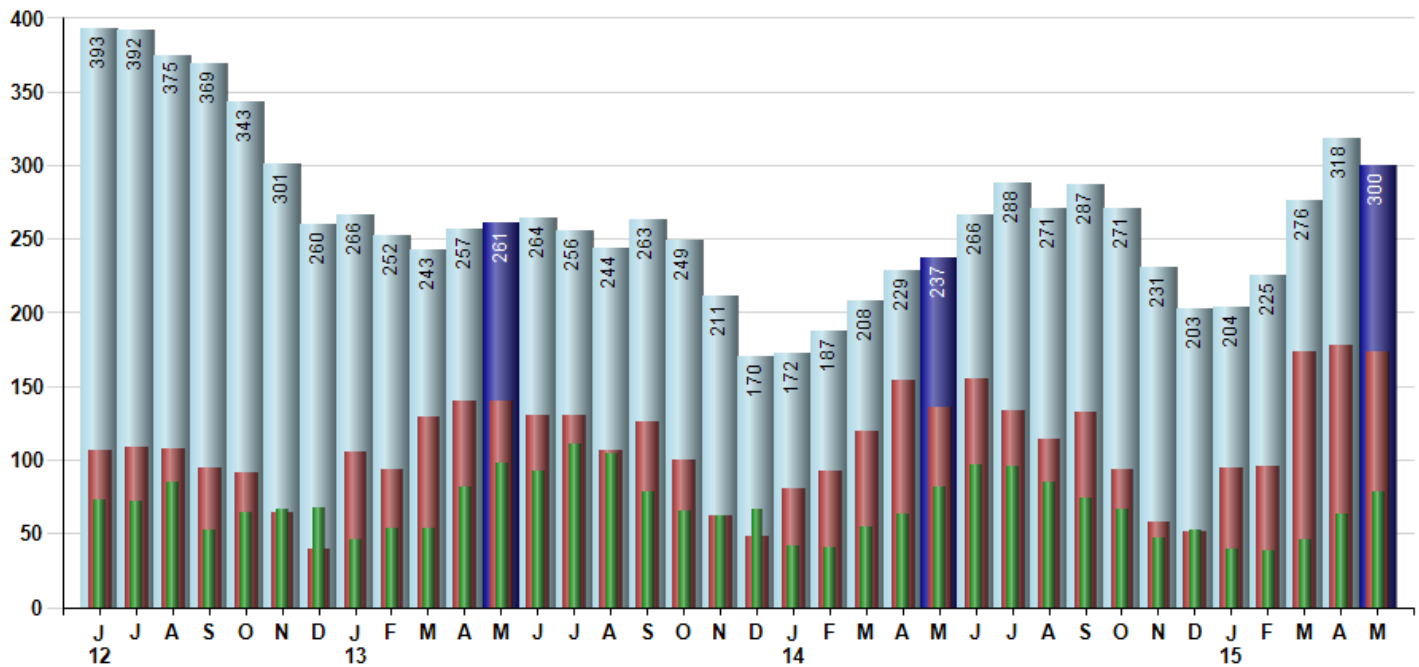
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 May 2015 was 174, down -2.2% from 178 last month and up 27.9% from 136 in May of last year.

Inventory New Listings Sold



© 2015 Coldwell Banker Real Estate LLC. All Rights Reserved. Coldwell Banker Residential Brokerage fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Coldwell Banker Residential Brokerage is operated by a subsidiary of NRT LLC. Coldwell Banker and the Coldwell Banker Logo are registered service marks owned by Coldwell Banker Real Estate LLC.

Based on information from Midwest Real Estate Data LLC for the period 6/1/2012 through 5/31/2015. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. Data maintained by the MLS's may not reflect all real estate activity in the market.



# MARKET ACTION REPORT

May 2015

## 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

	J 12	J	A	S	O	N	D	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
Homes Sold	73	72	85	52	64	67	68	46	54	53	82	98	92	111	104	78	65	62	66	42	40	55	63	82	97	96	85	74	66	47	52	39	38	46	63	78
3 Mo. Roll Avg			77	70	67	61	66	60	56	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	62

(000's)	J 12	J	A	S	O	N	D	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
Median Sale Price	355	455	355	430	358	310	352	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	383	455
3 Mo. Roll Avg			388	413	381	366	340	319	321	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	413

	J 12	J	A	S	O	N	D	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
Inventory	393	392	375	369	343	301	260	266	252	243	257	261	264	256	244	263	249	211	170	172	187	208	229	237	266	288	271	287	271	231	203	204	225	276	318	300
MSI	5	5	4	7	5	4	4	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

	J 12	J	A	S	O	N	D	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
Days On Market	89	82	61	87	99	87	59	95	84	112	80	69	75	50	46	49	47	50	66	63	74	44	42	46	31	30	43	41	35	47	42	71	66	52	47	50
3 Mo. Roll Avg			77	77	82	91	82	80	79	97	92	87	75	65	57	48	47	49	54	60	68	60	53	44	40	36	35	38	40	41	41	53	60	63	55	50

	J 12	J	A	S	O	N	D	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
Price per Sq Ft	183	193	182	189	185	181	185	158	183	171	190	180	208	204	216	214	182	204	208	200	213	226	214	230	216	225	226	217	220	204	186	190	214	187	209	216
3 Mo. Roll Avg			186	188	185	185	184	175	175	171	181	180	193	197	209	211	204	200	198	204	207	213	218	223	220	224	222	223	221	214	203	193	197	197	203	204

	J 12	J	A	S	O	N	D	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
Sale to List Price	0.926	0.957	0.943	0.937	0.950	0.954	0.942	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	0.978	0.978	0.976	0.970	0.963	0.967	0.952	0.956	0.948	0.970	0.965	0.971	0.963
3 Mo. Roll Avg			0.942	0.946	0.943	0.947	0.949	0.949	0.953	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	0.985	0.983	0.977	0.975	0.970	0.967	0.961	0.958	0.952	0.958	0.961	0.969	0.966

	J 12	J	A	S	O	N	D	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
New Listings	107	109	108	95	91	64	39	105	93	129	140	140	130	130	106	126	100	62	48	80	92	119	154	136	155	134	114	132	93	58	51	95	96	174	178	174
Inventory	393	392	375	369	343	301	260	266	252	243	257	261	264	256	244	263	249	211	170	172	187	208	229	237	266	288	271	287	271	231	203	204	225	276	318	300
Sales	73	72	85	52	64	67	68	46	54	53	82	98	92	111	104	78	65	62	66	42	40	55	63	82	97	96	85	74	66	47	52	39	38	46	63	78

(000's)	J 12	J	A	S	O	N	D	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
Avg Sale Price	445	523	431	476	419	357	418	358	376	384	429	420	517	524	504	442	360	446	473	550	405	480	484	538	500	528	503	450	489	440	384	513	511	424	473	540
3 Mo. Roll Avg			467	477	442	417	398	378	384	373	396	411	455	487	515	490	435	416	426	490	476	478	457	501	507	522	510	494	481	460	438	445	469	483	470	479

© 2015 Coldwell Banker Real Estate LLC. All Rights Reserved. Coldwell Banker Residential Brokerage fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Coldwell Banker Residential Brokerage is operated by a subsidiary of NRT LLC. Coldwell Banker and the Coldwell Banker Logo are registered service marks owned by Coldwell Banker Real Estate LLC.

Based on information from Midwest Real Estate Data LLC for the period 6/1/2012 through 5/31/2015. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. Data maintained by the MLS's may not reflect all real estate activity in the market.

